

# The Great Commission Donor Advised Fund

Program Guide



# Introduction

This document is intended to outline the benefits of establishing a Great Commission Donor Advised Fund (Great Commission DAF) and answer many of your questions. It also covers policies and procedures for establishing a Great Commission DAF as well as the terms and provisions governing the administration of each Fund. These policies are applicable to all funds established and maintained with Cru Foundation, including initial contributions to a Fund, any additions to the Fund by the original giver or other persons and all income, profits, losses and expenses allocated to each Fund.

## Table of Contents:

Introduction	2	Investment of Fund Assets	11
About Cru Foundation	3	Administrative Allocations and Expenses	12
Governance and Accountability	5	Grant Recommendations	13
Establishing a Great Commission DAF	6	Receipts and Reporting	17
How to Open a Great Commission DAF	8	Additional Information	17
Contributions	9	10 Benefits of a Great Commission DAF	18

# About Cru Foundation

We are the planned giving department of Cru and conduct ourselves exclusively under their core beliefs.

## Cru's Mission:

Cru exists to help fulfill the Great Commission in this generation by winning people to faith in Christ, building them up in their faith and sending them out to reach others. Cru Foundation was created by Cru because the heart made new by Christ desires to give, and because followers of Christ are commanded to give of their material resources to accomplish God's purposes. Cru Foundation helps people give more wisely, effectively and efficiently by helping givers leverage the tools and techniques available under U.S. charitable tax law. We help people move beyond simply giving from their income to leveraging their net worth, and their lives, for the Glory of God.

We help our partners accomplish their mission in the following ways:

- ◆ Helping people clarify God's particular plan of stewardship for them.
- ◆ Listening well to understand the giver's goals, intentions, and aspirations.
- ◆ Helping givers who want to be generous beyond what is expected or traditional.
- ◆ Offering no-cost, no-obligation estate design services.
- ◆ Offering expertise and gift planning tools that create options and help their giving dollars go farther.

## Cru's Vision:

We envision a day when there are movements of multiplying disciples everywhere so that everyone knows someone who truly follows Jesus. We are trusting God to do this through our organization by the power of His Holy Spirit. To that end, we have created strategies and structure to help us realize this God-sized vision.

## Cru's Values:

### Faith, Growth and Fruitfulness

We lead from our values so that people live out a passionate walk with God, grow and develop and bear lasting fruit.

### Faith

"Now faith is the assurance of things hoped for, the conviction of things not seen. ... And without faith it is impossible to please [God] ..." (Hebrews 11:1,6, English Standard Version).

Living this out means that we, as an organization, aim to keep our focus on God and not on ourselves. Because Jesus said "... for apart from Me you can do nothing" (John 15:5, ESV), we realize our need for Him in every aspect of life and ministry. We depend on His Spirit moment by moment, yielding to Him as He instructs, abiding in Him and seeking to maintain a wholehearted devotion to Him.

### Growth

"Him we proclaim, warning everyone and teaching everyone with all wisdom, that we may present everyone mature in Christ" (Colossians 1:28, ESV).

This value says that, as an organization, we are committed to the maturity of the people God has entrusted to us. This challenges us to develop multiplying leaders who care for people. We focus our efforts on discipleship — both in ourselves and in others — pursuing character change rather than simply completing a training program. This value refers to not only individual growth, but also our collective growth.

## Fruitfulness

“... Whoever abides in Me and I in him, he it is that bears much fruit ... but I chose you and appointed you that you should go and bear fruit and that your fruit should abide ...” (John 15:5,16, ESV).

Fruitfulness means that, as an organization, we are willing to examine the results of our efforts. Specifically, we look for people to come to Christ, to be changing into conformity with Christ and to take His message to the world. It drives us to focus on not just our activity, but also our effectiveness. Because the Lord has entrusted so much to us, we strive to be good stewards, seeking the best return for our efforts.

## Legal Structure:

Cru Foundation, also known as The Great Commission Foundation of Campus Crusade for Christ Inc., is a non-profit corporation and is recognized by the IRS as a tax-exempt charity as defined in Section 501 (c)(3) of the Internal Revenue Code (the “IRC”), and is eligible to receive tax-deductible charitable contributions. Contributions to Cru Foundation are irrevocable and nonrefundable and to the extent allowed by applicable federal and state law, are deductible by the donor as a charitable contribution.

Cru Foundation is organized and operated, and makes grants and distributions from its Funds, exclusively for religious, charitable and other purposes (“exempt purposes”) that are in accordance with the historic Christian faith and teaching. Further details about the standards we apply to approve grants are included in this guide.

## Highlights of a Great Commission Donor Advised Fund:

A Great Commission DAF is a convenient way to manage your annual giving—all from one platform. You can:

- Make contributions to your Fund as you see fit and have all of your annual giving receipts in one simple location.
- Recommend grants to qualified organizations at your convenience.
- Track your giving history online.
- Receive a tax-deduction in the year the contribution is made, but recommend grant distributions at a later date.
- Give with true anonymity if desired.
- Prayerfully decide where your contributions go while any growth in the fund is tax-free.

