

PLANNED GIVING ADVISOR



**Baptist Health
South Florida Foundation**

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BAPTIST CHILDREN'S HOSPITAL • HOMESTEAD HOSPITAL • BAPTIST CARDIAC & VASCULAR INSTITUTE

Planned Giving Advisory Council

Fall 2005

Nonprofit Governance Project Promotes Integrity

The initial response to the attacks on September 11 was, in many ways (including charitable contributions), a great success. The implementation and use of the contributed funds were, at least in perception, not as successful. A Brookings Institute study conducted after September 11 (published in September 2004) showed a material decrease in confidence in the management of nonprofit organizations.

In 2002, Congress reacted to a series of for-profit governance failures. Enron was the poster boy for these failures. Congress tried to fix these failures by

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Hank Raattama of Ackerman Senterfitt



Deborah Bussel of the Donors Forum of South Florida

For more information, visit the Foundation on the Baptist Health South Florida website at www.baptisthealth.net.

**Click on Foundation.
This issue of *Planned Giving Advisor* is available on the Web.**

A Guide to Income Streams For Lifestyle and Legacy Planning

It's that time of year again: cool, crisp evenings, a hint of the holidays in the air. Fall is upon us and winter is knocking at our door. It's time to dig out the sweaters and jackets, make plans to get together with family and friends, work on that holiday gift list, and think about what New Year's resolutions will challenge our resolve next year.

For retired and retiring clients, chances are that holiday gift list will have to be whittled down this year to match their dwindling income streams. Show us a 7 percent or 8 percent yield these days and we'll show you a nervous retiree who is probably pushing the limits of his or her risk tolerance. Additionally, the dearth of defined benefit pension payouts in the private sector has made millions of retirees wrestle with the task of extracting a livable cash flow from a qualified securities account.

In many cases, planners are finding that timely asset transfers to well-designed charitable remainder trusts (CRTs) provide the additional cash flow to achieve family needs. So, let's "map out" a few locations that may prove a timely source of additional income.

Hot Stock Sectors:

Energy, Healthcare, Home Builders, Tech

The stock market, as a whole, has been fairly neutral this calendar year through July, but your clients may have held non-qualified positions in some winning sectors. Consider the profit-taking opportunities over the last 12 months in a few of the following issues:

We have listed a few of the stocks that have done

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A Guide to Income Streams For Lifestyle and Legacy Planning

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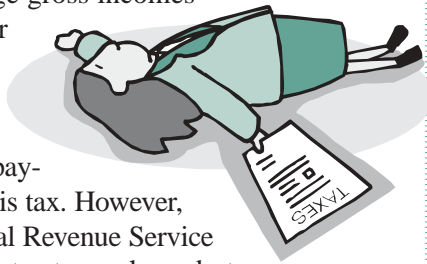
	Share Price 12 months ago	Share Price July 22, 2005	Gain
Valero Energy (VLO)	\$31.79	\$83.35	162%
EOG Resources (EOG)	\$27.60	\$63.53	130%
Genentech (DNA)	\$41.00	\$87.60	114%
Amgen (AMGN)	\$52.00	\$81.31	56%
UnitedHealth (UNH)	\$30.04	\$50.80	69%
KB Home (KBH)	\$30.64	\$83.45	172%
Pulte Homes (PHM)	\$47.00	\$93.00	98%
Apple Computer (AAPL)	\$14.85	\$44.00	196%
Google (GOOG)	\$95.96	\$302.40	215%

well in recent months. With these and similar issues it may be time to lock up a little profit. Perhaps your clients should consider transferring part of their positions to a CRT, selling the stock in a tax-exempt environment, diversifying and directing trust income to themselves or their children.

A Word or Two About the Alternative Minimum Tax (AMT)

Much is in the news lately about the AMT. Some legislators are asking for its repeal.

