

UPLift

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Grateful Family Ensures Expectant Families Can Rest Easy

Matthew and Renee Parker of Newberry will be forever thankful to the Neonatal Intensive Care Unit (NICU) at Marquette General Hospital.

Each of their three sons—Matthew, 3; Elijah, 17 months, and David, 1 month—was born in the Family Birthing Center at Marquette General Hospital.

In honor of their three healthy boys, the Parkers have gifted \$500 to the NICU.

“Everybody there is so wonderful,” Renee said. “The nurses are just great. They really knew what to do.”

With the funds, a new sleep chair for the Family Birthing Center was purchased. The chair, according to



(l to r): Elijah, 17 months; Matthew, 3; and David, 1 month.

Connie Koutouzos, program director of the Women’s and Children’s Center at Marquette General, will provide a comfortable place for family members to rest while they’re supporting mom during their stay.

The Parker’s gift is now recognized on the Giving Tree in the Family Birthing Center with the following message inscribed on the nameplate, “Thanks to the FBC Staff! The Parker Family.”

“When we walked by the Tree, my husband (Matthew) asked, ‘Wouldn’t it be nice to donate some money to help them get a new chair?’” said Renee, a certified nurse’s aide at Helen Newberry Joy Hospital. “We really like your facility.”

For more information about the Marquette General Foundation, please visit our Web site at www.mgh.org/foundation.

A Loved One Remembered

Marquette General’s Home Health & Hospice department was recently the recipient of a \$2,500 gift.

The donors, who wish to remain anonymous, made the gift in memory of their father, who passed away a full 10 years ago.

The donors thanked the home health and hospice staff for the quality care they

provided to their father.

“Your professionalism, warmth and caring will never be forgotten,” they wrote.

Karen Erickson, program director of Marquette General Home Health, said her staff is appreciative of being recognized in such a manner.

“It is a tremendous gift and we are

very thankful for it,” she said. “To be remembered for care that was provided 10 years ago is a great tribute to our staff. Many of those staff members are still providing excellent patient care out in the home.”

In 2006, \$7,560 in Foundation gifts were designated to Marquette General Home Health & Hospice!

Where There is a Will—There is a Way

Wills and estate planning can be wonderful gift-giving options. Perhaps the easiest approach to planned giving is often the most forgotten.

Some people think that estate planning is only for those who have a great deal of money. However, many of us have the ability to help others once we're gone. Personal life insurance policies, the value of a business, real estate investments or home equity are just a few of the valuable possessions we have to reduce taxes while helping further a favorite charitable organization like the Marquette General Foundation.

By making a gift in a will, a donor can shape the future of Marquette General Health System (www.mgh.org/foundation) in a meaningful way. At one's death, the assets will be distributed to at least two of the following three beneficiaries: your chosen heirs, the United States government, or the charitable organization(s) of one's choice. If a donor doesn't stipulate his/her desires in a legal method, a significant portion of the estate could be reduced by taxes rather than directed to what he/she values most.

Updating a will is neither costly nor time-consuming. In many cases, it only requires the addition of an amendment to one's existing will. This supplemental amendment is called a Codicil. It is a legal document written by your attorney in accordance with state laws.

This is typically how the language would read:

"I _____ give, devise and bequeath to Marquette General Foundation, Marquette, Michigan, the sum of (spell

out the amount), (\$ _____)-or -(# of) shares of the common stock of XYZ Corporation, Certificate Numbers _____, to be used for the general purposes of the Marquette General Foundation."

Or, the gift can be a fixed percentage of an estate.

"I give, devise and bequeath to the Marquette General Foundation, Marquette, Michigan, _____% of the rest and residue of my estate, to be used for _____.

Leaving a part of one's will or estate plan to the Marquette General Foundation ensures that future generations can enjoy the high quality of health care that our community has grown to expect. Donors can be assured that those assets will help Marquette General further its mission of providing the finest available health care in the Upper Peninsula. The added benefit to estate planning is that it can reduce your estate tax liability, thus, benefiting your heirs.

Someone once said, "The smallest deed is better than the grandest intention."

A will provides the easiest, safest (it is totally revocable at any time) and surest way for you to contribute assets and be certain your gift will be used as you wish.

For more information on making wills/estates part of charitable giving, please contact Jim LaJoie, Planned Giving/Major Gifts Manager, at the Marquette General Foundation at 906-225-3431 or by e-mail at jlajoie@mgh.org. He'll be happy to discuss your situation and provide additional easy-to-read information on estate and will planning.

Foundations Building Foundations: Through Property Sales, Unique Program Helps MGHS

Brian Olson strongly believes in the value of quality, affordable health care. He also receives tremendous satisfaction in giving back to his community.

That's why Olson, an associate at Northern Michigan Land Brokers (www.northernmichiganlandbrokers.com) in Marquette, is at the forefront of an

exciting, innovative program in which the Marquette General Foundation will benefit philanthropically from property that Marquette General employees and/or physicians buy or sell through Brian.

This is how the 'Foundations Building Foundations' program works:

Property sales CONTINUED ON 4



Charitable Trusts Offer Win-Win Situation for Everyone

We are all familiar with making gifts to charity by cash or check. Occasionally, we hear of stock, real estate or life insurance gifts. All have their place.

When a donor's situation is more complex, a charitable trust may be appropriate. Such trusts are quite sophisticated and can help not only the charity's cause, but can assist the donor with cash flow planning,

Planned Giving

Michael J. Kolasa CAP CFP® CTFA



timing charitable deductions and income, diversifying a portfolio, deferring capital gains taxes, and minimizing estate and gift taxes. Any donor with these issues who's considering a sizeable gift needs to communicate their situation to their advisors and to the charitable organization (Marquette General Foundation), which may then suggest a charitable trust.

