

1. Record Nr.	UNINA9910790113803321
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Titolo	Fundraising strategies for community colleges [[electronic resource]] : the definitive guide for advancement / / Steve Klingaman ; foreword by Gerardo E. de los Santos
Pubbl/distr/stampa	Sterling, Virginia, : Stylus Pub., LLC, 2012
ISBN	1-00-344494-6 1-000-97205-4 1-003-44494-6 1-57922-732-5
Edizione	[1st. ed.]
Descrizione fisica	1 online resource (318 p.)
Disciplina	378.1/06
Soggetti	Educational fund raising - United States Community colleges - United States - Finance
Lingua di pubblicazione	Inglese
Formato	Materiale a stampa
Livello bibliografico	Monografia
Note generali	Description based upon print version of record.
Nota di bibliografia	Includes bibliographical references and index.
Nota di contenuto	pt. 1. Planning the work -- pt. 2. Working the plan.
Sommario/riassunto	Fundraising Strategies for Community Colleges is a hands-on, step-by-step guide to building a million-dollar-a-year development office. Community colleges educate nearly half the undergraduates in America yet receive as little as two percent of all gifts to higher education. Private philanthropy is now essential to the mission of community colleges. In order to gain a fair share, community colleges can rely on this book to deploy strategies effectively used by 4-year colleges. The author, Steve Klingaman, has raised over 40 million dollars for two-year and four-year colleges over a 25-year de