

Giving Times

Endowment News from the Pacific Skyline Council, BSA



May 2011

Welcome to the First Edition of *Giving Times*!

WE ARE PLEASED TO SEND YOU THE inaugural issue of the Pacific Skyline Council's *Giving Times*, a newsletter of planned giving ideas and council endowment news. We welcome your ideas, comments and suggestions. Back Issues will be posted on the council's webpage under the "Funding" tab. On the 100th Anniversary of the Boy Scouts of America, the Pacific Skyline Council embarked on an ambitious plan to raise a \$1,000,000 Endowment Fund by finding 10,000 people to contribute \$100 (or more). The beneficiaries of the council's unique "Endowing Scouting's Next 100 Years" campaign are our three local Camps: Camp Oljato located in the high Sierra and Boulder Creek and Cutter Scout Reservations located in the Santa Cruz Mountains. Jim Penrose, Eagle Scout 1963, has created a 4-minute video of our three mountain camps which can be viewed at www.pacsky.org/Funding/Endowment.aspx. Our Council's Donors are listed

on our Endowment Donors List on the Council's webpage.

Our council webpage is www.pacsky.org. Endowment and Planned Giving ideas are listed under the "Funding" tab. For more information contact: Jill Schwab, Council Director of Finance at jill.schwab@scouting.org or (650) 341-5633 or contact our Scout Executive, Kent Downing at kent.downing@scouting.org.

A very special "THANK YOU" to our council's very active 2010-11 Endowment Committee including: Rodger Alleman, Ivan Gendzel, Bill Bethke, Dan Taylor, Dave Elder, Steve Divney, Anthony DiRegolo, Patrick Neschleba, Sean Kelly, Dave Olson, Greg Miura, Larry Christenson - Committee Chairman, Hank Scherf - Council President, Kent Downing - Scout Executive, Sean Magnuson - Assistant Scout Executive, and Jill Schwab - Director of Finance.

Heritage Society Reception



THURSDAY, MARCH 31ST, ENDOWMENT DONORS gathered at the Palo Alto Service Center to celebrate and recognize the Council's 2010 spectacular record of generosity.

When people think about Scouting, chances are they think about kids, not dollars. But the fact is that much of the success the Boy Scouts of America achieves in serving youth can be attributed directly to our success in endowment development. For the Pacific Skyline Council, a healthy endowment is critical for providing a steady source of funding for a variety of purposes, including day-to-day operating expenses, hiring additional staff, and financing improvements to camp facilities.

Endowment can also serve as a rainy day fund to help a council weather tough economic times without having to cut back on services to youth.

Endowment growth has been fostered through the Council's "Endowing Scouting's Next 100 Years" Campaign, James E. West Fellowship, the 1910 Society, and the Founders Circle Award, which provide recognition for those who make significant contributions. (cont'd on pg. 2)

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Council Endowment Chairman

Larry Christenson, Scout Volunteer
christensonlr@yahoo.com • (650) 566-3820

Staff Advisor to the Endowment Committee

Kent Downing, Scout Executive/CEO
kent.downing@scouting.org • (650) 341-5633

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Heritage Society Reception (cont'd from pg. 1)

The Heritage Society was created to recognize individuals who have made a gift to the Council's Endowment Fund.

In 1941, Peninsula Scouts discovered the pristine, high Sierra Camp Oljato on the shores of Huntington Lake. An initial deposit of \$1,000 was made to the U.S. Forest Department to use the 35 acres. However, a \$5,000 balance remained to complete the transaction. "Palo Alto's (and Scouting's) Fairy Godmother," Lucie Stern delivered a personal \$5,000 check to endow the use of Camp Oljato into perpetuity. Our special guest, Tom Wyman was a young scout attending the 1941 summer Camp Oljato Camp Fire the night camp staff made the historic announce. Tom tells how the enthusiastic Scouts accepted the challenge to "hoop and holler" with delight ... so loud ... that Lucie ... in Palo Alto could hear their shouts of joy!

Tom Wyman moved to Palo in 1936. Attended grade school at Walter Hays, was in the first class that graduated from Jordan, graduated from Palo Alto High, when most of his classmates went right to the military. Tom had just turned 16 and went on to San Jose State. After two years, Tom joined the U.S. Navy and toured the Pacific on the USS Lexington. While at sea, his mother filled out the forms for Tom to attend Stanford, (it never changes) which he did in the fall of '46, majoring in mining engineering and geology. Tom retired from Chevron after 42 years. He and his wife, Ellen, have been very active in community service and recording Palo Alto history. Tom is past president of the Palo Alto Historical Association and many other accomplishments too numerous to mention here. Thank you Tom for sharing your wonderful memories!

