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# TAGlines

*News for the most passionate in Healthcare, Education, and Community Building*

[www.TheAngelettiGroup.com](http://www.TheAngelettiGroup.com)

## Announcements

### **We've moved!**

The Angeletti Group has relocated from the Barn Building to the Harrison House at 17 Village Road in historic New Vernon, NJ.

We are excited to move to the new space, which better serves our ever-growing business and team.



### **The Angeletti Group Welcomes Bridget Burke**

We are pleased to welcome Bridget Burke as Director, Community Building and Education Partnerships. Bridget comes to TAG from Drew University. Prior to that, she served as an Annual Giving officer at Brooks School in North Andover, MA. She also assumed the role of Brooks' Director of Parent Programs where she launched a successful parent giving and active engagement program. Bridget will join TAG colleagues Adele Dujardin and Alan Gibby in our Independent Education practice.

### **We are proud to be a Corporate Sponsor of the National Association of Independent Schools**

Join The Angeletti Group at the NAIS Annual Conference February 26 - 28 in Orlando, FL. Our team's unique expertise and experience in independent education has proven invaluable in helping many of our clients achieve breakthrough results, paving the way for innovation in independent education.

### **Stay connected with The Angeletti Group!**

Visit the newly redesigned [Resources](#) section of our website for past newsletters, webinar archives, publications by The Angeletti Group, helpful links, and more!

Be sure to [Like us](#) on Facebook, [Follow us](#) on Twitter, and [Join our Group](#) on LinkedIn to stay on top of philanthropy news. And get your weekly dose of #TAGthoughts and



*December 2013*

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## Client Spotlight

The Jackie Robinson Foundation's scholarship and mentoring programs provide opportunities for students of color with strong capabilities but limited financial resources. For the 2013-2014 academic year, the Foundation provided \$4 million in scholarship assistance and program support to 200 deserving JRF Scholars and Extra Innings Fellows.

#FactsonFridays!

## Philanthropy News

### Planned Gifts: Two Weeks to Close

Time is running out to capitalize on the 2013 IRA rollover tax provision, which allows owners of retirement accounts ages 70.5 years or older to donate up to \$100,000 of IRA assets to charity and save on taxes. The tax provision expires Dec. 31, and Congress has not announced whether it will be reauthorized for 2014 or not.

With the many tax increases that took effect this year, the IRA rollover is an especially attractive provision for individuals considering planned gifts. The rollover allows IRA-owners to donate IRA assets without reporting the withdrawal as taxable income. It can also count toward the annual required minimum distribution that people 70.5 or older must take from a traditional IRA.

It's a win-win for charities and donors alike, making the next two weeks a crucial time to focus on planned giving prospects.

### Giving Tuesday: Why You Should Get On Board Next Year

The second annual Giving Tuesday, a nationwide movement to encourage charitable giving on the Tuesday after Thanksgiving (among the likes of Black Friday and Cyber Monday) saw marked success this year, suggesting it's a "holiday tradition" that's here to stay.

According to Blackbaud, online giving was up 90% from 2012 for 3,800 nonprofits. Blackbaud processed more than \$19.2 million in online gifts this year, compared to last year's \$10 million. And, the average gift amount increased from \$101.60 in 2012 to \$142.05.

Likewise, DonorPerfect reports that organizations using their software realized an increase of 162% over last year. The average gift amount increased as well, from \$124.92 to \$173.45 - a nearly 39% increase.

The increase in both nonprofit partners and donations shows that many are eager to be a part of the movement. While next year may not see as dramatic an increase, one thing is clear: Giving Tuesday lives on. Nonprofits looking to bolster end-of-year giving in 2014 may look to Internet-based Giving Tuesday appeals as a new avenue for fundraising.

### The Comeback of Million Dollar Gifts

A new report by the Lilly Family School of Philanthropy, "A Decade of Million Dollar Gifts," examines million dollar gifts made between 2001 and 2011. The number of gifts peaked at 2,355 in 2008 and then, following a three-year



## New Partnerships

We are pleased to partner with the following:

- *Chilton Hospital Foundation*
- *Fairfield Country Day School*
- *The Feinstein Institute for Medical Research of North Shore-Long Island Health System*
- *Homeless Solutions, Inc.*
- *Monmouth University*
- *Newark Charter School Fund*
- *NJ Charter Schools Association*
- *NJ City University*
- *Philadelphia Ronald McDonald House*
- *Princeton Terrace Club*
- *Thomas Jefferson University and Hospitals*
- *Uniting Against Lung Cancer*

## Opportunities

Archdiocese of New York:  
[Director of Cardinal's Appeal](#)

Fairfield Country Day School: [Director of Development](#)

Stamford Hospital

decline, giving reached its lowest dollar value in 2010 at around \$10 billion. The year 2011 witnessed a modest increase in giving to most types of recipient organizations. Although giving did not fully recover to the dollar amounts seen prior to 2007, this growth sent a hopeful sign of recovery in charitable commitments at the million dollar level and above.

Foundation: [Director](#),  
[Individual Giving](#)

**New opportunities  
are added often -  
click here to view  
more!**

## Join Us For a Complimentary Webinar

"Are You Ready For a Campaign?"

The Angeletti Group will host a webinar that examines the anatomy of a campaign and helps development professionals determine their organization's campaign readiness. The presentation will discuss "why a campaign," assessing internal and external readiness, strategic steps for campaign implementation and launch, campaign silent phase and public phase, solicitation strategies, and more. The webinar will be in March 2014.

**[Click here to pre-register.](#)**

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