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*A ministry of the
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***An Open Letter to Friends of St. Ann Center for
Intergenerational Care***

Dear Friend,

My wife, Cathy, and I are proud advocates and financial supporters of St. Ann Center, just like you. We were drawn to the noble mission and proven model set by Sister Edna and the good sisters of St. Francis of Assisi to serve the underserved in our shared Milwaukee community. Our adult special needs daughter, Maggie, is our connection. Maggie has stayed at St. Ann Center's 24/7 Respite Care Unit on many occasions over the years. She now has her dental care provided at the Bucyrus Campus clinic, an important new healthcare resource for patients with disabilities.

*"We can do no great things; only small things with great love."
Mother Teresa*

This communication is an outgrowth of recent meetings I have had with Sister Edna and Casey Rozanski. In her critical role as Vice-President of Development, Casey is responsible, along with the indomitable Sister Edna for raising the funds necessary to keep St. Ann Center going and fulfilling its ambitious mission. This financial challenge revolves around the following:

- Raising funds to cover the pressing operational shortfall
- Expanding and growing their programs, services and facilities to best serve their clients
- Paying down or hopefully eliminating the burden of mortgage debt
- Just as importantly, now with two campuses, building up an endowment capable of ensuring a sustainable future

Meeting these financial objectives is formidable, but not out of reach. Sister Edna is resolute and firmly believes that generous people will continue to step forward, as you have graciously done in the past, to allow the center's good works to continue. Unlike private schools and colleges, St. Ann Center has no alumni network to tap, nor does its client base have financial resources to share.

As Casey reminded me, what they do have going for them is Sister Edna. For one thing, and this is big, donors implicitly trust Sister Edna to put their gifts to work affecting lives in a positive way. As you may know, Sister is very humble, and she is uncomfortable drawing attention to herself. So allow me to say it. Sister Edna Lonergan, OSF, as the founder, president and face of St. Ann Center, is the heart and soul of this caregiving institution. Her

dream to replicate what continues to be successful on Milwaukee's south side to the distressed north side was big, bold and daring. I witnessed with awe her unshakeable faith and fearless determination to make that magnificent facility on 24th and North Avenue a reality. Milwaukee Mayor Tom Barrett's comment at the groundbreaking ceremony was not an overstatement: "Sister Edna is a powerful force."

I am the author of the book *Maggie's Angels: Loving, Living with, and Learning from a Special Needs Daughter*. The front-cover book endorsement is from Sister Edna. "A beautiful, magnificent read. It moved my heart to tears. It is great that you mix in solid financial advice. I feel a better person for having read this." In the forward, I thank Sister Edna for graciously reading the entire draft and offering extensive advice and valuable guidance. Sister has been a staunch supporter of Maggie, for which Cathy and I are very grateful.

At this stage in my life, as a retired financial advisor, I feel a calling to use my professional background and experience to empower you, another St. Ann Center supporter, in your effort to improve the lives of children and adults who spend their day as part of the center's joyful intergenerational community.

3 Charitable Gifting Strategies You Can Use To Keep Sister Edna's Dream Alive

Cathy and I have employed each of these simple yet powerful gifting strategies, and so can you. The following options will maximize the impact you can make for people at the center.

1. Consider making an ongoing monthly gift.

An immediate goal of St. Ann Center is to sign up dozens of individuals willing to authorize a monthly charge of a gift on their credit card. This simple, convenient act puts your giving on automatic pilot. This plan allows you to budget your giving on a regular monthly basis, while offering St. Ann Center a consistent stream of funds. In our case, our credit card is charged \$83.33 on a set date each and every month for a total gift of \$1,000 annually. We can easily elect to increase, decrease or discontinue this monthly gift at any time.

2. Gift appreciated securities (stocks or mutual funds).

Cathy and I owned a stock mutual fund in a taxable (non-retirement account) that had risen substantially (appreciated) in value over the years. If we had sold these shares, we would have had to pay a capital gains tax. However, by donating these shares directly to St. Ann Center we avoided the tax. As a qualified charity, St. Ann Center was exempt from this tax liability by accepting the gift.

There is a lot of confusion on the tax consequences (deductibility) of charitable gifts after the recently passed tax reform bill. Although charitable contributions remain tax deductible, it is true fewer taxpayers will end up deducting them, opting instead to take the higher standard deduction. Donating appreciated securities remains a great way to support St. Ann Center while avoiding owing additional taxes.

3. Leave a legacy of love-Make St. Ann Center for Intergenerational Care a beneficiary of your IRA.

In my opinion, this estate planning strategy is so simple, tax-smart and impactful that any generous individual should consider implementing it. Today, only the very wealthiest estates (in excess of \$11 million for individuals, \$22 million for married couples) will be subject to the

federal estate (death) tax. However, many will be surprised to discover that heirs (beneficiaries) will still have to pay income taxes (federal and state) at the full brunt of ordinary rates on every dollar distributed from IRA retirement accounts.

The exception to this heavy taxation is if the named beneficiary is a qualified charity. Designating a charity as your IRA beneficiary costs you nothing, yet gives you immediate satisfaction knowing you have provided a future for a favorite charity. All that is required is to name your charity or charities on a one-page designated beneficiary form readily available from your retirement plan administrator.

This is all very flexible. You retain complete control over and full use of your assets during your lifetime. It is possible to divide your retirement assets between charities and heirs according to any percentage you choose. You are also allowed to change your beneficiary elections at any time. This most basic planned gift works to cement a legacy and is absolutely vital to a sustainable future for St. Ann Center. As such, Sister Edna and Casey Rozanski would be only too happy to personally and confidentially discuss this Legacy of Love with you.

I hope and pray this message is informative and effective. **Using the enclosed envelope, you can choose the gift strategy that works for you, let the center know if you already have plans in place or simply request more information about these opportunities.** To this end, I offer to be of assistance to Sister, Casey and you in any way I can.

Respectfully submitted,

John T. McCarthy
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P.S. You can ensure Sr. Edna's mission, giving any child, frail elderly individual or adult with disabilities access to St. Ann Center continues for many years to come. Please support today.