

Endowment and  
Planned Giving...  
Help Secure  
Scouting's Future



BOY SCOUTS OF AMERICA®  
MINSI TRAILS COUNCIL



# Make a Difference. Leave a Legacy



***"We only have a short time to live, so we must do things that are worthwhile and do them now." Lord Baden Powell, Scouting's Founder***

During the 1920s and 1930s our local camp staff planted thousands of trees in the open fields at Trexler Scout Reservation. Now instead of fields we have forests for our Scouts to enjoy ... thanks to the foresight and hard work completed decades ago.

Today, Minsi Trails Council continues to look to the future as it works to grow its Endowment Fund and ensure a strong foundation for the next generations of Scouts. While our Endowment Fund is designed for long-term use to support local Scouting, it also generates much needed annual income to directly support our local Scouting programs today. Your gift through a will bequest or one of the other types of gifts described in this brochure can help make Scouting's future even more secure.

***CONTACT US TO LEARN MORE AND HELP MAKE A DIFFERENCE TODAY***



**BOY SCOUTS OF AMERICA®**  
MINSI TRAILS COUNCIL

## **MINSI TRAILS COUNCIL, BSA**

Paul Oswald, Chief Officer of Finance & Administration

991 Postal Road, Allentown, PA 18109

Phone: (610) 465-8576, Fax: (610) 465-4500

Email: [paul.oswald@scouting.org](mailto:paul.oswald@scouting.org)

# Options for Giving

	If Your Goal Is To:	Then You Can:	And Your Benefit Can Be:
Cash Gift	Make a quick and easy gift	Simply write a check	A tax deduction and an immediate impact on Scouting In Minsi Trails Council
Bequest	Defer a gift until after your lifetime	Make a bequest in your will (cash, specific property, stocks, or a % share of your estate)	An estate tax deduction and ability to keep assets in your name during your lifetime
Charitable Gift Annuity	Secure a steady stream of additional income while making a gift	Create a charitable gift annuity	A tax deduction and often a higher rate return than your existing assets
Retirement Plan IRA	Maximize your heirs' inheritance while benefiting Minsi Trails Council Scouting	Name Minsi Trails Council as beneficiary of your retirement plan; leave other assets to family	Reduce estate and income tax for your heirs
Stock Gift	Avoid tax on capital gains and make a gift	Give appreciated stock or certain bonds held for over one year to Minsi Trails Council	A tax deduction and avoidance of capital gains tax
Gifts of Collections	Share your enjoyment of a collection or other personal items	Donate tangible personal property related to Minsi Trails Council's Scouting mission	A charitable deduction based on the full market value of the item(s)
Life Insurance	Make a larger gift with lower cost	Give a life insurance policy you no longer need to Minsi Trails Council	Current and possible future tax deductions
Gifts of Real Estate	Avoid capital gains tax on the sale of a home or other real estate	Give all or a percentage of the property to Minsi Trails Council	A tax deduction, plus elimination of capital gains tax
Life Estate Trust	Create a charitable gift while continuing to enjoy your home	Give all or a percentage of your personal residence or farm to Minsi Trails Council, while retaining life use	A charitable deduction and a reduction in the appraised value of your estate
Charitable Remainder Unitrust	Secure a steady stream of additional income while avoiding market risks	Establish a charitable remainder unitrust	A tax deduction and an income stream for life
Charitable Lead Trust	Reduce gift and estate taxes on assets you pass to your children and grandchildren	Create a charitable lead trust that pays income to Minsi Trails Council for a specific term of years	A gift or estate tax deduction, protection of assets, and appreciation for later use by your family
Living Trust	Make a revocable gift during your lifetime	Name Minsi Trails Council as beneficiary of assets in a living trust	Full control of the trust and its assets during your lifetime



# Ways You Can Make a Difference

## *Minsi Trails Gift Testimonial*

*“Scouting has given my family more than I’d ever be able to give back. Scouting’s been important and I wanted to help make a positive difference. My wife and I both included Minsi Trails Council in our wills with a bequest. Now we know we’ll be helping future generations of Scouts by leaving a significant bequest to local Scouting - a legacy gift.”*



There are many ways to make a planned gift to Scouting. Most offer significant tax savings and some provide income to you or your family. All ensure Scouting’s mission will remain intact and relevant for youth. Following are some of the ways you can make a lasting difference and leave a local Scouting legacy.

## **Wills and Bequests**

Do you have a will? If so, is it up to date and does it protect your family and include your charitable wishes? If you said “yes,” congratulations - a current will is the cornerstone to all financial planning. However, research shows that about six out of ten adults in the United States do not have a current will.

