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**Tiered Chapter Revenue Allocation Model for 2020 EVERY MEMBER CAMPAIGN**

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| **Tier** | **Allocation**  **Percentage** | **Criteria** |
| Tier 1 | 15% | From first dollar raised |
| Tier 2 | 25% | Meet low-range goal PLUS achieve one performance metric |
| Tier 3 | 35% | Meet high-range goal AND 100% chapter board participation PLUS achieve two performance metrics |

**Performance Metrics**

* 100% chapter board participation in 2020
* Pledge fulfillment rate of 90% or higher in 2020
* Increase in total funds raised from 2019
* Increase in participation rate from 2019
* At least 3% of donors give through Alpha Society, recurring, monthly giving program
* At least 20% of donors at Ambassador’s Club-Sapphire level ($100-$249) in 2020
* At least 2% of donors at Ambassador’s Club-Ruby level ($250-$499) in 2020
* At least 2% of donors at Ambassador’s Club-Emerald level ($500-$999) in 2020
* At least 2% of donors at President’s Club level ($1,000-$2,499) in 2020

**FAQs**

1. What it the rationale behind implementing a tiered revenue allocation model?

* The AFP Foundation has been working diligently to develop a culture of philanthropy, trust and collaboration with chapters.
* We want to ensure that your chapter is rewarded and recognized for the time and effort you put into the annual fund and encourage you to get the largest percentage of revenue back into your chapter.

1. How are the low- and high-range goals set?

* Proposed low- and high-range goals will be prepared by the AFP Canada Foundation based on your chapter’s performance from the previous year and presented to each chapter for board discussion, modification and acceptance.
* All chapters can call the Foundation to discuss these goals; our aim is not to impose a goal on your chapter but to suggest one for your consideration.

1. Can you help me understand the different tiers?

There are three tiers in this chapter revenue allocation model. Our hope is that you and your chapter will be motivated to increase its support of the Every Member Campaign while at the same time building resources that will come back to directly support your chapter. You can do this by striving toward a tier that’s right for you and your chapter’s capabilities.

* Tier 1: Receive 15% of what you raise, automatically.
  + No matter how much your chapter raises, your chapter will receive 15% of what is raised.
  + Example: your chapter raises $3,000 your chapter will receive $450.
* Tier 2: Receive 25% of what you raise, provided you accomplish the following:
  + Chapter raises at least the low-range goal proposed by the AFP Foundation PLUS achieves one performance metric. (There are nine different performance metrics.)
  + OK, so we raise at least the low range goal and we achieve one performance metric, what do we get?
    - Your chapter will receive 25% of the dollars raised by your campaign. For example, if your chapter raises $3,000 and meets one of the performance metrics, your chapter receives $750.
  + OK, so we raise our low range goal, but we haven’t met one metric. What happens now?
    - It’s our hope that your chapter can meet at least one of the metrics outlined above; however, if you can’t, your chapter will still receive 15% of the dollars raised by your campaign.
* Tier 3: Receive 35% of what you raise, provided you accomplish the following:
  + Chapter raises at least the high-range goal proposed by the AFP foundation board participation AND achieves 100 percent board participation PLUS achieves two of the performance metrics.
  + OK, so we raise the high range goal, achieve 100 percent board participation and meet two performance metrics, what do we get?
    - 35% of your dollars raised go back to the chapter. For example, your chapter raises $3,000 and meets two metrics, our chapter receives $1.050.
  + OK, so we raise our low range goal, but only achieve one performance metric (either 100 percent board or one other metric). What happens now?
    - Your chapter will have met the Tier 2 requirements and would therefore, receive 25% of the dollars raised by your campaign.

1. Do we have to choose which metrics to meet up front?
   * No. As you conduct your campaign, it’s a good idea to keep in mind metrics that are easily achievable. The AFP Canada Foundation will check in prior to the end of the calendar year to indicate your status and which metrics you may have met so far.
   * However, if you want to choose which metrics you are pursuing, by all means, use these as a motivator for your board and chapter members!
2. Do we have to track the metrics ourselves? Or do we have to calculate our percentage increases?
   * No. Metrics will be calculated by the AFP Canada Foundation based on all revenue received and credited to the chapter from January 10, 2020 through January 15, 2021.
   * In the first quarter of 2020, the Canada Foundation will arrange a telephone call with your chapters Every Member Campaign Chair. This will be an orientation that will discuss 2020 benchmarks, the calling program, strategies, and how the Foundation can better support the EMC Chairs.
3. When does the chapter get paid?
   * Your chapter will receive notification of their allocation amount by the end of first quarter of the following calendar year (approximate timeframe is the end of March).
   * Your chapter will need to apply for the revenue allocation through the Foundation’s grant process.
4. What form will the money come in?
   * The AFP Canada Foundation will send an electronic payment via Telpay (download form from toolkit).
5. Can we use the money for anything we want?
   * Your chapter may use the Chapter Revenue Allocation for programs of education, research and service that benefit those who lead, serve, and support non-profit institutions. Specific examples include, but are not limited to, scholarships, speaker fees, education programs costs like space rental or food, purchasing resource materials and webinars.
6. How are we recognized for participation and giving?
   * There are a variety of ways the AFP Canada Foundation will recognize your chapter and your donors.
     + Chapter Recognition
       - Chapters will be recognized by Tier
         * AFP Annual Report
         * AFP Website
         * Signage at the International Fundraising Conference and Leadership Academy
     + Individual Donor Recognition
       - Donors will be recognized by giving level
         * Annual report
         * Foundation website
         * Donor pin
         * Alpha Society donor (monthly giving) indication on listings
         * Leadership Society donor\* – cumulative giving of $10,000+ and a minimum $1,000 annual fund gift
         * Omega Circle donor\* (planned giving)

*\*Each society/circle member receives a pin, donor reception, indication on listings and signage at International Conference.*

Additional Notes

* Metrics will be rounded up to the nearest whole number, as appropriate. [For example, a chapter with 30 members would have to have 1 donor at the $500 level (30 x.03 = .09) to reach that goal.]