



Overflowing Generosity

2023 ANNUAL REPORT

5 Years of The Signatry



Dear friends,

2023 marked the **fifth anniversary** of The Signatry's launch. I have felt immensely humbled and blessed to watch God work through our efforts during these last five years. Our team's commitment to say yes to God's prompting has taken us on a journey that reveals his limitless power, faithfulness, and provision in good times and bad.

There is no better way to celebrate our fifth year of revolutionary biblical generosity than by breaking our grantmaking record. Our donors recommended more grants in 2023 than ever before. We are grateful to every donor who took part in this great **overflow of generosity**. Its impact is – and will continue to be – profound.

This annual report is not only a reflection of our financial performance this year but also a celebration of the transformative work that God has accomplished through The Signatry's history.

We remain steadfast in our mission to inspire and facilitate multigenerational biblical generosity that brings the hope of the gospel to all. Our faith in the Lord Jesus Christ is our foundation and source of hope for the future. As we navigate the years to come, I pray that our work will continue to reflect his radical love as we seek to build his kingdom.

With sincere gratitude,

A handwritten signature in black ink that reads 'Stephen A French'.

Stephen French
President & CEO

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What is The Signatry?

The Signatry is a Christian ministry seeking to build the kingdom of God. We believe generosity is the heart of the gospel, and this drives us to disciple people to lead obedient, generous lives that reflect the image of God. Donor advised funds are the primary tools we use for this kingdom work.

OUR MISSION

To inspire and facilitate revolutionary, biblical generosity across generations to solve the world's greatest problems and bring the hope of the gospel to all.

OUR VISION

To write the last check to the last missionary to reach the last unreached people group so the last person can hear the gospel.

CORE VALUES

We value:



Family as a first place of training for the next generation to follow in a set of biblical principles.



Collaboration as we serve, struggle, and celebrate as one body to further eternal impact.



Generosity as a radical way of life that reflects our creation in the image of the ultimate Giver.



Creativity & Innovation as a group of committed learners who say yes to God's vision.

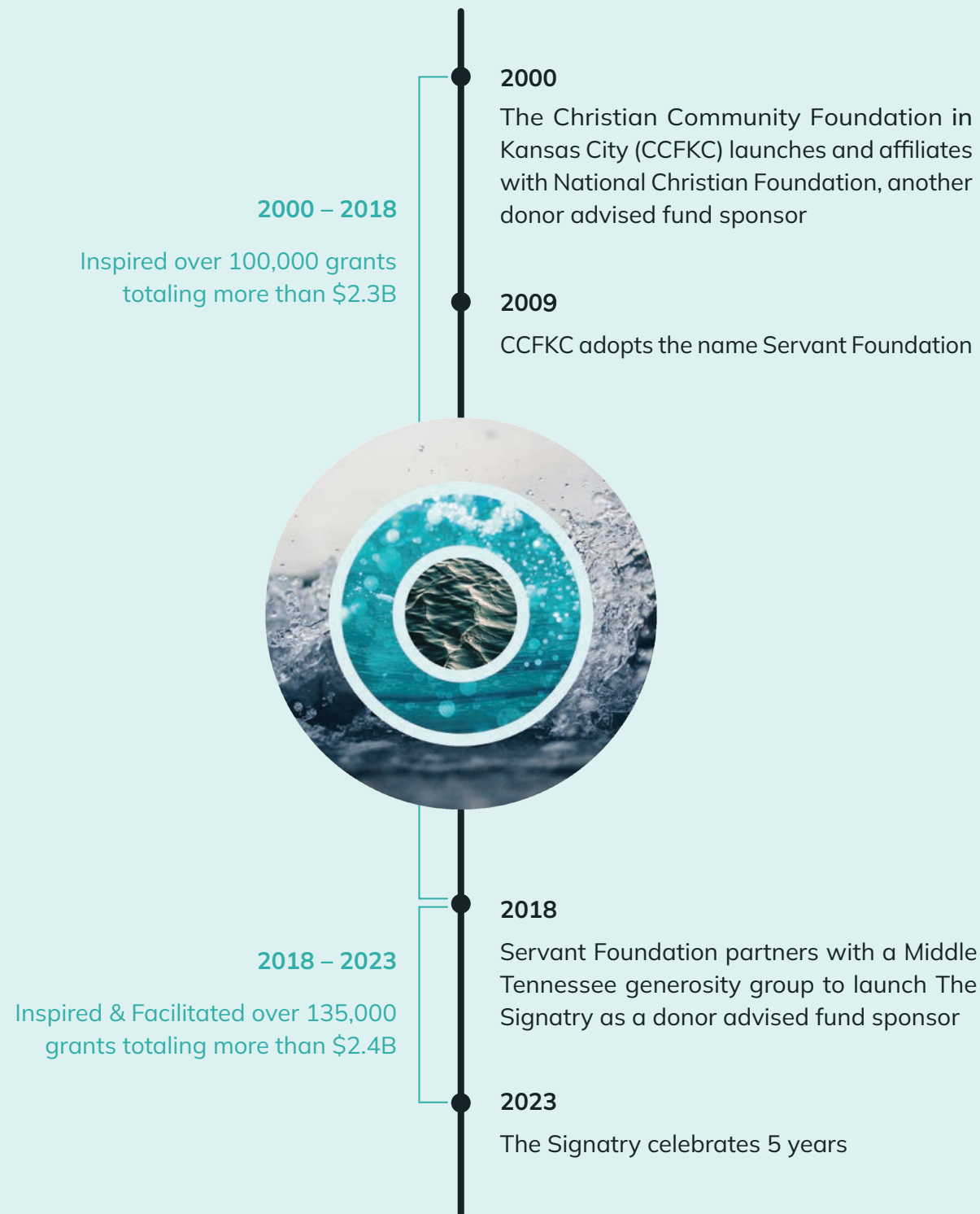


Integrity & Transparency as we boldly speak truth while humbly owning our mistakes, according to God's standards.

What is a donor advised fund?

A donor establishes a donor advised fund (DAF) with a qualified 501(c)(3) nonprofit DAF sponsor like The Signatry and makes charitable donations into the fund. The sponsor has legal control over the fund and gives the donor advisory privileges to recommend how those dollars are invested or granted to other nonprofit organizations over time.

