







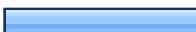





1. Which of the following categories best describes your organization?

		Response Percent	Response Count
Arts & Culture		9.8%	23
Education		17.5%	41
Health		10.3%	24
Human Services		44.9%	105
Other		17.5%	41
		answered question	234
		skipped question	0




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

		Response Percent	Response Count
Under \$500,000		23.6%	55
\$500,000-\$750,000		7.3%	17
\$750,000-\$1,000,000		9.0%	21
\$1,000,000-\$3,000,000		29.2%	68
Over \$3,000,000		30.9%	72
		answered question	233
		skipped question	1

3. Did your organization reach its fundraising goal in 2011?

		Response Percent	Response Count
Yes		61.1%	143
No		38.9%	91
		answered question	234
		skipped question	0







4. In 2011, did your contributed income increase or decrease compared to 2010?

		Response Percent	Response Count
Increased		57.9%	135
Decreased		25.3%	59
Stayed the same as in 2010		16.7%	39
		answered question	233
		skipped question	1

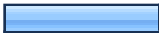





5. Did the following sources of support increase or decrease for your organization in 2011 as compared to 2010?

	Increased	Decreased	No Change	Response Count
Individuals	63.2% (146)	21.2% (49)	15.6% (36)	231
Corporations/businesses	39.0% (89)	28.1% (64)	32.9% (75)	228
Private foundations	34.5% (78)	33.2% (75)	32.3% (73)	226
Government	23.1% (48)	27.9% (58)	49.0% (102)	208
United Way	38.7% (70)	4.4% (8)	56.9% (103)	181
			Other (please specify)	16
			answered question	234
			skipped question	0





6. Which of the following strategies is most effective in your fundraising efforts?

		Response Percent	Response Count
Direct mail		19.9%	40
Telephone appeals		0.5%	1
Major gifts		33.3%	67
Planned gifts		2.5%	5
Online appeals		1.0%	2
Special events		42.8%	86
		Other (please specify)	53
		answered question	201
		skipped question	33






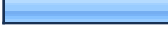




7. Which of the following strategies is least effective in your fundraising efforts?

		Response Percent	Response Count
Direct mail		23.0%	50
Telephone appeals		19.4%	42
Major gifts		4.1%	9
Planned gifts		14.7%	32
Online appeals		33.2%	72
Special events		5.5%	12
	Other (please specify)		12
answered question			217
skipped question			17

8. How do you predict your fundraising results in 2012 will compare with 2011?

		Response Percent	Response Count
Expect an increase		55.0%	127
Expect a decrease		9.5%	22
Expect them to stay the same as in 2010		13.9%	32
Too soon to tell		21.6%	50
	Please add comments		35
answered question			231
skipped question			3

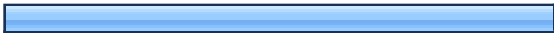




9. What do you see as your biggest challenges in 2012-13? (check all that apply)

		Response Percent	Response Count
Still in survival mode		15.4%	35
Unable to meet demand with current staffing level		40.1%	91
Too much reliance on uncertain government funding sources		18.1%	41
Need better technology/data collection		26.4%	60
Lack of capacity to pursue collaborations/alliances		17.6%	40
Lack of resources to do effective program measurement/evaluation		24.7%	56
Lack of resources to communicate effectively with stakeholders		27.3%	62
Competition for charitable dollars		57.7%	131
Finding new ways to communicate effectively to help the public understand who we are and what we do		54.6%	124
Aging of current donor base		24.2%	55
	Other (please specify)		15
answered question			227
skipped question			7



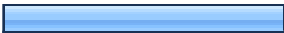




10. Compared to five years ago, please indicate if you agree or disagree with each of the following statements.

	Strongly Disagree	Disagree	Neither Agree/Disagree	Agree	Strongly Agree	Not Applicable	Response Count
We use more storytelling in our fundraising today.	0.9% (2)	6.9% (16)	19.8% (46)	44.8% (104)	25.9% (60)	1.7% (4)	23
We have increased the resources we devote to marketing/communications.	3.0% (7)	19.5% (45)	13.4% (31)	37.7% (87)	24.7% (57)	1.7% (4)	23
We have successfully used social media to raise funds.	10.4% (24)	30.7% (71)	26.8% (62)	22.5% (52)	6.9% (16)	2.6% (6)	23
We have increased our spending on professional development for staff.	9.1% (21)	29.3% (68)	17.7% (41)	28.4% (66)	12.5% (29)	3.0% (7)	23
We have investigated opportunities to pursue collective impact strategies.	4.3% (10)	15.7% (36)	21.3% (49)	35.7% (82)	12.6% (29)	10.4% (24)	23
We are less reliant on special events to raise money.	14.5% (33)	36.1% (82)	21.1% (48)	17.6% (40)	6.2% (14)	4.4% (10)	22
We have built up our capacity in several areas.	3.5% (8)	13.0% (30)	15.2% (35)	41.7% (96)	25.2% (58)	1.3% (3)	23
We are focusing more on major gifts as a primary fundraising strategy than in the past.	3.9% (9)	13.0% (30)	21.3% (49)	33.0% (76)	24.8% (57)	3.9% (9)	23
answered question							23
skipped question							




11. Have you participated in any partnerships, alliances, or collaborations with: (Check all that apply. If not applicable, skip to Q14)

		Response Percent	Response Count
Other nonprofits		82.7%	153
Government agencies		42.2%	78
Businesses/corporations		59.5%	110
Civic groups		38.4%	71
Foundations		40.0%	74
	Other (please specify)		12
		answered question	185
		skipped question	49

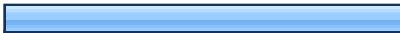

12. In what areas have you collaborated? (check all that apply)

		Response Percent	Response Count
Program delivery		78.3%	144
Facilities		32.6%	60
Marketing/communications		41.8%	77
Lobbying/advocacy/legislative agendas		37.0%	68
Human resources (payroll, recruiting, etc.)		13.6%	25
Financial management		9.8%	18
Technology		14.7%	27
	Other (please specify)		21
answered question			184
skipped question			50



13. Do you consider your collaborations/partnerships a success ?

		Response Percent	Response Count
Yes		83.8%	160
No		1.0%	2
Too soon to tell		15.2%	29
Please explain why you answered the way you did			45
answered question			191
skipped question			43



14. Do you conduct an evaluation of every program you do?

		Response Percent	Response Count
Yes		59.7%	139
No		40.3%	94
answered question			233
skipped question			1

15. Do you have a planned giving program?

		Response Percent	Response Count
Yes		37.3%	87
No		62.7%	146
answered question			233
skipped question			1

16. Has your organization created a formal development plan in the past 2-3 years?

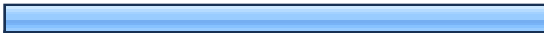

		Response Percent	Response Count
Yes		60.5%	141
No		39.5%	92

If Yes, please describe the level of involvement of both board and staff in this planning process.









