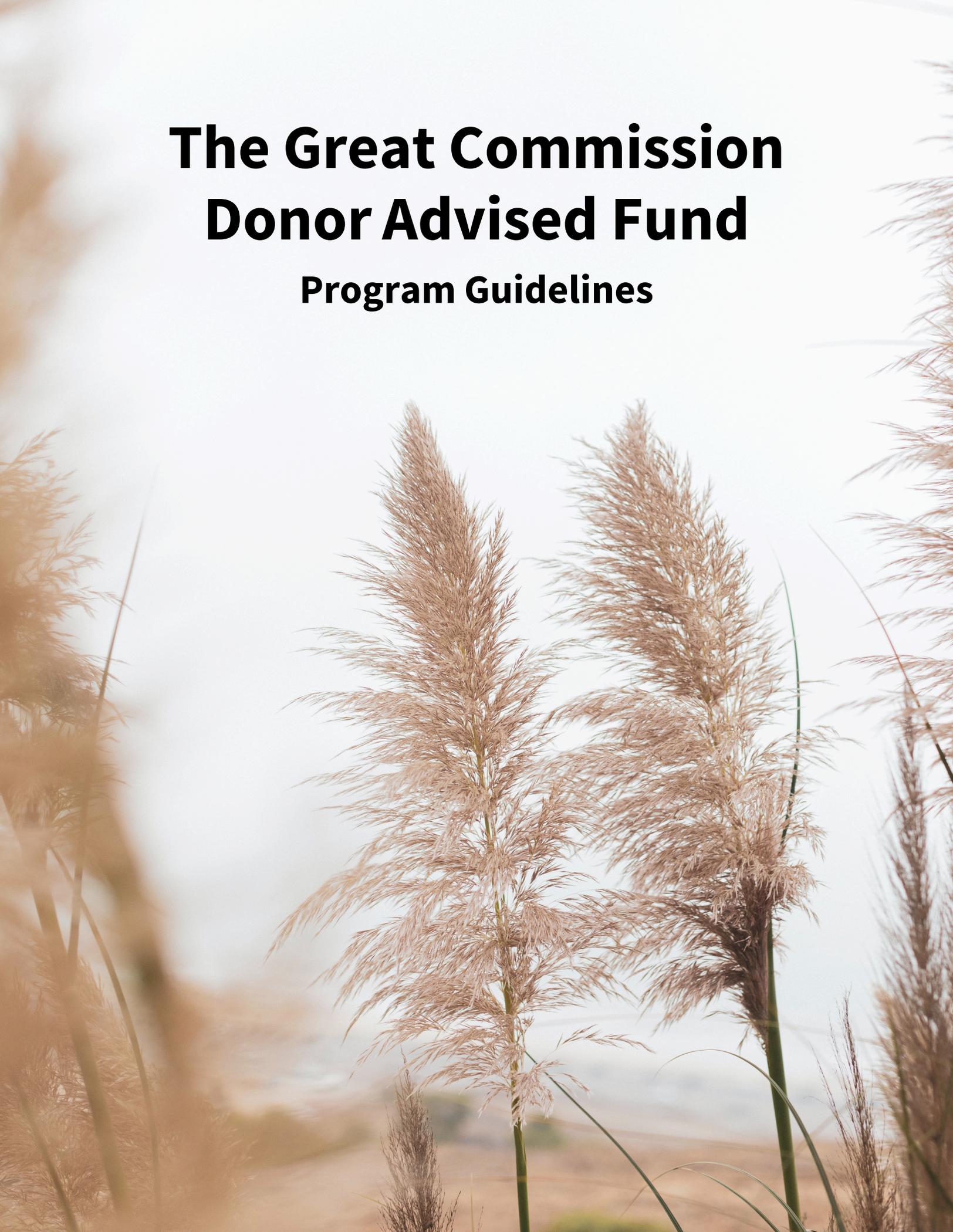


# **The Great Commission Donor Advised Fund Program Guidelines**



**Welcome to Cru Foundation, a ministry of Cru. We support followers of Christ in their generous endeavors to fulfill the Great Commission around the globe!**



As a donor with Cru Foundation be encouraged to give to your favorite Cru ministries and to the many other charitable organizations dear to your heart.

