

**Northwest Florida State College Foundation
Development Committee Meeting Agenda**

Tuesday, July 18, 2023, at 8:00 AM
Room 301, Building 400
Niceville Campus

- I. Call to Order
- II. Approval of Minutes
- III. Role of Development Committee
- IV. Review of 2024 Fundraising Goals
- V. Faculty and Staff Campaign
- VI. Action Items
 - a. Foundation Board Annual Giving Pledge Form
 - b. New Endowment
- VII. Information Items
 - a. Annual Solicitation Report
 - b. Athletic Endowment Campaign
 - c. Development Activities
- VII. Schedule of Development Committee Meetings
 - October 25, 2023
 - January 23, 2024
 - April 10, 2024 (Alumni Working Group)
 - April 23, 2023
- VIII. Adjourn

NWFSC Development Committee Meeting
April 19, 2023 8:00 a.m.
Building 400, Room 301
Niceville Campus

Members Present:

Tyler Jarvis
Hu Ross
Bernard Johnson

Alan Wood
Stan Siefke
Teresa Halverson

Staff Present:

Jennifer Bernich
Conner Rogers
Chris Stowers

Absent:

Cecil Williams
Don Litke
Gordon King
Michelle Freeman

Call to Order:

Mr. Wood called the meeting to order at 7:59 a.m.

Approval of Committee Meeting Minutes:

The minutes from the January 18, 2023 Development Committee Meeting were presented. **Motion to approve minutes as presented Mr. Ross Second, Ms. Halverson. Motion to approve carried unanimously.**

Approval of the Alumni Working Group Minutes:

The minutes from the April 11, 2023 Alumni Working Group Meeting were presented. **Motion to approve minutes as presented Mr. Ross Second, Ms. Halverson. Motion to approve carried unanimously.**

2023 Alumni Awards:

Mr. Stowers presented the Alumni Award winners that were chosen by the Alumni Working Group Committee during the April 11, 2023 meeting. Out of the 5 nominees, two were selected. Mr. Michael Nguyen, Hometown Hero; Mr. SeifAllah Salotto-Cristobal, Rising Star. Two nominees did not have enough information presented with their nomination and one was a previous winner with a very lengthy nomination, but it was difficult to ascertain the important achievements. **Motion to accept the proposed 2023 Alumni Award winners (Mr. Michael Nguyen, Hometown Hero; Mr. SeifAllah Salotto-Cristobal, Rising Star) for presentation to the Board, Mr. Ross; Second, Mr. Siefke. Motion carried unanimously.**

Year-to-Date Fundraising:

Mr. Stowers presented the Year-to-Date fundraising report. NWF State College Foundation's *Continuous Improvement Plan* goal is to increase annual support (gifts, memberships, new pledges, and in-kind donations) to the Foundation, by 5% based on a rolling three-year average, resulting in a minimum of \$1,357,795 raised by June 30, 2023. The chart below shows a year-to-date comparison for March 31, 2023 to March 31, 2022, as well as the total amount raised for the prior three years.

Annual Solicitations Report:

Ms. Rogers presented the annual solicitations report. Out of 32 total board members (Foundation Board and Board of Trustees) 27 members, 84%, have made gifts this fiscal year. Discussion was had on how to engage members who had yet to give. Ms. Rogers updated the report to reflect that as of April 19, 2023 there are 64 members of President's Circle with gifts and pledges totaling \$41,600.

Fund Raising Priorities

Mr. Stowers presented that the Foundation staff has been laying the groundwork to pursue building the Raider Champions Scholarship Endowment. Under Dr. Stephenson's leadership, the vision of the endowment was to remove the financial barriers to local students achieving their educational goals. The Development Committee provided valuable insight into the name, message and donor prospects for this initiative. After extensive discussion between the College and Foundation leadership, it has been determined that a shift in focus is needed. In order to secure the legacy of excellence for our student athletes, we are asking the Foundation Board to prioritize building an endowment to provide ongoing funding for athletic tuition, housing, and program support. The timing has never been better to embark on a fundraising campaign for athletics. With national championships in each of the last three years, NWFSC has proven that winning – and producing stellar student athletes – is possible. With the community rallied around us, now is the time to capitalize on the goodwill.

Board Engagement:

Mr. Stowers presented portions of the "Annual Commitment" form, highlighting the portions related to Board engagement and participation in events across the College. At the January 18, 2023 Development Committee meeting, an informal discussion was begun about how to assist board members with these two items and to be engaged. The (relatively) new team within the Foundation staff is eager to assist board members in any way possible. Please be prepared to offer ideas and suggestions about to how to encourage and equip each member to fulfill his/her commitment.

Adjournment:

There being no further business, the meeting adjourned at 9:13 a.m.

Jonathan Ochs, Development Committee Chair

Date

Chris Stowers, Secretary

Date

MEMORANDUM

TO: NWFSC Foundation Board Development Committee

FROM: Conner Rogers, Director of Development

DATE: July 18, 2023

SUBJECT: Role of the Development Committee

Per the Foundation's bylaws, the role of the Development Committee is as follows:
This Committee shall be chaired by the Vice Chair and shall be responsible for assisting staff with the fundraising efforts of the Foundation. Committee members review and advise on development initiatives, including the Annual Fund, set goals and objectives, and monitor progress toward the achievement of these goals. The committee also oversees alumni association activities as well as the nomination and selection process for the Distinguished Alumni Award.

2023-2024 Development Committee:

Jonathan Ochs, Chair
Teresa Halverson
Fran Hendricks
Tyler Jarvis
Gordon King
Don Litke
Tim McCool
Zach McCluskey
Stan Siefke
Cecil Williams

MEMORANDUM

TO: NWFSC Foundation Development Committee

FROM: Chris Stowers, Executive Director

DATE: July 18, 2023

SUBJECT: Review of 2024 Fundraising Goal

NWF State College Foundation's *Continuous Improvement Plan* goal is to increase annual support to the Foundation (gifts, memberships, new pledges, and in-kind donations), by 5% based on a rolling three-year average, resulting in a minimum of \$1,412,079 raised by June 30, 2024. The chart below shows total amount raised for the prior three years.

Revenue Type	FYE 2023	FYE 2022	FYE 2021
Gifts and Pledges	810,911	1,225,312	1,191,253
Memberships	58,550	53,775	36,380
Grants	276,000	15,975	371,288
Gifts in Kind	87,763	50,294	58,737
TOTAL	1,233,224	1,345,356	1,657,658
2024 Goal - 5% increase over a rolling three - year average	1,412,079		

The Fiscal Year 2023 goal was \$1,357,795. With \$1,233,224 received, the Foundation achieved 90.8% of the goal.

MEMORANDUM

TO: NWFSC Foundation Board Development Committee

FROM: Ms. Conner Rogers, Director of Development

DATE: July 18, 2023

SUBJECT: Faculty and Staff Campaign

Faculty & Staff Campaign

The purpose of the annual NWFSC Faculty & Staff Campaign is to give employees an opportunity to support the college in its mission to provide quality educational programs and services. The campaign will run from August 16th through September 27th.

