



Why Plan a Legacy Gift to the Sault Area Hospital Foundation?

Gift Planning is planning for the future. It means looking after your loved ones and remembering the charities you care about during your life. Your gift is an expression of your values, hopes and dreams - a vision for better healthcare for our community. A planned gift is when a donor makes a substantial gift for the future - one that's arranged now; but is realized at a later date. Planning a gift to Sault Area Hospital Foundation may be as simple as naming the Foundation in your will, or it may involve giving in a number of ways over time to achieve a significant goal.

A planned gift can:

- improve healthcare for our community
- be a lasting memorial to you or a loved one
- reduce taxes on your estate
- offer immediate tax savings

"There is no time like the present - if not for making a gift today, then perhaps for planting the seed for a future gift."



Building a Bridge to the Future - December 2008

Serving Our Donors

Sault Area Hospital Foundation staff work closely with donors to fulfill the SAHF mandate of being a key financial supporter of the Hospital. The provincial government delivers the basics in healthcare and the community is responsible for providing funds for new equipment, upgrades to patient care facilities and development of programs. Our dedicated staff is committed to equipping the Hospital in the vision of donors who include patients, their families and friends, volunteers, businesses, service clubs, and organizations.

Meet two enthusiastic SAHF team members ready to serve donor needs:



Melissa Watson, Administrative Assistant, Foundation Team Member since 1998

As Administrative Assistant, Melissa is responsible for maintaining all financial transactions and bank reconciliations, providing administrative support to the Foundation's Board of Directors and administrative/project support to the Executive Director.

Melissa's role has recently expanded to overseeing donor recognition for Annual Giving and the New Hospital Campaign through activities such as maintaining recognition displays, organizing annual receptions, and developing newsletters. Melissa was a member of the Campaign Management team for the New Hospital and provided administrative support to the Campaign Director, Co-Chairs and Cabinet Members. She also maintained the Campaign budget and was responsible for production of campaign materials and other campaign-related work.

"I consider it a privilege to work with our donors on a daily basis. Whether serving donors that come into the office or to hear personal stories through a reception, event or call, their experiences are always inspiring. These donors are the cornerstone of our organization and, because of their generosity, we can provide the necessary equipment for our hospital. I am truly grateful to our donors."



Kimberly Yakasovich, Database Coordinator, Foundation team member since 2004

Kimberly monitors the accuracy of our database which houses all the records for our donors' giving history as well as details of donations made in honour or in memory of someone for recognition purposes. Kimberly's portfolio also includes overseeing the stewardship of the generous donations made to our New Hospital Campaign. More recently, she has assumed some donor relations duties such as the Annual Report, our Spirit of Giving newsletter and our Monthly Donor program.

"I have been a long-time supporter of the SAHF and feel very fortunate to now be able to work with the Foundation. I have the daily privilege of meeting donors and hearing their stories and watching how their contributions, no matter the size, all work to make a difference in the lives of the SAH patients and their families."

SAHF Our Mission

The founding and ongoing purpose of the Sault Area Hospital Foundation is to raise funds for the hospital. The government provides the basics in healthcare, but these basics do not include the full cost of new medical equipment. New equipment and upgrades to patient care facilities and programs have always been considered a community responsibility. To accomplish this, the Foundation seeks community involvement through donations from patients, their families and friends, businesses, service clubs and other organizations.

SAULT AREA HOSPITAL FOUNDATION

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Please visit the Planned Giving section on our website at: www.sahfoundation.com

Building a Bridge to the Future

December 2008

Planning Today for Our Hospital's Needs of Tomorrow



SAULT AREA HOSPITAL FOUNDATION

Jackie's Spirit Lives on through SAHF Contribution

For more than 60 years, Eddie and Jackie Hay shared a life together - running a successful business, raising an exceptional family and supporting the community they called home for most of their lives.

Over the years, the couple was passionate about many causes, but nothing meant more to Jackie than contributing to the Sault Ste. Marie hospital. She donated annually in hopes of improving programs and patient care - two things that were very close to her heart.

