

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

Summer 2007

Donor Next Door Luncheon Honors Local Philanthropists

Leave A Legacy, a program of the Planned Giving Council of Miami-Dade County, celebrated its 10th annual Donor Next Door Luncheon at the JW Marriott, Brickell, on May 17. This luncheon honors philanthropists in our community who support local nonprofits through financial commitment and volunteer service.

Presenting Sponsor for this year's luncheon was Baptist Health South Florida Foundation. Additional

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Professional Advisor of the Year award recipient Deborah Bussel (center), with program coordinators Teresa Valdes-Fauli Weintraub and Hank Raattama.

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.

Opportunities in Gift Design ...Meeting Client Objectives

If your client is trying to achieve a particular financial objective, such as increasing retirement income, transferring wealth to heirs or mitigating taxes on a large IRA post-death distribution, what technique or combination of techniques should you consider? Let's look at a couple of common client situations:

The "Over-Qualified" Client ...\$3 Million IRA Rollover

You know some individuals in this situation. Through their earning years, they made good use of deferral strategies and maximized their qualified retirement plan opportunities.

It was smart tax strategy at the time, but now as they grow older, they face a mountain of tax liability at "ordinary" income tax rates. This is also true for qualified plan amounts left to the clients' heirs.

One popular approach is to s-t-r-e-t-c-h out the withdrawals using the clients', and their beneficiaries', life expectancies. Let's take a moment to look at a number of planning situations.

Required Distributions Higher Marginal Rates

Max is a 70-plus-year-old client with a \$3 million IRA. He faces a minimum required withdrawal of approximately \$115,000. On top of an equal amount of income from a deferred compensation program, defined benefit plan or outside investments, marginal tax rates take a nasty bounce. For this single senior, federal rates went from 28 percent to 35 percent.

1. Consider contributions to a charitable gift annuity. The deduction will reduce marginal taxes and, more importantly in the long term, it provides tax-exempt

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Opportunities in Gift Design ...Meeting Client Objectives

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future income.

Barbara is an 80-year-old client who has a \$150,000 minimum required withdrawal.

If she contributed \$100,000 of that to a charitable gift annuity, the charitable tax deduction is more than \$50,000, eliminating one-third of the taxable income. Additionally, a handsome 8 percent cash flow follows for life and 70 percent of it, or \$5,600 per year, is tax-exempt through her 10 years of remaining life expectancy.

Barbara has taken a source of ordinary taxable income and converted a large portion to future tax-exempt income. Barbara also has transferred some assets to charity instead of to the U.S. Treasury.

2. 2007 only: outright transfer to charity

Thanks to the Pension Protection Act of 2006, Max at age 70-plus could transfer up to \$100,000 of his 2007 required distribution directly from his custodian to a qualified 501(c)(3) organization. Unless this provision is extended, this year is the last opportunity for an outright gift from an IRA. Since this trustee-to-charity transfer qualifies for the required distribution, if 80-year-old Barbara made such a transfer, she would report only the remaining \$50,000 of the \$150,000 mandatory distribution.

Note: While no deduction is generated by this gift, the distribution going to charity is not subject to any income tax.

Testamentary IRA Troubles ...Income Plus Estate Taxes

A testamentary charitable remainder trust can help here. Since IRA proceeds are subject to both federal estate tax and income tax, a client's legacy to heirs faces considerable shrinkage.

As mentioned earlier, s-t-r-e-t-c-h-i-n-g out withdrawals over the heirs' life expectancies can mitigate some of the income tax issues by reducing marginal rates. However, this does little for estate taxes. In many cases, heirs defeat this strategy by taking lump-sum settlements.

If Max, with his \$3 million IRA, left half of it (\$1.5 million) to a 20-year charitable remainder trust paying 6 percent to his heirs, an estate tax deduction of \$450,000-plus would reduce the tax hit and,



assuming a 7 percent investment performance by the trustee, his heirs would enjoy nearly \$2 million in income over the term.