JAMES E. WEST FELLOWSHIP AWARD

James E. West Fellowship Award recognizes donors who have contributed \$1,000 or more to the Council's restricted endowment fund. In 2010, a record number of Friends of Scouting qualified for James E. West recognition including:

Rainey and Rodger Alleman, Eagle 1945; Ronald Chang; Lyn and Larry R. Christenson, Eagle 1961; Lawrence Crowl; Alan Cyron, Eagle 1947; Susan and Kent Downing, Eagle 1982; Shirley and Leonard Ely; The Craig Falkenhagen Family, Eagle 1967; Robert Finocchio, Eagle 1967; David Scott Glassanos, Eagle 2004; Ellen and Dick Goodell; MaryAnn Shea and Gary Grant, Eagle 1953; Jeff Innes, M.D., Eagle 1967; Kenneth Jones, Eagle 1961; Eric Keller and Janice Bowman; Nathaniel Keller, Eagle 2001; Sean and Lyndell Kelly; Barry Lewis; In Honor of Blake Lewis, Eagle 1998; Jeffrey Mayer; Michael Mendenhall, Eagle 1978; In Memory of William Mendenhall; Jon Mewes, Eagle 1975; David Miura, Eagle 1979; Jim Parker; The Patel Family Foundation; San Carlos Lions Club; In Memory of Mary Elizabeth Schmidt; Ann and William Stark, Jr. Eagle 1956; In Memory of Mark J. Vertin; Mike Welsh and In Memory of and In Honor of E. Joseph Willits.



To qualify as a member of the 1910 Society, an individual, donor, company, or organization must contribute \$25,000 or more to the local council endowment fund. There are four levels of recognition in the 1910 Society:

Ernest Thompson Seton, nationally

known artist and naturalist, author of the first official American Scout handbook and many other books important to Scouting; Seton level membership: \$25,000 minimum gift. [Larry Christenson \(Eagle 1961\)](#) was recognized at the Ernest Thompson Seton level.

Daniel Carter Beard, first chairman of the National Court of Honor, National Scout Commissioner, and author of many well-known books and stories for youth; Beard level membership: \$100,000 minimum gift. [William \(Bill\) Stark, Jr. \(Eagle 1953\)](#), was recognized at the Daniel Carter Beard level.

WINTHROP ROCKEFELLER AWARD

The special and unique Winthrop Rockefeller Award is made to a Scouting Volunteer who has made a significant impact on the operating, capital and endowment needs of their local council. These volunteers not only support the council financially but also asks others to follow their example of financial giving. To date, the Pacific Skyline Council has presented only one of these awards. The council's inaugural recipient of the of the 2008 Winthrop Rockefeller Award, Bill Stark, was asked to make the presentation.

[The 2011 Pacific Skyline Council's Winthrop Rockefeller Award Recipient is Larry Christenson.](#) Larry Christenson is an Eagle Scout who has served our local council for numerous years in several positions including Troop 57's Assistant Scoutmaster and a member of the Council's Executive Committee and Executive Board. He was active with the Council's recent Capital Campaign and spearheaded the fundraising effort for several capital projects including refurbishing the Palo Alto Fire Circle (2002), building a new Handicraft Lodge at Camp Oljato (2007) and remodeling the "Stern" Apartment Meeting Area at the Lucie Stern Community Center (2010). As the Council's Endowment Chairman, he led a historic fundraising effort that resulted in raising over \$112,000 from over 450 donors for the Council's permanently restricted endowment fund. To put this accomplishment into perspective, between 1994 and 2009, the Council had a total of 133 contributions to the endowment fund. Larry is also a member of the Distinguished Citizen's Award Dinner Committee and has worked hard to sell tables to the event as well as indentifying honoree prospects. The Pacific Skyline Council is proud to present the Winthrop Rockefeller Award to Larry Christenson.



Find the Right Tool - Charitable Giving Tools Comparison Chart

HAVE YOU EVER NOTICED how many types of hammers there are? They are available in a dizzying variety, differing in size, weight, length, and materials, each one appropriate for the intended job. Craftsmen know that any job is easier when they use the right tool. Sophisticated techniques for making a charitable gift are becoming popular and common as more and more people learn about the benefits they can create for themselves and Scouting. It's important as one investigates making a gift, that the details of each option not be overlooked.

