



**St. Louis Symphony  
Orchestra**

stéphane denève : music director

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# Smart Ways *to* Give

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*Creating your  
legacy through the  
power of music*

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*The tradition  
of giving*

Dear Friends,

Founded in 1880, the St. Louis Symphony Orchestra is our nation's second oldest orchestra and widely recognized as one of the world's very finest. Throughout our long and proud history, our mission has remained the same: to enrich lives through the power of music. And over the years, we have been able to fulfill that mission only because of the generous philanthropy and partnership of our donors and supporters.

We want to continue to bring our community together through meaningful musical experiences, world-class performances, and programs. Planned gifts can help us do this and build a foundation to continue our important mission in perpetuity.

If you have ever said, "I wish I could give more," a planned gift is for you – and, in turn, for the SLSO. With a planned gift, you can give more. There are many kinds of planned gifts. Legacy gifts through your will or trust, charitable remainder trusts, gift annuities, insurance policies, and beneficiary designations – these and other vehicles can be used. This brochure is your guide to these different options of planned gifts. It's designed to help increase your understanding of what you might want to do.

Thank you for caring deeply about the St. Louis Symphony Orchestra. Together, we will continue to serve generations of St. Louisans and enrich their lives through the power of music.

With deepest appreciation,

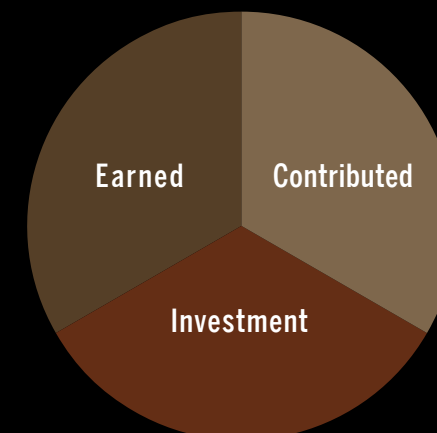


Marie-Hélène Bernard,  
President & CEO  
ST. LOUIS SYMPHONY ORCHESTRA

You can make a  
difference with your gift.



FUNDING THE ST. LOUIS SYMPHONY ORCHESTRA



Significant community support is essential to maintaining our world-class orchestra. Unlike our peer cultural institutions, the SLSO does not receive tax-based funding through the Zoo-Museum District.

That means our finances rest on three key revenue sources — earned income through ticket sales, contributed income from philanthropic gifts, and investment income drawn from our endowment — three revenue streams that together give us a diversified and sustainable financial

foundation. Ticket revenues account for about one-third of our annual budget. The remaining two-thirds — or \$20 million annually — is realized through our donor-supported endowment and raised from generous contributions to our annual fund.

Combined, this funding supports 90-plus exceptionally talented musicians who perform on our stage and in our community, as well as our extensive community and education initiatives throughout our region.





## Making an Outright Gift

Unlike a planned gift, an outright gift is outright and immediate. Outright gifts are typically either cash gifts, transfers of property, or marketable securities. Cash gifts are usually made by a check provided

in person or through the mail, or online through our website. Most outright gifts are designated to our annual fund, but they can also go to our endowment fund. Any gift made to the SLSO is appreciated.

### Outright gifts include:

- Cash
- Publicly traded securities
- Closely held or privately held securities
- Real estate
- Jewelry, rare books, works of art, collections, musical instruments, equipment, and other tangible personal property

## Giving a Planned Gift Through Your Estate

A legacy gift demonstrates your commitment to the SLSO, to the next generation of music lovers, and to your community. With a gift through your estate or will, you can give more than you thought possible while generating a charitable estate tax deduction.

You can provide for the SLSO in your will or trust by naming the SLSO as a beneficiary of a specific amount, asset, or percentage of your estate.

### Bequest language that you and your attorney might want to employ:

*I give and devise to the St. Louis Symphony Orchestra (Tax ID #43-0666769) located at 718 North Grand Blvd, St. Louis, Missouri 63103...*

### There are also several ways you can include the SLSO in your will. You can designate:

- 1 A specific gift amount
- 2 A percentage of your estate
- 3 The remainder, or a portion of the remainder, of your estate after you have taken care of your heirs and loved ones
- 4 Specific property (stock, real estate, etc.)

In addition to discussing your bequest, will, or trust with your own advisers, we encourage you to contact our Planned Giving office to discuss language specific to your bequest, as well as other planned giving strategies that may fulfill your charitable giving objectives. Documenting and informing us of your bequest helps us count on your gift in our long-term financial planning.



