

Adding Charity to Your Will or IRA

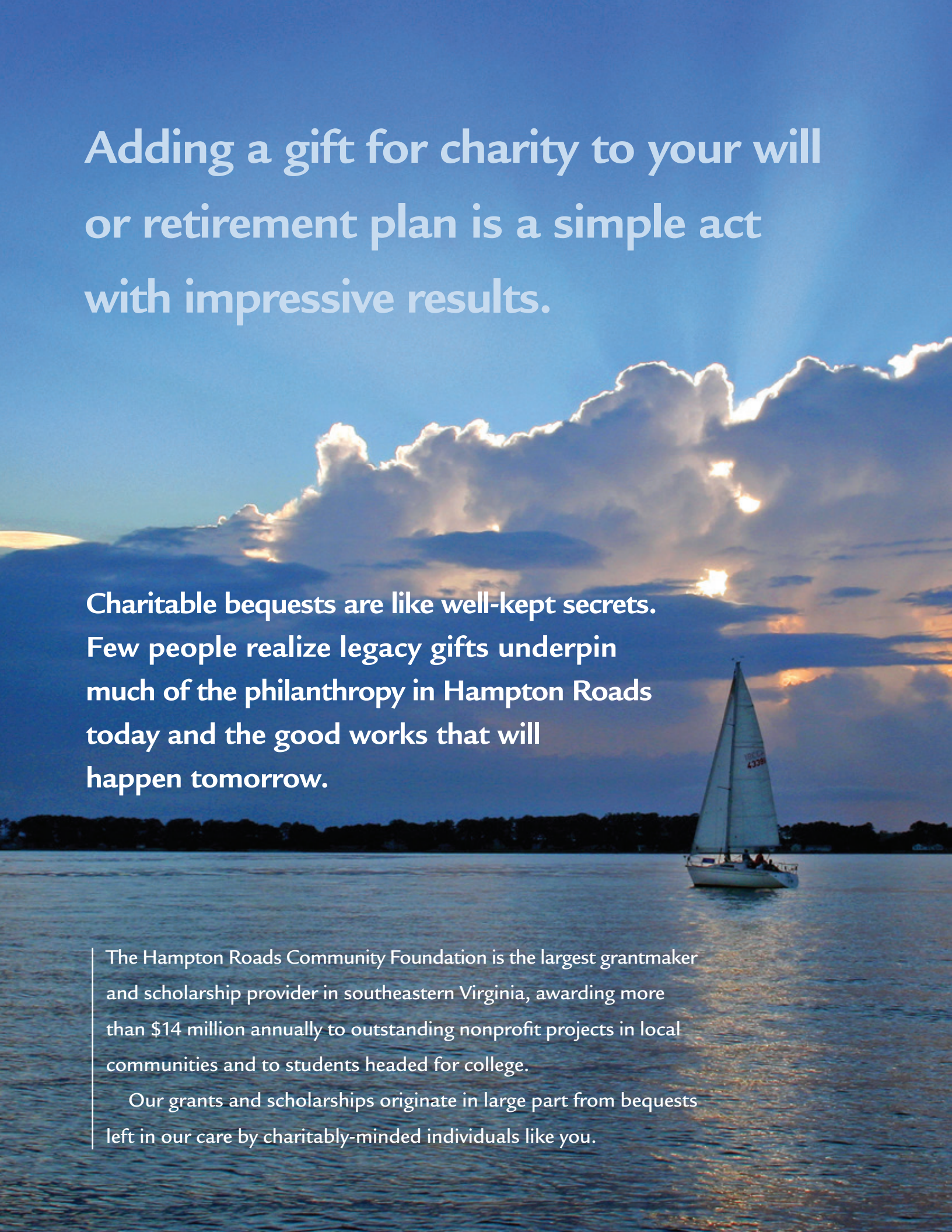


A quick guide to the pleasure and promise
of charitable bequests



Hampton Roads
Community Foundation

Inspiring Philanthropy. Changing Lives.



Adding a gift for charity to your will
or retirement plan is a simple act
with impressive results.

Charitable bequests are like well-kept secrets.
Few people realize legacy gifts underpin
much of the philanthropy in Hampton Roads
today and the good works that will
happen tomorrow.

