

Annual Fund Best Practices

It Was A Good Year

Zone 29

District	Annual Fund	AF Per Capita	Yearly % Change
5580	\$270,179	\$113.43	+34.3%
5610	\$187,349	\$119.71	+28.7%
5630	\$120,072	\$116.69	+54.8%
5650	\$283,258	\$159.85	+31.0%
5680	\$164,533	\$74.89	+1.3%
5710	\$356,206	\$171.67	+25.2%
5950	\$698,878	\$262.24	+4.3%
5960	\$497,673	\$205.06	+5.5%
5970	\$305,160	\$153.12	+45.4%
6000	\$466,994	\$145.39	+17.9%
6220	\$152,867	\$121.90	+31.7%
6250	\$417,406	\$167.97	+16.2%
6270	\$359,243	\$148.69	+15.7%
6420	\$243,278	\$164.04	+45.5%
6440	\$406,074	\$208.67	+24.3%

Zone 25b

District	Annual Fund	AF Per Capita	Yearly % Change
5790	\$455,542	\$181.20	+37.5%
5810	\$382,324	\$160.64	+30.2%
5840	\$543,604	\$240.75	+66.3%
5870	\$697,496	\$323.81	+33.1%
5890	\$607,523	\$251.67	+24.1%
5910	\$308,515	\$149.98	-7.8%
5930	\$219,970	\$132.99	+27.1%

District	Annual Fund	AF Per Capita	Yearly % Change
Zone 29	\$5,218,331	\$160.51	+23.2%
Zone 25b	\$3,214,974	\$208.35	+35.8%
Region 36	\$8,433,305	\$175.91	+27.7%
Worldwide	\$146,118,925	\$125.67	+4.3%



Annual Fund Best Practices

- **Culture a culture of giving**
 - Culture does NOT change quickly
 - Patience – a multi-year commitment to “staying the course” is a essential
- **Build a strong District Team**
 - DG participation and active support is crucial
 - Team selected and led by the DRFC – a blend of motivators and technocrats
 - Build the bench – no one person committees
 - Fill all Club Foundation Chair positions
 - Multi-year appointments

Annual Fund Best Practices

- **Goal Setting is essential**

- “If you don’t know where your going, you’ll likely end up somewhere else” – Yogi Berra
- Coach – ask clubs to set challenging but achievable goals that are at least as high as was raised previous year.
- Consider making –
 - Setting Annual Fund and PolioPlus goals a requirement for District Grant eligibility
 - Per Capita and Total Annual Fund giving a determinant to District Grant allocations
- Systemically track progress – nag if necessary

Annual Fund Best Practices

- **Bring the Foundation to your members**

Storytelling, presentations, and education

- DG's Official Visit – talk about the WHAT and the WHY
- DRFCC Team – talks about the WHAT and the HOW
- Social media, email, district newsletter and website
- Rotary “minutes” and periodic recognition presentation

- **Training**

- Persistent and multi-escheloned – AG Training, Pre-PETS, PETS, District Assembly, Seminars/Webinars
- Filling the Club Foundation Chair position is essential

Annual Fund Best Practices

- **Recognize and Celebrate Success**
 - Individual Recognition and Club Banners presented by the District Leadership Team (DG, DGE, DRFC)
 - Leverage existing recognition opportunities
 - Hold an annual Foundation Recognition event
 - Concierge service
- **Set the example**

If district opinion leaders don't give, why should the average member?

Annual Fund Best Practices

- **Provide matching opportunities**
 - Foundation Recognition Points
 - Fundraiser cash
- **Data mine & communicate**
 - Track key indicators (and report them to club leaders)
 - Eliminate zero-giving clubs
 - Foster friendly competition



TRF DISTRICT PROFILE

2021-22

DISTRICT 5870

Zone: 25 (Section: 25B)

Rotarians: 2,159

District: 5870

* Rotary Direct Participants: 115

Clubs: 57

* Foundation Recognition Points: 7,602.91

Goal & Contribution History

Rotary Year	Annual Fund Goals	Clubs Reporting AF Goals	Annual Fund Contributions	Annual Fund Per Capita	Total Contributions
2021-22	\$494,125	100%	\$697,496	\$323.81	\$843,995
2020-21	\$436,750	100%	\$524,149	\$240.55	\$602,847
2019-20	\$504,450	100%	\$676,266	\$285.59	\$878,370
2018-19	\$449,065	100%	\$751,569	\$306.01	\$1,004,530
2017-18	\$404,148	100%	\$499,284	\$198.84	\$583,847



CONTRIBUTION DETAIL REPORT

District 5870 Fund Summary For 2021-22

Fund	Designation	Donors	USD Amount
Annual Fund	Areas of Focus - Basic education and literacy	1	\$25.00
	Areas of Focus - Maternal and child health	2	\$200.00
	Areas of Focus - Supporting the Environment	3	\$5,400.00
	Areas of Focus - Water, sanitation and hygiene	4	\$4,370.00
	DAF Annual Fund-SHARE	3	\$40,420.88
	Disaster Response	106	\$42,635.00
	SHARE	1,831	\$587,875.22
	World Fund	18	\$16,570.00
Annual Fund		1,860	\$697,496.10



QUESTIONS