

LEGACY GIVING: a guide

YOUR GUIDE to PLANNED GIVING

at the
LIGHTHOUSE



At LightHouse
Ola met other
blind people for
the first time.

Ola said,

“I learned from the
other students. They shared ideas
and taught me how to treat myself right,
to have self-esteem.”



Ola, a blind Enchanted Hills kitchen worker,
smiles at the camera.

People who are blind or have low vision, from seniors experiencing Macular Degeneration to children born with no eyesight, have the right to live, learn and work in their community alongside their sighted neighbors, friends and family. Founded in 1902, LightHouse for the Blind is a remarkable organization harnessing the power of technology, training and mentorship to change lives everyday. We advocate for the right to travel safely, teach tools of independence and give people the skills **to live their dreams.**

Dear Friend,

For more than a century, LightHouse for the Blind has succeeded because of a special class of philanthropist. Sometimes shy or modest, sometimes high-profile, these public-spirited people took a little time to create a tangible legacy that would be appreciated by future generations.

The collective love demonstrated by these substantial gifts has given us the confidence to launch new programs, which won't pay for themselves in the first or even the second year, but are beneficial to our blind students.

For example, in 2011 when we created our Employment Immersion program, we hired program staff to assist blind jobseekers in finding work in this competitive economy. The program initially ran in the red, but legacies like the one you are contemplating made it possible for us to invest in these jobseekers. Now, just five years after its launch, the combined salaries of those we helped approaches \$3 million. It truly couldn't have happened without the long-time stability given by people like you.

Two years ago a bequest of \$646,000 enabled us to do some much needed

infrastructure upgrades to Enchanted Hills Camp for the Blind. We replaced the 67-year-old pipes that bring spring water to the 311 acres that make up the camp and remodeled an old barn into a tactile arts studio for woodworking and ceramics. Since then we've hosted thousands of blind campers for life-changing camp sessions. Large and small bequests are making it possible for us to look with confidence at operating a lovely, well-managed and safe camp for the next 67 years.

A generous bequest, too, helped us move to our new headquarters in San Francisco, designed specifically for the blind. With on-site, short-term residences, the new headquarters is expanding our geographical reach, the breadth of our programs and the impact we make on blind individuals.

The LightHouse invites discussion with people like you who would like to leave a loving legacy in our community, but may not know exactly how to start going about it. Here is where we can help. By taking the time to meet with us now you can ensure that the rewards of your long life will go to the programs you find worthy, rather than disappear in a maze of fees, taxes and government red tape.

Speaking to friends of the blind is always the highlight of my work. Please feel free to call me directly to see how easy and straightforward it can be to make your love tangible to our community.



LightHouse CEO Bryan Bashin smiles in his office with a view of San Francisco City Hall.

In gratitude,

Bryan Bashin

Bryan Bashin, 415.694.7346

JOIN the LIGHTHOUSE LEGACY SOCIETY

In the LightHouse's history, bequests and other types of planned gifts have been transformative. These gifts allow the LightHouse to flourish and grow as a leader in programs that empower the blind community. In recent years, over 500 estate gifts, small to large, have contributed to the growth and innovation of the LightHouse.

The LightHouse Legacy Society is a group of people who have decided to continue this tradition by including the LightHouse in their will, living trust or other estate plans. LightHouse Legacy Society members are recognized (if they wish) on the LightHouse website, in LightHouse News and on a special donor wall in braille and tactile letters. And LightHouse Legacy Society members are invited to exclusive events to meet peers and to get an insider's look into emerging technologies and programs for the blind.

Are you interested in becoming a member of the LightHouse Legacy Society? Or would you like information about including the LightHouse in your Estate Plans? Contact Jennifer Sachs at 415.694.7333 or jsachs@lighthouse-sf.org.



A male student wears a striped polo shirt while working with a continuity tester in the LightHouse Toyota STEM lab.

LightHouse Legacy Society Members

- Hank Boerenko
- Joseph Chan
- Margie Donovan
- Joan M. Dove
- Lewis J. Feldman
- Robert Ray Foster
- Gena Harper and Michael May
- Dolores Ippolito
- Roger Kallen
- Justin Kim
- Judith Kuhnle
- Jerry Kuns and Theresa Postello
- Inez E. Martini
- Ann Noble and Goran Muhlert
- Robert E. O'Donnell
- Alicia Jean Rose
- Frederic Silva and Kristine Silva
- Richard Stevens and Virginia Behm
- Dorothy M. Walker
- David and Regula Weill
- Martin Weissman and Rosan Weissman
- Jennifer Westbrook
- Greg Wong

BENEFITS and COMPARISON of DIFFERENT TYPES of PLANNED GIFTS

Legacy gifts can be an advantageous way to provide a future gift to the LightHouse, while reducing tax burdens and providing income for life. You can take care of yourself and support the life-changing programs of the LightHouse. The benefits of various types of planned gifts are outlined here.

GIFT TYPE	MINIMUM GIFT AMOUNT	ASSETS THAT CAN FUND A GIFT	POTENTIAL TAX BENEFITS	OTHER BENEFITS
Charitable Bequest	N/A	cash, securities, real estate, other appreciated assets	estate tax deduction	costs nothing today
IRA Beneficiary	N/A	retirement plan	estate tax deduction, avoid excessive taxation of heirs	easy gift to make
Life Insurance Beneficiary	N/A	insurance plan	estate tax deduction	reduces size of estate
Charitable Gift Annuity	N/A	cash, securities	income tax deduction, deferral or reduction of capital gains tax.	provides current income

CHARITABLE BEQUESTS

The most common form of legacy gift, a bequest, is a provision in your will or trust that allows you to leave a specific amount or specific asset to the LightHouse, such as an outright gift of cash, securities or other property. By including LightHouse for the Blind and Visually Impaired in your will or trust, you can specify that some or all of your assets come to us after your lifetime. At that time, the asset(s) you specify will pass to us, and your estate can take a charitable deduction for the amount of your bequest, reducing the estate taxes payable.

