Iowa State meant a great deal to George “Donald” Graver, who passed away in spring 2012. Don grew up on a farm near Lisbon, Iowa, and was always interested in agriculture, especially dairy farming. He showed cattle in his youth, demonstrating a special interest and talent in handling the Guernsey dairy breed. He studied dairy science and graduated from Iowa State College in 1949.

After graduation, Don became a herdsman and dairy manager for several renowned dairy operations in Iowa and the Northeast. He formed a business partnership with another Iowa State dairy science graduate, Allan Bentley, and became friends with Allan’s father, Russell. Russell was also an alumnus of Iowa State, graduating in 1916.

Don looked at Russell as a role model — not only as a dairyman, but as a person of noble character and a father figure. It was during this time Don discovered that Russell had made a gift of $10,000 to create a scholarship for dairy science students at Iowa State University. This gift inspired Don to make a $1,000 cash gift to the Bentley scholarship and a seed was planted in Don’s mind that he would act on more than 25 years later.

“Don was always keenly interested in higher education. He believed everyone should be able to attend college.”

— Gerald “Jerry” Walsh, Don Graver’s stepson

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Page 6: Gift Impact
Don Graver, whose story is featured in this issue, passed away last year. His support for Iowa State continues, however, thanks to a gift of life insurance he made upon his death.

Many people overlook life insurance as a giving option, but it’s a simple way to make a big difference at Iowa State. In fact, a gift of life insurance has the following perks:

Cost-efficient: Life insurance allows you to make a significant gift even if your means are limited today. By making small premium payments each year for a limited number of years, you can leave a gift of sizable proportions.

Tax-beneficial: For a policy that is not contractually paid up, the deduction is your cost in the policy or the fair market value, whichever is lower. For a new policy with the ISU Foundation named the owner and beneficiary, future premium payments to us may be deemed deductible as gifts of cash.

Secure and confidential: Your life insurance policy is a contract. If you make us the owner and beneficiary of the policy now, it will not be included in your probate estate and will remain confidential.

EXAMPLE: USING LIFE INSURANCE TO SUPPORT IOWA STATE

Challenge: Over the course of their lives, Judy, 60, and her late husband have created a legacy of support to the ISU Foundation. Each year,
Judy donates nearly $10,000 of excess income to support her favorite programs. She dreams of someday making an even more substantial gift in memory of her husband, but she also wants to leave her estate as an inheritance for her five grandchildren.

**Solution:** Judy divides her estate equally among her five grandchildren and uses life insurance for her charitable intentions. Judy has several insurance options, with the following two emerging as the most likely scenarios:

- She could use her $10,000 annual gift to pay the premiums on a sizable life insurance policy. If she owns the policy but names the ISU Foundation as beneficiary, the death benefit will be included in her taxable estate but fully deductible as a charitable gift for estate-tax purposes.
- If she is less interested in maintaining control over the policy and its cash surrender value, Judy could name the ISU Foundation as owner of the policy today. In that case, she would receive an immediate income tax charitable deduction equal to the fair market value of the policy or her premiums paid, whichever is less. Plus, the policy is not subject to federal estate taxes.

Before deciding whether giving life insurance makes sense for you, consult with your professional advisor or estate planning attorney. Give us a call at 800.621.8515 for assistance.
DON GRAVER’S LEGACY LIVES ON WITH A GIFT FROM HIS ESTATE

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A LEADER IN HIS FIELD
Don operated his own dairy farm in Greeley, Iowa, from 1973 to 1992. He maintained his passion for the Guernsey breed and earned a national reputation as a dairy showman and leader in the field.

He served as president of the Story and Delaware County Dairy Herd Improvement associations, and was a past board member and past secretary of the Iowa Dairy Herd Information Association. He was named Delaware County Dairyman of the Year and Iowa Distinguished Dairyman in 1983.

“Don was a remarkable human being. He was modest and kind, and he was deeply committed to helping others,” said Don’s stepson Gerald “Jerry” Walsh. “I didn’t meet Don until I was in my 50s and I absolutely fell in love with him.”

Jerry was also aware of the important role Iowa State played in Don’s life.

“Don was always keenly interested in higher education. He believed everyone should be able to attend college,” Jerry said. “Iowa State opened up the world for him.”

HONORING A MENTOR AND HELPING IOWA STATE STUDENTS
In 2008, Don talked with an ISU Foundation staff member and drew up documentation to leave a portion of his life insurance policy to Iowa State upon his death. Even though Don could have created a scholarship in his own name, he chose to support the Russell Bentley Endowment for Excellence in Dairy Science, created by his old boss and mentor back in 1982.

Don passed away last year, yet his legacy will live on for many years in the dairy science department at Iowa State. Don’s gift will allow the department to award a larger scholarship amount to more students in dairy science, starting this year.

“With the cost of education increasing all the time, scholarship support is very important,” said Maynard Hogberg, professor and chair of animal science at Iowa State. “This scholarship is a huge benefit for today’s dairy science students, and we’ll be able to award more money to more students. We are very grateful for Mr. Graver’s generosity.”

TIME FOR FAMILY
Don retired in 1992 and moved to East Dubuque, Ill., where he met and married Arlene Bovee in 1996. At age 69, this was Don’s first marriage, and he became a father to two adult stepchildren.

“With the cost of education increasing all the time, scholarship support is very important.”
—— Maynard Hogberg, professor and chair of animal science at Iowa State

CONTACT US AT 800.621.8515 IF YOU WOULD LIKE TO TALK ABOUT HELPING IOWA STATE STUDENTS.
THE DANGERS OF AN OUTDATED ESTATE PLAN

Five Reasons for a Second Look

You have worked hard to acquire your assets. Don’t allow an out-of-date plan (or the absence of one) to undermine the way you would like your most valuable possessions distributed.

While it is important to review your estate plan every few years to ensure it still reflects your wishes, several circumstances should trigger prompt action.

[1] A birth in the family. If you don’t designate a guardian for your young children or create a trust for your children or grandchildren, they may not receive the proper care and necessary financial resources should something happen to you.

[2] A loved one’s death. If you don’t update your beneficiaries after a loved one you’ve designated has passed away, your estate could be subject to costly litigation after your lifetime.

[3] Remarriage. If you fail to remove your former spouse as beneficiary of your assets and you die first, he or she could end up receiving assets such as your retirement plan.

[4] An out-of-state move. Your will may not be valid in another state because of different state requirements for a legal will. Be sure to meet with an attorney to understand the laws in your new state and ensure your will is legally sound.

[5] Recent tax law changes. Tax laws change often and may affect how you plan your estate. Contact your estate planning attorney to double-check current laws and find out how you may be affected.

If you’re interested in including a gift to Iowa State in your estate plan, please call us at 800.621.8515 to discuss your options.

HOW TO CHANGE YOUR LIFE INSURANCE BENEFICIARY

Contact your insurance company for its change-of-beneficiary form. If you’d like to name the ISU Foundation as a beneficiary, decide what percentage of the policy’s value you would like us to receive and name us along with the stated percentage on the beneficiary form. Then return the form to your insurance company.
My scholarship has helped me in so many different ways. I am paying for college out of my pocket as much as possible to help keep my debt down. This will help me in the future, as I am interested in buying a farm soon after graduating in spring 2014. The scholarship also eases my mind because I can focus on my studies without having to worry as much about my finances. I am very thankful for all of the people who have helped me in my college experiences.