

 BOND UNIVERSITY	FUNDRAISING POLICY
Policy Owner	Vice President Engagement
Contact Officer	Director, Engagement & Development
Endorsement Authority	Vice President Engagement
Date of Next Review	6 March 2027

1. PURPOSE AND OBJECTIVES

Fundraising by the University is essential to the achievement of the University's Strategic Plan through Engagement and Advancement activities. The University supports a culture of giving and will undertake [Fundraising](#) activities including [Gift](#) and [Donor](#) identification, qualification, cultivation, solicitation, annual appeals (internally and externally), Giving days, corporate giving, [Sponsorship](#), bequests, major gifts, grants from Trusts and Foundations and other opportunities.

This Policy applies to all individuals employed by the University, or students enrolled at the University, who undertake fundraising activities to generate support for University activities or events. [Fundraising Procedures](#) are outlined to assist the submission of fundraising ideas for consideration by the Office of Engagement. Staff and students will be guided by this Policy and the attached forms.

2. AUDIENCE AND APPLICATION

Any parties wishing to undertake fundraising activities for, and on behalf of, Bond University.

3. ROLES AND RESPONSIBILITIES

Role	Responsibility
Vice Chancellor	Fundraising activities are monitored by the University Council, and executive approval for any fundraising is the prerogative of the Vice Chancellor.
Vice President Engagement	All proposed fundraising for, and on behalf of the University, requires prior approval by the Vice President Engagement. This includes activities planned by University staff, students, alumni, and others. Staff, students, alumni and all other parties must submit any requests for approval through the Office of Engagement. The Office of Engagement will then inform and, where required, seek approval from the Vice Chancellor. The Vice President Engagement has the authority to nominate a delegate where required, for the approval of fundraising activities.
Executive Deans	Executive Deans are required to approve all fundraising applications that are to be submitted by members of their Faculty prior to the proposal being submitted for approval by the Vice President Engagement and, where appropriate, discussed at the Advancement Reference Group, chaired by the Vice Chancellor.
Company Secretary & General Counsell and the Chief Financial Officer	Provide advice on taxation, legal, and policy aspects for proposed appeals, donations, gifts, or bequests.
Bond University Professional Staff	All professional staff contemplating fundraising initiatives for the University are required to submit a Fundraising Proposal to the Office of Engagement for consideration having had approval from their line manager.
Student Organisations and Students	Student organisations must follow the Fundraising Proposal Guidelines and students must follow the Fundraising Procedures as per Clause 5.

4. FUNDRAISING BY STAFF

4.1. All fundraising proposals from within the University, or all unsolicited gifts or offers of gifts, must be referred to the Office of Engagement for assessment and clearance and, where required, approval by the Vice Chancellor (see [Fundraising Procedures](#)). Referral to the Office of Engagement is necessary to avoid overlap of fundraising approaches, and to ensure that the fundraising and donor stewardship that does take place is properly managed and coordinated.

4.2. No member of the University or its associated organisations may make approaches for fundraising purposes unless coordinated with and approved through the Office of Engagement.

- 4.3. The Office of Engagement will work with Faculties and Offices to assess proposals, arrange clearance of approaches to donors, pursue these approaches where appropriate, and advise Faculties and Offices generally on how proposals can be advanced.

5. FUNDRAISING BY STUDENTS AND STUDENT ORGANISATIONS

- 5.1. The University understands there may be situations where student organisations have needs that are greater than can be met by the usual on-campus funding sources. In these cases, student organisations are permitted to raise funds under the [Fundraising Proposal Guidelines](#). Students must remember that they represent the University and should in all ways present themselves and their organisation in a professional manner.
- 5.2. Direct approaches by students to alumni, University benefactors, and parents are not permitted. The University does not allow broad-based solicitation of the alumni/ae and parents by student organisations as such initiatives are to be managed through the Office of Engagement.
- 5.3. Students may, with prior approval, ask local businesses and national corporations for [Donations](#) or [Gifts-in-kind](#). However, students must first speak to the Vice President Engagement (or nominated representative) and if necessary, submit a proposal as per [Fundraising Procedures](#). The Vice President Engagement will check for any ongoing University affiliation with the corporation. Approval is unlikely to be withheld if the approach and the purpose are appropriate.

6. TAXATION AND LEGAL ASPECTS

Taxation and legal aspects, as well as matters of University policy (including academic policy), must be considered when any appeal, donation, gift, or bequest is proposed. Advice is to be sought from the Company Secretary and General Counsel and the Chief Financial Officer as early as possible to ensure the process is properly coordinated.

