

# **Toolkit for Professional Advisors**

## Triangle Community Foundation



Resources for Assisting Your  
Clients with Their Charitable Goals

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## About Triangle Community Foundation

### Why the Foundation Matters to You and Your Client

Triangle Community Foundation envisions a vibrant Triangle that works together to ensure everyone thrives. We are uniquely positioned to connect donors, nonprofits, and leaders to make a difference. We have been right here since 1983 growing and changing along with our region – and we will continue to be here. We recognize and embrace our responsibility to serve as a leader, and we welcome partners who share our vision for the future to join us in this important work.

The Foundation offers many different ways for your clients to give, get involved, and make a difference in our community. We have the flexibility to help support causes that your clients care about, the local expertise to help them give strategically, and we provide your clients the opportunity to invest with us for a greater impact. Our donors are a diverse group of passionate individuals who are dedicated to changing the landscape of our region for the better. Each of them has a unique story, vision, or goal, but they all have one thing in common. **Our donors believe in the power of community giving, and we do too.**

### We Inspire and Mobilize Giving

#### Our Vision

A vibrant Triangle that works together to ensure everyone thrives.

#### Our Mission

We inspire and mobilize giving, leadership, and action.

#### Our Values

Community | Equity | Leadership | Legacy

The Foundation believes in the importance of securing the success of our future generations by investing in the most critical needs in the Triangle. Thanks in part to the legacy of our donors through the Fund for the Triangle, we focus direct funding, research, and convening in the [arts](#), [community development](#), [environmental conservation](#) and [youth literacy](#). Through this work a strong ecosystem of nonprofits are able to come together to change the lives of individuals in our community.

## Foundation Snapshot

### History

Triangle Community Foundation was established in 1983 with a single gift of \$1,000 by Dr. George Hitchings, who was later awarded a Nobel Prize in medicine and donated his cash award to the Foundation.

### Mission

We inspire and mobilize giving, leadership, and action.

### Assets/ Gifts

- More than 850+ charitable funds
- More than \$230 million in charitable assets
- More than \$400 million in gifts since inception

### Grants

- More than \$266 million distributed since inception
- Our Focus on arts, community development, environment, & youth literacy granted over \$3 million to 181 organizations since FY 13-14.

### Staff/Board

- 20 professional staff members
- 17 cross sector members of Board of Directors
- View a complete directory at [www.trianglecf.org](http://www.trianglecf.org)

### Tax-Exempt Status

- The Foundation is a 501(c)(3) publicly- supported charity
- Contributions receive maximum tax deduction under law
- View our most recent Form 990 at [www.trianglecf.org](http://www.trianglecf.org)

## Our Focus: Building a Thriving Triangle

We focus direct funding, research, and convenings in these areas: the arts, community development, the environment, and youth literacy. These focus area programs are made possible by our family of generous donors: those who have entrusted us with permanent funds that benefit the Triangle, and those who contribute to the Fund for the Triangle annually. We strongly believe that these focus areas are truly interconnected, and that by working together to bring awareness and resources to the nonprofits doing critical work, we can change the face of the future for our region.

### Fund For The Triangle

Our Fund for the Triangle is a permanent pool of funding for the Foundation's programs. Our goal is to help build a strong and innovative ecosystem of nonprofits that can address the critical challenges facing our region. The Fund for the Triangle makes direct grants to nonprofits, commissions research to understand local needs, and convenes leaders around those needs, in the hope that someday, everyone will thrive.



#### Community Development

Triangle Community Foundation is investing in multi-faceted approaches that expand access to opportunity for those people most in need in order to address persistent poverty in the community. The Foundation provides funds to build the capacity of organizations that have shown success in increasing access to permanent housing, employment, and health.



#### Environmental Conservation

With tightened financial resources and the sweeping impact environmental challenges and opportunities can have "down and across stream," shared innovation and close collaboration between organizations and the communities they serve will be the most effective strategies to protect natural resources for the Triangle's future and the well-being of its residents.



### Regional Cultural Arts

We believe that investing in arts and culture organizations within the Triangle to further promote the sustainability and growth of the region's vital nonprofit arts and culture sector. Triangle Community Foundation and the North Carolina Arts Council have teamed up to create an organizational development program for arts organizations located in the four-county region of the Triangle.

