

Board of Trustees Individual Development Plan

UU Rowe Camp and Conference Center's current development budget of \$222,000.00 of which the board has committed to raising \$50,000, consists of contributions from individuals, foundations, and corporations. In order to maintain a successful development program, all board members are expected to make their own personal gift and to participate in activities to raise money from individual donors. This plan has been developed as a tool to support that effort.

Each board member is expected to participate in the development plan through holding a portfolio, sharing leadership for implementation of the development plan, and participating in two of the three major fundraising campaigns. Board members will pair up in partnerships to provide mutual support.

Please complete this as your development plan for this year, by confirming your personal gift, choosing the fundraising activities you will participate in, and setting goals in those areas.

- **Make a personal donation** - Board members of UU Rowe Camp and Conference Center are each expected to make an annual financial contribution. There is no minimum amount, and we ask that you consider an amount that represents a significant gift to you. To make this gift, consider pledging an amount early in the year and making pledge payments over the course of the year.

My personal donation for the year is : _____

I would like it to go to the following projects:

General Operations	\$ _____
Woodside Campership Campaign	\$ _____
Annual Capital Campaign	\$ _____
Other _____	\$ _____
Total	\$ _____

I will pay my pledge:

_____ at one time by (date) _____
_____ in quarterly payments
_____ in 12 monthly payments

- **Major Donor Development** – Board members are asked to hold a portfolio of at least 12 major donors or major donor prospects. The purpose of the portfolio is to act as the representative of UU Rowe Camp and Conference Center in developing and maintaining a relationship with each of the donors in your portfolio. This includes keeping them informed of what is going on, sending cards for birthdays, anniversaries, and holidays, meeting them in person, requesting a donation from them, sending them a personal thank you letter for donations received.

I will be a representative for Rowe for a portfolio of _____ # of donors
(minimum 12)

- **Shared leadership** – Board members are asked to share the responsibilities of leadership for the development plan.

I am willing to (check one or more) :

- Be a Co-Chair for the Development Committee
- Coordinate the Fall/Winter Annual Capital Campaign
- Coordinate the Spring Woodside Campership Campaign
- Coordinate a Summer Membership Drive
- Coordinate a special event to benefit the _____ Fund
- Sponsor a house party at my home
- Be a member of the development committee

- **Major Development Campaigns** – Each board member is asked to participate in two of the three major campaigns.

I will participate in the following campaign(s):

- Campaign 1 Fall/winter Capital Campaign
- Campaign 2 Spring Woodside Campaign
- Campaign 3 Summer Membership Campaign

I will do this by:

- making 20 phone solicitation calls including relevant paperwork for campaign # _____
- recruiting, coordinating, and doing the paperwork for 3 volunteers who will make 20 calls each for campaign # _____
- grant writing – writing a grant proposal and researching and sending it to 6 foundations for campaign # _____
- coordinating and hosting an event for campaign # _____

- **Other ways to support fundraising-** I have expertise or interest in the following areas or have connections to foundations, corporations, or potential major donors.

I agree to fulfill the above-stated fundraising goals to the best of my ability and if I am having difficult doing so, I will reach out for help.

Board Member

Date

Support Partner

Date