CREATE A LEGACY
WHERE CURES BEGIN.
Jonas Salk changed the world. You, too, can have a transformative impact on the future of humanity.

DISCOVER YOUR LEGACY AT THE SALK INSTITUTE

Making a lasting impact through a planned gift can be simple. Gifts of any size can help accelerate innovation, support the next generation of scientists and enable life-changing discoveries. Whether you would like to put your donation to work today or benefit us after your lifetime, this brochure will help you select a charitable plan that lets you provide for your family and support the Salk Institute.
Leaving a gift to the Salk Institute in your will or by beneficiary designation will support foundational research that could help manage cancer, fight climate change, treat Alzheimer’s and more.

My time in Wylie Vale’s lab literally changed the course of my life. Supporting the work of brilliant Salk researchers in Wylie’s memory is an honor that allows me to contribute to the advancement of science.

LIZ KEADLE
Salk Trustee and Salk Alumna
Liz Keadle worked with Wylie Vale in Salk’s Peptide Biology Laboratory, and in 2013 created an endowment in support of the Vale lab in perpetuity.
Salk consistently executes best financial practices.

We know there are many deserving causes worthy of your support. That’s why the Salk Institute takes great pride in carrying out its mission in a financially efficient manner. By executing best fiscal practices, we ensure your gift will impact the field or research you designate. Charity Navigator, America’s largest independent charity and nonprofit evaluator, validates Salk is fiscally responsible by giving the Institute its highest ranking, 4 out of 4 stars, nine consecutive times. Only three percent of the roughly 10,000 nonprofits evaluated received this distinction.
STRUCTURING YOUR PLANNED GIFT

Our planned giving experts are available to work with you to find an option that best reflects your needs. For example, you may wish to give items other than cash, or to receive income as part of your retirement planning. Our professional staff would be pleased to consult with you and your attorney or tax advisor on the most advantageous ways to structure your gift to maximize financial benefits to you. A planned gift may provide substantial tax advantages for you and your family.

We welcome you to contact Salk’s Office of Planned Giving at (858) 500-4884 or plannedgiving@salk.edu to speak with our experts. They would be happy to help you and your professional advisors develop a plan that’s best for you.
CHARITABLE GIFT ANNUITIES

Charitable gift annuities are a simple contract between you and the Salk Institute, in which you agree to make a donation of cash, stock or other assets to the Salk Institute, and in return, you (and/or your family members or friends) receive a fixed amount each year for the rest of your life. You also will benefit from a tax deduction at the time you make the gift. These payments are fixed, so you are not at the mercy of a fluctuating market, and they are guaranteed by the full credit of the Salk Institute. The older you are when you begin to receive the payments, the higher your income from the gift annuity. These rates are established by the American Council on Gift Annuities. You may choose to make a gift now, take an immediate tax deduction and then defer receiving income until a future date such as retirement. By deferring payments, you qualify for a higher total payout. Salk follows the payment rates set forth by the American Council on Gift Annuities, and these change periodically. However, once a gift annuity is established, the rates for that gift are fixed.

CHARITABLE REMAINDER TRUSTS

Charitable remainder trusts are very flexible and offer a variety of benefits for you and your family. You create a trust, from which you (and/or your family members or friends) receive income each year for the rest of your life. You are entitled to a tax deduction when you set up the trust, and you can avoid capital gains tax on any assets held by the trust. Your income can be either variable or a fixed amount. After your lifetime, the balance in the trust goes to the Salk Institute. You may also designate other charities to receive a portion of the remainder.
Anne is 83 years old and wishes to support a postdoctoral fellowship [or other research area]. Anne has a $25,000 certificate of deposit which recently came due, and she decided to use that cash to establish a **Charitable Gift Annuity** which would provide her with more income. At the time of her gift, the payment rate was 7.2 percent, so she will receive income of $1,800 each year for the rest of her life.

