



Philanthropy on Nantucket

Insight into Trends in Giving on Nantucket, and Political and Economic Influence over
Donations

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Abstract

The purpose of the project was to identify and report trends in donations and awareness of nonprofit organizations on Nantucket to changes in charitable donation tax incentives. The team completed these objectives through analyzing survey data, conducting interviews, and organizing public information to report on trends in giving, analytics of nonprofit growth, and organizational sentiment on effects of proposed tax code changes.

Executive Summary

In 2012 charitable organizations in the US collected more than \$316.23 Billion, representing 7% of the total wealth in the country. This level of giving was aided, in part, by the US government, in 2001, removing certain restrictions on the level of giving to charitable organizations that was tax deductible. However, for 2013 the deduction limitation was reinstated, which will likely lead to a decline in charitable giving. Charities are worried that the reinstatement of the charitable deduction limitation will result in a decrease in donations.

Organizations have expressed concern about the reduction in philanthropic giving, and have sought additional information and support. Support came in the form of studies done in various parts of the country, which have reported the trends in donations to their respective regions and the influence that proposed tax code changes will have. For example, there were two studies done in 2012, one in Ohio and the other in Oregon that mapped philanthropic giving in the two states.

Nantucket is a small island with 110 philanthropies, with gross receipts of donations to these organizations over \$104 Million in 2012. One of the relatively new Nantucket organizations is the Community Foundation for Nantucket (CFNan), founded in 2006. The mission of CFNan is “To enhance the quality of life in the Nantucket community by using a variety of funds entrusted to its stewardship to address community problems and opportunities”. Inspired by the Ohio and Oregon studies, the Community Foundation charged the WPI team to create a database of trends in donations to the Nantucket nonprofit organizations.

The purpose of this project was to understand trends in donations and awareness of organizations on Nantucket to charitable giving tax code changes. To gain a better understanding of nonprofit organizations on Nantucket, the team analyzed the past and present state of expenses and donations of organizations. The team also mapped

awareness of proposals to the tax code and sentiment from organizations on whether or not they will be affected by tax code changes.

The first objective of the project was to develop a detailed database to study donation trends to Nantucket nonprofit organizations in 2010, 2011, and 2012. The local Nantucket charities received the CFNan Survey from the Community Foundation regarding the project in April of 2013.

After filling out the CFNan Survey, organizations reported issues about how long it took to complete the survey and how the definitions of donation sources were confusing. The time required to fill out the survey ranged from 4 hours all the way to 120 hours, depending on the size and set-up of the organizations. Another problem with the CFNan Survey was a lack of consistency in data received. Some organizations supplied all of the data requested, while other organizations omitted some information. For example, twenty percent of the surveys did not report the number of donations when requested.

The analytics extracted from the database of CFNan Survey results introduced many different statistics that revealed island trends and trends in different types of organizations. One statistic calculated was the Expense to Donation Revenue Percentage (EDRP) which displays abridged cash flow information from the organizations. After reviewing the EDRPs of the 20 organizations, 7 had EDRPs less than 100% and were unable to cover all of their operating costs through donations alone. In order to clarify and ensure that the data received from the CFNan Survey was accurate we interviewed directors from NPOs that replied to the survey. We attempted to interview all 20 respondents to the CFNan Survey particularly focusing on the 7 nonprofits with an EDRP of less than 100% and any organization that did not fully complete the survey.

The analyses of the nonprofit organizations were grouped into different categories for comparisons. All of the organizations' analyses were combined for an island-wide category. Groupings were then made by budget class. Class A organizations' expenses were less than \$50,000, Class B expenses were between \$50,000 and \$250,000, and Class

C expenses were greater than \$250,000. Organizations were also grouped into their respective sector, as defined by the Community Foundation for Nantucket.

Public data, collected by the group through 990 forms, projected that Nantucket NPOs had increased their revenue by over 30% between 2010 and 2012. Additionally, the Average Revenue Growth Percentage (ARGP) by organizations surveyed showed an 11.45% increase from 2010 to 2011 and a 31.45% increase from 2011 to 2012. The team observed that single organizations could skew the ARGP for one year, due to capital campaigns or large appeals. For example, the ARGP for 2012 would decrease to 1.37% if the organization with the highest RGP was removed from the calculation. When we further examined the data, we found that the GRP of most organizations underperformed nominal donation amount changes when outlying data sets were removed.

During the interviews for the CFNan Survey the group collected additional information on how aware the leaders of organizations were of the impending tax code changes, how they felt the changes would affect their donations, and how they thought donations to all the island philanthropies would change. The group scaled the answers from these questions to quantify the sentiment of interviewees, referred to as the Sentiment Survey. The Sentiment Survey results identified the need for the directors of organizations to have greater awareness of policy changes. Organizations' staffs should all take possible tax policy changes more seriously. Even though nearly 55% of participants believed their organization would not be affected by policy changes, 63% of participants felt changes to the charitable deduction would affect giving to on-island organizations in at least some way. This is a case of blissful ignorance, where those interviewed felt like there will be implications of charitable deduction policy change, but it would not affect them.

The team had many issues with their sample sizes throughout the project. Out of the 110 philanthropic organizations identified by the Community Foundation for Nantucket, and of the 85 that were invited the survey, only 20 responses were recorded. Similar issues presented themselves when collecting publicly available information by requesting 990 tax forms. When using Guidestar, an online NPO database, 53 forms were available for

2010, 50 for 2011, and 11 in 2012. Only 10% of philanthropies on Nantucket responded for interviews on the Sentiment Survey. These small sample sizes could have a large impact on our results. However, data was still collected for all of the sectors, in every year, and produced conclusive meaningful results that identify important information on the state of philanthropies on Nantucket.

This project was meant by the sponsor and the team to be a first look into the state of philanthropic giving on Nantucket, and provide a basis for future projects to continually build a more robust database. In future years, teams should collect data from the same three years to increase the sample size and discount outlying data trends before moving forward. We also recommend that nonprofits' leaders educate themselves to become aware of how pending charitable donation deduction policy changes will affect giving across the country.

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1.0 Introduction

In 2012 charitable organizations in the US collected more than \$316.23 Billion, representing 7% of the total wealth in the country (National Philanthropic Trust, 2012). This level of giving was aided, in part, by the US government, in 2001, removing certain restrictions on the level of giving to charitable organizations that was tax deductible. However, for 2013 the deduction limitation was reinstated which will likely lead to a decline in charitable giving. This change in the law related to charitable deductions may dissuade wealthy Americans from making charitable donations because of the reduced ability to deduct donations from income taxes. Charities are worried that the reinstatement of the charitable deduction limitation will result in a decrease in donations. The worry that charities have expressed has resulted in support from local and state level organizations.

Charities received support in the form of studies done in various parts of the country, which have reported the influence the proposed tax code changes will have. One such study on the impact of the changes was done in Ohio, titled “Ohio Gives”. The study documented results of interviews conducted with individual givers about how they would change their giving practices. However, the study only covered Ohio and did not consider the organizations’ standpoint or awareness of the tax code implications.

Nantucket has 10 times more organizations per square mile than the national average in 2012.¹ The gross receipts of donations to these organizations total over \$104 Million in 2012 (NCCS, 2013). However, a comprehensive study of the 110 charitable organizations on island and their donation revenue streams has never been produced.

The Community Foundation for Nantucket (CFNan) was founded in 2006. The mission of CFNan is “To enhance the quality of life in the Nantucket community by using a variety of funds entrusted to its stewardship to address community problems and

¹1,081,891 organizations and 3,794,101 sq. mi. in the US, and 110 organizations on 47.8 sq. mi. on Nantucket (CIA, 2013; IRS, 2013; CFNan, 2013; nantucket-ma.gov, 2013)

opportunities” (CFNan, 2013). With the trust the organization has gained from the community, CFNan took initiative to collect financial data of Nantucket NPOs in order to help develop a full understanding of the types, level, statistics and other aspects of charitable giving on Nantucket.

This purpose of this project is to produce a comprehensive study on the state of donations received by nonprofit organizations on Nantucket and gain an understanding of the awareness of the organizations to charitable giving tax code changes. The Community Foundation for Nantucket can then utilize this information by educating Nantucket nonprofit organizations on charitable giving tax code changes and the effect the changes may have on donations.

2.0 Background

2.1 Philanthropy

2.1.1 What is Philanthropy?

The Merriam Webster dictionary defines Philanthropy as the practice of giving money and time to help make life better for other people. The origin of the word Philanthropy stems from the Greek words “philos” and “anthropos”, respectively meaning love and humanity. The Ancient Greeks believed in the idea of living like the titan Prometheus who was a “philanthropos tropos” or “humanity-loving character” (Philanthropy Rediscovered, 2008). Throughout time this idea became more than just a notion; it became an actual practice of people giving back to the community. In 2011 US philanthropies alone raised 135.8 Billion dollars (The Chronicle of Philanthropy, 2012).

Philanthropy is often mistaken for charity. Charity is the act of giving to someone in need whereas philanthropy is taking care of the problem at the source. Consider the example of a homeless person in need of money for food. The charitable option is to give money to this individual, while the philanthropic approach would support an organization that seeks to eliminate homelessness and hunger.

2.1.2 Nonprofit Organizations

Organization Classifications

A nonprofit organization is legally exempt from taxes. These organizations were referred to as nonprofits because the organization itself cannot make a profit. Funds cannot be given to stakeholders; funds can however be used to further the development of the organization or granted to another organization. Distribution of money that constitutes development would be giving reasonable salaries to employees or directors and members of such organizations.

The four largest different groups of nonprofits identified in the Federal Tax code in sections 501(c) (3), (4), (6) and (7). These four sections each describe very different types

of organizations that have very specific standards that the IRS requires these organizations to uphold a tax exempt status (Nonprofit organizations: An Overview, 2012).

In 2012 there were 1,081,891 nonprofit organizations that fell under section 501(c) (3) of the tax code (I.R.S., 2013a). By law 501(c) (3) organizations must use their assets for charitable reasons and it must not be politically affiliated. An advantage for these organizations is that in addition to being exempt from federal and state taxes, the donations and contributions given to the organization are also tax exempt (I.R.S. , 2013b).

In 2012 there were 93,142 501(c) (4) organizations, making this group the second largest group of nonprofits (I.R.S., 2013a). The IRS is less strict about where 510(c) (4)'s distribute funds. Funds of 501(c) (4) organizations do not have to be disbursed into the community. Tax deductions may still be allowed if funds of the organization are used for charitable causes. The classes of organizations that fall under this section of the law includes social welfare organizations, homeowners and tenants associations, veterans' organizations and organizations supported by the government (Reilly, Hull, Allen, 2003a).

The next largest group of nonprofits is 501(c) (6) organizations, numbering 69,198 organizations in 2012 (I.R.S., 2013a). A common organization that falls under this section is a Chamber of Commerce. Organizations under this section of law have a common business interest, but the organization must not be for profit. Section 501(c) (6) establishments are not held to such high and stringent standards as 501(c) (3)'s so the donations given to such organizations are non-tax-deductible, but the organization itself is still exempt from federal taxes (Reilly, Hull, Allen, 2003b).

The fourth largest section of the nonprofit groupings is 501(c) (7) organizations, which have the least stringent regulations of all of the sections. In 2012, there were 56,880 501(c) (7) organizations (I.R.S., 2013a). This classification is for social clubs such as

fraternities, sororities, country clubs, recreational clubs and other similar clubs. Organizations like these are considered tax exempt like the other three types of nonprofits, but donations are not deductible as charitable donations (I.R.S., 2013c).

Organization Sectors

Nonprofit organizations are categorized into different sectors to help identify different categories of NPOs. At a federal or state level, a breakdown of different sectors of NPOs does not exist. Organizations are unofficially deemed a sector in each community because each community categorizes the sectors differently. The Community Foundation of Nantucket defines the sectors of Nantucket as the following²:

- Arts and Culture
- Care for Animals
- Conservation, Preservation, Environment and Science
- Education
- Health and Human Services
- Philanthropy, Volunteerism, Grantmaking and Community Improvement
- Recreation, Sports, and Youth Development
- Religious Affiliations and Cemetery Associations

2.1.3 The Impact of Philanthropy in the United States

Every year Giving USA summarized charitable giving in the United States. The following tables of data show the general United States statistics, sources of charitable giving and charitable giving by organization sectors.

²The Organization Database can be found here: <http://cfnan.org/FindNonprofit.php>

Table 2.1: General Statistics of the US in 2012

| Statistic | United States Data |
|-----------------------------------|-------------------------------------|
| Tax Exempt Organizations | 1,484,818 (I.R.S. , 2013a) |
| Charitable Donations given | \$316.23 Billion (Giving USA, 2013) |

Table 2.2: Sources of Charitable Giving in 2012 in the US

| | Amount | Percent of National Giving |
|-------------------------------|------------------|-----------------------------------|
| Giving by Individuals | \$228.93 Billion | 72% |
| Giving by Foundations | \$45.74 Billion | 15% |
| Giving by Bequests | \$23.41 Billion | 7% |
| Giving by Corporations | \$18.15 Billion | 6% |

These are the sectors reported in the Giving USA report that are comparable to that of Nantucket. The sectors listed below account for 82% of all charitable giving in the US.