The Signatry's History



Total impact: Over 235,000 grants, sending more than \$4.7B toward solving the world's greatest problems

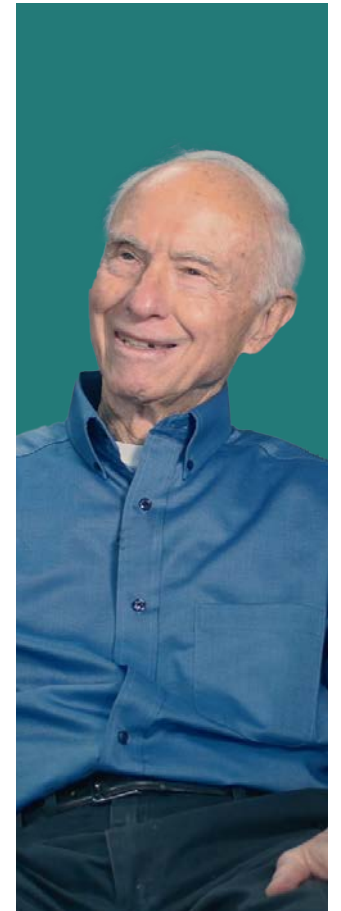
Remembering Frank Brown, Founding Board Member and Friend

In 2023, we mourned the loss of Frank Brown, one of The Signatry's founding board members and a dear friend to many of us. Frank's commitment to generosity and passion for God's kingdom helped lay the foundation for The Signatry's success.

Frank's role in starting the Christian Community Foundation in Kansas City (later, The Signatry) began with the question of how to use his business success for God's glory. "I had been tithing for 28 years, but I knew that God had a plan for the [additional] balance I had been accumulating," he said. As he explored the giving opportunities available, he connected with other generosity-minded individuals who became the founding board.

In the 23 years since the foundation launched, Frank supported our work as chairman of the board (2000 – 2010), board member (through 2021), and a partner in prayer. Frank often visited our office in Kansas City for prayer times and offered warmth and encouragement to everyone he encountered.

All of us at The Signatry give thanks for Frank's life and legacy.



2023 Board of Directors

Gary Nagel
Chairman

Mark Bainbridge
Vice Chairman

Mark Hammett
Treasurer

Jim Wright
Board Member

Ken Polk
Board Member

Keith Phillips
Board Member

Steve French
President & CEO



Inspiring &
facilitating revolutionary
biblical generosity ...

Donors

Practicing generosity together

Our donors are the ones who make our vision possible. Each donor represents a story of God's faithfulness in their life and relationships. These are the stories God uses to shape our passions and grow our generosity. Together, we work to bring the hope of the gospel to every person on earth because of the ways God has guided our generosity journeys—individually and as a community.

In 2023, a record number of new donors joined our community.

1,384
new donors

6,245
total active donors

Family Generosity: The Skills of Stewardship

Family is one of the best training grounds to practice the habits of generosity across generations.

This is what the Haverkamp family, donors to The Signatry, learned when they were blessed with a profitable real estate asset to sell. Brent and Tori Haverkamp knew God was giving them the privilege to practice generosity with their children on a grand scale.

After donating and then liquidating the property in a donor advised fund, the Haverkamps had a significant balance in the fund. For each of their children, they allocated \$50,000 within the fund, so each

child could determine how best to use those resources for God's kingdom.

The decision process opened many fruitful family conversations. They discussed how to time grant recommendations; how to choose nonprofits to support; and what problems in the world most ignited their passion for change.

By walking through these conversations together, and by sharing access to a donor advised fund, the Haverkamp children learned how to ask the right questions and how to find the right answers.



The Haverkamp family



“We love having the fund because we put money in there until God prompts us about what to do with it.” – Cindy Stein

Funds

The power of partnership

Each of our donor advised funds represents a **partnership** with a family or individual. The family gives a gift to The Signatry and advises how the gift should be used; The Signatry stewards the gift by holding it in a fund, investing it, and vetting any nonprofits the family recommends supporting.

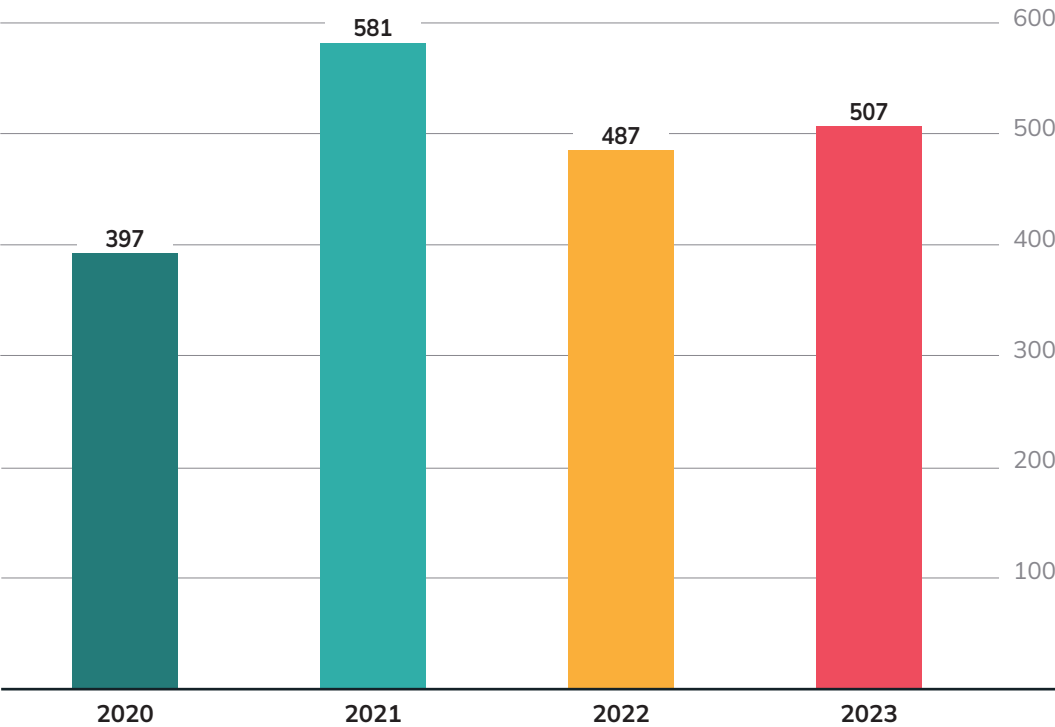
This partnership is what empowers us to collaborate with generous families in every stage of life and fuel the solutions to the world’s greatest problems.

