GuideStar

November 9, 2006

Fifth Annual GuideStar Nonprofit Survey
Charitable Organizations and the Economy
October 9-23, 2006

Executive Summary

Key Findings

- The survey pool comprised 3,820 participants, 92% associated with public charities and 8% associated with private foundations/grantmakers.
- At least 1,371 nonprofit organizations were represented.
- All areas of the country, all sizes of nonprofits, and missions in all subject areas were represented.
- Participants were asked to compare contribution levels during the first 9 months of 2006 with contribution levels during the first 9 months of 2005. Their responses are remarkably similar to the past two years' results, indicating that the financial situation for many nonprofits has improved since GuideStar's first nonprofit economic survey in November 2002:

Change in Contributions

GuideStar Survey	Contributions Decreased	Contributions Stayed about the Same	Contributions Increased	Don't Know
October 2006	**19%**	**27%**	**50%**	**4%**
October 2005	22%	26%	49%	3%
October 2004	23%	24%	50%	3%
October 2003	35%	22%	39%	4%
November 2002	48%	22%	28%	3%

- Regional responses mirrored the national results fairly closely. New England had both the largest proportion of participants reporting decreased contributions and the smallest reporting increased contributions. The Great Lakes followed New England in both categories.
- Large organizations—those with annual expenditures of $500,000 or more—fared the best, with the greatest percentage of participants reporting increased contributions.
- There was little correlation between type of mission and contribution levels. Only arts, culture, and humanities organizations had both a low proportion of participants reporting that contributions had decreased and a high proportion reporting that contributions had increased.

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- Respondents who said that contributions had decreased reported "fewer individuals gave" (54%) and "gifts from individuals were smaller" (49%) as the predominant reasons for the drop.
- The vast majority (72%) of participants reported that demand for their organizations' services had increased. This response continues a trend GuideStar first noted in October 2003:

Change in Demand

GuideStar Survey	Demand Decreased	Demand Stayed about the Same	Demand Increased	Don't Know
October 2006	**4%**	**23%**	**72%**	**2%**
October 2005	5%	24%	70%	2%
October 2004	5%	23%	71%	2%
October 2003	6%	22%	70%	2%

- For the second year in a row, nonprofits in the food/agriculture/nutrition category had the greatest proportion (80%) of participants reporting increased demand.
- Some 52% of participants from grantmaking nonprofits reported that the amounts their organizations awarded during the first nine months of 2005 had increased over amounts awarded during the first nine months of 2004. Another 32% said amounts awarded had stayed about the same, 14% said they had decreased, and 3% did not know.
- Some 51% of grantmakers said that applications to their organizations had increased. Some 69% of these participants said the number of applications increased modestly.

Survey Pool

E-mail invitations sent*: 44,926
*To GuideStar Newsletter subscribers associated with nonprofit organizations

Survey participants: 3,820
Response rate: 8.5 %

Responses received from all 50 states and the District of Columbia

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Nonprofit Type

Survey question: "What type of nonprofit is your organization?"

Total responses	3,791
• Public charity	92%
• Private foundation/grantmaker	8%
• Not associated with a nonprofit	1%
Individual nonprofits represented:	≥1,371

Contribution Levels, January-September 2006

Survey question: "Does your organization accept contributions?"

Total responses	3,781
• Yes	97%
• No	3%

Survey question: "Did total contributions to your organization increase, decrease, or stay about the same during the first nine months of this year compared to the first nine months of 2005?"

