

**Mid-Year Review: GuideStar Survey  
Charitable Organizations and the Economy  
July 9-23, 2003**

E-mail invitations sent\*: 2,824

Survey participants: 795

Response rate: 28%

Responses received from 49 states (all states except Delaware), the District of Columbia, Israel, Togo, and the United Kingdom

\*To addressees at public charities and private foundations

### **Nonprofit Type**

**Survey question:** “What type of nonprofit is your organization?”

Total responses	790
• Public charity	90%
• Private foundation/grantmaker	10%

### **Contribution Levels, January-June 2003**

**Survey question:** “Does your organization accept contributions?”

Total responses	792
• Yes	96%
• No	4%

**Survey question:** “Did total contributions to your organization increase, decrease, or stay about the same during the first six months of this year compared to the first six months of 2002?”

### Change in Contributions by Location

Region	No. of Responses	Contributions Decreased	Contributions Stayed about the Same	Contributions Increased	Don't Know
<b>National</b>	<b>766</b>	<b>35.2%</b>	<b>20.1%</b>	<b>39.3%</b>	<b>5.4%</b>
New England (CT, ME, MA, NH, RI, VT)	62	35.5%	12.9%	46.8%	4.8%
Mideast (DC, MD, NJ, NY, PA)	167	31.7%	25.7%	36.5%	6.0%
Southeast (AL, AR, FL, GA, KY, LA, MS, NC, SC, TN, VA, WV)	118	33.9%	16.9%	44.1%	5.1%
Great Lakes (IL, IN, MI, OH, WI)	95	33.7%	20.0%	38.9%	7.7%
Plains (IA, KS, MN, MO, NE, ND, SD)	55	30.9%	16.4%	43.6%	9.1%
Rocky Mountains (CO, ID, MT, UT, WY)	37	27.0%	21.6%	45.9%	5.4%
Southwest (AZ, OK, NM, TX)	72	41.7%	15.3%	38.9%	4.2%
Far West (AK, CA, HI, NV, OR, WA)	145	41.4%	22.8%	33.1%	2.8%
No location given/international	15	40.0%	20.0%	33.3%	6.7%

### Additional Information on Decreased Contributions by Location

Region	No. of “Decreased” Responses	Contributions Decreased Greatly	Contributions Decreased Modestly
<b>National</b>	<b>270</b>	<b>34.1%</b>	<b>65.9%</b>
New England (CT, ME, MA, NH, RI, VT)	22	22.7%	77.3%
Mideast (DC, MD, NJ, NY, PA)	53	41.5%	58.5%
Southeast (AL, AR, FL, GA, KY, LA, MS, NC, SC, TN, VA, WV)	40	35.0%	65.0%
Great Lakes (IL, IN, MI, OH, WI)	32	28.1%	71.9%
Plains (IA, KS, MN, MO, NE, ND, SD)	17	23.5%	76.5%
Rocky Mountains (CO, ID, MT, UT, WY)	10	30.0%	70.0%
Southwest (AZ, OK, NM, TX)	30	30.0%	70.0%
Far West (AK, CA, HI, NV, OR, WA)	60	38.3%	61.7%
No location given/international	6	50.0%	50.0%

### Additional Information on Increased Contributions by Location

Region	No. of "Increased" Responses	Contributions Increased Greatly	Contributions Increased Modestly
<b>National</b>	<b>301</b>	<b>27.2%</b>	<b>72.8%</b>
New England (CT, ME, MA, NH, RI, VT)	29	10.3%	89.7%
Mideast (DC, MD, NJ, NY, PA)	61	23.0%	77.0%
Southeast (AL, AR, FL, GA, KY, LA, MS, NC, SC, TN, VA, WV)	52	32.7%	67.3%
Great Lakes (IL, IN, MI, OH, WI)	37	24.3%	75.7%
Plains (IA, KS, MN, MO, NE, ND, SD)	24	20.8%	79.2%
Rocky Mountains (CO, ID, MT, UT, WY)	17	23.5%	76.5%
Southwest (AZ, OK, NM, TX)	28	35.7%	64.3%
Far West (AK, CA, HI, NV, OR, WA)	48	35.4%	64.6%
No location given/international	5	60.0%	40.0%

### 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	62	25.8%	30.6%	37.1%	6.4%
\$25,000-\$99,999	86	40.7%	14.0%	40.7%	4.6%
\$100,000-\$249,999	86	39.5%	20.9%	36.0%	3.5%
\$250,000-\$499,999	72	40.3%	19.4%	33.3%	6.9%
\$500,000-\$999,999	103	35.9%	17.5%	39.8%	6.8%
\$1 mil-\$4,999,999	184	39.1%	21.2%	36.4%	3.3%
\$5 mil-\$19,999,999	88	27.3%	18.2%	52.3%	2.3%
\$20 mil or more	74	27.0%	21.6%	43.2%	8.1%
Don't know/no answer	11	27.3%	18.2%	18.2%	36.4%

### 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	16	43.8%	56.2%
\$25,000-\$99,999	35	51.4%	48.6%
\$100,000-\$249,999	34	32.4%	67.6%
\$250,000-\$499,999	29	41.4%	58.6%
\$500,000-\$999,999	37	32.4%	67.6%
\$1 mil-\$4,999,999	72	27.8%	72.2%
\$5 mil-\$19,999,999	24	29.2%	70.8%
\$20 mil or more	20	20.0%	80.0%
Don't know/no answer	3	33.3%	66.7%

### 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	23	30.4%	69.6%
\$25,000-\$99,999	35	22.9%	77.1%
\$100,000-\$249,999	31	32.3%	67.7%
\$250,000-\$499,999	24	37.5%	62.5%
\$500,000-\$999,999	41	24.4%	75.6%
\$1 mil-\$4,999,999	67	23.9%	76.1%
\$5 mil-\$19,999,999	46	26.1%	73.9%
\$20 mil or more	32	28.1%	71.9%
Don't know/no answer	2	50.0%	50.0%

### 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	38	39.5%	18.4%	39.5%	2.6%
Arts, Culture, Humanities	130	35.4%	22.3%	33.8%	8.5%
Civil Rights, Social Action, Advocacy	62	35.5%	17.7%	41.9%	4.8%
Community Improvement, Capacity Building	92	41.3%	18.5%	33.7%	6.5%
Crime, Legal Related	17	35.3%	29.4%	17.6%	17.6%
Diseases, Disorders, Medical Disciplines	41	31.7%	22.0%	36.6%	9.8%
Education	260	37.7%	22.7%	33.5%	6.2%
Employment, Job Related	56	37.5%	26.8%	30.4%	5.4%
Environmental Quality, Protection, Beautification	55	45.4%	20.0%	27.3%	7.3%
Food, Agriculture, Nutrition	31	41.9%	19.4%	29.0%	9.7%
Health—General, Rehabilitative	127	25.2%	20.5%	49.6%	4.7%
Housing, Shelter	88	42.0%	14.8%	35.2%	8.0%
Human Services	213	30.5%	19.2%	44.1%	6.1%
International, Foreign Affairs, National Security	29	51.7%	17.2%	27.6%	3.4%
Medical Research	19	31.6%	15.8%	42.1%	10.5%
Mental Health, Crisis Intervention	79	34.2%	19.0%	40.5%	6.3%
Mutual/Membership Benefit	23	21.7%	17.4%	60.9%	0.0%
Philanthropy, Voluntarism, Grantmaking Foundations	26	42.3%	23.1%	26.9%	7.7%
Public Safety, Disaster Preparedness, Relief	14	42.9%	21.4%	35.7%	0.0%
Public, Societal Benefit	78	42.3%	21.8%	32.0%	3.8%

<b>Subject Area*</b>	<b>No. of Responses</b>	<b>Contributions Decreased</b>	<b>Contributions Stayed about the Same</b>	<b>Contributions Increased</b>	<b>Don't Know</b>
Recreation, Sports, Leisure, Athletics	33	45.4%	18.2%	30.3%	6.1%
Religion	66	48.5%	12.1%	34.8%	4.5%
Science and Technology Research Institutes, Services	11	36.4%	27.3%	36.4%	0.0%
Social Science Research Institutes, Services	5	20.0%	40.0%	40.0%	0.0%
Unclassified	1	0.0%	0.0%	100%	0.0%
Youth Development	128	41.4%	22.7%	28.9%	7.0%

\*Participants could select more than one subject area

### More Information on Decreased Contributions by Subject Area

<b>Subject Area*</b>	<b>No. of "Decreased" Responses</b>	<b>Contributions Decreased Greatly</b>	<b>Contributions Decreased Modestly</b>
Animal Related	15	20.0%	80.0%
Arts, Culture, Humanities	46	30.4%	69.6%
Civil Rights, Social Action, Advocacy	22	27.3%	72.7%
Community Improvement, Capacity Building	38	36.8%	63.2%
Crime, Legal Related	6	66.7%	33.3%
Diseases, Disorders, Medical Disciplines	13	15.4%	84.6%
Education	98	36.7%	63.3%
Employment, Job Related	21	38.1%	61.9%
Environmental Quality, Protection, Beautification	25	40.0%	60.0%
Food, Agriculture, Nutrition	13	53.8%	46.2%
Health—General, Rehabilitative	32	21.9%	78.1%
Housing, Shelter	37	37.8%	62.2%
Human Services	65	35.4%	64.6%
International, Foreign Affairs, National Security	15	53.3%	46.7%
Medical Research	6	33.3%	66.7%
Mental Health, Crisis Intervention	27	25.9%	74.1%
Mutual/Membership Benefit	5	60.0%	40.0%
Philanthropy, Voluntarism, Grantmaking Foundations	11	54.5%	45.5%
Public Safety, Disaster Preparedness, Relief	6	33.3%	66.7%
Public, Societal Benefit	33	45.5%	54.5%
Recreation, Sports, Leisure, Athletics	15	26.7%	73.3%
Religion	32	37.5%	62.5%
Science and Technology Research Institutes, Services	4	25.0%	75.0%
Social Science Research Institutes, Services	1	0.0%	100.0%
Unclassified	0	0.0%	0.0%
Youth Development	53	35.8%	64.2%

\*Participants could select more than one subject area

### More Information on Increased Contributions by Subject Area

Subject Area*	No. of “Increased” Responses	Contributions Increased Greatly	Contributions Increased Modestly
Animal Related	15	33.3%	66.7%
Arts, Culture, Humanities	44	22.7%	77.3%
Civil Rights, Social Action, Advocacy	26	3.8%	96.2%
Community Improvement, Capacity Building	31	25.8%	74.2%
Crime, Legal Related	3	0.0%	100.0%
Diseases, Disorders, Medical Disciplines	15	46.7%	53.3%
Education	87	28.7%	71.3%
Employment, Job Related	17	17.6%	82.4%
Environmental Quality, Protection, Beautification	15	20.0%	80.0%
Food, Agriculture, Nutrition	9	22.2%	77.8%
Health—General, Rehabilitative	63	36.5%	63.5%
Housing, Shelter	31	22.6%	77.4%
Human Services	94	19.1%	80.9%
International, Foreign Affairs, National Security	8	50.0%	50.0%
Medical Research	8	25.0%	75.0%
Mental Health, Crisis Intervention	32	25.0%	75.0%
Mutual/Membership Benefit	14	14.3%	85.7%
Philanthropy, Voluntarism, Grantmaking Foundations	7	42.9%	57.1%
Public Safety, Disaster Preparedness, Relief	5	0.0%	100.0%
Public, Societal Benefit	25	12.0%	88.0%
Recreation, Sports, Leisure, Athletics	10	0.0%	100.0%
Religion	23	26.1%	73.9%
Science and Technology Research Institutes, Services	4	25.0%	75.0%
Social Science Research Institutes, Services	2	0.0%	100.0%
Unclassified	1	0.0%	100.0%
Youth Development	37	21.6%	78.4%

\*Participants could select more than one subject area

### Reasons for Decreased Contributions

**Survey question:** “What factors caused total contributions to decrease during the first six months of this year compared to the first six months of 2002? (Select all that apply.)”

- Total responses 267
- Gifts from individuals smaller 58.4%
- Fewer individuals gave 7.3%
- Private foundation grants smaller 46.4%
- Corporate gifts smaller 37.4%
- Private foundation grants discontinued 23.2%
- Government contracts smaller 18.7%
- Corporate gifts were discontinued 18.0%
- Other (see Comments on Decreased Contributions, p. 10) 16.4%
- Government contracts were discontinued 7.9%

### Demand for Services

**Survey question:** “Did demand for your organization’s services increase, decrease, or stay about the same during the first six months of this year compared to the first six months of 2002?”

