

# Working with County Foundations for Local Fundraising Efforts

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# About the Iowa 4-H Foundation

- 501(c)3 / University Affiliate
- “Funding Opportunities for Iowa’s Youth through 4-H”
  - Scholarships & Financial Aid
  - Recognition Opportunities for 4-H’ers
  - Financial support of State, regional and county 4-H Programs
  - Alumni Engagement
  - Support for local 4-H fundraising efforts

# Raising Money for Local 4-H Programs

- Sponsorships
  - Trophies, other events
- Annual needs
  - Scholarships, financial aid, trips, etc.
- Long term growth
  - Investment and capacity

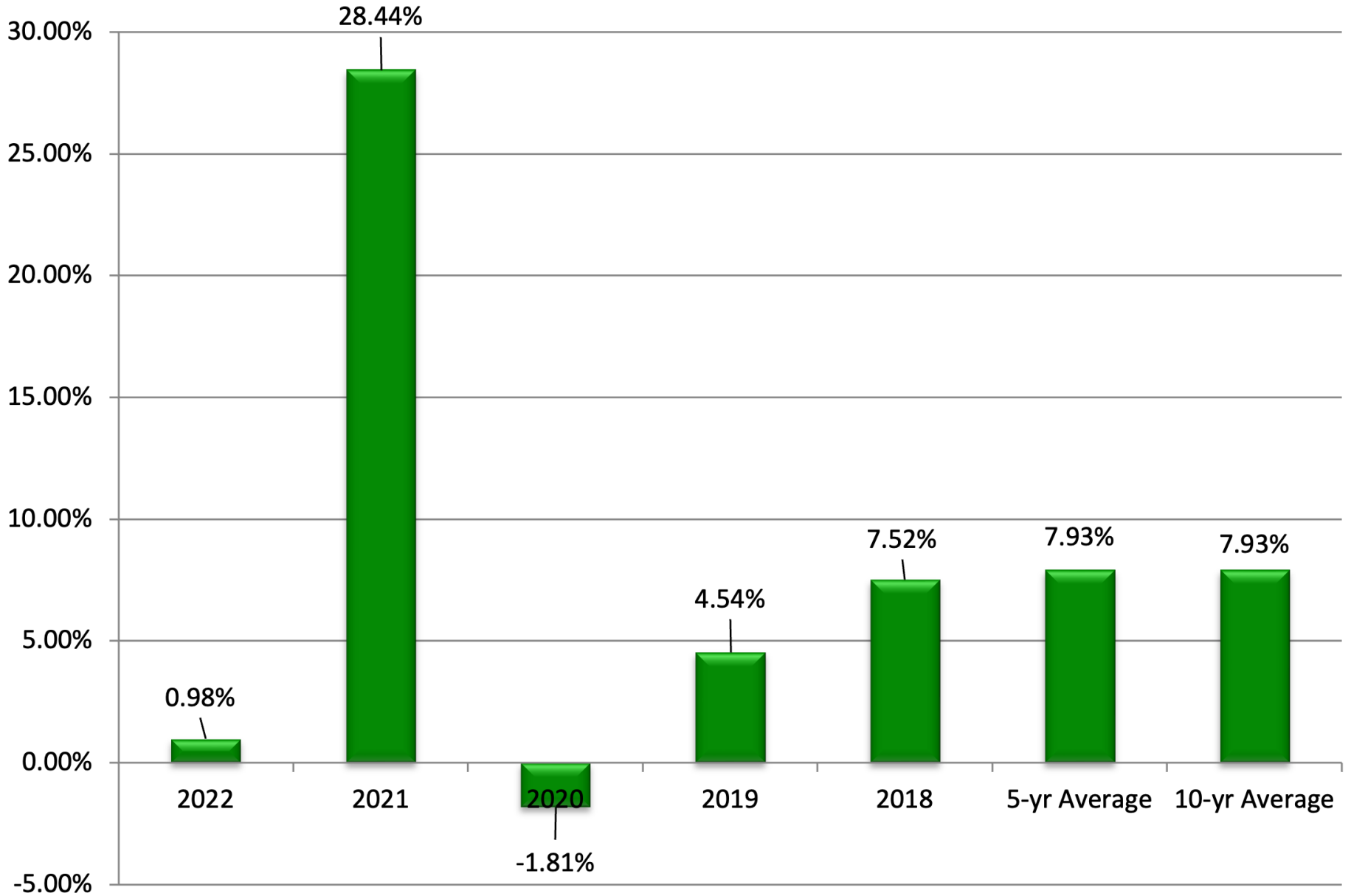
# What's the Difference???

