

THE *Community*
FOUNDATION
SAN LUIS OBISPO COUNTY

14TH ANNUAL Professional Advisors Luncheon



**THANK YOU TO OUR 2024
PROFESSIONAL ADVISORS LUNCHEON SPONSORS**



Congrats on
10 years!





Community Impact

- **Well-positioned for the future**
 - Strategic Plan 2024-2028
- **\$72 million** awarded in grants and scholarships
 - **2,500+ organizations**
 - **1,500+ students**
- Started with \$500,000 grew to **\$84 million in assets** under management
- 90% stays local, but we can give globally
- Permanent resource



Local Lens: The Data Center

- The only comprehensive online platform that offers timely and accurate reports from **local, state, and federal sources**.
- Over **65 reports** addressing local needs, trends, and emerging issues across various sectors, such as **housing and homelessness, health and human services, land and nature, and more**.
- Learn more: www.cfsloco.org/research/



Did you know? Pressing issues:

Mental Health – nearly 40,000 people in our County experience mental illness and youth mental health needs have rapidly increased. Not enough specialists, recruiting and retaining staff due to low supervision opportunities and cost of living are among common barriers. ***Over 6000 calls to TMHA's crisis line in a six-month period.***

Affordable Housing – nearly 9000 households are on the waitlist with People's Self Help Housing and roughly 900 more are added per quarter.

- Average rent for an apartment in SLO County is \$2,800
- Income needed to affordably rent here is \$112,000

Families are struggling with housing, childcare, and food insecurity. Over 200 families on waitlist for YMCA childcare last year. 49% of children qualify for free and reduced lunches across the County and that translates to over 32,000 students.

Vulnerable populations

- Women and Girls (2024 What Women Need Report)
- Migrant families
- Seniors (SLO Master Plan on Aging revealed at our next In Our Backyard and to the public in February 2025)

Did you know?

2024 Nonprofit landscape study

- 641 active
- Majority with operating budgets under \$500,000
- Majority funded by CFSLOCO across a variety of sectors

Local State of Philanthropy

• FUNDING TRENDS

- Funding cliff
- Top 3 Foundation funding areas:
 - Environment
 - Scholarships
 - Health and Human Services
- Shift to multi-year and unrestricted

• GIVING VEHICLES

- DAFs fastest growing vehicle
 - ☐ Tax benefits
 - ☐ Ease of use
 - ☐ Flexibility
 - ☐ Accessibility
 - ☐ Evolving economics
 - ☐ Donor behaviors
- \$\$\$ higher and more frequent

• ON THE HORIZON

- Women in philanthropy
- Next gen philanthropy

Meet Rob Garcia, Foundation Board Member

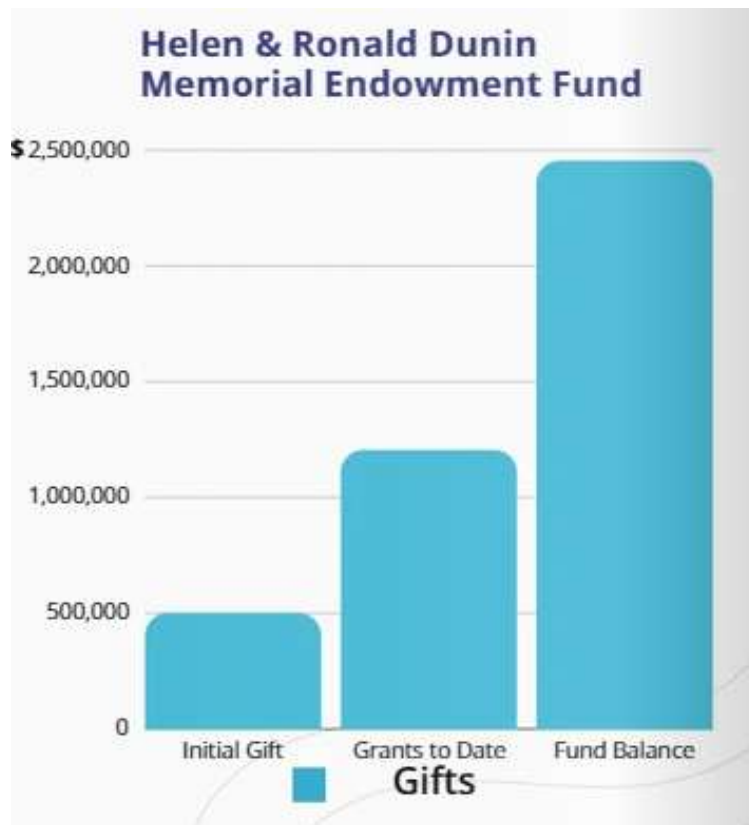


State of the Endowment

The Foundation has made significant changes to its endowment oversight, governance, and philosophy in the last two years.

- Embarked on a process to find a new institutional advisor after 10+ years with our previous Firm.
 - Planned an efficient transition.
 - Granted our new advisors discretion.
 - Focused on leveraging our size to secure attractive fees.
- Grew the Investment Committee by two additional local professionals.
- Reevaluated our Investment Policy Statement.

