



Professional Advisors Event
Collectibles: Valuation and Legacy
February 28, 2019

Content Providers



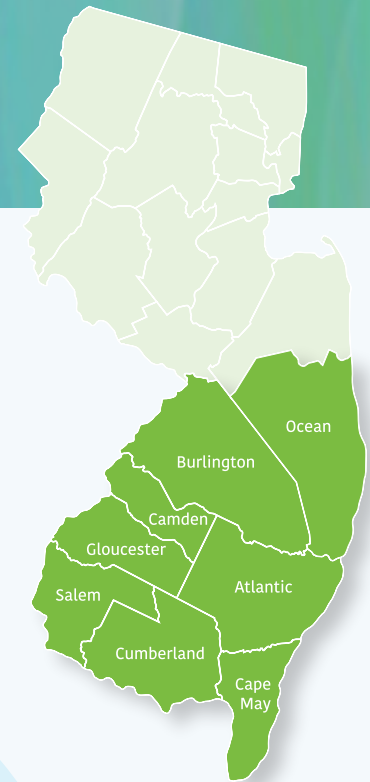
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communityfoundation OF SOUTH JERSEY



The Community Foundation of South Jersey is a non-profit organization that sets up charitable giving funds for individuals, families, companies and communities. We serve as a philanthropic advisor that makes creating a lasting legacy of generosity easy, effective and impactful. With our knowledge, guidance and support, we can help you harness the power of your giving and transform the issues that matter to you.

4 Simple Steps To Lasting Impact



**Maximize the impact
of your generosity.**

Before you give...



Pinelands Preservation Alliance

Learn about the **PROVEN & PROMISING** organizations local corporate foundations, family and individual philanthropists are committed to supporting.