The chart inside provides a starting point in understanding the basic features of several popular planned charitable gift arrangements. While it is impossible to list and describe all the options you might consider, we hope this information will point you in the right direction, helping you identify some options that you'd like to investigate further. More detailed information is available online at www.bsagiftplan.org, and from Scouting's staff of experts. With these resources, you and your attorney or financial advisor will be able to find the right tool for the charitable work you want to do.



	DONOR'S INCOME TAX DEDUCTION	INCOME BENEFICIARY	INCOME PAYMENT
BSA CHARITABLE GIFT ANNUITY	Difference between the fair market value of the initial gift amount and the actuarial value of the non-charitable income obligation.	One or two individuals named in the agreement.	Based on actuarial tables. Rates increase with age.
BSA POOLED INCOME FUND			Pro-rata share of pooled fund's income. Paid quarterly.
CHARITABLE REMAINDER ANNUITY TRUST	Present value of charitable remainder calculated with government mortality tables and earnings assumptions.	Donor and/or others named in the trust agreement.	At least five percent of initial fair market value. Paid at least annually.
CHARITABLE REMAINDER UNITRUST			At least five percent of net fair market value, revalued annually and paid at least annually.
WILL/ BEQUEST	No income tax deduction; no completed charitable gift.	No transfer occurs until death, so donor retains ownership and rights to all income.	Donor, during life.
LIFE ESTATE AGREEMENT	Value of Scouting's remainder interest, adjusted for depreciation and depletion.	Donor.	Usually no income under this arrangement.
CHARITABLE LEAD TRUST	Generally no income tax deduction. Possible gift or estate tax charitable deduction.	Scouting or other qualified charity.	Amount established by trust agreement.

Chart continues on next page

Right Tool - Comparison Chart (cont'd)

TAXATION OF INCOME PAYMENTS	CHARITABLE DISPOSITION	BENEFITS TO DONOR	BENEFITS TO SCOUTING
Partially tax-free; remainder is ordinary income or capital gains.	At the end of the income beneficiaries' lives, Scouting receives the remainder of the gifted property.	<ul style="list-style-type: none"> • Initial income tax deduction • Income stream (partially tax-free) • Gains tax deferral 	Scouting receives the property at the end of the trust, or the death of individuals who have prior interests, such as testators, annuitants, pooled-fund beneficiaries, or life estate holders.
Ordinary income.		<ul style="list-style-type: none"> • Initial income tax deduction • Income stream • Gains tax avoidance 	
<p>Payments are taxed according to the character of the funds that make up the payment:</p> <ul style="list-style-type: none"> • Ordinary income • Capital gains • Other income (tax-free proceeds) • Tax-free distribution of principal 	Property remaining in the trust at the end of the non-charitable term goes to Scouting or other qualified charity.	<ul style="list-style-type: none"> • Initial income tax deduction • Income stream • Gains tax deferral • Possible federal estate tax savings 	
Income taxed to the donor.	After death, property passing by will is distributed according to the will's terms.	<ul style="list-style-type: none"> • Lifetime property ownership • Flexibility • Estate tax savings 	
Income taxed to the donor.	At the death of the life-estate owner, Scouting becomes the owner of the property.	<ul style="list-style-type: none"> • Initial income tax deduction • Retains right to live in home for life 	
Donor reports trust income unless trust holds only tax-exempt securities. Donor deducts value of payments to charity.	As directed in the trust agreement.	<ul style="list-style-type: none"> • Estate/gift tax savings • Assets eventually returned to donor or designee 	Scouting receives income during the term of the trust. Could be beneficiary at death.



The Planned Giving Technique (part 1 of 2)

HOW, AS A DONOR TO SCOUTING, you can use your giving to achieve personal goals, enhance your financial security and help shape the future of your local council.

THE PLANNED GIVING ALTERNATIVE

As a donor to the Boy Scouts of America, you can use your giving to achieve personal goals, enhance your financial security, and to help shape the future of Scouting. Planned giving includes a number of ways for you to include charitable giving in your total financial plan. Our government encourages philanthropy by providing advantageous tax treatment of gifts under both state and federal law. This was reasserted in the recent 1997 Tax Act. Planned giving can help you maximize these tax benefits.

