COMMUNITY GIVING FOUNDATION'S

PROFESSIONAL ADVISOR NEWSLETTER

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Estate planning, government securities, and charitable planning trends.

Hello from the Community Giving Foundation! Fall is just around the corner, bringing with it a busy season for our advisor partners. Estate planning conversations are picking up, year-end tax planning is beginning to come into focus, and clients may be looking more closely at the assets they own and the charitable goals they hope to accomplish. This month, we're considering:

- **Estate planning.** National Estate Planning Awareness Week is coming up in October, and charitable giving has been part of its focus from the very beginning. We're highlighting thirteen simple words that can open an important conversation with your clients—and why research suggests advisors should not stop with the first question.

- **What happens if your client wants to give government securities to charity?** Not all government securities are created equal when it comes to charitable giving. Learn why marketable Treasury securities and savings bonds can present very different charitable and tax planning considerations—and why identifying exactly what your client owns is an important first step before taking action.

- **Charitable planning reading roundup.** Tech millionaires, donor advised funds, business exits, complex assets, QCDs… We've rounded up ten recent articles that caught our attention and offer useful insights into where charitable planning is showing up in financial and estate planning conversations.

We look forward to helping you and your clients turn charitable intentions into thoughtful plans throughout the busy fall planning season ahead. Thank you for the opportunity to work together!

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Estate planning: Go beyond the thirteen magic words.

In 2008, the U.S. House of Representatives adopted a resolution supporting the designation of National Estate Planning Awareness Week, observed each October. You've likely heard of this, and you may know that **October 19 through 25** is the week in 2026. Chances are, though, you've not recently (or ever) looked at the actual resolution. The preamble outlines several reasons why estate planning deserves this annual spotlight. Here are three worth noting:

- "Whereas careful estate planning can greatly assist Americans in preserving assets built over a lifetime for the benefit of family, heirs, or charities."
- "Whereas estate planning involves many considerations, including safekeeping of important documents, documentation of assets, operation of law in the various States, preparation of legal instruments, insurance, availability of trust arrangements, charitable giving, inter vivos care of the benefactor, and other important factors."
- "Whereas alternatives to disposition of assets after death, such as planned gift-giving, may accomplish a benefactor's goal of providing for his or her family and favorite charities."

What's especially noteworthy is the **intentional inclusion of charitable giving** throughout the resolution. For attorneys, CPAs, and financial advisors, National Estate Planning Awareness Week is a good time to remind yourself to ask each client a question that can open an important dialogue sometimes overlooked in the estate planning process:

"Are there charitable causes you would like to include in your estate plan?"

Sounds simple, right? It's just thirteen words. Still, advisors may not address charitable giving as consistently or thoroughly as clients would like, according to the 2026 TPI Study of the Philanthropic Conversation, which surveyed high-net-worth clients and wealth advisors, trust and estate attorneys, accountants, and other tax professionals.

Here's what stands out in the findings:

- 80% of high-net-worth clients agreed that advisors have an obligation to engage them in conversations about charitable activity.
- 93% of clients who discussed philanthropy with advisors considered the advisor's role important.
- While 99% were satisfied overall, only 61% reported being *very* satisfied with charitable planning discussions.

The key takeaway: There's room to go deeper! Keep in mind that even clients who have never thought of themselves as philanthropists may welcome the opportunity to fully discuss and structure their charitable intentions beyond their lifetimes, such as through a charitable bequest to a favorite organization or a fund at the Community Giving Foundation, or by naming a charity as the beneficiary of retirement assets. Raising the subject in more than a cursory way can also lead to broader conversations about family, values, getting the next generation involved, and legacy—conversations that deepen your understanding of what matters to your clients.

So, ask the thirteen-word question—Are there charitable causes you would like to include in your estate plan?—but don't stop there. If the client answers "yes", listen closely to what they say. A smart next step in the conversation is to suggest that you involve the Foundation team as a sounding board. Our experienced staff are here to help you and your client review giving vehicles and approaches that align with the client's intentions while you continue to guide the overall legal, tax, and financial planning.