Change in Contributions by Location

Region	No. of Responses	Contributions Decreased	Contributions Stayed about the Same	Contributions Increased	Don't Know
All Responses	**3,657**	**19%**	**27%**	**50%**	**4%**
New England (CT, ME, MA, NH, RI, VT)	287	23%	28%	46%	3%
Mideast (DC, DE, MD, NJ, NY, PA)	736	18%	28%	49%	5%
Southeast (AL, AR, FL, GA, KY, LA, MS, NC, SC, TN, VA, WV)	650	19%	27%	50%	5%
Great Lakes (IL, IN, MI, OH, WI)	569	21%	27%	48%	4%
Plains (IA, KS, MN, MO, NE, ND, SD)	261	18%	25%	53%	3%
Rocky Mountains (CO, ID, MT, UT, WY)	121	17%	30%	49%	4%
Southwest (AZ, OK, NM, TX)	337	19%	25%	53%	3%
Far West (AK, CA, HI, NV, OR, WA)	644	18%	27%	51%	3%
No location given	52	21%	17%	52%	10%

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"Best to Worst" by Location and Decreased Contributions

Region	No. of Responses	Contributions Decreased
Rocky Mountains (CO, ID, MT, UT, WY)	121	17%
Mideast (DC, DE, MD, NJ, NY, PA)	736	18%
Plains (IA, KS, MN, MO, NE, ND, SD)	261	18%
Far West (AK, CA, HI, NV, OR, WA)	644	18%
Southeast (AL, AR, FL, GA, KY, LA, MS, NC, SC, TN, VA, WV)	650	19%
Southwest (AZ, OK, NM, TX)	337	19%
Great Lakes (IL, IN, MI, OH, WI)	569	21%
New England (CT, ME, MA, NH, RI, VT)	287	23%

"Best to Worst" by Location and Increased Contributions

Region	No. of Responses	Contributions Increased
Plains (IA, KS, MN, MO, NE, ND, SD)	261	53%
Southwest (AZ, OK, NM, TX)	337	53%
Far West (AK, CA, HI, NV, OR, WA)	644	51%
Southeast (AL, AR, FL, GA, KY, LA, MS, NC, SC, TN, VA, WV)	650	50%
Mideast (DC, DE, MD, NJ, NY, PA)	736	49%
Rocky Mountains (CO, ID, MT, UT, WY)	121	49%
Great Lakes (IL, IN, MI, OH, WI)	569	48%
New England (CT, ME, MA, NH, RI, VT)	287	46%

Additional Information on Decreased Contributions by Location

Region	No. of "Decreased" Responses	Contributions Decreased Greatly	Contributions Decreased Modestly
All Responses	**701**	**27%**	**73%**
New England (CT, ME, MA, NH, RI, VT)	65	25%	75%
Mideast (DC, DE, MD, NJ, NY, PA)	134	23%	77%
Southeast (AL, AR, FL, GA, KY, LA, MS, NC, SC, TN, VA, WV)	123	30%	70%
Great Lakes (IL, IN, MI, OH, WI)	117	21%	79%
Plains (IA, KS, MN, MO, NE, ND, SD)	48	27%	73%
Rocky Mountains (CO, ID, MT, UT, WY)	21	38%	62%
Southwest (AZ, OK, NM, TX)	64	31%	69%
Far West (AK, CA, HI, NV, OR, WA)	118	31%	69%
No location given	11	9%	91%

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Additional Information on Increased Contributions by Location

Region	No. of "Increased" Responses	Contributions Increased Greatly	Contributions Increased Modestly
All Responses	**1,823**	**22%**	**78%**
New England (CT, ME, MA, NH, RI, VT)	132	20%	80%
Mideast (DC, DE, MD, NJ, NY, PA)	360	20%	80%
Southeast (AL, AR, FL, GA, KY, LA, MS, NC, SC, TN, VA, WV)	322	26%	74%
Great Lakes (IL, IN, MI, OH, WI)	275	21%	79%
Plains (IA, KS, MN, MO, NE, ND, SD)	139	24%	76%
Rocky Mountains (CO, ID, MT, UT, WY)	59	12%	88%
Southwest (AZ, OK, NM, TX)	179	24%	76%
Far West (AK, CA, HI, NV, OR, WA)	330	20%	80%
No location given	27	26%	74%

