

From: "Jill Taylor" <JTaylor@jfsdelaware.org>

To: "Lisa Brooks" <LBrooks@jfsdelaware.org>

"Renna Van Oot" <Rvanoot@jfsdelaware.org>

Date: 4/12/2024 12:15:27 PM

Subject: Letter from DCF RE: Fee Structure & Spending Policy

Attachments: Scan_20240412_073834.pdf

Lisa and Renna - please see the attached letter from DCF.

Jill

From: Sharp Fax <SFax@jfsdelaware.org>

Sent: Friday, April 12, 2024 7:38 AM

To: Jill Taylor <JTaylor@jfsdelaware.org>

Subject: Scanned image from MFP

Reply to: SFAX <SFAX@jfsdelaware.org>

Device Name: Not Set

Device Model: BP-70C55

Location: Not Set

File Format: PDF (Medium)

Resolution: 200dpi x 200dpi

Attached file is scanned image in PDF format.

April 9, 2024

Renna Van Oot
Jewish Family Services of Delaware
99 Passmore Road
Wilmington, DE 19803

Subject: Changes to DCF Fee Structure & Spending Policy for Nonprofit Funds
Jewish Family Services of Delaware Fund (AGYEND-1210, ADSEND-1211) - Endowment
Evelyn and Jacob Zatushni Agency Endowment Fund (AGYEND-1507) - Endowment
The Tanny Agency Fund (AGYEND-1628) - Endowment
Grayson Family Agency Fund for Older Adults (AGYEND-1506) - Endowment

Dear Ms. Van Oot,

The Board of Directors of the Delaware Community Foundation voted in December to update the support fees and spending policy for all funds maintained at the DCF.

We are pleased to share that we have reduced the initial rate for our nonprofit funds from 1% to 0.9% for the first \$500,000, effective July 1, 2024. This change will reduce the expense of having the DCF hold your fund while continuing to:

- Effectively invest your organizations' funds in elite investment pools with top-tier advisors
- Help you accept estate and other complex gifts from donors, and
- Provide endowment-building advice to help you strengthen your long-term financial stability.

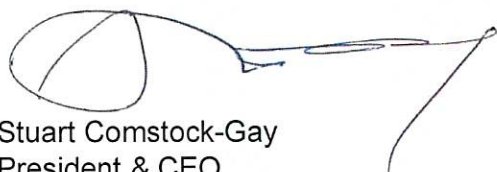
Please see the enclosed schedule for complete information about the new fee schedule.

Please also note that the spending policy for endowed nonprofit agency funds remains the same. In contrast, we have reduced the amount available to grant for other fund types to preserve capital and maximize the potential for growth over time. While we encourage you as a nonprofit partner to consider reducing your annual spend to 4.5%, we are not changing the policy. Maintaining the 5% rate combined with the accumulation of undistributed spendables for future use (as of FY19) are intended to ensure you retain the maximum flexibility to address your organization's needs.

If you have questions, please reach out to your primary point of contact at the DCF or Cassie DiSabatino, donor services coordinator, at 302.504.5230 or cdisabatino@delcf.org.

We appreciate your relationship with the DCF and your commitment to serving your community.

Sincerely,



Stuart Comstock-Gay
President & CEO

Donor Advised and Designated Funds

| Balance | Fee |
|---|----------|
| For assets up to \$1,000,000 | 1.00% |
| For the assets \$1,000,000.01 - \$2,000,000 | 0.75% |
| For the assets \$2,000,000.01 - \$3,000,000 | 0.50% |
| For the assets \$3,000,000.01 - \$5,000,000 | 0.25% |
| For the assets over \$5,000,000 | 0.15% |
| Minimums | |
| Annual fee | \$250 |
| Initial contribution | \$25,000 |
| Endowed and non-endowed funds available. | |

Scholarship Funds

| Balance | Fee |
|---|----------|
| For assets up to \$1,000,000 | 2.00% |
| For the assets \$1,000,000.01 - \$2,000,000 | 1.75% |
| For the assets \$2,000,000.01 - \$3,000,000 | 1.50% |
| For the assets \$3,000,000.01 - \$5,000,000 | 1.25% |
| For the assets over \$5,000,000 | 1.00% |
| Minimums | |
| Annual fee | \$1,000 |
| Initial contribution | \$50,000 |
| Endowed and non-endowed funds available. | |

Field of Interest Fund

| Balance | Fee |
|---|-----------|
| For assets up to \$1,000,000 | 1.50% |
| For the assets \$1,000,000.01 - \$2,000,000 | 1.25% |
| For the assets \$2,000,000.01 - \$3,000,000 | 1.00% |
| For the assets \$3,000,000.01 - \$5,000,000 | 0.75% |
| For the assets over \$5,000,000 | 0.50% |
| Minimums | |
| Annual fee | \$1,500 |
| Initial contribution | \$100,000 |
| Endowed and non-endowed funds available. | |

Nonprofit Funds

For public charities, religious institutions and governmental divisions.

| Balance | Fee |
|---|----------|
| For assets up to \$500,000 | 0.90% |
| For the assets \$500,000.01 - \$1,000,000 | 0.75% |
| For the assets \$1,000,000.01 - \$2,500,000 | 0.50% |
| For the assets over \$2,500,000 | 0.25% |
| Minimums | |
| Annual fee | \$225 |
| Initial contribution | \$25,000 |
| Endowment and long-term funds available. | |

DCF Unrestricted and Discretionary Grantmaking Funds

| Balance | Fee |
|---|----------|
| For assets up to \$1,000,000 | 1.00% |
| For the assets \$1,000,000.01 - \$2,000,000 | 0.75% |
| For the assets \$2,000,000.01 - \$3,000,000 | 0.50% |
| For the assets \$3,000,000.01 - \$5,000,000 | 0.25% |
| For the assets over \$5,000,000 | 0.15% |
| Minimums | |
| Annual fee | n/a |
| Initial contribution | \$25,000 |
| Endowed funds only. | |

DCF Operating Funds

| | |
|------------------------------|----------|
| No fee | |
| Minimum initial contribution | \$25,000 |
| Endowed funds only. | |

Fundraising Funds

For groups or entities wishing to hold traditional fundraising events to benefit identified charities.

| | |
|---|---------|
| Fee on all deposits into fund (gifts & revenue) | 7.5% |
| Minimum annual fee | \$1,000 |
| Initial donation | \$1,000 |
| Fees may be charged monthly or quarterly. | |

Fiscal Sponsorship Project Funds

For charitable projects serving Delaware.

Fees and minimums vary and are determined based on the approved project.
Agreements are typically valid for one year; extensions may be available.

Memorial Funds

A temporary donor advised fund to collect gifts in lieu of flowers.

No fee; agreement is for a 6-month term.

Bridge Funds

For organizations that have applied for and are awaiting public charity status from the IRS.

One-time fee of \$1,000 for up to 10 deposits; agreement is for a 12-month term.

Notes:

- These fees are charged to the fund monthly (unless otherwise noted) and do not include investment fees. The total annual fee for funds with tiered fee structures is a blended rate based on the fee charged for the balance in each tier.
- Legacy Funds (funds created with a future estate/planned gift) do not require an immediate minimum contribution and are not charged fees until the first gift is received.
- Funds of the same type established by the same family or entity may be assessed fees based on the aggregate balance in those funds.