

Donor Profile

Marion Carlisle



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A warm smile, engaging laugh and tender hugs must be the formula for a long and rewarding life. At least that was my takeaway from a charming visit with Marion Carlisle. This 95 year old certainly stays busy if the frequent phone rings that morning were any indication. As we talked, I learned she enjoys life with her friends and family. “I just love it here” was Marion’s quick response to my question about why she supports the Posada Life Foundation. “We moved here directly from Maryland and years later, Jeff would often say ‘we did the right thing’ and I whole-heartedly agree. That is why we are glad to support La Posada.”

Marion and Jeff (deceased in 2010) met in college at North Dakota State. Since both were in the Navy, WWII interrupted their romance until they married during a shore leave. After time at the University of Wisconsin and Cornell, Jeff earned his PhD in soils. That led to a career with the Dept. of Agriculture’s Soil Conservation Service while they resided in Maryland.

Raising five children, PEO, and church work kept Marion busy. When Jeff retired, they moved to the

Maryland shore where they could enjoy camping and sailing. When one of their children moved to Scottsdale, they found a reason to explore Arizona, including birding trips to Madera Canyon. After moving to La Posada in 1994, the Carlises continued to summer at their Maryland shore home for many years.

When La Posada developed the Prose Garden in Central Park, Marion was one of our first sponsors of a famous quote. She dedicated Max Ehrmann’s poem “Desiderata”, which extends across all five quote walls, in memory of her beloved husband. “I’m so pleased to do this. That work was framed above Jeff’s desk and described him,” Marion stated. “‘Speak your truth quietly and clearly’— that was Jeff.” She also loved that others tell her they enjoy rereading it every time they walk through the garden.

As Marion strides confidently into her 22nd year at La Posada, she looks ahead to this spring, when she will venture to Nebraska to listen to the songs of the Western Meadowlark with several of her children. I’m sure there will be no shortage of smiles, laughter and hugs.

Giving Retirement Assets

Americans own several trillions of dollars of wealth in the form of qualified pension plans, profit sharing plans, 401(k)s, 403(b) tax sheltered annuities, SEP, Keoghs, IRAs and stock option plans. Congress never meant for these plans to be passed on to heirs. These assets are considered “income in respect of decedent or IRD.”

Someone has to pay the tax on these assets. By leaving them to someone other than your spouse, you can subject your heirs to significant taxes on their inheritance. Even if you do not have a taxable estate, the tax rate on these assets could well exceed fifty percent.

CHARITABLE BEQUEST

If you plan to include charitable gifts in your estate plans, consider naming a charity like ours as the beneficiary of your IRD assets while leaving your cash and other investment assets to your heirs. Why? Charities are tax exempt and, unlike your heirs, will not pay taxes on IRAs and other retirement plans. Naming a charity as the beneficiary of an IRD asset is easy. You can make a beneficiary designation by completing a simple form provided by your plan administrator. Then leave your heirs the assets like your home or stocks that can step up to fair market value when you pass away. This permits your heirs to sell these assets with little or no tax due and make use of their full inheritance.

continued on page 2



Mark Dugan

Foundation UPDATE

We often talk about how our campus is resident-driven. So many of the programs and developments now in place originated with one creative idea from a resident. Examples? The Good Friends Connection TV system, the putting green, the columbarium, the bark park and the scholarship program, just to name a few.



As our programs are so well supported by our friends (shameless plug: the annual giving campaign is ongoing through the end of the year), we gladly conduct our annual appreciation events. The first one just happened – the Lucky 7. We are lucky that these donors have supported La Posada and/or Casa

Community Services for the last seven consecutive years. A lovely, casual wine & cheese reception was enjoyed al fresco in the courtyard at The Shoppes of La Posada.

In January we honor donors who contributed \$1500 or more in 2016. They will enjoy a special luncheon on January 18 where board members and staff can express their appreciation.

Later in January, we have our annual elegant dinner at The Continental. Our Executive Chef goes all out to cater to these exceptional donors who have contributed \$25,000 or more to support our efforts to “maximize the well-being of seniors.”

The theme of the evening is Madame Butterfly; marvelous costumes will certainly be in order.



