NONPROFIT SERVICES

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Executive Summary

Forming long-term banking relationships

has always been
the core of who we are.

At Fulton, we offer more than just loans and deposit accounts; we partner with you to provide advice and offer solutions to challenges that you and your organization face every day.

There is no shortage of banks for you to choose from;
However, we feel Fulton Financial Advisors is best suited to be your financial partner.

HERE'S WHAT SETS US APART

RELATIONSHIP MANAGEMENT APPROACH

Your Relationship Manager takes time to get to know how your organization operates in order to provide relevant solutions to anticipated challenges.

FULL ARRAY OF SERVICES

We are large enough to offer a full array of financial services typically found only at larger financial institutions.

SPECIALIZED TEAM

Your Relationship Manager will help you assess your financial needs and connect you with experts from other areas of the bank.

LOCALIZED SUPPORT

Our client-friendly community banking model encourages easy access to localized decision making and quick responses to your questions.

Fulton FORWARD®

Like you, we believe in paying it forward

In order to make communities better for our neighbors, our friends, our customers, and ourselves,

We need to be a part of the change.

The Fulton Forward™ initiative is our opportunity to shape our future across our footprint through efforts and partnerships that align with our company's values and expertise and make our communities better, one change at a time.

Along with our entire Fulton family, we're proud of the Fulton Forward program and our contributions toward building vibrant communities with programs, products, and services focused on four key areas: Affordable Housing & Home Ownership; Job Training & Workforce Development; Financial Education & Economic Empowerment; Diversity, Equity & Inclusion.

We fulfill this mission by focusing efforts in four key areas.

Affordable Housing & Home Ownership

It begins with improving our neighborhoods. Through Fulton Forward, Fulton Bank is committed to ensuring that the right combination of resources and products are in place to offer people the opportunity to find and keep a safe, stable, and affordable place to call home.

Job Training & Workforce Development

An important mission of Fulton Forward is helping people in our neighborhoods to train for and find gainful employment to support themselves and their families. Workforce development is one of the keys to building stronger, safer, and more self-reliant communities.

Financial Education & Economic Empowerment

Let's count on each other. As a financial institution, we believe it's our responsibility to help people feel knowledgeable and confident with banking. Through the Fulton Forward™ program, Fulton Bank pledges to increase financial literacy and to help community members understand our business.

Diversity, Equity & Inclusion

We believe that embracing the differences and similarities of all individuals makes us stronger as neighbors and friends. Respect and inclusion are a powerful foundation for all we do. Because when everyone is valued, we thrive as a community.

Fulton Financial Corporation

HISTORY

1882	1919	1982
Fulton National Bank founded	Trust department opened (July 10)	Fulton Financial Corporation (FFC) formed as a multi-bank holding company

