

## **ELEVATOR SPEECHES**

We are a community foundation and match donors with nonprofits. We distribute grants to various community nonprofits.

The Dallas Foundation is somewhat of a Robin Hood Foundation. We help by giving organizations that are in need of finances, through donors that have the means to help.

The Dallas Foundation is a community foundation built to serve the greater Dallas community and surrounding areas. We service the community through donor advised grants, scholarships, as well as a number of donor education events.

The Dallas Foundation is an organization designed to pool donations into a coordinated investment and grant making facility dedicated primarily to the social improvement of North Texas. The Dallas Foundation works to align the giving interest of mainly North Texas philanthropist and charitable givers, with those social needs of the North Texas community, through The Foundation's broad and extensive knowledge of the community.

The Dallas Foundation acts as a bank – or mediator – between wealthy donors and the causes they want to support. Wealthy donors give contributions to the Dallas Foundation; and, in turn, the Dallas Foundation acts upon the interests of the donors to give grants and scholarships to the charities they believe in most.

In the case of a private foundation, a single family contributes to their foundation and makes distributions from that foundation to nonprofit causes that they choose to support. Similarly, as a community foundation, The Dallas Foundation is a conglomeration of hundreds of charitable funds, with each fund being established by a separate donor, and for a distinct charitable purpose.

The Dallas Foundation is a community foundation. We have approximately three hundred philanthropic funds of different types, such as donor advised funds, endowments for nonprofit agencies, scholarships, etc.

We are a philanthropic organization that helps both donors and nonprofits. We help donors with their philanthropic vision both now and for the future of Dallas. We also serve a wide range of nonprofits in the community doing good work today by offering grants and endowment support.

The Dallas Foundation acts as a philanthropic leader and catalyst by matching those that have resources with those with needs.

The Dallas Foundation helps donors who are seeking to make charitable donations to nonprofit agencies, by means of Donor Advised Funds, Designated Funds, and Bequests. We also support nonprofits with resources they need to better serve their community through educational seminars as well as our competitive grant process. We are experts in philanthropy; we are the oldest community foundation in Texas, and we're here for good.

The Dallas Foundation is the oldest community foundation in Texas, connecting donors to the charitable causes they care about in our community and beyond. The majority of our funds are donor-advised which act much like private foundations, but with less expense and greater ease for some donors. We've built a reputation over the years for having an exceptionally talented and knowledgeable staff providing a superior level of personal service to our donors by assisting them and their families with site visits, research and other due-diligence to help guide their philanthropy for the greatest impact. We additionally award grants through an annual competitive application process substantially supporting the breadth of charitable causes in Dallas County as its needs change.

The Dallas Foundation is a community foundation, which, unlike a private foundation that is established with one family's money, holds the charitable dollars of many families. Through a donor advised fund, individuals and families can recommend how they would like their philanthropic dollars be granted to deserving nonprofits – locally, nationally and internationally, and their giving can be anonymous.

The Dallas Foundation is a community foundation and we are different from a private foundation in that we are the pooled funds of many donors, rather than the trust of one family. We provide funding for all kinds of charitable efforts, from the arts to hunger and homelessness, and the only consistent thread is that we are focused on the charitable work in Dallas County. We have many different kinds of funds, including those with living donors, those designated for a particular agency, scholarships, and legacy bequests that are managed to provide funding in perpetuity for a certain area, such as the arts or older adults.

The Dallas Foundation is a community foundation. We are experts in philanthropy and the Dallas community. We connect generous donors with the causes they care about.

The Dallas Foundation is a community foundation with about \$230 million in assets. We manage over 350 individual funds from which we make grants to charitable organizations located in the Dallas area. We also have two initiatives that we focus on and fund. Zero to Five, which focuses on early childhood development, and the Big Fix for Big D, which is a spay/neuter program to reduce the number of dogs and cats euthanized in Dallas every year.

As a community foundation, The Dallas Foundation works with nonprofit organizations and individuals in Dallas. Individuals can make a donation to the Foundation that we can use to support nonprofit organizations through our competitive grant making cycles. Or individuals can set up a fund with the Foundation where they can personally choose which nonprofit organizations receive their donations. A nonprofit agency can also establish an account with the Foundation, much like a bank account, from which all of their monthly expenses can be paid.

As opposed to a private foundation, which is one family's philanthropy The Dallas Foundation works with over 350 families and their philanthropy. We meet with families to determine the causes they care about and if they want us to – introduce them to new organizations and causes. We are their support staff, making their giving easy and enjoyable. We also manage the endowments of some nonprofit organizations and provide complete scholarship services for families or businesses that want to support the education of deserving students. In summary, The Dallas Foundation promotes and supports philanthropy in our community.

Note: in talking with potential donors, I think it is important to talk about what we can do for them – not just talk about our grants in the community.