<table>
<thead>
<tr>
<th>Amount transferred to Salk</th>
<th>$25,000</th>
</tr>
</thead>
<tbody>
<tr>
<td>Annuity Rate</td>
<td>7.2%</td>
</tr>
<tr>
<td>Payment to Anne</td>
<td>$1,800</td>
</tr>
<tr>
<td>Tax-free portion of payment to Anne (for 8 years)</td>
<td>$1,656</td>
</tr>
<tr>
<td>Immediate income tax deduction</td>
<td>$12,750</td>
</tr>
</tbody>
</table>

Robert and Mary are 78 and 75 years old. They have a piece of appreciated real estate property that they no longer use and which they purchased decades ago at a much lower price than its current fair market value. They decided to fund a **Charitable Remainder Trust** with the property so when they sell it, they won’t owe any capital gains taxes on it and can receive income for their combined lifetimes. They decided on an annual income of 6 percent of the value of the trust assets.

<table>
<thead>
<tr>
<th>Amount transferred to Salk</th>
<th>$500,000</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cost basis of the property</td>
<td>$200,000</td>
</tr>
<tr>
<td>Capital gains tax when property is sold</td>
<td>$0</td>
</tr>
<tr>
<td>Immediate income tax deduction</td>
<td>$225,505</td>
</tr>
<tr>
<td>First year’s income</td>
<td>$30,000</td>
</tr>
</tbody>
</table>

John is 60 years old and is planning for his retirement. He is currently in the highest tax bracket and wants to make a gift to Salk and also provide a stream of retirement income for himself. He decided to transfer $100,000 of appreciated stock to set up a **Deferred Charitable Gift Annuity** to start paying him income in 10 years. He will receive an immediate income tax deduction of $32,615 which will help offset his high-income taxes. He will begin receiving $6,200 each year when he turns 70 years old.

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<th>Amount transferred to Salk</th>
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<tr>
<td>Annuity Rate</td>
<td>6.2%</td>
</tr>
<tr>
<td>Annual payment starting in 10 years</td>
<td>$6,200</td>
</tr>
<tr>
<td>Immediate income tax deduction</td>
<td>$32,615</td>
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You can leave a legacy of helping humankind by remembering the Salk Institute in your estate. **People who make a planned gift to Salk become members of our legacy society, Partners in Research.**

**GIFTS FOR THE PRESENT OR FUTURE**

**CHARITABLE LEAD TRUSTS**
Charitable lead trusts are often thought of as the reverse of a charitable remainder trust, in that the income initially goes to Salk, and the remainder reverts back to you or your family. You transfer assets to a trust that pays the Salk Institute an income for a fixed term of years. When the term is up, the remaining trust assets go to you, your family, or other beneficiaries you select. The benefits, which include income tax deductions and reduced or eliminated gift and estate taxes, vary based on the terms you establish for your trust. The trust can be enacted during your lifetime or as part of your will.

**RETAINED LIFE ESTATE**
You can use your home to make a significant gift to the Salk Institute without impacting your day-to-day life at all. When you transfer the title of your property to Salk, you have the exclusive use of the property for your lifetime. You retain the right to live there or rent it for additional income for the rest of your lifetime. While you are obligated to continue to pay real estate taxes, maintenance fees and insurance on the property, you will qualify for an income tax deduction in the year the gift is made. In certain circumstances, you can combine a life estate with a charitable gift annuity to receive fixed income for the rest of your lifetime. The amount of your payment would be determined by the value of your home and your age at the time of the gift.

**LIFE INSURANCE**
A life insurance policy can be redirected to help support the Salk Institute. If you choose Salk to be the owner of the policy, you would be entitled to an immediate charitable tax deduction. Whereas, if you name Salk as the beneficiary of your life insurance policy, your estate will receive a federal estate tax charitable deduction when Salk receives the funds. Life insurance is also often used to benefit heirs in conjunction with a charitable remainder trust.
GIFTS FOR THE FUTURE

BEQUESTS
One of the easiest and most common ways to make a gift through your estate plan is by a bequest. A bequest is a gift through your will or revocable living trust, and it can be amended by you throughout your lifetime. Your bequest can be for a specific asset or amount, or it can be for a percentage or the remainder of your estate. After your lifetime, the Salk Institute receives your gift as a result of your thoughtful charitable planning, and your estate receives a tax deduction. You may also decide to direct your bequest to establish an endowment which will last in perpetuity.

Sample Bequest Language

I give [insert dollar amount, property to be given, percentage of the estate, or “the remainder of my estate”]
to the Salk Institute for Biological Studies,
a California nonprofit corporation,
located at 10010 North Torrey Pines Road,
La Jolla, CA 92037.