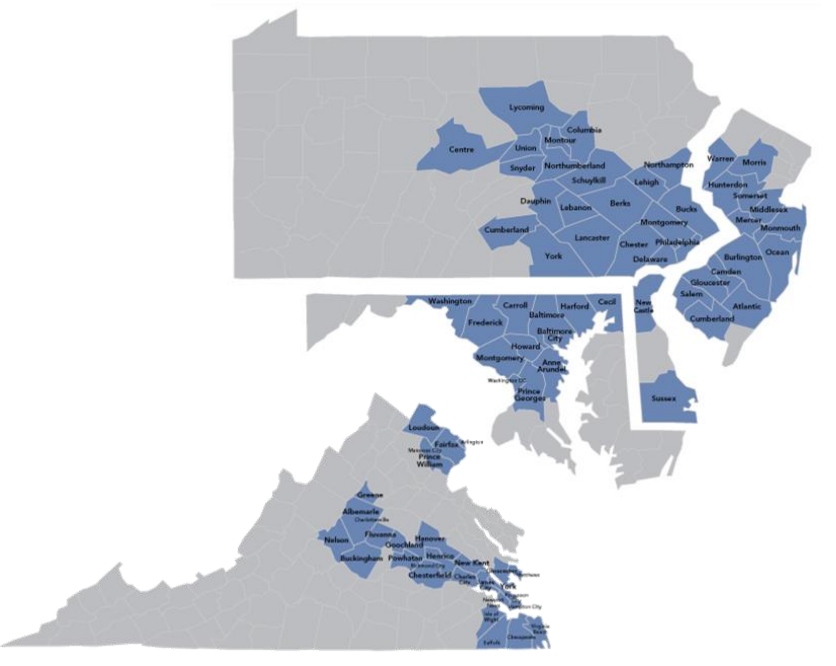
ASSETS
$28 billion

HEADQUARTERS
Lancaster, Pennsylvania

OFFICES
3,200 employees | 200 banking offices | 5 states

DIVISIONS/SUBSIDIARIES
Fulton Private Bank | Fulton Financial Advisors
Fulton Insurance Services Group | Fulton Mortgage Company

STOCK
Traded on NASDAQ under symbol FULT



Fulton Financial Advisors

Partnering with Foundations, Endowments, and other Charitable Organizations to help them reach their goals

227
Employees

5
States

$15
Billion

~40,000
Clients

Fulton Financial Advisors employs **227 people** in **5 states** and manages **$15 billion** for about **40,000 clients,** including private foundations and other non-profit organizations, corporations, individuals, and government entities for Fulton Bank, N.A., an affiliate of Fulton Financial Corporation (FFC). FFC is located in Lancaster, PA and has over $28 billion in assets, employs 3,200 employees at 207 offices and trades on the Nasdaq under FULT. We are audited by internal and external auditors and are under OCC, SEC, and FDIC oversight.

Fulton Financial Advisors

- Fulton Bank was founded in 1882
- Fulton's Trust Department was chartered in 1919.
- Fulton manages finances and investments for municipalities (city, county and township), governmental entities, municipal authorities, nonprofits, school districts, corporations and individuals

Fulton Financial Advisors manages $15 billion for @40,000 clients

Fulton's Nonprofit Services group manages 250 relationships worth @ $1 billion

Fulton manages @ $350 Million for @ 50 municipal entities throughout our footprint

Fulton's Retirement Services Group Manages @$160 million for municipal entity retirement plans.

EFFICIENT SERVICE DELIVERY • UNBIASED SOLUTIONS • COORDINATED EXECUTION • COST EFFECTIVE

Fulton | FINANCIAL ADVISORS

Comprehensive Solutions for Nonprofits

Fulton Financial Advisors provides nonprofit organizations with customized, unbiased solutions in the areas of Investment Management, Endowment Governance and Planned Giving.

Our experienced, credentialed staff is capable of providing guidance for the unique challenges faced by the non-profit sector. We are big enough to provide these specialized solutions, and small enough to deliver high touch service.

ENDOWMENT GOVERNANCE

- Risk Profile Assessment
- Asset Allocation Strategy
- Spending Policy
- Investment Policy Statement

INVESTMENT SOLUTIONS

- Disciplined & Clear Investment Process
- Investment Solutions without Fee Bias
- Risk Mitigation
- Custodial Services

PLANNED GIVING SUPPORT

- Charitable Gift Annuity Administration
- Speakers for Donor Seminars
- On-Line Planned Giving Software
- Planned Giving Advice

EXPERIENCED STAFF INCLUDING FFC LENDERS

- Solutions for Unique Problems
- An Advisory Approach
- Partnering with our Lenders for 360 Degree Solutions

EFFICIENT SERVICE DELIVERY • UNBIASED SOLUTIONS • COORDINATED EXECUTION • COST EFFECTIVE

Nonprofit Services Team

FFA Chief Executive Officer

David B. Hanson, CPA, CFA[1]

Nonprofit Services

Sheri A. Leo, AIF – Manager
Francis V. Clementi
Lori J. Jones
Samantha L. Kemmler
Dana Poetzl
Peter D. Reitmeyer, CAP, MSM
Joann Stepanski
Michael D. Wiggins, MBA

