

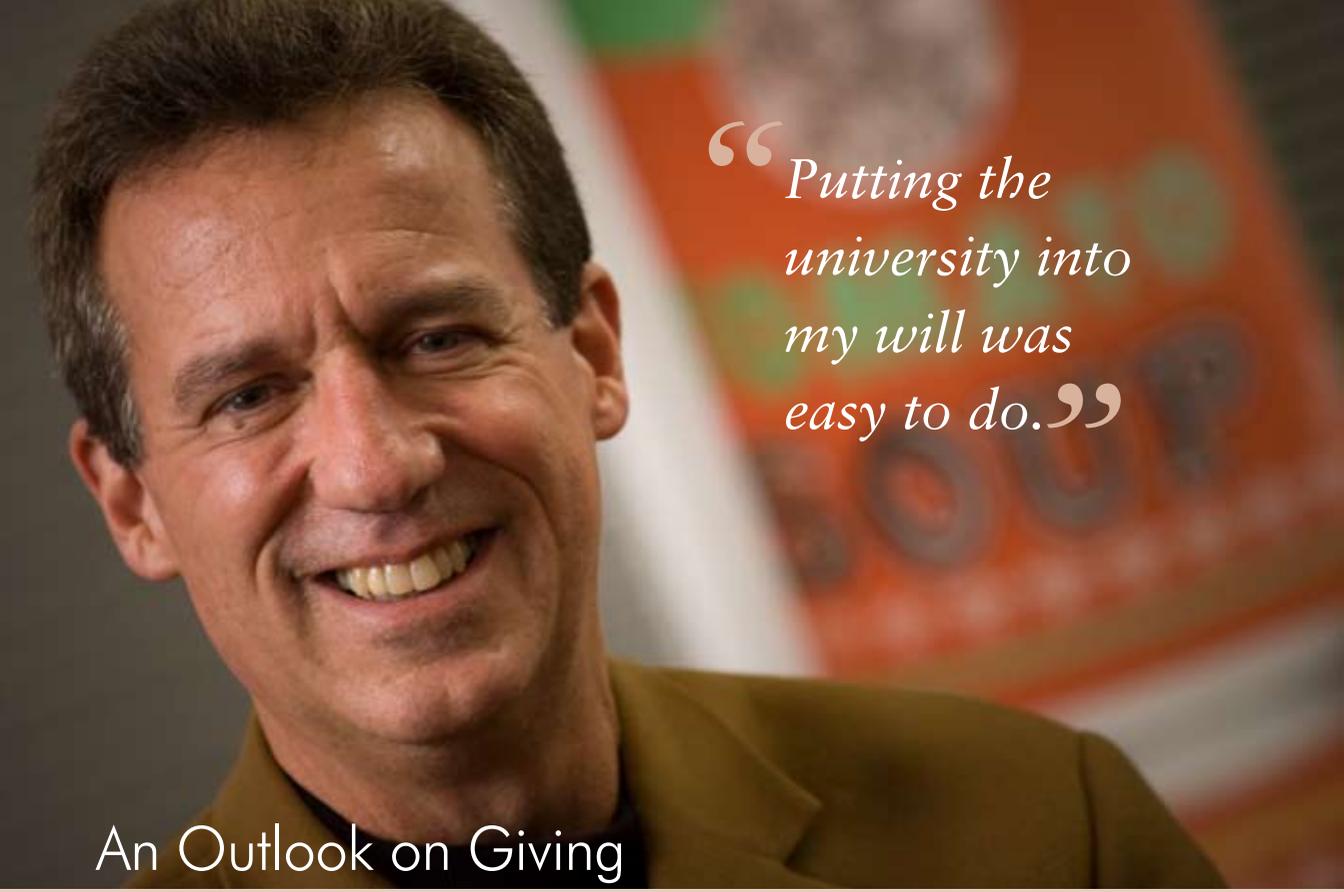


As we move through our lives, we ask ourselves:

- **WHAT DO I WANT FOR MY FUTURE?**
- **FOR MY FAMILY?**
- **FOR THE CAUSES AND INSTITUTIONS I CARE ABOUT?**
- **AND HOW DO I GET TO WHERE I WANT TO GO?**

Our planned giving team can help you find meaningful answers.





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An Outlook on Giving

Legacies come in all shapes and sizes. From his father, College of Engineering alumnus David White learned the importance of giving—and ways to give.

My dad was very active in his church, very involved in fundraising,” says David White. “Planned giving was a big deal. It requires a long-term outlook, but over the years, the church benefited greatly from it.”

As head of Campbell Soup’s global supply chain, White knows the benefits, and necessity, of planning. The senior vice president oversees procurement, manufacturing, engineering, and other aspects of getting the company’s products to market. Campbell’s has 40 factories around the world—a lot to look after. But White can draw on a wealth of experience, including 25 years at Procter & Gamble, and what he learned at the College of Engineering. He earned a bachelor’s degree in industrial engineering in 1977, and a master’s in manufacturing engineering in 1978. “My degrees made a major difference in my life,” he says. “I was accepted to a number of schools, but for several reasons including finances, I chose UMass. It was a springboard for me. I got my start at P&G and got the same job I would have with a degree from a more expensive institution.”

