

Partnership for Philanthropic Planning  
Leadership Assembly  
**Annual Meeting**  
June 10-11, 2010

Call to Order

PPP Board Chair Heidi Jark, *Greater Cincinnati Planned Giving Council*, called the annual business meeting to order at 8:45 a.m. on Thursday, June 10. Tanya Howe Johnson, *Planned Giving Group of Indiana*, introduced the PPP Board of Directors and staff, and provided an overview of the Assembly program. Reports were presented in support of PPP Ends Policies.

**END: PPP is the voice of charitable gift planning.**

Government Relations

Jon Ackerman, *Chesapeake Planned Giving Council*, reviewed government advocacy and education initiatives. He noted that:

- "Bush era" tax cuts expire in 2011, and there is a great need for revenue to support national initiatives (military campaigns, health care reform, etc.).
- There is continuing concern over abuses of tax exempt status.
- Support of "nonprofit reform" may be advantageous for legislators for several reasons (increase regulation, eliminate tax cheating and raise revenue).

Jon reviewed probable effects of tax rate reductions. PPP has long been on record in support of tax incentives to encourage charitable giving - although 73% of taxpayers do not itemize deductions—those who do itemize make 68% of all charitable gifts. There is a significant risk that these people will reduce their contributions because of increased cost of giving. Jon noted that various researchers have documented decreased giving in 2008 and 2009, probably related to economic conditions. He stressed that the charitable deduction is not like other deductions—it benefits charitable work, not the taxpayer. PPP members must be prepared to make the case for the charitable deduction.

The House has passed HR 4213 to extend the temporary IRA rollover through the end of 2010, and the Senate is expected to pass the same provision by the end of the month.

Jon reviewed the status of PPP efforts to secure an expanded and permanent IRA rollover to charity. He encouraged attendees to participate in PPP's survey to collect data on IRA contributions. PPP is promoting the Public Good IRA Rollover Act (S 864/HR 1250), which extends the rollover to life income gifts for donors at age 59½. PPP's top priority is final enactment of a permanent provision, but PPP continues to advocate for extension of the current provision.

Jon noted that no action has been taken on estate or generation skipping tax. If no action is taken by September, it is probably too late to extend 2009 rates through 2010. He also noted that the Consumer Financial Protection Act initially regulated nonprofits as entities that give financial/estate planning advice to donors. PPP has offered language to exempt charities from this regulation.

Jon advised attendees to review the Legislative Update e-newsletter and Government Relations section at [pppnet.org](http://pppnet.org).

**END: Charitable gift planning is widely recognized as bringing value to charitable organizations and estate planning practice.**

Thom Lockerby, *Planned Giving Group of New England*, noted that the mission of PPP as a 501(c)(3) organization is to enhance the climate for charitable gift planning. PPP does that through:

- Developing relationships with media outlets that allow us to share information about philanthropic planning.
- Supplying information to translate developments and increase understanding about “niche” issues, especially the impact of legislative and tax developments.
- Working with other organizations to influence public opinion and policy.
- Conducting research to inform opinion, policy and professional practice.
- Bringing diverse constituencies into leadership of the national organization, so that PPP represents the entire field of philanthropic planning.

**END: Charitable Gift Planners are Well-Trained and Competent**

Chris Yates, *Northern California Planned Giving Council*, reported on programming for the National Conference on Philanthropic Planning. He explained efforts to locate a new site for the conference, following the flood in Nashville. Chris described session formats and previewed session topics. He also reviewed plans for *The Journal of Gift Planning*, which include launch of a web-based Journal in 2011. He invited attendees’ input on educational programs, including virtual seminars and masters or primer programming.

**END: Local councils are vibrant, healthy and well-supported.**

Suzanne Iler, *Partnership for Philanthropic Planning of Nashville*, reviewed membership statistics and discussed services that the board and staff provide to councils, including data and dues management (ICDMS), 501(c)(3) group exemption, presidents listserv, web-based council resources, board speakers bureau, and strategic planning assistance. She noted that PPP will begin charging for the ICDMS service. Councils that require their members to join the national organization will not be charged.

**PPP Business Meeting**

PPP Board Secretary Suzanne Iler presented the minutes of the 2009 annual meeting.

Robert Wahlers, *Gift Planning Council of New Jersey*, made a motion, seconded by Margaret May Damen, *Treasure Coast Planned Giving Council*, to approve the 2009 minutes as written. The motion was carried by acclamation.

Board Treasurer Margaret May Damen reviewed the board's financial oversight policies related to operations and investments. She reported that PPP is currently in compliance with all policies related to financial management. She noted that in 2009, PPP realized an operating deficit of \$370,000+, but that the board has approved a balanced budget for 2010, after cutting expenses related to governance, facilities and staff.

Tanya Howe Johnson reported on organizational finances. She reviewed major areas of revenue and expense and showed how dues dollars are allocated. She noted actions taken to counter impacts of the economic downturn, including:

- Reduction in force and decisions not to fill vacated positions, which have reduced the staff by 50% over the past three years.
- Reduction of staff work week to 32 hours, so the office is open Monday through Thursday.

Tanya noted that assets in reserve and endowment accounts total approximately \$600,000. The board action to balance the budget is intended to help maintain reserve funds.

On behalf of PPP Nominating Chair Gary Pforzheimer, *Planned Giving Group of New England*, Thom Lockerby reviewed the process for nominating board candidates, and presented nominations for board members to serve three-year terms beginning January 1, 2011:

Julie Heggeness, *Partnership for Philanthropic Planning Orange County*

Scott Janney, *Partnership for Philanthropic Planning of Greater Philadelphia*

Jeff Lydenberg, *Greater Cincinnati Planned Giving Council*

Greg Sharkey, *Central Ohio Planned Giving Council*

Jay Steenhuisen, *Partnership for Philanthropic Planning of Southern California*

A motion by Cliff Whalen, *Partnership for Philanthropic Planning of Kentuckiana*, seconded by Chris Kelley, *Planned Giving Roundtable of Southeast Michigan*, to accept the slate of board candidates was carried by acclamation.

**END: Charitable gift planning is widely practiced.**

Heidi Jark described PPP's efforts to reach out to the broad field of philanthropic planning, to enhance the skills and network of every participant in the planning process. She reviewed current partnership with organizations representing both nonprofit and for-profit planners. She detailed the goals and process of discussion with the Association of Fundraising Professionals (AFP) regarding the possibility of formal affiliation between the two organizations. Tanya Howe Johnson clarified that PPP is a 501(c)(3) public charity, while AFP is a 501(c)(6) membership organization, and that the two organizations would maintain their identity and focus, while seeking opportunities to streamline programs/processes to eliminate duplication and increase impact.

A motion by Robert Wahlers, seconded by Elinor Zedaker, *Mahoning Shenango Planned Giving Council*, to adjourn the business meeting was carried by voice acclamation.