

AUTUMN / WINTER 2018

Foresight

A Guide To Financial &
Charitable Gift Planning

UCSF



Roxie Moradian: The Heart of Fresno

Roxie Moradian is flanked by broadcast journalist Cokie Roberts (left) and former UCSF Fresno associate dean John Blossom, MD (right), at a 1998 UCSF Fresno Foundation event.

A lifelong philanthropist in the San Joaquin Valley city of Fresno, Roxie Moradian was charming and sophisticated – the only woman in town known to wear a red Coco Chanel pantsuit. She was also plainspoken, gregarious, and infectiously joyful, making friends wherever she went. When Roxie died in 2017 at age 103, she and her husband Frank left a portion of their estates totaling \$2.2 million to establish an endowment benefiting UCSF School of Medicine and UCSF Fresno.

“You could take her to a baseball game and she’d fit right in,” says her trustee and surrogate son, Mike Nicoletti. “Or, if she were sitting next to the queen of England, she’d know just what to do and say.”

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Foresight

A Guide To Financial & Charitable Gift Planning

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For more information on making a planned gift, please complete and return the enclosed reply card, visit our website, or reach us using the contact information below.

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We encourage you to consult your attorney about the applicability to your own situation of the legal principles contained herein.

Fast Facts

UCSF Fresno was established in 1975 and housed at the VA Central California Health Care System.

UCSF Fresno Center for Medical Education and Research opened in 2005, consolidating all UCSF Fresno residency programs and administrative staff under one roof for the first time.

700

UCSF core and volunteer faculty

200k+

Patients cared for annually at clinical partner sites

300+

Physicians trained annually

14

Average number of years it takes to train a physician

100%

Match rate for all UCSF Fresno residency programs eight years in a row

\$190k

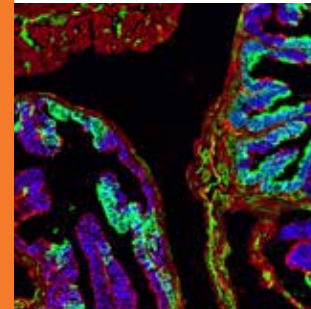
Average medical school debt in 2016

300+

Research studies, clinical trials, and public service projects

50%

UCSF Fresno-trained physicians who stay in the Central Valley to practice



UCSF Fresno, the largest physician-training program between Sacramento and Los Angeles, plays an essential role in meeting the health care needs of the San Joaquin Valley.



UCSF Fresno

Bringing medical education and care to the San Joaquin Valley

Rich in agricultural abundance and cultural heritage, the San Joaquin Valley is one of the fastest growing and most diverse regions in California. Historically, it also has been one of the most medically underserved.

In the 1970s, the community grew increasingly concerned about a lack of clinical care services and practitioners. In 1975, with the support of the California legislature and the U.S. Department of Veterans Affairs (VA), UCSF Fresno was established as a regional campus of UCSF and housed at the VA Central California Health Care System. The UCSF Fresno Center for Medical Education and Research opened in 2005, consolidating all residency programs and administrative staff under one roof for the first time.

Today, UCSF Fresno is the largest physician-training program between Sacramento and Los Angeles, playing an essential role in meeting the Valley's health care needs. In line with UCSF's mission of advancing human health, UCSF Fresno is focused on improving health in the region through excellence in medical education, providing outstanding patient care, conducting

innovative clinical research, and giving back to the community.

Whether working in rural clinics or urban hospitals, trainees make a genuine difference in residents' lives. Many go on to establish practices in other parts of the Valley, taking the skills and knowledge they gain at UCSF Fresno with them. About 50 percent of the physicians who train at UCSF Fresno stay in the Valley, thus helping to reduce the clinician shortage.

"Our goal is to recruit, train, and retain the best and brightest physicians," says UCSF Fresno associate dean Michael W. Peterson, MD, FCCP, MACP. "We hope they will care, teach, heal, and discover here in the region where they can have the greatest impact." ■

Leave a Legacy

The planned giving options described below are just some ways you can make a gift to UCSF while maintaining your assets during your lifetime. Gifts can be restricted to particular areas within UCSF, as Roxie and Frank Moradian chose to support the School of Medicine and UCSF Fresno. Depending on your area of interest, you could alternatively designate your gift to another of UCSF's professional schools or clinics and, within these areas, you can also indicate specific purposes, such as student or faculty support, patient programs, or other areas to benefit from your gift.



