

# Agency Endowment Funds at The Winnipeg Foundation

April 2019

THE WINNIPEG FOUNDATION  Your Community Foundation  
For Good. Forever.



# Canada's first community foundation

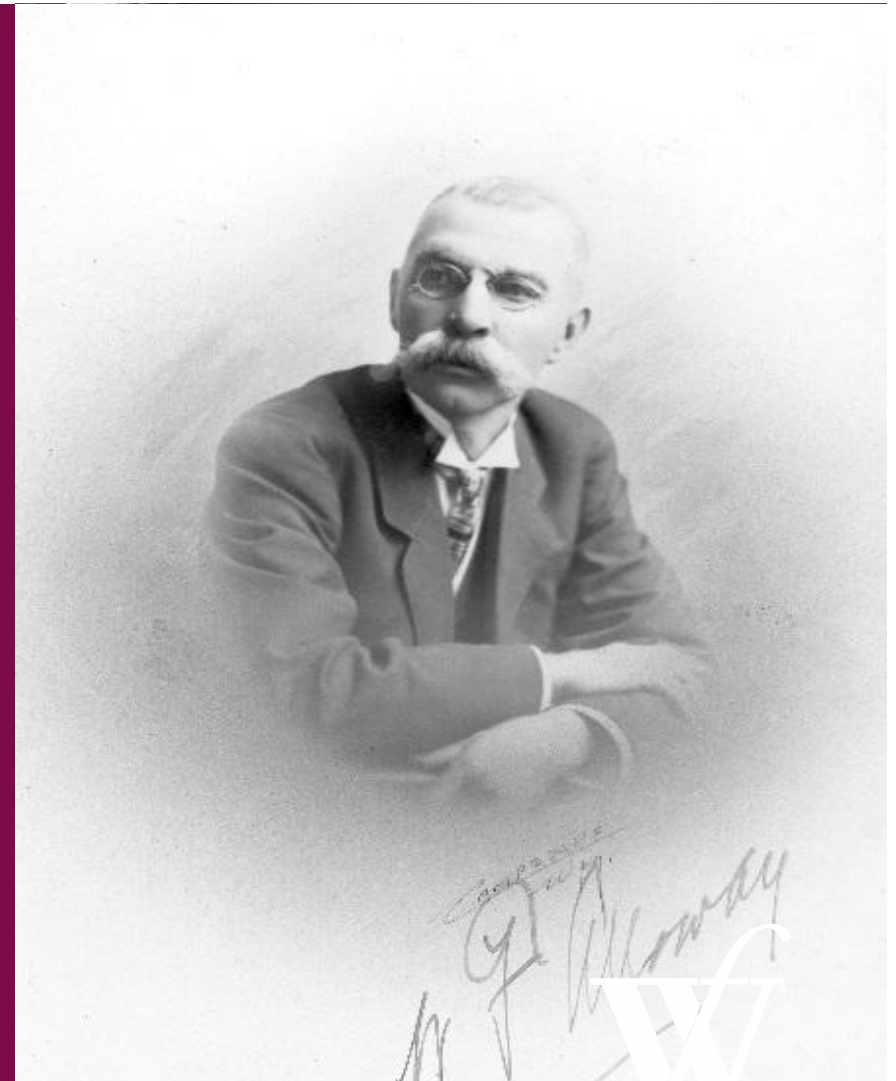
**Alloway's gift**                      **1921**

**First grants**                        **1922**

**The widow's mite**                **1924**

"Because Winnipeg has been my home and has done more for me than it may ever be in my power to repay."

William Alloway, Founder



# Our vision

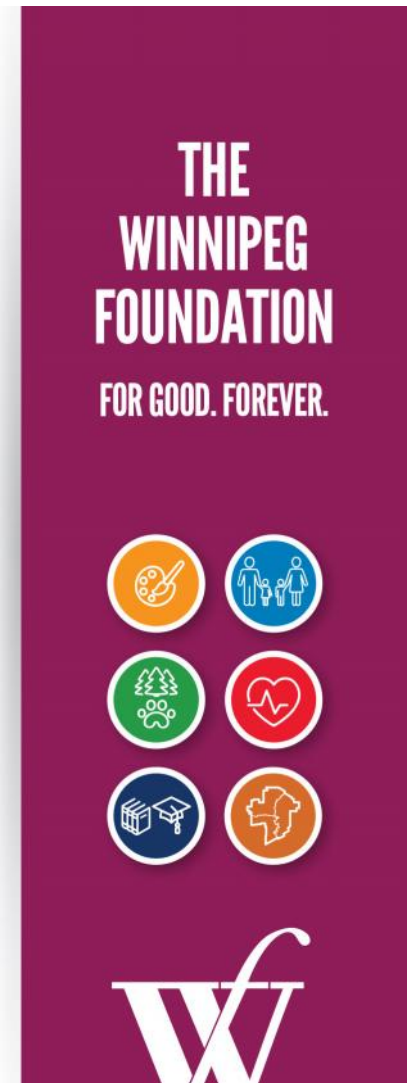
'A Winnipeg where community life flourishes for all'





