



## Fundraising Trends, Ventures, and Traps for the Unwary

UT Law Nonprofit Organizations Institute - January 18, 2018

By Jonathan S. Blum

## State Charitable Solicitation Acts

- Definitions
  - Charitable
  - Solicitation
  - Membership
  - Fundraising counsel
  - Professional Fundraiser/Solicitor
  - Commercial co-ventures

## Charitable Solicitation Acts *(cont.)*

- Regulation of:
  - Charities
  - Fundraisers
  - Solicitors
  - Sales promotions

## CSA Exemptions

- Churches and other religious organizations
- Educational institutions
- Health care institutions
- Membership organizations
- Small solicitations

## Recent News

- On November 6, 2017, a multistate settlement announced to dissolve VietNow, a nonprofit accused of deceptive solicitations
- It was discovered that less than five percent of the funds went towards these programs.
- Settlement was joined by 24 states.

## Recent News *(cont.)*

- Class action lawsuit filed against PayPal Giving Fund on Feb. 28, 2017 related to funds withheld from small charities that did not register with PayPal
- New York AG inquiry into Project Veritas for failure to disclose officer with criminal record (Nov 2017)
- Charity Enforcement - On Nov. 10, 2016, Special Olympics sued PR Nutrition and its owner seeking \$270,000 in unpaid sponsorship fees.

Find the full text of this and thousands of other resources from leading experts in dozens of legal practice areas in the [UT Law CLE eLibrary \(utcle.org/elibrary\)](http://utcle.org/elibrary)

Title search: Fundraising Trends, Ventures, and Traps for the Unwary

Also available as part of the eCourse  
[2018 Nonprofit Organizations eConference](#)

First appeared as part of the conference materials for the  
35<sup>th</sup> Annual Nonprofit Organizations Institute session  
"Fundraising Trends, Ventures, and Traps for the Unwary"