

# GETTING TO KNOW FOUNDATION SOURCE

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You Supply the Vision; We Provide Everything Else



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## **EXCELLENCE HAS A SOURCE**

Whether you plan to create a new private foundation, or your foundation has been in existence for four generations, we have the talent, tools, and technology to help you achieve your goals—and it's all under one roof.

For more than 20 years, Foundation Source has served foundations of all kinds, from small foundations with well under a million dollars in assets to those with hundreds of millions of dollars. The common denominator? They benefit from the resources, expertise, and infrastructure previously available only at the largest mega-foundations, for a fraction of the cost.

Our innovative technology, economies of scale, and years of experience have lowered the cost of foundation ownership and minimized the associated administrative burdens, but most importantly, we've made it easy for our clients to use every capability of their private foundations to bring their philanthropic visions to life.

Beginning on day one, we take care of everything to keep your foundation running smoothly. And as your needs change, we have the services to support you at every turn. All you need to think about is what you want to do with your philanthropy.

## Here's What We Provide:



### **FOUNDATION CREATION**

We can provide a new private foundation to you in just three business days or, if your counsel prefers to set up the foundation, we can lend our expertise as needed.



### **FOUNDATION MANAGEMENT**

We take care of all the back-office tasks, including grant and expense processing, tax preparation and filing, transaction monitoring for potential compliance issues, and financial and regulatory reporting.



### **PROFESSIONAL ADVICE**

Our tax, legal, and philanthropic experts stand ready to help you accomplish your goals. Whether you want to develop a mission that engages the entire family, grant directly to individuals, run your own charitable programs, or give to an international organization that doesn't have a 501(c)(3) designation, our professionals are at your service, but not on your payroll.



### **ONLINE CONVENIENCE**

You'll be able to collaborate with other foundation members and conduct all your foundation activities from a secure web console. Log in anywhere, at any time, to research charities, make grants, view reports on foundation activities and investment balances, check progress toward the foundation's annual pay-out requirement, and more.



### **CONCIERGE SERVICE**

Every foundation has a dedicated Private Client Advisor (PCA). When you call with questions, he or she will provide you with an informed answer, backed by our in-house philanthropy, tax, legal, and accounting professionals. Your PCA gets to know you and your foundation, so you'll enjoy continuity and seamless support.



### **KNOW-HOW**

Our clients enjoy full access to our original, authoritative content and resources to help them use every IRS-sanctioned capability to unleash the full power of their foundations.



### **ROBUST COMMUNITY**

When you become a Foundation Source client, you join a community of over 6,000 private foundation peers. Network with other clients through our secure social messaging platform to share experiences and best practices; meet experts and sector leaders; and access tools, content, and resources developed exclusively for clients.



### **COORDINATION WITH YOUR TRUSTED ADVISORS**

We work closely with your current financial advisors, attorneys, and accountants, so your activities are always in sync and up to date. Because we do not manage foundation assets or dispense tax, legal, or investment advice, we complement rather than compete with the advisors you already know and trust.

# FOUNDATION SOURCE FREES YOU TO FOCUS ON YOUR PHILANTHROPY.



## The End of “Administrivia”

**F**oundation Source frees you to focus on your philanthropy by taking care of all the time-consuming, yet incredibly important back-office work.

### FULL FOUNDATION ADMINISTRATION

We provide complete back-office support for your foundation, so you can enjoy the rewards of your philanthropy.

Our complete outsourced services, including compliance monitoring, transaction processing, tax preparation and filing, and financial and regulatory reporting, take the work out of running a foundation. In collaboration with leading legal and tax professionals and in close coordination with the IRS, we've developed proprietary back-office systems and operating procedures that give you:

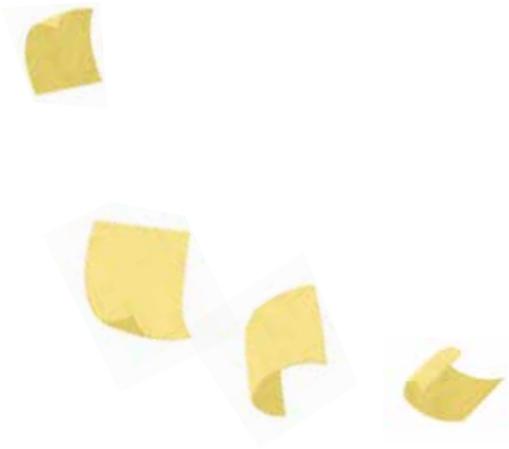
- Real-time monitoring for potential compliance issues
- Compilation of all foundation assets into one easy-to-read summary

- Timely processing of grants, taxes, payroll, and more
- Complete federal and state filings, including the 990-PF
- Daily tracking of the annual 5% minimum distribution requirement
- Integrated accounting and grant-making in one system—no double entry

These systems enable you to have more impact, more convenience, and more enjoyment.

