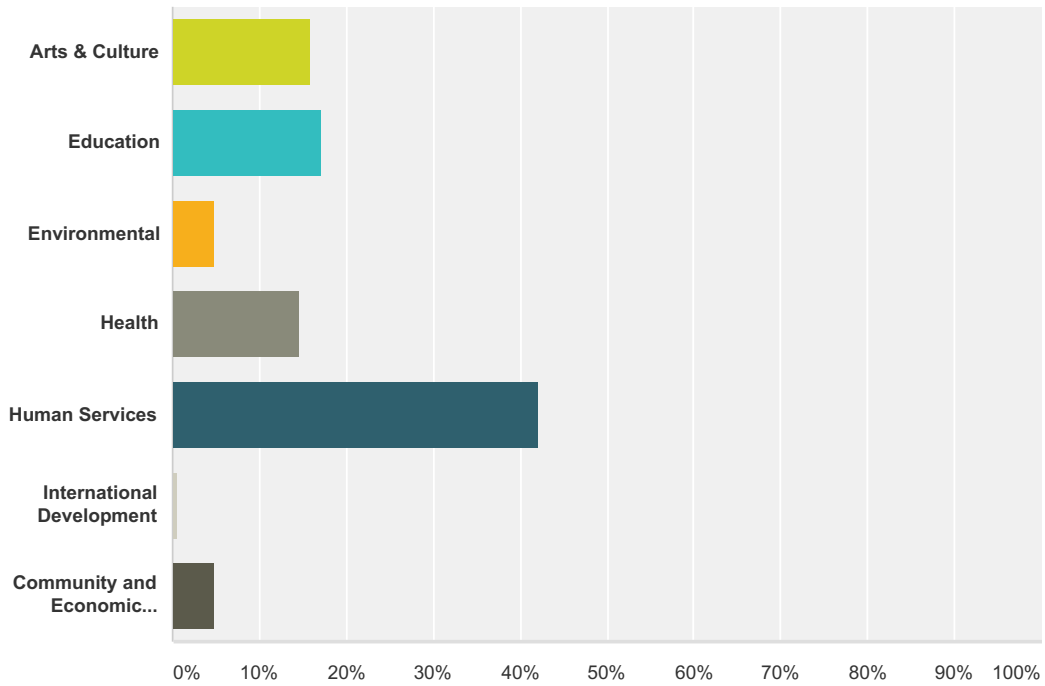


Q1 Which of the following categories describes your organization (choose one)?

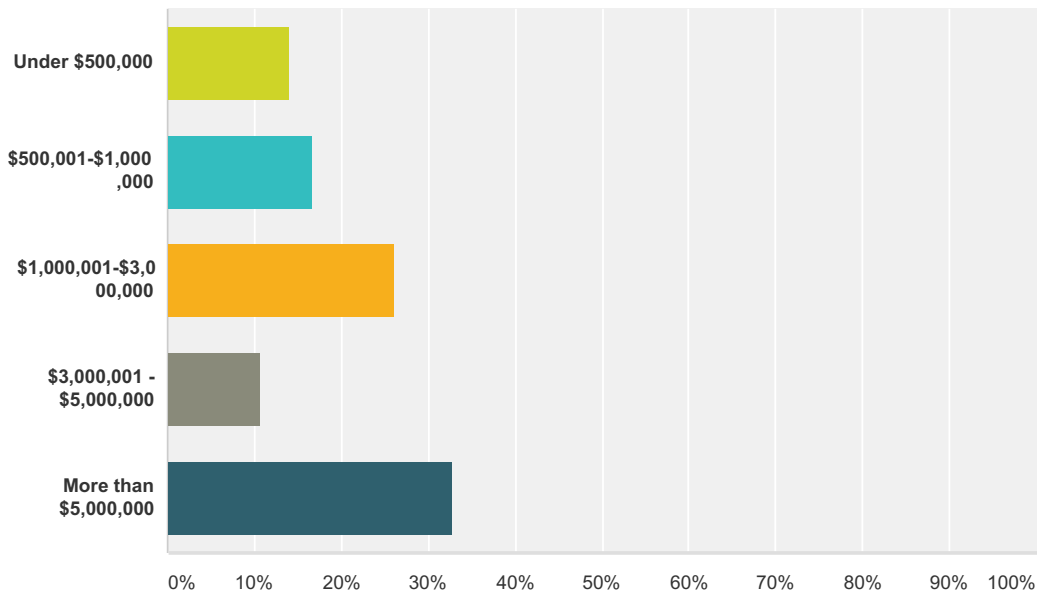
Answered: 164 Skipped: 19



Answer Choices	Responses
Arts & Culture	15.85% 26
Education	17.07% 28
Environmental	4.88% 8
Health	14.63% 24
Human Services	42.07% 69
International Development	0.61% 1
Community and Economic Development	4.88% 8
Total	164

Q2 What is your organization's current annual operating budget?

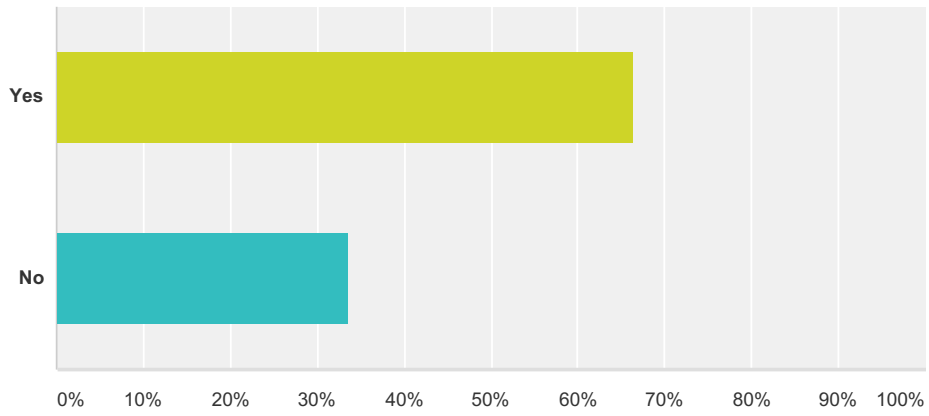
Answered: 180 Skipped: 3



Answer Choices	Responses
Under \$500,000	13.89% 25
\$500,001-\$1,000,000	16.67% 30
\$1,000,001-\$3,000,000	26.11% 47
\$3,000,001 - \$5,000,000	10.56% 19
More than \$5,000,000	32.78% 59
Total	180

Q3 Did your organization reach its fundraising goal in 2016?

