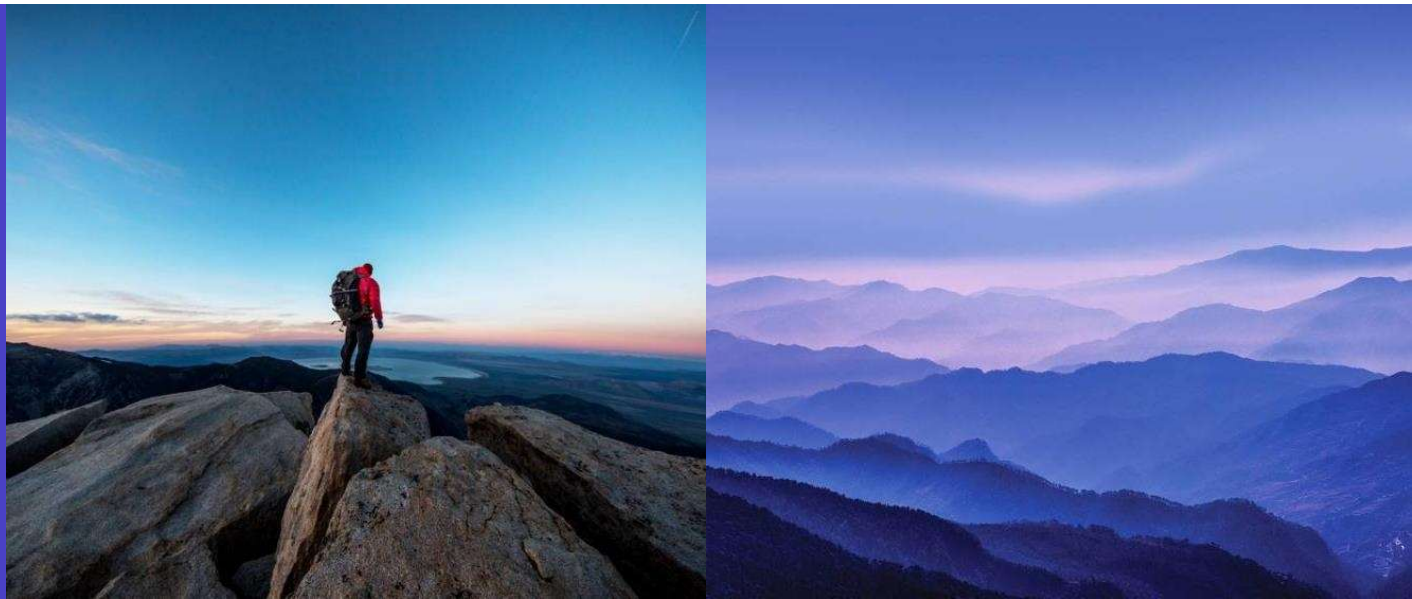


The Gift Acceptance Policy

Annie Fritschner, ACFRE, MBA



We'll cover:



Your Organization's intentions

Your Donor's intentions

Your mission/values about philanthropy

GAP vs. Gift Recognition Policy +++lots of overlap

How GAP can help in sticky situations

How to put GAP on the Board's annual review agenda

ONLY
3 purposes
of
contributed
funds:

Annual
Capital
Endowment



Many forms of gifts

M1 (Your friend)

Crypto

Stocks, bonds

Life insurance

Real estate

Tangible personal property (art, jewelry, clothes, stuff)

What else does your organization take?

