

Donor Profile

The Eagle Has Landed

courtesy of Ron and Judy Kelly

Arizona may not have much water, but this eagle managed to grab a rainbow trout for dinner in the lobby at La Perla. “Splashdown” was created by renowned artist Chester Fields and donated to La Posada by resident Ron Kelly and his wife Judy. This beautiful piece

really commands the space – even when viewed while descending the spiral staircase. “We enjoy everything about La Posada and our Park Centre home,” said Ron. “We’re pleased to support the Posada Life Foundation in a meaningful way.”

Ron and first wife Merle, deceased after 54 years of

marriage, had an interest in eclectic art. As their travels took them around the world, they found art that represented the country and culture they visited. Of course, what could say “USA” more than an American eagle? “We love this piece, but it takes the right location to see all the detail. I hope people enjoy the majesty that the artist captured.” Ron continued, “My understanding is that 50 US Embassies around the world each display one of these eagle editions from Chester Fields.”

Even before moving to La Posada in 2013, Ron had connections to us. While living in Wayzata, Minnesota, his next door neighbors

were John & Jeanne Lindell, former La Posada residents and sponsors of the “Butter Flight” sculpture in the Butterfly Park. After moving to Green Valley, he met his new neighbors, John & Joy Riley. John, now deceased, was chair of the La Posada Board of Trustees, and Joy still resides at La Perla.



Judy and Ron Kelly with “Splashdown”

Ron got his master’s degree in business administration from Rollins University, Winter Park, Florida. He started his career with GE, worked for Control Data and spent 17 years with Pentair, retiring as Senior Vice President. He is an avid sports fan (Minnesota teams!) and golfer at Desert Hills.

Judy attended the University of Minnesota where she majored in sociology. After working as a flight attendant and executive administrative assistant, she later spent years with two software companies where she developed her interest in, and knowledge of computers. At La Posada, she enjoys yoga, water activities and her new Apple watch.

The next time your activities bring you to La Perla, be sure to take notice of our new eagle. His strength, magnificence and skill are inspiring. Equally inspiring is the dedication, interest and generosity of donors like Ron and Judy, whose contributions beautify the La Posada campus that so many call home.

Savvy Living

How Seniors can guard against Robocall Scams

Dear Savvy Senior:

Is there anything that can be done to stop the annoying robocalls my husband and I keep getting? It seems like we get two or three a day offering lower credit card interest rates, medical alert devices, home alarm systems and more. What can you recommend?

–Frustrated Seniors

Dear Frustrated,

There’s been a huge spike in robocall scams in the U.S. over the past few years. In fact, the Federal Trade Commission (FTC) gets more than 200,000 complaints every month about this widespread problem. Here’s what you should know, along with some tips that can help you protect yourself.

Robocall Scams

Whenever you answer the phone and hear a recorded message instead of a live person, it’s a robocall.

You’ve probably gotten robocalls about candidates running for office,

(continued on page 4)



Mark Dugan

Foundation UPDATE

As expected, the American Council on Gift Annuities at its recent meeting left their recommended charitable gift annuity rates unchanged. That means our rates will stay as they have been since 2012. With CD and Money Market rates still so low, this is a good time to consider the significant benefits of a charitable gift annuity. Take a look at the Case Study (opposite page) for an example.

All or Nothing. Sometimes we impose limits where there are none. That applies to two areas that we see in the Foundation - IRA Charitable Rollover and pledging of resident refundable entrance fee. In both cases, it is possible to make a partial contribution. It doesn't have to be the entire amount. If you don't feel comfortable donating all, please consider some portion. We appreciate all donations!

Mother's Day was earlier this month and Father's Day is coming up in a few weeks. There are many ways to remember and honor the special people in our lives.

- A Memorial Tile (\$175) in the Meditation Garden is a lasting tribute.
- A Quote tile (\$300, \$450, or \$550) in the Prose Garden that highlights their favorite lines from an author or famous person will provoke conversation or humor as visitors stroll.
- Sponsor a bench (\$500), tree (\$1000), or sculpture (varies) in Central Park.
- Sponsor a toddler at Los Ninos del Valle pre-K for one month (\$750) or one year (\$8,500).

Look at *Creative Ways to Give* (this page) for additional ideas. In the next issue, I'll discuss our upcoming projects that will include significant naming opportunities. If you are looking to reduce your tax exposure and want to support one of these projects, this may be of interest. Stay tuned!

Creative Ways To Give IN CENTRAL PARK

- Arched bridge - \$3000
- Bench - \$500
- Pen & ink - \$7500
- Quote wall - \$300, \$450, or \$550
- Memorial tiles - \$175



FOOTPRINTS

Everyone leaves footprints in the sand; Our prints are made by the imprints of our lives on others.

Thoughtful estate planning is one way we have to make a print in the sand.



Mark Your Calendar

On August 15 at 10 AM in the El Dorado Room at La Perla, Green Valley attorney Timothy Olcott will discuss some of the Do's and Don'ts of Estate Planning. The presentation will be informal, interactive, free and open to the public. Contact the Foundation to reserve a seat.

AUTO SALES - WE CAN HELP

Did you know that the Foundation provides a service to its residents in the form of assistance in selling a car? Our desire is to take the strain off of residents in dealing with strangers and a potentially unfamiliar transaction. We will sell the car for you and give you the proceeds.

Residents should also be aware that La Posada welcomes cars as donations; we sell the car and apply the proceeds towards fulfilling our mission.



