Late Summer/Fall
2018 Nonprofit Fundraising Study (NFS)

Charitable Receipts at Nonprofit Charitable Organizations in the first half of 2018 in the United States

A Study From

NRC
Acknowledgements

The Nonprofit Research Collaborative (NRC) thanks all respondents who took the survey in August and September 2018. Your willingness to share information about your organization makes it possible for this report to appear.

Members of the Nonprofit Research Collaborative are

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Nonprofit Research Collaborative

PowerPoint slides with the graphs are also available, at npresearch.org for a small fee.

Project management by

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WHAT WE STUDIED

The Nonprofit Research Collaborative (NRC) asks the same questions twice a year, and each time, adds question on a special topic. This report covers the survey that was in the field in September 2018.

**Regular questions ask participants to compare fundraising results with the prior year at the same time**

The NRC’s regular questions ask study participants to report their fundraising receipts compared with a year previously. For the survey we sent out in September 2018, we asked organizations about charitable receipts for January through June.

The regular questions asked about total fundraising receipts, whether the organization is on track to meet its fundraising goal, and whether receipts are increased, decreased, or the same by different fundraising approaches. The approaches ranged from major gifts and board giving to online giving and corporate funding.
STRONG RESULTS MID-YEAR SUGGEST A GOOD YEAR OVERALL

The NRC began its mid-year surveys in 2011. Consistently since then, the share of organizations with an increase in charitable revenue has been lower in summer than we see in the end-of-year survey conducted after December. The results for summer 2018 suggest that, even before any disaster relief giving that has occurred since September, 2018 will finish strong for charitable fundraising. These proportions are very similar to the results for mid-2017 and mid-2016.

*Nearly 6 in 10 organizations saw an increase in charitable revenue in the first half of 2018*
These proportions are very similar to the results for other mid-year surveys

Every NRC summer survey asks participants to compare charitable dollars received in January through June in this year with the amount received in the year before. On average, 54 percent of participants report increased charitable receipts at the mid-point of a year. For 2018, with 58 percent reporting growth, the result is above the trend average and close to results seen in 2013, 2015, and 2017.

Average of 54 percent see growth in charitable receipts at mid-year, 2012–2017

<table>
<thead>
<tr>
<th>Year</th>
<th>% with increased receipts Jan-June</th>
</tr>
</thead>
<tbody>
<tr>
<td>2012</td>
<td>46%</td>
</tr>
<tr>
<td>2013</td>
<td>58%</td>
</tr>
<tr>
<td>2014</td>
<td>52%</td>
</tr>
<tr>
<td>2015</td>
<td>59%</td>
</tr>
<tr>
<td>2016</td>
<td>49%</td>
</tr>
<tr>
<td>2017</td>
<td>57%</td>
</tr>
<tr>
<td>2018</td>
<td>58%</td>
</tr>
</tbody>
</table>

Historically, at mid-year a lower percentage report increased charitable revenue than we see by year-end

For every year since NRS began asking about mid-year results, the share of organizations with an increase in charitable revenue as of June has been lower than the percentage of organizations that report a growth in charitable revenue by December. The average gap is 7 percentage points for the period 2012 through 2017 although the range is from 4 points (2013) to 13 points (2014).
“Monthly projections have met and/or exceeded expectations on all major revenue lines and are trending towards meeting annual goal.”

Large Canadian Health Organization

“We did not see much of an increase ... but at least met the goals when many people are struggling to do so.”

Mid-sized Southern U.S. Human Services Agency

Mid-year results average 9 pts lower than year-end findings

Since 2011, year-end charitable receipts have increased at between 4% and 13% in more organizations than report growth mid-year. If this holds true for 2018, NRC estimates a robust year-end, with between 61% and 66% of organizations reporting increased charitable giving compared with 2017. This range does not include any adjustments for disaster relief giving.
Smallest organizations continued to struggle to increase charitable revenue

Fewer than half of the organizations with a budget of less than a million reported an increase in charitable revenue compared with a year ago. At these sample sizes, the difference between the smallest groups and all of the other groups is statistically significant. However, the differences between all of the other groups are not statistically significant.

![Graph showing increased, stayed the same, and decreased revenue for different budget ranges.]

NOTE: Size is based on budgeted expenditures, or budget, as reported on the survey. Annual expenses tend to be more stable than revenue, which fluctuates with major amounts received.

