Nonprofit Endowment Building Readiness Worksheet

How ready is your organization to begin an endowment building effort? What are your strengths, and where are there opportunities for growth?

Please rate your organization’s strength in key areas described below. Use a scale of 1-5, with 1 indicating little readiness and 5 indicating high readiness.

<table>
<thead>
<tr>
<th>Question</th>
<th>Rating 1</th>
<th>Rating 2</th>
<th>Rating 3</th>
<th>Rating 4</th>
<th>Rating 5</th>
</tr>
</thead>
<tbody>
<tr>
<td>Does your board understand the need for endowment?</td>
<td>1</td>
<td>2</td>
<td>3</td>
<td>4</td>
<td>5</td>
</tr>
<tr>
<td>Do members of your board make gifts to your organization?</td>
<td>1</td>
<td>2</td>
<td>3</td>
<td>4</td>
<td>5</td>
</tr>
<tr>
<td>Can you identify a group of potential supporters beyond your core group of volunteers?</td>
<td>1</td>
<td>2</td>
<td>3</td>
<td>4</td>
<td>5</td>
</tr>
<tr>
<td>Do you have contact information for those individuals to use to create a mailing list?</td>
<td>1</td>
<td>2</td>
<td>3</td>
<td>4</td>
<td>5</td>
</tr>
<tr>
<td>Are your board members able/willing to identify others in the community who might support the organization?</td>
<td>1</td>
<td>2</td>
<td>3</td>
<td>4</td>
<td>5</td>
</tr>
<tr>
<td>What success have you had with recent special events and other annual fundraising efforts?</td>
<td>1</td>
<td>2</td>
<td>3</td>
<td>4</td>
<td>5</td>
</tr>
<tr>
<td>What success have you had in securing major gifts from individuals?</td>
<td>1</td>
<td>2</td>
<td>3</td>
<td>4</td>
<td>5</td>
</tr>
<tr>
<td>How recently have you asked individuals for major gifts for a capital campaign, etc. (1=very recently)</td>
<td>1</td>
<td>2</td>
<td>3</td>
<td>4</td>
<td>5</td>
</tr>
<tr>
<td>Can you explain to potential donors why you need endowment gifts (a case statement)?</td>
<td>1</td>
<td>2</td>
<td>3</td>
<td>4</td>
<td>5</td>
</tr>
</tbody>
</table>

What is your organization’s total score? _____

What are your greatest strength(s)?
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________

What area(s) require attention?
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________

Note additional strengths or weaknesses:
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________

Delaware Community Foundation

Wilmington
P.O. Box 1636
Wilmington, DE 19899
302.571.8004

Central Delaware
101 W. Loockerman St., Suite 2C
Dover, DE 19904
302.724.7552

Southern Delaware
36 The Circle
Georgetown, DE 19947
302.856.4393

www.delcf.org