

**Fourth Annual GuideStar Nonprofit Survey  
Charitable Organizations and the Economy  
October 11-26, 2005**

## Executive Summary

### Key Findings

- Despite a year of natural disasters that generated tremendous giving to relief efforts, nonprofits as a whole held their own from January to September 2005:

**Change in Contributions**

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

- Some 70% of participants reported that demand for their organizations' services had increased.
- Asked how they thought giving to disaster relief would affect their organizations' end-of-year fundraising, 79% of respondents predicted that contributions for the rest of 2005 would stay about the same or decrease:

**Predicted Impact of Disaster-Relief Giving**

Expect Contributions to Decrease	Expect Contributions to Stay about the Same	Expect Contributions to Increase	Don't Know
38%	41%	4%	17%

### Other

- The survey pool comprised 4,483 participants, 89% associated with public charities, 10% associated with private foundations/grantmakers, and 1% not associated with a nonprofit.
- At least 3,949 nonprofit organizations were represented. (It was not possible to link approximately 11% of the nonprofit respondents with nonprofit organizations.)
- All areas of the country, all sizes of nonprofits, and missions in all subject areas were represented.
- Participants were asked to compare contribution levels during the first 9 months of 2005 with contribution levels during the first 9 months of 2004. Their responses are remarkably similar to last year's results, indicating that the financial situation for many

nonprofits has improved since GuideStar's first nonprofit economic survey in November 2002.

- Regional responses mirrored the national results fairly closely.
- Large organizations—those with annual expenditures of \$500,000 or more—fared the best, with the greatest percentage of participants reporting increased contributions and the smallest proportion reporting decreased contributions.
- International organizations had the greatest proportion (65%) of participants reporting increased contributions and smallest (13%) reporting decreased contributions.
- Nonprofits in the crime/legal category had the greatest percentage (30%) reporting decreased contributions and second-smallest (41%) reporting increased contributions.
- Two other categories—medical research and public safety/disaster preparedness/relief—also appeared in the “top five” for greatest percentage of participants reporting increased contributions and the smallest reporting decreased contributions.
- Of participants who said that demand for their organizations' services had increased, 60% stated that demand had increased greatly.
- There was no clear correlation between change in demand and change in contributions or between change in demand and organization size.
- Nonprofits in the food/agriculture/nutrition category had the greatest proportion (83%) of participants reporting increased demand, followed by those in the employment/job related category (80%).
- Organizations in the arts/culture/humanities category had the smallest percentage (53%) of participants reporting increased demand.
- Some 47% of participants from grantmaking nonprofits reported that the amounts their organizations awarded during the first nine months of 2005 had increased over amounts awarded during the first nine months of 2004. Another 38% said amounts awarded had stayed about the same, 13% said they had decreased, and 2% did not know.
- Some 45% of grantmakers said that applications to their organizations had increased. Three-quarters of these participants said the number of applications increased modestly.

## Survey Pool

E-mail invitations sent\*: 58,327

\*To GuideStar Newsletter subscribers associated with nonprofit organizations

Survey participants: 4,483

Response rate: 8 %

Responses received from all 50 states, the District of Columbia, Canada, Chile, Guatemala, Haiti, Hungary, India, Korea, Nigeria, Puerto Rico, the United Kingdom, and the Virgin Islands

## Nonprofit Type

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

Total responses	4,442
• Public charity	89%
• Private foundation/grantmaker	10%
• Not associated with a nonprofit	1%

Individual nonprofits represented:  $\geq 3,949$

Note: It was not possible to link approximately 11% of the nonprofit respondents with nonprofit organizations

## Contribution Levels, January-September 2005

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

Total responses	4,451
• Yes	96%
• No	4%

**Survey question:** “Did total contributions to your organization increase, decrease, or stay about the same during the first nine months of this year compared to the first nine months of 2004?”

### Change in Contributions by Location

Region	No. of Responses	Contributions Decreased	Contributions Stayed about the Same	Contributions Increased	Don't Know
<b>All Responses</b>	<b>4,291</b>	<b>22%</b>	<b>26%</b>	<b>49%</b>	<b>3%</b>
New England (CT, ME, MA, NH, RI, VT)	353	21%	30%	46%	3%
Mideast (DC, DE, MD, NJ, NY, PA)	935	22%	25%	50%	3%
Southeast (AL, AR, FL, GA, KY, LA, MS, NC, SC, TN, VA, WV)	741	25%	23%	49%	4%
Great Lakes (IL, IN, MI, OH, WI)	613	22%	27%	48%	3%
Plains (IA, KS, MN, MO, NE, ND, SD)	282	23%	28%	44%	4%
Rocky Mountains (CO, ID, MT, UT, WY)	162	23%	24%	51%	2%
Southwest (AZ, OK, NM, TX)	374	20%	28%	48%	3%
Far West (AK, CA, HI, NV, OR, WA)	767	23%	24%	50%	3%
No location given/ international	64	22%	30%	45%	3%

