

**Planned Giving Program**  
**Report to WACOSA Development Committee and Board of Directors**  
**12/31/21**

**Goals for 2021:**

1. Add 12 new WACOSA Legacy Society (WLS) members resulting in as much as \$480K in future expectancies (using the average estate gift of \$40,000 each)
2. Add 12 WLS donor prospects to the pipeline, verified by documented actions related to ongoing conversations about potential estate gifts

**WACOSA Legacy Society**

- Total WLS membership = 10
- Total WLS members who are deceased = 3
- Total WLS members who are alive = 7
- Total active WLS prospects = 24 (based on PG donor survey responses & donor meetings)

**Bequest notices and/or gifts received or pending in 2021**

- Gerald “Jerry” Gruber Estate – *Jerry’s brother, John, has been a long time client of WACOSA. Jerry and his siblings have been long time supporters. Notification of \$5,000 charitable bequest received on 12/9/20. Distribution is expected in 2021.*
- Jeanette Metzroth Estate – *WACOSA was notified on 4/21/2009 that WACOSA was a remainder beneficiary of a \$100,000 trust established for the benefit of Metzroth’s grandnephew, Michael Stiles, who may have been a client of WACOSA (aka: St Cloud Day Center). No distribution is expected based on a notice from the MN Attorney General’s Office regarding funds that were unaccounted for by the trustee, implying fraud or mismanagement by the trustee.*

**ACTIONS/ACTIVITY:**

Sent personalized PG Donor Survey on 4/28/20 to 250 donors. Breakdown on the 46 responses (18% response rate):

- 3 included WACOSA as an estate gift beneficiary and are now WLS members
- 22 indicated an interest in including WACOSA as charitable beneficiary; currently scheduling or have scheduled face-to-face follow up meetings with this group of donors in the pipeline
- 21 are not interested in including WACOSA as charitable beneficiary at this time

Sent “Qualified Charitable Distribution” (QCD) marketing piece to 146 individual donors age 69 and older. QCD gifts from an IRA are increasing because of the following benefits: 1) the gift reduces taxable income from a Required Minimum Distribution (RMD), 2) the gift reduces Adjusted Gross Income (AGI), which is much more valuable than an itemized deduction.

Began stewardship of current WLS Members and/or Family Members

Established internal controls, policies and processes for WACOSA Endowment Fund

Signed the first Named Endowment Fund (NEF) agreement that will be funded with current gifts AND through the donor’s estate...there is also a solicitation of family members and friends of the donor to add even more to the NEF

## EDUCATIONAL FACT:

Many generous donors would like to do more to provide for the future of WACOSA but feel they cannot afford to make larger gifts at this time. “**Life Income**” gifts are the perfect option because they allow an individual to make a gift today, retain payments for life and have the satisfaction of knowing their gifts will provide a lasting benefit for individuals with disabilities. Some of the benefits include: 1) Increased income for the donor or a family member, 2) Minimize or avoid capital gains tax, 3) Reduce income taxes, and 4) Increase retirement income.

The most common “life income gift” is the **Charitable Gift Annuity (CGA)**, which is simply a legal agreement between an individual and a charitable organization. An individual gives a sum of money or property and in return the charitable organization agrees to pay the donor or other beneficiaries, a fixed income for life with the remainder amount going to the charity upon death. Most donors establish gift annuities for themselves and/or a spouse, but the CGA is an extremely versatile gift technique that can address several estate planning challenges.

## SUMMARY - How Are We Doing in 2021?

Total number of new WLS Members with estate/endowment commitments YTD = 7

Total number of estate/endowment gifts funded YTD = 11 gifts from 10 donors

1. Total amount of Estate Gift proceeds received YTD = \$0 from 0 estates and 0 donors
2. Total amount of General Endowment Funds received YTD = \$18,000 from 1 donor
3. Total amount of Named Endowment Funds (NEF)\* received YTD = \$3,300 from 9 donors

Grand total of estate/endowment gifts received YTD (1+2+3) = \$21,300

WLS Member	Date Confirmed	WLS Member	Date Confirmed
Gerald Gruber	12/9/2020	Jeanette Metzroth	4/21/2009
Anonymous	1/6/2021	Carol, Mickey & Bob Lenzmeier	10/7/2019
Anonymous	5/11/2021	Carrie Abfalter	5/19/2021
Patricia & Steve Howard	5/25/2021	Anonymous	7/15/2021
Lois Lenzmeier	5/6/2021	Ron and Marlys Howard	11/1/2021

## Two ways to become a WLS member:

1. By naming WACOSA as a beneficiary in their will/trust, life insurance policy, bank/savings accounts, retirement fund/IRA, charitable gift annuity, pooled income fund or charitable remainder trust.
2. By establishing a Named Endowment Fund (NEF) with a current or deferred gift/pledge.