



# A Powerful, **Personal** Approach to Charitable Giving



FOCUSED FORWARD

Community Foundation  
for Greater Buffalo

# There is no limit to the good we can do.

Every individual, couple and family has distinct values and wishes that drive their charitable goals. At the Community Foundation for Greater Buffalo, we are committed to helping professional advisors and their clients make their charitable goals a reality, during their lifetime and after. Giving through us is customized, flexible and driven by those things most important to you.

## Clients can:

- Establish a fund or foundation during their lifetime or as part of their estate plan
- Give in Western New York and across the globe
- Support specific organizations, issues and communities they care about
- Give individually and/or as part of a collective effort
- Engage their children or grandchildren as future successors to their fund or foundation
- Give over a period of time or create a perpetual source of funding

Working closely with advisors and their clients, the Community Foundation can be a philanthropic partner to make the process of giving easier, more efficient and impactful.

## Making a difference today

Establishing a **Client Advised Fund** at the Community Foundation enables clients to support organizations of their choice, at any time – in Western New York and across the globe – during their lifetime. Plans can also be made to pass fund decision making on to future generations including what causes or organizations their fund will benefit after the lifetimes of all advisors and successor advisors.



**Community Foundation clients Glenys and her late husband, Michael, felt responsible for planning the distribution of their assets to benefit their community for generations to come.**

***“One of the first things that I liked about the Community Foundation for Greater Buffalo is the fact that we could set up our own foundation within the Foundation and support the charities that we were most interested in,” said Glenys. “The Community Foundation exposes clients to new ideas, new issues and new possibilities.”***

# Make the most of your generosity.

## Planning for legacy giving

Most people want to leave a legacy, some proof that their life made a difference. **Legacy Funds** are ideal for families and individuals who want to support organizations, issues and communities that meant the most to them during their lifetime.

At the Community Foundation, we work with advisors and their clients to ensure their wishes are documented and carried out as intended, in their names, forever. Our legacy funds provide you with the flexibility and simplicity to include your fund as a beneficiary of your Will, trust or retirement assets.

### Legacy Fund clients may choose one or a combination of options.

#### DESIGNATED

Clients can identify one or many organizations they want to support forever.

#### FIELD OF INTEREST

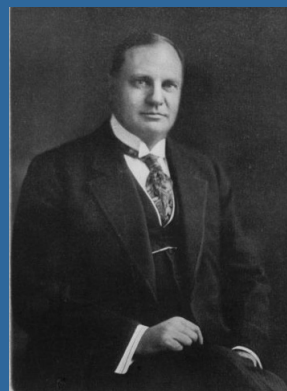
Designed for clients who wish to support particular issues or areas of need as they change over time (e.g. education, health care, performing arts or scholarships).

#### CHANGING NEEDS

Clients can choose to establish endowed funds in their name that address the changing needs of our community over time.

*If the causes you care about change during your lifetime, we can easily make updates to your legacy plans at the Community Foundation.*

## A CENTURY OF CHANGING NEEDS IMPACT



In 1919, George F. Rand Sr. asked his attorney, Edward H. Letchworth, to visit the first community foundation in Cleveland, Ohio. After that trip,

George Sr. recognized the unique role a community foundation could play to enable families, including his own, to give back for generations to come.

Upon his passing, the Community Foundation was created when his family set up the first endowment to address the changing needs in Western New York.

In 2020, the COVID-19 health crisis created a dramatic shift in our community. The changing needs dollars allowed the Community Foundation to take a leadership role in creating the WNY COVID-19 Community Response Fund, with dozens of philanthropic partners, and rapidly deploy resources to support front line responders.

## CARRYING ON A FAMILY LEGACY



Dr. Danis Gehl grew up the oldest of six children in the civil rights era. She remembers her parents working hard and stressing the importance of education. Following in their footsteps, Dr. Gehl has worked tirelessly in adult education, housing and neighborhood development throughout her storied career, and turned to the Community Foundation when it was time to plan her charitable legacy. She established the Rosa L. and LaMarr Norman, Sr. Education Fund, named after her parents, and takes comfort in knowing that the endowed fund will continue to support the causes that were important to her parents – and which remain important to her – today, tomorrow and forever.



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# Frequently Asked Questions

**“If I create a charitable fund at the Community Foundation, will I still be able to decide who will benefit from my giving?”**

Yes. As the Community Foundation’s mandate is to honor donor intent forever, we provide clients with a variety of ways that make it easy for you to fulfill their generosity during and after your life.

**“What type of assets does the Community Foundation accept?”**

Just as a client’s philanthropic goals are unique, so are their plans for how and what they want to give. In addition to cash, a client can choose to contribute appreciated securities, closely-held stock, retirement plan distributions, life insurance, real estate, and other items of value. Clients can also plan for a personalized fund to be created through a charitable portion of their estate.

**“I have a private foundation (or am considering one). How might the Community Foundation be a better option to consider?”**

Clients can leverage the strength of the Community Foundation’s investments and back office services to maximize their charitable assets and focus their attention on making grants as well as control information they disclose to the public. Some existing private foundations have moved to the Community Foundation to take advantage of reduced administrative work, fewer expenses, greater flexibility and a high level of support that continues through generations.

