ANNUAL CHARITABLE GIFT REPORT

May 2026

Charitable Gift Report Year over Year Trends

HIGHLIGHTS FROM PRIOR YEAR GIFT ACTIVITY

- Charitable gift annuity activity decreased by 24% YOY
- Median gift annuity remained near $50,000
- Number new charitable trusts increased 30% YOY and average gift amount increased by 10%
- 82% of new charitable trusts funded with non-cash assets
- Donor Advised Fund contributions increased 49% YOY
- 94% of new DAFs funded with non-cash assets

ORGANIZATIONS REPRESENTED IN THIS REPORT:

Education:	59%
Faith-Based:	20%
Social Services/Other:	13%
Cultural:	4%
Health Care:	4%

- **BNY Wealth's 2026 Charitable Gift Report assesses the philanthropic landscape, levels of giving over the past five years and donor behavior to provide insights, context and benchmarks.**
- **This report provides analytics and observations on the charitable gift annuity (CGA) and charitable remainder trust (CRT) activity during the calendar year 2025 for 102 nonprofit organizations and the BNY Charitable donor advised fund program.[1]**
- **The report also includes insights on gift acceptance policy and governance gathered from survey responses from non-profit clients of BNY.[2]**

[1]Data for the report is based on completed gift records in our database as of February 6, 2026.
[2]Survey data for the report is based on responses received from 45 current BNY Planned Giving clients as of April 1, 2026. Survey results are for informational purposes only.

The World Around Us Affects Giving Behavior

ECONOMIC ENVIRONMENT

- Geopolitical Turmoil
- Emerging Risks
- Market Resiliency
- AI Disruption

PHILANTHROPIC LANDSCAPE

- Tax Law Changes
- Decreased Government Support
- Shift in Giving Vehicles
- Wealth Disparity

CHARITABLE GIFT ANNUITY

01

Gift Annuity Activity Cools Down

	2021	2022	2023	2024	2025
Number of Gifts	507	390	605	677	519
Total Gift Amount	$55,086,888	$34,168,640	$55,612,035	$69,977,609	$52,673,013
Annual Payments	$3,399,369	$2,550,294	$4,217,101	$5,761,120	$4,053,079
Median Gift Size	$25,000	$25,000	$49,572	$50,000	$50,829
Avg. Gift Size	$108,653	$87,612	$91,921	$103,364	$101,489
Median Donor Age	79	79	78	78	78
Avg. Donor Age	79	79	78	78	78

Gift Annuity $'s Remain Concentrated in Gifts > $50,000

Category	Gifts	Gifts %	Gift Amount $	Gift Amount %
1) Gifts < $10,000	16	3%	$78,357	<1%
2) Gifts $10,000 - $49,999	207	40%	$4,177,651	8%
3) Gifts $50,000 - $99,999	143	27%	$8,312,541	16%
4) Gifts $100,000 - $499,999	129	25%	$20,027,518	38%
5) Gifts $500,000 - $999,999	12	2%	$7,086,443	14%
6) Gifts >= $1,000,000	12	2%	$12,990,503	25%
	519		$52,673,013	

DID YOU KNOW?

- 98% of nonprofit clients surveyed have a gift minimum below $50,000[1].
- Most common gift minimum of nonprofit survey respondents was $10,000[1].
- 22% of nonprofits review sizeable gifts to assess impact on overall pool health[1].

[1] Survey data for the report is based on responses received from 45 current BNY Planned Giving clients as of April 1, 2026. Survey results are for informational purposes only.

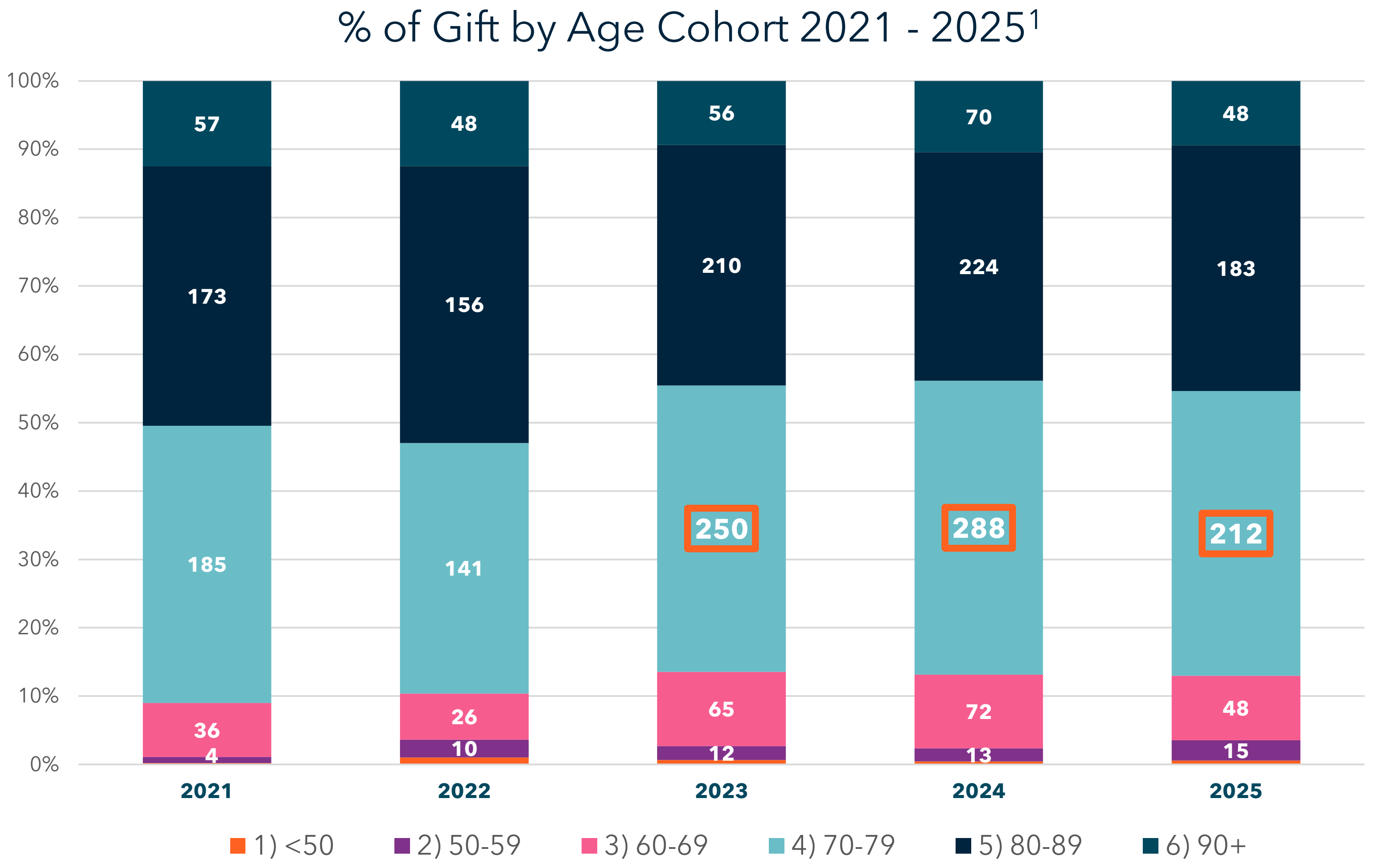
Deferred and Flexible Gift Annuities Remain Underutilized