The program known as the New Realities Triangle Regional Initiative is designed to provide these organizations with the concepts and effective tools necessary for appropriate growth and sustainability. The Initiative helps forge a shared regional identity for the Triangle arts groups and encourage broader thinking about opportunities, resources, challenges, and solutions.



### Youth Literacy

Statistics show that students of color and those from economically disadvantaged families more often receive below proficient scores on early grade reading tests. Students with disabilities and those with limited English proficiency may not start kindergarten with the same readiness as their peers. These students are at a disadvantage before they even step foot into school. We live in a very diverse

community where we believe that everyone should have the opportunity to thrive. By investing in students at an early age, especially those who are most vulnerable, we can work together to ensure that all kids succeed.

### Send A Kid To Camp™

Since 1984, the Foundation has provided camp tuition assistance for local children in need. Each year, more than 800 children living in Chatham, Durham, Orange, and Wake Counties are able to attend summer camp through grants made to select nonprofit organizations which have camp offerings that work on summer learning loss.









## Fund Options

### We Inspire and Mobilize Giving

Your client is passionate about our community, and we are too. Whether your client wants to organize and focus their giving, support a specific cause, work together to help make the Triangle region thrive for future generations, provide scholarships for students, or roll up their sleeves and get involved, Triangle Community Foundation is here to help. We offer many different options for your client's giving, provide expertise about the needs and challenges in our region, and are committed to strong financial management.

Individuals, families, corporations, institutions, or nonprofit organizations may establish funds with us. We make it easy to establish a charitable fund that meets your client's personal needs and creates a legacy for them, and for the community. We have the flexibility and tools to help reach your client's philanthropic goals.

**Field-of-interest Funds** are established to advance a general field of interest important to the donor. These funds serve as permanent endowments, and the Foundation will carry out the purpose your client chooses, today and for generations to come. This is also a good fund option to support our Fund for the Triangle in perpetuity.

**Designated Funds** are established by the donor to support one or more specific nonprofit organizations or programs. If a designated organization ceases to exist, the Foundation will identify a similar program that maintains the spirit of the original charitable intent.

**Unrestricted Funds** are distributed through our Fund for the Triangle at the discretion of the Foundation's staff and board of directors. These important funds give us the flexibility to respond quickly to challenging issues in our community, as well as the ability to be strategic with our impact through our four focus areas.

**Giving Circles** are established by donors who are interested in pooling their charitable dollars to make a greater impact in the community. Giving circles have memberships, their own activities and events, and make grants as a group. Several giving circles are operating currently at the Foundation.

**Donor-Advised Funds** are established by individual or corporate donors who wish to have the ability to make recommendations as to how all individual grants from the fund are spent. Although federal tax law requires that the Foundation have ultimate authority on grant distributions, Triangle Community Foundation makes every effort to follow our donors' wishes. Donor-advised funds are a tax-advantaged, convenient way to organize your client's personal philanthropy or corporate giving program.

**Agency Funds** are established by nonprofit organizations using their operating reserves or endowments to benefit their organizations in perpetuity. These funds allow for access to our professional investment management and planned giving expertise. We believe in a strong local ecosystem of nonprofits, and protecting an organization's legacy is one of the ways that happens.

**Scholarship and Award Funds** are established by donors who want to support a student's growth through educational opportunities or by recognition of success in a particular discipline. Donors may recommend an academic focus for their scholarship fund, eligibility criteria, and often work in committees to choose recipients.

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## Field-of-Interest and Unrestricted Funds

**Field-of-Interest Funds** are excellent for clients who wish to support a general area and desire the assistance of Foundation staff to identify strong nonprofits whose mission meets the donor's purpose. Using our knowledge in the community or application-based processes, the Foundation staff will select organizations that most effectively accomplish the donor's goals through one of our focus areas: [the arts](#), [community development](#), [the environment](#) and [youth literacy](#). Field-of-interest funds may also be established by donors who want to support work in areas beyond the Foundation's focus areas.

### Field-of-Interest and Unrestricted Funds

Minimum initial gift: \$10,000

Minimum gift to endow: \$50,000

Required fund balance: \$10,000

Minimum grant amount: \$250

Annual administrative fee: 1.75%, \$500 min

A gift of **Unrestricted Funds** allows the Foundation broadest discretion to address the pressing needs of the community – even as those needs change along with the growth of the Triangle Region. These gifts are a wonderful way to leave a legacy to the community for the betterment for the future.