*Here's how we can help:*

- We listen to understand your giving goals, intentions, and aspirations.
- We journey with you as you refine your stewardship plans and as you experience the joys of giving.
- We support you in living generously beyond what is expected or traditional.
- We offer no-cost, no-obligation estate design services.
- We offer giving expertise and gift planning tools, including a donor advised fund, that create new opportunities and help your giving dollars go farther.

These Program Guidelines are intended to outline the benefits of establishing a Great Commission Donor Advised Fund (“DAF” or “Fund”) at Cru Foundation. It also covers procedures for establishing a DAF as well as the general terms and provisions governing the administration of each Fund. These Program Guidelines are applicable to all Funds established and maintained with Cru Foundation, including contributions to a Fund, grants advised from the Fund, and all income, profits, losses and expenses allocated to each Fund.

We look forward to serving you!

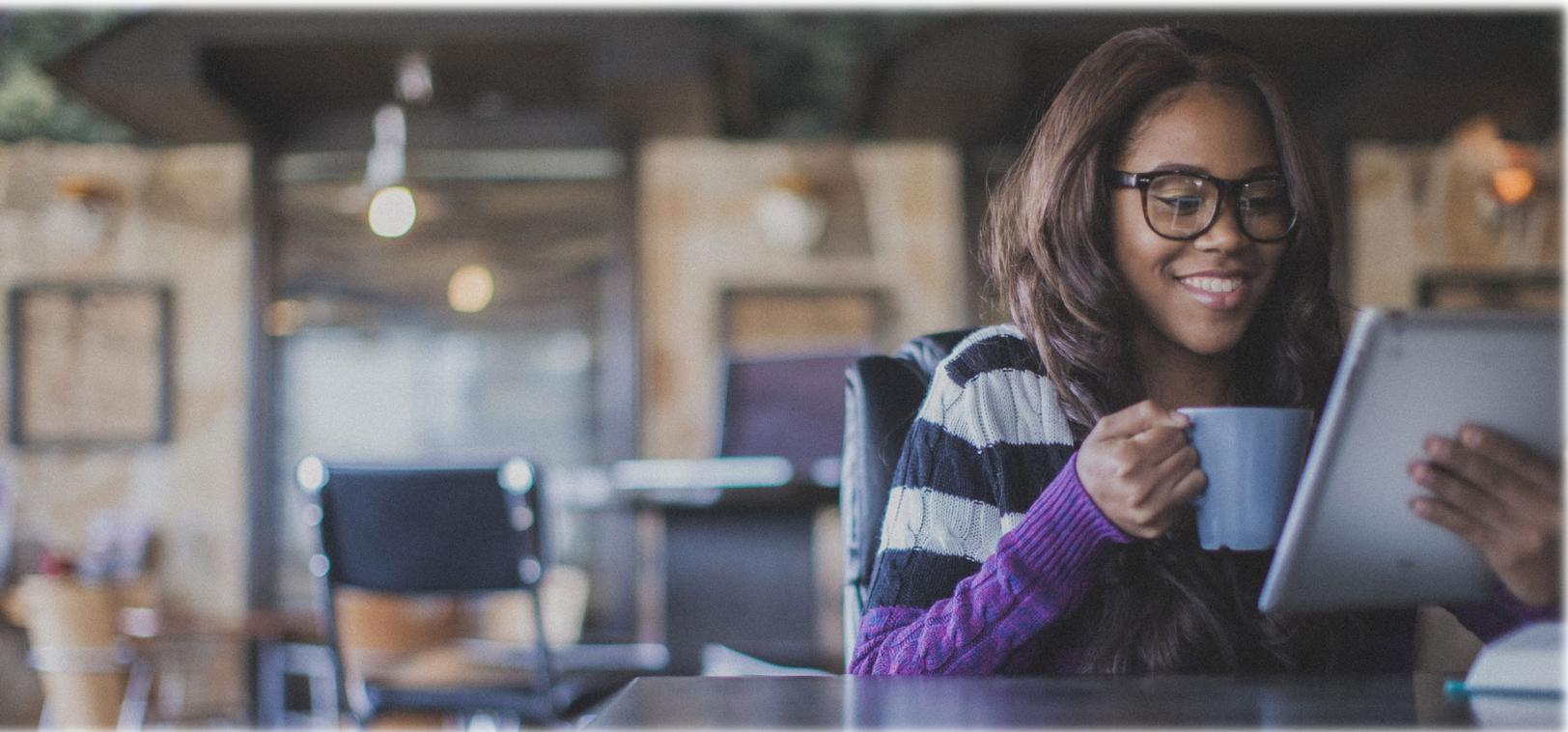


In Christ,  
Eric Fleshood, CEO

1-800-449-5454  
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# About Cru Foundation

## Our Mission

Accelerating the Great Commission through smarter generosity.

