



Here for Good

Community Foundation for Monterey County

Advisor Solutions - Summer Edition



We are so grateful to hear from many professional advisors and donors requesting our new [Guide to Gift Planning](#). You can find it online or [contact us](#) to request printed copies to keep on hand for your clients.

In this issue we take a look at three opportunities to help your clients' charitable planning through [Charitable Gift Annuities](#), [Donor Advised Funds](#), and [IRA Qualified Charitable Distributions](#). Your clients' charitable intentions, coupled with our ability to structure a wide variety of funds and life-income vehicles, create many opportunities for us to work together. Contact us anytime if we can be of help.

We're honored to partner with you as you help your clients make a difference in our community.

Christine

[Christine Dawson](#)

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Rising Interest Rates and Planning for Retirement- CGAs



With interest rates rising, now is a good time to consider talking with clients about a Charitable Gift Annuity (CGA). [CGA payout rates increased on July 1](#), which can be good news for your client's income stream and tax-savvy retirement planning.

A [Charitable Gift Annuity](#) is a contract between the donor and the CFMC. By making a gift of cash or stock, the donor (and spouse or another beneficiary) receives fixed payments for life and an immediate income tax deduction. The remainder of the annuity creates a permanent fund at the CFMC to benefit any cause of the donor's choosing.

Donors may also choose a deferred gift annuity, meaning they start receiving payments at a future date (or upon a future event such as retirement). This option

takes advantage of a greater tax-deduction as well as a higher payout rate. We can help you evaluate CGA options for your clients; [contact us](#) to receive customized CGA models.

New CGA Rates and Gift Calculator

Helping Clients Organize Their Philanthropy Donor Advised Funds

Charitable giving habits are an important window into helping a client make planning decisions. Here's a simple list of questions to help determine if a [Donor Advised Fund \(DAF\)](#) at the CFMC can simplify your client's philanthropy.

- Do your clients makes several donations to nonprofits each year? A DAF keeps track of all their philanthropy in one spot. The donor is also supported by our team with strategic grantmaking and opportunities to gain deep knowledge about local needs and nonprofits.
- Is family philanthropy important to your clients? If so, a DAF allows future generations to be involved as advisors and successors of the fund without the hassle of establishing and maintaining a private family foundation.
- Do your clients have highly appreciated assets or a taxable event to consider? The CFMC can accept many types of [complex assets](#) to help maximize tax benefits.
- Are your clients leaving a bequest or beneficiary designation to charity? A DAF makes an excellent vehicle for estate planning.

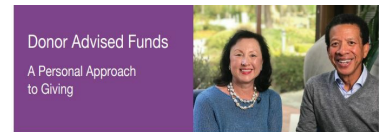
If your clients are not familiar with DAFs, perhaps offer a quick [primer](#) visit our website or download this [simple overview](#).

Donor Advised Funds

RMDs, QCDs and the CFMC!



Pending legislation may impact Required Minimum Distributions (RMDs) and Qualified Charitable Distributions (QCDs). While those enhancements are not yet final, the QCD rules as they [currently stand](#) make for a strong gift planning tool. CFMC can help your clients establish a [scholarship](#) or [field of interest fund](#) with their QCD. (Read [Leslie Mulford's story](#)).



Simplify Your Giving—Create a Donor Advised Fund

Donor advised funds at the Community Foundation for Monterey County (CFMC) help simplify and maximize the impact of your giving. You make a tax deductible gift to establish your fund and recommend grants over time to the causes you care about. You benefit from the convenience and community knowledge of our professional staff.



Benefits

Donor advised funds at the CFMC are convenient, flexible tools for individuals, families, businesses, or groups, making it an ideal vehicle for fulfilling your charitable wishes.

- Easy to establish and manage
- Can utilize a wide variety of assets (such as cash, appreciated stock or real estate)
- Receive immediate tax benefits in the year the gift is made
- Make grant recommendations now and in the future
- Receive grantmaking support and co-investment opportunities from our professional staff
- One gift can support multiple organizations
- Increased impact by investing and combining your gifts with others
- Simplify your record-keeping with 24/7 online access to your donation and grant history
- Less costly and easier to administer than family or corporate foundations

Healthy, Safe, Vibrant Communities

"We trust the Community Foundation as a partner in philanthropy because they care. They provide an efficient and effective way to reach multiple nonprofits that are meaningful to us. We feel good about working with the foundation because they carefully listen to understand your intentions."

— Bill and Kathleen Johnson, Jr.
Read their story: [otmcs.org/Johnson](#)

Design Your Giving Plan. We Can Help.

The CFMC is here to facilitate your philanthropy and help you achieve your charitable goals. We can assist you or your family with a donor advised fund or a planned gift, support private foundations with grantmaking or administrative services or help your business develop a charitable giving plan.

Here for Good!
Community Foundation
FOR MONTEREY COUNTY
[otmcs.org/DonorAdvisedFunds](#)

Other popular options include supporting their favorite nonprofits participating in the [Monterey County Gives!](#) campaign or simplifying their QCD distribution to several different charities through one disbursement. Please [contact us](#) or [click here](#) to explore ways your clients can fund their charitable giving strategies through an IRA QCD. We'd love to help!

IRA Qualified Charitable Distribution (QCD)

Professional Advisor Luncheon 9/14/21: Save the Date!



Please join us for

Current Trends in Philanthropy Professional Advisors Luncheon

September 14, 2022

12-1:30 PM

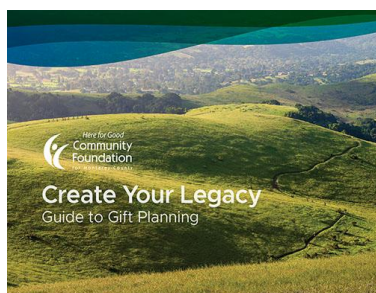
Corral de Tierra County Club

Please save the date of September 14 to join us for our Professional Advisor Luncheon "Trends in Philanthropy."

The keynote speaker is Bill Knox, JD, LL.M., Director, Planned Gift Technical Consulting TIAA Kaspick. You can [RSVP now](#) or look for your invitation soon.

RSVP

Create Your Legacy: Guide to Gift Planning



We're pleased to share our updated [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 us](#) or call 831.375.9712.

Sample CFMC Bequest Language



Donors and advisors often reach out to us for sample bequest language to include in their estate documents. Download [bequest language here](#). We're happy to review trust documents or work with you and your clients to create customized instructions. Contact [Christine Dawson](#) to discuss custom bequest language.



Contact Us

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