507

new funds in 2023

3,117

total active funds



New Funds 2020 - 2023

Contributions

It all belongs to God

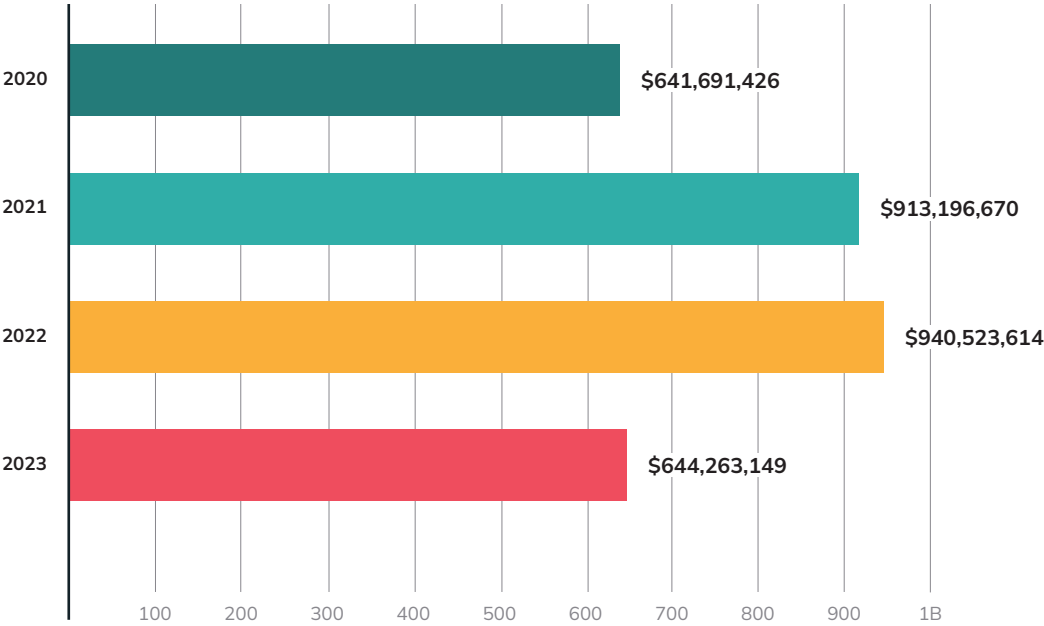
The call to generosity is baked into our role as stewards of God’s resources. Donors to The Signatry take the first step toward generously stewarding their resources by contributing assets to a donor advised fund—this can include cash, securities, and other appreciated assets. While the tax benefits may be immediate, a contribution is just the beginning of a generosity journey.

\$644M

2023 contributions

\$4.5B

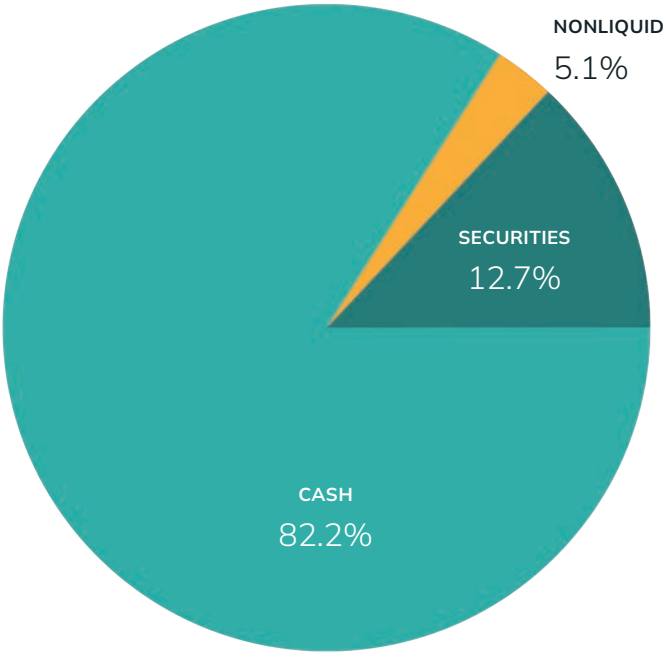
contributions since 2018



Annual Contributions 2020 - 2023

Noncash Giving

In 2023, our community completed \$81.5M in gifts of stocks and other publicly traded securities and \$32.9M in gifts of nonliquid assets, totaling over \$114.4M.



Gifts by type

5 Years of Sowing Generosity: The Stein Family

Five years ago, Mike and Cindy Stein opened a donor advised fund with The Signatry. Generosity was already a core value in their marriage, but the fund empowered them to take generosity to the next level.

The fund enabled them to donate part of a business they were about to sell, allowing them to preserve more of the proceeds for charitable giving. This created a “seed fund” for giving. Appropriately, they named it The Seeds for Sowing Fund.

Over the last 5 years with The Signatry, sowing seeds is the perfect descriptor of the Stein family’s generosity journey.

Mike and Cindy orient their giving toward capacity building: When they recommend grants to a nonprofit, they request that the organization use the funds to build out their own fundraising capacity. Mike’s career in nonprofit development is what shaped his passion for training other ministries to sustain their work.

“We want to help them multiply their money,” Mike told us. “Our desire is that

they’ll be successful—and maybe we will still give, or maybe we will move on to help build up someone else. We have seen this work amazingly well.”

Mike and Cindy also wanted to plant seeds of generosity in their daughters’ lives. After opening their own donor advised fund five years ago, they also created funds for each of their daughters. Every Thanksgiving, they hold a family meeting to answer the question, “What is your favorite thing that you’ve been able to give to this year? Why did it bring you joy?”