Clarity and Overlap



Many ways to accept gifts

Face to face; one on one or at an event

On your website

Via PayPal

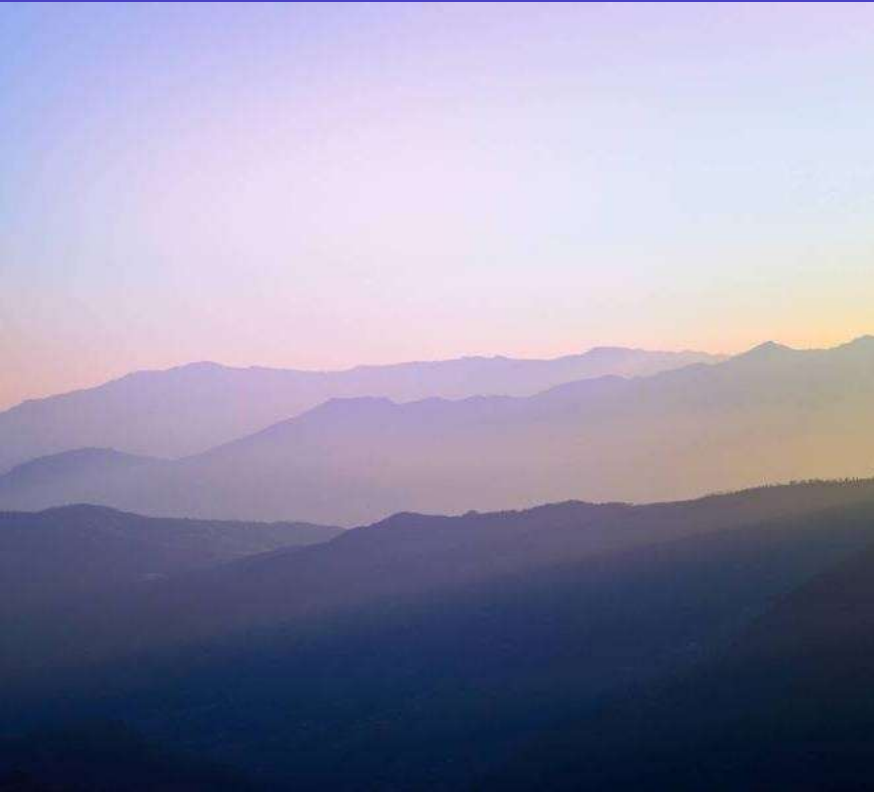
Via mail

Via jar at cash register

Via stockbroker/bank/fiduciary agent

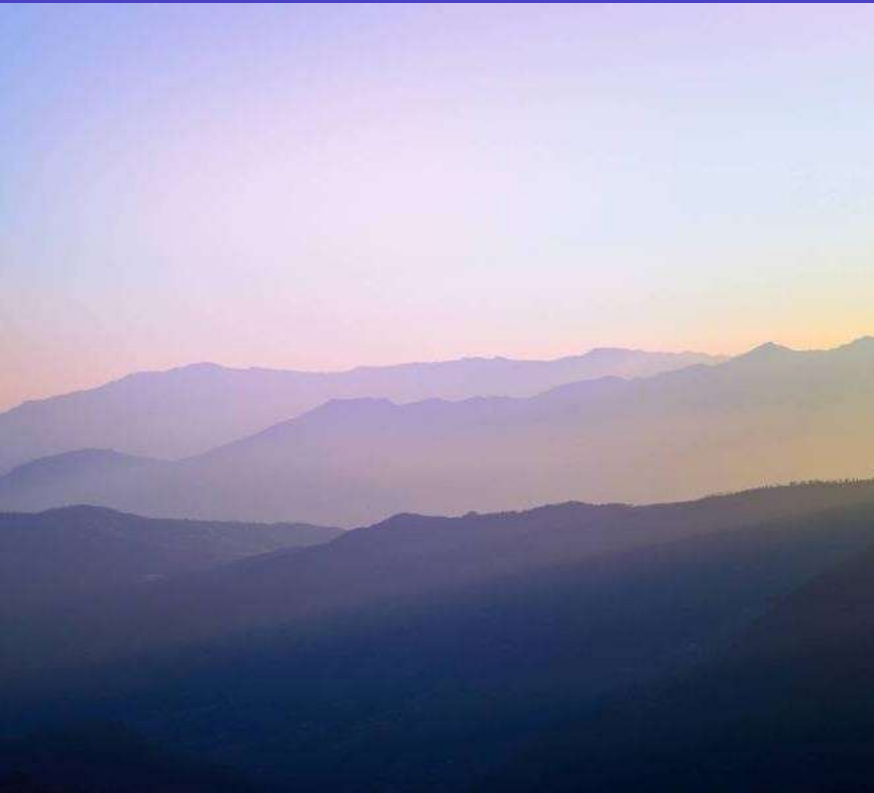
How else does your organization take gifts?

The GAP clarifies the intersections of all three



YOUR organization's gift acceptance policy uniquely outlines, transparently, the how- the what- the when of transactions plus ethics/values to clarify the way in which intentions will be fulfilled for both giver and receiver.

One: Organizational Values, Ethics, Mission, Intentions



**Who and what we are,
mission, vision,
values, ethics,
principles, dated the
time the BofD votes**



UPHOLDING ACADEMIC FREEDOM

The University maintains a fundamental and enduring commitment to academic freedom and the rigorous pursuit of knowledge across many different fields of inquiry and from many different points of view.

