



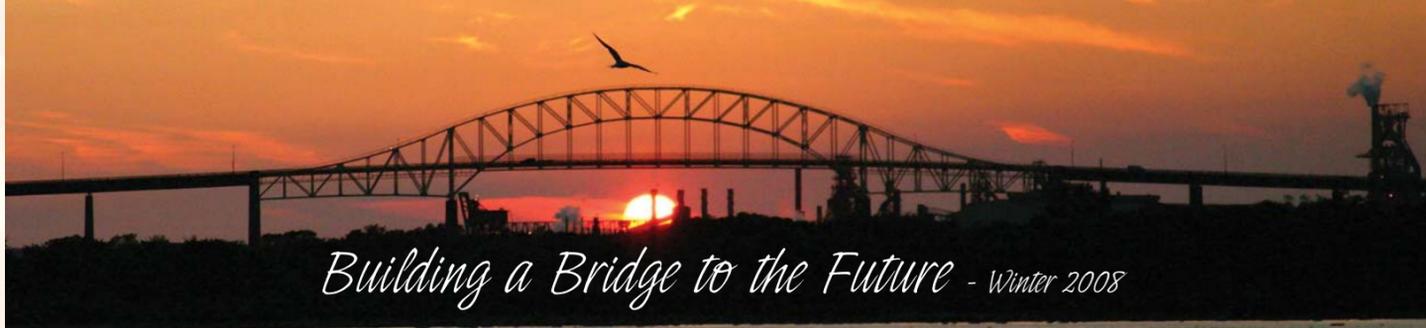
Why Plan a Legacy Gift to the Sault Area Hospital Foundation?

Gift Planning is planning for the future. It means looking after your loved ones and remembering the charities you care about during your life. Your gift is an expression of your values, hopes and dreams - a vision for better healthcare for our community. A planned gift is when a donor makes a substantial gift for the future - one that's arranged now; but is realized at a later date. Planning a gift to Sault Area Hospital Foundation may be as simple as naming the Foundation in your will, or it may involve giving in a number of ways over time to achieve a significant goal.

A planned gift can:

- improve healthcare for our community
- be a lasting memorial to you or a loved one
- reduce taxes on your estate
- offer immediate tax savings

"There is no time like the present - if not for making a gift today, then perhaps for planting the seed for a future gift."



Building a Bridge to the Future - Winter 2008

Serving Our Donors

Sault Area Hospital Foundation staff work closely with donors to fulfill the SAHF mandate of being a key financial supporter of the Hospital. The provincial government delivers the basics in healthcare and the community is responsible for providing funds for new equipment, upgrades to patient care facilities and development of programs. Our dedicated staff is committed to equipping the Hospital in the vision of donors who include patients, their families and friends, volunteers, businesses, service clubs, and organizations.

Meet two enthusiastic SAHF team members ready to serve donor needs:



Kim LeBlanc-Turpin, Donor Relations Co-ordinator, Foundation team member since 2003

Donors are the cornerstone of the Sault Area Hospital Foundation and recognizing each one for their generosity and support is a top priority. As Donor Relations Co-ordinator, Kim oversees recognition for Annual Giving and the New Hospital Campaign through activities such as cheque presentations, the donor recognition wall, annual receptions, and newsletters. Kim's efforts acknowledge donor contributions and demonstrate the commitment SAHF has to its supporters. She builds positive relationships with donors by maintaining contact through newsletters, annual reports and updates on events and activities. Kim enjoys creating long-lasting connections with donors.

"I am extremely fortunate to be able to see first hand the incredible outpouring of love, support and generosity the Algoma community continually demonstrates. It is my privilege to thank donors - through a letter, phone call or plaque - and show them personally the true value of their gift."



Giselle Chiarello, Major Gifts/Gift Planning Officer, Foundation team member since 2000

The generous donations to the Foundation have a lasting impact on patients, families and the Sault and area community. Giselle's primary role as Major Gifts/Gift Planning Officer is informing potential donors how they can make a charitable donation in tax-effective ways while supporting quality healthcare. These gifts come in various forms including bequests, life insurance policies, property, securities, RRSPs/RRIFs, residual interest, and charitable gift annuities. Giselle's ability to maintain a successful gift-planning program contributes to a strong future for the Sault Area Hospital and, more importantly, has fulfilled the wishes of numerous donors. Giselle thrives on helping the dreams of donors for better healthcare become a reality.