Table 2.3: Giving by sectors in 2012 in the US

| Sector | Amount | Percent of National Giving |
|-------------------------------------|------------------|-----------------------------------|
| Religion | \$101.54 Billion | 32% |
| Education | \$41.33 Billion | 13% |
| Human Services | \$40.40 Billion | 13% |
| Health | \$28.12 Billion | 9% |
| Public-society benefit | \$21.63 Billion | 7% |
| Arts, Culture and Humanities | \$14.44 Billion | 5% |
| Environment/Animals | \$8.30 Billion | 3% |

All data in the tables above was taken from the Giving USA 2013 Highlights PDF.

2.1.4 Controversy over Philanthropic Organizations

Although all philanthropic institutions claim to stand to help the community, occasionally controversy arises on their necessity or ethical conduct. On October 26, 2013 the Washington Post published an investigative piece that revealed how members of certain organizations were able to embezzle a “significant divergence” of assets. The authors of the article examined the public tax forms for over 1,000 nonprofit organizations and found many instances where organizations claimed a “significant divergence” of assets defined to be more than \$250,000 or 5% of gross receipts or total assets. In 2009 the IRS reported 285 diversions totaling over \$170 million (Keating, Jenkins, 2013). While this is only a small fraction of the total amount collected and distributed by nonprofits, outlying data can still influence policy makers when deciding the future support of the Charitable Deduction, for example if the nonprofit industry cannot be held accountable, policy makers may not be inclined to bolster nonprofit organizations’ revenues through extending tax cuts.

2.2 Community Foundations

Community foundations define themselves as tax-exempt, public charity organizations serving people who aspire to improve the quality of life in local communities. They work with both donors and nonprofit organizations to solicit donations and to allocate funds to other nonprofits. Nearly 100 years ago Frederick Goff founded the Cleveland Foundation in 1914 (Hoyt, 1996). Goff took the Cleveland Trust Company, which controlled a few charitable trusts but struggled to hand out grants efficiently, and combined it with a committee to determine the grant recipients to create a basic model for a community foundation. Other cities later adopted Goff’s model. Now, there are 750 community foundations across the nation (The Foundation Center, 2013).

A community foundation has to be both an organization under state law and a charity under Section 501 (c) (3) of the Internal Revenue Code. Section 501 (c) (3) states that a

community foundation's activities must be primarily "charitable". Community foundations also have to pass organizational and operational tests. The organizational test requires that a community foundation's organizational documents state that it operates exclusively for charitable purposes and, if the community foundation would dissipate, the assets would be disbursed to another public charity. The operational tests prove that the community foundation's activities are primarily charitable, but not completely exclusive to leave a little room for some lobbying when needed. Community foundations have regulations against private inurement, as a commercial enterprise, but prohibited from participating in political campaigns (Hoyt, 1996).

Money given to community foundations is categorized into four different categories:

- The community foundation assigns purposes to unrestricted funds.
- A designated fund must go to the public charity named by the donor.
- A field of interest fund, similar, to a designated fund, can go to any charity with a designated purpose.
- An advised fund, where the donor can advise the community foundation where to distribute the money, ultimately the community foundation makes the decision where to allocate funds.

However, the donor still has the right to choose the type of fund after consulting with the community foundation (Hoyt, 1996).

2.3 Tax Code

2.3.1 2012 Charitable Giving Tax Code

During the time George W. Bush served as the President, Congress enacted changes to the tax code which he believed would promote economic growth in the United States. Part of the Bush tax cuts included the suspension of the Pease deduction limitations (Tax Policy Center, 2011). The Pease Limitation on Itemized Deductions was instated in 1990 and lasted until 2001 when President Bush suspended it until 1/1/2012. The Pease Limitation states that if a taxpayer's, or married couple's, adjusted gross income (AGI) is

above a certain threshold, either 3% of the AGI or 80% of the total of individual deductions would be subtracted from the total donated amount. The adjustment of either 3% of income or 80% of deductions is chosen by whichever of the two amounts is less. The absence of this limitation through the 2012 tax code made charitable donations appealing so taxpayers could minimize their taxable income.³

2.3.2 Automatic Changes for 2013 Charitable Giving Tax Code

When the Bush tax cuts were set to expire in the beginning of 2013, President Obama decided to continue the tax cuts with some alterations to the previous code. In 2013, the Pease limitations were reinstated with a higher adjusted gross income (AGI) cap, so now the minimum income for a couple to be affected by the Pease adjustment is \$300,000 and individuals with an AGI of over \$250,000 (Armstrong, 2013). The minimum level has been raised from the original floor of \$250,000 from 1990. This 20% percent change in the floor, outpaces the 9.6% rise in median income between 1990 and 2013 (NCES, 2010; US Census, 2013). What this means is that a family with an income of \$300,000 could make a charitable donation of \$1,000 and deduct 50% of the nominal amount, while for 2013, the family could only deduct \$200 = \$1000 - \$1,000 * 80%. With this lessened deduction for giving, families that donated for the tax break are disincentivized to continue giving.

2.3.3 Proposed Charitable Deduction Changes

President Obama faced strong budgeting pressure in the beginning of 2013 while trying to limit the government spending deficit, which motivated the changes in the tax code. The Federal Government faced its legal debt limit, and there were two partial solutions put in place at that time which would allow for the continuous operation of the government. The first was extension and modification of Bush era tax cuts, and the second solution to lift the debt ceiling, which was passed by Congress and the Senate.

³ For more information on itemized Tax Deductions please visit:
<http://www.investopedia.com/articles/tax/10/itemized-deductions.asp>

These proposed changes generated \$12 billion. NPO's received \$316.23 Billion in 2012, and a result of eliminating the tax incentives for donating, donations would drop 40% (Vorwerck, 2013).

On October 1, 2013 the government shut down again, and nearly defaulted on debt payments before Congress and Senate agreed to extend the debt ceiling again. In order to extend the debt ceiling, many lobbyists proposed drastic changes to the charitable deduction, and other parts of the tax code. While the government was reopened, there will likely be more heated debates coming from policy makers near the January 15, 2014 deadline of mandated expenditure cuts referred to as the 'Sequester' (Council for Foundations, 2013). The lobbyist group, Charitable Giving Coalition, reports that Democratic policymakers are proposing that Republican policymakers lessen the impact of the Sequester cuts in return for decreasing tax revenue. The Coalition also reports and supports reinstating Bush Tax Cuts, as pertain to Charitable giving, and this may be one option used to leverage a deal in January 2014.

2.4 Nantucket

2.4.1 A Brief History of Nantucket

Native Americans inhabited Nantucket since well before the colonization of America. It was not until 1659 that land on the island was purchased by a group of settlers from Thomas Mayhew (Douglas-Lithgow, 1914).⁴ After this purchase many farmers moved to Nantucket due to the untouched and uncultivated nature of the island.

The first settlers of Nantucket established a unique and lasting culture that evolved the island into its current state. The outlying relationship that the settlers created with the Native Americans was peaceful and kind (Douglas-Lithgow, 1914). This attitude set Nantucket apart from other New England communities, where tension and skirmishes

⁴ For more information on the acquisition of the island of Nantucket please visit:

⁴<http://www.faubourgmontmartre.com/mvnant.html>

existed with the Natives. Whaling brought the tightly knit community even closer, when in 1715 deep sea whaling became the pride of the island as well as the main source of income for the Nantucket community (Nantucket Historical Association). However, by the mid eighteenth century whale oil and other whale products became obsolete due to the discovery of kerosene and oil; it was then Nantucket found its true calling. In the late 1800's Nantucket started building small inns and hotels and introduced the summer "Season" for tourists. Now the island serves as an escapist paradise for 50,000 summer residents who flock to the island every summer (Nantucket Visitor Facts, 2013).

2.4.2 Nantucket Demographics

In order to correctly portray the demographics of Nantucket, the group compared Nantucket to a New England city. We chose Worcester because we are familiar with it and know that its philanthropic community is similar to Nantucket's. The 2010 census data for both Worcester and Nantucket are presented in [Table 2.4](#) on the following page (US Census, 2013; Find the Data, 2013; GreatNonprofits, 2013).

Table 2.4: Comparison of Worcester to Nantucket

| | Worcester, MA | Nantucket, MA |
|---|----------------------|----------------------|
| Year round Population | 182,669 | 10,298 |
| Median Household Income | \$45,846 | \$84,979 |
| Average Number of People per Household | 2.4 | 2.52 |
| Cost of Living | 130% | 153% |
| Percent of Population below the Poverty Line⁵ | 19% | 8.8% |
| Number of Nonprofits | 1006 | 110 |

[Table 2.4](#) compares the demographics between Worcester and Nantucket. Worcester has a greater population and a greater percentage of the population below the poverty line. The cost of living index compares the rates of housing, taxes, healthcare, childcare, transportation and necessities to the national average. Nantucket rates 53% above the national average cost of living while Worcester rates 30%. Worcester’s population is primarily composed of the middle and working classes, yet one fifth of the population are college students (Worcesterma.gov, 2013). The Nantucket town website states that the population of the island has a similar dramatic influx, during the summer, and can reach a population of 50,000 to 60,000 (Nantucket Visitor Facts, 2013).

Even though Nantucket’s census information and reputation might show it as a wealthy community, there is still 8.8% of the population struggling to get by. In Worcester there are 210 health and human services nonprofit organizations and 25 in Nantucket (GreatNonprofits, 2013). Worcester has one health and human services NPO for every 870 people whereas Nantucket has one for every 412. The greater number of organizations shows that there is increasing activity in the Health and Human services

⁵ Being below poverty line is defined as a person being below the poverty threshold. The threshold in 2012 for an individual was \$11,720 in income, for a two person family it was \$14,937 (Census Bureau, 2013). For more information you can download the threshold information for the census bureau at <http://www.census.gov/hhes/www/poverty/about/overview/measure.html>

sector on Nantucket. For example, from 2006 to 2012 the number of “unique individuals” that visited the Nantucket Food Pantry rose dramatically from 356 to 1061, which is a 298% increase (Reis, 2013).

Statistics show that wealthier inhabitants should be able to cope with the higher costs of living, and they do. The nonprofit organizations that appeal to the wealthy also prosper; however, the nonprofit organizations that appeal to wealthy donors are organizations that support tourism and the aesthetic visuals of the island. These organizations received 38% of the donations to Nantucket in 2010, as compared to 2% nationally. As previously described, the island was humbly brought up from an industrial fishing and whaling center to a vacationing oasis for the extremely wealthy. This development entrenched groups of people on the island and marginalized the need of those struggling financially on the island.

2.4.3 Current Roles of NPOs on Nantucket

To understand the roles of nonprofit organizations on Nantucket, it is important to understand the scope of the impact NPOs have on the economy of the island. Phil Stambaugh, the president of Community Foundation for Nantucket, describes the scope of philanthropies' impact on Nantucket by reflecting on what the island would look like without their impact. Mr. Stambaugh speculates that without philanthropic organizations the conservation land, preserved beaches and wildlife, the visual identity of the island would all fall, causing a decrease in the visitors that come to the island. Without the revenue from tourism and rental services, many middle class inhabitants would lose jobs, and the social support organizations that could support them would also be starved for funds. Eventually the middle class population would be forced off of the island, and there would not be enough of the workforce left to sustain the island.

While Mr. Stambaugh points out extreme cases for decreased philanthropic involvement, it shows the interconnectedness of all the organizations on the island. The number of organizations per sector also back up the weight of these two groupings. If considering

organizations that maintain aesthetics of island to include the “Arts and Culture” and “Conservation, Preservation, Environment, and Science”, there are 36 organizations included by the Community Foundation in those sectors. According to the anecdote earlier, these organizations serve to attract visitors to the island. Additionally if “Health and Human Services” and “Education” are considered as social service the Community Foundation would include 32 organizations. These organizations serve to support the year-round residents who work to maintain the image promoted by the aesthetic organizations and visitors’ properties. These 68 organizations represent more than 61% of the total philanthropic organizations the Community Foundation recognizes on the island. Other sectors of organizations include "Care for Animals", "Philanthropy, Volunteerism, Grantmaking, and Community Improvement", "Religious Affiliation and Cemetery Associations", and "Recreation, Sports, and Youth Development" as defined by the Community Foundation and their roles vary from organization to organization, with 43 in total.

2.5 Community Foundation for Nantucket (CFNan)

2.5.1 Conception and Mission

In 2006, the Community Foundation for Nantucket was founded by a group of local residents. Peggy Gifford, Wade Green, Reggie Levine, and the 6 other early advisors who all sought to increase the quality of life for Nantucket’s community. Some worked with other community foundations, some worked with other Nantucket nonprofits, but all cared for the island itself (CFNan, 2013). The Community Foundation for Nantucket (CFNan) currently works with 110 nonprofit organizations on Nantucket, and maintains 36 funds for a number of other community projects in 2012 (CFNan Annual Report, 2013). The Community Foundation serves to support both small and large organizations alike, it supports smaller efforts through its funds and grants, and for larger organizations it hopes to offer comprehensive information on the state of donations coming onto the island as well as managing long term donation strategies.

