The Dallas Foundation®

A Strategic Partner **For Advisors**

Philanthropy expertise that makes you invaluable to your clients

A Partner You Can Rely On

As the first community foundation in Dallas, The Dallas Foundation has long been a pillar of the local philanthropic landscape. We help advisors guide their clients' giving with confidence, through funds that accept contributions of cash as well as complex assets such as closely held stock and real estate.

Our goal is simple: to help you deliver more value to your clients while strengthening the relationships that define your practice. With deep knowledge of the Dallas nonprofit landscape and a long-standing reputation for trust and stewardship, The Dallas Foundation's Philanthropic Partnerships team acts as an extension of your practice. From opening new funds and facilitating complex gifts to teaching best practices in family philanthropy, we provide white-glove guidance every step of the way. Our specialized support helps you steward your clients with confidence, strengthen multi-generational relationships, and maximize the impact of their charitable giving.

How We Support Your Practice

Strengthen Client Loyalty

Maintain control of high-value portfolios while offering expanded philanthropic opportunities.

Simplify Complex Gifts

Access expert guidance on charitable vehicles, trusts, and non-cash assets to broaden your advisory toolkit.

Enhance Your Value

Incorporate charitable giving naturally into comprehensive wealth plans, enhancing your value as a trusted advisor.

Deepen Client Relationships

Help clients achieve meaningful, purpose-driven impact through strategic giving.

Collaborate Seamlessly

Work directly with our philanthropic advisors who understand your clients, your process, and your goals.

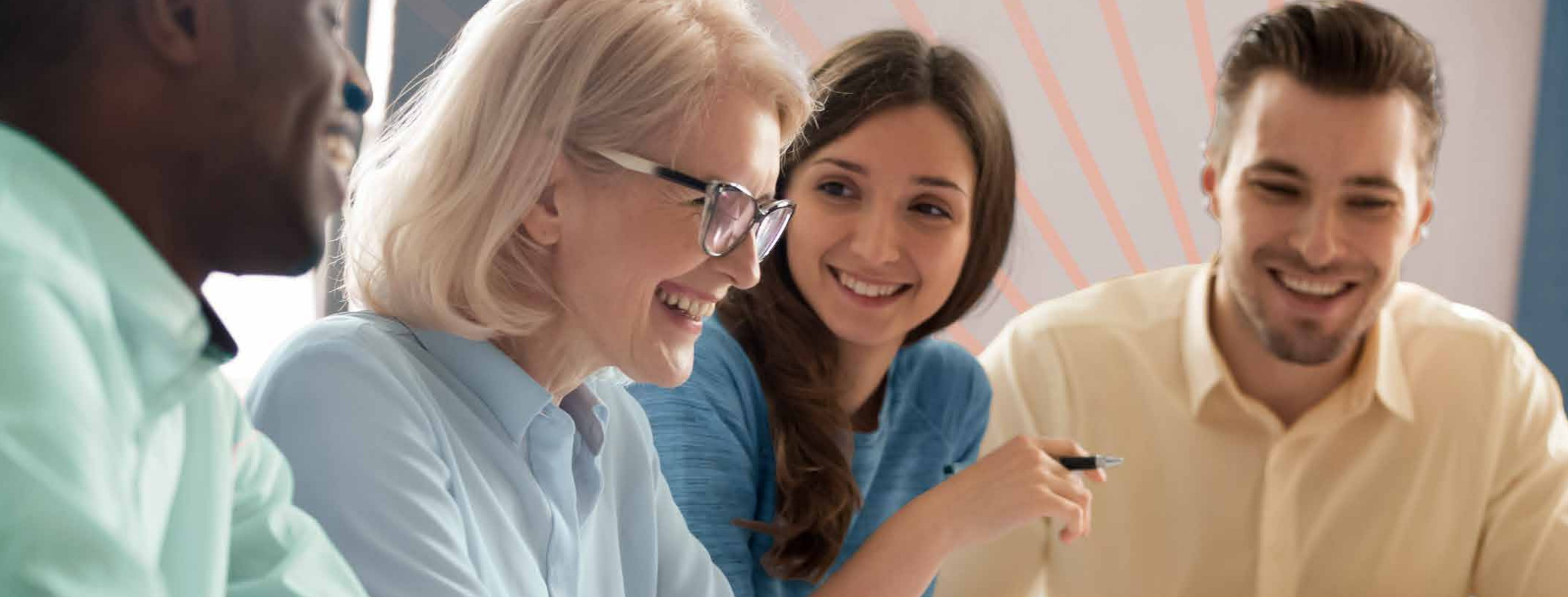
Grow Your Network Expertise

Participate in curated events that foster peer collaboration, professional growth, and innovative giving strategies.