“Our fund raising goal for 2018 is DOUBLE what it was in 2017. To date, we are at 53% of our goal - and, typically, 60-70% of our annual revenue is received in the last quarter of the year. So, Lord willing, we will achieve our goal for 2018.”

Small, Midwestern U.S. Human Services Charity

“Most of our money comes in the last quarter of the year but we are moving forward with everything we planned and so far we are expecting to meet or exceed last year’s numbers.”

Small Western Public-Society Benefit Organization
There were no differences by region of the U.S. or between U.S. and Canada.

Across all four Census regions in the United States and compared with Canada, roughly equal shares of organizations reported receiving more charitable revenue compared with a year ago.
Half or more of organizations of all types except religion reported increased charitable revenue from January to June 2018.

Statistically, the percentages of organizations by subsector that reported increased charitable revenue are the same except for religion. However, the number of study participants from religious organizations is too low to draw a firm conclusion. The figure below shows only the organizations reporting an increase in charitable revenue.

Note: Results from fewer than 30 organizations should be used with caution.
Not all organizations seek to increase charitable revenue every year. Some end campaigns and lower their overall goals. Others might change fundraising tactics and adjust goals to reflect those shifts. For summer 2018, 75% of participating organizations reported being on track to meet their fundraising goal.

The share mid-year on-track to meet goal is very close to year-end result

In past years, the percentage reporting that they are “on-track” to meet their total fundraising goal is very close to the percentage that report actually meeting the goal once the year is ended. The NRC has tracked this for 2013 through 2017.

Among organizations that say they are not on track to meet goal, several mentioned staff turnover and others identified increased goals because of changes in government funding or other reductions in expected revenue (grants not received, events that generated less than planned, or board members giving less than projected).

“We have a very small staff and there isn’t one person dedicating all his/her time to fundraising.”

Small Northeastern U.S. Arts & Cultural Organization

“The financial fundraising objective has increased dramatically because of a government grant that requires matching”

Large Canadian Health Organization
Larger charities were more likely to be on track to meet goal than were the smallest organizations.

Perhaps because they have more resources available for fundraising, organizations with budgets of $1 million or more consistently report both increases in charitable revenue and are more likely than smaller organizations to be on track to meet fundraising goals.
Based on percentage on track to meet goals, the U.S. West led.

The result for the U.S. West is statistically significantly different from the U.S. Northeast and U.S. South. In the West, more organizations reported that they are on track to meet their goals. Canada’s result is consistent with the U.S.

<table>
<thead>
<tr>
<th>Region</th>
<th>Percentage</th>
<th>Count</th>
</tr>
</thead>
<tbody>
<tr>
<td>U.S. Northeast</td>
<td>63%</td>
<td>120</td>
</tr>
<tr>
<td>U.S. South</td>
<td>65%</td>
<td>204</td>
</tr>
<tr>
<td>U.S. Midwest</td>
<td>71%</td>
<td>157</td>
</tr>
<tr>
<td>U.S. West</td>
<td>76%</td>
<td>137</td>
</tr>
<tr>
<td>Canada</td>
<td>72%</td>
<td>79</td>
</tr>
</tbody>
</table>

More than 800 organizations provided data about being on goal. 644 also reported their region.
Arts organizations were most likely to be struggling to meet goal as of mid-2018

Just over 6 in 10 arts organizations (61%) said they were on track to meet their fiscal year 2018 fundraising goal, compared with the next-highest share of 69% of human services charities. This difference meets tests for statistical significance and is based on sample sizes above 30.

Note: Results from fewer than 30 organizations should be used with caution and are not included in statistical tests for significance.
RESULTS BY FUNDRAISING METHODS

The NRC survey asks each participant to report whether charitable revenue has increased, stayed the same, or decreased based on various approaches or fundraising strategies. For the summer 2018 survey, the questions were limited to nine possibilities, because several "technology aided" approaches were combined into "Online giving."

Charitable revenue from major gifts and online giving increased at half or more of the survey organizations.

Most organizations use a range of fundraising approaches. From January through June 2018, major gifts generated increased revenue at half of the responding charities. Online gift receipts rose at 52 percent. Event revenue and online giving increased at 47% and 48% of participating charities, respectively.

Distributions from donor-advised funds were added to the survey in summer 2018.