7. DONOR RIGHTS

Donors to Bond University must be:

- 7.1. informed of the University's mission, the way the gift is to be used and the capacity of the University to effectively use the gift.
- 7.2. provided with relevant information about the University, the role, activity and performance of the University, and the use and progress of their gift.
- 7.3. informed of the identity of the University's key personnel involved in managing the gift, and whether those seeking gifts are University staff or agents, and that such staff will maintain the highest professional standards.
- 7.4. assured that no agreement, trust, or contract will be at the expense of the donor's best interests and motivations.
- 7.5. assured that their personal details, and details about their gift, will be treated confidentially by the Office of Engagement, all University staff, students and others involved in the fundraising activity and will not be shared with others outside the organisation without their explicit permission.
- 7.6. recognised, acknowledged, and stewarded appropriately for their donation.
- 7.7. assured that confidentiality is strictly maintained, and the donor's wishes/instructions respected.

8. GIFT AND SPONSORSHIP MANAGEMENT

- 8.1. The University accepts gifts in cash, gifts-in-kind, by bequest or in any other manner deemed appropriate by the donor and the University in line with this Policy, the strategy and mission of the University. Accepted gifts will be recorded in a [Gift Agreement](#).
- 8.2. The University may decide at its absolute discretion to decline a gift. A record of the declined donation will be recorded in the CRM by the Office of Engagement.
- 8.3. The Office of Engagement will manage and maintain a registry via the CRM as the University's sole repository of information relating to fundraising.
- 8.4. All monies obtained through fundraising initiatives must be confirmed with the Vice President Engagement and managed in accordance with the University Financial Delegations Policy.
- 8.5. All fundraising contracts must protect the University's interest.

- 8.6. The Office of Engagement will arrange for the issue of a tax-deductible receipt for all donations made to the University with a value over A\$2 in line with [ATO](#) guidelines.
- 8.7. All gifts must be processed in line with the University guidelines and the CRM User Guides which can be accessed by contacting the Office of Engagement
- 8.8. All University fundraisers involved in gift and sponsorship work will track and share progress on donations for recording within the CRM as per the [moves management](#) strategy of fundraising. This will:
- 8.8.1. ensure accurate recording of the stage of the philanthropic donation to the University;
 - 8.8.2. further cultivate prospective donors/sponsors with respect to specific appeals; and
 - 8.8.3. resolve any disputes relating to approaches to prospective donors/sponsors.
- 8.9. Once the appeal or gift approach has been endorsed, University fundraisers are required to utilise the CRM to document the success of approaches made to prospective donors/sponsors so that:
- 8.9.1. donors/sponsors are appropriately acknowledged and thanked according to their level of giving.
 - 8.9.2. gifts are properly recorded in the CRM and processed through the University financial system.
 - 8.9.3. [Pledged](#) gifts and instalment dates are recorded for reminder/follow-up by the assigned fundraiser and suitable stewardship activities are put in place.
 - 8.9.4. Senior Management are informed of University fundraising activity and outcomes.

9. DEFINITIONS, TERMS, ACRONYMS

ATO	Australian Tax Office
Bequest/ Legacy	For this Policy, the terms legacy and bequest are understood to have the same meaning: A donation of assets or cash via a Will.
CRM	Gift and sponsorship management system currently the University uses Raisers Edge NXT.
DGR	Deductible Gift Recipients organisations who can receive donations that are tax-deductible by the donor via the ATO.
Donation	Please see Gift .
Donor	An individual or organisation who has contributed to the University.
Endowment	A donation for a specific purpose in which any interest earnings are added to the capital funds with the aim of perpetuity.
Fundraising	<p>Fundraising in this Policy refers to all funding activities whereby philanthropic gifts and sponsorships are being sought to aid University initiatives and goals from corporations, private donors, trusts, foundations, and other sources.</p> <p>It does not cover government research grants or contracts. The University's responsibility under a government contract or research grant involves the generation of some tangible product or service for the exclusive or proprietary use of the contracting agency and subject to certain standards of performance and the expectation of economic benefit on the part of the grantor.</p> <p>There will be cases where proposals have both elements of philanthropic gifts, sponsorship and/or grants or contracts. Where there is a significant element of philanthropy in the transaction, the Office of Engagement must be notified to ensure on-going stewardship and donor recognition.</p>
Gift	A voluntary contribution received for either unrestricted or restricted use in the furtherance of the institution and for which the institution has made no commitment of resources or services other than, possibly, committing to use the gift as the donor specifies. The contribution is a nonreciprocal transfer, in that there is no implicit or explicit statement of exchange, purchase of services, or provision of exclusive information. Donations or gifts are exempt from GST.
Gift-in-kind	Any noncash donations of materials or long-lived assets, other than real and personal property. Gifts-in-kind might include such items as artwork, equipment, printed materials, food, or other items used for hosting dinners, etc.

Gift Agreement	At a minimum the document will contain: name of the Donor/s; clarification about who will provide the funds (individual/s, company, foundation, donor advised fund); amount of the gift; date of agreement (signed); designation and / or purpose of the gift / summarisation of the mutual understanding; and the pledge schedule.
Moves Management	Moves management is a fundraising strategy that helps nonprofits build stronger relationships with donors and prospects by breaking down the fundraising process into a series of “moves” or actions.
Pledges	Pledges are commitments to make future gifts. Only the entity exercising legal control over the assets to be given can make a pledge. Where possible the donor should stipulate the amount, purpose, and payment period in a written document to the University.
Restricted	Donation targeted for a specific purpose as identified by the donor.
Sponsorship	A voluntary contribution received whereby the donor receives a material benefit (for example advertising). Sponsorships are not exempt from GST.

