



Guidelines for Establishing a Fund

When the Cleveland Foundation was conceived and established in 1914 by Cleveland banker and attorney Frederick Harris Goff, it revolutionized charitable giving. It was the first organization of its kind in the world, and today it is the model for more than 1,876 other community foundations around the globe.

Created, pioneered and nurtured by Greater Clevelanders, the foundation invests the gifts it receives and uses the earnings to make grants. Each year, we award tens of millions of dollars to programs and projects that improve, strengthen and enhance the quality of life in Greater Cleveland. We are organized to ensure that anyone who gives a gift, in any amount, can be confident that their dollars will work for the people of Greater Cleveland, not only today, but forever.

Establishing a fund at the Cleveland Foundation is simple. We offer a variety of services and expertise to help you carry out your charitable giving. Our staff can assist with gift planning and grantmaking, and we can help ensure that your family's tradition of giving back to the community continues in perpetuity. When you establish a fund, we serve as your partner in philanthropy.

Types of Funds

Named Fund: Unrestricted, Designated or Field of Interest

You may create a named fund to carry out your charitable legacy into perpetuity. Your gift can be unrestricted, designated to a particular organization(s), or directed to a field of interest. A named fund may be funded upon your death with a \$10,000 testamentary gift or during your lifetime with a minimum gift of \$100,000 (no maximum).

Donor Advised Fund

Many people like to use the foundation as a conduit for their charitable giving and establish a donor advised fund with a minimum of \$10,000 (no maximum). When you create a donor advised fund, you may make grant recommendations for gifts from the fund you establish. Please see additional information about these funds on the next page.

Supporting Organization

As an alternative to a donor advised fund, please call us for information about establishing a supporting organization, which has its own board and grantmaking identity and permits the donor's direct involvement in fund investment. A supporting organization enjoys public charity status and our professional services. You may establish a supporting organization with a minimum gift of \$5 million (no maximum).

Donors, Contributions and Tax Considerations

Eligible Donors

We accept gifts from individuals, companies, organizations, trusts and estates. Multiple donors may pool their gifts into a single fund within the foundation.

Donor Contribution(s)

Cash, mutual fund shares, stocks, bonds and other securities, including certain restricted stock, stock of closely-held businesses and readily marketable real estate are eligible for contribution to the foundation.

Amount of Charitable Income Tax Deduction

You are eligible to take an itemized deduction for your contribution to a public charity on the date that the contribution is made, subject to the following Internal Revenue Service (IRS) limitations. All donors are encouraged to consult their legal or tax advisor regarding their personal situation.

Cash

You may deduct the amount of the cash contribution the foundation accepts, subject to IRS deduction limitations. See "Deduction Limitations" below.

Publicly Traded Securities

For publicly traded securities held for more than one year, your deduction is the mean of the high and low prices reported on the date the contribution is made. For mutual fund shares held for more than one year, your deduction is based on the closing price on the date the contribution is made. For securities or mutual fund shares held for one year or less, your deduction is generally limited to your cost basis.

Other Securities (Those not publicly traded)

In general, for securities that are not publicly traded and have been held for more than one year, you will be required to provide the IRS with a qualified independent appraisal for any such contributed property for which you claim a deduction of more than \$5,000. For securities held for one year or less, the deduction is generally limited to your cost basis.

Deduction Limitations

You are eligible for an itemized deduction for cash contributions to the foundation in an amount up to 60 (for years 2020 and 2021, an amount up to 100) percent of your adjusted gross income ("AGI") in the tax year in which the contribution is made. Deductions for contributions of appreciated securities held for more than one year are limited to 30 percent of AGI. Any excess amount may be carried forward and deducted over the following five-year period after the year of the contribution. Your deduction may be subject to certain other limitations.

Estate Planning

Your gift to the foundation, and any earnings related to your gift, are not included in your taxable estate and are not subject to probate administration. Gifts to the foundation are exempt from federal gift tax and federal estate tax.

Testamentary Gifts and Gifts from Trusts

A fund at the foundation may be named the beneficiary of a bequest of cash or securities, including mutual fund shares, Individual Retirement Account (IRA) and other retirement assets. In addition, the foundation may be named the beneficiary of a charitable remainder trust, charitable lead trust or life insurance policy. Please call us for suggested language for gifts through bequests, charitable remainder trusts, charitable lead trusts, IRAs and life insurance. You should seek tax and legal advice in setting up any testamentary gift or trust. While we cannot provide legal or tax advice, we will provide you and your attorney or advisor a confidential consultation at no cost.

Tax Treatment of Fund Income and of Grants Made to Qualified Organizations

Income that accrues to your fund is income of the foundation. It is not taxable income to you nor is it available as a charitable deduction. Income will be reflected in the value of the fund by the foundation.

Donor Funds and Investment Pools

The fund you establish is an asset of the foundation, which will maintain an accounting of your contribution, income earned by the fund and the foundation's grants to qualified charitable organizations. The foundation uses monthly valuation; new assets received earn the full month's gain or loss regardless of the day of the month that monies are received.

Investment Management Selection

The foundation's Board of Directors has appointed a number of investment managers. At the time of your initial gift, you may choose among the available investment managers. The fund will be managed according to the investment performance standards of the foundation's investment policy. The performance is reviewed regularly by the Cleveland Foundation's Investment Committee. If you do not select an investment option preference, the foundation will select a pool, investment firm or bank.

