For Your Loved One. Forever.

Creating Memorial Funds for Your Loved Ones

2020
Create a Permanent Legacy & Memorialize Loved Ones
by giving through Marion Community Foundation

At the end of a loved ones’ life, you play a crucial role in helping your family make decisions at a most difficult time. One of those decisions is how to honor the memory and legacy of your loved one. We know that people typically name a favorite charity or cause to be the recipient of memorial contributions. Marion Community Foundation can help you direct those memorial contributions in a way that will honor your loved one. Even when you have a preferred charity such as a church or a local non-profit, giving through Marion Community Foundation makes these gifts permanent and provides for annual grants and scholarships to be awarded in your loved one’s name forever.

Marion Community Foundation is the recognized and trusted philanthropic resource in the greater Marion area. Our sole purpose is to help people establish permanent charitable legacies that will benefit our community. We do this by creating endowment funds named in honor or memory of donors or their loved ones. These endowment funds award grants or scholarships in perpetuity. Since 1998, more than 360 charitable endowment funds have been created at Marion Community Foundation by residents and organizations of Marion to benefit numerous local charities and scholarship recipients.

In the next few pages, we demonstrate how Marion Community Foundation can help you and your bereaved family at a sensitive time.

To discuss this further, please call me at 740-387-9704.

Dean L. Jacob
President and CEO
For You.

Marion Community Foundation helps generous people like you achieve long-term philanthropic objectives by creating tax-deductible, named endowment funds.

For Marion.

These funds support numerous Marion area nonprofit programs and organizations and individuals through grants and scholarships.

Forever.

Because of our prudent investment policy and the endowed nature of these funds, grants and scholarships in your name will continue forever.
Reasons for Choosing Marion Community Foundation

1. We are the recognized and trusted local philanthropic resource in the greater Marion area.

2. We are experts in establishing endowment funds that perpetually maintain a charitable legacy.

3. We can easily create scholarship funds or grant funds for virtually any 501(c)(3) non-profit or equivalent.

4. We are a non-profit charity. Our extremely minimal administrative fee is charged to the fund after it is created and is therefore never a cost or burden to our donors.

5. We are a local resource who knows the needs of the community and the many different charities which serve our area.

6. We can accept numerous types of gifts, including cash, stocks, IRA distributions, real estate, and more.

7. We are experts at working with attorneys, accountants, financial planners, and tax consultants to assist people with their planned giving goals.

8. It’s easy.
Options to Give
through Marion Community Foundation

Your loved one left an indelible mark in this world. You can help perpetuate that legacy forever through Marion Community Foundation. Here are some basic options when considering memorial contributions:

1. A **permanent endowment** gift named in honor and memory of your loved one that will provide annual gifts to local charities or scholarships. This requires a minimum contribution and we can work with you on ways to ensure you reach the minimum in a time frame that works best for you.

2. A **limited time** gift named in honor and memory of your loved one that will provide gifts to local charities or scholarships based on the amount of the gift and the time frame you establish.

3. A **one-time memorial** gift to any of our existing 360+ funds that currently benefit student scholarships or dozens of local charities.

4. A **one-time memorial** gift to either our *Forever Remembered Fund* or our *Community’s Memorial Fund* that will honor your loved one in the year of your gift.

Just give us a call and we will respect your needs at this difficult time with a caring explanation of your options to give a memorial charitable contribution through Marion Community Foundation. We are your local philanthropic resource that is here to help you do good for our community and give honor and remembrance to our citizens.

740-387-9704
www.MarionCommunityFoundation.org

We do the rest.

We’ll do the rest: investing, correspondence, tax reporting, promotion, selection committees, payment of the awards, bookkeeping, auditing, annual reporting, and following all state and federal laws and regulations.

We’ll ensure that the money goes directly to the college or nonprofit organization and is being used exactly as intended. That’s our job and we do it well.

We currently serve over 360 funds. We prudently invest $50 million in assets to ensure that funds are available in both good and not-so-good economic times. We are a trusted name and leader in the Marion area, fostering philanthropy consistent with community values.