Finally, Max's total legacy grows exponentially since a \$2 million charitable remainder is created for the charities, in addition to the cash and income benefits flowing to his heirs.

The "Under-Qualified" Client ...Asset-rich, Income-poor

You may have been amused by our reference to a \$3 million IRA holder as having planning problems. The marketable financial assets of \$3 million are easily liquidated and converted into income. Taxes may be a problem but retirement cash flow certainly isn't.

Consider the client whose wealth is concentrated in less liquid assets: The client with 20,000 acres of undeveloped land, the business owner whose wealth is held in "guns and butter," the senior whose modest residence by the ocean has appreciated over the last 40 years to \$5 million-plus, or the leveraged rental real estate owner whose net rents are modest in comparison to the market value of his holdings.

Now here is a client who desperately may seek the security of dependable cash flow as the golden years approach.

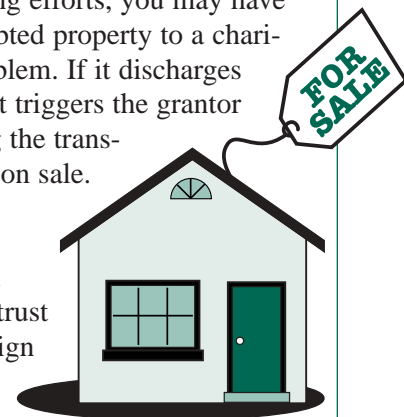
Let's look at several of these situations:

1. An installment bargain sale provides a tax-effective method for converting an appreciated real estate parcel with indebtedness.

In your charitable planning efforts, you may have learned that transferring indebted property to a charitable remainder trust is a problem. If it discharges an obligation of the grantor, it triggers the grantor trust rules, thereby subjecting the transferred property to taxation upon sale. This is not the desired result.

On the other hand, an installment sale to a qualified charity avoids the need for a trust and allows the planner to design terms that best fit the competing needs of retiring debt and providing income. The flexibility here is terrific.

Take the example of Sam, an aging rental property owner who is tired of acting as a landlord. Having fully depreciated the parcel over the years, Sam has a potential capital gain of more than \$1 million (market value of the apartment is \$2 million, adjusted basis



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\$700,000). Additionally, an outstanding secured line of credit for \$200,000 must be retired in the process.

As planner, you design the following plan: With a qualified appraisal of \$2 million, Sam offers to sell the parcel to a qualified charity for \$1.65 million under the following terms: \$300,000 down, and a 6 percent, 20-year, fully amortized note for \$1.35 million.

Let's look at the results.

- A \$350,000 charitable income tax deduction is generated for the difference in the appraisal and selling price to the charity — the “bargain” element.
- \$51,400 of the \$700,000 of basis is allocated to the \$300,000 initial payment, leaving roughly a \$250,000 gain. With a 30 percent of adjusted gross income limitation on the use of the charitable deduction, assuming only this income, another \$75,000 is deducted, leaving \$175,000 in taxable income. Assuming 15 percent federal capital gains tax ($\$175,000 \times .15$), \$26,250 in taxes is due.
- With this design, Sam takes \$300,000 in cash, retires \$200,000 of mortgage debt in escrow and, after paying \$26,250 in taxes and miscellaneous escrow costs, pockets any remaining cash.
- As for note payments, Sam enjoys approximately \$9,250 per month for the next 20 years, or \$110,000 per year. In accordance with installment sale tax treatment, a portion of each payment will be taxed as capital gain and interest earned.

Planners note: While an installment sale offers highly desirable tax treatment, it often does not last until maturity. The buyer usually refinances or sells the property after a few years and all the remaining taxes are accelerated to the seller. However, in this case, the charitable institution resells the property and continues to honor its separately held note for the full term. The charity has a current gift in the proceeds received on the sale and has no reason to accelerate the note payments.