82

answered question			233
skipped question			1

17. If you answered No to #16, do you intend to create a new development plan in the near future?

		Response Percent	Response Count
Yes		81.5%	88
No		18.5%	20
answered question			108
skipped question			126

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

		Response Percent	Response Count
None		4.0%	9
One month's expenses		8.4%	19
2-3 months expenses		25.8%	58
4-6 months expenses		14.7%	33
6+ months expenses		16.4%	37
One year's operating expenses		18.2%	41
2-5 years' operating expenses		8.9%	20
More than 5 years' operating expenses		3.6%	8
Please add comments			16
answered question			225
skipped question			9




19. 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		16.2%	37
Increased by 10-24%		33.2%	76
Increased by 1-9%		26.6%	61
Decreased		6.6%	15
Stayed the same		17.5%	40
Please add any additional comments.			17
answered question			229
skipped question			5











20. Have you been able to meet the increased demand for services?

		Response Percent	Response Count
Yes		54.3%	125
No		25.2%	58
Not applicable		20.4%	47
Please add comments			28
answered question			230
skipped question			4

21. Overall, do you feel that the local nonprofit sector is...

		Response Percent	Response Count
Financially stronger than it was five years ago		13.1%	30
Financially weaker than it was five years ago		59.0%	135
About the same as it was five years ago		27.9%	64
		answered question	229
		skipped question	5

22. Looking ahead to the next 5-10 years, what factor do you expect will have the biggest impact on the local nonprofit sector? (select only one)

		Response Percent	Response Count
Collaboration across different sectors		14.3%	33
Technology enhancements		1.3%	3
Slow economic recovery		36.4%	84
Social media		5.2%	12
Changes in government funding		12.6%	29
Changes in local corporate philanthropy		7.8%	18
Increasing importance of measurement and evaluation		11.3%	26
Changes in nonprofit leadership		8.2%	19
Tax reform		2.2%	5
Other		0.9%	2
	If Other (please specify)		13
answered question			231
skipped question			3

23. Are there any other comments you would like to share regarding local trends in philanthropy and/or the nonprofit sector?

	Response Count
	36
answered question	36
skipped question	198

24. 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**

30

answered question

30

skipped question

204

Q5. Did the following sources of support increase or decrease for your organization in 2011 as compared to 2010?

1	3rd party fundraising events also increased	Jun 6, 2012 1:21 PM
2	We do not receive any private, government or United Way funding	May 30, 2012 11:27 AM
3	We actually do not receive support via government, United Way and, generally corporations or businesses.	May 30, 2012 9:18 AM
4	Special Event income increased	May 25, 2012 4:06 PM
5	Significant decreases in matching gifts as we are a religious institution.	May 24, 2012 11:36 AM
6	Rotary Club \$5,000 in 2011	May 18, 2012 12:43 PM
7	Membership Dues	May 18, 2012 10:54 AM
8	Fundraisers increased as well.	May 16, 2012 3:56 PM
9	Grants increased.	May 14, 2012 6:03 PM
10	last year was a capital campaign	May 14, 2012 1:50 PM
11	Fee income also decreased substantially in 2011.	May 14, 2012 12:57 PM
12	YouthBridge is self funded from our endowment and receives gifts annually from some private foundations, and bequests. Our future is through providing community foundation services that will generate income while channeling money to agencies serving kids.	May 14, 2012 10:10 AM
13	Not a United Way agency	May 14, 2012 9:59 AM
14	Special events increased.	May 14, 2012 9:19 AM
15	More school district funding mor individual giving, but because of building addition and contributions to the addition Hoping for more private foundation gifts still to come	May 11, 2012 1:43 PM
16	We do not receive government or United Way funding. We focus on public policy and advocacy and made special appeals in 2011 to individuals and organizations, which accounts for our increase.	May 3, 2012 1:18 PM

Q6. Which of the following strategies is most effective in your fundraising efforts?

1	workplace giving	Jun 7, 2012 7:16 AM
2	major gifts through special events	Jun 6, 2012 11:13 AM
3	face to face	Jun 6, 2012 10:48 AM
4	limited effort to raise funds outside of friends	Jun 1, 2012 12:46 PM
5	grants	May 30, 2012 11:27 AM
6	Tours	May 30, 2012 8:57 AM
7	grants	May 24, 2012 7:09 PM
8	individual gifts - of all sizes	May 24, 2012 12:22 PM
9	Our 2011 increase came from more personal asks than any other vehicle, although the combination of direct mail, special events and social media were huge supporting factors	May 24, 2012 11:41 AM
10	sponsorships	May 24, 2012 8:58 AM
11	Announcements at special events and regular meetings	May 23, 2012 8:09 PM
12	Appeals to individual donors and family foundations	May 18, 2012 12:43 PM
13	unique nature of organization	May 18, 2012 8:13 AM
14	We do not generally "individual" fund raise	May 17, 2012 1:51 PM
15	Community support	May 16, 2012 9:36 AM
16	Personal asks	May 16, 2012 9:27 AM
17	Individual Donor Development (including new donors and gift increases for current donors; also includes Major Gifts)	May 16, 2012 9:02 AM
18	Personal ask	May 16, 2012 8:29 AM
19	annual campaign, individual giving	May 16, 2012 8:26 AM
20	Individual outreach to donors	May 16, 2012 6:25 AM
21	YOP contribution	May 15, 2012 10:15 AM
22	Individual face to face asks	May 15, 2012 8:39 AM
23	Personal Meetings	May 15, 2012 8:08 AM
24	Capital campaign in progress	May 15, 2012 7:40 AM
25	individual meetings	May 15, 2012 4:41 AM
26	Proposals	May 14, 2012 7:17 PM

Q6. Which of the following strategies is most effective in your fundraising efforts?