Fiscal Year	Solicitations	Gifts & Pledges	% Participation	Avg. Gift	Total
2023	305	83	27%	\$381	\$35,891
2022	281	99	35%	\$373	\$36,922
2021	291	93	32%	\$372	\$34,638

This year's concept: Raider Roots

A successful annual campaign requires a "Top-Down"/"Inside-Out" approach. Engaging insiders builds a campus culture of philanthropy and sets the tone for fundraising outside of the institution. While our vision is 100% of employee participation, our goal is to grow by 15% in both participation and total dollars raised! How are we going to do this?

- Attend Department meetings
- Mail letters to employees
- Kick-off campaign at Convocation
- Email testimonial video from past faculty & Staff Campaign donor
- Wrap-up party with prizes

For the past several years, Ken Wampler with Newman-Daily Resort Properties has donated a grand prize of a vacation stay to the winner of our early-bird drawing. This year we would like to have more Board involvement! We are asking for Board members to consider donating door prizes to encourage faculty and staff giving. Examples can be gift cards, experiences, tangible items, etc.

MEMORANDUM

TO: NWFSC Foundation Board Development Committee

FROM: Ms. Conner Rogers, Director of Development

DATE: July 18, 2023

SUBJECT: Foundation Board Annual Giving Pledge Form

Successful fund-raising campaigns are built around strong board giving. Simply stated, if board members, those closest to the organization, are not willing to give generously, it is difficult to persuade others in the community to do so.

The board division of the annual campaign creates momentum and forms the foundation for all fund-raising efforts. It is crucial that we have 100% participation. If the annual campaign is to be successful, the board must be fully engaged and supportive of all fund-raising efforts, and to lead by example.

The beginning of the fiscal year is the time for all of us to make our gift intentions to the annual fundraising campaign. The attached Board Commitment Form is designed to communicate the importance of board participation and to encourage all board members to thoughtfully consider making an early pledge to the annual campaign.

RECOMMENDATION:

The NWFSC Foundation Development Committee approves the Foundation Board Annual Giving Pledge Form for presentation to the Board.



**NORTHWEST FLORIDA
STATE COLLEGE
FOUNDATION**

Foundation Director

Annual Giving Pledge Form 2023-2024

Name: _____

As a Foundation Board Member I have a crucial role to play in raising funds for NWFSC.

I will participate in the following way(s) this year:

___ President's Circle (minimum \$500 unrestricted gift) \$ _____

___ First Generation Scholarship \$ _____

___ Other Designation (_____) \$ _____

TOTAL \$ _____

___ In addition to my personal gift, I will encourage my company to also give a gift

For my personal gift I would prefer to make:

- ☐ One payment
- ☐ Quarterly payments
- ☐ Monthly payments

___ My company will match my donation (I will submit the matching gift form with my payment(s)).

I understand that my financial commitment and participation is an expectation of Board membership.

Board Member Signature

Date

M E M O R A N D U M

TO: NWFSC Foundation Board Development Committee

FROM: Ms. Conner Rogers, Director of Development

DATE: July 18, 2023

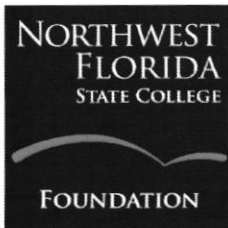
SUBJECT: New Endowment

The Sons and Daughters of Italy Joseph B. Franzalia Lodge 2422 of Fort Walton Beach has donated \$50,000 to establish the Joseph B. Franzalia Lodge 2422 Sons and Daughters of Italy Scholarship Endowment at Northwest Florida State College. This endowment will provide scholarship support to students with financial need from Okaloosa County.

Documentation for the endowment agreement is attached for review.

RECOMMENDATION:

The NWFSC Foundation Development Committee approves the Sons and Daughters of Italy Joseph B. Franzalia Lodge 2422 Endowment Agreement for presentation to the Board.



Joseph B. Franzalia – Lodge #2422 Sons and Daughters of Italy

Endowed Scholarship Agreement

An ENDOWMENT AGREEMENT, entered into on May 11, 2023 between Joseph B. Franzalia – Lodge #2422 Sons and Daughters of Italy (“Donor”) and the Northwest Florida State College Foundation (“Foundation”), a non-profit, 501(c)(3) corporation, establishing an endowment to be held, managed and used by the Foundation for the benefit of scholarships at Northwest Florida State College (“College”).

A. Endowment to be Established

The Foundation shall establish the Joseph B. Franzalia – Lodge #2422 Sons and Daughters of Italy Endowment (“Endowment”), pursuant to the terms of this Agreement and Foundation policies adopted by the Board of Directors. The Endowment shall be classified a permanent endowment with assets held and managed for investment and appropriation for purposes described below. Approval of this endowment is required by the Foundation Board and the Board of Trustees.

B. Background

The Sons and Daughters of Italy, formerly known as the Order Sons of Italy, was founded on June 22, 1905, by Dr. Vincenzo Sellaro. The Sons and Daughters of Italy is an organization dedicated to the preservation of Italian heritage, language, and culture. The Grand Lodge of Florida was incorporated in 1953. Currently, there are 22 lodges under the umbrella of the Grand Lodge of Florida with a total of approximately 1,420 members.

The Florida Foundation issues five scholarships annually to graduating high school seniors in Florida. Local lodges also are active in issuing g scholarships within the boundaries of their individual unit. The Foundation also donates to charities, such as the cancer fund, Alzheimer’s fund and Cooley’s Anemia.

C. Transfer of Assets

All contributions to this Endowment are irrevocable gifts and shall become the property of the Foundation. The Endowment shall be established upon transfer and acceptance by the Foundation of a donation totaling \$50,000.

D. Purpose of Endowment

At the direction of the Foundation, the Joseph B. Franzalia – Lodge #2422 Sons and Daughters of Italy payout shall be utilized exclusively for the following purposes:

Scholarships will be awarded on the basis of eligibility, scholastic achievement, financial need and participation in school and community programs. Scholarships will be used to provide scholarship support for a Northwest Florida State College student with financial need from Okaloosa County who has achieved a GPA of 2.5 or better. First preference will be given to a student who plans to matriculate to a four-year institution.

E. Endowment Payout

The annual distribution available for spending shall be determined by the spending policy established by the Foundation's Board of Directors, and in accordance with the law of the State of Florida, including the Florida Uniform Prudent Management of Institutional Funds Act ("UPMIFA"), and generally accepted accounting practices.

F. Investment of Endowment Assets

The Foundation shall invest endowment assets as an institutional fund under UPMIFA with the goal of optimizing yield and maintaining the spending power of the endowment assets. The Endowment's assets shall be subject to the investment policies of Foundation relating to endowments, and shall be managed in a manner that is consistent with these requirements. The Foundation shall exercise exclusive authority over management of the Endowment, including the pooling of the Endowment for investment and payout purposes, and accounting for endowment assets under generally accepted accounting principles.