## A Member of ECFA

Founded in 1979, ECFA provides accreditation to leading Christian non-profit organizations that faithfully demonstrate compliance with established standards for financial accountability, fundraising and board governance. ECFA enhances trust in Christ-centered churches and ministries by establishing and applying ECFA’s Seven Standards of Responsible Stewardship™ to accredited organizations. These seven standards can be found at [www.ecfa.org](http://www.ecfa.org). Many donors find satisfaction in the ECFA financial disclosure requirements because they know that financial information is available when and if they want it. The ECFA seal is tangible evidence to donors that ECFA member organizations adhere to high standards of financial integrity and Christian ethics.

## Contact Information:

Cru Foundation  
100 Lake Hart Drive, #3600  
Orlando, FL 32832

(800) 449-5454  
(407) 541-5106 (Fax)  
[www.crufoundation.org](http://www.crufoundation.org)  
[info@crufoundation.org](mailto:info@crufoundation.org)  
Tax ID: 95-2814920



## Governance and Accountability

Cru Foundation's Board of Directors is charged with governing the organization on behalf of its donors, advisors and beneficiaries and to further the organization's mission. Brief profiles of our directors are available at [crufoundation.org/our-board-and-financial-information](http://crufoundation.org/our-board-and-financial-information).

The Board is responsible for:

- ◆ Monitoring Cru Foundation's effectiveness.
- ◆ Establishing and implementing Cru Foundation's overall strategy.
- ◆ Overseeing policies to ensure ethical, legal and business integrity.
- ◆ Ensuring that all grantees are reviewed.
- ◆ Overseeing Cru Foundation's financial health and investment performance and policies.
- ◆ Monitoring the establishment of effective internal financial controls, review results of the annual independent audit, review results of periodic internal audits and assess compliance with legal and regulatory requirements.

Cru Foundation is audited annually by an independent national accounting firm and a copy of our Financial Statement is available on our website at [crufoundation.org](http://crufoundation.org).

*Declare His glory among the nations, His wonders among all peoples.—  
Psalms 96:3*



## Establishing a Great Commission Donor Advised Fund

A Great Commission Donor Advised Fund (DAF) is a “charitable giving fund” owned and operated by Cru Foundation. It gives advisory privileges to one or more named persons who are usually the donors to the fund. Fund advisory privileges include recommending grants to IRS-qualified public charities. The fund shares some features and benefits of a private foundation, but usually at a lower cost and less red tape. One can establish a Fund with Cru Foundation with as little as \$5,000 cash, stock or other appreciated assets. The donor realizes tax benefits in the year of the donation (subject to the donor’s particular circumstances). The donor-advisor recommends that Cru Foundation make distributions over time from the fund to the ministries and charities of their choice. This type of fund is often called a “donor-advised fund”.

Each donor may recommend grants (distributions) to charitable organizations anywhere in the United States. Cru Foundation exercises complete authority and control of all contributed funds. The acceptance of contributions to, and grant recommendations from, a donor’s Great Commission DAF are subject to Cru Foundation’s approval and these Program Guidelines. Cru Foundation’s Board of Directors may adopt and change guidelines and policies at any time, including those in this booklet, subject to the provisions of Cru Foundation’s articles of incorporation and bylaws.

### Foundation Ownership:

Cru Foundation is the absolute and unconditional owner of all assets in all Great Commission Donor Advised Funds. All contributions to a Cru Foundation DAF shall be irrevocable and non-refundable. Each Great Commission DAF will be reflected on Cru Foundation’s accounting and records as a separate identifiable Great Commission DAF, and as a component part of Cru Foundation.

### The Fund Agreement:

The Great Commission DAF Agreement between Cru Foundation and the donor consists of the donor’s completed application and those documents made a part of the application by reference, including these Program Guidelines as amended from time-to-time.

### Naming Your Great Commission Donor Advised Fund:

Cru Foundation allows you to name your Great Commission DAF subject to its approval. Unless you request anonymity for a specific grant, the name will appear with the letter that accompanies each grant check issued from your Great Commission DAF. Donors often name their Great Commission DAF for a charitable cause, a scripture reference or their families. However, you are not limited to those options.



## Great Commission Donor Advised Fund Role Definitions:

The following terms appear throughout The Great Commission DAF materials in reference to important roles.

Those roles are defined as follows:

- ◆ **Donor:** A donor is the prior owner of assets that have been contributed to Cru Foundation in order to fund a Great Commission Donor Advised Fund. Donors may include individuals, corporations, private foundations, trusts and other charitable organizations. The donor is usually, but not always, the Fund Advisor(s) and has the privilege of naming the Fund. Any donor may give to any Great Commission DAF, with some exceptions. Fund Advisor(s) may also nominate Advisors and Successor Advisors. Donors have online access to the fund in order to do things like make contributions, recommend grant distributions and view transaction history.
- ◆ **Great Commission DAF Advisor:** An Advisor has special privileges related to the fund such as recommending grants, naming the fund, having access to information (including online access credentials), recommending the investment profile and selecting the succession plan options. Financial and professional advisors, as well as family members are often given this role to act on behalf of the Donor and may make grant recommendations, update information or monitor activity.
- ◆ **Successor Advisor:** A Successor Advisor is an individual who is nominated in the Fund succession plan to act as an Advisor when the current Advisor(s) are deceased or otherwise unable to act. A Successor Advisor may not have Fund access until Cru Foundation receives proof of death or incapacity. At that time, Cru Foundation will notify the Successor Advisor that their role has changed to Advisor and that they have full privileges for the Fund.
- ◆ **Interested Party:** An Interested Party is an individual nominated by the Donor to be given access to the Fund information. Access may be limited to read-only.
- ◆ **Contributor:** Once the Fund is established, additional donors are allowed to make contributions to the Fund. Contributors do not have access or privileges, but they are issued a gift receipt and their gifts are tax-deductible subject to their individual circumstances.