“They both have very generous hearts,” Cindy said. “So we get to bless them so they can bless others.”

The Stein family’s mission to plant seeds that promote even more generosity in the future continues to bear fruit.

The Stein family



Advisors

Whole-portfolio stewardship

Many of our donors partner with financial advisors to steward their resources more efficiently and plan their legacies. These advisors serve as critical partners in generosity.

In 2023, we partnered with

246 46

advisors,

of them for the first time.

We invite financial advisors to bring their expertise into clients' generosity journeys by managing the investments in a donor advised fund from the first dollar. Our advisor managed accounts (AMAs) are an increasingly popular investment tool for donors to empower their advisors to maximize charitable resources.

In 2023, 509 donor advised funds had investments in an AMA,

34.4%

more than in 2022.



The Sollazzo family

Transforming Tax Breaks into Revolutionary Generosity

Michael Sollazzo is one of the 246 advisors that serve alongside The Signatry to help donors maximize their generosity.

Financial advisors often meet their clients at the intersection of transaction and transformation: Where clients may start giving in search of the tax benefits, advisors can walk alongside them to discover God's call to radical generosity that changes lives.

Michael and his family experienced this transformation firsthand. He told us:

"Being a tax attorney and a CPA, I've advised clients for many years that if you're going to give, it's better to give appreciated assets.

"It was neat to actually employ that strategy when we decided to sell our

company ... We crunched the numbers to look at, in giving this interest in the business, how much would that ultimately yield in the donor advised fund? Our DAF really got super-funded with the sale of the business, which allows us to [send] more money to kingdom causes than we could have if we just wrote a check."

Through savvy tax strategies or open conversations about faith and stewardship, the advisors we partner with have the remarkable opportunity to transform their clients' giving into revolutionary generosity for God's kingdom.

The Inkwell

All-in on biblical generosity

Our work is all about the kingdom of God—transforming families through biblical generosity, solving the great problems that face people around the world, and bringing the hope of the gospel to all. Our goal has always been to see maximum dollars go out into God’s kingdom to fuel his work.

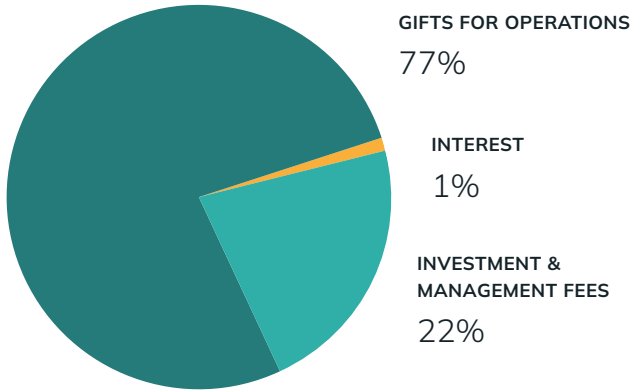
To make that happen, we have been working to remove the barriers that could prevent new donors from joining The Signatry or current donors from maximizing their grants.

In 2021, our leadership and board of directors stepped out in faith and decided to go “all in” on generosity by moving away from the traditional revenue stream of organizations like The Signatry: the administrative fee charged on the balance of a donor advised fund. By eliminating the administrative fee, we maximize the

amount of money available to be granted out of donor advised funds.

This means our work to inspire and facilitate biblical generosity now relies on a broader set of revenue streams, including our Inkwell community—donors whose investments help fund the operational costs of The Signatry.

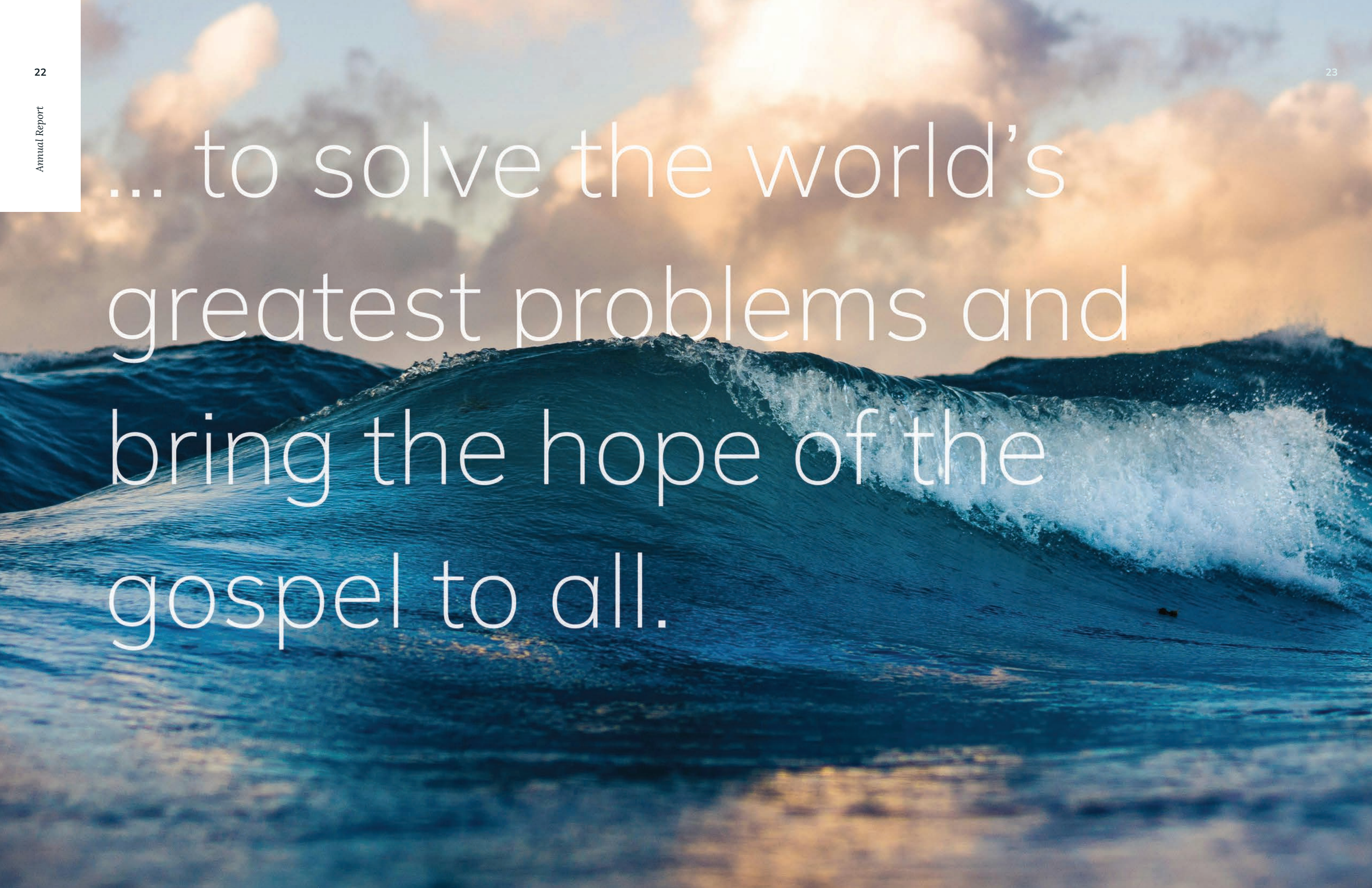
Since the introduction of the Inkwell community, over 1,400 new funds have been opened at The Signatry, and we have been able to send more than 77,000 grants out to over 7,000 ministries across the country. We are so grateful for the members of our Inkwell community who made gifts to support the ministry of The Signatry in 2023.