CommunityFoundationSJ.org/proven-promising/



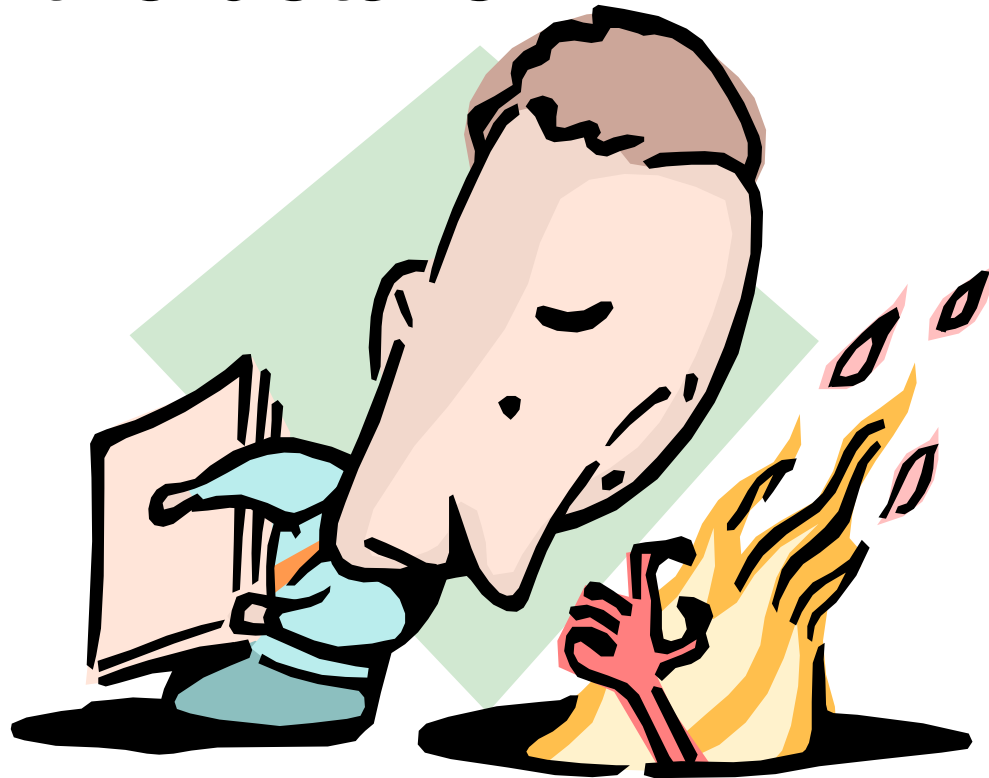
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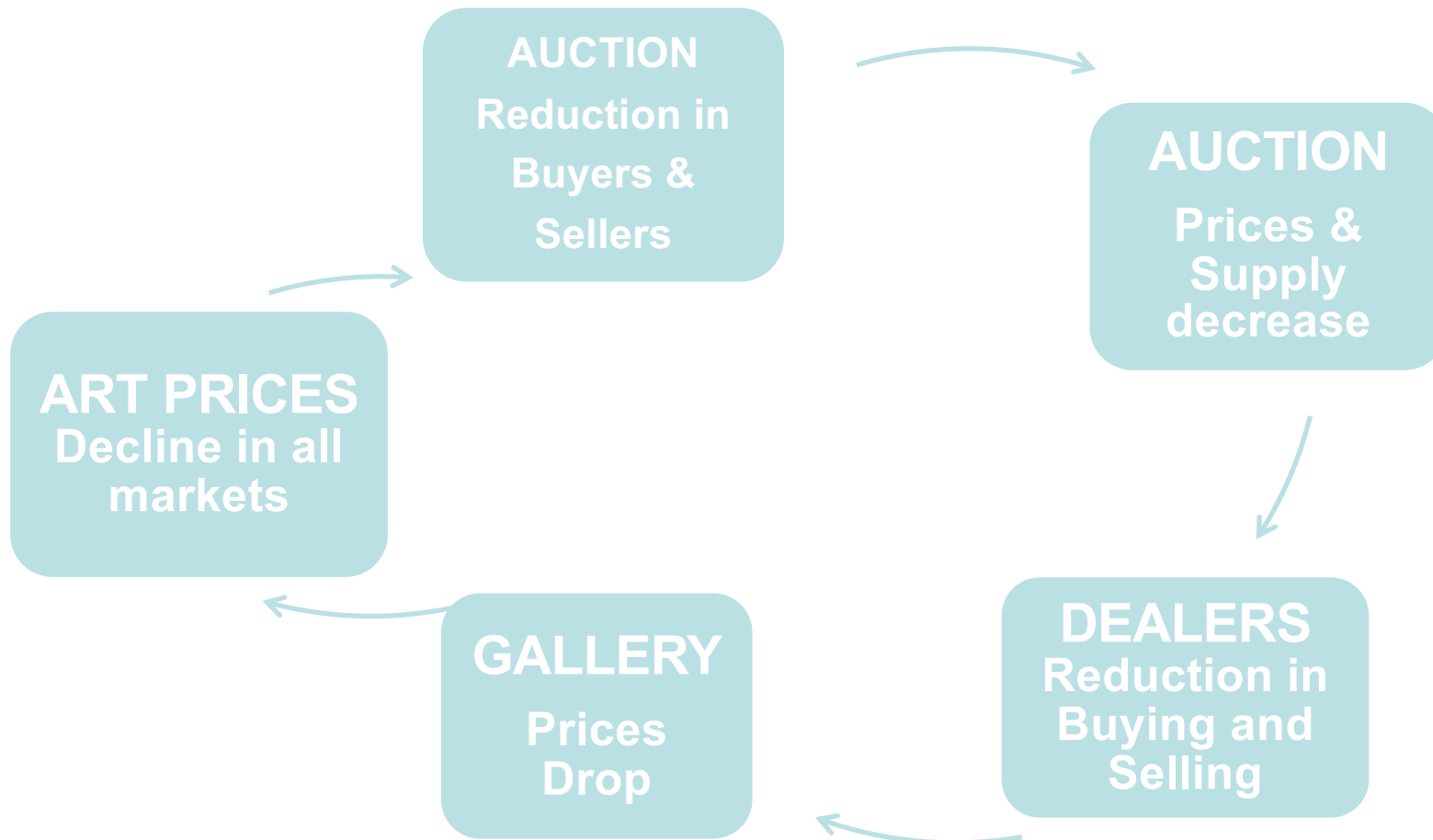


The Impact of Legacy Collections for Estate Planning and Administration

The devil in the details...



How Trends in the Art Market Affect Values?



What drives the Legacy



Planning Elements

- Gifts
 - Charitable Gift
 - Beneficiary Gift
- Generation Skipping Options
 - Outright bequests
 - Tools of the trade
- Generation to Generation Transfers
- Changing Values

Alignment with the Legacy



Mission

Understanding Valuations and Timing

Jewelry:

\$20,000 and over (annually)

Furniture & Decorations:

