Getting Ready for Give CENLA 2024



Submit Your Questions



If you have questions or comments throughout our training, please write in using your Zoom webinar attendee panel.

Agenda



- Give CENLA Overview
 - Who is Bonterra?
 - What's New
 - Registering
 - Creating Your Profile
 - Next Steps & Questions

Give CENLA Overview

givecenla.org | May 6 - 10

- Every nonprofit conducts their own unique campaign to market and share with their supporters
- Your marketing efforts + CLCF Efforts = Exponential visibility
- IRS-recognized nonprofit serving Central Louisiana are eligible to participate
- Leaderboards for friendly competition, prize incentives
- Donations open on May 1

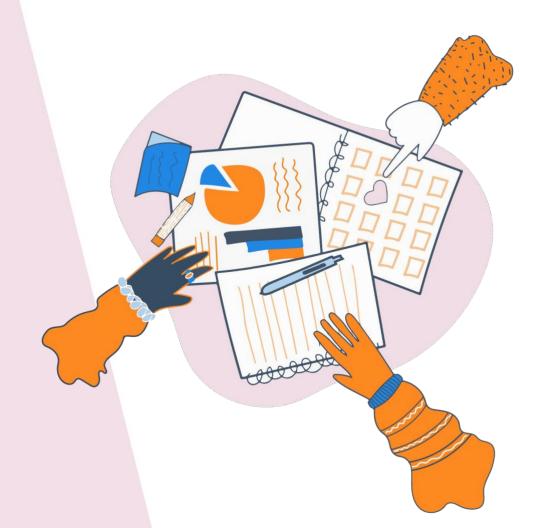
Benefits of Participating



- Learn to utilize digital fundraising tools, and take advantage of resources that are available year-round!
- Re-Engage with your existing supporters and gain new donors
- Combine your marketing efforts + CLCF marketing = exponential visibility for all organizations
- Utilize the Giving Day to reach other internal goals
- Motivate donors to make a greater impact with prizes and match incentives



Who is Bonterra?





Who is Bonterra?



Bonterra's mission is to power those who power social impact

- Host a secure, reliable and transparent platform for Give CENLA
- Create the ultimate donor experience
- Provide a dedicated support team
- GiveGab is becoming Bonterra!

Donation Security

- Partnered with Stripe PCI Level 1
 Payment Processor for donation processing
- Direct deposit funds within 5-7 business days
- Your banking information is reviewed by Stripe
- Donor credit card information is not revealed or saved in Bonterra
- All participating organizations verified as IRS and state-recognized nonprofits







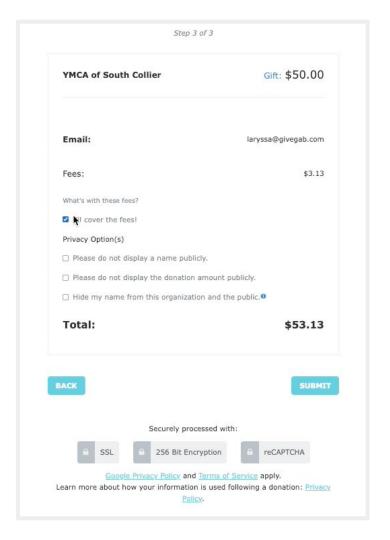
Simple Donation Processing



- All major credit cards accepted
- Log right into your bank to use the Plaid/ACH payment
- Quick, easy and fun donation flow
- Securely processed through Stripe
- Chat support available right within the donation form for your supporters!

Transparent Donations

- Credit Card, ACH, Mobile Pay for online transactions
- Donors can cover all fees on behalf of your organization
- Historically, donors cover 65-75% of fees during a Giving Day



Transparent Donations

Credit Card:

```
3.5% Platform Fee
```

\$0.30 per transaction & 2.5% transaction fee (Stripe)

6% + \$0.30

ACH:

3.5% Platform Fee

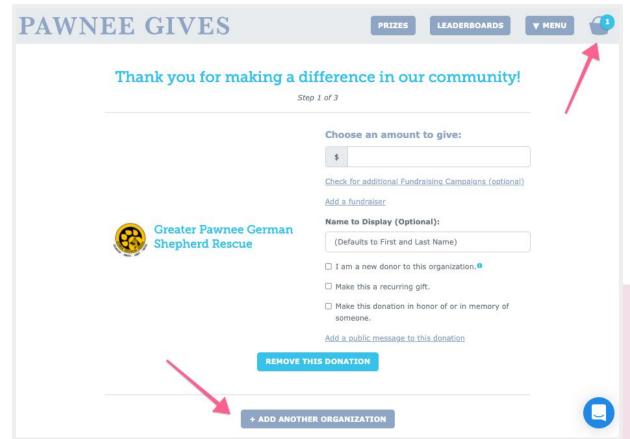
+

\$3.00 flat bank fee

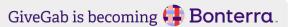
=

3% + \$3.00

*\$100 minimum



The Gift Basket makes it easy for donors to support as many causes as they like!



