

PRIVATE FOUNDATION SERVICES

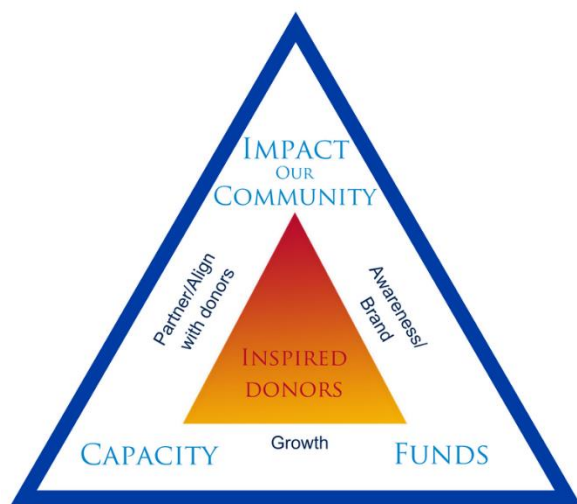
Overview

To enhance and facilitate community giving, Greater Cincinnati Foundation (GCF) offers services for private foundations (PFs). By combining our grantmaking expertise with our knowledge of the community and its nonprofit organizations, we are able to provide meaningful assistance to PFs. GCF's support services streamline the grantmaking process as well as the overall operations of the foundations, allowing their boards to focus on improving our communities. Our current PF clients granted \$4.9 million in 2015 — with 97% of these dollars remaining in GCF's service area.

Goals & Objectives

Why is this service line important to GCF?

- Aligns with GCF's mission to be a trusted partner by helping people achieve their philanthropic goals
- Makes a difference in our community through relationships and counsel
- Builds GCF capacity – financial (operating budget) and community knowledge



Providing services to PF clients is congruent with the left side of the strategy framework triangle.

The service line can contribute to GCF's capacity both financially (if approached and managed with intention) and in the expansion of our knowledge of the community's nonprofit sector.

This service line also positions GCF to partner with PF clients to fund community projects in an organic way because of the meaningful relationship developed between GCF staff and PF trustees.

This combination of increased capacity and partnership leads to a larger impact in our community. For example, when 4C for Children

approached GCF for funding for their office move, GCF staff packaged more than \$95,000 worth of support from GCF's grant budget, two private foundation clients, and one donor advised fund coming together to make it possible.

While not a primary strategy, providing this service could contribute to GCF's long-term assets with private foundation conversions. To date, two private foundations converted into funds (\$9.4 million total market value as of July 2016) within GCF – with renewed conversations taking place for another (~\$1.2 million estimated market value).

APPROACH

Scope of Work, Pricing, and Review of Relationship

Through a consultative conversation that includes all of the services GCF has to offer with the PF client, a discrete scope of work (SOW) will be created from the list of services (see below). Within each SOW, the level of service will be explicitly outlined. Details of the SOW would include the number of grant proposals, site visits, the level of due diligence, and grant

summaries. This scope of work will drive the pricing structure for the service contract, which will be reviewed annually with the client along with the scope of work. This approach will provide clarity of expectations between GCF and each PF client.