For more information on how to make a planned gift, please call us at (415) 476-1475 or visit us at giftplanning.ucsf.edu.

CHARITABLE GIFT ANNUITY

INCREASED PAYOUT RATES FOR CHARITABLE GIFT ANNUITIES EFFECTIVE JULY 1, 2018

A charitable gift annuity provides you or a loved one with fixed income payments for life while providing valuable support for UCSF in the future. Some of these income payments will be tax-free, and the donor receives a charitable

income tax deduction in the year the annuity is established. **Rates have recently gone up!** Note that the minimum amount required to establish a charitable gift annuity is currently \$25,000.

SAMPLE RATES (SINGLE LIFE ONLY) – \$25,000

Age	65	70	75	80	85	90
Rate	5.1%	5.6%	6.2%	7.3%	8.3%	9.5%
Charitable Deduction	\$8,912	\$10,040	\$11,439	\$12,341	\$13,943	\$15,547
Annual Payment	\$1,275	\$1,400	\$1,550	\$1,825	\$2,075	\$2,375

CHARITABLE IRA ROLLOVER

MAKE A TAX-FREE TRANSFER TO UCSF FROM YOUR IRA

Congress has permanently extended the charitable IRA rollover provisions. As a result, individuals 70½ or older can now direct that an amount of up to \$100,000 be distributed tax-free from an Individual Retirement Account (IRA) to the UCSF Foundation. This amount will

count toward the donor's required minimum distribution amount for the year in which the distribution is made. While the distribution is not deductible as a charitable contribution, neither is it treated as taxable income to the donor.

BEQUEST

A bequest costs you nothing now but provides significant support to UCSF in the future.

Sample Bequest Language:

"I give to the University of California, San Francisco Foundation, a California nonprofit public benefit corporation, [the sum of \$_____] [the residue of my estate] [__% of the residue of my estate] to be used as directed by the Chancellor."

RETIREMENT PLAN OR LIFE INSURANCE POLICY

You can name the UCSF Foundation as a beneficiary of all or part of your retirement plan assets or life insurance policy.

CHARITABLE REMAINDER TRUST

A charitable remainder trust can be a tax-efficient way for you to turn appreciated property into a source of income for you and/or others that can grow over time and ultimately benefit UCSF.

RETAINED LIFE ESTATE

You can deed a personal residence or farm to UCSF but retain the right to live in or use it for the rest of your life.



Recent Estate Gifts

Marjorie R. Belben, MS '63, of San Francisco left a specific bequest of \$1,000 to the UCSF School of Nursing.

San Francisco resident **Joy Madeline Berry** left \$477,188 from the residue of her estate to benefit the UCSF Vision Center.

The **Dionigi Brunetti Trust Under Will** made annual gifts to UCSF Benioff Children's Hospital Oakland for more than 30 years. The trust recently matured and the hospital received the remainder of the gift, totaling \$539,342.

Phyllis Jean Clark of Merced, California, designated a portion of her estate totaling \$223,423 to the Rosalind Russell/Ephraim P. Engleman Rheumatology Research Center.

Pharmacy alumnus **George M. Fohlen, PhD '44**, of Sonoma established a charitable gift annuity; upon his passing, the UCSF School of Pharmacy received \$10,779 to be used at the discretion of the dean. Dr. Fohlen was a Heritage Circle member.

David L. George, a resident of San Luis Obispo, California, left a percentage of his estate totaling \$31,500 to support cardiology at UCSF.

UCSF School of Medicine received \$106,569 from the estate of **Frank Kleinbeitz** to be used at the discretion of the dean.

Long-time Carmel Valley, California, resident **Jill E. Lynch** left a bequest of \$5,000 to support AIDS research.

UCSF emeritus faculty member and Heritage Circle member **Marvin Sleisenger, MD**, designated a portion of his IRA totaling \$91,714 to be added to the Marvin H. Sleisenger Endowed Chair, which he established during his lifetime and is currently held by the chair of medicine at the San Francisco Veterans Affairs Medical Center. UCSF realized another \$622,151 from the termination of the charitable remainder unitrust Dr. Sleisenger established with UCSF, also to be added to his endowed chair.

