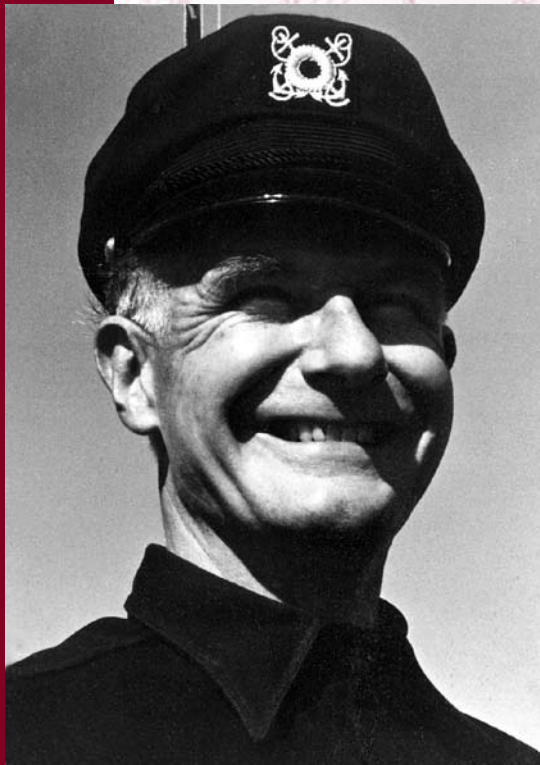




keynotes

financial, estate, and gift planning ideas for
friends and supporters of the san francisco symphony

The Student Forum at 70: Creating a community of visionary Symphony Supporters



A founding member of the Student Forum (see inside article), Hart Smith's extraordinary generosity will help the Symphony bring guest piano artists to the Hall for generations to come.

Hart Smith: The Generous Sailor

Though long-time Symphony patron and friend, K. Hart Smith, passed on earlier this year, his love of piano music will reverberate throughout Davies Symphony Hall for years to come. Hart's extraordinary gift of one million dollars will be added to the Symphony's endowment and, in accordance with his wishes, will be used to help bring visiting pianists to the Bay Area.

Hart, as he preferred to be called, studied piano as a boy and was one of the original members of the Symphony's Student Forum while a student at UC Berkeley. Hart's father, George Smith, built the Mark Hopkins Hotel, which sits grandly on the summit of Nob Hill. When Hart took over the business, he created the popular Lochinvar Room and the Vienna Coffee House—establishments that many San Franciscans remember fondly to this day. In the early 1960s, Hart sold the hotel and spent the rest of his life enjoying the arts, including the San Francisco Symphony, and sailing his sloops.

Hart's good friend, Ruth Quigley, remembers accompanying him one balmy San Francisco evening to hear the visiting Chicago Symphony Orchestra. "Instead, we were treated to a surprise piano concert by Sir Georg Solti, conductor of the orchestra. The Orchestra's instruments had not arrived on time, and the Maestro was gracious enough to play the piano for a very memorable performance while waiting for the instruments to arrive."

see Hart Smith continued inside ►

➤ *continued from front page*

Hart Smith

Ruth adds, **“More than anything, I remember Hart’s special fondness for the San Francisco Symphony and his enormously generous spirit. I am not surprised by his significant gift to the Orchestra, given Hart’s love of the performing arts.”**

Equal to his love of the arts was Hart’s passion for sailing. Here, too, his generosity prevailed. Hart Smith’s sailing buddy, Ken High, noted that “Hart was a great sailor. He sailed up to the very end. He owned several yachts consecutively, all named *The Hasty Heart*.” Ken chuckled reminiscing about their trans-ocean sailing junkets. “Hart kept everyone fully nourished and entertained. On land and sea, Hart was always supporting people and causes. I know that he loved and supported all of the musical arts. Hart was a hell of a fine gentleman and no one had a bad word about him. He will be missed by all.” Though sorely missed by his Symphony friends as well, Hart’s love of music will live on in piano performances in future seasons.

Donor Profile

Dona Malan: World Traveler, Symphony Supporter!

In Dona Malan’s six-year stint as one of the Symphony’s ushers, she has greeted thousands of concert-goers. “Being a Symphony usher is perfect for me. It provides me the opportunity to stay connected to great music, meet and work with wonderful people, while allowing me the flexibility to explore the world.” This April she journeys with three other Symphony ushers to Holland for the tulip festival. But that trip is a mere commute compared to the extensive travels that Dona has undertaken over the years. From Antarctica to Zanzibar, she averages four international trips a year since the late 1970’s, visiting all seven continents and over 130 countries.