2. A life estate/gift annuity combination for the “residence-rich” client

Sheldon has owned his residence along the Pacific Ocean for many years. He paid \$48,000 in the 1960s and last year his new neighbor paid \$4 million for the adjacent property.

Sheldon has no desire to relocate, but 90 percent of his net worth is tied up in this asset and inflation is eating up his modest retirement cash flow.

As the planner, you suggest that Sheldon transfer an undivided 50 percent interest to his favorite charity in exchange for a life estate (lifetime right to occupy the property) and a stream of lifetime income for the present value of the remainder interest (gift).

Sheldon is 69 years old and has a home with a market value of \$3 million. He exchanges a 50 percent (\$1.5 million) interest in the home for a life estate/gift annuity arrangement. This plan provides \$43,750 of annual income for Sheldon's remaining lifetime while allowing him to enjoy living in his residence. Over his 20 years of life expectancy, Sheldon enjoys \$875,000 of additional income and creates a charitable legacy worth

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MARK THESE DATES

- October 17** 15th Annual South Miami Hospital Golf Classic
(For more information, call Sheila Banks at **786-662-5222** or e-mail sheilab@baptisthealth.net.)
- November 3** Baptist Hospital Ball
(For more information, call Lori Elsbree at **786-596-8954** or e-mail lorie@baptisthealth.net.)
- November 9** Homestead Hospital Pineapple Gala
(For more information, call the Homestead Hospital Foundation at **786-243-8054**, or e-mail janicer@baptisthealth.net.)
- December 8** Mariners Hospital 5K Walk/Run for Wellness
(For more information, call Wendy Gentes at **305-434-1665** or e-mail wendyrg@baptisthealth.net.)



Opportunities in Gift Design ...Meeting Client Objectives

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50 percent of the appreciated market value of his home. The heirs receive 50 percent of undivided interest in the home he retained.

Flip Charitable Remainder Unitrust

A flip charitable remainder unitrust (flip CRUT) is ideal for large, “hard-to-sell” asset positions.

Edith owns 20 acres of undeveloped land in Sedona, Arizona. The problem is that this asset may take months to sell at a desirable price and a standard unitrust arrangement would require the trustee to make income distributions from a trust that has no liquidity. On the other hand, a flip plan initially uses a net income unitrust and is required to make payments only if there is income. When the property is sold, the trust changes to a standard unitrust providing dependable income to the beneficiaries.

Another scenario ideal for the flip CRUT is the holder of a highly appreciated asset position, desiring to lock up profit, diversify the reinvestment and defer the income payout for a number of years.

David is an executive in his peak earning years who has a large stock position in a high-tech company that increased in value. Ideally, David would lock up profit, avoid taxes on the gain, reinvest in a

tax-deferred environment and take income at a specified future date when he retires. All this is possible with the flip CRUT plan!

Moreover, this plan allows additional contributions at any time. This vehicle consolidates future stock profits and builds supplementary retirement income.

This plan also works for George, the sole stockholder/owner of his C corporation. George has most of his net worth tied up in the business. With little basis in his stock and a history of avoiding dividends in favor of deductible wage payments, George faces heavy taxation upon the sale of his business.

As George’s planner, you advise transferring a portion of his stock to a flip CRUT. Upon the eventual sale of the business, George enjoys tax-favored lifetime income from these shares.



In Summary

Planning professionals who gain familiarity with these split-interest arrangements realize charitable gift planning isn’t simply a giveaway for the altruistic. These plans provide benefits to both donor and recipient. In addition, the desired planning solution often comes from “part gift, part sale” strategies — not an all-or-nothing scenario.

Note: The process for some of the split-interest gifts described above will require administrative support, especially if the gifted items are not publicly traded. Properly drafted documents, including appraisals, an annual accounting and trust management services, may be required. Advice of competent counsel should be sought in any split-interest gift scenario.