The importance of Community Foundations was described by CFNan's Executive Director Margaretta Andrews through a vignette. Before the Community Foundation was founded on Nantucket, any single purpose entity that wanted to collect donations and service the community had trouble getting started. They would have to create a large support network and formally incorporate and file for a 501(c) (3) organization status before they could offer any impact on the community. The introduction of CFNan allows for a single fund to be created under the umbrella of their organization, which already has tax-exempt status, for potential donors to give to. From there CFNan will manage the money, and dole out funds as needed for the specific cause. This lowers the total overhead costs required to fund any small project, and allows a greater percentage of donations to go directly to the community, rather than wasting time and money creating all the other formal staff and status applications involved with creating an entirely new tax-exempt entity.

2.5.2 Philanthropy Donation Trend Project

The Community Foundation for Nantucket initiated a large scale project to understand the state of donation trends on the island. The first stage of the project summarized how income to organizations will change based on tax code changes, and look at how organizations receive funding, from the perspective of philanthropies. The first objective contrasts the planned second stage of the project, which will focus on donors; how and why they donate, and what their sentiment is towards giving. The second stage will look at how deeply donors are encouraged to donate because of the potential tax deduction, or whether they give for personal satisfaction. The third stage of the project will look at non-cash donations, and how organizations receive and maintain those assets, and whether it is more beneficial for them to advertise donations for alternate forms of giving. The Community Foundation charged this group with the first level of the project, to gather giving information from organizations and analyze trends in donations to on island organizations.

3.0 Methods

Studies have been conducted across the country to understand trends in donations to nonprofit organizations. For example, there were two studies done in 2012, one in Ohio (Philanthropy Ohio, 2012) and another in Oregon (Oregon Community Foundation, 2012) which mapped philanthropic giving in the two states. Inspired by these studies, the Community Foundation for Nantucket charged the WPI team to create a database of trends in donations to the Nantucket nonprofit organizations. There has never been a comprehensive study done on Nantucket that maps philanthropic giving across the Nantucket community, and the Community Foundation feels as though there was a great need for one. The study done by the team more closely resembles the Oregon study than the Ohio study. The Oregon study primarily focused on information from the nonprofit organizations, where the Ohio study primarily focused on information from donors when looking for trends.

Project Mission and Direction

The purpose of this project was to understand trends in donations and awareness of organizations on Nantucket to charitable giving tax code changes. To gain a better understanding of nonprofit organizations on Nantucket, the team analyzed the past and present state of expenses and donations of organizations. The team also mapped awareness of proposals to the tax code and sentiment from organizations on whether or not they will be affected by tax code changes.

Objectives:

- Develop a detailed nonprofit organization donation database for the last 3 years
- Produce analytic data and identify trends in donations to Nantucket nonprofit organizations
- Determine the sentiment and awareness of organizations towards changes in charitable giving tax codes.

The following sections show what methods were utilized, and techniques developed in order to fulfill these objectives.

- [Section 3.1](#) outlined how the CFNan Survey, interviews, and tax forms were used to create a database of organizations' information
- [Section 3.2](#) described how the information collected was broken down, and what analytics were produced and what additional information needed to be collected.
- [Section 3.3](#) included interview techniques to collect sentiment information from organizations on impacts of tax code changes.

3.1 Compiling a Database of Donation Information

The first objective of this project was to develop a detailed database to study donation trends to Nantucket nonprofit organizations in 2010, 2011, and 2012. The local Nantucket charities received the preliminary survey, referred to as the CFNan Survey for the remainder of the report, from the Community Foundation to collect data before the team arrived on the island. The team then collected additional information, and contacted additional organizations to formulate a comprehensive database.

3.1.1 2013 CFNan Survey

In April of 2013, Margaretta Andrews, sent out a survey referred to as the CFNan Survey via email to 85 of the nonprofit organizations on Nantucket. The survey asked for information regarding how much money the nonprofits received from individuals, corporations, etc. A sample of the CFNan Survey is shown in [Figure 3.1](#), the entire survey can be found in [APPENDIX A](#).

| | | | | | | |
|--------------------------------------|-------------|----------|-------------|----------|-------------|----------|
| Non-Profit Sector: | 2010 | | 2011 | | 2012 | |
| Expenses: | | | | | | |
| Administrative | | | | | | |
| Programs | | | | | | |
| Fundraising | | | | | | |
| Total expenses | \$0.00 | | \$0.00 | | \$0.00 | |
| Donations Received by Amount: | | | | | | |
| | Total # | Total \$ | Total # | Total \$ | Total # | Total \$ |
| 0-\$9,999 | | | | | | |
| From Individuals | | | | | | |
| From Foundations | | | | | | |
| From Corporations, Other | | | | | | |
| From Bequests | | | | | | |
| From Federal | | | | | | |
| From State | | | | | | |
| From Local | | | | | | |
| Total 0-\$9,999 | 0 | \$0 | 0 | \$0 | 0 | \$0 |
| \$10,000-\$49,999 | | | | | | |
| From Individuals | | | | | | |
| From Foundations | | | | | | |
| From Corporations, Other | | | | | | |
| From Bequests | | | | | | |
| From Federal | | | | | | |
| From State | | | | | | |
| From Local | | | | | | |
| Total \$10,000-\$49,999 | 0 | \$0 | 0 | \$0 | 0 | \$0 |

Figure 3.1: An example of the CFNan Survey

Columns separate the data for each of the three years the survey covers: 2010, 2011, and 2012. The first questions of the survey ask for any expenses of administration, programs, and fundraising. The survey then asks for specific donation information. There are five different donation brackets to fill in, ranging from: \$0-\$9,999; \$10,000-\$49,999; \$50,000-\$99,999; \$100,000-\$499,999; and \$500,000-\$1,000,000.

In the survey, there are five different types of donations for each of the donation brackets. They are donations from individuals, foundations, corporations, bequests, and federal,

state, and local grants. To assist the organizations in understanding the differences between the types of donations, Andrews sent out a table with definitions of each category with the survey, as shown in [Table 3.1](#):

Table 3.1: Definitions of terms in the CFNan Survey

| | |
|----------------------------|---|
| Individuals | Individual donors (including anonymous gifts), Family Funds, Donor Advised Funds, Private Foundations (these are meant to be private family-directed Foundations, not larger non-“family” directed like Tupancy Harris), Donor-Advised Funds. Donations for events or capital campaigns are included. Do not include pledges. |
| Foundations | Charitable Foundations (example – Cape Cod 5 Charitable Foundation, Community Foundation for Nantucket’s Community Grants, Tupancy Harris Foundation) |
| Corporations, Other | Large incorporated businesses, local companies and businesses, dba/s |
| Bequests | Donations made through a will/estate |
| Fed, State, Local | Grants or payments made to support programs through Federal, State, or local agencies |

3.1.2 Interviewing for Supplementary Financial Data

In addition to the CFNan survey, the group interviewed directors from 10 of nonprofit organizations on the island. If an organization’s survey was not completely answered, the team contacted the organization's director and asked for the data that was still needed to fill in the missing information. The team also used the director interviews to clear up any confusion in the survey questions that might have biased the data provided. If an organization did not fill out a survey, the team contacted the nonprofit directors directly to fill out the survey. The information and clarification that came through the interviews ensured accurate data.

The team scheduled the interviews through either emails or phone calls with each organization. Out of the 20 organizations we had surveys for we interviewed 11. The team conducted each of the interviews either in person or over the phone whichever was most convenient for the interviewee. The group conducted interviews as a team, one person asking questions and directing the conversation, while the others scribed detailed notes of the meeting. After each interview the team wrote minutes of the interview and emailed the minutes for factual review to the interviewee.

The interview questions used during these post-survey interviews are listed below:

1. How did your organization become interested in the Philanthropy project?
2. How many employees do you have?
3. What are your current operations focused on?
4. What is your primary means of soliciting donations to run your organization?
5. Does your organization have any other means of income?
6. What percentage of your operating expenses are covered by your donations, or covered by operating revenue?
7. What portions of your donations are received in non-cash forms?

After reviewing each of the 20 responses from the CFNan survey, the team added questions to each individual interview question set as needed. The team also added questions to obtain additional financial information, which the survey did not specify to ensure that each organization filled out the survey properly.

3.2 Analytics and Trends in Giving

Once the donations database was created, the team analyzed the data to put the information in context, reveal important trends, and compare organizations to one another. We also used online databases to collect publicly reported 990 forms to gather additional information on the organizations. The analysis of the two types of data provided the stakeholders of the project the giving trends on the island, which they requested from the project.

3.2.1 Giving Data Analytics

The team developed yearly analyses of each organization, and then compiled information from all the organizations to develop data in aggregate, and averages between all of the island organizations surveyed.

Expense to Donation Revenue Percentage

The first analytical tool developed by the team, the Expense to Donation Revenue Percentage (EDRP), expressed as a percentage, compared an organization's annual donations to the listed yearly expenses. The percentage computed is 100% if the expenses exactly match the donation revenue; otherwise, a percentage greater than 100% represented greater donations than expenses. Inversely, if the percentage was less than 100% the donations did not cover costs, and the organization became of concern to the group. The group defined total donations as all of the income collected by a nonprofit organization from individuals, foundations, bequests, corporations, and state, local, or federal grants during a specific year. The total expenses are defined as all expenses by the nonprofit organization for fundraising, operating, and administrative costs during the same year. We display this analysis later in [Table 4.1](#). The equation below defines the percentage used.

$$(1) \quad EDRP (\%) = \frac{\text{Total Donations } (\$)}{\text{Total Expenses } (\$)} \times 100\%$$

Where:

Total Donations is the total dollar amount of revenues collected through grants and donations in a fiscal year

Total Expenses is the total cost of operating the organization in the same fiscal year.

Aggregate Donation Amount Information on Island

Aggregate donation data was compiled into groupings by the type of donations; from individuals, foundations, corporations, bequests, and state, local, or federal grants.

Summing the total donations from each organization surveyed provides the dollar amount

of donations and yearly trends in each of the previous categories. The results of this spreadsheet can be viewed in [Section 4.2](#).

Revenue Growth Percentage

The group observed trend information to track the progress and growth of the organizations surveyed. The Revenue Growth Percentage (RGP) shows the percent change in revenue between two years of data.

$$RGP(\%) = \frac{FY_n(\$) - FY_{n-1}(\$)}{FY_{n-1}(\$)} \times 100\%$$

FY_n is the revenue of the year that is going to be analyzed

FY_{n-1} is the revenue of the previous year

The percentage was commonly computed into an average of all the organizations, either on Nantucket, a particular budget class, or sector. The percentages computed in those cases were the mean of the RGP for all the organizations in the group. See [Table 4.2](#) for this analysis. The Revenue Growth Percentage, will never have a smaller value than -100%. A 0% RGP would indicate no change revenue for an organization year after year. There is no ceiling, or maximum value for the RGP, an organization can earn any greater multiple of its previous year's revenues.

Percentage Breakdown of Giving Types

The sponsors of this project wanted to identify the types of sources of donations received. To accomplish this goal, a percentage of total donations were calculated for each type of donation in each organization. For each year, each survey entry by donation source, sorted by amount was compared as a percentage of total revenues. And for each of 5 levels of giving: \$0-\$9,999, \$10,000-\$49,999, \$50,000-\$99,999, \$100,000-\$499,999, and \$500,000 up, the percentage of the total revenues were generated. A summary of these breakdowns displays the averages seen in [Tables 4.3-4.12](#).

Percentage Comparison to Island Aggregate

With each organization's data, the group also presented the island aggregate data adjacent in a spreadsheet to compare percentages of total donations and yearly trends to the mean information from all the island organizations that responded to the survey. The intent of this placement is for further comparison between organizations.

Island Comparison to National Statistics

Similar to the comparison between island aggregate data and individual organizations, comparable data to national averages presented alongside the percentages and ratios calculated by the group allows for further interpretation of the data. This island to national aggregate comparison intends to show disparities between national trends, island trends, and trends in each organization. The comparison allows for a quick reference to compare the progress of any one organization, or all the organizations on the island, to a much greater database. The group decided to use data collected and published by Giving USA in their Annual Report from years 2010-2012. See the results of this analysis in [Figure 4.4](#).

3.2.2 Collection of Public Data

In order to compare trends to national data the team identified the need for additional sources of information. We then identified public 990 tax forms as easily available forms that provided many data points which could be tracked and compared to national data. The team utilized the resource of Guidestar, provided by the sponsor, to quickly access the 990 IRS forms each nonprofit is required to fulfill every year, which Guidestar has attempted to collect. The team parsed these forms to extract revenue data from as many philanthropies on Nantucket as possible, to use as another benchmark metric to evaluate survey data across. There were 4000 data points available from this information which showed trends in revenue amounts and types for more organizations than were available from the survey.

3.3 Determining Organizations' Sentiment on Policy Change

The group collected additional information from directors of philanthropies on the island through the interviews mentioned in [Section 3.1.2](#), which included information on how aware the leaders of the organization were of the impending tax code changes, how they felt the changes would affect their donations, and how they thought donations to the island philanthropies would change. The quantitative information collected through interviews developed an overall sentiment for how worried organizations' leaders were about the tax code, and if the leaders were aware of changes.