Enduring Value for Your Clients

When your clients open a fund at The Dallas Foundation, you gain a trusted partner in strengthening those relationships. Our Philanthropic Partnerships team provides white-glove support—from structuring new gifts and opening funds to guiding thoughtful grantmaking and ongoing stewardship. We handle the full administration, offer access to our deep nonprofit knowledge, and provide clients with secure, anytime grantmaking through our online Giving Hub.

- Strategic guidance from a dedicated team of philanthropic advisors to maximize the impact of every gift.
- Meaningful impact through vetted nonprofits and community initiatives that truly make a difference.
- Exclusive tax advantages available only through public charities.
- Secure, easy-to-use online account management for anytime access and control.
- Flexible giving options to match unique client needs, from donor-advised funds to complex gifts.
- Trusted local expertise ensuring gifts achieve maximum impact in Dallas and beyond.



Smart Strategies for Every Asset

Helping your clients make the most of every asset they give, with expert guidance and valuable tax advantages.

Assets we accept:

- Cash
- Appreciated securities
- Closely held and restricted stock
- Real estate
- Tangible personal property
- Business interests
- Retirement plan assets
- Oil, gas, and mineral rights
- Life insurance
- Planned gifts

A Smarter Alternative to Private Foundations

As a 501(c)(3) public charity, The Dallas Foundation provides your clients with the most valuable tax advantages available under the law for charitable contributions, including income and estate tax benefits. Clients can choose from donor-advised funds or supporting organizations to structure their giving in ways that best meet their philanthropic goals.

	The Dallas Foundation	Private Foundation
Vehicle Types	Donor-Advised Funds, Supporting Organizations, Field-of-Interest Funds, etc.	Single Private Foundation Entity
Cash	Deductible up to 60% of AGI	Deductible up to 30% of AGI
Private Assets	Deductible at fair market value, up to 30% of AGI	Deductible at tax basis, up to 20% of AGI
Publicly Traded Securities	Deductible at 100% of FMV (including capital gains), up to 30% of AGI	Deductible up to 20% of AGI
Estate Gifts	Deductible at 100% for estate tax purposes	Deductible at 100% for estate tax purposes

Flexible Giving Strategies for Every Goal

Every client's charitable goals are unique. At The Dallas Foundation, you and your clients can choose from a broad array of giving strategies—from straightforward donor-advised funds to complex structured vehicles. We're here to guide strategy, streamline administration, and ensure your clients' giving aligns with their financial, tax, and philanthropic goals.

	Client Benefits	Ideal For
Donor-Advised Fund (DAF)	Immediate tax deduction, flexible grantmaking, streamlined administration	Families who want to stay actively involved in giving but simplify administration
Designated Fund	Provides steady, reliable funding to chosen nonprofit(s)	Individuals who want to support a specific nonprofit indefinitely
Advisor Managed Fund	Advisor maintains control of investments while clients benefit from TDF's philanthropic expertise	Advisors who want to retain investment management while expanding philanthropic options
Field of Interest Fund	Ensures giving is directed to vetted organizations within their chosen area	Clients passionate about a particular issue (e.g., education, healthcare, arts)
Supporting Organization	Offers control and flexibility of a foundation with TDF's back-office support and compliance	Families with substantial wealth who want foundation-level involvement without the overhead
Nonprofit Agency Fund	Provides investment management and a reliable income stream	Nonprofits seeking to create long-term financial stability
Corporate Giving	Streamlines employee giving, strengthens CSR, enhances visibility	Companies seeking to align philanthropy with corporate values
Charitable Trusts	Clients seeking to balance charitable impact with personal financial or estate planning goals.	Offers potential income streams, tax benefits, and flexibility in creating a lasting philanthropic legacy.

Expert Guidance for Complex Giving

Helping advisors turn non-cash assets into meaningful, lasting impact for their clients.

Clients often hold non-traditional, illiquid, or complex assets that can be leveraged for philanthropy—but navigating the tax, legal, and administrative considerations can be challenging. We partner with advisors to transform these assets into impactful giving while you maintain financial strategy and your central role as the advisor.