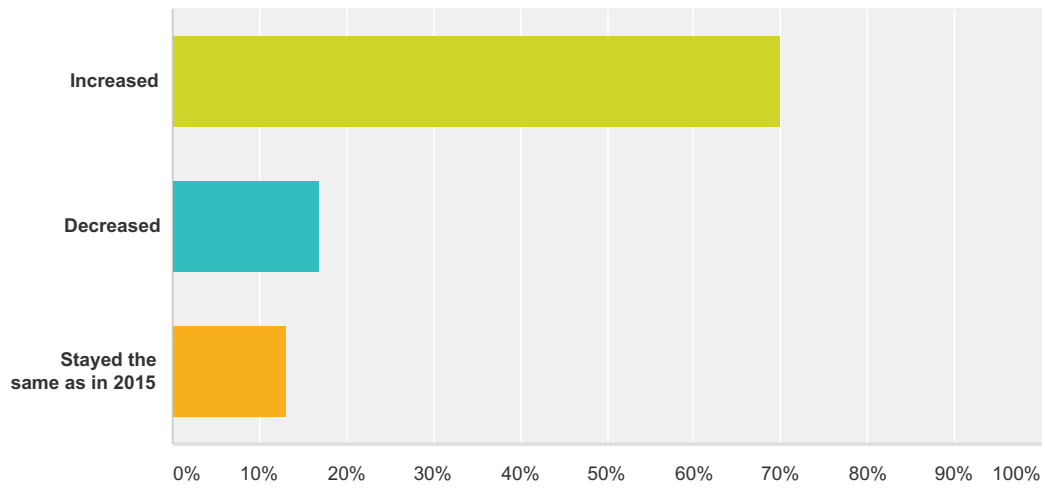
Answered: 161 Skipped: 22



Answer Choices	Responses
Yes	66.46% 107
No	33.54% 54
Total	161

Q4 In 2016, did your contributed income increase or decrease compared to 2015?

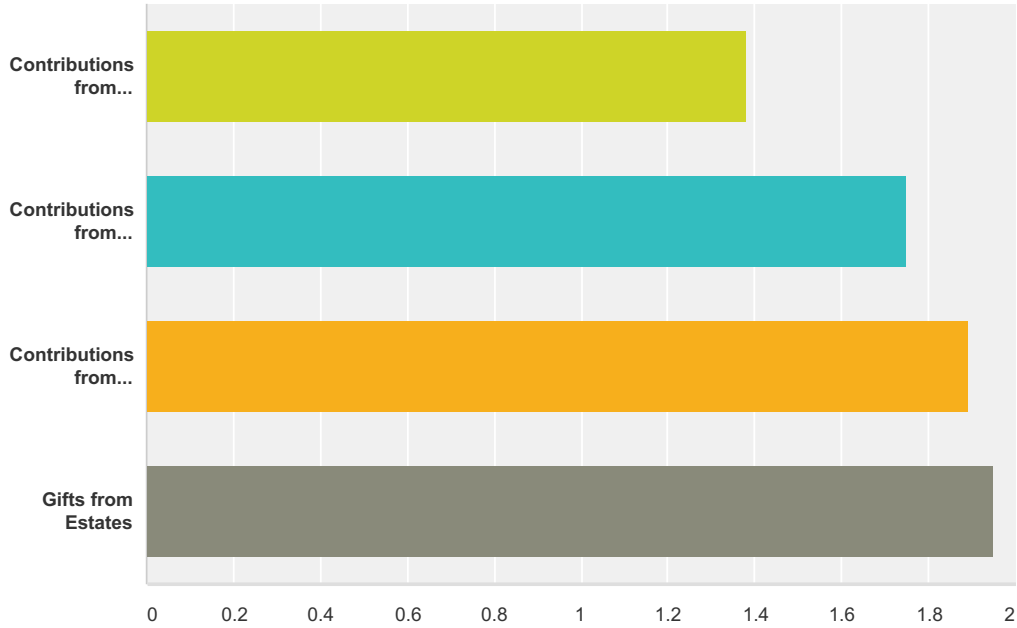
Answered: 160 Skipped: 23



Answer Choices	Responses	
Increased	70.00%	112
Decreased	16.88%	27
Stayed the same as in 2015	13.13%	21
Total		160

Q5 In 2016, did your contributions from the following sources increase or decrease compared to 2015?

