

Feeling Charitable?

How The Philanthropic Free Up Funds and Save Money Doing It

An interview with Ryan Boland
VP of the Complex Asset Group for Fidelity Charitable®

Ryan Boland is VP of the Complex Asset Group for Fidelity Charitable®, an independent public charity with a donor-advised fund program. Mr. Boland is responsible for reviewing complex asset contributions for acceptance, developing detailed policies and procedures for complex asset donations; and providing training and education about the Complex Asset Group's unique service offering.

Alliance: Ryan, I was very interested to hear what you do for a living because it is so specific and unique. Can you tell us about what you do and the types of people you work with?

Ryan: Sure thing. I work with the charitably inclined and their advisors. I am attorney with Complex Asset Group at Fidelity Charitable. Fidelity Charitable is a public charity and our mission to help people give more efficiently. I help donors give privately held business interests to charity.



Alliance: What are the tax advantages of giving these assets to charity vs just giving cash?

Ryan: Giving privately held business interests generally provides significant tax advantages over simply selling the private stock or private business and then giving cash to charity using after tax proceeds. By giving the private business interest/stock to charity before there is a sale, the donor is generally entitled to a fair market value charitable deduction and in most instances the charity does not pay tax when it sells the interest. As a result, donors of these assets may achieve a 20-30% tax efficiency over simply selling the interest themselves, then donating cash.

Alliance: This is something that I had not really heard of before. Can you tell me how many people you work with each year?

Ryan: Through our Complex Asset Group at Fidelity Charitable, we accept more than 500 such contributions each year and in 2015 this represented more than \$600 million in charitable contributions. So, it's happening on a great scale but we feel it is still growing at a significant pace as more people learn about the strategy.

Alliance: Do you get a great sense of accomplishment from knowing that the money is going to a good cause?

Ryan: Absolutely. It's a terrific strategy that allows people to give much more to their favorite charities. I get to work with some of the best advisors, business owners, and investors in the country and find that as great wealth is being created, those same individuals are deeply committed to their philanthropy.

Alliance: Who would you suggest can get the most out of a service like yours?

Ryan: Families and individuals that own private businesses or invest in privately held business as angel investors or through the private equity and venture capital communities often have great assets to give and

may already be giving great amounts to charity. We can often show them how they can be giving significantly more to their favorite charities simply by giving the right asset at the right time.

Alliance: What is the next step for someone who is interested in going this route?

Ryan: If someone wants to learn more, simply reach out. My time is divided fairly equally between educating potential donors (and their advisors) and working on actual contributions. I am always looking for opportunities to share the strategy with more people.

You can visit Fidelity Charitable ® [online](#).

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