

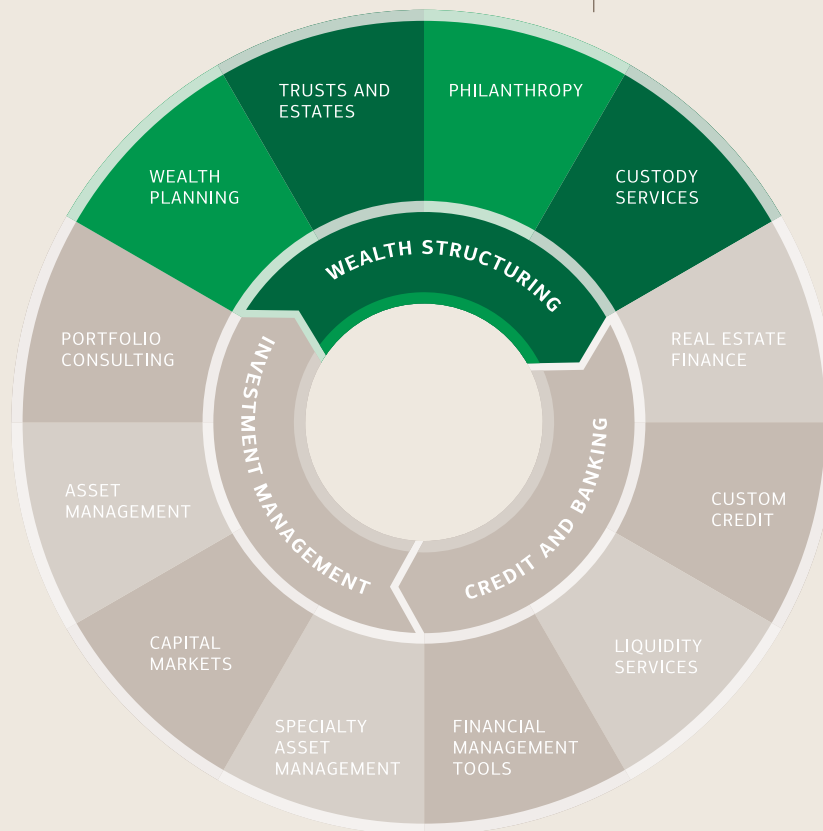
FOUNDATION ADVISORY SERVICES

Pursuing your philanthropic vision
for your private foundation

Philanthropic Solutions

COMPREHENSIVE ADVICE AND SOLUTIONS FROM U.S. TRUST

- Philanthropic planning
- Foundation advisory services
- Grantmaking
- Charitable trusts
- Donor-advised funds
- Private foundations



We can advise you across the many aspects of your wealth,
today and for future generations.

No matter why you give, at U.S. Trust, we are dedicated to making your charitable endeavors more effective and meaningful. Drawing on our extensive resources and experience in philanthropy, we can help you design and manage your foundation in a way that supports your philanthropic strategy and complements your broader wealth management plan. Whether you would like to establish a new foundation or reduce the administrative burdens of an existing one, our philanthropic specialists are ready to help you realize your personal vision.

WHY WORK WITH U.S. TRUST TO SUPPORT YOUR PRIVATE FOUNDATION?

You can count on Foundation Advisory Services from U.S. Trust to help you manage your private foundation. When you work with us, you will benefit from:

- Streamlined foundation management
- Vast philanthropic experience
- The ability to effectively create a long-lasting philanthropic legacy

Institutional Investments & Philanthropic Solutions (Philanthropic Solutions) is part of U.S. Trust, Bank of America Private Wealth Management (U.S. Trust). U.S. Trust operates through Bank of America, N.A. and other subsidiaries of Bank of America Corporation (BoFA Corp.). Bank of America, N.A., Member FDIC. Banking and fiduciary activities are performed by wholly owned banking affiliates of BoFA Corp., including Bank of America, N.A. Brokerage services may be performed by wholly owned brokerage affiliates of BoFA Corp., including Merrill Lynch, Pierce, Fenner & Smith Incorporated (MLPF&S).