G. Additional Assets to Endowment

Additional assets may be added to the Endowment by contribution or by transfer of other funds held by the College or by the Foundation for the College. Such additional assets shall not contain restrictions, conditions, or designations which are inconsistent or in conflict with this Agreement.

H. Alternative Use of Endowment Distributions

In the event the above purpose becomes unreasonable, burdensome, or cannot otherwise be accomplished, Endowment distributions shall be made available as specified by the Foundation for uses most consistent with the above stated purpose.

I. Endowment Management

The Foundation shall be entitled to reasonable compensation to defray the cost of endowment administration and fundraising activities for the College. This amount, currently at one half of one percent (0.75%) annually, may be revised from time to time by Foundation.

Reimbursement for actual expenses incurred on the Endowment's behalf, such as investment fees, will be reimbursed directly from the Endowment.

The Endowment shall be managed in accordance with applicable law of the State of Florida, the provisions of this Agreement, and Foundation's endowment policies.

J. Recognition, Promotion and Reporting

To express the appreciation of the Foundation, to enhance the Fund, and to attract gifts for similar purposes, the College and the Foundation may make appropriate announcements through internal/external publications and other acknowledgments of the Donor's generosity, as is suitable.

Approved by:

DONOR



John Graziano

11/May 2023

Date

NORTHWEST FLORIDA STATE COLLEGE FOUNDATION

Alan Wood
Foundation Chair

Date

ATTEST

Chris Stowers
Executive Director, NWFSC Foundation

Date

MEMORANDUM

TO: NWFSC Foundation Board Development Committee

FROM: Ms. Conner Rogers, Director of Development

DATE: July 18, 2023

SUBJECT: Annual Solicitations Report

First Generation Matching Grant

The First Generation Matching Grant (FGMG) is a need-based program providing financial aid to Florida undergraduate residents who demonstrate financial need and whose parents have not earned a baccalaureate degree.

Each Year the State of Florida earmarks a specific allocation to support Northwest Florida State College first generation students. The state-to-private match is 2:1 which could potentially provide scholarship funds for NWFSC first-generation in college students.

Certification of private contributions for FGMG is due on or before December 1, 2023.

Board Division

Board participation in the Annual Fund creates and reinforces a culture of giving that is not attainable by volunteering alone.

Foundation Board and Trustee Gifts and Pledge Payments

	FY 2023 YTD	FY 2022 TOTAL	FY 2021 TOTAL
Total Board Prospect Base	32	35	37
Division Goal	100%	100%	100%
Number Gifts and Pledges to Date	29	35	32
Percent of goal	91%	100%	86%
Number of Board Members Remaining	3	0	5

MEMORANDUM

TO: NWFSC Foundation Board Development Committee

FROM: Chris Stowers, Executive Director

DATE: July 18, 2023

SUBJECT: Campaign for Raider Athletics

The April 19, 2023 Development Committee included an update about a shift in focus for the fundraising efforts of the Foundation.

While a great deal of groundwork had been done to prepare to raise funds for the proposed Raider Champions Scholarship Endowment, fiscal year 2024 includes the launching of a new strategic plan for the college and a reevaluation of the most strategic needs. After extensive discussion between the College and Foundation leadership, it was determined that a shift in focus is needed.

In addition to the outstanding academic and career education programs that make Northwest Florida State College the premier educational institution in the region, athletics has been a shining star for both the college and the community. Through continued success both on and off the field, our student athletes, coaching staff, and administration have established a level of excellence in the Panhandle, across the state, and throughout the country.

In order to provide support for both present and future needs of our student athletes, the Foundation is prepared to launch a campaign for Raider Athletics. The Campaign will include annual development goal as well as the establishment of an endowment so support the athletic program.

Included in this packet is a Draft of the Case for Support, Campaign Plan and Campaign Timeline.

The Development Committee is being asked to provide input and feedback regarding all three documents so that plans can continue to take shape towards the execution of a successful campaign.

Sound the Siren: The Campaign for Raider Athletics

When a siren is sounded, particularly within the military community, it is an indication to prepare for action; a call to step up and assemble for what's approaching. Within the athletic program of the Northwest Florida State College Raiders, it has come to represent a rallying cry and call for loyal fans to lift their voices in support. For this reason, ***Sound the Siren: The Campaign for Raider Athletics*** will invite our faithful partners to join together to invest in Raider Athletics for today and beyond.

History

Northwest Florida State College has served Okaloosa and Walton Counties for nearly six decades. While a few different names have adorned the halls, the same focus and mission has endured – ensuring students have what they need to succeed in life and strengthen our region.

Summarized best by current President, Dr. Devin Stephenson, “At Northwest Florida State College, we are committed to helping each student who comes through our doors to achieve their individual goals for education and career success. In everything we do, our mission is to improve the lives of citizens in Northwest Florida.”

In addition to Northwest Florida State College's rich academic tradition, the college has many other components which contribute to the overall impact it makes on the community. Visual and performing arts, environmental research and preservation, and athletic programs all reach beyond the classroom walls to enrich the region.

The Raider athletics program has invested in the lives of thousands of student athletes to help prepare them for his/her next step in their collegiate career as well as the life that awaits beyond the court or field. As part of the National Junior College Athletic Association, men's and women's basketball, baseball, and softball teams have donned the scarlet, silver, and black, while representing the community in a championship manner.

Beyond the Scoreboard

Out of the thousands of collegiate athletes that compete on an annual basis, very few go onto play professionally. Thus, the vast majority of students go straight from competition to the work force, making a direct impact within their community.

Furthermore, student-athletes are proven to graduate faster and are more likely to hold leadership positions than their peers. For that reason, NWFSC is committed to providing the necessary resources for their student-athletes so that each student is prepared for their transition and equipped to step into the roles that await them.

Raider athletics has thrived over the years in providing opportunities for its students to continue their educational and playing careers at the next level. Whether it's for a student who comes to Northwest Florida from an incredibly tough environment, an athlete who was under recruited and needed a

chance, or the valedictorian of their class, NWFSC provides an exceptional platform for student success. This is evidenced by the fact that the Raiders feature an annual matriculation rate of 96% compared to the national average of 68%.

Legacy of Champions

For nearly six decades, Northwest Florida State College has produced teams and athletes who compete at the highest levels within the NJCAA. The proof of this excellence can be seen across all four teams:

- 38 Panhandle Conference Championships
- 16 Regional Championship
- 6 National Championships

In the 2022-23 academic year, Raider athletics collectively enjoyed their most successful season in school history. In addition to winning conference championships in all four sports, three Raider teams competed in the National Championship game for their sport, with Women's Basketball winning the National Championship (second in the last three years). In addition, the baseball team was the regional runner-up, losing to the team who would eventually win the national championship.