“Hurricane impact; fall appeal down”

Very large human services organization in the U.S. Southeast

“We've been in donor acquisition for the last 2 years and are seeing results from those efforts; we are also further segmenting our communications”

Small Southeastern U.S. education organization
Higher-dollar gifts grew at one-third to one-half of surveyed charities

Smaller gift methods yielded increased receipts at 4 in 10 charities or more

Institutional donors stayed steady or increased gifts at 8 of 10 charities
CONCLUSION

As of June 2018, fundraising in the United States seemed consistent with – even a little ahead of – prior mid-year studies. Three-quarters of organizations indicated they were on-track to meet fundraising goals for fiscal year 2018.

Major gift contributions rose at half of the organizations, and online giving receipts rose at 52 percent of participating organizations. Gift amounts received declined at minorities of organizations in all giving types, with events showing declines at more organizations than any other type of fundraising, at 22 percent.

This wave of the Nonprofit Fundraising Study is the first to ask about distributions from donor-advised funds (DAFs). Nearly 6 in 10 participating charities (59%) reported that DAF distributions from January to June 2018 matched those from the same period in 2017; 37 percent indicated that distributions from DAFs rose in 2018 compared to the first six months of 2017.

If historical patterns are followed, year-end results for 2018 are expected to be slightly higher than summer 2018 survey results.

METHODOLOGY

The survey invitation was sent by email and through social media postings beginning on August 21, 2018. The online-only questionnaire remained open through September 13. After removing duplicates and ineligible responses from countries other than the U.S. and Canada., Analysis is based on 753 total responses from the U.S. Some respondents did not answer all questions.

Invitations were sent by email and using social media to several distinct groups:

- Prior participants in NRC surveys
- Individuals who have signed up to receive communications from NRC (sign up is at www.npresearch.org)
- Members of the Association of Fundraising Professionals (AFP) located in the United States
- Members of the Association of Philanthropic Counsel and from them to their nonprofit clients
Email reminders were sent at least once, and sometimes twice, to people on the email lists. In addition, members of the NRC used notices in newsletters and via social media outlets to recruit additional survey participants.

The Summer 2018 Nonprofit Fundraising Survey received 753 non-duplicated responses from the United States. The sample is a convenience sample.

**ABOUT THE NONPROFIT RESEARCH COLLABORATIVE**

Several organizations formed the NRC. These entities have a decade or more of direct experience collecting information from nonprofits concerning charitable receipts, fundraising practices, and/or grantmaking activities.

- **Association of Fundraising Professionals** surveyed members for an annual state of fundraising study from 2002 through 2010.
- **Association of Philanthropic Counsel**, an international professional association of consultants whose members survey nonprofit organizations as part of their services.
- **CFRE International** encourages research that helps fundraising professional achieve the highest standards of professional competence and ethical practice.
- Giving USA Foundation has published the *Giving USA Annual Report on Philanthropy* for more than 60 years.
- The **National Association of Charitable Gift Planners** conducts research, education, advocacy, community dialogue and the setting of standards and best practices in philanthropic planning.

The collaborative effort reduces the burden on charities, which receive fewer requests for survey participation.

Reports and other information from the NRC appear at www.npresearch.org.

The Nonprofit Research Collaborative (NRC) conducts surveys twice a year. Melissa S. Brown & Associates manages the NRC. She can be reached at Melissa@NPResearch.org or at 530-690-5746.
Thank you for taking 5 to 10 minutes to share your perspective about charitable giving. We have just a few questions about charitable receipts and then some questions about how fundraising managers help develop the skills and confidence of members of their team.

Every question on fundraising or about giving has an option for "Don't Know." Please do your best to complete the survey.

Even if you skip some questions, please click through to the demographics section. Having data about differences by size of organization and region of the country is especially important, and those questions are near the end.

The survey will be open through **October 10, 2018**. If you have questions, please contact Melissa Brown at Melissa@NPResearch.org or at 530-690-5746.
The first 20 respondents with complete responses will receive a $15 Amazon gift card (by email).

The survey must be completed to qualify for this incentive. A complete survey has a usable (meaningful) response for every numbered question and is submitted when you click "Done" at the end.

1. Yes, I will complete the survey to be eligible for a $15 Amazon gift card! Here is my email address.
What Best Describes Your Organization?

We will not reveal your name or your organization’s name in reports or publications. The report will be released in Fall 2018. You can add your name to the mailing list to receive it. That option is at the end of the survey.

* 2. Which best describes your organization?

