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President And Fund Raising

Brendan J. Doherty



President And Fund Raising:

The President and Fund Raising James L. Fisher, 1989 College and university presidents face unrelenting pressure to raise money and lots of it This practical books gives presidents the ideas perspectives and basic skills needed in today s market driven environment Its 20 contributions from leaders in higher education and philanthropy provide a primer in fund raising and assist the president in becoming the institution s chief advancement officer *The Role of the Community College President in Fundraising* Rudolph Joseph Besikof, 2004 A 2008 statement from the Foundation for California Community Colleges in the Chronicle of Higher Education revealed that two year institutions provide education for approximately half of the nation s undergraduate students Wiessner 2008 However when it comes to benefiting from dollars that are raised from donors for postsecondary schools community colleges generate only 2% of the total funds that are raised Lanning 2008 For the community colleges that are effective as fundraisers what are their best practices Within them presidents are described as the living logos of their institutions but what roles do they play in successful efforts T study endeavored to answer the following research questions 1 What kinds of preparation or ongoing training if any do community college presidents say has helped them to develop fundraising skills What preparation do they identify as the most helpful 2 How do community college presidents rank fundraising in importance among all of their duties and what percentage of their time is spent on fundraising 3 What activities constitute the work of fundraising that presidents do and among those activities which do they find to be the most effective Which give them the greatest amount of difficulty Why 4 How do the college presidents of successful fundraising community colleges interact with their respective college foundations and or their development offices and how involved are members of foundations and development offices in the colleges mission and long range planning I conducted case studies of three Midwest community colleges as well as a cross case analysis To identify the research sites I used the Council for Aid to Education s Voluntary Support for Education Survey which provided more relevant statistical data than IRS Forms Specific amounts such as Alumni Corporate and Employee Giving totals were available Some state systems required all of their community colleges to complete the survey and I identified one of them for my study I chose three within it that were consistent fundraisers which is to say that their overall money raised or foundation alumni or corporate totals gave them an average ranking in the top five With these criteria three community colleges that all had similar enrollment numbers emerged Each community college visit included document study and observations but the main source was interviews At each community college I spoke with at least ten people who included but were not limited to the college president the executive director of the Foundation Foundation staff members Foundation Board of Directors members and faculty Interviews ranged from 25 minutes in length to nearly two hours To better allow for more detailed elaboration on the part of the presidents and executive directors of the respective Foundations I used the elite interview format a semi structured protocol employed by Kezar in her 2006 study of college presidents Doing so allowed for more

anecdotal answers as well as deeper insights into the beliefs and perspectives of these individuals who by virtue of their higher positions had unique perspectives on fundraising and community college leadership issues Despite the similarly consistent numbers from the VSE survey the three colleges could not have been more different One was located in the center of a large urban area and had a Foundation staff that contained four employees Its executive director in addition to his foundation duties was a dean over the entire development effort at the college which included having the Public Relations and Marketing Department report to him Another college was in a nearby suburban area Its Foundation staff was composed of three full time employees and a part time grant writer Its executive director was listed on the same organizational level as the vice presidents The third college had a district president who presided over several community colleges in a rural area At the one I learned that the chief executive level campus fundraiser was a provost which led me to include her with the three presidents in my study Its foundation staff was the smallest of the three community colleges with only two 50% employees The executive director in the rest of her assignment directed the college s Institutional Research Office As she was new to the position I also interviewed the former executive director who had been employed at 100% Interviews were transcribed and coded into an average of approximately 75 different themes per site After analyzing them through a series of matrices I reported my findings by addressing each of the four research questions directly From those I was able to note best practices of the presidents and make recommendations for both them and the fundraising effort as a whole Concerning the preparation and professional development in the area of fundraising for presidents I found that the presidents of the two urban area colleges came strictly from Academic Affairs and had little or no training in fundraising while the president and provost at the rural area college did In fact the president of the rural college gained meaningful presidential level exposure to fundraising while serving as a provost She also mentioned that her most meaningful professional development came from face to face dialogue with another president while her provost sought it in other areas For one of the urban presidents his professional development came directly from his experience working as president while the other reported being heavily involved in it since he has similar teaching and learning expectations of others Looking at the four leaders I saw efforts to fill needs in professional development in ways that seemed to be consistent with their beliefs and their own needs In terms of the importance of fundraising data showed that they all devoted roughly a fifth of their time to it directly The three presidents all answered questions about time spent on fundraising with responses about time not only with donors but also in the state legislature This was curious since they had not been asked about political involvement but only fund raising importance or practices Concerning practices in fundraising not all of the presidents asked their major donors for money all the time Responses ranged from minimal asking on the part of the president of the suburban college to asking nearly every time which was what the president of the downtown community college did Though they did not all ask with the same frequency they all included their Foundation Executive Directors either to make the ask or to lay the groundwork for them to

