

Tax Advantages for Philanthropy

“The Secrets Your Advisors Rarely Tell You”



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Updated 10/1/2025

2025 Federal Tax Brackets

Permanent rates as of July 4, 2025

Rate	Taxable Income Single	Married Filing Jointly
10%	\$0 to \$11,925	\$0 to \$23,850
12%	\$11,926 to \$48,474	\$23,851 to \$96,950
22%	\$48,475 to \$103,349	\$96,951 to \$206,700
24%	\$103,350 to \$197,299	\$206,701 to \$394,600
32%	\$197,300 to \$250,524	\$394,601 to \$501,050
35%	\$250,525 to \$626,349	\$501,051 to \$751,599
37%	\$626,350 or more	\$751,600 or more

Taxes

Estate and Gift Tax in 2025

- Estate Exemption: \$13,990,000 per person
- Estate Tax Rate: 40%
- Gift Tax Annual Exclusion: \$19,000
 - *The gift tax refers to your gifts to individuals, not charity*
 - *Gifts of excess of the exclusion amount are to be recorded on IRS Form 709*

Long Term Capital Gains and Qualified Dividends

- Can be 0%, 15% or 20% depending upon income level

Additional Taxes

- Medicare: find your cost at www.medicare.gov
- California's top tax rate is currently 13.3% for a taxable income above \$1,000,000, and there may be additional taxation to consider.

Please reach out to a qualified tax advisor for further explanation and to determine how this affects your unique financial situation.

SECURE Acts

- **Setting Every Community Up for Retirement Enhancement (SECURE & SECURE 2.0) Acts**

Effective as of Jan. 1, 2020, and Jan. 1, 2023

- The required minimum distribution (RMD) for an IRA increased from age 70½ to age 72 in 2020 and to age 73 in 2022
 - RMD will increase to age 75 in 2033
- Eliminated the stretch IRA
 - Inherited IRA must fully distribute within 10 years
- Created option of IRA rollover to Charitable Gift Annuity
 - One-time (ever) distribution of up to \$54,000* from IRA
 - Can fulfill your RMD
 - Provides a lifetime income stream

** Indexed to inflation / maximum changes annually*

Please reach out to a qualified tax advisor for further explanation and to determine how this affects your unique financial situation.

One Big Beautiful Bill Act

Some tax changes, effective 2025, relevant to this presentation:

- Extension of 60% AGI limit for cash gifts to qualified public charities.
- Standard deduction increased to \$15,750 for single individuals, \$31,500 for married couples.
- Child tax credit increased to \$2,200.
- Increase in cap on state and local taxes (SALT) to \$40,000 with a phase-down for AGIs over \$500,000. Increases annually until it reverts to \$10,000 in 2030.
- New \$6,000 deduction for seniors aged 65+ (for tax years 2025 through 2028). Phases out at AGI over \$75,000 single, \$150,000 married.
- Deduction up to \$25,000 annually (for tax years 2025 to 2028) against federal income taxes on tip income. Phases out at AGI over \$150,000 single, \$300,000 married.
- Deduction up to \$12,500/\$25,000 annually for single/married taxpayers (for tax years 2025 to 2028) against federal income taxes on overtime pay. Phases out at AGI over \$150,000 single, \$300,000 married.

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Charitable Partner Solutions

- Avoidance of capital gains tax
- Current income tax deduction
- Receive a variable or fixed income for life of one or more individuals
- Reduce your taxable estate
- Transfer wealth to your family
- Future savings on income taxes

Charitable Giving

- Cash / Credit Card
- Long Term Appreciated Securities
 - Publicly Traded Stock
 - Restricted Stock
- Private Business Interests: C-Corp, LP or LLC
- Real Estate
- Crypto Currency
- Gifts-in-kind
 - Art, jewelry, collectibles, etc.
- Life Insurance Policy

Flexible Giving Option

Donor Advised Fund

- Similar to having your own foundation, but there is no setup cost, operating fees are lower and it can be funded with as little as \$5,000 (and maybe even less)
- You make gifts to the DAF and receive an immediate tax deduction
- Deductions include up to 60% of adjusted gross income (AGI) for gifts of cash and up to 30% of AGI for gifts of appreciated securities, mutual funds, real estate and other assets
- Five-year carry-forward deduction on gifts that exceed AGI limits
- On your own timeline, you advise the DAF administrator (community foundation, Fidelity, Schwab, etc.) on the dollar amount and organization to receive a grant distribution
- The fund can be kept in cash, or invested for growth, which permits you to make annual gifts of income and principal while you are alive
- You can specify that your children may advise on the remaining distributions from the DAF after your lifetime
- You can specify which charities receive the remainder after your lifetime

