



Harvey and Susan Sherzer

Inspired Giving: Dedicated Donors Share Their Stories

“I am proof of what Hopkins has done, of the lives saved. Including Hopkins in our wills is a way to say, ‘thank you.’”

—Harvey Sherzer, pictured above with his wife, Susan. The couple made a bequest to the James Buchanan Brady Urological Institute at Johns Hopkins.

Since the launch of the Johns Hopkins Legacy Society a year ago, our members have moved us with their inspiration for creating lasting gifts for Johns Hopkins. Whether grateful for the medical care they received, touched by a performance, or concerned for the future, the motivations behind these couples’ giving are as meaningful as the gifts themselves.

Gratitude and Hope

At age 51, Harvey Sherzer was young when he was diagnosed with prostate cancer. He and his wife Susan knew what they and their two children could face. Harvey’s father had died of the disease.

Today, 17 years later, Harvey is a vocal advocate for cancer research. His family has grown to include seven grandchildren. And together with Susan, his advocacy and support is directed to the James Buchanan Brady Urological Institute at Johns Hopkins, where he was diagnosed and treated.

“We feel so blessed and spared because of the doctors and research of Johns Hopkins.

We want others facing a diagnosis to have the same experience,” says Susan.

The Sherzers have focused more of their giving to Johns Hopkins, including a recent bequest to the Brady Urological Institute. Their commitment will help to advance cancer research, giving hope to those who may experience a cancer diagnosis in the future and improving their options for treatment.

“I am proof of what Hopkins has done, of the lives saved,” says Harvey. “Including Hopkins in our wills is a way to say, ‘thank you.’”

A Better Future

For Robert Shinham, Engr ’71, studying for his bachelor’s degree seemed more like an uphill climb than the long hikes he now enjoys often with his wife Kathe in the Flagstaff area of Arizona where they call home.

He worked full time and raised four children while attending the Johns Hopkins Whiting School of Engineering part time. It took six years to earn his bachelor’s in civil engineering in 1971, but it was all worth it.

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Charitable Remainder Unitrust Give Today and Receive Lifetime Income

Anne B. Doyle, JD
*Director of Gift Planning and
Senior Philanthropic Advisor*



Anne Doyle

Welcome!

The Office of Gift Planning is pleased to welcome Anne Doyle, our newest staff member, who describes how a charitable remainder unitrust is an effective way to make a significant gift that benefits you now and Johns Hopkins later.

One of the first gifts I assisted with when I started my planned giving career involved real estate in exchange for lifetime income.

The donors, Mark and Laura, had a charming house in Florida, which over the years had tripled in value. They considered moving to a retirement community, but realized that selling their house would subject them to a considerable capital gains tax. They were also committed to their local charities, and after consulting with their own advisor, they placed their home in a charitable remainder unitrust (CRUT).

Mark and Laura, as beneficiaries of the trust, received income for life. Because the unitrust was tax-exempt, the capital gains tax was not deducted from the proceeds of their home; instead it was used to fund the unitrust. And the remainder of the unitrust supported the charities they cared deeply about.

As Mark and Laura discovered, a CRUT can support a qualified charity like Johns Hopkins and provide you and/or other beneficiaries steady cash flow for life, a term of years (not to exceed 20), or a combination of both.

When the unitrust is established with a gift valued at \$100,000 or more, you as the donor will receive an immediate charitable income tax deduction for a portion of the full fair market value of your gift. You choose the percentage payout you would like to receive from the unitrust (five-percent minimum), and this percentage is applied against the changing value of the trust. Upon the trust's termination, the remaining balance is used by Johns Hopkins for the purpose you designate.

Other popular uses for a unitrust are to:

Supplement future retirement income.

Create a CRUT now, secure an immediate income tax deduction, but defer most of the income payments to a future date. Often, real estate or business interests are donated, and held by the trustee during the early years, generating little or no income. When the trust is "flipped" to make payments, the assets are re-invested in an appropriate portfolio, and the trust functions as a standard charitable remainder unitrust.