Let us know if we can help. We are happy to assist in preparing gift-planning techniques and/or illustrations. Contact Christopher Kraus, assistant vice president and gift planning 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.

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, director of gift planning, at **786-596-6776**.



Donor Next Door Luncheon Honors Local Philanthropists

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sponsors were Dade Community Foundation, SunTrust Bank, University of Miami, Wachovia Trust and Wealth Management, and Bacardi USA.

The sixth annual Family Album highlighted the theme of the luncheon. The publication is a powerful and creative way for nonprofits to showcase generous philanthropists, the organizations they support and the programs and services the organizations provide throughout the community.

This year, Baptist Health South Florida Foundation honored Ollie Ladd Hill as the “Donor Next Door.” Ms. Hill’s second husband, the late philanthropist Hank Hill, donated money to several healthcare facilities in New York. Ms. Hill saw for herself the results of his generosity and has carried on her husband’s philanthropic traditions. She recently contacted Baptist Health Foundation to see how she could help the not-for-profit healthcare organization, whose hospitals she and her family have chosen for years. She decided to donate \$90,000 in a gift annuity, which gives her a guaranteed fixed income for life and an immediate income tax deduction. When the annuity ends, the remaining principal passes to the Foundation. “I feel like they won and I won,” said Ms. Hill, who is encouraging her daughter and brother to plan a gift annuity with Baptist Health, as well.

The 2007 Professional Advisor of the Year award was presented to Debbie Bussel of Bussel Philanthropy



Left to right: Christopher Kraus, assistant vice president and planned giving officer, Baptist Health Foundation; Elaine Ames, planned giving coordinator, Baptist Health Foundation; Donor Next Door Ollie Ladd Hill; Paul Soulé, Baptist Health Foundation Board treasurer; and Stephen Parsons, vice president and chief development officer, Baptist Health Foundation.

Associates. This award recognizes an individual who provides pro bono assistance to nonprofit organizations, educates clients and the public about the value of charitable giving, and helps families turn their life’s work into living legacies.

Leave A Legacy promotes the personal and community benefits of charitable giving, provides assistance and encouragement to fundraising programs and encourages professionals to counsel clients regarding the opportunities associated with planned giving. Leave A Legacy helps spread the message that “Everyone can be a philanthropist.”



Baptist Health South Florida Foundation

is a proud supporter of
Leave A Legacy.

Everyone can be a philanthropist!



Hospital Happenings

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



- *Fortune* magazine named Baptist Health among the “100 Best Companies to Work for in America” for the seventh time.
- HealthGrades, a national healthcare quality consulting firm, has named Baptist and South Miami Hospitals “Distinguished Hospitals for Clinical Excellence.” Of the 5,000 hospitals surveyed nationwide, 13 in South Florida qualified for this recognition.
- *South Florida Business Journal* gave Baptist Outpatient Services top honors in the “Excellence in a Community-based Program” category for its 2006

Excellence in Healthcare Awards. While fewer than 10 percent of mammography units in the United States have digital systems, all of Baptist Outpatient Services’ mammography services are digital.

- Baptist Health has been named to the Wellness Councils of America’s list of America’s Healthiest Companies, earning for the second consecutive year WELCOA’s Well Workplace Gold Award.
- Baptist Hospital received the National Research Corporation’s Consumer Choice Award for being a top healthcare provider in Miami for the 11th year in a row.
- *Hospital & Health Networks* named Baptist Health among the “100 Most Wired Hospitals and Health Systems” for the sixth time.
- Baptist Health has been named as a “Top Company for Female Executives” for 2007 by the National Association of Female Executives, the nation’s largest women’s professional and business association.

Congratulations 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
Pharmed Group
Radiology Associates of South Florida, P.A.