27	Grants	May 14, 2012 6:03 PM
28	corporate funding tied to projects	May 14, 2012 2:45 PM
29	grants	May 14, 2012 12:59 PM
30	Direct approach to corporate donors.	May 14, 2012 12:57 PM
31	Individual and personal appeals	May 14, 2012 11:13 AM
32	Building our brand in the community	May 14, 2012 10:10 AM
33	personal relationships	May 14, 2012 9:59 AM
34	Face to Face Meeting	May 14, 2012 9:57 AM
35	Grant requests	May 14, 2012 9:41 AM
36	Our public performances	May 14, 2012 9:23 AM
37	visits to the school combined with grants	May 11, 2012 1:43 PM
38	personal outreach	May 10, 2012 10:50 AM
39	Face to Face Annual Campaign	May 10, 2012 9:20 AM
40	Direct mail to ongoing donors/not just mailing	May 8, 2012 1:38 PM
41	Direct solicitations.	May 8, 2012 11:39 AM
42	Member solicitation by local volunteers	May 7, 2012 2:18 PM
43	Individual contact with donors	May 7, 2012 9:17 AM
44	Direct requests	May 7, 2012 9:14 AM
45	Grants	May 4, 2012 1:23 PM
46	workplace giving campaigns	May 4, 2012 7:13 AM
47	individuals small gifts	May 3, 2012 2:04 PM
48	It takes all of the above!	May 3, 2012 1:56 PM
49	grant writing	May 3, 2012 1:47 PM
50	Payroll Deduction	May 3, 2012 1:23 PM
51	Individual, face to face conversations and requests	May 3, 2012 1:18 PM
52	annual commitments	May 3, 2012 1:03 PM
53	events	May 3, 2012 12:58 PM

Q7. Which of the following strategies is least effective in your fundraising efforts?

1	workplace giving	Jun 7, 2012 7:16 AM
2	not sufficiently knowledgeable to answer	Jun 1, 2012 12:46 PM
3	we currently do not have any of the above strategies in place	May 30, 2012 11:27 AM
4	We do not generally "individual" fund raise	May 17, 2012 1:51 PM
5	N/A - Do not do any of above	May 16, 2012 9:36 AM
6	We don't raise money through traditional methods	May 15, 2012 8:08 AM
7	Telephone, online appeals not attempted	May 15, 2012 7:31 AM
8	We have a diversified funding approach so don't depend on any one approach	May 14, 2012 9:59 AM
9	Since we have been without a development person I would say that has affected our fund raising strategy.	May 14, 2012 9:56 AM
10	focus has been on individuals and private foundation grants. Don't like online or telephone and don't do them. Special events are too much work for too little return.	May 11, 2012 1:43 PM
11	Don't do most of these	May 8, 2012 1:38 PM
12	social "overrated" media...my god give it a rest already!	May 4, 2012 9:44 AM

Q8. How do you predict your fundraising results in 2012 will compare with 2011?

1	Expect them to stay the same as in 2011	Jun 7, 2012 10:52 AM
2	But we are ahead of target for special events and corporate giving and on target for foundations grant requests and behind target for individual giving	Jun 6, 2012 1:21 PM
3	our program has such little funds that I would not want it to skew your results	Jun 1, 2012 12:46 PM
4	We hope to add individual giving to our mix of fundraising efforts	May 30, 2012 11:27 AM
5	received a large one time gift from now deceased volunteer	May 30, 2012 9:56 AM
6	Change of development directors mid-year will impact the gifts for this fiscal year.	May 30, 2012 9:32 AM
7	Had a major gift that we don't anticipate being repeated in 2012.	May 30, 2012 8:56 AM
8	Is an exceptional year.	May 29, 2012 12:25 PM
9	A very slight increase	May 25, 2012 4:06 PM
10	We know some areas are doing well with new grants from new foundations, but April special event did not meet budget and our Annual Appeal in November-December last year did not do very well.	May 24, 2012 12:22 PM
11	I am charged with matching last year's total fundraising performance without the benefit of a major special event that was held in 2011. I am nervous despite a comprehensive plan and an enthusiastic donor base.	May 24, 2012 11:41 AM
12	We've outlined a clear strategy and have new energetic staff to take on our fundraising efforts.	May 24, 2012 9:31 AM
13	Interestingly, while individual donors really came through in 2011, in 2012 there seems to be a decrease in support. Donations have been quite "flat" since the beginning of January.	May 24, 2012 9:22 AM
14	Getting more known; being more aggressive with asking for donation	May 19, 2012 10:29 AM
15	Our appeals to small foundations to purchase guitars for city school classrooms have no overhead component, hence no residual value to our organization.	May 18, 2012 12:43 PM
16	We had a significant challenge grant in 2011 that increased individual giving to levels we are hoping to sustain; but the year isn't half over.	May 17, 2012 2:35 PM
17	Revenue will decline as campaign moves from quiet to public phase	May 15, 2012 7:40 AM
18	we are adding individuals to the pipeline	May 15, 2012 4:41 AM
19	hoping to build a new development plan and hire a director for the first time	May 14, 2012 2:45 PM
20	We are expanding avenues because we know that 3rd source funding is critical to our future success.	May 14, 2012 10:52 AM
21	Our organization keeps growing in terms of programs and we have a clear vision for going forward to what our strength is for contributing to a healthy community.	May 14, 2012 9:59 AM

Q8. How do you predict your fundraising results in 2012 will compare with 2011?

22	Lack of Staffing in Development and funding for same is a problem.	May 14, 2012 9:43 AM
23	We have a 50 year anniversary coming up.	May 14, 2012 9:23 AM
24	Same as in 2011 with still some directed to addition and equipment for addition.	May 11, 2012 1:43 PM
25	We are still having difficulty getting funding. In 2011 we lost \$32,000 as opposed to \$50,000 in 2010.	May 7, 2012 9:17 AM
26	Plan to increase efforts to further expand our organization.	May 7, 2012 9:14 AM
27	Individual gifts predicted to increase but foundation funding will be less. United Way support is more in 2012; special event slightly more.	May 4, 2012 6:47 AM
28	We kicked off an endowment campaign in 2011 with several significant leadership gifts that will probably not be replicated in 2012.	May 3, 2012 2:44 PM
29	Several multi-year grants will expire allowing us to re-apply. Some revenue received in 2011 was 'booked' as 'promises to give' in earlier years so those revs couldn't be counted again in 2011	May 3, 2012 2:16 PM
30	We are in a major capital fundraising campaign that has a very specific target date of November 2012	May 3, 2012 2:04 PM
31	a slight decrease, but still a decrease	May 3, 2012 1:27 PM
32	Our fundraising has been impacted by challenges within individual companies that have run big campaigns for us in the past and are experiencing layoffs due to poor management decisions, not the economy.	May 3, 2012 1:23 PM
33	Hoping to stay the same as 2011	May 3, 2012 1:18 PM
34	very slight or really the same as 2011.	May 3, 2012 1:02 PM
35	have a great new director	May 3, 2012 12:58 PM

Q9. What do you see as your biggest challenges in 2012-13? (check all that apply)