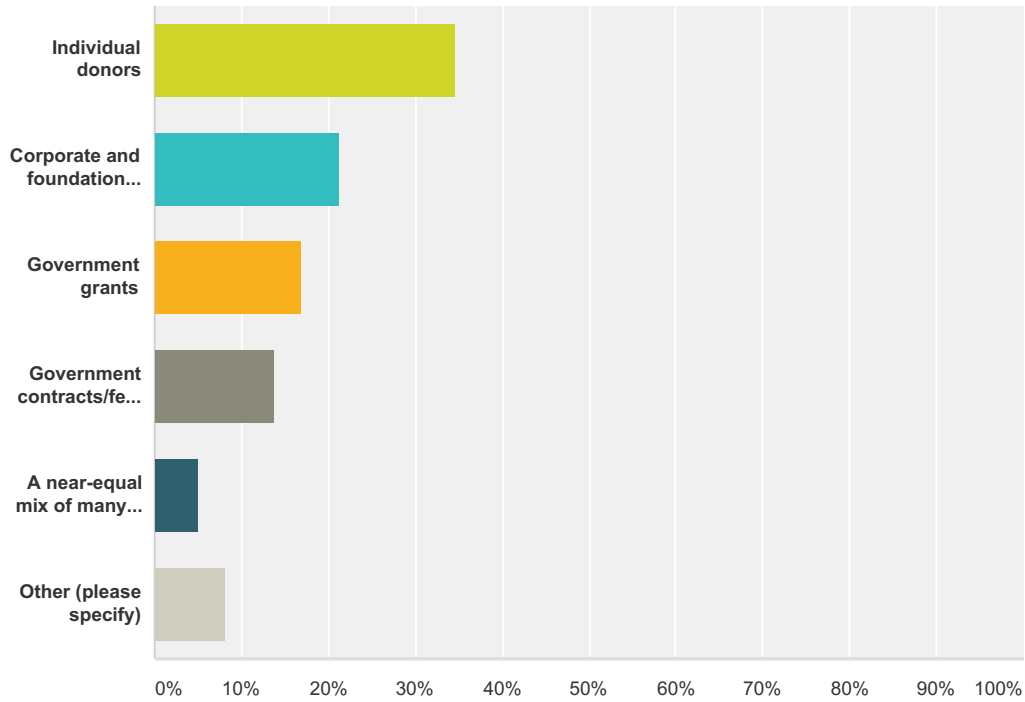
Answered: 162 Skipped: 21



	Increased	Decreased	Stayed the same as in 2015	N/A	Total	Weighted Average
Contributions from Individuals	70.37% 114	15.43% 25	10.49% 17	3.70% 6	162	1.38
Contributions from Foundations	44.72% 72	27.33% 44	21.74% 35	6.21% 10	161	1.75
Contributions from Corporations	33.33% 54	28.40% 46	24.07% 39	14.20% 23	162	1.89
Gifts from Estates	21.12% 34	6.21% 10	18.63% 30	54.04% 87	161	1.95

Q6 Which funding source from the following list represents the largest proportion of your budget. Check only one choice below.

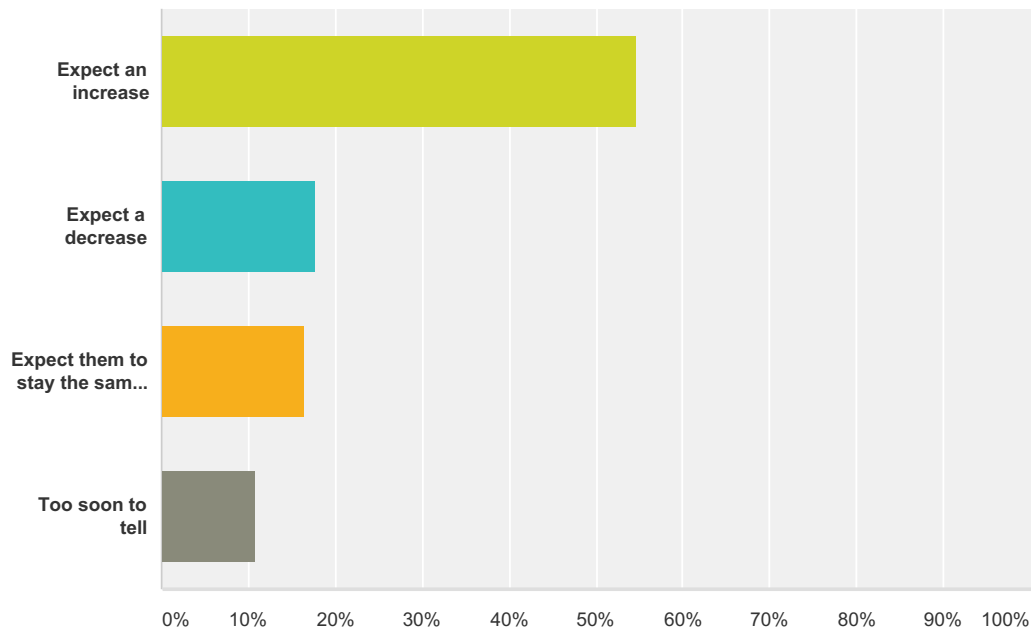
Answered: 159 Skipped: 24



Answer Choices	Responses
Individual donors	34.59% 55
Corporate and foundation grants	21.38% 34
Government grants	16.98% 27
Government contracts/fee-for-service	13.84% 22
A near-equal mix of many sources	5.03% 8
Other (please specify)	8.18% 13
Total	159

Q7 How do you predict your fundraising results in 2017 will compare with 2016?

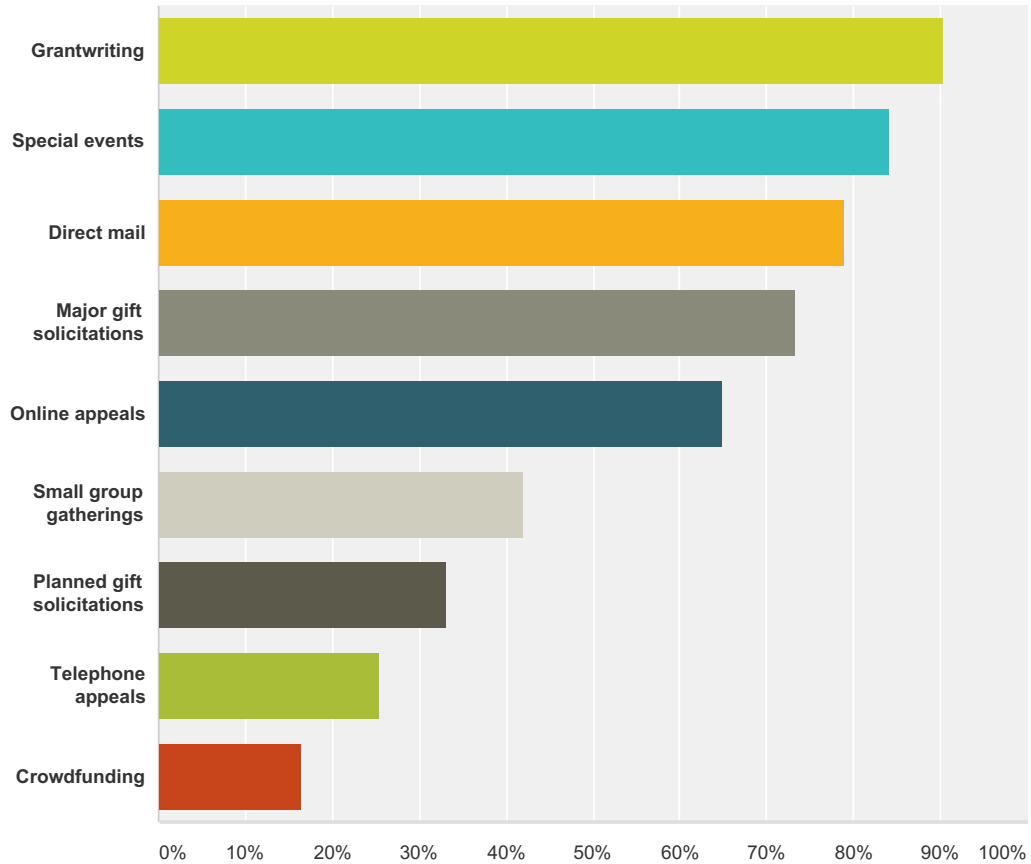
Answered: 157 Skipped: 26



Answer Choices	Responses	Count
Expect an increase	54.78%	86
Expect a decrease	17.83%	28
Expect them to stay the same as in 2016	16.56%	26
Too soon to tell	10.83%	17
Total		157

Q8 Which of the following strategies do you use in your fundraising efforts? Check all that apply.