Our investment managers include:

- Baird Asset Management
- BDS Financial Network
- Carnegie Investment Counsel
- Clearstead
- Cleveland Foundation Flagship Pool
- Cleveland Foundation Growth Pool
- Cleveland Foundation Balanced Pool
- Cleveland Foundation Socially Responsible Investment Pool
- Cleveland Foundation Racial Equity Investment Pool
- Cleveland Foundation Money Market Pool
- Eton Financial Services
- Fairport Asset Management
- The Glenmede Trust Company
- Huntington National Bank
- JPMorgan Chase
- KeyBank
- McDonald Partners, LLC
- Merrill Lynch
- PNC Bank
- Sequoia Financial Group
- Stratos Wealth Partners
- UBS Financial Services
- Wells Fargo
- Winfield Associates, Inc.

An investment manager has the authority to invest the fund assets in securities and other investments. The foundation's Investment Committee decides, in consultation with the investment manager, the allocation of assets by investment managers and reviews investment performance.

Donor Advised Fund Guidelines

Donor advised funds offer you an opportunity to support and participate in the foundation's many charitable activities. You may also include your children as fund advisors under certain circumstances. Unlike a gift to a private foundation, the Cleveland Foundation donor advised fund provides you with all the tax advantages of a gift made to a public charity without the regulatory and tax responsibilities.

Internal Revenue Service Regulations

All foundations must follow IRS regulations regarding the management of donor advised funds. These regulations stipulate that a donor may not retain control over his or her donation. To satisfy these regulations, the foundation will exercise asset management of the fund. Donors advise the foundation on grant recommendations during their lifetimes. In compliance with IRS regulations, the foundation's Board of Directors retains the right to make final determinations with respect to distributions from the fund.

The Cleveland Foundation's program areas include: arts and culture; economic and workforce development; education; environment; leadership development; neighborhood revitalization and engagement; and youth development and social services. Grants are made to organizations recognized by the IRS as tax exempt public charitable organizations under Section 501(c)(3) of the Internal Revenue Code. Our grants to these charitable organizations are intended to fall within our broad objectives and priority program areas.

Grants from a donor advised fund cannot result in the donors, advisors or any related parties receiving an exchange of goods or services or any personal or material benefit that is not provided to the general public (for example, newsletters). Prohibited benefits include tickets, memberships, meals, preferred parking, preferred seating, discounted merchandise or other preferential treatment from a donee organization.

Provisions of the Pension Protection Act of 2006 prohibit donor advised funds from making any grants to individuals, such as scholarships, emergency hardship grants or disaster relief grants. This includes checks written directly to an individual or checks written to an entity for the benefit of a specified individual. For example, a grant to a university for the benefit of a designated student is prohibited.

Donors, advisors or any related parties may not receive grants, loans, compensation or similar payments (including expense reimbursements) from donor advised funds.

Grant Recommendations

Advisor recommendations for grants are made in writing or transmittal at any time to the foundation and may be made for general support of the recipient organization or for a particular program or activity. The minimum grant recommendation is \$250; grants may be made as often as the advisor desires.

When the foundation receives a recommendation from an advisor to a donor advised fund, the foundation's staff carefully considers the advisor's request and determines if the organization is a bona fide public charitable organization recognized by the IRS. For those organizations with which the foundation is unfamiliar, foundation staff will gather information on their purpose, governance, exempt organization and financial status. If a recommended organization fails to provide this information or meet IRS requirements, IRS rules prohibit the Board of Directors from awarding a

grant. Additionally, foundation staff will determine if the grant recommendation violates the foundation's anti-hate group policy.

The foundation handles the grant recommendation process and issues disbursements to the charitable organizations in the name of the donor advised fund. An award letter specifically stating the name of the fund from which the grant is made and the purpose of the grant accompanies all grant disbursements. Grants can also be made anonymously if the donor desires.

Once the foundation approves the grant, the funds will be distributed and an award letter prepared for the donee organization. When the grant is \$10,000 or more, the recipient organization is asked to complete a grant report. The foundation believes that it is also important to review a grant after it has been made.

Assigned Philanthropic Advisor

If you establish a donor advised fund, you are welcome to consult with your assigned Philanthropic Advisor about distributions from the fund. We anticipate that you will develop a working relationship with your assigned advisor. From time to time, we will consult you about specific proposals we receive that we consider deserving of support. We will also keep you and other advisors informed about fund activities through briefings, ongoing informal communications and periodic financial reports.

Advisory Rights

Only you, your spouse and other advisors designated in the fund agreement may advise on distributions from the fund. The advisory relationship terminates upon the advisor's death or earlier if the fund agreement provides otherwise. The fund will then become a permanent endowment fund. Pour-over gifts from estates to the endowment fund will also perpetuate the fund's purposes.

General Operating Expenses and Charges to Donor Funds

Foundation funds are subject to administrative fees in effect for each fiscal year. These fees are reviewed annually, as it is the Board's intention to keep costs to a minimum.

Goff Society

Persons who establish a fund of \$10,000 or more are invited to join the Goff Society, named after our founder, Frederick Harris Goff.

Legacy Society

If you have planned a future gift to our community through a bequest in your will, trust, life insurance policy or charitable gift annuity, you are eligible for membership in the foundation's Legacy Society, to commemorate your commitment to benefiting others.

Centennial Society

This prestigious donor recognition society was created in 2014 to commemorate the Cleveland Foundation's first century of history and impact in the community. Donors who have given or intend to give \$1 million or more are invited to join this distinguished group.