



“What’s in your... Will?”

The late singer **Aretha Franklin** was among the 42% of Americans who die without a will. Her family could now face lengthy court proceedings when dividing up her reported \$80-million fortune. While her attorney tried to convince her to have a will *and* a trust he said, “It just didn’t seem to be something she got around to.”



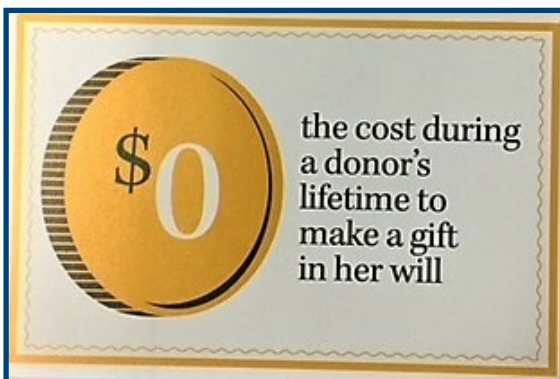
You know how you want your belongings used when you pass away. But, does anyone else know? A popular TV commercial asks, “What’s in your wallet?” A more important question is “*What’s in your Will?*” An attorney specializing in estate planning can help you leave a legacy.



As grateful residents, family members and friends, many of you already donate to one of our senior living communities. We appreciate your help! *Why not also include a simple gift in your will or trust?*

Anyone who lets us know they have included a gift to one of our communities in their will, trust or estate plan is considered a member of **our Legacy Society**. The easiest way to join is to include a bequest in your will or trust for a percentage of your estate, a specific dollar amount or the so-called ‘residue’ of the estate (the amount remaining after obligations are met). It’s a gift that is supporting our future, costs you nothing during your life and helps you leave a legacy of action to help others.

Please consider making such a gift and letting us know. We’d love to welcome you to our Legacy Society. Members have the option of having their names permanently displayed on our special plaque and are invited to an annual dinner. *Come join us!*



For free sample bequest wording, please email David Kremer:
david.kremer@santafeseniorliving.org.

Thank you!

Improving Cash Flow & Avoiding Capital Gains Taxes



By Mary Beth Crawford, Esq.

A **charitable remainder unitrust (CRT)** can be an effective way to diversify highly appreciated assets while avoiding or postponing capital gains tax and increasing cash flow. You'll also obtain a current income tax deduction for providing for your favorite charities upon your death. The concept is extremely simple: you transfer a highly appreciate asset to a trust, retaining the right to receive payments from the trust for your life. At your passing, the charities you wish to benefit receive the assets remaining. The trust is included in your taxable estate, but qualifies for the estate tax charitable deduction. Your income tax deduction at the time the CRT is created is limited to the present value of the charity's right to receive the assets remaining in the trust at your death. For example, a \$1-million CRT could produce a tax deduction of \$500,000 to \$600,000 for someone in their late 70's.

The trust is tax-exempt and can sell the appreciated assets and diversify the holdings without paying any capital gains tax. Once the trust is established, you may make additional contributions to it if desired. You can even use income from the CRT to create an irrevocable life insurance trust (ILIT) to replace any inheritance your heirs may have received from the assets you used to create the CRT. An estate planning attorney will help you create the CRT and the ILIT.

Mary Beth Crawford is Principal-in-Charge of Cummings & Lockwood, LLC in Bonita Springs and a volunteer Philanthropy Committee member at The Terraces at Bonita Springs. Contact her at 239-390-8062 or mcrawford@cl-law.com.

IRA Withdrawal Strategy

By Ray Zomerfeld, CPA, CVA

When planning your IRA withdrawals, you may want to consider making a donation through a qualified charitable distribution (QCD). A QCD is a direct transfer of funds from your IRA custodian, payable to a charity. For those age 70 1/2 or older, the distribution may be counted toward satisfying your required minimum distribution (RMD) for the year. Along with the benefits of helping a charity, the QCD excludes the amount donated from your taxable income, unlike regular IRA withdrawals. The maximum annual amount you can gift as a QCD is \$100,000. For the QCD to count toward your 2018 RMD, the funds must come out of your IRA by your RMD deadline, generally December 31st.



Ray Zomerfeld is a Partner with PragerMetis CPA's, LLC in Coral Gables and a volunteer Philanthropy Committee member at East Ridge at Cutler Bay. Contact him at 305-444-8288 or raymond.zomerfeld@pragermetis.com.