## Naming Great Commission Donor Advised Fund Advisors:

When a Great Commission DAF is established, the Donor establishing the Fund can name any person as an Advisor to the Fund. An Advisor has the privilege of recommending grants from the Fund. If the Donor and the donor's spouse are named Advisors to the Fund, the privilege of recommending grants applies to both the Donor and the spouse. Unless otherwise specified on the application, Cru Foundation will recognize recommendations from any single Advisor. If a group of individuals is contributing to a Great Commission DAF, or if an organization has established a Fund, Cru Foundation recommends that one or two people be nominated by the group to serve as Advisors.

## Naming Successor Advisors and/or Beneficiaries:

The Donor may recommend Successor Advisors to, and charitable beneficiaries of, their Great Commission DAF so that grants and distributions can continue to be made following the Donor's death or incapacity. The application initially completed by the Donor provides for: (1) the recommendation that Successor Advisors be named to the current fund or that the remaining assets in the Fund be divided into new Funds with Successor Advisors; (2) the recommendation that the remaining balance in the Fund be granted in specified percentages to select eligible charities; (3) the recommendation to make recurring grants based on a percentage of the remaining account balance for a defined or indefinite period. In some cases, a combination of one or more of these options may be appropriate. If a succession plan is incomplete, unable to be acted upon or otherwise not in effect when account advisors can no longer serve, Cru Foundation will grant the accounts assets at its discretion. Likewise, if all Successor Advisors are deceased or otherwise unavailable, Cru Foundation will grant the account assets at its discretion.

If an account contains illiquid assets, such as real estate that do not generate sufficient income to meet the succession plan grant parameters, Cru Foundation reserves the right to suspend or alter the grant plan until such time as assets can be sold or otherwise positioned to meet the needs of the succession plan. The recommendations by the Advisor may be changed at any time during the life and legal capacity of the Advisor by delivery of a written notice of such change to Cru Foundation.

Any additional or Successor Advisors must be of legal age to enter into contracts. Minors may be named as Additional Fund Advisors (not primary), only where the minor's legal guardian is the Primary Fund Advisor on the same fund. If for any reason a minor or legally incapacitated individual becomes the sole Advisor or Successor Advisor, Cru Foundation will consider the legal guardian for that person as the Primary Fund Advisor. If there is no legal guardian, Cru Foundation will consider the fund to have no valid fund Advisor.

If the Donor recommends a charitable beneficiary to receive all or part of the Fund following the Donor's death, and that beneficiary is no longer in existence or eligible to receive a grant through Cru Foundation, the assets will then be granted at the discretion of Cru Foundation. If no Successor Advisors are recommended, or those recommended are not willing or able to assume the role of the Advisor to the Fund, or if no beneficiaries are recommended, or those recommended are not in existence or eligible to receive the recommended distribution, the assets will be granted at the discretion of Cru Foundation.

If a Great Commission DAF is opened and maintained jointly (as in husband and wife), upon the death of one Donor, the remaining Donor (spouse), will continue to have the right to recommend grants and designate Successor Advisors. Successor Advisors are not granted Advisor privileges until Cru Foundation has received proof of the death, incapacity or other disqualification of all persons named as Advisors to the Fund.

If the Donor-Advisor dies or becomes incapacitated or cannot be located after Cru Foundation has conducted a diligent search, and if such Donor-Advisor failed to notify Cru Foundation of a Successor Advisor or did not recommend charitable beneficiaries, or if a recommended Successor Advisor is deceased, incapacitated, or cannot be found after Cru Foundation has conducted a diligent search, then in any of such events, the assets will be granted at the discretion of Cru Foundation.

## How to Open a Great Commission Donor Advised Fund

Opening a Great Commission DAF is simple. Just follow these steps:

- ◆ Complete the fund application, which you can download at [crufoundation.org/wp-content/uploads/2019/03/TCF-DAF-Application-2019-Fillable.pdf](https://crufoundation.org/wp-content/uploads/2019/03/TCF-DAF-Application-2019-Fillable.pdf). Or request from Cru Foundation (see section on Contact Information).
- ◆ Return the completed application to Cru Foundation, Dept. 3600, 100 Lake Hart Drive, Orlando, FL 32832.
- ◆ Cru Foundation will send you a welcome email notifying you that your account is open. You may then make your first contribution. Checks may also be sent along with the application in step 2. See section on Types of Contributions for further details.
- ◆ The welcome email you receive will contain instructions on how to set up your online account access. Credit Card contributions can be made after online account access is established.
- ◆ You can begin recommending grants as soon as contributions are posted to your account.