appeal to the potential donor Other common practices included their interactions with their Foundation Boards of Directors They attended all or nearly all meetings gave reports about college news as well as their own endeavors with the legislature stayed in meetings to answer questions and clarify issues or concerns and personally emailed and met with each board member regularly The campus level leaders nearly always attended fundraising events as well and foundation leaders reported that they were available at any time in the cultivation process Finally each of these leaders emphasized some type of partnership with potential donors in speaking to them In all three cases I saw the presidents involving foundations in the mission of the college As previously mentioned their executive directors were involved in central leadership They included the elevated positions each of them held along with their service on groups such as hiring and planning committees outside their respective Foundations Having provided these findings I was able to make several recommendations a Presidents are only as effective in fundraising as their development teams Ultimately my data showed that this higher level relationship was more important than who was asking for money b Future presidents are advised to accept responsibilities that fall outside Academic Affairs and if possible should hold positions with responsibilities similar to those of provosts they should also have some interaction in the political arena for my study concluded that fundraising meant fundraising and networking with members of the state legislature c For college presidents and Foundations building their college's fundraising efforts the internal giving campaign should be the first step Each college had a positive statistic about internal giving should present to the public d Since the alumni effort is cumbersome colleges should employ faculty and program level employees as cultivators and networkers and compensate them The focus of these efforts should be programs of study or college organizations such as campus clubs e Foundation Boards of Directors should have a limited number of members and their meetings should be run efficiently rather than serving as social functions The most active participant in meetings should be the president who also meets personally with each member on a regular basis f In order for feasibility studies to be valued by presidents and their Foundations there must be contextual similarity to their own community colleges g State community college systems should align audit work and other financial reporting to make it more streamlined with actual tax forms In order to provide more data this reporting should also be aligned with the VSE The findings were used to identify best practices of how community colleges do their fundraising despite having limited resources The findings and recommendations may assist presidents community colleges and state systems as they become more responsible for generating revenue and providing opportunities for the students of both today and tomorrow

Leading the Campaign

Michael J. Worth, 2016-12-31 Leading the Campaign provides an overview of campaigns in higher education It emphasizes the leadership role of college and university presidents but also provides important insights on the role of volunteers and fundraising professionals It provides lessons and examples that are relevant to all types of nonprofit organizations The campaign has endured over more than a century as a principal strategy for advancing colleges and universities It is an

approach to fundraising that is rooted in fundamentals of human nature and values and its central principles have proven to be effective under a variety of circumstances This book focuses on those central principles and how they are being applied in today's changing environment The second edition has been revised and updated from the first edition published in 2010 to provide current data and examples The book has been expanded to include discussion of emerging trends in campaigns including the increased importance of social media and online giving It includes numerous examples drawn from various types of colleges and universities and history making campaigns