This tax was originally designed to prevent taxpayers with very large gross incomes from using tax-shelter strategies to literally zero out their tax liability. In its inception year, 19,000 taxpayers were subject to this tax. However, changes to the Internal Revenue Service code have caused this tax to reach modest wage-earners for whom it was never intended. In 2004, three million taxpayers paid AMT and more than 21 million are projected to pay it in 2006.



One of the “preference items” not allowed for deduction in the federal AMT calculation is state income tax paid—a substantial sum in certain states. This is especially true when modest taxpayers generate a large capital gain subject to taxation by the state. Herein lies one more reason to avoid taxable capital gains via the qualified CRT...at least until the AMT is modified or repealed. Fortunately, Florida has no individual income tax.

Bubble or No Bubble, Real Estate Values are High

If you believe in sector rotation, investment cycles, changing seasons, the law of gravity, return to the mean, the ebb and flow of tidal movements, or simply that finite objects have finite limits...well, it's time to consider locking up some real estate gains.

We are not suggesting that all your clients sell their homes. We are talking about real estate holdings beyond primary residences. Maybe you noticed an undeveloped parcel of land on a client's balance sheet, a multiple unit parcel of rental real estate or a second home. This could be an ideal time to exchange 2,000 square feet of runaway appreciation for several thousand dollars of lifetime monthly payments.

Of course, there is no capital gains exclusion other than for the primary residence. With cumulative depreciation deductions reducing cost basis in rental property, an outright sale also can be taxing. That is why a well-designed charitable remainder unitrust (CRUT) can provide for a tax-effective conversion of equity into income.

Take the case of a couple in their mid-70s who want to supplement their retirement income and would also like to leave a legacy to their children and to a charity in their community. Here's the CRUT design: 5 percent annual payout for the donors' joint

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lifetimes, plus income to their children for 20 years following their deaths, then the remainder to charity. Assuming \$600,000 of net market value (after sales costs) and trust earnings averaging 6.87 percent, here's the overview:

Year	Trust Balance	5 Percent Payout	Total Payments to Family
1	\$600,000	\$30,000	—
5	\$658,197	\$32,306	\$155,712
10	\$722,040	\$35,440	\$326,527
17*	\$821,955	\$40,344	\$593,859
18	\$837,315	\$41,098	\$634,956
25	\$953,182	\$46,785	\$944,968
30	\$1,045,636	\$51,323	\$1,192,337
36	\$1,168,494	\$57,353	\$1,521,054

*Couple's life expectancy; legacy of payments continues to children

Note: Our couple realizes total income nearly equal to their full property value over their lifetimes; their children receive another \$927,000 in the 20 years that follow, and the charity ultimately receives a remainder of \$1.17 million.

That's more like a river than a stream.

Exiting the Bond Market To Avoid a Shrinking Nest Egg

Between the Federal Reserve Board's rate hikes and China's currency manipulations, the bond market has had its challenges lately. For the client with ladder maturities, this may not be a concern. Others may choose to look elsewhere for income.



Annuitizing some of this capital may be an option for some of your senior clients. Naturally, if there is a loss in the bond portfolio or fund, they will want to sell and recognize the loss for tax purposes before proceeding.

For your senior clients with philanthropic interests, a charitable gift annuity offers a strong stream of payments and substantial tax leverage. A sample of current rates recommended by the American Council on Gift Annuities is as follows:

SINGLE LIFE			
Age	Payout Rate	Deduction*	Percentage Untaxed**
65	6 %	36%	54%
70	6.5%	40%	58.5%
76	7.2%	46%	64%
80	8%	49%	67.7%
84	9.2%	52%	72%
88	10.6%	55%	75.7%

TWO LIFE			
Age	Payout Rate	Deduction*	Percentage Untaxed**
70/65	5.7%	29%	54%
74/69	6%	33%	57.6%
80/75	6.6%	39%	62.9%
84/79	7.1%	43%	67.1%
86/81	7.5%	45%	68.5%
90/85	8.4%	49%	72.3%

*percentage of contribution deductible assuming 5 percent AFR

** percentage of annual income considered a non-taxable return of principal through life expectancy

In our example above, in which your client contributes cash, the charitable deduction is available for up to 50 percent of adjusted gross income in the year of transfer with a five-year carry forward for any unused balances.