## Our 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.

## Our Statement of Faith:

Like you, we are passionate followers of Christ Jesus. Our full Statement of Faith mirrors that of Cru and is easily found online at <https://www.cru.org/>.

## Our Values:

We lead from our values so that Cru Foundation team members and volunteers 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, ESV).

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. As a team 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 employees who God has entrusted to us. This challenges us to develop multiplying leaders on our teams who sincerely 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 as the bigger Cru Foundation team.

### **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.

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

## **Our History:**

Cru Foundation was created by Cru because the heart made new by Christ desires to give. Cru Foundation was originally known as The Great Commission Foundation and it primarily served the planned giving needs of supporters to Campus Crusade for Christ, founded by Dr. Bill Bright in 1951. After serving directly with Dr. Bright for years, Eric Fleshood became the CEO of the Foundation, adjusting our services to more comprehensively serve all donors and the ministries of Cru.

## **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, 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.

## 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.

## 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 on our webpage.

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 upon request.



## Contact Information:

Cru Foundation  
100 Lake Hart Drive, #3600  
Orlando, FL 32832  
Tax ID: 95-2814920

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

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

## Summary of a Great Commission Donor Advised Fund:

A Great Commission Donor Advised Fund, also known as a “DAF” or “Fund”, is a charitable giving fund owned and operated by Cru Foundation. The purpose of the Fund is to provide funds for support of Cru and any qualified charitable organization whose stated purpose and activities are not in contradiction to the goals, objectives or religious mission of Cru. Cru Foundation 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 with much greater ease of use. One can establish a Fund with Cru Foundation with as little as \$5,000 cash, stock or other appreciated assets.

Contributions are made into the Fund by the donor. Each donor realizes tax benefits in the year of the donation, subject to that donor’s particular circumstances. A charitable carry forward is usually permitted for unused gift deduction amounts too.

The Fund Advisor may recommend grants (distributions) to charitable organizations anywhere in the United States. Cru Foundation exercises complete authority and control of all contributed gifts and funds. The acceptance of contributions to, and grant recommendations from, a 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.

## Highlights of a Great Commission Donor Advised Fund:

A Great Commission DAF is a convenient way to manage your annual giving—all from one easy to use, online platform. Among the many features, you can:

- Make contributions to the Fund when and as you see fit.
- Recommend grants to qualified organizations at your convenience.
- Browse your contribution receipts and grant recommendations in one simple location.
- Track your giving history online.
- Receive a tax-deduction in the year the contribution is made, but recommend grant distributions at a later date.
- Advise grants with anonymity if desired.
- Prayerfully decide where your contributions go, while any growth in the fund is tax-free.
- Give cash, stock, or other appreciated assets.

## **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. Cru Foundation may restrict, suspend, or close a Fund at the discretion of its managers.

## **The Fund Agreement:**

The Great Commission DAF agreement and the relationship between Cru Foundation, the donor(s), and Fund advisor(s) consists of the completed application and those documents made a part of the application by reference, including these Program Guidelines as amended from time-to-time. This agreement governs your gifts to and recommendations of distributions from Cru Foundation and your use of the Cru Foundation limited-access Great Commission Donor Advised Fund (Fund) website, including the tools and websites of Cru Foundation's vendors and partners. You accept this agreement by signing the application but also by making a gift or grant recommendation or using the limited-access website.

For the purpose of ensuring that the Fund qualifies as an integral part of Cru Foundation for federal tax purposes and as an integral part of Cru, the Foundation, acting alone reserves the right to modify the terms of this agreement to the extent necessary to ensure such qualifications and/or to comply with the Fund policy adopted by the Board of Directors of Cru Foundation as amended from time to time.