ADHERING TO INSTITUTIONAL VALUES

The University is committed to respecting the rights, differences, and dignity of individuals; to demonstrating honesty and fair play in all dealings; and to pursuing excellence at all times in all aspects of its work.

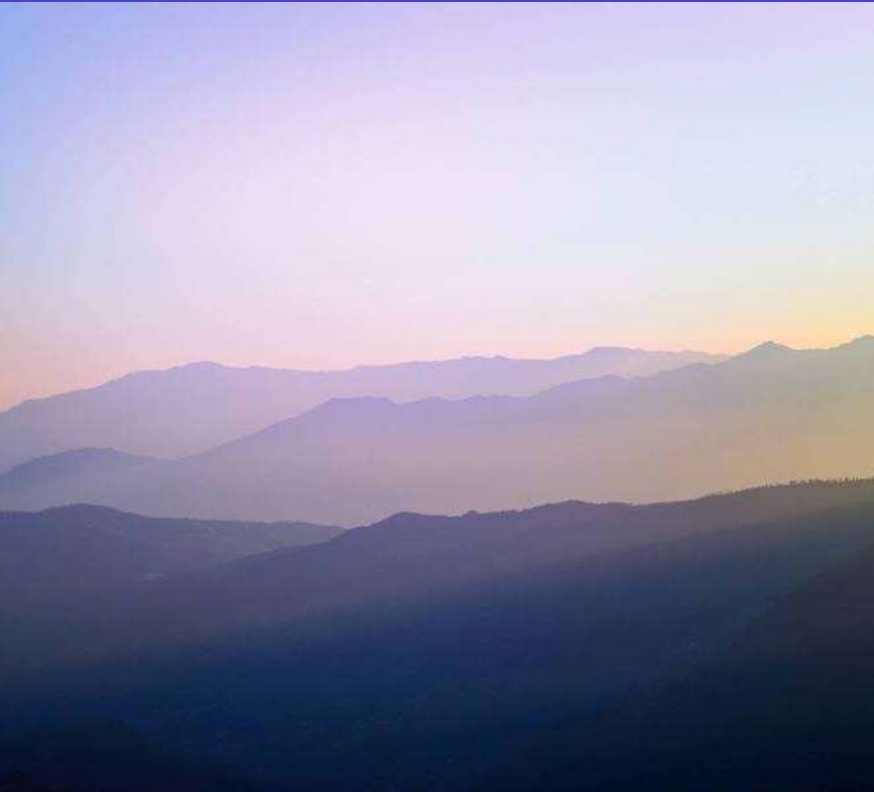
AVOIDING CONFLICTS OF INTEREST

The educational and research activities of the University should be guided by a paramount concern for enhancing learning, advancing knowledge, deepening understanding, and pursuing truth, not by financial or other interests that would undermine the fulfillment of such aims.

ENSURING ALIGNMENT AND AUTONOMY

The University seeks and depends upon philanthropic gifts aligned with the priorities and needs of the institution, honors the intentions of donors as expressed in the terms of such gifts, and maintains control and flexibility regarding the use and administration of gift funds.

Two: Our Commitment to Donors



Will acknowledge all gifts within XX time

+ Will spend \$ as intended

+ Will respect anonymity

+ Won't sell names

+ +

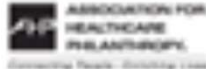
(A bit like the Gift Recognition Policy)

A DONOR BILL OF RIGHTS

DEVELOPED BY:



Association of Fundraising Professionals (AFP)



Association for Healthcare Philanthropy (AHP)



Council for Advancement and Support of Education (CASE)



Giving Institute: Leading Consultants to Non-Profits

PHILANTHROPY is based on voluntary action for the common good. It is a tradition of giving and sharing that is primary to the quality of life. To assure that philanthropy merits the respect and trust of the general public, and that donors and prospective donors can have full confidence in the not-for-profit organizations and causes they are asked to support, we declare that all donors have these rights:

I

To be informed of the organization's mission, of the way the organization intends to use donated resources, and of its capacity to use donations effectively for their intended purposes.

