

Meet our Board Chair Jane Lateer

Jane Lateer attended the University of Illinois, in Champaign, where she was born and raised. She spent 15 years teaching high school social studies and worked as a school guidance counselor in central Illinois.

In 1991, she graduated law school from the University of Richmond, in Virginia and became a pension and benefits lawyer. She worked in the retirement area for many years until moving to Maryland to retire in 2004. In 2005, Jane and her husband purchased a second home in Green Valley; moving here full time in 2010. Jane became friends with an ex-board member who introduced her to our La Posada Board in 2011.

In 2012, she became a trustee on our Board and in 2017 became the Board Chair. I asked Jane to tell me a little bit about how the La Posada Board operates. She replied, "Our Board is run by policy governance; which basically means that the Board is not involved in the day to day operations, they evaluate and oversee the performance of the CEO which encompasses operational information." She feels that the results of governing this way leads to a good

team with great outcomes! She continued on stating that strategy and long term planning are also a primary purpose of the Board.

I continued on with inquiring about any interaction the Board may have with our residents. Jane stated, "I really enjoy the special interactions with the Resident Council, the residents while doing the Speed Dating, attending the anniversary dinners, volunteer luncheon and the donor events." These are some of the ways in which board a member can be connected with residents and their perspectives. Jane has a lot of great things to say about La Posada and our residents, I only wish I could have included them all in this



Jane Lateer

issue of the Legacy, but we only have so much room.

The last question I asked of Jane was "why do you enjoy working on the La Posada Board?" She replied, "the residents and managers; everyone works as a team."

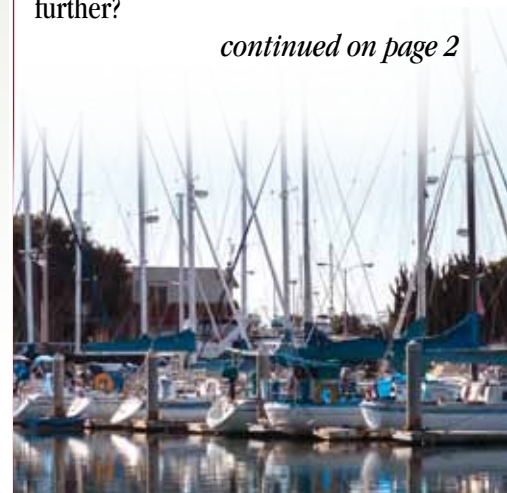
I couldn't have said it any better, Jane! Thank you for your continued service on our Board. It's people like you who help shape our future and enhance the future of La Posada for our residents.

A Sailor's Joy is as Simple as a Child's

If you are a parent or grandparent, you know that children have endless energy. They move from one activity to the next. For young children, the activities that capture their attention are often the simplest—like pouring water into measuring cups or playing with boxes. Similarly, a sailor can find joy in the simple pleasure of the sea, the smell of salty air or the blowing wind coming off the water.

What do we appreciate? The faithful and ongoing support we receive each year from supporters like you. We love our work because it allows us to make a difference. Your gift makes a difference too because it makes our work possible. We would not be able to continue our work without your generosity. Did you know there are simple ways to increase the joy you have in giving to support our cause and ways to make your giving go further?

continued on page 2





Mark Dugan

Foundation UPDATE



Dawn Martz

A new year of unknown adventures await each of us in 2018. That certainly includes me as I retire in early February. I've had a wonderful 16+ years with La Posada and could not have asked for a better environment in which to conclude my career.

My wife and I sold our house (in one day!) and will relocate to a condo in the Pearl District in Portland, Oregon, where we have enjoyed numerous vacations over the past ten years. We like it there because it reminds us of New England, our favorite geographic location.

Thanks for the memories of all the generous people over the years who have supported our mission. All the best to each of you!

Over the years we've all had to say farewell to someone who has touched our life in such a way that they are hard to say goodbye to. Growing up my Grandfather would always tell me, "it's never goodbye Dawn", it's "until next time". So, as Mark Dugan rides off into the beautiful sunrise of Portland, I tip my hat to him and say "until next time" – thank you for being my mentor and above all, someone who's touched my life in such a positive nature, you will be missed tremendously by many.