The Fund Advisor(s) may advise Cru Foundation through the Fund website regarding distributions (grants) to be made from the Fund. Distributions, approved by Cru Foundation, will only be made to charitable organizations tax-exempt under Internal Revenue Code ("IRC") Section 501(c)(3) which are described in IRC Section 170(b)(1)(A) contributions which are deductible for income, gift and estate tax purposes ("Qualified Charity"). No distribution will be made to any Qualified Charity whose stated purposes or activities are in contradiction to the goals, objectives, or religious mission of Cru Foundation; or if in the judgment of Cru Foundation a distribution to the organization would adversely affect the reputation of Cru. The determination of whether a charity is a Qualified Charity shall be within the sole discretion of Cru Foundation.

## **Naming of the Great Commission Donor Advised Fund:**

Cru Foundation allows you to name the Great Commission DAF subject to Cru Foundation's

approval. Related to this, please note that unless you request anonymity for a specific grant, the name will appear with the letter that accompanies each grant check issued from the Great Commission DAF. Donors often name the Great Commission DAF for a charitable cause, a scripture reference or using the name of their family. 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.

**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 other Advisors and Successor Advisors. Donors have been given online access to the Fund in order to do things like make contributions, recommend grant distributions and view transaction history.

**Great Commission DAF Advisor, Fund Advisor, Primary 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. The nature of the advisor's relationship may be referred to as "primary", "secondary", or "co-advisor"; all of which have privileges to the Fund. 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.

### **Adding or Removing Fund Advisors:**

When a Great Commission DAF is established, the Donor establishing the Fund can name additional people as Advisors 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.

Typically, an advisor may not request to remove another advisor on the Fund. Once an advisor has been added to a Fund, they generally may be removed in one of the following ways:

1. An advisor may submit a request in writing to remove themselves as a Fund advisor.
2. An advisor's legal guardian, agent, or attorney-in-fact may submit a request in writing for the advisor to be removed.
3. Upon submission of a death certificate or evidence of incapacitation.
4. By the Cru Foundation for violation of program guidelines, Fund Agreement, or any other reason at the discretion of the management of Cru Foundation.

In the unfortunate instance of Fund advisors needing to part ways, such as in the instance of a divorce, Cru Foundation will weigh the details specific to each situation and act accordingly.

### **Naming Successor Advisors and/or Beneficiaries:**

The Donor may recommend Successor Advisors to, and charitable beneficiaries of, the 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 Advisor(s) can no

longer serve, Cru Foundation will grant the Fund assets at its discretion. Likewise, if all Successor Advisors are deceased or otherwise unavailable, Cru Foundation will grant the Fund assets at its discretion.

If a Fund 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 privileges of 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 Advisor dies or becomes incapacitated or cannot be located after Cru Foundation has conducted a diligent search, and if such 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:

- Go to the [Cru Foundation website](#), click “Open a Fund” in the upper right corner, and complete the Fund application online.
- Cru Foundation will send you a welcome email notifying you that the Fund is open with instructions on how to set up your online account access.
- A representative from Cru Foundation will welcome you. We also would be pleased to offer a tour of the new Fund to be sure that you feel confident within the Fund’s online access and how to use it.

## 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 (please see “Receipts and Reporting”).

## Making Contributions Into a DAF

Cru Foundation is here to assist Donors with strategic giving ideas. 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 accepts 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, please inquire about the additional documentation required to properly 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. For gifts of assets, once the assets and all required paperwork have been received by Cru Foundation in good order, Cru Foundation typically 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. Please contact the Foundation if you feel that an intended contribution may not have been successful.

### Acceptance of Contributions:

Cru Foundation may accept or reject, at its sole discretion, any contribution made to a Great Commission DAF. Cru Foundation is not 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.

Please note that Cru Foundation does not accept time shares because of the holding costs, low resale value and difficulties involved in liquidation. In accordance with applicable laws, 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 to discuss other possible options.

## **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 e-check or credit card using the user account associated with the Fund. Third party transaction fees will be charged to the Fund and many contributions of this kind will have a delay imposed by the processing company. 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. Documentation and the Great Commission DAF name must accompany all contributions and be in good order. Unidentified contributions are placed into a holding account until the donor can be identified. If the contribution remains unidentified for 180 days, it may 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 without restriction. 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, precious metals, 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 the 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. Please see the section “Contact Information” for Cru Foundation’s legal name and address; Cru Foundation’s representatives are welcoming of your questions.

