



DIALOGUE

A conversation with our constituents

Fall 2022, Volume 2

THE HONOR OF GIVING

Tony and Gail Fiorito understand the importance of supporting organizations like Crouse Health Foundation that help keep us and our communities healthy.

Tony—a recently appointed trustee to the Foundation board—and his family have been involved with Crouse and the Foundation for over 35 years. “Over the years, the Crouse family has always been there for us and our health and medical needs,” Tony shared.

Growing up in Village of Solvay, New York, Tony was active in sports, Boy Scouts and the boy’s fraternity at the local Catholic church. He loved hunting and working on his and his friends’ 1957 Chevys.

After graduating from Solvay High School in 1965, Tony attended Canton Technology College, where he received his associate degree in construction technology in 1967. He then attended the school of architecture at Pratt Institute in Brooklyn for two years until he returned home, where he completed his bachelor’s degree and then his master’s in architecture in 1971.



Tony and Gail Fiorito

After graduation, Tony, along with a fellow architect, started an architectural firm in Skaneateles, New York, where he practiced architecture for over 12 years.

With the help and guidance of his “most demanding” client and mentor, Robert Congel, Tony went on to pursue a career in real estate.

In 1983 he formed Partnership Properties, a management and real estate development company. Today, he and two other business partners own and manage 15 office/retail and residential properties in downtown Syracuse.

For the 2021 Crouse Tribute Evening Virtual Event, Tony and Gail were asked to serve as hosts for the presentation of the Crystal Ball Award to all Crouse healthcare workers. “It was a great honor for both of us,” Tony shared.

The Fiorito’s relationship with Crouse isn’t just professional. Tony’s granddaughter was born at Crouse, his son-in-law was treated for stage 4 kidney cancer—which is currently in remission—and his wife, Gail, has undergone two

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CROUSE HEALTH FOUNDATION

LIVING YOUR LEGACY

Your legacy isn't just about what you leave behind in your will or estate plans. It's also about what you give each year, each month, each day. At Crouse, we are so grateful for your life-long support. Without you, we wouldn't be able to provide the best in patient care and promote the highest quality of health in our communities.

There are many ways to give this year and every year. The Foundation can accept gifts of cash, life insurance, IRA designations and appreciated property. In addition to the satisfaction of contributing to both your legacy and Crouse's legacy, donors to the Crouse Health Foundation are eligible for income tax deductions and other incentives that exist under state law.

After our proposed merger with Upstate Medical University and the joining of our collective strengths, your support will still go to the programs at Crouse that you've always cared about. Whether it's our planned giving program, our Crouse Little Fighters or Grateful Patient Program or our Endowment Fund, rest assured your donation will continue to foster Crouse's commitment to our communities.



Crouse has been a leading healthcare provider in central New York for more than 130 years. Your donation will ensure the viability of Crouse to care for you and your family today and for generations to come. Your donations of any size can always be designated to a specific department or directed where they're needed most.

If you have any questions or concerns about the proposed merger, ensuring your donations are designated to the programs most meaningful to you or would like any information about how you can establish your legacy with Crouse today, please call 315/470-7702 or email crousefoundation@crouse.org.

THE HONOR OF GIVING

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successful hip replacement surgeries. "Personal relationships in life are very important to Gail and me," Tony shared. "We are so grateful to have enjoyed both personal and professional relationships with so many great individuals and leaders in the Crouse organization."

Tony continues to be active in his community. He currently holds office as chairman of the Downtown Committee of Syracuse, serves as a board member with CenterState CEO, is a trustee on the Crouse Health Foundation Board and currently co-chairs the Foundation's Annual Giving Committee.

In 2020 Tony and Gail made sponsor contributions for the Bill & Sandra Pomeroy Treatment Center at Crouse Health. "I firmly believe we need to support organizations

that provide health and welfare services in our communities."

The Fioritos also support local healthcare, arts and other organizations that serve their community. "Every year we try to support as many organizations as possible."

In their spare time, Tony and Gail travel, play golf and spend quality time with their family. They have been married over 54 years and have three daughters and five grandchildren.