10. RELATED DOCUMENTS

[Fundraising Procedures](#)

[Fundraising Proposal Guidelines](#)

[Fundraising Proposal Authorisation Form](#)

Raiser's EdgeCRM User Guides (Contact Office of Engagement)

[Bond University Research Policies](#)

[Personal Gifts and Benefits Policy \(FIN 7.2.1\)](#)

[Institutional Partnerships Policy \(ICE 9.5.1\)](#)

[Bond University Naming Rights Procedure](#)

[Code of Conduct Policy \(HR 2.8.4\) STAFF](#)

[Student Code of Conduct Policy \(SS 5.2.1\)](#)

[Artworks Policy \(FAC 8.3.1\)](#)

[Recognition of Student Achievement Policy \(SS 5.11.1\)](#)

[Financial Delegation Policy \(FIN 7.1.3\)](#)

[Universities Australia Code of Practice for Australian University Philanthropy](#)

11. MODIFICATION HISTORY

Date	Sections	Source	Details
6 March 2024		Office of Engagement	V4: 3-year cyclical review – several amendments
29 Sept 2020			V3
Feb 2018			V2
Sept 2010			V1.1
27 June 2008			Date First Approved

APPROVAL AUTHORITY: Vice Chancellor

BOND UNIVERSITY
FUNDRAISING PROCEDURES

Fundraising Proposals

- All parties contemplating fundraising initiatives for the University are required to submit a Fundraising Proposal according to the [Guidelines](#) to the Office of Engagement at least one (1) month in advance for consideration.
- On receipt, each proposal will be assessed by the Office of Engagement and checked for financial viability, possible overlaps with approaches from other areas, and relevance to University goals and objectives with the appropriate University authorities.
- If endorsed, the Office of Engagement will make a recommendation to the Vice Chancellor for approval, where required.
- If approved by the Vice Chancellor, the Office of Engagement will advise the parties of their successful submission and assist as appropriate with advancing the proposal.
- Confidentiality must be strictly maintained and donor wishes/instructions respected.

Management of Funds

- All monies obtained through fundraising initiatives must be managed through the cost centre under the control of the Vice President of Engagement in accordance with the University Financial Delegations Policy.
- The Office of Engagement will arrange for the issue of a tax-deductible receipt.

Management of Records

- All University fundraisers involved in major gift work will track and share progress on a central system as to the cultivation of prospective donors with respect to specific fundraising and resolve any disputes relating to conflicting approaches to prospective donors.
- Once the fundraising or gift approach has been endorsed, University fundraisers are required to utilise the University's Gift Management System ([CRM](#)) to document the success of approaches made to prospective donors so that:
 - Donor and prospective donor records on the database are kept up to date;
 - Donors are appropriately acknowledged and thanked according to the level of their giving;
 - Gifts are properly recorded and processed through the database and the University financial system;
 - Pledged gifts and instalment dates are recorded for reminder/follow-up by the assigned fundraiser; and
 - The Vice Chancellor, University Management Committee, Executive Deans, and University Council may be informed of University fundraising activity and results.

**BOND UNIVERSITY
FUNDRAISING PROPOSAL GUIDELINES**

All proposed fundraising initiatives for, and on behalf of, Bond University require prior approval. This includes activities planned by Bond University staff, students and alumni.

- Staff, students, alumni and all other parties must obtain approval from the Office of Engagement.

After liaising with the Office of Engagement, all University fundraisers are required to present draft gift proposals to the Office of Engagement who will assess the proposal and seek the Vice Chancellor's endorsement, where required.

All parties contemplating fundraising initiatives for the University are required to submit a Fundraising Proposal to the Office of Engagement for consideration.

Fundraising Proposal Authorisation [Form](#) attached.



FUNDRAISING PROPOSAL AUTHORISATION FORM

Submitted by:		
Name:		
Position:		
Faculty/Office/Student Group:		
Contact Details: Telephone:		
Email:		
<i>1. Please provide a detailed overview of what project/need funding is being sought for: (What is the objective?)</i>		
<i>2. Please detail from whom support is being requested and their contact details. Where support is being requested from a company or trust please list the details of the individual to whom the proposal will be sent and their contact details? Who is the target audience?</i>		
<i>3. What is the dollar or in-kind support which is being requested?</i>		
<i>4. Project Plan (When do you expect to make the request, receive funding, expend funds and report to donor, risk assessment and University?)</i>		
<i>5. Benefit/s to Donor? How will you recognise and acknowledge the support of the donors? How will you recognise their contribution.</i>		
Approved by:		
Executive Dean	Signature	Date
Vice President Engagement	Signature	Date
Vice Chancellor	Signature	Date