Change in Contributions by Organization Size

Size (Based on Total Annual Expenditures)	No. of Responses	Contributions Decreased	Contributions Stayed about the Same	Contributions Increased	Don't Know
<$25,000	334	22%	37%	33%	8%
$25,000-$99,999	418	19%	30%	47%	4%
$100,000-$249,999	446	23%	26%	46%	4%
$250,000-$499,999	437	21%	30%	47%	2%
$500,000-$999,999	453	17%	27%	51%	4%
$1 mil-$4,999,999	887	19%	26%	53%	2%
$5 mil-$19,999,999	440	17%	19%	60%	4%
$20 mil or more	187	11%	21%	60%	7%
Don't know/no answer	32	13%	13%	41%	34%

"Best to Worst" by Organization Size and Decreased Contributions

Size (Based on Total Annual Expenditures)	No. of Responses	Contributions Decreased
$20 mil or more	187	11%
$500,000-$999,999	453	17%
$5 mil-$19,999,999	440	17%
$25,000-$99,999	418	19%
$1 mil-$4,999,999	887	19%
$250,000-$499,999	437	21%
<$25,000	334	22%
$100,000-$249,999	446	23%

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"Best to Worst" by Organization Size and Increased Contributions

Size (Based on Total Annual Expenditures)	No. of Responses	Contributions Increased
$5 mil-$19,999,999	265	60%
$20 mil or more	113	60%
$1 mil-$4,999,999	469	53%
$500,000-$999,999	233	51%
$25,000-$99,999	196	47%
$250,000-$499,999	206	47%
$100,000-$249,999	207	46%
<$25,000	110	33%

Additional Information on Decreased Contributions by Organization Size

Size (Based on Total Annual Expenditures)	No. of "Decreased" Responses	Contributions Decreased Greatly	Contributions Decreased Modestly
<$25,000	74	49%	51%
$25,000-$99,999	80	34%	66%
$100,000-$249,999	104	24%	76%
$250,000-$499,999	92	29%	71%
$500,000-$999,999	79	25%	75%
$1 mil-$4,999,999	167	20%	80%
$5 mil-$19,999,999	74	20%	80%
$20 mil or more	21	10%	90%
Don't know/no answer	4	25%	75%

Additional Information on Increased Contributions by Organization Size

Size (Based on Total Annual Expenditures)	No. of "Increased" Responses	Contributions Increased Greatly	Contributions Increased Modestly
<$25,000	110	15%	85%
$25,000-$99,999	196	28%	72%
$100,000-$249,999	207	26%	74%
$250,000-$499,999	206	23%	77%
$500,000-$999,999	233	21%	79%
$1 mil-$4,999,999	469	19%	81%
$5 mil-$19,999,999	265	20%	80%
$20 mil or more	113	30%	70%
Don't know/no answer	13	23%	77%

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Change in Contributions by Subject Area

Subject Area*	No. of Responses	Contributions Decreased	Contributions Stayed about the Same	Contributions Increased	Don't Know
Animal Related	186	22%	26%	47%	5%
Arts, Culture, Humanities	517	16%	25%	53%	5%
Civil Rights, Social Action, Advocacy	365	18%	26%	51%	4%
Community Improvement, Capacity Building	566	19%	31%	46%	4%
Crime, Legal Related	107	15%	31%	50%	5%
Diseases, Disorders, Medical Disciplines	193	22%	19%	55%	4%
Education	931	20%	27%	49%	4%
Employment, Job Related	283	16%	34%	45%	5%
Environmental Quality, Protection, Beautification	288	19%	27%	50%	4%
Food, Agriculture, Nutrition	218	18%	28%	48%	6%
Health—General, Rehabilitative	474	21%	25%	50%	5%
Housing, Shelter	544	18%	26%	50%	5%
Human Services	1,248	18%	25%	52%	4%
International, Foreign Affairs, National Security	106	26%	22%	50%	2%
Medical Research	74	23%	20%	49%	8%
Mental Health, Crisis Intervention	363	19%	32%	47%	3%
Mutual/Membership Benefit	42	24%	29%	38%	10%
Philanthropy, Voluntarism, Grantmaking Foundations	162	20%	22%	51%	7%
Public Safety, Disaster Preparedness, Relief	140	20%	31%	44%	6%
Public, Societal Benefit	335	21%	26%	48%	4%
Recreation, Sports, Leisure, Athletics	204	20%	23%	50%	7%
Religion	276	22%	23%	51%	4%
Science and Technology Research Institutes, Services	68	7%	32%	51%	9%
Social Science Research Institutes, Services	27	22%	7%	59%	11%
Unclassified	14	36%	21%	36%	7%
Youth Development	805	18%	27%	49%	5%