Help pay tuition or other costs for a term of years.

Establish a unitrust to pay income to your children or grandchildren for educational or other expenses for a term of years. Receive a substantial income tax deduction when you create the trust, and the satisfaction of securing future funding for Johns Hopkins when the trust terminates.

As always, the Office of Gift Planning welcomes hearing from you. To learn more about CRUTs, or to explore other ways to give, contact us at 800-548-1268 or visit rising.jhu.edu/giftplanning.

Is a CRUT Right for You?

Consider a charitable remainder unitrust if you

- Wish to make a significant gift to Johns Hopkins and receive income back
- Hold appreciated property, such as securities or real estate, and would like to avoid capital gains tax associated with the sale
- Want the opportunity for your income to grow over time
- Have a taxable estate

“It started me on a lifelong path of education, and learning and doing new and different things,” he says.

Along with educational enrichment, Johns Hopkins’ reputation for patient care and leading research compelled the Shinhams to include Johns Hopkins in their estate plans.

Over 25 years ago, Robert underwent coronary artery bypass surgery at Hopkins, and says he is still in better shape now than before his procedure. Living in the dry Southwest has reinforced their concern for water availability and safety, a significant research focus at the university. For the Shinhams, what they give now is as important as what they leave behind.

“A legacy is something you build every day, and you build it by living a full life, and you build it by giving to others,” says Kathe. “We’re not huge donors, but we have managed to support Johns Hopkins over the years and hope that when we do pass away, it will make a difference in a bigger way.”

Moved by Music

It seems that Arlene and Len Singer were always meant to be together. It was just a matter of miles, and music.

“Classical music is the glue that keeps us together,” says Arlene.

Arlene grew up in Portsmouth, Virginia, listening to opera. Her mother was a choir director, and she and her sister played piano and sang duets.

Len was raised in a Chicago family of artists and classical music devotees. Music — Brahms, Strauss, Mahler — was always on the radio. “The more I heard it, the more I loved it,” he says.

Their paths crossed at Virginia Tech, where



A passion for education motivated Robert, Engr '71, and Kathe Shinham to make a lasting commitment to the Johns Hopkins Whiting School of Engineering.

Len was teaching architecture and Arlene, who minored in music, was living at the time and giving private piano lessons.

This month, the Singers are looking forward to their annual trip to the Johns Hopkins Peabody Institute where they have traveled since 2001 to participate in a week-long classical music series through the Road Scholar program.

Last year they were so moved by a Peabody performance, they created a bequest to endow the Len and Arlene Singer Scholarship Fund, sharing their bond with classical music for generations of musicians to come.

If you have made a bequest to Johns Hopkins, please share your plans with us. We want to make sure your wishes are met, and to thank you by welcoming you into the Johns Hopkins Legacy Society. Simply complete our response card on page seven.



Classical music drew Len and Arlene Singer to one another, and their bequest to the Peabody Institute will provide scholarship support to aspiring musicians.

A LEGACY IS

Elaine Neely Schelle, Nurs '59

Through her and her husband's current giving and lasting bequest, Elaine Neely Schelle, Johns Hopkins Legacy Society ambassador for the School of Nursing, is committed to providing scholarship support to promising nursing students.

Inspiration. When I was a young nursing student and newly married, because the upcoming tuition bill seemed burdensome, I thought I might need to drop out. I visited the director of nursing with the proposal, and she referred me to the Mary Adelaide Nutting scholarship, a financial aid program named for a member of the first class of School of Nursing graduates. I was, therefore, able to complete my degree on time in 1959.

Longevity. The School of Nursing has come a long way since I graduated. It has become a wonderful, intense center for discovery,

research, and learning. Perpetuation is important. We've come so far, and we have to keep it going.



Elaine Neely Schelle

Connection. My husband Wayne and I met at Johns Hopkins. We've been married 55 years, and have multiple ties to Hopkins. We are alumni, grateful patients, and proponents of scientific breakthroughs.