Type	2021	2022	2023	2024	2025
Standard	87%	84%	86%	86%	83%
Deferred/Flex	13%	16%	14%	14%	17%

DID YOU KNOW?

- Deferral length of only 3 years mitigates *both* sequence of returns risk *and* longevity risk of younger donors.

70 to 79-Year-Old Cohort is Largest for 3rd Consecutive Year



DID YOU KNOW?

- More than half of new gift annuity donors in 2025 were 'Baby Boomers' born between 1946 and 1964.

[1] Excludes new gifts with incomplete or unverified donor age information at time of data extraction.

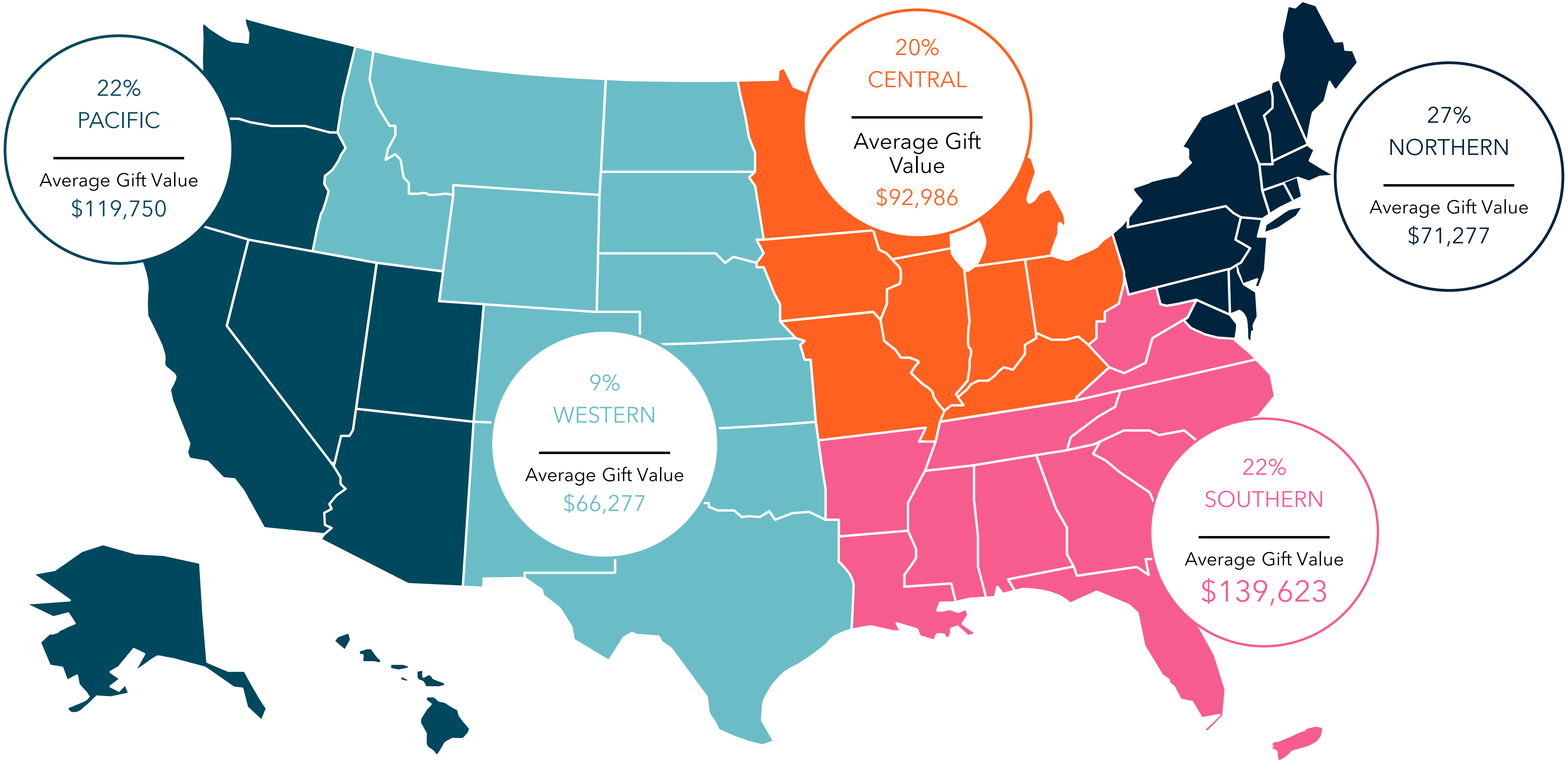
Majority of Gift Annuities From Repeat Donors

Type	% of Total Gift	Average Gift	Median Gift
Repeat Donors	55%	$94,392	$53,000
New Donors	45%	$110,134	$50,000

DID YOU KNOW?

