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# Pennsylvania Banner Users Group 2009 Fall Conference

Planned Giving Reporting

# General Announcements:

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- Please turn off all cell phones/pagers
- If you must leave the session early, please do so as discreetly as possible
- Please avoid side conversations during the session
- Questions will be answered .....

**Thank you for your cooperation**



# Introduction

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- Andrea Mulrine
- Director of Development Research & Operations
- On campus for 11+ years
- In Development for 6 years
- Responsible for all data in and out of BANNER as well as prospect research & management



# The University of Scranton

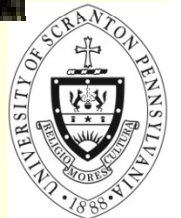
- Founded in 1888, Scranton is a nationally recognized Catholic and Jesuit university in Pennsylvania's Pocono Mountains region. We offer 59 undergraduate and 25 graduate programs to approximately 5,600 students, as well as an extensive selection of continuing education programs for working professionals.
- Currently in our Pride, Passion, Promise Campaign with a goal of \$100M





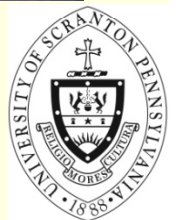
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5





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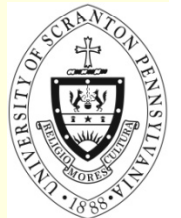


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7



Unified Science Center 2009-11-23 10:43:58



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8



# The Problem

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- BANNER does not have a specific module or method for dealing with tracking and reporting planned gifts
- Need to report on planned gifts for this campaign
- Need to supply information on all existing planned gifts to Finance for bond rating and borrowing



# The Solution

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- Utilize existing functionality in BANNER:
  - Pledge Form (AGAPLDG)
  - Auxiliary Pledge Form (AGAPPAUX)
- Actuarial Life Table from the Social Security Administration
- MS Access for reporting



# Validation Tables

## ■ **ATVPLDG – Pledge Type**

- PG Planned Gift
- TC Testamentary Commitment
- VT Verbal Testamentary
- PR Planned Gift Realized

## ■ **ATVPCLS – Pledge Classification**

- PGBQ Bequest
- PGGGA Gift Annuity
- PGIB IRA Beneficiary
- PGID IRA Distribution
- PGLB Life Insurance - Beneficiary
- PGLO Life Insurance - Owner
- PGOT Other Planned Gift Type
- PGRE Real Estate
- PGTR Trust
- PGUN Unknown Planned Gift Type

11/24/2009

11



# Validation Tables

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- ATVAUXL
  - LIFE – Information for Life Expectancy
  
- ATVCAMP
  - PGRES – Planned Giving Research Campaign
  
- ATVDESG
  - PGRESEARCH – Planned Giving Research Designation



# QuickFlow

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- AGAPLDG
  - Enter pledge details
- AGAADJS
  - Enter appropriate pledge class in PLEDGE CLASS 3
- AGAPAUX
  - LIFE code
  - Comment = M01/01/1950
    - 1<sup>st</sup> character = gender
    - Next 10 characters = birthdate



# Reporting

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- Create new table using information in Social Security Administration Actuarial Life Table  
<http://www.socialsecurity.gov/OACT/STATS/table4c6.html>
- Three columns:
  - Age
  - Gender
  - Life expectancy



# Query

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- Parse information in comment to determine life expectancy
  - 1<sup>st</sup> character = Gender to match to gender in new table
  - Characters 2 through 11 are birthdate to calculate age
  - Note: we use a “D” in the gender position to indicate the person is deceased which then calculates as zero life expectancy



# Reports

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- #1 – printed report totaling by expected year
- #2 – crosstab query for Finance with the totals spread into columns by expected year
- #3 – alpha list



## Planned Gift Expectancies

Name & RID	Pledge Type	Pledge Date	Pledge #	Campaign & Designation	Amount Remaining	Life Expectancy	Life Exp. Info.
<b>Expected Fiscal Year 2045</b>							
[REDACTED]	Testamentary Commitment / Bequest	8/21/2008	0285157	PRIDE / PRIDEBLDG	\$1,000.00	35.07	M01/17/1967 Age = 41
				<i>Present Value:</i>	\$436.02		
<i>Pledge Notes:</i> Donor indicates University is included in estate plan. Prefers to remain anonymous.							
<b>Total for Fiscal Year 2045:</b>					\$1,000.00		
<b>Present Value for Fiscal Year 2045:</b>					\$436.02		
<b>Expected Fiscal Year 2046</b>							
[REDACTED]	Testamentary Commitment / Bequest	9/9/1998	0285173	PRIDE / PG RESEARCH	\$150,000.00	36.46	F03/20/1964 Age = 43
				<i>Present Value:</i>	\$63,869.40		
<i>Pledge Notes:</i> Donor indicates in writing that the University is the beneficiary of 15% of the remainder of the estate, estimated at \$150k							
<b>Total for Fiscal Year 2046:</b>					\$150,000.00		
<b>Present Value for Fiscal Year 2046:</b>					\$63,869.40		
<b>Expected Fiscal Year 2049</b>							
[REDACTED]	Planned Gift / Trust	1/1/2004	0285284	PRIDE / MCAKAC	\$652,419.60	39.24	F11/22/1967 Two beneficiaries of this trust: Lisa [REDACTED], Birthdate = 2/9/1966, Age = 41; Lisa [REDACTED], Birthdate = 11/22/1967, Age = 1. Used [REDACTED] life expectancy.
				<i>Present Value:</i>	\$258,719.22		
<i>Pledge Notes:</i> University is 60% beneficiary of CRUT with two life beneficiaries. Amount = 60% of market value as of 11/30/2007							
<b>Total for Fiscal Year 2049:</b>					\$652,419.60		
<b>Present Value for Fiscal Year 2049:</b>					\$258,719.22		
<b>Grand Total:</b>					<b>\$34,125,765.20</b>		
<b>Present Value Grand Total:</b>					<b>\$25,227,225.68</b>		



