The welcome reception of the Planned Giving Council of Palm Beach County and the East Coast Estate Planning Council took place on September 14, 2010, in the Shapiro Founders’ Room at the Kravis Center.

The event was sponsored by Robert Silvani, RS Funds and the Kravis Center; with additional support provided by Patrick M. Whitehead, J.D., LLM, Whitehead Law Offices, P.A.; and Rene Carr, Parental Care Consultants. Stacey A. Dowdle, President of the Planned Giving Council of Palm Beach County, and John Hough, President of the East Coast Estate Planning Council, welcomed more than 125 members and guests and acknowledged their respective Board of Directors.

In addition to remarks of appreciation by all the sponsors for the opportunity to collaborate in supporting the event, William A. Meyer, Chairman of the Kravis Center's Board of Directors, stressed the vital role that planned giving and endowment funds play in maintaining the long-term fiscal integrity of nonprofit organizations, including the Kravis Center.
A Message from the CEO

It seems hard to believe that almost 20 years have passed since the Kravis Center’s “topping out” celebration in March 1991. It was a night to remember, when more than 4,000 community and arts leaders marched with Egyptian-clad Kravis Center supporters and staff through the half-completed Center to the jubilant strains of the “Grand Triumphal March” from Aïda. The Center opened its doors in 1992 debt-free, weathering the 1990 recession because of the unconditional support of individual donors pledging within their capacity, with gifts large and small, to build our world-class performing arts center.

Your Support Makes a Difference

Individual donors have and will remain the largest contributor cohort to the Kravis Center. Individual donors each year contribute 75 to 80 percent of our annual fundraising goal, which this year is $4.3 million. All of you who are reading this newsletter make it happen with your gifts of time, talent and treasure. But lest we forget what so many work so passionately to support, we must work with even greater passion to preserve and grow.

Three years ago, our Board of Directors approved a 10-year strategic plan that calls for greater emphasis on building a permanent endowment as a vehicle for our loyal donors to give the gift that keeps on giving. Gifts to the endowment fund will help the Kravis Center to keep ticket prices affordable, as well as reducing our dependency on annual fundraising and allowing us to continue our mission of enhancing the quality of life in Palm Beach County.

Year-End Giving

As we near year-end, when many find it most appropriate to review their financial and estate plans with their advisors, we are pleased to offer timely tips for year-end gift planning in this issue of Persson to Person. By checking with your advisors about the best ways to give, you may discover you can make current and deferred gifts that you did not think possible, supporting those organizations that bring joy and harmony into your life and that you would like future generations to enjoy.

We appreciate your thoughtful consideration and continued support.

Judith A. Mitchell
Chief Executive Officer
The Kravis Center Development Department has taken the “Show on the Road” with a visual presentation to engage allied professionals to be ambassadors for the endowment and planned giving program.

This outreach initiative has been well received from members in the field of private wealth management as a vehicle to engage their clients in discussion of the personal and financial benefits of charitable gift strategies to the Kravis Center endowment. The presentation also highlights the significance of the Kravis Center as an economic and cultural catalyst in the community.

The project received initial input from Kravis Center Board of Director’s member and Corporate Partners Chairman Michael J. Bracci, President, Northern Trust Palm Beach/Martin County Region, as well as his colleagues. Over the summer months, Development Director Diane Bergner and Planned Giving and Endowment Officer Margaret May Damen delivered the presentation to professional advisors at J.P. Morgan, Harris Private Bank and Bessemer Trust.

Seated, from left: Bessemer Trust: Jo Ann Engelhardt, Managing Director; Susan Anderson, Senior Vice President; Dawn Geddes, Assistant Client Manager; Brandon Reid, Managing Director, Senior Resident Officer. Standing, from left: Anne Moretti, Associate Vice President; Bryan Sanchez, Assistant Client Manager; Avery Hough, Assistant Vice President; Karen Wolf, Senior Vice President; Stephanie Baudo-Blanton, Assistant Vice President.