Nowhere will you find a more consistent level of success than at Northwest Florida State College. Each sport is a perennial power and resides in the national rankings. And while 2022-23 was record breaking, there is still so much more on the horizon for the Raiders in the years to come.

Connection to the Community

When Raider teams step onto the court or field, they never go alone. Northwest Florida State College athletics has become a part of the greater Niceville community drawing support from thousands of fans through the years. Whether an alum, family member of a current/former student, or just passionate about sports, the Raider family shows up and cheers for the student athletes to encourage and motivate them towards success.

The commitment of loyal Raider fans goes back many years, with Raider Club members proudly wearing their logoed shirts, jackets, and hats. Though every season has not produced championships, these fans remain steadfast in their support. The Raider Club support has grown over 100% in the last decade and continues to trend in an excellent manner.

The impact of this dedication cannot be overstated. Year in and year out, the athletes have acknowledged the encouragement they have felt and the environment it fosters. The home field/court advantage that is created by scores of cheering fans pushes Raiders to excel and strive to win. In addition, the way opposing teams can be unnerved by the support is so often evidenced by their performance.

Simply put, Northwest Florida State College Raiders rely on their incredible fan base.

Today's Reality

While championship teams provide life-changing experiences for student-athletes and create immense community pride and support, it is not an inexpensive endeavor. The cost of running a winning athletics program continues to rise. Northwest Florida State College has made strategic investments in facilities and program enhancements to ensure our athletes have what they need to succeed. However, the current economic environment continues to strain available resources.

This is why we are inviting our committed supporters to step in to help strengthen this program that creates champions.

We are doing so much more than putting teams that compete for championships on the fields and courts. We are developing young women and men who are resilient, who overcome challenges, who persevere and succeed. Successful athletic programs prepare athletes for what happens after college. And the return on this investment are student athletes who are ready to compete in the game of life - and win.

Investing in Champions

Sound the Siren: The Campaign for Raider Athletics will serve a dual purpose. Raider Athletics will continue to raise annual support to ensure all aspects of the programs are positioned for continued success. This support will include Raider Club memberships, the annual golf tournament, ticket sales, and sponsorships. This is the current lifeblood of the program and will grow to meet the evolving needs. The working goal will be approximately \$375,000 per year. However, because of the ever-changing needs of the program, the amount needed in annual support may vary from year to year.

In addition, the ***Raider Legacy Fund*** will be a newly established endowment to ensure the Athletic program has ongoing financial resources available to maintain the tradition of excellence into the future.

While annual funds raised will be used for immediate needs, philanthropic gifts made to an endowment are invested. The earnings from these investments will provide stable and consistent funding to offset expenses in perpetuity.

The goals for the ***Sound the Siren Campaign*** are:

Annual Raider Support	\$ 1,500,000 (over 4 years)
Raider Legacy Fund	<u>\$10,000,000</u>
Total Support by 2026-27	\$11,500,000

With your support, we will ensure the Raider Athletic program is positioned to produce winning teams as well as champions for life.

Areas of Support

The focus of the athletic program is to ensure student athletes have everything they need in order to succeed. That is why ***Sound the Siren: The Campaign for Raider Athletics*** will ensure funding for programs and services that are aligned with this goal include:

Academic Support

Northwest Florida State College is committed to ensuring that student-athletes never lose sight of who they are first: students. The 2022-23 academic year saw a total grade point average of 3.34 (out of 4.0) across all four teams. In addition, there were 57 students who achieved Panhandle Conference All-Academic Honors (3.00+ GPA), 49 FCSAA All-State Academic Honors (3.30+ GPA), and 25 NJCAA All-Academic Honors (3.60+ GPA) and academic all-conference. Additionally, the baseball program featured the FCSAA's (Florida College System Activities Association) top academic male scholar-athlete in 2022-23 and the softball program won the FCSAA's female academic team of the year.

To achieve this level of academic success requires students to have access to tutors and academic resources. Northwest Florida State College is fortunate to have faculty and staff who are committed to ensuring students learn and achieve the academic standards that are required.

Strength & Conditioning Development

Beyond the skills needed to succeed in any particular sport, every athlete must have the proper strength and conditioning needed to excel. In today's environment, the level of fitness needed to compete, endure, and succeed continues to rise. In addition, proper training reduces the risk of injuries and speeds recovery when they occur.

Raider athletes are privileged to have some of the best training facilities within the Florida College System. Thanks to the generosity of a committed donor, the weight room on campus has recently undergone a complete renovation and equipment upgrade. Our athletes have access to high-quality, leading-edge equipment to help them reach peak levels of conditioning.

In addition to the facilities needed to train, it is imperative that students know the proper techniques to ensure they know "how" to achieve optimal fitness. Ongoing resources and personnel are needed to help athletes reach optimal competitive conditioning.

Nutrition

The second major component of today's elite athletes is a proper diet. Providing healthy choices for athletes to eat and ensuring adequate caloric intake is vital to students training and competing at their peak.

Proper education and guidance about nutrition will ensure Raiders are equipped with what they need to be their best while at Northwest Florida State College and their life beyond campus.

Mental Health

While strength and conditioning and nutrition will provide Raider athlete's bodies with what is needed to compete at the highest levels, mental health conditioning is the third vital component to ensuring today's athletes are at their optimal health. Today's students face challenges and pressures at levels not seen in any other generation.

Resources for counseling and mental conditioning will ensure our student-athletes have what they need to thrive in today's competitive environment as well as the tools they will need to move to the next levels, and the rest of their life.

This past year, Raider athletics featured a National Player of the Year who overcame challenges in this area. Thanks to the emphasis of mental health and the infrastructure around her, she graduated from NWFSC and left our community in a much better place than when she arrived.

Northwest Florida State College's commitment to Raider Athletics has never been stronger. Ensuring our student athletes have all they need to learn, grow, and perform is of paramount importance. However, in addition to ensuring the students' minds, bodies, and spirits are at their peak, the other components of a successful athletic program must be secure as well.

Sound the Siren: The Campaign for Raider Athletics will also provide ongoing funding to address the rising costs of:

Housing

For many years Raider athletes have been housed in the College Courtyard Apartments, located across the street from the Niceville campus of Northwest Florida State College. These apartments were owned by the NWFSC Foundation and provided an adequate place for students to live with a close proximity to training facilities. In the summer of 2021, the Foundation sold the apartments and NWFSC began the process of developing a public private partnership to bring student housing on campus.

Scheduled to open academic year 2024/25, the new housing will offer all students a true "college experience" of dormitory style rooms with today's modern amenities. Located just inside the NWFSC main entrance, Raider Village will offer single rooms with private bathrooms, common/social areas, dedicated study space, and much more. Raider athletes, along with the rest of the college's students, will have an "excellence without extravagance" housing experience.

Travel

Raider athletics enjoy relatively close proximity to their in-conference opponents which make up the majority of each team's season. However, pre-season scrimmages, non-conference opponents, and post-season tournaments require teams to be transported, overnight accommodations, and food. While teams continually seek low-cost lodging, the costs to travel continue to rise.