## Designated Funds

**Designated Funds** provide ongoing support to one or more specific nonprofit organizations identified by a donor. These funds may provide grant support for a set period of time or in perpetuity. If the nonprofit ceases to exist, the Foundation preserves the donor's intent by re-directing grants to other organizations that most closely match the original charitable purpose.

## Agency Funds

An **Agency Fund** allows a nonprofit to focus resources on its mission rather than investment management.

### Designated and Agency Funds

Minimum initial gift: \$10,000

Minimum gift to endow: \$50,000

Required fund balance: \$10,000

Minimum grant amount: \$250

Annual administrative fee:

1.00% - first \$1 million, \$300 min

0.75% - next \$2 million (\$1-3M)

0.50% - next \$2 million (\$3-5M)

0.40% - next \$5 million (\$5-10M)

An agency fund is created by a nonprofit with an irrevocable transfer of assets for its own benefit. Agency funds can be either endowed or nonendowed, but in both cases the transaction is reciprocal – all the distributions from the fund go back to the founding nonprofit. The reciprocal nature of agency funds results in unique accounting under FAS 136. The assets in an agency fund are reported as net assets on the financials of the nonprofit; the Foundation records both the asset and a corresponding liability on its own financials. Some organizations create more than one fund – one for operating reserves and another for endowed or restricted assets. Organizations benefit from the Foundation's investment expertise and assistance with complex gifts.



## Donor-Advised Funds

A **Donor-advised Fund** is a flexible vehicle for your client's philanthropy. Your client actively recommends the causes and organizations that will receive grants. The Foundation performs routine due diligence on the nonprofit grantees and issues the grant check to the selected organization.

A donor-advised fund allows your client to give cash, stock or other assets at the timing best-suited for tax purposes and then consider more thoughtfully what programs or nonprofits they would like to support. Your client has flexible options when considering how the fund can coordinate with their estate or tax planning. Future generations can advise the fund, or it can focus posthumously on your client's favorite charities or causes.

### Succession of Donor-Advised Funds

Continuing to honor your client's philanthropic intent is paramount to the Foundation and in the case of donor-advised funds we encourage your clients to create a succession plan to accomplish their charitable goals beyond their lifetime. Your client can choose to involve future generations of family members or authorize the Foundation to address specific community needs or specific nonprofit organizations. Your client can name themselves initial advisors and then name others as successor advisors. This potential for continued family involvement with a donor-advised fund makes the Foundation an attractive alternative to private foundations. Read more in the final section of the toolkit.

"It feels good to give! It is a wonderful feeling to see other people thriving because of something you did."

-Charles Smith, member of A Legacy of Tradition (A LOT) giving circle, administered by the Foundation

### Donor-Advised Funds

Minimum initial gift: \$10,000

Minimum gift to endow: \$50,000

Required fund balance: \$10,000

Minimum grant amount: \$250

Annual administrative fee:

1.00% - first \$1 million, \$300 min

0.75% - next \$2 million (\$1-3M)

0.50% - next \$2 million (\$3-5M)

0.40% - next \$5 million (\$5-10M)

0.25% - amount above \$10 million



## Scholarship and Award Funds

Clients are often motivated to establish **Scholarship Funds** to pay qualified educational expenses for students. These can be set up for colleges and universities, or even trade schools and certificate programs. Foundation staff will guide your client through the many elements of qualified scholarship programs.

Additionally, the Foundation administers two kinds of **Award Funds**: Individual Achievement Awards to recognize the success of individuals in the fields of art, literature, education, science, public service or civic achievement, and Awards to Achieve a Specific Objective to allow the recipient to further a particular charitable project.

### Scholarship and Award Funds

Minimum initial gift: \$25,000

Minimum gift to endow: \$ 50,000

Required fund balance: \$25,000

Minimum grant amount: \$1,000

Annual administrative fee:

2.0% core services, \$500 min

2.5% enhanced service, \$750 min

“ I am very thankful to have received the Felicia Brewer Opportunity Scholarship because it has helped my dream to attend college come true. This scholarship is helping pay for me to attend UNC-G. Due to this scholarship helping me pay for my education, I have been able to continue studying and pursuing my dream of becoming a nurse.”