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

As stewards of the gifts received, Cru Foundation seeks to protect the value of Great Commission DAF funds while they are being held for distribution later to charitable organizations. 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. Cru Foundation has absolute discretion as to the investment of the assets of the Fund and shall not be required to consult with either the Advisor(s) or any of the Designated Charities, as to such investment. The parties agree that the Foundation has not made any representations or warranties as to the performance of its investment of the assets and is under no obligation to achieve a particular return on investment.

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 assets of Cru Foundation are invested according to one of the 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.

Please note that while Cru Foundation seeks to be diligent and expeditious about investments of funds, the timeline to investment can vary significantly for a variety of reasons; exact dates for investment of funds cannot be presumed.

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 with a balance of less than \$200,000 in value will generally be invested in the Conservative profile described below. The Fund Adviser may recommend one of the 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 transferred internally and 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. Investment profile change requests are available, but we kindly ask donors to limit these requests.

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 Foundation's 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 Fund Advisers to make a choice consistent with the likely use of the Fund. The 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 five investment profiles to accommodate anticipated grant objectives that range from immediate to long term. The percentages listed below are target percentages.

- 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. 100% Bank Cash.
- 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. 0% Equity / 100% Fixed Income.
- 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. 40% Equity / 60% Fixed Income.
- 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. 60% Equity / 40% Fixed Income.
- The Aggressive Profile also blends equity and fixed income securities but is oriented heavily toward equities. This investment profile is subject to high volatility and is suitable for funds with a growth objective and a high risk tolerance. The Aggressive profile should be used for funds that have a time horizon of at least 10 years, such as endowment-like funds. Over long periods of time, the Aggressive Profile is expected to generate higher returns than would the Growth profile. 80% Equity / 20% Fixed Income.



## Investment and Management Expenses

Cru Foundation will take steps to ensure that investment expenses are maintained at a level that is considered reasonable and customary in the industry. We deduct 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 a Great Commission DAF. This means that more of your contribution to the Great Commission DAF is freed up to go to Kingdom work or the qualified charities of your recommendation.

Cru Foundation's investment fees vary slightly by investment pool but historically have a combined annual fee around 0.50%. Investment fees are accrued daily and are collected quarterly. Should you have additional questions about investment management, please contact Cru Foundation for more conversation and request our most recent investment management report.

## Grant Recommendations from the DAF

### Overview:

Once a Great Commission DAF is established and funded, the Fund Advisor(s) on the account can then recommend grants at any time to qualified 501(c)(3) charities as outlined above in the section "The Fund agreement". Advisors should make every effort to submit grant requests online through the 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 to ensure that grants do not conflict with the law or with 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 advised from a Fund are not tax-deductible, even when a grant recipient issues a tax substantiation letter. You will receive a tax-deductible receipt for each contribution into the Great Commission DAF.



### **Timing and Amounts:**

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

Though unlikely, if any grant or 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, the 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 grants will generally be sent out to the recipient organization within two weeks of the receipt of the grant request, often sooner.

### **Ensuring Timely Grants:**

As possible, please plan for grant submissions well in advance of peak periods when high volumes require additional time to review and process. (Peak periods are year-end, the beginning of the year, and the 1st and 15th of each month).

If you are recommending a grant to a new charity, please include as much helpful information as possible, including an accurate contact name, contact number, address, and Employer Identification Number (EIN).

### **Grant Approvals:**

Cru Foundation approves a broad range of grants including grants to organizations and for purposes which are not explicitly Christian, but which reflect 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 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.

### **Denial of Grants:**

In the event that one or more grant recommendations from an account Advisor are denied, the funds will remain in the Great Commission DAF until an alternate grant is made. Denied grants are given full attention, are reviewed by management and through prayerful discernment, and the donor is contacted for additional discussion as appropriate. Please note that a grant that was approved in the past may be denied if eligibility rules, the organization's status or legislation changes.