Ensuring that our teams are able to travel across the state, region, and nation will allow the Raiders to compete against the very best teams in the NJCAA. Through this level of competition, each team will prove that they are truly among the elite teams in the nation.

Athletic Facilities

Northwest Florida State College is fortunate to have some of the finest athletic facilities in the state. Raider Arena is considered among the top basketball arenas within the Florida College System, evidenced by the multi-year contract to host the men's and women's state tournaments. In addition, Raider Arena is home to the Emerald Coast Classic, an NCAA Division I early season tournament with representation from "Power 5" athletic conferences.

The baseball and softball fields and stadiums allow Raider teams an incredible home field advantage with their pristine turf and clay and new lighting system. These fields also allow NWFSC to play host to numerous regional tournaments once NJCAA play is complete.

Finally, the indoor hitting facility that was built in 2019 allows baseball and softball players to train year-round without concern for heat, cold or rain.

While these facilities allow Raider athletes to compete on optimal playing surfaces, the cost to maintain and update them continues to rise. The outdoor facilities are particularly vulnerable to the impact of the sun, wind, and rain. The annual costs to keep them at their highest levels continue to rise.

Staff

With impeccable athletic facilities and support services for students, the last element needed to build an outstanding athletic program is staff. Northwest Florida State College has a history of hiring outstanding coaches in all four sports.

The NWFSC coaches are the ones who have the biggest impact on Raider athletes. Beyond the court or field, these dedicated men and women invest themselves in these players to help them help guide them to achieve their best.

To ensure the program has the highest caliber coaches available, it is imperative to be able to provide competitive base salaries and incentives. By investing in outstanding coaches, we ensure that each student has men and women in their lives who will bring out their best and spur them on to them to what lies ahead.

Why an Endowment

An endowment plays a crucial role in the long-term sustainability and growth of an organization or institution. Endowments are funds set aside and invested, with the goal of generating income to support ongoing operations and future initiatives.

Since the Northwest Florida State College Foundation was established in 1988, more than 330 endowed funds have been set up to provide scholarships and program support across the college. To date, nearly all these funds have been for academic or fine & performing arts.

Endowments:

	Academics	Arts
Scholarships	\$20,325,000	\$ 4,030,000
Program Support	<u>\$14,400,000</u>	<u>\$15,325,000</u>
	\$34,725,000	\$19,355,000

This incredible support has allowed thousands of students to receive scholarships, thus making an education possible that would have been otherwise out of reach. In addition, the program support has enabled staff to use equipment, technology, and resources to bring the highest quality instruction possible. In total, these endowed funds provide more than \$2 million annually to support academics and the arts at Northwest Florida State College.

Launching the ***Raider Legacy Fund*** endowment campaign will enable Raider athletics to secure a stable and reliable source of funding that can endure for years to come.

First and foremost, an endowment provides financial stability and flexibility. It ensures that Raider Athletics can continue to provide the key components of the program listed above even during periods of economic uncertainty or fluctuations in other revenue streams. The income generated from this endowment will be used to cover operational expenses, maintain facilities, and support staff. Moreover, this endowment will allow NWFSC to plan for the future and pursue new opportunities, such as expanding programs, launching new initiatives, or responding to emerging needs

Why Now

The Northwest Florida State College athletics program is at the height of its success. Viewed by many as one of the premier junior college programs in the nation, Raider teams are winning both on and off the field. Winning multiple national championships in the last several years, the program epitomizes the mantra of Dr. Devin Stephenson, “the best is our standard.”

Additionally, our student-athletes are performing in the classroom at a level not seen among the majority of junior college programs. With team grade point averages and individual academic achievements at an all-time high, our peers have all noticed that we have built a winning program.

Now is the time to build upon this success to ensure this high level of achievement can be maintained for years to come. We must ensure that our winning tradition – in the classroom and between the lines – is sustained and able flourish into the future.

Northwest Florida State College Foundation

The Campaign for Raider Athletics
Campaign Plan
July 2023

INTRODUCTION

The following is a manual for Northwest Florida State College Foundation's fundraising campaign which will incorporate two components: an annual campaign to support the ongoing program needs of the athletics department and an endowment campaign to address long-term funding needs. The internal working goals will be \$1.5 million (over 4 years) for the annual campaign and \$10 million for the endowment campaign. Because of the ever-changing needs of the athletics program, the amount needed in annual support may vary from year to year.

The funds needed to supplement the annual operating budget of the athletics department will come from a variety of sources. This will include Raider Club memberships, the annual golf tournament, ticket sales, and sponsorships. The Foundation and the Athletics Department will work closely to determine the needs and create strategies to ensure the needs are met.

In addition, a major gifts campaign to establish an endowment for the athletics program will help ensure sustained funding. The two ingredients essential to the success of the campaign are:

1. Maximum and widespread participation by all constituents including the college's leadership, Raider Club members, existing donors, alumni, faculty and staff, and friends of the school.
2. A well-conceived, detailed plan to reach each constituency:
 - Thorough identification of potential donors.
 - Rating and evaluation to determine donors' potential giving levels.
 - Assessment of what facets within the campaign will be of interest to them.
 - Training of volunteers to assure proper and timely solicitation of prospects.
 - Follow-through with donors.

This campaign plan maps out the course of action by which the campaign's financial goal is to be achieved. It encompasses the basic requirements for organizing and seeking contributions to the campaign. The endowment campaign will follow the accepted precepts of fundraising by raising money from the inside out and the top down. Therefore, the campaign will focus first on leadership, including campaign Steering Committee members, existing supporters of Raider athletics, alumni, faculty and staff, alumni parents, friends, and other connections who are most capable of giving at the higher levels of the gift chart.

While Foundation and college personnel will provide active leadership, the key to a successful campaign is the volunteers' level of involvement. Volunteers will be asked to commit funds and time to the campaign, and we will be respectful of their time by organizing campaign work for maximum effectiveness. The design of the campaign achieves the personal solicitation of all major prospects and is structured so that *no one individual will be responsible for more than their fair share of work.*

Campaign volunteers will not ask others to give until they have first made their own financial commitment to the campaign. Campaign leaders commit first, then workers, and so on until all are asked to give by someone who has already committed. Decisions about the level of commitment will be made in the comfort and privacy of individual settings and can remain anonymous if desired. All information shared with volunteers during the campaign should be treated as confidential.

