



Star advisor **Jane Peebles** shares tips

Naming a fund successor advisor

CCF scholarships make college a reality for low-income students



What's Happening at CCF



First African American woman named board chair

Reveta Bowers, head of school at The Center for Early Education in West Hollywood, took over as chair of CCF's board of directors on Jan. 1, succeeding Jane B. Eisner. Also: **Mary Anne Doyle** joins CCF as director of organizational learning and lawyer **Edward Mullen** is the new estate and gift planning officer. **Terri Mosqueda** became the donor relations officer, managing the donor relations team, and **Rosie Arroyo** was named board/community relations liaison.

Reveta Bowers



Terri Mosqueda

Fourth-quarter and 2008 grants

The foundation made 1,598 grants totaling \$34.7 million to the community through its foundation-directed and donor advised funds. For 2008, CCF made a total of 6,390 grants for \$228.4 million.

Sylmar Wildfire Victims **Still Need Help**

CCF raised \$184,572, including its match of \$92,286, for relief and recovery efforts in the aftermath of last fall's wildfires in the Sylmar area. Funding will support those who were displaced or lost housing, belongings and/or employment, or suffered physical or mental health problems.

CCF conducted a needs assessment and distributed three grants for \$150,000. Nonprofits working in the affected area still need your help. CCF will match contributions up to \$250,000. For more information, contact **Donor Relations Associate Courtney Gross** at (213) 413-4130. To donate, go to www.calfund.org.

Back to the Future

CCF Helps Grantees Prepare for Uncertain Times

CCF surveyed 112 grantees to find out their needs and challenges, then held five workshops Dec. 8-12, 2008 to offer help with online giving, planned giving and management support resources.

Board development and more funding resources are the most common challenges grantees said they face. The workshops raised awareness among grantees about the services CCF offers, a post-workshop evaluation showed.

CCF is helping to preserve and sustain grantees by: serving as a no-cost back office for planned giving; providing access to local Management Support Organizations for low and no-cost consultation and training; and providing a planned giving toolkit with information about services that go beyond the grant.

CCF will host webinars on Feb. 3 and Feb. 5, 2009 to brief donors and advisors about the recommendations from the workshops. For more information, go to www.calfund.org/learn/webinars.php.



Grace Cheng Braun of WISE & Healthy Aging, a human development grantee

“ We were successful in helping our grantees think about their futures, learn about CCF and the role we can play in that future. This is just the start of a work in progress. ”

—John E. Kobara, CCF’s senior vice president of external and donor relations

Naming Successor Advisors for Funds

Your clients can designate someone to take over their CCF donor advised funds, called a successor advisor, upon the death or incapacity of the founding donor or initial advisor. Successor advisors assume the rights and duties associated with advising the fund. In most cases, founding donors may designate up to one generation of successor advisors (including children, partners or other descendants, heirs or representatives). Some donors have named their personal advisors, such as their attorney or accountant,

to recommend grants from the fund. Others have named friends or colleagues.

If no successor advisors are appointed, upon the death or incapacity of the founding donor, a donor’s fund will become part of the endowed funds that the foundation uses to do competitive grantmaking in its five priority areas: [arts](#), [education](#), [health care](#), [human development](#) and [neighborhood revitalization](#).

Enjoy Great Payout Rates for a CGA

What is a **Charitable Gift Annuity** or CGA? It is a contract under which a charity, in return for a transfer of cash or stock, agrees to pay a fixed sum of money for a period measured by one or two lives.

Why CGAs are attractive now:

• Present-Life and Deferred-Life:

Present-life gift annuities begin payments immediately and are for participants 65 and older. Deferred-life gift annuities are available for participants as young as 45 years old with payments beginning as soon as one year from the date of gift.

• Timing:

When interest rates are low and stock markets are volatile, [Charitable Gift Annuities](#) are a great way to go. CCF follows the payout rates set forth by the [American Council on Gift Annuities](#), which has a maximum rate of 9.5% for those 90 and older. Contact Natalie Cowan-Birch, gift planning assistant, for the current rates at [\(213\) 413-4130](tel:213-413-4130).

Star Advisor Peebles: Wait On Taxable Irrevocable Gifts

Jane Peebles, estate planning attorney of Karlin & Peebles, LLP in Beverly Hills, discusses how she serves the best interests of her high net worth clients. While she does a lot of domestic estate and charitable planning, she also specializes in international tax planning and philanthropy. The average net worth of her 200 clients is \$20 million.



