

FEES & COSTS GUIDE

DonorsTrust operates independently from any banking institution or private foundation, so we are not subsidized in any way. As a 501(c)(3) institution, DonorsTrust relies on occasional gifts from donors who appreciate our unique purpose within the free-market community. However, our administrative fees are our primary means of sustaining our operations. Fees are in keeping with industry standards and are calculated using the daily closing value of the account. Typically, fees are debited from your DAF account quarterly.

Standard Fund Administrative Services

Standard administrative service fees apply to all DAF accounts and provide for grant disbursement, compliance with IRS reporting requirements, and quarterly financial statements. Additionally, DonorsTrust's staff and Board of Directors will ensure that all grantees conform to the grant-making principles of DonorsTrust. Annual fees for most accounts are assessed in the following way:

First \$1 million – 75 basis points (0.75%)

Next \$1.5m – 65 bps (0.65%)

Next \$2.5m – 60 bps (0.60%)

Next \$5m – 50 bps (0.50%)

Next \$15m – 40 bps (0.40%)

Above \$25m – Please call to discuss

Average Account Value Fee: Annual administrative fees for standard accounts are calculated based upon the daily closing value of the account, with 25% of the annual fee charged quarterly. This is the default setting for most accounts. The minimum annual fee for an account is \$100.

Off-the-Top Fee: For account holders who make a gift and intend to grant out the balance of the gift/account balance within 12-months' time, a one-time "of-the-top" fee will be charged upon receipt of the contribution(s). That fee will correspond to the scale above. These fees may be re-evaluated at year's end, and some fees may be reimbursed based upon on the donor's aggregate contribution level.

This fee schedule applies to all traditional donor-advised fund accounts, including Novus Society accounts and Legacy Society accounts. Strategic venture funds will be charged a 1% of-the-top fee due to the additional workload required of these accounts. Giving to international groups, a growing program at DonorsTrust, likewise may have additional fees due to the more complicated liability and rules that are imposed on such giving.

From time to time, DonorsTrust will review accounts to ensure that the fee structure is commensurate with account activity. DonorsTrust may, at its sole discretion, change the fee schedule for an account in order to maintain standard fee levels. As a reminder, all assets allocated to an account at DonorsTrust are the sole, unrestricted property of DonorsTrust. No person, including but not limited to account holders, advisors, and donors, has legally enforceable rights with respect to how assets allocated to accounts are ultimately used. Rather, account advisors have the privilege of providing advice with respect to account assets.

Gifts of Non-Cash Property & Non-Publicly Traded Securities

Depending upon the asset you wish to contribute, fees may range from 1.0% to 5.0% of the value of the asset at the time it is contributed, plus:

- The direct cost to establish a separate entity, such as a limited liability company to accept the gift, if required;
- The direct cost to engage outside advisors to conduct due diligence, draft and review gift agreements, etc., associated with the gift;
- Recurring costs associated with acceptance of the gift; and
- Brokerage or agent fees.

Depending upon the proposed gift, there may be other direct costs involved with accepting a gift that will be passed on to the account. Because non-cash, non-publicly traded security gifts are unique, contact DonorsTrust directly to discuss the proposed gift and agree upon a mutually acceptable fee arrangement

Additional Program Services

Select program services are available to you in addition to the standard administrative services. These services can help you design a structured philanthropic plan that conforms to your interests and to the overall mission of DonorsTrust. This could include using staff to initiate and track grants, conduct program research, and serve as a liaison between you and your grantees. Fees could equal 3% to 7% of grants paid annually and are in addition to the standard administrative services fees.

Comprehensive program services are available in addition to the standard administrative services and are highly individualized. These services could include:

- Regular meetings with program staff to review your areas of interest and giving strategies;
- A customized giving program designed to implement your philanthropic goals;
- Assistance in brokering special projects; and
- Identification, selection, and evaluation of grantees.

In most cases, fees are set as a percentage of the value of the account, but will vary depending upon the project and its scope. Fees for comprehensive program services are charged in addition to the standard administrative services fee

DonorsTrust

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