1	reaching younger audiences (25-35)	Jun 7, 2012 7:16 AM
2	loss of all United Way funding-16% of budget	May 30, 2012 9:56 AM
3	Additional staffing for fundraising is important but hiring freeze stops it from happening	May 29, 2012 12:25 PM
4	The last 3 years growth has come from donor acquisition. I think this is leveling off a bit, so retention will be harder.	May 24, 2012 11:41 AM
5	Difficult to gain annual support as donors are still paying off pledges from capital campaign.	May 24, 2012 11:36 AM
6	Need to grow intermediate giving	May 16, 2012 5:38 PM
7	Shifting Corporate	May 16, 2012 6:17 AM
8	We have a complex message and need to create more clarity...our message must stay SMART, yet simple as we elevate the field	May 15, 2012 4:41 AM
9	very aggressive goal, loss of several small appeals and a matching grant that add up to a bigger challenge.	May 14, 2012 1:52 PM
10	Finding other sources of revenue other than fund raising, such as professional development workshops and distance teaching and getting increased revenue from these. Getting connected with another mattress factory would be good. :)	May 11, 2012 1:43 PM
11	meeting demands of funders related to proving outcomes; and compiling/tracking/analyzing data for multiple funders	May 10, 2012 10:50 AM
12	Too small to attract larger individual donors or get any larger grants. Constant financial struggle.	May 4, 2012 10:38 AM
13	Conducting a capital campaign.	May 4, 2012 9:44 AM
14	The major impediment to our fundraising challenges is the persistent of racial profiling that marginalize African American organizations by significantly undermining their efforts to present to the majority donor community. There is the unspoken redline in philanthropy that only allows a very few African American organizaqtions to cross.	May 3, 2012 2:04 PM
15	Individual and organizational donations for policy related nonprofits are limited, and many organizations are often approaching the same donors and same foundations for support.	May 3, 2012 1:18 PM

**Q11. Have you participated in any partnerships, alliances, or collaborations with:
(Check all that apply. If not applicable, skip to Q14)**

1	Room for more collaboration	Jun 6, 2012 11:13 AM
2	National chains	May 30, 2012 1:15 PM
3	Hospital which we affiliate	May 25, 2012 4:06 PM
4	Churches	May 16, 2012 9:36 AM
5	Other Boys & Girls Clubs throughout the state of Missouri	May 16, 2012 8:26 AM
6	We are in a collaborative with Lutheran, Provident, Jewish and BJC	May 15, 2012 10:15 AM
7	None	May 14, 2012 7:10 PM
8	N/A	May 14, 2012 6:03 PM
9	I'm in a unique situation being a Foundation for a women's fraternity, but I am trying to leverage partnerships with industry leaders to instill a little healthy sense of competition in the Pi Phi membership!	May 4, 2012 8:00 AM
10	We have formed partnerships, alliances and collaborations with Foundations, Civic groups, Government agencies and other nonprofits.	May 3, 2012 2:04 PM
11	Public Schools	May 3, 2012 1:23 PM
12	Another school.	May 3, 2012 1:22 PM

Q12. In what areas have you collaborated? (check all that apply)

1	Technical assistance provider	Jun 13, 2012 2:45 PM
2	fundraising via workplace giving	Jun 7, 2012 7:16 AM
3	Joint Fundraising	Jun 4, 2012 9:24 AM
4	referrals from gov't agencies	Jun 1, 2012 12:46 PM
5	Legal	May 31, 2012 3:35 AM
6	program management and development assistance	May 30, 2012 11:27 AM
7	Fundraising	May 30, 2012 10:48 AM
8	fund raising-they have events that benefit us	May 30, 2012 9:56 AM
9	Sponsorship of events	May 30, 2012 9:32 AM
10	fundraising event	May 30, 2012 9:02 AM
11	fundraising special event	May 30, 2012 8:56 AM
12	Sponsorships	May 22, 2012 12:34 PM
13	Community Education efforts	May 18, 2012 10:54 AM
14	public events	May 18, 2012 8:13 AM
15	Disaster Response	May 15, 2012 7:40 AM
16	Fundraising events	May 15, 2012 7:31 AM
17	None	May 14, 2012 7:10 PM
18	N/A	May 14, 2012 6:03 PM
19	Fundraising event.	May 14, 2012 1:00 PM
20	Benchmarking industry standards	May 4, 2012 8:00 AM
21	Professional Development Technological tools/development Leadership - issue agenda	May 3, 2012 1:03 PM

Q13. Do you consider your collaborations/partnerships a success ?

1	All of our collaborations lead to increased income, increased program scope or quality, or maintained high-quality programming already underway.	Jun 6, 2012 10:36 AM
2	2012 working to rebuild relationships and retelling story and seeking other opportunities to collaborate	Jun 1, 2012 12:46 PM
3	Each partner has come through.	May 31, 2012 3:35 AM
4	In-kind donations and collaborative marketing lowered our expenses.	May 30, 2012 12:19 PM
5	We experienced a very successful collaboration with Boeing on a national grant.	May 30, 2012 11:27 AM
6	money we would not have had, volunteers give our regular volunteers a break. advertising too soon to tell	May 30, 2012 9:56 AM
7	raised over \$8,000 for organization	May 30, 2012 9:02 AM
8	It allowed us to partner in putting on an event that raised dollars we may not have received and it added to our organization's recognition in the community.	May 30, 2012 8:56 AM
9	have not yet entered into technology collaboration yet for EMR	May 25, 2012 4:06 PM
10	Delineation of duties/responsibilities not clearly stated at beginning.	May 24, 2012 12:22 PM
11	Increased programming is beneficial to the community	May 20, 2012 2:18 PM
12	They are essential in terms of sharing resources and access to target groups.	May 18, 2012 12:43 PM
13	They brought awareness and additional donors to both organizations/partnership entities.	May 16, 2012 3:56 PM
14	Partnering allows us to provide more services to individuals/families in need.	May 16, 2012 9:36 AM
15	It culminated in continued and/or increase funding from state (government) sources	May 16, 2012 8:26 AM
16	Effective outcomes having positive impact on an increased numbers of individuals and families	May 16, 2012 6:25 AM
17	Because we were able to leverage resources, whether that means saving money or getting more impact programmatically for the money spent.	May 15, 2012 12:35 PM
18	we get more bang for our time and investment	May 15, 2012 10:52 AM
19	We are able to reduce costs slightly and reduce our work load by sharing with other organizations and groups. Advocacy takes more time but hopefully brings in money/reduces fundign cuts.	May 15, 2012 8:39 AM
20	Completing full merger with another organization that will significantly enhance our capabilities.	May 15, 2012 8:18 AM
21	The partnerships have led to increased capacity in our agency and opened new doors for us.	May 15, 2012 8:08 AM

Q13. Do you consider your collaborations/partnerships a success ?