**“Best to Worst” by Location and Decreased Contributions**

<b>Region</b>	<b>No. of Responses</b>	<b>Contributions Decreased</b>
Southwest (AZ, OK, NM, TX)	374	20%
New England (CT, ME, MA, NH, RI, VT)	353	21%
Mideast (DC, DE, MD, NJ, NY, PA)	935	22%
Great Lakes (IL, IN, MI, OH, WI)	613	22%
Plains (IA, KS, MN, MO, NE, ND, SD)	282	23%
Rocky Mountains (CO, ID, MT, UT, WY)	162	23%
Far West (AK, CA, HI, NV, OR, WA)	767	23%
Southeast (AL, AR, FL, GA, KY, LA, MS, NC, SC, TN, VA, WV)	741	25%

**“Best to Worst” by Location and Increased Contributions**

<b>Region</b>	<b>No. of Responses</b>	<b>Contributions Increased</b>
Rocky Mountains (CO, ID, MT, UT, WY)	162	51%
Mideast (DC, DE, MD, NJ, NY, PA)	935	50%
Far West (AK, CA, HI, NV, OR, WA)	767	50%
Southeast (AL, AR, FL, GA, KY, LA, MS, NC, SC, TN, VA, WV)	741	49%
Great Lakes (IL, IN, MI, OH, WI)	613	48%
Southwest (AZ, OK, NM, TX)	374	48%
New England (CT, ME, MA, NH, RI, VT)	353	46%
Plains (IA, KS, MN, MO, NE, ND, SD)	282	44%

**Additional Information on Decreased Contributions by Location**

<b>Region</b>	<b>No. of “Decreased” Responses</b>	<b>Contributions Decreased Greatly</b>	<b>Contributions Decreased Modestly</b>
<b>All Responses</b>	<b>964</b>	<b>29%</b>	<b>71%</b>
New England (CT, ME, MA, NH, RI, VT)	74	24%	76%
Mideast (DC, DE, MD, NJ, NY, PA)	204	30%	70%
Southeast (AL, AR, FL, GA, KY, LA, MS, NC, SC, TN, VA, WV)	182	32%	68%
Great Lakes (IL, IN, MI, OH, WI)	135	24%	76%
Plains (IA, KS, MN, MO, NE, ND, SD)	66	29%	71%
Rocky Mountains (CO, ID, MT, UT, WY)	38	26%	74%
Southwest (AZ, OK, NM, TX)	75	35%	65%
Far West (AK, CA, HI, NV, OR, WA)	176	28%	72%
No location given/international	14	64%	36%

### Additional Information on Increased Contributions by Location

Region	No. of "Increased" Responses	Contributions Increased Greatly	Contributions Increased Modestly
<b>All Responses</b>	<b>2,089</b>	<b>20%</b>	<b>80%</b>
New England (CT, ME, MA, NH, RI, VT)	163	16%	84%
Mideast (DC, DE, MD, NJ, NY, PA)	464	20%	80%
Southeast (AL, AR, FL, GA, KY, LA, MS, NC, SC, TN, VA, WV)	364	20%	80%
Great Lakes (IL, IN, MI, OH, WI)	296	19%	81%
Plains (IA, KS, MN, MO, NE, ND, SD)	124	19%	81%
Rocky Mountains (CO, ID, MT, UT, WY)	82	26%	74%
Southwest (AZ, OK, NM, TX)	181	22%	78%
Far West (AK, CA, HI, NV, OR, WA)	386	22%	78%
No location given/international	29	17%	83%

### 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	391	23%	40%	33%	4%
\$25,000-\$99,999	488	25%	27%	47%	2%
\$100,000-\$249,999	551	24%	24%	50%	2%
\$250,000-\$499,999	475	28%	24%	45%	3%
\$500,000-\$999,999	520	20%	25%	52%	3%
\$1 mil-\$4,999,999	1,018	23%	24%	51%	2%
\$5 mil-\$19,999,999	516	18%	25%	53%	4%
\$20 mil or more	282	16%	22%	58%	4%
Don't know/no answer	50	18%	20%	42%	20%

