MANNING & NAPIER ENDOWMENT & FOUNDATION SERVICES

Helping Those Who Help Others

MANNING & NAPIER®

Helping your endowment or foundation reach its goals

Endowments and foundations face many unique challenges, and never has it been more evident than in today's world. Organizations like yours are vital to helping our community thrive. While we recognize that there is no one-size-fits-all approach, we have developed a focused set of services that are customized to help your organization meet its financial and philanthropic goals.

We are committed to providing the value-added services you need.

Portfolio Management

We have experience in successfully meeting the withdrawal needs of endowments and foundations through our signature active asset allocation and risk management approaches. We can help with every aspect of portfolio management for your organization.

Investment & Spending Design

We can help your organization evaluate and, if needed, amend its investment and spending policies. Our analysis starts with a thorough understanding of your unique situation and uses market context and cash flow modeling to help you strike the ideal balance between pursuing near-term needs and long-term goals.

Board & Staff Education

Well-informed, knowledgeable board and staff are among the most dedicated volunteers to any organization. To keep your members involved and engaged, we offer education services that cover a variety of topics important to the non-profit space.

Fundraising Support

We can help analyze your fundraising efforts and share best practices to increase funding from current and potential donors. Our support includes consulting on organizational strategy at each stage of the gift pyramid as well as reporting on new trends and current events in the fundraising community.

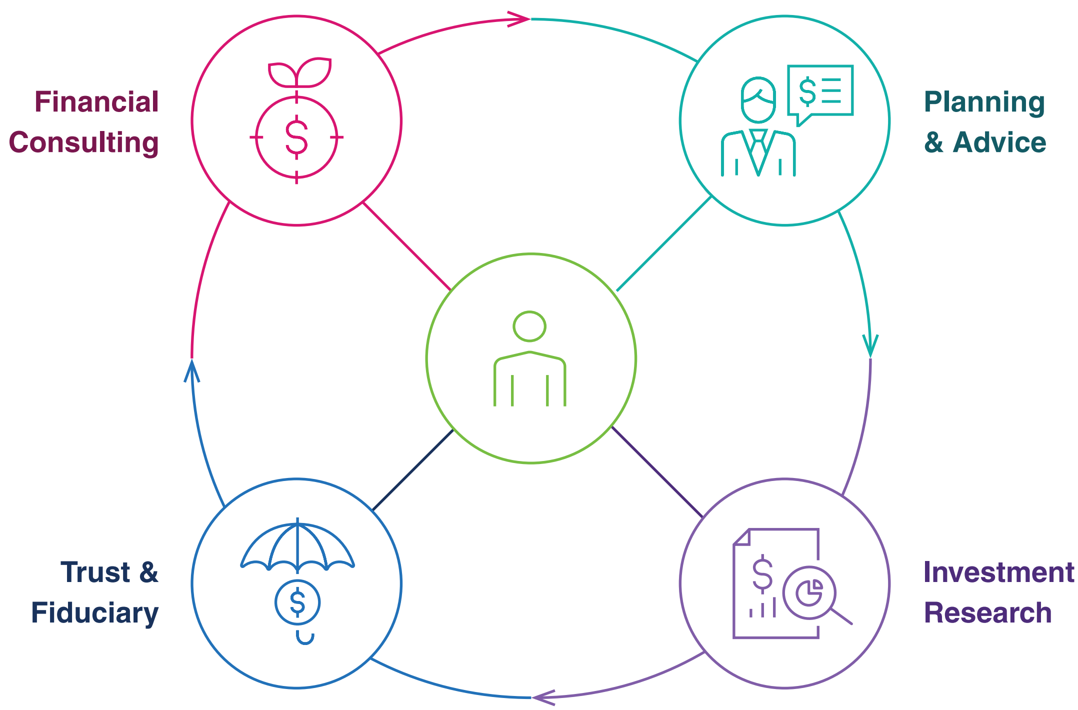
Active Monitoring

We will regularly meet with your organization to assess how close you are to meeting your fundraising, spending, education, and investment goals. You'll be provided a customized report to help maintain focus and track the progress your organization has made towards achieving your objectives.

