



The 9th Annual

San Jose Car & Truck Show

At Dupont Station

Presented by



Saturday, April 6, 2024 • 8:30 to 11:30 a.m.





Meet Our Presenting Sponsor

Key Buick GMC Hyundai Genesis

Key Buick GMC Hyundai Genesis is proud to return for a ninth year as presenting sponsor of the San Jose Car & Truck Show. Joining the dealerships for a seventh year is North Florida Lincoln, and for its second year is Moke America Jacksonville.

The six lines are part of the Lynch Automotive Group and they are conveniently located at the intersection of Gate Parkway and Southside Boulevard.

For more than 60 years, Key has proudly served the automotive needs of generations of First Coast families and friends.

Whether you're in the market for the 2024 all-new Buick Envista, the completely redesigned 2024 Hyundai Kona, the Professional Grade GMC Sierra full-sized pick-up, or the most luxurious and segment leading Genesis GV80 everyone is talking about, you can count on Key Buick

GMC Hyundai Genesis to deliver the best deal and service afterward.

The same can be said for North Florida Lincoln, founded by Hal Lynch Sr. in 1943. As part of one of the top automotive groups in the Southeast with dealerships in Florida, and Alabama, North Florida Lincoln is the flagship operation of Lynch Automotive Group.

For more than 80 years, the Lynch family name has been synonymous with client satisfaction, quality service and outstanding luxury SUVs, such as the Corsair, Nautilus, Aviator and Navigator.



For more information on Key Buick GMC Hyundai Genesis, visit keyautocompany.com or call (904) 642-6060



For more information on North Florida Lincoln, visit northfloralincoln.com or call (904) 642-4100

For more information on Moke America Jacksonville, visit mokeamericajaxfl.com call (904) 642-6060

Platinum Sponsor

Walsh Investment Consulting Group

Making Every Dollar Count: How Tax-Smart Strategies Maximize the Impact of Charitable Giving

Most people wouldn't manage their stock market investments or retirement funds without the help of a licensed financial advisor.

Shouldn't that be the case for philanthropy, as well?

Giving generously to a worthy cause or non-profit organization should be undertaken with an experienced private wealth advisor who understands how to deploy smart strategies that help a donor's money go further.

"Everybody wants to do good, but most people don't know how to do it effectively," said Louis Walsh, CFA, Managing Director of Investments and Private Wealth Financial Advisor at Walsh Investment Consulting Group, part of the Wells Fargo Advisors Financial network.

Walsh Investment Consulting Group offers private wealth advising, including institutional consulting services, retirement plan consulting, and charitable giving strategies. Walsh provides comprehensive investment management strategies for wealthy families, small businesses and foundations to the greater Jacksonville area. He also has significant experience serving and operating charities and foundations.

Altogether, Walsh and his team offer more than 100 years of experience in private wealth management. They work with each client to customize a philanthropic plan that help maximize their giving through several targeted strategies.

For example, donors often make payments on a large gift over multiple years and claim each payment on their annual taxes separately. Walsh said this historically increases the tax burden for the donor. Concentrating their charitable giving to a single year, however, helps to allow donors to exceed the standard charitable giving deduction and can save clients thousands of dollars, depending on the amount of the donations.

"We use a vehicle called a Donor Advised Fund. This can allow donors to shift their charitable giving into one calendar year to ease the tax burden, while still distributing the funds to their charities of choice across multiple years," Walsh explained.

We believe another successful strategy Walsh uses leverages a little-known rule: Donors over the age of 70.5 can make donations to non-profit organizations directly from traditional IRAs and those funds are not subject to federal taxes. Not only that, but the funds are fully deductible. Both the charity and the donor benefit from the gift.

"Some time ago, one of our clients was at a social function with friends, and they were all discussing their favorite charities. Our client casually mentions their 'charity checkbook' and explains how they give directly from their IRA. And none of their friends – who all give generously to various charities – were using this strategy or had even heard of it," Walsh says.

Walsh says the goal is to help improve the efficiency and impact of his clients' current charitable giving. However, these strategies often lead clients to give even more to the charities they love, which can lead to a greater and more direct impact for the causes they champion.



WALSH INVESTMENT CONSULTING GROUP

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Wells Fargo Advisors Financial Network

Decreasing tax burdens on the upper-middle class and the wealthy may seem counterproductive for taxpayer-supported programs. Walsh argues the opposite, in fact, is true, because the top-earning families are the biggest charitable givers.