Charitable gift annuities can typically be acquired in amounts of \$10,000 or more and are often funded with money market or bank accumulations by seniors who seek greater cash flow while satisfying philanthropic objectives.

Reversing the Stream Via the Charitable Lead Trust (CLT)

For the affluent client who has too much taxable income and seeks to redirect the "stream" to achieve philanthropic goals, the charitable lead trust offers great wealth transfer opportunities.

Perhaps you have a client who serves on the board of directors of a local charity. Deeply involved in its mission, this client may pledge continuing contributions to the organization's capital campaign. Consider the possibilities for a non-grantor charitable lead trust.

Let's go back to that \$600,000 parcel of real estate and assume it's a rental property in a prime location. Your client would like to pass this property

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A Guide to Income Streams For Lifestyle and Legacy Planning

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to his son in a few years but would like to discount its valuation for gift tax purposes due to other substantial holdings.

Here's the scenario: Your client places the rental property in a charitable lead unitrust paying 6.5 percent annually to the charity for the next 10 years. Assuming 8 percent annual total return (including property appreciation), the charity receives \$417,406 over the term, allowing your client to meet his desired pledge.

After 10 years, the real estate parcel passes to the son with a value (based on the above assumptions) of \$696,324. However, for your client's gift tax purposes, the taxable transfer was discounted to \$316,292 when the property was placed in trust — less than one-half of its value in the hands of his son 10 years later.

You can see the flexibility of planning here when you consider that our donor could elect to defer the transfer to heirs for any number of years. These trusts can be funded during lifetime or on a testamentary basis. For the man or woman who has everything, it's



an answer to the concern that heirs might receive too much, too soon.

Well, enough "streaming" for this issue. We hope you'll wade in and test the waters. Remember, our staff of planned giving professionals is happy to assist in preparing gift-planning techniques and illustrations. Contact Christopher Kraus, assistant vice president and planned giving officer, Baptist Health Foundation, by e-mail at plannedgifts@baptisthealth.net or call **786-596-6776**. We look forward to bringing you the best and brightest in charitable gift-planning strategies.

Let's close with a timely commentary.

IN THE NEWS

Spousal Waivers, Public Good IRA Spousal Rights in a Charitable Gift Annuity (CRT)

Rev. Proc 2005-24 requires a waiver of a spousal "right of election" to avoid disqualification of a CRT created on or after June 28, 2005. Frankly, in community property states like California, this is not an issue. However, common law jurisdictions such as Florida recognize the separate ownership of property acquired during marriage and protect the surviving spouse through an "elective share" provision. In these jurisdictions, the very existence of this "right of election" can disqualify a CRT.

The problem is that the state in which the CRT donor is a legal resident at time of death determines whether an elective share right exists. Since we live in a mobile society, it is recommended that a spousal waiver of elective share be obtained with all new CRTs.



**Baptist Health
South Florida Foundation**

is a proud supporter of
Leave A Legacy.

Everyone can be a philanthropist!



Finally, many in the financial industry are asking the Treasury Department to rescind this revenue procedure, including the American Institute of CPAs, the National Committee on Planned Giving and the American Council on Gift Annuities.

Public Good IRA

On June 30, the Public Good IRA Rollover Act (S. 1366) was introduced in the Senate (also introduced in House as HR 1607).

Under the proposed bill, IRA owners over age 70 1/2 could make direct IRA gifts during their lifetimes to qualified charities (without triggering a taxable event). Since



these holdings represent untaxed ordinary income in most cases, there will be no charitable income tax deduction for the gift.

Individuals over age 59 1/2 also have the option to transfer the IRA into a charitable remainder trust, charitable gift annuity or pooled income fund. The life income plan chosen must provide income for the lifetime of the IRA owner and/or spouse. There is no initial charitable deduction and all payouts from the plan will be deemed ordinary income.

