The Power of Philanthropy

– Development Officer
Presented to:
August 21, 2019
WHO WE ARE AND WHAT WE DO
HOW WE WORK WITH YOU AND YOUR CLIENTS
THINGS TO CONSIDER
CHARITABLE GIVING STRATEGIES AND TOOLS
Who is the Pittsburgh Foundation?

• Local Community Foundation for 75 years
• $1.2 B under asset management
• Over 2,500 component funds
  • Donor-advised, scholarship, designated
• 2018: granted $48 M back into the Pittsburgh community
What kind of client should you be looking for?

- Already charitably inclined
- Possibly looking for deeper charitable connection
- Single or married with no kids
- 70.5 or older – IRA QCD
- Would benefit from utilizing our suite of donor services
- Weighing different giving options
- Wants to leave a legacy for family
## When do clients give?

<table>
<thead>
<tr>
<th>Give now</th>
<th>Give over time</th>
<th>Give at death</th>
</tr>
</thead>
<tbody>
<tr>
<td>Enjoy philanthropy during lifetime</td>
<td>Grant money to charities of choice</td>
<td>Leave a legacy</td>
</tr>
<tr>
<td>Cash/check or online</td>
<td>DAF’s</td>
<td>Bequests</td>
</tr>
<tr>
<td>Stock transfer</td>
<td>Give as a family; next gen involvement</td>
<td>Beneficiaries</td>
</tr>
<tr>
<td></td>
<td>Engage around something meaningful</td>
<td></td>
</tr>
</tbody>
</table>
Charitable Tools: Private Foundations, DAF’s, directly to charity – what’s the difference?

Things to consider

• Type and timing of asset being used
• Who do they want to involve in giving
• What are their investment goals associated with the charitable asset
• What level of privacy does the client want (if any) and who can provide that
Spotting Opportunities:
Third Party Investment Manager Program

Continued management of charitable asset
Deeper connection to client through philanthropy
Strengthen ties to next generation
Spotting Opportunities: AUM vs. AUR

Generational succession
Ensuring your practice
Engaging through grief (loss of a spouse/partner)
Deeper conversations
Leaving a Legacy
What’s my next step?
THE POWER TO START TODAY

Amy B. Razem
Development Officer
412.394-4291
razema@pghfdn.org