22	It is hard to answer this question because some succeeded well, some marginally, and some did not.	May 15, 2012 6:50 AM
23	Some...we are becoming more discriminating as we develop partners.	May 15, 2012 4:41 AM
24	Uneven. Works best with roughly equal size partners.	May 14, 2012 8:41 PM
25	I'd venture to say we have an impeccable reputation as a strategic and fair collaborator.	May 14, 2012 7:17 PM
26	None	May 14, 2012 7:10 PM
27	Our collaborations have increased both efficiency and effectiveness.	May 14, 2012 6:07 PM
28	N/A	May 14, 2012 6:03 PM
29	referrals have increased	May 14, 2012 2:50 PM
30	but it is a very small portion of what we do, and we find that collaborations are less about the outcomes for our served population and more about who is going to get what out of the collaboration	May 14, 2012 1:52 PM
31	We participate in a coalition of service providers which collaborates in advocacy, raising awareness and even program delivery. We also have collaborated on a special event with several other agencies that serve the same target population and that event has been successful.	May 14, 2012 1:00 PM
32	Bigger "bang" for the buck; Donors appreciated stewardship aspect	May 14, 2012 11:13 AM
33	They have integrated as if staff and do a superb job on our financials.	May 14, 2012 10:49 AM
34	Some.	May 14, 2012 9:25 AM
35	Dollars Raised Program Impact	May 8, 2012 3:06 AM
36	We have written several collaborative grants this year and need to find out if they will happen.	May 7, 2012 9:17 AM
37	We provide our services to other nonprofit caseloads at the other nonprofit locations. (Other nonprofits give us space and support our services at their facilities.)	May 4, 2012 6:47 AM
38	Somewhat a success.	May 3, 2012 2:44 PM
39	All of our partners want to strengthen the relationship. Many businesses routinely call us for volunteer opportunities which they use as team building exercises.	May 3, 2012 2:16 PM
40	This has been one of the strongest aspects of our programming, financing and outreach to the community.	May 3, 2012 2:04 PM
41	We currently have a collaboration with the schools to bring in volunteers to help tutor K & 1st graders in reading. It has achieved excellent results!	May 3, 2012 1:23 PM
42	More and more students at the ICA wish to participate in the Churchill taught	May 3, 2012 1:22 PM

Q13. Do you consider your collaborations/partnerships a success ?

program.

43	Have achieved visibility, recognition, increased inquiry and approach regionally. BUT it is not clear if this has yet boosted the fundraising of the organization, per se.	May 3, 2012 1:03 PM
44	They achieved their goals	May 3, 2012 1:02 PM
45	Better communication between the two groups	May 3, 2012 12:59 PM

Q16. Has your organization created a formal development plan in the past 2-3 years?

1	Board and staff participate in strategic planning meetings to set the plan and are trained on plan implementation	Jun 7, 2012 10:52 AM
2	Initiated by staff and written in conjunction with the overall strategic plan that key staff and board developed. Then driven by the board fund development committee , Dev. Director and CEO	Jun 6, 2012 1:21 PM
3	Staff creates plan while board evaluates,makes suggestions and supports the plan.	Jun 6, 2012 11:13 AM
4	The level of involvement during the planning process was high.	Jun 4, 2012 9:24 AM
5	Staff 65%; Board 35%	May 31, 2012 3:35 AM
6	Staff only participated in the creation of the three-year Development Plan, which was based on the Strategic Plan, which was created by a team effort of staff and board members.	May 30, 2012 1:40 PM
7	Low board involvement in planning process	May 30, 2012 12:19 PM
8	Units within the larger University create individual plans; overall "plan" for University is a bit less developed other than making 5 calls per week per each development director	May 30, 2012 9:32 AM
9	staff creates, dev. committee approves and presents to board	May 30, 2012 9:18 AM
10	Growing involvement by the Board, staff involved in special events	May 30, 2012 8:53 AM
11	Both are fully engaged	May 29, 2012 12:25 PM
12	A consulting firm prepared the strategic plan with input from the staff and board.	May 24, 2012 5:44 PM
13	Annual Planning Session prior to the start of each FY	May 24, 2012 12:52 PM
14	Board - not nearly as much as I'd like Staff - only non-program staff are involved	May 24, 2012 12:22 PM
15	The board has a 5 year strategic plan with yearly goals. The staff and executive director develop and implement the objectives and action plans, and report to the board quarterly on progress vs. those objectives.	May 24, 2012 11:41 AM
16	Mostly board members who are involved verses staff members due to time constraints.	May 24, 2012 11:40 AM
17	We are just now launching a formal development plan	May 24, 2012 9:31 AM
18	Staff is basically responsible for the development and execution of the plan; Board has been encouraged to do more, but is reluctant.	May 24, 2012 9:22 AM
19	Significant level of both staff and board involvement	May 23, 2012 3:32 PM
20	both involved	May 22, 2012 1:12 PM
21	Board and staff were involved, however it was difficult to implement due to staff size.	May 20, 2012 2:18 PM

Q16. Has your organization created a formal development plan in the past 2-3 years?

22	An outside study was done. Interviews were completed with all of the above.	May 19, 2012 2:59 PM
23	Currently in process.	May 17, 2012 2:35 PM
24	Moderate to high board input; deep staff involvement	May 17, 2012 1:51 PM
25	Creating the plan was primarily a staff responsibility, but the plan was made available to the entire board once completed.	May 17, 2012 12:57 PM
26	Strategic planning they do but not enough detail on development plan	May 16, 2012 5:38 PM
27	Board review and approval by appropriate committee. Full development staff involvement; some program staff involvement.	May 16, 2012 5:25 PM
28	staff was heavily involved and then we brought in the development committee (board committee) in the development and measurement process.	May 16, 2012 3:56 PM
29	The Board of Directors and the Staff are equally involved in the Development process.	May 16, 2012 2:25 PM
30	Board approves annual development work plan presented to them. Staff draws up plan with input from interested board members.	May 16, 2012 12:46 PM
31	Staff, with input from the board, develops the planning process. Process is approved by the board.	May 16, 2012 9:36 AM
32	partnership between staff and volunteers involving personal asks, small events, giving campaigns and naming opportunities.	May 16, 2012 9:27 AM
33	Board driven, staff guided	May 16, 2012 8:29 AM
34	Resource Development committee, staff and consultant worked together to create the plan and strategize needed to achieve fundraising objectives	May 16, 2012 8:26 AM
35	Board Development Committee participates with staff and gives approval of the plan	May 16, 2012 6:25 AM
36	The board and staff were involved, including the assistance of a board fundraising/development consultant	May 15, 2012 12:35 PM
37	Very strong involvement in the planning process. Less so in implementation.	May 15, 2012 8:45 AM
38	minimal board involvement, will increase in the future post-merger.	May 15, 2012 8:18 AM
39	Both are involved although the staff does most of the work. Fundraising for us is necessary to create/implement new strategies but not for our survival.	May 15, 2012 8:08 AM
40	Board development committee and staff meet monthly	May 15, 2012 8:01 AM
41	Board and Staff completely involved	May 15, 2012 7:40 AM
42	Board and staff fully involved	May 15, 2012 7:19 AM
43	Used a consultant working mostly with staff, presented to the board for input and	May 15, 2012 6:50 AM