We hope this pending legislation moves forward.

The 40th Annual Heckerling Institute on Estate Planning,

celebrating 40 years of excellence in continuing estate planning education, will be held

January 9-13

at the

Fontainebleau Hilton Resort and the Wyndham Miami Beach Resort.



For further information, visit www.law.miami.edu/heckerling.

Congratulations to New Founders



Founders are benefactors whose cumulative gifts or pledges to Baptist Health South Florida Foundation have reached \$50,000. With a pledge of \$50,000 or more, individuals join the Founders Society and fellow philanthropists in helping to advance medical excellence at Baptist, Baptist Children's, South Miami, Doctors, Homestead and Mariners Hospitals, Baptist Cardiac & Vascular Institute and Baptist Outpatient Services.



Cira & Mario Almeida, M.D.

Fran & Robert Berrin

B. & Donald Carlin

Nancy L. & David M. Cohn

Arlyn & Stephen Cypen

Elizabeth & Augusto Gil

Pam & Barry MacEwan

Patricia & Lewis Peters

Jose Portuondo, M.D.

Linda & Eduardo Rodriguez

Gloria & Alfredo Sesana

Michelle & Tommy Torbert

Julie & Jose Valle

Samantha & William W. Wilson III



For additional information on membership or a brochure, contact Stephen J. Parsons, CFRE, vice president and chief development officer, at **786-596-5411**.



Nonprofit Governance Project Promotes Integrity

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imposing new governance practices, such as independent audit committees. The Congressional response is called the Sarbanes-Oxley Act.

The nonprofit sector around the country, like the for-profit sector, has had recent examples of less than stellar governance. Millions of charitable dollars have been lost as a result. While not of the Enron magnitude, the poor governance incidents in the nonprofit sector potentially will lead to a loss of confidence of donors, regulators and the public in the ability of nonprofits to effectively govern themselves.

Over the past 18 months, the Senate Finance Committee, the House Ways and Means Committee and the IRS have discussed whether to “impose” governance requirements on tax-advantaged nonprofits, similar to the Sarbanes-Oxley requirements. There have been many days of hearings and many reports. To date, no legislative proposals are being considered, although it is assumed there will be.

In response to these ongoing discussions, the Planned Giving Council of Miami-Dade County initiated the Nonprofit Governance Project, presented by Hank Raattama of Ackerman Senterfitt, and Deborah Bussel of the Donors Forum of South Florida. Its mission is to foster responsible governance, ensuring integrity, transparency and accountability of all nonprofit organizations, with a particular focus on those in Florida. The project seeks to identify the processes that help a nonprofit accomplish its mission and the systems of operation, including internal controls, designed to ensure its integrity, transparency and accountability.

The project will realize its mission by communicating to nonprofits the importance of these processes and systems of operation and giving them tools to adopt, customize and implement them. Through presentations, workshops, online resources and a governance manual, the Governance Project will guide nonprofits undertaking governance reviews and reforms.

The project’s first program will take place Thursday, Dec. 8, from 8-10:30 a.m. at Miami Children’s Museum. It will focus on board members of nonprofit organizations, particularly those who have a role in governance, such as chairs, and those who serve on audit committees, executive committees and committees on trustees (often called nominating committees).

The program will feature three charities: Tigertail Productions, a small charity dealing with governance issues; Barry University, a charity that has recently gone through a review of its governance; and Camillus House, a charity that experienced and reacted to a governance issue. This program will expose influential board members to the idea that good governance is good leadership and that taking up governance issues is a critically important duty of the board.

The Nonprofit Governance Project will offer subsequent workshops on specific governance issues such as conflict of interest and the relationship of the CFO to the board. The project also has a speaker’s bureau that brings people familiar with governance issues to boards of organizations on a one-on-one basis. The goal of these programs is to put governance issues in context and encourage all nonprofits to review their own governance.

