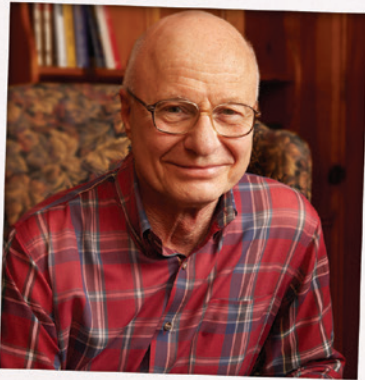


Leave Your Mark



Exploring options for making the most
of your charitable giving



Hampton Roads
Community Foundation

Leave a legacy for future generations

*About the cover:
Samuel Coppage,
Ula Motekat,
Stuart Levy and Fred
and Betty Ward
are just a few of our
generous donors who are
supporting everything from
scholarships for college students
to the arts to places of worship.*



Hampton Roads
Community Foundation

Inspiring Philanthropy. Changing Lives.

**Updating your will, writing a trust,
selling a business, considering a stock sale,
or planning your retirement all require you
to make serious decisions.**

Truth is, whenever you're thinking about major financial transactions, you should consider your charitable plans at the same time, *especially if you don't yet have any charitable plans.*

You are likely to find that in most cases you can donate money to your favorite cause or charity that would mostly otherwise go for taxes.

You may also discover that you can leave a more powerful philanthropic legacy than you ever dreamed.

That's why professional advisors and the Hampton Roads Community Foundation are such good partners. We both want you to be fulfilled and happy.

Lin and Ethel Mason



This Norfolk couple found the community foundation to be a perfect way for them to be remembered forever while also helping their community.

The owners of Mason's Seafood Restaurant closed their long-time business in 1979



and enjoyed their retirement years.

After his wife died in 1986, Lin worked with an attorney to accomplish something he always said he would do – “Give most everything to charity.”

Lin and Ethel had no children and wanted to give back to the community that meant so much to them. When Lin died in 2009, a gift from his estate created the Mason Fund at what is now the Hampton Roads Community Foundation. The Masons live forever through grants from their unrestricted fund awarded each year to an array of area nonprofits doing good work in the region where the couple lived and worked.



Here is when the Hampton Roads Community Foundation may be the best choice for you:

- 1. You don't want the expense or paperwork of a private foundation.** Setting up a charitable fund with us will give you similar giving opportunities plus a larger tax break. You can start a fund instantly, will owe nothing in set-up fees and will be free of administrative details.
- 2. You want to leave a legacy that will last.** We manage, publicize and honor more than 500 donor funds. The names and the goals of those funds live forever.
- 3. You want your legacy to help future generations.** We will always be here making our region an even better place for future generations to live. We won't ever leave the region, go out of business or retire.
- 4. You want ongoing advice about community needs.** We are the largest grantmaker and scholarship provider in southeastern Virginia. We know our region, its issues and its nonprofits better than any other organization and can help you be a part of solving community challenges.
- 5. You have a complicated financial transaction,** e.g., the sale of a business or an inheritance that could impact your tax status. As a public charity, we can receive your gifts now giving you time to plan for how your charitable distribution will benefit the community.
- 6. You want to give to a cause, not a specific charity.** Sometimes you know issues you care about – literacy, hunger, homelessness, animal welfare or the arts – but you don't want to give to specific organizations. We can find initiatives and nonprofits in your chosen discipline and support them in your name (or anonymously, if you prefer).
- 7. You want to support multiple nonprofits with one gift.** It may be important for you to support a special charity that has helped your family, your congregation and a favorite arts organization. With one gift you can arrange to provide these organizations an annual grant in your name forever. You can also create an open-ended fund that lets us meet future community needs that may not even exist today.

Your professional advisor can tell you when the Hampton Roads Community Foundation is right for you.

Five reasons professional advisors trust us

1. It's all about you, the client.

Like your professional advisor, we want the best for you, period. We are a nonprofit that doesn't represent a particular cause or charity; we encourage philanthropy in Hampton Roads for causes you care about.

2. We specialize in philanthropy.

The laws – and opportunities – of charitable giving change daily. We are specialists your professional advisor can call on at any time for advice.

