1. Which of the following categories describes your organization?

	Response Percent	Response Count
Arts & Culture	8.5%	19
Education	14.7%	33
Health	15.2%	34
Human Services	**47.8%**	**107**
Other	13.8%	31
	answered question	**224**
	skipped question	**0**

2. What is your organization's current annual operating budget?

	Response Percent	Response Count
Under $500,000	26.3%	59
$501,000-$750,000	8.9%	20
$751,000-$1,000,000	10.7%	24
$1,001,000-$3,000,000	23.2%	52
Over $3,000,000	**30.8%**	**69**
	answered question	**224**
	skipped question	**0**

3. Did your organization reach its fundraising goal in 2009?

	Response Percent	Response Count
Yes	48.8%	106
No	**51.2%**	**111**
answered question		**217**
skipped question		**7**

4. How much did your organization receive in gifts and grants from individuals, corporations/businesses and foundations in 2009?

	Response Percent	Response Count
Less than $100,000	23.1%	51
$101,000-$200,000	14.9%	33
$201,000-$500,000	**31.7%**	**70**
$501,000-$1,000,000	11.3%	25
$1,001,000- $2,000,000	9.5%	21
More than $2,000,000	9.5%	21
answered question		**221**
skipped question		**3**

5. In 2009, how much did your contributed income increase or decrease compared to 2008?

	Response Percent	Response Count
Increased by 10% or less	**31.4%**	**69**
Increased by 11-25%	12.3%	27
Increased by 26% or more	6.4%	14
Decreased by 10% or less	20.9%	46
Decreased by 11-25%	15.5%	34
Decreased by 26% or more	5.5%	12
Stayed the same as in 2008	8.2%	18
	answered question	**220**
	skipped question	**4**

6. Did the following sources of support increase or decrease for your organization in 2009 as compared to 2008?

	Increased	Decreased	No Change	Response Count
Individuals	**48.6% (108)**	33.3% (74)	18.0% (40)	222
Corporations/businesses	24.4% (53)	**50.2% (109)**	25.3% (55)	217
Private foundations	27.2% (59)	**42.4% (92)**	30.4% (66)	217
Government	34.4% (67)	23.6% (46)	**42.1% (82)**	195
United Way	6.7% (11)	20.0% (33)	**73.3% (121)**	165
			Other (please specify)	25
			answered question	**223**
			skipped question	**1**

7. Did your organization receive any federal stimulus funding in either 2009 or 2010?

	Response Percent	Response Count
Yes	19.2%	43
No	**78.6%**	**176**
Unsure	2.2%	5
If yes, approximately how much did you receive?		37
answered question		**224**
skipped question		**0**

8. How has the demand for your services/programs (or attendance for arts/cultural organizations) changed in the past 12 months?

	Response Percent	Response Count
Increased by 25% or more	20.9%	46
Increased by 10-24%	**30.5%**	**67**
Increased by 1-9%	24.1%	53
Decreased	7.7%	17
Stayed the same	16.8%	37
Please add comments		22
answered question		**220**
skipped question		**4**

9. Have you been able to meet any increased demand for services?

	Response Percent	Response Count
Yes	**53.9%**	**118**
No	26.0%	57
Not applicable	20.1%	44
Please add comments		31
answered question		**219**
skipped question		**5**

10. How much cash (including reserves) does your organization currently have readily available?

	Response Percent	Response Count
None	8.7%	19
One month’s expenses	15.1%	33
2-3 months expenses	25.7%	56
4-6 months expenses	15.6%	34
6+ months expenses	**34.9%**	**76**
Please add comments		18
answered question		**218**
skipped question		**6**

11. Please indicate whether you agree or disagree with each of the following statements about your organization.

	Strongly disagree	Disagree	Neither Agree/Disagree	Agree	Strongly Agree	Not Applicable	Respons Count
We are “weathering the economic storm” so far.	1.8% (4)	12.1% (27)	7.6% (17)	**54.7% (122)**	22.9% (51)	0.9% (2)	22
We are more at risk today than at this time last year.	6.8% (15)	29.0% (64)	14.5% (32)	**31.7% (70)**	16.7% (37)	1.4% (3)	22
We cannot keep up with the demand for our services given our current level of support.	7.7% (17)	**29.4% (65)**	16.7% (37)	29.0% (64)	14.5% (32)	2.7% (6)	22
Repeat gifts from individual donors have been reduced or delayed.	1.3% (3)	25.1% (56)	16.6% (37)	**43.9% (98)**	8.5% (19)	4.5% (10)	22
It is increasingly harder to find new donors.	0.9% (2)	17.1% (38)	17.6% (39)	**39.6% (88)**	23.4% (52)	1.4% (3)	22
Gifts are still coming in, but in smaller amounts.	0.0% (0)	16.8% (37)	18.2% (40)	**53.6% (118)**	8.6% (19)	2.7% (6)	22
Revenue from fundraising events is down.	5.4% (12)	**29.9% (66)**	14.5% (32)	25.3% (56)	14.0% (31)	10.9% (24)	22
Attendance at performance/exhibits is down.	2.7% (6)	19.6% (43)	11.0% (24)	12.8% (28)	4.6% (10)	**49.3% (108)**	21
						answered question	**22**
						skipped question	

