



Investing in Your Organization's Future

Introducing our team



Lindy Eichenbaum Lent
President and CEO
lelent@rcfdenver.org



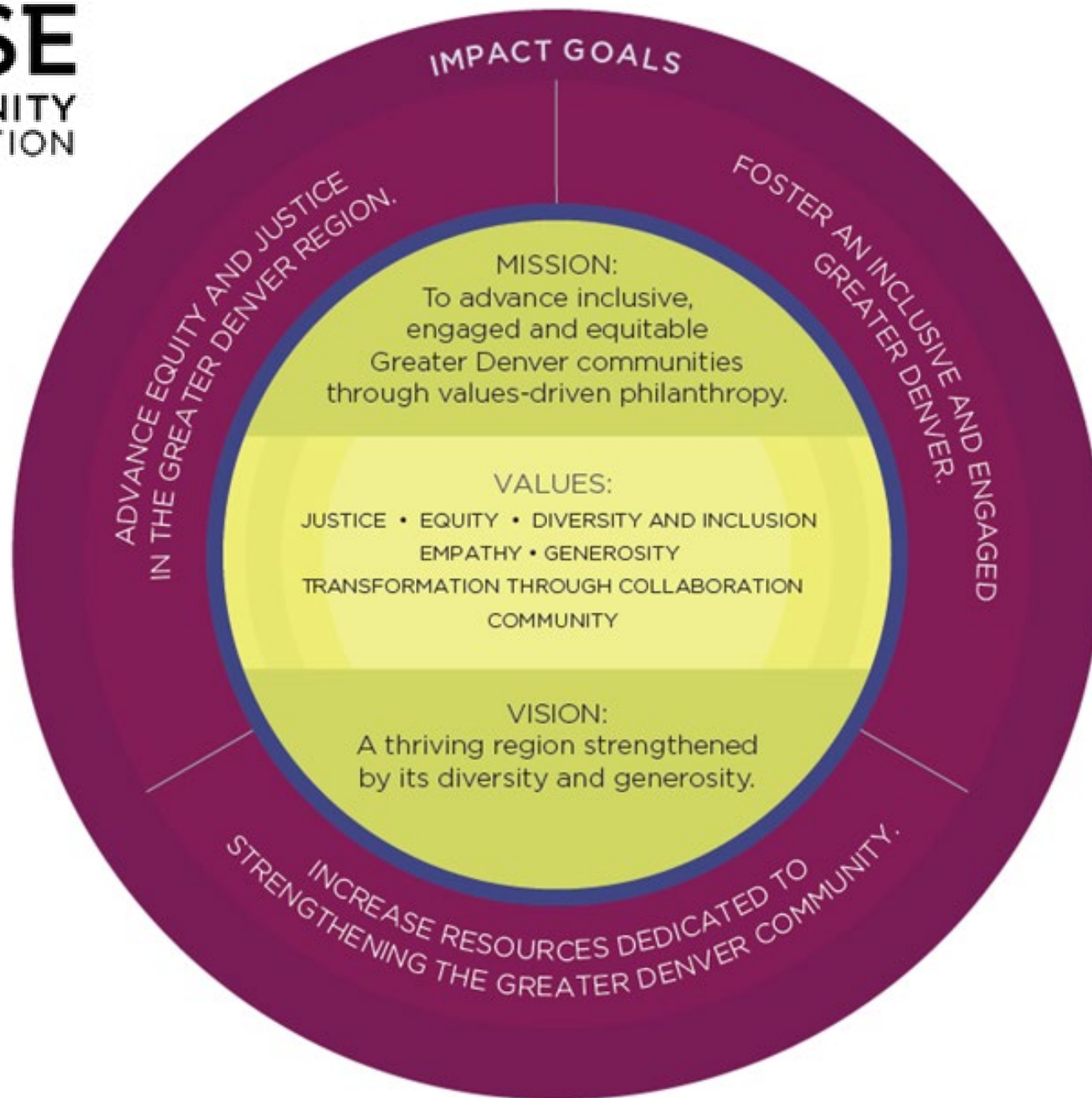
Gretchen Lenamond
Chief Financial Officer
glenamond@rcfdenver.org