The Nonprofit Governance Project is a collaboration of local organizations, foundations, and law and accounting firms that are interested in guiding nonprofits through governance reviews and instituting reform, when necessary. The lead sponsor is The Planned Giving Council of Miami-Dade County. Other sponsoring organizations include the Dade Community Foundation, Center on Nonprofit Effectiveness and Donors Forum of South Florida.

For information on upcoming programs, or to contact the speaker’s bureau, please call the offices of Abbey Chase at **305-663-1222**.

Charitable Gift Annuities Program



Should you or your clients be interested in the tax benefits and guaranteed lifetime income of a charitable gift annuity, please consider the financial strength of Baptist Health. For a free, no-obligation and confidential proposal, contact Christopher Kraus, assistant vice president and planned giving officer, at **786-596-6776**.



Hospital Happenings

Baptist Health, its hospitals, physicians and staff have been recognized numerous times during the past year:



■ The Best Employers for Healthy Lifestyles – Platinum award was given to Baptist Health from the National Business Group on Health.

■ *Fortune* magazine named Baptist Health among the “100 Best Companies to Work for in America” for the fifth time.

■ Hospital & Health Networks named Baptist Health among the “100 Most Wired Hospital and Health Systems” for the fifth time.

■ Baptist Hospital received the National Research Corporation’s Consumer Choice Award as the most preferred hospital in Miami-Dade County for the ninth year.

■ *South Florida Parenting* magazine – South Miami Hospital received a Kids’ Crown Award for “best place to give birth” in Miami-Dade County. Baptist Hospital earned a Silver Crown in the same category. Baptist Children’s Hospital received a Silver Crown for “best hospital for pediatrics” and “best hospital for emergency care.”

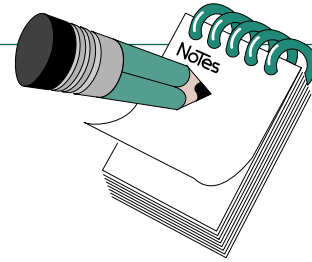
■ The American Nurses Association named South Miami Hospital a “Magnet Hospital” for Excellence in Nursing through 2008.

■ *Working Mother* magazine named Baptist Health to its annual list of the “100 Best Companies for Working Mothers” for the 13th time.

■ Baptist Health President and CEO Brian Keeley was appointed to the Cayman Islands Health Services Authority Board of Directors. Mr. Keeley will serve on the Board, which helps the nation set standards for medical care, for three years. “I’m honored to be of service to our friends in the Cayman Islands,” Mr. Keeley said.



Brian E. Keeley



MARK THESE DATES

- January 18** Baptist Health Foundation Donor Appreciation Dinner – by invitation only. (For more information, call Michelle Ramkissoon at **786-596-8954**.)
- January 28** Mariners Hospital Bougainvillea Ball. (For more information, call Amy Garcia at **305-434-1665**.)
- March 4** 46th Annual South Miami Hospital Mercury Ball. (For more information, call Kenia Freitas at **786-662-5222**.)
- March 16-18** 11th Annual Miami Wine and Food Festival. (For more information, call **786-596-WINE**.)
- March 19** CATS - performed by the Miami Stage Company at Coral Shores Performing Arts Center, to Benefit Mariners Hospital. (For more information, call Amy Garcia at **305-434-1665**.)
- April 12** Doctors Hospital Annual Luncheon. (For more information, call Kenia Freitas at **786-662-5222**.)
- April 21-23** Homestead Hospital Herman Lucerne Memorial Backcountry Fishing Competition. (For more information, call Kelly Quartermaine at **786-243-8054**.)
- April 26** Venus Golf Classic. (For more information, call Kenia Freitas at **786-662-5222**.)
- May 13** Baptist Children’s Hospital Once Upon a Time Ball. (For more information, call Michelle Ramkissoon at **786-596-8954**.)



Fundraising Programs

Baptist Health South Florida Hospitals

Baptist Health South Florida Foundation raises funds to help maintain and improve the quality of healthcare in the communities served by our hospitals. Listed below are several fundraising projects. If you would like to help, please call Christopher Kraus or Stephen J. Parsons, CFRE, at the Foundation office at **786-596-6535**.

