

# VIRTUOSO

The Modern Alternative  
to a Private Foundation



A woman with blonde hair and glasses, wearing a blue and white patterned shirt, is looking at a brochure. She is holding a blue pen over a notebook. The brochure is titled "OUR MISSION" and features several photos of people. The text on the brochure includes "TO DESIGN AND IMPLEMENT ANTI-RACIST, JOY-FOCUSED, SUSTAINABLE + AFFIRMING PRACTICES." and "LA LUCHA" and "CONTI".

As one of the largest community foundations in the U.S., we manage almost **\$4 billion** in assets and distribute more than **\$200 million** in grants annually — in the U.S. and internationally

# Philanthropy isn't just an interest. It's core to who you are.

When you have a profound commitment to charitable giving — and significant resources to commit — let us introduce, Virtuoso.

Virtuoso allows clients to leverage MCF's status as a public charity to receive the financial and administrative benefits of a donor-advised fund and the structural benefits of a private foundation. Available to funds of \$5 million and greater, Virtuoso is today's most effective way to engage in individual or family giving.

It also offers the unique opportunity to leverage your own family office or wealth manager to manage your investment strategy — a big plus that enables you to have maximum flexibility on your investments.

# Outstanding talent & technical ability.

## Dedicated Senior Philanthropic Advisor

Our most seasoned advisors from the Family Office of Philanthropy provide highly customized personal service for a small portfolio of clients. They support individuals, couples, or multiple generations of a family to create approaches to their philanthropy that are deeply meaningful, leverage the most current techniques and practices, and deliver the greatest impact.

## Multi-disciplinary Team

This broader, multi-disciplinary team brings considerable skills in strategy design, issue area knowledge, government affairs, finance and investments, communications and branding, and more.

## Visionary Leaders & Issue Area Experts

Here's where you have the opportunity to collaborate with experts – regionally, nationally and globally. With four decades of experience under our belt, we have relationships with the people you want to talk to – or know how to find them.

### Get complete privacy in your grantmaking.

Unlike private foundations that require disclosure of officers, directors and trustees in taxation filings, our donors can choose to remain anonymous in their grantmaking.

### Maximize your tax efficiency.

Gifts qualify for maximum tax benefits, including full deductions for contributions of real estate and closely-held stock. Unlike private foundations, there's no excise tax on investment income and no annual distribution requirement. Similarly, while a private foundation must make minimum distributions each year, equal to 5% of the value of its assets, there is no annual distribution requirement with Virtuoso.

### Gift complex assets.

Open or add to your fund using virtually any kind of asset, from restricted stock and real estate to business interests, life insurance and cryptocurrencies. You can even convert a private foundation to open a fund.

### Create a family tradition of giving.

Virtuoso is an ideal vehicle to better formalize a strategic approach to family philanthropy. As a special benefit, Virtuoso donors who establish multiple funds for children or other family members are charged an aggregated fee, based on total family fund balances, avoiding a minimum fee for each individual fund.

### Access proprietary offerings.

Beyond traditional grantmaking, we have products designed to make your giving a stimulating experience. Provide seed capital to high potential companies with our Venture Impact Program. Leverage the MCF Loan Fund to provide substantial support to capital campaigns. Collaborate with donors who share a specific passion with Pooled Funds, and unlock exponential impact.

### Get expertise in international grantmaking.

We handle all of the administration and due diligence, and provide Virtuoso clients with an annual allotment of complimentary international grants.

## Fees

### Admin Fees

Our fee schedule uses a sliding scale, which begins at .75% for the first \$500,000 and scales down to .12% as funds increase.

### Service Fees

0.75% Up to \$500,000

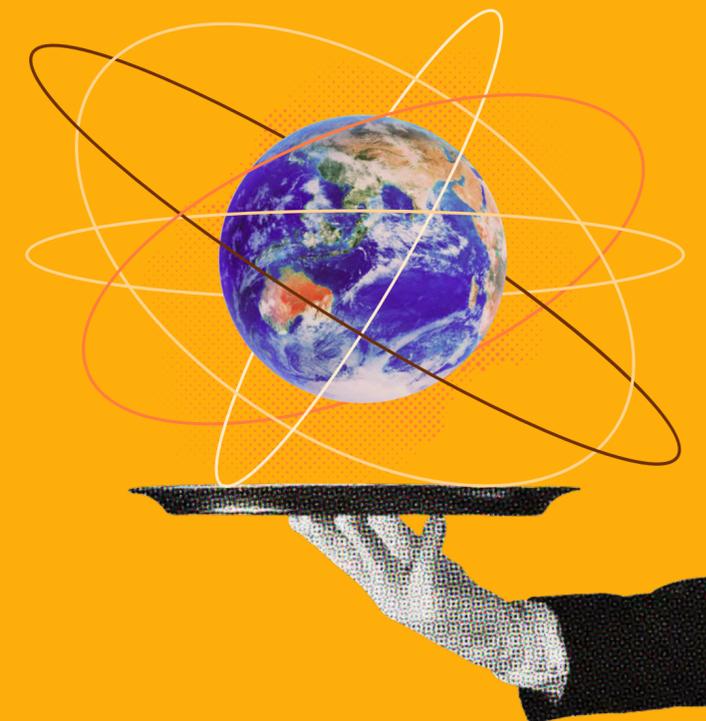
0.65% The next \$500,000 - \$5 million

0.50% The next \$5 million - \$20 million

0.30% The next \$20 million - \$30 million

0.12% Over \$30 million

(Minimum annual fee of \$33,000)





[marincf.org](http://marincf.org)

Let's talk about  
a partnership.



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MARIN   
COMMUNITY  
FOUNDATION