The President and Fund Raising James L. Fisher, Gary H. Quehl, **Fundraising for Presidents** James Langley, 2012-10 An effective president does so much more than raise funds and shake hands Your institution's president is uniquely positioned to scan the horizon and help develop and communicate a vision of the future to prospective donors In this book Jim Langley president and founder of Langley Innovations and past vice president for advancement at Georgetown University contends that the president's primary role in fundraising is not to ask for money but to create the conditions that attract significant philanthropic investments This book will offer a forward thinking look at How the president can take a lead role in defining the case for support and identifying inspiring projects defined by specific objectives rather than categories of institutional need How the president can define for donors the difference a philanthropic dollar makes in achieving key objectives The respective roles and responsibilities of the president the vice president for advancement and the board chair The president's specific role in donor stewardship campaigns piloting new models for fundraising volunteer management and asking How to onboard a new president in ways that strengthen rather than stall the work of fundraising This is a treasure trove of great advice forward thinking reflections and tough but much needed questions Jim Langley is a thought leader who understands not just the history of philanthropy and advancement but shines a light on where universities need to begin altering practices to thrive in this era of competing philanthropic interests Matthew T Lambert Vice President for University Advancement William Mary *Perspectives on Fund Raising* J. Bradford Hodson, Bruce W. Speck, 2010-03-22 How do university leaders know if their institution's efforts to raise private gifts are effective With so many presidents provosts and deans having very little hands on experience in fundraising this is often a difficult question to answer What is not difficult is to see that the need for private gifts will only continue to escalate particularly at public universities that have seen state investment in high education deteriorate Fundraising topics covered in this volume include The growing role of private giving in financing the modern university The Foundation Institution Partnership The Role of Institutionally Related Foundations in Public Higher Education The Challenge of Funding Fundraising Leading the Way The Role of Presidents and Academic Deans in Fundraising Determining the Success of Fundraising Programs Integrating Development Alumni Relations and Marketing for Fundraising Success Balancing Fundraising in Academic Programs and Intercollegiate Athletics Prospect Development Systems Empowering Artful Fundraising Recruiting Training and Retaining High Performance Development Teams This is the 149th issue of the

Jossey Bass higher education quarterly report series New Directions for Higher Education Addressed to presidents vice presidents deans and other higher education decision makers on all kinds of campuses New Directions for Higher Education provides timely information and authoritative advice about major issues and administrative problems confronting every institution The Role of John Huang and the Riady Family in Political Fundraising United States. Congress. House. Committee on Government Reform, 2001 *Fund-Raising for Presidential Candidates* Barbara Martina Linde, 2019-12-15 Have you ever wondered why presidential candidates need money for their campaigns How do they get the funds they need to succeed in politics This book focuses on how and where presidential candidates obtain the money to help them run for the country s highest office Readers will learn about the history of campaign fund raising and discover how candidates in different time periods approached it They ll also learn about historical events including a recent Supreme Court decision that changed the nature of fund raising Timelines graphic organizers and colorful photographs help students visualize the concepts and sidebars provide additional information to enhance the main narrative *Fundraiser in Chief* Brendan J. Doherty, 2023-01-24 Recent presidents have responded to the evolving rules of the campaign finance system and the competitive electoral landscape by devoting substantial amounts of their most valuable resource their time to fundraising In the follow up to his 2012 book *The Rise of the President s Permanent Campaign* Brendan Doherty argues that presidential fundraising is an underexamined tool of modern presidential leadership and should be viewed as an instrument of presidential power akin to signing statements executive orders public speeches and veto threats Presidents raise campaign cash for themselves and for their fellow party members in the hope of electoral gains that will reshuffle the governing deck in their favor but acting as fundraiser in chief sparks a host of controversies Based on an original dataset of 2 190 presidential fundraisers spanning more than four decades of presidents from Carter to Trump *Fundraiser in Chief* is the first book length work to analyze presidential fundraising in a systematic and comprehensive manner Doherty draws on an unprecedented amount of empirical evidence to shed light on modern presidents fundraising priorities and strategies as they seek to move the country closer to their vision of a more perfect union *Fundraiser in Chief* is a study of presidential resource allocation strategy how much of their scarce time presidents devote to fundraising for whom they do it what priorities are illuminated by their efforts how their fundraising strategies relate to the evolving campaign finance landscape under what circumstances they fundraise behind closed doors and the resulting controversies and implications for presidential leadership and the American political system Doherty offers an argument about the incentives that drive presidents to fundraise so frequently while examining the controversial implications of their extensive efforts to raise campaign cash He contends that rising campaign costs limits on contributions to candidates and political parties the inadequacy of the resources provided by the presidential public funding system the specter of Super PACs raising funds in unlimited amounts and fiercely competitive contests to control the White House Congress and governors offices across the country have all incentivized presidents to

