

# Maximizing Your Gift Growing Programs

Our sole focus in State Street Global Advisors' Charitable Asset Management group is to help our clients maximize their gift planning programs by assisting each organization in building and maintaining strong donor partnerships, closing more planned gifts with higher gift values, and preserving and growing endowments.

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## Who We Are

Charitable Asset Management provides consultative and customized planned gift investment management, tax, and administration solutions for charitable organizations. Established in 1984, Charitable Asset Management is a boutique group within State Street Global Advisors dedicated to serving nonprofit organizations and their donors. Today, our 30 plus planned gift specialists work with over 200 charities and manage 3 billion dollars in charitable assets for more than 34,000 donor/beneficiaries.<sup>1</sup> Our charitable clients include colleges; universities; foundations; private schools; hospitals; and cultural, environmental and religious organizations.

### Gift Administration

- Custody, manage and execute all administrative functions for planned gifts
- Calculate and remit payments to income beneficiaries
- Assist with gift annuity state filing requirements

### Investment Services

- Advise on Investment Policy
- Implement the investment program and asset allocation strategy
- Rebalance portfolios
- Provide performance reports and account statements

### Charitable Tax Services

- Dedicated Charitable Tax Unit to complete required planned gift tax information
- Educate clients on newest changes to tax law

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### **Gift Planning Consultation**

- Review trust documents
- Deliver technical assistance and training for staff
- Provide marketing ideas and legal/regulatory/tax planning suggestions

### **Stewardship Support**

- Provide support and consultation in closing complex gifts
- Deliver planned gift, estate, tax and fiduciary information to assist with the cultivation and education of donors

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### **Comprehensive Administration**

Dedicated relationship management teams provide personalized services to each client while utilizing our gift planning, investment management, tax, and fiduciary experience. Charitable Asset Management's service model provides our clients with comprehensive administration, accurate and timely beneficiary payments, a wide range of statements and program reports, and online access. Our team offers a deep bench of dedicated gift planning specialists, all focused solely on supporting your and your donors' specific needs.

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### **Sophisticated Investments**

Charitable Asset Management's dedicated investment team has extensive experience and a deep understanding of the specific complexities in managing planned gift assets. We seek investment solutions that can deliver consistent long-term performance while balancing the interests of the income beneficiaries with those of the charity. We employ a core disciplined process driven by skilled managers who draw upon our resources and industry experience to customize investment programs specific to each planned gift vehicle.

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### **Charitable Tax Work**

Our in-house charitable tax team is solely dedicated to the delivery of life income gift tax reporting for our clients. They distinguish Charitable Asset Management with their record for timely, accurate tax returns and the ability to educate our clients on the newest changes to tax law.

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### **Collaboration and Support**

State Street Global Advisors believes in building strong partnerships with our clients and their donors. We communicate regularly through face-to-face meetings, conference calls and customized reports to keep each client informed about their program. We offer consultation, assistance with donor inquiries, training for staff, board and donors, as well as updates on current issues and trends in gift planning, tax and investments.

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### **Contact Us**

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### **Endnote**

1 State Street Global Advisors Charitable Asset Management as of June 30 2020.

## About State Street Global Advisors

Our clients are the world's governments, institutions and financial advisors. To help them achieve their financial goals we live our guiding principles each and every day:

- Start with rigor
- Build from breadth
- Invest as stewards
- Invent the future

For four decades, these principles have helped us be the quiet power in a tumultuous investing world. Helping millions of people secure their financial futures. This takes each of our employees in 30 offices around the world, and a firm-wide conviction that we can always do it better. As a result, we are the world's fourth-largest asset manager\* with US \$3.86 trillion<sup>†</sup> under our care.

\*Pensions & Investments Research Center, as of December 31, 2020.

<sup>†</sup>This figure is presented as of September 30, 2021 and includes approximately \$59.84 billion of assets with respect to SPDR products for which State Street Global Advisors Funds Distributors, LLC (SSGA FD) acts solely as the marketing agent. SSGA FD and State Street Global Advisors are affiliated.

## ssga.com

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