ESC's 2019 Board Member Give/Get Report



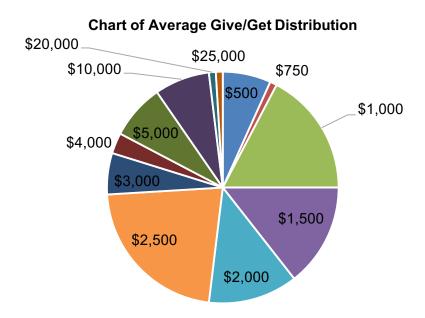
115 Chicagoland based nonprofit organizations completed the Executive Service Corps' 2019 Board Member Give/Get Survey.

A board member give/get is a policy, typically stated in the bylaws, policies, or board member manual, that provides a minimum amount of money that each member of the board must financially raise or donate to the organization annually.

Having and enforcing a board member give/get policy is a nonprofit best practice.

The Average 2019 Board Give/Get

The average 2019 board member Give/Get requirement is \$2,807.



What Does Not Impact the Policy

In nonprofits where it is applicable, volunteer service that earns fee income for the organization does not deduct from the give/get requirement at 94% of organizations.

Based on this survey we can rule out three factors as not impacting Chicagoland based nonprofits board member give/get. There seems to be no correlation with the board member give/get and 1) the estimated number of people impacted by the outcomes/mission of the organization, 2) the group of people served, or 3) the maximum board term of service.

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What Does Impact the Policy

Based on our survey, the annual budget of the organization (with and without in-kind donations) does impact the size of the board's Give/Get requirement.

The average give/get for organizations with an annual budget including in-kind donations up to \$1 million a year is \$1,721. The average Give/Get for organizations with an annual budget including in-kind donations up to \$1-8 million a year is \$2,861. The average Give/Get for organizations with an annual budget including in-kind donations over \$8 million a year is \$6,727.

Calculating results based on cash without in-kind gifts yields slightly higher give/get requirements. The average give/get for organizations with an annual cash operating budget excluding in-kind donations up to \$1 million a year is \$1,806. The average give/get for organizations with an annual cash operating budget excluding in-kind donations of \$1-8 million a year is \$3,697. The average give/get for organizations with an annual cash operating budget excluding in-kind donations of upwards of \$8 million a year and over is \$7,667.

Chart of Average Give/Get Based on Budget