Compiling Sentimental Data

The group collected verbal responses through interviews and scaled the answers to quantify the sentiment of interviewees. The questions listed below comprise the basis of the information collected, and include the groupings for individuals' responses listed.

1. How well do you understand the proposed tax code changes?
 - Do not follow at all
 - Have not followed proposals
 - Basic Personal Understanding
 - Following current proposals in detail
2. How worried are you about the effects it may have on your donations?
 - No effect
 - No direct effect
 - Some effect
 - Large effect
3. How do you think the island philanthropies, in general, will be affected by changes?
 - No effect
 - No direct effect
 - Some effect
 - Large effect

The team assembled the interview data to create a secondary database, which supplemented the database of financial information. This database displays the responses of this method, and can be viewed in [Figure 4.7](#).

4.0 Results & Analysis

4.1 Database of Donation Information

Results of CFNan Survey and Supplementary Financial Data

Twenty organizations filled out the CFNan Survey. Their responses were analyzed and organized into one database. The organizations are kept anonymous in the database to protect the voluntary information they provided for the survey. One such organizational sheet is shown in [Figure 4.1](#) on the following page. All of the organizations' data sheets can be found in [APPENDIX A](#).

| ORG 16 | 2010 | | | 2011 | | | 2012 | | |
|--------------------------------------|---------------------|------------------|-------------------|---------------------|------------------|---------------------|-----------------------|--------------------|---------------------|
| Non-Profit Sector: | | | | | | | | | |
| Expenses: | \$7148 | | | 44305 | | | 58983 | | |
| Administrative | \$163,509.00 | | | \$241,615.00 | | | \$509,539.00 | | |
| Programs | \$46,075.00 | | | \$32,702.00 | | | \$35,647.00 | | |
| Fundraising | \$266,732.00 | | | \$318,622.00 | | | \$604,169.00 | | |
| Total expenses | \$476,316.00 | | | \$592,939.00 | | | \$1,149,355.00 | | |
| | | | | | | % Change YTD | | | % Change YTD |
| | | | | | | | 19.67% | | 48.41% |
| Donations Received by Amount: | Total # | Total \$ | % of Total | Total # | Total \$ | % of Total | Total # | Total \$ | % of Total |
| 0-\$9,999 | | | | | | | | | |
| From Individuals | 207 | \$118,280 | 23.32% | 272 | \$186,407 | 19.40% | 472 | \$277,302 | 23.40% |
| From Foundations | 1 | \$5,000 | 0.99% | 1 | \$5,000 | 0.52% | | | 0.00% |
| From Corporations, Other | 3 | \$12,000 | 2.37% | | | 0.00% | | | 0.00% |
| From Bequests | | | 0.00% | | | 0.00% | | | 0.00% |
| From Federal | | | 0.00% | | | 0.00% | | | 0.00% |
| From State | | | 0.00% | | | 0.00% | | | 0.00% |
| From Local | | | 0.00% | | | 0.00% | | | 0.00% |
| Total 0-\$9,999 | 211 | \$135,280 | 26.68% | 273 | \$191,407 | 19.92% | 472 | \$277,302 | 23.40% |
| \$10,000-\$49,999 | | | | | | | | | |
| From Individuals | 10 | \$215,207 | 42.44% | 9 | \$168,245 | 17.51% | 21 | \$333,594 | 28.15% |
| From Foundations | | | 0.00% | 1 | \$12,000 | 1.25% | 2 | \$40,000 | 3.38% |
| From Corporations, Other | | | 0.00% | | | 0.00% | 2 | \$39,000 | 3.29% |
| From Bequests | | | 0.00% | | | 0.00% | | | 0.00% |
| From Federal | | | 0.00% | | | 0.00% | | | 0.00% |
| From State | | | 0.00% | | | 0.00% | | | 0.00% |
| From Local | | | 0.00% | | | 0.00% | | | 0.00% |
| Total \$10,000-\$49,999 | 10 | \$215,207 | 42.44% | 10 | \$180,245 | 18.76% | 25 | \$412,594 | 34.82% |
| \$50,000-\$99,999 | | | | | | | | | |
| From Individuals | 2 | \$146,620 | 28.91% | 2 | \$102,500 | 10.67% | 3 | \$185,000 | 15.61% |
| From Foundations | 1 | \$10,000 | 1.97% | | | 0.00% | | | 0.00% |
| From Corporations, Other | | | 0.00% | | | 0.00% | | | 0.00% |
| From Bequests | | | 0.00% | | | 0.00% | | | 0.00% |
| From Federal | | | 0.00% | | | 0.00% | | | 0.00% |
| From State | | | 0.00% | | | 0.00% | | | 0.00% |
| From Local | | | 0.00% | | | 0.00% | | | 0.00% |
| Total \$50,000-\$99,999 | 3 | \$156,620 | 30.88% | 2 | \$102,500 | 10.67% | 3 | \$185,000 | 15.61% |
| Donations Received by Amount: | Total # | Total \$ | % of Total | Total # | Total \$ | % of Total | Total # | Total \$ | % of Total |
| \$100,000-\$499,999 | | | | | | | | | |
| From Individuals | | | 0.00% | | | 0.00% | 1 | \$310,000 | 26.16% |
| From Foundations | | | 0.00% | | | 0.00% | | | 0.00% |
| From Corporations, Other | | | 0.00% | | | 0.00% | | | 0.00% |
| From Bequests | | | 0.00% | 1 | \$486,838 | 50.66% | | | 0.00% |
| From Federal | | | 0.00% | | | 0.00% | | | 0.00% |
| From State | | | 0.00% | | | 0.00% | | | 0.00% |
| From Local | | | 0.00% | | | 0.00% | | | 0.00% |
| Total \$100,000-\$499,999 | 0 | \$0 | 0.00% | 1 | \$486,838 | 50.66% | 1 | \$310,000 | 26.16% |
| \$500,000-\$999,999 | | | | | | | | | |
| From Individuals | | | 0.00% | | | 0.00% | | | 0.00% |
| From Foundations | | | 0.00% | | | 0.00% | | | 0.00% |
| From Corporations, Other | | | 0.00% | | | 0.00% | | | 0.00% |
| From Bequests | | | 0.00% | | | 0.00% | | | 0.00% |
| From Federal | | | 0.00% | | | 0.00% | | | 0.00% |
| From State | | | 0.00% | | | 0.00% | | | 0.00% |
| From Local | | | 0.00% | | | 0.00% | | | 0.00% |
| Total \$500,000-\$999,999 | 0 | \$0 | 0.00% | 0 | \$0 | 0.00% | 0 | \$0 | 0.00% |
| Total Donations Received | 2010 | | % of Total | 2011 | | % of Total | 2012 | | |
| From Individuals | 219 | \$480,107 | 94.68% | 283 | \$457,152 | 47.57% | 497 | \$1,105,895 | 93.33% |
| From Foundations | 2 | \$15,000 | 2.96% | 2 | \$17,000 | 1.77% | 2 | \$40,000 | 3.38% |
| From Corporations, Other | 3 | \$12,000 | 2.37% | 0 | \$0 | 0.00% | 2 | \$39,000 | 3.29% |
| From Bequests | 0 | \$0 | 0.00% | 1 | \$486,838 | 50.66% | 0 | \$0 | 0.00% |
| From Federal | 0 | \$0 | 0.00% | 0 | \$0 | 0.00% | 0 | \$0 | 0.00% |
| From State | 0 | \$0 | 0.00% | 0 | \$0 | 0.00% | 0 | \$0 | 0.00% |
| From Local | 0 | \$0 | 0.00% | 0 | \$0 | 0.00% | 0 | \$0 | 0.00% |
| | | | | | | % Change YTD | | | % Change YTD |
| TOTAL DONATIONS | 224 | \$507,107 | | 286 | \$960,990 | 47.23% | 501 | \$1,184,895 | 18.90% |

Figure 4.1: Sample data collected through the CFNan Survey and supported with interview data

The team took the survey responses and performed previously described analysis directly to the data.

- Yearly percent changes in donation revenue amounts were added to the expense section of the survey to identify trends in expense changes
- For each donation type in each donation size bracket, a percentage was calculated to determine its relationship with the revenue for the organization in that year
- Percentages of the total donations were summed for the overall categories of donation types for each year
- Yearly percent changes were also calculated for the amount of overall donations

Analysis of Database

The analysis of the organization specific database required a side by side comparison of the data sheets from each survey response to the compiled information in [Section 4.2](#). Furthermore, comparisons were made to the public data of all on-island organizations, as well as the national data collected from Giving USA. These analyses show organizations that were marginally outperforming or underperforming the averages in their classes. Therefore the analysis for this database was for each of the specific organizations involved with the survey, and it also served as the basis for the team's database of analytics created for the second method.

4.2 Survey Statistics

The analysis of the database created a number of new documents, the first of which was the Expense to Donation Revenue Percentage (EDRP) and displays abridged cash flow information from the organizations. This was the first metric used, because it easily identified the reliance of organizations on donation revenue.

Table 4.1: EDRP Data Set from surveyed organizations

| Non Profit Organization | 2010 | | | 2011 | | | 2012 | | |
|-------------------------|---------------|----------------|--------------------------------|---------------|----------------|--------------------------------|---------------|----------------|--------------------------------|
| | Total Expense | Total Donation | Donation to Expense Percentage | Total Expense | Total Donation | Donation to Expense Percentage | Total Expense | Total Donation | Donation to Expense Percentage |
| Organization 1 | \$403545 | \$433367 | 107.39% | \$431003 | \$434732 | 100.87% | \$429573 | \$480901 | 111.95% |
| Organization 2 | | N/A | | \$695867 | \$363724 | 52.27% | \$649374 | \$392204 | 60.40% |
| Organization 3 | \$269389 | \$351708 | 130.56% | \$247098 | \$328225 | 132.83% | \$276431 | \$239980 | 86.81% |
| Organization 4 | \$1689217 | \$2170542 | 128.49% | \$1758374 | \$2525887 | 143.65% | \$1861487 | \$2910439 | 156.35% |
| Organization 5 | | N/A | | | N/A | | \$48976.49 | \$51763 | 105.69% |
| Organization 6 | \$432955 | \$13729 | 3.17% | \$502345 | \$13146 | 2.62% | \$441195 | \$4148 | 0.94% |
| Organization 7 | \$116963 | \$145212 | 124.15% | \$144402 | \$163170 | 113.00% | \$124394 | \$115625 | 92.95% |
| Organization 8 | \$590360 | \$447144 | 75.74% | \$602679 | \$211335 | 35.07% | \$687130 | \$163295 | 23.76% |
| Organization 9 | | \$9436 | | | \$9436 | | | \$8762 | |
| Organization 10 | \$238740 | \$70816 | 29.66% | \$249181 | \$58130 | 23.33% | \$245557 | \$64341 | 26.20% |
| Organization 11 | \$1342307 | \$713436 | 53.15% | \$1436777 | \$704883 | 49.06% | \$1559041 | \$753175 | 48.31% |
| Organization 12 | | N/A | | | N/A | | \$61800 | \$116645 | 188.75% |
| Organization 13 | \$2166076 | \$3018716 | 139.36% | \$2371786 | \$3912061 | 164.94% | \$2580885 | \$2338874 | 90.62% |
| Organization 14 | \$180063 | \$205666 | 114.22% | \$184082 | \$184931 | 100.46% | \$200752 | \$207181 | 103.20% |
| Organization 15 | | N/A | | \$1075 | \$25035 | 2328.84% | \$72911 | \$209931 | 287.93% |
| Organization 16 | \$266732 | \$507107 | 190.12% | \$318622 | \$960990 | 301.61% | \$604169 | \$1105895 | 183.04% |
| Organization 17 | \$389676 | \$304920 | 78.25% | \$379615 | \$314742 | 82.91% | \$317547 | \$552788 | 174.08% |
| Organization 18 | \$183051 | \$324091 | 177.05% | \$236879 | \$534449 | 225.62% | \$392600 | \$3434718 | 874.86% |
| Organization 19 | \$433420 | \$263176 | 60.72% | \$417073 | \$311063 | 74.58% | \$435471 | \$356221 | 81.80% |
| Organization 20 | | \$3386612 | | | \$4408865 | | | \$4473679 | |

Organization 17, in 2010 it had an EDRP of 78.25% meaning that its donations covered 78.25% of its expenses. In 2012 however, Organization 17 had an EDRP of 174.08%, meaning that its donations exceeded expenses by 74% of total expenses.

The team was provoked by the results of this analysis and conducted interviews with organizations in order to gain a better understanding of how 7 of the 20 nonprofit organizations in the CFNan Survey were unable to cover the entirety of their operating expenses through their current donation revenue.

After conducting interviews with 11 of the 20 organizations who provided data from the CFNan Survey, the team concluded that organizations have other means of income to make up for the lack of donations in some years. The most common mean of income of the organizations interviewed, other than donations, were membership fees, programs and sales of merchandise.