-Kelly Funes, 2017 Felicia Brewer Opportunity Scholarship recipient









## Fund Mechanics

### Give

- Convenient gift platform for cash & stock gifts
- Income tax deduction based on irrevocable gift
- Expert assistance available with other complex gifts
- Quick fund set-up with no set-up charges

### Grow

- Expert financial management
- Four proprietary investment portfolios
- 1 endowed and 3 non-endowed portfolios
- Solid fiscal oversight of all charitable funds

### Connect

- Personalized consultation on charitable goals
- Online Fund Access to view fund activity & make grants
- Broad Community Knowledge: to help your client make a greater impact

### Grant

- Experienced grant administration
- Support causes your client cares about
- Convenient weekly grant processing

## Assets Your Client Can Give

Your client makes an irrevocable gift of either simple or complex assets to create a fund and receive a tax deduction. The Foundation reserves the right to review and approve all gifts before they are accepted. Appraisal of non-cash gifts is necessary and an indemnity may be required.

### Simple Assets

- Cash - by check, credit card or wire transfer
- Public securities via the Foundation's brokerage account

### Complex Assets

#### **Closely-held stock, LLC membership interests, partnership interests**

Your client can transfer an interest in these entities prior to sale, merger or other liquidation event; proceeds will be allocated to the charitable fund upon sale.

#### **IRAs, 401K, 403B and Other Tax-Protected Retirement Accounts**

Designation of these assets to the Foundation is an excellent tax strategy and a simple step using an institution-specific designation form. Annual distributions from IRAs can be directed to the Foundation and certain types of funds; but under current law, not to donor-advised funds.

#### **Life Insurance**

Designation of death proceeds to the Foundation from an insurance policy can be stipulated in any amount and for any fund type. Ownership of a life insurance policy can be transferred as a gift to the Foundation as well for a deduction of the policy's present value. Premiums must be paid in full by the donor.

#### **Real Estate**

We can accept your client's primary or other personal residence, farm, commercial buildings, income-producing or undeveloped land. A checklist of requirements and process steps is available for review with your client. Interests in real estate are gifted through our supporting organization, TCF Real Estate Foundation, which has a separate board of directors to review these gifts. The gift process for these assets requires approval by the board, indemnity from the donors for risks incurred by the Foundation, and an undertaking by the donor to reimburse the Foundation for holding costs.

#### **Charitable Trusts**

The Foundation qualifies as a charitable organization to receive annual or remainder distributions from your client's charitable trust. The assets received are then available to support nonprofits or programs of your client's choosing. The Foundation does not offer trustee services at this time.

## Donor Services: What We Offer

### Gift, Grant and Fund Services

- Tax acknowledgments for gifts from your client to the Foundation
- Best-in-class, proprietary investment portfolios
- Capacity to provide a record of distributions
- Assistance with gifts of complex assets, such as real estate and closely-held businesses
- Online access to fund information 24 hours a day through DonorCentral
- Ease of making administrative changes, such as adding or removing advisors

### Philanthropic Services *(additional fees may be assessed for some services)*

- Personalized advice on your client's individual or family philanthropy
- Facilitated family meetings regarding charitable giving
- Expert advice about engaging the next generation through a charitable fund
- Assistance in crafting your client's future legacy for the community
- Information about community needs, funding opportunities, and nonprofit best practices
- Research about community issues or site visits to specific nonprofit organizations

### Learning Opportunities

- Small group education sessions on various topics of interest
- Opportunity to serve on advisory groups or task forces related to the Foundation's focus areas
- Annual community gathering to promote collective, strategic and informed solutions

# Comprehensive Fee Schedule

## Administrative Fees

Triangle Community Foundation charges an annual fee to cover the cost of charitable fund services. Fees depend on the type of fund, level of service, and investment selection. Custom services are available for additional fees depending on the complexity and scope of work. Below is a comprehensive fee schedule for your reference.

Type of Fund	Administrative Fee	
Donor-Advised Designated Agency	1.00%	first \$1 million, \$300 minimum annual fee
	0.75%	next \$2 million (\$1-3M)
	0.50%	next \$2 million (\$3-5M)
	0.40%	next \$5 million (\$5-10M)
	0.25%	amount above \$10 million
Field of Interest Unrestricted	1.75%	\$500 minimum annual fee
Scholarship Award	2.0%	for Core Services, \$500 minimum annual fee
	2.5%	for Enhanced Services, \$750 minimum annual fee

## Investment Fees

These fees are separate from and in addition to the annual administrative fees paid to Triangle Community Foundation. Investment fees include custodial, consulting and asset management services and range from 0.4% to 0.9% per year, depending on the portfolio selected by the donor. Investment performance is reported net of investment fees, which are deducted by the managers and service providers prior to reported earnings.