With that said, we all know how the story goes, as one ends another begins. By now I'm certain you have heard, I will be taking over in the Foundation as Director of Philanthropy.

A little bit about me – I was born and raised in California. I have 5 brothers (I land smack dab in the middle of them), 1 daughter and 2 grandchildren; who reside with me in Tucson. Prior to relocating to Arizona, I worked for Pfizer Pharmaceuticals in the Irvine Regional Office for 15 years. I managed 5 states with right around 600 sales representatives and 5 State Directors. Additionally, I had my own non-profit 501(c)3; philanthropy isn't new to me by any means.

I look forward to maintaining the relationships that Mark has built over the years and look forward to building new ones. Please stop by and introduce yourself, I'd love to get to know you!

A Sailor's Joy

continued from page 1

You can have a lasting impact on our work by supplementing your annual giving with an estate gift. There are many ways to make a gift to support our cause such as:

- Including a gift in your will, trust or codicil.
- Naming the Posada Life Foundation as beneficiary of your life insurance, retirement account or bank account.
- Naming the Posada Life Foundation as the remainder interest beneficiary of your real property.

When you make a large enough legacy gift to support our cause, you can create an endowment that will pay a certain percentage each year to support our mission.

The checks you write now will be replaced with the endowment's income (or growth and income) forever. Call or email us to learn all the choices you have and how almost any asset can be used to create a permanent annual gift while possibly giving you tax benefits and increased income today.

There are dozens more ways of partnering with our mission that can provide you with benefits.

- You can give generously while never impacting your lifestyle.
- You can save on taxes.
- With gifts such as gift annuities and charitable remainder trusts, you may also increase your current income.

HELP US SERVE THE NEXT GENERATION . . .

By leaving a legacy gift to La Posada.

By remembering the Posada Life Foundation in your trust or will you help us serve the next generation. The statement below provides appropriate language for a lasting legacy to take place: *"I bequeath the sum of \$ _____ to La Posada at Park Centre, Inc., Green Valley, Arizona, 85614, to be used or disposed of as La Posada, in its sole discretion, deems appropriate."* (Or specify a special program or interest.)

share our spirit

If you have ever wanted to make a significant difference with our organization and its mission, there is no better time than now. We can help you find a way to make a satisfying gift that moves our mission forward, while at the same time saving you money, and possibly providing you with new sources of income.

- **Make a Gift Today.** If you want to make an impact and receive income tax savings, make your gift now and see the results of your generosity in action immediately.
- **Avoid Capital Gains.** If you own stock (or any appreciated asset), give that asset to our organization. Our mission receives the current value of the stock, and you receive an income tax deduction in the same amount even though you paid less for it years ago.
- **Start New Income.** Fund a charitable gift annuity or charitable remainder trust and receive the double benefit of tax savings and lifetime payments.
- **Blend Your Giving.** For even more impact, consider a gift today of your IRA distribution, real property, appreciated assets or cash, and complement it with a gift in your will or estate plan. You benefit by seeing your gift in action, while also knowing you are building a legacy that will grow.

There are many ways we can help you fulfill your philanthropic goals while enjoying tax savings and income advantages. Contact us to learn more about how you can make a difference this year and benefit.

Join with our supporters
and *Share Our Spirit* during
this season of giving.

**Together we can
make a difference.**

For most of us, our financial priorities can be narrowed down to two primary goals: paying less taxes and having income that will last our entire lives. The year-end is a perfect time to consider some minor adjustments that can help secure both.

With the right tools you can:

- Save taxes
- Increase year income
- Help others while helping yourself

COMMUNITY CORNER

Outdoor Learning

Traditional classroom teaching uses textbooks, lectures, video and the internet as instructional tools. These tools are effective, but Los Niños del Valle Preschool has taken education another step further, thanks to our generous donors who helped make the Los Niños outdoor classroom a reality.



Research shows that children are happier and learn better when they spend time outdoors. Our outdoor classroom, with sliding glass doors that open up for easy access outside, fosters active, hands-on, inquiry-based learning in a real world setting. Just ask some of the preschoolers who are studying shells using a magnifying glass or building imaginary villages using pinecones, wooden disks, rocks and sand.