That Old Life Insurance Policy—**Sell it? Donate it?**

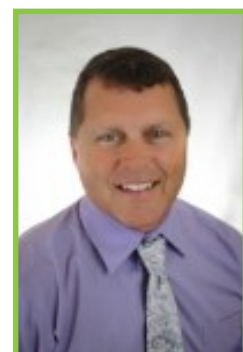


Many older adults still have life insurance policies they bought years ago and may no longer need. Some are paid in full and other seniors continue to make payments for the coverage. You've probably heard the advertisements inviting you to sell your life insurance policy. How does that work? Is it right for you? Are there other options?

SELLING IT: Basically, these life settlement companies buy ownership of your policy now, giving you cash to use on anything you choose. They hold the policy and collect the death benefit when you pass away. How much they pay you depends on the value of the policy, the amount of annual premium (if any) and your age and health. The older you are and the less healthy, the more attractive your policy is to a buyer. These companies are only interested in about 25% of the policies they see. Money Talk News reported a few years ago that purchase prices can be 13 to 21% of the value of your policy. You also need to know your settlement could be subject to income tax and can change your eligibility for government assistance. Please consult with your own financial and tax advisors before making any decision.

DONATING IT: You have several options to use your life insurance to benefit one of our senior living communities. You can easily add our Foundation as a partial or full beneficiary of the life insurance policy. Call us for the legal wording and then ask your insurance company for the form to change the beneficiaries. Doing so makes you a member of our Legacy Society. After you pass away, the death benefit becomes a gift to *help your community*. Another choice is to donate ownership of your life insurance policy to our Foundation. Your insurance company has a form that allows you to change ownership and we can provide the legal wording. If there are still premiums due each year, you can then choose to make an annual charitable donation to us in the amount of the premium. We acknowledge your donation and then we pay the bill! *(Yes, it's legal!)* Once you pass away, the death benefit becomes a gift to help older adults.

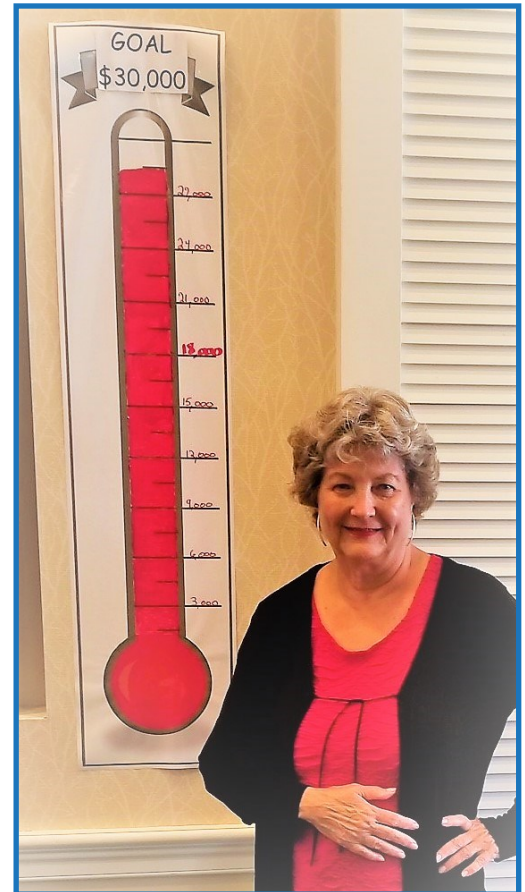
Questions about auto, renter's or life insurance for seniors?
Blaine Harris is an agent with Darr Schackow Insurance in Gainesville. He's also a volunteer Philanthropy Committee member at The Village at Gainesville. His grandfather was a resident! You can contact him at 352-375-2217 or bharris@darrschackowinsurance.com.



Residents Helping Each Other

Under the leadership of the East Ridge Town Council and its Chair, Linda Sankpill (shown in the photo), residents have started a wonderful new tradition! They are encouraging their neighbors to join them in donating to the Helping Hands fund. That fund provides assistance with monthly fees for East Ridge residents who have outlived their resources and can no longer afford to live here without help. Thanks to this help, seniors in financial difficulty caused through no fault of their own, can continue to call East Ridge 'home.'

The Town Council set a first-year goal to raise \$30,000, or 10% of the total annual assistance provided. They even offered to match gifts made up to \$15,000 to help achieve the goal. Thanks to that match and the gifts of many donors, as of this writing they are just inches away from passing the goal! We are so grateful for the support of all who took part in helping their neighbors. **Thank you!** You can still chip in to help. Donate online at eastridgeatcutlerbay.com/foundation/ or use our gift envelope, checking the "Helping Hands" box and enclosing a donation. **Thank you!**



Welcome New Legacy Society Members!