Examples of Illiquid or Complex Assets:

- Closely held or S-corporation stock
- LLC and partnership interests
- Pre-IPO or restricted shares
- Oil, gas, and royalty interests
- Private equity, hedge funds, other privately held interests
- Real estate
- Artwork, collectibles, and other tangible property
- IRAs and retirement accounts
- Life insurance policies and annuities
- Miscellaneous or unique assets (patents, royalties, existing trusts)
- Private foundation assets

Benefits of Donating Illiquid Assets:

- Deduction for the current fair market value without reporting appreciation as income
- Typically avoids capital gains taxes, allowing more charitable dollars to go further
- Quick establishment of a donor-advised fund, providing immediate and ongoing support to multiple charities
- Access to philanthropic expertise for guidance on strategic giving and grantmaking
- Allows advisors to engage clients in new philanthropic strategies without disrupting their broader financial plan

Real-World Solutions for Creative, High-Impact Philanthropic Gifts

Case Study: Creating a Multi-Generational Impact

A family wanted to engage the next generation in philanthropy during the lifetime of the senior family member, without disrupting existing business interests. They needed a structure to accommodate complex assets, involve multiple family members, and meet a tight year-end timeline.

Solution: Customized Memorandum of Understanding (MOU), donor-advised fund with succession planning

Results: Gift completed before year-end, immediate tax deduction, endowed family fund, annual family grant meetings

Advisor Value: Demonstrates how TDF enables complex gifting while preserving the advisor's central role

Case Study: Transforming Real Estate Into Philanthropy

A long-time landowner with no heirs wanted to create meaningful impact now and ensure a lasting philanthropic legacy. The property had substantial appreciation and deep personal significance.

Solution: Charitable deeds, phased sales with TDF oversight to align with donor values

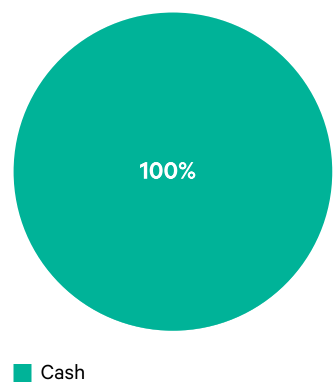
Results: Favorable tax treatment, reliable income stream, maintained donor involvement, enduring philanthropic impact

Advisor Value: Shows how TDF guides clients through high-value, complex gifts with confidence and expertise

Strategic Stewardship for Every Fund

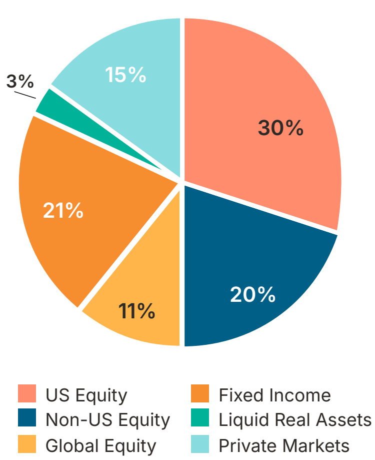
The Dallas Foundation helps advisors deliver exceptional value to their clients by safeguarding and growing their philanthropic assets. Donors can choose from multiple investment options—including the Short-Term Pool (Money Market), Long-Term Pool (Balanced), and ESG Pool—making it easy to align giving with their goals.

From short-term liquidity to long-term growth, our investment pools offer flexible strategies to align with each client's unique philanthropic vision. By partnering with The Dallas Foundation, advisors gain a trusted ally who manages philanthropic assets with the same discipline and care they devote to their clients' broader portfolios



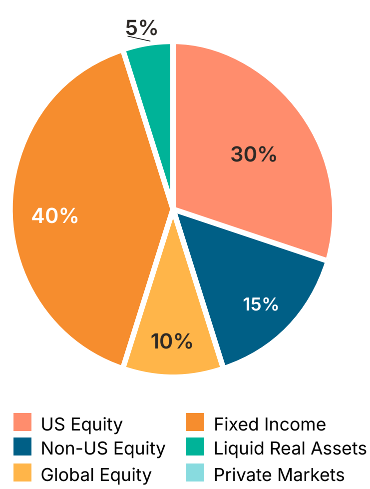
Short-Term Pool - Money Market

Short-Term Fund Cash & Cash Equivalents
This fund invests in cash and cash equivalent securities (e.g., short-term US Treasury obligations, certificates of deposit & money market funds). The primary objective of this fund is preservation of capital with very short-term liquidity. Funds deposited in this pool are typically earmarked for near-term distribution.
Investment Style – Very Conservative