While taxpayer-funded support for government-run programs is still important, I believe it's the least efficient means of giving back to those who need it most, he said. As little as 25 cents of every dollar of funding goes directly to government program beneficiaries. Private and religious-based nonprofit organizations have a much better track record; they minimize overhead and make every dollar count. That makes them a better philanthropic investment, said Walsh.

"When you give directly to nonprofits and use proven, tax-efficient strategies, the money is still going to those in our society who need it most, it's just three times more effective," he said. Please remember to always ask your own tax preparer for the strategies that will work best for you.

Wells Fargo Advisors Financial Network is not a legal or tax advisor.

Investment products and services are offered through Wells Fargo Advisors Financial Network, LLC (WFAFN), Member SIPC. Walsh Investment Consulting Group is a separate entity from WFAFN.

Walsh Investment Consulting Group of Wells Fargo Advisors Financial Network is a proud sponsor of the San Jose Car & Truck Show and is also sponsor of the **Best Truck (Pre-1980) Award**.

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Gold Sponsor

A-Coin & Stamp Gallery

Bill Hatchett, owner of A-Coin, is a rare coin and currency expert who has loyally served Jacksonville for more than 45 years. Bill's initial interest in bank notes and coins was piqued in 1962 when, at the age of 10, he found a Jefferson Nickel in his Coke change. This single coin earned him \$25. He maintains that, on that day, he learned of the value of both earning money and collecting relics. Since then, Bill has continued to run A-Coin while traveling the country to discover and deal in unique valuables.

"It's like a treasure hunt that highlights an important part of history. It's my quest to find these rare items and help owners reap the gain from their value," Bill says.

At A-Coin, Bill and his staff pride themselves on excellent rates and versatility. If you would like to learn more about their service options, don't waste another moment. All you have to do is browse the following sections: Gold, Silver Platinum; Coins; Currency; Jewelry & Diamonds; Watches; Guns, Swords; and War Items.



A-Coin is also sponsor of the **Best of Show Award** for this year's event.



A-Coin is located at 6217 St. Augustine Road. Call (904) 733-1204 or visit a-coin.com.

Silver Sponsors

Kathy and Jerry Weedon

The San Jose Apartments Board of Directors appreciate their Silver sponsorship. *They're also the sponsor of the Best Mustang Award.*

Chris & Tabitha Wilkey

The San Jose Apartments Board of Directors appreciate their Silver sponsorship. *They're also sponsoring the Best Corvette.*

Trad's Pest Control

Family owned for more than 40 years. *They're also the sponsor of the Best American (Pre-1980) Award*



Jim and Joyce Dolan

The San Jose Apartments Board of Directors appreciate their Silver sponsorship. *They're also the sponsor of the Best Import (Pre-1980) Award.*

Morgran Mini Warehouses

The San Jose Apartments Board of Directors appreciate their Silver sponsorship. *They're also the sponsor of the Best European (Pre-1980) Award.*

San Jose Council #12619 Knights of Columbus

The San Jose Apartments Board of Directors appreciate their Silver sponsorship. *The Council is also sponsoring the Raddest Rat Rod Award.*



Award Sponsors

The San Jose Car & Truck Show is also pleased to have the following businesses and individuals be a part of the 2024 show as award sponsors:



Krispy Kreme Doughnuts in Mandarin:

People's Choice Award
11117 San Jose Blvd. | krispykreme.com



Trad's Pest Control: Best American (Pre-1980) Family owned for more than 40 years (904) 733-7488 | tradsofjacksonville.com



IMC: Best Modern Era Car
Business Voice, Data and Internet, Security Systems, Access Controls (904) 400-7300 | imcjax.com

Jim and Joyce Dolan: Best Import (Pre-1980)

Joe and Mary DeSalvo: Best Import

Chris & Tabitha Wilkey: Best Corvette



Jason Miller, attorney, Morgan & Morgan: Best Truck (904) 398-2722 | forthepeople.com



Morgran Mini Warehouses: Best European (Pre-1980) Morgranminijax1.net



Sol Pool Services: Best European solpools@protomail.com

Ribbon Sponsor



The Forde Firm, LLC

Sponsoring Second and Third place ribbons for all 12 competing classes. The Forde Firm is the business and non-profit accounting firm of choice in the Northeast Florida area. As a veteran-owned and woman-owned business, we bring a unique perspective to your finances that allows us to advise you on high-value accounting and tax services so you can make your business successful. With our specialization in nonprofit entities, we are able to ensure that your books and records are as they should be for donors, grantors and clients.