



Why Is There a Fee for GetOnBoard?

For **GetOnBoard**, the Community Foundation's donors subsidize most of the cost. In designing **GetOnBoard**, we debated whether to charge a fee. After much thought and deliberation, we agreed on these key points:

- This program should be accessible to a wide range of emerging community leaders, some of whom might be put off by a fee, no matter what the size
- People who pay for a service tend to value it
- For far too long, and to their detriment, too many nonprofits have underplayed the board's role in fundraising
- Since **GetOnBoard** prepares people to be on a nonprofit board, we have an obligation to establish a giving pattern and be clear about money expectations.

We decided to charge a modest participant fee, which covers a small portion of overhead costs (training materials, training videos, meeting refreshments). If a **GetOnBoard** participant needs a scholarship, just tell your **GetOnBoard** Coach, and they will arrange for it.

What Does It Cost to Serve On a Nonprofit Board?

Once you get on a nonprofit committee or board, here are the expectations:

- Most nonprofits **hope** that nonprofit **committee** members donate annually.
- It is **EXPECTED** that nonprofit **board** members donate annually during their term as board members; and **hoped** that they continue to donate annually, even after their board service is completed.

This is summarized by 3W's & The 3G's:

1. **Work, Wisdom & Wealth:** Nonprofit board members are expected to willingly volunteer time and access to professional networks; weigh in on topics in a knowledgeable, experienced manner that exhibits good judgment; & donate personal &/or business financial support.
2. **Give, Get, Or Get Off:** Nonprofit board members are expected to donate an annual financial gift, as well as pay for tickets to the nonprofits' fundraising and special events. "Give/Get" requirements for board members—to either contribute a set amount or secure that level of funding from friends—are quite common. In Chester County, the annual amount typically ranges from \$1,000 to \$15,000, depending on the size of the organization.

Board members clarify expectations each year in the budgeting process, as the board sets a target goal for overall board member donations (give and get).

As has been the case for centuries, the needs that nonprofits are called to meet far outweigh the resources. Board leadership in the fundraising area is crucial to the success of a nonprofit. Staff members and consultants cannot fundraise alone; fundraising requires a full team effort.

The good news is that there are many varied fundraising roles, and **GetOnBoard** trainings cover them. You can discuss the various roles with your **GetOnBoard** Coach and determine what suits you best. Whether Ambassador, Lookout, Researcher, Cultivator, Suggestor/Asker or Steward, each board member has a duty to ensure adequate nonprofit resources.