Tax officers

Michelle S. Long, MS, EA, Manager, Tax Group
Lisa Bierlein, CESP

Chief Fiduciary Officer

Kristen L. Hartman, J.D., LLM

Chief Investment Officer

Walter J. Banta, APMA1, [2]

Portfolio Management

Andrew Abramczyk, CFA
Matthew T. Brennan, CFA [1, 2]
Matthew D. Bush
Richard J. Diem, CFA
Bruce D. Eden, MBA [2]
Kyle M. Ireland
Andrew T. Mesick [1]
Mary Talbutt-Margerum
George W. Nichols, MBA [1, 2]
Jeffery R. Taylor, CFA, CFS
Theodore R. Walden. AIF

(1) Investment Strategy Committee
(2) Investment Policy Committee

Fiduciary Expertise

The safest standards and principles for nonprofits

Like your Board of Trustees, **Fulton Financial Advisors will exercise its fiduciary duty to always act for the good of the organization** and exercise reasonable care in all decision making, without placing the organization under unnecessary risk with regard to the investment management services provided.

Fulton Financial Advisors is held to the highest fiduciary standard by the Office of the Comptroller of the Currency providing greater oversight than only Securities and Exchange Commission oversight.

WE WILL HELP YOU MEET YOUR CORPORATE AND FIDUCIARY RESPONSIBILITIES BY:

- Establishing or reviewing an investment policy statement which documents all pertinent client investment goals and objectives and outlines investment rules for the manager
- Recommending appropriate asset allocation levels and minimum and maximum ranges around them
- Recommending reasonable return targets and acceptable levels of risk relative to your objective
- Evaluating and selecting appropriate investment categories, investment managers and benchmarks
- Monitoring investments over time and reporting to your Committee

Relationship Management

Our Service and Communications Commitment

DEDICATED CONTACT

You're serviced by a dedicated and experienced point of contact – familiar with all aspects of your situation and the needs of the organization, such as

- Specialized one-on-one meetings with staff & board as needed
- Processing of gifts of stock
- Advice & assistance with spending policy guidelines & calculations

TENURED AND CREDENTIALED TEAM

Your contact is supported by a highly experienced and credentialed team in all aspects of investment management and charitable endowments.

CUSTODY SERVICES

We provide custody services of all portfolio assets and timely collection of income and trade settlement allowing for seamless, integrated and automated servicing of your account.

EASY ACCESS TO INFORMATION

We conduct and attend regular status meetings and provide online account access, market insights, and publications.

MONTHLY ACCOUNTINGS

We render monthly accountings that disclose all investment transactions and cash transactions affecting portfolio assets.

PLANNED GIVING

We can support your organization in attracting donors and help to establish a charitable gift annuity program if desired. We handle all tax reporting and distributions to donors – saving you time.

STATUS MEETINGS

Regular meetings to discuss investment strategy, changes in circumstances, and progress toward goals.

ONLINE ACCOUNT ACCESS

24/7 access to online portfolio of account information.

MARKET INSIGHTS

Timely economic and market strategy information delivered electronically.

PUBLICATIONS

Comprehensive investment reports that detail all activity and portfolio performance to keep you informed of progress toward goals.

Disciplined Investment Philosophy

Unbiased Investment Management

Consistent performance and risk management are best attained through global diversification of equity and fixed income holdings, the use of real assets and alternative investments

- A diversified investment set enhances the potential for better risk adjusted performance over a full market cycle
- Asset classes are selected for portfolio inclusion using internal and external resources. Each asset class is selected based on its' opportunity for investment return, with consideration given to risks statistics, political concerns, historical performance and correlation to other asset classes
- Both asset allocation and manager selection are used to control the risk and return characteristics of each portfolio

Strategic asset allocation coupled with dynamic rebalancing based on changing market conditions provides the appropriate blend of discipline and opportunity

- Strategic target weights are optimized by the risk/reward profile for each individual asset class/category
- Capital market research guides both inter- and intra-asset class weightings
- Dynamic rebalancing occurs based on ongoing evaluations of the market environment, opportunities, and potential risks