If you would like to take the Great Commission DAF online account experience for a "test drive," please contact TCF for access to a demonstration account.

## Statements

Each month fund advisors and authorized interested parties receive notification by email that a new account statement is available through their online account. The statement summarizes the account balance, contribution and grant transactions, and all other activity during the month. In January of each year, an annual summary statement will be available online. Statements are not intended for tax-reporting purposes.



# Contributions

Cru Foundation is here to assist Donors with strategic giving and biblical counsel. By donating cash, stocks, real estate or a portion of your business, you are partnering with Cru in its commitment to share the gospel, make disciples, and to help fulfill the Great Commission.

## Initiating a Contribution:

Cru Foundation will accept contributions from individuals, for-profit corporations, non-profit entities, donor-advised funds, trusts and estates. The minimum initial contribution is \$5,000. Donors may transfer money or property from another charitable organization to Cru Foundation (special exceptions may apply to private foundations). For certain asset types (such as stocks, mutual funds or non-liquid gifts), additional documentation is required to transfer the assets to Cru Foundation.

A contribution to a Great Commission DAF may be initiated by any person making a charitable transfer of money or property to Cru Foundation. Once the assets and all required paperwork have been received by Cru Foundation in good order, Cru Foundation will liquidate the asset and invest the net proceeds as described elsewhere in this guide. If Cru Foundation elects to accept the charitable transfer, the charitable transfer is complete when Cru Foundation receives it or otherwise takes ownership. When this occurs, the Great Commission DAF is fully established and available to support 501(c)(3) charities that are approved according to our Giving Guidelines.

## Acceptance of Contributions:

After completing its due diligence, Cru Foundation may accept or reject, at its sole discretion, any contribution made to establish or add to a Great Commission DAF, and Cru Foundation may not be required to accept any contribution to establish or add to any Fund. The Donor may not impose any material restriction or condition with respect to transferred assets, or that otherwise prevents Cru Foundation from furthering or carrying out one or more of its exempt purposes.

Cru Foundation does not accept time shares because of the holding costs, low re-sale value and difficulties involved in liquidation. In accordance with federal law, Cru Foundation does not accept qualified charitable distributions (QCD) from IRAs into Great Commission DAFs. Donors who need help sending a single qualified charitable distribution to multiple charities including Cru should contact Cru Foundation.

## Contribution Processing Time Frames:

Processing times vary depending on the type of asset being given by the Donor. Cru Foundation generally tries to liquidate contributed assets as soon as possible, after the assets and the necessary documentation are received in good order. Time frames for delivery of assets to Cru Foundation are often dependent on the firm holding the assets being donated. During certain peak periods, such as the end of the calendar year, contribution processing may take longer than normal to complete.

## Types of Contributions:

### Liquid Contributions:

Cru Foundation accepts gifts of U.S. dollars via personal check, bank check and money order. Donations to the Great Commission DAF can be made online by credit card using the account associated with the fund. Third party credit card transaction fees will be charged to the Fund. Cash contributions must be delivered to Cru Foundation by check or wire transfer. Checks should be made payable to “Cru Foundation” and mailed to 100 Lake Hart Drive, #3600, Orlando, FL 32832.

Cru Foundation is not responsible for any loss in value that may occur between the Donor’s transfer of any security gift and its subsequent liquidation due to market fluctuations. Documentation and the Great Commission DAF name must accompany all contributions and be in good order. Unidentified contributions will be placed into a holding account until the donor can be identified. If the contribution remains unidentified for 180 days, it will be granted at the discretion of Cru Foundation.

Donors wishing to make a contribution to Cru Foundation via wire transfer of funds should contact Cru Foundation. Donors receive credit for each contribution on the day it is received.

Publicly-traded securities are any securities issued by business entities domesticated in the U.S. that have been registered with the United States Securities Exchange Commission, and are eligible to be publicly traded on a national exchange. Publicly-traded securities may be gifted via electronic transfer or in certificate form. Please contact Cru Foundation for details on how to transfer securities.

Mutual funds that are proprietary to certain brokerages may also be contributed to a Great Commission DAF. Cru Foundation requires the necessary documents to receive these types of mutual fund gifts and correctly identify the source donor. Once Cru Foundation receives the appropriate authorization or paperwork and the shares in good order, the shares will be liquidated.