These same professionals can provide spreadsheet examples of how the donor's situation would be effected by a charitable trust.

Charitable trusts are typically irrevocable as a whole, and accordingly, need to be thoroughly analyzed before being implemented. A donor can retain the right to change the trustee or the charity being benefited by the trust, and the trustee may be allowed to make technical modifications to the trust to keep it tax compliant.

Charitable trusts come in two primary varieties: charitable remainder trusts ("CRTs") and charitable lead trusts ("CLTs"). The distinction is that with a CRT, an income stream is paid to the donor or other individuals, and the charity (or charities) receives the remainder value of the trust after some specified event or term. In a CLT, the charity receives an income stream until a specified event or term, and other beneficiaries receive the balance. In both cases, the amount paid to charity must be statistically significant according to IRS-imposed testing, or the trust does not qualify and many of its benefits are not available.

Let's consider a CRT example. If a donor sets up a CRT with \$500,000, the trust could specify that an income stream be paid to the donor for life, with any balance at death being paid to charity. The size of the donor's income stream is determined by the donor's age, the current interest rate environment, and to some extent, the needs of the donor. If the donor is age 60, under the present rates,

he/she could take a maximum of more than \$33,000 annually for the rest of his/her life, and would at the same time receive a one-time charitable deduction of more than \$131,000.

Under a slightly different model, he/she could receive annual payments starting at more than \$80,000 annually and declining thereafter, and still receive a one-time charitable deduction of around \$50,000. These cases are donor specific, but these illustrations should give us cause to ponder.

An ultra sophisticated model of a CRT could delay income payments until a later time. This would allow the deduction to be taken at the time the trust is established, with the trust income being timed to pay out at a later time. These variations can work well for donors who are still in their high income years and would like a present deduction while providing for their own income later.

CRTs work well when a donor would like to provide for income for themselves or others presently, while giving a large amount to charity later. Additionally, the value of the gift is no longer included in their estate for estate tax purposes.

With a CLT, the charity receives the income stream, with the balance of the trust assets going to individuals at a later time. Paying the income to charity for a longer term lowers the present value of what is given to the individual recipients later, thereby reducing transfer tax burden. This works well when a donor wishes to benefit charity presently and transfer large amounts of value to family later at a substantially reduced transfer tax (gift tax) cost. Additionally, the value of the gift is no longer included in the donor's estate for estate tax purposes.

These types of trusts are highly complex, and have rules and benefits not covered in this article. Donors are encouraged to consult with their tax advisors when considering making a gift.

If you have further questions about CRTs and CLTs, please contact Planned Giving/Major Gifts Manager Jim LaJoie of the Marquette General Foundation at 906-225-3431 or by email at jlajoie@mgh.org. Jim can provide additional details and order spreadsheet examples for interested donors.

(Editor's note: Michael J. Kolasa, CAP, CFP®, CTFA, is the vice president & trust officer in Private Client Services at Wells Fargo in Marquette. He's one of several valuable planned giving advisors to the Marquette General Foundation.)

Mission/Vision



We develop resources and build enduring partnerships resulting in life-saving advancements and improved health for the people of the Upper Peninsula.

For every property that Brian sells either for or to a Marquette General employee or physician, Brian is graciously donating 10 percent of his commission to the Grateful Patients and Families Program recently launched by the Marquette General Foundation (www.mgh.org/foundation).

“When I first learned about the Grateful Patients and Families Program, my thought was I needed to make a gift because it’s a very interesting program,” Brian explains. “But, then, as I thought it through, I realized I wanted to take it a step further. So, by working with the Marquette General Foundation team, we established the ‘Foundations Building Foundations’ program.”

Brian and his wife, Mary Grace, are grateful family members. Their daughter, Regina, was born at Marquette General.

“The delivery was difficult and Regina was not breathing at birth. Her condition was serious,” Brian said. Pediatrician Dr. Michael Nidiffer and Obstetrician Dr. Connie Hedmark, the Neonatal Intensive Care Unit and the entire birthing center were all instrumental in her recovery. We are very grateful.”

Recently, Brian gifted the Marquette General Foundation \$303, signifying the first gift received through a home he helped sell for a MGHS employee.

“I’m excited to work with the Marquette General Foundation on this,” he said. “It’s my way of giving back and thanking Marquette General for the high-quality care they provide in the region.”

Brian strongly encourages other realtors in the U.P. to match his commitment to ‘Foundations Building Foundations.’

“In the end,” he said, “we’re helping Marquette General employees and physicians either buy or sell their properties. But, more importantly, we’re raising money to help MGH purchase innovative equipment, expand services and improve technology.”

Brian added that if Marquette General employees or physicians refer him to family and friends looking to buy or sell homes or property, he would also honor his 10 percent commission pledge to the Marquette General Foundation.

For more information about ‘Foundations Building Foundations,’ contact Jim LaJoie, Planned Giving/Major Gifts Manager, at the Marquette General Foundation at 906-225-3431, toll free at 1-866-906-6914, or by e-mail at jlajoie@mgh.org.

To contact Brian Olson at Northern Michigan Land Brokers, call 906-225-5263 or toll-free at 1-866-231-LAND; or you can reach him on his cell 906-869-6446. Brian’s e-mail is brianolsonrealtor@yahoo.com.

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420 West Magnetic Street
Marquette, MI 49855
906.225.6914
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www.mgh.org/foundation

Editor: Jim LaJoie
Planned Giving and
Major Gifts Manager
jlajoie@mgh.org

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