

**STANFORD SOCIAL INNOVATION *review***

Foundations think they're doing the right thing by requiring grantees to partner. But here's what grantees say about the reality about partnerships.

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**May Question of the Month**

What kinds of articles or what topics would you like to see in the GuideStar Newsletter?

Share your answer

Attention Fundraisers

**From the President's Office**

Dear Friend:

The latest issue of *Nonprofit Quarterly* focuses on transparency and accountability. I was pleased to be asked to contribute to it and to comment specifically on IRS Form 990 and charity evaluators that rely solely on financial data to assess organizations' efficiency. I'd like to share some of those thoughts with you here:

GuideStar receives a lot of calls about organizations' IRS Form 990. Initially, many of the 990 calls had an indignant air to them: "How dare you take my 990 and post it to a public Web site for all to read?" Now the tide has turned. ... [Read more](#)

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**Essential Elements of Great Fund-raising**

*Mired in the details of fund-raising? This look at the bigger picture may help.*

As you prepare for a campaign, it's good to review some basic elements of fund-raising that we all need to recall from time to time. Even pro athletes go through basic training every year. So, no matter how many years you have been in the business, you should pause to remember the basics. ... [Read more](#)

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**Kintera FundWare** 2005 Nonprofit's Financial Success Kit Now Available. [CLICK HERE](#)

**Making Insurance Easier to Administer**

*Insurance—you need it, but dealing with it takes valuable time. There are ways to lessen that burden.*

A few months ago, we reviewed different insurance coverage issues for not-for-profits. How about the administrative burden insurance causes an organization? Here are some tips for making your insurance program easier to manage. ... [Read more](#)

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## True Sustainability: Developing Self-Sustaining Revenue Streams

*Revenue Ruling 2004-51 offers new possibilities for exempt organizations to partner with for-profit companies.*

One of the biggest challenges that nonprofits face is generating revenue for their vital missions. Because tax-exempt organizations cannot raise capital through traditional capital markets, they have tended to focus on donations as the sole or primary source of revenue and to ignore proactively pursuing capital. ... [Read more](#)

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## Donors and Deductions April Question of the Month Results

*It appears that charitable deductions have a significant impact on giving.*

Congress's renewed focus on charity reform has led some to revive proposals for extending charitable deductions to donors who cannot itemize on their federal income tax. With the April 15 deadline for individual filers approaching last month, we decided to find out whether the deduction affects giving. ... [Read more](#)

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### Stats of the Month

Number of tax-exempt organizations registered with the IRS:

**>1.5 million**

Number of IRS-registered nonprofits eligible to accept tax-deductible contributions:

**>1 million**

Source: April 2005 IRS Business Master File

Volume 5, Issue 5, May 2005

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