

FUNDING DONOR-INITIATED PROJECTS

Your institution may have developed a comprehensive Master Plan through rigorous planning and assistance from experts in the fields of architecture, site development, construction and finance. Your Board may have assigned priorities for funding major facilities and projects in the Master Plan to ensure that essential elements are fully funded in the order of their assigned priority. Then reality arrives in the philanthropic marketplace!

From time to time a potential major donor may wish to give and raise funds for facilities or projects in advance of their funding priority. We recommend to our clients that to encourage rather than discouraging welcomed support the following guidelines should be considered by the governing board.

Prior to authorizing our institution's commitment to a non-priority facility or project the following guidelines must be applied.

Master Plan Facility or Project: *The facility or project must be included within, or formally added to the institution's Board approved Master Plan.*

Approved Total Estimated Costs: *The estimated "hard" and "soft" costs of the facility or project along with the assumptions used in estimating these costs must be reviewed and approved by the governing board.*

Confirmed "Lead" Gift Commitment: *A single donor must confirm both willingness and ability to contribute no less than 50% of the total estimated costs, with a pledged commitment payable over no more than 3 years.*

Approved Potential Donors: *A list of potential donors must be reviewed and approved by the governing board in order to avoid significant conflicts with the institution's ongoing fundraising efforts.*

Commencement of Facility Construction or Project Initiation: *Commencement of facility construction or project initiation will follow assurances that no less than 90% of the approved estimated project costs have been secured.*