PREMISES OF THE ENDOWMENT CAMPAIGN

The campaign plan is based on the following assumptions:

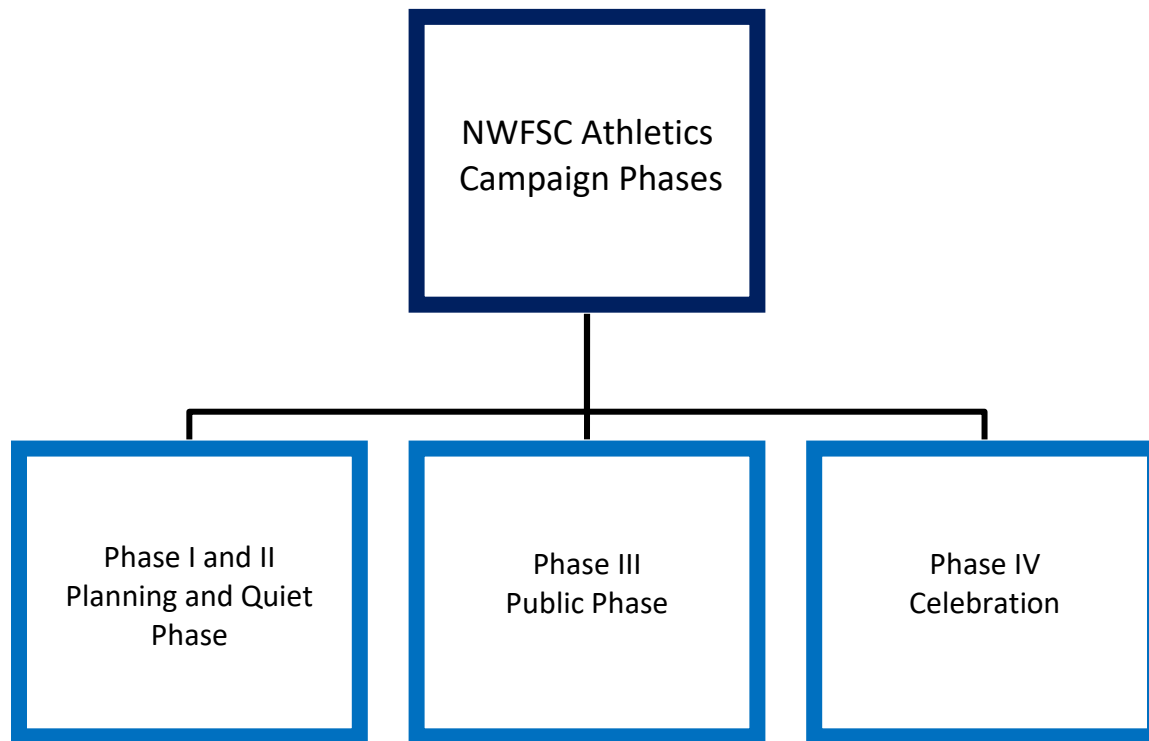
1. The Board of Directors of the Northwest Florida State College Foundation has authorized the campaign.
2. The period for intensive fundraising for the campaign will be from October 2023 through October 2024.
3. The initial internal working goal will be \$10,000,000.
4. The personal solicitation of prospects will be concentrated on those believed to be able to contribute \$5,000 or more.
5. The campaign will have its own identity, but it will be managed in conjunction with other ongoing fundraising activities. It will be carefully coordinated with the Athletics Department's and Foundation's annual fund and other fundraising efforts.
6. Gifts will be sought in all forms, including cash and securities, pledges, bequests and other planned giving vehicles, and any combinations of these. Commitments may be paid over three years, and may be extended to five years to maximize leadership giving.
7. The condition of the stock market and the nation's economy over the next three years could be a variable factor in the giving capacity of many prospects.
8. Tax laws affecting charitable contributions are subject to change; any deleterious changes during the campaign will require new strategies or adjustments in the campaign plan.

REQUIREMENTS FOR A SUCCESSFUL CAMPAIGN

Every campaign is unique. However, there are certain elements that are consistent within all successful campaigns. Some of these elements should be in place before the campaign begins, and others will emerge throughout the campaign process. All of these elements are critical to the success of the campaign.

- Compelling needs and a credible plan
- A strong case for support
- A realistic goal
- Previous fundraising success
- A sufficient number of qualified prospects
- Strong staff support and resources
- Full and early commitment by the Board of Directors & Trustees
- Effective volunteer leadership
- Volunteers who make their own gifts before soliciting others
- Clear campaign organization
- Clear campaign policies
- A realistic timetable
- Identification and early solicitation of lead and major gift prospects
- Written gift proposals requesting specific amounts
- Personal solicitations by trained volunteers
- A “top-down, inside-out” order of solicitation

CAMPAIGN PHASE CHART



The campaign will be implemented in phases in order to leverage the momentum created by each successful solicitation to attract and close future gifts. Dividing the campaign into phases and the proper management of these phases maximizes the volunteer leaders' time and energy. The phased approach to the campaign will occur in four segments based on giving levels. The levels begin with the solicitation of advance gifts of \$100,000 or more pledged over three years; continuing with the personal solicitation of lead gifts of \$50,000 to \$100,000; followed by the personal solicitation of major gifts of \$5,000 - \$50,000; and eventual focus on gifts of less than \$5,000. This broad-based segment, a broader solicitation of the general public, will come after the public announcement of the campaign.

Major campaigns generally go public after *at least* 50% of the pledges are in hand. Up until that time Advance, Lead, and Major gifts are sought during a time called the Quiet Phase of the campaign. The first 9-12 months will comprise the Quiet Phase before the campaign is publicly announced. The decision to make a public announcement of the campaign will be based not on the calendar, but rather on a determination that an appropriate percentage of the total goal is in hand.

The lead and major gifts phase of the campaign will develop and maintain its momentum from the pace-setting gifts of the campaign steering committee, Foundation Board, and other top donors. The success of the campaign, to a large degree, depends on securing 100% participation from identified campaign leadership. Once their commitments are made, these leaders are in a position to help secure the additional pledges and gifts needed to fulfill at least 50% (and more likely 60% - 75%) of the campaign goal that should be secured before the public announcement of the campaign.

Gifts made to a campaign generally can be arranged in the form of a pyramid, with a small number of larger gifts at the top, and a large number of smaller gifts at its base. NWFSC Foundation will need to effectively leverage lead gifts to raise the level of expectations and involvement of other key lead gift prospects and actively cultivate additional lead and mid-range prospects.

As it relates to this endowment campaign, it is important to remember that 100% financial participation will be crucial from leadership if they are to expect newly identified donors to step up and maximize their potential:

1. It will give the Foundation leadership an opportunity to set an example for all the constituencies.
2. It will demonstrate that Northwest Florida State College Foundation has been realistic in setting the established goal.
3. It will set the tone for the remaining Advance, Lead and Major gifts effort, and thus, for the campaign.
4. It will inspire every leadership gift prospect subsequently solicited.

GIFT CHART

The lead and major gifts phase of the campaign is the all-important phase. For this reason, it is urged that in the initial stages of the campaign organization, all planning and action be directed primarily towards gifts of \$5,000 or more. The following figures are targets and illustrate the pattern in which gifts should be sought to achieve the campaign goal.