On a final note, we don't want to forget that while we mostly provide services for seniors, we also have preschoolers in attendance at Los Niños del Valle. In late October the children led the way at the groundbreaking ceremony for the Outdoor Classroom project.

continued from page 1

CHARITABLE GIFT ANNUITY

Some individuals prefer leaving their IRD assets to fund a charitable gift annuity that will benefit a friend or family member with lifetime fixed payments. Typically, this type of gift is appropriate when the beneficiary is fairly senior and/or would like to receive payments that never change. A gift annuity is easier and less expensive to establish and administer than a charitable remainder trust. It also may be funded with a much lower amount. With this plan, usually only one charity is the named beneficiary of the remaining value. Please contact us to view an illustration of this plan for your loved one.

CHARITABLE REMAINDER TRUST

Funding a charitable remainder trust with your IRA or other IRD assets as part of your estate plan can help you provide for your heirs and lessen their tax burden. The trust will pay your loved ones income over a number of years. Your heirs will pay tax on the income over time, as opposed to facing a large tax bill if IRA proceeds were given to them all at once. At the end of the trust, any remaining principal will go to help further our mission.

MAY WE ASSIST YOU?

We are here to help! Please contact us to learn how you can provide for the people and the causes you care the most about while avoiding unnecessary tax on your IRD assets

6 Tax-Saving Solutions for The Year End

With planning, you can trim your tax bill and avoid paying too much. Here are six things you can do to make your money work harder for you.

- 1. Pay Your Mortgage Early** — Make your January mortgage payment in December.
- 2. Defer Income** — Defer income or a year-end bonus until next year.
- 3. Give to Charity** — Give to your favorite qualified charity.
- 4. Manage Your IRA** — If you are required to take a distribution from your IRA, take only the required amount to reduce taxable income.
- 5. Balance Stocks** — To offset any capital gains, sell some stock for a loss and rebalance your portfolio.
- 6. Gather Deductions** — Make early payments for any deductible expenses. These ideas are some of the simplest and most effective ways you can reduce your tax bill.

Contact us to learn more ways you can save this year by helping our cause.



A fitting new entrance to La Posada!

TAX-WISE CHARITABLE PLANNING STRATEGIES

There are a number of charitable planning strategies that can help you lower your income and taxes this year. Here are some ways you can shift tax dollars to charitable dollars and support a cause like ours.

- **IRA Charitable Rollover** — Persons age 70 ½ or older can rollover up to \$100,000 from their IRA to a qualified charity like ours. This can lower your income and taxes.
- **Outright Gift of an Asset** — make a gift of stock, real estate or another asset, avoid paying capital gains tax on the transfer and receive a tax-saving charitable deduction.
- **Donor Advised Fund (DAF)** — make a tax deductible gift to a DAF, which gives you the ability to make grants to your favorite charities this year and in future years.
- **Zero-Tax Gift and Sale** — make a gift of part of an investment or property you intend to sell, avoid paying capital gains tax on the sale and receive cash back.

May We Help? If you would like further information on any of these end-of-year planning strategies, please contact us. We can help you create a plan that meets your needs and goals.

Tax Savings Worth a Second Look

While there are some obvious ways of saving taxes, such as increasing your charitable giving, there are also some subtle ways to maximize your savings and minimize your tax bill. If you own any of these assets, consider these strategies as part of your year-end planning. If you have consider doing this low-performing stocks that have outlived their usefulness to you.

Update your portfolio by selling stocks that have lost value. Balance losses with gains from other stocks. Real estate you are tired of holding. Give that real estate (or part of it) to a qualified charity. You lose the burden of maintaining and paying taxes while gaining income tax advantages. A business ownership where you wish to reduce your share. Donate a share of your closely held stock to charity. You receive an income tax deduction and reduce your ownership. High-performing stocks you wish to sell but that would



result in steep capital gains. Transfer (never sell) your stock to us to fund a charitable gift annuity or charitable remainder trust. Receive income for life as well as tax benefits.

Provide for your children. Use almost any asset you have to establish a charitable remainder trust. Your children receive income for life. You receive tax advantages (plus possible estate tax benefits) while supporting our cause. Many things you might consider a burden can be used to your advantage. Call or email us to learn the many ways you can increase your income, save taxes and benefit the people and causes important to you.