"I consider it a great privilege to be able to follow through in the donation process and watch how a single gift leads to significant change. It is rewarding to show our donors just how much of a difference they have made in fulfilling our collective dreams. We take pride in our accomplishments and, together with our donors, strive toward our vision of a new hospital where excellence in medical care and overall wellness is our primary goal."

SAHF Our Mission

The founding and ongoing purpose of the Sault Area Hospital Foundation is to raise funds for the hospital. The government provides the basics in healthcare, but these basics do not include the full cost of new medical equipment. New equipment and upgrades to patient care facilities and programs have always been considered a community responsibility. To accomplish this, the Foundation seeks community involvement through donations from patients, their families and friends, businesses, service clubs and other organizations.

SAULT AREA HOSPITAL FOUNDATION

969 Queen Street East · Sault Ste. Marie, Ontario P6A 2C4 · Tel (705) 759-3848 or 1-888-623-3904
Please visit the Planned Giving section on our website at: www.sahfoundation.com

Building a Bridge to the Future

Winter 2008

Planning Today for Our Hospital's Needs of Tomorrow



SAULT AREA HOSPITAL FOUNDATION

Supporting SAHF — Now and in the Future

As a monthly donor and member of the Sault Area Hospital Foundation Board of Directors, Mike Rosso is abundantly aware of the need to continually raise funds for patient care equipment and facilities and to develop new programs.

Now, thanks to naming the SAHF as a beneficiary in their wills, Mike and his wife, Cindy, can give to the Foundation in perpetuity.



When the couple first began preparing to create their wills, the idea of making a charitable donation in the process had not occurred to either of them. In fact, it was only after their lawyer asked if they wanted to make any charitable provisions that either of them considered the option.

For Mike, plant manager at Flakeboard in Sault Ste. Marie, the decision was simple. A bequest to the Sault Area Hospital Foundation as a beneficiary was a natural step.

"Communities are made up of you, me, us," he says. "What we get out of the community is dependent upon what we put into it. The hospital is something that will help every person in the community, the young, old, healthy, and sick. It is the one place that we all will need at some point."

Mike and Cindy's decision is particularly pleasing to the Foundation because they have made the choice of a bequest

through their wills while at a young age. Often, people don't realize the value of doing so until later in life.

"It is never too early to get your life plans and estate in order to invest in the future for both yourself and your beneficiaries," Mike explains. "Every bit helps, so whether a gift is large or small, you are leaving your own legacy."

Mike has devoted a significant amount of time and energy to making Sault Ste. Marie a better place to live.

"As I grew up and began experiencing personal success, I knew that I wanted to give back to the community. As you see family members age or have health concerns, you recognize the value of quality medical facilities. When I saw first-hand the results of what the Foundation does, I knew I wanted to get involved." Mike says.

In addition to serving on the SAHF Board of Directors, Mike is also a long-time member of the Sault Ste. Marie Safe Community Partnership Board of Directors.

Mike wants to ensure the hospital he and his family have in their community is the best it can be.

"A hospital is only bricks and mortar," he says. "It's the technology, resources, and equipment that we put into it that's really important. I want my family to be able to access local care as much as possible. The level of care we can expect is directly related to the level of support we, as a community, provide."

Mike and Cindy have built a strong life in the Sault with their children Christopher, 9, and Laura, 7.

Mike's actions speak louder than words. By making the SAHF a bequest, the Rossos are committed to enhancing the long-term benefit for all.

Welcome to the first issue of our Planned Giving newsletter *Building a Bridge to the Future*. This newsletter will be produced twice yearly to share donors' personal stories about the planned gifts they made to the Sault Area Hospital Foundation and the motivation for their giving.

Planned Giving or Gift Planning can easily be incorporated into your financial or estate planning process. Similar to other areas of your life, it involves planning your philanthropic gift for the future. As you can see from the features in this publication, there is a lot of satisfaction in knowing you have helped to make the community a better place through charitable giving.

You can look forward to receiving future issues that will feature gift planning information and details on related tax benefits from local advisors who will explain the various ways of gift planning.