Offering a level of support far beyond investment management

Managing your finances is about more than just investing your assets, it is also about surrounding you with the tools and expertise your organization needs to succeed. Our team of professionals works side by side with endowments and foundations to take the guesswork out of financial planning and address the adversities you are facing today, leaving organizations with more time to focus on achieving your mission.

Surrounding you with a team of experienced professionals



Financial Consulting

Your Financial Consultant

Your Relationship Managers

Your Dedicated Service Team

Planning & Advice

Endowment and Foundation Specialists

Certified Financial Planners (CFPs)

Trust & Fiduciary

Tax Reporting

Custody Services

Investment Research

Strategists

Economists

Chartered Financial Analysts (CFAs)

Portfolio Teams

Together every step of the way

Getting Started

Our first priority is to develop a deep understanding of your organization. Our team of dedicated specialists will meet with you to get to know your organization's mission, structure, and priorities. It's important to us to know why you do what you do so we can help you develop a plan that is tailored to your needs.

Setting Goals

Your goals are our goals and we are committed to helping you achieve them. Our endowment and foundation specialists will help you determine your organization's fundraising, spending, education, and investment goals. From there, we will develop a customized plan to help you meet your unique objectives.

Monitoring Progress

Our active monitoring approach allows us to make adjustments and keep you well-positioned so you can stay on track to meet your goals. We will generate a monitoring report to evaluate the progress your organization has made towards the goals you've set in each area. Your team of specialists will meet with you a minimum of annually to review the report and reassess your objectives for the coming year.

Committed to your success

We are a financial services firm that has been focused on philanthropy for over four decades. Our team offers investment management solutions to approximately 230 endowment, foundation, and other non-profit accounts of many sizes, totaling approximately $1.9 billion in assets.

By utilizing an investment approach that is active, disciplined, and time-tested, we provide solutions that are tailored to the specific long-term needs of endowments and foundations. Whether you want advice on how to manage your withdrawals and spending needs or you want to grow your endowment, we are committed to empowering you to make confident financial decisions and help you achieve your goals.

Serving a Wide Range of Clients

- Colleges and Universities
- Hospital and Health Care Foundations
- Religious and Charitable Groups
- Private Foundations
- Community Foundations

Value-Added Resources

It is our priority to be a continued resource for you and provide a level of support that extends beyond investment management. We offer all of our clients thought provoking content in the following ways:

Impact

Our annual publication helps organizations navigate this unique and ever-changing environment and contains articles and information on investing, fundraising, legislation, and more.

Blogs

Our team publishes monthly blog posts on timely topics pertaining to the non-profit community.

Complimentary Webinars

We host quarterly webinars featuring speakers who provide first-hand insight on issues that are relevant to non-profits, endowments, and foundations.

Data as of 9/30/2020.

MANNING & NAPIER

www.manning-napier.com

WE BELIEVE IN UNDERSTANDING YOU
You are unique and have your own needs, goals, hopes and dreams. All advice, investments, and client experiences are designed specifically for you. Wealth management is personal, and your solution should be too.

WE BELIEVE IN THE POWER OF COLLABORATION
The solution we create together leverages all of our resources: financial advisors, tax experts, specialists, and investment analysts, collaborating to develop the best plan for you. When everyone contributes, you benefit.

WE BELIEVE IN CLARITY
Our clear and proactive communication makes the complex simple. Education and a helpful hand will empower you to make confident financial decisions. When life gets complicated, you have the resources to stay on track.

WE BELIEVE IN TOTAL ACCOUNTABILITY
We answer to you. We recognize the responsibility we have to you and your goals. We believe a holistic, fully-integrated financial team serves you best. From investment management to client services, your success is our priority.

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