### "Best to Worst" by Organization Size and Decreased Contributions

Size (Based on Total Annual Expenditures)	No. of Responses	Contributions Decreased
\$20 mil or more	282	16%
\$5 mil-\$19,999,999	516	18%
\$500,000-\$999,999	520	20%
<\$25,000	391	23%
\$1 mil-\$4,999,999	1,018	23%
\$100,000-\$249,999	551	24%
\$25,000-\$99,999	488	25%
\$250,000-\$499,999	475	28%

**“Best to Worst” by Organization Size and Increased Contributions**

Size (Based on Total Annual Expenditures)	No. of Responses	Contributions Increased
\$20 mil or more	282	58%
\$5 mil-\$19,999,999	516	53%
\$500,000-\$999,999	520	52%
\$1 mil-\$4,999,999	1,018	51%
\$100,000-\$249,999	551	50%
\$25,000-\$99,999	488	47%
\$250,000-\$499,999	475	45%
<\$25,000	391	33%

**Additional Information on Decreased Contributions by Organization Size**

Size (Based on Total Annual Expenditures)	No. of “Decreased” Responses	Contributions Decreased Greatly	Contributions Decreased Modestly
<\$25,000	90	48%	52%
\$25,000-\$99,999	120	43%	58%
\$100,000-\$249,999	133	38%	62%
\$250,000-\$499,999	133	23%	77%
\$500,000-\$999,999	106	19%	81%
\$1 mil-\$4,999,999	235	26%	74%
\$5 mil-\$19,999,999	92	14%	86%
\$20 mil or more	46	22%	78%
Don’t know/no answer	9	67%	33%

**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	129	28%	72%
\$25,000-\$99,999	227	25%	75%
\$100,000-\$249,999	273	21%	79%
\$250,000-\$499,999	215	17%	83%
\$500,000-\$999,999	269	19%	81%
\$1 mil-\$4,999,999	516	18%	82%
\$5 mil-\$19,999,999	276	16%	84%
\$20 mil or more	163	26%	74%
Don’t know/no answer	21	19%	81%

### 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	232	20%	28%	49%	3%
Arts, Culture, Humanities	619	23%	23%	51%	3%
Civil Rights, Social Action, Advocacy	384	26%	24%	45%	5%
Community Improvement, Capacity Building	532	21%	27%	48%	4%
Crime, Legal Related	112	30%	27%	41%	2%
Diseases, Disorders, Medical Disciplines	275	25%	24%	48%	4%
Education	1,345	23%	24%	49%	4%
Employment, Job Related	292	24%	28%	44%	3%
Environmental Quality, Protection, Beautification	272	20%	25%	51%	3%
Food, Agriculture, Nutrition	224	23%	27%	46%	4%
Health—General, Rehabilitative	688	19%	27%	50%	4%
Housing, Shelter	556	25%	29%	43%	3%
Human Services	1,194	24%	26%	47%	3%
International, Foreign Affairs, National Security	113	13%	21%	65%	1%
Medical Research	115	17%	23%	55%	4%
Mental Health, Crisis Intervention	418	23%	27%	48%	3%
Mutual/Membership Benefit	49	20%	29%	43%	8%
Philanthropy, Voluntarism, Grantmaking Foundations	159	15%	26%	53%	5%
Public Safety, Disaster Preparedness, Relief	120	17%	23%	55%	5%
Public, Societal Benefit	340	22%	28%	46%	4%
Recreation, Sports, Leisure, Athletics	229	22%	24%	49%	5%
Religion	272	26%	21%	50%	4%
Science and Technology Research Institutes, Services	69	20%	30%	46%	3%
Social Science Research Institutes, Services	48	15%	44%	40%	2%
Unclassified	10	0%	40%	50%	10%
Youth Development	785	25%	23%	49%	2%

\*Participants could select more than one subject area

**“Best to Worst” by Subject Area and Decreased Contributions**

Subject Area*	No. of Responses	Contributions Decreased
International, Foreign Affairs, National Security	113	13%
Philanthropy, Voluntarism, Grantmaking Foundations	159	15%
Social Science Research Institutes, Services	48	15%
Medical Research	115	17%
Public Safety, Disaster Preparedness, Relief	120	17%
Health—General, Rehabilitative	688	19%
Animal Related	232	20%
Environmental Quality, Protection, Beautification	272	20%
Mutual/Membership Benefit	49	20%
Science and Technology Research Institutes, Services	69	20%
Community Improvement, Capacity Building	532	21%
Public, Societal Benefit	340	22%
Recreation, Sports, Leisure, Athletics	229	22%
Arts, Culture, Humanities	619	23%
Education	1,345	23%
Food, Agriculture, Nutrition	224	23%
Mental Health, Crisis Intervention	418	23%
Employment, Job Related	292	24%
Human Services	1,194	24%
Diseases, Disorders, Medical Disciplines	275	25%
Housing, Shelter	556	25%
Youth Development	785	25%
Civil Rights, Social Action, Advocacy	384	26%
Religion	272	26%
Crime, Legal Related	112	30%