**“Don’t sweat the small stuff,” is poor advice when you have a foundation. As private foundation specialists, we stay on top of it all, so you never need to break a sweat.**





## Expert Advice on Call

**W**hether you're just getting started or building on years of success, our in-house experts help you get the most out of your foundation.

### PROFESSIONAL SERVICES

Our tax professionals provide proactive tax planning and meticulous preparation of your foundation's returns; our legal professionals ensure that your activities stay compliant with IRS rules and regulations; and our philanthropy experts help you explore innovative philanthropic strategies.

Our team of internal experts can help your foundation take advantage of every IRS-sanctioned capability, including:

- Grants paid to individuals for disaster relief and hardship assistance
- Awards and scholarships
- International grants
- Program-Related Investment loans, loan guarantees, and equity investments
- Direct charitable activities

### DEDICATED SUPPORT

Your foundation is supported by its own dedicated Private Client Advisor, a specialist who can help with day-to-day issues facing your foundation, including questions about:

- Tax and compliance
- Foundation governance
- Grants and expenses
- Excise tax payments

Your Private Client Advisor provides authoritative answers to your questions by tapping our in-house specialists with expertise in administration, tax, compliance, and philanthropy. All you have to do is make that one initial call.

### PHILANTHROPIC ADVISORY SERVICES

When you need customized solutions around strategic, programmatic, or governance issues, our Philanthropic Directors are available to offer practical advice drawn from the best practices and experience of over 1,650 client foundations. These experienced experts can be engaged for everything from a quick phone call to answer a question in real time to periodic, in-person meetings.

Philanthropic Directors help clients by:

- Defining—or revisiting—the foundation's mission and priorities
- Increasing family engagement, including bringing the next generation on board
- Translating a general interest into a concrete grantmaking strategy
- Designing effective board meetings or other foundation operations
- Exploring ways to increase impact or assess results
- Planning for transition, such as leadership succession or a major change in assets

### GOT QUESTIONS?

Rather than trying to coordinate a patchwork of professionals and advisors yourself, Foundation Source provides you with an entire team of foundation experts, under one roof, all directed by a Private Client Advisor who knows you and your foundation. One call to your dedicated Private Client Advisor gets you answers from our in-house philanthropy, tax, legal, and accounting professionals.



# SUPERIOR TECHNOLOGY, BETTER PHILANTHROPY

We offer easy-to-use online tools that enable you to manage your foundation anytime, anywhere.

**O**ur award-winning, web-based technology platform was created from the ground up for the unique needs of private foundations. It makes it simple to transact foundation business, keep tabs on activity, and engage far-flung family members, advisors, and staff. The interface is intuitive, user-friendly, and above all, powerful, providing instant access and transparency for you and anyone else you designate.