The Foundation team wants to be your first call whenever the subject of charitable giving arises with a client. Indeed, five of our favorite words to hear from tax and estate planning advisors are "Could you help us with…" We look forward to hearing from you!

What happens if your client wants to give government securities to charity?

Every day, the Community Giving Foundation works with professional advisors to help clients support the charities and causes they care about. Often, those conversations involve gifts of appreciated noncash assets—and this is great because of the potential tax benefits. Appreciated stock may be the first noncash asset that comes to mind, but a client's portfolio can include many other types of investments that deserve a closer look when charitable giving is part of the plan.

Government securities are a good example. Although clients may think of these investments as a single asset category, **"government securities" actually encompasses a surprisingly broad range of holdings**, including Treasury bills (T-bills), Treasury notes, Treasury bonds, Treasury Inflation-Protected Securities (TIPS), Series EE and Series I savings bonds, and securities issued by federal agencies and government-sponsored enterprises.

Why does that matter for charitable planning? It matters because not all government securities are created equal where charitable giving is concerned. Here are a few points to keep in mind:

Government securities can differ significantly in how they generate income, whether they are marketable or transferable, how they are valued, and how their interest or appreciation is taxed. As a result, a charitable strategy that works for one type of government security may not work for another. And even when a government security can be transferred directly to charity, the tax results may be quite different from those associated with the more familiar gift of appreciated stock.

This dynamic is especially striking when comparing marketable Treasury securities, which may be transferable to charity, with savings bonds, which present very different transfer and income tax issues and may be more interesting in estate planning than as lifetime charitable gifts.

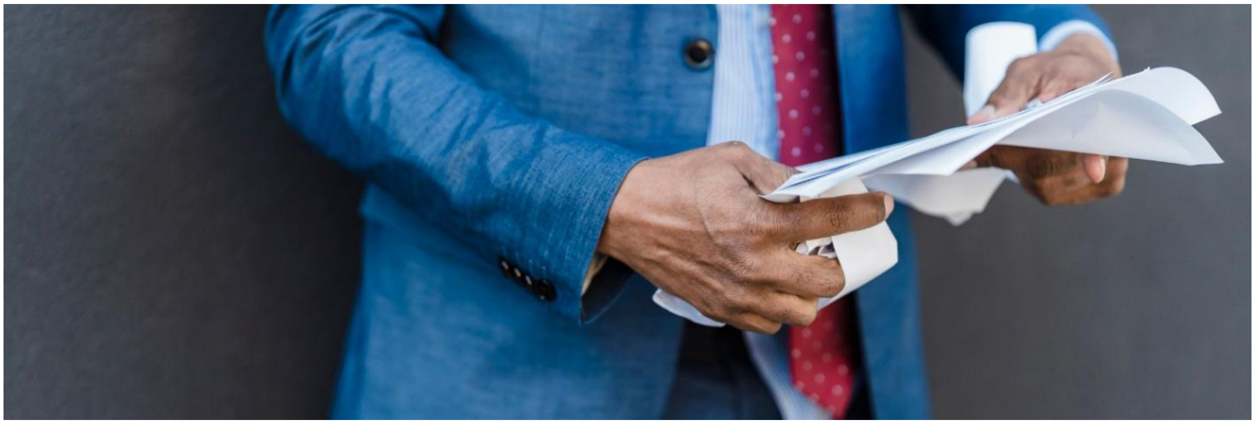
Marketable Treasury securities may be used for charitable giving, but advisors will want to look carefully at the particular security before recommending a strategy. Transfer and charitable acceptance considerations come into play, as do valuation and tax considerations. The security's holding period, basis, fair market value, and the character of its return can all be relevant because Treasury securities may generate interest or original issue discount rather than the long-term capital appreciation that makes gifts of highly appreciated stock such a familiar charitable planning technique.

Savings bonds present an even more distinctive situation. Unlike appreciated stock, savings bonds generally are not well suited to a straightforward lifetime charitable gift because transferring the bonds may trigger recognition of previously deferred interest. Series EE and Series I savings bonds accumulate interest that is subject to federal income tax, and many owners defer reporting that interest until the bonds are redeemed or mature. If a client simply cashes in savings bonds during life and then contributes the proceeds to charity, the client generally recognizes the accumulated interest. In other words, the strategy does not offer the same tax advantage that may be available when a client contributes appreciated publicly traded stock directly to charity.