\*Participants could select more than one subject area

**“Best to Worst” by Subject Area and Increased Contributions**

<b>Subject Area*</b>	<b>No. of Responses</b>	<b>Contributions Increased</b>
International, Foreign Affairs, National Security	113	65%
Medical Research	115	55%
Public Safety, Disaster Preparedness, Relief	120	55%
Philanthropy, Voluntarism, Grantmaking Foundations	159	53%
Arts, Culture, Humanities	619	51%
Environmental Quality, Protection, Beautification	272	51%
Health—General, Rehabilitative	688	50%
Religion	272	50%
Animal Related	232	49%
Education	1,345	49%
Recreation, Sports, Leisure, Athletics	229	49%
Youth Development	785	49%
Community Improvement, Capacity Building	532	48%
Diseases, Disorders, Medical Disciplines	275	48%
Mental Health, Crisis Intervention	418	48%
Human Services	1,194	47%
Food, Agriculture, Nutrition	224	46%
Public, Societal Benefit	340	46%
Science and Technology Research Institutes, Services	69	46%
Civil Rights, Social Action, Advocacy	384	45%
Employment, Job Related	292	44%
Housing, Shelter	556	43%
Mutual/Membership Benefit	49	43%
Crime, Legal Related	112	41%
Social Science Research Institutes, Services	48	40%

\*Participants could select more than one subject area

### More Information on Decreased Contributions by Subject Area

Subject Area*	No. of “Decreased” Responses	Contributions Decreased Greatly	Contributions Decreased Modestly
Animal Related	46	39%	61%
Arts, Culture, Humanities	145	31%	69%
Civil Rights, Social Action, Advocacy	100	36%	64%
Community Improvement, Capacity Building	114	29%	71%
Crime, Legal Related	34	24%	76%
Diseases, Disorders, Medical Disciplines	69	36%	64%
Education	311	32%	68%
Employment, Job Related	70	33%	67%
Environmental Quality, Protection, Beautification	54	26%	74%
Food, Agriculture, Nutrition	52	23%	77%
Health—General, Rehabilitative	129	33%	67%
Housing, Shelter	139	22%	78%
Human Services	288	28%	72%
International, Foreign Affairs, National Security	15	40%	60%
Medical Research	20	35%	65%
Mental Health, Crisis Intervention	97	25%	75%
Mutual/Membership Benefit	10	40%	60%
Philanthropy, Voluntarism, Grantmaking Foundations	24	8%	92%
Public Safety, Disaster Preparedness, Relief	20	25%	75%
Public, Societal Benefit	76	29%	71%
Recreation, Sports, Leisure, Athletics	51	35%	65%
Religion	70	30%	70%
Science and Technology Research Institutes, Services	14	36%	64%
Social Science Research Institutes, Services	7	29%	71%
Unclassified	0	0%	0%
Youth Development	199	26%	74%

\*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	114	22%	78%
Arts, Culture, Humanities	313	19%	81%
Civil Rights, Social Action, Advocacy	172	18%	82%
Community Improvement, Capacity Building	253	21%	79%
Crime, Legal Related	46	17%	83%
Diseases, Disorders, Medical Disciplines	131	18%	82%
Education	658	21%	79%
Employment, Job Related	129	25%	75%
Environmental Quality, Protection, Beautification	140	25%	75%
Food, Agriculture, Nutrition	104	16%	84%
Health—General, Rehabilitative	343	22%	78%
Housing, Shelter	239	18%	82%
Human Services	565	19%	81%
International, Foreign Affairs, National Security	73	33%	67%
Medical Research	63	17%	83%
Mental Health, Crisis Intervention	199	19%	81%
Mutual/Membership Benefit	21	14%	86%
Philanthropy, Voluntarism, Grantmaking Foundations	85	24%	76%
Public Safety, Disaster Preparedness, Relief	66	24%	76%
Public, Societal Benefit	158	20%	80%
Recreation, Sports, Leisure, Athletics	112	21%	79%
Religion	135	20%	80%
Science and Technology Research Institutes, Services	32	9%	91%
Social Science Research Institutes, Services	19	16%	84%
Unclassified	5		100%
Youth Development	384	20%	80%

\*Participants could select more than one subject area

### Reasons for Decreased Contributions

**Survey question:** “What factors caused total contributions to decrease during the first nine months of this year compared to the first nine months of 2004? (Select all that apply.)”