Donate During Lifetime Via Your IRA

Qualified Charitable Deduction (QCD) or IRA Charitable Rollover

- Available if at least age 70½ and you have an IRA
- Avoid taxes on transfers of up to \$108,000 directly from your IRA to a qualified charitable organization
- If 73 or older:
 - Satisfy your required minimum distribution (RMD) for the year with a qualified charitable distribution (QCD)
 - Reduce your taxable income without itemizing as a deductions
- Gift not subject to the 60% cash deduction limits on charitable gifts (30% deduction limit for non-cash gifts)
- Help support the mission of an organization that is important to you

Cannot be used to fund a donor advised fund or supporting organization

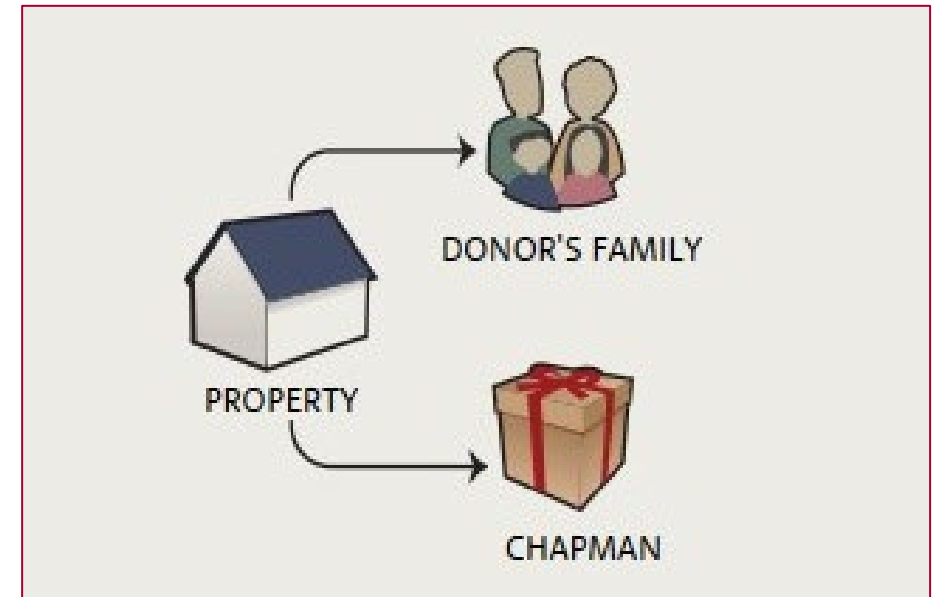
Donate Life Insurance

- Existing Policy (no longer needed)
 - Name a nonprofit as beneficiary
 - If you also transfer ownership to the nonprofit, you can take a tax deduction for cash surrender value of policy
- New Policy
 - Name a nonprofit as owner and beneficiary
 - Make annual gifts to nonprofit to cover premium payments
 - Take a tax deduction for the premium payments

