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# **SOLD!** To My Favorite Charitable Organization

A bargain sale is a donation technique in which you sell property for less than its full fair market value to a qualified charity like the YMCA.

For example, imagine you sold us a piece of land worth \$100,000, for which we paid the bargain price of \$30,000. In effect, you would be making a \$70,000 gift to the YMCA. In exchange, you are entitled to a tax deduction generally based on the difference between the property's fair market value and the sale price—in this case, \$70,000.

## **Your Benefits**

Aside from earning a charitable tax deduction, a bargain sale lets you:

- Save significantly on capital gains taxes.
- Enjoy benefits similar to those you would have received by

selling the property at today's fair market value, because you'll get the bargain sale proceeds and the charitable tax break.

- Control the timing of the sale, which, in the case of a personal residence, can allow you to avoid moving at an inopportune time.
- Generously support our important work, even if you cannot afford to donate the property in full today.

## **Need More Information?**

To learn more about what types of real estate you can donate or to simply dig deeper into the specifics of a bargain sale, feel free to contact us at no obligation.

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It's a bargain! Sell us your property for less than what it's worth and take home the benefits.

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*Your support is invaluable.*



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Please consider the YMCA of Columbia-Willamette when making your charitable contributions. Your gift will make a lasting impact in our community.

Our YMCA of Columbia-Willamette is truly a community asset worth investing in for today and for the future! Call Lisa Gray, Vice President Financial Development and Communications, at (503) 221-5342 or e-mail at [lgray@ymca-portland.org](mailto:lgray@ymca-portland.org) if you or someone you know would like to help build a better Y for today and tomorrow. We believe, *You Are What You Do.*

## **Our Mission**

*To put the Christian principles of love, respect, honesty, responsibility and service into practice through programs that build a healthy spirit, mind and body for all.*

# heritage



We build strong kids, strong families, strong communities.

## Save on Taxes

### Support the YMCA at Year-End

Believe it or not, you can limit the amount you will owe Uncle Sam next April 15. Regardless of what type of gift you give, donating before the end of the year qualifies you for a charitable deduction if you itemize when filing your taxes.

#### Ways to Give

When deciding what type of gift to give, feel free to contact the YMCA to learn more about our programs and upcoming events. If you don't wish to donate to a specific area, we always welcome unrestricted gifts, which allow us to designate your funds to meet our most pressing needs.

Although cash is always welcome, you may also consider gifts of

appreciated stock or real estate held for more than one year. These types of gifts avoid capital gains taxes, and you can usually deduct the fully appreciated value of the gift for income tax purposes. But, unlike writing a check or giving cash, these gifts take more time to complete. Be sure to plan ahead if you want to take a deduction for the current year.

#### We Can Help

Whether you face high taxes, wish to take advantage of your employer's matching gift program or simply want to help the YMCA, make your gifts now against this year's taxable income. Feel free to call us with any questions.

- If you want to make a gift to the YMCA, consider giving by the end of the year. You'll feel good about helping others and receive a charitable deduction for 2008.



*Your contribution this year can make a difference for years to come.*

# The Best Is Yet to Come—Will You Be Ready?

It's not uncommon to think of retirement as a long vacation—the opportunity to relax and enjoy the things you never had time for during your working years.

With proper preparation, retirement truly can be a vacation of 20 or 30 years, or longer. But when you consider the planning it takes to go on a one-week family vacation, you can appreciate the preparation that retirement requires.

## Facing the Facts: A Realistic Approach

For most people, the transition from regular paychecks to an income based on assets and Social Security requires at least some financial adjustments.

Prepare by calculating your estimated retirement income and expenses in advance. A general rule used by many financial professionals is that you'll need at least 75 percent of your working income to maintain your present lifestyle after you retire.

Also consider that you'll need enough income to accommodate your day-to-day retirement expenses over the length of time you're expected to live in retirement. Based on data from the National Center for Health Statistics, a man aged 65 could expect to live another 17.2 years; a woman the same age, another 20 years. After reaching 75, a man could expect to live another 10.8 years; a woman, 12.8 years.



*You can receive income for your retirement when you support the YMCA with a charitable remainder trust.*

## Doing the Math: Taking Care of Business

Once you've determined how much annual income you'll need along with your life expectancy, you can calculate the lump sum amount necessary to carry you throughout your retirement years. Figure your nest-egg requirements by using a free online calculator; simply type "retirement calculator" into any search engine.



**Example:** *A husband and wife, both aged 65, want to retire within one year with \$75,000 in annual income. Based on their life expectancy, as well as approximately \$19,000 per year in Social Security payments and an annual inflation rate of 3 percent, the couple would need to have a nest egg at retirement of just less than \$600,000—primarily invested in income-producing stocks and bonds.*

When preparing your finances for retirement, don't forget about incorporating your yearly charitable contributions into your plans.

## Receive Income for Retirement

Perhaps instead of worrying about yearly charitable contributions—or maybe in addition to your annual gift—you would like to instead make a donation after your lifetime. You can accomplish that goal and allow yourself to feel more secure in your retirement by establishing a charitable remainder trust.

This arrangement allows you to:

- Make a gift to a charitable trust you create.
- Receive income for life.
- Take an immediate tax deduction for a portion of the amount donated.
- Avoid up-front capital gains taxes if appreciated property is used to fund the trust.

There are several types of charitable remainder trusts, including:

- A *charitable remainder annuity trust*, which pays a fixed dollar amount to you each year based on the value of the assets at the time the trust is funded.
- A *charitable remainder unitrust*, which pays you a variable amount each year based on a percentage of the fair market value of the trust. The trust's value, and hence the payout, is redetermined annually.

### Call Us

We invite you to consult with us about creating your own distinctive gift plan that can increase your cash flow, decrease your current income taxes and help perpetuate our mission.

## Free Guide!

### Enjoy Your Retirement Years Without Worry

Our FREE guide can help you secure a sound financial future. To receive your copy, simply return the enclosed reply card.

Retirement Planning  
How to Make Your Dollars Last



## A Financial Quiz for Couples

Successfully sharing money with another person doesn't happen automatically. Even the best of partners need to establish a system for keeping up with day-to-day as well as long-term spending issues. Whether you are recently married for the first time, remarried or have been together for many years, it's important to have compatible answers to the following questions.

### Where do you get cash in an emergency?

Experts advise setting aside three to six months' worth of expenses into an account that will pay you interest but that you can easily tap into when you need cash quickly.

### What sorts of purchases are OK to charge on a credit card?

If you haven't already, determine how much and what type of credit is acceptable to both of you. Each member of a couple should have credit separately in order to build a personal credit history in the event it may be needed in the future.

### Will you give to causes you care about?

When you make donations to a charitable organization like the YMCA, you're giving away more than your money. You are, in a sense, transferring one of your most precious assets—your values. To discover the many ways you and your spouse can support the YMCA, just give us a call.

### How much are you saving for retirement?

To make sure you will both be able to live comfortably in retirement, it is important to make sure you are saving wisely. The earlier you start saving, the better. Don't overlook the multiple benefits of employer-matching contributions, too.

### What will happen to your assets when you die?

Creating an up-to-date will is the first step toward disposing of your estate. Make sure your family and your loved ones are taken care of after you're gone.

We build strong kids, strong families, strong communities.