



PRICING SCHEDULE

GIVING FUND (\$1,000 minimum initial donation)

Annual Administration (assessed quarterly on daily asset balances)

First \$1M	1.00%
Next \$2M	0.80%
Next \$2M	0.50%
Above \$5M	Negotiable
Minimum	\$395

Non-traditional Asset Contribution

One time	3.00%
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- One-time contribution based on the appraised value
- Excludes publicly traded securities & life insurance
- Contribution in addition to the annual administration
- Collected at liquidation of the asset

Periodic due diligence expense may be assessed depending upon the complexity of asset.

Investment Options

WaterStone Pooled Investment Fund - minimum balance	\$25,000
Recommend your investment advisor - minimum balance	\$200,000

Non-traditional Investments

Origination Due Diligence Expense	1.00-3.00%
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Periodic due diligence expense may be assessed depending upon the complexity of asset.

Special Services

Special handling	Cost plus \$25
Credit card donations	3.00%
Charitable grant to non-qualified organizations	\$100
Non-online grants or statements	\$10



PRICING SCHEDULE - continued

CHARITY ADVISED FUND (\$1,000 minimum initial donation)

Annual Administration (assessed quarterly on daily asset balances)

First \$1M	1.00%
Next \$2M	0.80%
Next \$2M	0.50%
Above \$5M	Negotiable
Minimum	\$395

Securities Contribution (assessed quarterly on daily asset balances)

Minimum \$100, Maximum \$1,000	1.00%
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Non-traditional Asset Contribution

One time	3.00%
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- One-time contribution based on the appraised value
- Excludes publicly traded securities & life insurance
- Contribution in addition to the annual administration
- Collected at liquidation of the asset

Periodic due diligence expense may be assessed depending upon the complexity of asset.

Investment Options

WaterStone Pooled Investment Fund - minimum balance	\$25,000
Recommend your investment advisor - minimum balance	\$200,000

Non-traditional Investments

Origination Due Diligence Expense	1.00-3.00%
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Periodic due diligence expense may be assessed depending upon the complexity of asset.

Special Services

Special handling	Cost plus \$25
Credit card donations	3.00%
Charitable grant to non-qualified organizations	\$100
Non-online grants or statements	\$10



PRICING SCHEDULE – continued

CHARITABLE POOLED TRUST (\$50,000 minimum)

Annual Administration

First \$1M	1.00%
Next \$4M	0.75%
Next \$5M	0.50%
Above \$10M	0.25%

Placement

First \$1M	1.00%
Next \$4M	0.75%
Next \$5M	0.50%
Above \$10M	0.25%

CHARITABLE TRUST AND ESTATE (\$250,000 suggested minimum per Trust)

Annual Administration

Base	\$1,500
0-\$250,000	0.95%
\$250,001 to \$1,000,000	0.65%
\$1,000,001 to \$5,000,000	0.20%
Greater than \$5,000,000	0.075%

20% discount for standard trusts and annuity trusts.

Non-traditional Asset Contribution

One time	3.00%
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- One-time contribution based on the appraised value
- Excludes publicly traded securities & life insurance
- Contribution in addition to the annual administration
- Collected at liquidation of the asset

Periodic due diligence expense may be assessed depending upon the complexity of asset.

Estate and Trust Closing*

First \$1M	1.00%
Next \$4M	0.55%
Above \$5M	0.375%
Minimum	\$1,000

Estate processing expense may be assessed depending upon complexity of estate.

**If WaterStone is not the trustee.*



PRICING SCHEDULE - *continued*

CHARITABLE GIFT ANNUITY (\$25,000 minimum, age 55 minimum-80 maximum)

Administration	Annual	WaterStone Interest	Giver Advised Interest
Reinsured	None	TBD	Immediate
Standard	.75%	20%	80% ²

WaterStone shall choose to reinsure or to invest Charitable Gift Annuity proceeds at its sole discretion. When WaterStone reinsures a Charitable Gift Annuity with an A or better rated insurance company, an immediate gift may be distributed to the ministry or charity recommended in the application. In reliance upon best practices recommended by the American Council on Gift Annuities, the charitable distribution must be a minimum of 10%. The immediate distribution to other charities and/or your WaterStone Giving Fund will be approximately 50% of the Net Present Value of the amount originally donated calculated for the actuarial expiration of the agreement. WaterStone uses the IRS Annuity 2000 Table. WaterStone will receive a minimum of 5% of the amount of the Charitable Gift Annuity.

²At expiration of Agreement

MINISTRY PROGRAM FUND (\$5,000 minimum initial donation, \$500 minimum cash balance)

Application (<i>deducted from initial contribution</i>)	\$1,000
Incoming	10%

Investment Option

WaterStone Pooled Investment Fund - minimum balance	\$25,000
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Special Services

Distributions	\$10
Charitable grants to non-qualified organizations	\$100
Credit card donations	3.00%
Special handling	Cost plus \$25
Annual Administrative Review	\$395
Closing	\$500