II

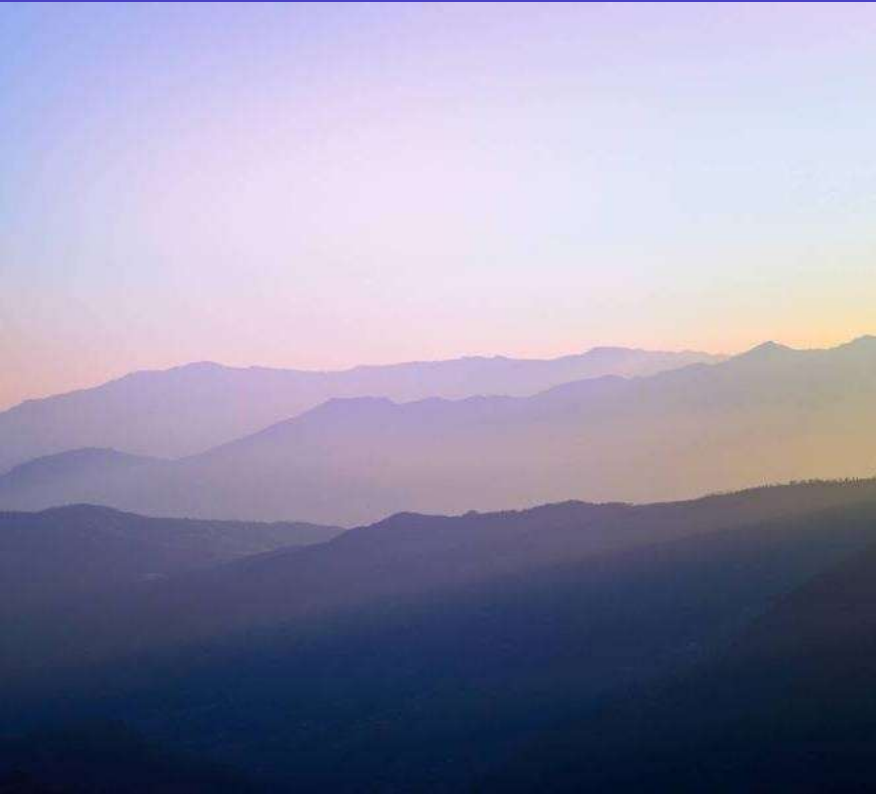
VI

To be assured that information about their donations is handled with respect and with confidentiality to the extent provided by law.

VII

To expect that all relationships with individuals representing organizations of interest

This is an opportunity to define or redefine



What are your policies about publishing names in program/on website/in newsletters? Paid ads? Buildings? Renovated rooms/buildings?

Three: Planning NOW for the Worst Case Scenario Tomorrow



What will you take for what purpose at whose expense?

- Art must be valued by the donor
- Stocks will be sold within X business days
- What else?

<https://www.cnn.com/2023/01/31/opinions/germany-nazi-history-hypocrisy-golinkin/index.html>