embrace their role as fundraiser in chief *A Guide to Fundraising at Historically Black Colleges and Universities* Marybeth Gasman, Nelson Bowman III, 2012-05-23 Winner of the 2012 CASE John Grenzebach Award for Outstanding Research in Philanthropy for Educational Advancement *A Guide to Fundraising at Historically Black Colleges and Universities* is a comprehensive research based work that brings the best practices and expertise of seminal professionals to the larger Black college environment and beyond Drawing on data driven advice from interviews with successful Black college fundraisers and private sector leaders this book gives practitioners a comprehensive approach for moving away from out of date approaches to improve their institutions This practical guide includes An All Campus Approach Discussion goes beyond alumni fundraising strategies to address the blended role that faculty administrators and advancement professionals can play to achieve fundraising success Practical Recommendations End of chapter suggestions for quick reference as well as recommendations integrated throughout Best Practices and Examples Data based content to strengthen fundraisers understanding of institutional advancement and alleviate uncertainties Examples of Innovative Approaches An entire chapter outlining successful innovative fundraising and engagement programs at various institutions Extensive Appendices Useful resources related to grant procurement endowments alumni giving enrollment and retention financial aid and other helpful HBCU information Both newcomers and seasoned professionals in the HBCU fundraising arena will benefit from the compelling recommendations offered in *A Guide to Fundraising at Historically Black Colleges and Universities*

The Rise of the President's Permanent Campaign Brendan J. Doherty, 2012-08-21 While the presidency has always been a political office the distinction between campaigning and governing has become increasingly blurred in recent years Yet no one until now has documented the phenomenon of the permanent campaign and analyzed its impact on the executive office In this eye opening book Brendan Doherty provides empirical evidence of the growing focus by American presidents on electoral concerns throughout their terms in office clearly demonstrating that we can no longer assume that the time a president spends campaigning for reelection can be separated from the time he spends governing To track the evolving relationship between campaigning and governing Doherty examines the strategic choices that presidents make and what those choices reveal about presidential priorities He focuses on the rise in presidential fundraising and the targeting of key electoral states throughout a president's term in office illustrating that recent presidents have disproportionately visited those states that are important to their political prospects while largely neglecting those without electoral payoff He also shows how decisions about electoral matters previously made by party officials are now made by voter conscious operatives within the White House Doherty analyzes what these changing dynamics portend for the nature of presidential leadership contending that while such strategies can at times strengthen a president's hand they can also undermine his role as a unifying national leader heighten public cynicism and limit prospects for bipartisan compromise He further shows how trends in presidential fundraising undermine the conventional understanding of the predatory relationship between the president and his party

Drawing on new systematic evidence of presidential fundraising and travel archival research at presidential libraries and accounts by presidents and their aides Doherty musters a mountain of evidence to offer an objective comprehensive argument about the causes indicators and implications of the rise of the permanent campaign as no previous book has done an evenhanded account that seeks to disparage no individual president Concise and accessible *The Rise of the President's Permanent Campaign* engages crucially important questions about the development of the presidency as well as larger normative questions about what we want in a leader as it challenges the convention in political science that has long kept most scholarship on presidential campaigns separate from the study of the presidency itself

Investigation of Illegal Or Improper Activities in Connection with 1996 Federal Election Campaign United States. Congress. Senate. Committee on Governmental Affairs,1998 *Investigation of Political Fundraising Improprieties and Possible Violations of Law* United States. Congress. House. Committee on Government Reform and Oversight,1998