The Signatry's 2023 Operational Revenue



Inspiring & facilitating revolutionary biblical generosity ...



... to solve the world's
greatest problems and
bring the hope of the
gospel to all.

Grants

Connecting God's wealth with God's workers

Above all, biblical generosity is designed to serve others and uplift the vulnerable. The habit of biblical generosity starts with the decision to make a gift, but it is truly fulfilled when those resources reach the places they are most needed.

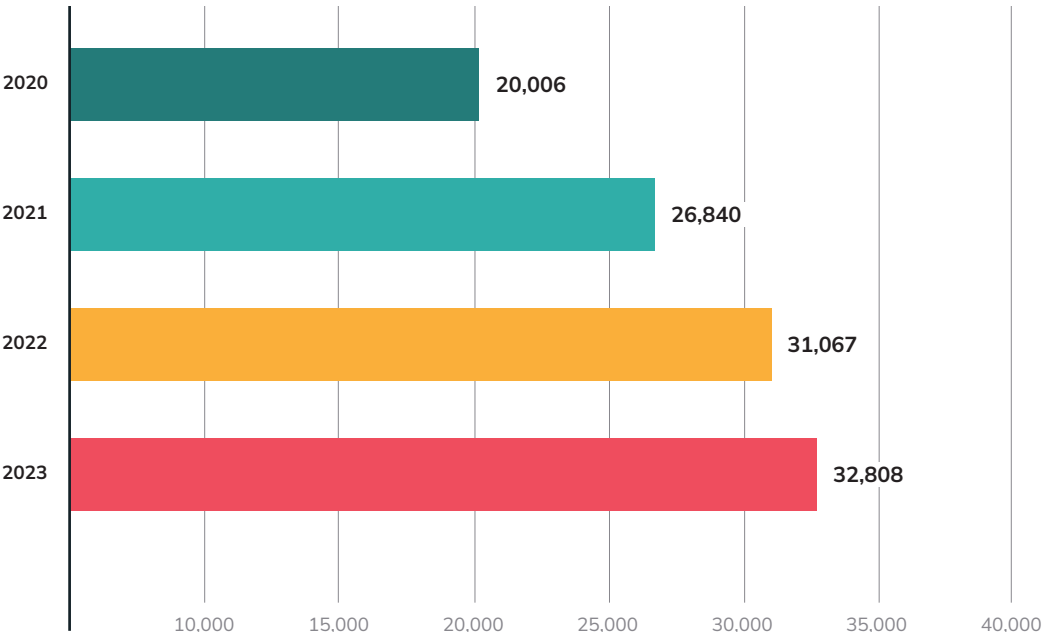
Our community of donors made more grant recommendations in 2023 than in any prior year—breaking the record we set just last year. Each grant that one of our donors recommends provides fuel to the ministries accomplishing God's work around the world.

2023 Grants:

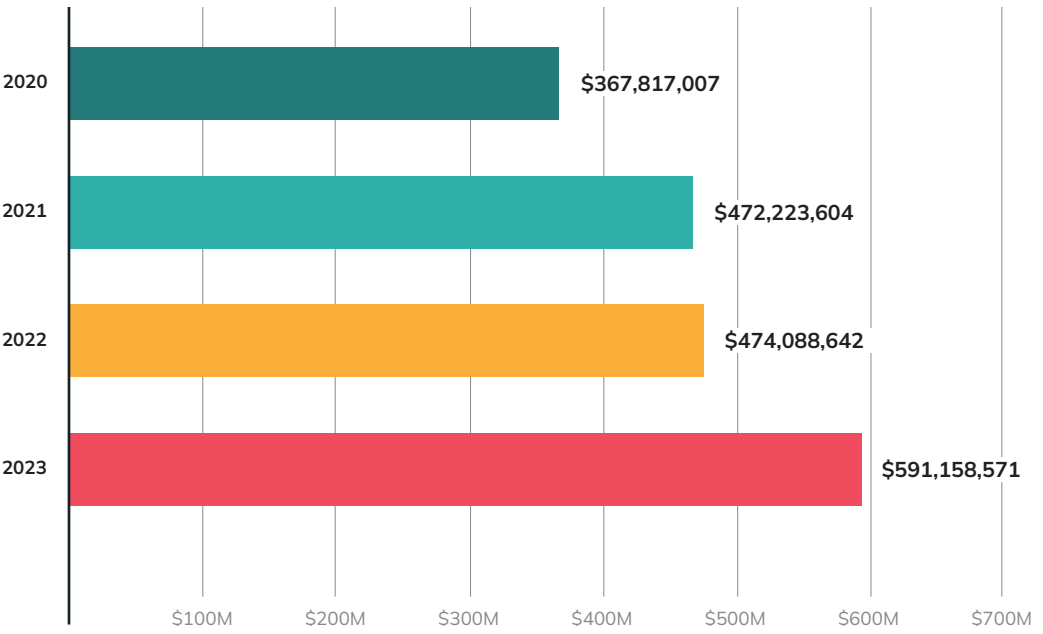
32,808

totaling

\$591M



Number of grants 2020 – 2023



Total dollars granted 2020 – 2023

Generosity Activation Rate

Measuring generosity

The Signatry exists to connect God’s resources with God’s workers—the “donors” with the “doers.”

