

FUNDRAISING POLICY

Major Donors

This category encourages stakeholders to give larger contributions to the Trust. A major donor can be an individual or organization which contributes at least \$1 000 cumulatively. To build stronger relationships with such individuals, the Trust will employ a more personalized process to nurture and recognize their commitment and efforts towards Impact Africa Trust. The Executive Director and the Fundraising Consultant will be working together and be fully responsible to make sure that the donors feel that contributions are worthwhile. Impact Africa Trust will develop a planned giving program to help donors feel connected and committed to its long-term success. Funds from donors will be used as an investment for capacity building or unless as stated by the donor.

Grants

Foundations are invited to support the Trust through participation in specific capacity building and short term projects. Impact Africa Trust wants to identify family foundations and donor advised funds at community foundations as sources of grant funding. Key leaders of these foundations will be nurtured like major donors. Grants for general support maybe sought but only those within the scope and the strategic plans shall be approved for use.

Proposed Fundraising Strategy

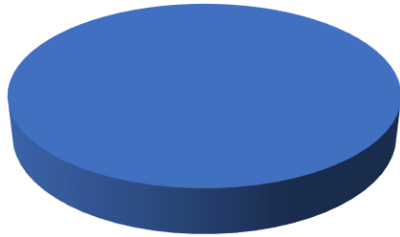
The main purpose of the strategy is to reduce dependency by diversifying funding sources. This is for the long-term viability of the Trust.

Recommended model

A healthy mix of fundraising will include the following:



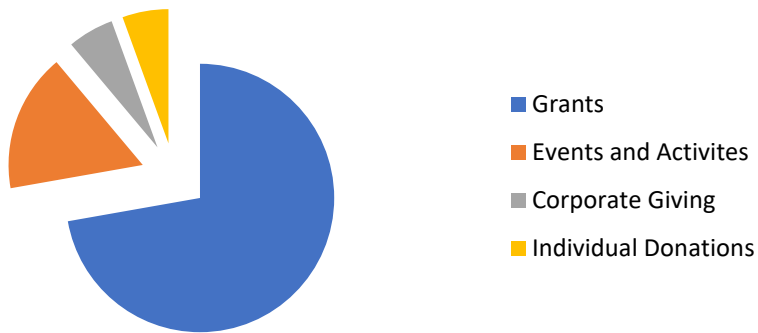
Current Income: 100% Board contributions



Expected Funding Mix

Sources of funds and Income Streams

2017-2019 Proposed Funding Mix



Gift Acceptance Policy

This policy will serve as a guide in the gift planning and solicitation process and shall apply to Board members, staff and volunteers of the Trust. It is a flexible policy which can be adjusted from time to time.

Acceptance of Gifts

The Board shall be responsible for approval and acceptance of all donations subject to the relevant applicable policies and procedures. Only gifts that support the mission, goals and the purpose of the Trust, and are consistent with public laws and regulations of Zimbabwe can be accepted. To add on, if donor specifies the area in which funds are to be used will be put to use for such purposes as specified. If restricted gifts generate income these shall be put to use by the Board as unrestricted and for purposes which the Board deems fit.

Acceptable Gift Types

The Board shall approve gift types as acceptable. These can include the following but are not limited to:

Cash or Checks

Certificate of Deposit

Personal Property

Real Estate; and

Gifts in kind

The above gifts can be converted, sold or exchanged at the discretion of the Board and be used to fulfill the mission of the Trust.

Ethical Fundraising

The Trust will be ethical and professional in conducting all its activities and in the acceptance of gifts. The Board may decline gifts that are not in line with the core values of the Trust as this may affect the reputation of the Trust. Gifts unsolicited in an unethical manner cannot be accepted as they may cause increase reputational risk in future.

Confidentiality

The Trust shall maintain transparency and openness regarding sources and purposes of gifts received. Donor requests may be complied to after careful consideration by the Board. Legal counsel shall be used, where necessary, in determining whether some gifts should be accepted or not.

In this section the aim is to identify and prioritize prospect in accordance to the funding mix proposed above.