

# Giving Wisely



WINTER 2012-13



## Charitable Gift Annuity

*Support Girl Scouts and receive benefits in return*

- Dependable, fixed payments for life
- Partially tax-free payments
- Charitable deduction in the year of your gift

| Age(s) | One Person | Two People |
|--------|------------|------------|
| 65     | 4.7%       | 4.2%       |
| 70     | 5.1%       | 4.6%       |
| 75     | 5.8%       | 5.0%       |
| 80     | 6.8%       | 5.7%       |
| 85     | 7.8%       | 6.7%       |
| 90     | 9.0%       | 8.2%       |

Call today for a free, no-obligation illustration of how a charitable gift annuity can benefit you.  
(619) 610-0804

## Legacy Circle Spotlight Barbara Dickey

Why has Barbara Dickey created an estate plan that benefits Girl Scouts San Diego, as well as ensuring her own security? "I like the Greek philosophy of planting a tree under which I do not expect to sit," she explains. "My financial planning will create shade for Girl Scouts to enjoy well into the 21st century."

During her 27-years as a professional staff worker at Girl Scouts San Diego-Imperial Council (from 1964 to 1991), the organization made significant advancements. It grew in size from the 30th largest council in the U.S. to the largest in the southwest region, a remarkable feat. While she was the executive director, the council became the first to sell over one million boxes of cookies. Another major accomplishment under Barbara's leadership was acquiring the land for Camp Winacka and developing that property. She led construction at the Escondido Program Center, and completely renovated the administration building at the Balboa Campus.

Barbara's connection to Girl Scouts began during her rewarding, 10-year career as a naval officer. While stationed at the 11th Naval District headquarters in San Diego, she represented its commandant on the Girl Scouts' board of directors. When Barbara left the Navy in 1965, the council's executive director recruited her to become Girl Scouts' director of public relations. The rest is history.

### Charitable giving strategies

Barbara has executed several tax-wise plans to benefit Girls Scouts. Her initial major gift, a charitable remainder trust, provides her with income now and will ultimately benefit Girl Scouts. When she moved to La Vida Real, a retirement community in East County, Barbara used proceeds of her home sale to fund the trust, an astute way to avoid capital gains and realize the best return on the transaction.



Barbara also employed the charitable IRA rollover rules for three successive years, which allowed her to make charitable gifts from

*Continued on page 2*

Barbara tours the campus with Marlene Williams



CEO Jo Dee Jacob and 100th Anniversary "Promise Leader" Carol LeBeau congratulate Girl Scouts New Day 5K race winners.

## Tax Wise Gifts of Stock

Although every charity accepts cash, it may be to your advantage to donate appreciated securities. When you give highly appreciated, long-term gain assets such as stocks and bonds, you receive an income tax deduction based on the current value of the asset. Plus, you avoid paying capital gains tax by transferring the asset directly.

For example, it is not unusual for stock acquired 30 to 40 years ago to have a current fair market value of 10 times or more of the original cost. Unfortunately, while the value may have increased dramatically, the income you are receiving from your investment may be dismal. Based on a typical dividend of 1.5%, a \$20,000 block of stock provides you with just \$300 of income annually. With an original cost of \$2,000, selling the stock will result in a capital gain of \$18,000, and a tax bill of \$3,906 (assuming a combined state and federal capital gains tax of 21.7%).

An alternate tax-wise strategy for this stock is to consider using it for charitable giving purposes instead of selling. Here are the results for someone in the 28% tax bracket who lives in California:

|                                   |          |                                |
|-----------------------------------|----------|--------------------------------|
| Gift to Girl Scouts San Diego:    | \$20,000 | (stock value)                  |
| Charitable deduction tax savings: | -7,460   | (28% federal, 9.3% California) |
| Capital gain tax savings:         | -3,906   | (21.7%)                        |
| Total tax savings:                | \$11,366 |                                |

Actual cost of gift: \$ 8,634

This results in a 57% savings as compared to selling the stock and making a cash gift. A tax-wise strategy indeed!

If you are interested in making a gift of appreciated securities, please contact Merle Brodie at (619) 610-0804 or mbrodie@sdgirlscouts.org.

## Legacy Spotlight: BARBARA DICKEY Continued from page 1

her Individual Retirement Account without incurring federal income tax on the withdrawal. If Congress reinstates this tax-wise tool, she recommends that others consider its benefits.

### Barbara's legacy

This year, through the San Diego Foundation's charitable gift annuity program, Barbara established the Girl Scouts San Diego Endowment Fund. In addition to realizing a significant charitable income tax deduction, Barbara will receive a fixed income that will continue for the remainder of her life. Gift annuities are easy to facilitate, requiring no associated costs or maintenance. "These are savvy ways to leverage assets, and I encourage other friends of Girl Scouts to consider similar options," she says.

"Barbara's legacy of leadership in our council created the foundation for today's success," says Jo Dee C. Jacob, Girl Scouts San Diego's chief executive officer. "Now, her well-planned philanthropic support will help ensure that we continue to serve girls tomorrow."

Barbara's past and present influence on Girls Scouts San Diego is unsurpassed, helping our council to thrive. Thanks to her careful estate planning, those contributions will continue well into the future.

## Understanding federal estate tax

Federal estate tax is collected on the transfer of your assets after death. The net amount is calculated by adding up the fair market value of your assets on the date of death, then applying estate tax credits and subtracting allowable estate tax deductions (such as gifts to qualified charities).

