



First Parish in Concord

The Legacy Giving Program

November 12, 2017

Today's Agenda



I. Welcome

II. Estate Planning – What are the Critical Elements

III. What is Legacy Giving at First Parish

IV. Getting Started – A Pathway to Your Legacy Gift

V. Other Questions and Answers

I. Estate Planning – What Are The Critical Elements



Let me introduce:

**Peter Johnson, estate attorney and Partner,
Woodman & Eaton, Concord MA**



**Patty Popov, estate attorney and Partner,
Nichols & Pratt, Boston, MA**



II. What is Legacy Giving at First Parish

A Legacy Gift is a financial commitment to First Parish (or some other organization) that is made **now** but will be realized in the **future**.

- This is a gift that enables you to continue your support of our mission long beyond your lifetime.
- This gift often reflects the importance of this organization to your life and how you want to be remembered.
- This gift will be pooled with others made throughout our history, invested, and used to support our programs, maintain our facilities, and buffer our budget from sudden shifts in the economy.



II. What is Legacy Giving at First Parish

Why this program is important to First Parish:

- 1. The operating expenses of First Parish are approximately \$1.2M and the costs increase 3% to 5% per year.**
- 2. 75% of our funding for these expenses come from the annual pledge campaign.**
 - ✓ This campaign is subject to what ever economic conditions affect our ability to raise money.
 - ✓ Our pledge income is very dependent on a few number of large donors. If they reduce their pledges, then there is often a severe impact on our ability to meet our annual costs.
- 3. The Legacy Investment Fund provides 9% of our annual financial support.** The Trustee's mission is to retain and invest the assets of our "endowment" (the Legacy Investment Fund) and continue to add to the fund so we can increase the annual support for the church and reduce pressure on annual fund raising efforts.
- 4. Over the last several years, we have not had sufficient funding to:**
 - ✓ Provide cost of living salary increases to staff
 - ✓ Meet our full payment commitment to the UUA (despite our using a lot of their assistance)
 - ✓ Provide for much needed building repairs and maintenance (the "punch list" is getting bigger)

Therefore, we need to increase our Legacy Investment Fund so that we have sufficient dollars to sustain our mission, our congregation, our staff, our services and continue to support the UUA.

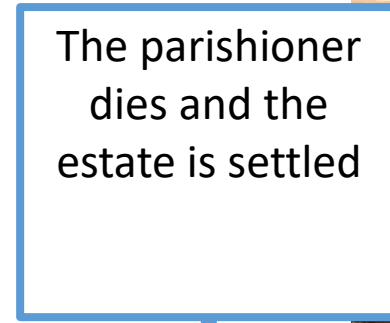
II. What is Legacy Giving at First Parish



A parishioner decides to make a Legacy Gift (commitment) to First Parish



First Parish is notified of this gift and says "Thank You" and the parishioner joins the First Parish Legacy Circle



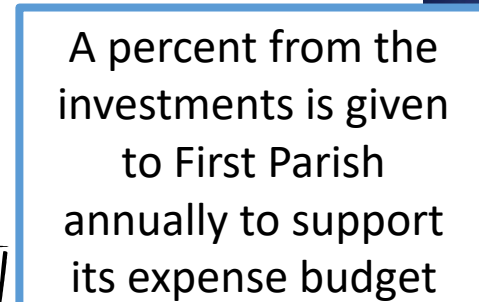
The parishioner dies and the estate is settled



The funds that were "gifted" to First Parish are transferred to the FP Trustees



The Trustees through our investment advisor pools and manages the funds



A percent from the investments is given to First Parish annually to support its expense budget

II. What is Legacy Giving at First Parish

What You Should Consider

How important is First Parish to you?



How much do you choose to leave to your family and to your favorite charities?



Determine how much you want to give to First Parish.

A possible formula for you to consider:

“Let your annual pledge continue to support First Parish.”

Example: If you give \$2,000 per year
Divide \$2,000 by 4%
(4% is the approximate average percent provided to First Parish from our Legacy Investment Assets)

= \$50,000



II. What is Legacy Giving at First Parish

Alternative Ways to Structure Your Legacy Gift

1. A bequest First Parish in your will.
2. Designate First Parish as a beneficiary in your retirement accounts.
3. Designate First Parish as a beneficiary in your life insurance policy.
4. Establish a charitable gift annuity.
5. Other options



II. What is Legacy Giving at First Parish

Announcing the

Peter Bulkeley Living Legacy Program

- Why wait till your estate transfers the funds to First Parish, you can do this now!!!!
- The PBLLP was created with the generous contribution by a member of our community.
- The primary satisfaction of your Legacy commitment is the satisfaction knowing your legacy will be remembered and serve to sustain First Parish for the future. Unfortunately, using the traditional method, you won't be around to enjoy the experience of this contribution.
- The PBLLP provides a special program to receive your legacy contribution while you are still alive. It will be managed by the Trustees like all other funds in the Legacy Investment Fund.
- Interested? Contact Fifi Ball, Director of Operations at First Parish in Concord.



IV. Getting Started – A Pathway to Your Legacy Gift

1. Visit the First Parish website on Legacy Giving or pick up a copy of our Legacy Program Guide at the Church Office.
2. Talk to your advisors and family, and decide on the type of program you want and the amount that you are considering gifting to First Parish.
3. Contact the First Parish Director of Operations (Fifi Ball) or a member of the Legacy Giving Committee to let us know that you are considering developing a Legacy Gift. Let us answer your non-financial questions.
4. Execute your legacy gift.
5. Notify the Director of Operations and complete the First Parish Legacy Gift form.



IV. Getting Started – A Pathway to Your Legacy Gift

We will welcome you into the First Parish Legacy Circle

What is the First Parish Legacy Circle?

Who is in this Circle?

Can I remain anonymous?

What does the Circle do?

What do I need to do?



IV. Getting Started – A Pathway to Your Legacy Gift

Resources Available to You

1. **The First Parish Legacy Giving Program Guide** – Found under “Giving” at the First Parish website <https://firstparish.org/giving/legacy>
2. **Fifi Ball, Director of Operations** at First Parish in Concord
3. **The First Parish Legacy Giving Committee**
4. **Trustees of Parish Donations**
Philip vanderWilden, Treasurer
Laura Bernstein, Trustee and Member of the Legacy Giving Committee
5. **The UUA Office of Planned Giving** – www.uua.org/giving/planned
6. **Your Financial Advisor and/or Estate Attorney**
7. **The First Parish Legacy Gift Form**

V. Time for Your Questions, Answers and Discussion

The Legacy Giving Committee:

Tom Wilson, Chair
Laura Bernstein
Philip vanderWilden
Fred Van Deusen
Patty Popov
Michele Fortier
Fifi Ball



**Thank you for coming and
considering your Legacy Gift to First Parish**

**Live well
Love deeply
Learn continually
Lead courageously
Leave a legacy**



