

BIDWELL ADVISORS

Getting Started on a Real Estate Gifts Program

Workshops

- Workshops/training sessions for development staff and senior management
- Workshops for development committee and Board of Directors
- Workshops, possibly involving CLE credit, for professional advisors

Lead gifts to help launch the program (ideally, a lead real estate gift)

- Board members
- Longtime friends/donors
- Foundation

Gift acceptance policies and procedures amended or created, addressing:

- Check for compliance with federal and state regulations
- Due diligence procedures (e.g. environmental assessment, title search, appraisal, property inspection, marketability analysis), and who pays for what
- Minimum real estate gift size policy
- Approval procedures

Pursue possible partner organizations if appropriate

- Community foundations
- Bank trust departments
- National non-profit organizations

Marketing approaches

- Case studies in newsletters, website
- Workshops for landowners and professional advisors
- Speak at Estate Planning Councils, Planned Giving Groups, other professional associations
- Recognition Society

Covering start-up costs

- Marketing materials
- Workshops
- Due diligence costs
- Allowance for property holding costs
- Staff time
- Consulting

Sources of Working Capital (See *The Case for Real Estate Gift Opportunity Funds*)

- Lead gift, real estate or otherwise
- Foundations
- Endowment

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