The Hampton Roads Community Foundation is the largest grantmaker and scholarship provider in southeastern Virginia, awarding more than \$14 million annually to outstanding nonprofit projects in local communities and to students headed for college.

Our grants and scholarships originate in large part from bequests left in our care by charitably-minded individuals like you.

Here are two points we'd like you to consider:

1.

**A bequest is
major philanthropy
almost anyone can do.**

You do not have to be wealthy to make a charitable bequest that will make a noticeable impact in your community.

With good stewardship, a relatively modest bequest from a middle-income estate – \$25,000 for a named endowment at the Hampton Roads Community Foundation – will grow into a small fortune within a few decades! At the same time this fund will annually generate ever-increasing payments to the good causes or organizations that are your fund's beneficiaries.

2.

**With an endowed
charitable fund, your
impact on the community
will never end.**

When you endow a charitable fund with a gift from your will or retirement account, you're starting something permanent. Endowment is forever.²

Some of the world's oldest charitable endowments are in England. Today, they continue to fund good works more than 500 years after their creation. *That's what you're buying with your gift: years, decades, generations, centuries of doing good in whatever name you choose for your fund.*

Like the more than 750 other community foundations in America, the Hampton Roads Community Foundation is a permanent charitable institution. Since 1950 we have dedicated ourselves to making life in southeastern Virginia better through leadership, philanthropy and civic engagement.

¹ The Hampton Roads Community Foundation offers our donors uncommonly good financial stewardship. Please visit our website to see the latest investment information.

² In addition to using your will to fund a charitable bequest your options include a revocable trust, living trust or other estate planning vehicles.

Are there charities or causes you would like to benefit forever?

We can help you in three easy steps:

1. In your will or estate plan, tell us how you wish the money in your fund to be used. Are there certain charities you'd like to benefit? Or are there specific causes? Or are you leaving an "unrestricted" gift to help solve future problems no one can imagine today?

2. In your will or estate plan, tell us what you'd like to call your fund. Remember: you're creating a permanent legacy in that name. A hundred years from now, your fund will still be making gifts in whatever name you choose: a family name, the name of a dear friend, a favorite teacher or anyone you wish to honor. Some donors set up multiple funds to honor a variety of people. Of course, you can also set up an anonymous fund if you prefer.

3. Arrange to set aside at least \$25,000 to endow each fund you wish to create.

You can find specific examples at www.hamptonroadscf.org. But, here's a sample of what your will might say:

I give, devise, and bequeath *[here you'd insert a dollar amount, a percentage or the rest and residue of your estate]* to the Hampton Roads Community Foundation (the "Foundation"), a Virginia nonprofit corporation, authorized by its charter and bylaws to accept, hold and administer charitable funds.

This gift should be used to establish an unrestricted fund *[or other type: see next page]*. This will be a component fund of the Hampton Roads Community Foundation.

The Fund shall be named
The _____ Fund.
The fund's purpose *[if not unrestricted]*
is to *[insert details]*.



Types of charitable funds you can choose:

Unrestricted

The unrestricted fund was Ben Franklin's favorite: a bequest with no strings attached. The future, after all, holds unimagined problems. Could a donor in the 1950s have foreseen today's need for improved early care and education for children or the growing need to help homeless families?

Field of interest

These funds benefit nonprofits working in areas you select. Possibilities include improving education or helping with the arts or the environment.

Designated

You tell us exactly which IRS-approved, 501(c) 3 charities you wish us to support, and we will do that every year in your name.

Donor Advised

You name family members or friends to become your trusted advisors recommending grants to causes that reflect your life's interests. We have four donor-advised fund options: endowed, current use, quasi-endowed and customized.

Scholarship

Your fund assists students going to college. Scholarship funds can benefit students coming from a certain city or high school, attending your alma mater or planning certain kinds of careers. You set the criteria; we find the students to receive scholarships.

Mixed

Feel free to mix and match. For example, you may wish to designate 25 percent of your fund's annual payout for your place of worship, another 25 percent for your favorite charity, while putting the rest to work addressing a number of community needs.