The rate at which grants flow **out of** our donor advised funds (the payout rate) is one of our most important markers of success in this mission. Impact happens not when we receive a contribution, but when we partner with a donor to send those dollars back out to support the work of a nonprofit they love.

We calculate our annual payout rate using the Generosity Activation Rate method, using this formula:

Generosity
Activation Rate

=

fiscal year grants

(fiscal year contributions) + (prior fiscal year end balance)

28.14%

The Signatry’s
Generosity Activation Rate

10.14%

Average DAF Sponsor
Generosity Activation Rate

Note: The Signatry’s rates are calculated from our most recent 990. Average DAF sponsor rates are calculated from most the recent public IRS data: 2007-2020.

Grant Payout Rates: The industry standard measurement (and why we prefer the GAR)

The standard method of measuring payout rate, used by many donor advised fund sponsor organizations, is the Candid method. The Candid method compares current-year grants against the previous year-end balance. This measurement typically shows a higher rate because it does not consider any of the donor’s current-year fund contributions.

We prefer to track our community’s impact with the Generosity Activation Rate because it provides a more complete picture of how our donors transform their generosity into impact.

However, we also track our payout rate using the Candid method for comparison to other DAF sponsors. By this measurement, The Signatry’s rate is more than 4x higher than the average.

48.72%

The Signatry’s payout rate
(Candid method)

12.05%

Average DAF Sponsor’s payout
rate (Candid method)

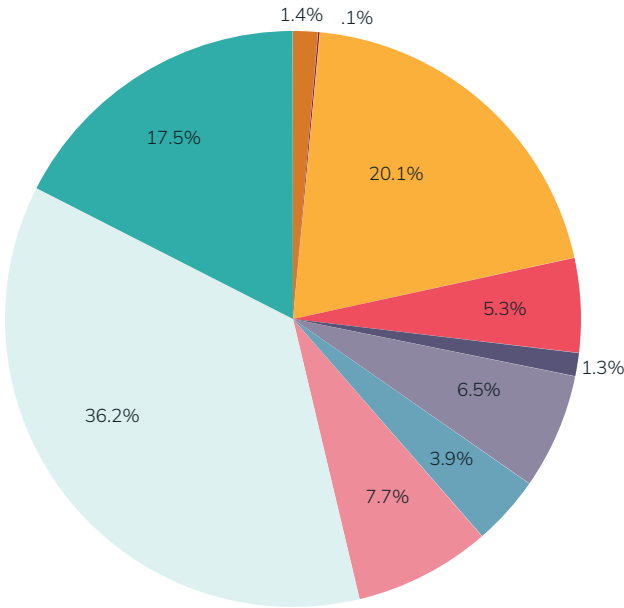


Cause Categories

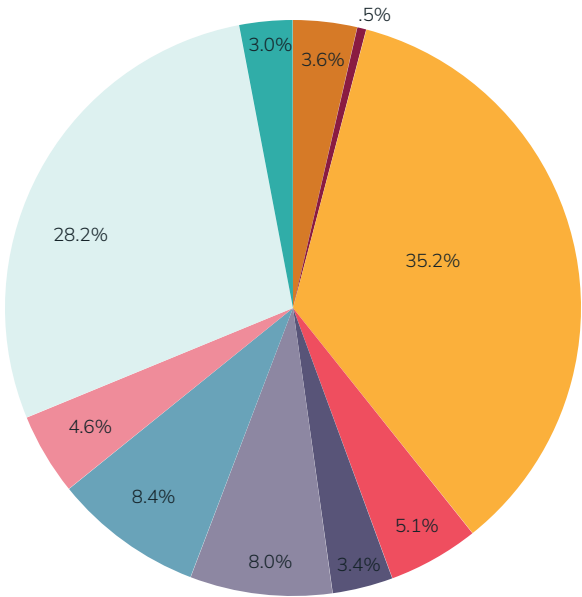
Your Impact in 2023

Our donors are beautifully diverse in the passions God has placed on their hearts. As we partner with donors to solve the problems they care about most, below are the causes we have worked together to champion in 2023.

Dollars Granted



Number of Grants



- COMMUNITY DEVELOPMENT:** Service associations, mentorship programs, and other organizations that invest in building up local communities.
Grants made: 1,194 (3.6%), Dollars granted: \$8.4M (1.4%)
- CREATION CARE:** Organizations devoted to environmental stewardship and the protection of animals.
Grants made: 167 (0.5%), Dollars granted: \$683,000 (0.1%)
- DISCIPLESHIP:** Organizations that equip pastors and strengthen the body of believers, including churches.
Grants made: 11,547 (35.2%), Dollars granted: \$118.7M (20.1%)
- EDUCATION & PROFESSIONAL DEVELOPMENT:** Schools, trade associations, and other organizations that provide professional growth and career development opportunities.
Grants made: 1,667 (5.1%), Dollars granted: \$31.5M (5.3%)
- FAMILY SERVICES:** Organizations committed to the sanctity of life, strengthening families, caring for the elderly, or providing homes for children in need.
Grants made: 1,103 (3.4%), Dollars granted: \$7.7M (1.3%)
- HEALTH & HUMAN SERVICES:** Organizations that serve those affected by homelessness, trauma, illness, or addiction.
Grants made: 2,609 (8.0%), Dollars granted: \$38.6M (6.5%)
- HUMANITARIAN AID & RELIEF:** Organizations that provide relief to those suffering from disaster or poverty.
Grants made: 2,747 (8.4%), Dollars granted: \$22.9M (3.9%)
- JUSTICE & ADVOCACY:** Organizations that raise awareness of and advocate for issues of justice and freedom, such as human trafficking.
Grants made: 1,518 (4.6%), Dollars granted: \$45.2M (7.7%)
- OUTREACH:** Organizations with a primary focus on spreading the gospel, including missions.
Grants made: 9,266 (28.2%), Dollars granted: \$213.9M (36.2%)
- PHILANTHROPIC & CULTURAL INSTITUTIONS:** Grantmaking foundations, museums, libraries, and other organizations that shape culture through philanthropy, history, art, and media.
Grants made: 990 (3.0%), Dollars granted: \$103.6M (17.5%)

