



Lancaster County
*Community
Foundation*

Endowment Matching Program for Nonprofit Organizations

The Lancaster County Community Foundation is offering \$10,000 in matching funds in 2010 to encourage nonprofit organizations to consider endowments as part of their long-term strategies. These funds will be available to as many as ten (10) organizations establishing a new endowment at the Community Foundation.

About Endowments

Nonprofit organizations can transfer assets to the Foundation to create a permanent endowment fund, typically called an Organizational or Agency Endowment Fund. Working with the Foundation is an ideal way to create an endowment fund on your organization's behalf. The Foundation handles the record keeping, gift acceptance (including gifts of nontraditional assets), investment management, and distribution of earnings. We also accept gifts into your fund from donors, most conveniently through our secure website. Your fund's annual spending amount provides an ongoing source of unrestricted income to your organization.

An Endowment Fund diversifies your revenue stream and frees you to focus on your mission and planning how to use the endowment's earnings most strategically. Your nonprofit organization can benefit from a fund with the Lancaster County Community Foundation in the following ways:

- **Stability and Responsibility:** A fund at the Foundation shows your donors that your organization is serious about its long-term financial stability. We have a reputation for accounting excellence, and we can provide single-fund reporting using software designed specifically for endowment management.
- **Prudent Investment Management:** The Foundation maintains your fund's long-term investment performance by maximizing returns through professional investment management, diversification, and negotiated lower fund management fees.
- **Major and Planned Giving Expertise:** The Foundation's professional staff is experienced in helping donors achieve their goals through a major or planned gift. We can assist your organization as you work with your donors, helping them make a gift to your fund using the most effective assets.
- **Assistance with Gift Transactions:** The Foundation can assist your donors and their advisors to execute complex transactions, including gifts made with appreciated securities, tangible personal property, real estate, gifts that provide donors with lifetime incomes, and gifts from bequests.
- **Marketing Support:** The Foundation can assist with efforts to market your agency endowment fund. A resource CD containing resources and templates to aid in endowment building will be provided to each fund holder. We can also assist by ghostwriting or editing articles for newsletters or reviewing endowment marketing materials and plans.
- **Gift Acknowledgement:** The Foundation ensures that all of your fund donors are promptly and properly acknowledged for gifts made directly to the endowment.

- **Increased Visibility:** The Foundation includes your fund in its annual report, newsletters, and on its website. We create a direct link to your fund on our website, enabling you to include the link on your site and in newsletters so that donors may make direct contributions. There are no transaction fees assessed (usually 3%) for donations made through the secure site.

We are currently accepting letters of interest for 2010 matching endowment funds. **Letters are to be directed to Kim Shorter at kim@lancastercountyfoundation.org.** Letters will be accepted on a first come, first served basis and may be submitted at any time during the calendar year of 2010.

Upon receipt of your organization's letter of interest, you will be contacted to discuss the application process, which includes submission of narratives related to your organization's infrastructure, capacity to incorporate endowment building into your development strategy, and plan to grow the endowment. Selected applicants must also be able to meet grantee due diligence requirements. Those selected to receive matching grants from the Foundation have one year from date of award in which to deposit the initial \$10,000 in order to receive the Foundation's match.

Questions? Please Contact:

Kim Shorter, VP, Asset Development
Kim@LancasterCountyFoundation.org
717.397.1629 ext 108