*Participants could select more than one subject area

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"Best to Worst" by Subject Area and Decreased Contributions

Subject Area*	No. of Responses	Contributions Decreased
Science and Technology Research Institutes, Services	68	7%
Crime, Legal Related	107	15%
Arts, Culture, Humanities	517	16%
Employment, Job Related	283	16%
Civil Rights, Social Action, Advocacy	365	18%
Food, Agriculture, Nutrition	218	18%
Housing, Shelter	544	18%
Human Services	1,248	18%
Youth Development	805	18%
Community Improvement, Capacity Building	566	19%
Environmental Quality, Protection, Beautification	288	19%
Mental Health, Crisis Intervention	363	19%
Education	931	20%
Philanthropy, Voluntarism, Grantmaking Foundations	162	20%
Public Safety, Disaster Preparedness, Relief	140	20%
Recreation, Sports, Leisure, Athletics	204	20%
Health—General, Rehabilitative	474	21%
Public, Societal Benefit	335	21%
Animal Related	186	22%
Diseases, Disorders, Medical Disciplines	193	22%
Religion	276	22%
Social Science Research Institutes, Services	27	22%
Medical Research	74	23%
Mutual/Membership Benefit	42	24%
International, Foreign Affairs, National Security	106	26%
Unclassified	14	36%

*Participants could select more than one subject area

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"Best to Worst" by Subject Area and Increased Contributions

Subject Area*	No. of Responses	Contributions Increased
Social Science Research Institutes, Services	27	59%
Diseases, Disorders, Medical Disciplines	193	55%
Arts, Culture, Humanities	517	53%
Human Services	1,248	52%
Civil Rights, Social Action, Advocacy	365	51%
Philanthropy, Voluntarism, Grantmaking Foundations	162	51%
Religion	276	51%
Science and Technology Research Institutes, Services	68	51%
Crime, Legal Related	107	50%
Environmental Quality, Protection, Beautification	288	50%
Health—General, Rehabilitative	474	50%
Housing, Shelter	544	50%
International, Foreign Affairs, National Security	106	50%
Recreation, Sports, Leisure, Athletics	204	50%
Education	931	49%
Medical Research	74	49%
Youth Development	805	49%
Food, Agriculture, Nutrition	218	48%
Public, Societal Benefit	335	48%
Animal Related	186	47%
Mental Health, Crisis Intervention	363	47%
Community Improvement, Capacity Building	566	46%
Employment, Job Related	283	45%
Public Safety, Disaster Preparedness, Relief	140	44%
Mutual/Membership Benefit	42	38%
Unclassified	14	36%

*Participants could select more than one subject area

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More Information on Decreased Contributions by Subject Area

Subject Area*	No. of "Decreased" Responses	Contributions Decreased Greatly	Contributions Decreased Modestly
Animal Related	41	37%	63%
Arts, Culture, Humanities	85	31%	69%
Civil Rights, Social Action, Advocacy	67	27%	73%
Community Improvement, Capacity Building	108	30%	70%
Crime, Legal Related	16	31%	69%
Diseases, Disorders, Medical Disciplines	42	26%	74%
Education	183	30%	70%
Employment, Job Related	46	28%	72%
Environmental Quality, Protection, Beautification	56	32%	68%
Food, Agriculture, Nutrition	40	18%	83%
Health—General, Rehabilitative	98	33%	67%
Housing, Shelter	100	23%	77%
Human Services	230	27%	73%
International, Foreign Affairs, National Security	28	36%	64%
Medical Research	17	24%	76%
Mental Health, Crisis Intervention	69	30%	70%
Mutual/Membership Benefit	10	30%	70%
Philanthropy, Voluntarism, Grantmaking Foundations	32	34%	66%
Public Safety, Disaster Preparedness, Relief	28	39%	61%
Public, Societal Benefit	72	19%	81%
Recreation, Sports, Leisure, Athletics	40	28%	73%
Religion	61	31%	69%
Science and Technology Research Institutes, Services	5	20%	80%
Social Science Research Institutes, Services	6	17%	83%
Unclassified	5	0%	100%
Youth Development	146	24%	76%