12. Over the past year, has the effectiveness of each of the following fundraising strategies increased or decreased for your organization?

	Increased	Decreased	No Change	Response Count
Direct mail	26.3% (56)	30.0% (64)	**43.7% (93)**	213
Telephone appeals	8.0% (14)	11.4% (20)	**80.6% (141)**	175
Major gifts	29.5% (59)	31.5% (63)	**39.0% (78)**	200
Planned gifts	15.4% (29)	11.7% (22)	**72.9% (137)**	188
Online direct appeals	25.9% (48)	10.3% (19)	**63.8% (118)**	185
Online unsolicited gifts	19.7% (36)	10.4% (19)	**69.9% (128)**	183
Social networking	47.0% (87)	3.2% (6)	**49.7% (92)**	185
Special events	**37.5% (78)**	29.3% (61)	33.2% (69)	208
			answered question	**219**
			skipped question	**5**

13. How do you predict your fundraising results in 2010 will compare with 2009?

	Response Percent	Response Count
Increase by 10% or less	**35.9%**	**80**
Increase by 11-25%	15.2%	34
Increase by 26% or more	4.5%	10
Decrease by 10% or less	10.8%	24
Decrease by 11-25%	5.8%	13
Decrease by 26% or more	3.1%	7
Stay the same as in 2008	5.8%	13
Too soon to tell	18.8%	42
	Please add comments	16
	answered question	**223**
	skipped question	**1**

14. Have you changed your endowment spending for 2010?

	Response Percent	Response Count
Yes	11.6%	24
No (skip to Q16)	**77.3%**	**160**
Unsure	11.1%	23
answered question		**207**
skipped question		**17**

15. If you answered Yes to Q14, what will your endowment spending rate be for 2010?

	Response Percent	Response Count
0-2%	**37.0%**	**10**
3-4%	11.1%	3
5-6%	22.2%	6
7% or more	29.6%	8
answered question		**27**
skipped question		**197**

16. What strategies have you implemented to reduce the impact of the economic downturn in 2010? (check all that apply)

	Response Percent	Response Count
Implemented a hiring freeze	30.0%	66
Froze all wages	49.5%	109
Furloughed staff	4.5%	10
Laid off staff	25.0%	55
Reduced all unnecessary expenses	**87.3%**	**192**
Delayed launching any new programs or initiatives	37.3%	82
Renegotiated vendor contracts	31.4%	69
Sold assets	5.0%	11
Increased marketing/communication efforts to raise awareness of our needs	60.0%	132
Ramped up solicitation efforts with individual donors to offset decreases in corporate/foundation giving	53.2%	117
Tested new strategies, such as social networking, to attract prospective donors	57.3%	126
Launched or planned social entrepreneurial programs to generate new revenues	11.8%	26
Put more emphasis on planned gifts/bequests	16.8%	37
Put more emphasis on major gifts	35.0%	77
Put more emphasis on events	31.8%	70
Utilizes reserve funds	34.1%	75
Other (please specify)	9.5%	21
	answered question	**220**

skipped question	**4**

17. Other than the economy, what do you consider to be your organization's biggest fundraising challenges? (Check only one)

	Response Percent	Response Count
Developing good stories to tell	4.1%	9
A lack of public awareness of your organization	**27.9%**	**61**
A poor image/reputation for your organization in the community	0.0%	0
The community does not understand your organization's need and/or impact	15.5%	34
A need to strengthen relationships with donors	23.7%	52
Need for more, experienced staff	9.6%	21
A need to recruit better volunteer leadership	11.9%	26
Other (please specify)	7.3%	16
	answered question	**219**
	skipped question	**5**

18. Which of the following types of technical assistance would be helpful now to your organization? (Check all that apply.)