## Transactional Fees

Additional fees may apply to credit card gifts and stock gifts and are separate from the Foundation's annual administrative fees. Contact our staff for fees associated with specific transactions.

## Endowment Overview

Clients generally have only a casual understanding of endowments, believing that only the income can be spent and that the principal must always be preserved. Under modern endowment law, spending from endowments can instead be based on a percentage of the total fund balance. The strict preservation of the principal – the historic gift value – has been relaxed.

Nationally, most endowments pursue a target spending level of between 4% and 6% of the endowment's market value. Average annual effective spending rates for US college and university endowments range from 3.5% to 5.9% for the years 2003 to 2012.

The Uniform Prudent Management of Institutional Funds Act (UPMIFA), enacted as law in North Carolina in 2009, allows additional flexibility in the spending of endowments based on seven articulated factors, including:

1. Preservation of the endowment
2. Purposes of the institution and the endowment
3. General economic conditions
4. Inflation or deflation
5. Expected total return from income and appreciation
6. Other resources of the institution, and
7. The investment policy of the institution

## Our Endowment Spending Policy

Roughly half of the Foundation's total assets are endowed. Throughout its 35-year history, the Foundation has observed a 5% annual spending rate for its endowed assets. The Foundation's Board of Directors recently approved an annual spending rate that will adjust distributions of endowed funds from 5% to 4% over three years as follows:

- 4.50% - beginning January 2019
- 4.25% - beginning January 2020
- 4.00% - beginning January 2021

Here's how the annual spending rate is implemented:

- The annual spending rate is assessed against the average balance of each fund for the current and preceding 12 quarters (13 quarters total). This averaging helps to smooth out market highs and lows.
- The spendable amount for each fund is calculated in February of each year (after December gifts, grants, and earnings are posted) and is then available for charitable distributions.
- Any portion of the spendable amount not distributed from an endowed fund by December 31 of each year is reinvested in the principal of the fund before the next year's spendable amount is calculated.

## Giving Through An Estate or Trust: A Legacy to the Community

The Foundation welcomes the opportunity to work with professional advisors while estate or financial planning with your client is underway and to coordinate receipt of complex assets that will serve as your client's legacy to the community. Whether by will, trust, or beneficiary designation, we will work with your client to define their charitable goals in a manner that dovetails with their planning and that is compliant with charitable gift tax regulations. No fees are assessed for the time spent in planning.

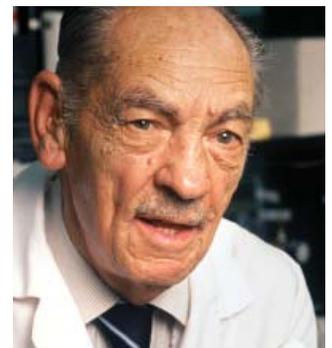
While they work with you to formulate an estate or financial plan, we listen as your client describes their vision and we discuss with them how their charitable gift will be administered. Your client's legacy gift can create any of the funds previously described, join other donors in our work through Our Focus areas, or support the Foundation directly. We keep the professional advisor abreast of these philanthropic conversations all along and then we preserve the record of your client's charitable intent until assets are received, even years later.

### George H. Hitchings Legacy Society

By virtue of their estate or other future gift, your clients become members of the George H. Hitchings Legacy Society through your client's generosity and vision - by harnessing the power of their legacy.

All members of the Hitchings Legacy Society, even those who prefer to remain anonymous, enjoy:

- Access to educational workshops and forums
- Invitations to Foundation events throughout the year
- News about the Foundation's initiatives and impact in the Triangle
- Recognition (optional) in the Foundation's annual report



George H. Hitchings, Founder

To become a member of the Legacy Society, your client can simply: include the Foundation as a beneficiary in their will, name the Foundation in an IRA, 401K, or 403B retirement account, name the Foundation as beneficiary of a life insurance policy, or name the Foundation as beneficiary of a trust.