### **Non-Liquid Contributions:**

Cru Foundation may also accept contributions of property other than cash or publicly-traded securities. Cru Foundation can accept many types of assets, including:

- ◆ Privately-held corporate stock
- ◆ Business interests (ownership in closely-held businesses, Limited Partnerships, Limited Liability Companies or Sub-chapter S & C corporations)
- ◆ Restricted securities (publicly-traded securities that may have sale restrictions)
- ◆ Real property interests
- ◆ Collectibles and tangible personal property
- ◆ Royalties or copyrights
- ◆ Life insurance (term, whole, universal, or variable)
- ◆ Loan Notes (money owed to you)
- ◆ Estate Gifts (proceeds from wills or trusts)
- ◆ Remainder Beneficiary on Retirement Plans (401ks, IRAs, or pension plans)

### **Testamentary Gifts and Gifts from Trusts:**

The Donor may name his or her Great Commission DAF as the beneficiary of a bequest of cash or securities, including mutual fund shares and qualified Individual Retirement Account (IRA) assets. Cru Foundation and the Fund may also be named as the beneficiary of a charitable remainder trust, charitable lead trust, revocable trust, charitable gift annuity or life insurance policy. Combining these charitable gift vehicles with a Great Commission DAF can add flexibility and options to help you achieve your goals. See the section “Contact Information” for Cru Foundation’s legal name and address.

It is very important that Cru Foundation be notified of any plan that involves using a testamentary (established at death) Great Commission DAF for proper coordination and compatibility. Testamentary documents should use Cru Foundation’s full legal name: “The Great Commission Foundation of Campus Crusade for Christ, Inc.” Cru and Cru Foundation have distinct legal identifiers and documents should be checked to make sure the proper identifiers are in place. Please contact Cru Foundation for help with suggested will language for bequests to Cru or Cru Foundation.

## Investment of Fund Assets

Cru Foundation seeks to protect the value of Great Commission DAF funds while they are being held for distribution later. The primary objective of our investment approach is to balance capital preservation with risk-return efficiency. Cru Foundation seeks to invest assets in low cost options with discipline, clear objectives, and a long-term perspective. All investments are subject to risk. No investment approach ensures growth or prevents loss, especially in a declining market.

In order to preserve capital, it must be protected from inflation. In order to achieve that goal, in each of our investment profiles, we seek superior risk-adjusted returns that align with the anticipated holding period and distribution objectives. Liquid GCF assets are invested according to one of four investment profiles. The investment performance of our profiles can be viewed in the FAQ section of our website.

- ◆ Cru Foundation's investment program is founded on Modern Portfolio Theory (MPT), which is the generally accepted approach for developing investment portfolios.
  - ◇ The goal of the MPT is to optimize the risk-return efficiency of a portfolio.
  - ◇ Each investment in a portfolio is evaluated not on a standalone basis, but instead in the context of the overall portfolio.
- ◆ Cru Foundation's Great Commission DAF portfolios are constructed using a constrained mean-variance optimization relying on decades of historical asset class performance data.
  - ◇ The result of this exercise is portfolios that are well diversified across asset classes, utilizing global equity and primarily investment grade U.S. fixed income.
- ◆ Cru Foundation's investment philosophy includes the use of passive/index-tracking ETFs.
  - ◇ This approach allows Cru Foundation's DAF portfolios to access investment markets in a low-cost fashion while avoiding any concerns about specific active managers.
- ◆ Cru Foundation is supported by Cornerstone Management, a leading provider of investment consulting, planned gift administration and planned gift consulting services to the Christian non-profit community.
  - ◇ Cornerstone serves approximately 75 Christian non-profit organizations across the U.S.
- ◆ Cru Foundation uses iPhi, a leading online donor portal and accounting system.
  - ◇ iPhi allows donors to access account information and statements.
  - ◇ iPhi also gives donors the ability to make contributions and grant requests online.

## How Fund Assets Are Invested

Funds of less than \$200,000 in value will generally be invested in the Conservative profile described below. On the fund application, the fund adviser may recommend one of four investment profiles if the fund value is greater than \$200,000, subject to approval. Once the profile recommendation is approved and Cru Foundation liquidates the contributions, funds are allocated according to the investment profile. Once the funds are invested, net investment income, gains, and losses are allocated to the fund. Additional contributions will be allocated according to the existing profile. All investments are governed by the Cru Foundation Investment Policy Statement. If no investment profile is recommended, Cru Foundation will make the selection.

While Cru Foundation may invest assets in mutual funds or exchange traded funds (ETFs), the investment profiles are not mutual funds or ETFs themselves, nor are they publicly traded. Prospectuses, independently published prices or ratings for the profiles do not exist.

Cru Foundations Board of Directors has sole responsibility and authority to invest Cru Foundation assets. The Board selects, approves and periodically reviews all investment options and may occasionally adjust the investment portfolios. Investment profile recommendations made by fund advisers are not binding.

## Market Fluctuations

Natural and inevitable fluctuations in investment markets will cause the value of assets in a fund to vary from the original value of the contribution. Advisers should recommend an investment profile in keeping with distribution objectives, time horizon, and risk factors. Cru Foundation Giving Counselors are available to work with advisers to make the best choice. The four investment profiles Cru Foundation offers are designed to accommodate various holding times and grant objectives. For further guidance on which profile to choose, see the description of each profile.

## Available Investment Profiles

Cru Foundation offers four investment profiles to accommodate anticipated grant objectives that range from immediate to long term.