	Endowment Fund Through 4-H Foundation	County Foundation	County Extension Office
Gifts are Tax Deductible to Donor	✓	✓	✓
Has 501(c)3	*Utilizes Iowa 4-H Foundation's designation	✓	
Independently must Submit 990 Tax Form	**Submitted on county's behalf by the Iowa 4-H Foundation	✓	
Independently must Submit Sec of State Filing	**Submitted on county's behalf by the Iowa 4-H Foundation	✓	
May hold a bank account		✓	✓
Has access to "the Clover"	Through the Iowa 4-H Foundation	Granted use from the Extension Council	✓

# Endowment Overview

- Fiscal Agent for counties holding funds
- 87 counties hold funds
- Funds pooled with Board of Regents
- Quarterly Withdrawals, Deposits & Reports

# Endowment Rate of Return




# Benefits of an Endowment

- Short & Long Term funding strategy
- Access to 501(c)3 designation
- Fundraising Support
  - Online Giving/Day of Giving
  - Marketing
- Administrative Support
  - Gift recognition/donor tracking
  - Necessary audit & tax filings

# Resources: Online Giving

Home » County Donation Pages » [Donate Now: Monroe County](#)

## Donate Now: Monroe County



**Monroe County 4-H**

**Donation**

**Designation**

I would like to support:

**Recurring Gifts: Impact the 4-H Program Throughout the Year!**

Make this a recurring gift

**Billing Address**

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## IOWA 4-H GIVING DAY

**DONATE TO IOWA 4-H**

### Outcomes & Results

<b>\$78,685</b> Raised	<b>431</b> Donors	<b>54</b> Programs
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# Information available at: www.iowa4hfoundation.org

The screenshot shows the homepage of the Iowa 4-H Foundation. At the top, there is a navigation bar with the logo on the left, the text "Funding Opportunities for Iowa's Youth Through 4-H" in the center, and a "Donate Today!" button on the right. Below this is a secondary navigation bar with links for Home, Iowa 4-H, Funding for 4-H'ers, Ways to Give, Recognizing Service, and Alumni. A large banner image features a girl climbing a wooden wall with the text "Help 4-H'ers go the distance! Support 4-H all year long! Become a monthly supporter. Make a Monthly Gift". Below the banner are sections for "Events" and "News". A large green arrow points from the "County Endowment Login" link in the "Resources" section at the bottom to the right-hand screenshot.

This screenshot shows the "County Endowment Login" page. It features a navigation bar similar to the homepage. The main content area has a "Please Sign In" form with fields for "Username" (containing "County") and "Password" (containing "3ndowment1"), and a "Sign In" button. A sidebar on the left lists various site sections like "Foundation History" and "Staff Directory".

This screenshot shows the "County Endowment Login" page with the login form filled out. Below the form, there is a section titled "ENDOWMENT AGREEMENT CHANGES: PLEASE READ!" which contains text explaining the changes to the endowment funds and providing contact information for Emily Saverad, Executive Director. A "Welcome, County!" message is displayed above the agreement text.

# How Does the Process Work?

- County establishes endowment fund
  - Type of Fund
  - Purpose of funds
  - Committee to oversee
    - Extension Council Rep
    - 4-H Staff
- Solicit funds locally
  - Submit to Foundation using Deposit form
- Withdraw to support programs
  - Quarterly withdrawals

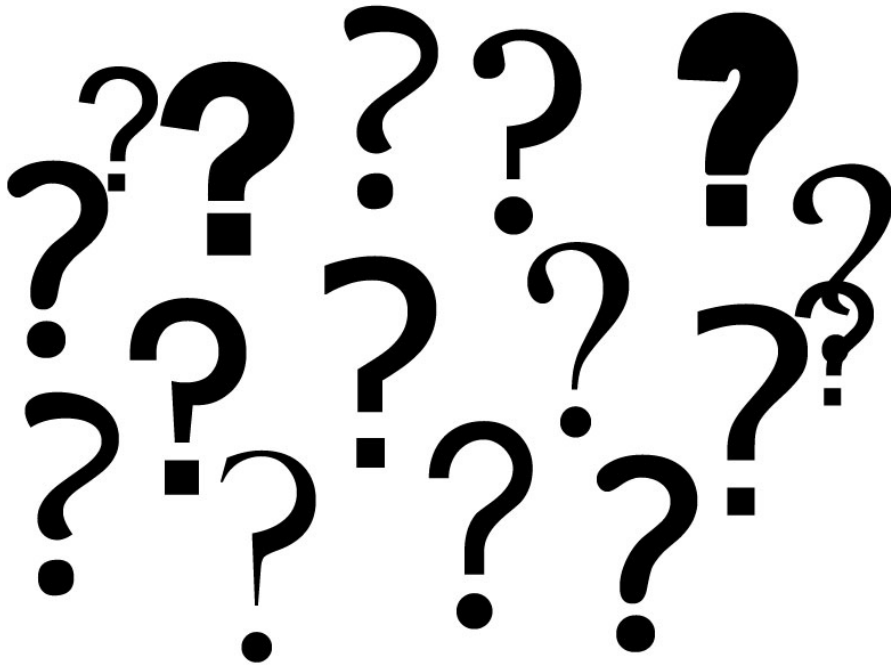
# Donor Best Practices

- Acknowledge Contribution
  - Tax receipt vs. stewardship
- Ensure donor intent is followed
- Showcase impact of giving

# Food for Thought

- What are our goals for our endowment?
  - Fund growth?
  - Annual support for 4-H'ers (scholarships, financial aid etc)?
  - Program growth support?
- What do we need to reach our goal?
  - Annual funding need
  - Annual endowment income (investments or fundraising or both!)
- How does the work we do support the 4-H Program?
  - What does the 4-H Program need from us?
- How do we plan for both today and the future?

# Questions?



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