Call us to learn more.
For memorial gifts, the obituary and notice at the funeral home should read as follows:

Memorial contributions may be made to Marion Community Foundation, 504 South State Street, Marion, OH 43302, for the purpose of establishing a charitable fund in memory of {name of deceased}.

OR

to benefit the {name of existing} Fund.

Checks should be made payable to “Marion Community Foundation.” The memo on the check can refer to the decedent’s name or the name of a specific scholarship or grant fund, if one is already established.

Memorial Envelopes

Marion Community Foundation can provide you with customized memorial envelopes like the sample below. These may be placed in the funeral parlor during calling hours and at the funeral for guests to use to support the memorial fund.

**MEMORIAL CONTRIBUTION**

In memory of Mary Smith, enclosed is a gift to the Marion Community Foundation for the Smith Memorial Scholarship Fund in support of Marion area high school seniors.

Your name: _____________________________________________________________

Address: ______________________________________________________________

City, State, Zip _________________________________________________________

Phone number: _________________________________________________________

Amount of gift: _________________________________________________________

Thank you for your kind gift in Mary Smith’s memory. You may leave this envelope with the funeral home staff or mail it to the address below.

Marion Community Foundation
504 S. State St, Marion, OH 43302  740-387-9704  www.MarionCommunityFoundation.org

We do all the rest.
Please call 740-387-9704 to learn more.
What is a Community Foundation?

A Community Foundation is...

**Personalized Service.**
We can help you achieve your personal, charitable, and financial goals. We are happy to meet with you, your family, and your professional financial advisors to answer your questions and help you establish a fund in your name or in the name of a loved one. Depending on your choice, the fund may be used to meet ever-changing needs, address a cause you care about, or support a specific charity.

**Local Expertise.**
Our professional staff and Board of Directors continually monitor all areas of community need, including human services, education, parks and environment, health and wellness, community development, history, religion, animal care and the arts. We also understand the capabilities of local nonprofits addressing these needs. When you give to a community foundation, you know your gift will be put to good use.

**Community Leadership.**
We are leaders helping to make our community better, bringing diverse voices and groups together to address local issues. We foster greater giving and volunteering in our community. And, we plan for the future by building endowments to ensure grants support the community forever.
Quick Facts About Us

- Serving the Marion community since 1998
- Steward to 360 named, endowed funds addressing quality of life issues in Marion – *arts & culture, education, community development, health & wellness, the environment, churches, nonprofits, and human services*
- Putting $50 million in assets to work for Marion’s benefit
- Approximately $2 million in scholarships and grants awarded annually to support local students and nonprofit charities throughout Marion
- 15-member Board of Directors to keep in touch with community issues and needs
- The leading resource for local residents wishing to financially support local charitable organizations, causes, and programs
- A 501(c)3 tax-exempt, nonprofit, autonomous philanthropic institution supported by the greater Marion community
- Building permanent endowment funds, created by donations from individuals and organizations like you, to carry out their charitable interests
- Supporting effective nonprofit organizations, programs, and causes in the Marion area
- Supporting local students pursuing higher education with community-based scholarships
- Serving in leadership and resource roles to identify important community issues and support community improvement
Since 2008, Marion Community Foundation has been recognized by the Council on Foundations as achieving National Standards accreditation. National Standards accredited foundations meet the highest standards for philanthropic excellence in:

- quality assurance
- integrity
- accountability
- transparency
- donor services
- investment management
- grantmaking
- administration

Marion Community Foundation is proud to have met the rigorous benchmarks of National Standards.

Marion Community Foundation makes planned giving all you want it to be.

It’s For You.
Giving to Marion Community Foundation is an easy way to support your favorite charities or charitable interests through one organization. Community foundations fulfill your charitable giving goals by helping you create a fund or scholarship that carries your loved ones’ or family name, with benefits you direct. From planning through implementation and administration, community foundations guide you through the process and do all the work for you.

It’s For Marion.
Marion Community Foundation has deep roots in the community and understands the unique needs of local residents and their challenges. The Foundation is distinctly qualified to match your philanthropic desires to a broad range of community needs. Marion Community Foundation makes the communities of Marion County a better place to live.