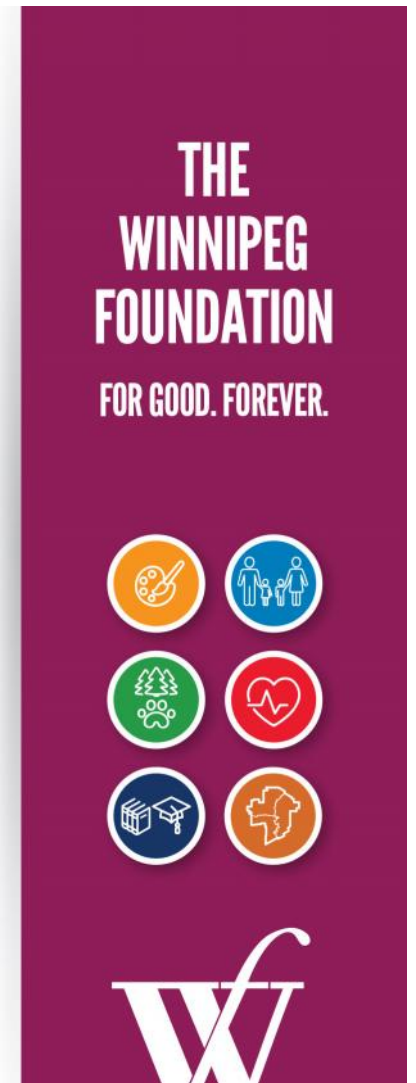
# Who is The Winnipeg Foundation?

- For 98 years we have worked with donors and charitable organizations to make this vision a reality
- Almost \$1 Billion in assets
- As of February 2019 The Foundation has granted out more than \$500M to the Community

