Planned gifts in the campaign – and beyond!
Smith College
November 6, 2016
Planned Gifts in the Campaign

Current campaign totals (as of 10/28/16)
- Campaign Overall: $437 million
- Planned Gifts in Campaign: $174 million
- 40% of campaign total so far

749 New Grécourt Society Members during Campaign
Breaking it down

Major types of planned gifts contributing to campaign:
- Realized bequests
- Annuities
- Pooled Income Fund (1)
- Charitable Remainder Trusts
- Campaign Bequest Intentions
- Charitable Lead Trusts (2)
Realized Bequests, $99,252,116

Annuities, $9,597,870

PIFs, $427,725

CRTs, $12,356,963

CLTs, $19,380,554

Bequest Intentions, $32,900,403

Total, $173,915,631

Planned Gifts in Campaign by Type
Number of each type of planned gift in campaign (995 gifts)

- **Realized Bequests**: 239
- **Annuities**: 1
- **PIFs**: 16
- **CRTs**: 2
- **Bequest Intentions**: 35
- **CLTs**: 702

TOGETHER for SMITH
Realized Bequests

- “Bread and Butter” of planned gifts
- Hundreds of realized bequests in campaign
- From a few hundred dollars to millions
- Many purposes
  - Unrestricted
  - Scholarships
  - Library
  - Museum
  - Etc.
Post Campaign Goals

- Renewed emphasis on adding members to The Grécourt Society, not just on “bookable” dollars
- The Hillyer Society
- The Library
- Financial Aid
- Unrestricted Bequests
Grècourt Membership

- Not a specific membership goal during campaign
- Nonetheless added 749 members during campaign
- Moving forward:
  - Increase awareness
  - Class newsletter postings
  - Grécourt award at reunion
Hillyer Society

- Very small, select society (only six members so far)
- For those who have left art in their will, and it’s been accepted by Smith museum
- Art is taxable in the estate
- Great Wealth Transfer – Great Art Transfer

Edwin Romanzo Elmer
*A Lady of Baptist Corner*
(1892; oil on canvas)
Library

- High priority in next four years
- $100 million project
- Naming opportunities not yet set, but will start at $250,000
- Tradition of very selectively naming physical spaces on campus in recognition of generous planned gifts
  - Schacht Center for Health and Wellness
  - Spinelli Center for Quantitative Learning
  - Zitzewitz Teaching Laboratory in Ford Hall
Financial Aid

- Scholarships by Planned Gift
- Annuity, CRT, Bequest
- If meets current endowment threshold, can set up fund agreement now
- Gift amount will be “grandmothered”
- If donor decides to “jump start” scholarship, can make gift during lifetime if fits endowment amount