A F P - Central Ohio Chapter

The Winning Campaign: Essential Elements of Success

Why Talk About Campaigns?

The Evolution of Campaigns in America

Seven Essential Elements

Test Our Knowledge

Time-tested Principles

Goettler Associates
Fund Raising Matters
Why Talk About Campaigns?

- Capital Campaigns raise more money
- Demonstrates organization is serious
- If you are not planning a capital campaign, you are not raising the most $$
- Galvanizes your entire constituency
- Largest donors scale their gifts against need / goal

It's been our experience that most major fundraising campaigns continue to succeed or fail on their own merits.
The Campaign Principle

• An intensive fundraising effort to:
  – Raise a specific amount of money,
  – For a specific purpose,
  – Over a specific period of time.

• Military metaphor
  – Operate through personal influence and persuasion
  – Highly organized & carefully orchestrated

• The volunteer
  – Involvement leads to commitment
The Evolution of the Campaign

• A recent American invention

• Born with America’s philanthropists of the industrial revolution

• Early in 20th century, two schools emerge:
  – Charles Sumner Ward & Lyman Pierce
  – Bishop William Lawrence
  – Agree on two points: large early gifts and outstanding volunteer leadership
The Comprehensive Campaign
Stanford University 1960 (PACE)

• Plan of Action for a Challenging Era (PACE)
• Organization wide 10-year projections
  ➢ “The Red Book” a new benchmark
• The Ford Foundation: Special Program in Education, three-to-one match
  ➢ $25 million for Stanford = $100 million Goal
• Case: 33 distinct projects, capital, programs, endowment, equipment, recurring annual
• Organized leadership through alumni around the country
• Counted everything to meet match in 3 years
An Art and a Science

• The science of campaigns:
  – Series of steps taken according to schedule
  – Based on goal, estimate number of gifts, prospects, and volunteers

• The art of campaigns:
  – A unique challenge in working with people, especially those as volunteers
  – Affect performance through their own convictions, desires, aspirations
Seven Essential Elements

1. A solid organization
2. A worthwhile project
3. A compelling case for support
4. Availability of sufficient financial resources
5. Qualified and committed volunteer leadership
6. Pacesetting leadership gifts
7. A realistic and well-executed plan
A Solid Organization

- People prefer to invest in *successful* organizations

- How do you define *success*:
  - Provide a needed service, with quality
  - Led by competent and respected professionals AND volunteers
  - Financially sound and well-managed
  - Known and valued in the community
A Worthwhile Project

• The *campaign* needs to be about something
  – It has to be about more than ongoing operations

• It should meet these criteria:
  – Build the capacity of organization
  – Respond to (cmtty) need perceived as urgent
  – Objectives should reflect a vision
  – Make sense as part of a larger *plan*
  – Appropriate focus for philanthropy
A Compelling Case for Support

- Not a static written document
- Practical, action-oriented tool
- Positions organization (and campaign) as opportunity for investment
- Written from perspective of potential donor
- Based on strengths, capabilities, and potential
- A strong case is memorable
- The process may be most important
Availability of Sufficient Financial Resources

- “Available” = funds in the hands of likely donor constituencies
  - Those with a philosophical rationale to support
- How is constituency defined
  - Direct service (health care and education)
  - Issues and interest
- Size of constituency
  - Often defined by access - volunteers
- Affect prospect pool through cultivation
Qualified, Committed Volunteer Leaders

The presence of wealth is of negligible value without a corps of volunteers who are . . .

- Qualified = exemplary financial commitment
- Should be a social or financial peer of the prospect
- Exceptional leaders bring credibility and momentum
- Volunteers vs. Staff solicitor
Pacesetting Leadership Gifts

- Must be sufficient number of major gift prospects to initiate campaign activities
- Begin at substantial and meaningful level
- 1,000 people asked for $5,000 ≠ $5 mil
- Rule of thirds, to 80/20 rule, to 95/5 rule
- New terminology: nucleus gifts, advance gifts, leadership gifts
# Table of Giving Standards $5 million

<table>
<thead>
<tr>
<th>Number of Prospects</th>
<th>Number of Gifts</th>
<th>Gift Level</th>
<th>Total per Category</th>
<th>Cumulative Total</th>
<th>ADVANCE GIFTS DIVISION</th>
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Numerous below $2,500 to ensure success

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# of Individual, Corporate & Foundation Gifts
A Realistic and Well-executed Plan of Campaign

- Planned and implemented with centralized coordination & effective communication
- Momentum should be created and then maintained at all costs
- Orchestrate all essential elements into plan of action, with definite schedule
- Job descriptions, org charts, weekly timetable (Gantt chart)
- Sufficient Resources...
Time-tested Principles

- Personal solicitation
  - Most effective is face-to-face
- Selective and sequential solicitation
  - Prioritize your work, easiest first
  - Top to bottom and inside to outside
- Distribution of work; definite and limited responsibility
  - Use job descriptions
  - If you can’t train ‘em - have an orientation
The Long-term Benefits of a Capital Campaign

• Besides the money & accomplishment of objectives, there are many benefits of success:
  – Case articulation expands knowledge
  – Increased Awareness
  – Expand donor’s role in development
  – Link strategic plan
  – Create new (happy) volunteers
  – Expand donor base
  – Strengthen FR program
  – Build organizational capacity
Test Your Knowledge

What Makes a Winner?

1. To resolve major issues relating to finance and governance, your CEO and governing board must be involved.

2. A capital campaign is basically another way for an organization to increase its revenues and reduce its expenses.
Test Your Knowledge
What Makes a Winner?

3. A compelling case for support shows how a successful campaign will meet the needs of the organization.

4. Most prospective donors want to know how much others would like to see them give.

5. The general chairperson should be enlisted as early in the campaign as possible.
Test Your Knowledge
*What Makes a Winner?*

6. The easiest way to raise $5 million is to ask 1,000 people to give $5,000 each. 

7. The financial commitments of your top prospects will be greatly influenced by the level of support your “institutional family” provides.
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