

2/1/2024 Announcement PG Calc Client Q&A

Draft 1/31/2024

Q: What's happening?

A: On February 1, 2024, PG Calc was acquired by [Foundation Source](#), the nation's largest provider of foundation management services and a trusted source for philanthropic expertise. Foundation Source offers a purpose-built, cloud-based SaaS platform and a configurable suite of administrative, compliance, tax and advisory solutions for private philanthropists and their foundations.

Q: What advantages does this combined company create?

A: The combined capabilities of each company will deliver a best-in-class experience for philanthropists and the broader charitable giving ecosystem. Together, we are committed to delivering unparalleled technology, service and philanthropic expertise to serve charities and nonprofits, in addition to donors and their advisors. The combined entity meaningfully expands our suite of charitable giving solutions and continues both companies' long-term commitment to make giving easier and more impactful.

Q: What's going to change?

A: For PG Calc's clients, it will be business as usual. We will continue to offer and support our legendary gift illustrations software, *PGM Anywhere* and *Planned Giving Manager* desktop; our gift administration software, *GiftWrap*; as well as our other software. We will continue to serve our *Gift Administration Services*, *Consulting Services*, and *Marketing Services* clients with the same impeccable customer service you've always known from PG Calc. Longer term, we will take advantage of our combined resources to develop new products that support and promote philanthropy.

Q: What does this mean for our clients?

A: **Marketing Services clients:** You will continue to work with Andrew Palmer and your relationship manager, as well as our team of designers and content experts. We will continue to manage our client websites and develop marketing collateral as we always have.

A: **Consulting clients:** You will continue to work with Jeff Lydenberg and the same expert team of PG Calc consultants on your gift annuity annual filings and state registrations, program operations, assessments, and audits.

A: **Gift Administration clients:** You will continue to work with the same team of PG Calc experts led by Director of Gift Administration Julia Boerth. We will keep serving our clients, paying beneficiaries, and filing tax documents as before, and our data security will remain at the high standards you've come to expect from us. You can continue to reach the gift administration team at 888-497-4990.

A: **Client Services:** You will continue to work with our Client Services team under the direction of Kara Morin and receive the same world-class service for *Planned Giving Manager* and *PGM Anywhere*, *GiftWrap*, *Bequest Manager*, and all our software and services. You can continue to reach Client Services via email at support@pgcalc.com and by phone at 888-474-2252.

Q: Will my contacts at PG Calc change?

A: No. The same PG Calc family of planned giving experts you've relied on for nearly 39 years will be here as we always have, ready to help you make the most of your planned giving program. We will still be picking up the phone and answering your questions.

Q: When will this take place?

A: The acquisition was completed on February 1st, and a public announcement will follow during the next couple of weeks.

Q: Will costs change?

A: There is no plan to change fee schedules. Any future changes will be provided with advanced notice, as always.

Q: Will your suite of services change?

A: There are no plans to change our offerings. Down the road, we expect to develop new services and products through our integration with Foundation Source that will create new opportunities for gift planners, charities, our banking and financial services partners, foundations, and financial planners and advisors. Stay tuned.

Q: Will our Gift Administration and other agreements need to be redone/re-papered because of the company change?

A: No. All agreements and contracts remain valid.

Q: Is there a new company name, and what about the PG Calc name?

A: We will continue to operate as PG Calc, with the same names for our software and services, and become the planned giving division of Foundation Source. Someday, the combined company may have a new name that best represents our larger vision to be the leading provider of tech-enabled charitable giving solutions.

Q: Who will lead the new company?

Gary Pforzheimer and the same leadership team will continue to run the PG Calc division. Together with [Foundation Source](#), our combined company will be led by [CEO Joe Mrak](#), a highly respected leader in the financial technology and wealth management industries. The combined company is primarily owned by a prominent private equity firm, [GTCR](#).

Q: Who is GTCR?

A: [GTCR](#) is one of the oldest and most-respected private equity firms in the U.S. They have pioneered the Leaders Strategy, an investment philosophy that emphasizes finding and partnering with great management teams to build their companies into market leaders. They are headquartered in Chicago with offices in New York and Palm Beach. The principals dedicated to the PG Calc and Foundation Source relationship are Co-CEO Collin Roche, Principal Kirk Smith, and Director Lizzie Wintle.