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Advanced Issues in Fundraising

UT Law Nonprofit Organizations Institute - January 17, 2019

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State Charitable Solicitation Acts

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

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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

Online Portal for State Registrations

- NASCO formed nonprofit, The Multistate Registration and Filing Portal, Inc.
- 13 State pilot program for single portal filings, long delayed (introduced in 2014)
- Live “soft launch” phase for CT and GA
- www.statecharityregistration.org

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Recent News

- American Federation of Police and Concerned Citizens (Oct 2018)
 - Minnesota AG filed a lawsuit for deceptively representing that contributions it received would be used to help families of officers killed in duty.
 - The AG found that in fact only 17 percent of AFPCC’s spending in 2017 and just 9 percent of the \$4 million it received in total donations were used for charitable purposes.

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First appeared as part of the conference materials for the
36th Annual Nonprofit Organizations Institute session

"Advanced Issues in Fundraising"