Reputation. The impact of Johns Hopkins is felt far and wide — from students who gain knowledge on campus to those who spread it around the world. It is my privilege to serve as a Legacy Society ambassador and project this ideal forward.

Legacy Society Celebrates First Anniversary ...



The Johns Hopkins Legacy Society (JHLS), launched last fall, honors Mr. Hopkins whose estate plans founded the University and Hospital.



JHLS co-chairs Liza Bailey, David Bernstein, A&S '57, and Paula Boggs, A&S '81, welcomed 1,090 inaugural members who have created bequests or life-income gifts to support any area of Johns Hopkins.



Legacy Society member Betty Buckell, who established a life-income gift to support the Kimmel Cancer Center at Johns Hopkins, pays tribute to family and friends in a Legacy Society testimonial found on rising.jhu.edu/giftplanning.

Their Legacy Told

Johns Hopkins University and Johns Hopkins Medicine are grateful to the generous alumni and friends who remembered us in their estate plans or with their life-income gifts. We now remember a few of these benefactors and honor their legacy gifts.

Doris King Avery, Nurs '42, designated the School of Nursing as the remainder



Doris King Avery

beneficiary of her charitable gift annuity. The Friendly Foursome Scholarship Fund has increased by approximately \$13,000 thanks to her generosity. The Friendly Foursome was a cadre of devoted

Nursing '42 classmates who enjoyed a lifetime of friendship together.

William Doyle Calley, MD, A&S '54, practiced medicine for many years as a



William Doyle Calley

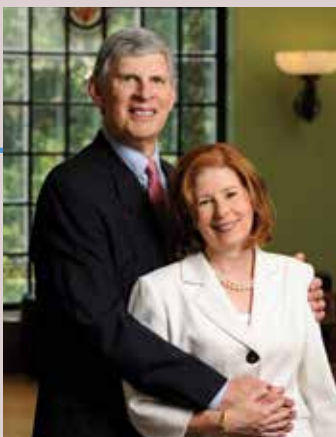
pediatric specialist in Clearfield, Pennsylvania. Inspired by the humanities classes he took at Johns Hopkins, he cultivated and expanded a lifelong love of language, poetry, religion, music, and history. Dr. Calley left \$2 million in his estate to establish the Ellen Calley Pierce Endowed Fund for the Humanities, in memory of his beloved sister, to promote and encourage the study of the humanities among undergraduates.

The Visionary Boone Pickens



Texas energy entrepreneur and financier T. Boone Pickens plans to give \$20 million to The Johns Hopkins University to support daring but potentially vision-saving research at the university's Wilmer Eye Institute. Pickens said his gift is included in his estate and will create an endowment to fund T. Boone Pickens Fellowships to support clinician-scientists with unproven but innovative ideas for new research avenues. Pickens has provided more than \$28 million to the Wilmer Eye Institute through his planned gift and past generosity. He shares more about his bequest at rising.jhu.edu/pickens.

a look back on the inaugural year



Through their legacy gift, Ruth and Jay, A&S '73, Lenrow, Johns Hopkins parents, volunteers, and Legacy Society ambassadors for the Alumni Association, will provide future support for undergraduate scholarships.



Over 28 volunteers throughout Johns Hopkins are serving as JHLS ambassadors. Jill McGovern and Sally Shelton Colby, SAIS Bol '67, '68, are ambassadors for the Nitze School of Advanced International Studies.



In the past year, we have welcomed 120 new members, and over \$200 million in legacy gifts have been counted in *Rising to the Challenge: The Campaign for Johns Hopkins*. Legacy gifts created during the campaign are expected to represent 17 percent of the \$4.5 billion campaign goal. To become a member and help us reach our campaign membership total of 1,750, contact us at 800-548-1268 or visit rising.jhu.edu/giftplanning.



Countdown to Year-end Giving

Charitable giving hits its stride in December. As the clock ticks down toward the New Year, consider these tax tips and timelines.