Power of Endowments



Case Studies: CRT, Bequest, and RMD/QCD

Your expert financial advice

- Financial optimization
- Taxwise estate planning
- Long-term relationships
- Customer satisfaction

Trusted
philanthropic
options

Your client's interests

- Community impact
- Family values
- Family legacy
- Financial optimization

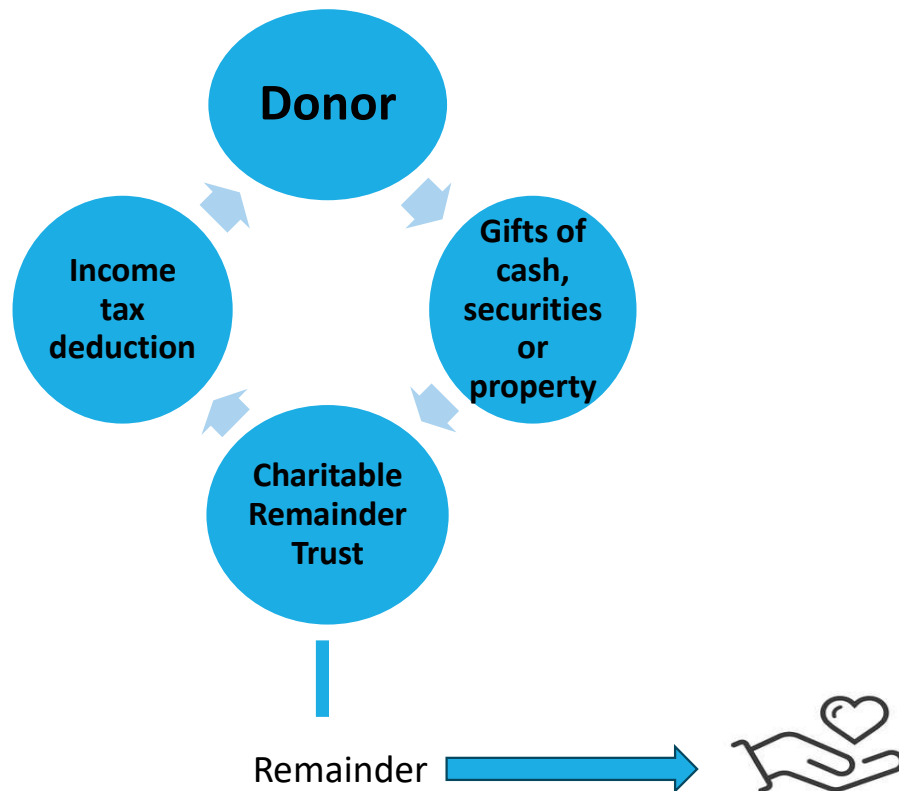
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Meet Keith & Karen – CRT

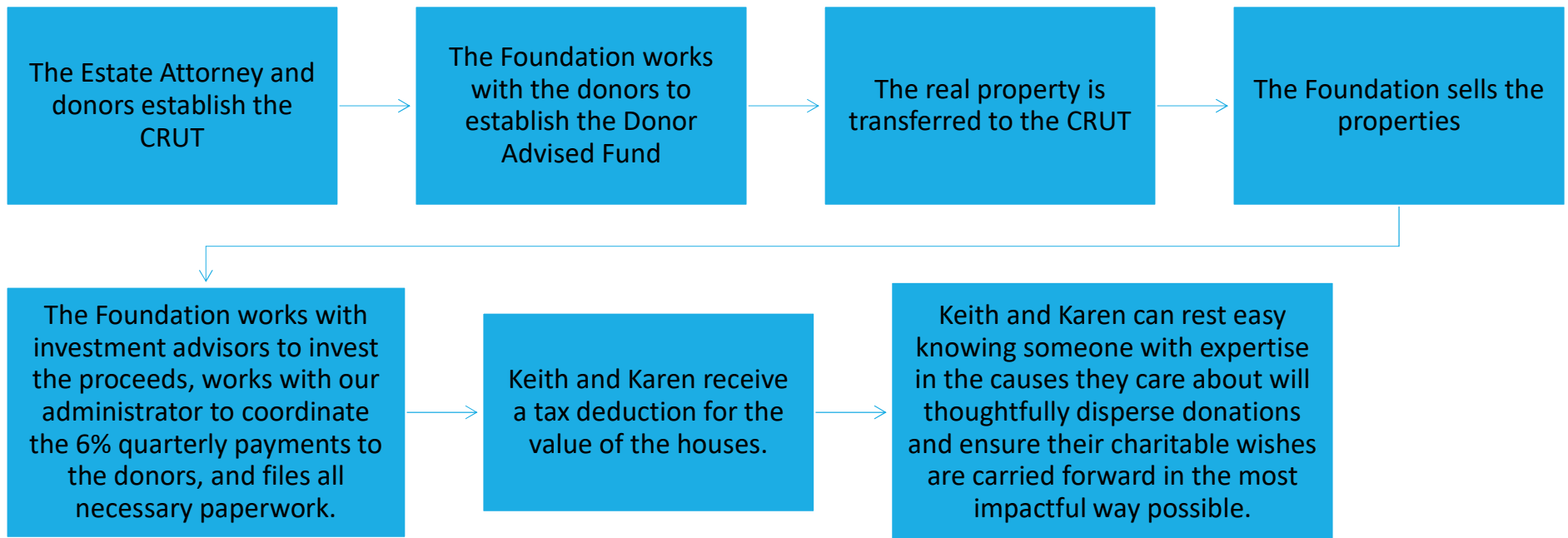
- Charitably inclined
- Care about causes, but not sure where to give
- Retired and no children
- Investment properties for income
- Don't want to be tied to properties anymore



Charitable Remainder Unitrust



Next Steps



Meet Kim – Bequest

- Complex donor intent
- Short and Long term charitable planning needs
- Investment strategy
- Request for more oversight on funds



Meet Scott – RMD/QCD

- 73 years old, recently retired and moved to area
- Tax burden, with appreciated stock
- Eligible for a QCD
- Charitably inclined, needs strategic partner to advise on giving



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