Stephen J. and Lauraine L. Humbert Wallack of Santa Rosa left an estate gift of \$565,000 to benefit UCSF Benioff Children's Hospital Oakland.

Ivan Woo of San Francisco left a portion of his estate amounting to \$163,079 to UCSF Helen Diller Family Comprehensive Cancer Center.



In 1990, Roxie met China-born physician and author Han Suyin, MBBS (left), at the 9th Annual Milo E. Rowell Memorial Lecture in Fresno, where Dr. Suyin spoke on the history of medicine in China.

(Roxie Moradian, *continued from cover*)

Roxie was like a bolt of lightning, Nicoletti adds, the perfect complement to Frank's quiet and dignified demeanor. During their lifetimes, the Moradians donated to medical research and education for nearly 40 years. They supported the UCSF Chancellor's Fund and other programs, in 1985 earning the UCSF Medal, the campus's most prestigious award, and later joining the Heritage Circle, UCSF's legacy society.

They also helped build the Fresno community and enrich its cultural life, cofounding the Fresno Arts Center (now the Fresno Art Museum), the Fresno Philharmonic, and the San Joaquin Valley Town Hall lecture series. In the 1970s, when local activists advocated for a medical school in Fresno, the Moradians joined the campaign, helping to establish the UCSF Fresno Medical Education Program. (See sidebar, page 3.)

"Roxie's name has got to be all around Fresno," says former UCSF Fresno associate dean John Blossom, MD. "She gave back, on a grand scale, to almost everything."

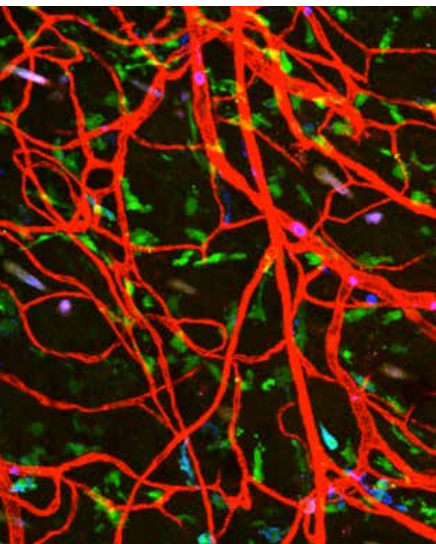
The daughter of Armenian immigrants, she grew up in nearby Selma, where her father made his fortune by inventing a grape-bleaching machine that produced the "golden raisin." She relished the times her family piled into their Ford Model T to drive to downtown Fresno for a day of shopping at Gottschalk's, where she later became a model. She moved to Fresno to learn typing and shorthand and study history at Fresno State, and she never left.

Roxie married Frank Moradian when he was a young clerk at Fresno's Penny-Newman Grain Company, which to this day manufactures dairy feed and sells grains. In 1943, she used her family inheritance to help Frank purchase the company. The couple enjoyed life, traveling the world, collecting art, and hosting famous guests – including Charlie Chaplin, the dancer Rudolf Nureyev, and the writer William Saroyan – at their home on the Fresno bluffs.

"Roxie and Frank had no children, and when he was in his 60s, he started looking for some young blood to help with the company," says Nicoletti, a Bay Area accountant who was introduced to Frank by a mutual associate as a possible successor. "We really hit it off, and Frank mentored me to take over the business. He became like a father to me." After Frank died in 1987, Nicoletti worked with Roxie to purchase Penny-Newman and maintained a lifelong relationship with her. *(continued on back page)*



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“Why should I keep it if I can help? I just wanted to do something for Fresno.”

Roxie Moradian

(Roxie Moradian, *continued from page 7*)

As a widow, Roxie ramped up her giving, making dozens of gifts to UCSF and UCSF Fresno, helping to fund cancer and Alzheimer’s research, clinical and translational studies, and a new campus library. She donated generously to local schools, hospitals, cultural centers and charities, including Fresno State, the Fresno Ballet, and the Fresno Rescue Mission.

Of her philanthropy, she once said, “Why should I keep it if I can help? I just wanted to do something for Fresno.” ■