Amelia Fink
Director of Nonprofit
Funds and Endowments
afink@rcfdenver.org

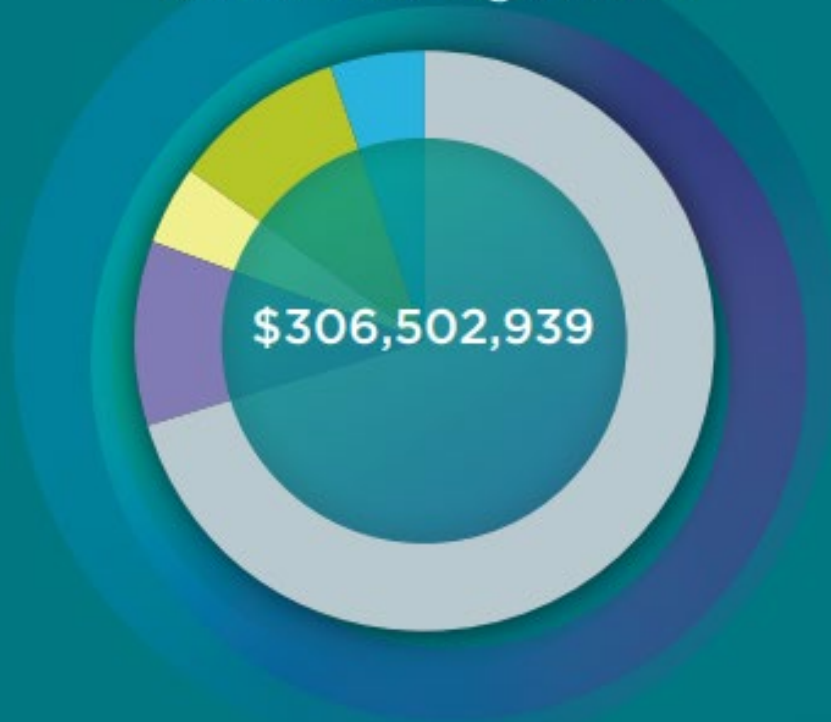


Sarah Indyk
Vice President of
Philanthropic Services
sindyk@rcfdenver.org



Assets Under Management – December 2019

TOTAL ASSETS under management



- Unrestricted
\$215,747,674 | 70.4%
- Endowments
\$31,704,852 | 10.3%
- Designated Funds
\$13,446,046 | 4.4%
- Donor-Advised Funds
\$29,772,667 | 9.7%
- Restricted/Aligned
\$15,831,700 | 5.2%

Endowments at Rose Community Foundation



Began managing
endowment funds in 1999



Currently manage
endowment & designated
funds for 68 nonprofit
organizations



Stewarding \$41 million in
assets on behalf of
nonprofit organizations

Helping you focus on impact

- Expertly managed investment portfolio
- Nonprofit Endowment Cohort: capacity building support to help grow the fund over time
- Oversight and stewardship over the lifetime of the fund



Nonprofit Endowment Cohort



A nine-month program providing training, individual coaching and a \$10,000 match.



The goal is to help organizations launch an endowment fund and build the internal capacity to grow the fund over time.



Provides the tools your organization needs to integrate legacy giving and endowment building into your development work and organizational culture.

By May 2021, your organization will have

Launched an endowment fund, including a \$10,000 match from Rose Community Foundation

Drafted a plan to help grow the fund over time

Started engaging your most committed supporters in conversations about legacy giving

Connected with peers in an environment of shared learning

What is an endowment?



Endowment Fund

Designed to **preserve principal** and provide a **reliable source of annual income** from earnings to help create **long-term sustainability** for the nonprofit agency.

Balances current needs of an organization (**annual distribution**) with **long-term purchasing power**

The case for endowment is not the value of the initial contribution, but rather than **value of the charitable work** that the endowment will provide **year-in and year-out forever.**

Craig Wruck, Senior Advisor, PG Calc

Example: Disciplined Growth and a Reliable Distribution

Contributions	
2002	\$156,276
2003	0
2004	0
2005	0
2006	0
2007	0
2008	10,000
2009	621
2010	115,498
2011	72,806
2012	244
2013	28
2014	1,702
2015	90
2016	18,466
2017	18
2018	50,378
2019	4,518
Total	\$430,645

Distributions	
2003	8,448
2004	9,305
2005	7,514
2006	9,949
2007	10,763
2008	8,732
2009	7,340
2010	8,719
2011	15,035
2012	18,114
2013	19,324
2014	20,108
2015	19,216
2016	18,082
2017	20,090
2018	21,485
2019 *	21,849
Total	\$244,073

- Annual Operating Budget: **\$500,000**
- Fund opened in 2002: **\$156,276**
- 2019 value: **\$430,645**
- Total distributions since 2003: **\$244,073**

Example: A Transformative Gift



Fund opened in 2011: **\$498,433**

- Initial Distribution: **\$25,000**

At the same time, the organization launched a **planned giving program/legacy society**

2017: **\$1.7M** life insurance policy realized

- Distribution in 2018: **\$91,000**

Why is an endowment important?

