

**To Our Local Professional Advisors,**

It's peak season! Giving season, that is. Here are some reminders and suggestions for how to help your clients make the most of their generosity.

- The 2020 CARES Act increased the cash donation limit of 60% of adjusted gross income to **100% AGI in some circumstances for gifts this calendar year**. Gifts to donor advised funds do not qualify, but gifts directly to a nonprofit do, as do gifts to endowed scholarships and designated funds at the Community Foundation.
- Keep in mind that your clients may be able to make **RMD-eligible distributions directly to a charitable organization**, including the Community Foundation. Donor advised funds cannot receive these gifts but endowed or unrestricted can.
- Although the SECURE Act of 2019 eliminated the "stretch IRA," charitable life-income gifts may be an alternative for some. **A charitable gift annuity or charitable remainder trust can be funded through an IRA**. These vehicles allow the donor to designate a family member or friend for income distributions over that beneficiary's lifetime. Upon their death, the remainder supports one or more charitable organizations named by the original donor. The Community Foundation can work with you and your client to establish either of these vehicles.

Of course, it's also election season. With politics and community causes likely top of mind for your clients, how can you best advise them about their charitable priorities?

- Remind clients that in the face of uncertainty about potential tax law changes, the best approach might be to **continue with charitable giving plans** as they normally would.
- Share the statistics with your clients. Many may not realize the number of people giving to charities each year is decreasing. Yet, nonprofit organizations provide vital services that are needed now, as communities face the many urgent challenges created by the pandemic. That makes **every charitable gift even more important**.

***Please remember that the Community Foundation of Western Massachusetts is here to support you meet the charitable needs of your clients. Don't hesitate to contact us if we can assist you.***

**Our best wishes,**



Ellen Leuchs  
VICE PRESIDENT FOR  
PHILANTHROPIC SERVICES



Daisy Pereira-Tosado  
DIRECTOR OF  
PHILANTHROPY