



# Foundation FOCUS

Summer 2009

ASBURY~SOLOMONS ISLAND ... supported by Asbury Foundation

## Creativity and Compassion



**Resident  
Margaret Hayes**

Asbury~Solomons Island resident Margaret Hayes brought her idea of a *Thankful Giving Campaign* to the Foundation in the fall of 2008. The idea resulted in a tree adorned with leaves bearing the names of honorees. Next to the tree was a book where messages of thanks were proudly displayed. The tree, located in the lobby of the community center, filled quickly, and a larger-than-normal sense of gratitude spread across campus. The campaign generated thousands of dollars for the Asbury~Solomons Foundation, and the community plans to continue sponsoring it at Thanksgiving each year.

It would be hard to find someone in the Asbury~Solomons Island community who has not been positively influenced by Margaret Hayes. She has provided service and support in so many ways.

In 1998, Margaret's mother moved to Assisted Living at Asbury~Solomons Island; nine months later, Margaret and her husband, Ed, moved to A~S after 31 years in Upper Marlboro, Md. When they first moved in, Margaret volunteered to be the Health Care Center Volunteer Coordinator. Soon realizing that she could help in all areas of the community, Margaret joined the Resident Council. She served two terms, first as secretary, then as president. She was elected to the A~S Board of Directors in 2003 and has recently completed a six-year term. Margaret serves on the staff of *River Views*, is one of the original "Party People," and is a member of multiple committees, including the Computer Club, Marketing Committee, and Entertainment and Travel.

Through all of her hard work and service, the topic that brings a twinkle to her eye every time is "grandchildren." Margaret and Ed have two children, Steve and Susan, and are blessed with three grandchildren, Mike, Matt, and Molly (who, we must add, were honored on our *2008 Thankful Giving Tree*).

"I think I inherited the 'volunteer gene' from my family," Margaret shares. "My mother and grandmother were actively involved in fundraising for the Ruppert Home for the Aged as well as the German Orphan Home in southeast Washington. Our whole family played a role in supporting the residents of these homes. In 1939, my father, who was born in Scotland, organized a major golf tournament in Washington, D.C., to benefit the British War Relief Fund. With our children, we participated in all aspects of the Marlboro Boys and Girls Club, where I was the first female football coach; in the Happiness Club, which worked closely with the children in the Orphan Home; and in school and community events. The volunteer gene has indeed passed on to our children and our grandchildren." Margaret has also had a full professional life. After college, she worked at Pepco, first as a writer for the company's monthly magazine and later as a secretary to the Legal Counsel.

*continued on page 3*

*"It would be nice to have a campaign where residents can express their thanks to each other and to the associates by giving to the Benevolent Care Fund."*  
— Margaret Hayes

# How to Win-Win!

*“Jean,” a longtime Asbury resident, wants to make a gift to the Benevolent Care Endowment Fund, yet is apprehensive because of her dwindling dividends.*

If Jean’s dilemma sounds familiar, you may wish to learn about tax-planning strategies that make it possible to both earn income and make a gift. One such strategy is the **charitable gift annuity**.

## An Annuity—and a Gift

Typically, giving and receiving are viewed as opposite actions: in this case, an *annuity* refers to the creation of an annual income stream, while a *gift* gives financial resources away. But the charitable gift annuity *combines* these two ideas. In practical terms, the gift

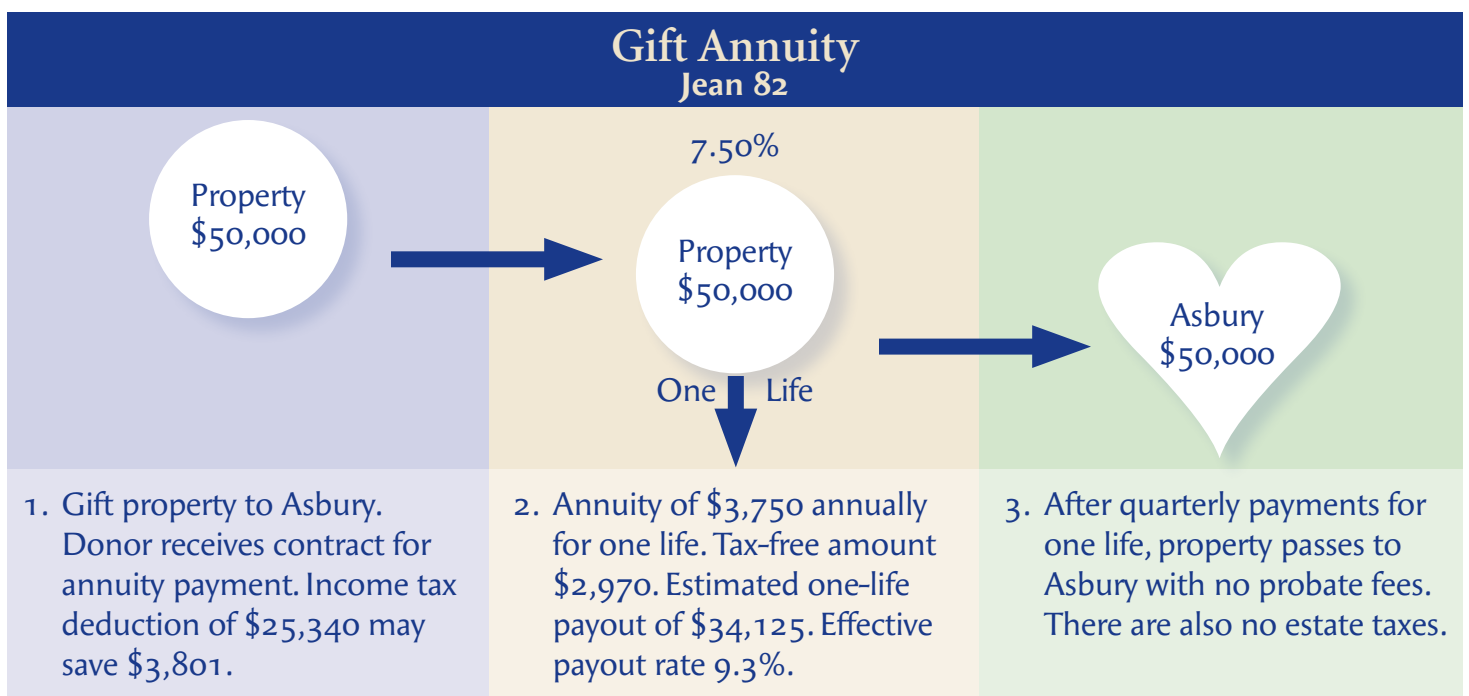
annuity is a contract between Asbury~Solomons Island and you. The contract provides fixed payments to a donor (or donors) for life and an ultimate gift to charity.

