

# Investors Philanthropic Fee Analysis Community Competitors

| Competitor  | Min.<br>Amount | Min.<br>Balance | Additional<br>Fees | Tiers &<br>Amounts (\$) | %<br>Fee | IPF      |              |
|---|----------------|-----------------|--------------------|-------------------------|----------|----------|--------------|
|   |                |                 |                    |                         |          | %<br>Fee | Fee<br>Delta |
| <b>Silicon Valley Community Fund</b>                          | \$5,000        | \$1,000         | \$250              | First: 1 Million        | 1.00%    | 0.30%    | 0.700%       |
|   |                |                 |                    | Next: 1 Million         |          |          |              |
|   |                |                 |                    | Next: 3 Million         | 1.00%    | 0.10%    | 0.900%       |
|   |                |                 |                    | Next: > 3 Million       | 0.75%    | 0.10%    | 0.650%       |
|   |                |                 |                    | Next: 9 Million         | 0.25%    | 0.10%    | 0.150%       |
|   |                |                 | Next: > 25 Million | 0.25%                   | 0.10%    | 0.150%   |              |
| <b>OC Community Fund</b><br><i>Endowed Funds</i>              | \$25,000       | n/a             | -                  | First: 1 Million        | 1.00%    | 0.30%    | 0.70%        |
|   |                |                 |                    | Next: > 2 Million       | 0.75%    | 0.10%    | 0.650%       |
|   |                |                 |                    | Next: > 4 Million       | 0.75%    | 0.10%    | 0.650%       |
|   |                |                 |                    | Next: > 7.5 Million     | 0.50%    | 0.10%    | 0.400%       |
| <i>Non Endowed Funds</i>                                      | \$25,000       | n/a             | -                  | First: 1 Million        | 2.00%    | 0.30%    | 1.70%        |
|   |                |                 |                    | Next: > 1 Million       | 1.00%    | 0.10%    | 0.900%       |
|   |                |                 |                    | Next: > 5 Million       | 1.00%    | 0.10%    | 0.900%       |
|   |                |                 |                    | Next: > 7.5 Million     | 0.75%    | 0.10%    | 0.650%       |
|   |                |                 |                    | Next: > 10 Million      | 0.50%    | 0.10%    | 0.400%       |
| <b>Santa Barbara Foundation</b><br><i>Long-Term Endowment</i> | \$25,000       | \$10,000        | \$250              | First: 1 Million        | 1.00%    | 0.30%    | 0.700%       |
|   |                |                 |                    | Next: 2 Million         | 1.00%    | 0.10%    | 0.900%       |
|   |                |                 |                    | Next: > 3 Million       | 0.75%    | 0.10%    | 0.650%       |
|   |                |                 |                    | Next: > 5 Million       | 0.50%    | 0.10%    | 0.400%       |
|   |                |                 |                    | Next: 10 Million        | TBD      | 0.10%    | TBD          |
| <b>California Community Foundation</b>                        | \$25,000       | \$1,000         | \$250              | First: 1 Million        | 1.25%    | 0.30%    | 0.950%       |
|   |                |                 |                    | Next: 4 Million         | 0.75%    | 0.10%    | 0.650%       |
|   |                |                 |                    | Next: 15 Million        | 0.50%    | 0.10%    | 0.400%       |
|   |                |                 |                    | Next: 20 Million        | 0.25%    | 0.10%    | 0.150%       |
|   |                |                 |                    | Next: >40 Million       | 0.15%    | 0.10%    | 0.050%       |

Investors Philanthropic Fund: \$10,000 Minimum to Open Account with \$1,000 Minimum Balance.  
Fees: First \$0.50 Million = 0.60%, Next \$0.50 Million = 0.30%, Next \$39 Million = 0.10%, Over \$50 Million = 0.01%

# Investors Philanthropic Fee Analysis Global Competitors

| Competitor   | Min.<br>Amount | Min.<br>Balance | Additional<br>Fees | Tiers &<br>Amounts (\$) | %<br>Fee             | IPF      | Fee<br>Delta |
|--|----------------|-----------------|--------------------|-------------------------|----------------------|----------|--------------|
|  |                |                 |                    |                         |                      | %<br>Fee |              |
| <b>Schwab</b><br><br>(Balances up to 5 million) ->   | \$5,000        | n/a             | -                  | First: 0.5 Million      | 0.60% <sup>(1)</sup> | 0.60%    | 0.00%        |
|  |                |                 |                    | Next: 0.5 Million       | 0.30%                | 0.30%    | 0.00%        |
|  |                |                 |                    | Next: 1.5 Million       | 0.20%                | 0.20%    | 0.00%        |
|  |                |                 |                    | Next: 2.5 Million       | 0.15%                | 0.10%    | 0.05%        |
|  |                |                 |                    | Next: 26 Million        |                      | 0.10%    |              |
|  |                |                 |                    | Next: 70 Million        |                      | 0.01%    |              |
| <b>Fidelity</b><br><br>(Balances up to 5 million) -> | \$5,000        | n/a             | -                  | First: 0.5 Million      | 0.60% <sup>(1)</sup> | 0.60%    | 0.00%        |
|  |                |                 |                    | Next: 0.5 Million       | 0.30%                | 0.30%    | 0.00%        |
|  |                |                 |                    | Next: 1.5 Million       | 0.20%                | 0.20%    | 0.00%        |
|  |                |                 |                    | Next: 2.5 Million       | 0.15%                | 0.10%    | 0.05%        |
|  |                |                 |                    | Next: 26 Million        |                      | 0.10%    |              |
|  |                |                 |                    | Next: 70 Million        |                      | 0.01%    |              |
| <b>Vanguard</b>                                      | \$25,000       | n/a             | -                  | First: 0.5 Million      | 0.60%                | 0.60%    | 0.00%        |
|  |                |                 |                    | Next: 0.5 Million       | 0.40%                | 0.30%    | 0.10%        |
|  |                |                 |                    | Next: 29 Million        | 0.13% <sup>(2)</sup> | 0.20%    | -0.07%       |
|  |                |                 |                    | Next: 70 Million        | 0.05% <sup>(2)</sup> | 0.10%    | -0.05%       |
|  |                |                 |                    | Next: >100 Million      |                      | 0.01%    |              |

Investors Philanthropic Fund: \$10,000 Minimum to Open Account with \$1,000 Minimum Balance.

Fees: First \$0.50 Million = 0.60%, Next \$0.50 Million = 0.30%, Next \$39 Million = 0.10%, Over \$50 Million = 0.01%

(1) First Tier Fee: 0.60% or 100\$, whichever is greater.

(2) Only Applicable to Vanguard Charitable accounts with "select account" status.