Making a charitable bequest in a will is the easiest and most widely used planned gift to benefit local Scouting and other charities. This is how many donors choose to establish their legacies. For donors with taxable estates, charitable bequests are completely tax deductible when distributed.

**Make a Bequest  
to the Council by  
simply adding  
the following  
language to  
your will:**

**“I give and bequeath to the Endowment Fund of  
Minsi Trails Council, Boy Scouts of America,  
with headquarters in Allentown,  
Pennsylvania: (insert sum of money,  
OR portion of estate, OR  
description of property, OR the rest,  
residue, and remainder of my estate).”**



# Ways You Can Make a Difference

## *Type of bequests you may consider:*

**General** - A designated amount of money, such as \$10,000.

**Specific** - A certain item such as “my 100 shares of IBM Stock,” “my home at 123 Main Street,” etc.

**Percentage** - A designated percentage of your estate, such as 10 percent.

**Residuary** - Gives Scouting all or a percentage of anything left after all general and specific bequests are made.

**Contingent Bequest** - Only takes effect if another bequest fails, such as “if my son should predecease me, then this should go to Minsi Trails Council, BSA.”

**Please be sure to let Minsi Trails Council know about your will bequest.**

## **Cash Gifts**

Cash gifts are the most important source of support for Scouting and other charities. They are easy to make and if you itemize your taxes, you may receive a charitable income tax deduction.

## **Stock Gifts**

### *Publicly Traded Securities*

A charitable gift of stocks or bonds may provide tax benefits that are even greater than those for cash gifts, particularly for securities that have appreciated (gone up) value. In most cases, you can contribute appreciated securities and take a charitable deduction for the current fair market value of the securities (if you owned them for at least one year). Another benefit: you avoid paying the capital gains tax on the appreciated value.





# Ways You Can Make a Difference

## **Stock Gifts (continued)**

### ***Closely Held Stock***

These stocks may often be highly appreciated in value and expensive to sell, but offer the same tax advantage as a gift of common stock.

### ***Stock Options***

Stock options can be very valuable gifts to a local Council. It is often a “painless” way to make a gift since you’re giving away something you don’t yet actually own. Gift of stock options will not produce an immediate tax deduction, since the value of the gift won’t be known until after the Council exercises the option. When the option is exercised, your charitable tax deduction would equal the difference between the option price and the stock value.

## **Tangible Personal Property**

A gift to Minsi Trails Council of art, collectibles (such as stamps or coins), antiques, boats, cars or other items of personal property may be great gift alternatives for giving. Your charitable tax deduction may depend on what the property is, and whether Scouting can actually use it. Before making a gift, the donor needs to arrange for an appraisal of the planned gift item(s). Your appraisal fees may also be tax deductible.

## **Gifts of Land, Homes and Farms**

As property values increase, your real estate may become your most valuable asset, but may often carry a high price in property tax, maintenance costs, and capital gains tax. Gifts of property to Scouting - residential, rental, vacation homes, farms, commercial, undeveloped, or even land rights such as oil, gas, and mineral rights may offer significant donor benefits. Generally, these gifts entitle you to avoid capital gains tax on value and provide a charitable income tax deduction based on the fair market value of the property.





### ***Minsi Trails Council Gift Testimonial***

*“Being a Scout volunteer most of my life, I wanted to make a sizeable gift to Scouting. I owned GE stock that went up in value. I used it to make an endowment gift and transferred the stock to Minsi Trails Council, saving money by not paying capital gains on the appreciated stock. I got a nice tax deduction, too. This was a win-win situation for me and Scouting since it was easy to make a larger gift by using appreciated stock.”*



# Ways You Can Make a Difference



## **Life Insurance**

Life insurance is an important part of many estate plans. Though most people have some form of life insurance, many have policies no longer needed for their original purposes. It may be beneficial to donate these policies to local Scouting or add Minsi Trails as a beneficiary. Also, some donors buy new policies to give to their local Councils. In general, if you donate a new or existing policy to Scouting, your tax deduction is about equal to the policy's surrender value. You may also deduct any annual amounts paid to keep the policy in effect.

## **Charitable Gift Annuities** (a gift that pays you income)

A charitable gift annuity is a simple contract between a donor and Minsi Trails Council. Donors must be at least 60 years of age at the time of the contract. In exchange for a gift, Scouting agrees to pay income to the donor or others chosen by the donor. This income is paid for life, to one or two individuals. The amount paid depends on the age of the beneficiaries, and the donor also receives an income tax deduction.

The gift may be made in cash, stocks, bonds, or shares in a mutual fund. The minimum gift required for a charitable gift annuity with the Boy Scouts is \$10,000. At the end of the gift annuity term, the remaining value of the gift annuity fund is given to Council.