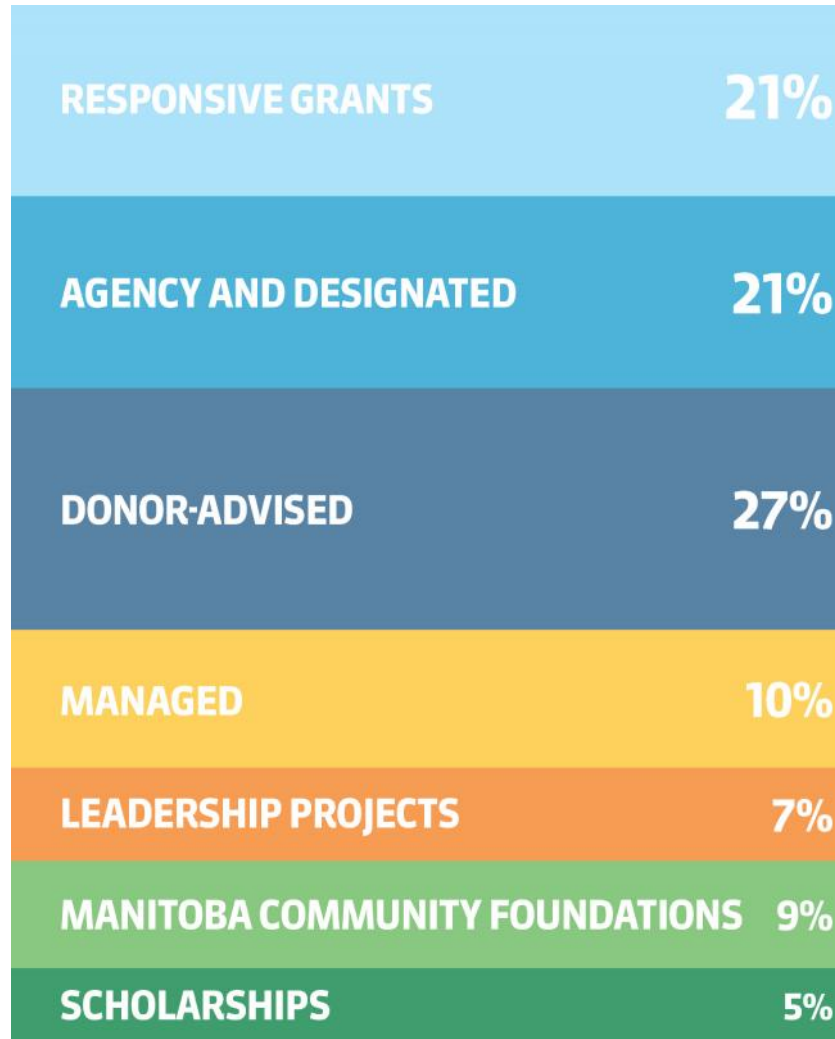


# Our Fiscal 2018 Year

- Contributions received totaled \$108.2M from over 7,700 donors – including donors to agency funds
- \$41.1M was granted to over 900 charities.
- Over 3,700 funds of which 400 are agency funds representing relationships with over 200 agency organizations

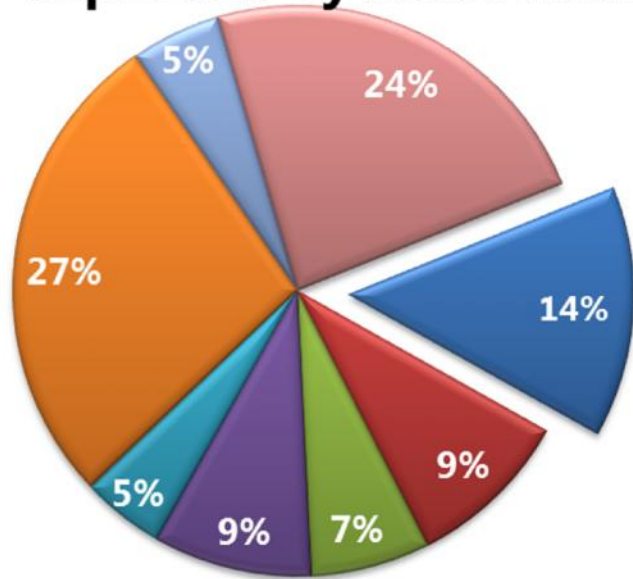


# Diversity of Activity



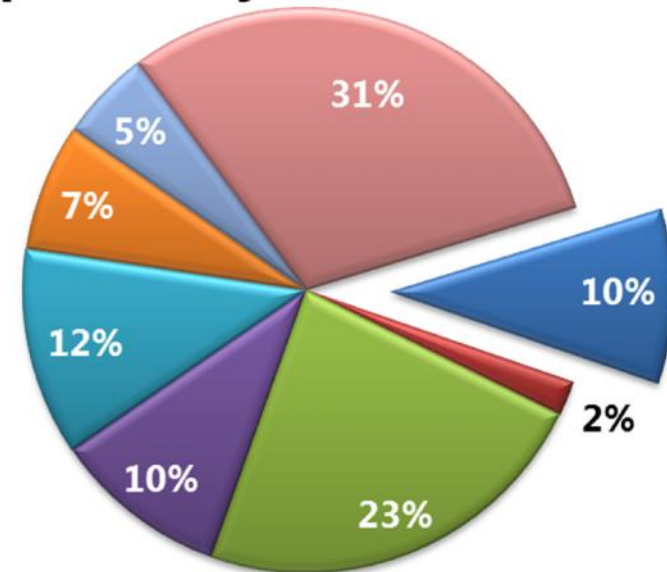
# Total Funds and Assets by Fund Type

## Sept 2018 by Asset Value



- Agency Funds
- CF Managed
- Scholarship Funds
- Field of Interest Funds

## Sept 2018 by Fund Number



- Managed Funds
- Designated Funds
- Donor Advised Funds
- Community Building Funds