Unrestricted fund example

The *Clarence B. Robertson Fund* created in 1968 keeps this long-ago investment company president relevant today even though many charities he supported during his lifetime are gone or merged. Clarence's \$42,007 estate gift created an unrestricted fund that already has provided more than \$247,000 in grants to dozens of area nonprofits. Many did not exist during his lifetime. His fund value exceeds \$173,000, today, which will let Robertson help nonprofits forever. Grant recipients include the Foodbank of Southeastern Virginia and Eastern Shore and Lynnhaven River NOW. Since Clarence could not predict future community needs, an unrestricted fund made sense to him.



Donor-advised fund example

The *Violet S. Whitson Memorial Fund* created in 2005 proves that anyone can be a philanthropist. Violet dropped out of high school in 1928 to work for Bell Telephone. During her 46-year career as a telephone operator she never made much money, but each paycheck came with a little Bell stock. Violet held onto the stock even as it split and spun off into new companies. After she died at age 93, a stock gift created a donor-advised fund in Violet's name. Today her Virginia Beach family members enjoy recommending grants to a variety of charities Violet would likely have supported.





Meet

Kurt and Rose Rosenbach,
members since 2005 of the Legacy Society
for Hampton Roads

Type of charitable bequest

The Rosenbachs' charitable bequest is unrestricted. In other words, it can be used to help any good cause or urgent need in the community. "We have such confidence in the wisdom and integrity of the process the Foundation uses in awarding grants," says Kurt, a retired retail executive who has first-hand knowledge of the grant process. He served for two decades on the Foundation's board. "We are leaving our gift unrestricted and at the discretion of the Foundation to use wisely."

"We are leaving a gift since so many good things have happened in our community because of funds left by individuals."

A bit of background

Kurt and Rose Rosenbach have been Norfolk residents since 1955. They have three grown children and nine grandchildren. Rose was born in the U.S. Kurt arrived in Baltimore in 1938 as a 14-year-old who spoke no English. His family was driven from their native Germany when the Nazi government decreed Jews could no longer own businesses. He went on to a successful career working in accounting with Hampton Roads retailers. Both Kurt and Rose are long-time community volunteers.

You're invited



If you plan for a future gift to the Hampton Roads Community Foundation, we'd like to honor you with membership in a very special group – the Legacy Society for Hampton Roads. How do you join? It's a one-step process: just let us know about your charitable bequest.

Then the fun begins.

We like to thank our donors personally. As a Legacy Society member, you're always invited to member gatherings. You'll learn new things, have fun and meet interesting people, including other philanthropists living here in Hampton Roads.

We also celebrate your decision to make a gift in your will by including your name in every annual report and on our website.

Of course, if you prefer to join the Legacy Society and remain anonymous, that's fine, too. You'll still be invited to everything, and you'll receive all our Society updates; but your name will not be mentioned in print or online.

Commonly asked questions

Q.
Why would I leave a bequest to the community foundation?

A.

There are several reasons. Your bequest lets you easily support multiple organizations or causes with one act of generosity. Your community foundation will forever be an excellent steward of your permanent endowment. Its impact will grow over time as your fund supports causes important to you.

Q.
If I choose to join the Legacy Society for Hampton Roads, do I have to reveal the amount of my bequest?

A.

Absolutely not. We'd appreciate knowing, of course. But the choice to tell us the amount of your gift is entirely up to you.

Q.
How do I let you know I've made the bequest, so I can join the Legacy Society?

A.

It's easy. Once you've added the Hampton Roads Community Foundation to your estate plans, simply call us at (757) 622-7951. We'll make sure we have accurate contact information for you.

You can also let us know via email at bequests@hamptonroadscf.org.

Or you can drop us a note by mail:

Hampton Roads Community Foundation
101 West Main Street, Suite 4500
Norfolk, Virginia 23510



Field-of-interest fund example

The *William A. Goldback Fund* created in 2009 reflects Bill Goldback's wish for a healthy region full of great music. Bill, a Norfolk Navy veteran and business owner with diabetes, found joy attending classical music concerts. The Goldback Fund provides grants to area performing arts organizations and nonprofits providing medical services, education or research. Bill's \$3.6 million estate gift already has yielded more than \$1.2 million in grants to organizations such as Young Audiences of Virginia and Virginia Arts Festival as well as Eastern Virginia Medical School, Chesapeake Care and St. Mary's Home. Thanks to endowment growth, the fund value exceeds \$5 million, which lets Bill forever bring good health and melodies to our community.