Rigorous due diligence of specialist investment managers offers the best potential for risk adjusted investment reward

- An unbiased, open architecture approach to manager selection of SMAs, UMAs, Mutual Funds, and ETFs
- Rigorous search, selection, and ongoing due diligence of investment managers
- Full transparency is required for manager addition to our buy list

Validation through Auditors, Regulators and Industry Consultants

- Verify controls in place to mitigate process risks
- Ensures fiduciary process is intact
- Robust oversight to provide best outcomes for client

Investment Management

Comprehensive and Flexible

PASSIVE	EXPENSES	FACTOR-BASED	INDEX AWARE ACTIVE	UNCONSTRAINED ACTIVE
• Index Equity • Index Fixed Income • Money Market	• Tax-Exempt • Taxable • Tax Sensitive	• Smart Beta • Quantitative Active Equity	• Traditional Active Fixed Income • Traditional Active Equity	• Alternatives • Concentrated High Conviction Equity

PASSIVE INVESTMENT MANAGEMENT

We incorporate passive management for indexing and investment-grade fixed income strategies:

- No opportunity for alpha generations
- Costs are key to performance
- Provide cost-effective exposure to efficient markets

ACTIVE INVESTMENT MANAGEMENT

We favor active management in traditional active equity, fixed income, and alternative strategies:

- Opportunity for manager alpha generations
- Costs matter, but manager skill is critical
- Advantaged by inefficient markets

Investment Manager Selection

Due Diligence & Oversight

Subtractive Process

- Proprietary quantitative screening of manager databases (25,897 funds and 9,488 SMAs)
- Quantitative factors – peer group relative performance and risk metrics, cost, assets, manager tenure
- Industry contacts and manager visits
- Investment strategy vehicle structure and access

OVERALL VIEWED UNIVERSE

- Equity: 17,097
- Fixed Income: 8,757
- Diversifiers: 1,713

Manager Due Diligence

- The people, philosophy, and processes behind the numbers
- Potential repeatability of investment process over time
- Seeks consistency of performance through changing market environments
- Depth of team, longevity at firm, team cohesiveness

MANAGERS ON THE PLATFORM

- Equity: 320
- Fixed Income: 95
- Diversifiers: 58

Approved Managers

- 198 Equity Strategies
- 90 Fixed Income Strategies
- 29 Diversifier Strategies

APPROVED MANAGERS SELECTED

- Equity: 198
- Fixed Income: 90
- Diversifiers: 29

Manager Oversight

- Selected Managers reviewed quarterly
- Site visits conducted every 18 months
- Performance update – quarterly review against peer and benchmarks
- Personnel/Firm updates – any changes to the firm (e.g. large asset changes, personnel changes, new products)

Asset Managers

World Class Alliances, One Coordinated Relationship

afg the applied finance group

AMG Funds

BARON

Dodge & Cox Funds

Edgewood Management LLC

Federated

GW&K Investment Management

Harding Loevner Fundamental. Thinking. Worldwide.

J O Hambro Capital Management Group

John Hancock Investments

Nuveen Asset Management

Oakmark

PIMCO

Smead Capital Management

TIAA Global Asset Management

Vanguard

Why Fulton Financial Advisors

- Large Regional Financial Institution with **Significant** Resources
- Local **Community** Commitment
- Dedicated **Non-Profit**, **Charities** and **Endowment** Group
- Experienced and Credentialed **Relationship** Team
- **Planned Giving** Expertise and Support
- **Comprehensive** Delivery Approach
- **Disciplined** and **Unbiased** Investment Management
- Superior Risk Adjusted Investment **Results**
- Cost Effective **Fee-Only Provider**
- **Fiduciary** Protection & Expertise

Fulton FINANCIAL ADVISORS

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Fulton Financial Advisors operates through Fulton Bank, N.A. and other subsidiaries of Fulton Financial Corporation.

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