Center for Excellence in Nursing – Baptist Health South Florida

The Center for Excellence in Nursing includes all Baptist Health South Florida hospitals and facilities. Donations help educate, train and develop the nursing staff, support nursing scholarships and improve patient care with nurse-approved equipment and programs.

Cancer Treatment with Tomotherapy – South Miami Hospital

The Tomotherapy Hi-Art System is the most advanced cancer radiation treatment available, delivering precise radiation to tumors while minimizing damage to surrounding tissues. It is the only radiation system with an on-board CT scanner capable of visualizing the treatment site in a three-dimensional mode. For more information, call Karl Cetta at South Miami Hospital Foundation at **786-662-8206**, or e-mail karlc@baptisthealth.net.

Baptist and South Miami Hospital Emergency Center Expansions

Bigger, better emergency centers streamlined for the 21st century, featuring swift, high-tech care and state-of-the art technology, will be built at Baptist Hospital and South Miami Hospital. Construction on Baptist Hospital's multimillion-dollar ER and hospital expansion will begin in the winter of 2005 (pending all permit issues are resolved) with projected opening in the spring of 2007. South Miami Hospital is currently in the planning stage of this major expansion to their emergency department.

Baptist Cardiac & Vascular Institute

The Institute has built a neurointerventional angiography suite to treat stroke and other neurological conditions. This suite supports the Stroke Program that Baptist Hospital's Neuroscience Center is developing. The \$3 million cost includes equipment such as biplane neuroangiography and computerized

patient-monitoring devices. Naming opportunities are available.

Baptist Children's Hospital

Baptist Children's Hospital provides children and their families the best care possible in a child- and family-friendly environment. Funds raised help the hospital maintain high standards of quality service to the children in our community.

Doctors Hospital

The latest addition to the Baptist Health network, Doctors Hospital has reintroduced itself as the premier not-for-profit hospital in Coral Gables. Doctors' all-star roster of physicians includes specialists in sports medicine, orthopedics, neurosurgery and gynecologic oncology. For more information, contact Stephen J. Parsons, CFRE, at Doctors Hospital Foundation, **305-669-3345**, or e-mail stephenp@baptisthealth.net.

Mariners Hospital – The William E. Chasteen Scholarship Fund

The William E. Chasteen Scholarship Fund was created in 2000 by Tom and Dale Chasteen, of Tavernier, in memory of his father. This scholarship is used to fund continuing professional education or training for employees of Mariners Hospital. The Chasteens continue to match funds that are donated to the scholarship fund. If you would like more information, contact Amy Garcia at Mariners Hospital Foundation at **305-434-1665**, or e-mail amyog@baptisthealth.net.

A New Homestead Hospital

The "hospital of the future," opening in late 2006, will bring the latest equipment and services — including high-speed, wireless Internet technology — to the growing south Miami-Dade community. Baptist Health is building the 120-bed hospital and an adjacent medical office building just east of the Florida Turnpike on the north side of Campbell Drive. The 300,000-square-foot, \$100-million-plus hospital will feature private patient rooms, an Emergency Center triple the size of the existing one, including Speediatrics, the Betty Jane France Pediatric Emergency Room, and an urgent care center. The hospital also will offer expanded outpatient diagnostic and surgery services. For information about donor opportunities at the new Homestead Hospital, call Tom Schramm at **786-243-8531**, or e-mail thomassc@baptisthealth.net.



News and Moves

■ **Stuart H. Altman**, a shareholder with the law firm Fowler White Burnett, P.A., has been selected to chair the Florida Bar's Liaison with Corporate Fiduciaries Committee of the real property probate and trust law section. The committee is responsible for organizing the annual attorney/trust officers' liaison conference that is geared toward educating estate-planning professionals. Mr. Altman has practiced law for more than 35 years, focusing on estate planning, probate, trusts, guardianships and real property.