#### Change in Demand Compared to Change in Contributions

Change in Contributions	No. of Responses	Demand Decreased	Demand Stayed about the Same	Demand Increased	Don't Know
All respondents	765	6.9%	26.7%	63.1%	3.3%
Contributions decreased greatly	92	7.6%	26.1%	63.0%	3.3%
Contributions decreased modestly	177	9.6%	24.3%	65.0%	1.1%
Contributions about the same	154	6.5%	37.0%	55.2%	1.3%
Contributions increased modestly	219	7.8%	23.7%	66.2%	2.3%
Contributions increased greatly	82	0.0%	23.2%	74.4%	2.4%
Don't know about contribution levels	41	4.9%	22.0%	46.3%	26.8%

### More Information on Decreased Demand

Change in Contributions	No. of "Decreased" Responses	Demand Decreased Greatly	Demand Decreased Modestly
All respondents	53	11.3%	88.7%
Contributions decreased greatly	7	28.6%	71.4%
Contributions decreased modestly	17	17.6%	82.4%
Contributions about the same	10	10.0%	90.0%
Contributions increased modestly	17	0.0%	100.0%
Contributions increased greatly	0	0.0%	0.0%
Don't know about contributions	2	0.0%	100.0%

### More Information on Increased Demand

Change in Contributions	No. of "Increased" Responses	Demand Increased Greatly	Demand Increased Modestly
All respondents	483	41.8%	58.2%
Contributions increased greatly	58	48.3%	51.7%
Contributions increased modestly	115	42.6%	57.4%
Contributions about the same	85	37.6%	62.4%
Contributions increased modestly	145	41.4%	58.6%
Contributions increased greatly	61	50.8%	49.2%
Don't know about contributions	19	10.5%	89.5%

## Grantmaking

**Survey question:** "Does your organization award grants?"

Total responses	791
• Yes	15.7%
• No	84.3%

**Survey question:** "Did the total amount of moneys your organization awarded increase, decrease, or stay about the same during the first six months of this year compared to the first six months of 2002?"

Total responses	127
• Amounts awarded decreased	35.4%
• Amounts awarded stayed about the same	36.2%
• Amounts awarded increased	24.4%
• Don't know	3.9%

### More Information on Decreased Amounts Awarded

Total responses	45
• Decreased greatly	33.3%
• Decreased modestly	66.7%

### More Information on Increased Amounts Awarded

Total responses	31
• Increased greatly	38.7%
• Increased modestly	61.3%

**Survey question:** “Did the number of funding applications/grant requests increase, decrease, or stay about the same during the first six months of this year compared to the first six months of 2002?”

Total responses	127
• Applications decreased	7.9%
• Applications stayed about the same	34.6%
• Applications increased	50.4%
• Don't know	7.1%

### More Information on Decreased Applications

Total responses	10
• Decreased greatly	10.0%
• Decreased modestly	90.0%

### More Information on Increased Applications

Total responses	64
• Increased greatly	39.1%
• Increased modestly	60.9%

## Respondents

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

• Total number of responses	793
• Board Member/Board Director/Trustee	4.3%
• CEO/Executive Director/President	37.3%
• Chief Financial Officer/Organization Treasurer	8.3%
• Executive Officer (other than CEO/Executive Director/President or Chief Financial Officer/Organization Treasurer)	7.1%
• Communications	1.4%
• Development/Fund-raising	28.5%
• Fiscal/Finance (other than Chief Financial Officer or Organization Treasurer)	3.0%
• Marketing	1.4%
• Programs and Services	3.5%
• Publishing	0.1%
• Technology	0.9%
• Volunteer	0.1%

## Comments on Decreased Contributions

**Survey question:** “What factors caused total contributions to decrease during the first six months of this year compared to the first six months of 2002?”

Comments from public charities precede comments from private foundations/grantmakers. Within each section, comments are organized alphabetically by state and by city within each state. Within each city, attributed comments precede unattributed comments.

### Comments from Public Charities

Completed capital campaign.

Anonymous participant  
Montgomery, Ala.

**Comments on Decreased Contributions—Survey question:** “What factors caused total contributions to decrease during the first six months of this year compared to the first six months of 2002?”

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Our facility was closed through June 1, 2003.

Kari Balcom, Director  
Ozark Heritage Arts Center & Museum  
Leslie, Ark.

Our donors are primarily asked to give clothing, housewares, etc., and gave less and/or lower quality.

Karl Cade, General Manager  
Disabled Veterans Charities  
Baldwin Park, Calif.

Fewer major gift donors.

Patricia L. Larsen, Executive Director  
Carondelet High School Foundation  
Concord, Calif.

CA State budget stall affected us greatly.

Daniel R. Hartman, President/CEO  
Veterans Crisis Programs  
Fresno, Calif.

Fewer foundations are willing to fund start ups.

Anonymous participant  
Los Angeles, Calif.

Part of our solicitation mail was delayed.

Katherine Loy Stadler, CEO  
Bone Cancer International, Inc.  
Newbury Park, Calif.

Individuals gave less.

Anonymous participant  
San Francisco, Calif.

We sent out our appeal later than usual, not tied in with usual events and celebrations.

Anonymous participant  
Santa Barbara, Calif.

A major humanitarian catastrophe in Iraq failed to produce any refugees.

Anonymous participant  
Washington, D.C.

**Comments on Decreased Contributions—Survey question:** “What factors caused total contributions to decrease during the first six months of this year compared to the first six months of 2002?”

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Florida State budget cuts resulted in less funding than in previous years.

Elizabeth Wills, Development Director  
Asian Cultural Association  
Longwood, Fla.

Purchase of our materials by other nonprofit groups fell dramatically as their funding dropped

Anonymous participant  
Chicago, Ill.

Gifts from churches were smaller.

Anonymous participant  
Glen Carbon, Ill.

Gifts from churches down.

Anonymous participant  
Richmond, Ky.

Many previous grant programs no longer funded due to budget shortages.

Carl W. Sheffel, Jr., Executive Director  
Old Harford Town Maritime Center, Inc.  
Denton, Md.

Less staff capacity to follow through.

Anonymous participant  
Silver Spring, Md.

End of a capital campaign where pledges have been paid off.

Anonymous participant  
Sault Ste. Marie, Mich.

Special Events nets down.

Anonymous participant  
Kansas City, Mo.

Endowed giving was down greatly.

Anonymous participant  
Missoula, Mont.

Some matters of timing.

Frank Mansfield, Associate Executive Director  
for Resource Development  
Uptown Men’s Shelter  
Charlotte, N.C.

**Comments on Decreased Contributions—Survey question:** “What factors caused total contributions to decrease during the first six months of this year compared to the first six months of 2002?”

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Some revised guidelines excluded us.

Eugenie C. Cowan, Director  
Exploring the Metropolis, Inc.  
New York, N.Y.

Lower Combined Federal Campaign receipts.

Anonymous participant  
New York, N.Y.

Had a major reorganization of our company.

Anonymous participant  
New York, N.Y.

Major event moved to later in year.

Anonymous participant  
Syracuse, N.Y.

Timing for funding was later than normal.

Anonymous participant  
Cincinnati, Ohio

Last year was an abnormal year.

Anonymous participant  
Columbus, Ohio

Development officer left.

Anonymous participant  
Oklahoma City, Okla.

Bequests were down.

Anonymous participant  
Ashland, Ore.

Special events down due to higher unemployment.

Anonymous participant  
Allentown, Pa.

We did not solicit, or hold events for admissions.

Anonymous participant  
Ambler, Pa.

Negative budget turned off some foundations.

Anonymous participant  
Philadelphia, Pa.

**Comments on Decreased Contributions—Survey question:** “What factors caused total contributions to decrease during the first six months of this year compared to the first six months of 2002?”

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Church pledges declined.

Aulikki Brandt, Executive Director  
Healing Hands Health Center  
Bristol, Tenn.

Decreased allocation from United Way.

Jeremy Gregg, Director of Development and  
Communications  
Camp Fire USA Lone Star Council  
Dallas, Tex.

Special event income down.

Anonymous participant  
Houston, Tex.

Designations to our area unpaid by outside sources.

Kathleen Postalwait, Executive Director  
Guadalupe County United Way, Inc.  
Seguin, Tex.

Fewer planned gifts realized during the year.

David M. Coyne, CFRE, Chief Development  
Officer  
Kappa Sigma Endowment Fund  
Charlottesville, Va.

Organization is in transition mode, so it was harder to specify exactly what we are seeking funding for.

Anonymous participant  
Charlottesville, Va.

Contributions for charitable remainder trusts and bequests were down, other individual contributions were up and numbers donating were up.

Anonymous participant  
Reston, Va.

United Way hit (DC area).

Anonymous participant  
Virginia

Started a capital campaign.

Anonymous participant  
Burlington, Vt.

**Comments on Decreased Contributions—Survey question:** “What factors caused total contributions to decrease during the first six months of this year compared to the first six months of 2002?”

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Fund raising auction had fewer attendees.

Daryl Orts, VP, Board of Directors  
Washington Academy of Performing Arts  
Redmond, Wash.

Fewer \$ from planned gifts.

Anonymous participant  
No location given

### **Comments from Private Foundations/Grantmakers**

Change in Board.

Sr. Michaela Terrio, Treasurer  
Sky Farm, Inc.  
Sonoma, Calif.

Sponsorship sales lacking.

Tom Collins, Executive Director  
USA Snowboarding Association  
Truckee, Calif.

Change in Trustees.

Anonymous participant  
Beverly, Mass.

The previous year included a special project.

Anonymous participant  
Newport, R.I.

Primary donors are family members and tax planning was different for this year.

Mark Nysether, Treasurer  
The Nysether Family Foundation  
Everett, Wash.

## General Comments

**Survey question:** Do you have any comments about how your organization fared financially during the first six months of 2003?

Comments from public charities precede comments from private foundations/grantmakers. Within each section, comments are organized alphabetically by state and by city within each state. Within each city, attributed comments precede unattributed comments.

### Comments from Public Charities

#### Alabama

Our contribution base has been substantially strengthened in 2003. We sense a renewed sense of optimism and as well as a fading of the paralyzing effect of 9/11. People seem to be realizing that life has to go on ... and that attitude is helped by an improving stock market.

Marie Agee, Director, Recruiting & Logistics  
Health Talents International  
Birmingham, Ala.

We feel very blessed to have remained at a leveled amount of funding, although it does restrict us from expanding our much needed service in the community.

Anonymous participant  
Birmingham, Ala.

By restructuring our staff, we have been able to increase services while not increasing costs.

Tracey Wright, Executive Director  
HEALS, Inc.  
Huntsville, Ala.

#### Alaska

Finding volunteers board members at the state board level remains difficult.

Suellen Appellof, President  
Alaska PTA  
Anchorage, Alaska

#### Arizona

Our organization is unique. In the past 3 three, we have yet to receive any grants or funding. We have, though, received a total of \$300, from individuals during the first 6 months of 2003.

Diana McKay-Caho, CEO/President/Founder  
South Arizona Women's Computer Bank  
Marana, Ariz.

**General Comments—Survey question:** Do you have any comments about how your organization fared financially during the first six months of 2003?"

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We saw solid growth for the first three months, however the second three months tapered off.

Anonymous participant  
Phoenix, Ariz.

Individuals responded generously to highly publicized potential State funding cuts.

Betty Stauffer, Executive Director  
Literacy Volunteers of Tucson  
Tucson, Ariz.

Our organization is being financially cut to the point it may not survive.

Anonymous participant  
Tucson, Ariz.

It has gotten to be very hard to raise money. Donors are cautious, and hesitant. Events are not as well attended as during the glory days.

Anonymous participant  
Tucson, Ariz.

## Arkansas

Grant revenue was stable to minor up. Public Donations were down about 10%.

Dr. Merlin D. Leach, Executive Director  
The Merlin Foundation  
Berryville, Ark.

The OHAC is capable of being a wonderful asset to the entire region. However without solid financial support we cannot provide as high a quality of cultural enrichment as could be possible.

Kari Balcom, Director  
Ozark Heritage Arts Center & Museum  
Leslie, Ark.

We had a dramatic increase in donations in the first half of this year vs. 2002 because this was our first year of operations.

Barbara Louis, Treasurer  
Louis Animal Foundation, Inc.  
Mountain Home, Ark.

**General Comments—Survey question:** Do you have any comments about how your organization fared financially during the first six months of 2003?"

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## California

These are hard times, because we are unable to increase merchandise/clothing prices, yet cost such as utilities, worker's comp insurance, health care, increased dramatically.