Many times, these tax advantages will make it possible for you to make a greater gift than you thought possible, while also benefitting your family and heirs. Many donors and supporters of Scouting have chosen planned giving as a way to show their interest in supporting Scouting beyond their lifetimes, while realizing benefits for themselves today.

The type of asset and the way it is given to Scouting determines the actual tax and financial benefits resulting from a gift. Certain planned gift arrangements provide you with an opportunity to diversify your holdings, turn highly appreciated assets into a gift that provides you income, and enjoy significant tax savings. With careful planning today, you may reduce or eliminate estate, inheritance, or gift taxes, allowing your family and the charities you support to receive the full benefits of your life's work. Certain gift plans actually result in a greater amount of wealth passed on to family.

As with all financial decisions, a planned gift should be designed with care. The BSA's planned giving professionals will work closely and confidentially with you to ensure that your gift to Scouting achieves your individual goals, and expresses your personal vision for Scouting.

SELECTING YOUR GIFT

With a major gift, you can help build a new camp facility. Or pay for Scouts to go to camp who couldn't

afford to go. Or endow a specific program or position in Scouting. Or anything else you can imagine. The use of your gift is restricted only by your imagination. Your gift can be -- and should be -- an individual expression of your vision and goals.

As you begin to define your vision, ask yourself: What are my personal objectives and needs? What are my financial goals? What is the best asset to use to make my gift? Which gift plans can best accomplish my goals for my family and Scouting?

The Finance Impact Department is a resource for you. We are experienced in gift planning and understand the importance of philanthropy as a part of a successful overall estate plan. Along with our Endowment

Counsel, we are available to assist you and your advisers as you consider the many opportunities presented by planned giving. Our goal is to present you with options and to help you make the best choice possible. We accomplish this by ensuring that your gift expresses your interests in Scouting, goes to the programs or councils of your choice, and maximizes the benefits you and Scouting

will receive from your gift.

Working together, the Boy Scouts of America and its supporters can create a gift that meets the needs of our donors and blends the individual's vision with the objectives of Scouting and the youth and communities it serves.

LIVING TRUST

A satisfying commitment today, preserving control and security for tomorrow

A popular and versatile estate planning tool is the living trust. This is sometimes called an inter vivos trust because it is created and becomes active during your lifetime. Many people use this trust to organize personal finances, provide for family members, and make gifts to Scouting.

The trust agreement is written to meet your needs and specifications. It keeps you in control of your assets during your lifetime and specifies how your property should be distributed after your death. A living trust can be revocable or irrevocable. Even if you have a living trust, it is still advisable to have a will. (cont'd on page 6)



Planned Giving (cont'd from pg. 5)

LIVING TRUST (cont'd)

The will transfers into the trust any assets or property that have been deliberately or inadvertently omitted from the list of assets placed into the trust. A living trust can avoid probate delays, provide privacy as to how your assets are distributed (since probate documents are of public record) and they can reduce the expenses of estate administration.

These advantages should be weighed against the cost of administering the trust during your lifetime. A trust can enhance your estate planning and reduce estate taxes; however, a living trust is not suitable for everyone, and for some people it may be more expensive and burdensome than a will. To determine whether a living trust is suitable for your needs, you should consult your attorney.

As with a will, the living trust is an excellent way to make a gift to Scouting. Your gift can be any size and of virtually any asset, and you can specify the preferred use of your gift, if you choose. A provision for your local council or other charities you support can easily be added to your trust agreement, and it may be a specific, contingent, residual, or remainder gift. To ensure that your wishes will be fulfilled, please contact your Regional Endowment Counsel or the Finance Support Division at the BSA National Council for specific suggestions regarding the wording of your gift.

BEQUEST

Benefit Your Family and Scouting With a Will

A will makes a statement about what matters most in your life. By making a will, you ensure that your intentions are clearly expressed, and that they will be followed by those administering your estate. You should decide who will get your estate -- after all, you're the one that worked so hard to get it. Unfortunately, about 70% of all Americans do not make a will, and let their state decide how to distribute their assets.

After providing for family, friends, and others, many supporters of Scouting also include a meaningful gift to their local council to continue their lifetime support. Gifts in a will can be a) specific bequests of property, b) a stated dollar amount, c) a percentage of the estate, or d) a gift of the residual (what's left after all other provisions of your will have been satisfied), or e) a contingent gift (taking effect only if other will provisions cannot be satisfied). Of course, most of the charitable trusts that can be created during your lifetime can also be created in your will for the benefit of family, friends and charities.

