

**Board of Directors  
Individual Fund Development Plan (FY 2019-2020)**

Board support is a critical aspect of BBBS CLE’s fundraising strategy. As outlined in the Board Member agreement, all Board Members are expected to make their own personal gift (of at least $1,000) and to participate in activities to raise money from other donors (totaling at least $5,000).

**Please complete this as your FY 2018-2019 fundraising plan,** by confirming your personal gift, choosing the fundraising activities you will participate in, and setting goals in those areas. Please make sure your plan is completed and returned to BBBS before or **by Sept 1, 2019.** Jess will contact you individually to discuss plan implementation.



1. **Personal Giving**

My personal donation for FY 2019-2020: $\_\_\_\_\_\_\_\_\_\_\_\_\_\_

I will pay my personal donation:  
\_\_\_\_\_\_ At one time, by \_\_\_\_\_\_\_\_\_\_\_\_\_ (date)  
\_\_\_\_\_\_ As a recurring donation (monthly, quarterly) set up online

\_\_\_\_\_\_ Via contribution to United Way

\_\_\_\_\_\_ Other (please specify) \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

1. **Corporate Support**

*Consider whether your company has the ability to make a general operating gift or give a grant through your corporate foundation.*

I can authorize a gift from my company or corporate foundation in the amount of $\_\_\_\_\_\_\_\_\_.

I can connect you with the person in charge of corporate philanthropy at my company:

Corporate contact: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

1. **Special Event Participation**NFL Alumni Golf Outing: Foursome Sponsorship(s): \_\_\_\_\_ Event Sponsorship(s): \_\_\_\_\_  
    Referral(s): \_\_\_\_ Other: \_\_\_\_

Bowl for Kids’ Sake: Team/Company Captain: \_\_\_\_\_ Join a team: \_\_\_\_\_  
 Event Sponsorship(s) : \_\_\_\_\_ Referrals: \_\_\_\_\_

Big Dreams for Little’s Futures: I will attend the event: \_\_\_\_\_ Sponsorship(s) : \_\_\_\_\_  
 Referral(s): \_\_\_\_\_

Miscellaneous Special Events: : \_\_\_\_\_

My overall special event fundraising goal is: $\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

1. **Prospects** *Consider business and personal contacts that might be interested in supporting the mission of BBBS. Jess will work a plan for each individual depending on whether you just need to facilitate an introduction or make an ask yourself, of if a longer-term strategy is advisable.*
   1. Business Prospects: 1. \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

2. \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

3. \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

* 1. Personal Contacts: 1. \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

2. \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

3. \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

1. **Donor Meetings**   
   *Many of our solicitations to major donors and prospects include face-to-face meetings. Board Members can play a key role in these meetings.*I am interested in attending donor meetings: \_\_\_\_\_\_ Yes \_\_\_\_\_ No
2. **Thank you calls to donors and supporters.**   
   *This involves calling donors just to say “thanks.” It’s not a pitch for money, but just an opportunity to thank the donors for their support, answer any questions that they may have, and learn more about the donors. You will be given information and assistance to make these thank you calls.*  
     
   I will make thank you calls to donors and supporters: \_\_\_\_\_ Yes \_\_\_\_\_ No
3. **Host a third-party fundraiser**  
   A third party fundraising event is when a business, organization, community group, school or individual plans and hosts a program or an event that benefits BBBS.  
     
   I would like to host one: \_\_\_\_\_ Yes \_\_\_\_ No  
   I have contacts who may be interested in hosting one: \_\_\_\_\_ Yes \_\_\_\_\_ No
4. **Other ways to fundraise.**I also plan to fundraise in FY 2019-2020 in the following ways/areas: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

**My overall fundraising goal for FY 2019-2020: $\_\_\_\_\_\_\_\_\_\_\_\_**

I agree to fulfill the above-stated fundraising goals to the best of my ability.  
  
\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_  
Board Member Date  
  
\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_  
President/CEO or Board Chair Date