Q16. Has your organization created a formal development plan in the past 2-3 years?

approval

44	Strategic planning meetings	May 15, 2012 6:43 AM
45	Board was heavily involved in Strategic Planning, a core component of which was Development. The Development Plan, an ongoing process, is being developed by the Development Team.	May 15, 2012 6:40 AM
46	In the last 2 - 3 yrs there has not been a successful development plan but a new Dev Dir hired in the last 6 months is building a more aggressive Dev plan and having success already on several levels.	May 15, 2012 6:15 AM
47	We in the process of revamping our Board Members from those who have no interest to some that do. We are hoping in the future this will make a major impact on our funding coming in the year.	May 15, 2012 3:45 AM
48	In process	May 14, 2012 8:41 PM
49	Both were involved heavily by being surveyed and then trained by the development consultant.	May 14, 2012 7:52 PM
50	Staff with board approval for building development infrastructure	May 14, 2012 7:17 PM
51	Initiated by our Executive Director and Director of Development, and then reviewed/approved by our Financial Development Committee and Board.	May 14, 2012 6:07 PM
52	Rome Group facilitated process and involved staff and board.	May 14, 2012 6:03 PM
53	Executive Director, Development Director & Development staff are involved. Plan is reviewed by Board Committee.	May 14, 2012 2:50 PM
54	development committee is involved	May 14, 2012 1:50 PM
55	The development director wrote and oversees the development plan. The development committee of the board approved the plan.	May 14, 2012 1:00 PM
56	Substantial active involvement from the board. We develop the plan through a board committee and then full board approval. Some input from general staff, but we could improve this.	May 14, 2012 12:57 PM
57	Used consultant, very active Board, very active staff	May 14, 2012 11:13 AM
58	Developed with a consultant, staff and board	May 14, 2012 10:49 AM
59	collaborative	May 14, 2012 9:59 AM
60	Board developed plan, presented to staff for discussion and comments then finalized.	May 14, 2012 9:57 AM
61	Currently in the silent phase of a comprehensive capital campaign that management and board developed.	May 14, 2012 9:56 AM
62	Created by MD when came on staff. Board reviewed but has not used it throughout year. Attempting to reintroduce for 12-13	May 14, 2012 9:25 AM

Q16. Has your organization created a formal development plan in the past 2-3 years?

63	Board members and staff participated in creating the fund development plan as part of our overall strategic plan.	May 14, 2012 9:19 AM
64	Very involved	May 9, 2012 12:21 PM
65	It's VERY basic.	May 8, 2012 1:38 PM
66	The focus has been on the capital campaign plan more so than an overall development plan.	May 8, 2012 3:06 AM
67	Very involved. Development Committee established.	May 7, 2012 10:43 AM
68	We are currently finished with the last one done with the Rome Group and because of lack of funding our Board and Staff are working on a new one to be implemented in 2013.	May 7, 2012 9:17 AM
69	Just completed the organization's first strategic plan.	May 7, 2012 9:14 AM
70	Staff develops with input from board and board approves	May 7, 2012 7:12 AM
71	Staff prepares with board input/blessing of the funds to be raised	May 5, 2012 9:10 AM
72	Collaborative committee comprised of Exec Director, Development Director, several Board members and knowledgeable volunteers. Plan was approved by the full Board.	May 4, 2012 10:30 AM
73	significant engagement this year hopefully will bear fruit in the coming year.	May 4, 2012 9:41 AM
74	very involved	May 4, 2012 7:14 AM
75	highly involved	May 4, 2012 6:47 AM
76	Staff develops the initial pass of the plan. Presented to the board and tweaked. Usually there is very little modifications. Started a board report card process to 'grade' individuals and the full board with fundraising. volunteer efforts, and friend raising	May 3, 2012 2:16 PM
77	Our development plan has only been targeted to very specific programs and capital campaign initiatives.	May 3, 2012 2:04 PM
78	Minimal Board.	May 3, 2012 1:56 PM
79	high level of board and staff	May 3, 2012 1:28 PM
80	i was developed as part of a strategic planning process. Both staff and board were involved.	May 3, 2012 1:04 PM
81	Staff develops, board reviews.	May 3, 2012 1:03 PM
82	Each person on the staff has a hand in developing the plan and then it is formally presented to the BOD	May 3, 2012 12:59 PM

Q18. How much cash (including reserves) does your organization currently have readily available?

1	again minimum staff who are paid thus not want to skew your results	Jun 1, 2012 12:46 PM
2	We have a very unique organizational structure that involves a public school district as our fiscal agent. They, along with our other operating partners help support our organization in a variety of ways, including financial.	May 30, 2012 11:27 AM
3	Been working on building our endowment for 15 years.	May 30, 2012 9:56 AM
4	Our expenses are underwritten by our connected organization which is a 501(c)6.	May 30, 2012 9:39 AM
5	Tuition and state allocations take care of faculty salaries, facilities, etc. Contributions are used for the development program, scholarships, support for co-curricular activities, major gift cultivation, etc. Could stretch out available development funds up to 2-5 years, if necessary, and on a reduced use basis	May 30, 2012 9:32 AM
6	All reserved held by national organization and can be transferred to be used by local chapter if needed.	May 29, 2012 12:25 PM
7	Unknown	May 24, 2012 12:52 PM
8	WE borrowed from our reserves to complete a capital project but board plans to replenish it within 2 years	May 24, 2012 12:22 PM
9	Given the situation, both current and over the past several years, we have had to draw on our reserves more frequently, and the rate at which they are replenished has slowed.	May 24, 2012 9:22 AM
10	We anticipate reduced ,then zero level, funding from MAC in the future.	May 18, 2012 12:43 PM
11	This is unusual - normally we have 3-6 months operating expenses in reserve but 2011 was a good year so we have a larger reserve than normal.	May 15, 2012 8:08 AM
12	Does not include our Foundation	May 15, 2012 7:40 AM
13	Living month to month is incredibly stressful on my staff.	May 4, 2012 9:41 AM
14	We get investment income which is a budget line item. Board discussion about how much reserve to have. Put in place to replace diminishing government funding. Reduced funding seems to be norm these last two years.	May 3, 2012 2:16 PM
15	Our over-reliance on governmental contracts and lack of a strong donor base results in our organization staying in survival mode.	May 3, 2012 2:04 PM
16	This is our Endowment Fund. The policy is that we can borrow from the Endowment, but must pay it back.	May 3, 2012 1:21 PM

Q19. How has the demand for your services/programs (or attendance for arts/cultural organizations) changed in the past 12 months?