I hope you enjoy reading our newsletter. Please contact us if you have any suggestions for future articles. Thank you for assisting the Foundation in *Planning Today for our Hospital's Needs of Tomorrow!*



Cheryl Pavoni, Executive Director, SAHF

FitzGeralds Judge SAH An Important Cause



Sault Ste. Marie gave Justice Pat FitzGerald his career start more than 50 years ago. Through their planned giving to the Sault Area Hospital Foundation, he and his wife, Linda, can say 'thank you' to the community well into the future.

The long-time donors are making a provision in their wills to further support the SAHF because they recognize how the hospital has benefited them and their family. In addition, Pat and Linda have also contributed to the New Sault Area Hospital Building Fund by naming the Foundation as the primary beneficiary in a life insurance policy.

"As the years went by, we could see the hospital building aging," says Pat, explaining what originally prompted the couple to donate to the SAHF. "As the City grew, despite additions and repairs, the physical plant deteriorated and the facilities became more crowded. There was one constant, however. In all our many trips to the hospital, we and our children had nothing but competent and compassionate care from the nurses, doctors, technicians and staff at all levels."

For several years before a new hospital was finally approved, the need was obvious, Linda says.

"When it came time for the community to contribute, we decided that our participation should be as significant as we could manage," she says. "We have used the hospital and been cared for there more often than by any other institution, local, provincial or

federal, and we will continue to do so. We can't think of a single cause more deserving of support. Our contributions are just a tangible and, we think, useful way of saying 'thank you'."

Pat recalls his early beginnings in Sault Ste. Marie and with a young family, knew how important quality healthcare would be.

In February 1947, he was in his final year of the special law course established at Osgoode Hall for returning World War II veterans and Linda was about to deliver their first child. It was time to consider the next move.

"Openings for young lawyers in Toronto were not plentiful, so when Arthur Wishart was looking for a junior partner, I came up one weekend in February and decided that this was it," he says. "I clicked with Arthur and even under several feet of snow, I liked the Sault," he chuckles.

On June 9 of that year, Pat received his call to the bar. With a wife and new son to support and with army income now ending, there would be no holiday. That same night, the family was on the train to Sault Ste. Marie. The day after arriving, Pat saw his first client, beginning a career that would span more than 50 years, all but a few in the Sault.

Even in the years away, the family spent summers in the Sault and on St. Joseph Island.

Pat and Linda had three more children delivered in Sault Ste. Marie. They also had various hospital admissions and procedures, as did their children at one time or another. In the summers, treatment was received at Matthews Memorial Hospital in Richards Landing.

Sault Area Hospital has provided healthcare to the FitzGeralds for decades. Now they are contributing to its long-term well being.

Supporting SAHF Helps with Taxes and Estate Planning

There are many ways to make a gift to the Sault Area Hospital Foundation and also receive tax benefits.

Bequests

A gift through your last will and testament is simply a distribution from your estate to the SAHF. There are different kinds of bequests. For each, you must use very specific language to indicate the precise direction of your assets and to successfully carry out your final wishes. In any charitable bequest, be sure to name the recipient accurately. Bequests are the most common planned gift.

Gift of Securities

A gift of appreciated publicly traded securities - stocks, income trusts, bonds, mutual funds and shares - are the most tax-effective ways to make a donation.

Many people find that giving a gift of security, allows them to make a substantial contribution to the SAHF while offering significant tax benefits. The gift can be made during your lifetime or as part of the estate process.

Tax benefits to donating securities: normally, when you sell a publicly traded security, you must pay tax on 50% of gains realized. Yet, when you donate a gift of security to a charity, the capital gains tax is eliminated.

You will receive a charitable donation receipt for the full amount of the fair market value of the security, just as if it had been a cash donation.

Managing Your Retirement Funds

What's New?

Federal Budget of March 2007

- Increased the RRSP maturity age from 69 to 71
- Allowed pension income splitting for pensioners

What To Look for in an RRSP

- The plan with the most potential return for the risk you're prepared to take.
- Take any fees into account when comparing the anticipated annual growth. A front-end load reduces the amount invested.
- Make sure your plan can be terminated quickly, and at little or no cost, if you prefer a short-term investment.
- When comparing the earnings on guaranteed-type RRSPs, check the interest rates and ask for the net annual yield.

The more you know about RRSPs before you invest, the better.

Income Tax Considerations

- Capital gains or dividends earned in an RRSP increase its value.
- All of the funds eventually coming out of an RRSP must be declared as income for tax purposes. Therefore, you will eventually pay tax on 100% of any capital gains and at a full rate of tax on any dividends realized with an RRSP.
- Compare this to investments held outside an RRSP. Only one-half of capital gains would be taxed, and you would pay a reduced amount of tax on the dividends by being able to claim the dividend tax credit.