Karl Cade, General Manager  
Disabled Veterans Charities  
Baldwin Park, Calif.

Fund-raising events were more successful than ever, probably because our core of parents, alumnae & their parents and friends know that our events are well established and efficiently run. They know their sponsorship money and product/service donations are carefully stewarded. Our biggest decline was in gifts from foundations and major donors (\$10K+). Major donor prospects did not say "no," they just said "now is not a good time."

Patricia L. Larsen, Executive Director  
Carondelet High School Foundation  
Concord, Calif.

As expected.

Anonymous participant  
Concord, Calif.

Multi-year government grants are keeping the doors open—literally. Without those grants and a very successful fundraiser at the end of 2002, our organization would not have been operating after the first 6 months of 2003.

Anonymous participant  
Costa Mesa, Calif.

We did very well due to several special events and the death of a major donor

Anonymous participant  
Culver City, Calif.

Despite concerns that giving would decrease during 2003, individual donations have greatly increased. We have also been fortunate to be the benefactor of a large, first time corporate gift.

Michael Reinhard, Director of Administration  
Set Free Training Center  
Dulzura, Calif.

My organization has been supported organizationally by the California Arts Council. That organizational support was reduced significantly in 02/03 and the impact was felt in the first six months of the year. The support is gone in 03/04.

Penelope Curtis, Executive Director  
Grass Valley, Calif.

**General Comments—Survey question:** Do you have any comments about how your organization fared financially during the first six months of 2003?"

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It has been the best period in the organization's history. This is a result of a fortunate confluence of support, including a bequest. Mostly, however, it is the result of several years of hard, strategic work to create the kind of organization to which people want to donate and also creating opportunities for them to give.

Scott F. Gray, Ed.D., Executive Director  
Long Beach Area Literacy Council  
Long Beach, Calif.

Our cash flow and operating balances are positive. No significant changes from the first six months of last year.

Bob Coontz, Senior Vice President, Chief  
Financial and Operating Officer  
Different Ways of Knowing  
Los Angeles, Calif.

Well, 3 times 2002 margin percent.

Tom Mone, CEO  
OneLegacy  
Los Angeles, Calif.

Sigh of relief.

Ben Donenberg, Artistic Director  
Shakespeare Festival LA  
Los Angeles, Calif.

We are really doing fairly well, but we have found it more difficult to raise grant money when funders ask us to reduce our requests or wait. Also, we charge for some services on a sliding fee scale and we have to make the services as affordable as possible, given the effects of the economy on our clients, so increasing fees is not really an option.

Anonymous participant  
Los Angeles, Calif.

Help!

Anonymous participant  
Los Angeles, Calif.

**General Comments—Survey question:** Do you have any comments about how your organization fared financially during the first six months of 2003?"

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In this time of political and social turmoil, more and more people are turning to community radio for an alternative to the propaganda and spin of the mainstream corporate media. We have experienced over 10% growth in the ranks of our listener-supporters, along with a nearly 25% increase in average gift. Listeners frequently comment that KVMR provides an alternative to the “wasteland” commercial radio has become.

Richard Gorman, Development Director  
Nevada City Community Broadcast Group, dba  
KVMR FM 89.5  
Nevada City, Calif.

Since we are 100% volunteer staffed our overhead is quite low.

Katherine Loy Stadler, CEO  
Bone Cancer International, Inc.  
Newbury Park, Calif.

We increased our focus on individual giving. The downturn in foundation grants made that a necessity. However, it has been very positive for our overall fund development this year and will benefit our organization for many years. Our average individual gift increased by 27% from the first half of 2002 compared to the same period in 2003. Importantly, we have seen a significant number of past donors who did not give between December 2001 and January 2003 responding to our Spring appeal. We feel this indicates that individuals who were concerned about their own financial situation during this economic downturn are becoming more confident and thereby responding to organizations that they have supported and care about.

Duff Axsom, Executive Director  
Oakland Public Library Foundation  
Oakland, Calif.

We were successful in [fund-]raising during this year’s first six months, primarily because the organization hired a staff, it was volunteer before.

Anonymous participant  
Oakland, Calif.

Fair-middlin’.

Anonymous participant  
Oakland, Calif.

We’ve been fairly successful in grant applications. Our programs have experienced a large increase in use; we are also experiencing the need to make several large expenditures. At the same time our community is experiencing hardships both locally and state induced. (Ouch!)

Anonymous participant  
Ojai, Calif.

**General Comments—Survey question:** Do you have any comments about how your organization fared financially during the first six months of 2003?"

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Economy is shaky, so reluctance to donate is substantial. We will now work for grant money.

Anonymous participant  
Orange, Calif.

Struggling.

Gina Gagnon, Executive Director  
Human Strategies for Human Rights (HSHR)  
Palm Desert, Calif.

Because you only asked that we compare ourselves with 2002, a year where we saw a 40%+ decrease in donations, we answered that there was only a moderate decrease in donations this year.

Anonymous participant  
Palm Desert, Calif.

I think we have done exceedingly well in light of the economy in Silicon Valley—over all our events are down just 10% while many others have seen 30-50% decreases or canceled them altogether due to lack of support. Additionally, we are conducting a special campaign. When included our numbers are actually up. I think in this economy, donors are staying with those organizations who have demonstrated sound fiscal responsibility and who have recognized and thanked them above and beyond the norm. To be successful in today's environment, non-profits, and more specifically Development staff cannot afford to be mediocre.

Alan R. Beach, Development Director  
Ronald McDonald House at Stanford  
Palo Alto, Calif.

The decrease in revenue was partly due to a administrative and programmatic reorganization and we did not pay enough attention to fundraising. Also last year we had a very large unusual grant that we do not expect to receive in the futures.

Anonymous participant  
Pasadena, Calif.

The state budget problems impacted us when school funds were not available for field trips.

Anonymous participant  
Red Bluff, Calif.

Our organization has taken a substantial "hit" with changes in California's economy, particularly as a large number of our corporate donors (and the foundations which had investments in them) were influenced by the Bay Area downturn.

Anonymous participant  
Redwood City, Calif.

**General Comments—Survey question:** Do you have any comments about how your organization fared financially during the first six months of 2003?"

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Our financial situation has tightened considerably since last year. Funding is being reduced in a number of areas.

Anonymous participant  
Sacramento, Calif.

We had a golf tournament which is our spring fundraising activity. Due to the poor economy many of our largest financial corporate supporters could not/did not contribute as much. Also, we are supported by many well to do retirees who lost huge amounts in the stock market. On the other hand, as far as physical donations of goods such as fabric, household items, and other items we use the donations have increased substantially. I believe people are looking for a tax deduction that is not out of pocket.

Corla Coles  
San Bernardino, Calif.

We relied heavily on earned income for this time period.

Barry Toombs, Executive Director  
Westwind Brass  
San Diego, Calif.

Have increased new sponsors. Are still waiting to hear from our major sponsors. I am a little nervous.

Anonymous participant  
San Diego, Calif.

All responses to our traditional appeals went down except for one major donor who increased giving significantly. Two foundations and three individuals backed off after having given us some generally positive indications at a good sized gift. Some of these may still materialize.

Peter Tropper, Principal  
Bridgemont High School  
San Francisco, Calif.

About the same on a roll-up basis.

Derek Gudek, Business Manager  
ODC/San Francisco  
San Francisco, Calif.

We have seen a sharp decrease in major gifts (both cash and stock) and corporate gifts.

Nicci Noble, Internet Development Director  
The Salvation Army—Golden State Division  
San Francisco, Calif.

**General Comments—Survey question:** Do you have any comments about how your organization fared financially during the first six months of 2003?"

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We rely mainly on donations although our congregation gives faithfully, gifts from an unemployment check are a lot smaller than gifts from a paycheck.

Shelley Chaney, Administrative Officer  
Emmanuel Baptist Church  
San Jose, Calif.

Fundraising was off by as much as 50% in most categories.

Anonymous participant  
San Jose, Calif.

Very well considering what we thought would be a bad first half.

Anonymous participant  
Santa Ana, Calif.

Our individual, business and grant income all increased slightly. We changed our “ask” letter and have done more searching for compatible grantors.

Gretchen Collins, President  
Good Hearted People/Job Smart  
Santa Barbara, Calif.

We have brought in fewer individual donations, but held a very successful first-time fundraising event which actually doubled our estimated donation income. So, we’re actually doing pretty well.

Anonymous participant  
Santa Barbara, Calif.

We have just completed our fiscal year. Numbers have not been finalized but we reached 69% of our overall goal. Shortages occurred in special events, grants and direct mail. However, our prospecting and lapsed donors have increased and we reached our goals in individual giving, Bequests, memorials and workplace giving. If we can get special events up and running we will be in excellent shape for 2003/2004.

Kellie A Hayes, Vice President of Development  
Humane Society Silicon Valley  
Santa Clara, Calif.

Our organization must raise our \$1.5M - \$1.9M annual budget each year, and due to greatly increased competition for corporation and private foundation funding, we are needing to work much harder to generate this income. Many of our long-time supporters are still providing support, but we must work harder to secure the funds and the size of the donations are significantly smaller than in years past. We’ve had to lay off staff twice in the past two years, and our bare bones staff is working harder than ever to stay afloat.

Anonymous participant  
Santa Clara, Calif.

**General Comments—Survey question:** Do you have any comments about how your organization fared financially during the first six months of 2003?"

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The answers to these questions do not reflect a calendar year, but rather a fiscal year for FY2002-03. However, during the first six months of our fiscal year, we experienced difficulties meeting our goals with foundations, even those that we had long-standing relations with due to the difficulty of the economic impact on foundation portfolios

Anonymous participant  
Santa Clara and San Mateo Counties, Calif.

## Colorado

We have had to cut a position in order to keep up with government cuts in funding.

Suzanne Karrer  
MESA  
Boulder, Colo.

Surprisingly well.

Nancy LaRoche, Co-Manager and Board  
Member  
Colorado House-Rabbit Society  
Broomfield, Colo.

Our funding increased slightly as the result of a well planned fundraiser dinner and silent auction

Mario Marchello, Secretary/Treasurer  
Stephen T. Marchello Scholarship Foundation  
Centennial, Colo.

YUK! Life in the nonprofit sector is BAD right now.

Anonymous participant  
Colorado Springs, Colo.

We have actually had an overall increase in funding because of one or two new large contributors. Individual contributions (normally our bread and butter) have decreased considerably.

Jeff Konrade-Helm, Treasurer  
Autism Society of America—Colorado Chapter  
Denver, Colo.

Good.

Suzann Bacon, Charity Review Specialist  
Better Business Bureau  
Denver, Colo.

**General Comments—Survey question:** Do you have any comments about how your organization fared financially during the first six months of 2003?"

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Grant awards are down significantly.

Debora L. Beck-Massey, Resource Outreach  
Coordinator  
Domestic Violence Initiative  
Denver, Colo.

We had to approach some foundation resources more aggressively than we had in the past in order to continue to operate!

Steve Krausz, President  
Jewish Children's Adoption Network  
Denver, Colo.

We made budget for FY-3. Major fundraising event is held in May.

Anonymous participant  
Denver, Colo.

Private cash contributions were down. Community foundations and other grantors are reorganizing and delaying funding.

Anonymous participant  
Fort Collins, Colo.

Due to numerous budget cuts that we had already made, the first 6 months of this year helped us to end our fiscal year with a minimal positive cash flow rather than the anticipated \$10,000 deficit we were expecting.

Anonymous participant  
Greeley, Colo.

More and more of my time as executive director is spent on fundraising and finance management, which means that program gets less. It's not a good trade off, but necessary at this time. I hope it is temporary.

Ruth Seedorf, Executive Director  
Baby Bear Hugs  
Yuma, Colo.

## **Connecticut**

Despite the loss of government money almost completely we press on and exceeded last year by a little.

Frank Rich, Director of Development  
Trust House, Inc.  
Hartford, Conn.

**General Comments—Survey question:** Do you have any comments about how your organization fared financially during the first six months of 2003?"

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Just about on target.

Anonymous participant  
New Britain, Conn.

While our annual appeal was up slightly, our earned income (primarily from tuition) was down.

Anonymous participant  
New Canaan, Conn.

The decrease in donations combined with the increase in demand for help has forced [us] to rethink many of our practices and try to find creative ways to do more work with less money.

Anonymous participant  
Norwalk, Conn.

Unsettled budgetary support currently from the state and frozen funding due to a state budget crisis. Minimal funding increases last year not keeping up with the cost of living. Particularly hard hit by double digit increases in all type of insurance.

David B. Moorehead, Executive Director  
Waterford Country School  
Quaker Hill, Conn.