Total responses	303
• Fewer individuals gave	59%
• Gifts from individuals smaller	47%
• People gave to Hurricane Katrina relief instead of us	34%
• People gave to tsunami relief instead of us	32%
• Private foundation grants smaller	28%
• Corporate gifts smaller	30%
• People gave to Hurricane Rita relief instead of us	22%
• Government grants smaller	17%
• Private foundation grants discontinued	15%
• Other	15%
• Corporate gifts were discontinued	12%
• Government grants were discontinued	8%
• Government contracts smaller	6%
• Government contracts were discontinued	3%

### Impact of 2005's Natural Disasters

**Survey question:** "Do you expect giving to disaster relief for the tsunamis, Hurricane Katrina, Hurricane Rita, and the Pakistan earthquake to affect contributions to your organization the rest of this year?"

Total responses	4,282
• No; we expect contributions to stay about the same	41%
• Yes; we expect contributions to drop	38%
• Don't know	17%
• Yes; we expect contributions to increase	4%

### Predicted Impact of Disaster-Relief Giving by Subject Area

<b>Subject Area*</b>	<b>No. of Responses</b>	<b>Expect Contributions to Drop</b>	<b>Expect Contributions to Stay about the Same</b>	<b>Expect Contributions to Increase</b>	<b>Don't Know</b>
Animal Related	232	46%	30%	6%	18%
Arts, Culture, Humanities	619	32%	45%	3%	21%
Civil Rights, Social Action, Advocacy	384	41%	35%	6%	18%
Community Improvement, Capacity Building	532	34%	38%	9%	19%
Crime, Legal Related	112	50%	27%	7%	16%
Diseases, Disorders, Medical Disciplines	274	41%	38%	5%	16%
Education	1,341	36%	42%	4%	18%
Employment, Job Related	291	41%	34%	5%	20%
Environmental Quality, Protection, Beautification	272	31%	47%	3%	19%
Food, Agriculture, Nutrition	223	47%	30%	7%	17%
Health—General, Rehabilitative	688	36%	42%	5%	18%
Housing, Shelter	555	46%	32%	5%	16%
Human Services	1,193	46%	32%	5%	18%
International, Foreign Affairs, National Security	113	29%	43%	12%	16%
Medical Research	115	39%	38%	4%	18%
Mental Health, Crisis Intervention	420	46%	33%	4%	16%
Mutual/Membership Benefit	48	25%	44%	6%	25%
Philanthropy, Voluntarism, Grantmaking Foundations	158	18%	52%	8%	22%
Public Safety, Disaster Preparedness, Relief	121	28%	32%	20%	20%
Public, Societal Benefit	339	34%	42%	6%	18%
Recreation, Sports, Leisure, Athletics	230	33%	47%	3%	16%
Religion	272	32%	43%	8%	17%
Science and Technology Research Institutes, Services	70	27%	46%	3%	24%
Social Science Research Institutes, Services	48	27%	44%	4%	25%
Unclassified	10	20%	60%	0%	20%
Youth Development	786	41%	34%	4%	20%

\*Participants could select more than one subject area

**“Best to Worst” by Subject Area and Contributions Expected to Drop**

<b>Subject Area*</b>	<b>No. of Responses</b>	<b>Expect Contributions to Drop</b>
Philanthropy, Voluntarism, Grantmaking Foundations	158	18%
Mutual/Membership Benefit	48	25%
Science and Technology Research Institutes, Services	70	27%
Social Science Research Institutes, Services	48	27%
Public Safety, Disaster Preparedness, Relief	121	28%
International, Foreign Affairs, National Security	113	29%
Environmental Quality, Protection, Beautification	272	31%
Arts, Culture, Humanities	619	32%
Religion	272	32%
Recreation, Sports, Leisure, Athletics	230	33%
Community Improvement, Capacity Building	532	34%
Public, Societal Benefit	339	34%
Education	1,341	36%
Health—General, Rehabilitative	688	36%
Medical Research	115	39%
Civil Rights, Social Action, Advocacy	384	41%
Diseases, Disorders, Medical Disciplines	274	41%
Employment, Job Related	291	41%
Youth Development	786	41%
Animal Related	232	46%
Housing, Shelter	555	46%
Human Services	1,193	46%
Mental Health, Crisis Intervention	420	46%
Food, Agriculture, Nutrition	223	47%
Crime, Legal Related	112	50%