Annual Distribution:

- Reliable source of funding
- Offsets some of your annual fundraising
- Stability and flexibility in uncertain times

Creating a culture of sustainability:

- Builds confidence with your donors
- Stability to ensure impact on future generations
- Opportunity for donors to connect their legacy to a cause they care about



Why legacy giving?

Legacy gifts are an important strategy in building an endowment fund

Natural connection between legacy giving and endowment funds

- A legacy gift to an endowment fund gives back year after year

Legacy giving works with other fundraising efforts

- No cash now, so it can be an AND rather than an OR
- Opportunity to make a greater impact than a donor thought possible



Individual Coaching and Ongoing Support

Built into the Nonprofit
Endowment Cohort
curriculum and
available to all of our
nonprofit fundholders

Personalized support
to address what's
important to you

Investments

The Foundation's investment goal is to **protect and grow** the portfolio's inflation-adjusted value **over the long term.**

- Rose Community Foundation's Investment Committee
- Outsourced CIO: J.P. Morgan Endowments and Foundations Group

J.P.Morgan
Asset Management

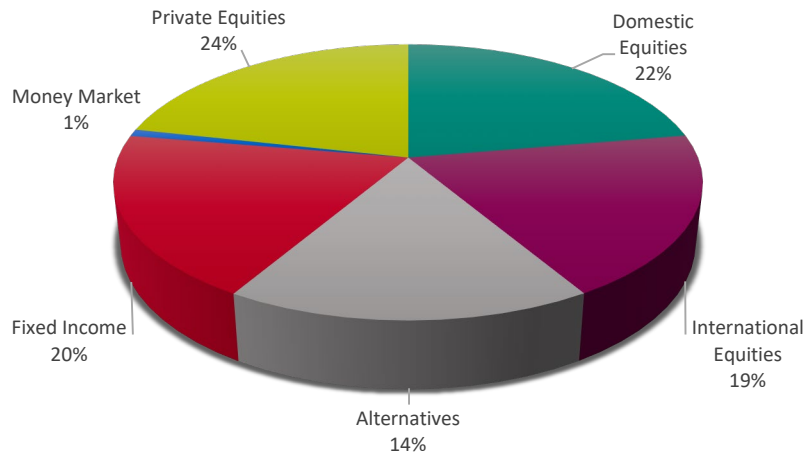
Strategic allocation and investment options

Strategic Allocation			
Asset Class	Range		Current
Equities	21.5%	51.5%	47.5%
Alternatives	6%	36%	24%
Fixed Income	7.5%	37.5%	28.5%

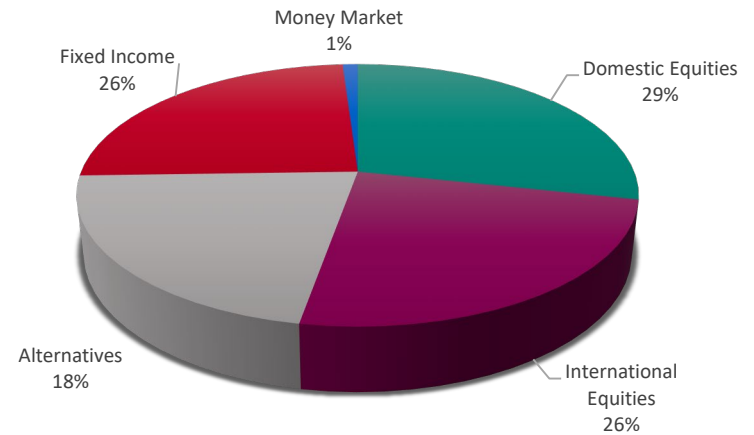
- Rose Commingled Portfolio with Private Equity
- Rose Commingled Portfolio without Private Equity
- Customizable Asset allocation from our Equities, Fixed Income and Money Market pools

Asset allocation and investment performance

Commingled Pool Incl. Private Equities



Rose Commingled Pool



Rose Commingled Returns with Private Equity

Annualized returns for the periods ending August 31, 2020

	YTD	1 Year	3 Year	5 Year	10 Year
RCF Pool w/ PE	1.86%	7.56%	5.02%	5.74%	7.17%

Rose Commingled Portfolio

Annualized returns for the periods ending August 31, 2020

	YTD	1 Year	3 Year	5 Year	10 Year
RCF Pool	3.7%	9.55%	5.38%	6.22%	6.98%

Management fees

- J.P. Morgan = .7% on the total portfolio
- Rose Community Foundation fees are laddered based on fund size:
 - 1% up to \$1mm
 - .5% \$1mm - \$5mm
 - .25% \$5mm and above



Thank you!

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