Campaign Goal Amount: \$10,000,000

Gift Range	# Gifts Needed	Subtotal	Cumulative Total	Cumulative %
\$1,000,000	1	\$1,000,000	\$1,000,000	10%
\$500,000	5	\$2,500,000	\$3,500,000	35%
\$250,000	6	\$1,500,000	\$5,000,000	50%
\$100,000	15	\$1,500,000	\$6,500,000	65%
\$50,000	25	\$1,250,000	\$7,750,000	78%
\$25,000	40	\$1,000,000	\$8,750,000	88%
\$10,000	60	\$600,000	\$ 9,350,000	94%
< \$9,999	<u>Many</u>	\$650,000	<u>\$10,000,000</u>	100%
	250+		\$10,000,000	

SYNOPSIS OF CAMPAIGN TIMETABLE

The campaign begins with the planning process. The campaign plan includes a realistic month-by-month timetable that clarifies the flow of work and provides benchmarks for the staff and campaign leadership. Campaigns are punctuated by three main events that mark the beginning, middle, and end of the campaign.

- **The campaign planning process.** The campaign begins with the planning process. A clear and timely sequence of events must unfold from this planning process if the campaign is to build momentum and retain the effective participation of the campaign planners and leaders.
- **Quiet Phase: Advance (\$100K+), Lead (\$50K - \$100K) and Major (\$5K - \$50K) gift solicitations.** Once the campaign planning has been completed, the solicitation process begins. Though the number of solicitations during this phase may be small, the campaign's success rests on these solicitations. The solicitations include those with the greatest giving potential, as well as those closest to the organization: campaign leaders, campaign steering committee members, Foundation Board, and active volunteers.
- **The campaign kick-off.** The campaign kick-off marks the second critical point. The kick-off marks the beginning of the public phase of the campaign. The campaign kick-off occurs after enough of the money has been raised to provide reasonable assurance that the campaign will reach its goal. This may vary from campaign to campaign. Industry standards strongly recommends reaching a minimum of 50% of the campaign goal before moving into the public phase of the campaign. The kick-off is an opportunity to build excitement, obtain media attention, and announce the public goal as well as the progress to date. This also lays the groundwork for the broad-based solicitation phase.
- **The campaign celebration.** Although campaigns always begin with clear definition and focus, they can lose this focus in the many details that must be attended to during the many months of the campaign. For this reason, as well as to make the most of the campaign, a celebration that draws the campaign to a public close is recommended.

NORTHWEST FLORIDA STATE COLLEGE FOUNDATION CAMPAIGN SCHEDULE

The following is a general outline of activities for the phases described above. More specific descriptions of outstanding tasks will be provided by Foundation leadership depending on the campaign's progress.

<p>Campaign Phase I Campaign Planning</p> <p>Preparation/Education/Cultivation Pre-campaign solicitations Campaign Organization</p> <p>(July 2023 – October 2023)</p>	<p>Prepare detailed campaign plan Choose name for campaign Develop case statement and campaign materials Finalize campaign priorities and sub-goals Identify prospective Campaign Steering Committee members [Potential] Identify and solicit Campaign Chair(s) Recruit Campaign Steering Committee members and begin solicitation process for these gifts Organize and orient Campaign Steering Committee members Kick-off monthly Steering Committee meetings Research and begin evaluation of Advance, Lead and Major gift prospects Conduct prospect research (ongoing) Identify and rate Top 100 gift prospects Hold orientation and training for Advance, Lead and Major gift solicitors Assign Advance, Lead and Major gift prospects to solicitors Begin planning cultivation events for Advance, Lead and Major gift prospects Plan and initiate leadership public relations/communications strategy Develop and produce public relations materials for quiet phase Establish/finalize naming opportunities Confirm Gift Acceptance Policy</p>
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<p><u>Campaign Phase II</u> Quiet Phase</p> <p>Advance, Lead, and Major Gift Solicitations Leadership Development Continued Organization</p> <p>(October 2023 – October 2024)</p>	<p>Kickoff solicitation of Advance, Lead, and Major leadership gifts Conduct monthly Steering Committee meetings Finalize solicitation of Steering Committee and Director gifts to gain momentum for campaign Determine venue and strategy for quiet phase cultivation events throughout the quiet phase and organize logistics for these cultivation events Conduct Advance, Lead, and Major gift solicitations Conduct follow up solicitations Continue to identify, assign and solicit Advance, Lead, and Major gift prospects, building out from core prospects in concentric circles Continue leadership stewardship, cultivation and communications strategy Develop preliminary campaign public phase operational and public relations materials Finalize all public phase materials Begin identification and cultivation of broad base prospects</p>
<p><u>Campaign Phase III</u> Public Phase</p> <p>Public Announcement & Kick-Off General Solicitation Continued Organization</p> <p>(October 2024 – April 2025)</p>	<p>Analyze current campaign status relative to goal amount Finalize Advance, Lead, and Major gift solicitations Kick-off public campaign Initiate public campaign newsletter Organize public campaign solicitations Conduct solicitor training for public campaign solicitations Develop tracking process for solicitations and conduct follow up on all public campaign solicitations Conduct ongoing cultivation and educational events for all campaign prospects</p>
<p><u>Campaign Phase IV</u> Celebration</p> <p>Campaign Celebration Final Sweep</p> <p>(May 2025)</p>	<p>Conduct final Steering Committee meetings Complete Advance, Lead, and Major gift decisions Finalize public campaign solicitation of individuals Complete all outstanding gift decisions Complete all outstanding solicitations Implement final mail sweep Celebration event</p>

<p>Continuation Period</p>	<p>Thank you event for Steering Committee and lead donors Special events & dedication ceremonies, tours, etc. Conduct pledge redemption activities</p>
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CAMPAIGN ORGANIZATION AND LEADERSHIP

The campaign plan is based on an effective team approach involving the leadership of Northwest Florida State College, and those entrusted with the successful direction of the campaign.

- Board of Trustees
- College President
- Foundation Board of Directors
- Executive Director
- Director of Development
- Athletic Director
- Campaign Steering Committee

Campaign Steering Committee

The success of the campaign for Northwest Florida State College Foundation is tied to the recruitment of a core group of volunteers to work with the Foundation’s leadership. Campaign leaders should be enlisted from a cross section of the constituency, and should be primarily responsible for assisting with identifying prospects, providing access to potential donors, and soliciting pacesetting gifts.

The Campaign Steering Committee is the principal leadership group of the campaign. Membership should include representatives of each affiliated constituency including the following:

- NWFSC Foundation Board of Directors and Past Board Members
- NWFSC Athletics Department
- Raider Club Members
- Raider Athletics Donors
- Raider Athletics Alumni

- Raider Athletics Alumni parents/grandparents
- Connections to Athletics Department Recommended by Leadership
- Raider Athletics/NWFSC Friends

All campaign leaders need to be committed to the mission of Northwest Florida State College as well as the goals and objectives of the campaign.

Responsibilities:

- Lead by example by making a leadership gift.
- Assist in the recruitment of other leaders.
- Assist in soliciting leadership gifts.
- Opening doors to potential leadership gift prospects.
- Participating in the cultivation of prospective donors.
- Understanding and following the campaign plan and timetable.
- Participate in Campaign Steering Committee meetings.
- Provide leadership to the campaign and volunteers.