It’s Forever.
The name you designate for your fund or scholarship will go down in history. All funds created with Marion Community Foundation are permanently invested. Only a percentage of the funds’ growth is awarded, which creates a permanent legacy.
The Incredible Impact on Marion

Who We’ve Supported

American Red Cross
Arnita Pittman Recovery Center
Black Heritage Council
Boys & Girls Club
Center Street Community Health Center
Chapel Hill House
Crawford Marion ADAMH
Epworth Preschool & Daycare
Eye-to-Eye Low Vision
Marion County Family Court
Habitat for Humanity
Harding Home State Memorial
Heart of Ohio Mentoring
I CAN Center for Excellence
James H. Johnson-Charles Rudd Community Complex
Leadership Marion
League of Women Voters
Let’s Read 20 LOVE Inc.
Marion Adolescent Pregnancy Program
Marion Area Counseling Center
Marion Area Humane Society
Marion City Schools
Marion Concert Band
Marion County 4-H
Marion County Children’s Services
Marion County Historical Society
Marion County Special Olympics

The difference is more than numbers. But, the numbers are pretty impressive.

- 263 scholarships awarded*
- $403,000 in scholarship awards*
- 189 scholarship recipients*
- 130 scholarship funds
- 162 grants awarded*
- $1.5 million in grant awards*
- 73 local charities helped*
- 170 grant-awarding funds
- 21 years of supporting Marion
- 300+ charitable funds
- $15 million in cumulative grants and scholarships awarded locally
- 11 years of National Standards accreditation
- $50 million is assets

*statistics for calendar year 2019

You care about Marion.

With more than 360 funds addressing community needs, our donors, staff, Board of Directors, grant and scholarship committees – basically everyone associated with Marion Community Foundation – is looking to improve the quality of life in Marion, Ohio. Our funds support numerous Marion area students, nonprofit organizations and programs in the arts, education, health care, the environment, community development, and human services.

Education

Since its inception, Marion Community Foundation has been supporting local students in their educational endeavors. We are the go-to organization for scholarships in the Marion area, growing from one scholarship in 1999 to 200+ funds awarding $440,000 annually to both graduating seniors and college students throughout their university careers.

Community Development

Marion Community Foundation exists to see Marion prosper. Through our donors, we support organizations, programs, and projects that strengthen the base to improve human and community resources, such as Marion Matters, Downtown Marion, Inc., Tri-Rivers’ RAMTEC, Marion Technical College and Ohio State Marion, among others. And, we are part of MarionMade! – helping to spread community pride and good news about Marion.
Arts & Culture
Since 1928, the Marion Palace Theatre has been home to the arts in Marion. People who know and love the Palace have created several funds at Marion Community Foundation to ensure that the footlights always shine. Likewise we have funds that support the Marion Concert Band, the Mid Ohio Fine Arts Society, and local history via the Marion County Historical Society, the Linn School, the Harding Home, and more.

Health & Wellness
Marion Community Foundation has strong roots in the field of health care and a long-standing tradition of awarding grants in support of health and wellness within the community. Examples of some of our recipients include: the Marion Family YMCA, Center Street Community Health Center, and Prairie Parks’ Tallgrass Trail. We have a number of funds dedicated to helping people with specific health concerns, such as ALS, low vision, arthritis, Parkinson’s Disease, and other disabilities, as well as age-related issues like transportation.

Food, Shelter & Support
Turning Point, Habitat for Humanity, the Red Cross, our local homeless shelters and food pantries, and more all do great work to help those in need in the Marion area. And, we are glad to support them. Marion Community Foundation’s grants have been awarded to these organizations, and others like them, which provide a hand up to people who are struggling with some of life’s challenges.
Give to the Future of the Greater Marion Area
You’ve lived here. You’ve worked here. You are part of this community’s past and present. By creating an endowment fund with Marion Community Foundation, you can invest in our community’s future.

How It Works:

A charitable person like you donates money or other assets to Marion Community Foundation.

A permanent fund, in a name you choose, is created.