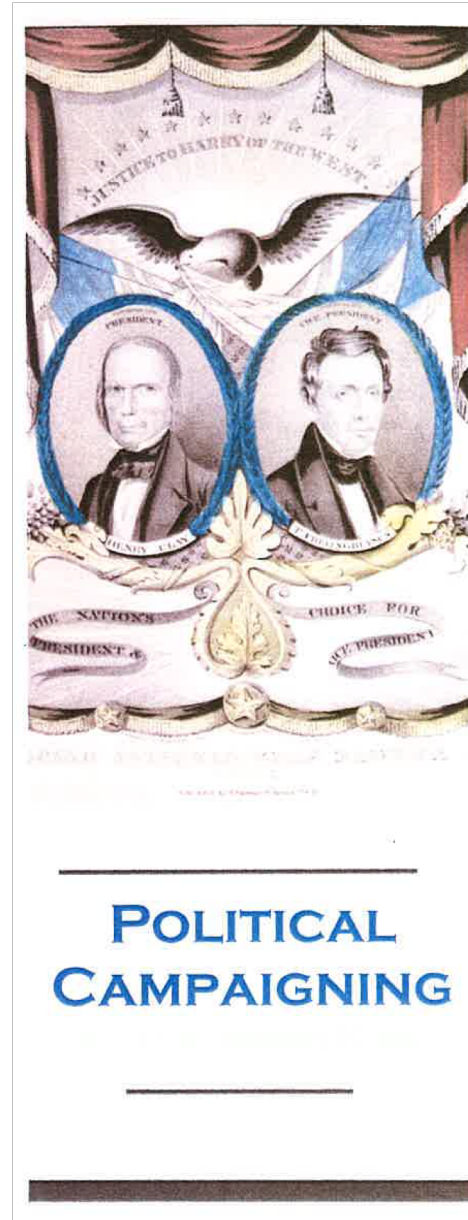
\$10,000 and over every 5 years

Fine Art:

\$50,000 and over every 2 years

Protects insurer/client

- Replacement values match marketplace
- Reasonable premiums in a tough economy
- Demonstrates understanding marketplace



The Valuation Issues

- Fair Market Value vs. Insurance
- Family division/strife?
- The processes
- Defense
 - Appraisers position
 - Executor's position
- Selling

Collections Risk Management

- Why Insure?
 - Risks are real
 - Transit, Mysterious Disappearance/Breakage
 - Flood/Hurricane/Earthquake
 - Homeowners policy limitations
 - Repair/Replace or Cash Settlement
 - Policy provisions for certain collectibles
 - Estate planning
 - Committed gift



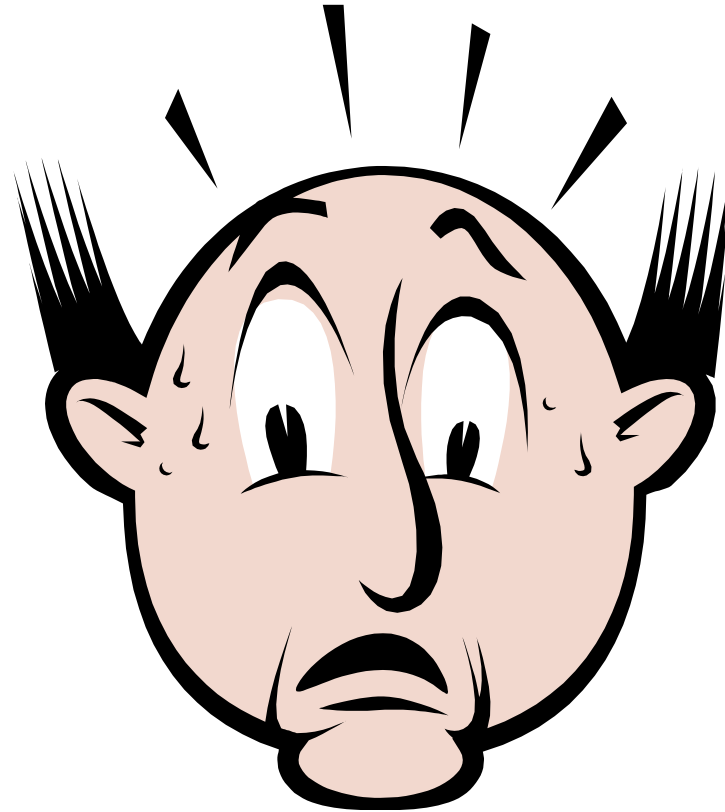
Collections...

- Lifestyle changes impact collecting choices
 - Over the past 20 plus years, fewer families eating dinner together
 - Entertaining is not done the same way
 - No one wants to polish silver
- Tastes – children do not want their parents/grandparents 'stuff'
- Retail versus wholesale/auction awareness

**UNRESOLVED
PROBLEMS**



Questions



Community Foundation of South Jersey

Questions for consideration relating to charitable giving and personal property collections...

