

POLICY ON SOLICITING AND ACCEPTING DONATIONS

I. PURPOSE:

The purpose of this policy is to set forth guidelines for the acceptance of donations from individuals, corporations and private businesses in order to ensure that the East-West Management Institute's (EWMI) programs and policies are not compromised as a result of such donations, to provide the underlying principles for soliciting donations, and to identify situations for which Board approval is required prior to acceptance of a donation.

II. MISSION:

Article 3 of the East-West Management Institute's (EWMI) Certificate of Incorporation, as amended on July 30, 1999, reads in its entirety as follows:

The purposes of the Corporation [East-West Management Institute] are as follows:

- (a) to promote and foster democracy and economic development throughout the world, by various means, including, but not limited to, cooperative and other projects and activities with governments and non-governmental organizations ("NGOs"); grants; and seminars, conferences, workshops and other educational programs;
- (b) to engage in any and all other lawful activities incidental to and in pursuit of the foregoing purposes, except as restricted herein.

III. FUNDING SOURCES

EWMI actively pursues donations, grants, and contracts that advance its purposes and overall mission. EWMI pursues funding from the following sources: (i) U.S. government entities including departments and agencies; (ii) bilateral government development agencies; (iii) multilateral development agencies; (iv) public charities and private foundations; and (v) individuals, corporations and private business in the pursuit of shared values.

IV. POLICY IMPLEMENTATION

This donations policy will be used to guide and inform the fundraising activities of EWMI from individuals, corporations and private businesses. EWMI board members, officers and staff are expected to comply with this policy. Program staff will work with the President (or designee) in advance of soliciting donations, when appropriate, to ensure that the intent of this policy is carried out. The President (or designee) will evaluate the donations for conformity to this policy. For donations that are not consistent with the policy, the President (or designee) must either decline the donation or seek approval from the Board of Directors for an exception to the policy. Management shall report to the Board on a semi-annual basis of the type and dollar amount of the donations made to EWMI.

V. POLICY

1. Donations – General

1.1 Acceptance of Donations

EWMI's management is authorized to accept monetary or in-kind donations under the following circumstances:

- a) The donation is wholly consistent, in fact and appearance, with the activities, policies, mission, goals, and/or programs of EWMI.
- b) The donation is not linked to a requirement that EWMI endorse or purchase particular products, policies, or services identified by the donor, or to EWMI taking any specific action to benefit a person, such as hiring/employing a particular individual.

Donations not meeting the foregoing requirements require board approval prior to acceptance.

1.2 Limitations

- a) EWMI will accept any unrestricted donation or any restricted donation that clearly relates to

EWMI's mission and programs. Where a donor wishes to make a contribution and the restrictions do not relate to an existing program, the Board must approve the new project and restrictions, or EWMI must decline to accept the donation.

b) EWMI reserves the right to decline to accept donations from donors whose conduct, operations or advocacy are inconsistent with EWMI's charter and mission.

1.3 Acknowledgement

EWMI will be pleased to provide recognition to donors in a mutually agreeable format in conformity with legal requirements.

1.4 Disclosure

a) EWMI will provide a copy of the Donations Policy to any corporation, business, organization or individual requesting it.

b) EWMI will post its Donations Policy on the EWMI website.

2. Donations - Corporate and Business

In addition to the policies described in Section A above, the following also apply to corporate or business donations.

2.1 Eligibility

EWMI gratefully accepts monetary or in-kind donations from any corporation or business provided that the donation comes without conditions or requirements that would negatively affect the integrity or reputation of the activities, policies, mission, goals, and/or programs of EWMI.

2.2 Sponsorship Gifts

EWMI will accept sponsorship gifts that acknowledge the donor but do not promote the donor's business or products in ways that would expose the sponsorship payments to taxation.

2.3 Board Approval

Board approval is required for corporate or business donations.

2.4 Conflict of Interest

To avoid potential conflicts of interest, board members who own, directly or indirectly, e.g., through family members, trusts or otherwise, a

controlling interest in a business or corporation shall recuse themselves from the vote to accept a donation from that business or corporation. Ownership of stock through a diversified mutual fund does not require recusal.