Ushering for the Symphony and travelling the world offer Dona the chance to encounter many people and cultures. As a former school teacher, Dona especially enjoys her ushering assignments during the youth concerts—Concerts for Kids and Adventures in Music (AIM). “I usher for those

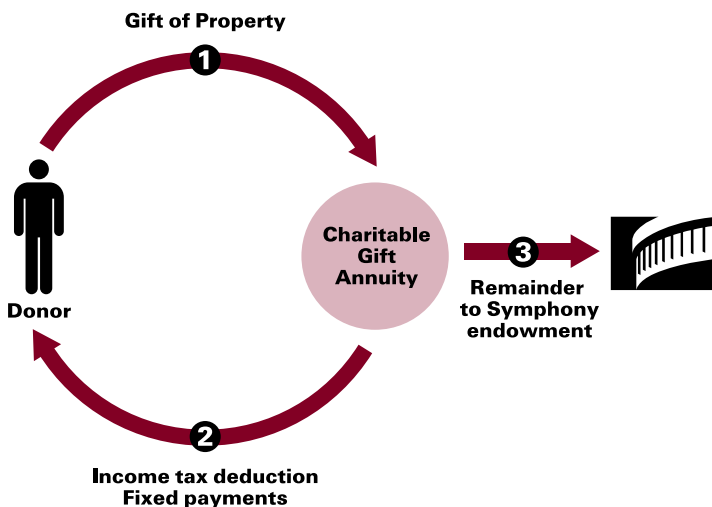
Charitable Gift Annuity

How it works

1. You transfer cash, securities, or other property to the Symphony.
2. The Symphony pays you or anyone you name a fixed amount for life. Typically, a portion of these payments is tax-free.

You receive an income tax deduction and may save capital gains tax.

3. When the gift annuity ends, its remaining principal passes to the Symphony’s endowment to support its programs for generations to come.





Adorned with her yak bone necklace from Tibet, Dona Malan reflects on her exciting travels and her unique involvement with the Symphony, including her charitable gift annuity.

concerts in the Terrace. I engage our young audience members in conversation about this special space we call Davies Symphony Hall. We talk about the music they are hearing that afternoon, their own instrument playing, and their musical ambitions. Many of these children would not have the opportunity to experience this fine music were it not for these programs.”

Dona’s involvement with the Symphony goes beyond ushering. Recently, Dona made a gift to the Symphony that pays her income while supporting Symphony programs in future years. “The fixed payment of my gift annuity will help support my travel budget while supporting Symphony programs for future audiences. I am very careful with my money so I donate to causes that mean a lot to me. **People need music in their lives. Listening to this music is soothing, therapeutic. Telling my grandkids of this gift was important to me so that they understand how meaningful it can be to give in this way.**”

The next time you see Dona in the Hall, say hello and ask her about her last trip. You are bound to hear some exciting stories. You might also thank her for supporting the Symphony. **To see how a Charitable Gift Annuity can work for you, please see the diagram at left and contact the Gift Planning program.**

SFS Endowment: The engine that drives our future

Now more than ever, a strong endowment will help ensure the continued success of the Symphony. The Symphony’s endowment is the organization’s financial engine. The important role of the endowment’s income each year can be seen in the Symphony’s affordable ticket pricing, artistic excellence, educational and community programs. Recent additions to the endowment have provided long-term support for the Symphony’s Adventures in Music (AIM) in-school program. The creation of a recent endowment will help Symphony community programs foster new audiences in the Bay Area’s Latino and Chinese-American communities.

Brent Assink, the Symphony’s Executive Director, emphasizes that **“growing the endowment is essential in order for us to provide the full complement of artistic and community programs for which the Symphony is known.”** In the 08-09 season, allocations from the Symphony’s endowment are expected to provide 18.6% of the Symphony’s operating budget.

When your bequest or other planned gift is added to the San Francisco Symphony’s endowment, you have a direct impact on the enduring quality of classical music in the Bay Area.



End of Year Tips

As you engage in year-end tax planning and making good use of the income tax charitable deduction, we hope that you will include the Symphony in your plans. Here are some creative ways to favorably impact your tax situation while supporting the Symphony. Your contribution can be targeted to the Annual Fund, the endowment, or a gift that pays you income (see charitable gift annuity diagram).

