

MANLEY SOCIETY

Ensuring a St. Lawrence University Education for Future Laurentians

A Gift That Works for You

As one of the simplest life-income plans, the charitable gift annuity is a popular option that over 150 alumni and friends have used to support St. Lawrence and ensure themselves a guaranteed income for life. (Read more inside about lesser-known benefits of the gift annuity.)

When reunion approaches, many alumni choose to create a gift annuity in addition to their gifts to the St. Lawrence Fund, as a means of showing their appreciation for the education they received and ensuring that successive generations will have the same opportunities.



Dianne and Carl "Bud" Herskind '58

Carl "Bud" '58 and Dianne Herskind set up a two-life gift annuity in honor of Bud's 50th reunion. "My degree from St. Lawrence opened a lot of doors for me, and I want to help St. Lawrence continue to open doors for others," Bud said. "This allowed Dianne and me to give more than we normally could and to receive a benefit during retirement as well."

For alumni between the ages of 40 and 60, a *deferred* gift annuity may make more sense. The payments are scheduled to begin at a later date. The longer the deferral period, the higher the payout rate.

David '67 and Joan Officer established two deferred gift annuities. David said, "I know that volatility in financial markets is now the norm. I like the dependability and timing of the deferred gift annuity for our retirement planning."

David's larger purpose, however, was to support the University's educational mission. The remainder from the annuities will fund a scholarship: "What was important to me was helping St. Lawrence students."

If you are interested in supporting St. Lawrence and desire to enhance your income for retirement, consider a charitable gift annuity. Simply call or e-mail the Office of Planned Giving for more information.



Joan and David Officer '67

The Secret Benefits of the Gift Annuity

You've read about them in *The Wall Street Journal*, *The New York Times*, and recent issues of the *Manley Society* newsletter. You, undoubtedly, are already familiar with the essentials of charitable gift annuities:

- You transfer assets (usually cash or publicly traded securities) to St. Lawrence.
- One or two beneficiaries receive income for life, the amount depending on the beneficiaries' ages at the time you establish the annuity.
- A portion of each income payment is usually tax-free.
- You receive a charitable deduction that can reduce your current taxes.
- There are potential gift- and estate-tax savings.
- You make a valuable charitable gift of whatever remains after the payment obligation is satisfied.

What you may not realize is that a gift annuity has multiple uses and that you may fund it with a variety of assets. Read on to learn many little-known uses, applications, and funding ideas ...

Have You Heard? A Gift Annuity Can ...

The typical gift annuity agreement is established with income beginning immediately, either by a single donor who is also the beneficiary or by a couple who are joint and survivor beneficiaries. Surprisingly, there are many other applications.

Support an elderly parent with additional income

Roger's mother, aged 82, lives in a retirement home, and Roger has been supplementing her income with a monthly stipend of \$650. In his 35% bracket, he must earn \$1,000 to pay the \$650 subsidy.

To provide for his mother in a more tax-efficient manner and to support St. Lawrence, he decides to contribute stock worth \$100,000 for a gift annuity, naming his mother as beneficiary. She receives \$667 per month; and her after-tax income is essentially the same as the amount Roger had been giving her.





Your gifts to St. Lawrence ensure an unsurpassed education for our students.

Roger pays taxes on some of the gain in the stock because he is not a beneficiary but still realizes net tax savings generated by the charitable deduction. He also makes a taxable gift to his mother but pays no gift tax because of his lifetime exemption.

Support other people you care about

Consider establishing a gift annuity to provide assistance for a sibling or non-family members such as a friend or retirement income to an employee, such as a longtime domestic worker or gardener.

Supplement your future retirement income

Joan, 50, would like to supplement her retirement income. She contributes stock valued at \$50,000 for a deferred gift annuity with payments to begin when she turns 65. She receives a current tax deduction of \$16,960 and can count on payments of \$5,650 per year when she turns 65. She plans to establish additional gift annuities in upcoming years.

Provide income for you “just in case”

Louise has considered making a \$100,000 outright gift to St.

Lawrence, but worries that her circumstances could change. “Just in case,” she arranges a deferred gift annuity with a flexible beginning-payment date and elects to begin receiving income only if she needs it.

