

Fundraising Worksheet

Some questions to get you thinking strategically about your delegation's fundraising plan

What is my service area (demographics)?	
Does my delegation match my service area or am I missing anyone?	
Are they missing because they can't afford to be here?	
Do I have a clear, itemized budget?	
What are my program costs?	
Do I start each program year with a clear fundraising calendar and a dollar-figure goal in mind?	

Do my delegates feel a responsibility towards fundraising for the community even if they have no need themselves?	
What is the value of my advising team's time? (\$24.75 x Number of Hours x Number of Advisors)	
How big is my delegation?	
How many schools are represented by my delegation (and what percentage comes from each school)?	
How many cities, school districts, legislative districts, or congressional districts do my delegates come from? Who are my delegates' representatives (hint: give this to them as an assignment)	
Who are the major social organizations in my service area aside from the Y? Is there any crossover between my Y's Board and the Boards of other community organizations?	

<p>Do I know who is on my Y's Board? Advisory? Executive?</p> <p>Do I know my Y leadership? Development Director? Grant Writer?</p>	
<p>Who could I include in my personal fundraising network?</p>	
<p>What are my Y's biggest annual events? Are my program's needs considered in their planning and execution? Do they benefit my program?</p>	
<p>Do I have a profile of each delegate's family? What do their parents do? Where do they work?</p>	
<p>What resources exist within our ranks that can be leveraged for our collective benefit?</p>	
<p>What resources do we need to develop most?</p>	

Have I established a way to keep in contact with delegates after graduation?	
Have I established a tradition of obtaining meaningful delegate feedback on their experience?	
What are my strengths?	
What new fundraising project am I going to try this year?	
Are my delegates empowered to come up with their own ideas and encouraged to think outside of the car wash/bake sale/candy sale bag?	
Notes:	