Instant Donor Delight

- A Thank You email that comes from your organization
- Sent immediately after the gift is made
- Includes your organization's EIN and donation amount to act as a tax-deductible receipt

DAY OF GIVING

Nickie.

Thank you so much for your contribution to our Giving Day! Your donation will help improve our community and the lives of hundreds of individuals throughout our area.

Thank you again!



You are PAW-sitively amazing! Thank you for your generous gift to Logan's Pups. We could not help dozens of dogs every day without you.

Your donation receipt from Logan's Pups

Donor: Nickie Fredenburg
Date: February 27, 2020
Organization: Logan's Pups
EIN: 12-1234567
Designation: Giving Day
Amount: \$10.00

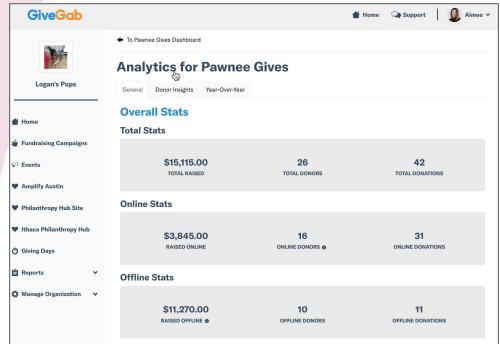
View Your Donations

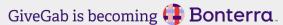
Giving Day Analytics

Key stats are available for the following data points:

- Donor counts (online, offline, total)
- Donation counts (online, offline, total)
- Average donation size
- Average donations per donor
- New donors
- Fee coverage
- Year-Over-Year comparisons

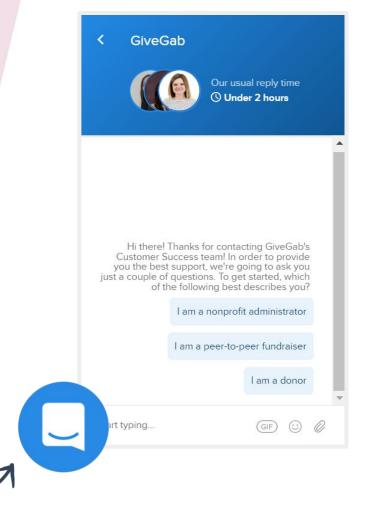






How We Support You

- Visit Our Help Center
 - o support.givegab.com
- Check Out Our Blog
 - o bonterratech.com/blog
- Send us an Email
 - CustomerSuccess@givegab.com
- Chat with our Customer Success Team
 - Look for the little blue chat bubble



Registering for Give CENLA



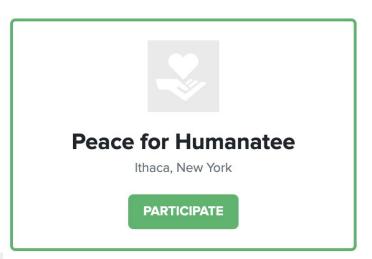


Find Your Organization

and participate in Give CENLA

Search for your organization

Start typing in the box above to find your organization.



Don't see your organization listed?

You can create an organization by clicking the button below.

ADD MY ORGANIZATION

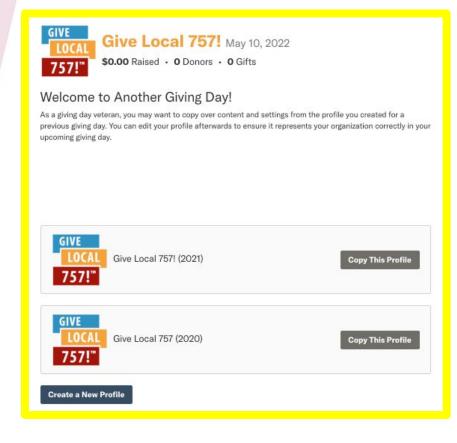
GiveGab is becoming **Bonterra**

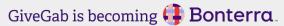
cease fill out this field. Give CENDA Give CEN	LA
Organization Name * required	Logo
Street Address Line 1 * required	
Street Address Line 2	Select Image
City * required	Image should be 5MB max and a JPG, JPEG or PNG file type.
State * required ZIP/Pc Select a State	Recommended dimensions: 300x300
Not located in the United States?	
Click 'Continue' to c	omplete your registration for
	e CENLA Continue