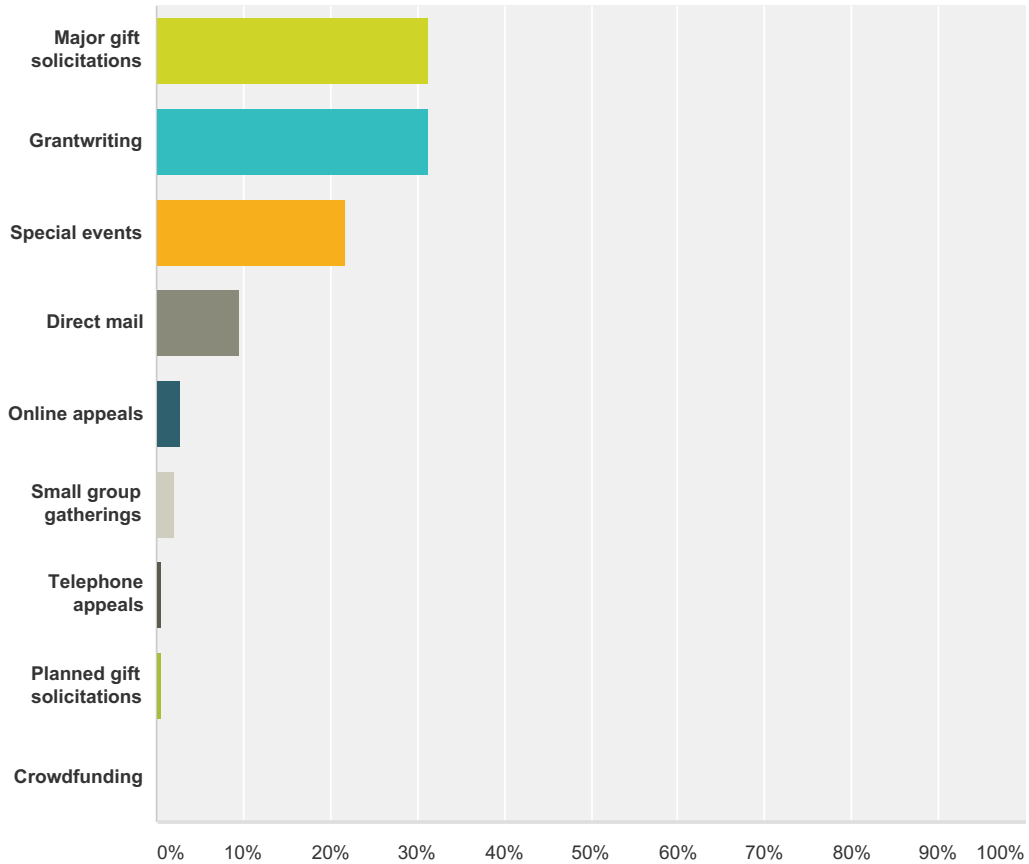
Answered: 157 Skipped: 26



Answer Choices	Responses
Grantwriting	90.45% 142
Special events	84.08% 132
Direct mail	78.98% 124
Major gift solicitations	73.25% 115
Online appeals	64.97% 102
Small group gatherings	42.04% 66
Planned gift solicitations	33.12% 52
Telephone appeals	25.48% 40
Crowdfunding	16.56% 26
Total Respondents: 157	

Q9 Of the strategies your organization uses, which is most effective in your fundraising efforts? (Choose one.)

