Free from Queen's University
Retirement is a broad subject, full of many personal and financial decisions. We hope you will request our new booklet—Planning Your Retirement—and that you will give thought to some of the ideas it contains for securing both your future and the future of Queen’s University. For a free copy of this booklet, just send it in the attached card.

*Residents of the United States
U.S.-based alumni and relatives can make donations including bequests directly to the University under the Canada-United States Income Tax Convention. Matching gifts, gifts from other American citizens or residents, or gifts from corporations, foundations, trusts and IRA accounts should be directed to the U.S. Foundation for Queen's University at Kingston (Employer ID 52-1960422). Our U.S. Foundation is a 501(c)(3) tax-exempt organization recognized under the U.S. Internal Revenue Code.

The Royal Legacy Society, established to recognize those alumni and friends who have thoughtfully remembered Queen’s University through a bequest or another future gift commitment to support our University, was launched in 1991 at the University’s 150th birthday and named in honour of Queen Victoria, who established Queen’s University by Royal Charter in 1841.

Royal Legacy Society members receive a Certificate of Appreciation signed by the Principal and Vice-Chancellor and may choose to be recognized on our donor wall housed in the 1923 Reading Room of Douglas Library.

If you have already remembered Queen’s with a future gift, please let us know so that we can appropriately honour your intention. We look forward to welcoming you into the Royal Legacy Society.

For more information, please visit our website at: www.queensu.ca/alumni/giftplanning.

Office of Gift Planning
Queen’s University
Kingston, Ontario, Canada K7L 3N6
Tel: 613-533-2060 1-800-267-7837
www.queensu.ca/alumni/giftplanning
email: gift.planning@queensu.ca

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Planning Your Retirement
Pease contact the Office of Gift Planning if you are considering a legacy gift to Queen’s to ensure your gift can be accepted and used as you intended. Additionally, depending on the structure of your gift, it may be more appropriate to donate to our U.S. Foundation. Our office can provide advice regarding the best method of giving for your situation.

Making It Personal
Robert Sutherland wasn’t the first Queen’s alumnus to give a gift to his alma mater, but his $12,000 bequest cemented his status as a legendary benefactor for a couple of reasons.

First, in 1878, when he gave his gift, $12,000 was enough to cover the university’s entire operating budget for the year. The money was vitally important, since Queen’s was in the midst of a financial crisis and in danger of being annexed by the University of Toronto.

Second, the gift—the first major bequest in Queen’s history—set a standard for planned philanthropy that remains in effect today. The decade-long Initiative Campaign, which wrapped up early this year, included almost $70 million in planned gifts of all sizes, supporting such high-profile projects as the Queen’s Centre and the University Avenue restoration.

The first known student of colour at a Canadian university, Mr. Sutherland gave his gift in gratitude to the school that accepted him when others wouldn’t.

Gratitude is certainly a motivator for planned giving, but it isn’t the only one. When Queen’s Principal Daniel Woolf proffers words of wisdom to newly minted graduates, he doesn’t always borrow the musings of philosophers or world leaders. Instead, he quotes a John Lennon lyric, reminding convocation audiences that “life is what happens to you while you’re busy making other plans.”

The Mr. Schulich in question, of course, was Seymour Schulich, the Toronto-based philanthropist who has given more than $350 million to universities, hospitals and other charities. When he called, when my assistant called and said ‘I have a Mr. Schulich on the phone for you,’” he remembers, “literally coming out of the room with my luggage. When my assistant called and said ‘I have a Mr. Schulich on the phone for you,’” he remembers, “literally coming out of the room with my luggage. When my assistant called and said ‘I have a Mr. Schulich on the phone for you,’” he remembers, “literally coming out of the room with my luggage. When my assistant called and said ‘I have a Mr. Schulich on the phone for you,’” he remembers, “literally coming out of the room with my luggage. When my assistant called and said ‘I have a Mr. Schulich on the phone for you,’” he remembers, “literally coming out of the room with my luggage. When my assistant called and said ‘I have a Mr. Schulich on the phone for you,’” he comments, “literally coming out of the room with my luggage.