Losing money, but should pull ahead the remainder of the fiscal year due to presentation of a large revenue producing event that will involve massive effort on the part of the all-volunteer organization.

Celeste Echlin, Trustee  
Railroad Museum of New England  
Thomaston, Conn.

We have done much better than we expected and better than 2002 YTD.

Peter R. Powell, President  
Interfaith Housing Association  
Westport, Conn.

### **District of Columbia**

Our fundraising/development efforts were focused almost exclusively on cultivating a new corporate funding partnership for 3-year operational support (funder approached us, based on our programs and track record). Good news: we got the required 5-year business plan completed ... and did get the corporate support!

Anonymous participant  
Washington, D.C.

**General Comments—Survey question:** Do you have any comments about how your organization fared financially during the first six months of 2003?"

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It's been rough raising money this year. Foundations have less money to give and are making smaller gifts. Major donors have made small commitments. It's just been a tough couple of years overall.

Anonymous participant  
Washington, D.C.

Foundation support was down for the third year in a row. Corporate support increased slightly, and individual donations made up for the decline in foundations.

Anonymous participant  
Washington, D.C.

Another six months like this could mean a radical restructuring of our organization will be necessary.

Anonymous participant  
Washington, D.C.

### **Florida**

Our organization is subject to statutory accounting regulations. On that basis, we fared well in the first six months of 2003.

Anonymous participant  
Gainesville, Fla.

We are receiving new grants for peer education driven educational programs in HIV/AIDS and hiring peer educators.

Anonymous participant  
Homestead, Fla.

Florida State budget cuts dealt a devastating blow to non profit arts in Florida.

Elizabeth Wills, Development Director  
Asian Cultural Association  
Longwood, Fla.

We started a new fundraising program which has been successful beyond our dreams!

Ilene Wilkins, CEO  
UCP of Central Florida  
Orlando, Fla.

We are ad valorem tax supported. We are seeing smaller increases in the income from our mileage rate than in years past.

Anonymous participant  
Orlando, Fla.

**General Comments—Survey question:** Do you have any comments about how your organization fared financially during the first six months of 2003?"

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Increased gifts were due to start of formal development program in July 2002.

Anonymous participant  
Orlando, Fla.

Income up 44% but not expected to show same increase in next 6 months.

LeClair Bissell, M.D., Treasurer  
Chihuahua Rescue & Transport  
Sanibel, Fla.

Better.

Mark Adler, Vice President  
Planned Parenthood of South Palm Beach and  
Broward Counties, Inc.  
South Palm Beach and Broward Counties, Fla.

Increased revenues from 2002 period.

Anonymous participant  
Tallahassee, Fla.

We are a much leaner but fiscally sounder organization.

Susanna Grady, Capital Campaign Director  
Florida West Coast Public Broadcasting, Inc.  
(WEDU)  
Tampa, Fla.

## Georgia

The arts are still hurting from the diversion of contributions toward health service and patriotic organizations since 9/11.

Anonymous participant  
Athens, Ga.

Two years ago we experienced a net loss in contributions compared to the previous year. We began making strategic changes in fundraising by focusing on donors who will contribute at an annual gift level of \$5,000 or more. We wanted a better balance between dollars raised from direct mail and other sources. Thus far it has been reasonably successful. We are thankful to our community for supporting our work so faithfully.

David M. Coleman, President/CEO  
Atlanta Union Mission  
Atlanta, Ga.

**General Comments—Survey question:** Do you have any comments about how your organization fared financially during the first six months of 2003?"

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While funding was down, our organization increased its budget and scope of services in 2003. We generate most of our funding from program related income, and housing continued to be in great demand. As such, we are having a very good year financially.

Craig Taylor, Executive Director  
Cooperative Resource Center, Inc.  
Atlanta, Ga.

We award grants in the fall.

Anonymous participant  
Atlanta, Ga.

The first six months of any year are always difficult (specifically Jan and Feb due to end of year giving).

Anonymous participant  
Atlanta, Ga.

Individual contributions were down significantly; some grants were cut; income from contracts and fees for services increased

Anonymous participant  
Atlanta, Ga.

Special Event fund raising is up slightly which is good. However, the grant review process for government grants has become more stringent and assumes skills not all recipients have. This could cause serious problems later in the year or down the road.

John C. McGee, Executive Director  
Family Relations Program  
Gainesville, Ga.

## **Hawaii**

We have had problems that can make our agency the envy of other agencies: we have received funding for projects that are in excess of what we sought; we are often asked to apply for certain projects by current and past funders. The most reasonable explanation for this that I can come up with is that there is a shortage of programs that can deliver in both activity and financial reports areas ... and I think we still have lots of room to improve in both those areas!

Anonymous participant  
Honolulu, Hawaii

**General Comments—Survey question:** Do you have any comments about how your organization fared financially during the first six months of 2003?"

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## Idaho

We are basically down the admin/business costs of our organization, including the ED's salary. We were very conservative on our spending these last few years, so we have some financial resources. However, we can't seem to buy a private foundation grant these days. We're just too small to be noticed, I guess. We are expanding our local fund raising—hence the modest increase in revenue. Since we have never seriously attempted local fund raising until this year, we can only go up! But the pressure is on.

Keith Wolter, Executive Director  
North Idaho AIDS Coalition (NIAC)  
Coeur d'Alene, Idaho

## Illinois

We're doing fairly well, after reducing expenses to make ends meet.

Charles Bandoian, Executive Vice President  
Central Baptist Children's Home  
Chicago, Ill.

While we had a surge in contributions during the first six months of 2003, this was entirely the result of significant project grants from major funders. General operating support, from both individuals and institutions, was roughly the same as the previous year during the same period.

Matthew Brockmeier, Executive Director  
Chicago Dance and Music Alliance  
Chicago, Ill.

We depend almost entirely upon individual gifts and it seems that despite improvements in the stock market, people are skittish about giving large gifts at one time or in a pledge mode. They seem to prefer making a monthly gift based on their assessment of their financial situation at that time. Additionally, elderly donors who have a history of incredible generosity vis-a-vis their overall financial means are having to cut back on giving to compensate for losses in retirement income and increases in medical costs.

Suzanne Devane, Director, Development &  
Finance  
The Women's Center  
Chicago, Ill.

We're in financial trouble due to economy and stigma against mental health.

Anonymous participant  
Chicago, Ill.

**General Comments—Survey question:** Do you have any comments about how your organization fared financially during the first six months of 2003?"

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We are on a calendar year and our giving is very back-end loaded, so we really don't know how well we have done until year-end.

Anonymous participant  
Chicago, Ill.

We are challenged due to diminished gifts or gifts put on hold due to the economy.

Anonymous participant  
Chicago, Ill.

The demand for our materials are very strong and increasing, but with fewer corporate donations, we have to charge school districts, hospitals, family & youth service organizations, etc. (at cost) for them, and their funding is also shrinking, so it has a spiraling effect on our organization.

Anonymous participant  
Chicago, Ill.

It's been tough. Smaller grants and few new funders.

Anonymous participant  
Chicago, Ill.

We are about 15% ahead financially compared to this time last year.

Anonymous participant  
Evanston, Ill.

The first half of 2003 has been rough financially, more expenses (animals in need of care and more care needed for them) our donations are down. Fewer donors and our regular donors have had to cut back. The second half of 2003 does not look to be any better.

Dahna Betts, Executive Director  
Shih Tzu Rescue, Adoption & Education  
Safehouse (S.T.R.A.E.S.)  
Homer Glen, Ill.

I don't really know. Things are usually slower in the first half anyway.

Anonymous participant  
Riverwoods, Ill.

While one always wishes for greater participation, the very modest 1% increase in contributions over last year is gratifying, specially in light of the abundance of other worthy causes, and when taking into consideration that our expenses increased 38% over the first half of 2002.

Lillian Polus Gerstner, Executive Director  
Holocaust Memorial Foundation of Illinois  
Skokie, Ill.

**General Comments—Survey question:** Do you have any comments about how your organization fared financially during the first six months of 2003?"

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Our funding actually went up just a little bit, but we are a planning and advocacy organization, not direct services.

Candace King, Executive Director  
DuPage Federation on Human Services Reform  
Villa Park, Ill.

## Indiana

Rough period for us financially. ...

Rick Lofgren, President  
Children's Organ Transplant Association  
Bloomington, Ind.

We continue to focus on providing a high quality of service, making sure we are meeting community needs, building relationships with funders, doing extensive grant research and making personal appeals.

Jeffrey Garrett, Development Director  
League for the Blind & Disabled  
Fort Wayne, Ind.

Terrible. Companys and individuals that were planning to build and offer space for our museum lost their shirts and may go out of business. We are just getting by, but our artifacts are still looking for a good home we can also call home.

Mike Montgomery, President  
Fort Benjamin Harrison Historical Society  
Indianapolis, Ind.

We feel as though we fared much better than most other organizations. We continue to be blessed with very committed donors and volunteers. We are becoming much more sophisticated in our fund development strategies and expect to continue to see increases in the next six months.

Stephanie Mannon, Executive Director  
Indianapolis Affiliate of the Susan G. Komen  
Breast Cancer Foundation  
Indianapolis, Ind.

The first half of 2003 saw modest increases in all areas of activity: fund raising results and grantmaking.

Anonymous participant  
Indianapolis, Ind.

**General Comments—Survey question:** Do you have any comments about how your organization fared financially during the first six months of 2003?"

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## Iowa

Because of increased and more experienced fund-raising efforts, our organization fared better financially during the first six months of 2003 than during the same period in 2002.

Laura Dowd, President  
Adopt-A-Family—Iowa City, Iowa  
Iowa City, Iowa

People still continue to give in these hard economic times. It is harder to get grants.

Anonymous participant  
Waverly, Iowa

## Kansas

Had to lay off 1/3 of our staff :-(

Anonymous participant  
Lawrence, Kans.

## Kentucky

This is the first capital campaign for the Center. With literally no giving history, we have managed to raise over \$200,000 in the first 6 months of the year (the campaign began on January 20, 2003). Ashland is a very generous community, but the state of the economy caused concern when contemplating a campaign. However, we are moving forward rapidly. I am convinced, more than ever, that if your cause is urgent and compelling, people will contribute. We all want to make our world a better place.

Jeri Allison, Director of Development  
Hope's Place  
Ashland, Ky.

We are a young nonprofit organization, and growing.

Dr. J. Howard Teel, Ph.D., Founder &  
Executive Director  
ADONAA-R.E.D., (Native American Research,  
Education & Development)  
Louisville, Ky.

Our major fund raising and expenditures take place during last six months of the year.

Marty Soaring Eagle Martin, Vice  
Chief/Treasurer  
Cherokee Tribe of Kentucky  
Louisville, Ky.

**General Comments—Survey question:** Do you have any comments about how your organization fared financially during the first six months of 2003?"

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Great, and doing better.

Bruce W. Brading, Chairman of the Board  
 Circle of Wisdom Unity Conference, Inc. also  
 Ohio River Native American Intertribal  
 Council, Kentucky Native American Indian  
 Council, Ohio Valley Native AWS, PIQUA  
 SEPT, Spirit of the land, RED CROW, and  
 Kentucky Native American Arts and  
 Cultural Center, Inc.  
 Kentucky, State Wide

### **Louisiana**

Board members have begun to contribute financially.

Anonymous participant  
 Baton Rouge, La.

### **Maine**

Because of state budget difficulties, we are truly fundraising for the first time in our organization's 25 year history. We've been supported mostly by the state with minimal donations from local businesses that knew about us. This is an incredibly difficult time to begin this process.

Bev Uhlenhake, Director of Development  
 OHI  
 Hermon, Maine

### **Maryland**

We are financially sound.

Steve Mallory, President & CEO  
 The Stroke Network  
 Abingdon, Md.

Most difficult period since early 90's.

Gary G. Allen, Ececutive Director  
 Center for Chesapeake Communities  
 Annapolis, Md.

**General Comments—Survey question:** Do you have any comments about how your organization fared financially during the first six months of 2003?"

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We have been pleasantly surprised by our funding stream and are in as good or better position than we were at this same time last year; although our grant awards and corporate support are less, our individual support has doubled.

Jan Hoffberger, Executive Director  
Volunteers for Medical Engineering, Inc.  
Baltimore, Md.

Doing better than in first 6 months of last year but with a smaller staff and leaner budget

Anonymous participant  
Baltimore, Md.

I HOPE THINGS GET BETTER ... much, much better.

Anonymous participant  
Boonsboro, Md.

Major cutbacks in grants from local and state agencies for programs have created a bleak situation for adequately funding the operation and administration of our museum.