3. We're a great deal.

Our low management costs are assessed on charitable funds only after they are established and you have received your full charitable deduction.

4. We're a stable and dependable partner.

Community foundations like ours are here, for good, forever.

5. We provide continuing oversight.

Your charitable gift should have the same due diligence as any other investment you make. Your professional advisor knows we always keep an eye on our investments as well as local nonprofits so the funds you have entrusted to us grow and are put to the best use.

A little history: the first community foundation in Virginia

In 1950, seven civic leaders collected \$2,350 to create The Norfolk Foundation as the commonwealth's first community foundation. Our roots are also in the Virginia Beach Foundation, which began in 1987. We joined forces in 2010 to form the Hampton Roads Community Foundation – southeastern Virginia's largest grant and scholarship provider.

Like the nearly 750 other community foundations nationwide, we have two major goals:

- 1. To encourage permanent philanthropy**
- 2. To address our region's needs through leadership, philanthropy and civic engagement**

Today we manage more than \$310 million in more than 500 charitable funds created by generous people like you.

Over the decades our board and donors have directed more than \$270 million to meaningful causes and issues – from the arts to homelessness to early child care and education – and to hundreds of nonprofits like the Edmarc Hospice for Children, Samaritan House, the Foodbank of Southeastern Virginia, the Chrysler Museum of Art and the Elizabeth River Project. More than 4,300 students have attended college with help from our scholarships.

Our operations are fully transparent. The Hampton Roads Community Foundation is overseen by a knowledgeable board of community leaders. Staff and volunteers are dedicated to improving life for citizens in our region.

You can find up-to-date information at hamptonroadscf.org. Or contact us directly at (757) 622-7951. Of course, you can always reach us through your professional advisor.

The Florence L. Smith story: she is still changing lives more than 65 years after her death.

One person's charity can make a permanent imprint on our region.

Consider Florence L. Smith. When she died in 1952, she left \$436,620 to what is now the Hampton Roads Community Foundation to provide scholarships for Virginia medical students.

Look around. More than 750 physicians practicing in our region and across the country are Florence L. Smith

Scholarship alumni – including a past president of the American Medical Association, the heads of prestigious medical societies and renowned researchers.

And, even after paying out about six times the original value of Florence Smith's gift in scholarships, the fund is more than five times its original size. Smith scholarships continue to help around 15 medical students each year pay for their education.

The scholarship “meant the difference between going to medical school or not going to medical school,” says Dr. Sheldon M. Markowitz, a 1968 Virginia Commonwealth University School of Medicine graduate who became a professor at the medical school.



Complimentary Consultation

Just like your professional advisor, we are happy to help you plan your charitable legacy. You may want to create a charitable fund later through your estate, or do it now. You may want to involve your family or guarantee yourself income for life. You have many options we can help you explore.

Even if you choose not to use the Hampton Roads Community Foundation as your partner in philanthropy, you owe us nothing for our advice.

Why give through the Hampton Roads Community Foundation and not directly to your favorite charity?

That's a good question to discuss with your professional advisor. Sometimes you can and should give directly to your favorite non-profit – especially during your lifetime.

But remember these advantages of using the Hampton Roads Community Foundation for your charitable giving:

1. **No time pressure.** Claim your charitable tax deduction now, then later you can decide where to recommend grants.
2. **We handle all paperwork** associated with grants and make them in your name each year (or anonymously, if you prefer).
3. **Should your designated nonprofit go out of business** or change its mission radically after your death, we can redirect your fund's grants to follow your original goals.
4. **Similarly, if the problem behind the cause you support is cured**, such as what happened with polio in the United States, we can further your original intent by helping a similar cause.
5. **We will provide neutral third-party oversight** of the nonprofit on your behalf while managing the funds.
6. With larger assets than most nonprofits, we can attract some of the **best investment advice in the country**.
7. You can forever **support multiple nonprofits and causes** with one easy charitable transaction.
8. **Your charitable fund will last forever and grow** over time as it annually provides grants and scholarships.
9. Last but not least, you will be entrusting your charitable legacy to one of **Virginia's most reputable organizations**.

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101 W. MAIN STREET, SUITE 4500, NORFOLK, VIRGINIA 23510
(757) 622-7951

hamptonroadscf.org