

FUTURE NOTES

SPRING 2020

IT ALL STARTED WITH PIZZA

Janet Fesq and her friend Lee Ann came to Pizza with the Players in March 2018. They sat down at a table with a place card for Anne Martindale Williams. There was another cellist assigned there as well, Charlie Powers, whose place card identified him as being from Gig Harbor, Washington. Janet was born and had most recently lived in Tacoma, across the Narrows from Gig Harbor. When Charlie arrived, she insisted that he sit next to her. Much reminiscing occurred. Anne never did get to the table, but her surprise duet with Manny Ax was a wonderful experience.

After Pizza with the Players, Janet continued to talk with Myra Toomey, gift planning officer, about planned giving and different options. Then one day, while the two were driving, Myra asked Janet if she had ever considered endowing a chair. Janet thought for a minute — maybe less than a minute — and said yes. “And I know who I would endow! Charlie Powers.” They discussed different options for endowing a chair for Charlie and headed for lunch. Myra had Charlie’s cell phone number, so after more discussion with Janet, she dialed, started the conversation with “Charlie, Janet Fesq has something to tell you,” then handed the phone to Janet. The other patrons in

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Janet Fesq and Charlie Powers in Heinz Hall in front of the black and gold Steinway.



Charlie Powers and his mom, Barbara, in T-Mobile Park where the Seattle Mariners play.

IT ALL STARTED WITH PIZZA

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the restaurant wondered why they heard screaming coming from that phone!

Sometime later, Charlie wanted a photo of himself and Janet to send to his mother, Barbara. The black and gold Steinway piano was a perfect backdrop, so after the concert, Charlie and Janet were photographed together (*seen on page 1*). Charlie's mom was as excited as Charlie about the endowed chair, so when she visited for Thanksgiving they all celebrated together — Janet, Barbara, Charlie and Anastasia, Charlie's wife — and had a wonderful day.

WHY YOU NEED AN ESTATE PLAN

If you are like many of our supporters, you are stretching your income to pay for the education of kids or grandkids, save for retirement, make house payments and pay for impromptu home repairs, or help to meet the needs of your aging parents — all while selflessly making contributions to our cause, too. It is no wonder that the usual talk about estate planning does not hit home for you — you are not a 90-year-old millionaire!

But the truth is, estate planning is for everyone, regardless of age or assets. Estate plans allow you to protect the people and causes you care about most, no matter what twists and turns happen in life.

WHAT IF YOU DO NOT HAVE AN ESTATE PLAN?

If you do not establish an estate plan, you end up leaving the decisions for the distribution of your estate up to the state where you live. Your estate may incur unnecessary expenses, and you will have no say in such decisions as which loved ones receive certain sentimental property or who will be the guardian of those under your care. On top of that, all of the charitable organizations you have supported and cherished through the years, like the Pittsburgh Symphony Orchestra, will be forgotten.

BEGIN TAKING SMALL STEPS TODAY

Estate planning is a highly personal process of deciding how your assets will be distributed at death. Consider these questions first, then meet with your estate planning attorney to begin putting your wishes into place.

- Who will receive the home? The car? The stocks? The jewelry?
- Who will take care of the children if they are not yet of legal age?
- Do you have relatives, even children, who should not receive assets?
- Are there charities you wish to benefit from your estate?

CREATE LIFELONG RELATIONSHIPS FROM A SHARED LOVE OF MUSIC

Like Janet, you can honor our musicians' artistic excellence by endowing a chair. There are many ways in which you can achieve this goal, as well as other ways to support our musicians today and into the future. Please contact Myra Toomey at 412.392.3320 or mtoomey@pittsburghsymphony.org should you have any questions or wish to discuss your options.

THE GIFT THAT PUTS FAMILY FIRST

We realize the importance of providing for family and other loved ones after you are gone, and supporting the Pittsburgh Symphony Orchestra does not mean that they will be forgotten. If your retirement savings or life insurance policy is part of your inheritance plan, there is an easy way to benefit both your heirs and the symphony.

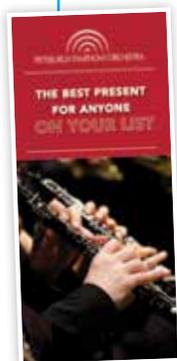
You can split your retirement plan assets and life insurance policy among your heirs and designate a percentage to support the symphony. By dividing up your assets into percentages, you can support your loved ones AND our mission.

MAKE YOUR GIFT IN 3 EASY STEPS

Here is how to give your gift:

- 1 Contact the administrator of your retirement account or insurance policy and request a change-of-beneficiary form or simply download a form from your provider's website.
- 2 Decide what percentage of the account or policy's value you wish to give the symphony and name us, along with the stated percentage, on the beneficiary form.
- 3 Return the form to your plan administrator or insurance company.

+ BONUS: You can specify that your gift to the symphony be given in honor of someone dear to you, leaving a legacy that ensures that your loved one's memory endures for years to come.



THE GIFT OF A LIFETIME

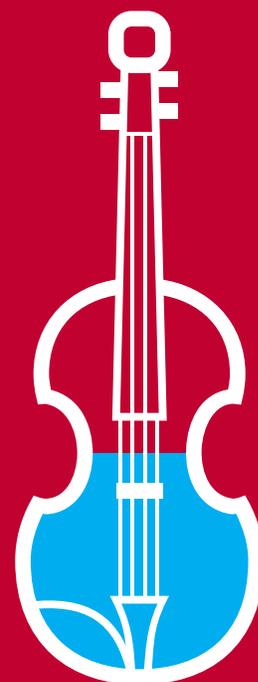
Make the most significant gift of your lifetime, a gift that lasts forever. Learn more by requesting our FREE guide ***The Best Present for Anyone on Your List***. Simply return the enclosed reply card today.



**YOUR
LEGACY
ENSURES
OUR
FUTURE**

GOAL:

125 new Steinberg members by August 31, 2021.



PROGRESS:

62 new Steinberg members since 2017.



LEGACY. What is a legacy? It's planting seeds in a garden you never get to see.

— Hamilton musical



600 Penn Avenue, Heinz Hall
Pittsburgh, PA 15222

Myra L. Toomey
Gift Planning Officer
412.392.3320
mtoomey@pittsburghsymphony.org

pittsburghsymphony.org

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YOUR GIFT CAN LAST FOREVER

Supporting our endowment is a powerful way to make a gift to the symphony that continues indefinitely, while also realizing tax benefits for your kindness.

HOW AN ENDOWMENT WORKS

You give cash, securities or other assets to our already established endowment fund to ensure the music and culture you love lives on forever. A small portion of your gift will be used toward the symphony's operating budget each year. The balance is invested, allowing the gift to grow the fund and advance unparalleled live musical experiences far into the future.

If you cannot give up assets today, consider making the gift in your will, specifying that it be used to fund the endowment.



Example

Let us say you would like to make sure the symphony receives \$1,000 every year after your lifetime. If we spend 4% of our endowment each year and reinvest the difference to offset inflation, you would need to donate \$25,000 to continue your \$1,000 annual gift indefinitely.

To calculate other potential scenarios, simply divide the amount you would like us to receive each year by the percentage in the endowment spending policy. This will give you the amount you would need to donate to extend your annual gift forever.



Did you know? Creating a named endowment for your loved one is a meaningful way to honor your relationship. You can endow a musician's chair, a guest artist, a space in Heinz Hall, or an award-winning education or community engagement program.

