Getting Ready for Give DeKalb County



Submit Your Questions



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



Overview & 2023 Recap

Overview

- 1. Give DeKalb County is a fundraiser **to benefit nonprofits** located in or serving DeKalb County
- 2. Donors can give
 - Online at <u>GiveDeKalbCounty.org</u> (midnight to midnight on giving day)
 - Credit card, debit card, ACH, mobile wallet
 - By check
 - Mail-in (2016, 2020, 2021, 2022, 2023)
 - In-person at the DeKalb County Community Foundation (2015-2019, 2023)
 - o IRA via Qualified Charitable Distribution
- 3. Donations leverage a percentage of the Bonus Pool
- Donations pass-through the Community Foundation and funds are distributed to organizations





Facts & Figures

Facts & Figures: Participation

| | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 |
|--|------|-------|-------|-------|-------|-------|-------|-------|-------|-------|
| # of Orgs & Funds | 37 |) 44 | 68 | 83 | 93 | 104 | 113 | 130 | 140 | 142 |
| # of Donations (unique transactions) | 873 | 1,265 | 2,036 | 2,965 | 3,647 | 4,352 | 7,534 | 8,353 | 7,626 | 8,306 |
| # of Individual Donors (online only 14-16) | 482 | 699 | 1,041 | 1,196 | 1,724 | 1,901 | 2,921 | 3,240 | 2,780 | 2,836 |
| # of States | 22 | 25 | 30 | 33 | 23 | 43 | 42 | 44 | 50 | (39) |
| # of Countries | 1 | 3 | 5 | 3 | 2 | 4 | 10 | 4 | 4 | 2 |

Combined donations: 41,487

2023 Typical Organization/Fund

| Median Total Payout | \$4,029 |
|---------------------------|----------|
| Median Bonus Pool Payout | \$502 |
| Median Raised\$3,5 | 525 |
| Average Total Payout | \$12,594 |
| Average Bonus Pool Payout | \$1,533 |
| Average GiveGab Fees | \$93 |
| Average Credit Card Fees | \$104 |
| Average Raised\$11,0 | 025 |



2024 Overview

Donor Options

- Online: May 2 midnight to midnight
 - \$5 minimum
 - Donors may give to multiple nonprofits
 - Leaderboard shows every nonprofit's progress
 - Platform/credit card fees apply
- Mail-in: April 18 May 2 (postmarked date)
 - O 'No minimum'
 - Check payment only, includes IRA/QCD
 - Download/complete form, mail form with check to DCCF
 - No fees for offline gifts
- In-person: May 2 donation drop-off
 - 8ām 1pm



Payout to Nonprofits & Donation Receipting

- All donations are made to the DeKalb County Community Foundation
 - Tax receipting shows as a gift to the Community Foundation
 - You do not need to issue a donation receipt separately



- Give DeKalb County payout
 - Details to follow

Bonus Pool

- Community Partners give to Bonus Pool
- All donations leverage bonus funds
- The Bonus Pool is distributed proportionately
- No single organization can receive over 7%

Example

- If Org A raises 2% of the grand total, Org A receives 2% of the Bonus Pool
- www.givedekalbcounty.org/info/bonus-pool



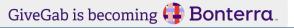
2023 Prizes

- Quick Start: Raise \$250,000 by 10am to unlock \$5,000 for Bonus Pool
- **Stronger Together**: Top 3 organizations in each budget tier with the most donors get a prize
- Perfect 10: Raise \$10,000 in 10 minutes at 10am to unlock \$10,000 for Bonus Pool

Participation Fee

| Operating Budget | Participation Fee |
|-----------------------|--------------------------|
| <\$100,000 | \$175 |
| \$100,000-\$499,999 | \$250 |
| \$500,000-\$2,999,999 | \$325 |
| >\$3,000,000 | \$400 |

- Fee deducted from total donations received (no upfront cost)
- Fees cover some costs associated with the giving day
- Balance of support provided by Community Foundation/DCNP and volunteers



Next Steps

- Watch for emails (to your admin & DCNP contact)
- Yard signs and banners
- Promotion
- Review eligibility and terms of participation
- DCNP membership deadline: March 1



Questions & Comments

- Questions about your profile, admin access, donor reports, registration, and other technical questions...contact GiveGab
 - o <u>customersuccess@givegab.com</u>
- General questions about eligibility, Bonus Pool, etc....contact DCNP
 - o <u>dcnp@dekalbccf.orq</u>



Meet the Team



Kelsey

Project Director



Ashley

Project Manager

Agenda



- Benefits of Participating
 - Who is GiveGab?
 - Transparent Donations
 - Registering
 - Creating Your Profile
 - Next Steps & Questions

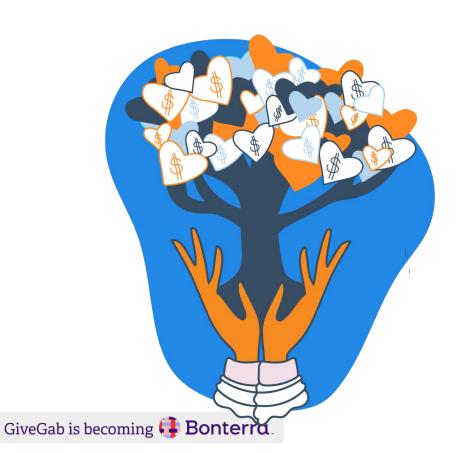
Benefits of Participating



- 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 +
 DeKalb County Nonprofit Partnership
 marketing = exponential visibility for all
 organizations
- Utilize the Giving Day to reach other internal goals
- Motivate donors to make a greater impact with the Bonus Pool



Who is GiveGab?