Jane Peebles

Q. How do you talk to your clients about intergenerational wealth and philanthropy?

“I encourage them to set up incentive trusts so they won’t end up with trust-junky kids with no self esteem. After we’ve gone through all the family goals, I ask them if they support any charities. Almost all of them do – the big hospitals, opera, alma maters. Many are passionate about specific philanthropic fields of interest. The discussion frequently deepens, depending on the age of the client. Many wish to involve their children in philanthropy, whether as members of the board of their family foundation or as advisors on their donor advised funds. I have frequently drafted foundation bylaws to allow children as young as 10 to 13 to act as non-voting board members, responsible for deciding how a small set amount will be granted each year. The children learn about their parents’ philanthropic activities and the importance of giving back to the community, and they love doing site visits. When it works well, it can really ground these children of wealthy families and teach them responsibility and bring the families closer together.”

Q. What do you tell your clients during this uncertain economic time?

“No taxable irrevocable gifts right now, just in case the new administration freezes the federal estate tax, which

is scheduled to be repealed in 2010. In low-interest environments, charitable lead trusts are a way to greatly reduce your gift tax while fulfilling your charitable goals.”

Q. Are your clients giving less to charities now?

“Clients in the \$20-\$50 million range are giving a little less. For those \$50 million and up, it’s a non-issue.”

Q. Do your younger clients give differently than older ones?

“The younger ones are more interested in international causes. Statistics show that while international giving is a small percentage of overall philanthropy, the proportion of international giving is growing faster than domestic giving, even in light of the Patriot Act.”

Q. Why do you refer clients to CCF?

“The appeal of a CCF donor advised fund is that clients can put money in and not think about where they want it to go. CCF knows the community well, it’s well established and has a sophisticated development staff. It is very helpful to clients who don’t have particular charities in mind. You don’t get that with commercial donor advised fund sponsors.”

Contact Jane Peebles at (310) 274-5245 or jpeebles@karlinpeebles.com

Watch out for these scams

Jane Peebles says beware of these dubious methods of making a quick profit:

Hocus Pocus CRT: “A questionable way of trying to eliminate capital gains tax. The IRS is scrutinizing it and considering making it a listed tax-shelter transaction and is currently requiring all who participate in the strategy to report it to the IRS.”

Charitable-Owned Life Insurance or Dead Pool Arrangement: “The promoter gets the bulk of the money and the charity gets very little. It raises issues of misuse of a charity’s insurable interest in its donors.”

Scholarships: Not Just a Check in the Mail



Blanca Garcia

Derrick Cozart

Derrick Cozart practices balance – whether managing school and work or mastering a new skateboarding trick. Blanca Garcia, president of the student body, works 50-hour weeks at two different jobs while attending classes online.

Both are among this year's 1,000 community college students benefiting from nearly \$1 million in scholarships administered by the California Community Foundation. The average award, \$885, goes a long way on a student budget.

Cozart's \$1,000 scholarship finances his transportation to Santa Monica College. A freshman, he hopes to become a registered nurse by 2010, then work until he has saved enough for a bachelor's degree.

Garcia, 22, earned an associate's degree in health sciences and now studies business at Los Angeles Mission College in Sylmar, her hometown. She hopes to someday open a community clinic to address obesity and diabetes.

With the rising costs of college, even a small scholarship can make education a reality for financially needy students. Said Garcia, "Receiving this scholarship is a sign that I'm meant to succeed."

“I'm really thankful that I have people out there that I don't even know who support my education. It means a lot, and it makes me want to keep working hard.”

—Derrick Cozart

Invest in the Future with Scholarship Funds

The California Community Foundation, the largest scholarship fund manager in Los Angeles, administers more than 150 scholarship funds worth \$85 million. Last year CCF awarded more than \$3.7 million to 1,700 students.

You can open a scholarship fund with a minimum of \$50,000. When creating a fund, you can:

- Donate different types of assets.
- Designate the size, scope and demographics of the scholarships.
- Benefit from pooled investment management for lower costs and greater return.
- Rely on CCF to manage your fund, making the process easy for you.

To learn more about scholarship funds, contact Chris Salazar, scholarship administrator, at (213) 452-6225 or csalazar@ccf-la.org or go to <http://calfund.org/receive/scholarships.php>.



The California Community Foundation meets the most rigorous standards in philanthropy and complies with the National Standards of U.S. Community Foundations.

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