

ENHANCE YOUR BUSINESS TRANSITION THROUGH CHARITABLE GIVING



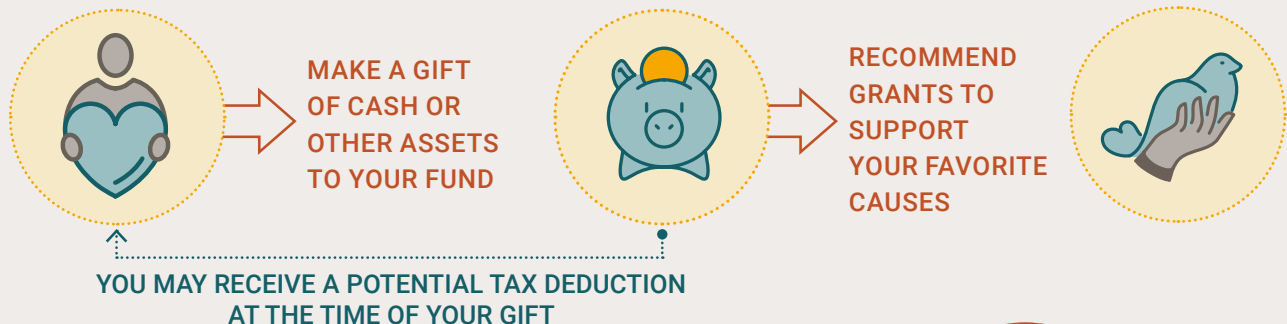
For most business owners, transitioning a company to a new owner is an exciting, yet overwhelming, time. This major personal and financial transition may raise questions about tax implications and how you can use the sale of your business to make a significant gift to the causes you care about.

You may want to incorporate charitable giving into your business succession plan, but are concerned it could add complexity and jeopardize the plan's success.

Charitable giving doesn't need to make your business transition plan more complex.

At the Saint Paul & Minnesota Foundation, we make it easier for Minnesota business owners to incorporate giving into their transition plans.

HOW A DONOR ADVISED FUND WORKS

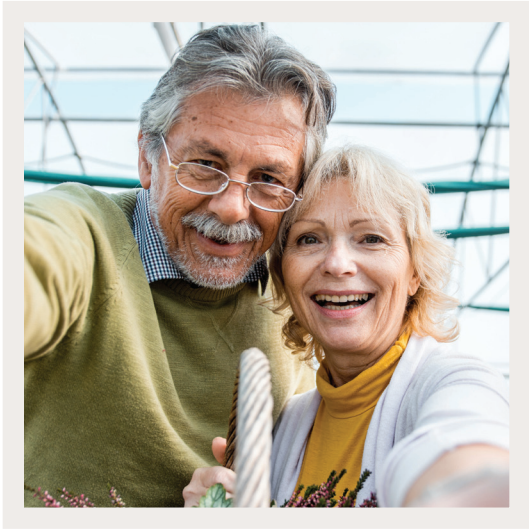


GET STARTED TODAY

- 1 Talk with a Foundation Gift Planner about your charitable goals.
- 2 Our experienced staff will work with you and your advisors to determine the simplest way to incorporate giving into your business transition plan.
- 3 Establish your own donor advised fund (DAF) that can easily accept any assets resulting from the transition of a business. Non-cash assets can be liquidated tax-free.
- 4 The resulting cash proceeds are available to grant to the nonprofits of your choice.

OUR PROMISE TO YOU

- + You will be guided each step of the way.
- + You will work with a local partner who will act in your best interest at all times.
- + Your goals are our goals.
- + You will get more than a transaction. You will get a trusted partner in giving.
- + You will work with a local team who knows the community.



How Amelia and Harvey Used Privately Held Stock to Establish Their Donor Advised Fund

Amelia and Harvey have been married for over 35 years and built a successful wholesale nursery business. Recently, they decided to retire and began working with a business transition consultant to pursue business succession planning.

They were surprised to learn how much their business could sell for—and the potential tax consequences. After reviewing their past tax returns, the transition consultant noticed they regularly give to a number of nonprofits.

The consultant told Amelia and Harvey they could potentially lessen the tax consequences of the business sale by incorporating a charitable component. By donating some of their business stock to a donor advised fund, they could likely take a charitable income tax deduction. The charitable deduction could help to offset the tax on the business stock they sold themselves.

The donor advised fund could sell their donated business stock free of capital gains taxes, leaving 100% of the proceeds available to grant to their favorite nonprofits. After some research, they chose to work with the Saint Paul & Minnesota Foundation to establish their

fund. They contacted a Gift Planner to start a conversation.

They are now completely retired with a nice savings from the business sale as well as a donor advised fund with enough assets to allow them to continue supporting their favorite nonprofits for the rest of their lives.



Start a conversation with a Gift Planner today.
Call 651.224.5463 or email the team at philanthropy@spmcf.org.