


---

---

---

---

---

---

---

---

Donor Advised Funds – Brief History THE SAN FRANCISCO FOUNDATION

- 1931 - New York Community Trust documents name a fund as a "donor advised fund."
- 1969 Tax Reform Act
- Jewish Federations recognize limitations of private foundations
  - Community foundations follow
- Public Support Test requirement
- 1991 – creation of the Fidelity Gift Fund

---

---

---

---

---

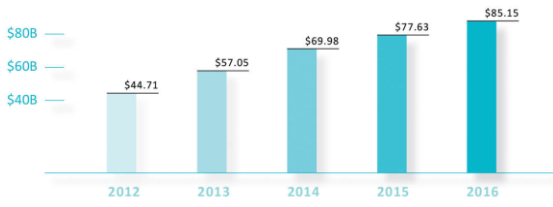
---

---

---

DAF Growth THE SAN FRANCISCO FOUNDATION

Figure 3: Total Assets in Donor-Advised Funds (\$B)



Source: National Philanthropic Trust

---

---

---

---

---

---

---

---

Contributions to DAFs



Figure 2: Total Value of Contributions to Donor-Advised Funds (\$B)



Source: National Philanthropic Trust

---

---

---

---

---

---

---

---

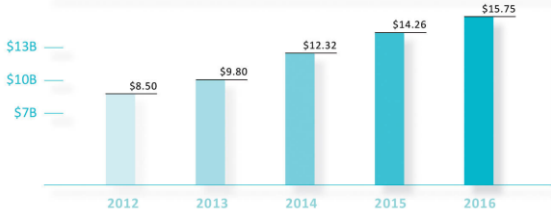
---

---

DAF Grants



Figure 1: Total Grants Made by Donor-Advised Funds (\$B)



Source: National Philanthropic Trust

---

---

---

---

---

---

---

---

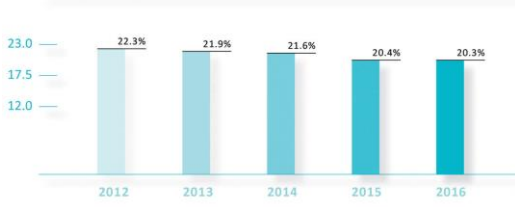
---

---

DAF Payout



Figure 5: Annual Payout Rate, Total for All Donor-Advised Funds



Source: National Philanthropic Trust

---

---

---

---

---

---

---

---

---

---





Uses of DAFs by Donors – Tax Deductions



- Front loading
  - Give to DAF every other year
- Liquidity Event
  - Examples:
    - Sale of business
    - Inheritance
- Implications for charities
  - Work with donor and CF to plan out multi-year commitment
  - Involve CF early if charitable gift is being contemplated from liquidity event
  - Consult with CF if complex asset is being considered

13

---

---

---

---

---

---

---

---

---

---

Uses of DAFs by Donors – Family Philanthropy



- Involve multiple generations in philanthropy
- Develop a focus for family's giving
- Engage family members in philanthropy
- Implications for charities
  - Create meaningful family engagement / volunteer opportunities
  - Offer informational sessions on charity's mission and approach
  - Seek opportunities to involve couples / spouses

14

---

---

---

---

---

---

---

---

---

---

Uses of DAFs by Donors– Learning About Issues



- Access to informational sessions
- Desire more impact with their philanthropy
- Donors seek peer learning opportunities
- Implications for charities
  - Learn about CF programmatic focus
  - If there is alignment, share information with CF
  - Invite CF to informational programs
  - Encourage donor to introduce charity

15

---

---

---

---

---

---

---

---

---

---

Case Study - #1



Cryptocurrency

- CF donor's favorite charity was offered gift of cryptocurrency
- Charity was not ready to take asset in a timely manner

Solution:

- Donor used his DAF to accept the gift and liquidate the asset.
- Donor followed with a grant recommendation from his DAF to favorite charity

16

---

---

---

---

---

---

---

---

Case Study - #2



DAF holder sought to increase visibility of favorite charity with CF

- Charity was aligned with CF's work (education)
- DAF holder was a major donor to CF and the charity

Solution:

- DAF holder met with CF representatives to learn about CF approach to education
- DAF holder scheduled meeting with CF and CEO of charity
- DAF holder offered to write piece in CF donor newsletter about her philanthropy

17

---

---

---

---

---

---

---

---

Case Study - #3



DAF holder sought to involve children in philanthropy

- No initial focus for their giving
- Children were pre-teens

Solution:

- CF and family established a philanthropic focus
- CF contacted charities it knew that offered age appropriate volunteer opportunities
- CF introduced family to charity
- Family has become very engaged and a major contributor through DAF

18

---

---

---

---

---

---

---

---

Case Study - #4



DAF holder wanted to contribute LLC interest and support several charities

- One charity grant was very large and was to be made over 3 years
- Charity did not have the experience or resources to work with DAF holder's advisors or take such an asset

Solution:

- CF worked with DAF holder's advisors to include DAF in transaction
- Upon liquidation event, DAF holder made grant recommendation for large multi-year gift to charity

19

---

---

---

---

---

---

---

---

---

---

Case Study - #5



Donor wanted to have more impact in Oakland

- Donor was interested in larger and more comprehensive grants
- Donor had never made large grants from DAFs

Solution:

- CF worked with donor to identify areas of interest in Oakland
- CF staff conducted interviews and research with nonprofits, city officials to identify priority needs.
- Key organizations asked to apply for this opportunity
- TSFF recommended and donor approved \$34M worth of grants

20

---

---

---

---

---

---

---

---

---

---

Closing – Keep Us Informed



- DAF donors are your donors as well
- Apply for open cycle grants if you believe organization matches criteria
- Share key moments of organization with CF staff
- Notify CF staff to major events
- Consider Agency Funds at the CF

21

---

---

---

---

---

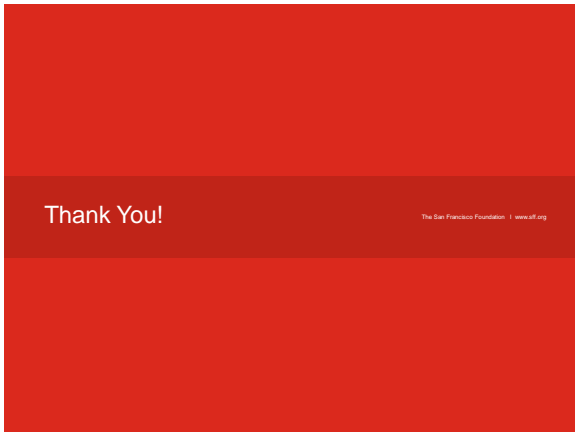
---

---

---

---

---



---

---

---

---

---

---

---

---