Diane A. Bergner, Development Director, talks to Bessemer Trust advisors about the Kravis Center mission.

Standing, from left: Harris Private Bank: John C. Patten Jr. CTFA, Director, Wealth Advisor; John A. Pavela, CFA, Vice President, Regional Investment Manager; Michael J. Dyer, CFP®, Managing Director; John W. Tinnemeyer, Director, Wealth Advisor; Keith Dubaaukas, Vice President, Senior Portfolio Manager; and Ronald F. Tuite Jr. CTFA, Managing Director, Trust & Estate Services. Seated, from left: Iris Chapman, Trust Administrator; Sue Ann Paine, Vice President, Private Mortgage Banker, Residential Lending; Idalia Baudo, Wealth Advisor Associate; and Ramona Zapper, Vice President, Senior Portfolio Manager.

Margaret May Damen, CFP,CLU, ChFC, Planned Giving and Endowment Officer, presents Kravis Center gift planning opportunities to Harris Private Bank advisors.

Save the Date!

Tuesday, March 29, 2011
Helen K. Persson
Endowment Society Luncheon
Prior to the Regional Arts MUSIC “At Two” Concert
André Watts, Piano
Call 561-651-4230 for more information
Sponsored by
Bernstein
Global Wealth Management

André Watts

Helen K. Persson
**How You Can Support Us At Year-End**

**Give cash.** Cash can be used to prepay a pledge or make larger-than-usual charitable gifts. To document a cash gift of any amount, you must have a dated receipt from us. Make certain you receive one. A cancelled check provides sufficient documentation only for gifts by check if they are less than $250.

**Give appreciated stock or other property.** When you give the property to us, we’ll sell it and you will eliminate all the capital gains tax you would have paid had you sold it. Your gift will be deductible at its full fair market value on its date of delivery if you have held it for more than one year.

**Donate an insurance policy.** A gift of a life insurance policy you no longer need makes a perfect year-end gift. To qualify as a deductible gift, the Kravis Center must become the policy owner. If you’re interested in any of these year-end giving options, get additional in-depth details on how they work at www.kravis.org/giftplanning.

**Giving Back to Kravis**

I believe it is my responsibility to give back to the community so that others can experience—as I have—the lifelong benefit and joy that come from participating in theater and music productions, and learning about the arts.

Educational programs at the Kravis Center serve two important audiences. One consists of very talented children who need good mentors to be the best they can be. The second consists of children who have limited access in their communities and schools to encounter the beauty, harmony and discipline that come from participating in the creative process.

The arts not only nurture the soul, they also provide young people with the foundation for good citizenship throughout their entire adult lives. It makes my heart sing to know that my gift to the endowment through my estate plan will allow the Kravis Center to continue their important educational work in the community beyond my lifetime.

**Marcie Gorman-Althof is President and C.E.O of S.M.ir.K. Entertainment and serves on the Corporate Partners Executive Committee and the Education Committee at the Kravis Center.**

**Want to Know More? Start Here.**

1. **Get a FREE guide!** Return the enclosed reply card to receive a free copy of *The Best Present for Anyone On Your List.*

2. **Contact us today at 561-651-4230 or endowment@kravis.org** if you have any questions about giving to the Kravis Center or how your gifts can make an impact.

3. **Visit www.kravis.org/guide17** to request an eBrochure with more details on giving at year-end.

---

**MISSION STATEMENT**

The Kravis Center’s mission is to enhance the quality of life in Palm Beach County by:

1. Presenting a diverse schedule of national and international artists and companies of the highest quality.
2. Offering comprehensive arts education programs.
3. Providing a Palm Beach County home for local and regional arts organizations in which to showcase their work.
4. Providing economic catalyst and community leadership in West Palm Beach, supporting efforts to increase travel and tourism in Palm Beach County.

The information in this publication is not intended as legal advice. For legal advice please consult an attorney. Figures cited in examples are for hypothetical purposes only and are subject to change. References apply to federal taxes only. Federal estate tax, state income/estate taxes or state law may impact your results.