This does not mean savings bonds should be ignored in charitable planning. Quite the opposite: They may be especially interesting in the *overall context* of a client's estate plan. This is because accumulated interest on savings bonds can constitute income in respect of a decedent, or IRD. That means leaving savings bonds to individual beneficiaries can carry an income tax consequence in addition to transferring the underlying asset. That IRD characteristic can make savings bonds worth considering in charitable estate planning because a qualified charitable organization generally is not subject to federal income tax on income it receives in furtherance of its exempt purposes. For a client who has held savings bonds for many years, this creates a good reason to identify those assets during the estate planning process and consider whether they may be better suited for charitable purposes than other assets the client intends to leave to family members.

The larger lesson is one advisors encounter frequently in charitable planning: The asset matters! Two investments that look similar on a client's balance sheet can produce very different tax and charitable planning results.

For all these reasons and more, the Foundation team welcomes a call early in the process. If your client owns Treasury securities, savings bonds, or other noncash assets and has charitable intentions, please reach out before the client takes action. We are happy to work alongside you to explore whether the asset can be accepted, how a potential gift might be structured, and how the Foundation can help your client achieve charitable goals while you and the client's other advisors address the legal, tax, and financial considerations.



Charitable planning reading roundup.

The Community Giving Foundation team is happy to keep an eye out for what's trending in the field of charitable planning, especially developments that impact your work with your charitable clients and how those clients tap into tools and resources at the Foundation. Check out the ten articles that have caught our attention recently:

1. Generous Tech: Tech Millionaires are Turning to Donor Advised Funds to Save on Taxes While Giving to Charity. *(CNBC)*

A wave of newly wealthy tech employees is using donor advised funds to contribute appreciated company stock, potentially avoiding capital gains taxes, securing charitable deductions, and giving themselves time to decide which nonprofits to support. The trend is a good reminder for advisors that IPOs and other liquidity events can create significant charitable opportunities—and that the best results often come when charitable planning begins before the transaction. This is why it is crucial to reach out to the Foundation team when clients start talking about an exit, even if the exit is years away.

2. Philanthropy *Beyond* DAFs: Philanthropic Planning is Wealth Management's Next Competitive Frontier, Beyond DAFs. *(InvestmentNews)*

Donor advised funds are important tools, but they are not the whole philanthropic toolbox. This article explores why high-net-worth clients increasingly expect wealth advisors to help them consider a broader range of charitable structures and how that expertise can help advisors strengthen relationships not only with clients, but also with the next generation. Remember, the

Foundation offers a wide range of fund types and charitable planning structures to help your clients establish a lifetime and legacy giving plan tailored to their financial and charitable goals.

3. Donor Advised Fund Insights: Five Core Truths About Donor Advised Funds. *(WealthManagement.com)*

This article takes on some common misconceptions about donor advised funds, highlighting their usefulness for coordinating charitable giving and facilitating complex gifts, their significant grantmaking to charities, and their increasingly important role in charitable and succession planning. For advisors, the takeaway is that donor advised funds have become an increasingly important part of the philanthropic landscape—and understanding how they actually work can help clients make better charitable planning decisions. And of course, the Foundation offers donor advised funds as part of its broad menu of giving vehicles.

4. Even More Donor Advised Fund Insights: Donor Advised Fund Strategies For 2026. *(Financial Advisor Magazine)*

This article looks at donor advised funds through a 2026 planning lens, including how advisors can use donor advised funds as part of broader tax and charitable strategies rather than simply as repositories for year-end gifts. The bigger opportunity is to help clients coordinate the timing, assets, and ultimate purpose of their charitable giving with the rest of their financial plans. The Foundation team plays an important role at the table to help *you* help your clients navigate the many components of charitable giving.