Meet

Dr. Gwen Moss,
member since 2005 of the Legacy Society
for Hampton Roads

Type of charitable bequest

At the age of 43, Dr. Gwen Moss designated the community foundation as a beneficiary of her retirement account. Her goal: to create a scholarship fund for high school graduates from her Norfolk alma mater or Chesapeake Public Schools attending Norfolk State University.

“I’ve always thought like an older person. I hope to live to be 100-plus. But in life you don’t know. Just in case something happens, I know this part of my life is set.”

A bit of background

Gwen Moss graduated from Norfolk State University debt-free, thanks to scholarships. She became a true believer who says, “scholarships are so significant and have an impact. They are a beautiful concept.” Gwen was thinking about setting up her own scholarship foundation when she read about the community foundation in a newspaper article, so she called. She is an assistant principal at a Chesapeake middle school.

Commonly asked questions *continued*

Q.

Can I join the Legacy Society for Hampton Roads with gifts other than through bequests?

A.

Yes. The Legacy Society welcomes and honors donors who have made any kind of future commitment to the Hampton Roads Community Foundation. The Society, for instance, includes people who have named the Foundation as the beneficiary of charitable remainder trusts or their retirement accounts.

Q.

Is it easy to add a charitable gift to my will?

A.

Yes. Nothing could be simpler. A short phone call or meeting to your lawyer does the job.

Q.

What if I don't have a will yet?

A.

A surprising number of people – even those with substantial assets – never get around to this essential task.

If you don't have a will and would like a referral to a qualified estate attorney in your community, the Hampton Roads Community Foundation can help. We've worked with hundreds of local lawyers over the years. Just give us a call at (757) 622-7951.

Q.

How much should I leave?

A.

You can leave any amount to go into an existing fund at the community foundation. But, if your gift will be for \$25,000 or more, you can choose to start a named fund and determine its purpose (e.g. for scholarships, to help specific charities or to be used for grants to address community needs).

Q.

Will \$25,000 be enough to make a difference?

A.

A \$25,000 endowed fund will yield roughly \$1,125 in income for grants or scholarships in its first year. That's equivalent to 4.5 percent of the fund amount.

This amount might seem modest. But remember: your fund is permanent. Your endowed fund will grow over time, as will the money put to work through grants and scholarships.

Q.

What if I leave a gift to help a specific charity and then that charity disappears?

A.

Charities may occasionally go out of business or merge. But your philanthropy will never grow obsolete. If a nonprofit you name ceases to exist, we will honor your intent by granting to a similar charity doing great work in the field you preferred.

Q.
Can my bequest help charities I like that are outside our region?

Q.
Do I have to leave a specific dollar amount as a bequest?

Q.
Does my bequest gift have to be cash?

Q.
How long will my gift keep helping my community?

A.

Absolutely. Grants from your fund can benefit public charities all over the United States, such as your alma mater or place of worship in your childhood hometown.

A.

While you can name a specific dollar amount in your will, you can also arrange to leave a percentage of your estate's value or the residual of your estate after other gifts are made. We welcome gifts of any size. If yours is \$25,000 or more then you can create a named fund and determine its purpose. If it is less, you can arrange for a gift to one of our Community Funds or any other existing fund.

A.

No. You have several options in addition to cash:

- ❖ Physical assets such as a house or condominium.
- ❖ Financial investments such as stocks, bonds or certificates of deposit.
- ❖ A life insurance policy or retirement plan. You can arrange for this type of gift by making the Hampton Roads Community Foundation your beneficiary.

A.

Forever! Plus your initial gift will grow over time, as will the amounts given in your name each year for grants or scholarships.



Designated fund example

Dr. Samuel Coppage was an Old Dominion University information technology professor who spent much of his life and career in Norfolk. After his death in 2014, his estate created four designated funds in his name and the names of his parents Samuel and Constance Coppage and aunt, Mildred Jordan. Each fund benefits an organization that meant so much to Sam and his family – Hampton University, Tidewater Community College and two churches where his family worshiped. The funds started by Sam's generosity are among more than 80 designated funds helping all kinds of charities important to our donors.