1. What 'legacy' does a collector want to leave behind?
 - a. Are there family members that have an interest in the legacy?
 - b. Are there institutions that have expressed an interest in the collection?
2. What does an institution's 'mission' have to do with how the collection will be treated?
 - a. Are the collection and the institution aligned?
 - b. What implications are there if there is no alignment?
3. Is liquidation an option?
 - a. What is the emotional impact to those currently involved with the collection?
 - i. Collector?
 - ii. Family?
 - b. Has the collection already been exposed to the public? Over exposed?
 - c. Are there other collectors? What are their interests? Partial? Entirety?
4. Retail Value versus Wholesale Value
 - a. What are the differences?
 - b. What are the expectations of the collector?
5. Who do you call?
 - a. CPA/Tax Attorney?
 - b. Valuation Expert?
 - c. Insurance Specialist?
 - d. Auction House?
6. Why is insuring a collection properly important?
 - a. To ensure item replacement or cash equivalent in the event of a loss, which protects the charitable contribution
 - b. Homeowner's policies limit the amount of coverage provided for certain collections – jewelry, silverware, musical instruments, etc.
 - c. Loss settlement provisions – repair/replace or cash settlement?
7. What are the risks of loss?
 - a. Many collection losses occur in transit – does your policy cover transit?
 - b. Lending collections - Who is responsible to repair/replace?
 - c. Mysterious disappearance and breakage – are they covered?
 - d. Flood – superstorm Sandy & the NY art district
 - e. Collections in storage
 - i. Climate controlled?
 - ii. Facility limiting coverage?
 - iii. Transit to/from
8. What can a collector and philanthropist do to lower risk?
 - a. Reputable packing, transportation and auction house – Freeman's

- b. Establishing ownership/lending transfer point through contract
- c. Loss mitigation features in home and proper display procedures
- d. Proper insurance contracts and valuations



2019 Professional Advisor Event Series - Sponsorship Opportunities

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Signage at each Professional Advisor Event		✓	✓
Introduce program content and make remarks at one professional advisors' event		✓	
Introductory remarks at all professional advisors' event			✓
Sponsor logo on The Community Foundation of South Jersey website for the full year	✓	✓	✓
Sponsor logo on any event program handouts and materials		✓	✓
Sponsor name on any event program handouts and materials	✓		
Sponsor logo on all print and electronic invitations		✓	✓
Sponsor name on electronic invitations	✓		
Sponsor name listed in the annual Legacy of Giving program or event signage		✓	✓
Two tickets to the annual Legacy of Giving event			✓

February 28, 2019

Topic - Panel on collectables / tangible assets or personal property

- Valuing collectables and philanthropy
- Benefit to Attendees – Social and Business Development
- Attendance Goal – 50 (2 hours)

Event includes content from Freeman's Auction on valuation, highlight several collectors. Discusses the future of family collections – estate transfer, charitable donation, etc. and how collections are valued.

May 30, 2019

Topic –Community Foundation Grantees and Impact

- Celebrate a decade of grantmaking and highlight fundholders as cases to help advisors understand the role of philanthropic services for clients – scholarships, field of interests, community funds, and donor advised funds.
- Benefit to Attendees – Social and Business Development
- Attendance Goal – 50 (2 hours)

Event for advisors to understand the Community Foundation's work, network with colleagues and Community Foundation fund holders.

September 5, 2019

Topic - Why philanthropy is beneficial to clients

Professional and business development for seminar for advisors focused on the topic of how philanthropy services aid a professional advisor's practice and understand how to structure conversations to elicit client charitable interests and connect with tools and products.

- Benefit to Attendees – Professional Development
- Attendance Goal – 50 (4 hours)

October 2019 (Estimated)

Legacy of Giving Honoring South Jersey Philanthropist.

The Legacy of Giving event celebrates philanthropy in South Jersey that endows generational impact and advocates for the importance of giving resources that last in perpetuity. The event celebrates the honoree as a model of this type of philanthropy and commitment. The primary purpose is to celebrate the honorees' impact and thereby motivate and inspire philanthropy.

Honoree announced by March 2019

- Benefit to Attendees – Social and Business Development
- Attendance Goal – 400 (4 hours)

November 21, 2019

Topic - Family Business and Philanthropy in South Jersey

Model examples from Community Foundation fund holders and others of connecting a family business liquidity event and philanthropic impact. Moderated discussion with a panel of 3-4 CEOs discussing their industries and relationship to philanthropy.

- Benefit to Attendees – Professional Development and Social
- Attendance Goal 50 (2 hours)

***To sponsor 2019 Professional Advisor events, please contact
Lee Albright at 856-528-3385 or lalbright@communityfoundationsj.org***