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## Select Topics In Charitable Contributions Including Gift Acceptance and Naming Policies

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## Topics

- Gift acceptance policies and the items they should address
- Donor gift agreements
- Establishing minimum contributions for endowments
- Naming rights and removal criteria
- Noncash or in-kind gifts
- Related issues

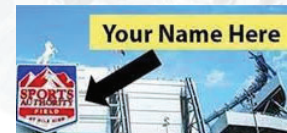


CHARITABLE GIFTS OF  
**NONCASH  
ASSETS**

GIFT  
ACCEPTANCE  
POLICY

GIFT  
AGREEMENTS

THE POWER OF  
ENDOWMENTS



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# What is a Charitable Contribution?

- The *sine qua non* of a charitable contribution is a transfer of money or property without adequate consideration.
- Irrevocable transfer by a competent donor to a qualified donee without adequate consideration (“**disinterested generosity**”)



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## Gift Acceptance Policies (GAP)

- Why? Set “Rules of the Road” for Donors and for Development Staff; consistency and clarity
- Examples: Vanderbilt University and The Ohio State University Foundation
- GAP Essential Ingredients:
  - Fundraising objectives; naming and other goals;
  - Confidentiality Parameters;
  - Acceptance Criteria; Committees/Personnel



## GAP Topics

- Valuation/Appraisals: Donor Responsibility Which gifts will and won't be accepted
- Legal/Professional Fees: Donor Responsibility How gift agreements will be addressed
- Tax/Legal Advice: Not Provided by Institution
- Ethics: Consider Adherence to Nat'l Committee on Planned Giving's Model Standards or Other
- Acknowledgement Guidelines; IRS Reporting
- Policy Amendment Procedures



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## GAP Topics

- Authority on who can negotiate arrangements and accept gifts
- Which gifts will and won't be accepted
- How pledges will be handled
- How gift agreements will be addressed
- Protocol for gift receipts
- How donor-obtained appraisals will be handled.
- Prohibit a development officer from accepting personal gifts from donors



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