



DSAIA Conference 2021

Session: Board Training Workshop - Responsibilities & Performance -For Board & Staff Members

Speaker: Jane Page-Steiner

3# Case Study Worksheet – The Board and fundraising

The Executive Director of the local DS Association is frustrated that members of the board are not more involved in fundraising. Last year they completed a new strategic plan that includes new programs but new revenues will need to be raised to support the growth in programs. Their annual walk continues to be great success but does not raise enough money to support the new plans. Currently the ED leads all the fundraising efforts. In a recent report she share that 80% of the board gave some money to the walk. And less 20% of the board give to annual appeal at the end of the year. How will they raise more money to support the plan?

Follow Up Questions for Your Team

1. What are issues?
2. What other information may be needed to address the issues?
3. What should the board do to address the issues?
4. What are they going to do differently in the future to ensure this doesn't happen again?