



Here for Good

Community Foundation for Monterey County

Advisor Solutions - Fall Edition



At our recent Professional Advisor Luncheon, Bill Knox, Director, Planned Gift Technical Consulting TIAA Kaspick, provided an insightful look into current trends in philanthropy, including an overview of legislative efforts related to charitable giving.

In this issue, we'll focus on year-end planning tips for your clients, take a deeper look at the proposed regulations to the SECURE Act and explore two trending topics that may come up during client meetings.

Lastly, the CFMC is pleased to welcome Cecilia Romero, Director of Gift Planning, to our Philanthropic Services team. She can help provide your clients charitable giving options whether in their lifetime or through their estate, including running gift illustrations. You can reach Cecilia at ceciliar@cfmco.org or (831) 754-5880 x124.

Thank you for the opportunity to serve your clients. We look forward to hearing from you in the weeks ahead as you bring your clients' 2022 charitable giving goals to successful conclusion.

Christine

[Christine Dawson](#)

Senior Vice President Philanthropic Services
(831) 375-9712 x126

Year-End Planning for Your Clients



Here are some handy options to keep in mind when meeting with clients in the coming months. Give us a call at 831.375.9712 if you need more information about these or other [gift options](#).

Be sure that your clients make their gifts by the [deadlines](#) for a 2022 deduction. [Read more](#)

- [Donor Advised Funds](#) – help your clients avoid the hassle of keeping track of multiple charitable receipts for their year-end giving. Establishing a fund at CFMC is an easy, convenient way for donors to organize all their giving in one place.

- [IRA Qualified Charitable Distributions \(QCD\)](#) - CFMC can help your clients establish a scholarship or field of interest fund with their QCD or benefit their favorite nonprofits through one distribution.
- [Charitable Bequests](#) – we can provide custom charitable bequest language for your clients which allows them the flexibility and ease of updating the instructions anytime in the future.

Read
More

Boost Your Client's Year-End Giving with Monterey County Gives! - 11/10-12/31



The [Monterey County Gives!](#) Campaign is just around the corner. This is a great opportunity for your clients to support their favorite non-profits AND amplify their impact by receiving a pro-rated match.



Donors can make one gift to benefit several nonprofits. Gifts of stock or [IRA Qualified Charitable Distributions](#) are accepted. Please email [Christine Dawson](#) or call

831.375.9712 for information. Since launching in 2009, more than \$45 million has been raised and granted to hundreds of local nonprofits.

MC Gives! is a partnership of the CFMC, Monterey County Weekly and the Monterey Peninsula Foundation with support from the Gunde and Ernie Posey Family Foundation, Neumeier Poma Investment Counsel, Colburn and Alana Jones Foundation of the CFMC, the David and Lucile Packard Foundation and the Cannery Row Company.

Inherited IRAs: Proposed Regulations Create Confusion

Don't be surprised if your clients are in a state of bewilderment over something they've [read recently](#) about the IRS's distribution rules for inherited IRAs. Unfortunately, the IRS rules are, at the moment, [clear as mud](#). The situation is complicated but worth understanding (we like this [very clear article](#)) because of the potential headaches the proposed regulation could cause for your clients.



The current state of confusion could present an opportunity to serve your philanthropic clients. First, you'll want to make sure your client knows about [Qualified Charitable Distributions \(QCDs\)](#). As a reminder, donors 70½ or older can make a distribution from their IRA of up to \$100,000 (\$200,000 for a couple) per year to qualified charities, including CFMC.

Second, the IRS permits taxpayers to make QCDs from inherited IRAs making this option welcome relief to clients who are facing the more stringent proposed IRS regulations governing the payout requirements for inherited IRAs.

Let us know if we can help with a QCD for your clients.



Questions?

Please contact Cecilia Romero, Director of Gift Planning, at ceciliar@cfmco.org or (831) 754-5880 x124.

Contact Cecilia

Two Key Topics for Client Meetings: CGAs and Inflation Reduction Act



Charitable gift annuities

Rising interest rates may increase the attractiveness of certain charitable remainder gift vehicles. When interest rates are high, your clients may want to look closely at [annuity vehicles](#) that leave a remainder gift to charity, such as a charitable remainder annuity trust or a charitable gift annuity.

Creating a charitable remainder annuity trust in a high interest rate environment, versus a low interest rate environment, drives down the present value of your client's income stream, which means that the value of the remainder passing to charity is relatively high and therefore so is the client's upfront tax deduction for the charitable portion of the gift.

Charitable gift annuities also are becoming more attractive to philanthropic clients, for different reasons. Thanks to the recent [increase](#) in rate of return assumptions for charitable gift annuities, this planned giving vehicle is now more attractive to donors who like the idea of a higher payout rate for their lifetime annuity.

Inflation Reduction Act

The second topic relates to the IRS. The much anticipated Inflation Reduction Act is now law, and while the Act did include [changes](#) to a few income tax provisions, many tax professionals are viewing the Act's \$80 billion in funding increases for the IRS to be the bigger headliner. Your clients may even be reading up on this in the [media](#), which frequently cites unusually large charitable deductions as a potential trigger for an IRS audit.

Now is the time to make sure your clients understand the rules for charitable deductions and commit to keeping track of their donations in detail. Establishing a fund at the CFMC is an easy way for clients to organize and track their annual giving.

Please [reach out](#) to learn more about ways the CFMC can work with you and your clients to help navigate their charitable giving plans.

Create Your Legacy: Guide to Gift Planning



We're pleased to share our [Guide to Gift Planning](#) to help your clients consider the best options for their charitable giving. The guide covers many ways donors can give during their lifetime or through their estate. You can view or download a copy [online](#), or to request printed copies, please [contact](#) Cecilia Romero at 831.754.5880 x 124.

More Advisor Resources

The team at CFMC is pleased to be a resource and sounding board as you serve your clients. We understand the charitable side of the equation and are happy to help you find the best solutions to meet your clients' needs. This newsletter is provided for informational purposes only. It is not intended as legal, accounting, or financial planning advice.

Community Foundation for Monterey County



Contact Us

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To inspire philanthropy and be a catalyst for strengthening communities throughout Monterey County