5. Big Givers: Chickens, Pigs Could Be Big Winners from AI's $300 Billion Philanthropy Wave. *(Forbes)*

The AI boom is creating a new class of young, newly wealthy donors—and potentially an enormous new pool of charitable capital. This fascinating article explores how some of these donors are gravitating toward measurable, evidence-driven causes such as farm-animal welfare, illustrating both how sudden wealth can reshape philanthropy and why advisors working with newly wealthy clients have an opportunity to help turn rapidly created fortunes into intentional charitable plans. The Foundation's deep knowledge of local needs and nonprofits is an invaluable resource to you and your clients whether they are younger, older, newly wealthy, or well-established.

6. More Big Giving: Most Billionaires Practice "Slow Philanthropy". MacKenzie Scott is a Major Exception. *(Fortune)*

Why do people with enormous charitable capacity sometimes give relatively little of their wealth away each year? This article explores "slow philanthropy" and contrasts it with MacKenzie Scott's faster, trust-based approach to giving. It raises an interesting issue for advisors—sometimes effective charitable planning is not only about choosing the right structure or maximizing tax benefits, but also about helping clients feel comfortable putting charitable resources to work. The Foundation is happy to serve as your sounding board to develop a charitable plan that is designed to achieve the community impact a particular client envisions.

7. Celebrating a Life of Giving: Dolly Parton's Other Legacy: A Fortune Given Away, Dollar by Dollar. *(New York Times)*

Dolly Parton's philanthropy was unusually practical and personal, directing her wealth toward needs she understood firsthand—from childhood literacy and disaster relief in Tennessee to wildlife conservation and COVID-19 vaccine research. Her approach emphasized simple, direct action, and trust in recipients—all of which are inspirational and aspirational to our Foundation team and the advisors and donors we work with!

8. IRS Has Its Eyes on Assets: IRS Eyes Charitable Donation Abuse in New Audits, Tax Pros Say. *(Bloomberg Law)*

The IRS is taking a closer look at charitable contributions of hard-to-value assets, including privately held business interests and art, with tax professionals reporting particular scrutiny of valuation, qualified appraisals, and substantiation requirements. For advisors, this is an important reminder that complex charitable gifts require careful planning and documentation—and that bringing the Foundation into the conversation early can help address the charitable side of the transaction before the client takes action.

9. Exits and Opportunities: How Advanced Charitable Exit Planning Drives AUM Growth. *(Financial Advisor Magazine)*

Business exits can be important charitable planning moments, particularly when advisors raise the subject before a transaction is already underway. This article explores how strategies involving charitable trusts, donor advised funds, and gifts of business interests can help address a business owner's tax and philanthropic objectives while also helping advisors deepen relationships and potentially retain more assets under management after the sale. As always, reach out to the Foundation as early as possible!

10. The Checkbook (Cringe) Lives On: Retirees Over 70 ½ Send $111,000 a Year from an IRA to Charity Tax-Free. The Average One Donates from Checking Instead. *(24/7 Wall St.)*

Many charitably inclined retirees are still giving from their checking accounts even though a Qualified Charitable Distribution (QCD) may offer a more tax-efficient route for eligible IRA owners. The article is a useful reminder that advisors can add value simply by asking *how* a client is making charitable gifts—sometimes changing the asset or account used to make the same gift can produce a very different tax result. The Foundation can help your clients explore eligible ways to make QCD gifts, including, where appropriate, gifts to designated, field of interest, and unrestricted funds. Remember that QCDs cannot be made to donor advised funds.

What's the takeaway here? As you skim these articles, a pattern emerges—charitable planning opportunities are showing up everywhere! Just as important, the articles reinforce that good charitable planning is about more than finding a tax break or selecting a giving vehicle; it is about helping clients make thoughtful decisions about what to give, when to give it, and what they hope their generosity will accomplish.

The team at the Community Giving Foundation is a resource and sounding board as you serve your philanthropic clients. We understand the charitable side of the equation and are happy to serve as a secondary source as you manage the primary relationship with your clients. Learn more at csgiving.org/professional-advisors. This newsletter is provided for informational purposes only. It is not intended as legal, accounting, or financial planning advice.

The Community Giving Foundation is a 501(c)(3) organization that develops, manages, and distributes funds for charitable purposes in communities across the Central Susquehanna region of Pennsylvania.

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