GIFT OF RETIREMENT PLANS
Assets in an employee retirement plan, IRA, or tax-sheltered annuity are subject to income taxes after your death if they are left to your heirs. However, if you designate Salk as the beneficiary of all or part of these assets, you will support science while reducing the tax burden on your family. This can be done by simply completing a beneficiary designation form with the administrator of your retirement plan.
As a member of **Partners in Research**, Salk’s legacy society, you are part of a visionary group that invests in the future of science by incorporating philanthropic support for the Salk Institute into your estate plans.

**WALTER ECKHART**  
**Professor Emeritus**

Walter Eckhart, professor emeritus and former director of the Salk Cancer Center, set up a charitable gift annuity through Salk that provides him with a steady stream of income and supports the Institute’s basic scientific research.

This research is more expensive now than ever before. The reason I chose an unrestricted gift to support Salk’s science is because that’s the most difficult funding for the Institute to raise.
ANNUAL GIVING

Your support of Salk science can be as straightforward as making a monthly donation or as sophisticated as structuring a gift that will help reduce your tax burdens. When you make a gift, you can direct your support to research areas of your choice.

Visit www.salk.edu/engage to learn more about each of these donation options.

MATCHING GIFTS

If your employer has a charitable matching program, your gift may be doubled, or even tripled. Please check with your benefits administrator for details.

MEMORIAL AND TRIBUTE GIFTS

Establishing a memorial or tribute gift can be a meaningful way to honor your loved one or celebrate a special occasion such as a birthday while supporting the work of our mission.

Your contributions fund advances in cancer, aging, Alzheimer’s disease and diabetes research through studies in neuroscience, genetics and cell biology. In recognition of your generosity as a Partner in Research, you will receive regular updates on our scientists’ progress in their labs that highlight discoveries and breakthroughs, as detailed by our award-winning magazine Inside Salk and other publications. You will also be invited to special receptions, lectures, tours, and other Salk events that will keep you abreast of cutting-edge, life-changing discoveries. Additionally, you will have the chance to interact with our world-renowned scientists.
Supporting basic biological research is our best hope for understanding and treating disease.

WAYS OF GIVING

CASH OR CHECK
All gifts are fully tax-deductible as allowed by law. Please make checks payable to the Salk Institute and mail to:

Development Office
The Salk Institute for Biological Studies
10010 North Torrey Pines Road
La Jolla, CA 92037-1002

ELECTRONIC TRANSFER
Please contact the Development Office at (858) 453-4100 x1840 before scheduling an electronic transfer to obtain instructions.

DANIEL C. LEWIS
Salk Board of Trustees Chair

Dan Lewis supports Salk’s cancer research because of his personal connection to the Institute. Diagnosed with chronic myeloid leukemia in 2006 and given three years to live, he’s alive today thanks to the drug Gleevac. The creation of Gleevac began with a discovery at Salk by cancer researcher Tony Hunter.

I’ve watched in awe the steady flow of groundbreaking discoveries emerging from Salk laboratories, knowing that each has the potential to impact the lives of millions of people for the better. To know I am a part of that is incredibly gratifying.
WAYS OF GIVING

Stock that has increased in value is one of the most popular assets used for charitable giving, once it has been held for more than one year. Making a gift of securities helps us to meet capital expenses, while helping you to reduce capital gains.

CLOSEDLY HELD STOCK

Closely held stock is defined as shares in a C corporation, in which a few shareholders hold the majority of the stock. Such a gift can be a powerful way to contribute to our future, while realizing tax advantages in the present.

SAVINGS BONDS

Savings bonds are normally taxed when they’re cashed in, reissued to another person or reach final maturity. You can reduce, or even eliminate, income taxes when you choose to donate your bonds to the Salk Institute.

MUTUAL FUNDS

Mutual funds are generally treated the same as securities, except they are usually transferred directly from the holding company to Salk, and this transaction can take longer than the sale or transfer of an individual security. You would get a tax deduction for the value of your gift, and you can bypass capital gains tax on appreciated mutual funds.

GIFTS-IN-KIND

TANGIBLE PERSONAL PROPERTY

While the tax benefits may vary, many items of tangible personal property, such as artwork or antiques, would be welcome as gifts to the Salk Institute.