# What is an Agency Fund?

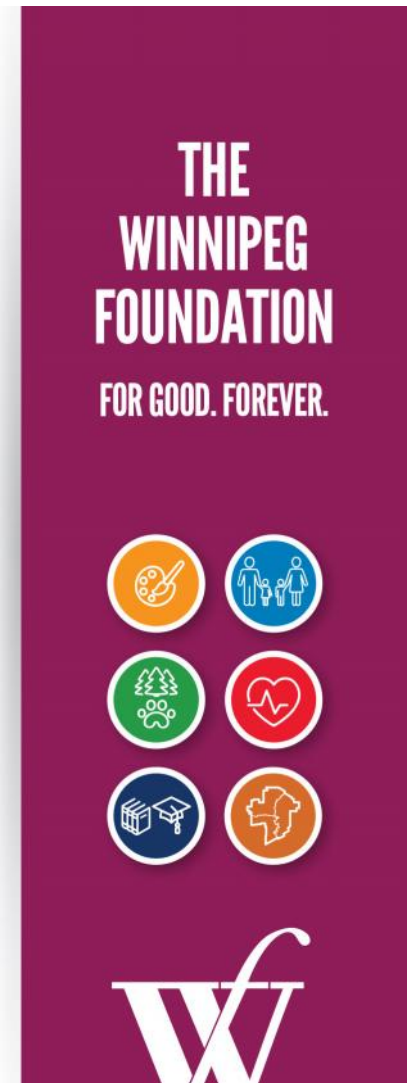
- A permanent endowment fund
- Provides a reliable annual source of revenue to your organization
- All gifts to the endowment fund are irrevocable and the capital is owned by The Foundation
- The Foundation provides matching grants to your agency fund to help grow your fund
- Having an agency fund does not prohibit you from applying for grants through our other granting streams





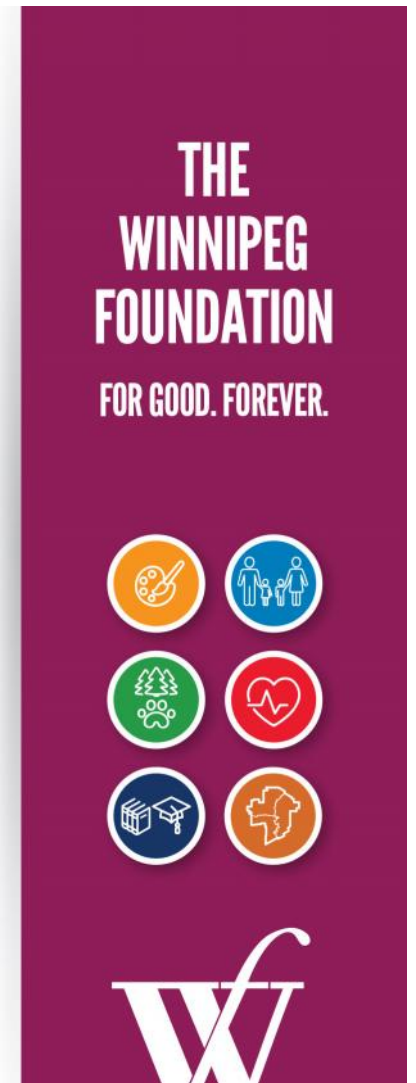
# What is an Agency Fund?

- Some organizations choose to establish additional “sub-funds”
- These funds can be named after a donor, and provide that stewardship opportunity
- We provide separate reporting you can then share
- Some donors may prefer to give to an endowment fund vs. operating – it is a balance



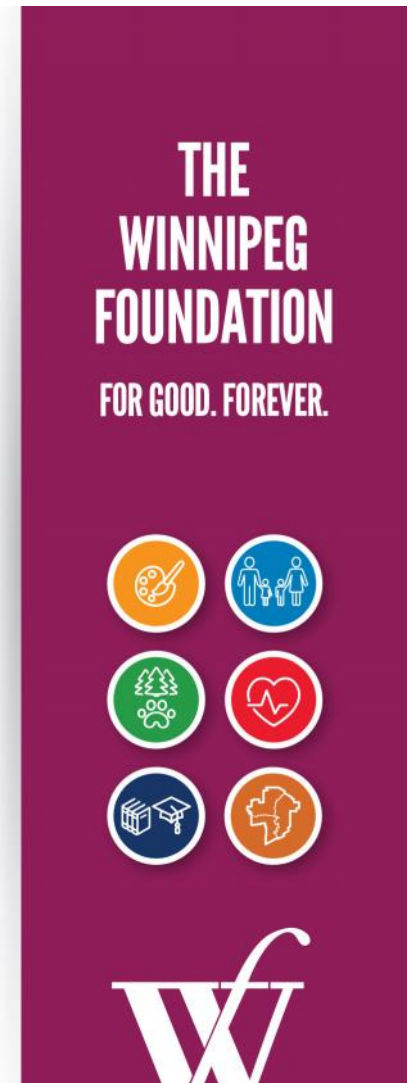
# Why establish an Agency Fund?