GiveGab's mission is to make it incredibly easy for fundraising professionals to be great at their jobs!

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

Simple Donation Processing . A

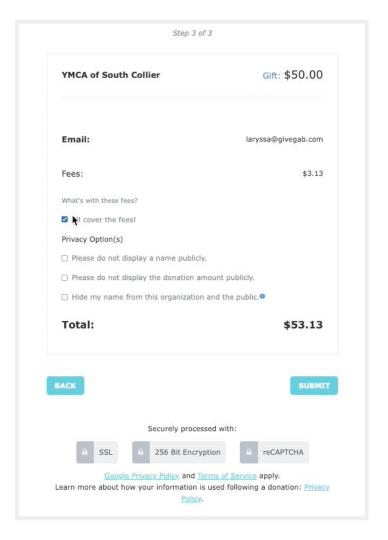


- All major credit cards accepted
- Log right into your bank to use the Plaid/ACH payment
- Quick, easy and fun donation flow
- Securely processed through Stripe (our PCI Level 1 Payment Processor)
 - Donor credit card information is not revealed or saved in GiveGab
- GiveGab's chat support available 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 76% of fees during a Giving Day



Transparent Donations

Credit Card:

2.25% Platform Fee

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

4.75% + \$0.30

ACH:

2.25% Platform Fee

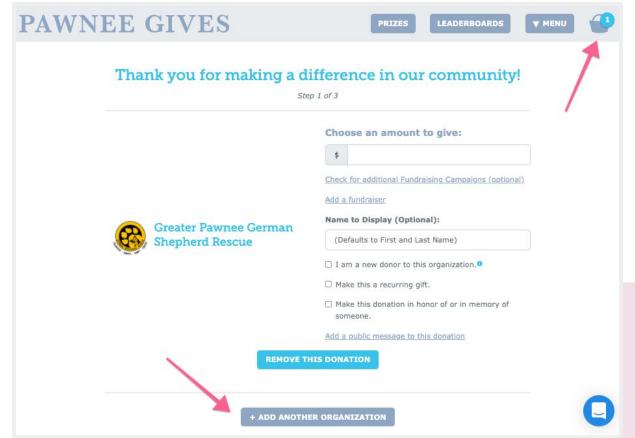
+

\$3.00 flat bank fee

=

2.25% + \$3.00

*\$100 minimum

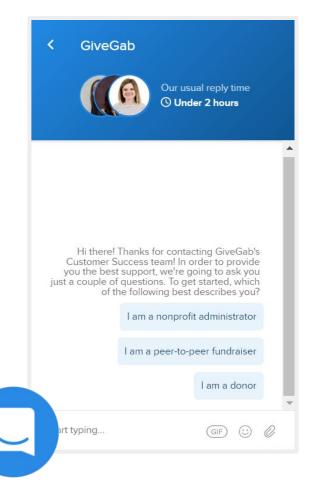


GiveGab's Giving Day Gift Basket makes it easy for donors to support as many causes as they like!

GiveGab is becoming • Bonterra

How We Support You

- Visit Our Help Center
 - o support.givegab.com
- Send us an Email
 - CustomerSuccess@givegab.com
- Chat with GiveGab's Customer Success Team
 - Look for the little blue chat bubble





Registering for Give DeKalb County





Find Your Organization

and participate in Give DeKalb County



2 Results





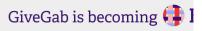
Don't see your organization listed?





Give DeKalb County

| Street Address Line 1 * requir | ed | |
|--------------------------------|----------------------------|---------------------------------------|
| | | |
| Street Address Line 2 | | |
| | | Select Image |
| City * required | | Image should be 5MB |
| | | max and a JPG, JPEG or PNG file type. |
| State * required | ZIP/Postal Code * required | Recommended dimensions: 300x300. |
| Select a State | <u> </u> | |
| | States? | |



Completing Your Profile



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!



Your Giving Day Dashboard



GiveGab is becoming • Bonterra

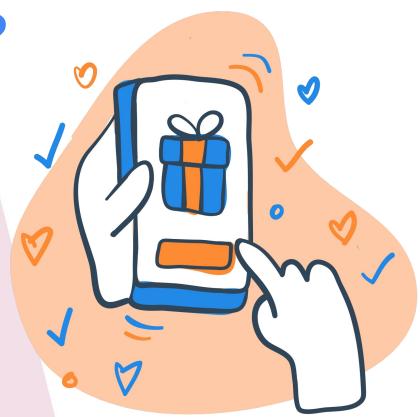
Your Nonprofit Toolkit

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

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



What's Next?



Your Next Steps



Take a breath!

- If this is your first time, enjoy it!
- Your role as a nonprofit admin can seem overwhelming
- Give DeKalb County may not be the right fit for all of your donors - that's okay!
- Connect with other participating organizations on the <u>Give DeKalb County</u> <u>Facebook Group</u>

Your Next Steps

- DCNP membership by March 1
- Register by April 1
- Follow Give DeKalb County on social media!
 - Use #GiveDeKalbCounty
- Watch your inbox for important emails
- Meet internally to discuss goals
 - Board Engagement
 - Peer-to-Peer Fundraisers
- Sign up for training
- Explore the Nonprofit Toolkit





Questions?



May 2 2024