

A Commitment to Giving Back



A PHILANTHROPIC PARTNERSHIP BETWEEN
BEAUPORT FINANCIAL AND OUR CLIENTS



BEAUPORT
FINANCIAL
SERVICES

WHERE CARE MEETS CRAFT.™

BEAUPORT FINANCIAL SERVICES: Your Guide to Philanthropy

We believe that the power of philanthropy can change our communities and we want you to join us. Our team at Beauport provides education and guidance to help you maximize charitable giving that fits into your overall wealth plan and makes a difference in Essex County.



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THEY TALK O



Welcome to Where Care Meets Community

Beauport Financial Services was built on the belief that everything we do should be done with care and in community with one another.

This foundational principle applies to the work we do to help our clients achieve clarity and confidence along their financial journey, and it also shows up in the ways we choose to collectively give back to our communities.

The strength of our community is tied to the efforts of everyone living in it.

When you partner with Beauport Financial Services, you're invited to be a part of something bigger, by engaging a wealth management firm that is not only invested in your personal financial well-being, but in supporting and inspiring your philanthropy as well. That commitment to giving back starts from within. As an independent, locally owned company, we truly believe in the power of compassionate, intentional and local giving.

We welcome the opportunity to speak with you about how our team can support your philanthropic goals and help tie them into your overall wealth plan.

Sincerely,

DAVID S. MCKECHNIE, CLU®
Managing Partner

DEREK J. REED, CFP®, CLU®
Managing Partner

DONOR ADVISED FUNDS

A simple, flexible and tax savvy way for a donor to give to their favorite charities



A Donor Advised Fund (DAF) is a great way to turn highly appreciated securities, like stocks or non-cash assets, into funds committed to a charitable purpose. A donor's tax deduction is maximized, capital gains payments are minimized and nonprofits benefit from the direct financial support of local philanthropy.

Who it's for:

Individuals, families and businesses. A DAF is a great tool for a donor to organize charitable giving with just one tax receipt and make a commitment to supporting the causes they care about.

How it works:

A donor gifts cash, stocks, cryptocurrency or noncash assets and receives a tax deduction immediately upon contribution.

.....
The assets are invested and may grow tax free over time.

.....
The donor makes grant recommendations to any 501(c)(3) charitable organization when the time is right.
.....

GIVE



to your fund and receive
a tax deduction

GROW



your charitable
assets

GRANT



donor advises how to
distribute funds

ADDITIONAL CHARITABLE GIVING TOOLS


There are a number of additional charitable giving tools that Beauport can help you leverage to maximize your philanthropy and work with your overall wealth plan.

Life Insurance

Life insurance can be an effective and convenient asset to gift to charity. Not only can the gift of life insurance greatly reduce your taxable estate, but it can also provide a meaningful opportunity for you to multiply your generosity and have a significant philanthropic impact on nonprofits you care about.

Qualified Charitable Distribution from an IRA

A Qualified Charitable Distribution (QCD) is a distribution from an individual retirement account (IRA) made directly to an eligible 501(c)(3), bypassing the owner of the account. If you are an owner of an IRA who is at least age 70 ½, you can contribute up to \$100,000 a year from your IRA to charity. This is an effective way to increase your charitable impact, satisfy your required minimum distribution (RMD) for the year and reduce your adjusted gross income (AGI).



“As committed advisors in philanthropy, our team can help match your charitable goals with the appropriate giving tools to elevate your philanthropic impact.” — DEREK REED

The Beauport Financial Richard D. Wilson Community Response Gift Fund

A Donor Advised Fund (DAF) of Essex County Community Foundation (ECCF)

Gloucester resident and philanthropist Dick Wilson has spent a lifetime doing big things for his community – and inspiring others to do the same. A longtime mentor to the Beauport Financial Services (BFS) team, Wilson’s quiet and steady philanthropy has been foundational to the firm’s own commitment to giving back in its many forms.

Now, through the fund named after Wilson, BFS reinvests 10 percent of its annual net profits into local (and several international) communities.

In 2022, the firm’s collective giving through The Beauport Financial Richard D. Wilson Community Response Gift Fund surpassed \$1 million.

How Collective Giving at Beauport Financial Services Works:

Each fall, Beauport Financial Services clients and staff members are invited to submit grant proposals on behalf of a favorite nonprofit or charitable cause.

Grant applications are thoughtfully reviewed by committee.

Grantees – all tax-exempt 501(c)(3) organizations – are officially announced and celebrated at Beauport Financial’s annual holiday party.

As the DAF sponsor, ECCF handles the administrative work of the grant process.



“Giving back is part of the Beauport DNA,
largely because of Dick Wilson.”

