



Session One

## **Evaluating Pandora's Donation: How to Decide Whether to Accept a Gift and How to Manage it if You Do**

Fundraising

During an exceptionally difficult economic downturn, not-for-profits often consider unusual donations and creative revenue sources. Unfortunately, many times these turn into a Pandora's Box of management challenges and unexpected expenses. This workshop will help participants spot potential issues with seemingly attractive gifts or revenue sources, anticipate the challenges they might present and proactively manage acceptable gifts to maximize the positive impact those funds can have on the organization's health.

**Carolyn Hojaboom, CPA, MNPL and Principal at Jacobson Jarvis**, has provided professional services as an audit partner in a regional accounting firm, as the Executive Director for a healthcare foundation, and volunteered in board leadership positions for various organizations. She is recognized for her ability to identify areas to enhance or improve an organization's operations where her recommendations have been found to be intuitive, innovative and pragmatic.

**Susan Howlett** has been strengthening nonprofits for nearly 35 years as a board member, development director, grant-maker, executive director and consultant. Long-term core faculty in UW's Fundraising Certificate Program and creator/instructor of Bellevue College's Nonprofit Management Certificate, Susan co-authored *Getting Funded: The Complete Guide to Writing Grant Proposals* with Mary Hall. She speaks, trains and consults nationally, offering practical solutions to systemic problems using humor, interactive exercises and chocolate!