The analysis of survey results was organized into three categories:

- Island-wide basis
- Groupings by amount of organizations' expenses
 - Class A: < \$50,000
 - Class B: \$50,000 - \$250,000
 - Class C: > \$250,000
- Groupings by Sector, as defined by the Community Foundation for Nantucket
 - Arts and Culture
 - Care for Animals
 - Conservation, Preservation, Environment and Science
 - Education
 - Health and Human Services
 - Philanthropy, Volunteerism, Grantmaking and Community Improvement
 - Recreation, Sports and Youth Development

These three groupings allow easy comparisons between organizations and their counterparts with respect to the island, organizations of similar size, and organizations with similar missions. These results include all of the methods for comparing the analysis found in [Section 3.2](#).

The tables [4.3-4.11](#) show the average percentage of sources for donations to organizations grouped into different categories between the years 2010 and 2012. [Table 4.2](#) below show the average RGP over all organizations included in the categories. The results, in their entirety, are found in [APPENDIX C](#).

Table 4.2 Average Revenue Growth Percentage

| Island | | |
|--|------------------|------------------|
| | 2010-2011 | 2011-2012 |
| Nantucket NPOs | 11.45% | 31.45% |
| Budget Class | | |
| | 2010-2011 | 2011-2012 |
| Class-A | 0.00% | -7.69% |
| Class-B | 13.49% | 98.42% |
| Class-C | 10.43% | -2.52% |
| Sector | | |
| | 2010-2011 | 2011-2012 |
| Arts and Culture | 0.00% | 7.26% |
| Care for Animals | 0.00% | 19.88% |
| Conservation, Preservation, Education | 15.72% | 119.12% |
| Health and Human Services | 6.06% | -26.61% |
| Philanthropy, Volunteerism, | -1.05% | -5.91% |
| | 89.50% | 23.30% |
| Organizations | | |
| | 2010-2011 | 2011-2012 |
| Organization 1 | 0.31% | 10.62% |
| Organization 2 | 0.00% | 7.83% |
| Organization 3 | -6.68% | -26.89% |
| Organization 4 | 16.37% | 15.22% |
| Organization 5 | 0.00% | 0.00% |
| Organization 6 | -4.25% | -68.45% |
| Organization 7 | 12.37% | -29.14% |
| Organization 8 | -52.74% | -22.73% |
| Organization 9 | 0.00% | -7.14% |
| Organization 10 | -17.91% | 10.68% |
| Organization 11 | -1.20% | 6.85% |
| Organization 12 | 0.00% | 0.00% |
| Organization 13 | 29.59% | -40.21% |
| Organization 14 | -10.08% | 12.03% |
| Organization 15 | 0.00% | 39.76% |
| Organization 16 | 89.50% | 23.30% |
| Organization 17 | 3.22% | 75.63% |
| Organization 18 | 64.91% | 542.67% |
| Organization 19 | 18.20% | 14.52% |
| Organization 20 | 30.19% | 1.47% |

The percentages shown in the table above are the Revenue Growth Percentages for each organization, and the Average Revenue Growth Percentage (ARGP) for each grouping. This percentage is defined in [Section 3.2](#) the yearly Revenue Growth Percentage was computed for each of the 20 responding organizations from 2010-2011 and 2011-2012. Then the average of these percentage changes was taken to create the Island Nantucket

NPOs average. The same ARGPs were calculated for the statistics from organizations in each of the other categories. For reference, the individual percentages calculated for each organization are also listed in the table. Of these organizations in 2011, 5 had an inconclusive amount of data submitted, 5 showed negative RGP numbers, indicating they had decreasing revenues in 2011, and 10 organizations had a positive RGP. In 2012, 5 organizations reported a negative RGP, 2 were inconclusive, and 13 were showed positive RGP reports. Some of the organizations did not report all 3 years' worth of data, so yearly trends could not be calculated. In the table above missing years' worth of revenue data were shown with a 0% yearly change, however, these organizations were not counted when determining the averages for the island, budget class, or sector groupings. One organization with a 540% RGP skews the average up, and is discussed further in [Section 4.2](#) analysis.

Table 4.3: Island Survey Data summary

| | 2010 | 2011 | 2012 |
|---------------------------------|-------------|-------------|-------------|
| From Individuals | 62.44% | 56.34% | 57.73% |
| From Foundations | 10.14% | 12.78% | 14.56% |
| From Corporations, Other | 5.46% | 6.02% | 7.04% |
| From Bequests | 1.01% | 3.26% | 0.18% |
| From Federal | 0.76% | 0.59% | 0.53% |
| From State | 10.10% | 9.01% | 8.33% |
| From Local | 10.08% | 12.00% | 11.63% |
| | 100.00% | 100.00% | 100.00% |

[Table 4.3](#) shows average percentages of amount donated from each source for all the organizations that responded to the survey. To calculate this average percentage, we first calculated the percentage of revenue from each source for the total revenue each organization reported. The mean of those percentages was then calculated and reported for each of the categories in the table.

Table 4.4: Survey Data by Budget Size — Class A

| | 2010 | 2011 | 2012 |
|---------------------------------|-------------|-------------|-------------|
| From Individuals | 0.00% | 0.00% | 33.84% |
| From Foundations | 0.00% | 0.00% | 15.07% |
| From Corporations, Other | 0.00% | 0.00% | 1.09% |
| From Bequests | 0.00% | 0.00% | 0.00% |
| From Federal | 0.00% | 0.00% | 0.00% |
| From State | 100.00% | 100.00% | 50.00% |
| From Local | 0.00% | 0.00% | 0.00% |
| | 100.00% | 100.00% | 100.00% |

For [Table 4.4](#) we used the same technique to calculate average percentages as in [Table 4.3](#), however, [Table 4.4](#) shows data from organizations in Budget Class A, meaning the organizations have annual expenses of less than \$50,000. For each organization the percentage of total revenue from each source for each of the organizations was calculated in this grouping. Then the mean of the source percentages was taken to populate the table. The same data set is presented for the particular groupings in the following [Tables 4.5 - 4.12](#) organized by budget class and nonprofit sector. Analysis of each class and sector can be found in [Section 5.2](#).

Table 4.5: Survey Data by Budget Size — Class B

| | 2010 | 2011 | 2012 |
|---------------------------------|-------------|-------------|-------------|
| From Individuals | 68.68% | 67.01% | 58.28% |
| From Foundations | 12.16% | 14.57% | 19.17% |
| From Corporations, Other | 5.30% | 5.70% | 6.91% |
| From Bequests | 0.00% | 0.00% | 0.34% |
| From Federal | 0.35% | 0.38% | 0.53% |
| From State | 0.00% | 0.00% | 0.00% |
| From Local | 13.52% | 12.34% | 14.77% |
| | 100.00% | 100.00% | 100.00% |

Table 4.6: Survey Data by Budget Size — Class C

| | 2010 | 2011 | 2012 |
|---------------------------------|-------------|-------------|-------------|
| From Individuals | 65.57% | 55.64% | 61.72% |
| From Foundations | 10.15% | 12.96% | 11.54% |
| From Corporations, Other | 6.09% | 6.74% | 8.20% |
| From Bequests | 1.62% | 5.33% | 0.11% |
| From Federal | 1.03% | 0.77% | 0.62% |
| From State | 6.17% | 5.65% | 6.06% |
| From Local | 9.37% | 12.91% | 11.75% |
| | 100.00% | 100.00% | 100.00% |

Table 4.7: Survey Data by Sector — Arts & Culture

| | 2010 | 2011 | 2012 |
|---------------------------------|-------------|-------------|-------------|
| From Individuals | | 75.27% | 84.18% |
| From Foundations | | 11.30% | 8.64% |
| From Corporations, Other | | 9.39% | 7.18% |
| From Bequests | | 4.04% | 0.00% |
| From Federal | | 0.00% | 0.00% |
| From State | | 0.00% | 0.00% |
| From Local | | 0.00% | 0.00% |
| | | 100.00% | 100.00% |

Table 4.8: Survey Data by Sector — Care for Animals

| | 2010 | 2011 | 2012 |
|---------------------------------|-------------|-------------|-------------|
| From Individuals | | 84.02% | 69.32% |
| From Foundations | | 15.98% | 19.83% |
| From Corporations, Other | | 0.00% | 10.85% |
| From Bequests | | 0.00% | 0.00% |
| From Federal | | 0.00% | 0.00% |
| From State | | 0.00% | 0.00% |
| From Local | | 0.00% | 0.00% |
| | | 100.00% | 100.00% |

Table 4.9: Survey Data by Sector — Conservation, Preservation, Environment & Science

| | 2010 | 2011 | 2012 |
|---------------------------------|-------------|-------------|-------------|
| From Individuals | 78.18% | 82.44% | 85.07% |
| From Foundations | 11.69% | 10.07% | 8.18% |
| From Corporations, Other | 5.65% | 5.44% | 3.59% |
| From Bequests | 1.86% | 0.04% | 0.48% |
| From Federal | 2.00% | 1.68% | 1.37% |
| From State | 0.00% | 0.00% | 0.00% |
| From Local | 0.62% | 0.32% | 1.31% |
| | 100.00% | 100.00% | 100.00% |

Table 4.10: Survey Data by Sector — Education

| | 2010 | 2011 | 2012 |
|---------------------------------|-------------|-------------|-------------|
| From Individuals | 70.15% | 33.09% | 30.42% |
| From Foundations | 5.84% | 31.29% | 45.63% |
| From Corporations, Other | 6.40% | 7.57% | 12.46% |
| From Bequests | 0.00% | 0.40% | 0.00% |
| From Federal | 0.00% | 0.00% | 0.00% |
| From State | 0.15% | 0.89% | 1.71% |
| From Local | 17.46% | 26.76% | 9.79% |
| | 100.00% | 100.00% | 100.00% |

Table 4.11: Survey Data by Sector — Health and Human Services

| | 2010 | 2011 | 2012 |
|---------------------------------|-------------|-------------|-------------|
| From Individuals | 46.65% | 41.12% | 40.23% |
| From Foundations | 11.15% | 11.00% | 7.72% |
| From Corporations, Other | 5.49% | 7.07% | 6.65% |
| From Bequests | 0.86% | 0.36% | 0.15% |
| From Federal | 0.27% | 0.28% | 0.46% |
| From State | 20.17% | 20.05% | 20.19% |
| From Local | 15.41% | 20.11% | 24.60% |
| | 100.00% | 100.00% | 100.00% |

Table 4.12: Survey Data by Sector — Philanthropy, Volunteerism, Grantmaking & Community Improvement

| | 2010 | 2011 | 2012 |
|---------------------------------|-------------|-------------|-------------|
| From Individuals | 94.68% | 47.57% | 93.33% |
| From Foundations | 2.96% | 1.77% | 3.38% |
| From Corporations, Other | 2.37% | 0.00% | 3.29% |
| From Bequests | 0.00% | 50.66% | 0.00% |
| From Federal | 0.00% | 0.00% | 0.00% |
| From State | 0.00% | 0.00% | 0.00% |
| From Local | 0.00% | 0.00% | 0.00% |
| | 100.00% | 100.00% | 100.00% |

The complete data sets of analytics are listed in [APPENDIX B](#), which show average percentages of donations, by amount and type. The analysis also produced a comparison through breakdown of donations by sector and national averages. All of the public and national data utilized by the group to compare Nantucket organizations on a broader scale can be found in [APPENDIX C](#).

The 990 data collected by the group shows the allocation of revenue to each of the sectors on Nantucket, and comparing that data to national data published by Giving USA, shows how allocation of funds on Nantucket were unique. For example, the 2010 allocation of revenue by sector on Nantucket and comparable national data is shown in [Figure 4.2](#).

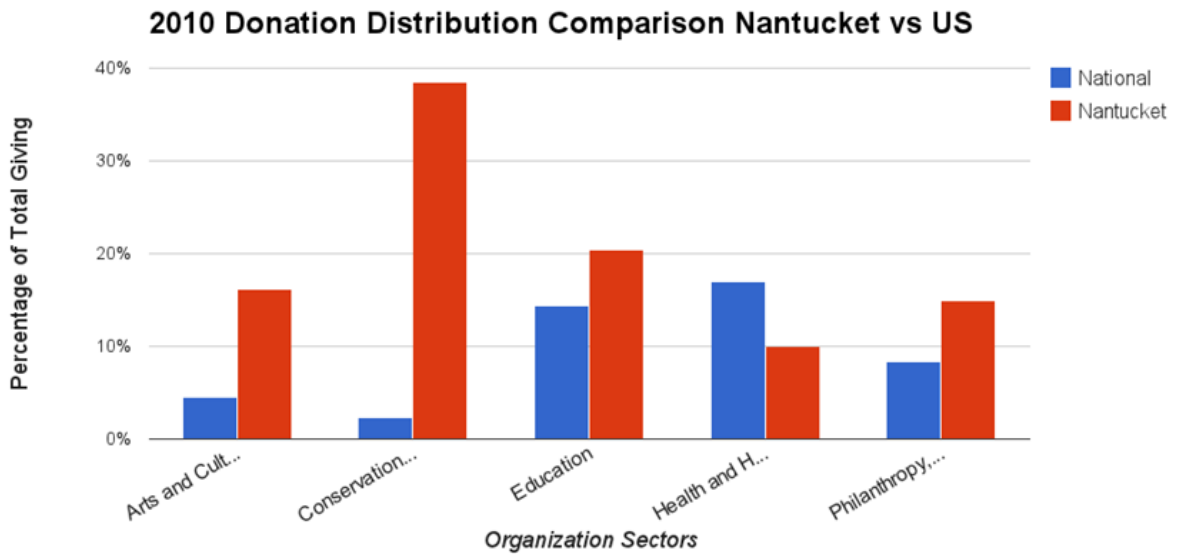


Figure 4.2: 2010 Sector Data Comparison on Nantucket versus United States

For comparison to other charts, the sectors are listed in alphabetical order in [Figure 4.2](#). The national data used in the figure was taken directly from the 2010 Giving USA report. The Nantucket percentages were calculated by totaling all of the revenue listed from the 53 organizations’ 990 forms available for 2010, and comparing the amount of donation revenue for the organizations that comprise each sector to the total revenue amount of the 53 organizations. The rest of the 990 data collected can be found in [APPENDIX B](#).