A	B	C	D	E	F	G	H	I	J	K	L	M
Life Expectancy	Last Name	First Name	Pledge Type	Planned Gift Type	Pledge Date	Pledge #	Campaign	Designation	Pledge Comments	Expectancy Com	2010	2013
20.78		Bonnie	Planned Gift	Bequest	12-Mar-08	0287536	PRIDE		30% of residual estate (full estate estimated at \$800k on 3/12/08)	F05/28/1946	\$ -	\$ -
4.26		Pride #2	Planned Gift	Trust	05-Feb-08	0292761	PRIDE		Trust to be managed by PNC bank. Corpus to university after death of spouse. See file in safe in Executive Director's office.	M11/12/1921 Age = almost 87	\$ -	\$ -
10.56		William	Planned Gift	Trust	25-Apr-08	0291690	PRIDE		Donor indicates in writing that the University is 1/3 beneficiary of unitrust valued at over \$2.5M as of April, 2008.	M08/29/1935 Age = 72	\$ -	\$ -
18.50		Patrick	Verbal Testamentary	Trust	05-Mar-08	0276229	PRIDE		Estate Society certificate issued 11/12/96. Donor indicated in meeting with A. Mazzei that amount is about \$250k in trust	M04/05/1947 Age = 60	\$ -	\$ -
									Copy of will dated 4/30/94 indicates that University is beneficiary of 25% of estate (per letter from attorney dated	M01/01/1944 No birthdate; estimate =	\$ -	\$ -

11/24/2009



qryPlannedGift\_Alpha.xlsx

	A	B	C	D	E	F	G	H
1	Last Name	First Name	Expected FY	Amount	Date	Campaign	Designation	PresentValue
2		Bonnie	2031	\$ 240,000.00	12-Mar-08	PRIDE		\$ 149,352.37
3		Pride #2	2014	\$ 700,000.00	05-Feb-08	PRIDE		\$ 636,646.29
4		William	2021	\$ 850,268.00	25-Apr-08	PRIDE		\$ 670,743.18
5		Patrick	2028	\$ 250,000.00	05-Mar-08	PRIDE		\$ 163,132.61
6		Nicholas	2026	\$ 300,000.00	01-Apr-94	PRIDE		\$ 205,268.33
7		Paula	2043	\$ 50,000.00	17-Dec-08	PRIDE		\$ 23,408.38
8		Robert	2028	\$ 250,000.00	13-Jul-09	PRIDE		\$ 163,132.61
9		Robert	2028	\$ 500,000.00	19-Mar-98	PGRES		\$ 326,265.22
10		Thomas	2026	\$ 1.00	05-Apr-06	PGRES		\$ 1.00
11		Daniel	2010	\$ 1.00	19-Apr-05	PGRES		\$ 1.00
12		Mark	2037	\$ 200,000.00	06-Nov-08	PRIDE		\$ 105,421.98
13		Paul	2015	\$ 500,000.00	04-Apr-05	PRIDE		\$ 444,089.21
14		Edward	2036	\$ 1.00	02-Jul-07	PGRES		\$ 1.00
15		William	2029	\$ 31,150.14	22-Dec-08	PRIDE		\$ 19,850.01
16		Edward	2026	\$ 1.00	01-Jan-96	PGRES		\$ 1.00
17		Charles	2030	\$ 100,000.00	20-Aug-98	PRIDE		\$ 62,230.15
18		Sam	2017	\$ 1.00	15-Sep-06	PGRES		\$ 1.00



# Present Value

- $\text{IIf}([\text{LifeExpectancy}]=0 \text{ Or } [\text{AGRPDES\_AMT}]=1, [\text{AGRPDES\_AMT}] - [\text{AGRPDES\_AMT\_PAID}], \text{PV}(0.024, \text{Int}([\text{LifeExpectancy}]), 0, -([\text{AGRPDES\_AMT}] - [\text{AGRPDES\_AMT\_PAID}])))$



# Present Value

## PV Function

Returns a [Double](#) specifying the present value of an annuity based on periodic, fixed payments to be paid in the future and a fixed interest rate.

### Syntax

**PV**(*rate*, *nper*, *pmt*[, *fv*, *type*])

The **PV** function has these [named arguments](#):

Part	Description
<i>rate</i>	Required. <b>Double</b> specifying interest rate per period. For example, if you get a car loan at an annual percentage rate (APR) of 10 percent and make monthly payments, the rate per period is 0.1/12, or 0.0083.
<i>nper</i>	Required. <b>Integer</b> specifying total number of payment periods in the annuity. For example, if you make monthly payments on a four-year car loan, your loan has a total of 4 * 12 (or 48) payment periods.
<i>pmt</i>	Required. <b>Double</b> specifying payment to be made each period. Payments usually contain principal and interest that doesn't change over the life of the annuity.
<i>fv</i>	Optional. <b>Variant</b> specifying future value or cash balance you want after you've made the final payment. For example, the future value of a loan is \$0 because that's its value after the final payment. However, if you want to save \$50,000 over 18 years for your child's education, then \$50,000 is the future value. If omitted, 0 is assumed.



# Open to the Floor

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- Questions
- Comments