CENTA	Give CENLA
ank you from the botto spowerment! Your doci	on of our hearts for joining hands with Give CENLA, our week-lang celebration of generosity and community alon to register your exceptifit organization marks the beginning of an incredible journey toward making a Louisians.
	wek filled with purpose, passion, and philanthropy, let's remember the incredible potential we hold when we red vision. Together, we can create ripples of hope and transformation that extend far beyond our
	r your commitment to Give CENLA. Together, let's make this the most impactful online giving campaign yet!
sase select all that app	ly.
LARGE: Organizations MEDIUM: Organization SMALL: Organizations	(operating expense: \$000,001+) ns (operating expense: \$300,000 - \$600,000) (operating expense: \$0 - \$200,000)
hich range is your ory found on Page 1, line case select one choice	jonization's total annual operating exponses? "Your organization's total manual operating expenses can 15 of your most recent Ferm 990, " required
	٠
ganization EIN / Tax	Identification Number *required
-Alab - salab la	A
which parish is your asse select one choice	main office/compas located? * required
ho will be the main pe	oint of confact for your organization's Give CENLA campaign? *required
hat is your primary co	ortact's email? "nequired
nat is your primary co	entact's phone number?
	a a
hat is your organizati	or's mailing address?
e you a new or return	ing participant to Givo CENLA (proviously known as Cenia Giving Dayi? * required
	, A
year organization pr	ert of a parish public school system? "required
	é
ew Question nose select all that opp	rik.
Arts & Culture	
	/Improvement
Disaster Relief/Emerg Economic Developme Education Environment Feed & Nutrition Health & Wellness	ercy nasganue
Education	
Food & Nutrition	
Health & Wellness	
Religion & Faith Bases Science & Technology	
Social Advocacy Youth Development	
ew likely is your orga luntoors, denors, or a	alization to use the Poen-to-Peer fundraising tool this year? This involves inviting board members, any individual who is possiserable about year mission to rates memry for your organization's (live CENLA load
t24 compaign, "requi	ok.
Unlikely	-
Unlikely Somewhat Bisely Very Bisely	
	ation provided is accurate and that the participating organization is a 501(c)3 tax-exempt nonprofit.
urch or school in god formation may delay	ation provided is securate and that the participating organization is a 901(s)3 tax-exempt nonprofit, of standing with the IRS and Louisiana Secretary of State. I understand that providing insorrect or prevent the organization's participation in Olera CDMLA. "regarded"
nase select one choice	

Returning? Copy Your Profile

- Don't forget to review and update your profile after!
- Existing bank information will carry over
 - Double check that your bank account, org rep and admins on your profile are up to date!





Completing Your Profile



Your Giving Day Dashboard

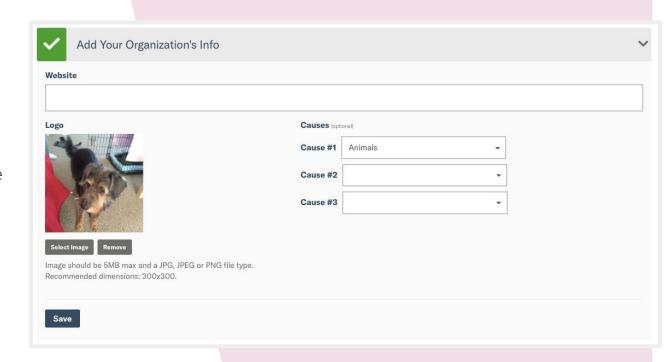


GiveGab is becoming • Bonterra

Basic Info

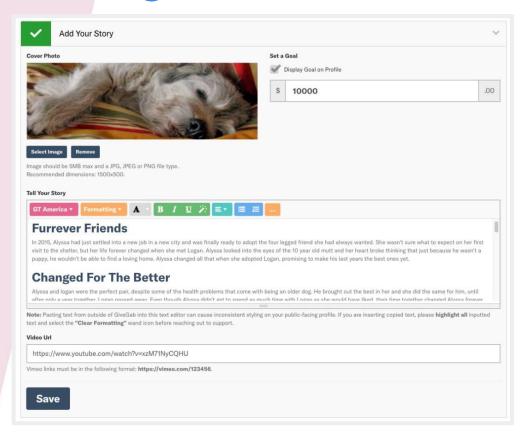
- Logo
- Website
- Causes
- Pro Tip: Adding

 causes to your profile
 can help new donors
 find you by our
 cause-based search!