The assets are prudently invested according to a well-established investment policy.

A percentage of the fund’s average value over the previous three years is awarded each year in the name you choose, either as a grant or a scholarship.

The grants or scholarships are devoted to your interest areas to meet community needs.

The main portion of your original donation remains invested; your gift is a permanent source of doing good forever.

“We make a living by what we get. We make a life by what we give.”
– Winston Churchill

These are the hallmarks of a community foundation.

100-21=107

No, this isn’t “new” math. The above “equation” does, however, represent the power of endowment giving and grant-making.

Mary Hollaway, who enjoyed a long career with Fahey Bank, generously created several funds at Marion Community Foundation through her will in 2011. Each was worth $100,000. If we look at one of those funds as an example, that $100,000 became a permanently endowed fund in her name: the Mary H. Hollaway Humane Society Fund.

Our prudently crafted spending policy at Marion Community Foundation allowed this fund, in its first four years, to grant $21,000 to the Marion County Humane Society to support its charitable purposes. Equally well crafted is our investment policy. By working closely with our local financial advisors and professional investment advisory group, Mary’s fund grew to be worth $107,000 in that same time. So, even though the fund started with $100,000 and gave away $21,000, the fund still had $107,000 in endowed assets.

That’s the beauty of endowment giving. Mary’s endowed fund will continue giving ample annual grants in perpetuity to one of her favorite charities and continue to be prudently invested in order to support those annual grants. Based on sound calculations, we can project that over the next 25 years, Mary’s fund will likely grant $132,000 and still be worth $115,000. That makes our equation look like this: 100-132=115. How’s that for some nifty math? And, that pattern will continue well beyond those 25 years.*

We think Mary, who loved her pets and knew the value of a dollar, would be very pleased to know how her gift is working to improve our community.

*Assumes 5.0% annual payout and 5.5% rate of return
Creating a Charitable Plan

“The results of philanthropy are always beyond calculation.”
– Miriam Beard

Selecting the Right Type of Fund

Different types of funds are available for different purposes. Below is an overview of the types of funds available at Marion Community Foundation and what each is best suited to do. The one you chose depends on what your charitable goals are.

<table>
<thead>
<tr>
<th>To give to a specific charitable organization</th>
<th>Start a...</th>
</tr>
</thead>
<tbody>
<tr>
<td>Support a specific cause through a variety of projects and organizations</td>
<td>Designated Fund</td>
</tr>
<tr>
<td>Be actively involved in your philanthropic decision-making</td>
<td>Field of Interest Fund</td>
</tr>
<tr>
<td>Give when and where the need is greatest in our community</td>
<td>Donor Advised Fund</td>
</tr>
<tr>
<td>Invest in future generations by supporting local scholars’ educational opportunities</td>
<td>Unrestricted Fund</td>
</tr>
<tr>
<td></td>
<td>Scholarship Fund</td>
</tr>
</tbody>
</table>
Consider...

A Designated Fund if your goal is:

- Simplicity and ease in charitable giving
- Creation of a lasting legacy of support for a favorite cause at a specific organization
- Supporting a chosen organization or cause in perpetuity
- To make annual distributions to the designated charities

A Field of Interest Fund if your goal is:

- Supporting a specific interest area
- Supporting multiple nonprofit organizations in the Marion area

A Donor Advised Fund if your goal is:

- To manage all of ones giving from one convenient account
- To be actively engaged in your philanthropy
- To support to multiple organizations and programs
- To create a family legacy and involve future generations in philanthropy

An Unrestricted Fund if your goal is:

- To support changing community needs
- Creating the greatest impact for ones philanthropic dollar
- To see gifts meet the most pressing needs in Marion

Or, a Scholarship Fund if your goal is:

- Supporting educational opportunities
- To honor or memorialize a loved one
- Investing in future generations
We take ‘forever’ very seriously.
At Marion Community Foundation, that’s how long we plan to be here. That’s how long you can expect the good you and your fund do to benefit the Marion community. We do this through the combination of:

- a Chief Investment Officer
- Local investment managers
- An Investment Committee
- Our Investment Policy
- Strategic Asset Allocation
- Prudent Spending Policy

Administrative Services
Once your fund is created, we handle all the rest.