Long-Term Pool - Balanced

Diversified Asset Allocation
A longer-term diversified investment approach across multiple asset classes, including a substantial weighting exposure to private capital. Allocation to the private markets helps this pool weather market volatility generate long-term returns. Other elements of this pool seek to address capital preservation and liquidity. This pool is suitable for donors and nonprofits looking for a diverse investment portfolio for the long-term investment of their charitable funds for 3 years and longer.
Investment Style – Capital Appreciation



ESG Pool

This pool focuses on investment funds that emphasize environmental, social, and corporate governance considerations. It is a balanced pool of approximately 60% equities and 40% fixed income. Funds invested in this pool should have a time horizon of 3 – 7 years.
Investment Style – Moderate

Trusted Oversight for Philanthropic Assets

The Dallas Foundation takes seriously its role as steward of your clients' charitable resources. Our Investment Committee, composed of seasoned experts from across industries, carefully reviews recommendations and performance reports from our investment advisory partner, NEPC, LLC.

NEPC is one of the nation's leading institutional consulting firms, with $1.6 trillion in assets under advisement and a client base that includes more than 85 nonprofit organizations. Their proven track record provides confidence that The Dallas Foundation's pooled investment portfolio is managed with both discipline and vision.

For larger funds, we also offer flexibility. Fund balances exceeding $500,000 are eligible to recommend an external manager, allowing for tailored strategies that align with client goals and multi-generational philanthropic planning.

The Dallas Foundation Financial Oversight & Management

TDF Foundation CEO, CFO, & Finance Team

Investment Committee (5 members)

Investment Advisor (NEPC)

Board of Directors (16 members)

Advancing Your Philanthropic Expertise

We provide professional advisors with the knowledge, resources, and community to enhance your philanthropic guidance. Our role is to help you bring philanthropy into the broader conversation with clarity and confidence. Through shared learning and ongoing support, we walk alongside you as you navigate these discussions with your clients.

By connecting with peers and learning from seasoned philanthropic professionals, you gain practical insights that can be applied directly to your practice, adding lasting value to every client relationship.

Professional Advisor Council

Engage with a select group of advisors who partner with us to explore how deeper philanthropic involvement strengthens client relationships and adds lasting value to their practice.

Annual Professional Advisor Seminar

Featuring leading experts presenting the latest trends and strategies that strengthen relationships, deepen client trust, and support long-term success in your practice.

Peer Networking

Exchange insights with like-minded professionals serving high-net-worth clients.

Lunch & Learns

Designed to bring practical, real-world guidance on complex gifts, giving strategies, and case studies straight to your office. These sessions make learning easy, relevant, and immediately useful for your team.

Learning That Elevates Your Practice

Our educational programs are designed to provide advisors with actionable insights and real-world case studies that can be applied directly with clients. These sessions cover complex gifts, strategic grantmaking, and evolving philanthropic vehicles, equipping you with the tools to expand your offerings and demonstrate value to clients.

Case Studies

Explore successful giving strategies and lessons learned from other advisors' clients.

Expert Guidance

Access to The Dallas Foundation's senior philanthropic advisors for tailored insights.

Continuing Education

Opportunities to earn CE credits while staying ahead in philanthropy trends.

Interactive Discussions

Engage in Q&A sessions, share experiences, and receive advice on unique client situations.

1,500+ Funds

Established Since 1929

$85M+

Granted Annually*

**5 year average*

12,000+

Nonprofits Supported Across Dallas & Beyond

Making a Lasting Difference in Dallas and Beyond

It's clear why advisors trust The Dallas Foundation. Our Philanthropic Partnerships team acts as an extension of your practice, providing expert guidance at every step—from teaching and advising on new gifts, to opening and managing funds, to delivering white-glove stewardship for your clients. With our secure online tools, diverse fund options, and proven track record of measurable impact, we simplify even the most complex giving strategies—helping you enhance your professional practice while ensuring your clients' generosity creates lasting, meaningful change.

Working with The Dallas Foundation has been the right choice for my family and clients. They share our passion for meaningful impact and help us engage resources effectively. From connecting generations through mission-driven giving to offering creative legacy solutions, their focus on donor impact makes them an ideal partner in transforming wealth into purpose."