### **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 an auction or 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

Because of the primacy of Cru and Cru Foundation's calling to reach each and every person, regardless of background or belief, with the gospel of Christ, it is vital that we preserve our role as messengers to those who do not yet believe. Therefore, to keep firmly focused only on the gospel message Cru Foundation will avoid making grants to organizations that it deems could put Cru or our missionaries in an adversarial light over issues that are not essential to the Christian faith.

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 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 a Great Commission DAF are invested and distributed, with all such recommendations being subject to the approval of Cru Foundation.

### **Recommending Grants:**

Fund Advisors should make every effort to submit grant recommendations through the online 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 Fund name and primary Fund Advisor.)

## **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 that you would like to grant using the online DAF account portal.

## **Fund Balance Considerations:**

While a grant may be advised prior to funds being available, funds must be available to satisfy and issue a grant. 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.

## **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.

## Unused DAFs

Cru Foundation genuinely seeks for donors to be engaged in giving and participating with the DAF. Should no Advisor(s) make recommendations regarding distributions from the Fund for approximately five (5) or more consecutive years, we will attempt to contact the advisor(s) of record to understand the circumstances. If no contact is made, Cru Foundation may contact listed successor advisors or other known mutual contacts to weigh in on the situation, perhaps promoting them to a primary Fund Advisor role. Cru Foundation also may deem that no one has an interest in advising with respect to the Fund and it may terminate the Fund and distribute any remaining funds as seems appropriate, or it may distribute any remaining funds to The Cru Foundation Fund to further its mission in a broad sense.

## Estate gifts

Cru Foundation seeks to honor the testamentary wishes of deceased Fund advisors during the settlement of their estates after their passing. In the event in which a co-advisor is not listed, Cru Foundation will refer to the most recently updated succession instructions on file. Depending on the situation, Cru Foundation's management may opt to temporarily restrict some or all of the grantmaking activities from the Fund while the best course of action is being determined.

## 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. Cash contributions will typically be receipted 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 for the donor to receive 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

Please be aware that certain types of charitable gifts require you to file Form 8283, Noncash Charitable Contributions. Please consult your professional tax advisor to inquire about your charitable gifts and before completing and submitting the form.

## 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

**Get a double tax savings.** You may be aware that donating appreciated stock rather than cash to Cru Foundation 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, with the endorsement of your professional advisors, 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.

**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 the conversation will give others the opportunity to do likewise. Prepare the future chair or co-chairs of the committee and name them the Successor Advisors of the DAF.

**Operate your own “private foundation” without the hassle and expense.** Many donors with private foundations have learned that a DAF can accomplish their goals, but without the following headaches of their private foundation: filing tax returns, public disclosure of all 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. Contributions also have higher deductibility levels than in a private foundation. In short, most people find that the DAF environment is simply a friendlier option.

**Leverage your appreciated assets.** Donating appreciated, “complex” assets into a Great Commission DAF saves money on taxes that instead benefits family and ministry. Appreciated assets, like real estate or business interests, can be given to Cru Foundation for the benefit of a Fund. In addition to the substantial tax savings up front, such gifts often align well with your longer-term planning goals,

and they can be used to support many ministry endeavors over many years.

**Harness tax-free growth.** Unlike investments in a brokerage account, funds in a DAF grow tax-free and are not subject to capital gains taxes. The Fund can be functionally set up to work like an endowment so that principal is invested for long-term growth and returns on principle can be redeemed for grantmaking.

**Time your distributions for greater effectiveness.** Increase your impact by participating in a matching or challenge gift with your favorite ministries. With a DAF you can meet tax deadlines now while giving your ministry time to raise matching funds. Or advise gifts from the Fund over time to allow the ministry to forecast, make plans and adjust. Or perhaps set up a company Fund to encourage employee giving by advising matching gifts to the causes they care about.

**Form a giving circle.** A Fund 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.

**Protect your privacy.** A DAF 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.

**Create a tribute or memorial fund.** You can name a Great Commission DAF 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 the Fund, this can be an excellent place to collect “in lieu of” contributions. Cru Foundation does the receipting for you, and you can decide what grants to recommend later.

**Add flexibility to your estate giving.** A Fund can be made the single charitable recipient of assets that you plan to give to charity. This could be especially helpful if you prefer that your donations be designated to specific projects or to where the money is most needed at that time. By putting testamentary funds in a DAF, 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.

*(Updated 04/2021)*

