

Never Decline A Gift Again!:

**A Planned Giving Outsource Directory
from A-Z**

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Agenda

- **Outsourcing Defined**
- **Asset/Planned Gift Continuum Example**
- **Planned Giving Outsourcing: An Overview**
- **The Directory's Purpose, Disclaimers and Conflicts of Interest**
- **A-Z Directory: 26 Planned Giving Scenarios**

Outsourcing Defined

- **Using an external party to provide assistance for something that is impossible, impractical or inefficient to do internally**
- **Usually explored after completing a benefit-cost analysis of performing the same function “in-house”**
- **“10% of something is better than 100% of nothing” or “95% of something is better than 100% if you don’t have to do any work”**

Asset and Planned Gift Acceptance Continuum

Level 1 – Public Stock, Simple Bequests

Level 2 – Mutual Funds, Non-trusteed CRTs

Level 3 – Life Insurance, C-corp stock

Level 4 – Residential Real Estate, LP interests

Level 5 – CGAs w/illiquid assets

Level 6 – Commercial Real Estate, Tangible Prop.

Level 7 – S-Corp Stock, Long Hold Real Estate

Level 8 – Artwork, Timber, Livestock, UBTI Asset

Level 9 – General Partnerships, Intellectual Prop.

**Level 10 – Foreign or Environmentally
Challenged Real Estate**

**Gift acceptance policies can assist with defining
comfort level as well as outsource options.**

Planned Giving Outsourcing: An Overview

- **Gift Outsourcing:** Too risky, complex, time-intensive or costly or if a vehicle is not offered directly.
- **Service Outsourcing:** A direct or ancillary service necessary to complete an existing or new gift.

A Benefit-Cost Analysis

Potential Costs: Reputational risk, actual cost, indirect cost and losing some control.

Potential Benefits: Reputational enhancement, less staff/training required, reduced actual and opportunity costs, and responsive time management.

Directory's Purpose, Disclaimers and Conflicts of Interest

- **This “little black book” can help close gifts that would be declined by offering vehicles/services to donors.**
- **Assume the directory is not exhaustive, has not been vetted and provides no endorsements.**
- **This directory is a starting point for your due diligence.**
- **All conflicts are identified with an asterisk.**
- **The directory is not intended to capture well-known vendors for well-known products and services. Nor is it intended to capture clever planned giving solutions.**

Scenario A – Donor Advised Funds

Donor wants to make a completed gift but “control” the amount, timing and anonymity of grants.

- 1. ChesterCap/Dotche***
- 2. Crown Philanthropic Solutions**
- 3. Community Foundations**
- 4. Fidelity Charitable Gift Fund***
- 5. Schwab Charitable***
- 6. Vanguard Charitable Endowment***

Scenario B – Outside Investment Manager

Donor wants investment manager to manage assets of outright gift.

- 1. Community Foundations**
- 2. Fidelity Charitable Gift Fund***
- 3. Schwab Charitable***

Scenario C – Individual Need-Based Grants

Donor wants to make a grant to a specific pre-approved individual with a medical/financial hardship.

1. Helping Hands Ministries

Scenario D – Non-Cash Asset

Donor wants to contribute non-cash asset that you plan to decline (risk, 2 day turn-around, split with 6 charities).

- 1. Community Foundations**
- 2. Dechomai Foundation***
- 3. National Christian Foundation***
- 4. National Real Estate Foundation**
- 5. Minnesota Real Estate Foundation**

Scenario E – Selling CRT Remainder or Lead Interest

Donor wants to sell lead interest or charity wants to sell remainder interest in CRT.

1. Sterling Financial Management

Scenario F – Free CRT Drafting

Donor wants to set up a CRT for free.

1. Community Foundations

Scenario G – Tangible Personal Property

Donor wants to give a painting (or other tangible Property) and needs help with the planning, appraisal and sale.

- 1. Visual Arts Advisory***
- 2. The Briddge**

Scenario H – Time-Share

Donor wants to donate a time-share.

1. Donate for a Cause

Scenario I – International Grants

Donor wants to make an international donation but receive a US income tax deduction.