- U.S. 501(c)(3) organization: Charity, educational, or religious
- Canadian registered charity: Organizations running programs that meet the charitable activities as outlined by the Canada Revenue Agency’s Charities Directorate
- Charitable entity registered in the U.S. and Canada
- 501(c)(3) private foundation (U.S.)
- Canadian foundation: A type of registered charity that primarily exists to distribute funds to qualified donees
- Other charitable organization (other than 501(c)(3) categories in US; nonprofit corporation in Canada): This can include congregations, new charities, or government-supported organizations in the U.S. such as universities, parks departments, public hospitals, etc.
- Consulting firm
- I am not associated with a charitable organization
- Other Please specify in the text box below
3. If you can answer questions about a specific charity, either as a volunteer or board member, please continue. This survey asks about funds raised compared with last year at this time. Please indicate the correct answer for you.

- Yes, I can answer for a charity and will select one charity to use throughout the rest of the survey.
- No, I cannot really answer these types of questions.
In this section, there are several questions about your organization's fundraising totals to date in 2018 and how they compare with 2017.

Please read the questions carefully and respond on behalf of your organization.

* 4. How have your organization's gross dollars raised from all philanthropic sources changed when comparing January to June in 2018 with January to June in 2017?
   - Dollars received decreased
   - Dollars received stayed the same
   - Dollars received increased
   - I don't know
5. Based on the most currently available information, is your organization on track to meet fundraising goals for the year (or fiscal year) ending in 2018?

Note that for some organizations, this fiscal year may have already closed (e.g., if fiscal year was July 2017-June 2018). For others, it is now underway (e.g., if fiscal year is October 2017-September 2018, or calendar year January-December 2018).

- Yes
- No
- We do not have a fundraising dollar goal
- I don't know

6. Explain why you are/are not on track to meet fundraising goals for the fiscal year ending in 2018.

7. Is there anything else significant about funds received this year that would help us understand your organization’s challenges or success?
8. For each fundraising method listed, please indicate how the amount received to date in 2018 is different from 2017.

<table>
<thead>
<tr>
<th>Method</th>
<th>Amount is up</th>
<th>Amount is the same</th>
<th>Amount is down</th>
<th>Don't know/Doesn't apply - We do not use/Cannot compare</th>
</tr>
</thead>
<tbody>
<tr>
<td>Board giving</td>
<td></td>
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<td></td>
</tr>
<tr>
<td>Major gifts</td>
<td></td>
<td></td>
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</tr>
<tr>
<td>Distributions from Donor-Advised Funds</td>
<td></td>
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</tr>
<tr>
<td>Foundation grants</td>
<td></td>
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<tr>
<td>Support from corporations</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Support from other charities (United Ways, congreations, clubs)</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Bequests/Estates ($ received)</td>
<td></td>
<td></td>
<td></td>
<td></td>
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<tr>
<td>New planned gift commitments (# received, not $)</td>
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<td></td>
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</tbody>
</table>
9. For each fundraising method listed, please indicate how the amount received to date in 2018 is different from 2017.

<table>
<thead>
<tr>
<th>Method</th>
<th>Amount is up</th>
<th>Amount is the same</th>
<th>Amount is down</th>
<th>Don't know Doesn't apply - We do not use - Cannot compare</th>
</tr>
</thead>
<tbody>
<tr>
<td>Direct mail</td>
<td></td>
<td></td>
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<td></td>
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<tr>
<td>Special event(s)</td>
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<tr>
<td>Cash gifts (e.g., offering plate, box or jar)</td>
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<tr>
<td>Online giving (anything that fits for your organization)</td>
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</tbody>
</table>

Thank you! Your answers help a lot.

Next up, questions about how your organization is preparing for a future “hand off” in fundraising leadership.
10. Are you the person "most in charge" of fundraising in your organization? The Chief Development Officer, or CEO with fundraising responsibility, or possibly even the only person with fundraising responsibility?

- Yes
- No
- I'm not sure
- Doesn't apply or I don't know
11. Indicate whether the following apply to you or not.