**“Best to Worst” by Subject Area and Contributions Expected to Stay the Same**

<b>Subject Area*</b>	<b>No. of Responses</b>	<b>Expect Contributions to Stay about the Same</b>
Philanthropy, Voluntarism, Grantmaking Foundations	158	52%
Environmental Quality, Protection, Beautification	272	47%
Recreation, Sports, Leisure, Athletics	230	47%
Science and Technology Research Institutes, Services	70	46%
Arts, Culture, Humanities	619	45%
Mutual/Membership Benefit	48	44%
Social Science Research Institutes, Services	48	44%
International, Foreign Affairs, National Security	113	43%
Religion	272	43%
Education	1,341	42%
Health—General, Rehabilitative	688	42%
Public, Societal Benefit	339	42%
Community Improvement, Capacity Building	532	38%
Diseases, Disorders, Medical Disciplines	274	38%
Medical Research	115	38%
Civil Rights, Social Action, Advocacy	384	35%
Employment, Job Related	291	34%
Youth Development	786	34%
Mental Health, Crisis Intervention	420	33%
Housing, Shelter	555	32%
Human Services	1,193	32%
Public Safety, Disaster Preparedness, Relief	121	32%
Animal Related	232	30%
Food, Agriculture, Nutrition	223	30%
Crime, Legal Related	112	27%

## Demand for Services

**Survey question:** “Did demand for your organization’s services increase, decrease, or stay about the same during the first nine months of this year compared to the first nine months of 2004?”

### Change in Demand for Services by Location

Region	No. of Responses	Demand Decreased	Demand Stayed about the Same	Demand Increased	Don't Know
<b>All Responses</b>	<b>4,280</b>	<b>5%</b>	<b>24%</b>	<b>70%</b>	<b>2%</b>
New England (CT, ME, MA, NH, RI, VT)	353	5%	25%	68%	2%
Mideast (DC, DE, MD, NJ, NY, PA)	933	5%	25%	69%	1%
Southeast (AL, AR, FL, GA, KY, LA, MS, NC, SC, TN, VA, WV)	741	4%	22%	73%	1%
Great Lakes (IL, IN, MI, OH, WI)	611	5%	22%	71%	1%
Plains (IA, KS, MN, MO, NE, ND, SD)	281	5%	19%	74%	2%
Rocky Mountains (CO, ID, MT, UT, WY)	161	6%	22%	71%	1%
Southwest (AZ, OK, NM, TX)	373	4%	25%	70%	1%
Far West (AK, CA, HI, NV, OR, WA)	765	6%	27%	64%	2%
No location given/ international	62	8%	18%	74%	0%

### Least to Most Increase in Demand for Services by Location

Region	No. of Responses	Demand Increased
Far West (AK, CA, HI, NV, OR, WA)	765	64%
New England (CT, ME, MA, NH, RI, VT)	353	68%
Mideast (DC, DE, MD, NJ, NY, PA)	933	69%
Southwest (AZ, OK, NM, TX)	373	70%
Great Lakes (IL, IN, MI, OH, WI)	611	71%
Rocky Mountains (CO, ID, MT, UT, WY)	161	71%
Southeast (AL, AR, FL, GA, KY, LA, MS, NC, SC, TN, VA, WV)	741	73%
Plains (IA, KS, MN, MO, NE, ND, SD)	281	74%

### Additional Information on Increased Demand for Services by Location

Region	No. of "Increased" Responses	Demand Increased Greatly	Demand Increased Modestly
<b>All Responses</b>	2,984	40%	60%
New England (CT, ME, MA, NH, RI, VT)	240	32%	68%
Mideast (DC, DE, MD, NJ, NY, PA)	644	40%	60%
Southeast (AL, AR, FL, GA, KY, LA, MS, NC, SC, TN, VA, WV)	542	43%	57%
Great Lakes (IL, IN, MI, OH, WI)	436	37%	63%
Plains (IA, KS, MN, MO, NE, ND, SD)	208	35%	65%
Rocky Mountains (CO, ID, MT, UT, WY)	115	52%	48%
Southwest (AZ, OK, NM, TX)	260	45%	55%
Far West (AK, CA, HI, NV, OR, WA)	493	39%	61%