Three *new names have gone up this year* on our East Ridge at Cutler Bay Foundation Legacy Society Plaque in the auditorium! We welcome new members: Ann Terzian, Fran Plummer and Cynthia Kay and we're grateful for their help. Anyone including a gift in their will or trust, or setting up another estate gift such as a charitable gift annuity, is considered a member of our Legacy Society. Members are recognized in perpetuity as grateful people who put their passion into action to help East Ridge.

Did you know: Residents with a refundable portion of their entrance fee can easily use that money to make a gift and join the Legacy Society by completing a state-approved form. *For Info:* Foundation Director David Kremer, cell 352-262-6610.

Changing Lives Through Scholarships

Nearly \$14,000 was given to 9 East Ridge Associates this year from generous donors to the Foundation's Associate Scholarship Fund! The scholarship selection committee is shown in the photo along with our 2018 recipients:



Samantha Avilla, Alexis Brooks, Lisa Brown, Michelle Toth-Castillo, , Donna Dyal, Andrea Hernandez-Luebano, and Shacque Paddyfoot. Recipients not shown are Rose Denezaire and Susan Solier. Our grateful residents and family members are happy to put their passion into action helping these associates with their education.



Gertrude Schuessler, Legacy Society Member

From Volunteering to Leaving a Legacy

Gertrude Schuessler lived on Caribbean Boulevard and watched as parts of East Ridge were being built. She used to volunteer to help skilled nursing residents and even brought them gifts she made herself! When her husband passed away in 1989, she decided to move to East Ridge. Seeing first-hand the care provided to our residents, Mrs. Schuessler made a plan while she was living to **leave a legacy** to East Ridge. After her passing in 2005, East Ridge received a very kind \$20,000 donation from her will to support Skilled Nursing. She is remembered and honored always as a member of the East Ridge at Cutler Bay Foundation Legacy Society. *You can leave your own legacy to East Ridge* just like Gertrude did by making a simple gift in your will. Gifts of all sizes are welcome and appreciated.

Why do we have a Foundation?

By Troy Hart, SFSL President

Recently I was asked, “Why do we have a foundation?” I was pleased that someone reached out to me regarding that question. However, it made me acutely aware that I had not communicated some of the important history of how and why our foundation came to exist. So, I’d like to provide a little history now.

In 2008 I was challenged by our CEO to examine the good work other leading retirement community companies throughout the United States were doing to promote their mission and inspire the passion of their residents through charitable giving. Frankly, when the idea was

presented to me, *I was a bit skeptical*. I had not been a part of advancing a foundation before and hadn’t seen the warm feelings and wonderfully positive impact residents could enjoy through giving. That year I visited several leading providers including Diakon Senior Living in Maryland, Spring Point Senior Living in New Jersey, Buckner Baptist Senior Living in Texas and American Baptist Homes of the West (now HumanGood) in California. Each has had strong and vibrant foundations for years.

During each of these visits it was clear that their foundations had helped their residents express their passion for the community and their love for their neighbors and the associates. The creativity and energy unleashed in their residents by the activity of their foundations was remarkable. I came away from that whirlwind tour convinced that our residents would enjoy the creativity, energy and opportunity a foundation would provide.

Consequently, upon my return, I was committed to a much more purposeful approach to growing our foundation to help our residents put their passion for our communities into action. We were fortunate to have a seasoned professional, David Kremer, join our organization in 2015. And, since his arrival, our foundation has experienced wonderful, impactful growth. However, this is just the beginning! I look forward to *what our engaged residents, associates and others can accomplish by putting their passion in to action* as we continue to grow into the future.



Can you please help our associates?

1. The Foundation has several funds to help employees (associates) at The Terraces. The associate assistance fund provides emergency financial help to those in need. A committee of peers reviews the applications, looks at the amount in the fund, and makes decisions on how much help can be offered. After helping some with recent needs, the fund has been depleted. Your gift would be most welcome and will be put to good use.

2. We have about \$37,000 toward our goal of \$100,000 to establish a new endowment fund for associate scholarships! Any gift you make will be matched—doubling your impact! - by an anonymous couple who are thrilled to help our associates! Once we hit the goal, the new \$100,000 endowment will provide \$5,000 in *additional scholarship money* every year! This is a great way for you to help *reward and retain great associates* by funding their education. **Please consider using your donor advised fund or making a qualified charitable distribution directly from your IRA (see page 2) this month** to help us reach the goal.