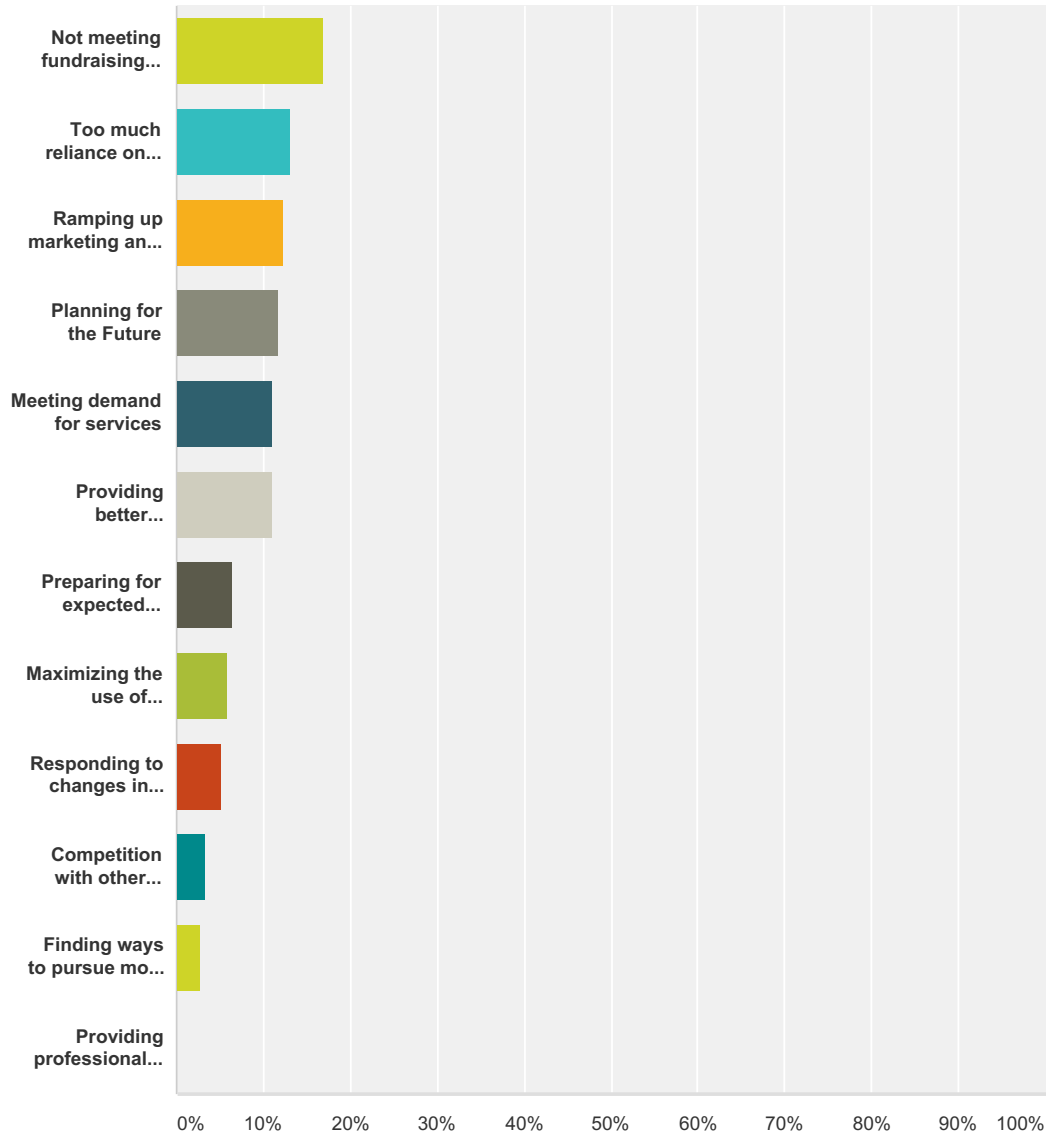
Answered: 147 Skipped: 36



Answer Choices	Responses
Major gift solicitations	31.29% 46
Grantwriting	31.29% 46
Special events	21.77% 32
Direct mail	9.52% 14
Online appeals	2.72% 4
Small group gatherings	2.04% 3
Telephone appeals	0.68% 1
Planned gift solicitations	0.68% 1
Crowdfunding	0.00% 0
Total	147

Q10 Which of the following do you see as your biggest challenge in the current fiscal year? (check only one choice below)

Answered: 153 Skipped: 30



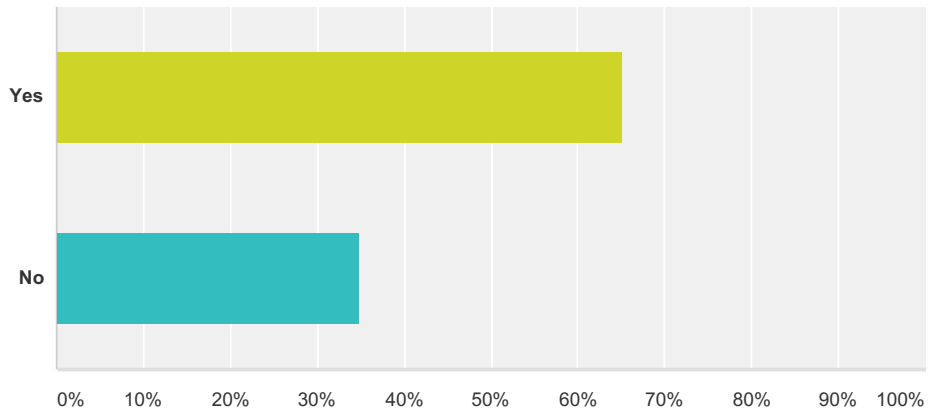
Answer Choices	Responses
Not meeting fundraising goals	16.99% 26
Too much reliance on government funding	13.07% 20
Ramping up marketing and communications	12.42% 19
Planning for the Future	11.76% 18
Meeting demand for services	11.11% 17
Providing better data/measurements on program impact	11.11% 17

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Preparing for expected leadership changes (staff and/or board)	6.54%	10
Maximizing the use of technology	5.88%	9
Responding to changes in public policy	5.23%	8
Competition with other organizations/campaigns with similar missions	3.27%	5
Finding ways to pursue more collaborations/alliances	2.61%	4
Providing professional development for staff	0.00%	0
Total		153

Q11 Did your organization receive public funding in 2016?

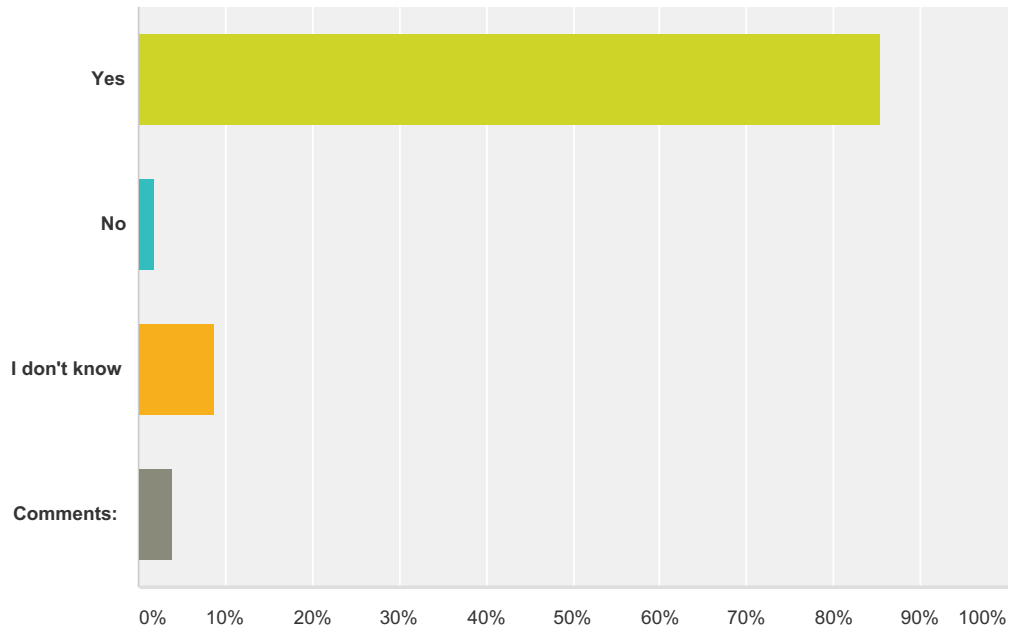
Answered: 155 Skipped: 28



Answer Choices	Responses
Yes	65.16% 101
No	34.84% 54
Total	155

Q12 If yes, do you expect to renew that funding in 2017?