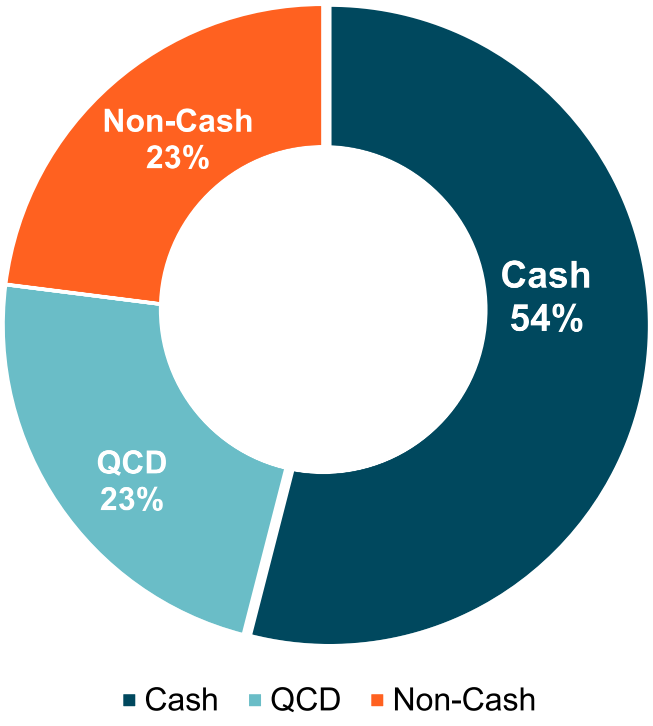
- Repeat donors making a gift in 2025 had 6 open annuities on average.