Fundraising Strategies for Community Colleges Steve Klingaman,2023-07-03 This book is a co publication with CASE Fundraising Strategies for Community Colleges is a hands on step by step guide to building a million dollar a year development office Community colleges educate nearly half the undergraduates in America yet receive as little as two percent of all gifts to higher education Private philanthropy is now essential to the mission of community colleges In order to gain a fair share community colleges can rely on this book to deploy strategies effectively used by 4 year colleges The author Steve Klingaman has raised over 40 million dollars for two year and four year colleges over a 25 year development career With its emphasis on planning the work and working the plan Fundraising Strategies for Community Colleges offers practical advice and concrete steps on how to build a strong advancement team with robust Annual Fund grants major gifts planned giving programs Topics include Strategies used at one two year college that raised 50 million over ten years 75 boxed tips on the details that matter most How to create an institutional commitment to advancement How to enhance the advancement function How to build an effective foundation board that gives How to grow the Annual Fund with sustainable repeatable gifts Secrets top universities use to close major gifts Continuous quality improvement techniques to improve results year after year Fundraising Strategies for Community Colleges is the only comprehensive development guide to focus on community college fund raising Written for development professionals college presidents board members trustees faculty leaders and other college leadership this book is an essential practical guide that fills a critical gap in the market

Comprehensive Fundraising Campaigns Michael J. Worth,2022-02-20 This book includes case studies of comprehensive campaigns at eight varied institutions of higher education In each case a campaign was part of an institutional strategy for growth and change Many of the campaigns marked a turning point in the institution's history They are not just stories about campaigns they are examples of institutional strategies for growth and change The case studies include widely varied institutions a relatively young private university campaigning to enhance its research standing a distinguished private university moving beyond near destruction

to pursue bold goals a prestigious public university aiming to sustain momentum in its third century a public university raising funds to enhance its own programs and bring economic rejuvenation to its region a public university focused on the economic mobility of its diverse students and undertaking its first campaign a unique liberal arts college turning to philanthropy to implement an innovative new financial model a distinguished historically Black college for women seeking resources to continue and increase its excellence and a community college raising funds to help address urgent economic and social priorities of the city and county that it serves Their campaign goals ranged from 40 million to 5 billion Public Relations in the Nonprofit Sector Richard D. Waters, 2014-12-05 Nonprofit organizations are managing to carry out sophisticated public relations programming that cultivates relationships with their key audiences Their public relations challenges however have routinely been understudied Budgetary and staffing restraints often limit how these organizations carry out their fundraising public awareness and activism efforts and client outreach This volume explores a range of public relations theories and topics important to the management of nonprofit organizations including crisis management communicating to strengthen engagement online and offline and recruiting and retaining volunteer and donor support

Effective Fund-raising Management Kathleen S. Kelly, 1998 First Published in 1997 Routledge is an imprint of Taylor Francis an informa company The College President and Fund Raising Effectiveness Scott R. P. Janney, 1994

Investigation of Illegal Or Improper Activities in Connection with 1996 Federal Election Campaigns, 1999

Trust, Impact, and Fundraising for Nonprofits Kenneth Phillips, 2023-03-10 Distilling decades of leadership expertise into an effective framework this is a practical guidebook for nonprofits around the globe with practical recommendations for the urgently needed steps to make this a better world Charities in the United States and NGOs globally need to overcome two glaring and persistent weaknesses in the eyes of potential donors trustworthiness and effectiveness After examining possible causes for these deficits fundraising and organizational development guru Ken Phillips guides readers through the process that leads to greater trust and respect by donors better results for beneficiaries significantly increased funding and better and bigger programs Alongside helpful worksheets he presents seven steps to make sure ethics are meaningful eight disciplines to ensure programs achieve good results and a communications approach to demonstrate responsibility and accountability all interwoven with inspiring case studies from his own international experience and other organizations stories Staff and volunteers at registered nonprofits around the world as well as any individual or group raising funds more informally will value this guide to empower organizations to win trust raise more funds and achieve greater program impact

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