Analysis of Survey Results

The Expense to Donation Revenue Percentage shows how much organizations rely on donations to support their operations and how much revenue they need to generate through programs and other sources of revenue. The organizations with a percentage of less than 100% were of concern to the team because either the information collected from the organizations was incorrect in the CFNan Survey, or the organizations had other forms of income not reported. The percentage allowed for a validation of the original data, while encouraging interviews and further analysis for organizations with questionable data.

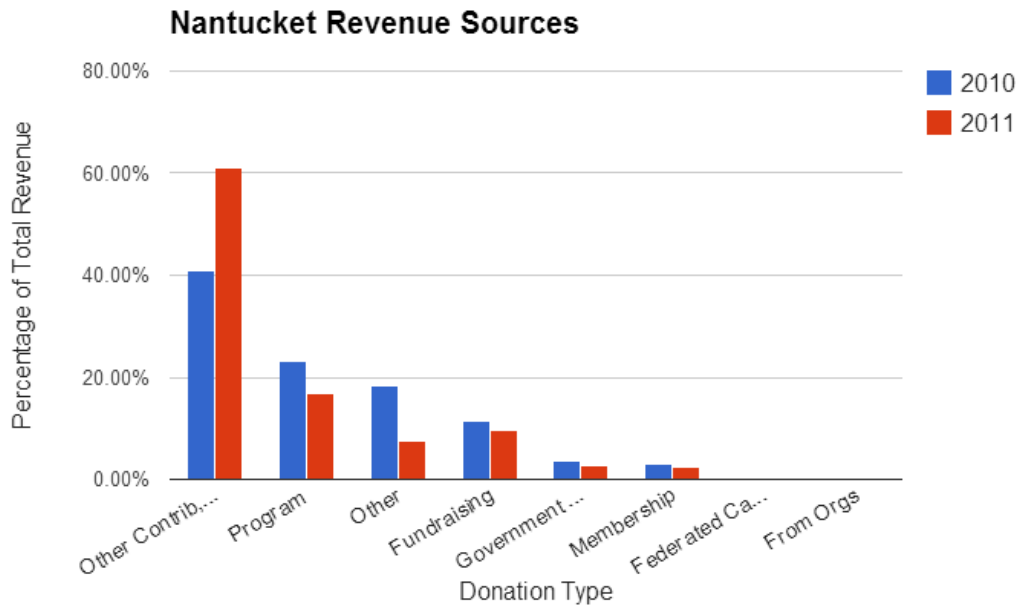


Figure 4.3: Nantucket Revenue Sources

[Figure 4.3](#), shows information on revenue sources for philanthropic organizations on Nantucket in 2010 and 2011. The revenue sources are ordered by total percentage for 2010. The percentages were created by comparing total revenues from each of the sources to the total revenue calculated from 53 organizations’ 990 forms in 2010 and 50 organizations’ 990s in 2011.

The data presented in the figure supported data displayed in [Table 4.1](#), confirming the importance of non-donation revenue. In the cases where donation revenue did not cover all of an organization’s expenses, [Figure 4.3](#) shows 20% of revenue generated through programming functions.

The summary of the CFNan Survey data seen in [Table 4.2](#) and [Table 4.3](#) showing the average yearly change in donation revenue between organizations, falls near the yearly trends in donation revenue collected by nonprofits in the US or on Nantucket as displayed in [Figure 4.4](#) below.

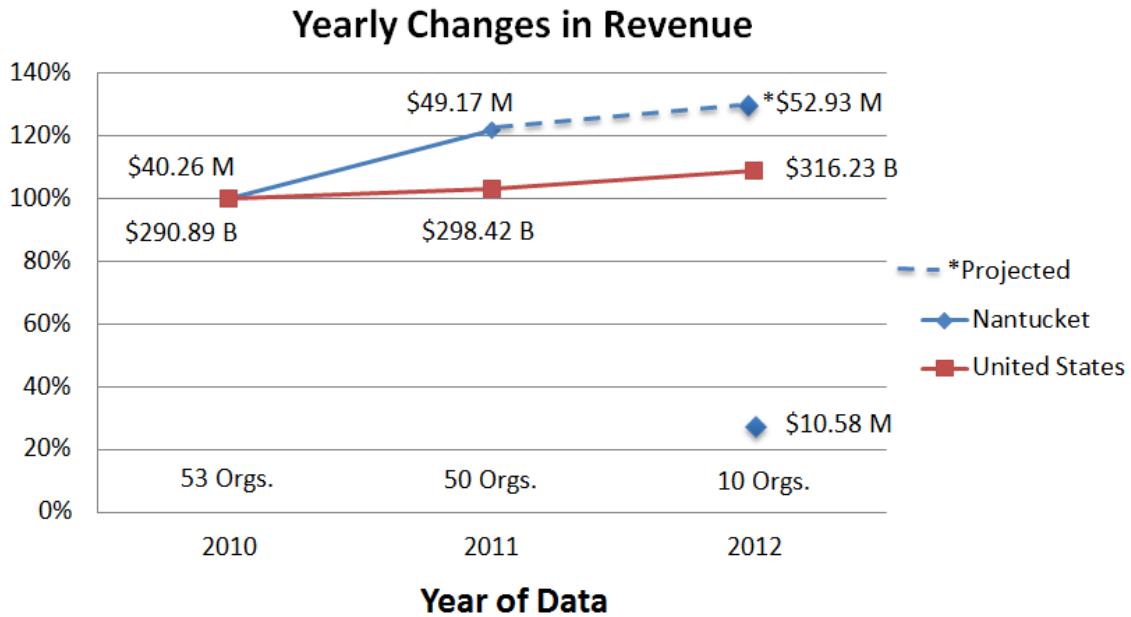


Figure 4.4: Yearly changes in revenue for the US and Nantucket NPOs

To compare Nantucket giving to US giving, we use the 2010 revenue as a base to track percentage increases through the following 2 years. National revenue numbers were taken from the Giving USA reports for the respective years, and Nantucket revenue numbers for 2010 and 2011 were taken from the 53 and 50 organizations' 990 forms we had available for those years. For Nantucket we used the base revenue of \$40.26 Million for the 100% reference, and calculated the percentage increases from that base for the following years by dividing by the base amount and multiplying by 100 to generate a percentage change. Similarly, we used a base of \$290.89 Billion for the 100% reference of US revenue growth. To calculate the percentage increases for the following years we took the donation amounts, divided them by the \$290.89 Billion base, and multiplied by 100. We used the slope of the line from 2011 to 2012 from the US to estimate the new amount for revenue from the 2011 mark of \$49.17 million to project the 2012 revenue on Nantucket

The public data collected by the group shows in [Figure 4.4](#) that Nantucket NPOs had increased their revenue by over 30% between 2010 and 2012. However, the Average Revenue Growth Percentage (ARGP) by organizations in the CFNan Survey, as shown

in [Table 4.2](#), was 11.45% increase from 2010-2011 and a 31.45% ARGP from 2011-2012. ARGP statistics indicated by survey results underperformed the more robust public data set of organizations for 2011. However, in 2012, one organization skewed the ARGP from the surveys with a 542% revenue growth percentage (RGP), causing the ARGP of 31.45%. Without this one organization’s data for 2012, the ARGP for the rest of the organizations would have been a much lower 1.37%. This large increase, that was unusually large for the history of this organization or other organizations for that year, would indicate that a large capital campaign or appeal attracted a large increase in donations. For one organization this was very beneficial, but lessened growth for other organizations. The lessened growth was identified as 1.37% ARGP in 2012. The 1.37% ARGP was worse than the percentage revenue increase which was calculated for 2012 by public data in [Figure 4.4](#), or about 7%.

Other outlying increases in donations can also be identified by public data. One example was shown in the success of Arts and Culture sector revenue increase in 2011 as shown in [Figure 4.5](#) below.

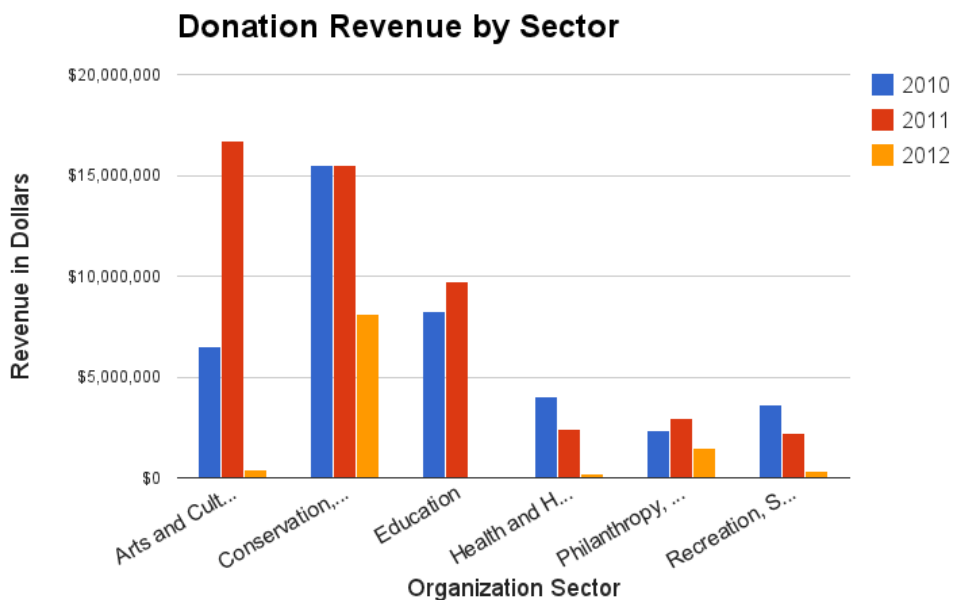


Figure 4.5: Revenue Amounts to NPOs on Nantucket by Sector

[Figure 4.5](#) was calculated from the three years' worth of data that was collected in 990 forms by the team. Revenue amounts for each sector in each of the three years was isolated, totaled, and displayed for individual years. The data represents samplings from the total of 53 organizations in 2010, 50 in 2011, and 10 in 2012. The most important trends to identify were in years 2010 and 2011 because of the higher sample rate; nominal drops can be mostly associated with the sample size in 2012.

The large increase in donation revenue for the Arts and Culture sector could have also been caused by a capital campaign for an organization in that sector in 2011. Capital campaigns or other large one-time increases in revenue undertaken by organizations, caused nominal increases in donation revenue. The nominal increases in revenue contrast the less positive ARGP of all other organizations in the same year. The most competitive of the organizations were the largest, the Class C organizations, and as a result, those organizations generally underperform island ARGP values. As shown in the survey results in [Table 4.2](#), average Class C ARGP was 10.43% compared to the 11.45% ARGP in 2011, and the class had -2.52% changes compared to the 31.45% increase in the island ARGP of 2012.

Budget Class Analysis:

The next breakdown to examine was the data organized by budget class size. The first class representing expense of less than \$50,000 every year, included only two organizations who responded to the CFNan Survey. One of the two started its operation in the last year of the survey, and the other organization was funded by a single state grant. We identified this as outlying data by comparing it to public data from more organizations of this size. As shown in [APPENDIX C](#), public records of Budget Class A organizations in 2010 had 65% of revenue amounts came in the form of contributions, grants, or gifts. This contrasts with the island total of 41% of all revenue to the island coming from the contribution form, and the survey results shown in [Table 4.5](#) and [Table 4.6](#) show neither Class B or Class C organizations rely nearly as heavily on state grants as the Class A organizations, as shown in [Table 4.4](#).

Class B, on average, healthily outperforms the island ARGP with a 13.49% ARGP from 2010 to 2011 and a 98.42% ARGP between 2011 and 2012. These numbers were substantiated by annual increases in revenue from \$1.85 million to \$2.0 million and \$6.0 million between 2010, 2011, and 2012 respectively. However, one organization included in those numbers recorded a 542% RGP for 2012. Without that one outlying organization the ARGP for Class B was a more modest 9.57%, which still outperformed the island ARGP of 1.37% excluding the same outlying data.

