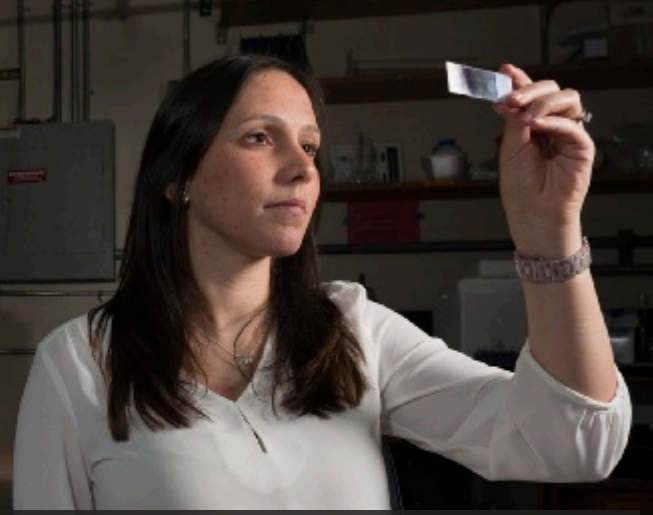
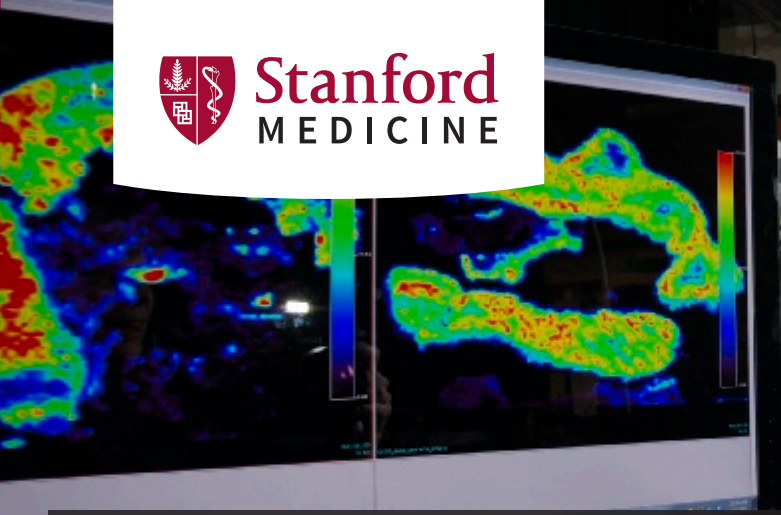




**Stanford**  
MEDICINE



# Planning *for the* Future

A Planned Giving Publication • Fall 2018

PHOTO: Linda Cicero for Stanford News Service

## Supporting Cutting-Edge Research for the Future

**B**eing on the leading edge of new ideas and innovations comes naturally to Drew and Jane Lanza. In fact, they seem to have made it a lifelong habit.

In part, this is what led the Lanzas to the Planned Giving Office at Stanford Medicine.

They have both worked in high tech—Jane for IBM and Drew in the telecommunications industry, first at Raynet and then helping to fund information technology startups.

Drew has a bachelor's and master's in electrical engineering from Stanford, and also lectured in Stanford's Department of Electrical Engineering for many years. Jane switched from IBM to work for private foundations, including one that helps support Stanford researchers investigating new treatments for Parkinson's disease.

When friends asked them to help fundraise for the Stanford Museum after it was extensively damaged in the 1989 Loma Prieta earthquake, they didn't hesitate to volunteer.

"We started out giving time. When you don't have much money, you give time," says Drew. "When you roll up your sleeves, it's fun and you get to know people."

*Continued on page 2*



*Jane and Drew Lanza*



## Supporting Cutting-Edge Research for the Future

### *Continued from page 1*

They both served on the board of directors of the museum and chaired benefit events—including one fundraiser that broke new territory for a Stanford benefit by entertaining guests with the music of the Grateful Dead.

In addition to the arts, the Lanzas began developing an interest in clinical genomics. This interest led Drew to get his DNA sequenced and then to meet the leaders in Stanford's Clinical Genomics Program, launched in March 2018.

“So now we're back to the cloud—big data—all this technology that Stanford created. Suddenly we have all these people who have had their DNA sequenced. That's the future of medicine,” says Drew.

“Clinical genomics is such a new field,” says Jane. “It's fun to be part of something that's really beginning and starting to grow. It's just so incredibly interesting. We just love being on the front edge of what is happening. It's kind of a nice place to be.”

When Drew and Jane started planning for their retirement, they learned that a charitable remainder unitrust (CRUT) could provide significant benefits to them—they would pay no capital gains tax at the time of sale of appreciated securities, they would receive an income for life that could contribute to their retirement security, and they would get a current income tax deduction.

The CRUT will support their interests at Stanford when the trust terminates at their deaths.

“The light bulbs came on,” says Drew, when they learned that the CRUT could be invested alongside the Stanford endowment. “University endowments have smart investors. They're at the top of the stack of smart investors and their strategy includes working to protect against inflation. For our situation, it's a good vehicle for retirement. We ran the spreadsheets. When we combine the financial benefits with supporting medical causes we care about, it is a winner.”