Meet

Dr. Tim Bostic and Tony London,
members since 2007 of the Legacy Society
for Hampton Roads

Type of charitable bequest

The bulk of Dr. Tim Bostic and Tony London's estate will go to the Hampton Roads Community Foundation to create a charitable fund. Proceeds from their fund will be divided: half for scholarships and half for grants to organizations that help families in need.

**“We had intended to create
our own foundation and have it managed.
But our attorney said it would
cost too much.”**

**The Norfolk residents were drawn to the Foundation,
they say, because of our low administrative costs, our high rank
among community foundations nationally, and because
they could choose how their funds would be used.**

A bit of background

Dr. Tim Bostic and Tony London have long supported children's charities. Tim is an educator who “saw heart-breaking things” as a high school English teacher, which spurred his interest in scholarships. Tony is a Realtor who specializes in working with older homeowners. After more than 25 years as a couple, Tim and Tony married in 2015.

Getting to know us: *A brief history*

On January 1, 2010, two long-established community foundations merged to form a new entity, the Hampton Roads Community Foundation.¹

The Norfolk Foundation and The Virginia Beach Foundation joined forces because the time was right to create a single, comprehensive, cost-effective community foundation serving donors and nonprofits in southeastern Virginia.

This is a fast-growing region with many urgent problems. It is a region where philanthropy already plays a large and exciting role. It is a region where even more philanthropy will be needed in the future.

With the merger, the Hampton Roads Community Foundation holds the region's largest charitable endowment, an endowment devoted to improving the quality of life locally. We are the area's largest grantmaker to nonprofit agencies and a welcome source of scholarships for about 400 college-bound students every year. We also are a catalyst for key community initiatives in our region.

In truth, though, the credit for all grants, scholarships and leadership initiatives goes to donors. Every investment we make in our region comes from a generous, forward-thinking donor like you.

¹ *The Norfolk Foundation was founded in 1950 as Virginia's first community foundation. The Virginia Beach Foundation started in 1987.*

Florence Smith's legacy lives forever

The *Florence L. Smith Fund* started in 1952 in tribute to Florence's father, Dr. Hy Smith, a Civil War surgeon and Norfolk physician. Her \$460,000 charitable bequest has provided \$2.5 million in medical school scholarships to more than 750 Virginians. Her fund is valued at more than \$2 million. There are currently 15 Smith Scholars in medical school at the University of Virginia, Virginia Commonwealth University and Eastern Virginia Medical School.

Smith Scholars care for patients in all medical specialties, conduct life-changing research and teach future physicians. Over the decades they have led military hospitals and health departments and served as medical missionaries. They have presided over local, regional and national medical associations, including the American Medical Association.



Visit hamptonroadscf.org to learn more about:

Our financial performance

We pool the gifts of our many generous donors and invest those assets for greatest return. Following sophisticated investment policies generates superior results even during the turmoil of an economic recession. You can find financial information on our website.

Our recent grants to local nonprofits

As the area's largest grantmaker, we invest millions of dollars every year in the work and infrastructure of southeastern Virginia's most effective nonprofits. In addition awarding grants to more than 150 nonprofits each year, we make strategic investments in critical regional issues such as expanding early childhood care and education, ending homelessness and improving economic opportunities for all.

See videos of people who have already arranged for bequests

On our website future donors tell you in their own words how excited they are about their plans to leave permanent legacies to benefit our region.



Dr. Ed Lilly to help future physicians

Several Smith Scholars are paying it forward with plans for future estate gifts to help provide scholarships through the Hampton Roads Community Foundation. Among them is Edward L. Lilly, M.D. of Norfolk who says the Smith Scholarship “made it possible for me to attend medical school.”

From 1964 to 1968, Ed studied at what is now the Virginia Commonwealth University School of Medicine in Richmond. He is a retired Norfolk internist and Eastern Virginia Medical School assistant professor. Ed and his wife Linda, a retired French teacher, arranged for a charitable bequest to their community foundation so future physicians will have the same educational opportunity Florence gave him and hundreds of other physicians who are Smith Scholars.