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Investment products:

Are Not FDIC Insured	Are Not Bank Guaranteed	May Lose Value
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WE WILL MANAGE YOUR FOUNDATION, SO YOU CAN FOCUS ON THE CAUSES THAT MATTER MOST TO YOU

CHALLENGE

Tom, a newly retired CEO from Florida, and his wife have been generous to several charities over the years and spend a lot of time managing their private foundation. However, now that they are retired, the couple wants to devote more time to family and traveling — while continuing to give. Tom wants to ensure he can work with an organization that understands and can oversee the fiduciary responsibilities of the foundation.

SOLUTION

Tom collaborated with us to outsource the administrative functions of his foundation that were becoming a burden to his family. After consulting with him, we recommended a full range of administrative support, including compliance, oversight, reporting and grantmaking. We customized our services to allow him to now experience the joy that comes from his giving without the administrative burdens.

With over 200 years of philanthropic experience, U.S. Trust is qualified to help you realize the full potential of your giving. You can benefit from the insights we have gained from extensive experience managing personal and family trust assets.

Our team of philanthropic specialists can help you decide if a private foundation is right for you. They will work with you to formalize your commitment to giving and help optimize your tax advantages.

STRATEGIC PLANNING SERVICES

We can help you create and implement a strategic plan for your foundation to enhance the value and impact of your contributions. We can help:

- Transform your ideals into a well-articulated mission and strategy
- Engage your family in your philanthropy — and advise you on succession planning
- Deliver tailored philanthropic training to your family, directors and staff
- Consult with you and your board on grantmaking impact and evaluation

GRANTMAKING SERVICES

Once you have established the strategy for your foundation, our philanthropic professionals can help you implement and refine it as your needs — and the needs of the charities you support — evolve. We can help:

- Design structured grantmaking programs and evaluate grant proposals to help determine whether recipients are sustainable, efficient and effective
- Align your mission with your giving program and funding guidelines
- Conduct outreach to organizations that match your criteria — then manage your grant portfolio, including monitoring grantee reports on use of funds

ADMINISTRATIVE SERVICES

We can also greatly simplify your responsibilities — ensuring that your foundation complies with all regulatory requirements. We can:

- Serve as address of record for grant inquiries and foundation correspondence
- Process your incoming and outgoing correspondence
- Disburse grant payments, prepare transmittal letters and verify tax-exempt status of domestic charities
- Monitor cash flow to assist with disbursing grants



WE SHARE YOUR DEDICATION TO PHILANTHROPY

Experience and expertise matter when it comes to addressing your philanthropic endeavors. Our seasoned professionals have spent years obtaining hands-on experience with charitable organizations.

We have specialists in strategic planning, foundation management, fiduciary matters, grantmaking and board governance as well as social entrepreneurship and family succession planning. And when we are not advising clients on all aspects of philanthropy, we spend much of our spare time as volunteers and leaders in our local communities.

Managing a foundation's investment portfolio requires not only financial acumen, but also a thorough understanding of the foundation's goals as well as applicable regulations. We can work with you to develop and implement an investment strategy that is suited to your foundation's objectives — and help to ensure that you fulfill your fiduciary responsibilities.

INVESTMENTS THAT SUPPORT YOUR FOUNDATION AND ITS MISSION

Our team of philanthropic specialists will work with you to help create a highly customized investment solution driven by your mission. This includes developing specific funding and asset allocation strategies designed to help meet spending needs, and supporting specialized investment models designed to preserve your legacy and accommodate your family's succession plan and timeline.

OUR DISCIPLINED APPROACH

Our approach to investment management starts with your foundation's investment policy. We have a team of dedicated investment specialists who perform rigorous due diligence, carefully selecting and monitoring allocation and performance.

We have oversight in place to help ensure the integrity, thoroughness and consistency of our fiduciary investment process. Managers included in our investment platform have been reviewed to ensure their suitability.

