

SAY San Diego Board of Directors “Give and Get” Policy

This policy fosters a culture of shared responsibility and engagement among the members of our SAY San Diego Board of Directors.

As is nonprofit Board best practices, SAY has a “Give or Get” Board support opportunity campaign for our Board Members. A “Give or Get” Board support opportunity campaign is defined as a program whereby a Board member can provide a direct donation of \$2,500 to SAY San Diego or get \$5,000 for SAY San Diego.

Board Members Can Choose From A, B or C:

- A. Give: Support SAY San Diego by making a financial gift of at least \$2,500 each fiscal year.
- B. Get: Support SAY San Diego by acquiring services or items from the below menu; the value of which equates to at least \$5,000 each fiscal year

Get Menu and Imbued Values of Items and Services:

- Host an event for over 20 people for SAY San Diego. Value: \$5,000
 - Example: A Board member opens her home to host an event for SAY San Diego. That Board member will be credited \$5,000 for the year the event happens.
- Acquire auction items, prize drawings, and restaurant/vendor donations
 - Value: dollar for dollar of what the items are sold for
 - Example: A Board member acquires an auction item that ultimately sold for \$100. That Board member will be credited for \$100 for the year the item sold.
- Referrals to potential individual donors and corporate sponsors
 - Value: dollar for dollar within 2 years of the referral
 - Example: A Board member makes an introduction to a relationship that results in a \$1000 donation/corporate sponsorship within 2 years of the introduction. That Board member will be credited \$1000 for the year that the donation happened. Donations that occur after 2 years would not qualify. It will be on the Board members to track if the donations happen within 2 years of the introduction.

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- Invite a SAY San Diego leadership member to an event with many potential donors
 - Value: dollar for dollar within 2 years of the referral
 - Example: A Board member invites a leadership member to a gala. The leadership member meets a prospective donor who donates \$1000 within 2 years of the meeting. That Board member will be credited with \$1000 for the year that the event happened. It will be on the Board members to track if the donations happen within 2 years of the introduction.
 - Board member lands media coverage for SAY San Diego, eg op-ed piece, news coverage, etc.
 - Value: \$500
 - Example: A Board member uses her connections to get TV coverage for Play For SAY. That Board member will be credited with \$500 for the year that the event happened.
- C. Hybrid: Support SAY San Diego through a combination of A & B.
- A Board member who is utilizing option B and is short of the \$5,000 goal at the conclusion of the year can meet their full obligation via a direct contribution.
 - Example: A Board member utilizing the “Get” option B is short by \$1000 by the end of the year. That Board member can make a direct contribution of \$500 to meet his full obligations. · \$1 from A = \$2 from B

Bonus

For the first Board member to raise double the required amount of either A or B, the CEO will treat that Board member and a guest to a REALLY nice dinner!

Board Member Acknowledgment:

By signing below, I acknowledge and agree to the SAY San Diego Give and Get Policy, understanding my role as a Board member, and the mutual benefits that come from my active participation.

· Board Member Name: _____

· Signature: _____

· Date: _____