- Part of the long term strategic goals of an organization is to create sustainable income sources
- Measure to preserve capital/resources that are never spent by future boards
- Demonstrates to donors, funders and others that securing the future of the organization is important



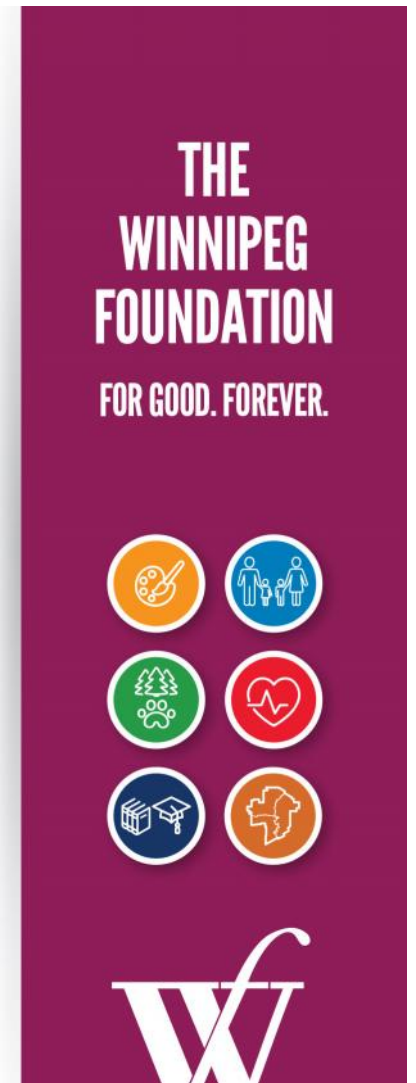
# Agency Fund Policies & Guidelines

- CRA Registered charity
- Agency's name included in the name of the fund
- Physical location in Winnipeg and serve an audience made up of citizens in Winnipeg or be located in a part of Manitoba not served by another community foundation
- Approval of fund by organization's board



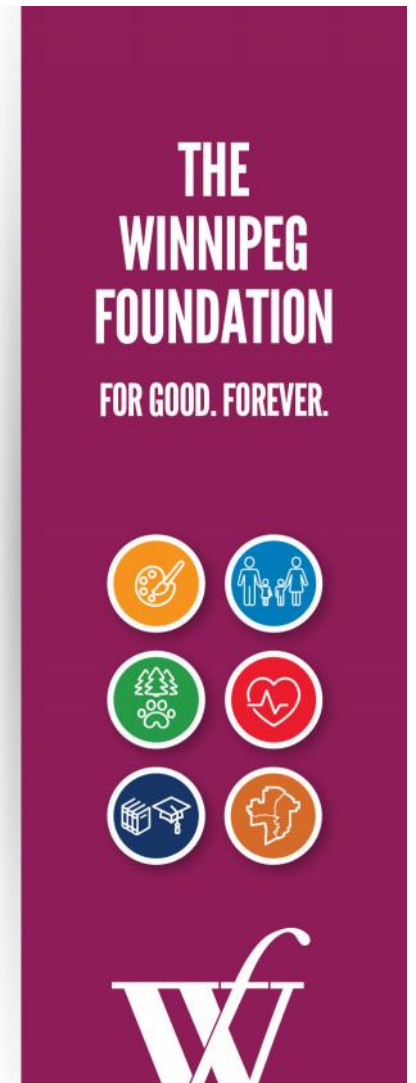
# Agency Fund Policies & Guidelines

- Minimum initial contribution of \$20,000
  - Minimum contribution for sub-funds of \$10,000
- If an agency ceases to operate or changes its original mission, The Foundation will work with the outgoing Board to find another registered charity with similar mission and values to benefit from the Agency Fund