Carl W. Scheffel, Jr., Executive Director  
Old Harford Town Maritime Center. Inc.  
Denton, Md.

Our community need has increased and our finances has decreased to a point that we are unable to continue most summer programs for youth and families. We are in desperate need of funding for our community!

Sis. Emma White, President  
EJ&W Foundation, Inc.  
Landover, Md.

Our annual fundraising dinner had sponsors for the 1st time. Successful.

James B. McCeney, President and Treasurer  
Laurel Historical Society  
Laurel, Md.

Contributions were down slightly during the first few months as compared to last year. We did an appeal at the end of May which resulted in good response. Contributions are about equal YTD in comparison with last year.

Anonymous participant  
Towson, Md.

**General Comments—Survey question:** Do you have any comments about how your organization fared financially during the first six months of 2003?"

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## Massachusetts

We are in economic crunch.

Fr. Alphonsus M.O. Gusiara, President  
Divine Love African Ministries Inc.  
Boston, Mass.

Looming cutbacks yet to come. ...

Anonymous participant  
Boston, Mass.

For the first time since 1985, we operated at a deficit.

Terry DeLancey, Executive Director  
Agassiz Neighborhood Council  
Cambridge, Mass.

Poorly.

Anonymous participant  
Cambridge, Mass.

We lost significant funding from the state—about 1 million dollars, which impacted every program. Because of that we were forced to close our second site—but we will continue to work in the city where it was located. We had some staff reduction. Private funds have been reduced—some long time funders either reduced their support or eliminated it all together. Individual donations decreased somewhat. Competition increasing for dollars, as are expectations.

Anonymous participant  
Chelsea, Mass.

We're holding even because we anticipated the effects of the recession well in advance, increasing community relations and marketing.

Dillon Bustin, Executive Director  
Emerson Umbrella Center for the Arts  
Concord, Mass.

Less favorably than last year

Anonymous participant  
Dedham, Mass.

Significant state budget cuts proposed for agency services.

Denise Konicek, Planner/Grant writer  
Greater Lynn Senior Services  
Lynn, Mass.

**General Comments—Survey question:** Do you have any comments about how your organization fared financially during the first six months of 2003?"

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Our annual fund has suffered due to a capital campaign on one of our campuses

Anonymous participant  
New Bedford, Mass.

Because of bequests and level government contracts, we fared well.

Rachel Ethier Rosenbaum, President  
The Carroll Center for the Blind  
Newton, Mass.

Fundraising events were less successful so far this year. Fewer participants and fewer dollars raised.

Irene Rabinowitz, Executive Director  
Helping Our Women  
Provincetown, Mass.

Fortunately, we have continued to do fairly well for the first half of the year, despite a 62% funding cut from our state cultural council and general economic downturn. We have a very loyal student base and committed studio artists—our classes and studios are at maximum capacity.

Lynn Gervens, Executive Director  
Mudflat Pottery School, Inc.  
Somerville, Mass.

It is frightening for me to think about what is happening in our country. There seems to be a dramatic shift by both the federal and our state (Massachusetts) governments away from funding the programs they have historically asked us to run. Poor people are getting hurt. While we are doing the best we can with more limited resources, the effects of the cuts to our clients and staff are devastating and I fear have long-term, negative implications for our society.

Mark Alton-Follansbee, Executive Director  
Somerville Homeless Coalition, Inc.  
Somerville, Mass.

## **Michigan**

We are a young organization working specifically in Honduras. Funds are tight for International work. However, we were blessed with a large donation from a sponsor to use for long term investments and growth.

Anna Beningo, President  
Osman Hope, Inc.  
Brighton, Mich.

**General Comments—Survey question:** Do you have any comments about how your organization fared financially during the first six months of 2003?"

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With no increases in State support and increasing challenges in the fund raising area, the first six months were difficult. The impact is being felt in the recruitment and retention on qualified staff.

Jim Goodwin, President/CEO  
Whaley Children's Center  
Flint, Mich.

I think that our community is supporting more small local agencies, much needed and very much appreciated.

Jean Silbar, Executive Director  
Comprehensive Therapy Center  
Grand Rapids, Mich.

Utilized a challenge grant to raise \$30,000 in new/re-engaged revenue.

Teresa L. Thome, Executive Director  
Grand Rapids Children's Museum  
Grand Rapids, Mich.

Maintained financially due to previous extensive budget cutting in 2002 and increased fees for services and volume.

Judith Jove, Executive Director  
Family Service and Children's Aid  
Jackson, Mich.

Individual contributions are up slightly. Bequests are down from the first six months of 2002.

Anonymous participant  
Redford, Mich.

Our organization did fare favorably because we are still unable to secure the funds to run our programs effectively.

Gladys Pearson, Founder/CEO  
Making It To The Finish Line  
Southfield, Mich.

We are actually pulling out of the disastrous last 6 months of last year. This has been accomplished through staff reductions and over-all belt tightening.

Anonymous participant  
Ypsilanti, Mich.

**General Comments—Survey question:** Do you have any comments about how your organization fared financially during the first six months of 2003?"

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## Minnesota

We rely primarily on contributions from corporate members. No government subsidies or grants.

Tran T. Nhon, Executive Director  
Minnesota Minority Supplier Development  
Minneapolis, Minn.

Our increase in donations is strictly timing. We anticipate our donations for the year will be flat or slightly down

Patrick Dale, CEO  
The Storefront Group  
Minneapolis, Minn.

We are on target to meet our goals although we did lose several foundation funders who gave last year.

Anonymous participant  
Minneapolis, Minn.

The level of contributions to our organization has greatly decreased, while the demand for our grants has increased considerably. We've had to stop inviting unsolicited grant applications, at least temporarily.

Anonymous participant  
White Bear Lake, Minn.

The number of donations has been lower but the amount of the average donation has increased.

Sonya Ganther, Director of Administrative  
Services  
Catholic Charities, Diocese of Winona  
Winona, Minn.

## Mississippi

Was definitely less than 2002.

C.Kay McElroy, Executive Director, President  
Cedarhill Animal Sanctuary  
Caledonia, Miss.

## Missouri

Individual donations increased over last year; however, one of our biggest donors was unable to fulfill a \$150K commitment, forcing us to scramble to replace that income.

Anonymous participant  
Columbia, Mo.

**General Comments—Survey question:** Do you have any comments about how your organization fared financially during the first six months of 2003?"

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We have attracted some new Faith-Based and other federal funding, as well as some new local funding.

Anonymous participant  
St. Louis, Mo.

This is, by far, the most fiscally challenged we have been in my 4 years with the organization.

Anonymous participant  
St. Louis, Mo.

Income from our one special event was up. All other sources remained constant.

Anonymous participant  
St. Louis, Mo.

Concentrated on needed cutbacks correctly anticipating funding shortages from government contractors.

Anonymous participant  
Missouri

### **Montana**

Improved due to increased support and improving stock market.

Anonymous participant  
Ashland, Mont.

It was one of the most difficult periods we have ever faced. Our organization had to take out loans in order to operate. All revenue sources are down: events, general donations, endowments, and investments

Anonymous participant  
Missoula, Mont.

### **Nebraska**

We are a non-profit committee under the Village of DeWitt Park Board. The committee was formed in the Fall of 2002 and our fundraising efforts began December 31 of that year. We have raised almost 25,000 to date with a goal of 45,000. This is a group of 9 volunteers who serve as the DeWitt Playground Project Committee and we have raised these funds with the help of our volunteer fire dept., our community club, area churches and business as well as private individuals. They have either donated time, money or both to help us achieve our goal. As a member of this committee I am quite proud. It is becoming more difficult to raise funds at this point and our next step was to ask for donations and grants. We are pleased and grateful for any and all contributions.

Anonymous participant  
DeWitt, Nebr.

**General Comments—Survey question:** Do you have any comments about how your organization fared financially during the first six months of 2003?"

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Better than expected.

Mary Schluckebier, Executive Director  
Celiac Sprue Association  
Omaha, Nebr.

## **Nevada**

Number of members decreased, but average donation increased, so we came out ahead.

Elinor Bugli, President  
Carson City Symphony Assoc.  
Carson City, Nev.

We have struggled, but we manage [to] continue operating as we have found there to be a great need for a facility such as Miracle Horse Rescue, [www.Miraclehorse.com](http://www.Miraclehorse.com).

Stephanie M. Pierce, President  
Miracle Horse Rescue, Inc.  
Pahrump, Nev.

Grants awarded during this period showed a decrease over last funding period.

Anonymous participant  
Reno, Nev.

## **New Hampshire**

Cardigan's financial position remains strong and we look forward to carrying out our mission in the years to come.

Carl J. Lovejoy, Assistant Headmaster for  
External Affairs  
Cardigan Mountain School  
Canaan, N.H.

Considering the uncertainties related to the economy and war at the beginning of the year, we have done quite well.

Anonymous participant  
Charlestown, N.H.

We barely managed a small net gain but cash flow was, and continues to be, a major problem.

Anonymous participant  
Contoocook, N.H.

Through May we are \$33,000 ahead of budgeted income and about \$24,000 below budgeted expenses.

Anonymous participant  
Holderness, N.H.

**General Comments—Survey question:** Do you have any comments about how your organization fared financially during the first six months of 2003?"

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We have lost money in all program areas. Demand and costs have increased without a parallel rise in funding. We are increasingly dependent upon charitable dollars to keep the mission alive.

Margaret Franckhauser, Executive Director  
Community Health & Hospice, Inc.  
Laconia, N.H.

## **New Jersey**

Challenging, very few if any rate increases for the coming fiscal year

Richard G. Stys, Sr. Vice President, Finance and  
Treasurer  
Bancroft NeuroHealth  
Haddonfield, N.J.

Special events income down, but may be weather-related (cool, wet spring).

Brian Moscatello, Director  
Tenafly Nature Center Association  
Tenafly, N.J.

We launched a multi-year giving society this year and found people to be extremely interested. We gained many new donors.

Anonymous participant  
New Jersey

## **New Mexico**

With an aging congregation, the church has been affected by members reducing their contributions due to the loss of value in their retirement funds/investments. Those who are sincerely committed to the church (and that number is growing) are remaining so, and the number of members tithing is increasing. January was especially weak, but due to a special fundraising effort the church has rebounded some, though we're still running a serious deficit. The church still has money tied up in the Pipevine collapse which has put a further crimp on available cash.

Marianne Kemp, Finance Manager  
First United Methodist Church  
Albuquerque, N. Mex.

Keshet dance company has survived by diversifying sources of income, particularly by emphasizing earned revenue and decreasing reliance on foundational support.

Marla Wood, Managing Director  
Keshet Dance Company  
Albuquerque, N. Mex.

**General Comments—Survey question:** Do you have any comments about how your organization fared financially during the first six months of 2003?"

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## New York

Increased donations from our board of directors. Cash flow is much tighter. Our members pay a membership fee and their payments are delayed somewhat (3-5 weeks) because they are also experiencing cash flow issues.

Anonymous participant  
Albany, N.Y.

It's always tough running a ballet company, albeit a small one. This year we purchased sound and lighting equipment which will give us more options concerning the venues we perform in, thus broadening our horizons.

AC Haley, Executive Director  
Insight Out  
Brooklyn, N.Y.

It's been a long six months!

Anonymous participant  
Brooklyn, N.Y.

Terrible.

John Petroff, Executive Director  
PEOI  
Conesville, N.Y.

We have been financially stable.

Anonymous participant  
Elmira, N.Y.

Smaller gifts from many individuals.

Anonymous participant  
Lockport, N.Y.

Strict fiscal management and cutbacks are keeping us in the black but turnover as a result of more work for fewer workers is increasing dramatically.

Marge Klein, Executive Director  
The Guidance Center, Inc.  
New Rochelle, N.Y.

We had 2 unanticipated individual gifts (bequest, corporate match) in the first half of 2003 that contributed to the increase

Anonymous participant  
New Rochelle, N.Y.

**General Comments—Survey question:** Do you have any comments about how your organization fared financially during the first six months of 2003?"

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Our requests for contributions increased, and the community has been responsive. However, the need for more and more of our services, which include meals, social adult day care and transportation for the elderly, are far outstripping our modestly increased fundraising and we are struggling to serve all in need in our community.

Fern Hertzberg, Executive Director  
ARC XVI Fort Washington, Inc.  
New York, N.Y.

We provide a great and needed service that we want to expand, we have a great staff, we are fiscally prudent and very cautious right now.

Eugenie C. Cowan, Director  
Exploring the Metropolis, Inc.  
New York, N.Y.

It's been very slow.

Dr. Leslie Faerstein, Executive Director  
Musicians On Call  
New York, N.Y.