## Beneficiary Designations

In addition to naming the SLSO in your will or trust, you can also designate the SLSO as the beneficiary or one of the beneficiaries of your retirement plan, life insurance policy, or commercial annuity. Income and estate taxes are not imposed on retirement assets left to a charity. You always have the right to change or amend the beneficiary designation.

**Some of the specific instruments in which beneficiary designations apply are:**

- Qualified Retirement Plans, IRA, 401 (k), 403 (k), ESOP\*
- Life Insurance
- Commercial annuities
- Payable on Death/Transfer on Death bank accounts or other financial investments

Documenting and letting us know of your beneficiary designations helps us account for your gift in the long-term strategies for the SLSO.

*\*These are particularly good gift vehicles because they are not subject to income tax if left to a charity at death.*

## IRA CHARITABLE ROLLOVER

Another smart way to make a gift to the SLSO and receive tax benefits is to make an IRA Charitable Rollover gift. To qualify, you must be 70 ½ years old or older when the distribution is made. Further, the transfer must be outright and directly to the SLSO from your IRA account. Tax-free charitable IRA rollover gifts cannot be used to fund a gift annuity, a charitable remainder trust, a donor advised fund, or a private foundation.

The tax benefits can be substantial, particularly if you are itemizing only because of the charitable deduction. If you use the IRA rollover, the payment to the charity will not be in your income and you can take the standard deduction. You may transfer up to \$100,000 each calendar year. Those transfers are excluded from your gross income for federal income tax purposes and will count toward your minimum distribution requirement.





## Katy & Jan Ver Hagen

Past generations bequeathed St. Louis with a world-class symphony, which we have had the pleasure of enjoying and supporting for many years. It's a real honor for St. Louis to have an orchestra of this quality and I think everyone wants to support excellence. We look forward to each new season.

Jan and I have supported the orchestra on an annual basis as subscribers and donors for more than 40 years. Our family has felt strongly about supporting arts in our community and giving back. We want to ensure the next generation has the same musical experiences that we have had. Therefore, we have decided to include the symphony in our estate plans.

I couldn't live without music – it's the language of the soul. When I come to the symphony and hear the music, it can be as uplifting as it is in church. We know it's an expensive endeavor to maintain such excellence and we want to make sure that we can continue enriching lives through the power of music.

- Katy Ver Hagen



## Life Income Gifts

A life income gift, as its name implies, allows donors to receive payments and tax benefits during their lifetime – and to make a significant gift to the SLSO. This type of gift, like many smart planned gifts, provides a charitable income tax deduction and may reduce capital gains tax and estate tax. Life income gifts include the following vehicles:

- Charitable gift annuities
  - Deferred-payment gift annuities
- Charitable remainder trusts
  - Charitable remainder unitrusts
  - Charitable remainder annuity trusts

**A Charitable Gift Annuity** is the most popular life-income plan. A charitable gift annuity is an agreement between you and the SLSO and is backed by SLSO resources. In exchange for irrevocably transferring assets to the SLSO, you will receive regular fixed payments for life.

Gifts can be made with cash or marketable securities. The minimum gift is \$10,000. Once you establish a charitable gift annuity, you cannot add to it, but there is no limit to the number of annuities you can establish.

The minimum age for an annuitant (the person entering into the agreement and receiving life income) is 65. The income for life may be paid to one or two annuitants. The amount of income is determined by the age of the annuitant and the amount placed in the gift annuity: The older the annuitant, the higher the annual annuity payment.

The tax advantages you receive from a charitable gift annuity are many.

For example:

- You receive an immediate charitable deduction on your income tax return for a portion of the amount you transfer to the SLSO.
- The older you are when the annuity is created, the greater the percentage of each payment that is tax-free.
- If you are the only annuitant, the gift annuity is not included in your estate.

There are particular advantages to funding a charitable gift annuity with appreciated securities. There is no capital gains tax, for example, on part of the appreciation at the time of transfer. If you are the annuitant, any capital gains tax that is generated will be spread over your life expectancy rather than paid in the year you make the gift.

*continued on page 12*







## Jeannette Huey

My first memory of attending a St. Louis Symphony Orchestra concert was during elementary school when the orchestra traveled to Kirkwood High School. Not only did I get to see the school where the “big kids” went, but I heard my first concert which was led by Leonard Slatkin. I don’t recall the specifics of what pieces we heard but the experience, most notably Maestro Slatkin’s enthusiasm, made an impression on me that I remember to this day.