### Change in Demand for Services Compared to Change in Contributions

Change in Contributions	No. of Responses	Demand Decreased	Demand Stayed about the Same	Demand Increased	Don't Know
<b>All contribution levels</b>	<b>4,280</b>	<b>5%</b>	<b>24%</b>	<b>70%</b>	<b>2%</b>
Contributions decreased	963	7%	26%	66%	1%
Contributions about the same	1,099	5%	30%	63%	1%
Contributions increased	2,082	4%	20%	75%	1%
Don't know about contribution levels/no answer	136	7%	18%	64%	11%

### More Information on Increased Demand for Services and Change in Contributions

Change in Contributions	No. of "Demand Increased" Responses	Demand Increased Greatly	Demand Increased Modestly
<b>All contribution levels</b>	<b>2,984</b>	<b>40%</b>	<b>60%</b>
Contributions decreased greatly	192	52%	48%
Contributions decreased modestly	442	36%	64%
Contributions about the same	696	32%	68%
Contributions increased modestly	1,253	41%	59%
Contributions increased greatly	314	53%	47%
Don't know about contributions/no answer	87	34%	66%

### Change in Demand for Services by Organization Size

Size (Based on Total Annual Expenditures)	No. of Responses	Demand Decreased	Demand Stayed about the Same	Demand Increased	Don't Know
<\$25,000	389	5%	32%	59%	4%
\$25,000-\$99,999	488	6%	26%	67%	2%
\$100,000-\$249,999	547	4%	25%	69%	1%
\$250,000-\$499,999	471	4%	19%	76%	1%
\$500,000-\$999,999	520	4%	23%	72%	1%
\$1 mil-\$4,999,999	1,019	5%	23%	71%	1%
\$5 mil-\$19,999,999	515	7%	22%	69%	2%
\$20 mil or more	282	4%	22%	72%	2%
Don't know/no answer	49	8%	18%	69%	4%

### Additional Information on Increased Demand for Services by Organization Size

Size (Based on Total Annual Expenditures)	No. of Responses	Demand Increased Greatly	Demand Increased Modestly
<\$25,000	228	37%	63%
\$25,000-\$99,999	325	42%	58%
\$100,000-\$249,999	378	40%	60%
\$250,000-\$499,999	360	41%	59%
\$500,000-\$999,999	376	38%	62%
\$1 mil-\$4,999,999	724	41%	59%
\$5 mil-\$19,999,999	356	38%	62%
\$20 mil or more	203	36%	64%
Don't know/no answer	34	53%	47%

### Change in Demand for Services by Subject Area

Subject Area*	No. of Responses	Demand Decreased	Demand Stayed about the Same	Demand Increased	Don't Know
Animal Related	233	6%	24%	68%	2%
Arts, Culture, Humanities	618	9%	30%	58%	2%
Civil Rights, Social Action, Advocacy	384	4%	18%	77%	2%
Community Improvement, Capacity Building	533	4%	20%	75%	1%
Crime, Legal Related	112	3%	20%	78%	0%
Diseases, Disorders, Medical Disciplines	275	3%	17%	79%	1%
Education	1,344	5%	23%	70%	1%
Employment, Job Related	293	4%	15%	80%	1%
Environmental Quality, Protection, Beautification	272	7%	22%	69%	2%
Food, Agriculture, Nutrition	223	3%	13%	83%	1%
Health—General, Rehabilitative	687	4%	20%	75%	2%
Housing, Shelter	556	3%	20%	76%	1%
Human Services	1,192	4%	18%	76%	2%
International, Foreign Affairs, National Security	113	2%	24%	73%	2%
Medical Research	115	4%	26%	67%	3%
Mental Health, Crisis Intervention	418	4%	16%	79%	1%
Mutual/Membership Benefit	49	12%	16%	71%	0%
Philanthropy, Voluntarism, Grantmaking Foundations	158	6%	28%	63%	3%
Public Safety, Disaster Preparedness, Relief	121	8%	18%	72%	2%
Public, Societal Benefit	341	4%	20%	74%	2%
Recreation, Sports, Leisure, Athletics	229	7%	22%	69%	2%
Religion	271	6%	25%	68%	2%
Science and Technology Research Institutes, Services	70	9%	26%	64%	1%
Social Science Research Institutes, Services	48	6%	25%	67%	2%
Unclassified	10	10%	10%	70%	10%
Youth Development	785	4%	18%	77%	2%

