

A woman with long dark hair and glasses is smiling and looking towards the right. She is in a meeting room with other people and laptops in the background. The image is used as a background for the top half of the page.

Getting Your Hands on Your Community Foundation's List!

A blurred background image of an office environment. In the foreground, a person's arm and hand are visible, holding a pen over a desk. In the background, other people are working at desks near large windows that let in bright, natural light. The overall scene is out of focus, emphasizing the text overlay.

What would you do with your local community foundation's donor list?



Veronica Jamison

Vice President of Donor Services
Community Foundation of Greater
Memphis



Richard Peck

Vice President of Development and
Philanthropy Services
New Hampshire Charitable
Foundation



Kelley Marchbanks

Vice President and Senior Facilitator
Advancement Resources


Welcome Poll

Is the plane coming towards you, or flying away?



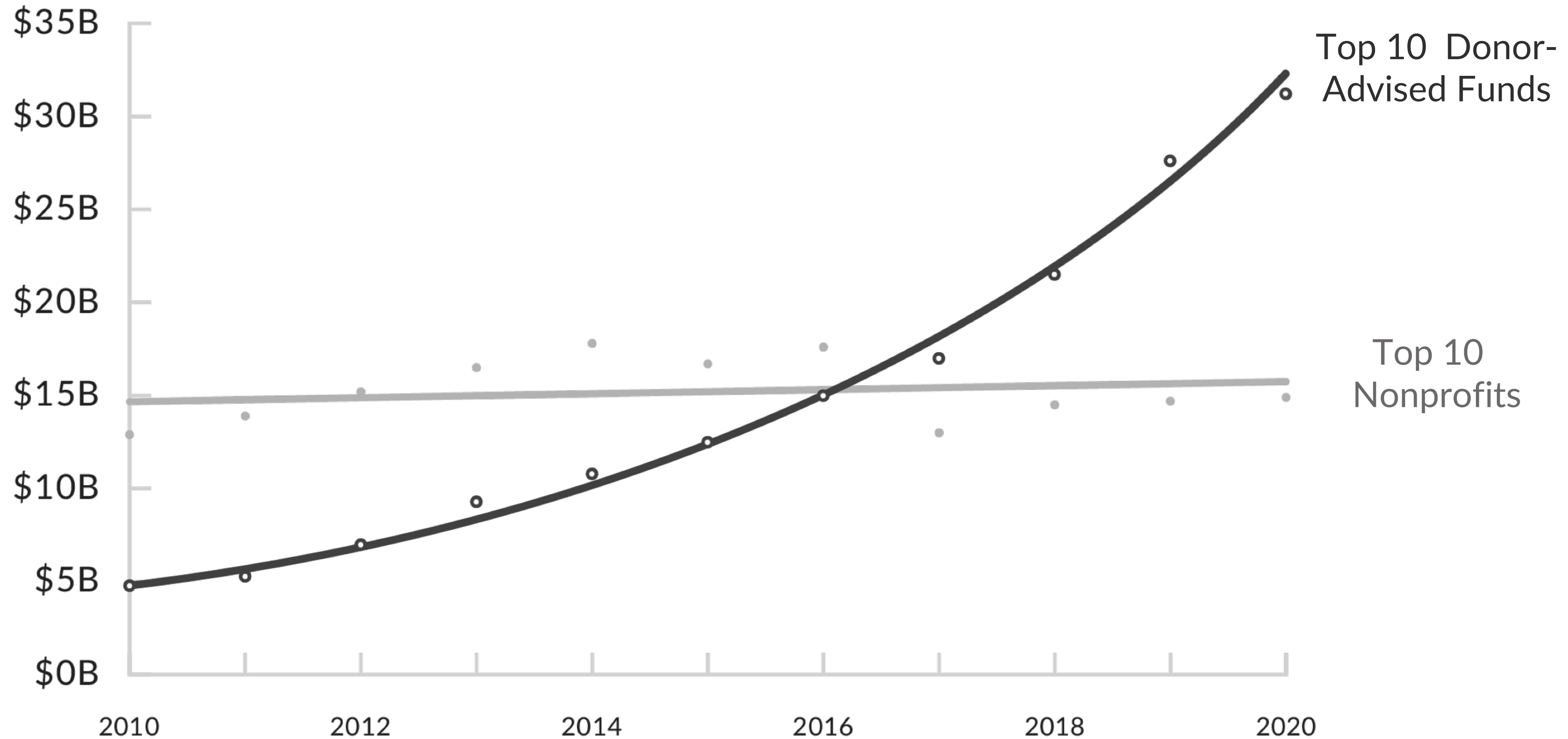
Respond in the chat to share.