Donors From Southern Region Make Largest Gifts in 2025

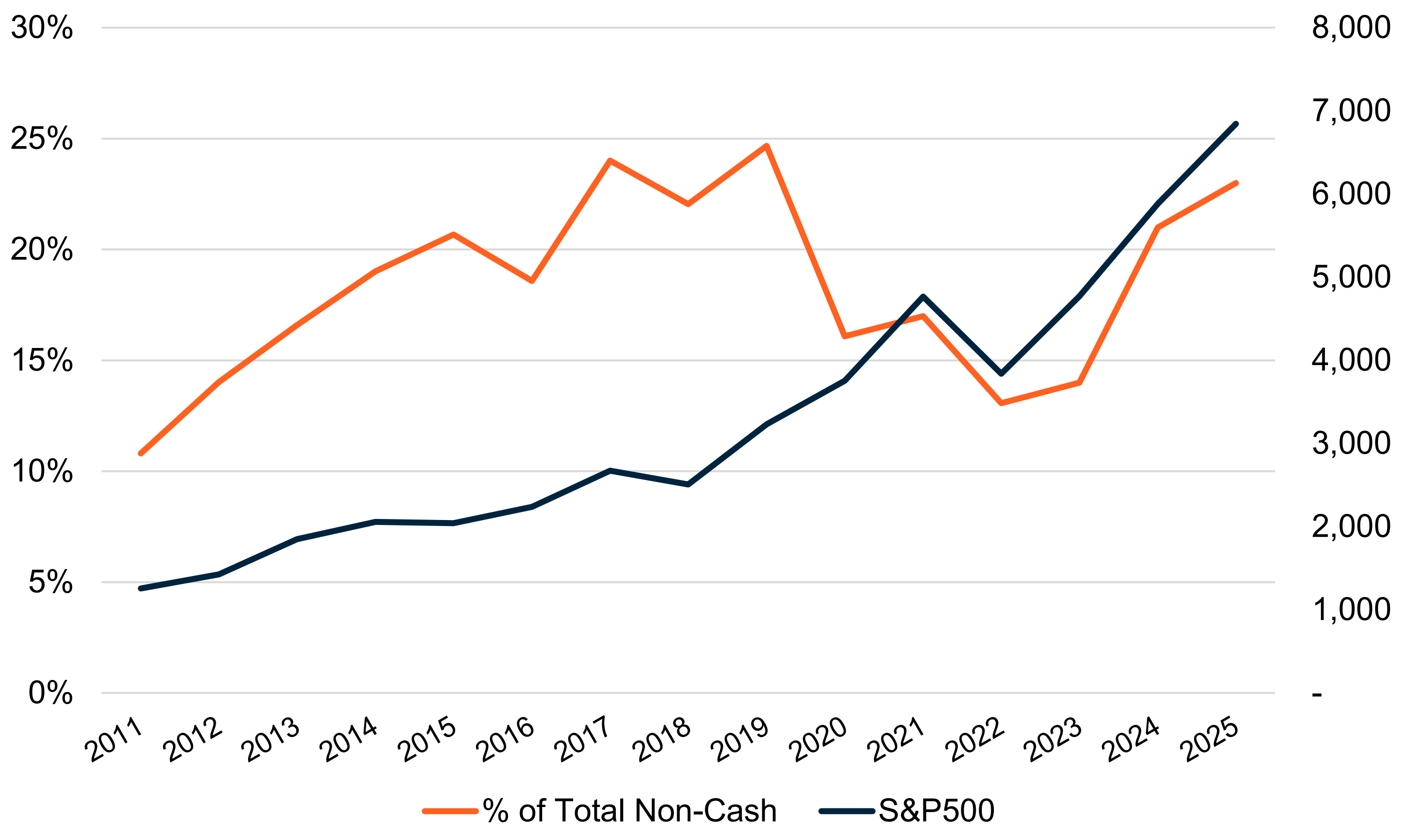


Missed Opportunity for Tax and Estate Benefits of Non-Cash Gifts

Cash vs. Non-Cash Gifts Count



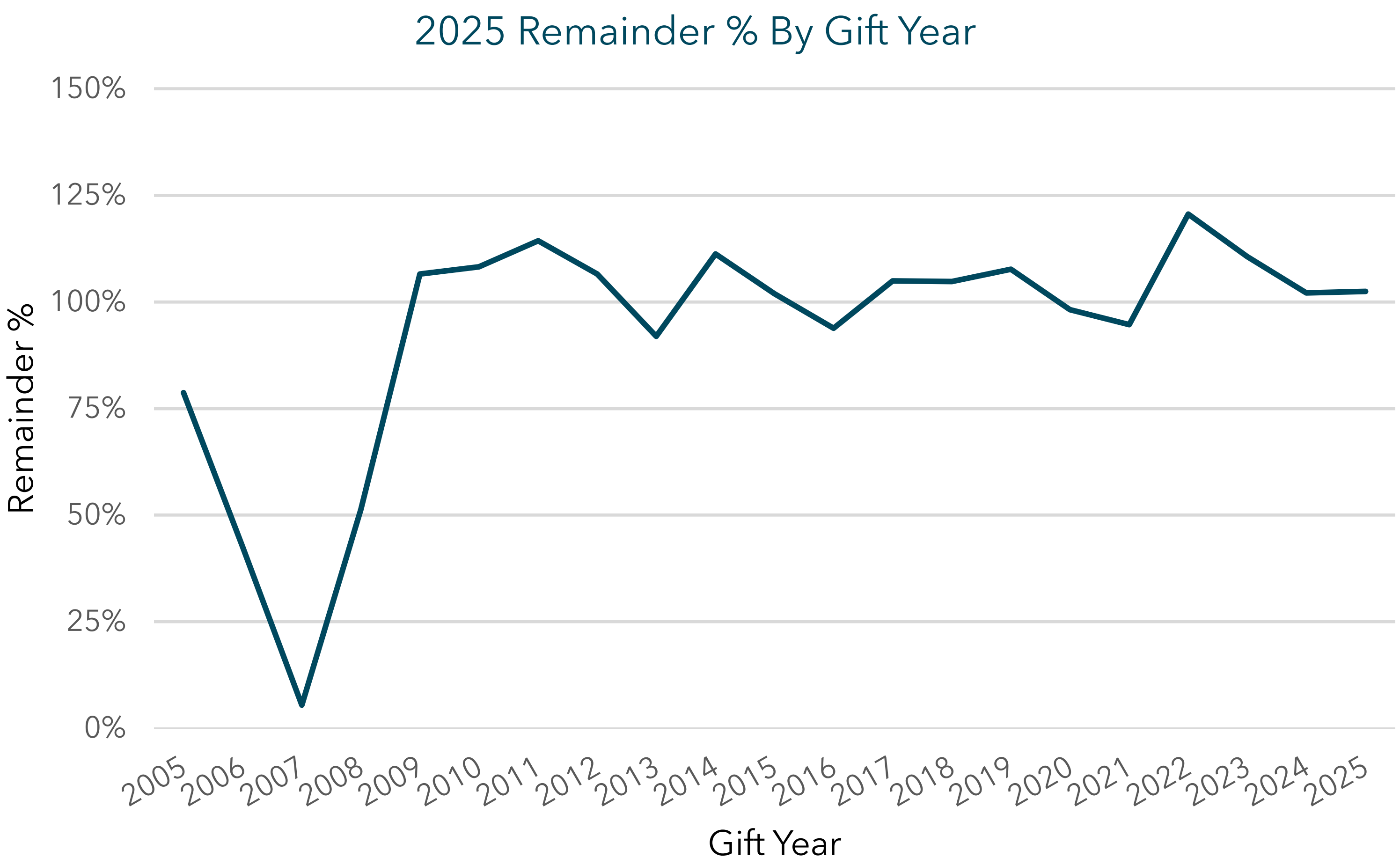
Non-Cash Gifts vs. S&P 500 Index



Charitable Remainder of Annuities Well Above 50% Target

	2021	2022	2023	2024	2025
Number Terminated	1364	1194	1227	1061	815
Remainder %	85.40%	84.40%	76.22%	91.98%	91.32%
MV of Terminated Gifts	$48,725,832	$43,089,600	$39,941,174	$42,163,700	$45,846,078
Average Actual Gift Duration	18 Years	19 Years	21 Years	19 Years	21 Years
Median Actual Gift Duration	16 Years	17 Years	19 Years	18 Years	17 Years
Effective Payout of Terminated Gifts	8.88%	9.84%	9.83%	8.13%	8.08%
Initial Payout Rate Average	7.39%	7.46%	7.09%	7.27%	6.94%

Gift Year and Returns Impact Charitable Remainder



DID YOU KNOW?

- In 2025, the average charitable remainder for terminations >50% for all gift years except for 2006 and 2007.
- Charitable remainder at or near 100% for every gift year since 2009.

Deferral Controls Risk and Leads to Better Outcomes

Deferral Length and Remainder

Termination Year	Remainder %	Number of Terminations	Average Deferral Length (Years)
2025	150%	96	4.0
2024	235%	90	5.6
2023	107%	109	3.4
2022	139%	98	3.9
2021	248%	104	5.3

DID YOU KNOW?

- Deferred annuities maturing in 2025 has a charitable remainder of 150% vs. 86% for standard annuities.
- Charitable remainder for deferred annuities is consistently greater than 100%.

Charitable Gift Annuity

COMPOSITE DONOR PROFILE

Median age of 78 years old, 76 years old for QCD gift

Repeat donor(s) outpaced New donor(s)

Residents of **CA**, **FL**, **NC** or **MI**

Giving in **October**, **November** or **December**

Giving to organizations **outside state of residence**

Giving to **educational** institutions

$50,800 cash gift with at payout rate[1] **7.6%**

Did You Know?

- According to the ***US Census Bureau's 2025 Population Estimates***[2], there are over 2.7 million 78-year-olds living in the United States.

[1]Payout rate based on recommended ACGA rates as of January 1, 2026, for a 78-year-old donor.
[2]https://www2.census.gov/programs-surveys/popest/datasets/2020-2025/national/asrh/nc-est2025-agesex-res.csv

Charitable Gift Annuity Trends

KEY INSIGHTS:

- 23% of all new gifts were funded by a Qualified Charitable Distribution (QCD).
- Median gift size remained just above $50,000 due to popularity of QCD funded gifts.
- Donors aged 70 to 89 remain best prospects for gift annuities.
- Average gift size remains near $100,000 for second consecutive year.
- Charitable remainder of 91% remains above 50% assumed remainder.
- Deferred annuity remainder is 150% of original gift value.
- Underwater gifts remain active 4 years longer than average gift.