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

AIG VALIC
Siemens Med-Lab
Siemens Medical Solutions

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

Bank of America
Cardinal Health
Critical Care Newborn Services
Pollack & Rosen, P.A.
SunTrust

Silver \$15,000-\$24,999

American Medical Response
Arellano Construction Company
Ark Asset Management
Bermello, Ajamil & Partners
Countrywide Home Loans
Eastern Medical Courier
Falk, Waas, Hernandez, Cortina, Solomon & Bonner, P.A.
Johnson & Johnson Healthcare Systems, Inc.
MGE Architects
ProAssurance Corporation
Regions Bank
Royal Caribbean International & Celebrity Cruises
Tri-City Electric Co., Inc.
Wicker, Smith, O’Hara, McCoy, Graham & Ford, P.A.

Bronze \$10,000-\$14,999

BellSouth Telecommunications
Bridgewater Associates, Inc.
CGI-AMS
Clean Image Corporation
Coconut Grove Bank
First National Bank of South Miami
Hill-Rom
IKON
J. & W. Seligman & Co.
Nicholas-Applegate Capital Management Co.
Skanska, USA
Sodexho Healthcare Services
Stearns, Weaver, Miller, Weissler, Alhadeff & Sitterson, P.A.
Trane
Turner Construction
U.S. Surgical
VISICU

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



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 encompasses 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, are under construction or being planned at Baptist Hospital and South Miami Hospital. Construction on Baptist Hospital's multi-million-dollar ER and hospital expansion began in the spring of 2006 and the opening is projected for 2008. South Miami Hospital is planning a major expansion and renovation of its emergency department.

Baptist Cardiac & Vascular Institute

Heart disease and stroke continue to be among the nation's leading killers. For more than two decades, Baptist Cardiac & Vascular Institute has taken a pioneering role in caring for people with health problems related to the heart and circulatory system. The Institute has built a neurointerventional angiography suite to treat stroke and other neurological conditions. This suite supports the Stroke Program at Baptist

Hospital's Neuroscience Center. Support for the Institute may be designated in a variety of areas. Naming opportunities are available.

Baptist Children's Hospital

Families with children who are undergoing treatment for cancer are devastated, both emotionally and financially. A special fund provides support to needy families to assist with housing, transportation, access to a child psychologist and other services that otherwise would not be available. The fund also supports the camps, reunions and holiday events that are an important part of the child's (and the family's) healing process. Various levels of giving are possible.

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 Barbara Norland at Doctors Hospital Foundation at **786-308-3577**, or e-mail barbarano@baptisthealth.net.

Mariners Hospital – The William E. Chasteen Scholarship Fund

The William E. Chasteen Scholarship Fund was created in 2000 by Upper Keys residents Tom and Dale Chasteen in memory of their father. This scholarship is used to fund continuing professional education and training for employees of Mariners Hospital. The Chasteen family continues to match donations to the scholarship fund. For more information, contact Wendy Gentes at Mariners Hospital Foundation at **305-434-1665**, or e-mail wendyrg@baptisthealth.net.

A New Homestead Hospital

The "hospital of the future" brings the latest equipment and services — including high-speed, wireless Internet technology — to the growing south Miami-Dade community. Baptist Health built 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, \$135-million hospital features private patient rooms, an Emergency Center triple the size of the existing one, the Betty Jane France Pediatric Department, called Speediatrics, and an urgent care center. The hospital also offers 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

■ **Steven L. Cantor**, international tax attorney and managing partner of Cantor & Webb, P.A., recently addressed the 25th Annual Joint Florida Bar and Florida Institute of Certified Public Accountants International Tax Conference on the topic, “United States Beneficiaries and Donees of Foreign Trusts and Foreign Donors.” Mr. Cantor has been listed in the 2007 editions of *Best Lawyers in America* and *Florida Superlawyers*, and recently was recognized as one of the Top 100 Private Client Attorney Wealth Advisors of the Americas at a black-tie function sponsored by *Citywealth* Magazine in London, England.