Donate Via Will or Living Trust

Bequest

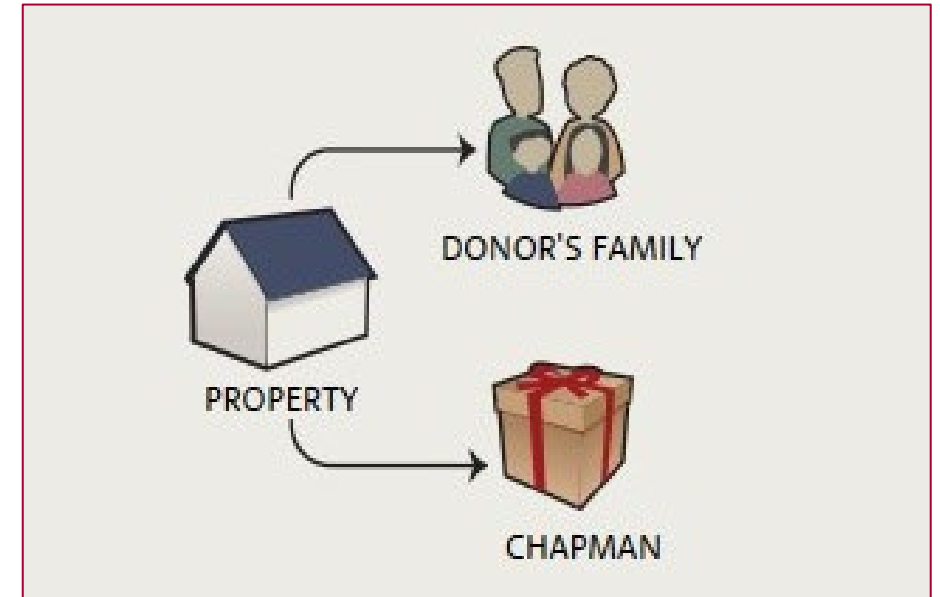
- Provision within your will or living trust for a qualified non-profit organization
- Gift occurs after your lifetime
- 100% of value passes to charity without taxation
- Reduces the value of your estate, potentially saving estate taxes



Donate Retirement Assets After Lifetime

Beneficiary Designation

- Name charity as beneficiary of investments and other accounts
 - Stock
 - Bank account
 - Life insurance policies
- Name charity as beneficiary of pre-tax assets*
 - IRA
 - 401(k) or 403(b) accounts
 - Savings bonds
 - Commercial annuity



** Income in Respect of Decedent (IRD) assets left to heirs are fully taxable. IRD assets left to a qualified charity are tax exempt, so 100% of the value supports their mission.*

Who Gets What Matters

\$2.5 million Estate = \$1.5 million IRA & \$1 million house

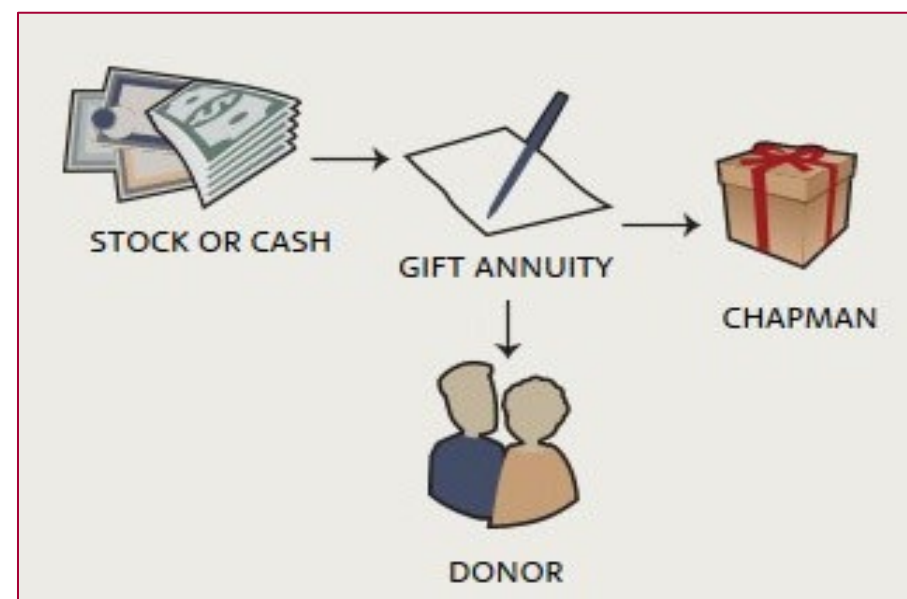
IRA (kids); House (charity)		VS	IRA (charity); House* (kids)	
\$1,500,000	IRA to kids		\$1,500,000	IRA to charity
\$555,000	Fed max tax			
\$199,500	CA max tax		\$1,000,000	House to kids
\$745,500	Remains for kids		\$0	no tax
			\$1,000,000	to kids
\$1,000,000	House to charity			*Step-up in basis at death

Make a Gift, Get an Income

Charitable Gift Annuity

How it works

- Simple agreement
- No lawyers or fees
- Rate based upon age at time of gift
- Immediate income tax deduction
- Secure lifetime income stream
- Portion of income is tax exempt



Gift Annuity Rates

Most non-profits follow the recommended rates set by the American Council on Gift Annuities (ACGA).