Little-known applications: She might start her payments now and then contribute them back to St. Lawrence until she needs them; or if she determines that her other income will always be sufficient, she could assign her future right to payments to St. Lawrence and get another charitable deduction.

Turn These Assets Into Income

From an income standpoint, appreciated assets that are not generating current income are “idle assets.” You may be better served by converting such assets to a stream of income that can both supplement your retirement income with payments for life and benefit the University. Some assets you might consider are:

- A paid-up life insurance policy
- A deferred variable annuity
- Series EE savings bonds
- Real estate

Do You Have an IRA or Qualified Retirement Plan Account?

Generally, retirees who reach the age of 70½ are confronted with the requirement of having to start taking distributions from their retirement-plan accounts ... even if they don't need the money. Failure to make the mandated withdrawal can result in significant penalties in addition to the income tax on the distribution.

What course of action is available to you if you have reached 70½, face a required distribution, but don't need more current income?

One possibility is to take your mandatory distribution and then contribute a portion of it for a gift annuity.

Sue is 73 and is required to take \$40,000 from her IRA this year. She requests her mandatory distribution, 20% of it is withheld for income tax, and the net amount she receives is \$32,000. Then Sue contributes the \$32,000 for a gift annuity that will pay her \$2,080 each year for life.

The charitable deduction reduces the tax she would otherwise owe on the distribution, and the \$8,000 withheld should cover the tax. If she had not established the gift annuity, she probably would have paid several

thousand dollars of additional tax on the distribution.

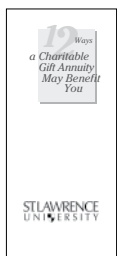
During the years that Sue doesn't need the gift annuity income, she donates it back to St. Lawrence and receives an additional income-tax deduction.

Little-known application:

Sue could name St. Lawrence as beneficiary of all or a portion of assets remaining in her IRA at the end of her life, with the agreement that the amount St. Lawrence receives will fund an annuity for her nephew Joe. Thereby, she provides fixed payments to him and eliminates investment risk. **Pointer:** If Joe instead received payments from her IRA, the payments would escalate with age and could be exhausted with longevity and/or poor investment performance. A charitable gift annuity with St. Lawrence ensures level payments for life, along with your charitable gift.

For More Information

To learn more about gift annuities and their creative uses, please request our complimentary booklet, ***12 Ways a Charitable Gift Annuity May Benefit You***, by returning the attached response card or visiting our Web site.



You should consult your attorney about the applicability to your own situation of the legal principles contained herein.

Please send me the following:

- 12 Ways a Charitable Gift Annuity May Benefit You*
- Philanthropic Planner*
- Estate-Planning Organizer*
- Will a Gift-with-Income Plan Work for Me?*
- Suggested language to name St. Lawrence in my will or living trust

Please send me information on:

- St. Lawrence charitable gift annuities
- Charitable remainder trusts
- St. Lawrence Pooled Income Fund
- Retirement plan gifts
- Deferred gift annuities
- Gifts of life insurance
- Retained life estates

Please send me a gift annuity illustration based on the following:

Amount of gift: \$ _____

Cash Stock Original cost \$ _____

First-income recipient name:

First-income recipient date of birth: _____

Relationship: Me Spouse Other: _____

Second-income recipient name:

Second-income recipient date of birth: _____

Relationship: Spouse Other: _____

I have made a provision for St. Lawrence in my estate plan. Please enroll me in the G. Atwood Manley Society.

Although not required for membership in the Society, I would like to document confidentially the following information:

The value of my provision is: \$ _____

Additional information regarding my provision:

Name: _____

Address: _____

City: _____

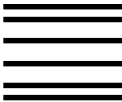
State: _____ ZIP: _____

Home telephone: _____

E-mail: _____

Please contact me; I have questions.

Please fold and tape closed before mailing.