The Class C, or the largest of the organizations, represented 94-95% of all donation revenue received on the island in 2010 and 2011, according to the public data organized by the team in [APPENDIX C](#). Class C organizations underperformed in the ARGP statistic, compared to the island ARGP of 11.45% 2011 and 31.45% in 2012 shown in [Table 4.2](#). Class C organizations showed 2010-2011 ARGP of 10.43% and 2011-2012 ARGP of -2.52%. Contrasting the ARGP, the nominal donations amounts by C Class organizations revealed having a dramatic increase in 2011. Public data collected from 30 organizations revealed an increase from \$37 million in donation amounts in 2010 to \$47 million in 2011. However, this trend was identified for all island organizations, as described in the analysis for [Figure 4.4](#). The same trend in average organizational growth and amounts donated repeated for the budget class supports the observation made earlier regarding yearly changes in organizations receiving large amounts of donations one year and dramatically less donations the following year.

Organization Sector Analysis

The first sector considered was Arts and Culture. This sector has a small number of organizations, with a total of only 15. However, 9 organizations represented 16% of total island donation revenue in 2010, and 8 organizations comprised 33.7% of the revenue in 2011. Nominally, the revenue stated in the public data indicated \$6.5 million in 2010 and \$16.7 million in 2011. The survey data for the Arts and Culture sector was spartan, as only 1 response was received from an organization that only reported 2 years' worth of data. However, this organization's information suggested that a vast majority of its

donation income came from small contributions from individuals, at 75% in 2011 and 84% in 2012, shown in [Table 4.7](#).

The Care for Animals sector was also lacking in information. Of the 4 organizations listed on the Community Foundation for Nantucket's website, only 2 of them responded with information from 2011 and 2012 for the survey, and none of their public data was available for the years of interest. The survey responses indicated that most of their funding also came from small contributions from individuals and foundations.

The juxtaposition between the amount of donations to the Conservation, Preservation, Environment and Science sector and all other sectors is shown through the percent of donations they represent in the US and Nantucket in [Figure 4.2](#) and [Figure 4.3](#). In 2010, donations to this sector represented 38% of all donations given to philanthropies on Nantucket, whereas across the country, corresponding organizations only received 2% of donations. Nominally, the 20 organizations in this sector collected \$15.478 million in 2010 and \$15.471 in 2011. This sector was fortunate to outpace the island averages in yearly changes, and in larger donation amounts from individuals. In 2011 there was an 15.72% ARGP by organizations in this sector, and 119.12% ARGP in 2012, shown in [Table 4.2](#). This sector benefited heavily from one organization that had a 540% increase in revenue in 2012. Without this outlying organization, this sector would have experienced a 13.24% ARGP, still outperforming the ARGP of 1.3% in 2012 excluding the same organization. Also, in 2011 and 2012 organizations in Conservation, Preservation, Environment and Science received on average more than 10% of their donation revenue from individuals donating between \$100,000 and \$500,000 amounts, as shown by [Table 4.9](#).

There are 7 organizations of the 110 philanthropies on island that serve the purpose of Education, and include organizations such as the Atheneum and private schools. These organizations collect about 20% of all donation dollars to the island every year, and of the 5 organizations with publicly available information, equivocated \$8.24 million of revenue in 2010 and \$9.76 million in 2011. [Table 4.10](#) shows between 12% and 13% of donation

revenue, on average came in the form of local government grants in 2010 and 2011, in amounts between \$500,000 and \$1 million.

The Health and Human Services sector on Nantucket consists of 25 of the 110 total organizations. Of the 25 organizations in the sector, 10 had data that was made publicly available through Guidestar. These 10 organizations collect 10% of the total amount donated to the island every year. That means that NPOs on Nantucket received well below the National donation percentage of 17%, as [Figure 4.2](#) illustrates for 2010, and that difference grows in 2011. The Health and Human Services primary form of donations were from individuals, making up 46.65% of all donations to the sector in 2010, 41.12% in 2011 and 40.23% in 2012, as shown in [Table 4.11](#).

The final sector to consider is Philanthropy, Volunteerism, Grantmaking, and Community Improvement, which has 18 organizations on Nantucket. The 7 organizations, whose public information was available, represented 15% of dollars donated to on island philanthropies in 2010, but only 6% of the total in 2011. While donations to this sector increased from \$2.3 million to \$2.9 million, it did not keep pace with the 22% increase in donation dollar amounts that Nantucket philanthropies experienced in the same time span. The survey data from this sector included only one organization, but the large percentage of larger donations falls in line with expectations based on the high priority of fundraising in this sector's revenue displayed in [Figure 4.6](#).

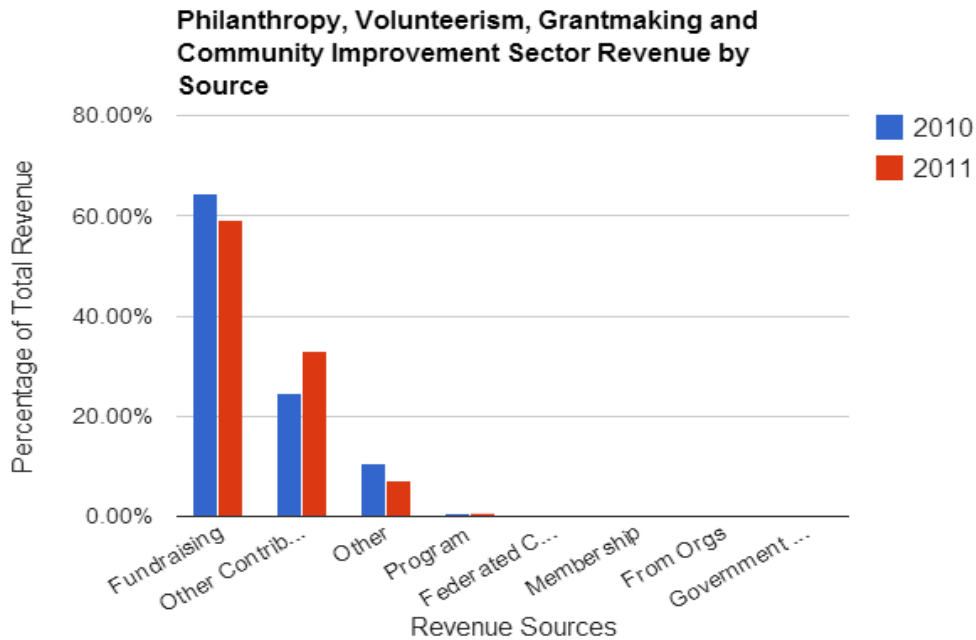


Figure 4.6: Philanthropy and Grantmaking Sector Revenue information

The data for [Figure 4.6](#) was collected through 7 organizations’ 990 forms from 2010 and 2011. Each of the percentages were calculated by dividing the revenue from each of the sources by the total revenue for all 7 organizations, and then multiplied by 100 to generate the percentage.

Other than the high percentage of large contributions from individuals as shown in the survey results, the Philanthropy, Volunteerism, Grantmaking and Community Improvement sector also showed a higher involvement from bequests than all other sectors, with 50% of the 2011 revenue from bequests, as seen in [Table 4.12](#).

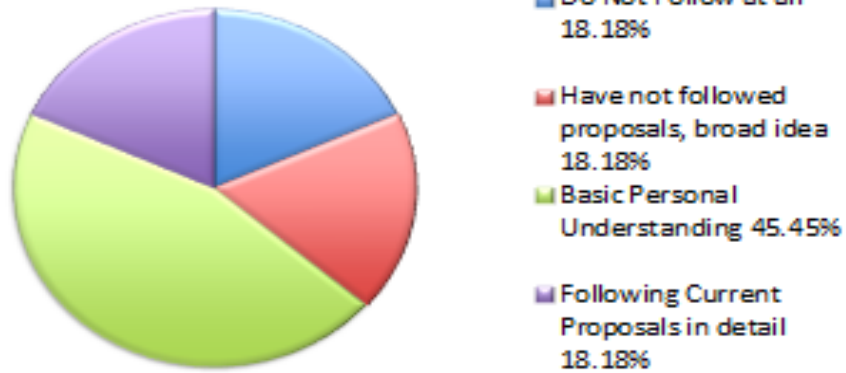
4.3 Sentiment Survey

Results of Sentiment Survey

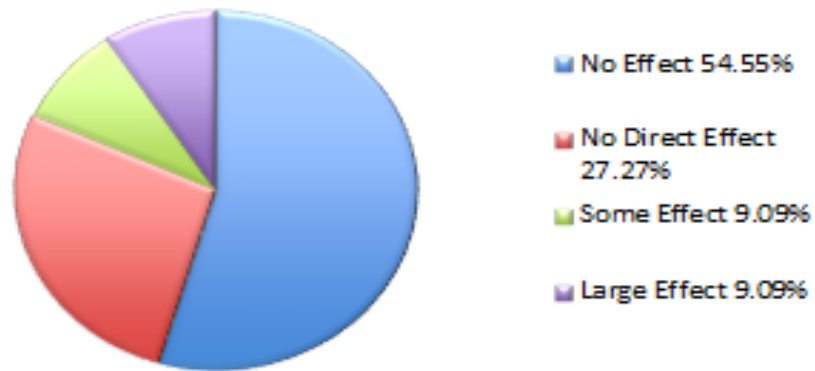
The responses to sentiment survey questions asked in interviews were collected into the aforementioned categories in [Section 3.3](#). The results were published in the form of pie charts representing the answers from the 11 participants, and shown in [Figure 4.7](#) on the following page.

Sentiment Survey Results

How well do you understand the proposed tax code changes?



How worried are you about the effects it may have on your donations?



How do you think the Island's Philanthropies, in general, will be affected by changes?

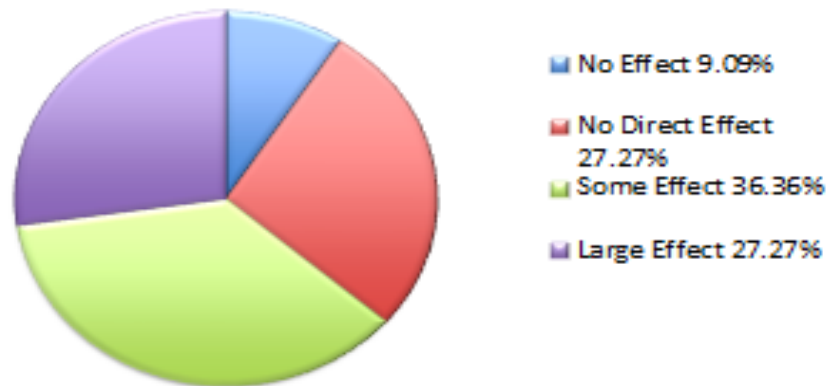


Figure 4.7: Sentiment Survey Results

The 11 anecdotal responses of the sentiment survey were organized into one of four categories by the team after the interviews. The number of responses for each answer was then calculated as percentages of the total 11 responses.

Analysis of Sentiment Survey Results

The Sentiment Survey results identified the need for the directors of organizations to have greater awareness of policy changes, and that each organizations' staffs should all take possible tax policy changes more seriously. Even though nearly 55% of participants believed their organization would not be affected by policy changes, 63% of participants felt changes to the charitable deduction would affect giving to on-island organization in at least some way.

This juxtaposition between the results from the second and third questions in [Figure 4.7](#), suggested that a further education and awareness program to educate NPO leaders on the facts about how tax deductions influence donors was needed. This program to prepare organizations for the impact a change in the charitable donation deduction would have. Leaders would also become aware of proposals presented and debated in Congress and the Senate through the program, a sample of which are included in [APPENDIX D](#).

5.0 Discussion

5.1 Survey Database

Organizations reported issues while filing the CFNan Survey. The original format was difficult for some organizations. The time required to fill out the form ranged from 4 hours all the way to 120 work hours, depending on the size and set-up the organizations had. Another problem with the CFNan Survey was a lack of consistency. Some organizations supplied all of the data requested, while other organizations omitted some information. Frequently the number of donations in each category were left unfilled. Between the two problems encountered with the previous CFNan Survey, the group created a new online survey to facilitate outreach to new organizations.

There was a lack of consistency when organizations filled out the surveys. A large amount of responses did not include information for the number of donations, for each of the donation types. Organizations may have tried releasing only some of their information to remain more anonymous, where others may have lacked the answers to the questions.

We hope to facilitate outreach to new organizations and increase response rates, while decreasing the submission times. To accomplish this goal, the group has created a new online survey, which can be found at the following link:

<https://docs.google.com/forms/d/1-W1SeEt9EhFOXQ9h9H-WFpg-qxeL4rephBi4cpLgRhU/viewform>

The online form forces the most important information to be answered by users, and provides in line definitions of terms used.

For the Community Foundation, the results of the survey will be reported in a standardized format making it easier for future students or affiliates of CFNan to organize

the data collected. New organizations can be manually entered after the survey is collected under a “New Organization” response.

5.2 Analytics and Comparisons

Out of the 110 philanthropic organizations identified by the Community Foundation for Nantucket, 85 were invited to the CFNan Survey, 20 responses were recorded.

Representatives from half of those organizations were available for interviews to verify and solidify the data received in each of the survey responses. When we were able to meet with representatives, we resolved issues from 3 organizations’ survey responses.