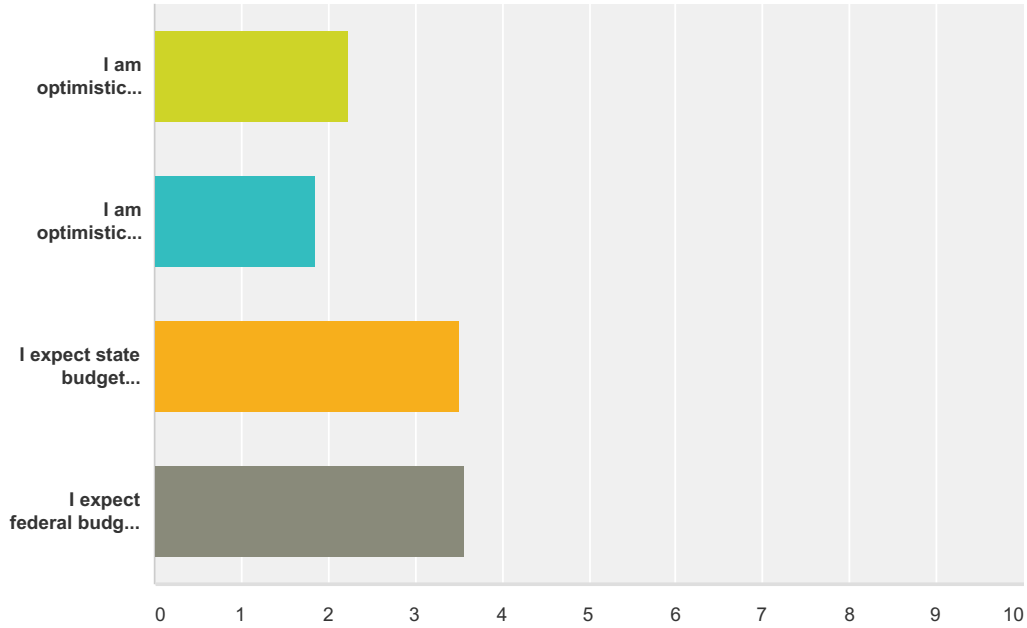
Answered: 102 Skipped: 81



Answer Choices	Responses
Yes	85.29% 87
No	1.96% 2
I don't know	8.82% 9
Comments:	3.92% 4
Total	102

Q13 Please rate the extent to which you agree or disagree with the following statements.

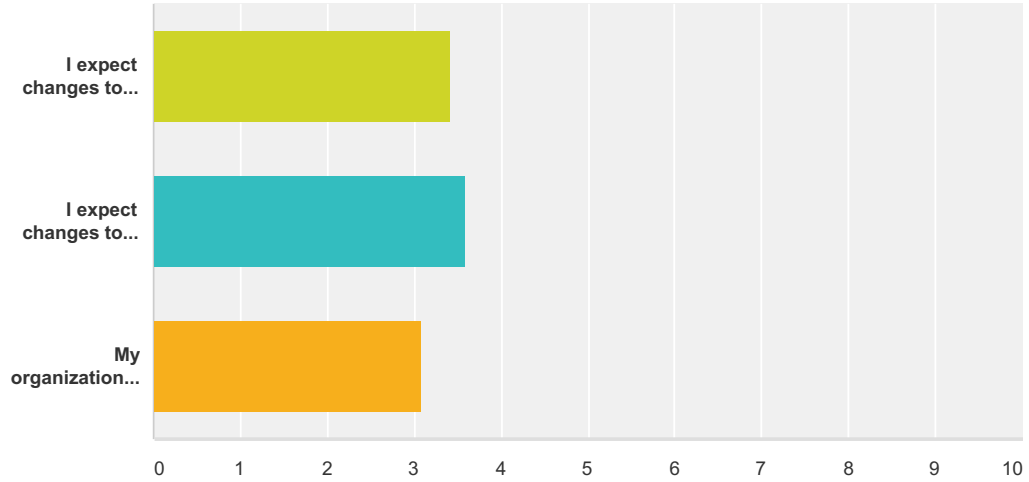
Answered: 151 Skipped: 32



	1 - Strongly disagree	Disagree	Neither agree nor disagree	Agree	5 - Strongly agree	N/A	Total	Weighted Average
I am optimistic about the new Administration at the state level and the outlook for my organization.	25.17% 38	39.07% 59	17.22% 26	11.92% 18	1.99% 3	4.64% 7	151	2.23
I am optimistic about the new Administration at the federal level and the outlook for my organization.	46.36% 70	29.14% 44	12.58% 19	6.62% 10	1.99% 3	3.31% 5	151	1.85
I expect state budget decisions to affect my organization's ability to achieve its mission this year.	3.97% 6	13.91% 21	26.49% 40	27.81% 42	20.53% 31	7.28% 11	151	3.51
I expect federal budget decisions to affect my organization's ability to achieve its mission this year.	3.97% 6	16.56% 25	19.21% 29	31.13% 47	23.84% 36	5.30% 8	151	3.57

Q14 Please rate the extent to which you agree or disagree with the following statements.

