

**National Committee on Planned Giving
Assembly of Delegates
June 22, 2006**

NCPG President and CEO Tanya Howe Johnson welcomed delegates to the Assembly at 8:15 a.m.

Board Chair Wally Munro opened the meeting by providing an overview of the purpose of the Assembly and reviewed NCPG Ends policies.

Local planned giving councils are vibrant, healthy and well-supported by NCPG.

Tanya Howe Johnson presented membership data and provided an overview of NCPG's council services. She introduced the new Council Awards Program and demonstrated the Council Leadership Resources section of the NCPG web site, which will be available to council presidents and liaisons immediately following the Assembly.

Planned gifts are common.

Board Chair-elect Andrea Latchem reported on the NCPG *Guidelines for Reporting and Counting Charitable Gifts*. She reviewed the basic approach to counting gifts at face value in three categories. She reported that a new edition of the Guidelines will soon be issued. She encouraged delegates to schedule presentations on the Counting/Reporting Guidelines and to use them in their own organizations.

LEAVE A LEGACY[®] Director Tami Tarpley described the purpose of the LEAVE A LEGACY campaign and tools available for council use, including the campaign CD and the web site, www.leavealegacy.org. She announced that LEAVE A LEGACY has been named to the ASAE Associations Advance America Honor Roll for 2006. She reported on the results of the first program evaluation survey, which showed that programs are not tracking partner participation or media placements, making it difficult for NCPG to assess and promote the scope and effect of the program. She encouraged all programs to respond to future evaluation surveys.

Charitable gift planning is respected and valued as a professional expertise.

Tanya Howe Johnson reported on NCPG's assessment of the need for a gift planning certification program, including the findings of survey research, focus groups and interviews with stake holders. She discussed costs of starting a certification program and alternatives that would meet the same goals.

Wally Munro presented the charge of the newly formed Strategic Directions Task Force. The task force is charged with developing and making recommendations to the Board of Directors for changes in NCPG's membership or organizational structure, focus, brand, or policies that should be made in order for NCPG to more effectively accomplish its mission. The task force will evaluate the current gift planning environment, determine key outcomes desired, and make recommendations for future directions for NCPG in order to meet growing and changing needs in the field.

Task Force members include:

- Chris Yates (Chair), Stanford University
- David Clough, Thirteen/WNET New York
- Shari Fox, University of Michigan
- Cynthia Wilson Krause, Wilson & Krause
- Kathryn Miree, Kathryn W. Miree & Associates, Inc.
- Darryl Ott, Morgan, Miller & Blair
- Katelyn Quynn, Massachusetts General Hospital
- Robert Sharpe, The Sharpe Group
- Craig Wruck, Hazelden Foundation
- Tanya Howe Johnson (ex-officio), National Committee on Planned Giving

Charitable gift planning has a central voice and advocate in NCPG.

Tanya Howe Johnson reported on NCPG's *Guidelines for Evaluating Life Insurance Gifts* on behalf of Craig Wruck, who was unable to attend the Assembly. She noted that insurance gifting plans have been an issue of concern for most NCPG members, who sought guidance on how to evaluate proposals presented by insurance promoters, donors and board members. The Guidelines are intended to help planners evaluate programs presented to them.

Tanya also presented the Government Relations report for Craig Wruck. She confirmed that NCPG is still working to pass the IRA charitable rollover, despite setbacks in Congress. The rollover has passed in both houses, but has not gone to conference because of a debate about how conference committees are structured. The passage of incentives has also been made contingent on charitable reforms by several key legislators. Stand-alone IRA rollover bills have been introduced in both the House and Senate, but these bills are difficult to pass. NCPG hopes to get the stand-alone bills added to other legislation. It would be helpful if these bills have numerous co-sponsors.

Regarding the possible repeal of the estate tax, Tanya reported that NCPG's current policy is to not take positions on the repeal or enactment of any specific tax. NCPG advocates for charitable incentives, and educates legislators about the impact of tax legislation. NCPG hosts an estate tax information center at www.ncpg.org to inform members and legislators about issues related to estate tax repeal and charitable giving.

Charitable gift planners are well-trained and competent.

NCPG Director of Operations Barbara Yeager reported on plans for *The Journal of Gift Planning*, with developments based on the Journal Readers Survey. Future issues of The Journal will provide articles in three basic categories: emerging topics, fundamentals/best practices, and professional relationships. Barbara also reported on the NCPG Online Library, which now contains more than 200 articles and papers from The Journal and the National Conference on Planned Giving.

Board Conference Chair Jane Peebles reported on plans for the National Conference on Planned Giving, including several new features:

- Ask an Expert sessions with 10 of the country's top planners
- Marketing Symposium on Saturday
- Networking sessions to provide structured opportunities for attendees to interact with peers
- Electronic formats for materials

Business Meeting

Wally Munro convened the business meeting at 11:50 p.m.

On behalf of board secretary Angela Sosdian, Andrea Latchem presented the minutes of the 2005 Assembly of Delegates. She called for questions or corrections from the floor.

Motion: A motion by Robert Wahlers (Gift Planning Council of New Jersey), seconded by Christopher Kelly (Planned Giving Roundtable of Southeast Michigan), to accept the minutes as written was unanimously carried.

Financial Reports

Board Treasurer Gary Pforzheimer presented the financial oversight report. He explained the role of the Board of Directors in guaranteeing the financial integrity of the organization. The board insures that resources are being used appropriately to achieve organizational ends and creates and monitors executive limitations policies related to finance.

Tanya Howe Johnson presented the financial management report. She explained major sources of revenue and expense in 2005 and budgeted for 2006.

Elections

Nominating Committee Chair Joe Bull presented the Nominating Committee report, including a slate of six directors to serve three-year terms beginning in 2007. He discussed the qualifications for board service and the process used to evaluate candidates.

Motion: A motion by Toby Frey (DELMARVA Planned Giving Council), seconded by Bill Samers (Planned Giving Group of Greater New York), to accept the slate was unanimously carried.

Adjournment

Motion: A motion by Eleanor Levy (Planned Giving Council of Miami-Dade County), seconded by Christopher Kelly (Planned Giving Roundtable of Southeast Michigan), to adjourn the Business Meeting was unanimously carried.

The Business Meeting was adjourned at 12:30 p.m.