

Professional Advisor Council Executive Board

Dear Professional Advisor Council Executive Board Members,

Thanks so much for those who attended last Tuesday's meeting and for those who weren't able to attend, we missed you. We'll be sending full notes of the meeting in the next couple weeks, but in the meantime we wanted to remind you of three important items discussed that could be very beneficial to your clients as you embark on year-end planning.

1. Several Slots Remain in the JCF's New Donor Advised Fund Matching Grant Incentive Program:

New donor advised funds with a minimum initial balance of \$10,000 qualify for their first grant to any Jewish organization to be matched, up to \$1,000. This is like a free \$1,000 for your client's philanthropy! More information on the program can be found [here](#). The deadline to qualify for this program has been extended to December 31, 2009. The regular donor advised fund minimum initial contribution continues to be \$1,800 which is one of the lowest entry points in the country, making these funds an excellent option for clients of all means. View an [online version](#) of the donor advised fund program guide and application.

2. Charitable Gift Annuities Are an Attractive Option in Low Interest Rate Market:

Your clients over the age of 65 could receive a current partial charitable tax deduction and income for life through the simple establishment of a charitable gift annuity. See the [current interest rates](#) and view [more information](#) about this vehicle.

3. Bequests Interest Donors of All Ages

Gail announced at the meeting an interesting result from a study by the Center on Philanthropy which found that individuals aged 40 to 60 are more likely than older Americans to name a charity in their wills, 30% of Americans aged 40 to 60 said they would consider a bequest to charity, 15% of Americans aged 70 to 90 said they would consider such a bequest and people who have named charities in their wills gave more than twice as much annually as those who had not made a bequest. The Foundation's Endowment Leadership Institute bequest building program continues to involve individuals and families of all ages. To date, 725 individuals and families have promised an estimated total of more than \$200 million in legacy gifts to 40 different organizations. View [more information](#) on our Web site.

4. Foundation Grant Making Highest Ever

Last year, in the face of economic challenge and increased community needs, grants from the Foundation's donor advised funds and family foundations broke all records. Almost 5,000 separate grants were awarded and facilitated by the Foundation totaling more than \$63 million to programs in San Diego, across the country and around the world--in areas such as health, human services, education and the arts.

At the meeting, we also announced the Foundation's considerable community impact last fiscal year in a challenging economic environment with exceeded goals for new funds and legacies, new revenue sources, and a stable asset base. Your support makes this philanthropy possible. Thank you for your involvement with the Foundation and for strengthening the community--for now and for generations to come.

Best regards,
Your Foundation Team

Marjory Kaplan, President and Chief Executive Officer
Miriam and Jerome Katzin Presidential Chair

Charlene Seidle, Vice President, Philanthropy
Jeremy Pearl, CFO
Gail Littman, Director of Endowments
Julie Bronstein, Director of Philanthropy

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