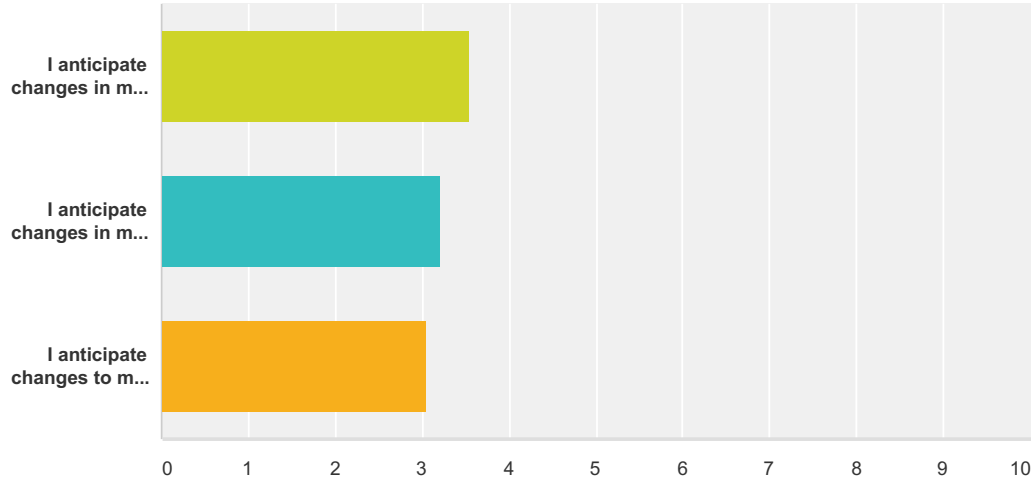
Answered: 149 Skipped: 34



	1 - Strongly disagree	Disagree	Neither agree nor disagree	Agree	5- Strongly agree	N/A	Total	Weighted Average
I expect changes to state policy/the current Administration's priorities to affect my organization's ability to achieve its mission.	4.03% 6	17.45% 26	22.15% 33	33.56% 50	15.44% 23	7.38% 11	149	3.42
I expect changes to federal policy/the current Administration's priorities to affect my organization's ability to achieve its mission.	4.03% 6	16.11% 24	16.11% 24	37.58% 56	21.48% 32	4.70% 7	149	3.59
My organization has already been affected by policy and budget changes enacted by the state and federal government this year.	6.12% 9	26.53% 39	23.81% 35	21.09% 31	12.24% 18	10.20% 15	147	3.08

Q15 Please rate the extent to which you agree or disagree with the following statements .

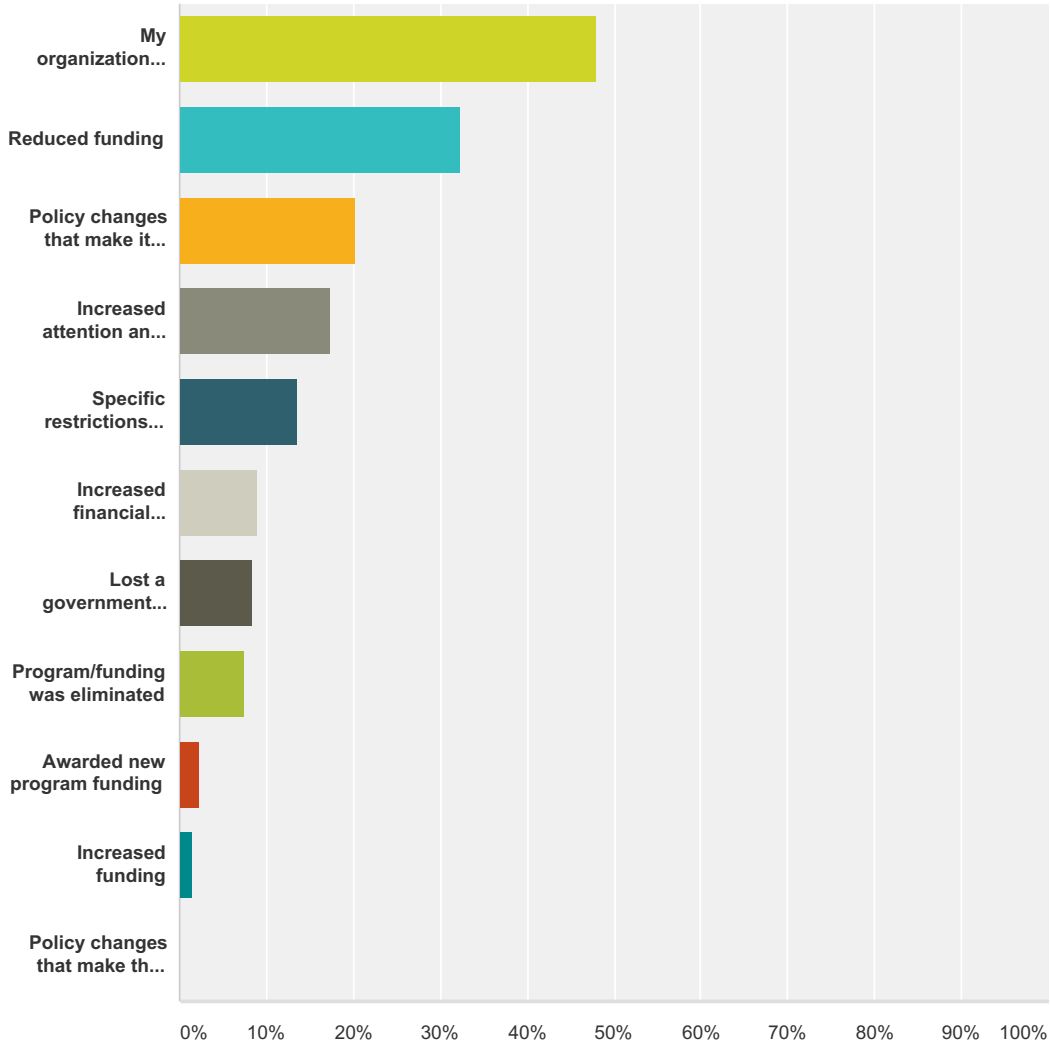
Answered: 148 Skipped: 35



	1 - Strongly disagree	Disagree	Neither agree nor disagree	Agree	5 - Strongly agree	Total	Weighted Average
I anticipate changes in my organization's approach to fund development to prepare for potential budget and policy changes in the coming year.	2.72% 4	15.65% 23	20.41% 30	47.62% 70	13.61% 20	147	3.54
I anticipate changes in my organization's programs and services to prepare for potential budget and policy changes in the coming year.	6.12% 9	21.77% 32	25.17% 37	37.41% 55	9.52% 14	147	3.22
I anticipate changes to my organization's structure or staffing to prepare for potential budget and policy changes in the coming year.	8.78% 13	22.97% 34	29.05% 43	33.78% 50	5.41% 8	148	3.04

Q16 How has your organization been affected by the actions of the new Administrations at the state and federal level? Check all that apply.