As a cancer survivor, Jackie knew first-hand the importance of quality medical care and to her, donating to the Sault Area Hospital was a top priority. It was at SAH that many of Jackie's family members lost their battle with cancer. Despite the best care SAH could offer, Jackie's eldest son Michael succumbed to the disease six years ago, and this renewed her wish for enhanced health care in Sault Ste. Marie.

"She was committed to supporting this great cause," says David Hay, Jackie's youngest son. *"She wanted to somehow help those whose lives had been touched by cancer."*

After 35 years being cancer-free, the disease returned and Jackie began treatment at SAH with Dr. Walde as her physician. During her treatment Dr. Walde, and the dedicated staff of the Oncology Unit, always showed compassion, knowledge and never gave up on her fight to survive. Every 'good morning', smile and helping hand gave Jackie the strength she needed during this difficult time.

It was this 'never give up attitude' of Dr. Walde and his staff that extended Jackie's life by more than three years time to spend with her husband, son, grandchildren and great-grandchildren and to enjoy her life.

"My mother was always treated with dignity and respect. The

care of Dr. Walde and the staff of the Oncology Unit was, in one word, unbelievable," says David.

Jackie lost her battle with cancer in February at age 78. Before her passing, she was able to make one last investment in SAH - one that would continue into the future - a donation to the New SAH Campaign.

That contribution to the hospital was not the last for the Hay family. After Jackie's death, Eddie decided to make a special gift in honour of his wife and to recognize the exceptional care delivered by Dr. Walde and the staff of the Oncology Unit.

Eddie's donation was the first of its kind for the Foundation and truly embodied the spirit of giving that Jackie upheld throughout her life. In 2008, Eddie contributed \$200,000 into the Strategic Charitable Giving Foundation, which has now been allocated to the Hay Family Charitable Fund and invested on behalf of the family. This generous donation will annually contribute 3-5% to SAHF's Cancer Care Fund, for a minimum of 10 years.

"I am very honoured my family could make a donation that will help so many in our community. It was important to me and to my dad to make an on-going contribution, so that my children and grandchildren and the many generations to come will benefit," says David.

Jackie Hay spent most of her life contributing to a hospital that provided exceptional care to her and many family members. Because of this generous donation by Eddie and the Hay family, Jackie's legacy will continue to live on far into the future, changing the lives of many along the way.

For the SAHF's Cancer Care Fund, this donation is much more than a monetary gift.

"This donation reflects how Jackie Hay received respect and compassion in a caring environment throughout her journey as a patient at the Sault Area Hospital and her family showing its gratitude, specifically to the Oncology Unit," says SAHF Executive Director Cheryl Pavoni. *"Jackie's spirit will endure and we are very grateful to them for paying tribute to her by making an ongoing commitment that will benefit many other cancer patients in the future."*

Forever remembered in a special quote written in a letter to SAHF on behalf of the Hay Family: *"In loving memory of Jacqueline (Jackie) Hay who lost her battle with cancer Feb. 8, 2008. Our sincerest thanks to Dr. Walde and to the nurses and staff of the Oncology Unit for their devotion and kindness."*



Welcome to the second edition of our Planning Giving newsletter “Building a Bridge to the Future”. This newsletter was created to share donors’ personal stories about their planned gift to the Sault Area Hospital Foundation and the inspiration for their dedication.

In this issue, you will read about the unveiling of our new donor recognition wall for donors who have advised us of their future intentions. *The “Building a Bridge to the Future” Legacy Society* recognizes donors today for their gift of the future. There is a feeling of accomplishment and pride in knowing that you have helped to make our Hospital, our community, a better place through charitable giving.

Undoubtedly you will also find the featured story very remarkable. We are humble in knowing that our physicians and staff make such a difference in the lives our patients and their families. Most certainly their actions speak volumes. I hope you enjoy reading our latest issue and thank you for assisting the SAH Foundation in *Planning Today for our Hospital’s Needs of Tomorrow*. Don’t hesitate to contact us if you have any suggestions for future articles; we’d love to hear from you!