Curate Your Story

- Add a cover photo
- Set a monetary goal
- Tell the story of your
 organization's participation
 in the giving day through
 words and visuals



Get Verified

- State Attestation Compliance
- Basic information about your organization
- Banking information for your organization
- Organization Representative information
- This is separate from your
 "application" process to participate
- Pro Tip: Don't wait to complete this information. It can take at least several days, and in some instances more



Get Verified

Complete Your Verification

Set Up Donations

Documents

Set Up Donations

State Charitable Solicitation Compliance Attestation

I attest that my organization is compliant with applicable state fundraising requirements in the states in which I may solicit donors using the GiveGab platform. I understand that GiveGab does not solicit donors.

This confirmation is required to collect donations on GiveGab. <u>Learn more about state charitable solicitation compliance.</u>



IRS Verification

If you complete the Payment Processor Verification below, you do not need to submit this IRS Verification section.

EIN/Tax ID

Please enter the 9 digits without the dash.

Don't have your EIN? Search here.

Save

Payment Processor Verification

Verify Your Organization

Get Verified



Tell us more about your business

Stripe collects this information to better serve your business and help meet the requirements of regulators, financial partners, and our Services Agreement.

Legal business name

Company

The combination of your name and Employer Identification Number (EIN) must exactly match the one listed on your IRS documents (e.g., Letter 147C or SS-4 Confirmation letter), including capitalization and punctuation.

Employer Identification Number (EIN)

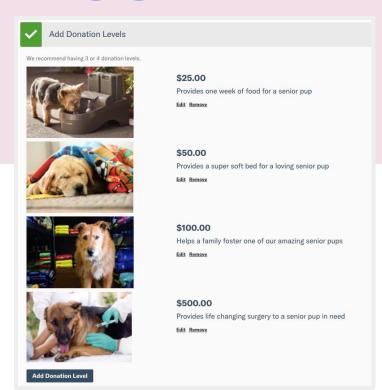
12-3456789

If you use your Social Security number for business tax purposes, you can enter that instead. If you are uncertain about which Tax ID guidelines are best for your organization, please refer to this support article.

Doing business as Optional

The operating name of your company, if it's different than the legal name.

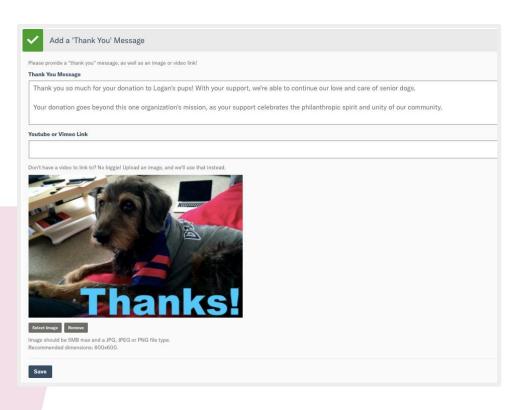
Suggest Donation Levels

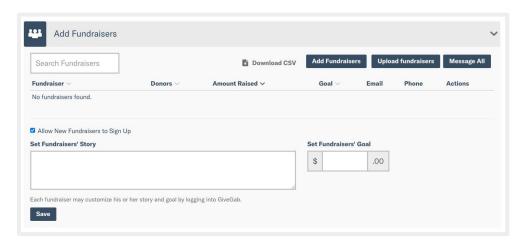


- Custom amounts
- Unique descriptions
- Optional photos
- Unlimited Levels
- Pro Tip: Using custom amounts to represent your organization, like a tangible good or service, further connects the donor to your goal

Personalized Gratitude

- Add your own message
- Include a photo or video for more personal stewardship!
- Sent immediately to your donors when they complete their gift
- Donors can reply to that email and contact you directly