– MANAGING PARTNER,
DAVID McKECHNIE

Photo of Dick Wilson, courtesy of Jason Grow

THE GOLDEN RULE

One simple strategy guides our giving

One simple, yet extraordinarily powerful idea guides everything we do at Beauport Financial. Do unto others as you would have them do unto you.

“Our team recognizes that the strength of our community is tied to the efforts of everyone living in it. Active commitments and leaderships roles with civic and charitable organizations are Beauport staples.”

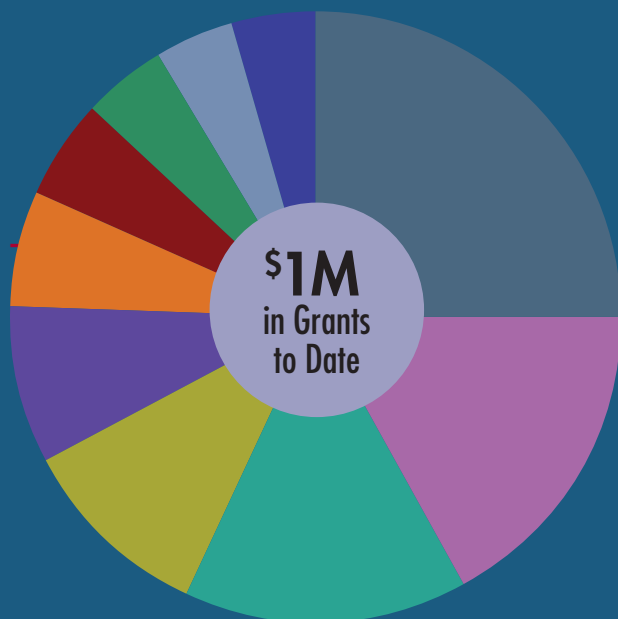
— SERENA LOW

In our work as your trusted financial advisor, this means that our dedication to client service and high ethical standards of conduct is unwavering. It also reminds us that compassion and empathy are central to charitable service and giving.

The ‘Golden Rule’ plays a particularly vital role in Beauport’s commitment to local philanthropy. Essex County is where we live and where we work. Our roots here run deep, and we want to see our communities thrive. More than that, we believe that as a member of the local business community, we have a responsibility to help our region flourish.

