



# PROFESSIONAL ADVISOR *Guide*

PARTNERING FOR GOOD

Amplify your client's philanthropy through  
our community connections

You've built a trusted relationship with your client. We've built a trusted relationship with your client's community.

The Community Foundation for Palm Beach and Martin Counties is your go-to

resource for fulfilling the philanthropic vision of your clients.

Whether they live, work, or vacation here, if your client wants to make a difference in this region, we are here to help.



## FULL-SERVICE *Philanthropy*

Philanthropic planning, issue and organization research, and customized site visits

Family meeting facilitation, tailored trainings, and succession planning

- Legacy fund preparations
- Online access to monthly statements and donor-directed grantmaking portal
- Finance and investment meetings with our Chief Financial Officer or OCIO

## TOP 5 REASONS TO *Partner* WITH THE COMMUNITY FOUNDATION

- 1. CONNECTIONS:** As civic leaders, we can connect you to our community's biggest issues, and the thousands of trusted nonprofit organizations working to solve them.
- 2. IMA OPTION:** Our Individually Managed Accounts (IMAs) mean our partnerships are mutually beneficial.
- 3. CONVENIENT BACK-OFFICE SERVICES:** Our team of professionals handles all the administrative oversight of your client's giving, including vetting, distributing, accounting, receipting, and reporting.
- 4. INVESTMENT PERFORMANCE:** with oversight from our OCIO and Investment Committee, our \$240 million in investments open doors to greater asset class diversification.
- 5. NETWORKING:** Our 40+ Philanthropic Advisory Council members help us stay on top of charitable giving trends and help us build educational opportunities to share knowledge with you, too.

# WAYS OF *Giving*

The Community Foundation offers several ways to help you fulfill your client's vision for a better world, now and forever.



## GIVING NOW

For clients who want to give where they live and make difference today, these funds can direct their dollars immediately:

### INDIVIDUALLY MANAGED ACCOUNTS (IMAs)

An IMA allows the financial advisor to manage the charitable assets of their client after a Donor ADVISED Fund is established.

### DONOR-ADVISED FUNDS (DAFs)

A simpler, more flexible and more efficient alternative to creating a private foundation. You can contribute as often as you would like and receive the maximum tax deductions allowed. A donor-advised fund can support the causes and communities that matter most to you, while the Community Foundation administers grants to your preferred charities (local or national).

### FIELD OF INTEREST FUNDS

If you have a strong interest such as education, animal welfare, mental health etc., this type of fund might be a particularly good fit. Field of Interest funds allow the Community Foundation to make grants to the greatest need within your field of interest.

### DESIGNATED FUNDS

If you have a passion for a specific nonprofit and its mission or a specific area such as education, arts and culture, the environment and animals, health and human services, religion, or even a geographic area, this is the fund for you.

### EDUCATION AND SCHOLARSHIP FUNDS

Education and scholarship funds allow you to honor a loved one or a specific population of students, while giving back to the community with scholarships for education.

### COMMUNITY IMPACT FUNDS

Established by the Foundation, with community partners, based on pressing needs in the region that require a multi-faceted solution.

### SUPPORTING ORGANIZATIONS

A private foundation provides independence and influence, fewer restrictions, and maximum tax benefits.

## GIVING LATER

Some types of planned gifts provide life-long income while minimizing the impact of philanthropy on the donor's estate:

### LEGACY FUNDS

Establish a fund on paper now and activate it at a specific point in time, whether through the sale of a business or a designation in your will.

### CHARITABLE REMAINDER TRUSTS

A charitable remainder trust enables people to receive income for the life of the trust, with the remainder of the donated assets directed to your philanthropic goals.

### CHARITABLE LEAD TRUSTS

A charitable lead trust enables you to make significant charitable gifts for a period of time, with remaining assets transferring to family members or other beneficiaries later.

# CHARITABLE Instruments

The Community Foundation accepts a wide range of assets for investment:

**CASH:** A simple way to give that provides an immediate tax deduction at the highest levels. Cash is easily earmarked for a current need or endowment fund.

**APPRECIATED SECURITIES:** We accept closely held and publicly traded stock. Give appreciated stock or mutual fund shares that you have held for more than one year and avoid capital gains taxes and earn a charitable tax deduction based on the market value.

**REAL ESTATE:** If held for more than a year, real estate usually provides the same tax benefits as gifts of securities.

**OTHER ASSETS:** Includes gifts of art, jewelry, and non-cash items.

**LIFE INSURANCE:** You can name the Community Foundation as the owner and beneficiary of a policy or retain ownership and name us as a primary or contingent beneficiary.

## IRAS AND OTHER QUALIFIED RETIREMENT PLANS:

Heirs may realize substantial tax savings if you name a charitable fund as beneficiary of your retirement plan. Name charities to benefit from your fund or name heirs as advisors.

**PARTNERSHIP INTERESTS:** We consider gifts of limited liability company interests and limited partnership interests.

**BEQUESTS AND TRUSTS:** Establishing a charitable fund through a will or other giving vehicle is simple, minimizes estate taxes and can be advised by heirs. Contact us for sample language.

**SALE OF A BUSINESS:** Our team can suggest several ways to structure a charitable gift to help you reduce capital gains tax and maximize impact to the community.

**CONVERT A PRIVATE FOUNDATION:** There are several benefits to converting a private foundation that we are happy to discuss.

## WHAT OUR PARTNERS *Say* ABOUT US

"As an estate planning lawyer, I have the opportunity to work with philanthropic clients and help them facilitate their charitable goals. This often requires an understanding of the needs in our local communities as well as programs best tailored to accomplish the client's objectives. The Community Foundation is a committed partner in the mission to benefit our local communities and has the knowledge, depth and resources to provide the planning support and education necessary to guide our clients toward meeting their charitable objectives."

— **Lisa Schneider,**  
Attorney at Law and Chair, Estate Planning & Administration, Gunster Private Wealth Services



"Helping donors match their passion with a particular cause is one of the most valuable features of the Community Foundation. Oftentimes, potential donors are overwhelmed by the crowded philanthropic landscape, which appears to be flooded with competing interests seeking the same dollars for what appears to be the same mission. The research capacity, human capital, and experience of the Community Foundation help the donor sort through the morass of 'asks' and allows them to home in on the cause that genuinely matters to them."

— **James A. (Jim) Ballerano,**  
Jr., Attorney at Law, Day Pitney LLP





# *Leaders* OF THE PAC — PHILANTHROPIC ADVISORY COUNCIL

The PAC is a group of 40+ trusted local professional advisors who are ambassadors on behalf of the Community Foundation to their clients. The PAC provides leadership and guidance on charitable giving in their respective fields.

Their work includes collaborating with the Community Foundation on educational events that help their peers stay atop the latest tools and trends in philanthropy, including an annual Partnering for Good series.

## GIVING FOR GOOD