Nonprofits supported

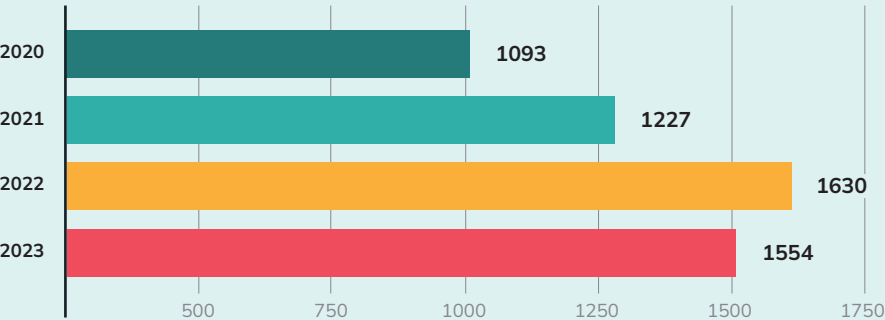
The hands and feet of Jesus

Nonprofit organizations are critical partners in our mission to solve the world’s greatest problems and bring the hope of the gospel to all.

Not only do we get the privilege of supporting these ministries’ work financially, we were also able to connect with over 2,800 nonprofit leaders to provide guidance on development strategies, donor relations, and network building.

4,978 nonprofits supported in 2023

1,554 nonprofits supported for the first time



New grant recipients, 2020 - 2023

Our community has supported 9,658 nonprofits since 2018.

Stories of Impact

TRENDING CAUSE: Outreach

During the third quarter of 2023, more than 130 grants were recommended by families at The Signatry to 60 different Young Life chapters working to introduce teens and young adults to Jesus.
(Image courtesy Young Life)

TRENDING CAUSE: Family Services

During the second quarter of 2023, \$2.7 million in grants were recommended by donors to The Signatry to more than 100 nonprofits committed to strengthening families, caring for the elderly, or providing homes to children in need, including \$50,000 to Ally’s Wish in Flower Mound, TX, to grant 10 young, terminally ill mothers a special wish on Mother’s Day.
(Image courtesy Ally’s Wish)

TRENDING CAUSE: Health & Human Services

Organizations serving those affected by homelessness, illness, or addiction received \$4 million in support from The Signatry during the second quarter of 2023, including Nashville Rescue Mission and 19 other rescue mission organizations providing transformational care across the United States.
(Image courtesy Nashville Rescue Mission)

TRENDING CAUSE: Justice & Advocacy

During the fourth quarter of 2023, 60 families provided over \$500,000 in grants to support organizations working to rescue and restore victims of human trafficking, including Destiny Rescue in Fort Wayne, IN.
(Image courtesy Destiny Rescue)





Stewardship as My Vocation: Kate Gardner

Kate Gardner calls herself a “next gen”—the descendant of a successful family, now learning to find her own purpose and impact. For Kate, this means pursuing radical generosity as she learns who she is and where her passions lie.

After receiving an early inheritance, Kate has spent her 20s exploring what a life of good stewardship and generosity looks like.

Our team first spoke with Kate shortly after she opened a donor advised fund in 2020. She shared her vision to use the fund to support a group of missionaries, building personal relationships and visiting many of them around the world. As these relationships grew, she discovered her gift for encouragement. Her prayer and encouragement for each missionary became just as important as the financial support she gave.

Over several years, Kate’s passion for giving the gift of encouragement continued to grow. “My desire is not just to write checks, but to be involved in people’s lives. I’ve been more and more interested in relational giving.”

She added, “The blessing of using a donor advised fund is that it’s very easy to shift my interests and strategies as I learn. Recently, I’ve enjoyed thinking about new grants specifically born out of relationships.”

Following the path of relational generosity led Kate to her latest venture: radical hospitality. She was blessed to purchase a home that can host the missionaries and other nonprofit partners she supports. These workers can stay at Kate’s home and experience God’s gift of rest.

“Hospitality is a massive new theme. It has created such joy.”

The joy and fulfillment from generosity—in all its forms—are what shaped Kate’s 20s and what continue to shape her stewardship journey as a “next gen.” Giving extravagantly through flexible tools like donor advised funds enables young givers to practice creativity with generosity as they grow.

“My encouragement to other young people is that generosity is fun! It doesn’t have to be dry obedience. Most of us who have this focus have fallen in love with the sense of being used by the Lord. That’s what I want for other people, too.”

Cause Champions

In 2023, The Signatry teamed up with families who steward their talents and resources to champion their favorite cause. These families are cause champions.

We have learned that transformational generosity occurs when families unite around a cause that ignites every member's passion for change. By structuring family giving around one or two core causes, families can learn more about each other, more deeply understand the nonprofits they support, and amplify the impact of their generosity.

We partnered with these three families to learn more about the clean water cause, why it sparks their passion, and how to provide every person in the world with clean water.



Image courtesy neverthirst



If you could solve any one problem in the world, what would it be?

WHEN OUR KIDS SEE US GIVING: The Cushman Family

Trey and April Cushman, along with their three children, discovered their passion for the clean water cause through a photo. After donating to a clean water nonprofit, they received a personalized email with images from the village where their donation helped build a well. The Cushman girls immediately identified with the other children in the photos, and a new family passion was born.

KEEP SAYING YES: The Gallardo Family

Tom and Lois Gallardo did not always envision themselves rafting across a river in Nepal to visit a pastor they had never met. But after making a commitment to say yes to God, that is exactly where they found themselves. They discovered their passion for clean water by searching for nonprofits with demonstrable, clearly stated impact for God's kingdom.