PERSPECTIVE



Breakthroughs often happen when we can see the world from the other person's perspective.

Trends Related to Community Foundations and DAF's



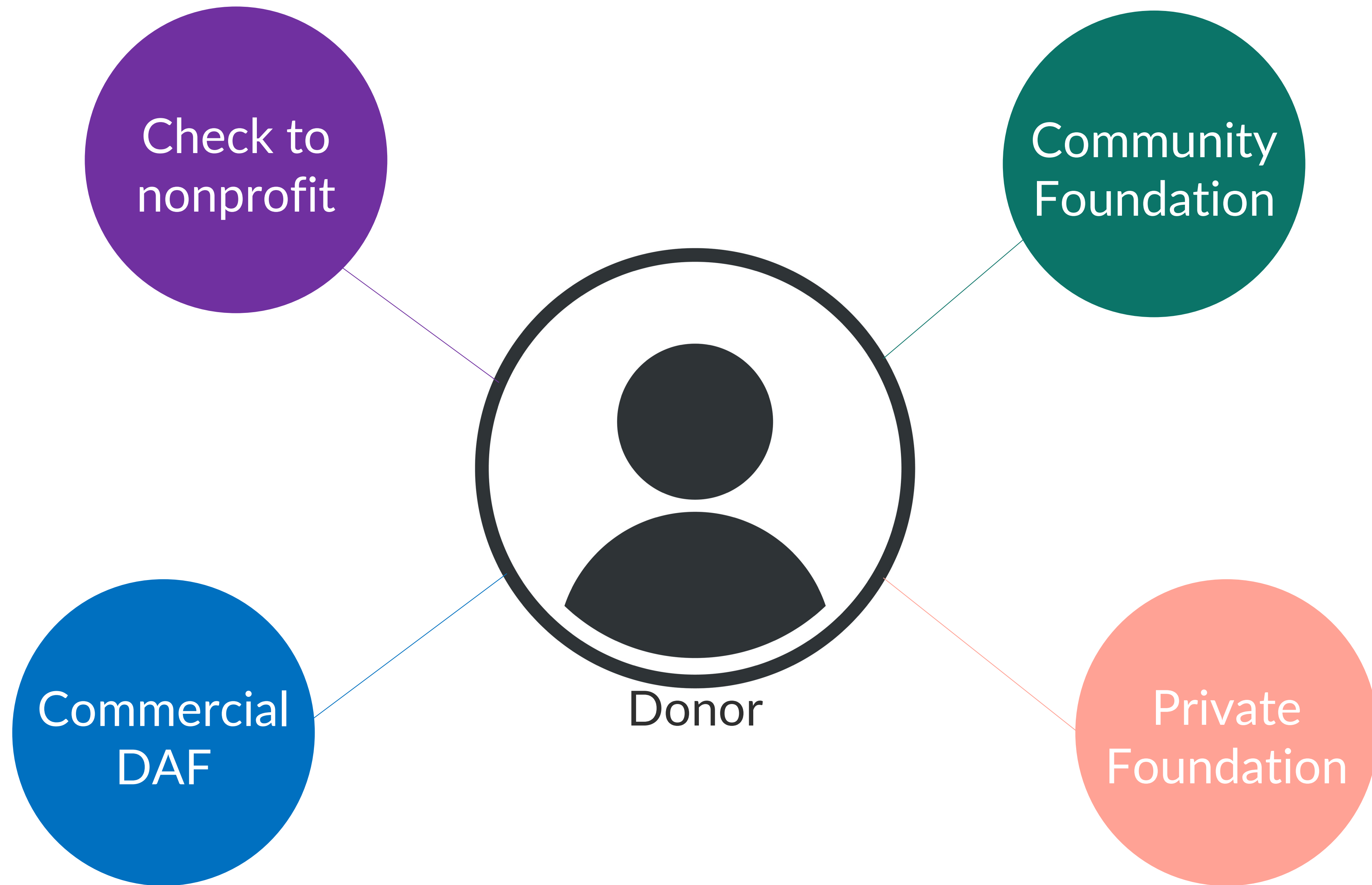
Data collated from IRS Forms 990 and The Chronicle of Philanthropy's America's Favorite Charities Database 2010 to 2021.

