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**Community Foundation's 2020 Financial Highlights,
Meet Spider CIO Will McLean, IRA giving, and more.**

The Philanthropic Advisor

QUARTERLY NEWS FOR PROFESSIONAL ADVISORS

FEATURED: THE DOLLARS AND "SENSE" OF PARTNERING WITH THE COMMUNITY FOUNDATION

In a survey conducted this past year, nearly 25% of donors with charitable funds at the Community Foundation said they first learned about our services through a professional advisor. That's second only to friends and family as the highest referral source at 36%.

Professional advisors are one of the most important and dynamic stakeholder groups to help the Community Foundation strengthen the Greater Richmond region through philanthropy. We work alongside you to create flexible, effective and impactful giving strategies so your clients can achieve their unique charitable and tax planning goals.

Today, the Foundation supports over 1,200 donor-established funds and 6 supporting foundations, which speaks to the varied ways that people start, build or use their funds to make a difference.

Please take a look at our financial highlights, including a breakdown of funds, to gain a deeper understanding of the Foundation's composition and how we may be an option for your clients.

View our 2020 Financial Overview

MEET WILL McLEAN,
NEW CIO AT SPIDER MANAGEMENT COMPANY

Over the past year, the Community Foundation conducted a thorough request for proposal process to identify the best investment partner for our Signature Fund, designed to produce strong investment returns with lower volatility. Several candidates were evaluated with support from our Investment Committee and Alpha Capital Management. Their astute questions, spirited discussion, and genuine commitment to local philanthropy are what give us full confidence in our decision to remain invested with Spider Management Company ("Spider"), the investment arm of the University of Richmond.

While you can read more about the RFP process and our decision, we are also pleased to share this 5-minute video featuring Spider's new President & CIO Will McLean. He shares what brought him to Richmond, what Spider has been focused on so far this year, and more.

GIVING NEWS & STORIES

Is IRA giving right for your client?

by Amy Singleton, Vice President of Philanthropic Services

Throughout my career at the Foundation, I've worked with many donors and families who have utilized savvy giving strategies, and one strategy that has become increasingly popular is charitable giving through an IRA. The Community Foundation stewards several fund types that can be used to facilitate giving through an IRA, depending on whether you're interested in giving to a specific organization, investing in an area of personal interest or supporting the most urgent needs of our community.

Read More

"501(c) what?": Sorting through jargon to determine deductibility

When advising your clients, questions may arise concerning their gifts to various organizations and whether those donations qualify as tax-deductible charitable contributions. Let us help sort through the differences.

> Read More

Planned giving starts now: Tips and talking points for lifetime charitable gifts

According to the latest Giving USA report released in June, Americans' bequests to charity totaled nearly $42 billion last year. Yet, it's still a fraction of the

$324 billion Giving USA reports was given to nonprofit organizations in 2020 by living individuals. We provide tips and talking points for encouraging clients to consider "giving while living."

> Read More

UPCOMING EVENTS & OPPORTUNITIES

Local government plays a lead role in uplifting healthy residents and communities, with philanthropy serving as a strong partner. Please join us for this rare opportunity to meet and converse with the super-humans who oversee human services across the region. This dedicated and talented group is responsible for a wide range of issues and policy portfolios from early childhood education and family stabilization, to workforce and homelessness, to public health and emergency assistance. Hear their personal views on leadership, the challenges of 2020, and lasting lessons for the work ahead.

This is a great chance to seek their insights and ideas about how philanthropy and government can collaborate effectively to lift people out of poverty and provide them with equitable, sustainable paths to economic mobility. When we work together, we can achieve greater long-term success for our communities.

Register

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ouRVA Collective seeks young and emerging philanthropists to join new giving circle

ouRVA Collective is recruiting members to join the region's newest giving circle. Its mission is to benefit the Richmond community by empowering the next generation of philanthropists through education, volunteerism, community building and collective giving.

This is a great opportunity for young professionals looking to network with peers, learn more about the Richmond region, and leverage charitable dollars by joining forces with other like-minded people who want to make a difference locally.

Learn how to get involved

RECENTLY ESTABLISHED FUND

The Adele Johnson Fund Supporting Untold Stories

With overwhelming response from the community with Adele's passing and knowing her passion for the purpose and longevity of the Black History Museum, her family worked with museum leadership and the Community Foundation to create an endowment in her name. The fund provides annual support to the museum,

"When we decided to create a fund to honor my wife, we knew The Community Foundation was the right partner. We love their current initiative to be an inclusive leader in the field of philanthropy and they also made the entire process quick, detailed, and easy."

ensuring that the untold, undertold and forgotten stories of African Americans continue to be told.

~ Bill Cooper

Community Foundation Professional Advisor Council

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