

# Sample Capital Campaign Timeline

## PLANNING

## QUIET PHASE

## KICK-OFF

## PUBLIC PHASE

## FOLLOW-UP

### Planning: 6-8 Months

- Set objectives and goals
- Begin prospect research and outreach
- Secure board buy-in
- Engage in initial solicitations
- Recruit your team
- Choose a consultant

### Feasibility Study

Determine the feasibility of your campaign and interview key stakeholders

### Ongoing Major Gift Solicitation: 6-24 Months

- Continue prospect research
- Solicit major contributions
- Refine goals and strategies
- Thank and steward all existing donors

### Public Gift Solicitation 1-2 Years

- Kick off your public campaign
- Solicit mid-range and smaller gifts
- Focus on marketing and promotion

### Celebrate your success!

- Thank donors
- Create recognition displays
- Share final announcements and reports

Donorly

# Sample Capital Campaign Plans

**Michael Hoelscher**



## **Sample Capital Campaign Plans:**

*Capital Campaigns* Andrea Kihlstedt, 2016-09-06 *Capital Campaigns Strategies That Work* Fourth Edition serves as an essential guide for capital campaigns of all sizes and configurations from small start ups to colleges and universities Ideal for novices and experienced professionals alike this practical hands on guide is now a standard reference in the field Since the publication of the last edition the field of fundraising has undergone a major sea change thanks to widespread use of the internet as a tool for raising capital This thoroughly revised fourth edition has been updated in every chapter to reflect the current ways of communicating and raising money in this digital era It offers a new chapter on social media and crowd sourced fundraising in capital campaigns as well as a new chapter on getting your board of directors campaign ready

**Capital Campaigns** Andrea Kihlstedt, 2017 This essential guide for capital campaigns of all sizes and configurations from small start ups to colleges and universities is ideal for novices and experienced professionals alike Since the publication of the last edition the field of fundraising has undergone a major sea change thanks to widespread use of the internet as a tool for raising capital This thoroughly revised fourth edition has been updated in every chapter to reflect the current ways of communicating and raising money in this digital era It offers a new chapter on social media and crowd sourced fundraising in capital campaigns as well as a new chapter on getting your board of directors campaign ready Key Features Provides clear step by step instructions for launching and managing a capital campaign Loaded with examples of real life capital campaigns to help the reader understand the real world application of strategies Offers many charts check lists timetables budgets and worksheets provide formats and samples that the reader can use or adapt for her campaign

**Capital Campaigns** Andrea Kihlstedt, 2010 CD ROM contains resources charts graphs and checklists and campaign samples

**Capital Campaigns: Strategies that Work**, *Conducting a Successful Capital Campaign* Kent E. Dove, 2000 *Conducting a Successful Capital Campaign* has been the definitive resource on capital campaigns for a decade Now comes the new edition of this highly acclaimed guide in expanded handbook format Like the first edition this one of a kind resource presents an authoritative systematic guide to every aspect of a capital campaign

**A Fundraising Guide for Nonprofit Board Members** Julia I. Walker, 2012-01-31 Everything you need to know as a nonprofit board member to raise more money and help your organization succeed in meeting its goals Engaging and informative this practical guide to fundraising contains valuable insights that nonprofit boards need to succeed in raising money in today's dynamic economic environment While written expressly for board members this useful handbook also provides advice to executive directors and advancement staff on how to partner with your board to build an unstoppable fundraising team *A Fundraising Guide for Nonprofit Board Members* shows you how to raise more money by building board leadership and skills in fundraising This book covers it all the board's leadership role in fundraising how to organize and train your board to raise funds building a team with board and staff raising funds for operations major gifts and capital campaigns how to ask for gifts plus a guide for conducting a board retreat

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habitats developing sustainable practices that support the environment and providing green spaces where our increasingly stressed and urbanized citizens can reconnect with the natural world It is critically important that such institutions have trained knowledgeable staff members Because of its comprehensive examination of public gardens **Public Garden Management** is the ideal guide for staff members at public gardens anyone considering a career in public gardens groups starting a botanical garden or arboretum and students discovering how these complex institutions work **Public Garden Management** is an all in one professional reference and textbook that clearly shows how to develop establish manage and maintain a sustainable both economically and environmentally public garden Offering practical coverage of relevant topics along with useful tools for reinforcing study this insightful and forward thinking guide is Copublished by the American Public Gardens Association Written by a panel of leading experts in the field Filled with dozens of case studies that are real world illustrations of the principles explored in the text Illustrated throughout with line drawings figures and photographs that assist in conveying critical information Students and professionals will benefit greatly from the management principles outlined in this book helping them establish and maintain new and existing public gardens that engage inspire and connect with their communities

