



Texas Association of Community College Foundations

2016 Annual Conference



Harry I. Harelik, BBA, MPA, CPA, CFRE,
CGMA

Executive Director of the McLennan
Community College Foundation

Harry Harelik is a graduate of Waco's own Richfield High School in 1967 and of the University of Texas at Austin, where he earned his BBA in accounting in 1971 and his MPA in taxation in 1972. He earned his CPA designation in 1974. In addition to previously being a local self-employed CPA, he worked for Peat, Marwick, and Mitchell CPA's in Dallas, Texas, was a partner with Parrish, Greenstein, Moody and Harelik CPA's in Waco, Texas and more recently senior partner of Harelik and Fields CPA's in Waco, Texas. Harelik and Fields merged into Jaynes, Reitmeier, Boyd and Therrell CPA's in 2002, and Harelik began work for MCC in 2001 part-time and now has worked full time as the Executive Director of the McLennan Community College Foundation for almost 15 years. He also was an adjunct instructor of accounting at MCC for several years before coming to work as an MCC employee. He earned his CFRE (Certified Fund Raising Executive) certification in 2006 and was designated as a Chartered Global Management Accountant in 2014.

He is a life board member of Keep Waco Beautiful where for over 35 years he has worked in numerous city and county beautification projects. He volunteered as an administrative committee member of the United Way for over 10 years, and is a prior member of the board and past president of the Central Texas Chapter of CPAs. He currently serves on the board of the, Waco Symphony Association, the Center for Learning and Development and the Texas Association of Community College Foundations. He is past President of the Waco Chapter of American Fundraising Professionals, Waco Conference of Christians and Jews (now known as the Waco Interfaith Conference), and a former member of the steering committee for the Mayor's Committee on Education as well as the Cameron Park Anniversary Committee. He has served on the state board of the Texas Society of Certified Public Accountants. He has also served as president of: The Jewish Federation of Waco, Congregation Agudath Jacob, Downtown Waco, Inc., the Waco Foundation, and the Better Business Bureau and has served on the boards of the Waco Rotary Club, WISD Partners in Education, the Jewish Community School of Central Texas, the WISD Alumni Association, Art Center Waco, Avance Waco, the Waco Hippodrome, the Greater Waco Chamber of Commerce, and the Greater Waco Interfaith Conference and, as well, has served on the Junior League Advisory Committee, the Leadership Waco alumni committee and the City of Woodway Planning and Zoning Commission.

In addition to writing for the Waco Tribune Herald as part of the Trib's contributing columnist board, he is a member of the Texas Society of CPAs, the American Institute of CPAs, the Council for Resource Development, the Heart of Texas Estate Planning Council, The Association of Fundraising Professionals and the Texas Association of Community College Foundations (past treasurer). He is married to the former Beverly Stiba and between them, they have 5 perfect children: Alyssa (42), Jarrod (40), Joshua (37), Eric (32) and Elissa (27), a brilliant son-in-law and daughter-in-law and two beautiful VERY smart and sophisticated grandchildren, Sophia Michelle and Jace Bradley, both 6 years old (but going on 18) and another on the way in March of 2016.



TEXAS ASSOCIATION OF COMMUNITY COLLEGE FOUNDATIONS

2016 Annual Conference

EMPLOYEE GIVING

Harry I. Harelik, Executive Director
McLennan Community College Foundation

- I. Introduction and Background: Community College Employee Giving
 - A. National Range of Giving Percentages
 - B. TACCF Survey Range
 - C. Importance of employee giving (grants, potential annual increase in Foundation funds, etc.)

- II. Reasons Employees **DON'T** Give
 - Don't Give to Place of Employment
 - They Give Back "in time" II
 - Compensation is too small II
 - Aren't asked I
 - Not informed or inspired to give II
 - Lack of strong institutional leadership/support I
 - Foundation doesn't provide value/benefits of giving I
 - No Employee "buy in"
 - Downturn in economy

- III. Reasons Employees **DO** Give
 - To support their students/Programs IIIII I
 - Want College to be successful
 - They are asked
 - To give back to College

- IV. Successful Incentives
 - Parking spaces II
 - Lunch for year in cafeteria
 - IPAD
 - Leaders gave first and then asked; used campaign buttons
 - Team Captains that contact 10-15 folks
 - Door prizes
 - For \$60 or more, give a gift
 - Gifts of at least \$25 got an extra day off during the year
 - Monthly payroll deduction
 - Have President Ask for Participation
 - Prizes weekly during campaign
 - Quarterly Raffles for gift cards (for specific campaigns, not general donations)

V. Unsuccessful incentives

College logo items

Small prizes

Appeals from peers, faculty or staff

Departments giving at 100% rate received lunch with the President

VI. Best Practices

National

TACCF

VII. Setting Up the Employee Giving Campaign

Employee Monthly Giving Through Payroll Deductions

Business Office Assistance

Potential Forms

TACCF Employee Giving Survey

Foundation	Age	Formal Program	Program Age	# Students	# FT Employees	Giving %	PY Giving %	Largest Annual Donation	Smallest Annual Donation	Adm Giving %	Staff Giving %	Fac
Brazosport	20	Yes	10	757FT/3370PT	274	25%	28%	\$16,000	\$10	2	3	1
College/Mainland	50	Yes/Restarted	New	4,300	250							
Grayson	24	Yes	19	4,225	244	25.82%	27.66%	\$1,800	\$60	1	3	2
Houston CCF	40	Yes	10	69,293	2258	Under 1%	Under 1%	\$11708	\$1			
Lone Star	25	Yes	?	85,000	2700	48%	8%	\$2400	\$1			
McLennan	25	Yes	25	9,300	800+	42%	40%	\$5000	\$5/Mo.	1	3	2
Midland	42	No	N/A	5,000+	400	30.5%	25%	\$4,500	\$5	2	1	3
Tyler JC	50	Yes	20+	19,500	650	52%	37%	\$1800	\$5	16(3)	51(1)	32(2)
Vernon	31	Yes	5	2816	250	43%	40%	\$500	\$1	2	1	3
Victoria College	38	Yes	6+	1145FT/2940PT	293	56%	53%	\$3000	\$10	1	2	3
Western Tx	39	Yes	7	2,400	150	24%	24%	\$1040	\$130	30(2)	15(3)	53(1)