Steven L. Cantor

■ **Deborah Citrin** recently joined Citrin Financial and Insurance, Inc. as an agent. Ms. Citrin has more than 20 years of experience in the healthcare industry as an occupational therapist and will specialize in group health, long-term care and disability insurance. Using her knowledge of healthcare, Ms. Citrin will develop insurance strategies for families and businesses.

■ **Barry B. Diamond**, chief investment officer of The Harrison Group, Inc., was a featured speaker at the Strategic Research Institute’s “Trends in Exchange-Traded Funds Summit” in February at the Eden Roc Renaissance Resort & Spa in Miami Beach.



Barry B. Diamond

■ Certified financial planners **Linda S. Lubitz** and **Norman M. Boone** created IPS AdvisorPro™, an online investment policy solution for professional wealth managers that has been hailed by *MorningstarAdvisor.com* technology editor Joel Bruckenstein as Software Product of the Year 2006. IPS AdvisorPro helps advisors create highly professional investment policy statements, which address compliance concerns and enhance client communications. For more information, visit www.IPSAdvisorPro.com.



Linda S. Lubitz

■ **Lucy Morillo** has been appointed to serve as president of Miami Children’s Hospital Foundation. Previously executive director of estate and gift planning at the University of Miami, Ms. Morillo also serves on the board of the Miami-Dade Planned Giving Council and the steering committee of Leave A Legacy.



Lucy Morillo

■ **Peter L. Sibley** has joined accounting firm Lewis B. Freeman & Partners as a principal. Mr. Sibley was also named a principal of Freeman affiliate SolventC LLC. Mr. Sibley’s focus is on analysis of real estate and financial transactions, asset management and restructuring, turnaround supervision, hospitality consulting and strategic planning for development.

■ **Ellen Siegel** is a fee-based certified financial planner with 25 years of experience in the financial world. Her firm, Ellen R. Siegel and Associates, has relocated to 7344 SW 48 St., Suite 301, Miami, FL.



Ellen Siegel

■ **Gene C. Sulzberger**, senior director of Mellon’s Private Wealth Management Division, was recently elected vice president of the Board of The Vizcayans, the fundraising arm for Vizcaya Museum and Gardens.



Gene C. Sulzberger

■ **Arthur Unger**, a partner at Miami-based accounting firm Mallah Furman, was recently elected vice chairman of the Board of the Miami Jewish Home and Hospital. Mr. Unger has been involved with the Miami Jewish Home and Hospital as a board member for more than three years and is chairman of the audit committee.



Arthur Unger



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.

Liliana & Gerardo Aguirre
Claudine & Fred Backer
Claire Betz
William D. Biggs
Stacy & John Bolduc
Marlene & John Boll
Betty & William Bource
Shaida & Wayne Brackin
Mona & Harold Brewer
Allison Brewster
Nancy & Arthur Broll
Natalie & Paul Buckthal
Rishi Burke
Cathy & George Butler III
Myra & George C. Butler Jr.
Ann Campbell
Jackie & Dick Carroll
Lynn & Kevin Crowe
Clover & George Earl
Margaret & John Edwards
Nanette & Ron Elenbaas
Patricia Stanley & John Esslinger
Janice & George Fenner
Cristina & Rafael Fernandez
Christina & Russell Fisher
Frances & Darroll French
Michelle & Jose Garcia
Joan & James Gardner
Jody Ghanem
Luis Gonzalez
Sheila & Gary Gregory
Victoria & Rafael Guinot, M.D.
Barbara & Ed Hajim
Paul Hanna
Nancy & Ronald Harrington
J. Robert Harris
Freda Hartfield
Inge & Frank Hawkins