Charitable bequests are a great way to provide for Scouting without giving up the assets during your lifetime. When the gift is distributed from your estate, your

estate will receive an estate tax charitable deduction for the amount of your gift. Your gift may be a general purpose gift for Scouting or, of course, you can specify how the Council should use your gift.

It is very important that your bequest be correctly stated in your will. The BSA will be happy to provide you and your legal adviser with suggested terminology to ensure that your wishes are fulfilled. You should also consider sharing your plans with your local council, especially if your gift is to be used for a specific purpose by the council. This information will be confidential (unless you specify otherwise) and you will have the assurance that the use of your gift will be understood and agreed to by your local council.

Also, if you share your plans with your local council, they will have the opportunity to thank you now for your thoughtfulness and generosity to Scouting. You may be eligible either for recognition by the local council or for national recognition from the BSA through its Founders Circle.

PLEDGES

Guarantee your pledge through your estate

Some people want to commit a major gift, but cannot complete the gift all at once. A multi-year pledge for Scouting is an effective way to do this. In fact, many donors also include language in their will that would fulfill any pledge amounts unpaid during the donor's life.

The pledge is a simple, written agreement between you and your local council that commits you to an amount to be paid by a date that you choose and may even specify how your gift is to be used. It is not a substitute for a will. In fact, whether the pledge is binding upon you or your heirs is an issue of state law. Please check with your advisors as to the legal effect of a pledge in your state. It is a supplement to your will and the estate note should be referenced in your will for clarity of your intentions.

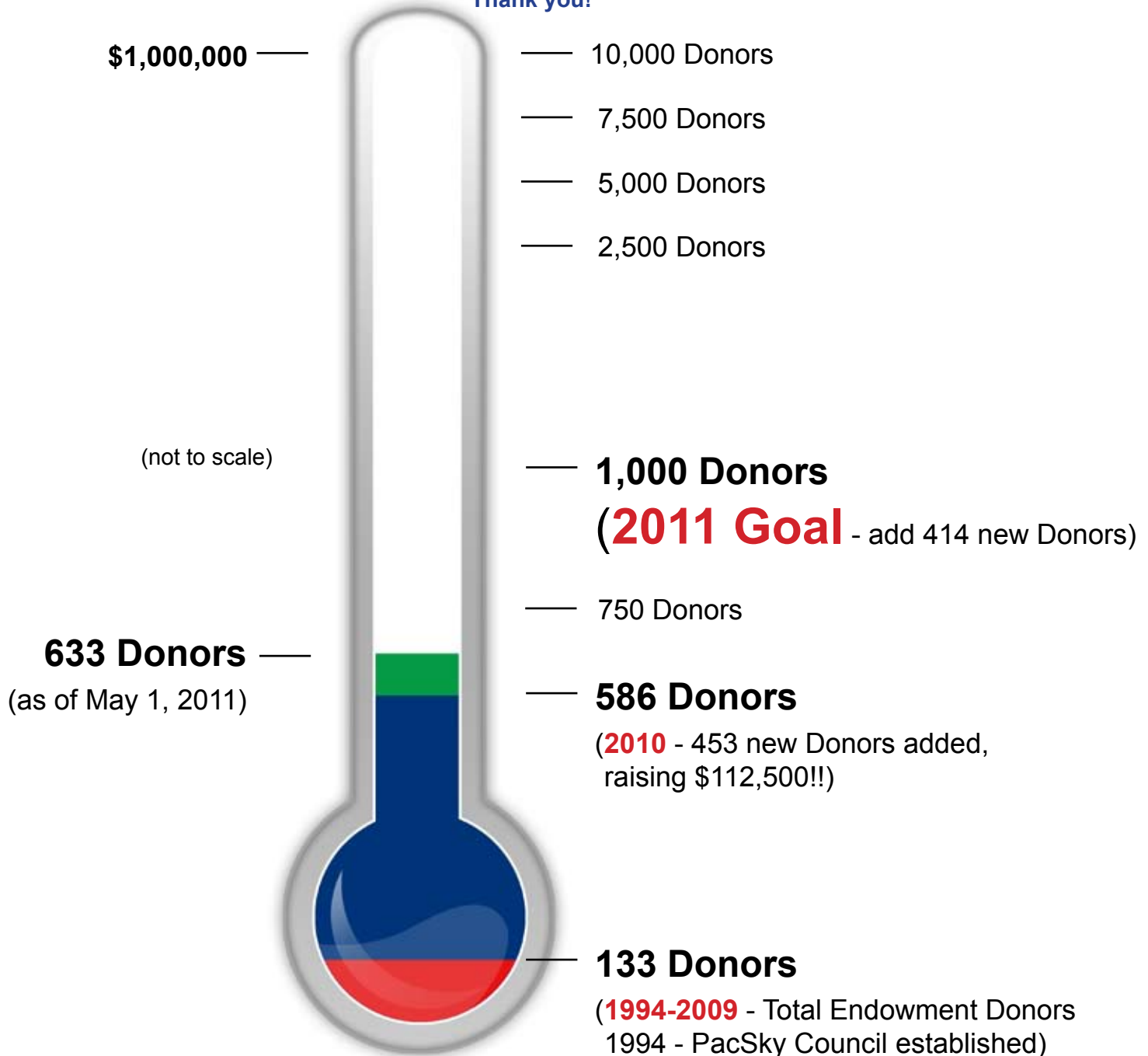
Pledges are commonly used to make a multi-year gift commitment for council endowment, a new service center or camp building, or in support of a specific Scouting program. It is best to record your estate note gift in your will or estate plan, and to alert your executor or personal representative. We encourage you to keep your pledge with your other estate plan documents and to attach a copy to your will.