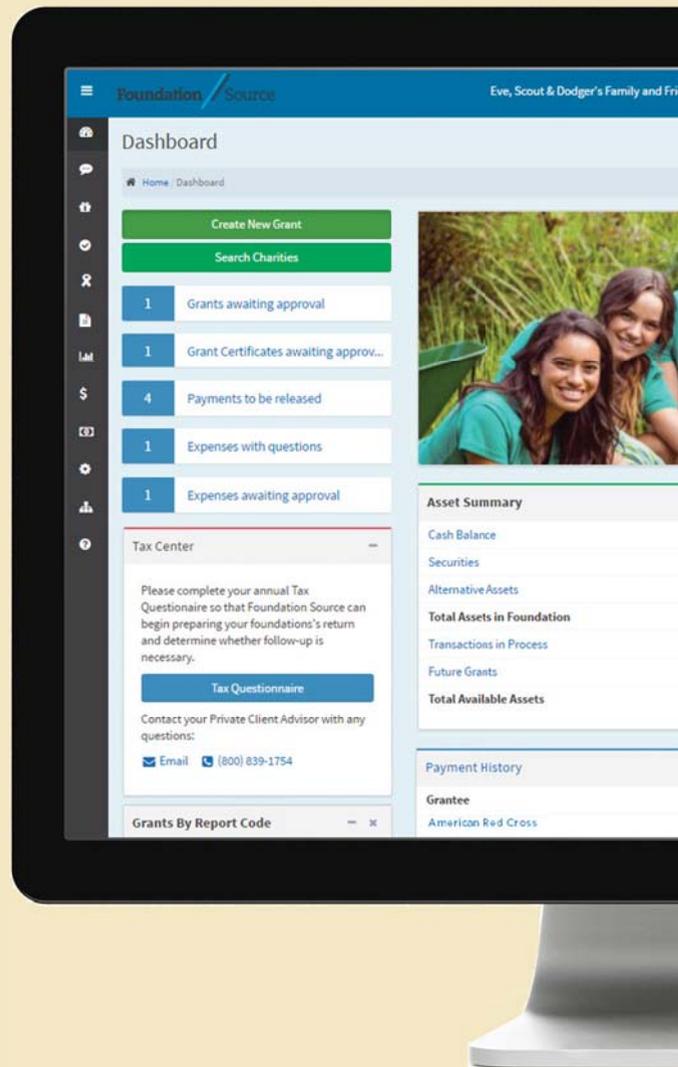
## FOUNDATION SOURCE ONLINE

Access to your website is password-protected and customizable, so you can define the viewing, grant approval rights, and granting limits for each foundation member.

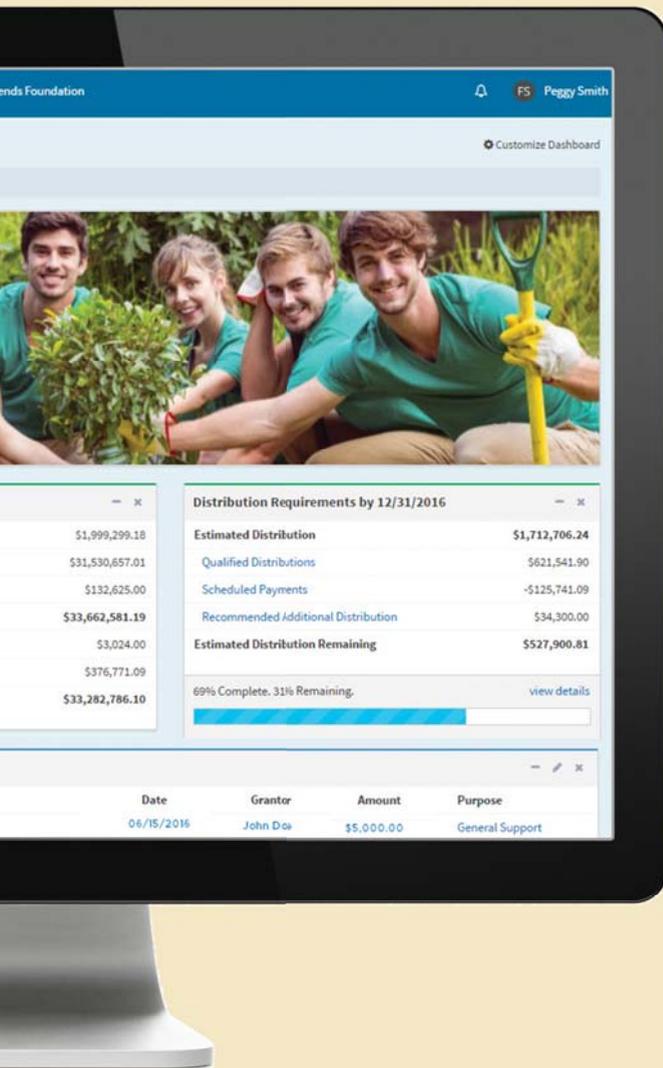
## THE FOUNDATION SOURCE PORTAL

The Foundation Source Portal provides resources and tools developed especially for our private foundation clients.

- A treasure trove of articles, webinars, guides, presentations, and other original content by Foundation Source's own private foundation specialists
- A secure, private messaging platform to share experiences with and ask questions of other foundation clients
- A curated newsstand of the best articles, videos, and online content from the philanthropic and mainstream media
- All of the latest posts from the philanthropic sector's most important blogs, so you can read them all in one convenient location



Access your foundation online anytime, anywhere.



### POWERFUL TOOLS AND CONTENT

Browse and compare charities with our comprehensive database of more than a million nonprofit organizations, and then make grants online from anywhere in the world. Once we receive your grant request, we review your grant for potential compliance issues, and then send your grant payment and customized grant letter directly to your grantee, or to a designated foundation member for personal delivery. Log in anytime to check on the status of your donation.

Want to run reports? Your online console organizes your grant history and enables you to quickly and easily generate them.



### FOUNDATION SOURCE REQUESTS

Foundation Source Requests is an optional grants management system that enables applicants to submit grant requests directly through your foundation's website. You will be able to review grant requests from anywhere in the world, then filter, organize, review, track, and reply to them—all from your web browser.