It has been a challenging period. The poor economy is impacting spending on the part of foundations, the government and individuals.

Maria Venuto, Executive Director  
The Standby Program  
New York, N.Y.

We have been holding steady for 2003. Our usual base has been consistent, and potential grantors have all been receptive.

Sharon Decker, Executive Director  
TriBeCa Organization  
New York, N.Y.

The Spring (2nd) direct mail appeal fared much worse than last year; however contributions to annual event increased (with much, much work!) and a new event fared very well.

Anonymous participant  
New York, N.Y.

Private giving included a few large gifts received as part of early "quiet" stage of capital campaign.

Anonymous participant  
New York, N.Y.

Not well at all—and the outlook is not at all good for the coming months.

Anonymous participant  
New York, N.Y.

**General Comments—Survey question:** Do you have any comments about how your organization fared financially during the first six months of 2003?"

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Increased individual contributions made up for decreased foundation and corporate support.

Anonymous participant  
New York, N.Y.

Giving by individuals in the low to moderate levels softened considerably in the first 3 months and then bounced back a bit in the 2nd quarter. Giving at the higher levels (\$10,000+) remained steady through this period.

Anonymous participant  
New York, N.Y.

Contributions for us are not an important source of revenue, and our other sources held up well. Therefore, our revenues for the first six months were about as expected when the period was budgeted.

Anonymous participant  
New York, N.Y.

Competition for dollars is greater.

Anonymous participant  
New York, N.Y.

Below expectations by approx 6% in revenue.

Anonymous participant  
New York, N.Y.

Because of increased restriction of US immigration policy, as an immigration and refugee resettlement agency, we are doing much less processing and government funding has been cut back. On the other hand, our donor base, which is responsible for about \$1 million continues to support our mission.

Anonymous participant  
New York, N.Y.

Value of endowment dropped significantly, causing drop in draw to support operating expense.

Anonymous participant  
New York, N.Y.

Due to cuts in city budget we have lost two components: ESL classes and sixth meal for congregate population. There have been no raises for staff in 5 years.

Anonymous participant  
New York, N.Y.

**General Comments—Survey question:** Do you have any comments about how your organization fared financially during the first six months of 2003?"

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Donors have replaced contributions with pledges six months or more into the future in many instances, causing exceptionally low cash contributions during first half of year. Other contributions, though increasing in number, are less than dollar amount anticipated due to the effect of past five years' market returns on foundations and private donors.

Catharine A. Henningsen, Director  
Salt Publishing, Inc.  
Rye Brook, N.Y.

We initiated a Capital Campaign that has resulted in our getting grants from foundations and individuals we ordinarily would not have been successful with.

Gerard McCaffery, President/CEO  
Seamen's Society for Children and Families  
Staten Island, N.Y.

Our results for the first half of the year were encouraging in that although we have had to narrow the focus of our services, actually closing several programs that were important to many donors, due to changes in contracts and overall funding, our donors generally supported our direction and continued to provide the financial resources we need.

Anonymous participant  
Syracuse, N.Y.

Best year ever!

Louis Tehan, Executive Director  
UCP Utica  
Utica, N.Y.

Our deficits are running higher than previously and we are cutting costs everywhere and attritioning positions.

Marjorie McLoughlin, Executive Director  
Cardinal McCloskey Services  
White Plains, N.Y.

### **North Carolina**

Individuals and churches were a great help.

Judy Robinson, Executive Director  
Asheville Pregnancy Support Service  
Asheville, N.C.

**General Comments—Survey question:** Do you have any comments about how your organization fared financially during the first six months of 2003?"

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Overall, during the fiscal year ending June 30, 2003, we raised more donated funds than in the previous fiscal year, just not in the last six months covered by this survey

Frank Mansfield  
Associate Executive Director for Resource  
Development  
Uptown Men's Shelter  
Charlotte, N.C.

Our primary source of funds, the state of NC, has greatly reduced our allocation.

Anonymous participant  
Charlotte, N.C.

We inaugurated our first formal fundraising effort in the organization's 30-year history which has been very successful.

Anonymous participant  
Greensboro, N.C.

Weak!!

Anonymous participant  
New Bern, N.C.

## Ohio

As with most performing arts organizations, earned revenue in the form of ticket sales fell significantly in the first half of 2003. While modest increases in contributions helped offset some of this loss, only significant cost cutting at an already extremely efficient organization enabled us to remain in the black.

Peter J. Bilotta, Director of Development  
Cincinnati Playhouse  
Cincinnati, Ohio

Not a single major gift! In kind contributions are fairly steady, but cash is hard to come by.

Belinda Rawlins, Executive Director  
Media Bridges Cincinnati  
Cincinnati, Ohio

We let one temporary staff member go—we are doing all we can in house—we are watching all expenses carefully—we are doing all we can to be visible and effective without spending much money.

Anonymous participant  
Cincinnati, Ohio

**General Comments—Survey question:** Do you have any comments about how your organization fared financially during the first six months of 2003?"

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Fairly well, especially compared to a few other organizations in the area.

Anonymous participant  
Cincinnati, Ohio

Increased membership.

Betty J. Williams, Pastor  
The Burning Bush Evangelistic Ministries  
Cleveland, Ohio

Very poorly—given the mission work has expanded due to a huge new need from unemployment, and the funds have barely kept the bills paid because of inflation on food and gas for the truck and such—we have the same financial problems the people calling have—those who used to contribute are “getting by” and those who are calling used to be able to get by on their own—it is dismal, sad, and difficult to continue on a daily basis.

Phyllis Fischer, Pastor  
Church of the Angels  
Columbus, Ohio

We were hoping for increased donations however our experience thus far this year was donations were roughly the same as our last year results

Paul Curry, CFO  
Macedonia Baptist Church  
Columbus, Ohio

We’re working harder to raise funds, but have made some headway compared to last year. This is the first year we’ve had a full-time executive director in place to focus on grant writing and relationship building. It has certainly made a difference!

Anonymous participant  
Dayton, Ohio

Membership and member support increased slightly over last year. One substantial donation in the first six months of the calendar year provided moderate improvement in educational opportunities.

Richard R. Smith, Secretary/Treasurer  
Society for the Preservation of British  
Transportation in America  
Kettering, Ohio

We are on track for what we budgeted for the first six months of 2003.

Anonymous participant  
Pleasant Plain, Ohio

**General Comments—Survey question:** Do you have any comments about how your organization fared financially during the first six months of 2003?"

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While money coming into the organization from outside sources stayed about the same, our endowment income was down significantly. This has created a cash flow problem with the organization.

Anonymous participant  
Wilmot, Ohio

### **Oklahoma**

Because of forward thinking and planning we have cut our expenses by nearly 25% since 2000 while providing more services to a larger population. Due to the cut in expenses we are able to stay afloat in spite of the decrease in donations and revenue.

Dale Smiley, Accountant  
The Education & Employment Ministry  
Oklahoma City, Okla.

Our attendance was up for the first six months, but so was our cost.

Anonymous participant  
Oklahoma City, Okla.

### **Oregon**

While the organization is doing okay financially, the state budget crisis is adversely impacting all human services.

Dee Anne Everson, Executive Director  
United Way of Jackson County  
Medford, Ore.

Grant funding was down, but we expected that as fallout from the declining stock market. We countered by aggressively recruiting new members and increasing our grassroots fundraising.

Anonymous participant  
Portland, Ore.

### **Pennsylvania**

Much worse than the previous year.

Anonymous participant  
Allentown, Pa.

We were weakly organized to generate funds, and worn out from an exhausting previous year of events.

Anonymous participant  
Ambler, Pa.

**General Comments—Survey question:** Do you have any comments about how your organization fared financially during the first six months of 2003?"

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We are doing very well

Peter A. Caputo, VP, Development  
Main Line Health System  
Bryn Mawr, Pa.

Eeeeeek!!!!

Anonymous participant  
Erie and Pittsburgh, Pa.

Our contributions did not go down in 2002, though the rate of increase went down. Giving for our core purposes seems to have recovered their rate of increase, but special project giving has not.

Anonymous participant  
Harrisburg, Pa.

Our organization has been in existence for five years. I assumed the position of executive director in October 2003 [*sic.*], so my history here is short. Since I have been here, it seems that knowledge and recognition of our clinic is growing among the medical community as well as the general community. We do very little advertising, most people hear about us from local human service organizations or friends. We have been selected as the recipient of donations several times in the past 9 months, from groups in the medical community and from one local business.

Anonymous participant  
Johnstown, Pa.

The first six months of 2003 coincided with the last half of our fiscal year. The foundation is newly established and FY 2002/2003 was the first year when grants were made. Consequently, the dramatic increase in gifts and requests for support reflect our new status as a community health foundation.

Russell Johnson, Executive Director  
North  
Lansdale, Pa.

Individual donations have remained constant. Private Foundations have decreased. Government funds are increasing because of diversification of programs and funding streams.

Kevin R Conare, Executive Director  
ActionAIDS, Philadelphia  
Philadelphia, Pa.

We should fare much better with contributions, but have not successfully marketed our services. That said, with a small staff (2-4) we had a very busy year working with schools.

Wayne Jacoby, President  
Global Education Motivators  
Philadelphia, Pa.

**General Comments—Survey question:** Do you have any comments about how your organization fared financially during the first six months of 2003?"

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We thought we would have to close during the first quarter of the year because foundation support decreased roughly 50%. We have had to begin charging nominal fees for our services and create fee based services for companies and non-profits so that we can stay afloat. This has greatly taxed our capacity at a time when demand for services has increased tremendously.

Stephanie Thaw, Executive Director  
Reboot Philadelphia  
Philadelphia, Pa.

Investment return is a drag on the organization.

Anonymous participant  
Philadelphia, Pa.

Contributions rose slightly, but in the latter half of 2002, our organization lost a federal grant that accounted for approximately 60% of our annual budget. Our success with other fund-raising has allowed us to stay in business and continue serving the children and families who need our help, but our organization is a much different one than it was a year ago.

Anonymous participant  
Philadelphia, Pa.

Anticipating difficulty, we greatly increased our fund raising activity this year. We used many more volunteers and added another appeal to our direct mail efforts. This all paid off with an increase in funds raised, which we didn't expect.

Anonymous participant  
Philadelphia, Pa.

We suffered from the decrease in contributions and were unable to provide some of the services we normally provide.

Rev. Bertha M Williams, Founder/President  
AlmsHouse, Inc.  
Pittsburgh, Pa.

While giving remained about the same, we had to work much harder to stay even, spending more on fundraising and aggressively seeking out new funding sources. Average gift size dropped.

Anonymous participant  
Pittsburgh, Pa.

We are luckier than most in this region.

Anonymous participant  
Pittsburgh, Pa.

Poorly as I am principal funder and have lost income in 2003.

Anonymous participant  
Southampton, Pa.

**General Comments—Survey question:** Do you have any comments about how your organization fared financially during the first six months of 2003?"

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Without the first time donation from a private foundation, our income would have been slightly less than last year. Much time has been spent trying to find foundation funding with little success yet.

Anonymous participant  
Wexford, Pa.

### **Rhode Island**

We are a national organization, and while the local and state battles surrounding arts funding may not appear to directly affect us, as we don't get money from these sources, we've recently found it to have dramatic effect. With the exception of one foundation, all of our other regular funders have eliminated funding to us based on their perceived need to funnel more money into their local communities to offset the government funding decreases. Amazingly, our earned income is way up for the first six months, and shows no sign of slowing. So, the state of the economy hit us in ways we weren't necessarily expecting.

Deborah Obalil, Executive Director  
Alliance of Artists Communities  
Providence, R.I.

Tickets sales saw the biggest decrease in a number of years. We plan to focus on audience development during this economic time and keep our fingers crossed with funding.

Emma Palzere-Rae, Executive Director  
The Chorus of Westerly  
Westerly, R.I.

### **South Carolina**

IPPL has a program to assist overseas primate rescue centers. We have been unable to help them generously this year and it breaks my heart because rescued animals may suffer and die if funds aren't available to help them. There is no donor base and/or philanthropic tradition in countries where our help is needed such as Sierra Leone, Cameroon, the Congo Republic, and Indonesia. We and our primate constituents are suffering.

Shirley McGreal, Chairwoman  
International Primate Protection League  
Summerville, S.C.

### **South Dakota**

Overall, I would describe it as a flat year—which isn't bad considering the economy. However, to accommodate rising insurance costs, we've slashed staff trainings, conferences and marketing. We've maintained staff raises and the number of FTE's.

Anonymous participant  
Sioux Falls, S. Dak.