Donor-Advised Funds Are on the Rise in 2020

- **Grants** from DAFs grew by 27% from the previous year
 - This is a new high (\$34.67B)
- **Charitable assets** held under management in all DAFs totaled \$159.83B in 2020, a 9.9% increase
- **The number of individual DAF accounts** grew by 16.3% from the previous year

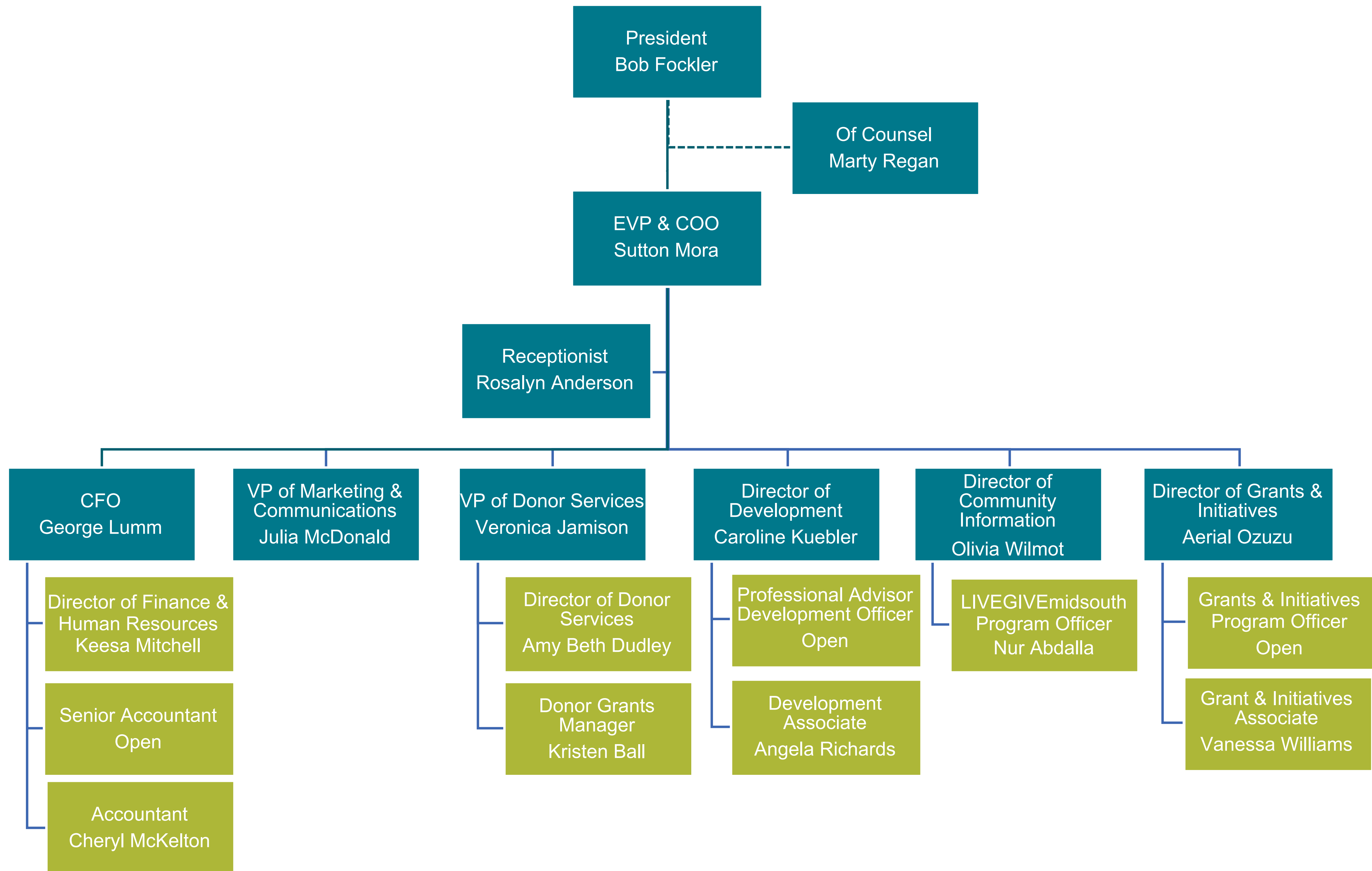
A blurred background image of an office interior. Two people are visible in the foreground, seated at a desk and looking towards a large window. The window shows a bright, out-of-focus view of greenery outside. The overall atmosphere is professional and modern.