### FOUNDATION SOURCE RESULTS

Foundation Source Results helps you determine if your grants are making a real difference. The optional system enables you to monitor your impact, collect progress reports from your grantees, and track performance metrics—all from a single, powerful, online command center.

# RUNNING A FOUNDATION WITHOUT RUNNING AFOUL OF THE IRS.

## Safer Foundation Activities and Proactive Tax Planning

**R**unning a foundation without running afoul of the IRS requires a thorough knowledge of complex, evolving rules and regulations. Our tax and legal expertise can help prevent costly, embarrassing mistakes while minimizing the foundation's tax liability.

### COMPLIANCE OVERSIGHT

With Foundation Source, you get the best talent in the country, including a veteran group of tax, legal, and accounting experts, watching over your foundation. They are always on duty, minding the day-to-day transactions, and should they spot potential compliance issues, we alert you and help you make informed decisions about how best to move forward.

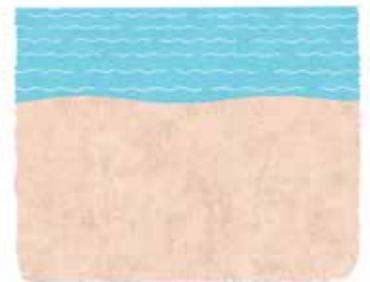
### STRATEGIC TAX PLANNING

Our foundation tax experts keep you off the IRS radar with properly prepared 990-PF tax returns. They complete over 1,600 foundation returns each year—as well as quarterly excise tax filings, state filings, and more.

But accurately prepared returns are just the beginning. These experts can also brainstorm solutions that enable more of your funds to go to charitable works by proactively identifying opportunities for tax savings.