**General Comments—Survey question:** Do you have any comments about how your organization fared financially during the first six months of 2003?"

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## Tennessee

The declining market clearly reflects on our income. It is very difficult to find new funding sources as they are unable to take on new charities due to declining investment income. At the same time due to the current economy our services are in bigger demand as more people are losing their insurance coverage due to lay-offs and closings. We are struggling to cover our current expenses and are taking in more new patients.

Aulikki Brandt, Executive Director  
Healing Hands Health Center  
Bristol, Tenn.

Avoided layoffs by using reserve funds to make up shortfall in operating revenues.

Anonymous participant  
Chattanooga, Tenn.

Our belt has had to be tightened. We have had to look within our organization for resources more than ever. The amount of resources that used to be out there is gone.

Steven Stewart, Curator of Collections  
Customs House Museum  
Clarksville, Tenn.

The sky opened and opportunities to implement programs and projects poured out ... along with a note for us not to forget to find the funding to pull them all off. Therein lies the problem. We have had incredible difficulty in getting in the doors of the funders. Everyone wants to see a "history" of funding and a professional staff in place for 2 or more years. If you're a grassroots who didn't start out with a high endowment from someone, you don't have any way to develop that history or hire that staff. We don't have a donor database to fall back on. I think there needs to be a push to recognize the value of an organization based on the commitment and continuity of its principle players as more important than a funding history and a paid staff they probably can't afford to hire. I realize that most funders want to stay away from general operating support, but I think there are a lot of very worthy organizations out here that would greatly benefit from such support and that it would, in fact, ensure the longevity of those organizations. Without it, those organizations are destined to fail shortly after the death of their founding members if those members are not independently wealthy enough to leave the organization some type of inheritance.

Valerie Brestel-Ohle, Chairman, Founder  
Wisdom Keepers, Inc.  
Knoxville, Tenn.

**General Comments—Survey question:** Do you have any comments about how your organization fared financially during the first six months of 2003?"

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## Texas

We were lucky—we received a large, unrestricted bequest. Without it, we would not have met our budget this year.

Anonymous participant  
Arlington, Tex.

As a state-supported institution, the news was not good from the Texas biennial legislative session.

Anonymous participant  
Arlington, Tex.

The first six months of 2003 were spent getting ready for the next six months because we knew significant reductions were going to occur, which they did.

Don Loving, Executive Director  
Communities In Schools-Central Texas  
Austin, Tex.

Our major fundraiser coincided with the beginning of the war in Iraq.

Anonymous participant  
Austin, Tex.

Our funding base is continuing its shift away from individual donors (less than 10% of total revenue) and the United Way (previously as much as 40%+) and towards government grants (through Criminal Justice Dept, Workforce Investment Act, 21st Century Community Learning Center, etc.). While this has increased our overall budget, these grants frequently have very little overhead (some as little as 5%). This has made it very easy to do things like increase the number of sites/clients, but has made it incredibly hard to support administrative/management staff. We have not only had to diversify our funding base, but look to new ways to cut expenses (our largest program once employed eight supervisory staff for 18 sites; it now employs one staff person for 21 sites, which becomes 31 sites during the school year). Additionally, since these large contracts are constantly up for review, we do not have the sustainable source of revenue that we once enjoyed; for this reason, we are also considering several for-profit ventures that are mission-related but that might supply a steady source of unrestricted income (something similar to the thrift stores offered by Goodwill, the cookies sold by Girl Scouts, etc.).

Jeremy Gregg, Director of Development and  
Communications  
Camp Fire USA Lone Star Council  
Dallas, Tex.

**General Comments—Survey question:** Do you have any comments about how your organization fared financially during the first six months of 2003?"

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We've done well!

Lisa G. Jones, CFRE, Vice President Marketing  
& Development  
SPCA of Texas  
Dallas, Tex.

First 6 months of 2003 have been difficult, but funding does seem to be picking up—we started in June 2002, so we have no comparison data for the first half of the year. We are slowly meeting funding goals—the biggest issue has been the amount of time spent focusing on fundraising rather than program delivery.

Martha McAfee, Executive Director  
Teach Peace, Inc.  
Dallas, Tex.

Donations overall increased due to gifts received as part of a major campaign.

Anonymous participant  
Dallas, Tex.

Wonderfully! We are relatively new and were very excited in receiving a grant to assist our organization in offering more diverse services.

Yolanda M. Garza, Executive Director  
Sunset Dreams  
Donna, Tex.

We have actively sought out new funding sources due to the economic decline of several area business supporters and the drop in donation amounts (by about 1/2) from many of the foundations that have been long term supporters. We are working much harder for smaller donations. We are planning a direct mail acquisition campaign for the first time in our 14 year history.

Vicki Johnson, Director of Development  
The WARM Place  
Fort Worth, Tex.

Struggling to survive.

Dr. Lorraine Bouchard, Director  
Rainard School  
Houston, Tex.

**General Comments—Survey question:** Do you have any comments about how your organization fared financially during the first six months of 2003?"

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The combination of a slow economy, state budget cuts, and a stagnant stock market have led to reduced contributions, grants, and state reimbursements. The declines come at a time with increasing service needs. Our organization has managed to continue to serve our clients despite the decrease in contributions and fees so far this year. However, without a surge in the economy and/or an increase in the stock market, our ability to continue to meet our community's needs at the current level is certainly in question.

Todd A. Landry, President and CEO  
Spaulding for Children  
Houston, Tex.

While donations increased, so did requests/demands for services. There is still a GREAT need for housing for homeless Veterans in this country.

Anonymous participant  
Houston, Tex.

We just began our new fiscal year 2003. As a non profit, we had increased our program underwriting 151% from the previous year.

Anonymous participant  
Houston, Tex.

United Way funding was cut during the second quarter due to lower than expected Annual Campaign results. Financially we are sound with cash reserves and an endowment.

Anonymous participant  
Houston, Tex.

Our fiscal year ended on June 30; this was the second year in a row that we had a deficit for the year. Some of the shortfall from prior donors was made up by new grants from foundations and corporations that had not made gifts to us before.

Anonymous participant  
Houston, Tex.

It was a rough time.

Anonymous participant  
Houston, Tex.

Disappointing \$-wise, but hope for better in last half of 2003.

Ivanne Farr, Chair, Board of Governors  
The Alliance for Justice Foundation, Inc.  
Meridian, Tex.

**General Comments—Survey question:** Do you have any comments about how your organization fared financially during the first six months of 2003?"

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Panna Maria Historical Society has sent so many grant applications (for historic preservation) and have only gotten 2 small ones this year. One was for \$6,250 (we asked for \$20,000) and the other was for \$10,000. The reason for most rejects was the low economy and they all said the same thing—don't give up. Try again as the economy may pick up and we will have more donations and be able to award more grants.

Loretta Niestroy, Treasurer & Funds  
Coordinator  
Panna Maria Historical Society  
Panna Maria, Tex.

It was harder to get financial contributions for our special events than it has been in the past. Many companies are cutting back on donations.

Delores Fenwick, Executive Director  
Keep Pearland Beautiful  
Pearland, Tex.

Insurance costs have risen from \$20,000 to \$30,000 for the year; this has hurt tremendously. We are anticipating harder times to come because of Medicaid cuts and as a United Way agency in a town with declining population, Uway funding could decline.

Anonymous participant  
San Angelo, Tex.

Well—we got a large grant (40K) and several 1K contributions.

Anonymous participant  
San Antonio, Tex.

Those who did not contribute cited the stock market and/or the uncertainty of employment. Those who continued to give, increased their gift by at least 7%

Anonymous participant  
San Antonio, Tex.

Changes in the way corporations do business affected us financially, as most income comes from payroll deductions. Those deductions processed by “pass-through” organizations (Pipevine, CFT, other United Ways) have decreased or disappeared, and there seems to be no recourse on our end—we are expected to wait passively while the deductions are processed—which takes 6-12 months longer that it did when companies were handing their own payouts.

Kathleen Postalwait, Executive Director  
Guadalupe County United Way, Inc.  
Seguin, Tex.

**General Comments—Survey question:** Do you have any comments about how your organization fared financially during the first six months of 2003?"

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## Utah

We have explained better to the donor community (products) how we bring efficiency to the humanitarian healthcare missions.

Susie Adams, Executive Director  
DreamWeaver Medical  
Salt Lake City, Utah

Our Capital Campaign is responsible for donations increasing greatly. Operating donations were significantly down—we attribute that to a shift to donating to the Capital project and to the fact that we concentrated efforts on the Capital Campaign.

Elaine M. Gause, CEO  
Girl Scouts of Utah  
Salt Lake City, Utah

We were at a critical phase of a capital campaign to raise \$1 million to acquire a building which includes our main operating arm. That resulted in somewhat higher support funding received this year over last year. Otherwise, it is likely that financial support would have declined slightly due to local and regional economic factors.

Christopher Viavant, CFO, Director of  
Development  
Wasatch Homeless Health Care, Inc.  
Salt Lake City, Utah

The biggest decreases we have seen have been in government programs discontinued and foundation grants being lost or smaller because of the poor performance of the economy and stock market. So much for compassionate conservatism. ...

Anonymous participant  
Salt Lake City, Utah

Individual membership was increased, but large donors and foundations were almost non-existent.

Anonymous participant  
Salt Lake City, Utah

## Virginia

We received slightly less corporate support for the first half of the year and received notice of the loss of a government contract effective July 1.

Anonymous participant  
Alexandria, Va.

**General Comments—Survey question:** Do you have any comments about how your organization fared financially during the first six months of 2003?"

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Increase partly attributable to greater number of solicitations sent out.

Carol Dunlap, Managing Director  
The Metropolitan Chorus  
Arlington, Va.

Prior to the last six months we had not had staff on board doing fund development, so our increase is more of a result of new, dedicated efforts.

Anonymous participant  
Arlington, Va.

It began much slower than usual, but picked up more recently. We have already met our budget—but this is primarily due to two new major donors.

Anonymous participant  
Arlington, Va.

85% of our funding comes from federal/state/local government. We are taking a \$100,000 hit in government funding in FY 2004, which begins July 1, 2003. Similarly, we've taken a major hit in our United Way grant funding for FY 2004. So, while FY 2003 has come out ok, FY 2004 is an entirely different situation that we're trying to handle through an aggressive emphasis on private contributions.

Anonymous participant  
Arlington, Va.

Slight increase over same period in 2002.

David M. Coyne, CFRE, Chief Development  
Officer  
Kappa Sigma Endowment Fund  
Charlottesville, Va.

As an organization in transition that has planned to seek funding through major donor cultivation and charitable foundations, we have not been particularly successful. The Board has begun to realize that funds are not as available as they were in the 1990s and competition for limited funding is fierce. To win grants, a clearly demonstrated need and follow-up (re: measurement and accountability) are imperative. Even then, with so many worthy organizations seeking funding, there are no guarantees that a proposal will be funded. This has been a tough lesson, and some on the Board of Directors are not yet convinced.

Anonymous participant  
Charlottesville, Va.

It has been a challenging year, but we are outpacing last year's contributions by 10 per cent.

Gretchen Ridgely, Director of Development  
Gateway Homes of Greater Richmond, Inc.  
Chesterfield County, Va.

**General Comments—Survey question:** Do you have any comments about how your organization fared financially during the first six months of 2003?"

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In 2003, CDR had a 25% increase in the number of children referred for early intervention services. We had to absorb a cut of \$30,000 from the state. However, private contributions to the annual fund increased by 30% for the fiscal year ending 6/30/03.

Christine Barabasz, Director of Development  
Child Development Resources  
Norge, Va.

We have excelled as a new team taking over an existing (closing down) local group, in terms of programs, but building up a donor base in the current financial climate has been hard.

Anonymous participant  
Reston, Va.

Cross Over Ministry is blessed by a committed cadre of volunteers and a dedicated community of "investors" who recognize the spiritual, societal and financial benefit of supporting the health education and health care programs offered by the largest of Virginia's 49 free clinics. Although the need for the services we offer increases annually, our contributions are keeping pace with the demand. When asked how, in the midst of this sluggish economy, this can be so, I reply simply, "Cross Over Ministry is sustained by the grace of God and the generosity of the Richmond community."

Mary S. D. Moore, Director of Development  
Cross Over Ministry  
Richmond, Va.

Our organization, Help U.S. Troops is currently in organization. Reception of our approach and ideas has been remarkably positive and we continue to grow and develop our presence.

Alex-George London, Chairman/Executive  
Director  
Help U.S. Troops Inc.  
Richmond, Va.