1	na	Jun 7, 2012 7:16 AM
2	We have purposely stayed the same. We could quadruple if we had the funding.	May 31, 2012 3:35 AM
3	Our waiting list for counseling services reached an all-time high of 50 women. Usually our waiting list is in the mid-to-low 30s.	May 30, 2012 1:40 PM
4	And the increase has been for unfunded services, not insurance reimbursed services	May 25, 2012 4:06 PM
5	Our waiting list for mental health services for refugee children and youth has grown.	May 24, 2012 11:40 AM
6	As more and more local area people are falling into the low-income category, we have seen a sharp increase in demand for the services that we offer. Unfortunately, we are having to be more stringent in applying eligibility criteria.	May 24, 2012 9:22 AM
7	We are at capacity with space and staff. Will be moving into larger quarters before year end.	May 22, 2012 4:16 PM
8	Web site has increased by triple digits. Face to face by 20% Calls increased by over 20%	May 16, 2012 5:38 PM
9	We have never been able to meet the demand for services due to insufficient funding.	May 16, 2012 12:46 PM
10	Increased for online services, decreased for onsite services	May 15, 2012 10:33 AM
11	marketing for potential clients has been an issue. The number of qualified people in the region has gone up while demand for service has stayed the same.	May 15, 2012 3:24 AM
12	We do not have the data to analyse. Clients are referred to us from the County homeless hotline. They do not share the data.	May 14, 2012 6:03 PM
13	One program has decreased. Others have increased.	May 14, 2012 2:50 PM
14	Primarily in services to children ages birth to three years. MOre than doubled in past 1 1/2 years	May 11, 2012 1:43 PM
15	30% increase in one program; less in others	May 4, 2012 6:47 AM
16	Demand is up because of sluggish economy. Amount of service per client hasn't changed. doing less with more.	May 3, 2012 2:16 PM
17	We are a United Way, therefore have few programs of our own. But we have heard from all of our basic needs programs that demand has increased significantly!!!!	May 3, 2012 1:23 PM

Q20. Have you been able to meet the increased demand for services?

1	We maintain a waiting list, but do not expand without resources in place.	Jun 7, 2012 10:52 AM
2	na	Jun 7, 2012 7:16 AM
3	But services were varied some in order to meet all needs and stay within our fiscal responsibility. Also changed the footprint of our service area so that another chapter will soon be serving those that are closer to them. This was too much strain financial on our chapter.	Jun 6, 2012 1:21 PM
4	Anticipating more need and not enough space to accomodate	Jun 6, 2012 11:13 AM
5	Many women who were waiting eventually found help elsewhere (often through referrals which we provided) or no longer returned our calls so we don't know if they got the help they needed.	May 30, 2012 1:40 PM
6	We always meet the demand with no waiting lists	May 30, 2012 9:56 AM
7	Yes, for the most part. Increasing student populations and increased tuition helps cover some of the costs of increased demand for services.	May 30, 2012 9:32 AM
8	Staff can at times become overburdened by additional requirements but all we serve need contacted.	May 29, 2012 12:25 PM
9	but not at the same high standard we might have had	May 24, 2012 7:09 PM
10	We do not have adequate staffing for some of the increased demands. Current staff is stretched pretty thin already.	May 24, 2012 12:22 PM
11	To a point. We have created a pro-bono program of volunteer professionals who provide therapy to our clients.	May 24, 2012 11:40 AM
12	(see comment above)	May 24, 2012 9:22 AM
13	We have not been able to secure the funding.	May 20, 2012 2:18 PM
14	We have 10-20%available seats unsold at our concerts	May 18, 2012 12:43 PM
15	we are elimited by facility space at this time - investigating new space to accomodate expansion.	May 16, 2012 3:56 PM
16	Difficulty in finding a Child/Adolescent Psychiatrist	May 15, 2012 10:15 AM
17	We re serving the demand but have still had to reduce staffing so our doors are open but we aren't doing as much programming as we used to.	May 15, 2012 8:39 AM
18	But not fully, due to enrollment limitations	May 15, 2012 4:41 AM
19	Yes, in some areas and no, in other program areas.	May 14, 2012 6:07 PM
20	in some ways	May 14, 2012 2:45 PM
21	Many factors go into providing our services, including whether individuals have funding for the services they are seeking, whether the program/service has openings, etc.	May 14, 2012 1:00 PM

Q20. Have you been able to meet the increased demand for services?

22	Discontinued services to some formerly targeted groups based on applicant characteristics.	May 14, 2012 9:43 AM
23	Some, limited due to staff.	May 14, 2012 9:25 AM
24	We are struggling to do so but need to hire more staff as we are running way too thin to be the best we can be.	May 7, 2012 9:17 AM
25	We accomplish this by staff "donating" overtime hours.	May 4, 2012 6:49 PM
26	yes, but it has been a stretch & required 'creative coordination'	May 4, 2012 7:14 AM
27	Will not be able to do so in 2012.	May 4, 2012 6:47 AM
28	But we are all working extremely hard	May 3, 2012 1:18 PM

Q22. Looking ahead to the next 5-10 years, what factor do you expect will have the biggest impact on the local nonprofit sector? (select only one)

1	engaging with younger potential donors, which may or may not be reliant on social media. And, perhaps in a connected manner, tapping the generational turnover of wealth.	Jun 7, 2012 7:16 AM
2	Changes in education funding and education policies.	Jun 6, 2012 11:13 AM
3	I think the expected continued decrease in government funding of nonprofits will most affect how we operate and how we fundraise.	May 30, 2012 1:40 PM
4	Since this is the area that we currently rely the most on, it is the most important factor for us in which any changes could have a significant impact on our organization.	May 30, 2012 11:27 AM
5	Health Care Reform	May 30, 2012 10:48 AM
6	We receive some government funding but I know some organizations are really taking a beating. State revenue is impacted by the slow economic recovery - and incompetent elected officials who will not make the tough decisions and are beholden to lobbyists.	May 24, 2012 12:22 PM
7	Very tough to select one factor - also believe that collaboration is a very close second and that the retirees of the boomer generation are going to have a huge impact - negative or positive remains to be seen.	May 15, 2012 8:08 AM
8	measurement and outcome will enable new collaborations, which will engaged new collaborations and ultimately increase funding revenues and multiple revenues sources	May 15, 2012 4:41 AM
9	Increasing number of non-profits they are in competition with for funding.	May 7, 2012 2:18 PM
10	Due to the recent economic issues, the nonprofit sector has had to become leaner, more aware of how its funds are spent. Rather than competing for the same dollars, nonprofits are collaborating, sharing resources, connecting more closely with one another----producing stronger, better managed nonprofits.	May 7, 2012 9:14 AM
11	Corporate philanthropy is a misnomer. It should simply be referred to for what it really is, namely, marketing. Try talking to anyone at InBev or Wells Fargo about giving for giving's sake. That's a thing of the past. As for social media, outside of advertising for events it's a cul de sac.	May 4, 2012 9:44 AM
12	Changes in Governmental funding is tied to the economic slowdown.	May 4, 2012 9:00 AM
13	Technology and increasing the importance of measurement and evaluation will certainly play a major role, but I think the greatest factor will be the racial climate of the region	May 3, 2012 2:04 PM

