

FUTURE OF GIVING

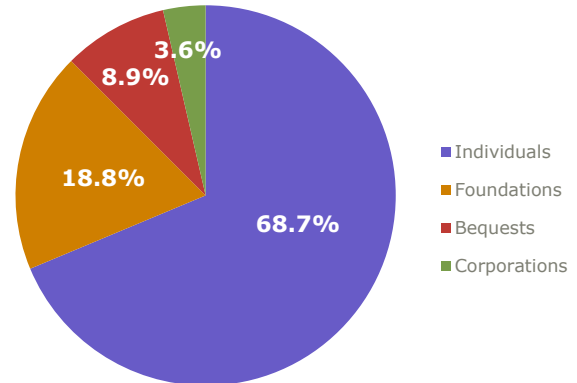
What giving vehicle is nearly a century old yet is also the fastest-growing tool used to donate to charity today?

A DONOR-ADVISED FUND

GIVING USA 2021

- Americans gave \$471.44 billion in 2020.
- In 2020, the largest source of charitable giving came from individuals at \$324.10 billion, or 69% of total giving. Contributions to DAFs have increased as a share of individual giving over the past decade.
- In 2020, DAF donors contributed an estimated \$47.85 billion, or the equivalent of 10.1% of total giving.

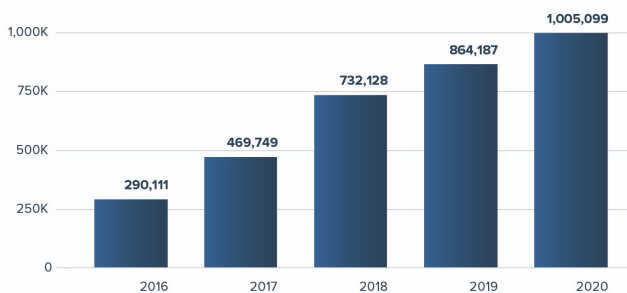
GIFT PERCENTAGE BY SECTOR



NATIONAL PHILANTHROPIC TRUST'S (NPT) 2021 DAF REPORT SUMMARY

For the 11th consecutive year, there was growth in donor-advised funds (DAFs) in every key metric. Most notably, grantmaking from DAFs to qualified charities totaled more than \$34.67 billion in 2020. The same rapid growth trajectory also applies to contributions to DAFs, which totaled \$47.85 billion in 2020.

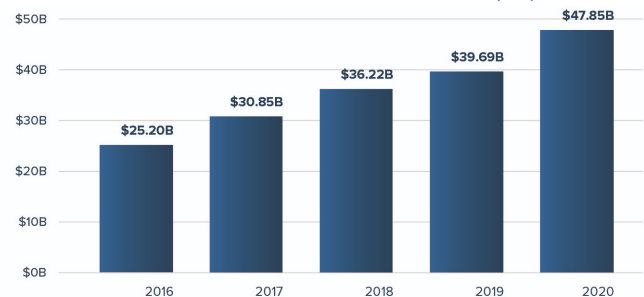
TOTAL NUMBER OF DAF ACCOUNTS



Source: National Philanthropic Trust 2021 Donor-Advised Fund Report

The number of individual DAFs rose by 16.3% compared to 2019, to a total of 1,005,099 accounts. As the number of total DAFs grew, the average DAF size fell 5.5% to \$159,019.

TOTAL VALUE OF CONTRIBUTIONS TO DAFs (\$B)



Source: National Philanthropic Trust 2021 Donor-Advised Fund Report

Contributions to DAFs increased by 20.6% compared to 2019 and totaled \$47.85 billion.

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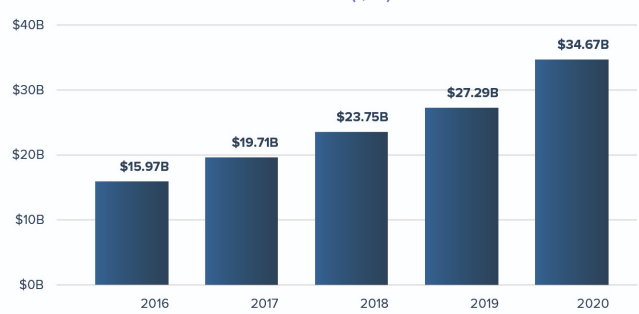
TOTAL ASSETS IN DAFs (\$B)



Source: National Philanthropic Trust 2021 Donor-Advised Fund Report

Charitable assets in DAFs grew by 9.9% to \$159.83 billion.

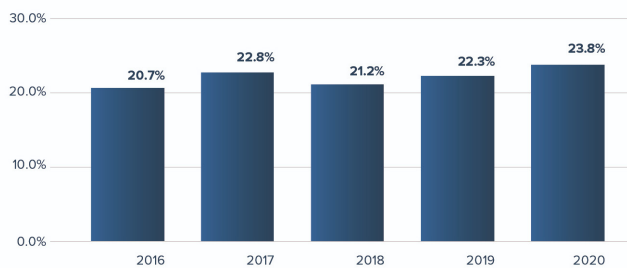
TOTAL GRANTS MADE BY DAFs (\$B)



Source: National Philanthropic Trust 2021 Donor-Advised Fund Report

Grants from DAFs to qualified charities increased by 27% compared to 2019 and totaled an estimated \$34.67 billion.

ANNUAL PAYOUT RATE, TOTAL FOR ALL DAFs



Source: National Philanthropic Trust 2021 Donor-Advised Fund Report

The payout rate for 2020 was 23.8%.

THE KEY TAKEAWAY?

The DAF continues its meteoric rise in popularity. More and more individuals are choosing to maximize their charitable impact by using this giving vehicle. As the contributions to DAFs increase, so also the grants from DAFs increase. The annual payout rate from DAFs has exceeded 20% every year on record.

NATIONAL PHILANTHROPIC TRUST'S (NPT) 2020 DAF COVID GRANTMAKING SURVEY SUMMARY

- Grantmaking increased by 66% between early 2019 and early 2020, far more than typical year-over-year growth.
- The dollar value of grants to charity increased by 29.8% in the first six months of 2020 compared to the first six months of 2019.
- The number of grants to charity increased by 37.4% when comparing the first six months of 2020 to the first six months of 2019.

THE KEY TAKEAWAY?

Donors who have previously donated assets to their DAF are poised to meet the needs of charities in times of recession or market disturbance. When the pandemic hit, DAF donors responded by increasing their grantmaking. DAF donors were able to sustain their usual charitable support and meet new needs which arose during those first months of 2020.

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