Another Smart Use of your IRA

While you may initially appreciate the income, as time goes on the higher withdrawal requirements may push you into a higher tax bracket, increasing your taxes. Late last year, Congress made the IRA charitable rollover permanent. The rollover law allows taxpayers who are required to withdraw money from their IRAs to give directly to charity. Because the rollover counts against your required minimum distribution (RMD), making an IRA rollover gift to an organization like ours could reduce your income and taxes. The IRA rollover is a great way for you to help support your favorite causes. While you won't receive an income tax deduction for a rollover gift, you also won't pay any income tax on the transfer. The transfer only works for IRAs and not other retirement accounts. You may be able to roll over your 401(k) or other plan into an IRA and take advantage of this strategy. Check with your tax advisor or contact us to learn more about how you can use your RMD for good and lower your taxes.



2016 CHARITABLE GIFT ANNUITY RATE TABLE

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

\$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

COMMUNITY CORNER

Posada Life Community Services

As the local senior community continues to grow, so does the need for expanded services, connections, and information. Dedicated to helping area seniors thrive, Posada Life Community Services, the outreach arm of La Posada, has added considerable outreach endeavors to their already successful portfolio of community programs.

A few years ago, when they noticed area residents struggling to get connected to the most appropriate and effective area resources, the Posada Life organization launched Community Connect. Connect is a free, full service, one stop shop for connecting people with area health and human services.



Community Connect addresses the great need to align both Green Valley residents and their loved ones with the right assistance at the right time. "We feel strongly that we need to

care for and invest in our community and the people who call Green Valley home," stated Steve Kolnacki, Director of Community Services.

Posada Life Community Services includes many outreach and engagement programs which manifest their role as a pillar of the Green Valley community. One such program is Posada Health. This facility, a primary care medical clinic on site, originally served only campus residents and staff. Now, in response to a growing need for primary care throughout the community, Posada Health has recently been opened to the public. This now gives area residents easy access to primary medical care in a convenient location.

Constantly engaging with the Green Valley community, Posada Life Community Services continues to identify needs and add services wherever necessary. Posada Life Community Services offers Outpatient Therapy, Adult Day Services and Posada Life at Home – clinical and non-clinical home care services.

"As a not-for-profit, we do see Posada Life Community Services as part of our mission – to maximize the well-being of seniors," said Kolnacki. "It doesn't matter where people may choose to call home, either on or off campus, we will continue to support them. It's just what we do."



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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Case Study... Standard Deduction and the IRA Rollover

Scenario:

Judy was a retired nurse and a volunteer for her favorite charity. During her working years Judy had never enjoyed a large salary. Fortunately, a portion of her income was regularly transferred to her retirement plan for almost 40 years. With good investments and tax-free growth, Judy's retirement plan had increased to over \$435,000.

Judy is now age 78, owns her home and has more income than she needs. Each year she makes a gift of \$1,000 to her favorite charity. Because she does not have home mortgage interest or other deductions to itemize, Judy takes the standard deduction. But she has heard about the IRA charitable rollover and wonders if that will be a good option.

Question:

She asked her best friend, "Do you think that I should give the \$1,000 from my IRA?"

Solution:

Each year Judy is withdrawing the \$1,000 as part of her required minimum distribution. It increases her income by \$1,000. Because she gives the \$1,000 to charity and takes the standard deduction, Judy does not reduce her income taxes with her gift. She has increased income of \$1,000 from her IRA, but no added charitable deduction.

A better plan is for Judy to gift the \$1,000 directly from her IRA to charity. This will reduce her income by that \$1,000 and will save taxes as well.

Judy was pleased that to learn that she could rollover \$1,000 directly from her IRA to her favorite charity. Best of all, Judy was able to make the gift and reduce her current taxes. Judy spoke with her best friend and noted, "An IRA charitable rollover is a great plan. I helped those in need through my favorite charity, and also lowered my taxes!"

MARK YOUR CALENDAR

On December 7, the final Foundation seminar for the year will be held at 10 AM in the El Dorado Room at La Perla. "Understanding Personal Trust Services" presented by Mission Management and Trust Company. It should be a wonderful learning opportunity.