- The rate is based on your age at the time you set up the gift annuity
- Once you establish a gift annuity, the payment never changes
- Only a new gift can qualify for a new rate
- A different rate chart is used for 2-person gift annuity
- ACGA recommended rates are evaluated twice per year
- Current rates became effective January 1, 2024

Rates displayed are for an immediate one-life gift annuity

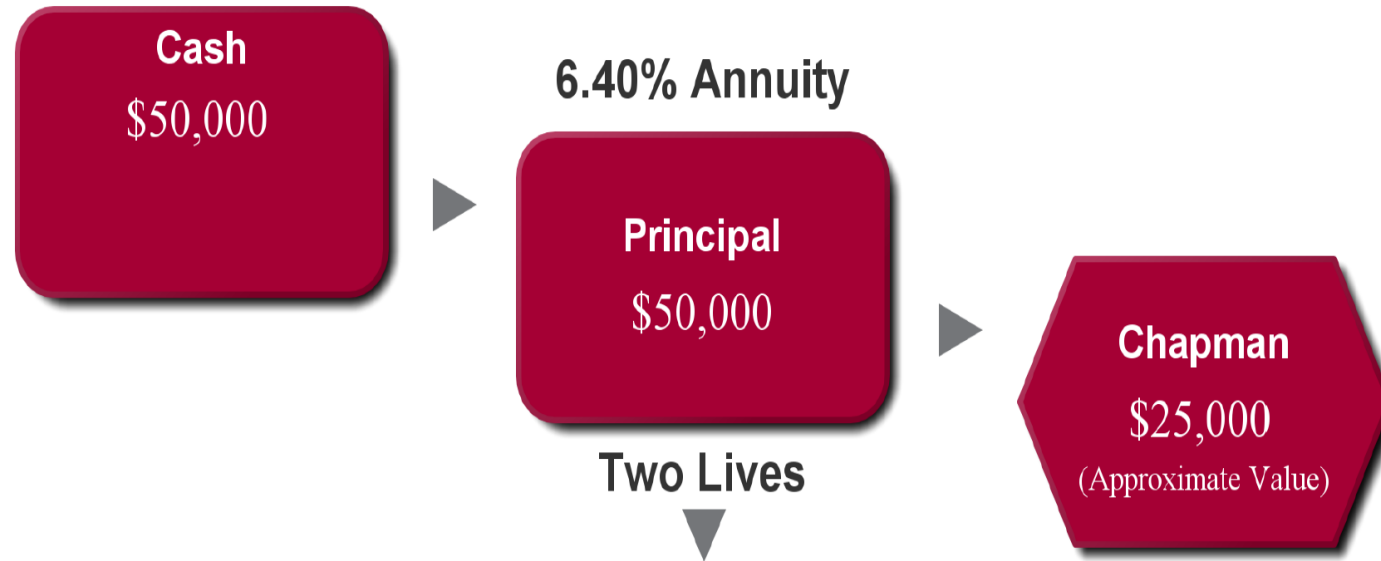
- Two-life annuities payout at a slightly lower rate
- A deferred annuity will pay a higher rate

Age	Rate
60	5.2
65	5.7
68	6.1
70	6.3
72	6.6
74	6.8
76	7.2
78	7.6
80	8.1
82	8.5
84	8.9
86	9.3
88	9.7
90+	10.1

Illustration

Charitable Gift Annuity

Prepared For Larry Sample (76)
Prepared For Laura Sample (76)



1. Gift property to charity. Donor receives contract for annuity payments. Income tax deduction of \$16,262 may save \$5,204.

2. Annuity of \$3,200.00 for two lives. Tax-free amount \$2,163.20. Estimated two lives payout of \$63,360. Effective payout rate 9.4%.

3. Quarterly payments for two lives. Property passes to charity with no probate fees. There are also no estate taxes, if married.