We continue to support our shelters with funds obtained from our Thrift Store. The lack of public support in the first quarter will possibly mean layoffs of professional staff in 2nd quarter. We need public support to keep us up and running our shelters.

Joyce A. Trickett, Chair, Board of Directors  
The Good Shepherd Alliance, Inc. (Homeless  
Shelters)  
Sterling, Va.

We were blessed by God.

Kevin Feldman, Director of Foundation & Grant  
Development  
The Christian Broadcasting Network  
Virginia Beach, Va.

**General Comments—Survey question:** Do you have any comments about how your organization fared financially during the first six months of 2003?"

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## Washington

Our individual and business donors knew the fiscal climate was challenging and came to the plate with many, many smaller contributions that made the difference when the large foundations cut back. The number of donations under \$200 was up significantly.

Ruth Brewster, Executive Director  
Bellevue Youth Symphony Orchestra  
Bellevue, Wash.

Our increase in contributions were in-kind, not cash. Cash contributions are down and we are unable to convert promises and offers into cash (so far) this year.

Anonymous participant  
Bellevue, Wash.

The going is tough.

Anonymous participant  
Burien, Wash.

We are definitely working harder for the dollars we obtain from our donors.

Anonymous participant  
Lummi Island, Wash.

Our expenditures are close or slightly over our forecasted budget for the first half of the year—however, we had anticipated that our revenues would fall short of expenditures. Not a very rosy picture, but one we had anticipated.

Anonymous participant  
Moses Lake, Wash.

We had a few substantial budget cuts but we had anticipated the reductions and therefore factored them into our 2003 budget.

Pamela Crume, Executive Director  
Skagit DV&SA Servcies  
Mount Vernon, Wash.

The first 6 months of 2003 represents the second half of our fiscal years. Returns on all fundraisers and grantseeking during this period were down significantly from last year.

Anonymous participant  
Renton, Wash.

**General Comments—Survey question:** Do you have any comments about how your organization fared financially during the first six months of 2003?"

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Our organization is not a typical service-oriented agency. Our private contributions tend to vary widely and are not a substantial source of funding. We rely heavily on state and local government funding which was already set for this year, but which has decreased significantly for next year and the year after.

Anonymous participant  
Seattle, Wash.

Numerous donors have said that they are shifting dollars that they previously had given to the arts to more "core" human needs.

Anonymous participant  
Seattle, Wash.

Due to sluggish contributions at the start of our fiscal year (9/02-8/03), administration froze spending and instituted layoffs. This will allow us to end the year with a slight deficit, or level funding.

Anonymous participant  
Seattle, Wash.

As a Development professional for over 20 years, this has been the worst I have seen things in all of my career.

Joyce M. Cameron, Director of Development &  
Communications  
Northwest Museum of Arts & Culture  
Spokane, Wash.

A change made to generate more earned income is not meeting projections because of the economy and resulting from unforeseen changes in customer expectations as a result of the change

Anonymous participant  
Tacoma, Wash.

We would have had a 4% decrease over last year except for a special appeal to a major donor made in January. Income was down in all categories, especially from individuals, except that a special major donation from one individual masked that situation.

John Greholver, Executive Director  
Open House Ministries  
Vancouver, Wash.

Most of our funding is federal, a small amount is state. Funding dropped substantially during Jan-June 2003 due to changes in federal formula calculations and a major state shortfall, while demand for services increased. Contributions have not been a significant factor for us.

Anonymous participant  
Vancouver, Wash.

**General Comments—Survey question:** Do you have any comments about how your organization fared financially during the first six months of 2003?"

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Little Bit has a strong reputation, a very loyal group of supporters as well as a high demand for our services. As a result, we remain in good financial health even with the weaker economy.

Kathy Alm, Executive Director  
Little Bit Therapeutic Riding Center  
Woodinville, Wash.

### **West Virginia**

Our donations are down—we have not yet hit our reserve funds—but we are close to needing to do so. It is worrisome but not yet a crisis. Client numbers are up so we are a little nervous.

Jane Bowers, Executive Director  
Charles Town, W. Va.

Membership revenue was approx. \$32,000 lower; contributions approx. \$16,000 higher. Foundation revenue and corporate cash and in-kind donations both static to modestly lower.

Anonymous participant  
Harpers Ferry, W. Va.

### **Wisconsin**

Contributions were down significantly due to turmoil in the Catholic Church.

Anonymous participant  
Eagle, Wis.

There has been a decrease in corporate & private foundation contributions; however, we hope to make up this amount with a large special event fundraiser during the 3rd quarter of 2003.

Anonymous participant  
Green Bay, Wis.

While giving is up slightly over last year, it is down significantly in foundation and small business giving

Lisa A. Froemming, Senior Vice President for  
External Affairs and Advancement  
Milwaukee Public Museum  
Milwaukee, Wis.

### **International**

I was surprised that there isn't a substantial decrease in funding

Ms. Laya Zryl, Resource Development  
The Haifa Center for Chi.L.D.  
Haifa, Israel

**General Comments—Survey question:** Do you have any comments about how your organization fared financially during the first six months of 2003?"

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### **No Location Given**

Expenses increased dramatically, thanks for asking.

Anonymous participant  
No location given

### **Comments from Private Foundations/Grantmakers**

#### **Arizona**

We are a new start-up venture and we just hit the one year mark a couple of weeks ago. In the questions about increased funding/increased services—as a start-up, any donation becomes an increase in funding and any operational output means increased service. Please bear in mind as a start-up, these items are minimal.

Anonymous participant  
Phoenix, Ariz.

#### **California**

Assets were up about 4 percent in 2003 over 2002.

Anthony Valle, Treasurer  
Queen of Angels Clinic & Research Foundation  
Los Angeles, Calif.

We just started out in November 2002 and our expenses are very low, yet our impact on the safe use of recycled water has been amazing. It's nice not to have to worry about fundraising.

Denise St. Laurent, Executive Director  
Safe Water Reuse  
San Diego, Calif.

Market fluctuations greatly affected total return, resulting in net loss of capital.

Russell Feirstein, Treasurer  
El Puente Charitable Foundation  
San Jose, Calif.

This is a hermitage that made a transition to a new board and hermits, there has been little carryover of past donors so it may be tight as the new group gets established.

Sr. Michaela Terrio, Treasurer  
Sky Farm, Inc.  
Sonoma, Calif.

**General Comments—Survey question:** Do you have any comments about how your organization fared financially during the first six months of 2003?"

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Sponsorship sales have been very difficult to finalize. We have hired a marketing company and they are having the same problems.

Tom Collins, Executive Director  
USA Snowboarding Association  
Truckee, Calif.

### **Colorado**

We are seeing some recovery of our portfolio, which, thankfully, was pretty diversified prior to the stock market fall.

Anonymous participant  
Denver, Colo.

### **District of Columbia**

Attendance figures are down which in part can be attributed to Orange alerts, a snowy winter and a very rainy spring. The economy is also playing a part as sales in our museum shop are down a greater percentage from last year than admissions and attendance.

Anonymous participant  
Washington, D.C.

Very sound.

Anonymous participant  
Washington, D.C.

### **Florida**

The Jessie Ball duPont Fund held its own.

Jo Ann P. Bennett, Director of Administration  
Jessie Ball duPont Fund  
Jacksonville, Fla.

General Operating Support for museums has dropped off and is sorely needed.

Heather Wolfe, Director  
Albin Polasek Museum and Sculpture Garden  
Winter Park, Fla.

### **Illinois**

Overall revenue to publishing, including advertising and mailing list rentals, declined sharply (especially advertising revenues).

Anonymous participant  
Carol Stream, Ill.

**General Comments—Survey question:** Do you have any comments about how your organization fared financially during the first six months of 2003?"

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While we lost \$ in equities, we had an adequate asset base to be able to move ahead w/planned increases in giving and programming. Our plans seemed especially important in this difficult economic climate.

Alice Cottingham, Executive Director  
Girl's Best Friend Foundation  
Chicago, Ill.

We engaged in an \$80 million campaign for polio eradication among our other fundraising programs.

Roylene W. Gallas, Senior Fund Development  
Supervisor  
The Rotary Foundation of Rotary International  
Evanston, Ill.

### **Maryland**

In general the last six month went well. Our major fundraiser was well supported with sponsors, but poorly attended due to weather.

Anonymous participant  
Hanover, Md.

### **Massachusetts**

Not as badly as we expected.

Anonymous participant  
Beverly, Mass.

INVESTMENT income was considerably lower than previous years.

Anonymous participant  
Somerset, Mass.

### **Minnesota**

It's very tough out there. Between cuts by the state and donor unease over the stock market, it hasn't been pretty. Although, we continue to get some substantial gifts.

Richard Schwartz, Associate  
Sholom Foundation  
Minneapolis, Minn.

The funding for our company went down substantially due to cuts in our state and federal grants. The need for services is increasing but the current state and federal governments cut back to fund the deficit.

Anonymous participant  
Rochester, Minn.

**General Comments—Survey question:** Do you have any comments about how your organization fared financially during the first six months of 2003?"

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### Montana

Our organization has just completed raising our \$30,000 endowment base and is just beginning to prepare for awarding grants.

Joyce Hrouda, President  
Montana BPW Foundation, Inc.  
Great Falls, Mont.

### New Jersey

Investment market gains helped a lot.

Anonymous participant  
Morristown, N.J.

### New Mexico

We have done well during the first six months of the year. With a new governor in place and domestic violence much in the news, grants and donations haven't been reduced as they have been in other service areas.

Anonymous participant  
Belen, N. Mex.

### New York

Very well surprisingly at the beginning of 2003, but as it stands, we are experiencing severe losses at the end of 2003.

Diane Jacobowitz, Executive and Artistic  
Director  
Dancewave, Inc.  
Brooklyn, N.Y.

Up from January 03.

Anonymous participant  
New York, N.Y.

Our foundation fared well compared to other funders of similar size and funding categories.

Anonymous participant  
New York, N.Y.

Worse than 2002, although it slightly picked up toward the end of the six-month period.

Anonymous participant  
Syracuse, N.Y.

**General Comments—Survey question:** Do you have any comments about how your organization fared financially during the first six months of 2003?"

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Our special funds were hit and we lost about 10% of our total funds. We are now slowly recovering the 10% ... slowly. ...

Dr. John D. Christesen, CEO  
Alpha Beta Gamma Honor Society  
Valhalla, N.Y.

### **Oklahoma**

New fundraising techniques resulted in a 12% increase in pledges.

Anonymous participant  
Tulsa, Okla.

Down slightly.

Anonymous participant  
Tulsa, Okla.

### **Pennsylvania**

Financial picture was about the same as in 2002 first half

Anonymous participant  
Media, Pa.

Our investments are yielding only approximately 2.4 % instead of the IRS-required 5% and we have had to dip into the principal to meet the IRS's requirement. I believe the IRS should lower the 5% rule until the stock market turns around.

Anonymous participant  
Oil City, Pa.

### **Rhode Island**

Aside from the special project I mentioned [see p. x], the Company did very well in those six months. Other contributions were substantially up from the previous year.

Anonymous participant  
Newport, R.I.

### **Tennessee**

Very well.

Anonymous participant  
Chattanooga, Tenn.

**General Comments—Survey question:** Do you have any comments about how your organization fared financially during the first six months of 2003?"

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## Texas

We have seen an uptick in our market valuation as we are highly invested in equities.

Anonymous participant  
Houston, Tex.

Steady as she goes.

Anonymous participant  
Houston, Tex.

As the markets have moved up, our assets have also moved up.

Anonymous participant  
San Antonio, Tex.

## Virginia

Good investment results first 6 months of 2003.

Anonymous participant  
Charlottesville, Va.

## Washington

We are a family foundation that chooses its levels of donations in and out of the foundation. We are still building that assets of the foundation so are holding our outgoing donations to a minimum and giving extra donations directly from family members.

Mark Nysether, Treasurer  
The Nysether Family Foundation  
Everett, Wash.

Marginal.

Bruce Yost, Executive Director  
Washington Cooperative Support Center  
Olympia, Wash.

## Wisconsin

We have had a 15% growth in our assets since December 31, 2002.

Ronald D. Jones, President  
Siebert Lutheran Foundation  
Milwaukee, Wis.

Mostly we have had modest gain over budget, but decrease in overall revenue. We had substantial increase in Health Insurance costs—2002 to 2003 increase of 56%.

John M. Gerber  
River Falls, Wis.

**General Comments—Survey question:** Do you have any comments about how your organization fared financially during the first six months of 2003?"

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### **International**

We have difficulties in find financings necessary for the development of our activities.

Kokou DJROVI, Executive Director  
SOFTCOL  
Kpalime Togo/West Africa