Thank you!

Terraces Donor Impact

Thanks to a generous donor, there's a new stage in the performing arts center!

This will help residents and guests to enjoy better views of speakers and performers.



Other donors have helped to fund resident fitness classes provided by Rock Steady. *What's your passion at The Terraces? How can the Foundation help you express your gratitude?*

Welcome New Legacy Society Members!

Two more *names have gone up this year* on our Legacy Society Plaque at The Terraces! We welcome Margaret Gieselmann and a resident who wishes to remain anonymous. Anyone including a gift in their will or trust, or setting up another estate gift such as a charitable gift annuity, is considered a member. Members are recognized in perpetuity.

Did you know: Residents with a refundable portion of their entrance fee can easily use that money to make a gift and join the Legacy Society by completing a state-approved form. *For information, please call* Foundation Director David Kremer, cell 352-262-6610.

Thank you!

Shaping Their Future!



People love our associates at The Village! Grateful residents and family

members are helping them by *funding educational scholarships*. Thanks to great support, the amount awarded has grown each year! This year a total of nearly \$20,000 was given out to 10 associates. Recipients included: Kelley Boyette, Ingrid Bozeman, Silvia Humani-Yanqui, Emily Jacobs, Precious Martinez, Mary Saltzgeber, Allison Sickels, Lynn Simpson, Veronica Washington and Maddie Welton. Scholarships ranged from \$570 to help Simpson renew her CNA license all the way up to \$3,450. Your generosity is shaping their future! Bozeman, Humani-Yanqui and Washington are studying nursing. Welton and Martinez are studying dental hygiene. Saltzgeber is working on her master's in occupational therapy while Jacobs is getting a master's in geriatric care. Boyette is studying zoology and Sickels wants to be a physician's assistant. Each expressed their thanks at the *recent awards ceremony*. Donations to either the associate scholarship fund or the **new endowment fund** for associate scholarships are welcome year-round.

Helping Hands for your Village Neighbors

“Support from donors to the Foundation’s Helping Hands fund allows my mom to stay in her Village home and get the 24-hour assistance she needs at 96. My mom has used up her assets...

My brothers and I are extremely grateful for the support provided to date. You are a blessing to my mom as well as our family and others in the same situation.

A constant the entire 11 years has been the exceptional quality of support she receives from the staff. It allows mom to thrive in the community that provides her routine, friendship, comfort, safety and familiarity... There are not adequate words to describe how much The Village means to my mom’s quality of life.”

~An anonymous family member

Sometimes a resident, through no fault of their own, simply runs out of resources and can no longer afford the entire cost of the services The Village provides. Thanks to grateful people who love the Village and want to help others, the Foundation is able to provide monthly assistance to help these people remain in their homes.

Those in need fill out a detailed application describing their financial situation which is reviewed by our leadership before assistance is provided. If you’d like to help older adults in need, please consider a donation to the Helping Hands fund. *Thank you!*

Welcome New Legacy Society Members!

Two new names have gone up this year on our Legacy Society Plaque in the Lake House commons lobby. The Village at Gainesville Foundation welcomes new members: Hellen Marlowe and Malea and Paul Zwick. We’re grateful for their help.

Anyone including a gift in their will or trust, or setting up another estate gift such as a charitable gift annuity, is considered a member of our Legacy Society. Members are recognized in perpetuity as grateful people who put their passion into action to help The Village. There’s also an annual dinner where current and past members are remembered and honored.

If you have already included a gift in your will or trust to The Village, please let us know so we can be sure your wishes are honored and include you as a member of the Legacy Society. *For more information, please contact Foundation Director David Kremer, cell 352-262-6610.*

Thank you!