For many years, my parents were supporters and season ticket subscribers and all of our family enjoyed attending concerts with them. After my father’s death, I began to attend more regularly with my mother and became a supporter myself. I have many fond memories of spending Friday evenings in Powell Hall with my mother enjoying the wonderful music.

At this point in my life, I choose to support the SLSO because it is a

cultural gem in our community. I want to help ensure that it continues to offer both children and adults the opportunity to hear beautiful music for many years to come. Having spent my career in the fund-raising profession, I especially understand the impact that philanthropic support has on an organization. The symphony has been a part of my life and now I am happy to make it part of my legacy by including a gift in my estate plan.

- Jeannette Huey



## Life Income Gifts *(continued)*

**A Deferred-Payment Gift Annuity** is just that, one in which the payments are deferred until a later date. You may opt for this annuity because you want to postpone your annuity payments until retirement or to assure additional income later in retirement.

Both the charitable gift annuity and the deferred-payment gift annuity can be purchased with an outright cash gift or marketable securities. And both can give you payment rates that are higher in many cases than current interest rates.\*

**A Charitable Remainder Trust** is a type of irrevocable trust in which donated assets are transferred to a trustee and managed as an individual fund. These trusts come in two main varieties: a unitrust, in which the

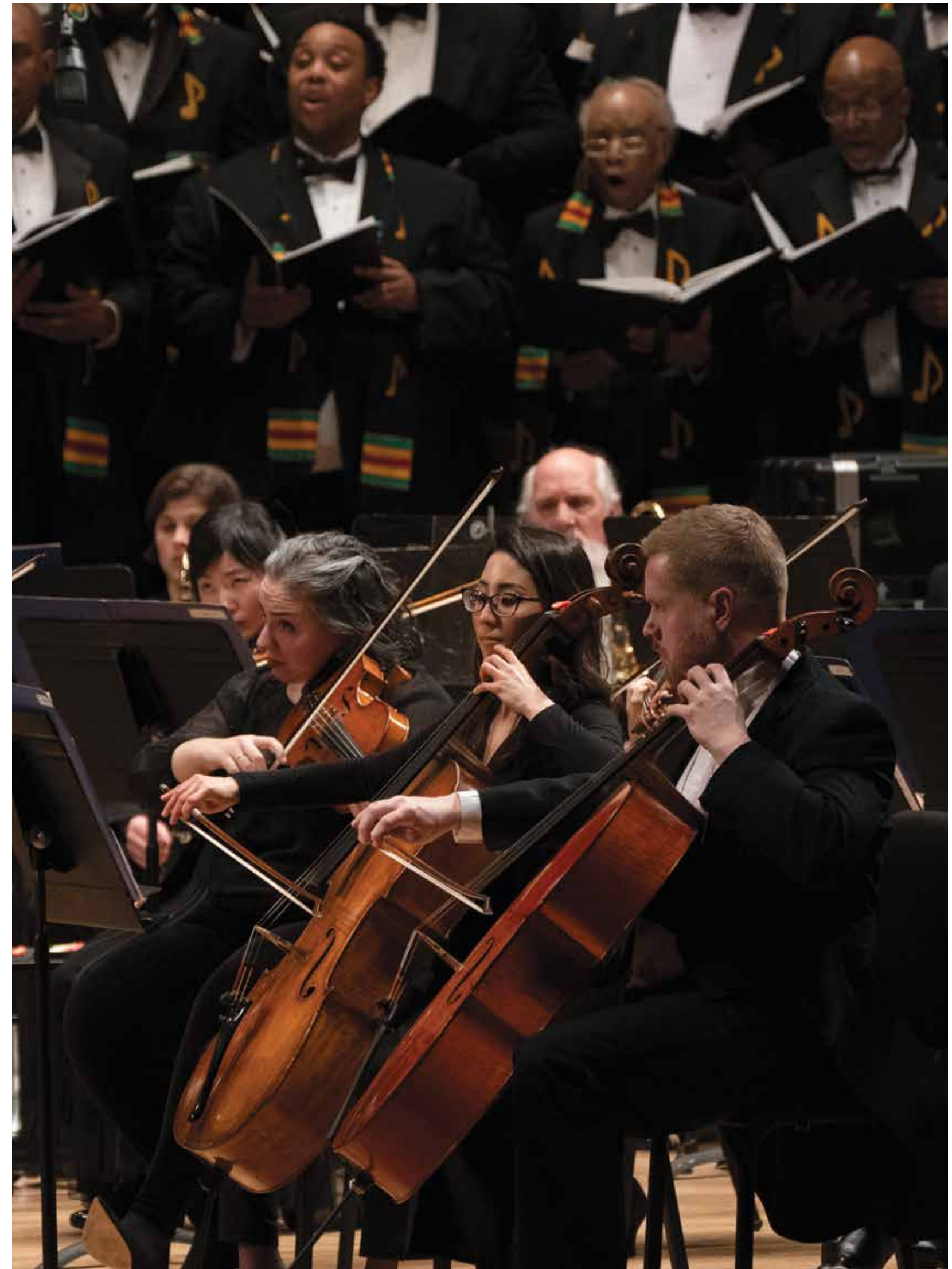
payments vary from year to year based on the annual value of the trust, and an annuity trust, in which the payments are fixed. In each case, Commerce Bank in St. Louis serves as the Trustee for the SLSO. Each trust must start with a minimum gift of \$100,000. These trusts can benefit an individual or two individuals. The minimum age is 65 to establish a charitable remainder trust. Beneficiaries receive payments for life. After which, the trust's remaining assets pass to the SLSO for its general purposes.