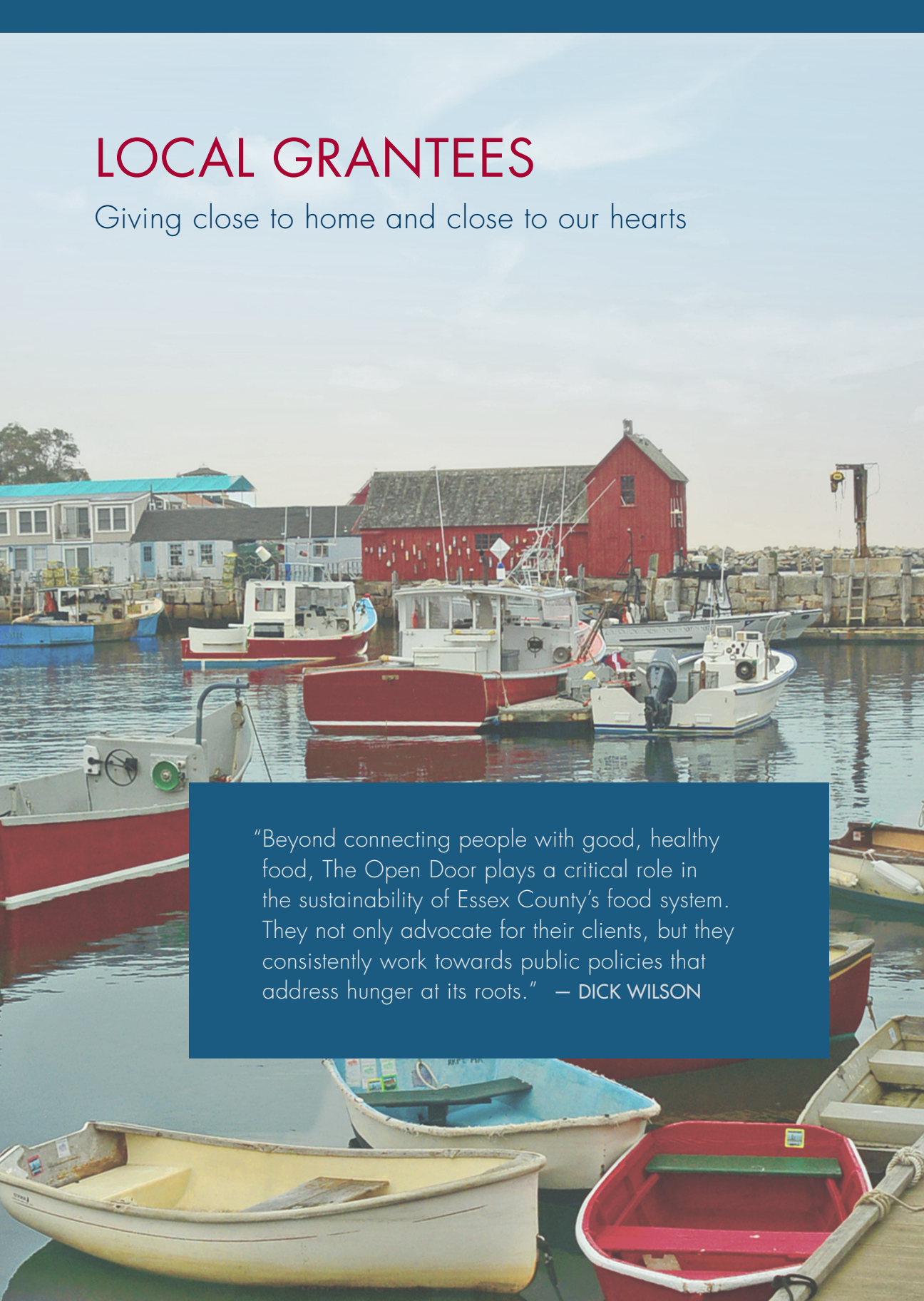
Our Grantees

- YMCA of the North Shore Inc.
- Open Door Cape Ann Food Pantry, Inc.
- Pathways for Children Inc.
- Gloucester Education Foundation
- ECCF Fund for the Foundation
- Holy Family Cevicos Mission
- Beverly School for the Deaf
- Arise Rwanda Ministries Inc.
- Wellspring House Inc.
- Cape Ann Kids



LOCAL GRANTEES

Giving close to home and close to our hearts



"Beyond connecting people with good, healthy food, The Open Door plays a critical role in the sustainability of Essex County's food system. They not only advocate for their clients, but they consistently work towards public policies that address hunger at its roots." — DICK WILSON

Our grantees are making a difference in Essex County – and beyond

Nonprofit organizations are a lifeline for so many people seeking opportunities to make life better for themselves and their families. At Beauport Financial Services, we are proud to provide resources to organizations making a positive difference in our communities. Here are a few highlights of the many nonprofits we support through the Beauport Financial Richard D. Wilson Community Response Gift Fund.

THE OPEN DOOR, Gloucester, MA Nominated by Beauport Clients

Food insecurity continues to become a reality for more and more people, particularly in the post-COVID era of skyrocketing food prices.

“Who hasn’t walked out of the grocery store recently reeling from the cost of buying groceries? For those who are on the cusp financially, it has been devastating,” Julie LaFontaine, President and CEO of The Open Door, said recently.

Founded in 1983, The Open Door works to alleviate the impact of hunger across Cape Ann by using practical strategies to connect people to good food, advocate on behalf of those in need and engage others in the work of building food security.

Through a variety of innovative food security programs, including Model Food Pantry, mobile markets, on-site SNAP application assistance and medically tailored food choices, The Open Door served 8,486 people and 4,872 households in 2022. The organization distributed 1.78 million pounds of food, 29% of which was fresh produce.



THE
Open
Door
Feeding people. Changing lives.

LOCAL GRANTEES



"Pathways helps hundreds of children and their families here in Essex County. I am one of the many who greatly benefitted from their nationally recognized Head Start program decades ago. Their comprehensive services for families have grown and adapted to meet the needs of our communities and I am forever grateful!"

— DEREK REED

PATHWAYS FOR CHILDREN, Gloucester, MA

Nominated by Derek and Karen Reed

Pathways for Children nurtures children and supports families impacted by economic and social inequity through educational programming for kids, a supportive network for caregivers, professional development initiatives designed to inspire the next generation of teachers and youth and family service workers, and holistic support for families.

Beginning with Head Start preschool programming on Cape Ann in 1967, Pathways has blossomed into a robust social services organization that serves 2,500 people every single year. From playgroups, parenting classes and support groups to internship and apprenticeship opportunities for teachers, Pathways offers critical services to people in Essex County communities who need it most. **Of the people they serve, 77% live below the federal poverty level and 11% experience homelessness in a year.**



YMCA OF THE NORTH SHORE

Nominated by David and Elaine McKechnie

Childcare. Sports and camps. Affordable housing. Leadership development. Swimming and exercise programming. Support services for newcomers and immigrants. Advocacy. These are just some of the programs and services the **YMCA of the North Shore** offers local residents.

Centered on community, the YMCA of the North Shore – comprised of seven local Y's, including the Cape Ann and Beverly locations – works side-by-side with their neighbors to make sure that everyone, regardless of age, income or background, has the opportunity to learn, grow and thrive.

