



eRate Newsletter April 20, 2016

**IRS Discount Rate: May 1.8%**

The valuation rate for gifts to new pooled income funds is 1.2% in 2016 .

### The Lure of Real Estate

The real estate market continues to recover and grow throughout the country and charities are reporting more and more gifts of real estate. However, these gifts aren't always all they're made out to be. There are significant risks and challenges that can come with a real estate gift. Since evaluating these gifts can be time consuming and costly, our featured article this month will walk you through the process of assessing a real estate gift.



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### IN THIS ISSUE

#### UPCOMING WEBINAR

##### [Taxation Basics for Gift Planners](#)



Presented by [Gary Pforzheimer](#)

Thursday, April 28th  
1 PM - 2:30 PM ET

 [Register](#)

#### UPCOMING TRAINING

Gift Planning with *Planned Giving Manager*

April 27  
Houston, TX

May 11-12  
Boston, MA

Gift Administration with *GiftWrap*

April 28-29  
Cambridge, MA

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### **Quick Tip: Project Expected Income and Track Estate Gift Distributions with *Bequest Manager***

Bequest Manager is purpose built to help you manage your bequest gifts throughout your ongoing interactions with the donor and the donor's estate.

When you record a bequest expectancy, be sure to specify an intention amount and intention date. The Projected Remainder Amounts by Year report lets you estimate when all your organization's expectancies will be realized.

Once you receive notification of a bequest, enter an Expected Distribution amount and Estimated Close Date in the Details/Distributions tab of the Gift Information screen. When you begin receiving distributions from the estate, record the date and amount of each distribution. With this information entered, you can run two reports. The Bequest Summary displays both the original Intention Amount and the current Total Distribution Amount, allowing you to compare the donor's gift intention against actual distributions. The Bequest Pipeline report will tell you the expected close date, the expected total distribution, the total amount distributed for the period, and the distribution amount remaining, giving you the ability to know where you stand today and where you will be in the future with respect to income for your organization.

### **Marketing Corner: How Do You Measure Your Marketing Program's Success?**

Marketing is a critical component to any planned giving program, but to really get the full benefit of marketing you need to be measuring your success through metrics.

[Read More>>](#)

### **2016 ACGA Conference Recap**

The PG Calc team was in St. Louis last week to attend the 2016 American Council on Gift Annuities conference which is held biennially. Our president, Gary Pforzheimer takes a look back at our time there.

[Read More>>](#)

## A Little Change Can Go a Long Way

A change of a couple of tenths of a percent in IRS discount rate doesn't seem like it could make much of a difference in the deduction associated with a gift annuity, but Bill Laskin describes a case that showed surprising results from a small change.

[Read More>>](#)

## GiftWrap 4.2.8 Released!

*GiftWrap* 4.2.8 was released on April 15, 2016, and contains a variety of enhancements that further increase the value and utility of PG Calc's gift administration software. This release focuses on expanded capabilities in the areas of payments, security, and usability. New features include:

- IAR 2012 mortality table available for use with FASB
- Reporting enhancements
- Security enhancements

In addition, this release incorporates a variety of bug fixes, enhancing the stability and reliability of the *GiftWrap* application. These enhancements are further detailed in the *GiftWrap* 4.2.8 Release Notes. Please review these release notes before you use updated *GiftWrap* software.

## Trinity University Loves GiftWrap!

Mike Patterson, Estates and Trust Specialist at Trinity University, is a *GiftWrap* user who wanted to record information about charitable remainder trusts that benefit Trinity, but are managed and administered by an outside third party.

Due to the unusual nature of these gifts, Mike needed help from the PG Calc Client Services team to figure out how to record and report on these gifts in *GiftWrap*. After connecting with Tina Yelle, our Vice President of Client Services, Mike was able to enter the gift information and pull together the reports on all of Trinity's CRTs.

Consolidating the information on the CRTs was part of a larger project at Trinity to report on planned gifts in general. In his quest to round up all of this disparate information, Mike noted that "*GiftWrap* is an extremely helpful tool to keep an accurate tally of gifts and for reporting purposes."

Reporting on planned gifts is challenging due to the many sources of information about the gifts. Mike found that *GiftWrap* "[gives] us one accurate source rather than the three to four different and varying spreadsheets, plus individual files, I've had to dig through to assemble and enter everything. In short, planned giving record keeping was all over the board before *GiftWrap*!"



# TRINITY UNIVERSITY

[Learn more about Trinity University>>](#)

[Learn more about \*GiftWrap\*>>](#)

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