While one three-year-old is busy painting river rocks, another is studying the various leaves collected from the grounds near Posada Life Community Services. And in the outdoor classroom, the kids have a chance to get their hands dirty... with permission, just like their grandparents did before technology impacted playtime outdoors.



The excitement continues on the outdoor classroom project. In December two exterior patios were poured, the playground equipment has been ordered and we hope to start the installation in the last week of February with the landscaping to follow. Our projected completion date is by the end of March. In the meantime, the children are busy learning about nature and all it has to offer.

Master Prognosticator R.D. "Skip" Roush



It was quite a year in so many ways! And that includes our Master Prognosticator contest. For the very first time, the DOW finished the year 877

points higher than any of our 93 soothsayers predicted as it closed at 24,719 -- a 25.1% gain over 2016! Another first -- the title is awarded posthumously to R.D. 'Skip' Roush. We hope Skip is looking down on us with a big, proud smile on his face!

THANKS A MILLION!

So many of you found your favorite campus cause to support during our 2017 Annual Giving Campaign, which runs October - December. We can't thank you enough for all your support!



Annual Giving 2017 Totals

Unrestricted	\$107,951.00
Good Neighbor Fund	\$31,830.00
Scholarship Fund	\$23,502.00
Posada Life Community Services	\$14,052.00
Adult Day Services	\$12,546.00
Guion Scholarship	\$7,600.00
Pavillion Equipment	\$6,626.00
Los Ninos del Valle	\$4,504.00
La Via General	\$4,300.00
Cultural Center	\$4,000.00
Central Park	\$3,517.00
La Hacienda Hospice	\$3,105.00
LP Singers	\$3,067.00
La Vista Library	\$2,960.00
La Perla Library	\$2,217.00
Performing Arts Committee	\$1,425.00
Workshop	\$1,393.00
La Joya General Fund	\$1,300.00
Exercise Equipment	\$1,132.00
Community Center	\$1,096.00
Art Program	\$875.00
TV Channel System	\$860.00
Bark Park	\$800.00
La Joya Library	\$700.00
Out Patient Therapy	\$650.00
The Shoppes	\$302.00
Computer Club	\$250.00
Miscellaneous Funds	\$118.00
Behavioral Health	\$75.00

Total \$242,753.00

Case Study...

Judy - Standard Deduction and the IRA Rollover

Case:

Judy was a retired nurse and a volunteer for her favorite charity. During her working years Judy had never enjoyed a large salary. Fortunately, a portion of her income was regularly transferred to her retirement plan for almost 40 years. With good investments and tax-free growth, Judy's retirement plan had increased to over \$435,000.

Question:

Judy is now age 80, resides at La Posada and has more income than she needs. Each year she makes a gift of \$5,000 to her favorite charity. Because she does not have home mortgage interest or other deductions to itemize, Judy takes the standard deduction. But she has heard about the IRA charitable rollover (also known as a Qualified Charitable Deduction or QCD) and wonders if that will be a good option. She asked her best friend, "Do you think that I should give the \$5,000 from my IRA?"

Solution:

This year Judy is withdrawing \$23,262 as her required minimum distribution. It increases her income by \$23,262. Because she gives \$5,000 to charity and takes the standard deduction, Judy does not reduce her income taxes with her gift. She has increased income of \$23,262 from her IRA, but no added charitable deduction.

A better plan, particularly with the new tax law, is for Judy to gift the \$5,000 directly from her IRA to charity. This will reduce her income by that \$5,000 and will save taxes as well.

Judy was pleased that to learn that she could rollover \$5,000 directly from her IRA to her favorite charity. Best of all, Judy was able to make the gift and reduce her current taxes. Judy spoke with her best friend and noted, "An IRA charitable rollover is a great plan. I helped those in need through my favorite charity, and also lowered my taxes!"

The Posada Life Foundation is the philanthropic arm of La Posada at Park Centre, Green Valley's not-for-profit continuing care community. La Posada was established to provide resources for programs to enhance the quality of life for seniors.

*Posada Life Foundation, Mark N. Dugan, Vice President
Dawn Martz, Director of Philanthropy*

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