



## Believing in Bolles

### Frequently Asked Questions:

Why independent schools need both tuition and philanthropic support.

**Q:** My family is already paying tuition . . . What does my child get when we make philanthropic gifts to The Bolles Annual Giving Fund?

**A:** Your financial contributions to The Bolles Annual Giving Fund supports the people and programs that make Bolles the great school that it is: talented teachers, small classes, library and instructional resources, up-to-date technology, enriching arts and athletics programs. Your child's education is financed by both your tuition and your annual gift to The Bolles Annual Gift Fund. Each year, 15% of the operating budget that is not covered by tuition comes from Annual Fund gifts, facility rentals and our endowment. The annual fund is the **ONLY** fundraiser Bolles has to meet the critical needs of our campuses. We do not ask that you sell wrapping paper or candy and we will not have your student seek sponsors for a walk-a-thon. Our only ask is that you would support Bolles, a 501(c)(3), with your best gift just as you would any other non-profit organization you find enriches your family and community.

Charitable gifts are a necessary part of every independent school's healthy financial profile.

**Q:** If independent schools were run more like big business, couldn't they charge the full cost and avoid having to ask for gifts?

**A:** The Bolles School is a 501 (c)(3) non-profit institution. Unlike a for-profit business, which aims to make money, Bolles aims to provide our students with the very best education. By nature, high-quality schools are labor-intensive and people oriented. In order to provide the best programs and competitive compensation to our outstanding faculty and staff, we continually evaluate and assess tuition increases, auxiliary programs like camp, as well as capturing additional income through renting our beautiful facilities for special events.

Unlike tuition, contributions to The Bolles Annual Giving Fund and Campaign are fully tax-deductible as allowed by law and allow each family to give at a meaningful level to which they are able.

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**Q: My family is international and therefore does not receive a tax benefit. Why should I give?**

**A:** Approximately 10% of the Upper School families are either non-US citizens or multinational. We rely on every family's participation in The Bolles Annual Giving Fund to reach our operating budget goals and to provide a high-quality education for every child.

There are many reasons to give beyond the potential tax benefits. Giving to The Bolles Annual Giving Fund is an investment in your child's education here and now. The Bolles Annual Giving Fund revenue makes a difference in the everyday life of your child at Bolles.

**Q: How much should I give to The Bolles Annual Giving Fund and how much of a difference can my gift really make?**

**A:** Ideally, current parents will identify The Bolles School as one of their top philanthropic priorities and recognize that their contributions make a significant impact. Bolles Annual Giving Fund gifts range from \$10 to over \$20,000. We celebrate our families' financial diversity and understand one family's gift of \$100 can be just as big of a sacrifice as another family who can give a gift of \$20,000. Bolles is proud of each gift they receive from our families and the cumulative impact it provides, \$1.3 million each year! Please consider your best gift to ensure that we raise the necessary additional funds for our students above and beyond what tuition covers to support our programs, faculty, and facilities.

Remember! Your participation encourages others to give, helps the School receive foundation grants, and sends a message to our community that Bolles makes *All Things Possible!* We need 100% participation!

**Q: When should I make my Bolles Annual Giving Fund gift or pledge?**

**A:** We kick off our 100 Days of The Bolles Fund on October 1 but you can make your gift as soon as August 1 when our fiscal year begins! The earlier we receive your gift, the earlier we can put it to work for all our students. We encourage all families to make their pledges during the 100 Days, though payments and participation are accepted through July 31.

**Q: Why would I consider an annual fund pledge instead of just a one-time gift?**

**A:** For some families a monthly pledge over a 6 to 12 month period can allow them to give a much greater gift than if they gave a one-time gift. For example, my financial ability only allows me the opportunity to give a one-time gift of \$50. However, I could consider giving \$50 every month over a twelve-month period so I can give a much larger gift of \$600!

**Q: Will I be asked to make additional gifts to The Bolles School?**

**A:** The Bolles Annual Giving Fund is the **ONLY** schoolwide fundraiser. While some student clubs may have small fundraisers to support their cause you will not be asked to participate in any other fundraisers throughout the year which is why it is imperative that every family participates.

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**Q: Is the Bolles School eligible for Employer Matching Gifts?**

**A:** Yes! Please ask your employer about Matching Gift Programs that support K-12 schools. This is a great way to double and sometimes triple your gift to Bolles. Bolles School is also an accepted “write-in” agency for the United Way.

**Q: Should I give if I receive Financial Aid?**

**A:** Even though many families make financial sacrifices to pay their tuition, it is still important for every member of our community to participate in our Annual Giving Fund at some level.

**Q: How can I help?**

**A:** First, as a parent and ambassador for the School, your positive endorsement of the program to the broader community helps attract and retain mission-appropriate students.

Second, encourage others, such as grandparents, who want to support the School and its mission, to contribute to the Bolles Annual Giving Fund.

Third, the success of our Bolles Annual Giving Fund is dependent upon parent volunteers. We invite all parents to join us. Please contact our Director of The Bolles Annual Giving Fund and Parent Programs, Sandy Catanese, to learn more about how to become involved or Chief Advancement Officer, Carol Nimitz, to find out more about supporting Bolles initiatives and aspirations.

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# The Language of Fundraising

## Annual Giving

The Annual Fund is the cornerstone of all fundraising programs at The Bolles School and is critical in maintaining all the resources essential to the Bolles experience. Contributions provide the vital difference between what is ordinary and what is distinctive. Annual giving gifts are unrestricted funds that make up the difference between what tuition covers and the actual cost of running the school. The funds support the operational needs of the School and are allocated within the year they are received.

Your support helps keep tuition as affordable as possible and ensures that our programs continue to enrich the lives of our students and faculty.

## Endowment Giving

You can make a gift of any size to an existing endowment or establish your own endowment through a minimum gift of \$50,000. Gifts to an endowment remain in perpetuity in the principal as the School spends a percentage of the interest income. The larger the endowment the less pressure on the operating budget, providing for the future financial stability of the School and keeping tuition costs reasonable. Long-established boarding schools with strong alumni donor bases tend to have larger endowments, and Bolles is working to grow its fund. An institution of our caliber should have a \$120 million endowment, currently our endowment is \$20 million.

## Gifts in Kind

Gifts in Kind are donations of needed goods or services rather than money. Gifts in Kind are vital to our School and help us keep our expenses as low as possible.

## Matching Gifts

As an employee benefit, more than 550 American corporations match their staff's philanthropic contributions. Matching gifts allow you to double or triple your gift to the School. Please investigate with your employer to determine if your gift qualifies for matching.

Bolles is also an accepted "write-in" agency for United Way.

## Participation

Participation is the percentage of parents who give a gift of any size to the School. All independent schools aim for 100% participation in the Annual Giving Fund.

## Planned Giving

Planned Giving is a vehicle that allows you to give a gift of trust, annuity, insurance policy, or most commonly, a bequest.

## Restricted and Unrestricted Giving

Restricted gifts can be spent only for a specific purpose you designate, such as financial aid or a particular academic program. Unrestricted gifts can be spent where the School believes the need is greatest.

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