

## ADVISOR TOOLS

# Flexible charitable vehicles. Effective financial solutions.

A professional advisor's perspective.



Throughout her years as an attorney specializing in estate planning, Margaret Heiser Fulton has had the opportunity to introduce many people to their community foundation as a vehicle for philanthropy. “The community foundation is more global than a single-purpose charity,” says Margaret. “It’s a neutral party, an impartial organization, established to improve and enrich the quality of life in the community.”

**Flexible giving.** When donors establish a fund through their community foundation, they open the door to a broad range of charitable options. The community foundation can manage virtually any type of gift for any charitable purpose, offering everyone the opportunity to make a lasting contribution that directly benefits their community.

“Clients who voice interest in giving through a charitable trust or a private foundation accomplish many of the same objectives by using their community foundation as a vehicle,” Margaret explains. “Clients get the advantage of good counsel regarding local needs and community resources. They can direct funds into their own areas of interest, and make recommendations for grants to charitable agencies of their choice.”

One of the advantages of the community foundation is that it “offers donors much more flexibility in the use of their charitable dollars than a direct gift to a charity,” Margaret says. “Many charitable organizations encourage planned giving, but that organization is the sole beneficiary of the gift. With their community foundation, on the other hand, donors can name multiple beneficiaries.”

## A valuable resource

One of the advantages community foundations offer advisors is statewide access to technical resources and experienced planned giving professionals.

“Community foundations can provide information on specific types of charitable gifts, such as Charitable Remainder Trusts,” says Margaret Heiser Fulton. “Given the subtleties within each instrument, being able to work with their legal counsel has been very helpful.”



*Local giving. Lasting value.*

[www.placercf.org](http://www.placercf.org)

219 Maple Street, Suite 200  
Auburn, CA 95603

PO Box 9207  
Auburn, CA 95604

530-885-4920 Phone  
530-885-4989 Fax



*“A gift to the community foundation can take many different forms. It’s a highly flexible, very personal way to give.”*

MARGARET HEISER FULTON  
ROBINSON, LYON & FULTON

### Tax benefits

**As a public charity,** a community foundation offers the highest level of tax benefits for charitable giving. Donors may give cash, stock, closely held securities, real estate, or personal property, and receive maximum tax benefits.

**Through planned giving** that integrates philanthropy with overall financial and estate planning, advisors can ensure that their clients receive full benefit from contributions, while supporting the local community and charities of their choice.

**Personalized giving.** Experienced and knowledgeable staff, who share a deep commitment to the well-being of the community, can help find the best charitable organizations to fit each donor’s interests, and help donors and their advisors structure a charitable fund to satisfy specific goals and financial objectives. Margaret has found that many donors use their community foundation as a means of giving during their lifetimes, providing a charitable endowment after their deaths to support their charitable interests in perpetuity. “Giving through their community foundation is more personal,” says Margaret. “There is a real identification with the idea of ‘giving back.’ I think people feel they are contributing more fully to the development of their community.”

**Responsible financial management.** Gifts to the community foundation can become part of a lasting endowment. “For many people, the idea of endowment is attractive,” says Margaret, “particularly when they feel assured of good stewardship and know there are provisions for responsible use of the funds.” Principal is expertly and responsibly managed in a balanced portfolio, and available income is used to fund projects according to donor wishes. Funds are invested with professional, well-known financial institutions, and performance is reviewed regularly. The foundation’s financial position is evaluated annually by an independent audit. These safeguards ensure that contributions will be preserved and earnings will be maximized over time.

**Faithful to donor intent.** One of the major strengths of a community foundation, in Margaret’s opinion, is its ability to provide a flexible vehicle for donors with multiple philanthropic interests. The foundation keeps in close contact with nonprofit agencies throughout the local area, and their broad perspective and local knowledge assure that grants will always be targeted where they can do the most good. “The leadership of the community foundation is well-trained and sensitive to seeing that the client’s needs and objectives are served,” Margaret explains. “Their goal is to see to it that donors get into a fund or gift situation that meets their objectives.”

*There’s so much more we’d like you to know. Your community foundation can help you help your clients achieve their charitable giving goals. We welcome the opportunity to work with you.*