

## Partner for Non-cash Donations Local Retail Broker or National Christian Foundation

### Comparisons

	Local Retail Broker (example)	National Christian Foundation (NCF)*
Administration	Church selects primary broker and staff/officer to handle all donations. Donor's broker may be different but must work through the church's primary broker.	Church <a href="#">must set up Single Charity Fund</a> (SCF: <a href="#">donor-advised-fund managed by the church within NCF</a> ). Staff/officer authorized to administer the SCF. No administration required for each donation.
Cost for transaction	Equity & ETF commission schedule on sliding scale from 0.5% for \$100k+ to 2.5% up to \$6k. Bonds fee usually <1%. May offer discount for church clients. Mutual funds have no sales charge.	Cost structure and/or administrative fee for stock donation are zero if proceeds from stock liquidation are disbursed within a month. No NCF fee or commission when processed from through the Single Charity Fund.
Management fee	None for flow-through transaction	For the church's Single Charity Fund, set up cost is \$0. Zero administrative fee If proceeds from stock liquidation are disbursed within a month. If proceeds are held longer than a month, monthly fee is the greater of \$20 or 1/12 of 1% of avg. fair market value of assets. No fee for zero-balance accounts.
Time lapse from initiation to settlement of transaction	Often 5-7 days. Administration between two brokers may require more coordination/communication and delay (which could entail market pricing risk).	Next day. Process: <a href="#">NCF Authorization Form</a> on church's website. Donor completes, signs, and transmits the form to NCF. Shares of stock or mutual fund sold same or next day. Proceeds deposited in the church's Single Charity Fund within 3-5 days.
Promotion on church website	Written instructions of procedure plus name and contact info for person at Highlands who coordinates transaction.	Summary of NCF partnership, services and contact info; simple instructions; and link to the <a href="#">NCF Authorization Form</a> .
Gifting	Cost included in transaction fee	Disbursement of funds from the SCF to the church or other charity costs \$0 by check or \$25 by wire.
Potential internal conflict of interest	For multiple donors and/or brokers in the same church, issues could arise where brokers want to be the primary broker or want their share of church transactions.	None
Use of donor information	Potential misuse by primary broker. Need to prevent this broker from marketing to church donors with investment funds elsewhere.	None
Privacy	Donor identity known to at least one church representative.	Donor is anonymous unless self-disclosure is desired.
Less liquid and more complex non-cash donations	Little or no capability; would have to partner with or refer to legal, financial, and/or tax experts.	NCF through a Single Charity Fund can accommodate many kinds of <a href="#">non-cash donations</a> to the church, adding future fund-raising options. Relationship with NCF enables easy promotion of <a href="#">charitable gift annuities</a> , a very mutually beneficial generosity approach, especially for retirees.

\*NCF is a US non-profit organization that assists donors in contributing to charitable causes. NCF is a leader in accepting non-cash assets (e.g. stocks, mutual funds, real estate, and business interests), and is the nation's largest provider of donor-advised funds, focused primarily on evangelical Christian givers. NCF has a relationship with the EPC, serving its' churches to expertly and efficiently receive all kinds of non-cash donations.