



## ACCOUNTANTS

When your clients make business, personal and financial decisions, significant giving opportunities may arise. The Black Hills Area Community Foundation can help you provide tailored giving options that match the needs of your client's charitable and tax goals.

Our foundation can accept a wide variety of asset types and facilitate many forms of giving. We offer the maximum tax advantage under state and federal law, and we simplify IRS recordkeeping.

Do you have nonprofit clients? If so, our [agency endowment funds](#) and nonprofit support services can help you provide them with the best service possible.

### INDIVIDUAL & FAMILY CLIENTS

How do I start a conversation with my client about charitable giving?

- Ask your client “What do you want to accomplish with your wealth?”
- Determine if your client might be open to a conversation about philanthropy.
  - Do they have a history of giving to multiple charities and/or local nonprofits?
  - Have they mentioned their interest in starting a Private Foundation? [Comparing Approaches to Giving.](#)
  - Are they creating or re-writing a will? [Sample Bequest Language](#)
  - Do they have assets that will be subject to probate upon their death?
  - Are they getting ready to sell a business or will they experience another significant “tax event”?
  - Do they want to involve their children or grandchildren in philanthropy?

### BUSINESS CLIENTS

Many businesses want to give back to the community, but do not want the administrative load associated with creating their own charitable foundation. The Black Hills Area Community Foundation offers businesses opportunities to make grants to charitable causes through a variety of charitable funds. We handle the administrative burden, while the business chooses the charitable causes to support.

### Free Resources

Free Resources can help you determine:

- When does [using the Black Hills Area Community Foundation](#) make sense for my client?



- What are charitable options for my **business clients**?
- Why might a BHACF fund be a better option to a **private foundation**?
- Types of gifts:
  - Using **non-cash assets** to fund a gift
  - Charitable gifts that **pay income**
  - Charitable gifts that **protect assets**
  - [Types of funds](#)

· [Brochure for Professional Advisors](#)

· [Handout for your Clients](#)

\*Disclaimer: The tax, financial, and legal requirements for charitable gifts vary and are often specific to individual circumstances. Please refer your client to certified advisors with specific legal, tax or financial gifts.

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