INVESTMENT RESOURCES OF U.S. TRUST

When you work with us to manage your foundation, you will have access to the strategic thinking of professionals across U.S. Trust, including our in-depth analysis and understanding of current economic conditions. You will also have access to one of the world's most extensive open-architecture investment platforms. Our experience extends to specialty assets, such as commercial real estate and timberland. This gives you flexibility in funding your foundation and enables your advisor to be comprehensive in helping develop the foundation strategy and asset allocation.



INSTILLING YOUR VALUES IN FUTURE GENERATIONS

CHALLENGE

Suzanne, a successful business owner from Texas, has worked hard both at raising her children and building her company. In spite of their charitable activity, she and her husband were concerned that their two teenage children were too focused on material things. They also decided to seek assistance to structure their giving to enable them to become more effective in charitable activities.

SOLUTION

Suzanne and her husband worked with one of our philanthropic teams that has experience working with multiple generations. Together, they established a private foundation, with an emphasis on engaging their children. They participated in our full suite of services, including our family giving program, *Creating Your Philanthropic Roadmap*, which allowed both the couple and their children the

opportunity to explore their individual interests while highlighting the importance of giving back to society and the personal joy it can bring. As a result of their engagement, the family outlined their philanthropic motivations, defined their specific goals, developed a strategy to pursue each goal and scheduled an action plan to help ensure success.

Philanthropy can be a powerful means to bridge generations and unite family members around common purposes and shared concerns. At U.S. Trust, we have helped generations of families pursue their philanthropic visions.

MANAGING YOUR FOUNDATION WITH AN EYE TO FUTURE GENERATIONS

Many of our clients are concerned about the effect of wealth on their children and subsequent generations. Often, engaging the next generation in philanthropy can help. Our team of philanthropic specialists can work with you on how to appropriately involve family members in your foundation. We can provide assistance with family meetings and workshops to focus the foundation's purpose, operations and grantmaking activity, and help to create specific roles for family members.

Roles can be designed to reflect individual interests and skills — as well as practical considerations such as age, geographic location and extended family circumstances.



USING MULTIPLE GIVING VEHICLES TO HELP PURSUE PHILANTHROPIC GOALS

CHALLENGE

Ken, a self-made entrepreneur, and his wife, Laurie, had used a modest charitable gift fund to make their annual gifts. Ken sold his company and wanted to give a portion of the proceeds to charity. He was also becoming politically active in his home state of Georgia. They decided to structure their giving and plan for their charitable legacy.

SOLUTION

Ken and Laurie worked with us to use a portion of the proceeds from his company to fund a private foundation. Rather than giving entirely through the foundation, we suggested that they maintain their donor-advised fund. Because of Ken's political interests, the Bank of America Charitable Gift Fund allowed them to make anonymous grants instead of grants through their foundation, which are a matter of public record.

U.S. Trust is ready to help you build an effective and enduring philanthropic strategy.

For more information, please contact your
U.S. Trust® advisor or visit ustrust.com/philanthropy.

The case studies presented are hypothetical, and do not reflect specific strategies we may have developed for actual clients. They are for illustrative purposes only, intended to demonstrate the capabilities of U.S. Trust. They are not intended to serve as investment advice, since the availability and effectiveness of any strategy are dependent upon your individual facts and circumstances. Results will vary, and no suggestion is made about how any specific solution or strategy performed in reality.

Neither Bank of America nor any of its affiliates provide legal, tax or accounting advice. You should consult your legal and/or tax advisors before making any financial decisions.

Managing your worth with U.S. Trust

Your wealth is not measured by numbers alone, but by the extraordinary opportunities and complex challenges that define your life. At U.S. Trust, we apply our deep insight and broad expertise to help you make the most of the things that matter most to you.

We begin by listening to you, learning about your life, and we work with you to understand your priorities. Your advisor and your team of specialists then build a wealth plan that aligns with your personal values and family goals.

When we serve as your fiduciary, whether we are managing your portfolio or administering a trust, our focus is on what best meets your objectives and expectations. Together, we develop personalized solutions that address the dimensions of your worth today and the legacy you're building for future generations.