*Participants could select more than one subject area

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More Information on Increased Contributions by Subject Area

Subject Area*	No. of "Increased" Responses	Contributions Increased Greatly	Contributions Increased Modestly
Animal Related	88	23%	77%
Arts, Culture, Humanities	273	24%	76%
Civil Rights, Social Action, Advocacy	187	24%	76%
Community Improvement, Capacity Building	258	21%	79%
Crime, Legal Related	53	23%	77%
Diseases, Disorders, Medical Disciplines	107	22%	78%
Education	459	22%	78%
Employment, Job Related	127	16%	84%
Environmental Quality, Protection, Beautification	144	23%	77%
Food, Agriculture, Nutrition	105	19%	81%
Health—General, Rehabilitative	236	24%	76%
Housing, Shelter	272	18%	82%
Human Services	651	19%	81%
International, Foreign Affairs, National Security	53	21%	79%
Medical Research	36	25%	75%
Mental Health, Crisis Intervention	169	17%	83%
Mutual/Membership Benefit	16	38%	63%
Philanthropy, Voluntarism, Grantmaking Foundations	83	24%	76%
Public Safety, Disaster Preparedness, Relief	61	28%	72%
Public, Societal Benefit	160	25%	75%
Recreation, Sports, Leisure, Athletics	103	35%	65%
Religion	140	20%	80%
Science and Technology Research Institutes, Services	35	34%	66%
Social Science Research Institutes, Services	16	19%	81%
Unclassified	5	20%	80%
Youth Development	394	25%	75%

*Participants could select more than one subject area

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Reasons for Decreased Contributions

Survey question: "What factors caused total contributions to decrease during the first nine months of this year compared to the first nine months of 2005? (Select all that apply.)"

Total responses	699
• Fewer individuals gave	54%
• Gifts from individuals smaller	49%
• Private foundation grants smaller	26%
• Corporate gifts smaller	25%
• Other	16%
• Private foundation grants discontinued	15%
• Government grants smaller	13%
• Corporate gifts were discontinued	9%
• Government grants were discontinued	6%
• Government contracts smaller	6%
• Government contracts were discontinued	2%

Demand for Services

Survey question: "Did demand for your organization's services increase, decrease, or stay about the same during the first nine months of this year compared to the first nine months of 2005?"

Change in Demand for Services by Location

Region	No. of Responses	Demand Decreased	Demand Stayed about the Same	Demand Increased	Don't Know
All Responses	**3,647**	**4%**	**23%**	**72%**	**2%**
New England (CT, ME, MA, NH, RI, VT)	288	5%	25%	68%	2%
Mideast (DC, DE, MD, NJ, NY, PA)	737	3%	24%	70%	2%
Southeast (AL, AR, FL, GA, KY, LA, MS, NC, SC, TN, VA, WV)	645	4%	19%	75%	2%
Great Lakes (IL, IN, MI, OH, WI)	568	4%	22%	72%	2%
Plains (IA, KS, MN, MO, NE, ND, SD)	261	3%	27%	67%	2%
Rocky Mountains (CO, ID, MT, UT, WY)	120	3%	21%	73%	3%
Southwest (AZ, OK, NM, TX)	338	3%	19%	75%	4%
Far West (AK, CA, HI, NV, OR, WA)	638	3%	25%	71%	2%
No location given/ international	52	2%	23%	71%	4%

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Least to Most Increase in Demand for Services by Location