Charitable Gift Annuities

STRATEGY RECOMMENDATIONS:

- Proactively contact existing and prospective donors about using a Qualified Charitable Distribution (QCD) to fund a gift annuity with your organization.
- Maintain robust policies, procedures, and controls to identify, assess, and manage gift annuity-related risks.
- Encourage donors to use non-cash assets to enhance the tax and estate planning advantages of gift annuities.
- Develop targeted and customized marketing campaign for 'Baby Boomers' born between 1946 and 1964 entering their prime years for life income giving beginning in 2026.

CHARITABLE REMAINDER TRUSTS

02

New Trust Formation and Additions Increase in 2025

	2021	2022	2023	2024	2025
New Gift Count	42	27	17	24	31
Addition Gift Count	68	45	43	44	58
New Gift Amount	$18,015,486	$23,306,640	$9,444,526	$12,461,936	$14,732,500
Addition Gift Amount	$7,337,600	$5,772,192	$3,755,510	$3,952,817	$8,871,302
Median Gift Size	$95,231	$51,729	$40,500	$98,583	$108,000
Avg. Gift Size	$230,483	$403,873	$220,001	$241,393	$265,211
Avg. Payout Percent	5.62%	5.53%	5.24%	5.72%	5.11%
Avg. Donor Age	77	78	73	79	70

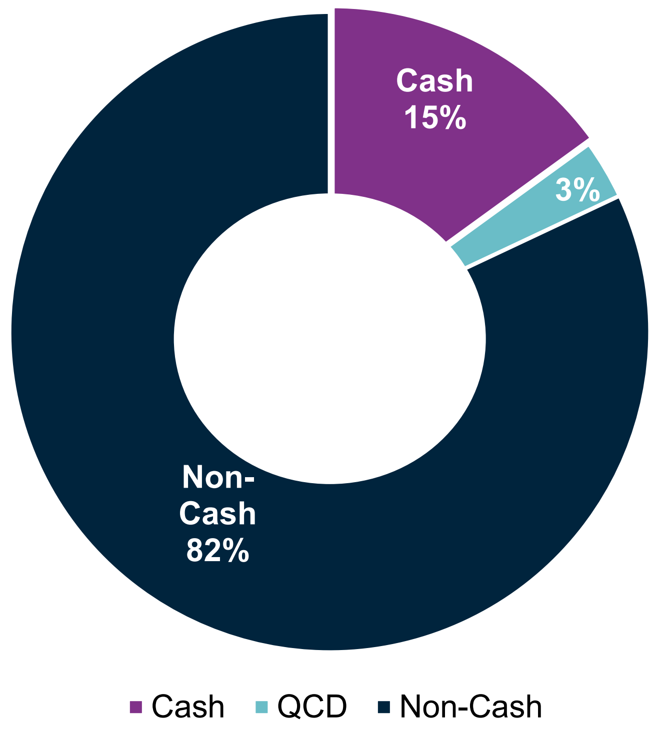
DID YOU KNOW?

- 53% of nonprofit clients surveyed impose a $100,000 minimum for trusts.[1]
- 58% of nonprofit clients surveyed have no minimum age for trust donors.[1]

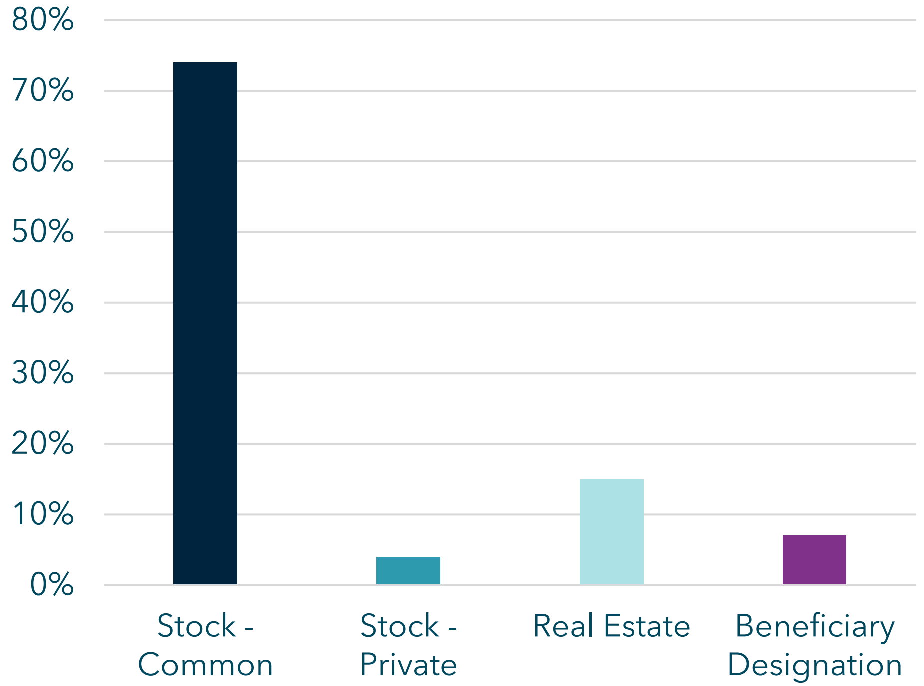
[1] Survey data for the report is based on responses received from 45 current BNY Planned Giving clients as of April 1, 2026. Survey results are for informational purposes only.