New(er) Option

As of Jan. 1, 2023

IRA Rollover to Charitable Gift Annuity

- If 70½ or older, fund a charitable gift annuity directly from your IRA
- Once in a lifetime
- Up to \$54,000* (per person) in 2025
- Reduces RMD from IRA in the year funded
- Creates an immediate lifetime income stream for you (and spouse)
- Remainder to the charity for use after lifetime of income beneficiaries

** Indexed to inflation / maximum changes annually*



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Strategies with Gift Annuities

Immediate Annuity

- Current tax deduction
- Immediate payment to income beneficiary
- Can be funded (once in a lifetime) from IRA as QCD up to \$54,000*

Deferred Annuity

- Current tax deduction
- Annuity payments deferred to future date
- Higher payout rate offered due to the deferment

Testamentary Annuity

- Created at death of a donor via trust
- Provide annuity payment to beneficiary
- Great alternative to lump sum distribution to heirs

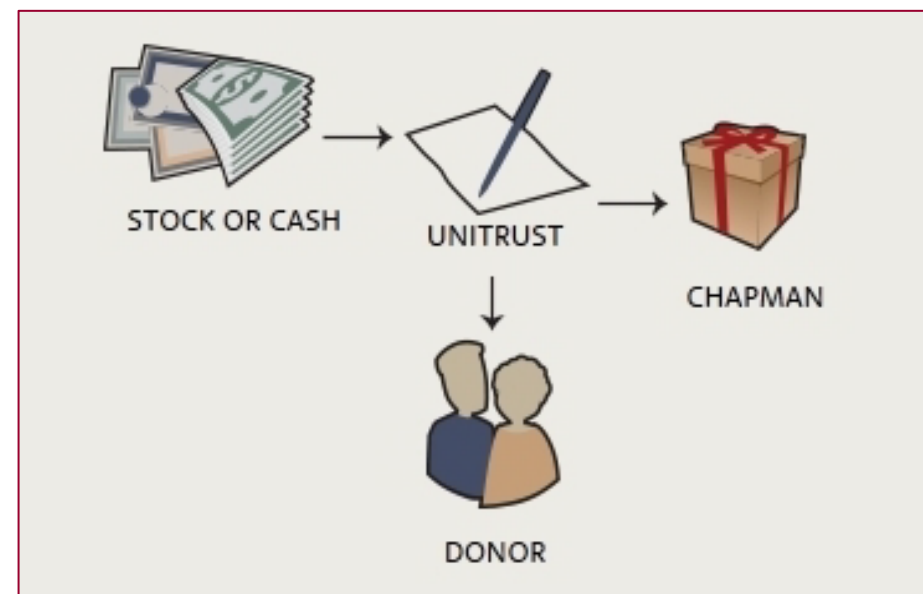
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Defer Capital Gains

Charitable Remainder Trust

How it works

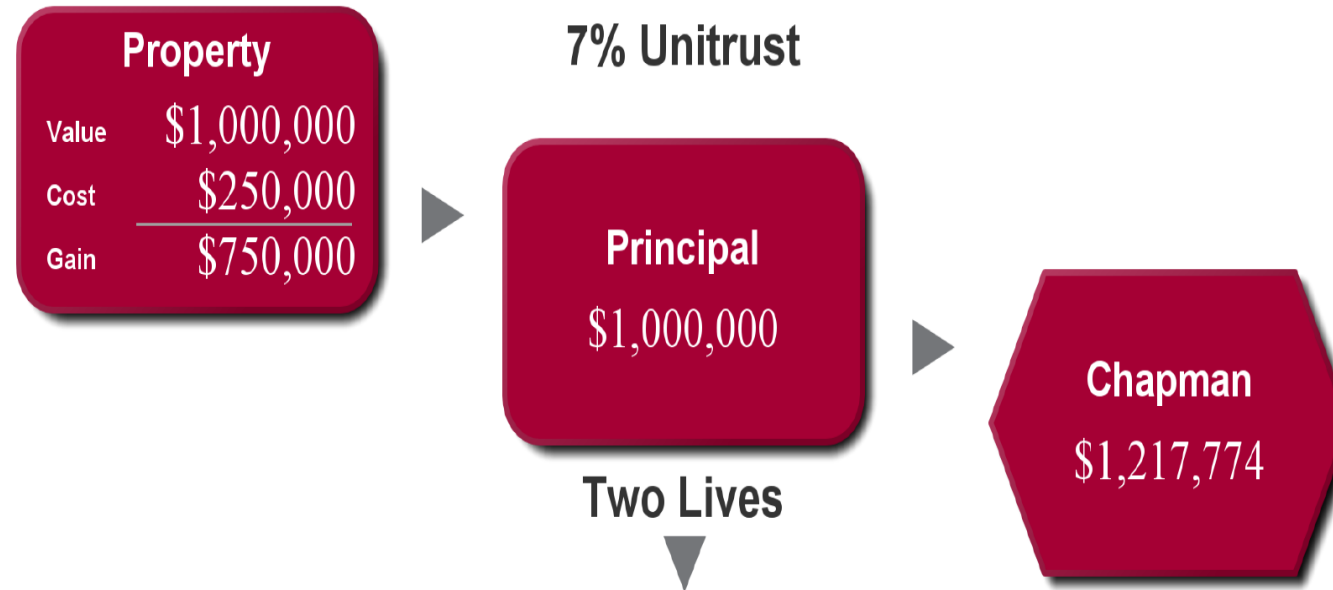
- Attorney drafts agreement
- You get to determine your optimal payout rate
- Immediate income tax deduction
- Choose if trust pays a lifetime (or term) of variable (or fixed) income to donor(s)
 - Unitrust is variable amount
 - Annuity trust is fixed amount
- Remainder of trust becomes a significant gift to one or more charitable organizations