His industrial engineering studies, he says, taught him about “optimizing a company’s resources: people, equipment, and systems.”

Recently he and his wife, Evelyn, used planned

giving to optimize the future value of their financial resources.

“We find that life changes enough that every 10 years we need to update our will,” White explains. Among the changes was their becoming empty-nesters. Their daughter is now in New York City getting a master’s in nonprofit management. She’s not the only one in her family interested in nonprofits: Evelyn spent many years volunteering at nonprofit organizations and is now completing her sociology degree at Bryn Mawr. And David is on the board of the Franklin Institute, Philadelphia’s science museum.

Planned giving gave the couple ways to make the inheritance of their estate more manageable for their daughter—and to support the College of Engineering. “Putting the university into my will was easy to do,” White says, “much like adding in a relative.”

He adds, “UMass is a big public university. We felt better about giving to the college—we could put our heads around a gift to it. It meant something to me personally. And I’m happy about the fact that the money will go to set up an endowment for the dean to use for worthy projects forever.”

Make A Lasting Gift to the College of Engineering

It may be easier than you think.

We offer a range of uncomplicated options that offer benefits to both the college and you.

Bequests

Bequests are the simplest of all planned gifts to make. You can choose to leave specific, named assets to the College of Engineering; you can leave a stated amount of money to the college; or you can determine the residual or a certain percentage of your estate to benefit the college. You can also identify how you want your gift used, for scholarships, research, general support, or in other ways. Bequests should be made to the University of Massachusetts Amherst Foundation at 134 Hicks Way, Amherst MA 01003, for the College of Engineering.

Gift Annuities

The Charitable Gift Annuity is another very easy way to make a gift. This is simply a contract between you, the donor, and the University of Massachusetts. In exchange for specified assets (cash or securities are best) the university guarantees a certain payout for your life or the lifetimes of you and your spouse. The payout rate is determined by your age and can begin immediately or be deferred for a number of years, yielding an even higher payout. This gift provides an immediate income tax deduction and very favorable capital gains tax treatment. It will also remove assets from your taxable estate, should that be a concern.

Unitrusts

Unitrusts comprise a wide range of flexible gift instruments that provide a variable income for your lifetime or the lifetimes of you and your spouse, and/or several others. The income stream is determined by a fixed percentage of the principal at the end of each fiscal year. You can arrange a unitrust directly through UMass Amherst or through an institution such as a bank. The payout rate is negotiated with the establishing corporation. Unitrusts provide an immediate income tax deduction and very favorable capital gains tax treatment. Like gift annuities, they will remove assets from your taxable estate, should that be a concern.

There is a wide variety of unitrusts to meet various needs. One worth special mention is the “flip

unitrust.” The unitrust can be funded with noncash assets, such as property, that will “flip” into income mode upon the sale of the assets. This allows you to make a substantial gift to the College of Engineering as well as create an income stream from the gift of underused land, securities, or other property.

Life Insurance

Life insurance policies that are no longer needed make very good gifts. It is a simple matter to change the beneficiary and the ownership of a paid-up policy to the University of Massachusetts Amherst. At that point the university can hold on to the policy or surrender it and use the cash value according to your instructions to benefit the college. You can also purchase a new life insurance policy, with the beneficiary and owner to be University of Massachusetts Amherst Foundation, and pay the premiums directly to UMass. The premium payments are tax-deductible gifts.

Gifts of Retained Life Estate

A gift of retained life estate—a vacation home, second home, or a family home—to the College of Engineering allows you to use the house for your entire life. You will receive an immediate income tax deduction for the market value of the house or gift of a family residence, avoid capital gains taxes, and remove the asset from your taxable estate.

Securities

When you give highly appreciated securities to the college, the college gets the full value of those securities (the average of the high and the low on the day UMass Amherst receives the securities), and you avoid having to pay the tax on the appreciation. You will also get an immediate income tax deduction. Securities can be transferred electronically very easily. You can specify exactly how you want the college to use your gift.

Our Planned Giving Office will be delighted to work with you to find the best way for you to make a gift.



What planned gifts can do...

- Create a scholarship for College of Engineering students
- Support the Dean’s Fund for Excellence
- Honor a favorite professor or mentor
- Build and maintain optimal labs and classrooms for learning and research

A charitable gift annuity will allow you to make a gift to UMass Amherst and earn a guaranteed return for your entire life. Here are possible favorable rates of return from an annuity, based on your age when you establish it.

Contact us now to lock in such favorable rates* as:

Age 55.....	5.5%
Age 60.....	5.7%
Age 70.....	6.5%
Age 75.....	7.1%
Age 80.....	8.0%
Age 90+	11.3%

*Rates apply to gifts up to \$100,000

For more information about annuities and other options contact:

Office of Planned Giving

(413)577-1402

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