Giselle Chiarello,
Major Gifts/Gift
Planning Officer, SAHF

Sault Area Hospital Foundation Announces the “Building a Bridge to the Future” Legacy Society

The Sault Area Hospital Foundation is delighted to announce the launch of The “Building a Bridge to the Future” Legacy Society. The special donor recognition wall was unveiled at our Sept. 24th donor appreciation reception, held in the Riverview Auditorium.

The “Building a Bridge to the Future” Legacy Society recognizes and honours those individuals whose estate gifts will provide support for the Sault Area Hospital Foundation and its mission in the future. Membership into the Legacy Society enables the SAH Foundation to appropriately recognize donors during their lifetime.

Along with placement of their names on the new Legacy Society wall, each donor received a beautiful commemorative pewter pin engraved with the Building a Bridge logo. This pin expresses the SAH Foundation’s appreciation and honours the donors’ devotion and commitment to our Hospital and its dedication to serving Sault Ste. Marie and Algoma patients. It is a symbol of our community, its peoples’ past, present, and future generations.

The new “Building a Bridge to the Future” Legacy Society wall is proudly displayed in the Renal Dialysis hallway and will be moved to the new hospital building.

Special thanks to our inaugural members: Margaret Gould, Dr. Donald & Phyllis Duffin, Pierino Belsito, Bea Mearow, Michael Rosso, Honourable Justice Pat & Linda Fitzgerald, Ross Cutmore, Nora & Franklin Prouse, Donna & Don Ford, and Lottie Linley.

We recognize that some donors prefer not to be publicly recognized for their gifts. The Foundation respects these wishes and assures them confidentiality. To also respect our donors’ wishes, the “Building a Bridge to the Future” Legacy Society recognition wall does not display levels of giving.

New members will be added on the wall upon acknowledgement of their intention to make a legacy gift. This new recognition wall was generously donated by Cliffe Printing Inc.



Charitable Bequests

For many individuals, the largest charitable donation they will make is a gift under the terms of their will - referred to as a charitable bequest.

Where the gift is large, it is crucial to ensure that the gift qualifies as a charitable bequest and, therefore, a creditable donation. Please note that when an individual names a charity as an RRSP, RRIF or insurance policy beneficiary, the value of these plans can also be treated as a bequest.

Where a bequest is provided for and meets certain conditions set by the Canada Revenue Agency (CRA), it will be treated as a donation made in the year the individual dies, and won’t be considered as a gift made by the estate. In the case of a bequest made in a will, note that the actual funds need not be remitted to the charity immediately. For example, where a charity is named as a residual beneficiary of an estate that will carry on for several years, the value of that residual interest just after death (discounted value of estate assets minus debts) can qualify as a bequest.

As mentioned, the CRA has set some conditions that must be met for bequest treatment, which can be summarized as follows:

- It is clear that the deceased individual intended to make a donation to charity;
- The amount of the donation to be made to charity is set as a fixed dollar amount or as a specific percentage of the deceased’s estate or the estate residue;
- Where the bequest is a percentage of the estate residue; the will clearly specifies what is to be paid from the estate in determining the amount of any residue; and
- The will does not provide for discretionary capital encroachments by the trustees of the estate or others.

Note that the CRA has said that a gift can qualify as a bequest even if the deceased’s will does not spell out specifically which charities will benefit from the gift (*as long as it is clear the amount set out does have to be donated*).

Gabe Stefanizzi,
Partner, BDO Dunwoody LLP
Chartered Accountants & Advisors
and SAHF Board of Directors



Where a gift does not meet the CRA conditions above, the gift will likely be allowed as a gift made by the estate when the amount is actually paid. However, this won’t be beneficial if the income of the estate is not large enough to allow the charitable donation credit to be utilized in the year of the gift and the following five years (*under the general donation rules, a donation claim cannot exceed 75% of the taxpayer’s income for the year*). Bequest treatment is beneficial because the 75% rule is waived in the year of death and the prior year, and because deemed dispositions arising on death of property and deferred income plans can create a large income inclusion where rollovers are not available. So, bequest treatment is often crucial for larger donations.