Region	No. of Responses	Demand Increased
Plains (IA, KS, MN, MO, NE, ND, SD)	261	67%
New England (CT, ME, MA, NH, RI, VT)	288	68%
Mideast (DC, DE, MD, NJ, NY, PA)	737	70%
Far West (AK, CA, HI, NV, OR, WA)	638	71%
Great Lakes (IL, IN, MI, OH, WI)	568	72%
Rocky Mountains (CO, ID, MT, UT, WY)	120	73%
Southeast (AL, AR, FL, GA, KY, LA, MS, NC, SC, TN, VA, WV)	645	75%
Southwest (AZ, OK, NM, TX)	338	75%

Additional Information on Increased Demand for Services by Location

Region	No. of "Increased" Responses	Demand Increased Greatly	Demand Increased Modestly
All Responses	**2,610**	**43%**	**57%**
New England (CT, ME, MA, NH, RI, VT)	197	39%	61%
Mideast (DC, DE, MD, NJ, NY, PA)	519	40%	60%
Southeast (AL, AR, FL, GA, KY, LA, MS, NC, SC, TN, VA, WV)	481	48%	52%
Great Lakes (IL, IN, MI, OH, WI)	410	41%	59%
Plains (IA, KS, MN, MO, NE, ND, SD)	176	39%	61%
Rocky Mountains (CO, ID, MT, UT, WY)	87	45%	55%
Southwest (AZ, OK, NM, TX)	252	48%	52%
Far West (AK, CA, HI, NV, OR, WA)	451	39%	61%

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Change in Demand for Services Compared to Change in Contributions

Change in Contributions	No. of Responses	Demand Decreased	Demand Stayed about the Same	Demand Increased	Don't Know
Contributions decreased	697	7%	29%	63%	1%
Contributions about the same	974	3%	29%	67%	1%
Contributions increased	1,819	2%	17%	79%	2%
Don't know about contribution levels/no answer	150	5%	16%	56%	23%

More Information on Increased Demand for Services and Change in Contributions

Change in Contributions	No. of "Demand Increased" Responses	Demand Increased Greatly	Demand Increased Modestly
All contribution levels	**2,606**	**43%**	**57%**
Contributions decreased greatly	117	50%	50%
Contributions decreased modestly	324	33%	67%
Contributions about the same	648	35%	65%
Contributions increased modestly	1,116	44%	56%
Contributions increased greatly	317	60%	40%
Don't know about contributions/no answer	84	51%	49%

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Change in Demand for Services by Organization Size

Size (Based on Total Annual Expenditures)	No. of Responses	Demand Decreased	Demand Stayed about the Same	Demand Increased	Don't Know
<$25,000	331	3%	31%	61%	5%
$25,000-$99,999	420	3%	25%	69%	2%
$100,000-$249,999	446	2%	21%	75%	2%
$250,000-$499,999	434	5%	22%	71%	1%
$500,000-$999,999	451	4%	22%	73%	1%
$1 mil-$4,999,999	883	3%	22%	74%	1%
$5 mil-$19,999,999	439	5%	20%	73%	3%
$20 mil or more	188	3%	20%	72%	5%
Don't know/no answer	32	0%	16%	66%	19%

Least to Most Increase in Demand by Organization Size

Size (Based on Total Annual Expenditures)	No. of Responses	Demand Increased
<$25,000	331	61%
Don't know/no answer	32	66%
$25,000-$99,999	420	69%
$250,000-$499,999	434	71%
$20 mil or more	188	72%
$500,000-$999,999	451	73%
$5 mil-$19,999,999	439	73%
$1 mil-$4,999,999	883	74%
$100,000-$249,999	446	75%

Additional Information on Increased Demand for Services by Organization Size

Size (Based on Total Annual Expenditures)	No. of Responses	Demand Increased Greatly	Demand Increased Modestly
<$25,000	202	49%	51%
$25,000-$99,999	290	48%	52%
$100,000-$249,999	333	42%	58%
$250,000-$499,999	310	47%	53%
$500,000-$999,999	330	39%	61%
$1 mil-$4,999,999	651	39%	61%
$5 mil-$19,999,999	321	40%	60%
$20 mil or more	135	39%	61%
Don't know/no answer	21	48%	52%