	Response Percent	Response Count
Analyzing financial situation	16.5%	33
Scenario planning/strategic planning	36.0%	72
Marketing/communications support	**72.0%**	**144**
Technology support	32.5%	65
Collaboration or merger assessment	15.5%	31
Debt restructuring	6.5%	13
Other (please specify)	9.0%	18
	answered question	**200**
	skipped question	**24**

19. Which of the following statements most closely describes your organization’s fundraising situation? (select only one)

	Response Percent	Response Count
We remain pessimistic about our fundraising prospects for the foreseeable future.	6.9%	15
We expect 2011 revenues to be much better than 2010.	23.4%	51
We do not expect much improvement in our fundraising until 2012.	11.9%	26
Things have begun to turn around and we expect our revenues will increase later this year.	18.3%	40
It is still too soon to tell what the future will be with regard to our revenue levels.	**39.4%**	**86**
	answered question	**218**
	skipped question	**6**

20. How is the country's economic crisis impacting your organization's fundraising strategies? (check all that apply)

	Response Percent	Response Count
We plan to put more emphasis on seeking gifts from individuals.	**70.5%**	**155**
We plan to build an endowment to sustain us in difficult times.	22.3%	49
We will continue to operate with a smaller staff for the foreseeable future.	43.2%	95
We will be more proactive in cutting programs and services that are not critical to our mission.	22.7%	50
We will actively seek to form more partnerships and collaborations in order to do "more with less."	49.5%	109
We will pursue more earned income opportunities.	30.5%	67
Other (please specify)	9.5%	21
	answered question	**220**
	skipped question	**4**

21. Have you participated in any partnerships or alliances or collaborations with other nonprofits in the past two years?

	Response Percent	Response Count
Yes	**68.8%**	**152**
No (skip to Q28)	29.0%	64
Unsure	2.3%	5
	answered question	**221**
	skipped question	**3**

22. If your answer to Q21 was Yes, in what areas have you collaborated? (check all that apply)

	Response Percent	Response Count
Program delivery	**80.3%**	**122**
Facilities	31.6%	48
Marketing/communications	25.7%	39
Lobbying/advocacy	36.2%	55
Human resources (payroll, recruiting, etc.)	9.2%	14
Financial management	5.3%	8
Technology	10.5%	16
Other (please specify)	6.6%	10
	answered question	**152**
	skipped question	**72**

23. What was the primary reason you pursued a collaboration or alliance? (select only one answer)

	Response Percent	Response Count
Encouraged to do so by funders	8.6%	13
Opportunity to reach more clients/audiences	**36.8%**	**56**
Response to declining revenues	4.6%	7
Recognition of similar missions	19.1%	29
Greater cost effectiveness/efficiency	22.4%	34
Other (please specify)	8.6%	13
	answered question	**152**
	skipped question	**72**

24. Do you consider your collaboration/partnership a success?

	Response Percent	Response Count
Yes	**84.9%**	**129**
No	2.0%	3
Too soon to tell	13.2%	20
	answered question	**152**
	skipped question	**72**

25. How difficult were the following factors in creating your collaboration/partnership? (1-Not difficult / 5= Very difficult)

	1	2	3	4	5	Response Count
Incompatible organizational cultures	**60.3% (88)**	19.2% (28)	11.6% (17)	4.8% (7)	4.1% (6)	146
Board leadership issues	**69.0% (98)**	14.1% (20)	8.5% (12)	4.2% (6)	4.2% (6)	142
Staff leadership issues	**50.0% (71)**	20.4% (29)	21.1% (30)	4.9% (7)	3.5% (5)	142
Finding funding for collaborative or merger activities	**32.6% (46)**	19.9% (28)	24.8% (35)	13.5% (19)	9.2% (13)	141
Communication	**32.9% (48)**	26.0% (38)	24.7% (36)	14.4% (21)	2.1% (3)	146
Sharing human resources	**43.4% (59)**	23.5% (32)	23.5% (32)	8.8% (12)	0.7% (1)	136
Sharing financial resources	**36.0% (49)**	23.5% (32)	22.8% (31)	12.5% (17)	5.1% (7)	136
Measurement/evaluation	**41.0% (57)**	17.3% (24)	25.2% (35)	10.1% (14)	6.5% (9)	139
					answered question	**147**
					skipped question	**77**

26. Do you expect to pursue more collaborative efforts in the next few years?

	Response Percent	Response Count
Yes	**83.8%**	**134**
No	1.9%	3
Maybe	14.4%	23
answered question		**160**
skipped question		**64**

27. What advice do you have for other nonprofits that may be considering a collaboration/partnership?

	Response Count
	84
answered question	**84**
skipped question	**140**

28. Are there any other comments you would like to share regarding local trends in philanthropy?

	Response Count
	45
answered question	**45**
skipped question	**179**

29. If you do not receive The Rome Group's e-newsletter and would like to be added to our mailing list, please provide your email address below.

	Response Count
	37
answered question	**37**
skipped question	**187**