- ◆ The Ultra Conservative is a cash investment profile that seeks preservation of principal and a stable fund value by earning interest similar to that of commercial money market fund rates. Highly liquid, short-term fixed income investments are used to minimize the risk of capital loss.
- ◆ The Conservative profile is invested in fixed income and cash securities. This profile seeks preservation of principal but over long periods of time is expected to generate a higher return than would the Ultra Conservative profile. The Conservative profile is subject to interest rate risk and credit risk but does not contain equity (stock) risk.
- ◆ The Moderate Profile blends equity and fixed income securities and is oriented more toward fixed income. This profile will exhibit a moderate degree of volatility in principal value and should be used for funds where both growth and some control in volatility are goals. The recommended time horizon is several years or longer. Over long periods of time, the Moderate Profile is expected to generate higher returns than would the Conservative profile.
- ◆ The Growth Profile also blends equity and fixed income securities but is oriented more toward equities. This investment profile is subject to moderately high volatility and is suitable for funds with a growth objective. The Growth profile should be used for funds that have a time horizon of at least five to 10 years, such as endowment-like funds. Over long periods of time, the Growth Profile is expected to generate higher returns than would the Moderate profile.

## Investment and Management Expenses

Cru Foundation deducts all investment-related expenses from the fund assets, including a pro rata share of investment advisory fees, mutual fund expenses, custodial charges and trading costs. Cru Foundation uses a broker that charges no fees on equity and exchange traded fund (ETF) online trades. If any fund asset requires unusual amounts of time or expense to manage, hold, liquidate or distribute, Cru Foundation deducts those costs from the associated fund.

## Administrative Allocations and Expenses

Cru Foundation assesses no administrative fees on Great Commission DAF. This means that more of your contribution to your Great Commission DAF is freed up to go to kingdom work or the qualified charity of your choice. An annual investment advisory fee (as of June 30, 2020, 0.64% and trending downward) is applied to accounts on a quarterly basis. The investment mutual funds that make up the four Fund investment profile options have internal fund fees which are not applied as separate, distinct charges. Cru Foundation seeks investment fund options that offer low internal fund fees without compromising investment performance. The average internal fund fee across the funds in our investment profiles is in the range of 0.11% to 0.13%.

# Grant Recommendations

## Overview:

Once a Great Commission DAF is established and funded, the Advisor(s) on the account can then recommend grants at any time to qualified 501(c)(3) charities. Advisors should make every effort to submit grants online through their secure, password protected, online account to ensure accurate and timely processing. All grant recommendations must be submitted in writing. Please contact Cru Foundation for special circumstances.

Before approving a grant, Cru Foundation follows a standard review and approval process in order to ensure that grants do not conflict with the law or Cru Foundation's policies or guidelines.

Since contributions to a Great Commission DAF are irrevocable, and all donated assets become the sole property of Cru Foundation, grants from an account are not tax-deductible, even when a grant recipient issues a tax substantiation letter. You will receive a tax-deductible receipt for initial contributions into the Great Commission DAF.

Cru Foundation's board maintains ultimate authority over all grant distributions. In the event that one or more grant recommendations from an account Advisor is denied, the funds will remain in the Great Commission DAF until an alternate grant is made.

## Minimums, Timing, and Amounts:

Cru Foundation allows an unlimited number of grants with no distribution fee. The minimum grant amount to Cru or an outside organization is \$50. A single grant can be divided into multiple designations within Cru. For example, a \$100 grant to Cru can be applied as four \$25 gifts to four designations.

If any distribution requires unusual amounts of time or expense to investigate, liquidate and accomplish the distribution, such costs will be allocated to Cru Foundation from the associated Great Commission DAF. If funded with real estate or other non-cash assets, seller's fees, commissions, processing fees and any out of pocket expenses would first be deducted from the fund value. Cru Foundation will manage this Great Commission DAF without charge except as mentioned in the previous sentence regarding real estate and other non-cash gifts.

Approved distributions will generally be sent out to the organization within two weeks of the receipt of the distribution request.

### Ensuring Timely Grants:

- ◆ Start your grant recommendation planning submission well in advance of peak periods when high volumes require additional time to review and process recommendations. (Peak periods are year-end and the 1st and 15th of each month).
- ◆ If you are recommending a grant to a new charity include an accurate contact name, contact number, address, and Employer Identification Number (EIN).

## Grant Approvals:

We approve a broad range of grants including grants to organizations and for purposes which are not explicitly Christian but which are a reflection of God's common grace to all mankind. Any grant that has the approval of Cru Foundation's Board of Directors will be issued.

Please contact us if you would like to discuss any charity you are considering. We take grant recommendations seriously and seek to honor them whenever possible. We seek to avoid making grants that support teachings or ethics that clearly undermine the integrity of the historical, orthodox understanding of the gospel as expressed in Cru's Statement of Faith and in other creeds widely recognized by the Church as authoritative.

We support the donor advised fund system and believe that checks and balances are part of God's healthy design in such systems. Every believer who is in fellowship with Christ is guided by the Holy Spirit when making grant recommendations, therefore, we take each grant recommendation seriously and seek to approve them whenever possible. At the same time, the law gives Cru Foundation absolute and irreversible control over assets in our donor advised fund program. We evaluate each grant recommendation according to our highest duty, which is the solemn responsibility and accountability to God to be good stewards of the funds entrusted to us. We reserve the right to approve or disapprove, in our sole discretion, any grant recommendation.