Grateful Friends and Families

We're so blessed to receive gifts in memory or honor of loved ones from grateful residents, family members and friends. This is a great way to honor someone for a special occasion **or instead of holiday gifts**. When a loved one passes away, you can *simply include a request for gifts to our Foundation in the obituary*. The following gifts were made between June 20th and October 3rd to memorialize or honor someone special. *Thank you for your support.*

In Honor of Wilfredo Alvarado
Jeanette Santiago

**In Honor of
Azalea Trace Residents**
Ajsha & Al Cannon

In Memory of Helen Berner
Mary Ann Faber

In Memory of Charlotte Blum
Marie Reidling
Helen Glover

In Memory of Chester Callero
Brenda Fedrigo
Nina Whitcomb

In Memory of Dee Carter
Margaret Gieselmann
Jacquie Lenard
George & Shirley Ebel
Rita Gibbons
David Kremer

In Memory of Jim Dent
William & Barbara Collett

**In Honor of Frances Fowler
on her birthday**
The Fowler Family



Memorial tree

**In Honor of Ellen Full
on her birthday**
Dick & Judy Spletzer

In Honor of Troy Hart
Betty Hart

In Memory of Frances Head
Vickie Rodenwoldt

In Memory of Dr. Pat Hylton
Kathleen Shiverick



Memorial brick

In Memory of Bruce J. Kremer
Bud & Jo Ann Vogel

In Memory of Bob Mosley
Nancy Timmons

In Honor of William Peach
Cheryl Huntington

In Memory of Harry "Ed" Reidling
Marie Reidling



Memorial brick

In Memory of Tony Sharez
Jacquie Lenard

In Memory of Tommie Siesky
Hazel Walter

In Memory of MacGregor Smith
Mary Ann Faber

In Memory of Mary Frances Straight
Old Cutler Republican Women's Club
Evelyn Budde
Barrie & Sandra Reed
Lorraine Dunlop
Joanne Connolly
Paul & Virginia Borden

In Memory of Nellie Vaughan
William & Barbara Collett

**In Honor of Jo Ann Vogel
on her birthday**
Jacquie Lenard

Take 5

Research done by the Stelter Company shows 55% of baby boomers say cognitive decline is their greatest fear of aging. That's why we recommend you **take 5** important steps before any cognitive issues arise; 1. have a durable power of attorney 2. work with an estate planning or elder law attorney to create an estate plan 3. Florida residents should designate a healthcare surrogate 4. establish relationships with trusted advisors and 5. involve and inform you family.

Our Mission: To Enrich the Life of Each Senior We Serve

Our Vision: To Be The Trusted Choice for Seniors

The Foundation is **Helping Grateful People put Passion into Action.** Residents and family members love our communities. The Foundation helps them find ways to give back to the community, their neighbors and our associates.

SantaFe Senior Living Foundation, Inc. is doing business in the Gainesville area as The Village at Gainesville Foundation, in the Bonita Springs area as The Terraces at Bonita Springs Foundation, and in the greater Miami area as East Ridge at Cutler Bay Foundation. These names are filed with the Florida Secretary of State and may be used as our legal name for inclusion in wills or trusts. You can find us on Guidestar by visiting:

<https://www.guidestar.org/profile/26-4464727>.

A copy of the official Florida Department of Agriculture and Consumer Services solicitation of contributions registration and financial information may be obtained from the division of consumer services by calling toll free within the state: 1-800-HELP-FLA (435-7352) or visiting www.800helpfla.com.



If you no longer wish to receive fundraising communications from us, simply call 352-548-3582 or email david.kremer@santafeseniorliving.org to let us know. Please include the spelling of your name & your address.


Easy Monthly Support

Sustaining members set up automatic monthly giving in one of two **easy** ways:

1. Email us for the form to set up automatic debit transactions from your financial institution (ACH debits). - **OR-**
2. Just visit the community website, click “donate now,” then:

a. Pick Amount  \$50.00
& USD

b. Check this box  Make this a monthly donation 

 You'll authorize PayPal to pay **The Foundation** each month. You can change or cancel a recurring donation anytime in your PayPal account settings.

Don't have PayPal? Sign up easily while entering your payment information.

You choose any gift amount. **Thank you!**

STOCKS UP?



If you have shares of stock or mutual funds that have increased in value this year, you may want to *consider using them to make your year-end charitable donation to us*. Talk with your financial advisor about the benefits of donating appreciated stock. Avoid selling it and then donating the cash. It's better to donate the stock electronically. Your advisor can help you and may contact us for our direct transfer information.

Thank you!

Contact: Foundation Director David A. Kremer

david.kremer@santafeseniorliving.org Mobile: 352-262-6510

East Ridge at Cutler Bay Foundation 19301 SW 87th Ave, Cutler Bay, FL 33157

The Terraces at Bonita Springs Foundation 26455 S Tamiami Trl, Bonita Springs, FL 34134

The Village at Gainesville Foundation 8000 NW 27th Blvd, Gainesville, FL 32606