



 POLSINELLI

## Advanced Issues in Fundraising

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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](http://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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Also available as part of the eCourse

[Fundraising and Restricted Gifts for Nonprofit Organizations](#)

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36<sup>th</sup> Annual Nonprofit Organizations Institute session

"Advanced Issues in Fundraising"