Stuart H. Altman

■ **Juan C. Antúnez** of Stokes McMillan & Maracini, P.A., announces publication of the Florida Probate Litigation Blog (www.flprobatelitigation.com), which posts every new probate-related case in Florida, with accompanying commentary.



Juan C. Antúnez

■ **Saidy Barinaga-Burch** has been named partner in the firm of Guttenmacher, Bohatch & Barinaga-Burch, P.A. Ms. Barinaga-Burch has practiced law in Florida since 1998. She focuses on estate and trust planning, trust and probate administration and elder law. The firm has moved to a new, expanded facility at 7301 SW 57 Ct., Suite 560, South Miami, FL 33143.



Saidy Barinaga-Burch

■ **Richard A. Berkowitz** has been elected president of the Florida Institute of Certified Public Accountants (FICPA). FICPA is a professional association representing more than 18,000 Florida certified public accountants working together to improve the CPA profession and better serve the public interest. Mr. Berkowitz is managing director with Berkowitz Dick Pollack & Brant Certified Public Accountants & Consultants, LLP.



Richard A. Berkowitz



Susan L. Friend

■ **Susan L. Friend** has been promoted to partner in the Miami office of Rachlin Cohen & Holtz in the firm's governmental/not-for-profit assurance services area and practices. She is a CPA with more than 20 years of experience working with county and local governments, as well as school districts.

Her expertise includes a concentration in accounting, auditing and management consulting services.

■ **Katherine N. Guida** has been appointed vice president of individual business development for Fiduciary Trust International of the South. She will be responsible for client development, new investments and trust relationships. Ms. Guida has more than 21 years of experience in trust administration and estate and philanthropic planning.



Brett Horowitz

■ **Brett Horowitz** has joined Evensky & Katz as a new advisor. Mr. Horowitz serves as vice president, assisting a senior advisor in maintaining client relationships within the team framework. His primary duties involve preparing financial plans and investment policies, and reviewing and analyzing current and prospective investment ideas.

■ **Carl N. Howden** has been promoted to partner in the Miami office of Rachlin Cohen & Holtz in the firm's tax advisory service area. Mr. Howden has more than 20 years of experience working with high net worth individuals, entertainers, athletes, closely held companies and real estate concerns. His areas of expertise include due diligence for business acquisitions and the structuring of complex tax transactions.

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News and Moves

■ **Lane Jones** has been promoted to chief operating officer of Evensky & Katz. Mr. Jones assumed his new role after serving as director of operations, associate advisor and senior advisor. He will continue to head one of the firm's three planning teams and will manage the professional staff to ensure that both clients and staff have an exceptional experience with the firm.



Lane Jones

■ **Paul M. Stokes** of Stokes McMillan & Maracini, P.A., participated as faculty in the University of Miami Estate Planning Program course, "Ethics and Estate Planning."



Paul M. Stokes

■ **Wanda Trouba** has been named executive vice president of retail banking for Miami-Dade County by Regions Bank, overseeing the bank's 48 branches and its retail banking personnel. She had been senior vice president and head of the wealth management division. A longtime supporter of South Miami Hospital, Ms. Trouba is on the South Miami Hospital Foundation Board of Directors.



Wanda Trouba

■ **Michele A. Maracini** of Stokes McMillan & Maracini, P.A.; **Michael A. Dribin** of Broad and Cassel; **Thomas M. Karr** of Berger Singerman, P.A.; **Mark R. Manceri** of Mark R. Manceri, P.A.; **Todd L. Smith** of Smith & Smith; and **Adrian Philip Thomas** of Adrian Philip Thomas, P.A., participated in a Lorman Education Services seminar, "Litigation of Estate Trusts and Guardianships in Florida," in Miami in September.



Corporate Partners

The Corporate Partners program is a cooperative effort of community leaders and businesses dedicated to helping Baptist Health South Florida provide personalized healthcare with the latest medical technology and finest staff. Through the generous contributions of these companies, Baptist Health can continue to improve medical services in our community.

