



## Board and Board Member Fundraising Give and Get Policy

Girl Scouts of the Desert  
Southwest  
9700 Girl Scouts Way  
El Paso, Texas 79924

### Overview

Board members are expected to give an annual monetary gift to Girl Scouts of the Desert Southwest and are asked to make Girl Scouts of the Desert Southwest a priority in their personal giving. Board members are expected to be involved in fundraising by using their personal and business connections when appropriate, by soliciting funds when appropriate, by serving on fundraising committees, and by attending fundraising events.

This policy statement summarizes how board members are expected to actively participate in fundraising. It refers to three major areas of responsibility in this regard — leadership, personal action, and advocacy — and is also meant to be used as a guide to evaluate board members' performance in fundraising.

### Board Member Duties

#### In partnership with the CEO,

- Board members must identify and evaluate prospects, cultivate and solicit gifts, actively support fundraising programs by their presence, and offer personal acknowledgments to donors and volunteers annually. The council fiscal year is from October 1<sup>st</sup> to September 30<sup>th</sup> annually.
- Board members are obliged to provide leadership and actively advocate the organization's priorities and the necessity of its fundraising efforts annually.
- Board members must engage in personal gift support to their level of ability annually.

### Board Duties

#### In partnership with the CEO,

- The board is responsible for attracting and supervising all the resources of the organization to carry out its programs and services.
- The board must develop a strategic plan / strategic priorities to deliver benefits to the community it serves and to attract public support.
- The board must deliberate on and develop fundraising plan that budgets for staff, systems, space, and overall needs.

- The board is part of an essential team, with the obligation to lead, support, and work together with the CEO and volunteers in the design, supervision, and conduct of fundraising activities.
- The board must select and evaluate the CEO, rating performance as a key team member in the fundraising team.
- The board must take responsibility for guidance and direction on ethical and professional practices — including use of budget allocated for fundraising activities.
- The board must ensure that budget appropriations for fundraising are evaluated as an investment strategy designed for reliable long-term results from faithful donors, committed volunteers, and reliable net revenue that meets organizational priorities.
- The board must review the results and evaluate the performance of fundraising activities at all levels to their satisfaction, in accordance with established goals and objectives.

**Board Member Agreement:**

Each year, I will make a personally meaningful financial contribution to the council.  
I will seek out and leverage other gifts to the Council to the level of my ability.  
I agree to uphold the Council’s Fundraising Give and Get Policy.

Board Member: \_\_\_\_\_

Date: \_\_\_\_\_

Board Chair: \_\_\_\_\_

Date: \_\_\_\_\_