\*Participants could select more than one subject area

### Additional Information on Increased Demand for Services by Subject Area

Subject Area*	No. of “Increased” Responses	Demand Increased Greatly	Demand Increased Modestly
Animal Related	159	53%	47%
Arts, Culture, Humanities	361	26%	74%
Civil Rights, Social Action, Advocacy	295	50%	50%
Community Improvement, Capacity Building	401	53%	47%
Crime, Legal Related	87	46%	54%
Diseases, Disorders, Medical Disciplines	217	46%	54%
Education	939	38%	62%
Employment, Job Related	233	51%	49%
Environmental Quality, Protection, Beautification	187	42%	58%
Food, Agriculture, Nutrition	185	49%	51%
Health—General, Rehabilitative	512	45%	55%
Housing, Shelter	422	45%	55%
Human Services	907	43%	57%
International, Foreign Affairs, National Security	82	44%	56%
Medical Research	77	40%	60%
Mental Health, Crisis Intervention	331	45%	55%
Mutual/Membership Benefit	35	40%	60%
Philanthropy, Voluntarism, Grantmaking Foundations	100	45%	55%
Public Safety, Disaster Preparedness, Relief	87	46%	54%
Public, Societal Benefit	253	44%	56%
Recreation, Sports, Leisure, Athletics	159	38%	62%
Religion	183	37%	63%
Science and Technology Research Institutes, Services	45	47%	53%
Social Science Research Institutes, Services	32	44%	56%
Youth Development	605	43%	57%

\*Participants could select more than one subject area

## Grantmaking

**Survey question:** “Does your organization award grants?”

Total responses

- Yes 18%
- No 82%

### Additional Information on Grantmakers

Total responses

- Public charity 69%
- Private foundation/grantmaker 31%

**Survey question:** “Did the total amount of moneys your organization awarded increase, decrease, or stay about the same during the first nine months of this year compared to the first nine months of 2004?”

### Change in Grantmaking by Type of Organization

	No. of Responses	Amounts Awarded Decreased	Amounts Awarded Stayed about the Same	Amounts Awarded Increased	Don't Know
<b>All grantmakers</b>	<b>822</b>	<b>13%</b>	<b>38%</b>	<b>47%</b>	<b>2%</b>
Public charities	569	13%	37%	47%	3%
Private foundations/grantmakers	253	14%	39%	47%	1%

### Additional Information on Decreased Amounts Awarded

	No. of “Decreased” Responses	Amounts Awarded Decreased Greatly	Amounts Awarded Decreased Modestly
<b>All grantmakers</b>	<b>110</b>	<b>36%</b>	<b>64%</b>
Public charities	75	39%	61%
Private foundations/grantmakers	35	31%	69%

### Additional Information on Increased Amounts Awarded

	No. of “Increased” Responses	Amounts Awarded Increased Greatly	Amounts Awarded Increased Modestly
<b>All grantmakers</b>	<b>384</b>	<b>25%</b>	<b>75%</b>
Public charities	266	26%	74%
Private foundations/grantmakers	118	22%	78%

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

	No. of Responses	Applications Decreased	Applications stayed about the Same	Applications Increased	Don't Know
<b>All grantmakers</b>	<b>820</b>	<b>8%</b>	<b>42%</b>	<b>45%</b>	<b>5%</b>
Public charities	568	8%	41%	46%	5%
Private foundations/grantmakers	252	9%	43%	43%	4%

#### **Additional Information on Decreased Applications**

	No. of Responses	Applications Decreased Greatly	Applications Decreased Modestly
<b>All grantmakers</b>	<b>68</b>	<b>25%</b>	<b>75%</b>
Public charities	45	27%	73%
Private foundations/grantmakers	23	22%	78%

#### **Additional Information on Increased Applications**

	No. of Responses	Applications Increased Greatly	Applications Increased Modestly
<b>All grantmakers</b>	<b>372</b>	<b>29%</b>	<b>71%</b>
Public charities	263	31%	69%
Private foundations/grantmakers	109	26%	74%

## Respondents

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

Total number of responses	4,442
• Board Member/Board Director/Trustee	5%
• CEO/Executive Director/President	47%
• Chief Financial Officer/Organization Treasurer	11%
• Executive Officer (other than CEO/Executive Director/President or Chief Financial Officer/Organization Treasurer)	5%
• Communications	1%
• Development/Fundraising	18%
• Fiscal/Finance (other than Chief Financial Officer or Organization Treasurer)	4%
• Marketing	1%
• Other	4%
• Programs and Services	2%
• Publishing	0%*
• Technology	1%
• Volunteer	0%*

\* Proportion of respondents in this category less than 1%