

Thank you for your interest in an endowment fund with In His Steps Foundation, a Christian Community Foundation in Northeast Ohio. IHS Foundation manages dozens of endowment funds for schools, churches, non-profit organizations & ministries of all sizes. An endowment can sustain your organization into the far future.

- Imagine a **growing scholarship fund** that allows your school to weather tough economic times with limited effect on enrollment.
- Imagine a **building maintenance** or **capital improvement** fund that never dried up.
- Imagine the new resources that could be deployed if 20% or more of your **salary costs** were permanently endowed.

An endowment operated by an independent, third-party foundation (In His Steps Foundation) gives your donors the assurance that their intentions will be honored for generations. The presence of a well-funded endowment instills confidence in your donors. It says your organization has staying power and leadership that is well-prepared for the uncertainties of the future.

Here are some of the ways an endowment fund with IHS Foundation may benefit your organization:

- If you open a new endowment fund with us for \$10,000 or more, we will match your contribution up to \$10,000 additional dollars. If you move an existing endowment fund to IHS Foundation, we can gift your endowment up to an additional \$50,000 depending on the size of your endowment.
 - *Note: If an organization chooses to permanently close their endowment, the value of IHS Foundation's matching contribution will remain with IHS Foundation.*
- When you have an endowment fund with IHS Foundation, we become an extension of your development office. We can help you receive and liquidate complex, non-cash gifts (stock, real estate, business ownership, etc.) and apply all proceeds to your fund. We charge no fee for services like these.
- We will assist you in marketing planned giving opportunities for your donors, including estate planning, bequests, charitable gift annuities (CGA) and charitable trusts without the burden of your organization administering these programs. The residuum of a CGA will automatically go into your endowment fund. We charge no fee for services like these.
- The income/growth from the fund may be distributed to your organization at a rate of about 5% - 6% of the principal balance each year, ensuring both the sustainability and growth of your fund (based on historic investment returns).
- When your organization establishes a fund with IHS Foundation, you have delegated the administrative details to us. This leaves your board and staff with the sole task of focusing on development instead of details. Major donors are often more inclined to

make a large gift if the “check and balance” of an outside public foundation is involved, increasing, in their mind, the chance that the gift will be used in the way the donor intends.

- Funds in an endowment with IHS Foundation are safe and secure from any legal attack or liability incurred by your organization.
- IHS Foundation has professionally managed investments, but you may recommend your own investment manager for your fund once it reaches greater than \$100,000 in size.
- We are proud of the “Biblically Responsible Investing” policy we adhere to, which ensures your fund dollars are only in market holdings that share your values (we do not invest in publicly traded companies that profit from gambling, alcohol/tobacco, pornography, human trafficking, or anti-Christian family values).

What You Do:

- 1) Determine the **goals** of your endowment fund.
- 2) Determine how will you **promote** your endowment fund to your donors. IHS Foundation can be a brainstorming partner with you on best practices.
- 3) **Name the fund.** Most organizations choose an uncomplicated name that reflects the organization’s name (i.e. “Southside Christian School Endowment Fund”).
- 4) **Identify your fund’s Advisory Committee.** Who has decision-making authority on behalf of your fund?
- 5) Review and sign the *Endowment Agreement* document.
- 6) Open your fund with an initial contribution that will be matched by IHS Foundation up to \$10,000.

IHS Foundation is offering your organization an opportunity to establish an endowment fund in partnership with a Christian Community Foundation, giving you a starting gift for doing so and offering you the full resources of our Foundation to help you build your endowment to support the future of your work.

The endowment **Agreement** is your first to respond to this opportunity. It should be considered and agreed upon by your board and senior leadership. Please contact me with any questions you may have, or to set up a time when we may discuss this further. Thank you for giving us the privilege of contributing to your fundraising efforts.

Grace & Peace,



Ben Lee, In His Steps Foundation, President