REAL ESTATE

From personal residences to commercial properties, from apartments to beach houses, many types of real estate assets can be used to make gifts to the Salk Institute. Depending on how you structure your gift, you may reduce or eliminate capital gains taxes, earn additional income, and possibly continue to live in your home. You may choose to give only a percentage of your property or your entire interest. Real estate can be given outright or as a bequest through your estate plan. It can also be used to fund a charitable gift annuity, a charitable remainder trust or a charitable lead trust, or you can retain a life estate with it. Regardless of how you choose to make a gift, your property will advance scientific research.
A LEGACY OF DISCOVERY

1962

ROBERT W. HOLLEY
wins the Nobel Prize for the interpretation of the genetic code and its function in protein synthesis

1968

ROGER GUILEMIN
wins the Nobel Prize for discoveries concerning the peptide-hormone production of the brain

1975

FRANCIS CRICK,
Salk founding fellow, wins the Nobel Prize for the discovery of the structure of DNA and its role in information transfer in living material

1979

RENATO DULBECCO
wins the Nobel Prize for discoveries concerning the interaction between tumor viruses and the genetic material of the cell

TONY HUNTER and BART SEFTON
discover tyrosine phosphorylation, which leads to the creation of a class of cancer drugs known as tyrosine kinase inhibitors (e.g., Gleevec, Iressa, Tarceva)
RONALD EVANS discovers a large family of molecules, called nuclear hormone receptors, that respond to various steroid and thyroid hormones as well as vitamins, revealing primary targets in the treatment of many cancers.

SYDNEY BRENNER wins the Nobel Prize for discoveries concerning genetic regulation of organ development and programmed cell death.

JOANNE CHORY wins the Breakthrough Prize for her pioneering work deciphering how plants optimize their growth, development and cellular structure to transform sunlight into chemical energy.

1985

1998

2002

2009

2017

2017

RUSTY GAGE discovers that the adult brain continues producing new neurons throughout the life span in a process called neurogenesis, contrary to accepted dogma.

ELIZABETH BLACKBURN wins the Nobel Prize in Physiology or Medicine in 2009 for discovering the molecular nature of telomeres.

JUAN CARLOS IZPISUA BELMONTE and his team discover a new type of stem cell that may help overcome a major hurdle in growing replacement organs for humans.
Audrey Geisel was a generous supporter of numerous charitable organizations and causes. She and Theodor Geisel—also known as Dr. Seuss—were long-time La Jolla residents who valued art and ventures that benefitted humanity.

Audrey Geisel—who was friends with Institute founder Jonas Salk and his wife, famed artist Françoise Gilot—was a founding donor to the President’s Club. She was also a founding member of the Women’s Association of the Salk Institute in 1978, which helped increase awareness about the importance of basic research and provided support for the Salk Scholars Fund. Additionally, she created the Audrey Geisel Chair in Biomedical Science, established at Salk in 2012. And in her estate, Geisel chose to support the endowment with a significant gift, ensuring her legacy lives on.
When you make an endowed gift, an annual distribution is made from the return on investment. Because the principal remains intact, the fund will generate support in perpetuity. Outright gifts or pledges of $125,000 or more can be fulfilled over five years.

Unrestricted funds, such as from Salk’s endowment, provide the Institute with the flexibility to pursue high priorities for which there are no other resources. These funds have proven especially critical during unanticipated events, including the COVID-19 pandemic, as it allows the Institute to continue to operate and generate critical science.
Jonas Salk was driven by hope and by the certainty that the power of science and human determination can cure any disease and improve all lives. And at the Salk Institute, those values continue to inspire our science today.
Our greatest responsibility is to be good ancestors.

— Jonas Salk
Every cure has a starting point. The Salk Institute embodies Jonas Salk’s mission to dare to make dreams into reality. The power of science begins with its internationally renowned and award-winning scientists who explore the very foundations of life, seeking new understandings in neuroscience, genetics, immunology, plant biology and more. The Institute is an independent nonprofit organization and architectural landmark: small by choice, intimate by nature and fearless in the face of any challenge. Be it cancer or Alzheimer’s, aging or diabetes, Salk is where cures begin.