Trust Formation Driven By Non-Cash Assets

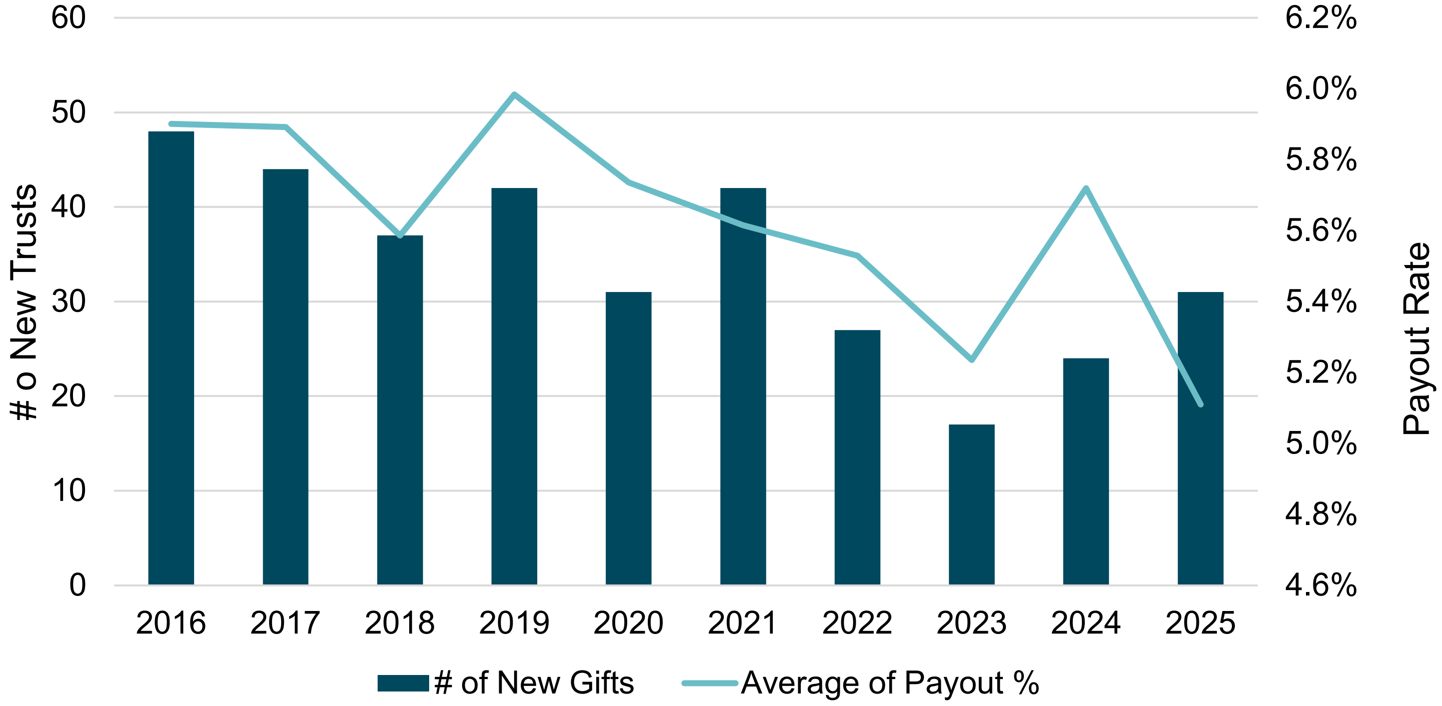
Cash vs. Non-Cash Gifts Count



Non-Cash Gift Types



Trust Formation and Payout Rate Trends



DID YOU KNOW?

- 62% of nonprofit clients surveyed recommend a payout rate of 5% to donors.[2]
- 64% of nonprofit clients surveyed allow donors to negotiate payout rates.[2]

[1]Data is a rolling 10 years based on current client base.
[2] Survey data for the report is based on responses received from 45 current BNY Planned Giving clients as of April 1, 2026. Survey results are for informational purposes only.

Growth for Charitable Trusts Terminating in 2025

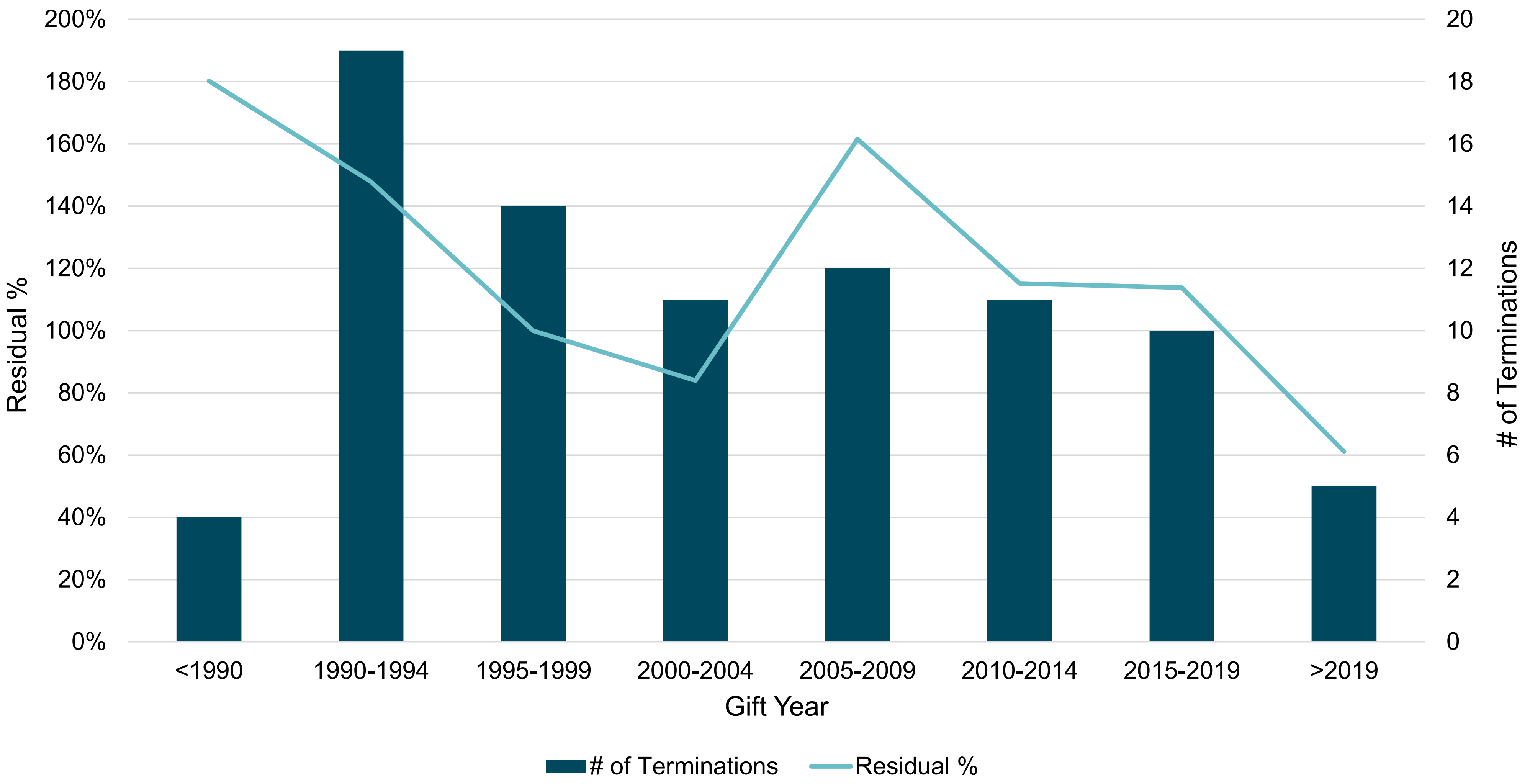
	2023	2024	2025
Number Terminated	95	99	86
Remainder %	86.3%	113.5%	112.4%
Terminated Gifts ($ million)	$51.5	$65.0	$81.4
Avg. Gift Duration (years)	22.9	23.1	21.7
Median Gift Duration (years)	24.0	23.0	22.6

