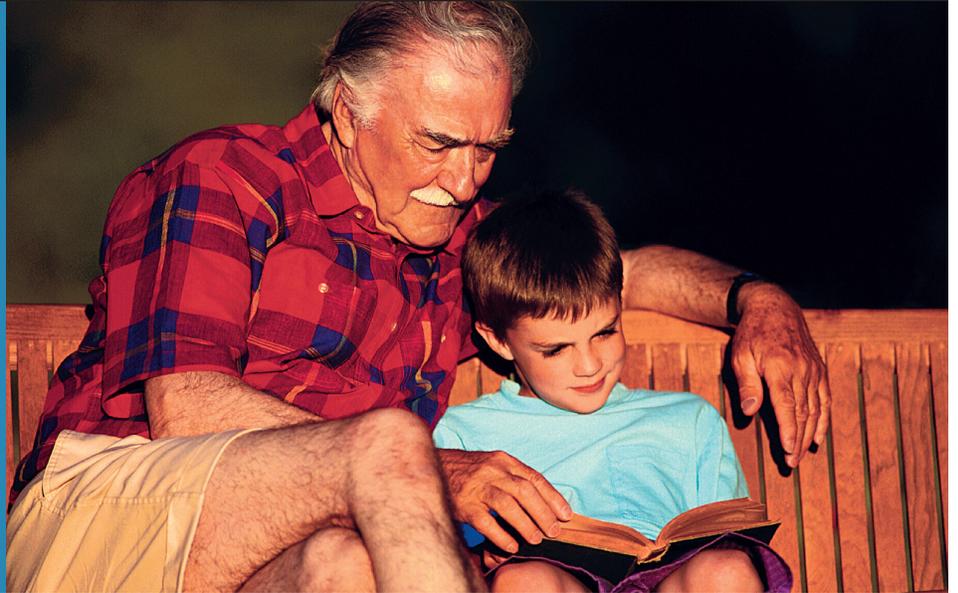


Planning for the future - for you and your community

Charitable Remainder Trust



Giving through a Charitable Remainder Trust allows you to receive income for the rest of your life, knowing that whatever remains will benefit your community.

How it works

- You transfer cash, appreciated stocks, real estate, or other assets into a trust.
- You receive an immediate charitable tax deduction for the charitable portion of your trust.
- The trust pays you or a beneficiary you designate regular income payments.
- Upon the beneficiary's death or after a defined period of years, the remaining assets in the trust transfer to the Del Mar Foundation.
- Your gift is recognized in the Legacy Society in your name, in the name of your family or business, or in honor of any person or organization you choose.
- We handle all the administrative details after the gift is established.
- Your gift can be placed into an endowment that is invested over time. Earnings from your gift are used to make grants addressing community needs. Your gift—and all future earnings from your gift—is a permanent source of community capital, helping to do good work forever.

A gift that pays

John Hill was retired and in his late seventies. The stocks he owned had high market values, but they paid limited dividends. In addition to increasing his personal income, John was interested in giving to the community in which he had lived his entire life, so he decided to transfer the securities to a Charitable Remainder Trust that eventually would create a gift with the Del Mar Foundation. "The income I receive from the trust is more than what I was collecting in annual dividends—by thousands of dollars. If I would have sold the stocks, I'd have paid a fortune in capital gains tax," says John. John also receives an immediate charitable deduction and pays less tax on the trust distributions. "Plus," he says, "I know that when I pass, I've done something good." In time, the Hill Family gift will address ever-changing community needs.

This is a donor scenario, a realistic composite of giving stories. It is not an actual Del Mar donor story.



Ten reasons people choose to give through community foundations

one

We are a local organization with deep roots in the community.

two

Our volunteer Board and staff have broad expertise regarding community issues and needs.

three

We provide highly personalized service tailored to each individual's charitable and financial interests.

four

Our funds help people invest in the causes they care about most.

five

We accept a wide variety of assets, and can facilitate even the most complex forms of giving.

six

We partner with professional advisors to create highly effective approaches to charitable giving.

seven

We offer maximum tax advantage for most gifts under federal law.

eight

We multiply the impact of gift dollars by pooling them with other gifts and grants.

nine

We build endowment funds that benefit the community forever and help create personal legacies.

ten

We are a community leader, convening agencies and coordinating resources to create positive change.

More benefits

You may choose to receive a fixed income or one that changes with market conditions— income from the Charitable Remainder Trust you establish may add up to more than the interest and dividends you earned from holding the assets. You can use it to supplement your own lifestyle or that of someone other than yourself: a sibling, a dependent parent, a friend, or a former employee.

A portion of the income may be a tax-free return of principal, while some is taxed as ordinary income or capital gains. The amount of income received depends on the payout rate selected by the donor. The tax deduction allowed depends on the age of the recipient, the payout rate, and the discount rate (as determined by the Internal Revenue Service).

You can pick one of these options for your Charitable Remainder Trust:

- Annuity trust pays you a fixed dollar amount.
- Standard unitrust pays you an amount equal to a fixed percentage of the net fair market of the trust and is recalculated annually.
- Net income unitrust pays you the lesser of the fixed percentage specified by the trust agreement or actual trust income; some net income unitrusts allow you to make up deficiencies in past years.
- Flip unitrust is a net income unitrust that converts to a standard unitrust upon a triggering event, such as the sale of an asset used to fund the trust.

The Del Mar Foundation provides a simple, powerful, and highly personal approach to giving. We offer a variety of giving tools to help people achieve their charitable goals.

You can make a gift of cash, stocks, bonds, real estate, or other assets to your community foundation. Most charitable gifts qualify for maximum tax advantage under federal law. For more information and ideas on ways to integrate your financial planning with charitable giving, ask your financial advisor or contact Shelley Moore, Executive Director, Del Mar Foundation at 858-635-1366 or Shelley@delmarfoundation.org