Harvest losses. Sell long-term investments that have decreased in value since purchased and make a charitable gift with the proceeds. You may be able to deduct the loss from taxable income up to prescribed limits, as well as an income tax charitable deduction for the cash contribution.

Take Advantage of the new IRA Charitable Rollover.

If you are 70 1/2 or older, you can contribute up to \$100,000 from your IRA account to a public charity without it counting as taxable income. Yet it will count toward your Required Minimum Distribution.

Give low-yielding or appreciated assets. Donate long-term stocks and bonds to avoid or reduce capital gains, and be eligible for an income tax charitable deduction.

Donate life insurance. If you own a life insurance policy that is no longer needed (paid up or not), it may be the perfect vehicle for a 2008 year-end charitable gift.

Give a piece of the business. Closely held stock or a family business can be donated, providing significant tax savings.

Contribute real estate. A residence or vacation home that has appreciated in value may be used to avoid or reduce capital gains when you donate all or part of the property.

If you are interested in making an end-of-year gift to the San Francisco Symphony, please contact Stephen Steiner, Director, Gift Planning, or return the enclosed reply card. Stephen can be reached at (415) 503-5445, or by email at ssteiner@sfsymphony.org.

New Society Members and Recent Planned Gifts

The Symphony is grateful for the meaningful planned gifts and bequest commitments of these patrons who have created their own legacy with the San Francisco Symphony.

Paul Franz Albert
Marty & Judy Aufhauser
Cheryl C. Arnold &
Dr. John H. Frykman
M.L. Baird
Gary & Carolyn Bjorklund
Donald Buhman
Marilyn Burns
Bart R. & Helen Storm
Concannon*
Friedericka Anne Dalbey
Joan Fierer

Joyce Frankenberg
June Kronberg
Robert & Carol Lowitz
Dona J. Malan
Jo Markovich
Terry & Judy McConnell
Juliette L. Nathan*
Patrick J. O'Halloran
H. Ludwig & Katherine Reis
Robert & Margaret Stithem
Anonymous (5)
*deceased

Estate Contributions Create Patron Legacies

Recent charitable contributions from the estates of the following Symphony patrons will be added to the endowment and used to support the Symphony's many programs for future generations.

Bart R. & Helen Storm
Concannon
Richard E. Deres
Kay Stanford Field
Juliette L. Nathan

Virginia S. Nordquist
Dr. & Mrs. John
Herbert Otwell
K. Hart Smith
Anonymous (2)

For further information on making a planned gift to the San Francisco Symphony, please contact Stephen Steiner, Director, Gift Planning. Stephen can be reached at (415) 503-5445, or via email at ssteiner@sfsymphony.org.

Creating the Symphony's Future

The Howard Skinner Student Forum: Celebrating 70 Years of Service

In the fall of 1939, a group of eight enterprising UC Berkeley students developed an ingenious idea to pool their resources in order to attend the San Francisco Symphony's Saturday night concerts. Soon thereafter, with the help of Howard K. Skinner, manager of the San Francisco Symphony Association (the precursor to today's Symphony), the Symphony began offering half-price tickets to student subscribers from Stanford University and Mills College. The program has now blossomed to include thirty-five Bay Area campuses.

The Student Forum makes the best of live classical music accessible to Bay Area college students while providing the San Francisco Symphony with some of its most eager and devoted audience members. Student Forum founders Philip Boone and Lawrence Metcalf later became Symphony Presidents. Symphony Board members, as well as scores of Symphony patrons and donors, have been Student Forum participants. In the words of past Student Forum participant, now a Pierre Monteux Society member, Brian McCune, **"I was off into other types of music, but the Student Forum reconnected me to orchestral classical music. I might not have been a subscriber and donor today were it not for the Student Forum."**

The generosity of planned giving donors like Brian McCune enable the Howard Skinner Student Forum and other important Symphony programs to thrive to this day. To establish your own legacy with the Symphony, please contact Stephen Steiner, Director, Gift Planning, at (415) 503-5445, or email ssteiner@sfsymphony.org.



College students enjoy the timeless beauty of classical music: (Top) members of the first Student Forum in 1939 (including future Symphony president Philip Boone, rear with boutonniere) gather around Symphony President and Managing Director Leonora Wood Armsby, Maestro Pierre Monteux, and Dr. Ray Lyman Wilbur, President of Stanford University. [San Francisco Symphony Archives] (Bottom) last season's college students in Davies Symphony Hall.



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MICHAEL TILSON THOMAS • MUSIC DIRECTOR

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