— Dallas-Based Wealth Advisor; Proud Partner of The Dallas Foundation for over 25 years

The Dallas Foundation is such a valuable partner for clients who want their giving to truly make a difference. There are so many important causes and nonprofit options out there that it can feel overwhelming to know where to start, but their team provides thoughtful, practical guidance on how to align clients' individual goals with community needs, charitable structures and grantmaking strategies."

— Director of Financial Planning and Certified Financial Planner™ Partnering with The Dallas Foundation

The Dallas Foundation team operates with both heart and expertise. They understand how to collaborate with advisors and respect the client relationship, acting as an extension of our planning team."

— Wealth Advisor and Certified Financial Planner™ Partnering with The Dallas Foundation

Helping Your Clients See Their Vision Come to Life

At The Dallas Foundation, we work alongside advisors and their clients to turn charitable intentions into meaningful action. Our team of philanthropic experts serves as a trusted thought partner—helping donors explore innovative ways to deploy their resources, connect more deeply with community needs, and bring their vision for change to life.

The Reis-Bisor Foundation and Beacon Hill

Photos courtesy of Beacon Hill

When Bobby Bisor and Jim Reis embarked on their philanthropic journey with The Dallas Foundation, the couple planned to focus on awarding scholarships to high school students. Both Bobby and Jim had themselves received academic scholarships to pursue their educational goals and they deeply understood the impact that type of support can provide. But as they began exploring the many opportunities they had to make an impact toward alleviating the effects of poverty and building a stronger system for all children to access the dream of higher education, they realized the importance of collaboration and focusing their resources upstream. By developing an understanding of where the needs exist, through listening to community members and nonprofits organizations, and partnering with The Dallas Foundation, Bobby and Jim began to direct the giving of the Reis-Bisor Foundation toward organizations serving school-aged children and youth, particularly those that cultivate an excitement for learning.

"We think investing in the change we want to see is most valuable when funders, including the public and private sectors, move from their individual silos toward collaboration, learning, and dialogue with the goal of understanding the problems that need addressing, without imposing uninformed solutions or judgement on the people most affected by those challenges," said Bobby and Jim.

One organization that aligned closely with Bobby and Jim's goals is Beacon Hill. Designed to increase comprehension and retention for participants in its in-school tutoring program, Beacon Hill connects academics to fun, encouraging students to enjoy themselves while they learn.

"All of the data demonstrates the importance of children reading on grade level by 3rd grade," said Bobby. "That, combined with the benefits of exposing students to the joy of learning, provides significant opportunities to impact more young people and to create stronger pipelines, both of students who will be inspired and ready to pursue a post-high school education and of community-focused organizations intent on building a continuum of services to support them and their families."

And building such a pipeline adjacent to, but outside of class time is needed. According to Bobby, one of the challenges they have witnessed is the tendency for entities within the education space to operate in silos. Smart public policy can provide a lever to encourage integration of programs and services that bolster academic performance and provide sustained support to students. Jim and Bobby champion organizations such as the Commit Partnership and Texas 2036, both of which are playing critical roles with policy makers to ensure that where there is promise there are resources to benefit students.

"At Beacon Hill, we believe that talent is distributed equally but opportunity is not. Our team is dedicated to ending inequity in education, and we annually provide reading and math tutoring to 1,400+ low-income high-risk students in Southern Dallas, surrounding communities, and Fort Worth via in-school, after-school, virtual, and summer programs at 25 schools and community sites," said Charnella Derry, President and Founder of Beacon Hill. **"Beacon Hill knows that it cannot accomplish its vision alone, so it works collaboratively with school districts, churches, after-school and summer programs, community organizations, and funders like Bobby and Jim to provide the comprehensive support students need for success."**

Beacon Hill's recent strategic plan outlines ways the organization will extend its services in the coming years beyond in-school tutoring toward cultivating partnerships with nonprofit organizations in order to build a comprehensive range of services for both students and their families. Their North Star goal aims to close gaps in order to provide a broader and longer-term network of support for all students, regardless of their circumstances and where they are on their educational journey.

"When you walk into a Beacon Hill Learning Lab, you can see the light in the students' eyes," said Jim. **"It is so powerful to watch that spark, to see their self-confidence grow, and to know that they are changing outcomes, for one student, one family and one community at a time."**

The Dallas Foundation®

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