Case Study... Low CD Income

Scenario:

Mrs. J. (an 85-year-old, fictitious La Posada resident) used to earn 4% on her \$100,000 CD. When it comes up for renewal it will only earn 1%. That means her CD income will be cut from \$4,000 to \$1,000! She would like to get her income back where it was and also support the La Posada Good Neighbor Fund to help others who have outlived their financial resources.

Question:

How can Mrs. J. address both of her concerns; that is, to increase her income and support the Posada Life Foundation to help others?

Solution:

After talking with the Posada Life Foundation, Mrs. J. learned that by using part of her CD to fund a La Posada charitable gift annuity, she can actually increase her income over what it was. The chart below tells the story.

\$50K CD & \$50K Gift Annuity

Mary Jones - Age 85



Mrs. J. took \$50,000 to fund an 8.2% charitable gift annuity that will pay her \$4,100 for the rest of her life. The remaining \$50,000 in the CD will renew at 1% and pay her \$500 per year. Her new combined income will be \$4,600 – more than she was earning before!

Mrs. J. is pleased with the income and with the fact that the IRS will allow her to claim a charitable deduction of \$26,778. In addition, when Mrs. J. passes on, the remaining balance from her annuity will go to the La Posada Good Neighbor Endowment Fund that provides financial assistance to residents in need.

Overall, Mrs. J. feels much better. With just one contribution to the Posada Life Foundation she has accomplished both of her goals and it couldn't have been easier to do.

(SAVVY from page 1)

or charities asking for donations. These robocalls are legal and allowed. But if the recording is a sales message and you haven't given your written permission to get calls from the company on the other end, the call is illegal. In addition to the phone calls being illegal, their pitch most likely is a scam.

Some common robocall scams that are making the rounds these days are offering lower credit card interest rates, mortgage relief, free vacations, medical alert devices or home security systems. They may falsely notify you about changes in your health benefits or bank account. Be aware that new scams are constantly evolving, and they all have only one goal in mind – to get your personal and financial information.

The reason for the spike in robocalls is technology. Fraudulent robocallers are using autodialers that can send out thousands of phone calls every minute for an incredibly low cost, and are very difficult to trace.

Scholarship Fund Drive Underway



Vada Morris

The annual fund drive to support scholarships for employees of La Posada and Casa Community Services kicked off with the Scholarship Recognition event on May 15. As tuitions keep increasing, so do the demands on the scholarship fund. In 2015, 82 employees were granted \$ 126,924 to continue their education and enhance their careers. One of our speakers was Scholarship recipient Vada Morris, a server, who expressed appreciation for his scholarship. His speech follows:
 “The La Posada Endowment Scholarship program has definitively affected the lives’ of

all of the recipients including myself. Prior to working at La Posada, as a freshman at the University of Arizona, I was working close to 40 hours per week at McDonald’s in order to pay for my schooling. Although I did receive partial scholarships, it definitely was not enough to cover the ever rising costs of higher education. For example, as an incoming freshman at the University of Arizona in 2011, the tuition was \$4500 and has steadily increased to about \$6000.

I will forever be thankful to La Posada for allowing me the opportunity to serve the great residents who reside within it, but also the opportunity to pursue my dreams and passions through motivational words as well as relieving the financial burden. I am currently still attending the University of Arizona in pursuit of a second Bachelor’s degree in biochemistry as well as taking graduate courses in the MPH program. In the near future, I plan to go to medical school in order to pursue pediatrics, and I plan to eventually open a clinic in the Philippines where I can give back just as the residents did for students like myself.”

| \$10,000 Charitable Gift Annuity at Sample Ages | | | | | | |
|--|--------------|---------------------|------------------|--------------------------------|------------------------|--------------------------------|
| Age | Annuity Rate | Total Annual Income | Tax-Free Portion | Allowable Charitable Deduction | Effective Annuity Rate | Tax Savings in 28% Tax Bracket |
| SINGLE-LIFE | | | | | | |
| 75 | 6.2% | \$620 | \$474 | \$4,124 | 9.09% | \$1,155 |
| 80 | 7.1 | 710 | 559 | 4,743 | 10.7 | 1,328 |
| 85 | 8.2 | 820 | 677 | 5,397 | 12.8 | 1,511 |
| 90+ | 9.6 | 960 | 812 | 6,020 | 15.4 | 1,686 |
| TWO-LIVES | | | | | | |
| 75-75 | 5.4% | \$540 | \$409 | \$3,297 | 7.7% | \$923 |
| 80-80 | 6.2 | 620 | 485 | 3,831 | 9.1 | 1,073 |
| 85-85 | 7.2 | 720 | 583 | 4,285 | 10.8 | 1,200 |
| 90-90 | 8.8 | 880 | 734 | 4,725 | 13.4 | 1,323 |

2016 CHARITABLE GIFT ANNUITY RATE TABLE

Why are charitable gift annuities the most popular way to support La Posada and Casa Community Services? As the accompanying chart illustrates, donors can ...

- Receive income for life
- Gain a current-year charitable tax deduction
- Support La Posada’s programs and mission
- Avoid the angst over the stock market or low money market and CD rates.

Call the Foundation office for annuity rates for other ages or to receive a no-obligation sample calculation tailored to your specific needs.



The Posada Life Foundation is the philanthropic arm of La Posada at Park Centre, Green Valley’s not-for-profit continuing care community. La Posada was established to provide resources for programs to enhance the quality of life for seniors.

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