To designate the Sault Area Hospital Foundation as the beneficiary of your RRSP or RRIF, contact the financial institution who hold the funds and ask for a beneficiary designation form. We, at the Foundation, can assist you in completing this form to ensure that your wishes can be carried out. Your gift will contribute to the future equipment needs of our Hospital.

For more information, please contact **Giselle Chiarello**, Major Gifts/Gift Planning Officer, at (705) 759-3827 or 1-888-623-3904 or by e-mail at: chiarellog@sah.on.ca

Supporting SAHF Helps with Taxes and Estate Planning

There are many ways to make a gift to the Sault Area Hospital Foundation and also receive tax benefits.

Bequests

A gift through your last will and testament is simply a distribution from your estate to the SAHF. There are different kinds of bequests. For each, you must use very specific language to indicate the precise direction of your assets and to successfully carry out your final wishes. In any charitable bequest, be sure to name the recipient accurately. Bequests are the most common planned gift.

Gift of Securities

A gift of appreciated publicly traded securities - stocks, income trusts, bonds, mutual funds and shares - are the most tax-effective ways to make a donation.

Many people find that giving a gift of security, allows them to make a substantial contribution to the SAHF while offering significant tax benefits. The gift can be made during your lifetime or as part of the estate process.

Tax benefits to donating securities: normally, when you sell a publicly traded security, you must pay tax on 50% of gains realized. Yet, when you donate a gift of security to a charity, the capital gains tax is eliminated.

You will receive a charitable donation receipt for the full amount of the fair market value of the security, just as if it had been a cash donation.

Life Insurance

There are a variety of life insurance policies that are equally beneficial to the donor and the charity. Below are the various ways to give a life insurance policy to the SAHF:

- Transfer ownership of a paid-up policy
- Transfer ownership of an existing policy with premiums still owing
- Purchase a new policy, initially naming the charity as the owner
- Name the SAHF as primary beneficiary of a policy
- Name the SAHF as a co-beneficiary

Gift of RRSP/RRIF

A gift of an RRSP/RRIF can be made by designating the SAHF as the beneficiary. The tax credits generated by the charitable tax receipt will offset taxes payable on the distribution of the registered retirement fund. The estate could then claim the RRSP up to 100% of net income on the final tax return. This incentive simplifies a gift of this type and, therefore, has become quite popular.

Charitable Gift Annuity

Through annuities, you make a charitable gift to the SAHF. A gift annuity is a contract between you and the Foundation that would guarantee you and your beneficiary’s income payments for life.

An income from the annuity is guaranteed, a tax credit may accrue to you, and at the same time, the Sault Area Hospital benefits. It is a gift that is guaranteed and a virtually tax-free retirement income. Gift annuities help ensure a healthy future for our hospital and members of our community.

Sault Area Hospital Foundation would not presume to offer financial advice. We recommend that you seek professional legal, estate planning and financial advice to assist you to establish a planned gift that will meet your philanthropic interests and achieve the greatest tax benefit to you.

Are you interested in Building a Bridge to the Future?

Yes, I would like more information on how to:

- Include a gift to the SAHF in my will
- Donate stocks/bonds/mutual funds
- Donate RRSPs/RRIFs
- Donate life insurance
- I/We have already included the SAHF in my/our Estate Planning or Will.
- I/We am interested in becoming part of “Building a Bridge to the Future” Legacy Society. Please send me more information.

Name _____

Address _____

City _____

Province _____ Postal Code _____

Phone (_____) _____

Cell (_____) _____

E-mail _____

SAHF

SAULT AREA HOSPITAL FOUNDATION

Please return this form to the SAHF by mailing it to:

**Sault Area Hospital Foundation
969 Queen Street East
Sault Ste. Marie, ON P6A 2C4**

Sault Area Hospital Foundation respects your privacy. We protect your personal information and adhere to all legislative requirements with respect to protecting privacy. We do not rent, sell or trade our mailing lists. The information you provide will be used to deliver services and to keep you informed and up to date on the fundraising activities of the Foundation. If at any time you wish to be removed from our mailing list, simply contact us by phone at (705) 759-3848 or by e-mail at foundation@sah.on.ca and we will gladly accommodate your request.

Thank you for considering leaving a legacy gift to the SAHF.