- investing
- tax reporting
- selection committees
- bookkeeping
- following all state and federal laws & regulations
- follow-up with organizations & colleges
- correspondence
- promotion
- payment of awards
- auditing
- annual reporting
Chief Investment Officer

Marion Community Foundation retains independent contractors such as Clearstead Advisors to provide the services of Chief Investment Officer. Clearstead is an independent institutional and wealth advisory firm whose mission is to help institutions, such as Marion Community Foundation, meet their objectives with appropriate risk and in a low-cost manner. Clearstead specializes in financial advising for nonprofit endowments like community foundations, universities, hospitals, pension plans, and similar entities. They have more than $20 billion under advisement and more than 131 institutional clients.

Services specific to the needs of community foundations:
- effective investment policy design
- spending policy analysis
- asset allocation aligned with spending policy
- performance monitoring and evaluation of investment managers
- compliance with increasing regulations such as UPMIFA
- donor support and services

By the very nature of being a community foundation, Marion Community Foundation takes a fiscally conservative, long-term approach to investments. Clearstead provides us with expert investment advice, strategies, and oversight to help us achieve our goal to serve Marion. Forever.

Learn more about Clearstead by visiting www.clearstead.com.

Local Investment Managers

The Foundation’s portfolio is diversified and investment responsibility is spread among five local investment managers. We take pride in working with local firms and people you know. They work hard to achieve the most advantageous, conservative, long-term investment vehicles available to us. These firms are overseen by our CIO, Investment Committee, and Board of Directors.
How do we calculate the amount of a grant or scholarship?
The amount of a grant or scholarship for each year is determined by multiplying our spending rate times an average market value of the fund over the previous 12 calendar-year quarters. We use an average in order to help reduce some of the market fluctuations that can affect the value of a fund at any given time. Let’s look at an example of how this works:

<table>
<thead>
<tr>
<th>Quarter</th>
<th>Market Value</th>
</tr>
</thead>
<tbody>
<tr>
<td>3/31/Y1</td>
<td>$126,147</td>
</tr>
<tr>
<td>6/30/Y1</td>
<td>$123,673</td>
</tr>
<tr>
<td>9/30/Y1</td>
<td>$138,644</td>
</tr>
<tr>
<td>12/31/Y1</td>
<td>$139,889</td>
</tr>
<tr>
<td>3/31/Y2</td>
<td>$137,214</td>
</tr>
<tr>
<td>6/30/Y2</td>
<td>$137,740</td>
</tr>
<tr>
<td>9/30/Y2</td>
<td>$141,445</td>
</tr>
<tr>
<td>12/31/Y2</td>
<td>$144,006</td>
</tr>
<tr>
<td>3/31/Y3</td>
<td>$142,365</td>
</tr>
<tr>
<td>6/30/Y3</td>
<td>$138,314</td>
</tr>
<tr>
<td>9/30/Y3</td>
<td>$140,663</td>
</tr>
<tr>
<td>12/31/Y3</td>
<td>$144,658</td>
</tr>
<tr>
<td>Total:</td>
<td>$1,654,758</td>
</tr>
<tr>
<td>Divided by 12:</td>
<td>137,896</td>
</tr>
<tr>
<td>X 4.0%:</td>
<td>5,516</td>
</tr>
</tbody>
</table>

Amount of grant or scholarship: $5,516

Spending Policy
We take our motto – For You. For Marion. Forever. – very seriously at Marion Community Foundation. In late 2017, the Board of Directors approved a conservative program spending rate of 4.0% for our funds, maintained a graduated spending rate reduction strategy to safeguard the long-term value of the funds when market conditions and other factors negatively impact a fund, and set administrative fee rates to 1.0% for all fund types.

“Real charity doesn’t mean giving away someone else’s money.”
– Doug Bandow
We invite you
to visit us via your favorite social media

and on our website

www.MarionCommunityFoundation.org
to learn more about how you can leave a lasting legacy and
to see some of the great things we are doing in our community.