DENTISTRY WITH A MISSION: The Baxter Family

Richard and Tara Baxter knew they wanted to reflect the gospel in and through their family business. Today, even a quick visit to their missions-themed dental office will reveal their heart for clean water access and gospel outreach. They champion the cause not just through financial support, but also through the conversations that happen every day with patients and staff.



He Gets Us

A few years ago, one of our long-time donor families came to us with a problem they wanted to solve:

How did the story of Jesus, the world's greatest love story, get twisted into a tool to judge, harm, and divide?

How do we remind people that the story of Jesus belongs to everyone?

They felt called to solve this problem. As a ministry dedicated to solving the world's greatest problems and reaching all people with the hope of the gospel, we agreed to help achieve this vision. "He Gets Us," launched in 2021, was the result.

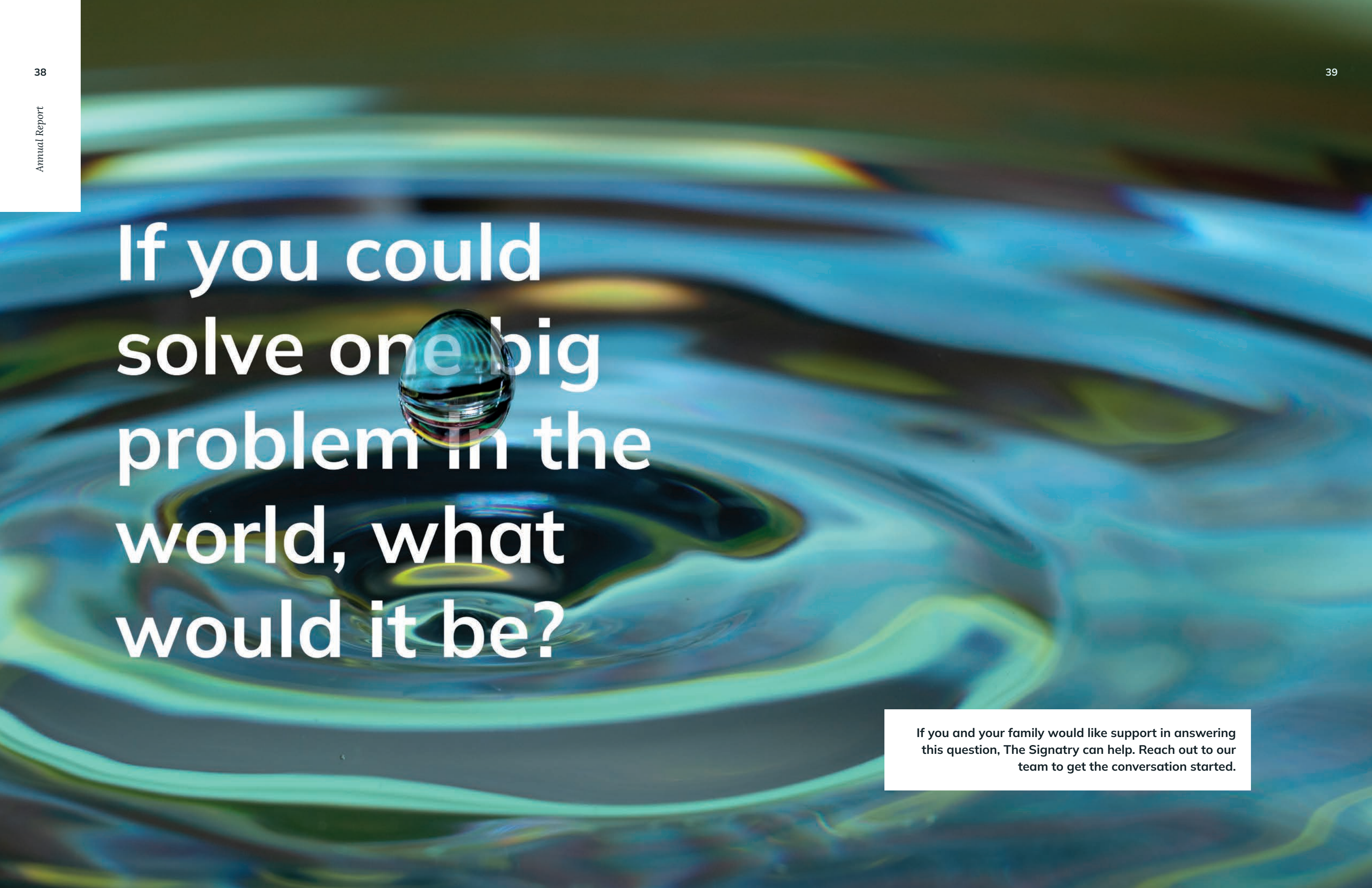
Other generous stakeholders partnered with us to explore how best to use media as a tool to reintroduce everyone, Christians and skeptics alike, to the Jesus of the Bible. Based on the collective due diligence of those partners, The Signatry helped to incubate a national media campaign and served as the first governing partner for the campaign.

He Gets Us has become a large-scale movement toward measurable human flourishing. With videos and advertisements across television, radio, online, and more, the campaign has achieved 70% national awareness among U.S. adults.

Over 385,000 people have subscribed to Bible reading plans after visiting the He Gets Us website. Growing from the original vision to create a media campaign, additional donors collaborated to connect over 280,000 people to local ministries—including 8,900 to suicide prevention programs—to continue discipleship.

In order to sustainably manage the scale of this response for the long term, in late 2023 The Signatry began working to transition He Gets Us to an independent nonprofit called Come Near. This move will ensure that the donors' vision to reintroduce everyone to Jesus can continue to succeed and grow.

This is the impact that can happen through revolutionary, biblical generosity that spans generations. What started with one family's vision to solve a problem has developed into a big solution that is reaching hundreds of thousands of people with the hope of the gospel.



If you could
solve one big
problem in the
world, what
would it be?

If you and your family would like support in answering this question, The Signatry can help. Reach out to our team to get the conversation started.



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The Signatry does not provide tax, legal, or other professional advice. You should consult professional advisors concerning the legal, tax, or financial consequences of your charitable activities.