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Change in Demand for Services by Subject Area

Subject Area*	No. of Responses	Demand Decreased	Demand Stayed about the Same	Demand Increased	Don't Know
Animal Related	186	5%	18%	73%	4%
Arts, Culture, Humanities	517	6%	31%	61%	2%
Civil Rights, Social Action, Advocacy	365	3%	16%	79%	2%
Community Improvement, Capacity Building	566	3%	20%	75%	2%
Crime, Legal Related	107	4%	15%	79%	2%
Diseases, Disorders, Medical Disciplines	192	4%	18%	78%	1%
Education	932	4%	22%	71%	2%
Employment, Job Related	280	2%	20%	75%	3%
Environmental Quality, Protection, Beautification	286	4%	23%	72%	1%
Food, Agriculture, Nutrition	217	3%	15%	80%	2%
Health—General, Rehabilitative	474	3%	17%	77%	3%
Housing, Shelter	541	4%	17%	77%	2%
Human Services	1,241	3%	18%	77%	2%
International, Foreign Affairs, National Security	106	2%	31%	63%	4%
Medical Research	74	3%	23%	72%	3%
Mental Health, Crisis Intervention	362	4%	17%	78%	2%
Mutual/Membership Benefit	42	5%	21%	71%	2%
Philanthropy, Voluntarism, Grantmaking Foundations	160	1%	24%	72%	3%
Public Safety, Disaster Preparedness, Relief	139	2%	21%	74%	3%
Public, Societal Benefit	335	2%	17%	79%	2%
Recreation, Sports, Leisure, Athletics	205	4%	22%	71%	3%
Religion	275	5%	23%	69%	3%
Science and Technology Research Institutes, Services	67	4%	28%	64%	3%
Social Science Research Institutes, Services	27	7%	26%	59%	7%
Unclassified	14	0%	29%	71%	0%
Youth Development	804	3%	21%	73%	2%

*Participants could select more than one subject area

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Least to Most Increase in Demand for Services by Subject Area

Subject Area*	No. of Responses	Demand Increased
Social Science Research Institutes, Services	27	59%
Arts, Culture, Humanities	517	61%
International, Foreign Affairs, National Security	106	63%
Science and Technology Research Institutes, Services	67	64%
Religion	275	69%
Education	932	71%
Mutual/Membership Benefit	42	71%
Recreation, Sports, Leisure, Athletics	205	71%
Unclassified	14	71%
Environmental Quality, Protection, Beautification	286	72%
Medical Research	74	72%
Philanthropy, Voluntarism, Grantmaking Foundations	160	72%
Animal Related	186	73%
Youth Development	804	73%
Public Safety, Disaster Preparedness, Relief	139	74%
Community Improvement, Capacity Building	566	75%
Employment, Job Related	280	75%
Health—General, Rehabilitative	474	77%
Housing, Shelter	541	77%
Human Services	1,241	77%
Diseases, Disorders, Medical Disciplines	192	78%
Mental Health, Crisis Intervention	362	78%
Civil Rights, Social Action, Advocacy	365	79%
Crime, Legal Related	107	79%
Public, Societal Benefit	335	79%
Food, Agriculture, Nutrition	217	80%

*Participants could select more than one subject area

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Additional Information on Increased Demand for Services by Subject Area

Subject Area*	No. of "Increased" Responses	Demand Increased Greatly	Demand Increased Modestly
Animal Related	136	49%	51%
Arts, Culture, Humanities	314	35%	65%
Civil Rights, Social Action, Advocacy	288	45%	55%
Community Improvement, Capacity Building	423	44%	56%
Crime, Legal Related	85	49%	51%
Diseases, Disorders, Medical Disciplines	149	47%	53%
Education	666	41%	59%
Employment, Job Related	211	44%	56%
Environmental Quality, Protection, Beautification	205	36%	64%
Food, Agriculture, Nutrition	173	43%	57%
Health—General, Rehabilitative	367	44%	56%
Housing, Shelter	415	46%	54%
Human Services	958	45%	55%
International, Foreign Affairs, National Security	67	40%	60%
Medical Research	53	45%	55%
Mental Health, Crisis Intervention	281	42%	58%
Mutual/Membership Benefit	30	37%	63%
Philanthropy, Voluntarism, Grantmaking Foundations	115	37%	63%
Public Safety, Disaster Preparedness, Relief	103	48%	52%
Public, Societal Benefit	263	43%	57%
Recreation, Sports, Leisure, Athletics	145	41%	59%
Religion	190	42%	58%
Science and Technology Research Institutes, Services	43	47%	53%
Social Science Research Institutes, Services	16	38%	63%
Unclassified	10	30%	70%
Youth Development	590	42%	58%