Meet

John Stewart,
member since 2013 of the Legacy Society
for Hampton Roads

Type of charitable bequest

As a volunteer, John Stewart is dedicated to planting wetlands along the Norfolk waterfront. He has guaranteed his environmental stewardship will last forever through his plans for a field-of-interest fund to benefit the Hampton Roads environment.

“I wanted to establish a fund at the community foundation because you take a holistic view of our community. You know how to balance environmental, social and economic needs and will make the best use of my money.”

A bit of background

John Stewart is a former Navy flight officer and retired Virginia Beach librarian who lives with his wife Martha in Norfolk near the Lafayette River. Starting in 2007, he joined volunteers to plant wetlands along river banks to help mitigate flooding, filter polluted runoff and give birds, fish and marine life new habitats.

John has lived near the Chesapeake Bay for more than 40 years, enjoys boating and calls wetlands “beautiful places of great peace.”



Meet

Fred and Jackie Napolitano,
members since 2009 of the Legacy Society
for Hampton Roads

Type of charitable bequest

Fred and Jackie Napolitano are community volunteers dedicated to helping people in Hampton Roads. They plan to create a fund for education to help area students have opportunities for great lives.

**“We’ve done well here
and this is our way of giving back
to the community.”**

A bit of background

Fred and Jackie Napolitano were born in Brooklyn, N.Y. They met in a high school drum and bugle corps, where he was a bugler and she was in the color guard. After they married Fred got into real estate development on Long Island. In 1956 the Napolitano family moved to Virginia Beach where Fred’s company was building neighborhoods. He branched into commercial real estate and built the region’s first mall. Today he is chair of Pembroke Commercial Real Estate, chair of Napolitano Homes and a part owner in the Terry Peterson Companies. Both Jackie and Fred are active volunteers. The Napolitanos have four children and 10 grandchildren.

The Power of Endowment

Bunny & Perry Morgan's Field-of-Interest Fund

Virginian-Pilot publisher Perry Morgan and his wife Bunny died in the 1990s. But today they continue to do good works because of their charitable bequest to the Hampton Roads Community Foundation.

This is just one example out of hundreds we have of how we put donors' gifts of all sizes to work in our region while the power of endowment makes their funds multiply in value to do good works *forever*.



Estate Gift in 2000



Original
Morgan donation:
\$9.9 million



Currently



Morgan Fund
value is now:
\$10+ million



**Grants
awarded:**
\$5.3 million
to
57 area nonprofits



**Scholarships
awarded:**
\$1.2 million
to help 181 area
college students

Impact:

\$6.5 million
Awarded 2000 – 2017



**Perry and Bunny will forever change lives
for the better in the region they loved.**

Join the Legacy Society for Hampton Roads.

Here is how you can let us know
you have made plans for a charitable bequest:

Call us at (757) 622-7951
or email us at
bequests@hamptonroadscf.org.

For more information visit
www.leaveabequest.org

Tell your friends

Research shows more than 90 percent of donors in the U.S. are happy to consider adding a gift for charity to their wills. Yet less than 10 percent of U.S. households actually get around to making a charitable bequest. Why? The No. 1 reason cited, “It just never occurred to me.”

You are an extraordinary person to consider leaving a bequest to help future generations. Thank you!



A little bit of Charles Syer IV is in every Community Grant the Hampton Roads Community Foundation awards. The reason?

Charles, who passed away in 2014, left a charitable bequest for an unrestricted fund ready to tackle a variety of community needs – even ones he could not have imagined during his lifetime. The Charles Syer Fund will forever be at work throughout the Hampton Roads region Charles loved.

Charles was born in Portsmouth, lived in Norfolk for many years and retired to Virginia Beach. He knew the community foundation well during his 30-year career heading investments for a bank. He described the community foundation as an organization “steered by a group of people who have demonstrated they are responsible and capable of using money intelligently.”

Charles chose an unrestricted fund as his legacy because “as time goes by, organizations that are worthy during one period may change. With the foundation there is flexibility.”

Learn how you, too, can invest in the future through philanthropy.



**Hampton Roads
Community Foundation**

Inspiring Philanthropy. Changing Lives.

(757) 622-7951

leaveabequest.org

hamptonroadscf.org

101 W. MAIN STREET, SUITE 4500, NORFOLK, VIRGINIA 23510