"Good healthcare services are integral to the health and well-being of every individual," Tony shared. "We look forward to the upcoming merger. We expect it will be successful and that Crouse's vision of compassion, commitment and personal involvement to individuals and their healthcare needs continues for generations to come."

TIPS FOR YEAR-END GIVING

When making decisions about the best ways to give this year, you'll want to consider your loved ones, your financial goals and obligations and, of course, the charitable organizations that give your life meaning, such as Crouse Health Foundation.

Here are some things to keep in mind as you plan your year-end giving.

Review property

Giving stocks, bonds, certain mutual funds and other qualifying non-cash property may be beneficial for both your financial planning and your charitable giving goals.

For example, if you have owned property for more than one year, you are entitled to a tax deduction based on the current value of the property regardless of what you originally paid for it. And gifts of appreciated property bypass capital gains tax that you would owe had you sold the property.

Gifts of appreciated property can eliminate tax on up to 30% of your adjusted gross income. Any unused deductions can be used to lower taxes for up to five additional years.

Review your tax rate

If you received an increase in income or have fewer deductions, you may be in a higher tax bracket this year.



If your tax rate is higher this year than last, all claimed deductions will be worth more, including your gifts to Crouse.

Review your plans

If you have retirement accounts that require you to take withdrawals this year and you do not need the income, consider contributing all or a portion of the amount to Crouse.

Although you report a withdrawal as taxable income, you are allowed an offsetting charitable deduction for your gifts. This may result in a “wash” for tax purposes.

More information

For more information on the best ways to give this year, contact us.



GIVE TO CROUSE THROUGH YOUR IRA

Tax-free IRA gifts, called qualified charitable distributions (QCDs), have special appeal for our friends who are over age 70½. Generally, up to \$100,000 per year can be given through your IRA.

Even those who don't need to take required minimum distributions until age 72 may still make QCDs from their IRAs.

Because most funds withdrawn from IRAs are considered income, your total taxable income is increased, pushing you into a higher tax bracket. However, distributions directly to Crouse Health Foundation from your IRA will not be included in your taxable income whether or not you normally itemize your charitable gifts and other deductible expenses.

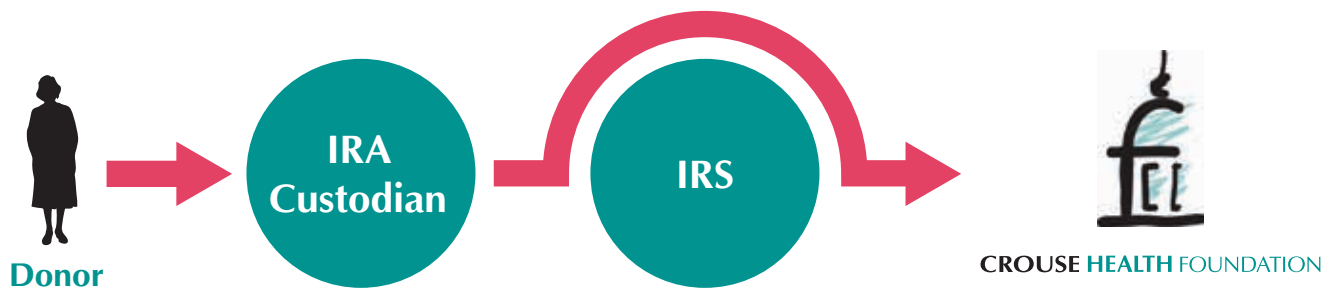
Here are some advantages to giving to Crouse Health Foundation through your IRA:

- You do not owe taxes on the withdrawal, while the amounts given still count toward your required minimum distribution amount.



- Some taxpayers are subject to limits on the amount of charitable gifts they can deduct. These limitations do not apply to QCDs.
- You won't increase your adjusted gross income and possibly subject your other income to higher levels of taxation.

If you are interested in making an IRA gift to Crouse Health Foundation this year, return the enclosed reply card, ask your IRA custodian for a form to arrange for a QCD or contact us.



MORE INFORMATION

The mission of the Crouse Health Foundation is to support Crouse Health in providing the best in patient care and promoting community health.

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All inquiries will be held in strict confidence and information is provided with no obligation.