<table>
<thead>
<tr>
<th>Description</th>
<th>Yes</th>
<th>No</th>
<th>Not sure</th>
<th>N/A</th>
</tr>
</thead>
<tbody>
<tr>
<td>10 or more years of experience in fundraising</td>
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<tr>
<td>Over age 50</td>
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<tr>
<td>Female</td>
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<tr>
<td>Report to Executive Director or CEO</td>
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<tr>
<td>You are ED or CEO</td>
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<tr>
<td>Has job duties other than fundraising/advancement</td>
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<tr>
<td>Engage or strive to engage board members in fundraising</td>
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<tr>
<td>Link fundraising goals to organization's strategic plan</td>
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<tr>
<td>(choose N/A if no strategic plan)</td>
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<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Other (please specify)</td>
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</tr>
</tbody>
</table>

12. Select the best option for how frequently you are able to do the following at your current job.

<table>
<thead>
<tr>
<th>Task</th>
<th>Yes, consistently</th>
<th>Sometimes but not consistently</th>
<th>Once in awhile</th>
<th>No, never</th>
<th>Doesn't apply</th>
</tr>
</thead>
<tbody>
<tr>
<td>Mentor colleagues in the organization</td>
<td></td>
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<tr>
<td>Provide time for training of fundraising staff</td>
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<tr>
<td>Advocate for budget to train fundraising staff</td>
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<tr>
<td>Support professional memberships like AFP for colleagues</td>
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<tr>
<td>Offer advancing responsibilities to staff who stay in fundraising</td>
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</tr>
</tbody>
</table>
13. And for these.

<table>
<thead>
<tr>
<th>Issue</th>
<th>Yes, consistently</th>
<th>Sometimes but not consistently</th>
<th>Once in awhile</th>
<th>No, never</th>
<th>Does not apply</th>
</tr>
</thead>
<tbody>
<tr>
<td>Actively recruit for diverse talents on team</td>
<td></td>
<td></td>
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<tr>
<td>Seeks staff member to reflect demographics of community or region</td>
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<tr>
<td>Use team, matrix, or other collaborative--not hierarchical--management style</td>
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<tr>
<td>Consider stewardship an important aspect of fundraising</td>
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<tr>
<td>Make time to review and assess fundraising practices and results</td>
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</tbody>
</table>
14. Think about the paid personnel heading fundraising, advancement, or development at your organization. Then think about the person "most in charge." The title might be Senior VP, Director, or something else. Then select the best answers for that individual.

<table>
<thead>
<tr>
<th>Description</th>
<th>Yes</th>
<th>No</th>
<th>Not sure</th>
<th>Doesn't apply</th>
</tr>
</thead>
<tbody>
<tr>
<td>Has 10 or more years of experience in fundraising</td>
<td></td>
<td></td>
<td></td>
<td></td>
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<tr>
<td>Is over age 50</td>
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<tr>
<td>Is female</td>
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<tr>
<td>Reports to Executive Director or CEO</td>
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<td>Engages or strives to engage board members in fundraising</td>
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<tr>
<td>Links fundraising goals to organization's strategic plan</td>
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<tr>
<td>Other (please specify)</td>
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</tbody>
</table>

15. Still thinking about that individual, select the best option for the behaviors below.

<table>
<thead>
<tr>
<th>Behavior</th>
<th>Yes, consistently</th>
<th>Sometimes but not consistently</th>
<th>Once in awhile</th>
<th>No, never</th>
<th>Doesn't apply</th>
</tr>
</thead>
<tbody>
<tr>
<td>Mentors colleagues in the organization</td>
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<tr>
<td>Provides time for training of fundraising staff</td>
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<td></td>
<td></td>
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<tr>
<td>Advocates for budget to train fundraising staff</td>
<td></td>
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</tr>
<tr>
<td>Supports professional memberships like AFP for colleagues</td>
<td></td>
<td></td>
<td></td>
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<td></td>
</tr>
<tr>
<td>Offers advancing responsibilities to staff who stay in fundraising</td>
<td></td>
<td></td>
<td></td>
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<td></td>
</tr>
</tbody>
</table>
16. And for these.

<table>
<thead>
<tr>
<th></th>
<th>Yes, consistently</th>
<th>Sometimes but not consistently</th>
<th>Once in awhile</th>
<th>No, never</th>
<th>Doesn't apply</th>
</tr>
</thead>
<tbody>
<tr>
<td>Actively recruits for diverse talents on team</td>
<td>○</td>
<td>○</td>
<td>○</td>
<td>○</td>
<td>○</td>
</tr>
<tr>
<td>Seeks staff members to reflect demographics of community or region</td>
<td>○</td>
<td>○</td>
<td>○</td>
<td>○</td>
<td>○</td>
</tr>
<tr>
<td>Uses team, matrix, or other collaborative--not hierarchical--management style</td>
<td>○</td>
<td>○</td>
<td>○</td>
<td>○</td>
<td>○</td>
</tr>
<tr>
<td>Considers stewardship an important aspect of fundraising</td>
<td>○</td>
<td>○</td>
<td>○</td>
<td>○</td>
<td>○</td>
</tr>
<tr>
<td>Makes time to review and assess fundraising practices and results</td>
<td>○</td>
<td>○</td>
<td>○</td>
<td>○</td>
<td>○</td>
</tr>
</tbody>
</table>
17. What approaches, if any, does your organization take to prepare staff members for leadership as fundraisers? Pick all that apply.