- 1. CAF America**
- 2. Give2Asia**
- 3. King Baudouin US**

Scenario J – Charitable Trustee

Donor wants a charitable trustee but your charity does not want to serve.

- 1. Community Foundations**
- 2. Jewish Federations**
- 3. Dechomai Foundation***

Scenario K – Small CRT/CGA Pool Manager

Donor wants an investment manager for a \$150K CRT or a \$300K CGA pool.

- 1. Trust Company of Virginia**
- 2. Nikitis Advisors***
- 3. Comerica Bank**

Scenario L – Outsource CGA Program

Donor wants a CGA but your charity doesn't offer them (no program, for real estate, in a particular state, for multiple charities, etc).

- 1. Community Foundations**
- 2. Renaissance Charitable Gift Trust**
- 3. Comerica Charitable Trust**
- 4. Dechomai Foundation***

Scenario M – Use CGA Money Now (Reinsurance)

Charity wants to use CGA money immediately or to hedge a large concentrated risk.

- 1. Charitable Solutions, LLC/Bryan Clontz***
- 2. Mutual of Omaha***

Scenario N – Outsource Bequest Processing

Charity wants to outsource entire bequest processing function.

- 1. BIPS, LLC – “BIPS Done for You”**

Scenario O – Pooled Income Fund

Donor wants a pooled income fund but the charity does not offer one.

- 1. Fidelity Charitable Gift Fund***
- 2. US Charitable Gift Trust/Eaton Vance***

Scenario P – CGA Administrator

Charity wants to separate CGA investment management from administration.

- 1. PG Calc**
- 2. Renaissance**
- 3. CTAC – Charitable Trust Administration Company**

Scenario Q – PG Executive Search

Charity want to hire executive search firm specializing in planned giving staff.

- 1. Gift Planning Development, LLC/Brian Sagrestano**

Scenario R – PG Designation Opportunities

Charity wants staff to seek educational opportunities leading to a professional designation.

- 1. Crescendo/GiftCollege (CGPA or CGPP)**
- 2. American College (CAP)**
- 3. AIPS/California State Long Beach (CSPG)**

Scenario S – CGA Risk Audit

Charity wants CGA pool risk audit.

- 1. PG Calc**
- 2. Charitable Solutions, LLC/Bryan Clontz***

Scenario T – Qualified Life Insurance Appraiser

Donor needs a qualified appraisal for a life insurance or annuity donation.

- 1. The Breus Group/Alan Breus (other tangible property appraisals as well)**
- 2. Charitable Solutions, LLC/Bryan Clontz***

Scenario U – Charity Has Asset to Sell

Charity has an odd asset they haven't been able to sell.

- 1. Charitable Solutions, LLC/Bryan Clontz***
- 2. Other local/national vendors for the specific property.**

Scenario V – Free Planned Giving Software

Charity doesn't want to buy PG software since they only run 1-2 proposals a year.

- 1. PhilanthroCalc/Planned Giving Design Center***
- 2. Crescendo GiftLaw**
- 3. PGCalc GiftCalcs**

Scenario W – S-Corp UBTI Solution

Charity doesn't want to accept S-Corp stock because of the unrelated business taxable income.

- 1. National Christian Foundation Trust***
- 2. Dechomai Asset Trust***

Scenario X – Planned Giving Phone Campaign

Charity wants to launch a planned giving phone campaign.

- 1. PGCall/The Planned Giving Company***
- 2. Ruffalo Cody**

Scenario Y – Consultant-Based PG Program

Charity doesn't want to hire full-time planned giving staff.

- 1. Thompson & Associates**
- 2. Greg Lassonde**
- 3. Gift Planning Associates/Richard Lamport**
- 4. Holman Consulting**
- 5. Retriever Development Counsel/Kevin Johnson**
- 6. Florida Philanthropic Advisors/John Elbare**
- 7. Gift Planning Development/Brian Sagrestano**
- 8. Charitable Development Consulting/Bruce Bigelow**

Scenario Z – Revoked Income Interest Appraisal

Donor wants a qualified appraisal for a revoked income interest.

- 1. Crescendo Interactive**
- 2. PGCalc**