**“How will my charitable assets be invested?”**

The assets are invested in a highly diversified portfolio that has historically ranked among the top 25% of large foundations and endowments nationwide.

**“What are the fees for foundations or funds with the Community Foundation?”**

Each fund at the Community Foundation has a modest administrative fee, which covers all gift and grant processing, legal compliance and administrative expenses.

**“Must my fund be endowed?”**

The default is to endow and invest the assets in the Community Foundation’s top-performing investment pool. However, long-term, non-endowed options are also available.

**“What will happen to the fund after my lifetime?”**

Clients choose a succession plan, which includes the causes and/or organizations their charitable assets will benefit after the lifetimes of all chosen successors.

**“Am I limited to giving in Western New York?”**

No. Clients are able to give to any nonprofit worldwide.

**“I work with several non-profit organizations, what are the benefits to them of holding their long term assets at the Community Foundation?”**

The Community Foundation has a long history of permanence and respect. Individual organizations can benefit from being part of an over \$400 million investment portfolio focused on protecting and growing charitable funds. The highly diversified pool has consistently outperformed benchmarks. Organizations can determine what type of distributions are permitted for their fund when they enter into an agreement with the Community Foundation.

# Why clients give through the Community Foundation for Greater Buffalo:



- We are a local organization with deep roots in the community.
- We have broad expertise on community issues and needs.
- We provide highly customized support tailored to your charitable and financial interests.
- Our funds help people invest in causes they care about most.
- We accept a wide variety of assets, and can facilitate the most complex forms of giving.
- We partner with professional advisors to create highly effective approaches to charitable giving.
- We build endowment funds that benefit the community forever and help create personal legacies.
- We can engage family members of all ages to pass on family values through giving.
- We honor donor intent in perpetuity.
- We are a collaborative community leader, coordinating resources to create positive change.

# The Power of Endowment

## DO YOU SUPPORT CERTAIN ORGANIZATIONS EVERY YEAR?

When you create an endowment fund through the Community Foundation for Greater Buffalo, you can support the organizations you love, in your name, forever.

## HAVE YOU CONSIDERED ENSURING THEY HELP THE COMMUNITY FOREVER?

Earnings from your endowment fund are granted to support organizations and needs in the community, based on your direction.

## YOUR LEGACY IS ENSURED.

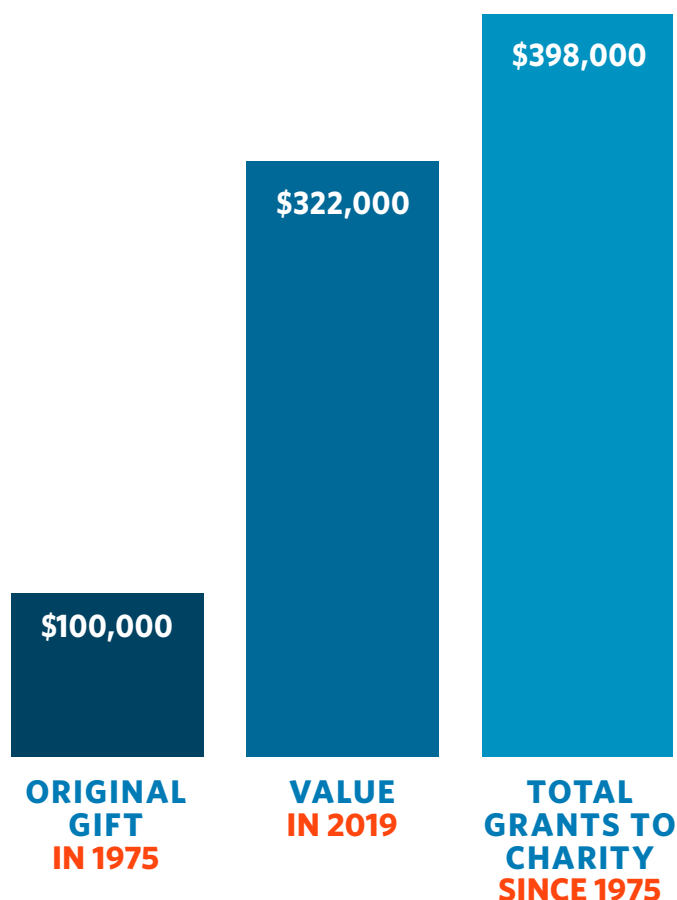
Clients who endow gifts can make a difference in their communities during their lifetimes and at the same time, establish legacies that last forever.

## WE CAN HELP.

Please call Betsy Constantine, Executive Vice President, at (716) 852-2857 ext. 217, to arrange a consultation.

# How It Works

In 1975, a client gave \$100,000 to establish his endowment fund. Over 40 years, his gift has more than tripled in value, all while giving \$398,000 to charity. The endowment fund will continue to grow and money will be available to support the organizations he cared about, forever.



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## **Mission**

Connecting people, ideas and resources to improve lives in Western New York.

## **Vision**

A vibrant and inclusive Greater Buffalo region with opportunity for all.

*The Community Foundation for Greater Buffalo is a 501(c)(3) public charity holding more than 900 charitable funds, established by individuals, families, private foundations, nonprofit organizations and businesses.*



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