# How is income distributed?

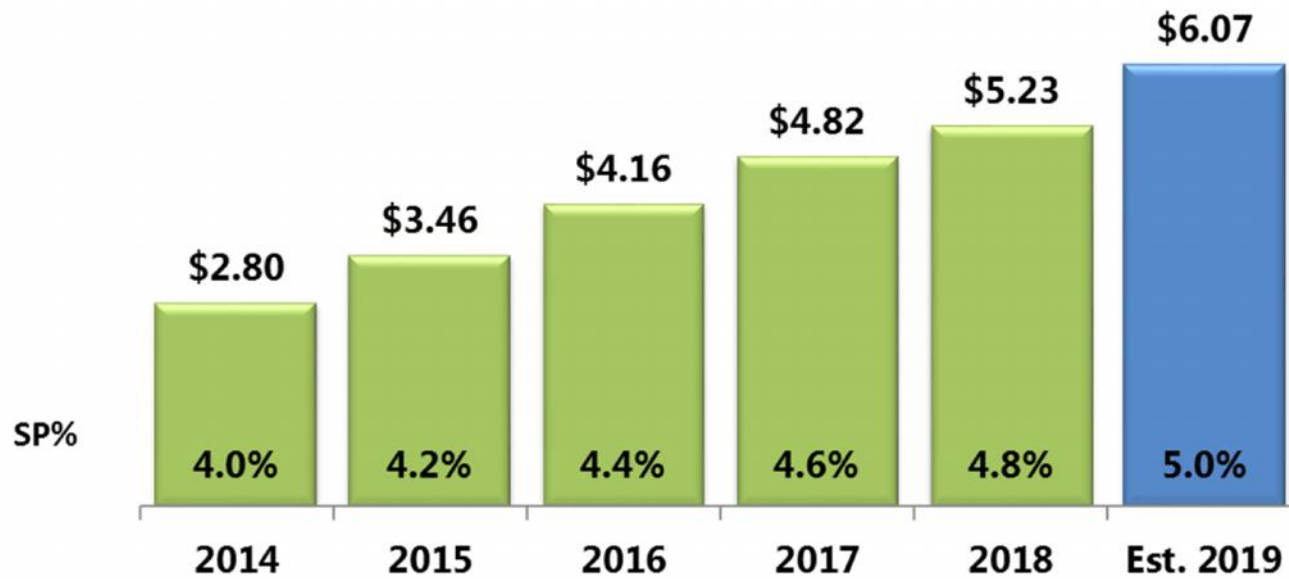
- Gifts to endowment funds are held into perpetuity so none of the capital is spent
- Only a portion of the income earned on the endowment fund can be distributed
- Remaining income remains in your endowment fund
- Your available to spend is calculated using The Foundation's Spending Policy which approved each year
- We work with your organization to set up a grant payment schedule





# Agency Funds Sustaining Annual Income

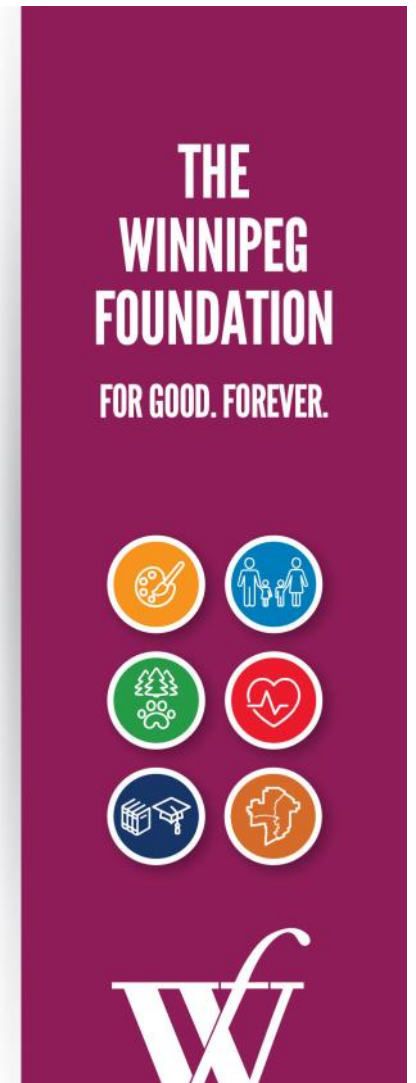
## Agency Funds Spending Policy M\$



# Administration Fees

## Fee Structure:

- ❖ General administration costs .50%
  - ❖ 2018 actual investment costs .33%
- 
- Fees policy; budget includes administrative expenses not to exceed 0.75% of average total assets and charge actual investment expenses
  - Administrative fees for fund over \$10 million scale to reduce fees