Here is how the contract works:

Jean funded a \$50,000 gift annuity to benefit Asbury~Solomons Island, who, in turn, provides annuity payments to Jean for the remainder of her life. Rates on one-life charitable gift annuities range as high as 9.5% and are based on the age of the annuitant. For purposes of our illustration, let’s assume that Jean is 82 years of age. The \$50,000 gift annuity guarantees her annual payments of 7.5%.

But her benefits don’t end with the attractive annuity rate. Since, upon her death, the gift annuity contract becomes a gift to the Asbury~Solomons Island Benevolent Care Endowment Fund, a number of charitable tax benefits accrue. A formula calculates the value of the ultimate gift to charity and provides for an immediate charitable income tax deduction. And when the gift annuity is funded with an appreciated asset, a portion of each annuity payment may be tax-free ... further reducing tax liability.

In Jean’s case, the gift annuity actually results in the following benefits outlined below:



*(This educational illustration is not professional tax or legal advice; consult a tax advisor about your specific situation.)*

## How to Win-Win!, continued from page 2

### Variations on the Charitable Gift Annuity

The charitable gift annuity is flexible enough to help meet the objectives of almost any financial plan. It may be funded with cash, securities (a portion of each payment is considered tax-free return of principal), and certain types of property.

### See What a Charitable Gift Annuity Might Mean for You

If you would like to see just how a gift annuity agreement might help you realize your objectives, we would be happy to prepare a customized gift annuity proposal for you.

All you have to do to take advantage of this complimentary service is call, e-mail or fax us with your birth date, the amount of annuity you desire, and whether you would like payments to be made for one or two lives. There is no obligation for this

educational service that we offer to friends of Asbury~Solomons Island.

The benefits inherent in charitable tax planning are a result of an historical recognition of the value of individual philanthropic support. The tax benefits afforded are calculated incentives, designed to encourage each of us to participate in those charitable efforts that are in line with our personal values and objectives. To this end, we are pleased to be able to offer professional charitable tax planning information as a service to our friends ... and we welcome your confidential call or inquiry.

*You can run your own calculations with our gift calculator at [www.TheAsburyFoundation.org](http://www.TheAsburyFoundation.org) under the Planned Giving tab. For more information, contact Melissa Carnes, Asbury~Solomons Island Director of Development, at 410-394-2697 or [mcarnes@asbury.org](mailto:mcarnes@asbury.org).*

### SINGLE-LIFE ANNUITY RATES

Age	Rate
60	5.0
65	5.3
68	5.5
70	5.7
72	5.9
74	6.1
76	6.4
78	6.7
80	7.1
82	7.5
84	7.9
86	8.3
88	8.9
90	9.5

### Continued from Our Cover

When her husband retired on disability, she started a second career in the management office of a local mall, and became a Certified Marketing Director in 1990. She worked with AARP to organize a mall-walking program, which began with 40 walkers, increased to 1,000, and is still going strong today. She was instrumental in forming a Partners in Education relationship with a local middle school. Many students in Prince Georges County are still enjoying the \$10,000 Scholarship Awards program that Margaret started years ago through her career.

Notes Melissa Carnes, A~S Director of Development, "Having someone on my side with the professional experience, connection to the community, creative

ideas, and compassion for the A~S Benevolent Care Fund is an absolute blessing. I cherish every moment I am able to spend with Mrs. Hayes. She is a role model, and she is a great friend."

"Having been so actively involved in the Health Care Center, I soon realized the need to build a strong foundation for the Benevolent Care Fund," says Margaret. "No matter how well we have planned for the future, life sometimes has other plans for us, and our financial status can change quickly. I am determined to do whatever I can to keep residents free from worries about being cared for.

"I feel truly blessed to have such great friends and neighbors at Asbury~Solomons Island!"



## Asbury~Solomons Island

11100 Asbury Circle  
Solomons, MD 20688  
[www.AsburySolomons.org](http://www.AsburySolomons.org)

*Discover how one resident puts  
her creativity to work*

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Rescheduled —  
Caring Classic Golf  
Tournament

**October 13**

See our next  
newsletter for  
additional  
Foundation  
events!



EQUAL HOUSING  
OPPORTUNITY