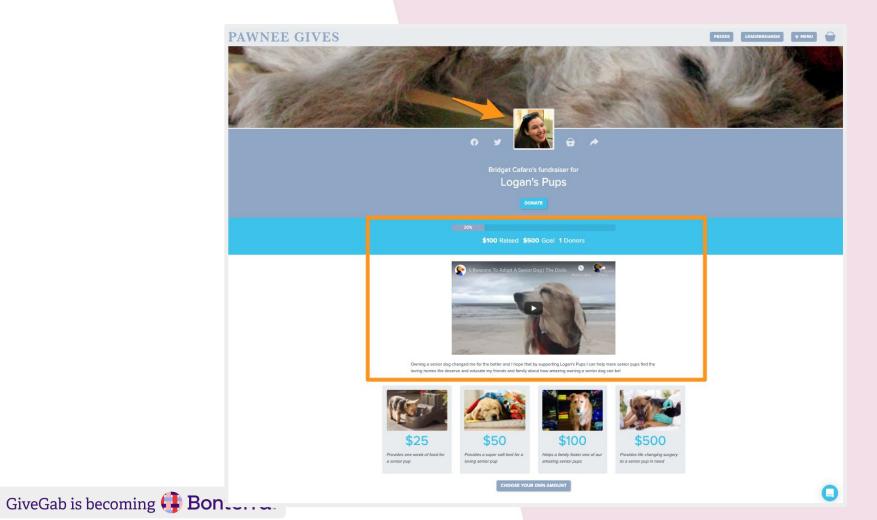




Invite Your Fundraisers

- Ask supporters to reach out to their networks on your behalf
- Each fundraiser creates their own page to collect donations. Their totals roll up into your totals!
- Easily manage their pages
- Pro Tip: Watch the <u>Peer-to-Peer</u>
 <u>Fundraising Training Video</u>



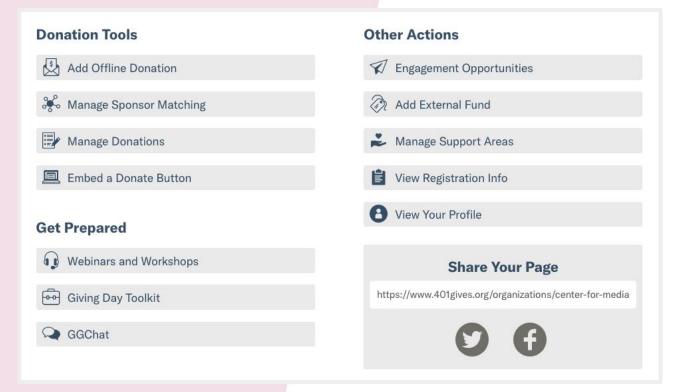


Did you know?



Organizations who used P2P fundraising last year raised on average [3.4x] more than those who did not.

Key Dashboard Tools



Share Your Profile

- Preview your profile along the way
- Share this link with your supporters
- Post directly to Twitter and Facebook from your dashboard

Other Actions



Engagement Opportunities



Add External Fund



Manage Support Areas



View Registration Info



View Your Profile

Share Your Page

https://giving-days-preprod.herokuapp.com/organizations/la





A Completed Profile

What's Next?



Step Up Your Fundraising with Matches

Use pledged donations as a donor incentive to increase impact!

Once you secure a matching gift, utilize the Matching tool to add that money into your totals, according to the criteria you set.

- 1:1, 2:1, or 3:1 Matches
- Donor, Dollar, or Donation Challenges
- Pro Tip: Watch the <u>Matching Training Video</u>



Did you know?



Organizations who had a match last year raised on average [4.5x] more than those who did not.

Your Nonprofit Toolkit

The Nonprofit Toolkit has valuable resources for all your Give CENLA needs.

- Templates
- Downloadable graphics
- Resources for board members, volunteers, staff and fundraisers
- Training videos for fundraising strategies!



Your Next Steps



Take a breath!

- If this is your first time participating, enjoy it!
- Your role as a nonprofit admin can seem overwhelming
- You don't need to compete for incentives and prizes
- Give CENLA may not be the right fit for all of your donors - that's okay!

Your Next Steps

What to work on over the next [6 - 8 weeks]:

- Follow Give CENLA on Social Media and use #Give CENLA Hashtag
- Watch your inbox for important emails
- Meet internally to discuss goals
- Sign up for upcoming webinars
- Explore the toolkit



Questions?