# Matching Grants Program

Matching Phase	Amount from Agency	Matching from TWF	Fund Balance
Initial gift	\$20,000	\$15,000	\$35,000
Phase I 1-5	\$75,000	\$15,000	\$125,000
Phase II 1-9	\$270,000	\$30,000	\$425,000
<b>Totals</b>	<b>\$365,000</b>	<b>\$60,000</b>	
Phase III 1-9	\$2,700,000	\$300,000	\$3,425,000

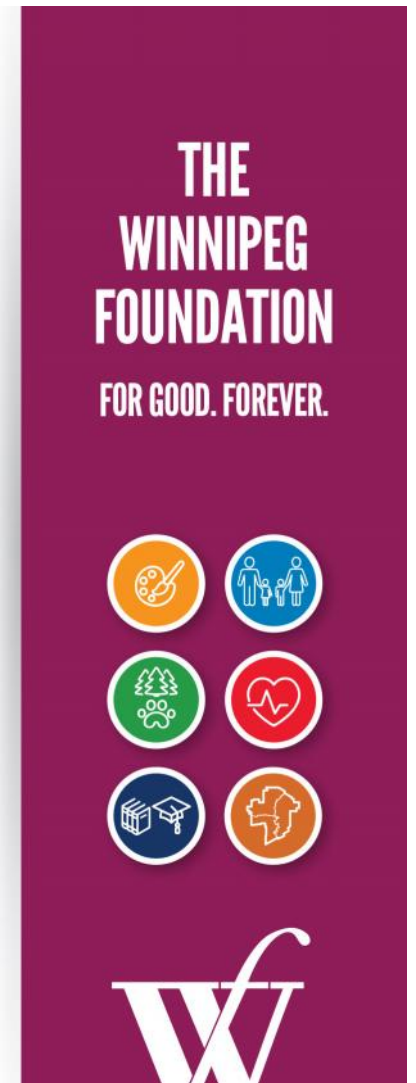
**Matching for 2018 totaled \$649,456**

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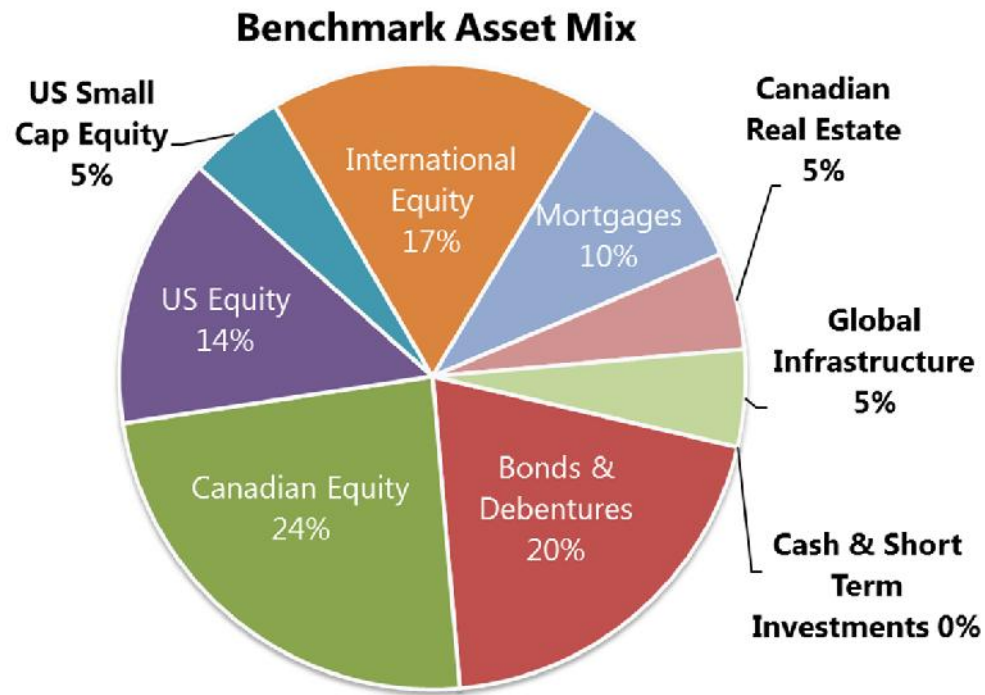