That unexpected phone call would prove a pivotal moment for the principal, one that would pave the way for his legacy to Queen’s and push the boundaries that define what a legacy can be for all of us.

Mr. Schulich’s gift was one of many that contributed to the decade-long Initiative Campaign, which wrapped up earlier this year, included almost $70 million in planned gifts of all sizes, supporting such high-profile projects as the Queen’s Centre and the University Avenue restoration.

(continued on inside)
A Reflection of Legacies Realized

During the course of the Initiative Campaign (2006-2016), 274 people remembered Queen’s in their estate plans, averaging $210,000 per legacy realized.

Who has made planned gifts to Queen’s?

<table>
<thead>
<tr>
<th>Type of Gift</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>Alumni</td>
<td>47%</td>
</tr>
<tr>
<td>Parent</td>
<td>17%</td>
</tr>
<tr>
<td>Friend</td>
<td>10%</td>
</tr>
<tr>
<td>Faculty/Staff</td>
<td>9%</td>
</tr>
</tbody>
</table>
| Total number of gifts = 2,435

Where has Queen’s benefited from these legacies?

- Student Assistance, $76,026
- Faculty of Engineering and Applied Science, $71,971
- Faculty of Management Studies, $60,716
- Faculty of Law, $61,359
- Faculty of Health Sciences, $58,468
- Faculty of Education, $48,865
- Faculty of Arts, $46,550
- Expendable restricted, $31,734
- Faculty of Science, $31,512
- Queen’s Fund, $27,202
- Queen’s Library, $23,568
- Budget Reserve, $23,230
- Queen’s University Foundation* as a partial beneficiary or to reserve income for life for tax purposes.
- Queen’s University Library and Archives, $17,800
- Smith School of Business, $16,832
- School of Graduate Studies, $15,779
- Athletics and Recreation, $15,704
- Computer/Website
- Expendable unrestricted, $15,728
- Expendable unreserved, $9,139
- Campaign-Wide
- Capital Campaign Student Assistance, $12,310
- Faculty of Visual and Performing Arts, $12,089

Phanlhopony Begins at 40 . . . or 50 . . . or 60 . . .

The old expression “life begins at 40” probably should be updated to age 50, 60 or 70, in view of today’s increased longevity and healthier lifestyles. We’ve noticed that interest in planning gifts to Queen’s University usually begins at certain ages, as well.

People in their 30s and 40s.

Wills and estate plans are generally first crafted when people are in an age range, and many decide to express their support with a provision in their wills or living trusts. Many of our friends in this age range may also choose to name us as the beneficiary of their life insurance or retirement plans.

People in their 30s and early 40s.

Individuals looking toward retirement often find that gifts that pay you income, perhaps with payments deferred until retirement, can be a satisfying complement to their savings. Friends who have found success in the stock market, their businesses or their careers are at an age when charitable remainder trusts begin to make sense as a way to minimize income taxes, help Queen’s University* and establish steady pay-ments for life.

People ages 65 to 75.

Retirement years may bring a desire for gift arrangements that provide tax deductions and steady payments that are also taxed at favorable rates. A gift that pays you income can be just the answer. Friends who own real estate or other investments sometimes decide to transfer those assets – and the management burdens – to the trustee of a charitable remainder trust that allows them to enjoy a good income, provide tax benefits and give the satisfaction of helping Queen’s University in an important way.

People ages 75 and older.

Rates for gifts that pay you income can be high at these ages, and many people are updating estate plans, with thoughts about the next generation and of leaving the world a better place. Planning gifts for the benefit of Queen’s University* can be most satisfying. Our experienced gift planning staff is pleased to meet with anyone who is interested in planning for our future, and we hope you will call our office whenever you have a question or desire to sit down with us.