**Fundraising Basics: A Complete Guide** Barbara L. Ciconte, Jeanne Jacob, 2008-12-18 As nonprofit organizations face heightened scrutiny by the general public donors regulators and members of Congress the Third Edition of the essential book on the basics of fundraising provides new up to date and valuable information that every fundraiser needs to know With ethics and accountability being the primary theme of the third edition this practical guide will continue to provide an overview of the field and give development staff managers and directors a platform from which to operate their fundraising programs The new expanded edition also provides much needed information on developing a case for support giving trends donor motivations planning setting up a development operation impact of new technologies on fundraising return on investment estimates workflow timetables and the importance of the Internet This primer remains a must have for anyone new staff or volunteer to the fundraising field those wishing to expand their fundraising knowledge those working in supporting foundations or those contemplating taking the CFRE exam New to the Third Edition Thoroughly updated chapters including new information on email and online fundraising Development related policies and procedures and position descriptions A new chapter on Fundraising with Chapters or Affiliates New case studies samples and tools Updated references and citations Updated glossary Click on Additional Resources to View Sample Chapters 2009 602 pages

**The Nonprofit Manager's Resource Directory** Ronald A. Landskroner, 2002-04-30 A newly revised and updated edition of the ultimate resource for nonprofit managers If you re a nonprofit manager you probably spend a good deal of your time tracking down hard to find answers to complicated questions The Nonprofit Manager's Resource Directory Second Edition provides instant answers to all your questions concerning nonprofit oriented product and service providers Internet sites funding sources publications support and advocacy groups and much more If you need help finding volunteers

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**Beyond Fundraising** Wayne B. Clark, 2007 Meet Jesus is a picture book that introduces young children ages 4-8 to Jesus and his lessons of love kindness forgiveness and peace Meet Jesus emphasizes the humanity rather than the divinity of Jesus giving the story broad appeal for liberal or progressive Christians and non Christians alike The text includes Bible references with corresponding Bible passages in the back of the book

*The Fundraising Feasibility Study* Martin L. Novom, 2007-06-15 The Fundraising Feasibility Study It's Not About the Money This in depth and accessible collection of essays by fundraising experts goes a long way in demystifying the capital campaign feasibility study It is a must read for administrators and trustees of any charitable organization considering embarking on a capital campaign John Bloom Director Advisory Services RSF Innovations in Social Finance At last a book that tells all about a pre campaign development planning study aka feasibility study From the role of the organization and its board to the role of the consultant and development staff this book documents how readiness is the path to success If you've always wondered how conclusions are drawn findings explained and recommendations developed read this book It's all here James M Greenfield ACFRE FHP author Fund Raising Evaluating and Managing the Fund Development Process and Fundraising Fundamentals and editor The Nonprofit Handbook Fund Raising Third Edition The Fundraising Feasibility Study provides fundamental information on one of the most important if little understood elements of successful fundraising Written by a cadre of the most experienced and knowledgeable professionals in the field it offers insights and useful information that will be valuable to practitioners and scholars alike James P Gelatt PhD Professor Graduate School of Management Technology University of Maryland University College

**Hank Rosso's Achieving Excellence in Fund Raising** Eugene R. Tempel, 2010-08-31 This thoroughly revised and updated edition of the classic book in the field provides a conceptual foundation for the fund raising profession Hank Rosso's Achieving Excellence in Fund Raising examines the profession's principles strategies and methods and is filled with

practical examples Guided by the enduring philosophy of fund raising master Henry A Rosso contributors explain the reasoning behind the planning and selection of strategies for all fund raising activities including building your case for support approaching donors managing campaigns and demonstrating stewardship Read a Charity Channel review <http://charitychannel.com/publish/templates/a293z25>

The Successful Capital Campaign H. Gerald Quigg, 1986 A collection of 22 chapters on capital campaigns is presented to provide resource for both veterans and newcomers technical information for fund raising professionals and key volunteers and a record of all aspects of current thinking on the capital campaign Chapter titles and authors are as follows What Is a Capital Campaign in Today's World H Gerald Quigg What Are the Values and Purposes of a Capital Campaign Edward G Coll Jr The Long Range Planning Process William L Pickett Before the Campaign Begins An Internal Audit D Chris Withers Fund Raising Consultants H Sargent Whittier Jr Testing the Market The Feasibility Study Richard Page Allen Prospect Research Jan L Grieff Prospect Screening and Evaluation Ann W Caldwell The Role of the Board of Trustees Henry D Sharpe Jr The President's Role in a Capital Campaign Edward T Foote II Organizing Yourself for Major Gift Success William F Dailey The Campaign Case Statement Richard D Chamberlain The Campaign Plan W Moffett Kendrick Capital Campaign Organization Richard F Seaman The Campaign Budget Robert B Rasmussen Setting the Campaign Goal Nelson C Lees The Campaign Calendar F Mark Whittaker Campaign Mechanics Scott G Nichols Solicitation Methods and Training Sara L Patton Public Relations Support for the Capital Campaign Donald R Perkins The Public University Perspective Royster C Hedgepeth and a conclusion Paul J Franz Jr SW