*Participants could select more than one subject area

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Grantmaking

Survey question: "Does your organization award grants?"

Total responses	3,735
• Yes	19%
• No	81%

Additional Information on Grantmakers

Total responses	699
• Public charity	74%
• Private foundation/grantmaker	25%
• Nonprofit type not identified	1%

Survey question: "Did the total amount of moneys your organization awarded increase, decrease, or stay about the same during the first nine months of this year compared to the first nine months of 2005?"

Change in Grantmaking by Type of Organization

	No. of Responses	Amounts Awarded Decreased	Amounts Awarded Stayed about the Same	Amounts Awarded Increased	Don't Know
All grantmakers	696	14%	32%	52%	3%
Public charities	514	14%	30%	52%	3%
Private foundations/grantmakers	177	12%	36%	51%	1%
Nonprofit type not identified	5	0%	60%	40%	0%

Additional Information on Decreased Amounts Awarded

	No. of "Decreased" Responses	Amounts Awarded Decreased Greatly	Amounts Awarded Decreased Modestly
All grantmakers	96	33%	67%
Public charities	74	34%	66%
Private foundations/grantmakers	22	32%	68%
Nonprofit type not identified	0	—	—

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Additional Information on Increased Amounts Awarded

	No. of "Increased" Responses	Amounts Awarded Increased Greatly	Amounts Awarded Increased Modestly
All grantmakers	360	26%	74%
Public charities	268	26%	74%
Private foundations/grantmakers	90	23%	77%
Nonprofit type not identified	2	50%	50%

Survey question: "Did the number of funding applications/grant requests increase, decrease, or stay about the same during the first nine months of this year compared to the first nine months of 2005?"

	No. of Responses	Applications Decreased	Applications stayed about the Same	Applications Increased	Don't Know
All grantmakers	**695**	**7%**	**37%**	**51%**	**5%**
Public charities	514	6%	35%	54%	5%
Private foundations/grantmakers	176	11%	42%	43%	5%
Nonprofit type not identified	5	0%	20%	80%	0%

Additional Information on Decreased Applications

	No. of Responses	Applications Decreased Greatly	Applications Decreased Modestly
All grantmakers	**52**	**19%**	**81%**
Public charities	33	21%	79%
Private foundations/grantmakers	19	16%	84%
Nonprofit type not identified	0	—	—

Additional Information on Increased Applications

	No. of Responses	Applications Increased Greatly	Applications Increased Modestly
All grantmakers	**354**	**31%**	**69%**
Public charities	275	32%	68%
Private foundations/grantmakers	75	27%	73%
Nonprofit type not identified	4	50%	50%

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Respondents

Survey question: "For classification purposes, what is your **primary** responsibility with your organization?"

Total number of responses

- Board Member/Board Director/Trustee 5%
- CEO/Executive Director/President 48%
- Chief Financial Officer/Organization Treasurer 11%
- Executive Officer (other than CEO/Executive Director/President or Chief Financial Officer/ Organization Treasurer) 6%
- Communications 1%
- Development/Fundraising 16%
- Fiscal/Finance (other than Chief Financial Officer or Organization Treasurer) 4%
- Marketing 1%
- Other 5%
- Programs and Services 4%
- Publishing 0%*
- Technology 0%*
- Volunteer 0%*

* Proportion of respondents in this category less than 1%

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