

Making a Gift Through Real Estate

As I travel the country visiting with our donors, it goes without saying that the uncertain economy is a major concern for

everyone. But through this uncertainty, there is one constant: their unwavering commitment and passion for Iowa State University.

Donors contributed over \$127 million to Iowa State in the 2008-2009 academic year, which represents the third best fundraising year in the university's history. The College of Business raised more than \$7 million in donor contributions. It truly is humbling to see the dedication of our donors, ensuring that the educational opportunities for our students are not sacrificed to a tough economy.

In the last *Prospectus*, I provided information on charitable gift annuities, an increasingly popular way donors are supporting charities while receiving personal income over a lifetime. In the third of a four-part series, I am going to discuss how donors are supporting the College of Business through gifts of real estate.

Through the Iowa State University Foundation, the College of Business can benefit when a donor wishes to make a gift of real estate: a primary home, vacation home, farm, a building which once housed a business, or other property. The ISU Foundation generally sells the real estate as quickly as possible so that our students and faculty can benefit immediately from this gift. Some donors have used real estate to fund a Charitable Remainder Unitrust at the ISU Foundation with a remainder beneficiary designation to support the College of Business.

For information on making a gift of real estate, I recommend a brochure titled, "Gifts of Real Estate: Unlocking the Financial Benefits." To



receive your complimentary copy from the ISU Foundation, please call 800 621-8515 or simply return the reply card on the inside back cover of this magazine.

John ('56 Industrial administration) and Ruth ('56 Family and Consumer Sciences) Sherman of Onalaska, Wisconsin, recently made a provision in their estate plans to support the university with a retained real estate gift. As part of the gift, the Shermans will maintain ownership of their winter home in Arizona, and upon their passing it will then be sold by the ISU Foundation to support student scholarships in the College of Business. The Shermans are very proud of their ISU experiences and look forward to one day supporting business students who may have career interests in manufacturing management and are succeeding academically at Iowa State.

"Iowa State University means so much to Ruth and I, and this gift is the least that we can do to say thank you," John said. "We hope that this gift will allow future business students to receive an outstanding business education at Iowa State."

A real estate gift is a wonderful way to support the college during *Campaign Iowa State*. I hope that you consider this type of asset or other gifting opportunities as you fulfill your philanthropic dreams. Thank you to the Shermans and the hundreds of other donors who have supported the campaign to date. ■

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CAMPAIGN IOWA STATE UPDATE