With focuses on youth development, healthy living and social responsibility, there's almost no community challenge that the work of the Y doesn't touch.



WELLSPRING, Gloucester, MA

Nominated by Beauport Financial Clients

Thousands of individuals and families each year find support and critical resources at Wellspring, a Gloucester-based nonprofit that inspires families and adults on the North Shore to achieve employment and financial security through stable housing, education, job training and career readiness.

In 2022 alone, nearly 2,000 families and individuals looked to **Wellspring** for opportunities to better their lives. Of those, **450 individuals** did intensive work to secure permanent housing, living wage jobs, English proficiency and more.



"While our focus is largely on 'giving where we live,' Beauport Financial Services supports several international organizations that have made a particularly lasting impression on our employees and clients. We're fortunate to be able to give to organizations close to home and close to our hearts."

— DAVID McKECHNIE

ARISE RWANDA

Nominated by the Beauport Financial Team and Valmark Securities, Beauport's Business Partner

In Boneza, a community of 26,000 people in the Western Province of Rwanda, Kivu Hills Academy sits high above the waters of Lake Kivu. Its halls and classrooms are bustling with teenaged students who, prior to the school's construction in 2015, couldn't even imagine the possibility of a secondary education.

"There was no hope in this community for the kids to go to high school," said John Gasangwa, founder of Arise Rwanda, a nonprofit organization coordinating critical infrastructure projects in Boneza, including the school. "There was no high school for 26,000 people."

Schooling in Boneza ended at grade 8. But today, 300 students are receiving a high school education and gaining technical skills that will prepare them for successful careers in a variety of industries, including the trades, computer sciences and tourism and hospitality.

"These kids now have a very, very bright future ahead of them with some great skills that they are learning," said David McKechnie, who has traveled to Rwanda several times with family and colleagues.

Kivu Hills Academy is one of several Arise Rwanda infrastructure projects supported by the Beauport Financial Services team through the firm's charitable fund. Others include several wells for clean water and the only medical facility, which is currently under construction and will serve over one million people in both Rwanda and Congo.



ECCF PARTNERSHIP

Inspiring philanthropy and maximizing charitable impact

Individually, we all have the power to make a difference, but at Beauport Financial we believe that local impact is amplified when we work together. Partnerships and collaboration are key to creating sustainable change.

In 2013, we chose **Essex County Community Foundation (ECCF)** as the home for our donor advised fund because we were looking to partner with an organization focused on local and strategic giving. We wanted to learn more about the needs and opportunities in our communities, and we wanted our charitable investments to go further.

"As a partner in philanthropy, ECCF regularly shares data and stories of impact to ensure Beauport's giving is strategic and responsive."

— BETH FRANCIS, ECCF
PRESIDENT & CEO

THE ECCF DIFFERENCE

Community foundations offer distinct advantages for giving locally. By establishing a DAF at ECCF, you'll receive:



One-stop giving.

Make one gift to ECCF (and receive one tax receipt!) and recommend as many grants as you wish.



Valuable insight

about the needs and opportunities in local communities through exclusive fund advisor events that take donors inside the work of nonprofits and offer countywide data on pressing issues.



Giving that's

personal. ECCF works with donors to create a giving plan tailored just for them.



Advisor Managed

Funds. When a donor establishes a DAF at ECCF of \$100,000 or more, they have the option of recommending their investment advisor to provide oversight of their charitable fund.

Learn more about who ECCF partners with, how they strengthen nonprofits and the community leadership efforts that the foundation leads at eccf.org.

ABOUT ECCF



ECCF's Work

275+
FUNDS

working together
to support Essex
County and beyond

\$136M
IN GRANTS

to important
causes

\$33M
INVESTED

in systems-based
community
leadership initiatives

Mission

ECCF's mission is to inspire philanthropy that strengthens the communities of Essex County.

They do this by managing charitable assets, strengthening and supporting nonprofits and engaging in strategic community leadership.

Vision

Essex County thrives when it has:

Successful schools and students

Safe, clean and green neighborhoods

Strong job and economic opportunities

Vibrant arts and culture experiences

Healthy people



Our Commitment to Essex County's Future

At Beauport Financial Services, our promise is our people. No one knows exactly what the future holds, but one thing that is certain is our unwavering commitment to giving back. It's part of who we are, from our dedicated and generous staff to the clients who choose to work with us because they want to be part of something bigger too.

Community, connection, and care. These things mean everything. At Beauport Financial Services, we pledge to support our friends and neighbors in Essex County – and beyond – because our communities are stronger when we all thrive.

Scan here to learn more:



Cover photo of Schooner Adventure by Mary Barker



BEAUPORT
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