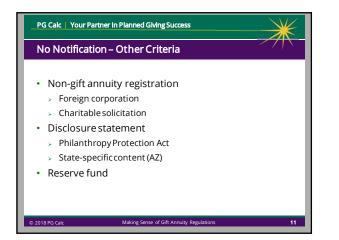




PG Calc Your Partner In Planned Giving Success No Notification – Most Common Criteria Years in operation Ranges from 3 – 20 years Unrestricted assets Ranges from \$100,000 to \$2 million Disclosure language Agreements Marketing materials (SD)



PG Cale | Your Partner In Planned GMng Success No Notification – Action Required

- No gift annuity-specific filing
- Internal action/confirmation
- May need to complete other state registrations

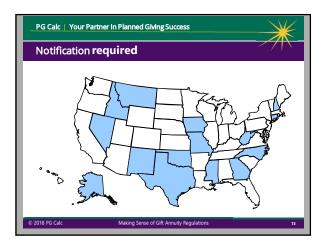
Making Sense of Gift Annuity Regulations

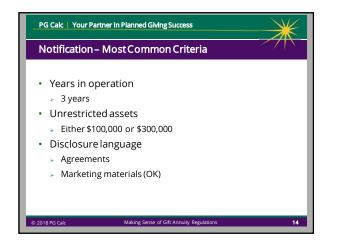
12

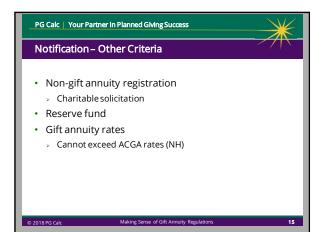
Foreign corporation

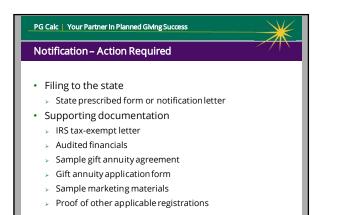
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> Charitable solicitation

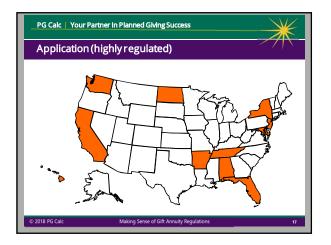








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PG Calc | Your Partner In Planned Giving Success Application – Most Common Criteria

Years in operation

- Ranges from 3 10 years
- > In-state activity in Hawaii and Maryland
- Unrestricted assets
 - \$500,000 for Washington
 - > \$200,000 held in-state for Hawaii
 - Even if unspecified amount, states looking at financial condition

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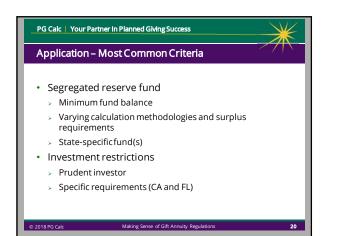
19

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Application – Most Common Criteria

- Annuity agreement content
 - Disclosure language
 - Specific provisions (e.g., payment correction, age or DOB of annuitant, governing law)
- Schedule of maximum gift annuity rates
 - > May require actuarial support if higher than ACGA
 - > Addendum if lower than submitted schedule (CA)

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Application - Other Criteria

- Filing of gift annuity rate schedule
- Registration with other state agencies
- Board resolutions
- Appointment of in-state agent
- Disclosure statement state-specific content

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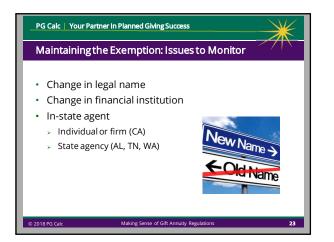
• Information from individuals

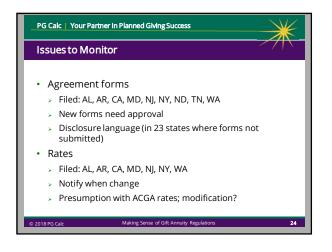
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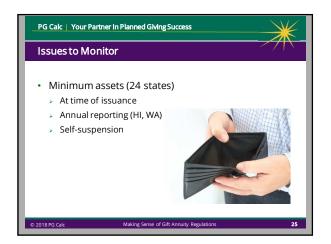
Application – Action Required

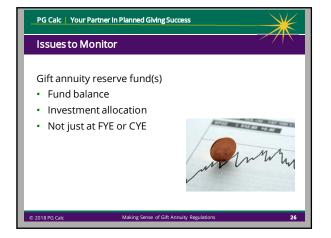
- Filing to the state
- One or more state prescribed forms
- Supporting documentation
 - Organizational: IRS tax-exempt letter, articles of incorporation, by-laws, listing of board/officers, certificate of good standing
 - Financial: audited financials, Form 990, reserve fund information, investment policy statement
 - Programmatic: prototype agreement forms, disclosure statement, marketing materials

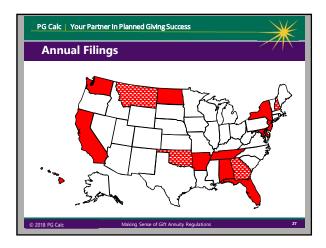
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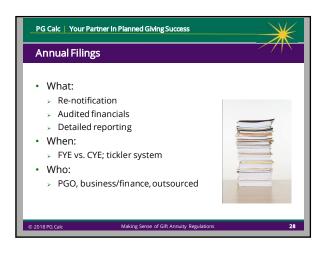


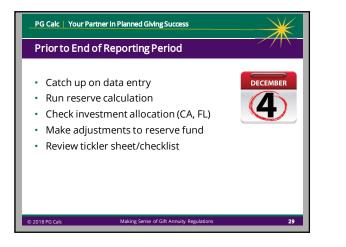


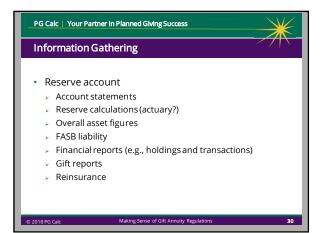












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