DID YOU KNOW?

- Unitrusts (CRUTs) had higher remainder %'s compared to annuity trusts (CRATs) in 2025.

  ✓ CRUTs 114%
  ✓ CRATs 90%

Gift Year and Sequence of Returns Impact Remainder



Charitable Remainder Trust

COMPOSITE DONOR PROFILE

Median age of 78 years old

Multi Donor, Multi Life

Standard **Charitable Remainder Unitrust (CRUT)**

Giving to **educational** institutions

$265,200 non-cash gift with at payout rate of **5.1%**

Did You Know?

- According to the ***US Census Bureau's 2025 Population Estimates***[1], there are over 29 million 70 to 79-year-olds living in the United States.

[1]https://www2.census.gov/programs-surveys/popest/datasets/2020-2025/national/asrh/nc-est2025-agesex-res.csv

Charitable Remainder Trust

KEY INSIGHTS:

- Trust formation, total new gift amount, and median gift size increased year-over-year.
- 85% of the gift value of new trusts were funded with non-cash assets.
- Gift value is 10x greater when funded with non-cash assets.
- 90% of new trust formation completed during life.
- Average charitable remainder of 113% shows growth of principal net of distributions.
- Average age of donor at time of gift increased by six years.

Charitable Remainder Trusts

STRATEGY RECOMMENDATIONS:

- Secure the resources and expertise necessary to accept gifts of real estate or other non-cash assets.
- Engage with donors to develop giving strategies that optimize the tax and estate planning benefits of using their non-cash assets.
- Include information about fiduciary roles and responsibilities in stewardship conversations with donors.
- Highlight testamentary trusts in bequest marketing materials.

