

Cidel's Work with Non-profit Organizations

Many communities, families and individuals rely on the help of organizations that are funded by donations and grants. The charitable and non-profit sector is diverse with areas of focus including health care, human rights, cultural centres and faith-based communities. With the good work these organizations undertake, they often make a difference for entire communities.

There are more than 170,000 charitable and non-profit organizations in Canada, 86,000 of which are registered charities¹. The sector accounts for approximately 8% of national GDP, which is larger than that contributed by the retail trade industry². Two million Canadians are employed in the sector – 11% of the economically active population³ – plus more than 13 million volunteers⁴. Further, in 2014, \$18.5 billion in charitable donations was received by these organizations⁵.

In addition to an incredibly competitive environment, non-profit organizations face a shifting landscape in the area of donations. Charities rely on an ever-decreasing proportion of the population: donors aged 50-plus account for 74% of all donations (up from 54% in 1985), while donations from younger donors (40 and under), have gone in the opposite direction⁵. Furthermore, fundraising and knowing how to support the organization's mission can be highly complex matters for directors and committee members. These issues include governance and decision-making structures and setting the right policies to ensure that funds are available for disbursement when required.

Faced with these challenges, capital preservation and a growing income stream are critical. With Cidel Asset Management's investment approach centred on risk management, we are able to deliver these attributes to our clients/partners in the non-profit space. Our proprietary strategies invest in quality companies with strong cash flows and

growing dividend streams, while our ability to protect client capital in down markets is one of the hallmarks of the firm.

Cidel's approach is even more comprehensive. Christy DeCosimo, who leads Cidel's work with non-profit clients, expresses this mindset, which is supported by the values of the firm: "The partnerships we form with organizations in the non-profit space run far deeper than the exceptional money management we provide. The successful execution of the investment management piece is important, as it allows our partners to take the good they are doing in our community to greater heights. However, we don't believe our contribution should stop there."

As a result of this mindset, our partnering opportunities come in many different forms and blossom as we gain a deeper understanding of organizations and their values. Sometimes, it is as simple as bringing along bags of donated items to each board meeting or the donation of event space to house a charitable organization's holiday party.

Cidel has been working with the charitable and non-profit sector for decades and looks forward to helping contribute to the work of these impactful organizations for decades to come. For more information, please contact your Cidel Wealth Consultant.

1 Imagine Canada. <https://www.imaginecanada.ca/en/360/sector-stats> "Sector Stats." Imagine Canada, 20 Aug. 2018, www.imaginecanada.ca/en/360/sector-stats.

2 Statistics Canada. Table 36-10-0438-01 Supply and use tables, summary level, provincial and territorial (x 1,000,000)

3 Statistics Canada. Table 36-10-0478-01 Supply and use tables, detail level, provincial and territorial (x 1,000)

4 Statistics Canada. "General Social Survey: Giving, Volunteering and Participating, 2013." The Daily - General Social Survey: Giving, Volunteering and Participating, 2013, 30 Jan. 2015, www150.statcan.gc.ca/n1/daily-quotidien/150130/dq150130b-eng.htm.

5 David, Lasby, and Barr Cathy. "30 Years of Giving in Canada." Imagine Canada, 2018, [imaginecanada.ca/en/research/30-years-of-giving](https://www.imaginecanada.ca/en/research/30-years-of-giving).