- [ ] AFP memberships
- [ ] Other membership associations
- [ ] Continuing education opportunities
- [ ] Formal mentors (designated with specific expectations)
- [ ] Progressively more challenging responsibilities
- [ ] Opportunities to work on projects with board members
- [ ] Other (please specify)
18. If you have an example of good leadership for the "next generation" of leaders in fundraising, please share the story here. This could be from any point in your career.

That's it for this section.

The next bit is really easy. It is about you and your organization. These questions are some of the most important because people want to know how results differ by type of charity, by budget available, and by region.

Hang in there, less than 60 seconds to go.
All survey responses are confidential. We use this information only if we have responses from the same organization.

19. Which of the following best describes the area within the organization where you work or volunteer?
   - [ ] Accounting or Finance
   - [ ] Communications/Marketing
   - [ ] Development/Fundraising
   - [ ] Executive Management
   - [ ] Information Systems/Technology
   - [ ] General Administration/Operations
   - [ ] Program/Service Delivery
   - [ ] Volunteer
   - [ ] Other Please specify in the text box below

* 20. What is the name and ZIP or postal code of the main office of your organization? Please note that all responses are kept confidential, and this is only for coding purposes.

  Organization Name
  
  ZIP/Postal Code
* 21. What is the main subject category in which your organization works?

- Arts, Culture or Humanities
- **Citizenship/Civic Improvement** includes voter registration, civil rights advocacy, community or economic development, veterans not related specifically to health or human services, and mutual benefit organizations
- **Education** includes preschool, K-12, higher education, libraries, tutoring programs, vocational education
- **Environment or Animal Welfare** includes zoos and aquaria, conservation or habitat preservation, humane societies, advocacy on behalf of animals or the environment
- **Health** includes providing care, research focused on health or disease, and support and advocacy for people living with health-related conditions. Includes mental health, dental or oral health
- **Human Services** includes youth development, senior services not focused on health, helping to meet basic needs such as for housing, food, or employment services, legal aid, general social services, sports and recreation. Also includes disaster preparedness or response
- **International Aid, Relief, Development**
- **Philanthropy, Fundraising, Volunteerism, or Grantmaking** includes community foundations, independent sponsors of donor advised funds, United Ways, Jewish Federations, volunteer matching services, etc.
- **Religion** includes houses of worship, media ministries, organizing bodies of faith groups (synod, diocese, etc.)
- **Scientific or Social Science Research**
- I don't know
- **Other** Please specify in the text box below

[Text box for Other option]
22. Referencing the map below, please indicate in which region your organization's main office is located.

- [ ] Northeastern U.S.
- [ ] Southern U.S.
- [ ] Midwestern U.S.
- [ ] Western U.S.
- [ ] Canada
**23. What was your organization's annual operating budget in FY2018?**

- Less than $25,000
- $25,000 - $99,999
- $100,000 - $249,999
- $250,000 - $499,999
- $500,000 - $999,999
- $1,000,000 - $2.99 million
- $3,000,000 - $4.99 million
- $5,000,000 - $9.99 million
- $10,000,000 - $49.99 million
- $50,000,000 - $75 million
- More than $75 million
- I don't know
- Other Please specify in the text box below
* 24. Which range reflects the amount of philanthropic support your organization seeks to raise in the fiscal year that ends in 2018?

- $1 - $99,999
- $100,000 - $249,999
- $250,000 - $499,999
- $500,000 - $999,999
- $1,000,000 - $2.99 million
- $3,000,000 - $4.99 million
- $5,000,000 - $9.99 million
- $10,000,000 - $49.99 million
- More than $50 million
- I don't know
- Other Please specify in the text box below

[Text box for additional information]
Thank you for completing the questions in this study!

When you click "Done," you will be able to preview of the survey results.

After you click "Done" at the bottom of the preview, you will be directed to the OPTIONAL sign-up page for the Nonprofit Research Collaborative mailing list. Do this to receive an announcement when the report is released. This is a separate entry from any email you provided at the beginning of the study for the incentive.