

**Presented:
31st Annual Nonprofit Organizations Institute**

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“Thank You Very Much, But...”

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THANK YOU VERY MUCH, BUT... OR HOW TO LOOK A GIFT HORSE IN THE MOUTH

Case Study: Donor X approaches the non-profit organization about making a gift of a non-cash asset (real property, in-kind, artwork, closely-held stock) to begin a new program near and dear to the Donor's heart.

Evaluating the Gift:

1. Gift Acceptance Policies.
2. Issues related to non-cash assets.
 - a. Marketability;
 - b. Related use;
 - c. Environmental;
 - d. Debt;
 - e. Title;
 - f. Carrying costs;
 - g. Management
3. Valuation issues.
 - a. Related use;
 - b. IRS Form 8283 (and IRS Form 8383);
 - c. Appraisals- IRC §170(f)(11), IRS Notice 2006-96, and Treasury Reg. §1.170A-13(c)
4. Gift Recording and Receipting.

Purpose of the Gift: The "other" aspect of acceptance.

1. Charitable mission;
2. Sustainability;
3. Documentation.
 - a. Current gift;
 - b. Endowment- Texas Property Code Chapter 163 "Management, Investment, and Expenditure of Institutional Funds"

Donor Relations:

1. How to say, "No";
2. The art of negotiation: who needs to be at the table?
3. Gift receipting and acknowledgement;
4. Stewardship

A Donor Bill of Rights

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 ensure that philanthropy merits the respect and trust of the general public, and that donors and prospective donors can have full confidence in the non-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.

To be informed of the identity of those serving on the organization's governing board, and to expect the board to exercise prudent judgment in its stewardship responsibilities

III.

To have access to the organization's most recent financial statements.

IV.

To be assured their gifts will be used for the purposes for which they were given.

V.

To receive appropriate acknowledgement and recognition.

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 to the donor will be professional in nature.

VIII.

To be informed whether those seeking donations are volunteers, employees of the organization or hired solicitors.

IX.

To have the opportunity for their names to be deleted from mailing lists that an organization may intend to share.

X.

To feel free to ask questions when making a donation and to receive prompt, truthful and forthright answers.

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

ORIGINALLY ENDORSED BY:

Independent Sector
National Catholic Development Conference (NCDC)
National Committee on Planned Giving (NCPG)
Council for Resource Development (CRD)
United Way of America

Adopted in 1993

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[Exempt Organizations and Donors: Donor Care Kit, Charitable Solicitation Issues, plus Donor Advised Funds](#)

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