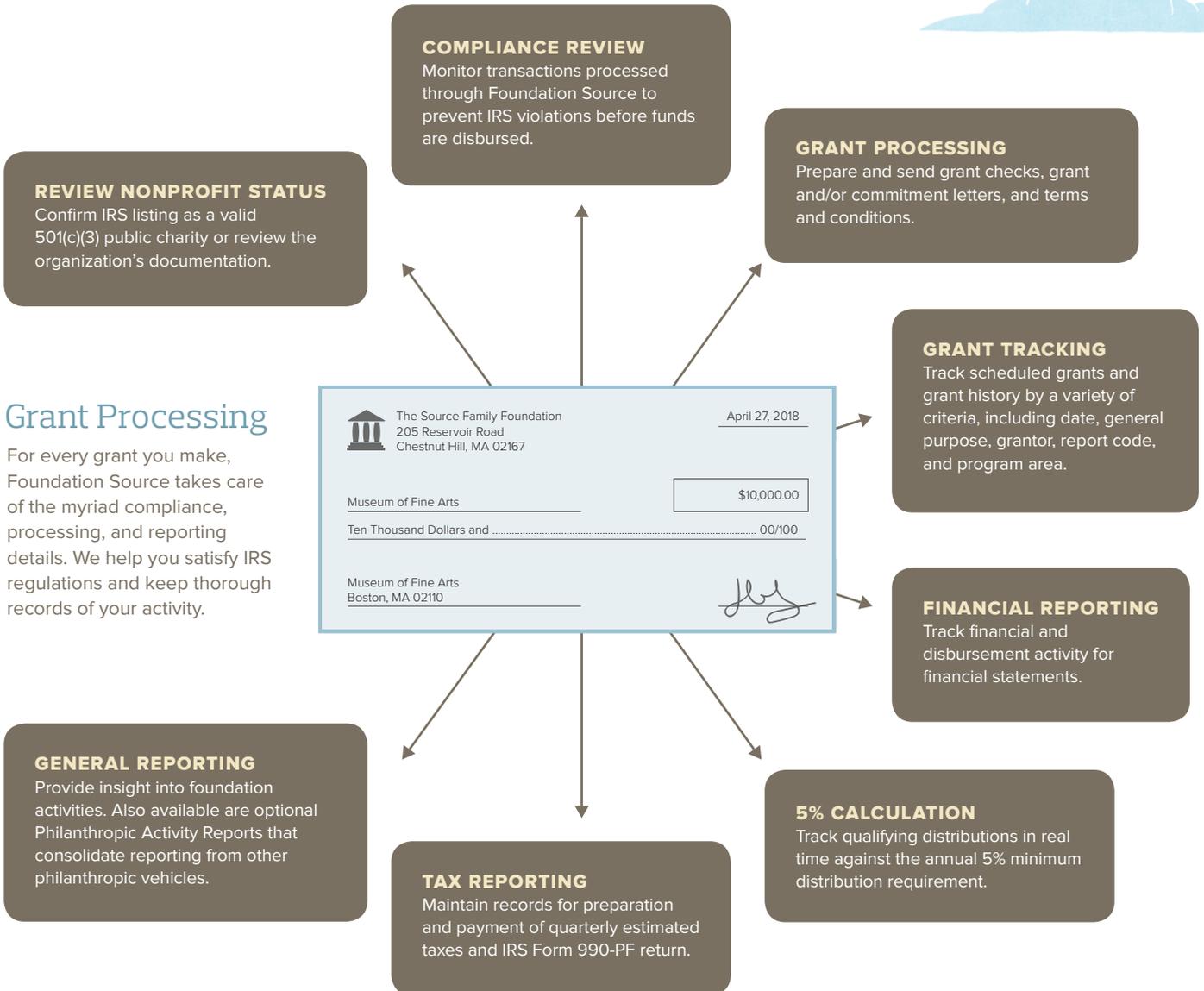
**1,600+**

The number of foundation tax returns we prepare in one year.



## Grant Processing

For every grant you make, Foundation Source takes care of the myriad compliance, processing, and reporting details. We help you satisfy IRS regulations and keep thorough records of your activity.



**Every foundation action is tracked, recorded, and archived in our secure, online system.**

## The Benefits of Working with Foundation Source:



### **YOU CAN FOCUS ON YOUR PHILANTHROPY**

We handle all your back-office operations, including grant and expense processing, taxes, payroll, and more—so you can focus on what matters most.



### **PEACE OF MIND**

The best compliance experts in the country keep watch over your foundation's activities, and your foundation's tax return will be prepared by the country's most experienced foundation tax experts.



### **A MORE POWERFUL FOUNDATION**

We make it easy for you to employ every IRS-sanctioned philanthropic strategy: grants to individuals, Program-Related Investments, direct charitable activities, etc.



### **ORCHESTRATED, RESPONSIVE CLIENT SERVICE**

With Foundation Source, you get an entire team of foundation experts under one roof, all coordinated by a Private Client Advisor who knows you and your foundation.



### **SAVINGS**

We work to reduce your foundation's tax bill by providing proactive tax planning. You get on-demand access to our team of experts, so you don't need to add unnecessary staff.



### **CUSTOMIZED SUPPORT**

We tailor our services to fit your needs and preferences. We adapt to you, not vice-versa.



### **CONVENIENCE**

Because you can use our exclusive technology platform anytime, anywhere, you can engage in foundation activities at your convenience.



### **CONFIDENCE**

Foundation Source is 100% focused on private foundations—it's all we do. You can rely on our expertise and experience.



### **COMMUNITY**

You become part of the Foundation Source family of more than 1,650 private foundations. Not only will you benefit from cutting-edge ideas and best practices drawn from this community, but you will join an instant network of foundation donors with whom you can share ideas, interact, and collaborate.

# The Definition of Value: More for Less

## GET STARTED

Foundation Source's comprehensive services eliminate the traditional hassles of running a private foundation while giving you the expertise, manpower, and resources to accomplish your philanthropic mission.

By partnering with Foundation Source, you get the expertise, resources, and experience of a billion-dollar national foundation for a fraction of the cost.

“ Foundation Source gives us the guidance and tools to experiment with new approaches to granting that we would not have considered before. Whenever I have a question, all I have to do is pick up the phone, and Foundation Source is there with an answer.”

SONIA BAKER, EXECUTIVE DIRECTOR  
EDWARDS MOTHER EARTH FOUNDATION

“ We get all the services of a fully staffed, large foundation at an extremely affordable price. It's the great joy of our lives to reach out and assist people in need, and we hope that our children, now foundation officers, will develop a sense of philanthropy that will endure for generations.”

PHIL CLARK, PRESIDENT  
THE CLARK FAMILY PRIVATE FOUNDATION

## **ABOUT FOUNDATION SOURCE**

**[www.foundationsource.com](http://www.foundationsource.com)**

Foundation Source is the nation's largest provider of management solutions for private foundations. We empower people and companies to create a better world with their philanthropy through a configurable suite of administrative, compliance, and advisory services complemented by purpose-built foundation management technology and private foundation experts.

We work in concert with financial advisors, legal and accounting professionals, consultants and family offices, as well as directly with individuals, families and corporations to bring philanthropic visions to life. As we celebrate our 20th year of service, Foundation Source supports nearly 2,000 family, corporate and professionally staffed foundations of all sizes and has enabled more than \$7 billion in charitable grants.

Have a question? Call 800.839.0054 or  
send us an email at [info@foundationsource.com](mailto:info@foundationsource.com).

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