# Ways You Can Make a Difference



## *Minsi Trails Council Gift Testimonial*

*"Now that my children are grown, my family no longer needs all of the life insurance I had when we were younger. Scouting was good for our family, and I wanted to make a larger and lasting gift to Minsi Trails. We don't have a lot of cash on hand, so I added Minsi Trails as a beneficiary to my life insurance plan. It worked out great. We remembered Scouting by making a larger future gift without using any money from today."*

## **Deferred Gift Annuities** (a gift that pays you income)

Some donors choose to set up a gift annuity, to get the income tax deduction now, but defer the start of the payments until a later time. Payments may be deferred for as long as the donor wants and the rates of return are often higher than non-deferred charitable gift annuities. This strategy may be useful for donors currently in a higher income bracket, those planning for retirement, and individuals younger than 60 who want to defer payments until age 60 or older. Unlike IRAs and other retirement alternatives with maximum contribution limits, there is no limit as to how much you can place in a deferred gift annuity.

## **Charitable Remainder Trusts** (gifts that pay income)

A flexible way for some people to make a major gift to local Scouting is to use a charitable remainder trust. Your gift is placed in a trust and the trust sells and reinvests the assets. The trust makes regular income payments to you and/or other named beneficiaries that can last either for a specific number of years or for one or two individuals' lifetimes. Trusts may be funded with cash, stocks, bonds, land and other assets.

Payout rates are determined jointly by the donor and Council, and are based on fair market value of the gift placed into the trust and government regulations. Payments can either be a specific amount per year (annuity trust) or a fixed percentage (unitrust). When the trust ends, the principal goes to the local Council. The Council can work with the BSA Foundation to establish your trust and serve as trustee. For the BSA Foundation to act as trustee, trusts need to be funded with \$100,000 or more in cash, stocks, or other securities. If funded with real estate, the property value must be \$150,000 or more and other requirements must be met. The donor is entitled to an income tax deduction when the trust is created, and since the trust is removed from your estate, this may result in significant savings in estate taxes and/or probate costs.



# Ways You Can Make a Difference

## *Minsi Trails Council Gift Testimonial*

*"I was a Life Scout as a kid and Scouting is important to me. Now retired, I wanted regular quarterly income so I contacted Minsi Trails Council and set up a charitable gift annuity. Now I get quarterly income payments, received a charitable deduction for my taxes, and did something really good for the Scouts."*



## **Life Estate Gifts**

A life estate gift is an arrangement that grants Minsi Trails Council the right to your property after your lifetime, but you retain the right to use and enjoy it for the rest of your life and/or the life of another. If the property is income producing (from rents, crops, timber, etc.), you keep that income during your lifetime. You can also receive an immediate tax deduction for part of the property's value, and a life estate gift removes the property from your taxable estate. This could eventually save estate taxes and probate costs as well.

## **Gift Sales and Bargain Sales**

Gifts of real estate are not an all or nothing proposition. You may donate a partial interest in the land or certain land right instead of donating the entire property. You receive a deduction based on the appraised value of the interest you donate. When the property is sold, the proceeds are distributed accordingly ... this is a gift sale.

Just like it sounds, a bargain sale is when property is sold to the Council at a bargain. It's part sale and part gift. The Council gets a good deal and the donor gets a tax deduction for the difference between the sale price and the value of the property.

## **Charitable Lead Trusts**

In a lead trust, your assets are protected in a trust for a period you choose - either a number of years or someone's lifetime. During this period, the income is paid to Minsi Trails Council (and you determine how much income will go to the Council). Trust earnings not needed for income are accumulated as part of the trust principal. At the end of the trust, the principal (and any undistributed growth) is distributed either to the donor or to anyone else selected by the donor - tax free. Tax deductions are largely determined by three factors: who eventually receives the principal, the term of the trust, and the annual payout.





# Help Grow Our Scouting Endowment Fund

The Minsi Trails Council Endowment Trust provides funding for Scouting today and tomorrow. Annual income supports local Scouting needs like camp improvements, annual operating, and Scout camperships. Our endowment trust is locally overseen by a knowledgeable Investment Committee made up of Scouting volunteers. They work closely with our fund's independent trustee, Fulton Financial Advisors, to help ensure that the fund is well managed to meet local Scouting's long-term needs.

## **GIFTS MADE LOCAL ... STAY LOCAL**

Uses of proceeds of gift(s) submitted herewith are hereby restricted exclusively to the funding of Minsi Trails Council, BSA Scouting programs and its operations.

Our **GENERAL ENDOWMENT** supports local Scouting programs through contributions towards our annual operating. This has positive impact on our council's programs and reduces the need for annual fundraising.

