Professional Advisor Toolkit

Lunenburg County Community Fund

A Partner in Philanthropy for Your Practice

For: Lawyers, Accountants, Wealth Managers, and Estate Planners

As a professional advisor, your clients look to you for sound technical advice on maximizing their wealth and minimizing their tax burden. But increasingly, they also look to you to help them leave a meaningful legacy.

The **Lunenburg County Community Fund (LCCF)** is your local partner in philanthropy. We provide the "philanthropic infrastructure" that allows you to offer your clients sophisticated, flexible, and high-impact giving solutions without the administrative burden of establishing a private foundation.

1. The Value Proposition

Why partner with LCCF?
You remain the technical advisor; we become the philanthropic partner.

- **Local Expertise:** We know Lunenburg County. From water security in rural areas to youth retention strategies, we identify where capital can create the most significant leverage.
- **Innovative Approach:** We act as a seed investor for new social innovation in the community, finding new ways to solve old problems.
- **Operational Efficiency:** We handle all administrative, legal, and tax reporting duties.
- **Fiduciary Strength:** Through our partnership with the **Community Foundation of Nova Scotia (CFNS)**, we offer world-class investment management and robust governance.
- **Flexibility:** We accept a wide range of assets, including cash, appreciated securities, life insurance, and bequests.

> **"We act as an 'angel investor' for social good, serving as a seed funder for creative, community-led projects."**

2. Structure & Governance

It is critical for advisors to understand our dual structure, which combines local autonomy with provincial institutional strength.

The Legal Vehicle: Community Foundation of Nova Scotia (CFNS)

- **Role:** Fiscal agent, investment manager, and issuer of official charitable tax receipts.
- **Charitable Registration No.: 87038 9368 RR0001**
- **Investment Manager:** Fiera Capital (focused on long-term growth and ESG integration).
- **Spending Policy:** A sustainable ~5% annual distribution policy to ensure perpetuity.

The Local Heart: Lunenburg County Community Fund (LCCF)

- **Role:** Donor engagement, community knowledge, grant adjudication, and strategic leadership.
- **Governance:** Led by a local Board of Directors (incorporated as the *Lunenburg County Community Fund Society*) ensuring decisions are made by people who live here.

3. Ways Your Clients Can Give

We offer tax-effective vehicles tailored to your client's financial situation.

A. Publicly Traded Securities

- **The Benefit:** By donating appreciated stocks, mutual funds, or bonds directly to CFNS (for the LCCF), your client **eliminates the capital gains tax** that would otherwise be payable if they sold the assets first.
- **The Result:** A larger tax receipt for the client and a larger gift for the community.
- **Best For:** Clients with appreciated portfolios rebalancing their assets.

B. Bequests (Gifts by Will)

- **The Benefit:** A bequest allows clients to make a significant impact without affecting their current cash flow. It can significantly reduce taxes payable by the estate.
- **Options:**
  - **Specific Bequest:** A specific dollar amount or asset.
  - **Residual Bequest:** A percentage of the residue of the estate (protects the gift against inflation).
  - **Contingent Bequest:** Takes effect only if other beneficiaries predecease the donor.

C. Life Insurance

- **The Benefit:** A way to make a large "future gift" with modest current premiums.
- **Method:** Transfer ownership of an existing policy or purchase a new one naming CFNS

(for LCCF) as the owner and beneficiary. The client receives tax receipts for premium payments.

D. RRSP / RRIF Beneficiary

- **The Benefit:** Retirement assets are often the most heavily taxed assets in an estate. Naming the Foundation as a direct beneficiary can offset these taxes.

4. Strategic Focus Areas

When your clients ask, *"Where will my money go?"*, you can present them with our data-driven strategic pillars.

Focus Area	The Challenge	The Solution (LCCF Impact)
Water Security	72% of private wells tested in pilot areas were unhealthy.	**Healthy Wells Initiative:** Partnering with Atlantic Water Network to subsidize testing and remediation strategies for rural families.
Entrepreneurship	Lack of capital for new local businesses.	**LIFT Lunenburg County:** A micro-lending and mentorship program that acts as a launchpad for local entrepreneurs.
Youth Retention	Young people leaving for opportunities elsewhere.	**Youth & Innovation:** Investing in social innovation projects that create meaningful livelihoods and a culture of "possibility" at home.
Environment	Historical pollution and climate resilience.	**LaHave River Cleanup:** LCCF was a key partner in the $17M project to replace straight pipes, proving we can leverage local dollars for massive government investment.

5. Conversation Starters for Advisors

Talking about philanthropy doesn't have to be uncomfortable. It is part of holistic wealth planning.

The "Philanthropic Gap": Research shows many clients are waiting for their advisor to bring up the subject.

Sample Scripts:

- *"Do you have any charitable interests you would like to include in your estate plan?"*
- *"Many of my clients are using appreciated securities to fund their giving this year to save on capital gains tax. Is this something you'd like to explore?"*
- *"Would you like to support a specific cause, or would you prefer to leave a legacy that adapts to the community's changing needs over time?"*
- *"Have you considered how you want your community to remember you?"*

6. Technical Resources: Sample Will Clauses

Crucial Note for Drafting:
While the fund is the Lunenburg County Community Fund, the legal entity for the bequest is the Community Foundation of Nova Scotia.
Option 1: Unrestricted Gift (Greatest Need)

> "I give [Amount/Percentage/Residue] to the **Community Foundation of Nova Scotia (Charitable Registration # 87038 9368 RR0001)** to be added to the **Lunenburg County Community Fund**, the income from which shall be used for general charitable purposes within Lunenburg County as determined by the Board."

Option 2: Field of Interest (e.g., Water, Youth)

> "I give [Amount/Percentage/Residue] to the **Community Foundation of Nova Scotia (Charitable Registration # 87038 9368 RR0001)** to be added to the **Lunenburg County Community Fund**, with the preference that the income be used to support [insert area of interest, e.g., environmental sustainability, youth entrepreneurship] in Lunenburg County."

7. Financial Management & Fees

Investment Management

- **Manager:** Fiera Capital.
- **Philosophy:** A balanced portfolio focusing on preservation of capital and long-term growth, integrated with ESG (Environmental, Social, and Governance) criteria.

Cost Recovery

- **Admin Fee:** A modest annual cost-recovery fee (approx. 1.5% - 2%) is charged to funds to cover administration, audit, and granting oversight. This is often lower than the cost of managing a private foundation.
- **Spending Policy:** To ensure funds last forever, we typically disburse **5%** of the fund's value annually to grants.

Contact Us

We are here to help you serve your clients. We can join a meeting, provide specific fund illustrations, or simply answer a quick email.

Lunenburg County Community Fund

- **Email:** LunenburgCCFund@gmail.com
- **Website:** www.lunenburgcountycommunityfund.ca

Mailing & Cheques:
Community Foundation of Nova Scotia
(Memo: Lunenburg County Community Fund)
6156 Quinpool Rd., Suite 102
Halifax, NS B3L 1A3

Online: You can donate cash, stocks, bonds, or other securities online:

https://www.lunenburgcountycommunityfund.ca/take-action.html

Scan Me:

Invest in Lunenburg County. For Good. Forever.