## Prohibited Grants:

We cannot approve grants that include, but are not limited to, the following purposes:

- ◆ Obtaining a private benefit for any person
- ◆ Paying for dues or membership fees
- ◆ Purchasing tickets to any event or event registration fees
- ◆ Purchasing goods, even at a charitable event
- ◆ Gifts that result in more than an incidental benefit accruing to an individual
- ◆ Supporting any political activity such as lobbying, campaigning, or advocating
- ◆ Obtaining favor with those in authority over a pending or contemplated business or financial transaction
- ◆ Paying any legally binding, legally enforceable pledge made to a charity

If you have questions about whether a particular grant may qualify, please contact Cru Foundation for further guidance.

## Role of Donor and Advisor:

A Donor may recommend that grants be made from the Great Commission DAF to qualified U.S. tax-exempt organizations classified as a 501(c)(3). In addition, Cru Foundation will not make any recommended grants to organizations whose tax-exempt purposes or activities are directly opposed to the mission and values of Cru and the Christian faith.

## Recommendations, Not Grant Control:

Tax laws require that the Donor's charitable gifts be irrevocable and unconditional in order for a Donor to receive the associated tax benefits of a charitable deduction. Cru Foundation will allow the Donor to recommend (advise) but not control, how assets in that Donor's Great Commission DAF are invested and distributed, with all such recommendations being subject to the approval of Cru Foundation.

## Recommending Grants:

Advisors should make every effort to submit grant recommendations through the Donor's account portal. Grant recommendations may not be made via phone. All recommendations must be received in writing and include the following information:

- ◆ Name, address, phone number, contact person and website (if applicable) of the organization being recommended for the grant
- ◆ Dollar amount of the proposed grant
- ◆ Specific recommendation, if any, for the grant (i.e. support for a particular project of the organization)
- ◆ Specification of whether the grant is to be made anonymously (Note: Unless anonymity is requested, the recipient will be advised of the Donor recommending the grant.)

## Anonymity:

If the Donor requests complete anonymity, no Fund or Donor information will be printed on the grant distribution letter. The letter will still specify the grant purpose and may contain optional additional comments.

## Scheduling Grants:

You may recommend that grants be issued on a one-time basis or as recurring distributions. Annual, semiannual, quarterly and monthly are permitted and you may recommend the start date and the number of recurring payments you would like to grant. A grant that was approved in the past may be denied if eligibility rules, the organization's status or legislation changes.

## Fund Balance Considerations:

Funds must be available to satisfy a grant recommendation prior to the recommended grant issue date. Requests for grants that are close to the total available balance for a Fund may not be available on the desired transaction date, due to fluctuations in asset value. Donors who want to grant all available funds to "zero out" the fund should include these instructions in the "special instructions" section of the online grant request page. Unfunded recommendations will be rescheduled if a new contribution is pending. If no pending contribution exists and available balance is insufficient to satisfy the grant request, the recommendation will be cancelled. Cru Foundation will not issue grants for amounts greater than the available fund balance. The Donor will be contacted and may decide to revise the grant request, or add additional contributions to the Great Commission DAF to satisfy the grant recommendation.

## Grant Letters:

Grants issued by Cru Foundation are accompanied by a transmittal letter identifying the Great Commission DAF that made the gift and at whose recommendation the grant is being sent (if the Donor has requested anonymity, the letter will not reveal the Fund name or the Donor's name).

## Uncashed Grant Checks:

If Cru Foundation's records indicate that a recipient charity has not cashed or deposited its check within 90 days, Cru Foundation will investigate the outstanding check with the organization. When appropriate, we will issue a stop-payment order on the check and forward a new check to the organization. If a request is made to replace an outstanding check prior to our review, it cannot be replaced until it has been outstanding for at least 30 days.





## Receipts and Reporting

Cru Foundation will issue and transmit to each Donor a receipt for each eligible contribution to a Great Commission DAF. Receipts for cash contributions made by check will reflect the amount of the check, the date received and will be issued to the account holder whose name is printed on the check used to make the contribution. When any person, other than the person who established the Great Commission DAF, makes a contribution, the person actually making the contribution will be issued a receipt. Cash contributions will be received within 10 business days.

Receipts issued by Cru Foundation for the contribution of marketable securities and non-liquid assets will provide a description of the asset contributed as well as the date the asset was received, but will not state or establish the contribution's value. Receipts for non-cash contributions may take up to 15 business days to receive a receipt after Cru Foundation receives the asset because of settlement processing. It is the responsibility of the Donor to determine and substantiate the value of the contribution, including any required, qualified appraisal, in accordance with the rules and regulations of the IRS. Any costs associated with determining asset value, including appraisals, are the responsibility of the donor. If Cru Foundation incurs costs related to substantiating the value of an asset, those costs may be charged to the associated Fund. Cru Foundation will provide the Donor with a substantiation letter to assist the Donor in meeting IRS requirements.