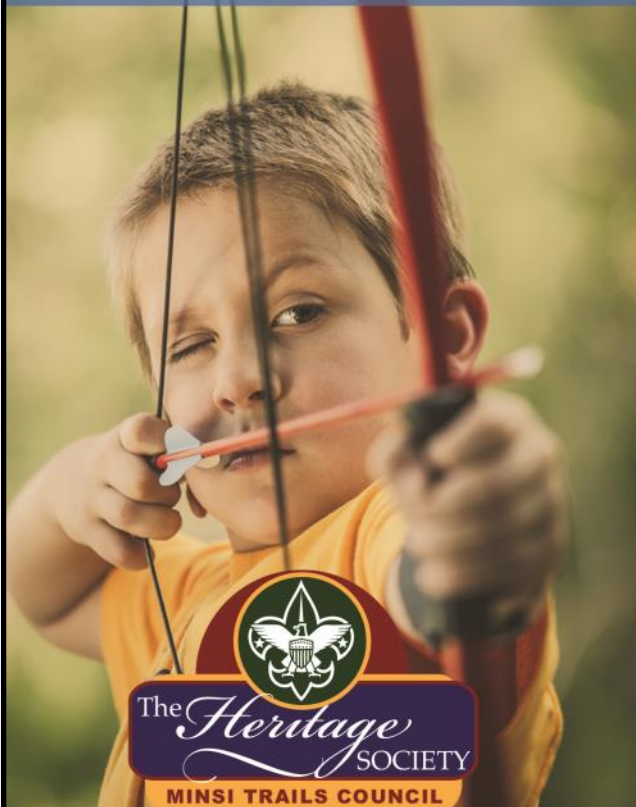
The **CAMP ENDOWMENT** is restricted for camp use only. It helps pay for annual camp expenses like equipment purchases and repairs, annual maintenance, and items that depreciate and wear out over time.

**Please help make a difference today!** Both general and camp endowment funds are needed. It's been shown that Councils with strong and growing endowments continue to be the best performing councils of the future. Minsi Trails Council is among the top performing Scout councils in the U.S. and has a strong Scouting heritage dating back to 1910. Please help secure local Scouting's future by donating to the Minsi Trails Endowment Fund.

**Remember, gifts made local ... stay local!**



# Make a Gift. Make a Difference Today.



The Heritage Society recognizes individuals who contribute to Minsi Trails Council's Endowment Fund or provide documentation of a bequest.

Bequests and gifts to the Endowment Fund help to ensure Scouting has the resources necessary to carry out its mission. Gifts made today are an investment in local Scouting's future. Heritage Society Membership is available to all individuals who contribute to the Council Endowment Fund by:

- Making a gift of cash, stocks or property;
- Making a bequest to Minsi Trails Council in your will or estate plan;
- Naming Minsi Trails Council as a beneficiary of a life insurance policy, retirement plan, or IRA;
- Creating a charitable gift annuity;
- Giving real estate;
- Establishing a charitable remainder trust or lead trust.

## Remember, Gifts Made Local Stay Local

Uses of proceeds of gift(s) submitted herewith are hereby restricted exclusively to the funding of Minsi Trails Council, BSA Scouting programs and its operations.

The gift or bequest amount needed for Heritage Society membership is \$10,000. Membership is recognized by a special Heritage Society Pin, inclusion in the Council's Heritage Society Plaque, and invitation to the annual Heritage Society event. The best benefit is knowing that you are making a positive difference for our local Scouts. **For information, please contact Paul Oswald at (610) 465-8576 or [paul.oswald@scouting.org](mailto:paul.oswald@scouting.org).**



For more information or if you have already generously included Minsi Trails Council in your estate plans, please complete, detach and mail to **Paul Oswald, Minsi Trails Council, Boy Scouts of America, P.O. Box 20624, Lehigh Valley, PA 18002-0624.**

The Heritage Society - Confidential Information form (Please Print)

Please check the appropriate boxes below:

☐ I have made provision for Minsi Trails Council in my will or estate plans with a value of \$10,000 or more as follows: Estimated value \$ \_\_\_\_\_

- |  |  |                                      |
|--|--|--------------------------------------|
| <input type="checkbox"/> Outright Gift   | <input type="checkbox"/> Life Insurance Policy | <input type="checkbox"/> Other _____ |
| <input type="checkbox"/> Bequest in Will | <input type="checkbox"/> Trust or Gift Annuity |                                      |

Name \_\_\_\_\_ Eagle Scout? Yes / No

Street \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_ ZIP \_\_\_\_\_

Phone \_\_\_\_\_ Email \_\_\_\_\_