BUSINESS REPLY MAIL

FIRST CLASS MAIL

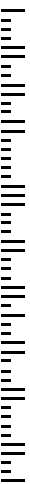
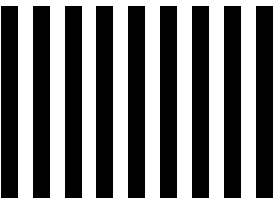
PERMIT NO. 2

CANTON, NY

POSTAGE WILL BE PAID BY ADDRESSEE

G. ATWOOD MANLEY SOCIETY
ST. LAWRENCE UNIVERSITY
23 ROMODA DRIVE, VILAS HALL
CANTON, NEW YORK 13617-7900

NO POSTAGE
NECESSARY IF
MAILED IN THE
UNITED STATES



Kudos to Our Volunteers!

Each year at reunion, two awards are given to recognize individuals and classes that have significantly helped the Manley Society.



Reunion 2008 Manley Achievement Award winner Robert Lyle '58 and Class of 1958 reunion development committee co-chairs Margaret Hannon Keeney '58 and Paul Fideler '58 savor their recognition.

Robert V. Lyle '58 was presented with the G. Atwood Manley Society Achievement Award. A member of the Committee on Planned Giving, Bob's volunteer activities through the years have been numerous, including class reporter, member

of the Alumni Executive Council, and an admissions coordinator. Recently Bob has helped to promote a comprehensive approach to reunion fundraising, including annual, capital, and planned gifts.

Having made several planned gifts himself, Bob encourages others to do the same. As co-chair of his 50th reunion development committee, Bob was instrumental in helping his class to exceed its goals of dollars raised and new Manley members enrolled.

The Class of 1958 also won the G. Atwood Manley Society Class Award, which is presented at reunion to the anniversary class with the largest percentage increase in new planned gifts during the reunion year.



St. Lawrence established the Manley Society on June 1, 1990, to carry forward G. Atwood Manley's passionate commitment to his alma mater. The mission of the Manley Society is to ensure a St. Lawrence education for future Laurentians through deferred gifts plans. The Society recognizes and thanks those alumni, parents, and friends who have planned a deferred gift for St. Lawrence, and encourages others to consider similar plans.

Dear Friends,

I'm pleased to present you with the latest issue of the *Manley Society* newsletter.

Our newsletters navigate you through both traditional and lesser-known financial and charitable planning opportunities. In this issue we outline the basics of the charitable gift annuity but go beyond to explore uses for this popular gift you may or may not have considered, as well as unusual ideas for funding it.

There is even more to the story of gift annuities than its much-touted simplicity. As you consider your current situation, I hope you may find some ideas for benefiting St. Lawrence that can also benefit you.

Our staff would be happy to talk with you and provide a sample illustration of how a charitable gift annuity can benefit you. Jodi Revill, associate director of planned giving, and I welcome phone calls and e-mails. We look forward to the opportunity to assist you.



Sincerely,

Anne M. Sibley '85

Director of Planned Giving

Homepage | Contact Us | Find People | Site Index

ST. LAWRENCE UNIVERSITY

Information for → [Future Students](#) [Current Students](#) [Faculty and Staff](#) [Alumni](#) [Parents](#) [Visitors](#)

About St. Lawrence • Admissions/Financial Aid • Art Gallery • Athletics • Bookstore • Calendars • Business Office • Giving to St. Lawrence Libraries • Visitors and Programs • President • Research Opportunities • Resources for Students • Student Life • Technology

MANLEY SOCIETY
Ensuring a St. Lawrence education for future generations

Manley Society Homepage
Request Information
Contact Us

[Old You Know?](#)
[Memento St. Lawrence Ricks CTR!](#)
[Planned Gifs, Count in Campaign](#)
[Momentum Faculty/Staff Campaign](#)
[Planning Your Estate](#)
[A Donor's Bill of Rights](#)
[Charits, Terms and Conditions](#)
[Donor Stories](#)
[Forms](#)

Please visit our Web site to learn more!

www.stlawu.edu/manleysociety

G. ATWOOD MANLEY SOCIETY
ST. LAWRENCE UNIVERSITY
23 ROMODA DRIVE, VILAS HALL
CANTON, NEW YORK 13617

Nonprofit Org.
U.S. Postage
PAID
Indianapolis, IN
Permit No. 6783

manleysociety@stlawu.edu • 800-379-9541