Donor and Advisor Partner Program
Individually Managing Funds and Maximizing Your Client Relationships

Introduction

At the Community Foundation of Greater Fort Wayne, we understand that people trust what they know. That is why we offer donors the flexibility to recommend an external Investment Advisor to manage the assets of their donor advised fund. This customized investment approach allows donors to work with an Investment Advisor they know and trust, while our expert staff work with these donors to help them accomplish their philanthropic goals. This personalized philanthropic experience, combined with knowledgeable financial advisors with long-standing relationships, is a winning combination for donors, advisors and the community.

The Donor and Advisor Partner Program allows you and your client to:

- Create a simple, personalized approach to charitable giving
- Maintain charitable assets under the management of the current investment advisor*
- Avoid the administrative and financial burdens of setting up a private foundation
- Access a full menu of philanthropic services and planning
- Join a community of passionate people sharing expertise and services to maximize the effect of charitable giving

Help Your Client Make a Difference

While some donors know exactly how they want to use their philanthropic dollars, others may desire guidance. The Community Foundation of Greater Fort Wayne's staff specializes in connecting donors with the nonprofits and community projects that best match each donor's goals and interests. In the Donor and Advisor Partner Program, we partner with trusted Investment Advisors like you to support and implement your client's philanthropic vision.

How It Works

- Your client establishes an Individually Managed Account by recommending an Investment Advisor to manage donor advised fund assets of $250,000 or more**.

- Investment Advisors develop portfolios aligned with the Community Foundation's investment policies and their client's investment preferences and time horizons, with the goal of growing the assets for the client's philanthropy.

- The result is a highly personalized and rewarding philanthropic experience for Investment Advisors and their clients.

- All donors have 24/7 online access to review their fund statements and recommended grants. They also have a team of philanthropic services staff at the Community Foundation to answer questions, offer insights, provide philanthropic programming and assist with grantmaking.

- The Community Foundation's Investment Committee qualifies recommended Investment Advisors after performing a fiduciary due diligence review.

* After our staff performs a due diligence reviews of the Investment Advisor's credentials and investment plan.

** Minimum threshold to establish an Individually Managed Fund is $500,000 in aggregate funds. Aggregate accounts of $250,000 will be considered with the expectation the account will grow to the $500,000 minimum within three years.

What is an Individually Managed Account?

An Individually Managed Account is a customized investment account that allows donors to recommend an Investment Advisor to manage their funds while our expert staff works with them to realize their philanthropic goals.

Is there a minimum dollar amount required?

Yes. The minimum dollar amount required to establish a new Individually Managed Account is $250,000 with an expectation to grow the account to $500,000 in aggregate funds within three years.

What are the fees?

The Community Foundation of Greater Fort Wayne partners with our lead investment consultant, Mason Investment Advisory Services, to provide investment oversight for each recommended Investment Advisor. Mason's tiered annualized fees for oversight are as follows:

- 0.38% on first $1m*
- 0.23% on next $9m
- 0.13% on next $20m
- Additional fee tiers upon request

Investment Advisor's fees vary based on each individual advisor's fee schedule.

Community Foundation administrative fees are available upon request.

Can I manage my client's charitable assets?

Yes, providing that the individual Investment Advisor, and firm, both pass due diligence review by the Community Foundation's Investment Committee.

Who owns the account?

Each Individually Managed Account shall be owned and titled in the name of the Community Foundation with reference to the fund name.

What investment service firms can participate in the program?

We want to provide maximum flexibility and convenience to our donors, therefore the Donor and Advisor Partner Program is open to Investment Advisors and Trust Officers at any firm or banking institution that is able to open a custodial account in the Community Foundation's name, which should include most platforms. Eligible Investment Managers, at a minimum, must be registered advisors under the Investment Advisors Act of 1940 and comply with any State requirements.

What reporting requirements are expected of the Investment Advisor?

After the Investment Advisor has passed the Foundation's initial due diligence review, the advisor will be expected to maintain compliance with Community Foundation's Investment Policy, provide monthly statements, quarterly investment reports, and access to account data. Investment Advisors will also agree to allow the Community Foundation's investment consultant to use third party aggregators to establish data capture connections to the custodial account.

How much flexibility does the investment advisor have in choosing investments?

The Donor and Advisor Partner Program outlines that the portfolio should be a diversified allocation of equity and fixed income with a minimum of two equity and two fixed income holdings, adhering to one of the following asset allocations:

- **Long-term allocation**** – Time horizon more than 10 years
- **Medium-term allocation**** – Time horizon between 5-10 years

*The Community Foundation shares in a portion of the cost by capping the fees at 0.25% on the first tier. Fee tiers beyond $30 million available upon request.
**Certain investment restrictions apply