Illustration

Charitable Remainder Unitrust

Prepared For Larry Sample (76)
Prepared For Laura Sample (76)



1. Give asset, sell Tax-Free.
Bypass up to \$750,000 gain may
save \$178,500. Income tax
deduction of \$371,260 may save
\$137,366.

2. UT annual income \$70,000.
Increased income \$40,000 over prior
\$30,000 income. Estimated income
in 19.8 years \$1,524,417. Effective
pretax rate 8.11%.

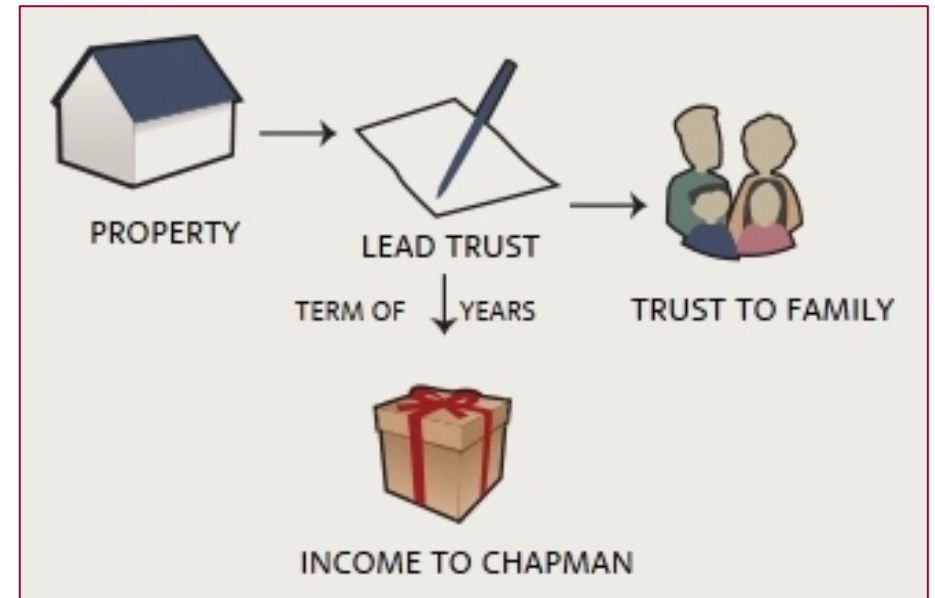
3. If trust earns 8%, pays 7%,
then grows by 1%. After two
lives, trust passes without
probate to charity.