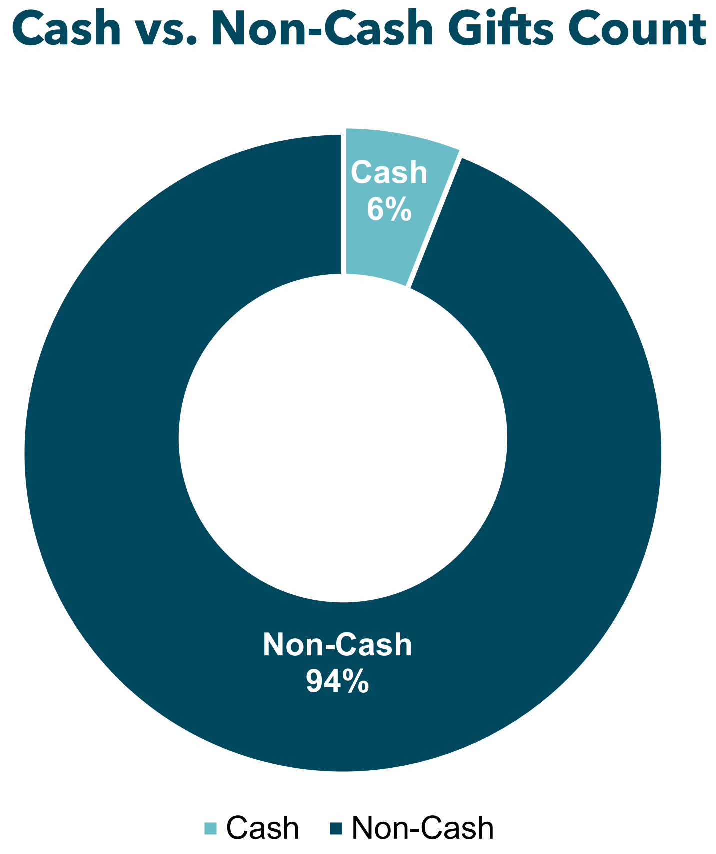
DONOR ADVISED FUNDS

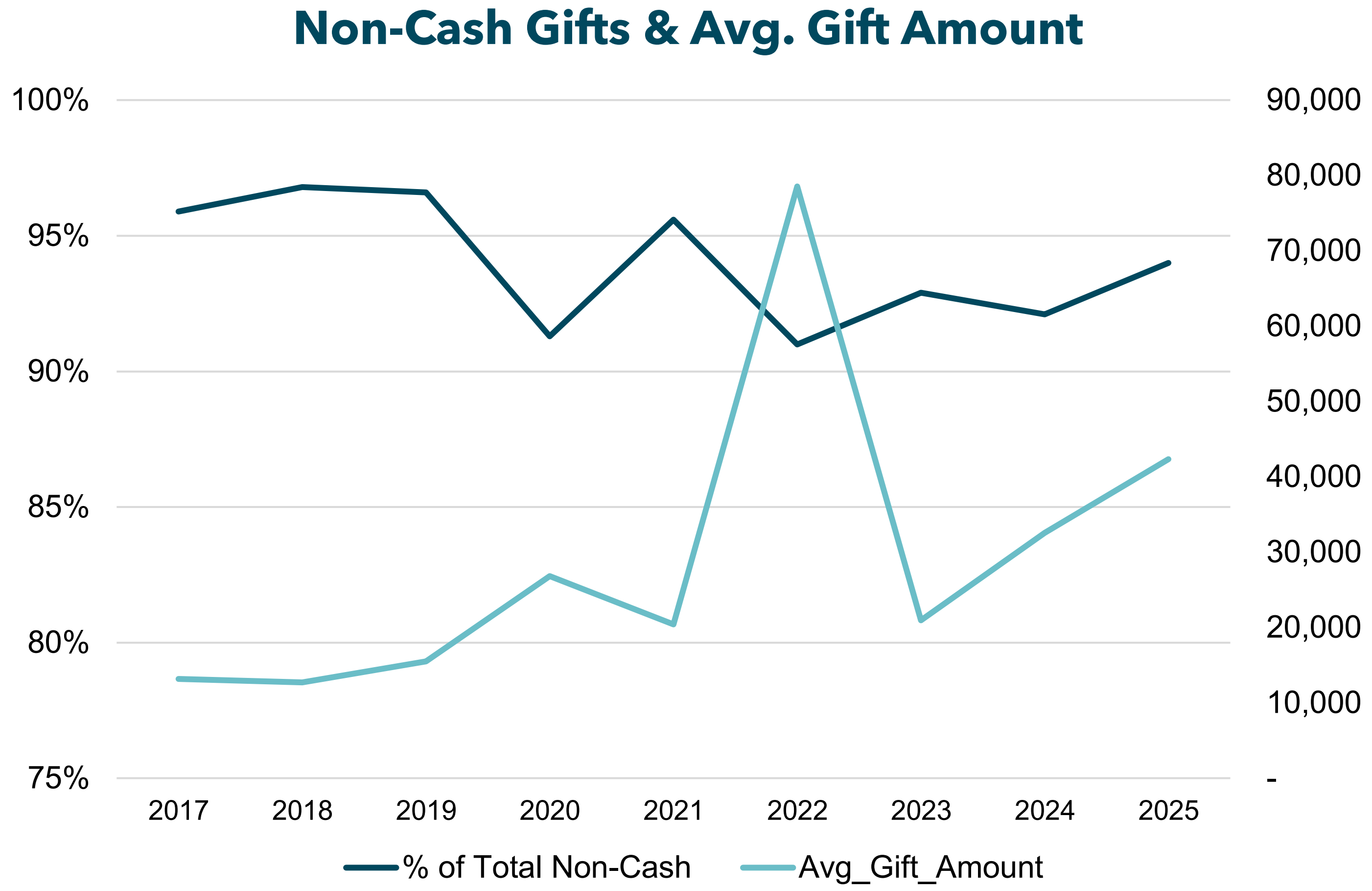
03

Donor Advised Fund Gift and Grant Activity Peaks

Year	Gift Count	Gift Amount	Average Gift	Grant Count	Grant Amount	Average Grant	Grant % of Gift Amount
2021	3,760	$136,350,103	$45,007	5,903	$43,458,928	$7,362	32%
2022	2,102	$219,401,951	$36,263	5,998	$88,674,269	$14,784	40%
2023	3,225	$115,588,993	$104,378	6,547	$114,374,240	$17,470	99%
2024	3,102	$164,554,373	$35,842	7,477	$108,780,090	$14,549	66%
2025	4,690	$245,960,240	$52,444	8,670	$121,396,652	$14,002	49%
Total		$881,855,660			$476,684,178		54%

Donors Utilize Securities Effectively to Fund DAFs





DAFs Funded With Cash Significantly Larger On Average

Year	Cash Gift Count	Cash Gift Amount	Average Cash Gift	Non-Cash Count	Non-Cash Amount	Average Non-Cash Gift	Avg. Cash / Avg. Non-Cash
2021	165	$62,934,327	$381,420	3,595	$73,415,776	$20,422	18.7x
2022	190	$69,212,547	$364,277	1,912	$150,189,403	$78,551	4.6x
2023	228	$52,750,550	$231,362	2,997	$62,838,444	$20,967	11.0x
2024	246	$71,523,720	$290,747	2,856	$93,030,653	$32,574	8.9x
2025	299	$59,929,113	$200,432	4,391	$186,031,127	$42,366	4.7x

Social Service Orgs Continue to Receive the Most Grants

2025 Grant Statistics:

Type	Grants #	Grants $ (mm)
Social Services / Other	4,159	$61.8
Educational	1,363	$27.1
Faith-Based / Religious	1,345	$14.4
Cultural	902	$10.7
Health Care	885	$7.5

Did You Know?

- Social Service Organizations received the most grants from the BNY Charitable donor advised fund each year since 2022.

Donor Advised Fund

COMPOSITE DONOR PROFILE

Median age of **69 years old**

Gift of **$52,400** of **marketable securities**

Giving in **December**

Granting to **Social Service Organizations**

Average grant amount **$14,000**

Did You Know?

- 51% of gifts and 22% of grants in the BNY Charitable donor advised fund program occurred in December in 2025.

Donor Advised Funds

KEY INSIGHTS:

- 68% of contributions were made in 4Q (October to December).
- 94% of contributions were funded with non-cash assets, however cash gifts were nearly 5x's larger on average (average gift - $200,400 cash, $42,300 non-cash).
- Granting in 4Q elevated (43% of transactions, 36% of dollars), with December accounting for ~20% of overall grant activity.
- Social Services Organizations received the most grants in both number and dollar amount for the fourth consecutive year.

Donor Advised Funds

STRATEGY RECOMMENDATIONS:

- Highlight benefits of DAFs in legacy and tax planning discussions with your donors.
- Engage with donors to develop giving strategies that optimize the tax and estate planning benefits of using their non-cash assets.
- Consider partnering with third-party specialists to facilitate gifts of complex assets (cryptocurrency, privately held shares, real estate, private equity, collectibles, etc.).
- Develop process to record and track DAF grants as part of your organization's overall fundraising goals.
- Identify and thank the recommenders of grants to your organization, not necessarily the DAF sponsors.

Disclosure

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