

# MEMO

## Attachment K



**Date:** January 12, 2018  
**To:** Board of Directors  
**From:** Theresa Hirschauer, Fund Development Task Group Chair  
**Subject:** Recommendations on Board Policy Change

In preparation for the January board meeting, please review the following recommendation on a board policy revision that is being brought to you by the Fund Development Task Group.

**Policy 3.9 – Board Member Contributions:** (this is a new policy). The following information is provided as background:

- The board’s survey in which all but one board member responded showed a median recommended contribution of \$2,000, and an average suggestion of \$2,125 (see page 2).
- In 2017, the board’s individual gifts ranged from \$500 to \$10,000, with all but two members giving at \$1,000 or above. The average personal gift amount was \$2,095.
- 71% of Girl Scout councils have a formal give/get policy with the following national data:
  - The average “give” amount is \$1,381
  - The average “get” amount is \$3,071
  - The average combined “give/get” amount is \$3,910

Based on our ongoing dialogue regarding board member responsibilities for contributions, the following recommendation was discussed at the board retreat and is being recommended for approval by the board:

**Policy Type: Governance Process**

**Policy Title: Board Member Contributions**

Because board service implies a commitment of the board member’s skills, time, talents, and treasure, it is accepted that all board members will make financial contributions to Girl Scouts of Western Ohio. Accordingly,

1. All board members will make every effort to meet the minimum amount of financial contribution, currently \$2,000 every year.
  - a. Contributions may be made from the board member’s private resources, or may be raised in any manner that does not conflict with Executive Limitations or otherwise compromise the organization
  - b. Contributions may be scheduled in a series of smaller gifts or payments.
  - c. In the case of financial hardship, a board member who is unable to meet the minimum requirement may contribute to the best of his or her ability with the approval of the Board Chair.
2. Recognizing that major funding sources take the board’s financial contribution into account when assessing our organization as a potential beneficiary, the members of the board commit to achieving 100% compliance with this policy every year.

I look forward to discussing these recommendations with you at the January meeting.

# Giving Policy Survey 2017

What dollar amount do you believe is the best target for a combined amount of an annual give plus a get amount per board member?

**Answered** 20

Original Responses	Modified	
500.00	\$ 500	
1000.00	\$ 1,000	
1000 as a starting gift	\$ 1,000	
\$1000-2000	\$ 1,500	
\$1500	\$ 1,500	
1,500.00	\$ 1,500	
1500-2000	\$ 1,750	
\$2,000	\$ 2,000	
\$2000	\$ 2,000	
\$2000	\$ 2,000	
\$2,500.00	\$ 2,500	
\$2500	\$ 2,500	
\$2500.	\$ 2,500	
\$2500	\$ 2,500	
2,500.00	\$ 2,500	
\$3000	\$ 3,000	
3000	\$ 3,000	
5000	\$ 5,000	
Other: (omitted from calculations)		
0	\$ 2,000	median
Unknown	\$ 2,500	mode
	\$ 2,125	average

as of 11/18/17