Time Commitment:

- Monthly meetings of the Campaign Steering Committee and on an as needed basis depending on committee assignments.
- Schedule telephone calls, personal meetings, and briefing sessions as needed to support campaign activity.
- Assist with a minimum of seven to ten cultivation and solicitation visits over six to ten weeks.
- Attend selected special events and gatherings.

COMMUNICATION AND CAMPAIGN SUPPORT MATERIALS

An effective campaign plan must contain certain essential marketing tools and materials. These tools used along with a clearly defined strategy for each specific audience will help ensure the success of the campaign for NWFSC Athletics.

Marketing tools

- *Case Statement/Brochure*

An effective case statement is a prerequisite for a successful major gifts campaign. The case statement tells Northwest Florida State College Athletics' story and explains how a successful endowment campaign will contribute to the realization of the college's vision. The case statement also provides a reliable resource to the campaign volunteers.

- *Volunteer Packet*

The campaign volunteers are the most valuable tools for the marketing of a successful campaign. Guidelines and support information for the volunteers will help them better present the campaign to potential donors. Each packet should contain the following information:

- The case statement.
- A FAQ sheet so that questions raised by potential donors can be appropriately addressed.
- Procedures on how to best engage a potential donor and the proper method of closing a gift.
- Procedures on how to track the solicitation process from initial meeting to final ask.
- A brief explanation of the methods of planned giving. This information provides various options for the donor to make their gift the most tax advantageous.
- Pledge form
- Other appropriate campaign public relations material.

SOLICITATION PROGRAM

It is important to note that prospects are solicited from the inside out and the top down. Therefore, solicitations will begin with Advance gift prospects whose potential for making a gift is \$100,000 or more, followed by Lead gift prospects (\$100,000 - \$50,000), then Major gift prospects (\$50,000 - \$5,000). Remaining prospects will be solicited according to their relationship to the college, and their gifts will fall into broader based division of gifts.

Basic rules of solicitation

- All solicitors will embrace the conviction that what they are doing is vital and important to the future of Northwest Florida State College and the Athletics program
- Campaign leadership will coordinate all solicitations.
- A personalized proposal with a specific gift request and/or named gift opportunity will be provided as necessary.
- The most appropriate solicitors will be identified and engaged for each visit.
- Solicitors will be leadership or major gift donors and/or Northwest Florida State College and Foundation leaders and will ideally work in pairs.
- Timely follow-up and prompt gift acknowledgement will be in place for all gifts.

NAMED GIFT OPPORTUNITIES

As recognition plans are finalized, Northwest Florida State College Foundation will consider options for recognition and naming opportunities for donors to the campaign. Named gift opportunities may be available to individuals, families, corporations, and special groups. Northwest Florida State College will recognize an individual's generosity with appropriate visible acknowledgement.

A list of available opportunities will be provided when available. The gift levels indicated for the naming opportunities are based on the significance of the areas, and in accordance with the policies and guidelines set forth by the Board of Trustees of Northwest Florida State College.

WAYS TO GIVE

Pledges are not legally binding, but are obligations made in good faith. Payments on pledges are deductible for income tax purposes as provided by law. In order to be recognized as a campaign gift and counted toward the goal, pledges must be recorded on a form and must:

- Be signed and dated by the donor;
- State the total amount of the pledge;
- Be paid on a stated installment schedule established by the donor, preferably within a three-year period from the date of the pledge, but no more than five years from the date of the pledge;
- Contain the donor's full name, address and phone number; and
- If made by a business, corporation, foundation, or other entity, be made on the entity's letterhead and be signed by a person with authority to do so on behalf of the entity.

Checks should be made payable to Northwest Florida State College Foundation. While the needs of the campaign are urgent, the Foundation will gratefully accept gifts in variety of forms, including those listed below:

Securities:

Securities that are traded on any recognized stock exchange and are readily marketable shall be accepted and sold upon receipt. For gift crediting purposes, the value of gifts of stock will be the average of the high and low trading prices on the day of delivery to Northwest Florida State College Foundation. Acceptance of closely held securities is subject to approval of the Board.

Real Property:

Gifts of real property may be accepted only upon the review and approval of the Northwest Florida State College Foundation Board and subject to any documentation and certifications required by the Board. Costs of appraisal and environmental audit shall be borne by donor.

Giving Methods to be considered

Life Insurance:

Northwest Florida State College Foundation may accept life insurance policies as gifts if the school is named as the irrevocable owner and beneficiary of 100% of the policy. The value of a paid up policy is the present value of the death benefit under the policy. For gifts of life insurance that are not paid up and do not have any source of funds for payment of premiums, the school may: continue to pay the premiums, convert the policy to paid up insurance, or surrender the policy for its cash value. The value of a partially paid up policy is the policy's cash surrender value.

Bequests:

The campaign will count towards its goal the present or actuarial value of bequests that conform to this policy.

Charitable Lead Trusts:

Charitable Lead Trusts are funded with an asset, such as appreciated securities or property, and the earnings from the principal are contributed to Northwest Florida State College Foundation for the life of the trust. At the end of the trust the asset goes to a named beneficiary. Neither the school nor its employees may serve as trustee.

Charitable Remainder Trust:

Charitable Remainder Trusts are funded with an asset, such as appreciated securities or property, and the earnings from the principal are paid as income to the individual and their beneficiaries. At the end of the trust, Northwest Florida State College Foundation receives the asset. Neither NWFSC Foundation nor its employees may serve as trustee.

Charitable Gift Annuity:

Northwest Florida State College Foundation accepts Charitable Gift Annuities, a transaction in which a donor transfers cash or property to NWFSC Foundation in exchange for the school's promise to make fixed annuity payments to one or two life annuitants. The campaign will count towards its goal the present value of remainder interest.

GIFT ACCEPTANCE POLICY

Northwest Florida State College Foundation has an established gift acceptance policy, approved by the Board of Trustees prior to the campaign. Northwest Florida State College Foundation will work closely to ensure that established policies are adhered to during the campaign.

CAMPAIGN ACCOUNTING POLICY

All gifts and bequests received, along with pledges made that are designated for the campaign will be credited to the campaign.

Gifts made in anticipation of the campaign may also be credited. The Board of Directors will have the option of crediting any unrestricted gifts received during this period to the campaign or to other purposes. The pledge period for the campaign will be from 2023 – 2027.

The campaign will count towards its goal the fair market value of gifts received, including the present or actuarial value of planned gifts. Gifts of stock will be valued based on the average high and low trading prices on the day of delivery to Northwest Florida State College Foundation. In the case of tangible personal property, it will be the responsibility of the donor to obtain appraisals necessary to determine the fair market value.

Campaign for Raider Athletics
Preliminary Timeline



July	Aug	Sept	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	June	July	Aug	Sept	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun
2023						2024												2025					