**The unitrust** allows some flexibility in the duration of the trust, the payout rate, and the type of property or assets that can be donated. Real estate, closely-held businesses, securities, and cash are most often used to fund such a trust.

This is an attractive instrument if you hold highly appreciated and/or low-yield investments. Those investments can be converted into higher-yield assets without incurring tax on the appreciation.

**The annuity trust** is very similar to the unitrust. The annuity trust payments are fixed, however; they do not vary from year to year. The annuity trust may be funded with publicly traded stock or cash. The minimum gift is \$100,000. The payout percentage is about the same as a unitrust, at 5 to 7 percent and based on the value of the gift. Additional contributions cannot be added to the existing annuity trust, but a new trust can be established at any time.

\*See the current gift annuity rate used by the SLSO in the back of this booklet.







## Sue & Stu Keck

Accessibility is important to us. If not for my Great Aunt Helen taking me to the St. Louis Symphony Orchestra on a regular basis, my exposure to classical music would have been limited to that one visit in grade school and hearing *The Flight of the Bumblebee*.

We appreciate the outreach that the symphony does in the schools, through the churches, the family concerts, and the concert in Forest Park. We want to help the SLSO make a pathway for others to experience the music like we have. Sue and I have known each other since

we were 13 and dated since we were 17. We attended St. Louis University and always loved classical music, which has always been part of our lives in St. Louis. Through our estate gift, we want the SLSO to continue its outreach and enrich lives through the power of music.

- Stu Keck

Once I retire, we won't have the same income we have now or the company match for our annual fund gift.

As we age, we are making sure to provide for our living expenses but then later on, we can make a more significant gift from our estate. We believe that the SLSO will continue to make a significant effort to

make the music accessible to citizens of the St. Louis area as well as visitors to our wonderful city. With our gift, we want accessibility to always be part of the SLSO mission.

- Sue Keck



There are many additional options for making a planned gift, including gifting real estate with a retained life estate, charitable lead trusts, variations on gifting life insurance, and more. We suggest that we meet to discuss your goals and aspirations for making a gift. We also urge our donors to consult their own attorneys, legal advisors, and/or financial planners to find the gift vehicle that works best for them and their families.

## Contact Us

Our philanthropy team and planned giving staff are ready to help you and your advisors create charitable gift plans that will sustain the SLSO – while helping you reduce your taxes and, potentially, providing you and your loved ones with a current income. We are happy to answer questions you and your legal and financial advisors might have for us. Please let us help you.



We invite you to join our Legacy Circle, which was created to thank and recognize our generous donors who support the SLSO through a planned giving vehicle, such as an estate gift, life income, or other planned gift.

### LEGACY CIRCLE BENEFITS:

- Admission to the Whitaker Room before classical series concerts and during intermission
- Invitation to special events, including Legacy Circle-only events
- Opportunities to meet SLSO musicians, guest artists, conductors, and other Legacy Circle members
- Recognition in the *Playbill* and on the Wall of Honor at Powell Hall

Please let us know if you have included SLSO in your will or estate or as a beneficiary to your assets. We want to celebrate your generosity.



Do you want to discuss smart options for making a gift to SLSO?

#### CONTACT

**Elaine Wichmer**  
Director of Individual Philanthropy Major and Planned Giving  
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314-286-4457





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Symphony  
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