

Is It Time To Hire A Director


Lance Swanson
Foundation Director
South Sioux City Schools

lance.swanson@ssccards.org

Matt Fisher
Public Finance Director
First National Capital Markets

mfisher@fnni.com

Struggles of Operating Without A Director

- Keeping the Board Organized and Energized
 - Completing Necessary Paperwork
 - Recognizing Needs and Finding Ways to Meet Them
 - Being Able to Accomodate Donors
 - Moving the Foundation and School Forward
- 

Your foundation might be ready to hire a director when:

- Your board members are engaged in fundraising in multiple ways
- The entire organization is committed to building a solid donor base
- Funding for the position is available on a multi-year basis
- There is real interest within the organization to adopt multiple fundraising strategies
- Your programs are stable enough that the staffing model lends itself to having additional staff positions assist in fundraising

Obstacles to Overcome

- Can We Convince the School That A Director Is Needed
- How Do We Pay For A Director
- Where Do We Find Someone to Fill the Position
- How Do We Grow and Evaluate A Director

How Do We Sell The School On The Idea?

- Benefits to Students
- Opportunities to Do More
- Return on Investment



GIPS Foundation Story

\$229,402

average annual
income 2001-2003

Foundation
Director

\$28,711,233

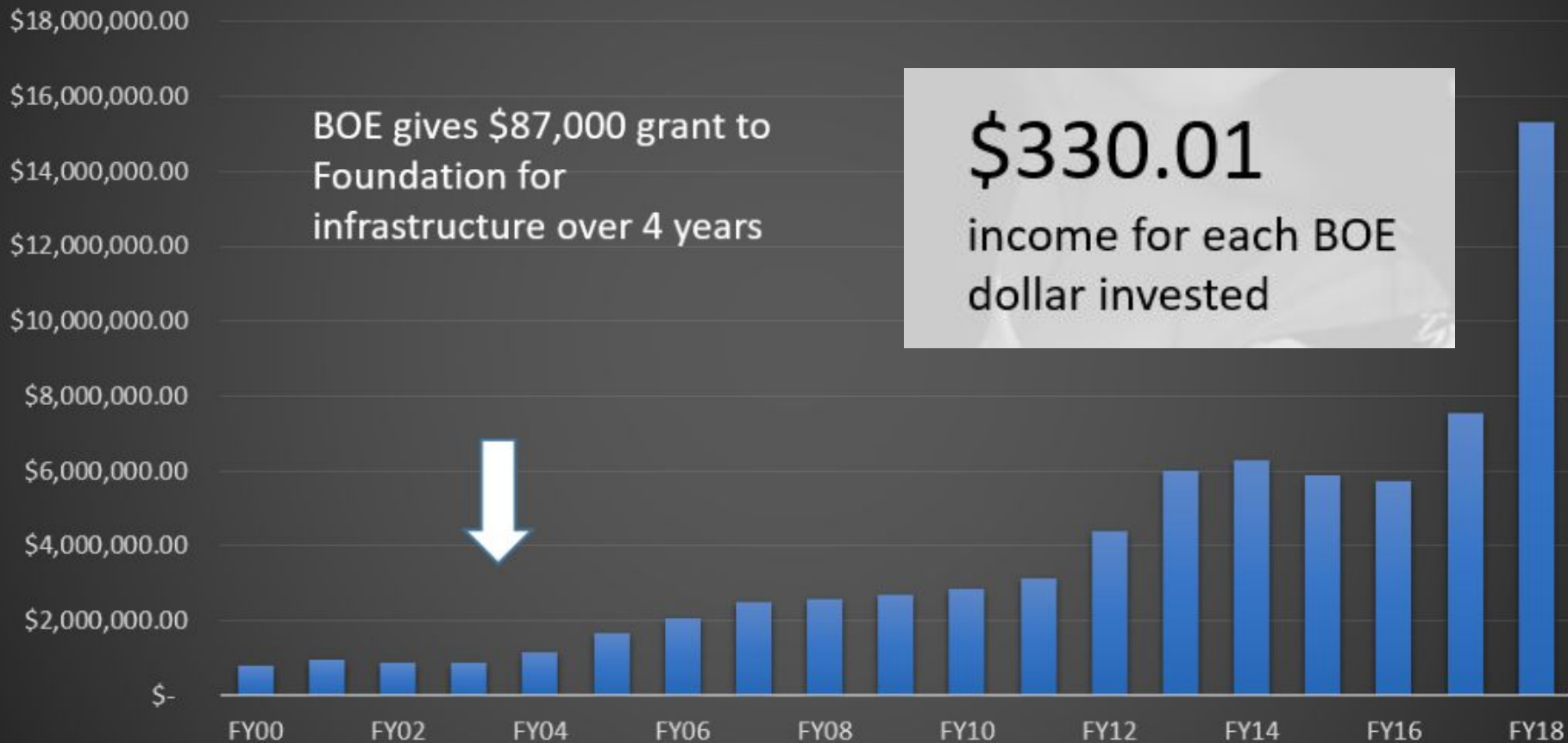
income since 2003 an
average of \$1,300,878
annually

GIPS Foundation Assets

BOE gives \$87,000 grant to Foundation for infrastructure over 4 years

\$330.01

income for each BOE dollar invested



Return on Investment

\$11,751,764

invested in students
since 2004 an average of
\$783,450 annually

\$495,849

invested in
students 2001-2003
an average of
\$165,283 annually

\$135.08

spent on students
for each BOE dollar
invested

How Do We Pay For A Director?


- Partnership with the School District
- Fees
- Paid Programs



Where Do We Find A Director?

- Look Within Your Circle
- Other Non Profits
- Be Open to Opportunity from Anywhere

How Do We Grow And Evaluate A Director

- Formal Coursework
 - National Workshops
 - Networking With Other Directors
 - Involvement With NAPSF
- 



Questions and Discussion