Here is sample wording to earmark a bequest to LightHouse for the Blind:

"I, hereby Give, Devise and Bequeath dollar amount (\$) or percentage (%) of the rest, residue and remainder of my estate or specific asset(s) () to LightHouse for the Blind and Visually Impaired, located at 1155 Market Street, Floor 10 in San Francisco, CA 94103, to be used for its general purposes (or specific program such as Enchanted Hills Camp for the Blind)."

CHARITABLE GIFT ANNUITIES

A Charitable Gift Annuity (CGA) allows you to secure a steady stream of income and reduce your taxes while contributing to LightHouse for the Blind. To create a CGA, you place assets into an irrevocable trust and name a trustee. The trustee invests the assets (which can grow tax-free) and pays a fixed dollar amount to the trust beneficiaries (yourself, spouse, or children) for life or for a set term. When the last beneficiary dies or the trust's term ends, the trust dissolves, and the remaining assets are distributed to the charitable beneficiary. This option may be the right one for you if you are looking for a means to secure your current financial needs. LightHouse has partnered with the Silicon Valley Community Foundation to offer Charitable Gift Annuities to the LightHouse community.

A bequest is one of the simplest ways to provide continuing support for the LightHouse.

Contact us for more information at 415.694.7333 or jsachs@lighthouse-sf.org.



A pink-cheeked Teresa Liu types away at her Perkins Braille during the spelling portion of the 2017 Braille Challenge.

DESIGNATING LIGHTHOUSE for the BLIND as a BENEFICIARY of an INSURANCE POLICY or RETIREMENT PLAN

You can name LightHouse for the Blind as a primary beneficiary of your life insurance policy or as a contingent beneficiary, should your other beneficiaries not survive you. After your lifetime, the benefits from your policy would pass to LightHouse for the Blind free of federal estate tax. To establish this type of gift, you simply request a "Change in Beneficiary Designation" form from your insurance agent.

By naming LightHouse for the Blind as a beneficiary of your retirement plan, you may save

your beneficiaries money in federal taxes on many levels. First, designating LightHouse for the Blind as the beneficiary will remove the value of the retirement assets from your gross taxable estate. Additionally, because contributions to your retirement plan were likely not subject to income taxes at the time of contribution, nor were taxes payable as they appreciated in value over the years, distributions that a beneficiary receives from a retirement plan will be subject to federal income taxes upon receipt. When IRA plans are passed on to

heirs, they are taxed at alarmingly high rates, up to 70%. However, since LightHouse for the Blind is a nonprofit and is exempt from taxes, it is not required to remit any portion of the distributions to the Internal Revenue Service.

For example, Lara owns a 401(k) account that has a value of \$50,000 at the time of her death. She designated her niece, Maria, as beneficiary. If Lara's estate is taxable, Maria may only be entitled to as little as \$30,000 in distributions. Further, as Maria receives distributions from the

401(k) plan, she will be required to pay income taxes on such distributions, and therefore will likely only receive a net benefit of \$20,000, depending on her income tax bracket. However, LightHouse for the Blind, as a charitable organization, would receive the full \$50,000, as compared to only \$20,000. In addition, Lara's estate would receive an estate tax charitable deduction for gifting the 401(k) to LightHouse for the Blind.

Designating a charitable organization as a beneficiary of a retirement plan gives you the chance to transfer the full amount of the savings that you have worked so hard to achieve throughout your life.



Campers at Enchanted Hills Chemistry Camp lean in with amazement to observe an experiment.



A young woman poises in profile, ready to shoot a basketball.



Two girls holding their canes lean against one another while smiling for the camera.

LEAVE a LEGACY to ENCHANTED HILLS

Did you know that you can specify a planned gift, such as a bequest, to a particular LightHouse program, such as Enchanted Hills Camp?

A legacy gift for Enchanted Hills Camp helps us provide unparalleled learning, adventure and exploration for blind, low vision and deaf-blind people of all ages. Enchanted Hills changes lives. At camp people meet mentors, they make friends, sometimes they find love. Make a gift through your estate to Enchanted Hills Camp to sustain EHC for years to come. With 311 acres, more than 50 older buildings and more than 20 different camp sessions for blind campers each year, there is a great need for upkeep and innovation at our impactful camp. Most importantly, you can feel satisfied that your contribution will be instrumental in making the magic of Enchanted Hills Camp happen for the next hundred summers.



A young man shoots a bow and arrow with the guidance of a camp counselor at Enchanted Hills Camp.

“Enchanted Hills is a place feel accepted. They don’t have to

blind kids can immediately explain their cane, or how it works.”

- Olivia, Enchanted Hills camper



Youth Services Coordinator Jamey Gump smiles with his pilot while riding a tandem bike during Cycle for Sight.

TOGETHER we can map out strategies that will help you support our empowering programs for people who are blind or have low vision while maximizing your tax and financial benefits.

To discuss legacy giving or to inform us of your intentions, please contact: Jennifer Sachs, Director of Development, at **415.694.7333** or **jsachs@lighthouse-sf.org**

∴LIGHTHOUSE∴
FOR THE BLIND AND VISUALLY IMPAIRED

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