The problem with naming when things go bad

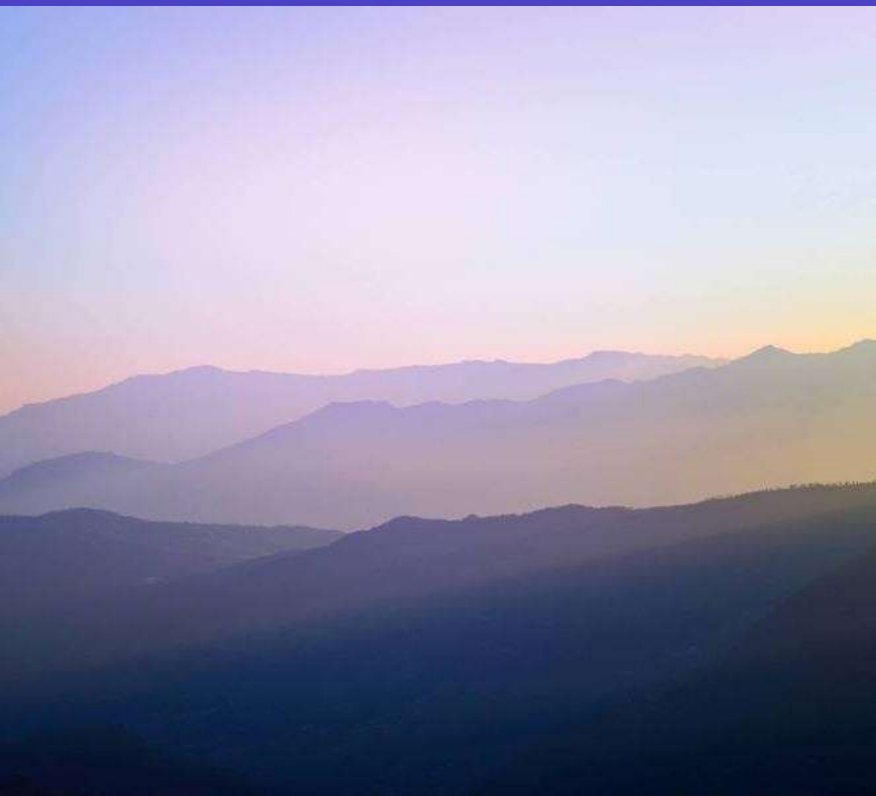


Guggenheim Removes Sackler Name Over Ties to Opioid Crisis

The museum and the family have agreed to rename an educational center. The National Gallery in London is also removing the Sackler name from its walls.



Four: Our Organization reserves the right to....



What must a donor do to have their name removed?

Will you give their gift back?

After XX years of no use, your gift will be applied to.....

Five: What If the Organization merges, ceases to exist, gets bought out....



What is your plan?

Part of it is in your article of incorporation...

Your plans?

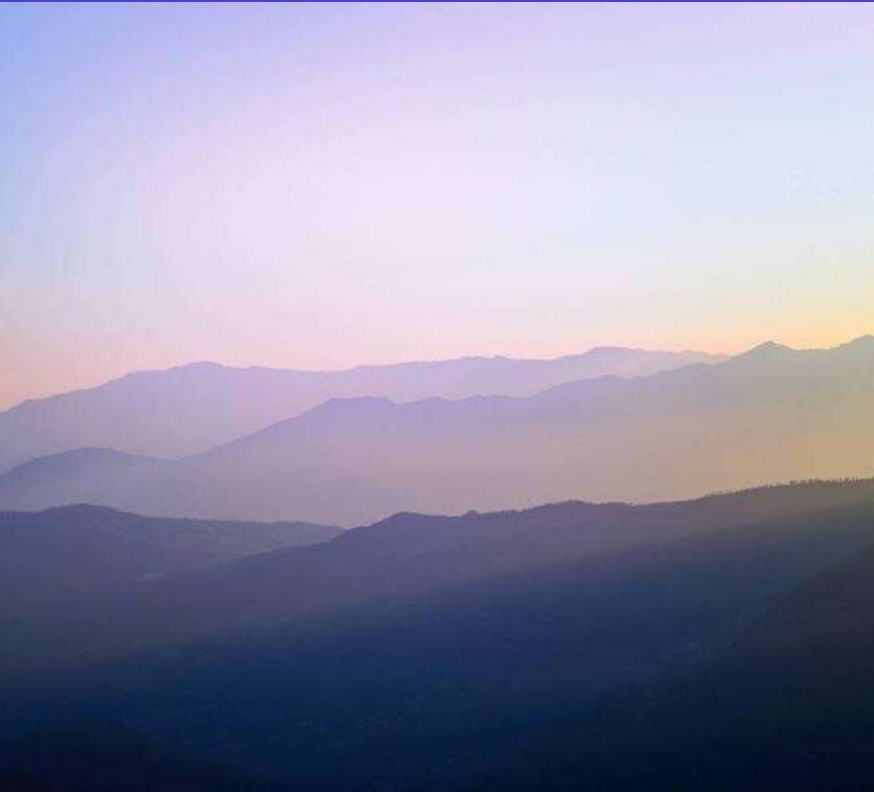
Six: Your Ace in the Hole!!!!



The Gift Acceptance Committee

does what you cannot; rejects, requires changes, politely declines gifts or clauses associated with the gift.

Seven: Anything else you want in the GAP?



All restricted gifts will expire in XX years...

All endowed gifts will be reviewed annually to ensure they are fulfilling the donor's intentions and the organization's mission

All fees will be paid from the donor's gift...

Implementation:

It's not real
unless it is on a
calendar



Timeline

You draft your dream	Ask trusted people to review	Present Draft 1 to BoD	Edit and Re-Present	Approve, date
<p>DO it!</p> <p>Get on Board agenda for 2 months away</p>	<p>Review it!</p> <p>Take input from your ctte which includes at least 1 Board member</p>	<p>That Board member presents it at meeting.</p> <p>Vote?</p> <p>Think for a month?</p>	<p>Rewrite until there is consensus or unanimity</p>	<p>Date the policy. Publish it.</p> <p>Get in on the Board agenda for 12 months from initial approval</p>

Final questions?



Google....

XXX institution's gift acceptance policies

AFP library

CASE library

AHP library

Who has one to share?

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