Wealth Transfer with Minimal Taxes

Charitable Lead Trust

How it works

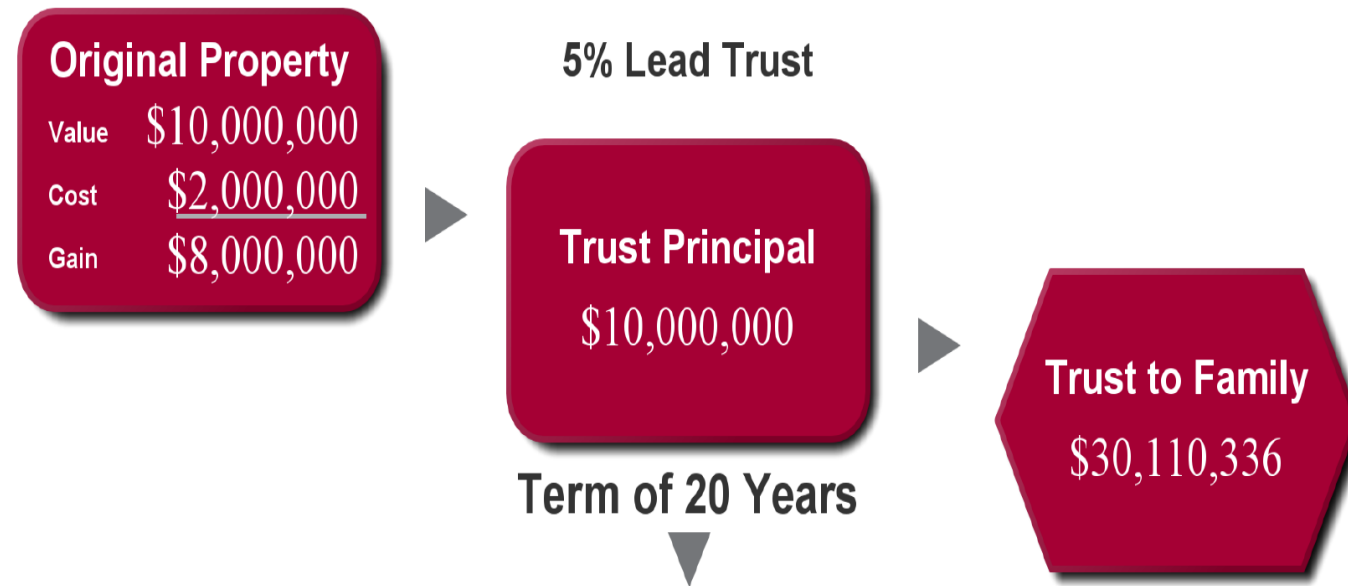
- Attorney drafts agreement
- You make a contribution of your property to fund a trust that pays a qualified charitable organization income for a number of years
- You receive a gift or estate tax deduction at the time of your gift
- After the period of time you determine, your family receives the trust assets plus any additional growth in value



Illustration

Annuity Lead Trust

Prepared For Sally Sample



1. Gift asset to lead trust, charitable gift tax deduction of \$6,338,150. Deduction reduces taxable gift from \$10,000,000 to \$3,661,850.

2. Income of 5.00% to charity for 20 years. No income tax. First year income \$500,000. Total charitable payments in 20 years \$10,000,000.

3. After term of years, trust distributed to family. Passing \$20,110,336 growth to family saves \$8,044,134 in gift or estate taxes.

Additional Smart Giving Options

Live in Your Home, Get a Charitable Deduction

- Gift your home to charity and continue to live in it for your lifetime
- Receive an immediate income tax deduction
- Deduction up to 30% of AGI with 5-year carry forward
- Some charities might even pay you while you live in the house

Technical name: Retained Life Estate

Sale Property at a Discount, Take Tax Deduction

- Sell your property to a charity for a significantly reduced price
- Receive a charitable deduction for the difference between the bargain sale price and appraised value
- Deduction up to 30% of AGI with 5-year carry forward

Technical name: Bargain Sale

Your Lasting Legacy

A legacy gift is the ultimate – ***and usually largest*** – gift from an individual to support the mission of non-profit.

Things to discuss with the non-profit and record in your plan:

- Assets and strategy
- Designation of purpose
- Immediate use versus endowment (permanent fund)
- Naming Opportunities

Your Call to Action

Consider your own legacy

- What's important to you?

Notify a non-profit of your gift intentions / interests

- Explore options and ask for gift illustrations
- Allow us to thank you!

Discuss with your trusted advisors

- CPA
- Wealth manager
- Estate attorney

Share your plans with others

- Inspire similar gifts

Questions and Assistance



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- I provide helpful information that you should share and discuss further with a qualified advisor.
- I am not an attorney, CPA or financial advisor. This is important to note because it means that I am not legally qualified to give legal, tax or investment advice.
- Always discuss your plans with a qualified advisor who is familiar with your unique situation.

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