If your client has already completed an estate plan which includes the Foundation, or if you'd like to discuss this option with your client, contact us for a Legacy Society membership form.









## Investment Model

### Investing for the Future

#### Investment Philosophy

Triangle Community Foundation's investment philosophy is intended to protect the value of charitable funds while they are being held for future distribution. The Foundation's investment portfolio is made up of diversified pools managed by specialized investment managers. Selection of an investment pool will vary depending on the timeframe for giving, level of diversification desired, and charitable goals of the donor.

The Foundation has a **Finance Committee** composed of board members with specific experience and expertise in financial management and operations. Further, there is an **Investment Committee** consisting of career investment professionals. The Investment Committee sets asset allocations within the portfolios, selects institutional investment managers for each asset allocation within the portfolios and monitors performance. The **Investment Advisor**, Colonial Consulting, performs due diligence and analysis on investment managers, provides recommendations to the Investment Committee, participates in quarterly Investment Committee meetings, and provides general support to the Foundation with regard to investment questions or inquiries.

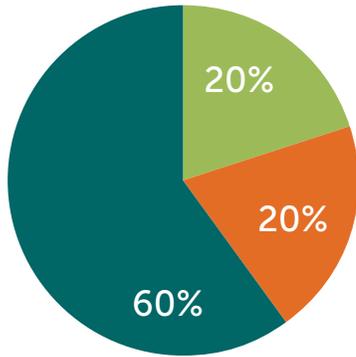
The Investment Committee and its Investment Advisor implement a board-approved **investment policy** for the Foundation that results in the most suitable investment for each type of portfolio. A key goal is to achieve returns that permit annual distributions from endowment funds while generating real growth that will maintain the purchasing power of the underlying funds across generations.

#### Goals

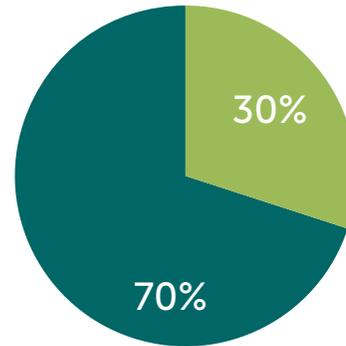
- Earn long-term returns sufficient to exceed inflation and grant distributions.
- Earn returns that meet targeted performance benchmarks.
- Achieve these results while taking prudent levels of risk.

## Investment Offerings

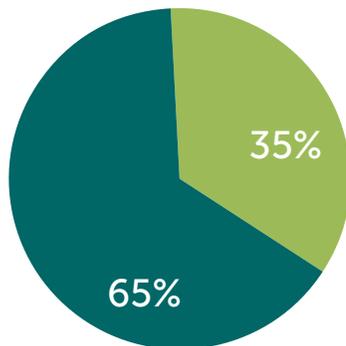
The Foundation offers four proprietary portfolios for your client to select from, based on their charitable goals and time horizon. One portfolio is structured suitably for the objectives of endowment; the non-endowed portfolios include offerings that are equity-oriented, income-oriented, and socially responsible. Your client may request a change in investment option for non-endowed funds once per 12-month period.



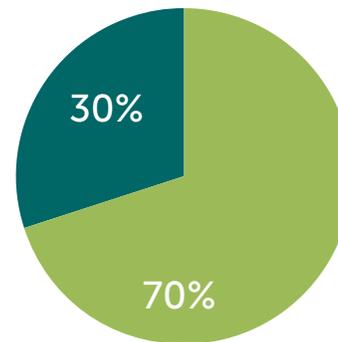
Endowment Pool



Equity Oriented Pool



Socially Responsible Pool



Fixed Income Oriented Pool



## Separately-Managed Funds

For contributions of \$2.5 million or more, your client may recommend the use of an outside investment manager rather than participate in the Foundation's proprietary portfolios. Each outside investment manager is subject to the same allocation percentages and benchmarks established by the Foundation for its portfolios. The outside investment manager must agree to initial and ongoing due diligence by Colonial Consulting, as well as its reporting requirements of the Foundation. Additional fees are charged to the separately-managed portfolio and the Foundation reserves the right to terminate the outside investment manager at any time.





