

# Exhibit A

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### FAST FACTS

Ten years ago, The Foundation's assets hovered around \$50 million. Today, our assets are more than \$355 million -- placing us among the top 40 of the some 700 community foundations across the United States.



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## What We Do

You've read our mission statement...but how does that translate into the work we do every day?

Community foundations in general are complex organizations because they serve a wide range of audiences focused on a wide range of issues. The Community Foundation for the National Capital Region is no exception. But when it comes down to it, our daily work is threefold

about giving and community issues. We also make our Community Investment team available to advise our donors about effective non working in their area(s) of interest.

**2. We lead by example.** We make grants from our Community Leadership Fund to support excellent nonprofits working in our focus areas of education, youth development, workforce preparedness and more. Community Leadership Fund grants generally are open for application. Grant decisions are made on a competitive basis.

**3. We collaborate with our region's philanthropic and nonprofit sectors.** We work with leaders from area nonprofit organizations, corporations, educational institutions and philanthropic organizations. By pooling our financial resources and expertise in common issues, we work in collaboration to develop and implement initiatives that bring about positive change and find solutions to pressing issues such as education, emergency preparedness, smart growth and more.

**Read below for more detail about our work with these audience constituents.**

#### **For Current Donors, Future Donors and Financial Advisors** **Asset Management**

Our Finance and Development and Donor Services teams provide financial advice and management of donors' charitable funds, both new and existing.

#### **Grants Management**

Our grants management services are as flexible as you'd like them. Many of our donors direct us to distribute grants from their funds to nonprofits of their choosing. Our grants management staff performs due diligence on nonprofit organizations, processes donors' grant recommendations, and can provide reports on your giving history and more.

#### **Estate Planning**

We encourage donors to join our Legacy Society -- a tax-smart way for donors to continue giving past their lifetimes.

#### **Learning About Giving**

Take advantage of our ongoing educational programs and in-house expertise designed to help donors get the most out of their giving. Attend our donor-orientation events and thought-provoking discussion forums. And draw upon our Community Investment team's extensive knowledge of area nonprofits.

#### **Philanthropic Advisory Services**

We help donors meet their charitable-giving goals by managing the grantmaking process. Activities range from helping donors develop

compassion  
opportunity  
service  
legacy

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**BECOME A DONOR**

## JOIN US

For more than 30 years, thousands of individuals, families, corporations and other organizations have entrusted us with their charitable dollars.



We offer value beyond fund management. Take advantage of our donor education events and call upon our expert staff who are deeply connected to nonprofits in our community. It's a terrific way to "make a difference."

## How to Start a Fund

Opening a fund at The Community Foundation is quick, easy and in most cases, the fund is operational in less than 24 hours. You will receive a tax deduction at the time the fund is established and when additional contributions are made to the fund.

### The Process

#### 1. Identify your charitable purpose(s) or intent(s).

This can range from highly specific – for example, an alma mater – general in scope, such as "general charitable purposes."

#### 2. Select the type of fund that best fulfills this purpose or intent purpose.

Consult the "Types of Funds" section of this website for details. If you need more information, discuss options and the advantages of each type with our knowledgeable staff.

#### 3. Complete a simple governing document.

We can help you to complete an official document that makes your intentions clear.

#### 4. Name the fund.

Fund names may take virtually any form – your name, a family name, a corporate name, a cause-related name, or something else entirely. You also may choose to remain anonymous.

#### 5. Designate advisors to your fund.

Depending on the type of fund established, you should designate one or more fund advisors such as yourself and spouse, and successor advisors such as your children. This information will be included in your governing document.

- Specify how grant disbursements should be acknowledged. You may request a grant using your fund's name, or you may remain anonymous
- Make grants to any nonprofit organization across the United States throughout the world.

**For More Information**

**Kenny Emson**

Senior Vice President, Development and Donor Services

(202) 263-4779

[kemson@cfncr.org](mailto:kemson@cfncr.org)

1201 15th Street NW, Suite 420 | Washington, DC 20005 | Phone: (202) 955-5890 | Fax: (202) 955-8080

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focus their giving interests and learn more about effective nonprofit organizations to issuing RFP's, reviewing grant applications, conducting site visits, and performing post-award evaluations. *Note: this service is elective and billed hourly.* >MORE

#### **For Nonprofit Organizations**

##### **Grantmaking**

Like many community foundations, grantmaking at The Community Foundation for the National Capital Region is often very different than grantmaking by private, corporate and government foundations as well as workplace/employee giving programs. Our ability to make grants largely depends upon the source of the grant funds. Learn more [here](#).

The Foundation's Community Leadership Fund awards grants to support the region's most effective nonprofit organizations. We issue Request Proposals (RFP's) at several points throughout the year. Read about our Community Investment initiatives [here](#).

##### **Grants Management**

Some of our donors *do not* accept unsolicited grant applications, and instead direct us to make grants to nonprofits of their choosing. Other donors *do* accept unsolicited proposals in their area(s) of interest, and ask us to issue RFP's.

##### **Nonprofit Resource**

In many ways, The Community Foundation is the "nexus" of our region's philanthropic and nonprofit communities. Take advantage of our discussion forums and publications as well as our staff's valuable expertise in nonprofit management, community issues, and our region's philanthropic "landscape." In addition, this site includes an impressive list of help for nonprofits. >MORE

#### **For Anyone Interested in Philanthropy, Community Issues and "Giving Back"**

##### **Building Awareness**

We take pride in our role as the Washington region's largest philanthropic institution, and recognize our duty to promote the good works of successful regional nonprofits as well as foster the public's understanding of the path for positive change. Throughout the year, we highlight the achievements of that area nonprofit organizations and deeply committed residents in our publications, on our website, and by sponsoring awards ceremonies and celebratory annual gala.

##### **Convening**

We serve as one of the region's foremost conveners of area foundation nonprofit leaders, corporate decisionmakers, government representatives and other stakeholders to examine important issues and develop w

solutions. Learn more about our regional collaborations. [>MORE](#)

**Sponsoring Issue-Oriented Research**

The Community Foundation has a long history of researching important community issues and publishing our findings. Visit the "Library" section of our website and take advantage of our free, informative reports. [>](#)

**For More Information**

Consult our staff listing to contact the Community Foundation team member that interests you.

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