Answered: 133 Skipped: 50



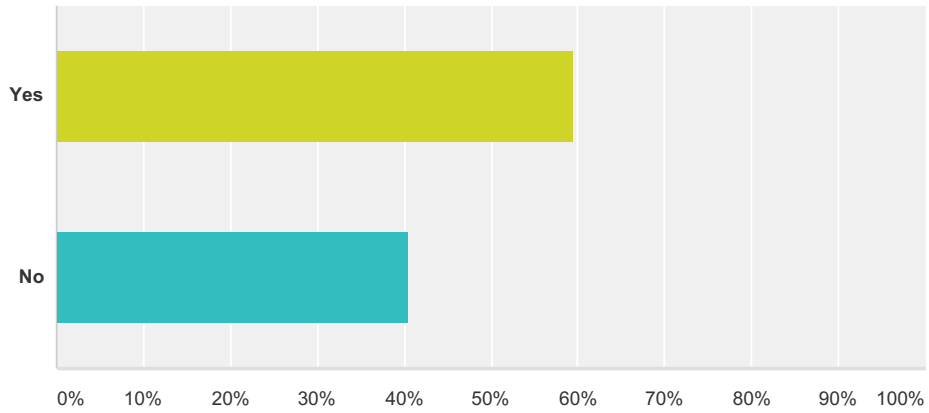
Answer Choices	Responses
My organization has not been affected by the actions of the new Administrations	48.12% 64
Reduced funding	32.33% 43
Policy changes that make it more difficult for our clients to access services	20.30% 27
Increased attention and advocacy from our supporters	17.29% 23
Specific restrictions on or changes to service delivery	13.53% 18
Increased financial support from our supporters/donors	9.02% 12
Lost a government contract or grant	8.27% 11

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Program/funding was eliminated	7.52%	10
Awarded new program funding	2.26%	3
Increased funding	1.50%	2
Policy changes that make the services we provide more accessible to our clients	0.00%	0
Total Respondents: 133		

Q17 Does your organization engage in lobbying, advocacy, or educating stakeholders/policymakers about what you do?

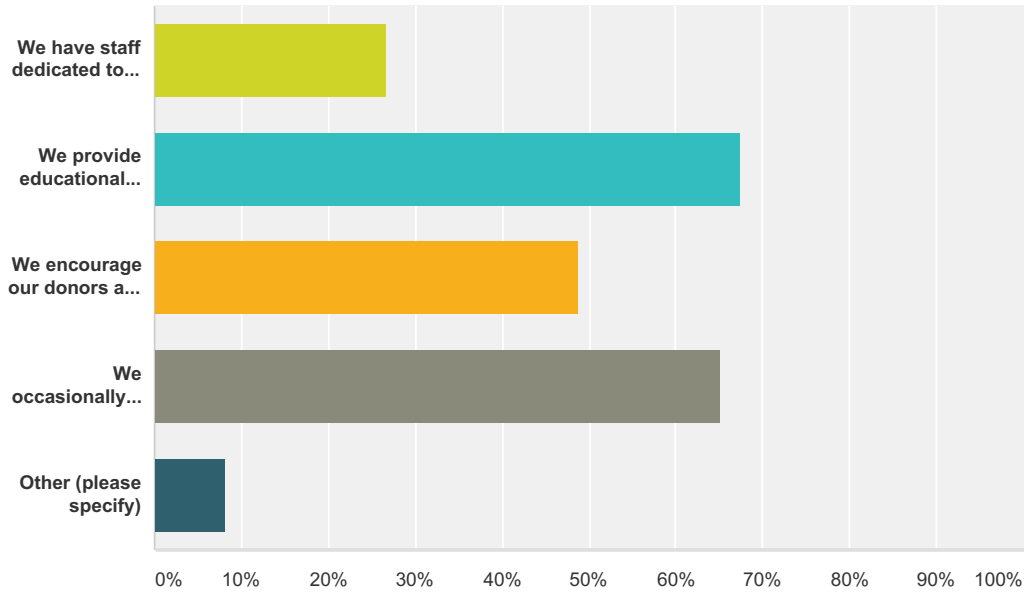
Answered: 148 Skipped: 35



Answer Choices	Responses
Yes	59.46% 88
No	40.54% 60
Total	148

Q18 If so, how does your organization engage in lobbying, advocacy, and/or public education? Check all that apply.

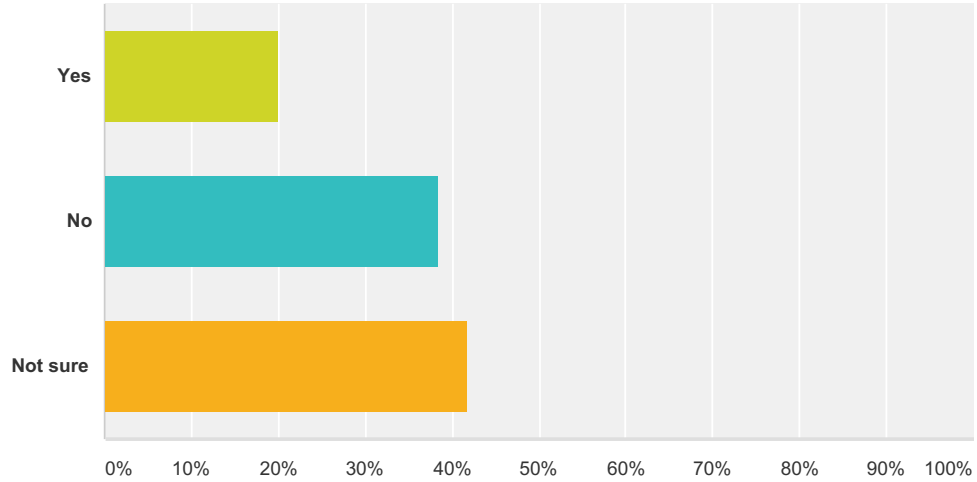
Answered: 86 Skipped: 97



Answer Choices	Responses	
We have staff dedicated to lobbying and/or advocacy work.	26.74%	23
We provide educational materials and updates for policymakers about our work.	67.44%	58
We encourage our donors and supporters to contact policymakers about our work.	48.84%	42
We occasionally find opportunities to engage when/if our work is directly affected.	65.12%	56
Other (please specify)	8.14%	7
Total Respondents: 86		

Q19 If not, is your organization considering engaging in lobbying, advocacy, and/or public education in the future?

Answered: 60 Skipped: 123



Answer Choices	Responses	
Yes	20.00%	12
No	38.33%	23
Not sure	41.67%	25
Total		60