# Investments

- All gifts are pooled with The Foundation's investment assets
- The market value of funds will fluctuate month over month as the rate of returns fluctuate
- Investment Committee oversees investment activity
- Investment Consultant and 8 Investment Managers



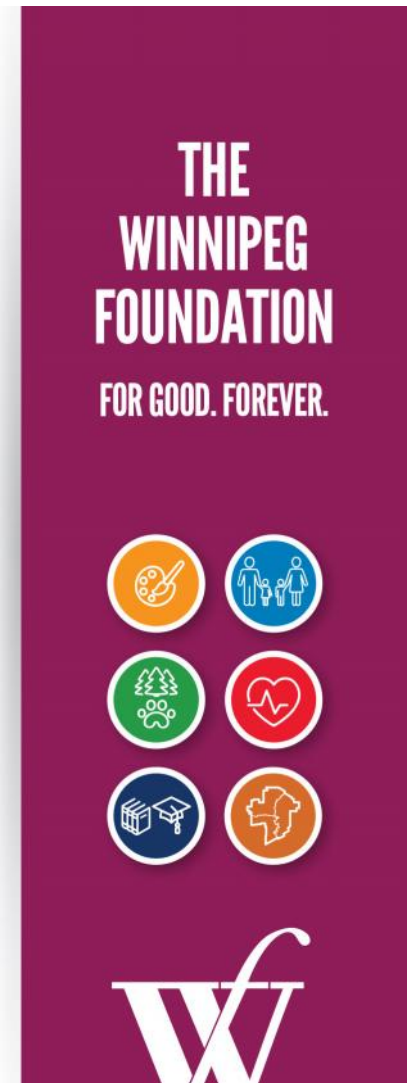
# Investment Allocations





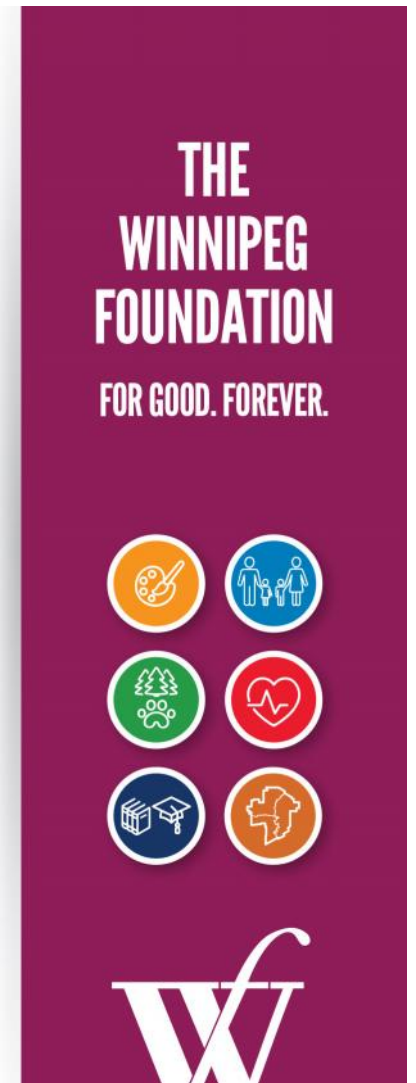
# Ways to Give

- Cash or cheque
- Credit card (Visa or MC):
  - secure on-line gifts (link from your website)
  - by phone
  - automatic debit (monthly donors/pledges) from bank account or credit card
- Gift of securities
- Gift of life insurance
- Bequests
- U.S. gifts through The Winnipeg Foundation USA



# Supports for Agency Fundholders

- Promotional brochures for the Agency Fund
- Featuring your organizations through our publications or social media platforms
- Professional development opportunities and information sessions
- Tax receipting
- Monthly fund statements
- Assistance with planned giving and setting up a planned giving program for your organization



# Hear from an Agency Fundholder

Balmoral Hall School

Balmoral Hall School Endowment Funds

Tina Alto, Executive Director

Geneviève Cloutier, Alumnae Relations Coordinator



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# Contact Us

If you are interested in establishing an agency fund or have questions please contact us.



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No matter what you're passionate about, support it through The Winnipeg Foundation.





# Questions?



FindyourBecause.org

THE WINNIPEG FOUNDATION  Your Community Foundation  
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