## Parting Thoughts

### Does The Charitable Conversation Really Matter?

Ongoing philanthropic research has identified two clearly distinct but convergent attributes of donors - affluence and compassion. **Professional advisors are important because they educate, guide, and arguably protect donors as they consider significant charitable gifts.** Often the greatest opportunities for giving occurs when clients are making other major business, personal and financial decisions - considering a sale of real estate or other major assets, planning for retirement, estate planning or experiencing a financial windfall.

Here are **sample questions to lead your client into a philanthropic discussion:**

About personal philosophies :

- What would you like to accomplish with your money that would be meaningful to you?
- Is there a legacy you could begin that future generations of your family would proudly support?
- What have been the principles that have guided how you have lived your life, raised families and run your businesses?
- Which core values would be most important to pass on to your children or grandchildren? Could charitable giving be an appropriate vehicle for doing so?
- How do you view your wealth in connection to the community?

About nonprofits and giving them time, talent, and treasure:

- Do you currently spend time as a volunteer? Do you serve on any nonprofit boards?
- Are you making charitable gifts now that you would like to have continued after your death?
- What do you see as the most pressing challenge facing your community?
- Would you be interested in working with people in the local community to find out more about good work being done on particular issues in the Triangle?
- Have you considered how you might make a difference in the lives of others through a charitable gift?

## The Private Foundation Alternative

Family foundations have long served as the vehicle of choice for individuals who are both wealthy and charitably-minded. But the popularity of donor-advised funds testifies to the convenience of establishing such funds and their administrative ease over the long term.

If your client already works through a private foundation and would like to be relieved of the administrative burdens, you can help them explore the suitability of collapsing their private foundation into a donor-advised fund. There are legal and tax considerations as well as a statutory process to the **termination of a private foundation** that must be observed.

Alternatively, if your client prefers their private foundation to continue, it may benefit from back-office services and investment expertise provided by the Foundation.

Bringing to your client's attention the option of a donor-advised fund at Triangle Community Foundation, even if a family foundation is ultimately preferred, may help inform their charitable objectives. The chart below outlines other factors that may be important, depending on your client's circumstances.

	Donor - Advised Funds	Private Foundations
<b>Income Tax Deduction</b>		
Appreciated publicly traded stocks	Fair Market Value	Fair Market Value
Other appreciated property	Fair Market Value	Cost basis
Cash gift limitation	60% AGI	30% AGI
Appreciated property limitation	30% AGI	20% AGI
Carry over	Yes - five years	Yes - five years
<b>Operations</b>		
To establish Fund	By written agreement	Create new legal entity
Pay-out requirement	None	Yes - 5% of assets annually
Excise tax in investment income	None	Yes - up to 2% of net annual income
Annual Audit	No	Yes
Annual filing of 990	No	Yes
Annual state filing	No	Yes
Anonymity/Privacy	Full anonymity possible	No - tax filing are public
Unlimited succession to future generations	Yes	Yes
<b>Philanthropic Services</b>		
Routine Due Diligence	Yes - no additional fees apply	Hire staff or consultant
Grantmaking Consultation	Yes - additional fees may apply	Hire staff or consultant
Informational sessions on issues	Yes	Hire staff or consultant
Research on charitable organizations	Yes - additional fees may apply	Hire staff or consultant
Full range of planned giving strategies	Yes	Yes, with additional legal fees

## Partners for Greater Impact

We inspire and mobilize giving, leadership, and action. Our board and staff recently completed our strategic roadmap, which concluded that our organization has strong alignment around our vision for the community, continued exemplary customer service and fiscal judgement, and a sound programmatic focus on creating greater impact and convening around issues of great need.

With a clear vision for the future, we seek donors who value the Foundation as a true strategic partner for their philanthropy, rather than a basic charitable giving vehicle. Our expertise with regard to local issues and strong nonprofits makes us a unique and valuable resource.

We look forward to working with you and your clients to fulfill their personal missions, while collectively making a positive impact in our community. Please call us with questions, and we welcome the opportunity to share more details about the important work we are doing across the region. With your support we can continue to make a difference.

To read more about how our partners are making a difference, please visit our website ([www.trianglecf.org](http://www.trianglecf.org)), and read “Our Stories” under the Community Resources section.





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**#VibrantTriangle**

Founded in 1983, Triangle Community Foundation  
has always been committed to creating a vibrant,  
thriving Triangle region in North Carolina.



Confirmed in Compliance with National  
Standards for U.S. Community Foundations.

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