The Lanzas made an initial gift of highly appreciated securities in 2015 to establish the CRUT and have made multiple additions of the same heavily appreciated securities to the CRUT over the last few years.

Ever the art lovers, the Lanzas chose to direct a portion of the remainder interest in their CRUT to support art for the new Stanford Hospital and the other portion to their new interest in clinical genomics.

“Clinical genomics is a big vision that we want to support. This is something that could change the world,” says Jane.



Contact Stanford Medical Center Development's Office of Planned Giving at 650.723.6560 or [pgmed@stanford.edu](mailto:pgmed@stanford.edu) to learn how you can make a gift that both supports Stanford's research and provides benefits to you.

# Receive Lifetime Payments in Exchange for Your Generosity

## The Many Benefits of a Charitable Remainder Trust

**F**or many people, the appeal of a charitable remainder trust lies in its ability to work under a variety of circumstances.

### How It Works

- A charitable remainder trust provides an income stream to you and, if you wish, another person, typically for your lifetimes or for a period of up to 20 years.
- You work with our office and your advisors to create the trust and fund it with appropriate assets of your choosing, and determine the payout rate it will pay you, within limits set by the IRS.
- At the end of the trust term, the remaining trust assets support medicine at Stanford for the purpose most important to you.

### How You Benefit

- When you itemize your tax deductions, you receive a charitable income tax deduction for a portion of the fair market value of the assets placed in the trust.
- When you fund the trust with long-term capital gain property, such as appreciated securities, real estate, or other property owned for more than one year, you are not taxed up front on the capital gain. Your deduction is based in part on the full fair market value—not the lower cost basis.
- If you—or you and your spouse—are the only income recipients, the trust's value will not be taxable for federal estate tax purposes.
- You will be making a difference in the future of medicine.



Contact us—at no obligation—if you would like to discuss the specifics of a charitable remainder trust.

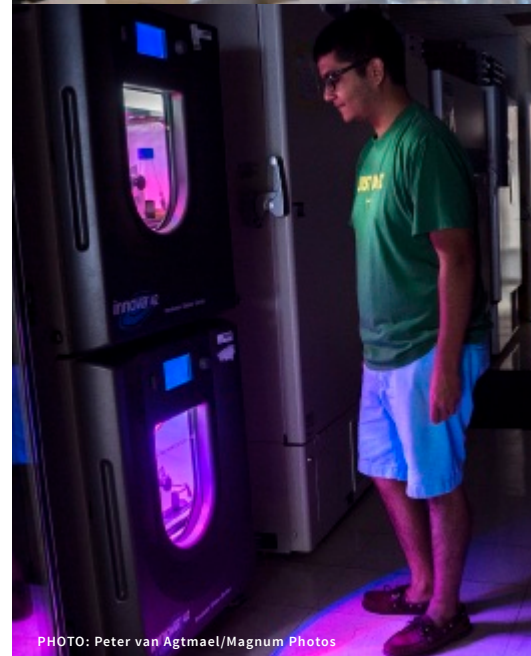


PHOTO: Peter van Agtmael/Magnum Photos



PHOTO: Francine Freeman

# Current Rates



## One Recipient

Age	Rate
60	4.7%
65	5.1%
70	5.6%
75	6.2%
80	7.3%
85	8.3%
90+	9.5%



## Two Recipients

Ages	Rate
60/65	4.3%
65/70	4.7%
70/75	5.2%
75/80	5.7%
80/85	6.6%
85/90	8.0%
90/95+	9.3%

California residents: Annuities are subject to regulation by the State of California. Payments under such agreements, however, are not protected or otherwise guaranteed by any government agency or the California Life and Health Insurance Guarantee Association. This is not legal advice. Any prospective donor should seek the advice of a qualified attorney or tax advisor.

# Benefit More From Your Giving

**G**ift annuities are another approach that provide income in return for a gift of principal. The recommended rates for charitable gift annuities recently increased.

## How It Works

With a charitable gift annuity, you make a donation using cash or marketable securities, and we, in turn, pay you a fixed amount for life. It can be a great way to supplement your retirement income.

## Additional Benefits

- A charitable income tax deduction now for a portion of your gift when you itemize.
- A portion of each payment may be income tax-free throughout your estimated life expectancy.
- You will be making an impact on the future of medicine at Stanford.

## Example

Mary, 79, transfers \$100,000 in exchange for a charitable gift annuity.

**With the old rates:** Mary received annual payments of \$6,600, a rate of 6.6 percent.

**With the new rates:** Mary receives \$7,100 in annual payments, reflecting a 7.1 percent rate. That's a payout rate increase of approximately 7.5 percent over the prior rate.



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## Have a Question? We Can Help.

To speak directly with a member of our staff and learn more about planned giving options, please contact:  
Tish Loeb, Jamie Downes, or Carol Kersten  
Medical Center Development Office of Planned Giving  
[pgmed@stanford.edu](mailto:pgmed@stanford.edu) • 650.723.6560