

# Donor Recommended Investment Management



## Retain Assets Under Management for Major Gifts Utilizing the Community Foundation for Monterey County

### Who

- Donors who wish to establish a fund at the Community Foundation for Monterey County (CFMC) and have their assets managed by their current investment manager
- Advisors whose clients have assets directed to the CFMC, either as life or estate gifts, or as assets of a Charitable Remainder Trust when the CFMC is the trustee and charitable beneficiary

**How it works** If you currently manage assets for a client (for example, a stock account, charitable remainder trust, IRA, etc.) that are intended to establish a gift to the CFMC, and you or your institution would like the opportunity to manage the asset as the Donor Recommended Investment Manager, the following must occur:

- The client/donor must provide a written recommendation that your firm's services be retained to manage the assets that will be donated to, and owned by, the CFMC.
  - Donor must represent that the Investment Manager is not a related party
  - The Investment Manager and all managers within the portfolio must meet regulatory and registry requirements as provided for by the CFMC.
- The CFMC retains ownership of the assets managed by the Investment Manager.
- The CFMC and the Investment Manager will enter into a written Client Agreement.
- The donated asset must have a minimum value of \$1 million.
- The fund, if endowed, will be governed by CFMC policies relating to endowed funds, including the establishment of the annual payout rate, and adherence to the Uniform Prudent Management of Institutional Funds Act (UPMIFA), as interpreted by the CFMC.



“The Community Foundation is a steward of the

charitable resources entrusted to us.

We are ‘Here for Good.’”

– Giff Lehman, CFMC Board Member, Investment Committee Chair, Legacy Society Member

Community foundations provide a simple, powerful, and highly personal approach to giving. We offer a variety of giving tools to help you achieve your charitable goals.



## Partner with us

Contact us to fulfill your philanthropic vision.

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cfmco.org  
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## Contact



Dan Baldwin  
President/CEO  
831.375.9712 x115  
danb@cfmco.org



Christine Dawson  
Sr. Vice President of  
Philanthropic Services  
831.375.9712 x126  
christine@cfmco.org

## Visit

**MONTEREY**  
2354 Garden Road  
Monterey, CA 93940

**SALINAS**  
945 S. Main St., Suite 207  
Salinas, CA 93901



## How it works, continued

- The Investment Committee of the CFMC will provide counsel to the Investment Manager.
  - The CFMC will provide its Investment Policy Statement (IPS) to the Investment Manager.
  - The Investment Manager will provide the Investment Committee and the CFMC’s Investment Consultant a proposal for investing the Assets under Management (AUM) based on the CFMC’s objectives.
  - This proposal must be approved by the CFMC Investment Committee. It is not expected that the investment proposal will be identical to the CFMC’s portfolio.
  - The Investment Manager must provide timely, reconciled performance reporting and asset allocation to the CFMC and its Investment Consultant.
  - A total fee calculation must be provided annually by the Investment Manager and shall include the following:
    - Weighted average mutual fund expense ratio (or management fees in the case of separate account managers)
    - Custody and transaction costs
    - Advisory fee charged by the Investment Manager
    - Other fees and expenses that are charged to the account
  - All purchases or sales of mutual funds must be done at Net Asset Value.
  - Lowest cost share class mutual funds must be used (i.e., if an institutional share class fund is available and the investment qualifies, the “I” share class fund must be used).
  - No type of revenue sharing arrangements are allowed without first disclosing such arrangements to the CFMC, and are subject to the CFMC’s approval.
  - The Investment Manager must document the objectives of the fund and the benchmarks used to measure performance.
  - If the Investment Manager is a sole proprietor, or the managing partner within a firm, a “key man” clause shall be required. All Investment Manager(s) must notify the CFMC of any material changes to their firm or their status therein.
  - At the request of the CFMC, the Investment Manager will make a formal presentation of the portfolio and AUM to the CFMC’s Investment Consultant and/or Investment Committee.
- CFMC fees are in addition to fees charged by the Investment Manager.
- The CFMC may terminate an Investment Manager relationship at any time.
- CFMC may change the terms of this policy at any time.

*To inspire philanthropy and be a catalyst for strengthening communities throughout Monterey County*