Planned Giving ideas will continue in our next *Giving Times*. We'll share ideas about retirement plan designations, charitable lead trusts, our Endow Now program, and life insurance as vehicles for giving.

Pacific Skyline Council Endowment Campaign

The focus of the “**Endowing Scouting’s Next 100 Years**” campaign is to engage new, current, and lost Scouting friends to make an investment in the future of our Scouting program. Our ambitious goal is to have **10,000 individuals and businesses** give a gift of **\$100** or more to raise **\$1,000,000** to endow Scouting for the next generation of youth. Make a gift to honor a family member, a unit leader or as a memorial tribute. Recognize multiple people with multiple gifts. Help secure Scouting for the next generation of young leaders. Join the growing [list of donors](#).

Thank you!



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Endowing Scouting's Next 100 years

\$100

Gift to Pacific Skyline Council's Local Endowment Fund

10,000

Number of Scouting friends, alumni and active members to participate in the campaign

\$1,000,000

Amount of money earned for the Council's Endowment Fund for the next generation of Scouting in the Pacific Skyline Council, Boy Scouts of America. (\$50,000 in distributions annually will support Council operations such as maintenance of the Council's three local camps, camperships, and leadership training programs)

Special Recognition:

Contributions of \$100 or more will be recognized in the Council's annual report and the "Centennial Wall of Honor" posted on the Council's webpage.

Contributions of \$1,000 or more will qualify for James E. West recognition.

The goal of the endowment campaign is to engage new, current and lost Scouting friends to make an investment in the future of our local Scouting program. Make a gift to honor a family member, a Unit leader or as a memorial tribute. Recognize multiple people with multiple gifts. Help secure Scouting for the next generation of young leaders. This is the perfect opportunity to leave an enduring legacy to local Scouting youth.

Contributions to the Council's Endowment Campaign would be in addition to any ongoing annual contribution. For more information contact Kent Downing, Scout Executive/CEO at 650 341-5633

The Council is a 501(c) 3, contributions are tax deductible.

Endowing Scouting's Next 100 Years

Name _____

Address _____ City _____ State _____ Zip _____

Enclosed is my tax-deductible contribution of \$100 other \$ _____

Credit Card # _____ exp.date _____ Credit Card Signature _____

Check all that apply: Eagle Scout, Class Year _____
I was/am Scoutmaster Committee Chair Senior Patrol Leader

Please contact me, I have other thoughts to share:
phone _____ email _____

Please keep me informed on local Scouting news/activities
email _____

List gift(s) on wall of honor as: _____
(example: family, individual, business, honor of, memory of)

My endowment ambassador is: _____

Please make checks payable to
"Pacific Skyline Council, BSA"

Pacific Skyline Council
1150 Chess Drive
Foster City, CA. 94404

or
Contribute online at
www.pacsky.org click ("Funding") tab, Endowment

Pacific Skyline Council office 650.341.5633
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