To designate the Sault Area Hospital Foundation as the beneficiary of your RRSP or RRIF, contact the financial institution who hold the funds and ask for a beneficiary designation form. We, at the Foundation, can assist you in completing this form to ensure that your wishes can be carried out. Your gift will contribute to the future equipment needs of our Hospital.

For more information, please contact **Giselle Chiarello**, Major Gifts/Gift Planning Officer, at (705) 759-3827 or 1-888-623-3904 or by e-mail at: chiarellog@sah.on.ca

Life Insurance

There are a variety of life insurance policies that are equally beneficial to the donor and the charity.

Below are the various ways to give a life insurance policy to the SAHF:

- Transfer ownership of a paid-up policy
- Transfer ownership of an existing policy with premiums still owing
- Purchase a new policy, initially naming the charity as the owner
- Name the SAHF as primary beneficiary of a policy
- Name the SAHF as a co-beneficiary

Gift of RRSP/RRIF

A gift of an RRSP/RRIF can be made by designating the SAHF as the beneficiary. The tax credits generated by the charitable tax receipt will offset taxes payable on the distribution of the registered retirement fund. The estate could then claim the RRSP up to 100% of net income on the final tax return. This incentive simplifies a gift of this type and, therefore, has become quite popular.

Charitable Gift Annuity

Through annuities, you make a charitable gift to the SAHF. A gift annuity is a contract between you and the Foundation that would guarantee you and your beneficiary's income payments for life.

An income from the annuity is guaranteed, a tax credit may accrue to you, and at the same time, the Sault Area Hospital benefits. It is a gift that is guaranteed and a virtually tax-free retirement income. Gift annuities help ensure a healthy future for our hospital and members of our community.

Sault Area Hospital Foundation would not presume to offer financial advice. We recommend that you seek professional legal, estate planning and financial advice to assist you to establish a planned gift that will meet your philanthropic interests and achieve the greatest tax benefit to you.

Terry Dunn: CFP, CSA
Financial Advisor and
SAHF Board of Directors



Designation of Beneficiary

When designating a beneficiary on an RRSP or RRIF:

- You may appoint one or more primary beneficiaries as well as one or more alternate beneficiaries.
- The portion of the RRSP or RRIF proceeds payable to your spouse/common-law partner or to a financially dependent child or grandchild may be transferred directly to another plan as permitted by the Income Tax Act or paid to the beneficiary.
- The proceeds of the RRSP or RRIF will be divided among the primary beneficiaries alive at the date of your death. If all the primary beneficiaries have predeceased you, the proceeds will be divided amongst the alternate beneficiaries. If none of those named survive you, or are willing to accept the funds, the proceeds will be paid to your estate.

Can you leave funds in an RRSP indefinitely?

No, you must either purchase a retirement income option or withdraw your funds before the end of the calendar year in which you reach age 71.

Are you interested in Building a Bridge to the Future?

Yes, I would like more information on how to:

- Include a gift to the SAHF in my will
- Donate stocks/bonds/mutual funds
- Donate RRSPs/RRIFs
- Donate life insurance
- I/We have already included the SAHF in my/our Estate Planning or Will.
- I/We am interested in becoming part of "Building a Bridge to the Future Legacy Society." Please send me more information.

Name _____

Address _____

City _____

Province _____ Postal Code _____

Phone (_____) _____

Cell (_____) _____

E-mail _____

SAHF

SAULT AREA HOSPITAL FOUNDATION

Please return this form to the SAHF by mailing it to the Foundation office:

**Sault Area Hospital Foundation
969 Queen Street East
Sault Ste. Marie, ON P6A 2C4**

Sault Area Hospital Foundation respects your privacy. We protect your personal information and adhere to all legislative requirements with respect to protecting privacy. We do not rent, sell or trade our mailing lists. The information you provide will be used to deliver services and to keep you informed and up to date on the fundraising activities of the Foundation. If at any time you wish to be removed from our mailing list, simply contact us by phone at (705) 759-3848 or by e-mail at foundation@sah.on.ca and we will gladly accommodate your request.

Thank you for considering leaving a legacy gift to the SAHF.