The Ask Laura Fredricks, 2006-02-17 The Ask is a complete resource for teaching anyone experienced in fundraising or not how to ask individuals in person for a contribution to for a local nonprofit or a special event or community project an enhanced annual gift a major or planned gift or a challenging capital campaign gift Written by fundraising expert Laura Fredricks The Ask shows what it takes to prepare yourself and others to make an effective ask and includes over one hundred sample dialogues you can use and adapt Step by step the book reveals how to listen what to say and how to follow up on each and every ask until you receive a solid and definitive answer In addition The Ask covers such topics as how to Examine your views on money before making an ask Learn the ins and outs of asking for money Work with others to make an ask Determine if you should or should not ask a friend colleague or peer for money Figure out how many asks you can do given your time constraints Deal effectively with all the responses you will get to an ask

Performing Arts Management Jessica Rae Bathurst, Tobie S. Stein, 2010-02-23 Do you know what it takes to manage a performing arts organization today In this comprehensive volume more than 100 managers of top nonprofit and commercial venues share their winning strategies Financial management building a funding base labor relations much more Explores the realities of running a performing arts organization today From theater to classical music from opera to dance every type of organization is included with information on how each one is structured key managerial figures its best practices for financial management how it handles labor relations and more

Kennedy Center the Brooklyn Academy of Music Lincoln Center the Mark Morris Dance Company the New Victory Theater the Roundabout Theater the Guthrie Theater Steppenwolf Theater Company and many other top groups are represented

Learn to manage a performing arts group successfully in today's rapidly changing cultural environment with *Performing Arts Management: Nonprofit Essentials* Linda Lysakowski, ACFRE, 2005-09-01 Praise for Recruiting and Training Fundraising Volunteers Linda Lysakowski brings into focus the realities of enlisting volunteers to ensure success in a campaign She clearly outlines logical steps that lead to inspiring passion in the volunteer who is so essential to reaching a goal I wish such a comprehensive treatise had been available to me forty years ago Milton Murray Director Emeritus Philanthropic Service for Institutions Adventist World Headquarters Silver Spring Maryland It was a pleasure to read Ms Lysakowski's book which outlines the roles of volunteers in the art of fundraising Linda has woven the guidance of the great masters of philanthropy and volunteer management partnered with her extensive life experience This is a must have resource for development officers and nonprofit leadership essential for both volunteers and management I especially liked the In the Real World examples of concepts in action that could be implemented locally Ann H Moffitt CFRE Vice President of Community Development Keystone Human Services and CEO Keystone Partnership Harrisburg Pennsylvania Research and practice tell us that organizations that engage volunteers in fundraising have more sustained success even in tough times This book is a substantive contribution to the literature of volunteer fundraisers and it reminds us of the honorable role of volunteers in fundraising even in this time of the growing professionalization of staff fundraising Timothy L Seiler PhD CFRE Director Public Service and The Fund Raising School Center on Philanthropy at Indiana University Indianapolis Indiana Human Capital Anu K. Mittal, 2008-10 With a workforce of about 35 000 the U S Army Corps of Engineers provides engineering services for civil works and military programs in the U S and overseas Recently the Corps focus has shifted to also support contingency operations such as responding to natural disasters To meet its mission and emerging priorities the Corps must have effective human capital planning processes to ensure that it can maintain its workforce This report examines the 1 extent to which the Corps has aligned its human capital plan with its strategic plan 2 extent to which the Corps has the information necessary to identify and meet current and future workforce needs and 3 challenges the Corps faces in meeting its workforce needs Includes recomm III

**Strategic Planning for Public Relations** Ronald D. Smith, 2013-01-04 This innovative and popular text provides a clear pathway to developing public relations campaigns and other types of strategic communication Implementing the pragmatic in depth approach of the previous editions author Ronald D Smith presents a step by step unfolding of the strategic campaign process used in public relations practice Drawing from his experience in professional practice and in the classroom Smith walks readers through the critical steps for the formative research strategic and tactical planning and plan evaluation phases of the process Offering clear explanations relevant examples and practical exercises this text identifies and discusses the decision points and options in the development of a communication program



The cases and examples included here explore classic real world public relations situations as well as current timely events This fourth edition highlights the results of new research studies on opinions and practices within the discipline and adds overviews of several award winning public relations campaigns As a classroom text or a resource for professional practice this volume provides a model that can be adapted to fit specific circumstances and used to improve effectiveness and creativity in communication planning It serves as an accessible and understandable guide to field tested procedures offering practical insights that apply to public relations campaigns and case studies coursework

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