## Form 8283

For the convenience of the donor, Cru Foundation will complete and sign Section B, Part IV of IRS Form 8283 and provide it to the donor for donations of securities and other non-cash assets. To qualify for charitable deductions greater than \$500, donors must complete the IRS Form 8283 (Non-cash Charitable Contributions) and attach it to their IRS Form 1040. Donors should consult their tax advisor before completing and submitting the form. IRS regulations state that valuation is a donor's responsibility, therefore, Cru Foundation is not required to, and will not, assign or certify a gift's value on Form 8283. Cru Foundation must have the donor's social security number in order to complete Form 8283. The form will be included with the donor's receipt for the contribution.

## Additional Information

**Disclaimer:** Each individual's tax situation is unique and is likely to be impacted by specific facts and circumstances that are beyond Cru Foundation's control or knowledge. Additionally, tax laws and regulations change frequently, and their application to a particular taxpayer's circumstances can vary widely. We strongly encourage the Donor to consult with his or her tax advisor. Cru Foundation disclaims any responsibility for the accuracy or adequacy of any position taken by Donors in their tax returns.

Each Donor who opens a Great Commission DAF, with the expectation of receiving the benefit of deductions for purposes of state and federal income taxes, does so with the understanding that neither Cru Foundation, nor any of its directors, officers, employees, agents or representatives, are engaged in (a) providing legal advice, or tax advice, (b) rendering legal opinions or tax opinions or (c) other professional service. Cru Foundation recommends that each person planning to make a charitable contribution to Cru Foundation, or any other tax-exempt organization, seek legal, accounting or tax advice and/or other expert assistance from experienced and competent professionals, prior to making any such contribution.

## 10 Benefits of a Great Commission Donor Advised Fund

1. **Get a double tax savings.** You may be aware that donating appreciated stock rather than cash to your GCF not only provides an income tax deduction, but it also shelters the stock from long-term capital gains taxes. Often, those appreciated stocks are your best performers and you want to let them keep charging ahead. At those times, you might be tempted to give cash. Instead, consider giving the stock and simultaneously purchasing the same number of shares with the cash you would have donated. That way, you still take advantage of the double tax savings, but you have the added benefit of maintaining an identical stock position. You also reset the cost basis on those appreciated shares to zero—a tax advantage for you should you need to sell the shares. Keep in mind, “wash sale” rules do not apply to donated shares.
2. **Pass your values to your children and grandchildren.** Create a committee that involves your children or grandchildren and invite them to recommend grant ideas. As the chair of the committee, you can establish criteria for grants and allow others to find worthy kingdom causes. Group discussions and deliberation allow you to communicate your family values through word and deed, and give others the opportunity to do likewise. Prepare the future chair or co-chairs of the committee and name them the successor advisors of your GCF.
3. **Operate your own “private foundation” without the hassle and expense.** Many donors with private foundations have learned that a GCF can accomplish their goals, but without the following headaches: filing tax returns; disclosing grants, investment fees, trustee names and staff salaries; start-up costs; expensive maintenance; administrative burdens like asset management and maintaining board minutes; and being subject to excise taxes. Perhaps best of all, GCF contributions provide higher deductibility limits that allow for greater leverage of God’s resources.
4. **Leverage your appreciated assets.** Donating appreciated assets into a GCF saves on both income and capital gains taxes. Other types of appreciated assets, like real estate or business interests, can be put in a GCF for the same benefit. It also makes distribution of the assets easier, especially if you want to support multiple ministries or need time to figure out where to give.
5. **Harness tax-free growth.** Unlike investments in a brokerage account, funds in a GCF are not subject to capital gains taxes. That means the investment growth inside of a GCF can be harvested tax-free.

A GCF can be set up to work like an endowment so that principal is invested for long-term growth and returns on principle can be redeemed for granting.

6. **Time your distributions for greater effectiveness.** Increase your impact by offering a matching or challenge gift to your ministry. With a GCF you can meet tax deadlines now while giving your ministry time to raise matching funds. Or use your GCF to distribute gifts over time to allow the ministry to forecast, make plans and adjust. Or set up a company fund to match employee giving.
7. **Form a giving circle.** A GCF allows you to pool funds with like-minded friends who are passionate about ministry. By combining contributions into one larger effort, you and your friends can have the satisfaction of “moving the needle” on an important project. Uniting around goals and a giving strategy is a great catalyst for deeper fellowship and generosity.
8. **Protect your privacy.** A GCF can protect you, your family and your business from unwanted public attention, whether it be positive or negative. Individual donor names can be kept confidential and grants can be made anonymously.
9. **Create a tribute or memorial fund.** You can name a GCF after an honored family member or friend so that it serves as a tribute or memorial fund. Because anyone may make tax-deductible gifts to your GCF, this can be an excellent place to collect “in lieu of” contributions. TCF does the receipting for you, and you can decide what grants to recommend later.
10. **Add flexibility to your estate giving.** Your GCF can be made the recipient of assets you plan to give to charity. This could be especially helpful if you prefer your donations be designated to specific projects or to where most needed at that time. By putting testamentary funds in a GCF, your successor advisor will evaluate the best designation for your gifts. If a program or project is no longer relevant or effective, they may choose something more appropriate. The successor advisor could be your executor, or anyone you trust to make decisions in accordance with your values.