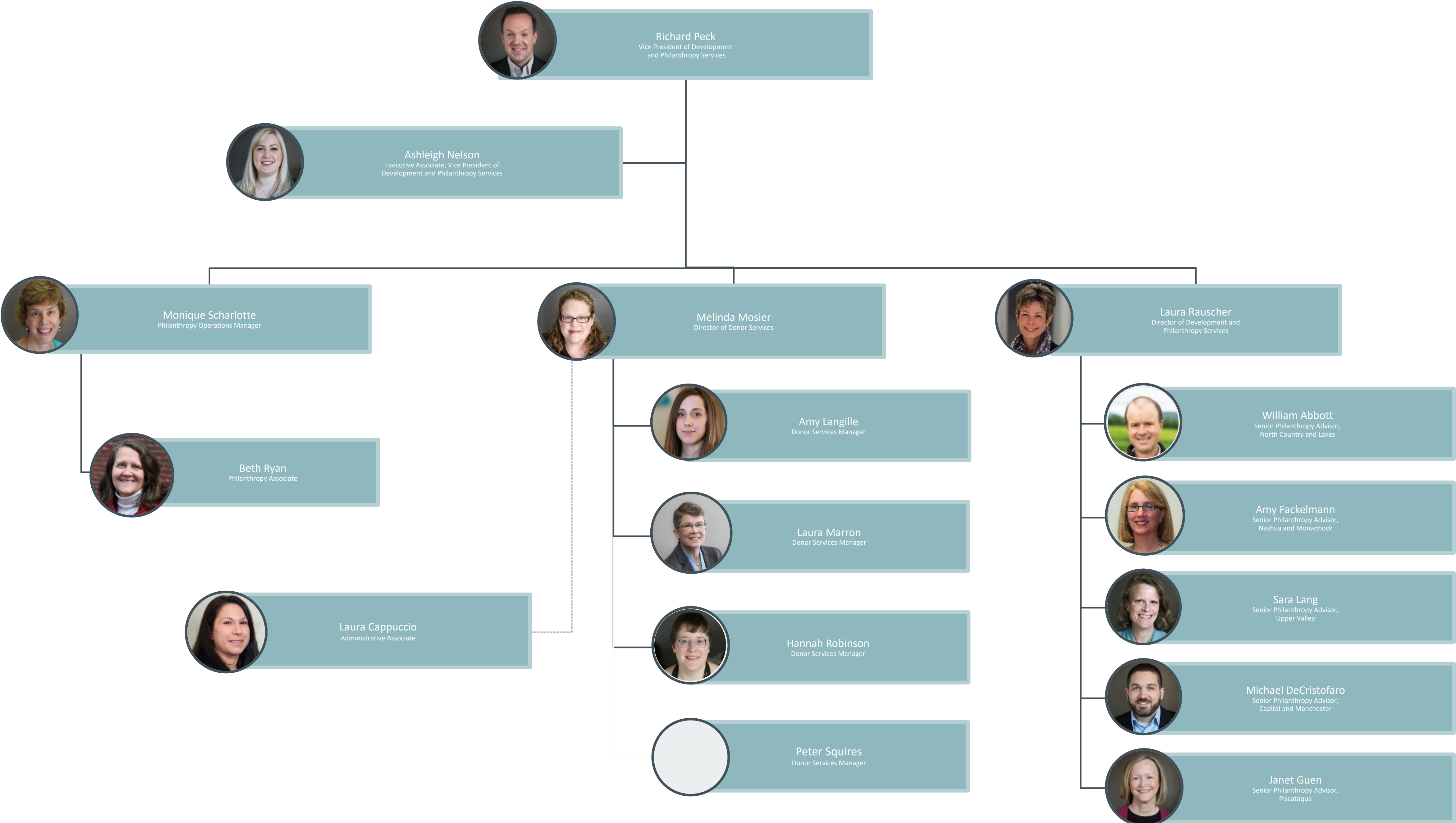
But what about trends from those working in the fray?