Titanium \$50,000+

Bovis Lend Lease
Critical Care Newborn Services
Siemens Health Services/Med-Lab/Siemens
Enterprise Networks
Pharmed Group

Platinum \$30,000-\$49,999

AIG VALIC
Johnson & Johnson Family of Companies
Turner Construction

Gold \$25,000-\$29,999

Bank of America
Cardinal Health
MGE Architects
Pollack & Rosen, P.A.
Sodexo Healthcare Services
SunTrust

Silver \$20,000-\$24,999

Bayshore Dura Medical Equipment
Brandes Investment Partners, L.P.
Countrywide Home Loans
Eastern Medical Courier
Guidant
Parenti, Falk, Waas, Hernandez & Cortina, P.A.
ProNational Insurance Company
Royal Caribbean International
Tri-City Electric Co., Inc.
Regions Bank
Wicker, Smith, O'Hara, McCoy, Graham,
& Ford, P.A.

Bronze \$15,000-\$19,999

American Medical Response
AT&T
Bank United
BellSouth Telecommunications
Bridgewater Associates, Inc.
Clean Image Corporation
First National Bank of South Miami
Hill-Rom
J. & W. Seligman & Co.
Lanier Healthcare
Nicholas-Applegate Capital Management Co.
Roche Labs, Inc.
Skanska, USA
Stearns, Weaver, Miller, Weissler, Alhadef
& Sitterson, P.A.

Trane

For more information, contact Nancy Cedeño, corporate relations manager, at **786-662-4846**.



'Tis better to give *and* receive

Looking for a gift that keeps on giving? You can support Baptist Health's mission of providing excellent healthcare to our community — and make a great investment at the same time — with a charitable gift annuity from Baptist Health Foundation.

When you transfer cash or securities to the Foundation, you receive an immediate income tax deduction and a guaranteed fixed

lifetime income. And when the annuity ends, the remaining principal passes to the Foundation. Not only is a portion of these payments income tax-free, but you may even save on capital gains tax. Plus, your charitable gift annuity is backed by the full financial strength of Baptist Health.

So lock in your rate now — and get a tax deduction for 2005.

Here's what a \$50,000 charitable gift annuity gives you:

Age	*Rate	Amount you receive annually	One-time tax deduction (values valid through 12/31/05)
65	6.0%	\$3,000	\$18,353.00
70	6.5%	\$3,250	\$20,311.50
75	7.1%	\$3,550	\$22,672.00
80	8.0%	\$4,000	\$24,992.50
85	9.5%	\$4,750	\$26,712.50
90	11.3%	\$5,650	\$29,024.00

**Two-life rates are also available.*

To calculate the benefits of a charitable gift to Baptist Health, visit the Baptist Health website at www.baptisthealth.net, click on Foundation, click on Planned Giving Calculator. This handy tool allows you to calculate the benefits of a planned gift of your choice at your convenience.

For a no-obligation, personalized proposal, call **Christopher Kraus, 786-596-6776**.



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PLANNED GIVING ADVISOR

Volume 12, Fall 2005

Planned Giving Advisor is published periodically by Baptist Health South Florida Foundation to inform our friends and advisors about ways in which planned giving assists the hospitals and the communities they serve. It is mailed at no charge to select planned giving and estate planning professionals, donors and physicians. Comments, articles and suggestions for future topics are welcome. Please submit them online to plannedgifts@baptisthealth.net, or to the attention of Elaine Ames at Baptist Health South Florida Foundation, 8900 N. Kendall Drive, Miami, FL 33176, **786-596-3572**.

Please write to us at HIPAA Opt-Out, Baptist Health South Florida Foundation, 8900 N. Kendall Drive, Miami, FL 33176, if you wish to stop receiving fundraising requests supporting the hospitals and services of Baptist Health.

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For further information, contact Christopher Kraus, assistant vice president and planned giving officer, or Elaine Ames, planned giving coordinator, at plannedgifts@baptisthealth.net, or call **786-596-6535**.



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