Jeff Hicks
Ollie Ladd Hill
Kathleen & Nathan Hirsch, M.D.
Karen & Stanley Hubbard
Patricia & Richard Kazmaier
Linda & Jack Kendall
Margaret Kitchings
Marina & Michael Klein
William & Anne Klopman
Lopez-Cantera Family
Candace & Patrick Malloy
Barbara & Robert McClements Jr.
JuliAnne & Derek McDowell
Margaret & Duncan Miller
Margo & Richard Miller
Annette & H. Barclay Morley
Gail & Bradley Noyes
Professor Amy D. Ronner
& Michael P. Pacin, M.D.
Cristina & Ramon Poo
Carmen & Juan Prado
Sheila & David Quint
Karen Raben, M.D., & Andrea Pernick
Nancy & Gonzalo Sanabria
Lourdes & Ralph Sanchez
Sally & Thomas Savage
Suzy & Peter Shields
Shirley & Frank Shumway
Adelaide Skoglund & William Legg
Inge & James Strode
Ann & Stephen Taylor
Joanne & Graham Thomas
Suzie & Nick Trivisonno
Janis & Michael Walsh
Jill & Warren Weiser
Lynn Wiener
Nancy & Frank Zorniger

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



Workshop for Nonprofits on Nonprofit Education Day

Executives from Miami-Dade County's nonprofit community, as well as professional fundraisers, board members and professional advisors, attended the 2007 Nonprofit Education Day. Sponsored by Leave A Legacy, a program of the Planned Giving Council of Miami-Dade, and hosted by Baptist Health Foundation, the seminar took place March 8 at the Victor E. Clarke Education Center at South Miami Hospital.

Hank Raattama of Akerman Senterfitt presented "View from the Hill: A Legal Update" in the morning session. Two concurrent breakout sessions followed. Lucy M. Morillo of Miami Children's Hospital Foundation and L. J. Rodriguez of the Archdiocese of Miami presented "Planned Giving 101" for those interested in adding a planned giving program to their overall development program or enhancing their current program. And Richard Alan Lehrman presented "Planned Giving 201" for those who wanted to take their planned giving programs to the next level.

Next on the agenda was a roundtable session that offered a choice of the following topics:

- Marketing Your Planned Giving Program, presented by Lucy M. Morillo of Miami Children's Hospital Foundation.
- Planned Giving Policies and Procedures, presented

by Cynthia L. Beamish of the University of Miami.

- Introducing Planned Giving to Your Board, presented by Christopher M. Kraus of Baptist Health Foundation.
- Life Insurance as a Planned Gift, presented by Paul S. Soulé of Paul S. Soulé Enterprises, Inc.
- Gift Annuities, presented by Meschelle J. Huether of the University of Miami.
- How to Involve Professional Advisors, presented by Alfred A. Bunge of Bernstein Global Wealth Management.
- Selecting a Financial Advisor for Your Endowment, presented by Teresa Valdes-Fauli Weintraub of Fiduciary Trust International of the South.
- The Art of Making a Successful Ask, presented by Stephen J. Parsons of Baptist Health Foundation.
- Gifts of Real Estate, presented by L. J. Rodriguez of the Archdiocese of Miami.

After a networking lunch, the afternoon session offered a second roundtable session that gave attendees an alternate choice from the above selection of topics. The workshop closed with final remarks from Leave A Legacy Steering Committee co-chair L.J. Rodriguez.



Left to right: Alfred A. Bunge, Meschelle Huether, L.J. Rodriguez, Lucy M. Morillo, Cynthia L. Beamish, Christopher M. Kraus, Paul S. Soulé, Stephen J. Parsons, Hank Raattama, Richard Alan Lehrman and Abby Chase.



Worried About Interest Rates?

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 2007.

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

Age	*Rate	Amount you receive annually	One-time tax deduction (values valid through 7/31/07)
65	6.0%	\$3,000	\$19,895.50
70	6.5%	\$3,250	\$21,582.00
75	7.1%	\$3,550	\$23,679.50
80	8.0%	\$4,000	\$25,769.00
85	9.5%	\$4,750	\$27,310.00
90	11.3%	\$5,650	\$29,463.00

**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.

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PLANNED GIVING ADVISOR

Volume 15, Summer 2007

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**.

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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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