Tax-wise: Benefits to you and Hopkins

Too much income:

Reduce your income with a cash gift. Gifts of cash are deductible for federal income tax purposes up to a limit of 50 percent of your adjusted gross income if you itemize deductions. When cash gifts exceed this limit you may carry over the excess deduction for up to five additional years.

Too much income and avoid capital gains

tax: Donate appreciated securities that have been held for more than one year. For gifts of appreciated securities, you are eligible to claim a federal income tax charitable deduction for the full appreciated value of the securities up to 30 percent of your adjusted gross income. If the value exceeds this limit, you may carry over the excess deduction for up to five years. Additionally, you pay no capital gains tax for the gifted securities.

Future income and a deduction: Looking to make a gift and receive income? Consider a charitable gift annuity or a charitable remainder unitrust. Both produce an immediate, partial tax deduction and income

payments that can start immediately or in the future. Additional benefits apply if your gift is funded with appreciated securities. Contact the Office of Gift Planning to discuss which gift type may be right for you.

Flexibility and a

deduction: If you are looking for a deduction but are not sure of the purpose of your gift, the Johns Hopkins Donor Advised Fund offers the same tax benefits as gifts of cash and securities. With a minimum gift of \$250,000, create a donor

advised fund account; when the timing is right for you, recommend distributions to Johns Hopkins (at least 60 percent) and other qualifying charities.

Resolve to Review Your Will

The dawn of the New Year is also a good time to re-visit your will, or take steps to create one. A regular review of your documents is especially important if you have experienced a life event or a change in financial circumstances — welcoming a new grandchild, moving to a different state, or selling your home.

If you are just getting started, contact the Office of Gift Planning for a complimentary copy of “Estate Planning Made Easy,” a detailed, definitive checklist to kickstart your planning.

Charitable Gift Annuity Rates

Immediate Payment
(maximum rates) as of 1/1/2013

Age	One-life rate
90	9.0%
85	7.8%
80	6.8%
75	5.8%
70	5.1%
65	4.7%

Seek advice from a tax professional before entering into a gift annuity agreement.

Johns Hopkins gift annuities are not available in all states.

Timing: Qualify for a 2013 gift

Credit card gifts: Charge credit card gifts no later than Dec. 31, 2013. If you plan to charge a gift over the phone or by fax, Johns Hopkins suggests doing so by 1:00 p.m. EST. Give online through rising.jhu.edu by 11:59 p.m. EST.

Gifts made by check: Please make check payable to Johns Hopkins University. A check sent through U.S. mail must be postmarked by Dec. 31, 2013. If you opt for a private delivery service such as FedEx, arrange for delivery a day earlier, by December 30.

Gifts of securities: Securities transferred electronically must land in Johns Hopkins' account by Dec. 31, 2013. Be sure to contact your broker in early December to initiate the gift and to allow time for the funds to transfer, typically one to two business days. Gifts of mutual funds and paper stock certificates require extra time. Please contact us by Dec. 1, 2013, for special instructions.

Contact us: For more information on end-of-year giving, including instructions for securities' transfers and IRA rollover contributions, contact the Office of Gift Planning at 800-548-1268 or giftplanning@jhu.edu. Learn more at rising.jhu.edu/giftplanning.

LIMITED OPPORTUNITY! Charitable IRA Rollover

Who:

Individuals 70½ and older

What:

Transfers come from traditional IRA accounts directly to Johns Hopkins. Retirement assets in a 401(k) or 403(b) must first be rolled into a traditional IRA before contributing them to Hopkins.

Amount:

Up to \$100,000 per year

Advantages:

Immediate support of Johns Hopkins. The distribution counts toward some or all of the required minimum distribution, and the transfer is excluded from your taxable income.

When:

Current law expires on **Dec. 31, 2013.**

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With extensive backgrounds in law, finance, and banking, the professional staff of the Johns Hopkins Office of Gift Planning partners with you to achieve your philanthropic, financial, and estate planning goals, while supporting the mission of The Johns Hopkins University and Johns Hopkins Medicine.

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