While everyone is subject to the federal estate tax, not every estate must pay it. The Internal Revenue Code gives each of us a "coupon" to apply against the estate tax bill. During 2012, if the value of the net estate is under \$5.12 million (the current "coupon" allowance), the estate passes to beneficiaries free from federal estate tax. Any amount over \$5.12 million is taxed at a 35% rate.

Important: As of January 1, 2013, the estate tax exemption will drop to \$1 million and the tax rate on the excess will jump to 55%, unless Congress takes action. Charitable planning strategies will become an even more important tool to conserve assets for loved ones and reduce erosion of the estate tax through taxes.

# Girl Scouts San Diego Legacy Circle

Melyn Acasio  
Meredith and Robert Alcock  
Barbara L. Alderson  
Virginia L. Barton  
Marla B. Black  
Helen Bloomfield  
Marie and Lee Boozel  
Merle and Mitchell Brodie  
Linda and Edgar Canada  
Debra L. Cushman-Parrish  
The DeBello Family  
Solveig and Dan Deuprey  
Barbara J. Dickey  
Kathy Drucquer Duff and George Duff  
Anne and David Fege  
Arline M. Fisch  
Zita B. Gardner  
Tange Tipton Gavin  
Barbara Ann and David E. Groce  
Marni and William P. Hayman  
Jim and Cheryl Hernandez  
Lucy and Tom Jackson  
Jo Dee and Glenn Jacob  
Linda and Mel Katz  
Gerry L. Keshka  
Bonnie Kessler Johnson  
Kim and Evan Kleber  
Sarah K. Lamade  
Pamela Lynd  
Janet DeGruttola Lancaster  
Patricia Macdonald

Susan and John Major  
Elinore Y. and Ralph V. Mazza  
Mimi and Michael Murray  
Barbara J. Norman, ChFC  
Matt and Katherine Nowak  
Kristen K. Pieper and Family  
Debra and Charles Poey  
Annie Revel  
Patricia L. Roscoe  
Barbara Schettler-Jehl  
Nancy L. Scott  
Ellen Roca Single  
Judith Shragge  
Steven and Carol Stachwick  
Jean B. Stewart  
Katie and Dan Sullivan  
Pamela and Dan Summers  
Coralie C. Thomson  
Evelyn Mack Truitt  
Elizabeth and Andy Van Pelt  
Kelly Waggonner  
Maggie Watkins  
Laura and Erv Wheeler  
Arelene E. Wolinski  
Anonymous (7)

**For more information regarding planned gifts to Girl Scouts, contact Merle Brodie at (619) 610-0804 or [mbrodie@sdgirlscouts.org](mailto:mbrodie@sdgirlscouts.org).**

## Plan today for tomorrow's Girl Scouts

During the 100 years since Girl Scouting was established, giving back to others has been a key tenet of the organization.

Including Girl Scouts San Diego in your estate plan provides you with an income tax deduction now, removes assets from your taxable estate – lowering potential taxes for your heirs – and gives you the enjoyment of witnessing your charitable gift at work. Proper planning is essential!

We look forward to welcoming you into our Legacy Circle, a group of visionary friends who provide future support to Girl Scouts through wills, living and charitable trusts, retirement plans, life insurance policies, life estate agreements and other gift plans.

I hope you will consider planning today for tomorrow's Girl Scouts. For assistance exploring options about what plans works best for you and your family, please contact me at (619) 610-0804.

Merle Brodie  
Gift Planning Officer



Merle Brodie  
Gift Planning Officer

# Legacy Circle

### We invite you to join the Legacy Circle

If you have already included Girl Scouts in your estate plans, join the Legacy Circle by submitting this form so we may recognize your support.

*Keep Girl Scout traditions alive for generations to come!*

Name \_\_\_\_\_

Address \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_

Phone \_\_\_\_\_ E-mail \_\_\_\_\_

### I want to ensure the future of Girl Scouting!

- Girl Scouts, San Diego-Imperial Council is included in my will or trust.
- I want to include Girl Scouts, San Diego-Imperial Council in my will or trust. (suggested bequest language on reverse side)
- Please contact me so I can learn about gift planning options.

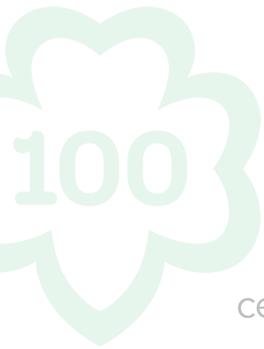
**Thank you.** Please mail this form to Gift Planning Officer Merle Brodie, Girl Scouts San Diego, 1231 Upas Street, San Diego, CA 92103

**We respect your privacy. All information will be kept strictly confidential.**



1231 Upas St., San Diego, CA 92103

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celebrating 100 years  
of girl scouting

## DOUBLE YOUR CONTRIBUTION!

Thanks to an anonymous donor, your gift to Girl Scouts San Diego will be matched dollar for dollar until December 31, 2012.

Please support the 100th Anniversary Campaign for Girls.

Help support programs that ensure every girl gains the confidence and inspiration she needs to become a leader among her peers and in the community.

For more information or to make a contribution, contact Erin Miserlis at (619) 610-0735 or visit our website at [sdgirlscouts.org](http://sdgirlscouts.org).

