

RISE

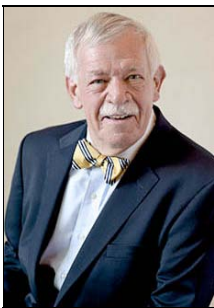
Results in Independent Schools E-newsletter
Shining a Light on Fundraising

Alexander Haas
TRANSFORMING INSTITUTIONS THAT TRANSFORM LIVES

First Things First



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www.fundraisingcounsel.com



from the coastal-desk of
David T. Shufflebarger | Senior Partner

Giving Up...Donors Down

Despite encouraging news that giving in America reached almost \$400-billion in 2016, there are signs for concern when it comes to the number of people giving.

A recent *Chronicle of Philanthropy's* analysis found only 24% of those who itemized in 2015 reported a gift. That was down from 30 to 31 percent between 2000 and 2006. Two university studies documented a similar decline among all households.

Between 2000 and 2014 the *Philanthropic Panel Study* by the *Lilly School of Philanthropy at Indiana University* showed the number of households making a gift declined from 66.2% to 55.5%.

An obvious assumption is that the Great Recession had a major impact on household giving, but the trend started before that, dropping from 67% in 2004 to 65% in 2006.

There is evidence that the recession had an impact on middle-income families. The *Chronicle* noted that among those who itemized charitable deductions on their tax returns between 2000 and 2014, the share of reported giving from families making more than \$100,000 grew from 43% to 75% meaning the share from those below \$100,000 dropped from 57% to 25%.

There is no consensus on what caused these declines...

[but there are several points worth noting:](#)

Best of the Web: Navigating the New Tax Laws

This new calendar year brings with it a number of tax policy changes that will undoubtedly impact nonprofit organizations. Nonprofit leaders

- particularly board members - seek quick information and statistics to navigate this new landscape.

A great resource for this type of information is **Independent Sector**, the only national organization that brings together nonprofits, foundations and corporations engaged in every kind of charitable endeavor.



From current updates on policy related to nonprofit organizations, to statistics dealing with volunteerism, this organization provides a one-stop site to provide you with recent data and information.

Of current interest are two resources related to the changes in the tax laws:

[2017 Final Tax Bill Summary](#)

[2017 Final Tax Bill Dashboard](#)

With the amount of data circulating on the web, it is helpful to have one location to assist you in answering your volunteer and donor questions.

[Bookmark them..](#)

***Data is useful - but only if utilized!
Are you collecting data from your donors?***

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YOU NEED TO CAPTURE INFORMATION FROM GUESTS ATTENDING YOUR FUNDRAISING EVENT. OTHERWISE, YOU HAVE NO OPPORTUNITY TO RE-ENGAGE WITH THEM.

-David King, President & CEO



Taylor Leads CASE Webcast

There is seemingly no end in sight when it comes to the IRS updating or changing rules pertaining to charitable giving and nonprofit management.

Alexander Haas Partner **John Taylor** and **Brian Flahaven**, Senior Director of Advocacy for **CASE**, hosted a CASE webinar on February 28. **Legislative and IRS Update 2018** examined the upcoming changes regarding rules for charitable giving and nonprofit management.

During the one-hour-plus online event, the pair also delved into the myriad of IRS regulations and restrictions regarding quid pro quos, donor-advised fund and family foundations, donor control, scholarships, non-gifts, and fundraising events.

Did you miss it? You can watch this seminar any time on your computer when you purchase a recording of the event, available through the CASE Store.

[Go here for information...](#)



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Our Transforming *Fundraising Services*

You're just a jump away from learning about all the fundraising aids Alexander Haas has in its vault of Transforming Services.

[*Jump!*](#)

Transforming Institutions

For more than 30 years, Alexander Haas has been a fixture in the nonprofit community. We are honored to have worked with some of the largest, and some of the smallest, independent schools that help transform our nations adolescents into our next leaders.

[Take a look at our past and present *Independent School Client Partners.*](#)



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