Q23. Are there any other comments you would like to share regarding local trends in philanthropy and/or the nonprofit sector?

1	Too many org reinventing their personal wheels, need more collaboration. Don't start a new non-profit, what a waste! Find an existing one to work with for pete's sake!	Jun 7, 2012 7:16 AM
2	The revenues here are back on track (actually slightly higher) than they were before the economy crashed in 2008. The sense I get from colleagues is that isn't necessarily the case across the local nonprofit landscape. I feel like we are really fortunate here to have earned some new government grants and built some new individual relationships that went beyond replacing gifts that disappeared such as those we received from Anheuser Busch.	May 30, 2012 1:40 PM
3	Our United Way has cut funding to all senior agencies and will only fund programs (not agencies) that deal with at risk children and low income families with at-risk children	May 30, 2012 9:56 AM
4	Among high net worth individuals, the economy has recovered. Among the general population and low-level donors, not so much.	May 30, 2012 8:48 AM
5	I am not sure how many nonprofits are going to survive that have relied primarily on government funding.	May 24, 2012 5:44 PM
6	I'm worried that the baby boomer generation of ED's will begin retiring with not enough qualified leaders to replace them. Also worry that younger generations are more intent upon "owning" status-enhancing things, limiting their charitable giving.	May 24, 2012 12:22 PM
7	I have a concern about the recent federal legislation regarding the elimination of non-profit special postage rates that is currently being considered in US House committee. Elimination of this discount will SIGNIFICANTLY impact our ability to execute our programming and our fundraising efforts.	May 24, 2012 11:41 AM
8	N/A	May 24, 2012 9:22 AM
9	There seems to be a greater focus on numbers served rather than quality or length of service.	May 20, 2012 2:18 PM
10	We need to continue to get our story out better.	May 19, 2012 2:59 PM
11	No	May 19, 2012 10:29 AM
12	It is no longer good enough to behave as the sectro has. NP staff needs to ask more of themselves in how strong their goals are and how fast they accomplish those goals	May 15, 2012 10:33 AM
13	Significant increase in the number of grantors requesting measurable outcome	May 15, 2012 10:15 AM
14	Citizen engagement and expectations are having and will continue to have a profound impact on nonprofits. We are still defining engagement and trying strategies.	May 15, 2012 8:08 AM
15	NO	May 14, 2012 7:10 PM
16	I expect that we will see the impact of collaborations, mergers, and agency	May 14, 2012 6:07 PM

Q23. Are there any other comments you would like to share regarding local trends in philanthropy and/or the nonprofit sector?

	failures over the next many years. The agencies that survive will be stronger in their ability to deliver services.	
17	We feel it is much more competitive vs. even 3 years ago. Our social media plan has played a significant part in our success, but we are looking at ways to maintain and grow these tools.	May 14, 2012 1:52 PM
18	Onward!	May 14, 2012 11:13 AM
19	None	May 14, 2012 9:57 AM
20	Smaller non-profits are expecting their Development person to work miracles. One person can not do it all--and do it well. There is tremendous burn-out, and diminishing returns.	May 14, 2012 9:23 AM
21	Foundations we approach seem to be getting more focused in what they will fund. More demand for projects and evaluation for those projects	May 11, 2012 1:43 PM
22	Competition appears to have a greater effect on donors than the economy does at this point	May 7, 2012 2:18 PM
23	In our industry we are finding that some organizations are having a little better time of it. We are still struggling at this time but hope to be in better shape by the end of the year.	May 7, 2012 9:17 AM
24	turn over is rampant-a lot of job switching; should be called Social Profit organizations-put the word nonprofit "out of business"-see article by Claire Gaudiani-July 2007 Chronicle of Philanthropy-can scan it to you if someone is reading this and interested:)	May 5, 2012 9:10 AM
25	If local foundations and the St. Louis Regional Arts Commission are not able to increase their level of funding to arts nonprofits, a shocking number of organizations will cease to exist.	May 4, 2012 6:49 PM
26	I believe the success of a not for profit org. is directly related to the leadership of the executive director and the board of directors.	May 4, 2012 1:24 PM
27	Other than the impact of slow economic growth, the most relevant action area in my opinion to influence the future of charitable giving on the individual and corporate basis would be comprehensive tax reform, including the reduction of tax credit programs (which are accessed by a limited number of nfps) and leveraging up the tax deduction value of direct giving for both corporations and individuals.	May 4, 2012 8:15 AM
28	I'm not sure I'm a good participant in this survey. Since I've been at Pi Phi for more than 3 years now I'm really out of touch w/ the local sector.	May 4, 2012 8:00 AM
29	I have only been in my position for 3 months so my experience is very limited.	May 4, 2012 7:45 AM
30	The USO of Missouri does not receive United Way or government funding.	May 4, 2012 6:13 AM
31	We are a relatively new organization, so our growth may be primarily attributable to the early stages of success.	May 3, 2012 3:59 PM

Q23. Are there any other comments you would like to share regarding local trends in philanthropy and/or the nonprofit sector?

32	St. Louis is generous, but not as generous as some people think. If you take out United Way and Catholic Charities, we are right there with everyone else. Those agencies not tied to those pools of money have a harder time.	May 3, 2012 2:16 PM
33	Technical assistance to nonprofits will be a great help, especially those that are struggling to navigate the landscape of the philanthropic terrain.	May 3, 2012 2:04 PM
34	I think the downturn of the economy has, in the long run, been a good thing as it has forced the sector to focus on measurement/evaluation, collaboration, efficiency and transparency.	May 3, 2012 1:28 PM
35	Thank you.	May 3, 2012 1:04 PM
36	Local funders need to be aware that their insistence on "outcomes" is a bit outdated, that national funders are rethinking the effects of this emphasis.	May 3, 2012 1:03 PM