A blurred office scene with people working at desks and large windows in the background. The image is out of focus, showing a modern office environment with several people seated at long tables or desks. Large windows on the right side of the frame let in bright, natural light, creating a warm and airy atmosphere. The overall color palette is muted, with soft browns, greys, and the warm tones of the light coming through the windows.

Understanding the Structure





Do What You Do Best!



What Has Worked Well



ID, Cultivate, Solicit, and Market yourself to your Community Foundations

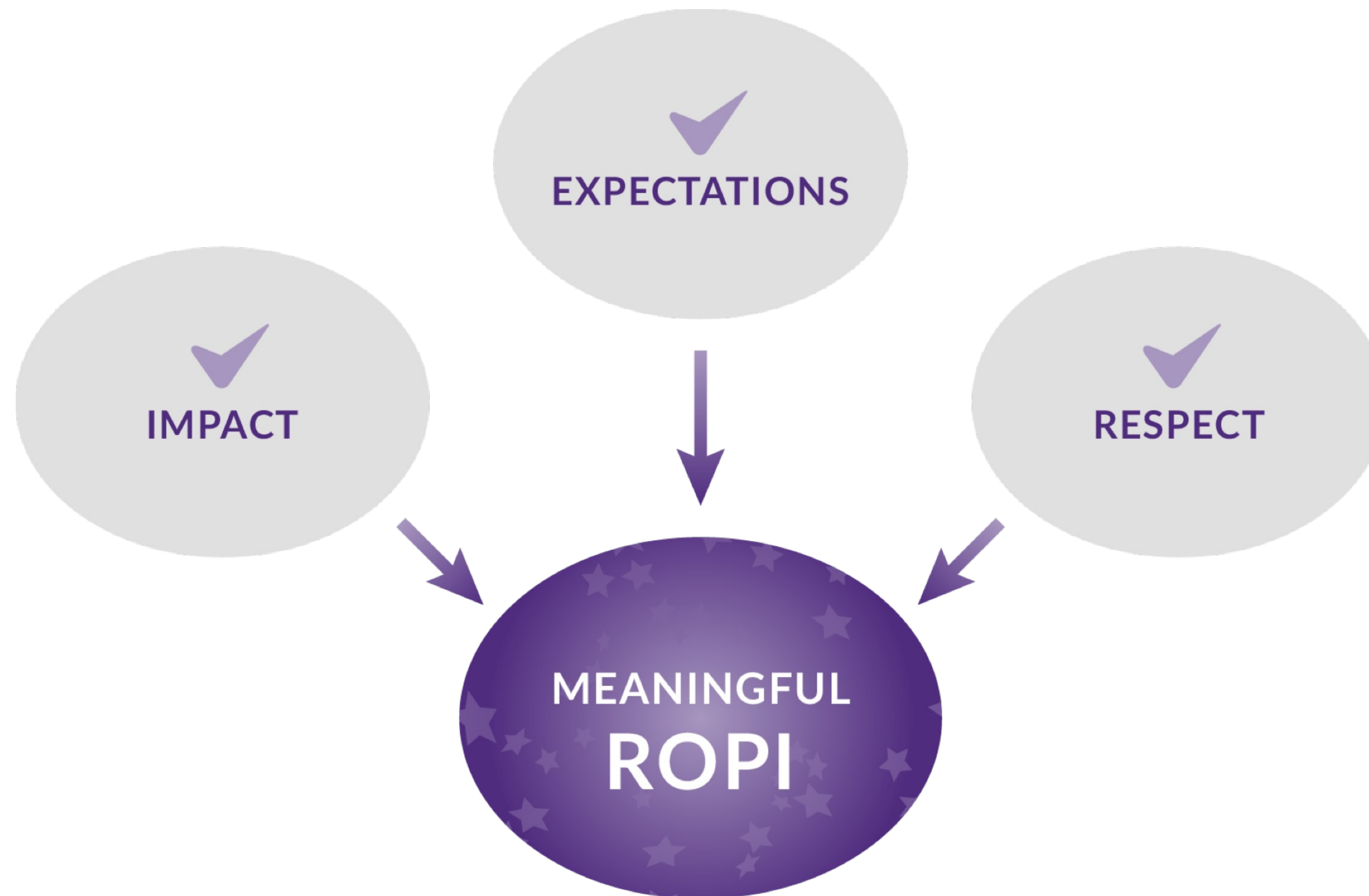
- Apply for a grant and put everything out there – why the Community Foundation should donate to you
 - What is the problem and why would the community care
 - What is the promise that you are offering to address that problem
 - How will you fulfil that promise
 - In what ways can donors join you!
- Shop the opportunity to Community Foundations
 - “Did you know that ORGX is looking for 5k for this project?”

Don't Overlook Stewardship

PASSION LED US HERE



Impact, Expectations, and Respect



A group of diverse people are shown from the chest up, clapping their hands and smiling. In the foreground, a man with glasses and a beard is smiling broadly. Behind him, a woman with dark hair is also smiling. To the right, another person is partially visible, also clapping. The background is softly blurred, suggesting an indoor setting with natural light. A dark, semi-transparent horizontal bar spans the middle of the image, featuring the text "Words of Wisdom" in a white, serif font.

Words of Wisdom

Perspective



Transforming Your Organization with Individual Giving

Discover how individual giving can propel your nonprofit to greater success.

The live, three-part series will be held from November 7–9, 2022

Book online at www.advancementresources.org/TYOIG

The background of the slide is a photograph of a beach. Several smooth, light-colored stones are scattered across the dark, wet sand. Each of these stones has a green question mark painted on it. The lighting is soft, creating a contemplative mood.

Questions

Thank you!

Please contact us with any questions.

Veronica Jamison | veronica@cfgm.org | 901-338-5897 (cell)

Richard Peck | rp@nhcf.org | 603-387-3897 (cell)

Kelley Marchbanks | kmarchbanks@advancementresources.org | 319-329-8101 (cell)

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