Similar issues presented themselves when collecting publicly available information by requesting 990 tax forms. When using the Guidestar online NPO database to collect all the forms, 53 were available for the first year, 50 for 2011, and a stark 11 in 2012. The most recent year’s worth of data was not consistent enough to use in analyzing the state of all philanthropic organizations. There were also no 990 forms from the Care for Animals sector, or from the Education sector in 2012.

Another issue that presented itself when collecting this data was the exclusion of detailed information for those organizations able to file 990 EZ tax returns. These returns excluded some of the metrics the teams tracked, including expenses information and different revenue categories like membership and government grants. The abridged form omitted 2/3rds of the data points the group tracked in a regular 990 form.

At the request of the sponsor, all private foundations and many small organizations were not included in the public data collection, or the survey invitations. Therefore the number of Class A and B organizations in the database was small.

Competition between organizations for donors became apparent in the survey data collected. While the largest organizations have the most volatile ARGPs, as a whole, amounts donated were actually increasing. This suggested that donors still gave the same

amount or more, but the negative ARGP was caused by donors switching between large campaigns every year. This then caused losses for many organizations, but large gains in one or two, whoever had a capital campaign or specific appeal, for example. Because the donors were still apt to give increasing amounts every year, philanthropies benefitted from working together to plan timely campaigns without overlapping.

5.3 Sentiment Survey Discussion

Under the mission of “gathering assets and ideas” the Community Foundation for Nantucket can use the information collected through the interviews, and the resulting statistics to encourage philanthropic leaders in the Nantucket community to become more aware of the implications of tax code changes to their organizations, and the community in the future. The case of ideology witnessed, where those interviewed felt like there will be implications of charitable deduction policy change without affecting themselves caused alarm and pointed out the bliss of misunderstanding the organizations had.

The sample size for the sentiment survey concerned the team. We collected responses from follow up interviews after the CFNan Survey, and only 11 organizations agreed to meetings. However, the interviews covered organizations from every budget class and every sector except Sports, Recreation, and Youth Development, in order to complete a robust sampling of all nonprofits on Nantucket.

6.0 Conclusions and Recommendations

The statistics and analytics developed from our databases identified trends of competition between organizations and unique disbursement of donations to sectors of nonprofits. Competition between organizations can, in the future, impede the impact of philanthropic organizations on the island. However, large fundraisers have predictable effects on trends of giving to on island organizations. The data collected in this report identifies the need for organization between nonprofits to limit competition of fundraisers between organizations of the same size or sector. Future planning will limit the negative impact on the average revenue growth of organizations.

The distribution of philanthropic giving on Nantucket is different from the distribution of giving in the United States. However, the demographics of Nantucket are unique, and should not match the distribution need of the US. Future studies are needed to conclude whether the current distribution of funds to Nantucket organizations is varied enough to allow for all of the organizations to fulfill their missions. One of our results identified organizations with issues and identified organizations with positive trends. This information can be expanded in the future to identify whether organizations in certain sectors or budget classes are struggling more or less than larger or more popular organizations.

Future projects should also accept feedback on the first database, from organizations that participated in the past. In the future the Community Foundation can use these statistics to identify and instruct organizations that are struggling or lagging in their sector or budget class. The statistics generated from our project, can help the Community Foundation advocate for additional, grants, fundraising, or funding for organizations with identified need. Our project allows CFNan to compare organizations to other organizations of the same size or same sector and identify specifically how an organization is falling from its peers.

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APPENDIX A - DATABASE OF SURVEY RESULTS

Org 1 Survey

| ORG 1 | | Org 1 | | | | | | | | |
|--------------------------------------|--|--------------|-----------|------------|--------------|-----------|------------|--------------|-----------|------------|
| Health and Human Services | | 2010 | | | 2011 | | | 2012 | | |
| Expenses: | | | | | | | | | | |
| Administrative | | \$90,826.00 | | | \$115,097.00 | | | \$109,833.00 | | |
| Programs | | \$298,873.00 | | | \$307,889.00 | | | \$306,071.00 | | |
| Fundraising | | \$13,846.00 | | | \$8,017.00 | | | \$13,669.00 | | |
| Total expenses | | \$403,545.00 | | | \$431,003.00 | | | \$429,573.00 | | |
| | | | | | | | | | EGP | -0.33% |
| | | | | | | | | | EGP | 6.37% |
| Donations Received by Amount: | | | | | | | | | | |
| | | Total # | Total \$ | % of Total | Total # | Total \$ | % of Total | Total # | Total \$ | % of Total |
| 0-\$9,999 | | | | | | | | | | |
| From Individuals | | 388 | \$76,717 | 18% | 518 | \$100,972 | 23% | 406 | \$110,138 | 23% |
| From Foundations | | 3 | \$8,750 | 2% | 5 | \$16,000 | 4% | 2 | \$2,500 | 1% |
| From Corporations, Other | | 28 | \$6,155 | 1% | 58 | \$17,614 | 4% | 41 | \$22,408 | 5% |
| From Bequests | | 0 | \$0 | 0% | 0 | \$0 | 0% | 0 | \$0 | 0% |
| From Federal | | 0 | \$0 | 0% | 0 | \$0 | 0% | 0 | \$0 | 0% |
| From State | | 0 | \$0 | 0% | 0 | \$0 | 0% | 0 | \$0 | 0% |
| From Local | | 0 | \$0 | 0% | 0 | \$0 | 0% | 0 | \$0 | 0% |
| Total 0-\$9,999 | | 419 | \$91,622 | 21% | 581 | \$134,586 | 31% | 449 | \$135,045 | 28% |
| \$10,000-\$49,999 | | | | | | | | | | |
| From Individuals | | 1 | \$10,000 | 2% | 0 | \$0 | 0% | 3 | \$30,000 | 6% |
| From Foundations | | 3 | \$72,730 | 17% | 3 | \$70,000 | 16% | 4 | \$80,000 | 17% |
| From Corporations, Other | | 0 | \$0 | 0% | 0 | \$0 | 0% | 0 | \$0 | 0% |
| From Bequests | | 1 | \$20,000 | 5% | 0 | \$0 | 0% | 0 | \$0 | 0% |
| From Federal | | 0 | \$0 | 0% | 0 | \$0 | 0% | 0 | \$0 | 0% |
| From State | | 1 | \$43,839 | 10% | 1 | \$43,702 | 10% | 1 | \$44,495 | 9% |
| From Local | | 0 | \$0 | 0% | 0 | \$0 | 0% | 0 | \$0 | 0% |
| Total \$10,000-\$49,999 | | 6 | \$146,569 | 34% | 4 | \$113,702 | 26% | 8 | \$154,495 | 32% |
| \$50,000-\$99,999 | | | | | | | | | | |
| From Individuals | | 0 | \$0 | 0% | 0 | \$0 | 0% | 0 | \$0 | 0% |
| From Foundations | | 0 | \$0 | 0% | 0 | \$0 | 0% | 0 | \$0 | 0% |
| From Corporations, Other | | 0 | \$0 | 0% | 0 | \$0 | 0% | 0 | \$0 | 0% |
| From Bequests | | 0 | \$0 | 0% | 0 | \$0 | 0% | 0 | \$0 | 0% |
| From Federal | | 0 | \$0 | 0% | 0 | \$0 | 0% | 0 | \$0 | 0% |
| From State | | 0 | \$0 | 0% | 0 | \$0 | 0% | 0 | \$0 | 0% |
| From Local | | 1 | \$50,000 | 12% | 1 | \$50,000 | 12% | 1 | \$50,000 | 10% |
| Total \$50,000-\$99,999 | | 1 | \$50,000 | 12% | 1 | \$50,000 | 12% | 1 | \$50,000 | 10% |
| Donations Received by Amount: | | 2010 | | | 2011 | | | 2012 | | |
| | | Total # | Total \$ | | Total # | Total \$ | | Total # | Total \$ | |
| \$100,000-\$499,999 | | | | | | | | | | |
| From Individuals | | 0 | \$0 | 0% | 0 | \$0 | 0% | 0 | \$0 | 0% |
| From Foundations | | 0 | \$0 | 0% | 0 | \$0 | 0% | 0 | \$0 | 0% |

Org 1 Survey

| | | | | | | | | | |
|----------------------------------|-------------|------------------|-------------------|-------------|------------------|-------------------|-------------|------------------|-------------------|
| From Corporations, Other | 0 | \$0 | 0% | 0 | \$0 | 0% | 0 | \$0 | 0% |
| From Bequests | 0 | \$0 | 0% | 0 | \$0 | 0% | 0 | \$0 | 0% |
| From Federal | 0 | \$0 | 0% | 0 | \$0 | 0% | 0 | \$0 | 0% |
| From State | 1 | \$145,176 | 33% | 1 | \$136,444 | 31% | 1 | \$141,361 | 29% |
| From Local | 0 | \$0 | 0% | 0 | \$0 | 0% | 0 | \$0 | 0% |
| Total \$100,000-\$499,999 | 1 | \$145,176 | 33% | 1 | \$136,444 | 31% | 1 | \$141,361 | 29% |
| \$500,000-\$999,999 | | | | | | | | | |
| From Individuals | 0 | \$0 | 0% | 0 | \$0 | 0% | 0 | \$0 | 0% |
| From Foundations | 0 | \$0 | 0% | 0 | \$0 | 0% | 0 | \$0 | 0% |
| From Corporations, Other | 0 | \$0 | 0% | 0 | \$0 | 0% | 0 | \$0 | 0% |
| From Bequests | 0 | \$0 | 0% | 0 | \$0 | 0% | 0 | \$0 | 0% |
| From Federal | 0 | \$0 | 0% | 0 | \$0 | 0% | 0 | \$0 | 0% |
| From State | 0 | \$0 | 0% | 0 | \$0 | 0% | 0 | \$0 | 0% |
| From Local | 0 | \$0 | 0% | 0 | \$0 | 0% | 0 | \$0 | 0% |
| Total \$500,000-\$999,999 | 0 | \$0 | \$0 | 0 | \$0 | \$0 | 0 | \$0 | \$0 |
| Total Donations Received | 2010 | | % of Total | 2011 | | % of Total | 2012 | | % of Total |
| From Individuals | 389 | \$86,717 | 20.01% | 518 | \$100,972 | 23.23% | 409 | \$140,138 | 29.14% |
| From Foundations | 6 | \$81,480 | 18.80% | 8 | \$86,000 | 19.78% | 6 | \$82,500 | 17.16% |
| From Corporations, Other | 28 | \$6,155 | 1.42% | 58 | \$17,614 | 4.05% | 41 | \$22,408 | 4.66% |
| From Bequests | 1 | \$20,000 | 4.62% | 0 | \$0 | 0.00% | 0 | \$0 | 0.00% |
| From Federal | 0 | \$0 | 0.00% | 0 | \$0 | 0.00% | 0 | \$0 | 0.00% |
| From State | 2 | \$189,015 | 43.62% | 2 | \$180,146 | 41.44% | 2 | \$185,856 | 38.65% |
| From Local | 1 | \$50,000 | 11.54% | 1 | \$50,000 | 11.50% | 1 | \$50,000 | 10.40% |
| | | | 100.00% | | | 100.00% | | | 100.00% |
| TOTAL DONATIONS | 427 | \$433,367 | | 587 | \$434,732 | 0.31% | 459 | \$480,901 | 10.62% |
| | | | | | RGP | | | RGP | |

Org 1 Survey

| ORG 2 | | 2010 | | 2011 | | 2012 | |
|--------------------------------------|----------|-------------|--------------|---------------------|----------------|---------------------|----------------|
| Arts and Culture | | | | | | | |
| Expenses: | | | | | | | |
| Administrative | | | | \$298,740.00 | | \$308,431.00 | |
| Programs | | | | \$151,372.00 | | \$158,818.00 | |
| Fundraising | | | | \$245,755.00 | | \$182,125.00 | EGP |
| Total expenses | | \$0.00 | | \$695,867.00 | | \$649,374.00 | -7.16% |
| Donations Received by Amount: | | | | | | | |
| | Total # | Total \$ | | Total \$ | % of Total | Total \$ | % of Total |
| 0-\$9,999 | | | | | | | |
| From Individuals | | | 0.00% | \$273,769 | 75.27% | \$330,154 | 84.18% |
| From Foundations | | | 0.00% | \$41,083 | 11.30% | \$33,900 | 8.64% |
| From Corporations, Other | | | 0.00% | \$34,165 | 9.39% | \$28,150 | 7.18% |
| From Bequests | | | 0.00% | | 0.00% | | 0.00% |
| From Federal | | | 0.00% | | 0.00% | | 0.00% |
| From State | | | 0.00% | | 0.00% | | 0.00% |
| From Local | | | 0.00% | | 0.00% | | 0.00% |
| Total 0-\$9,999 | 0 | \$0 | 0.00% | \$349,017 | 95.96% | \$392,204 | 100.00% |
| \$10,000-\$49,999 | | | | | | | |
| From Individuals | | | 0.00% | | 0.00% | | 0.00% |
| From Foundations | | | 0.00% | | 0.00% | | 0.00% |
| From Corporations, Other | | | 0.00% | | 0.00% | | 0.00% |
| From Bequests | | | 0.00% | \$14,707 | 4.04% | | 0.00% |
| From Federal | | | 0.00% | | 0.00% | | 0.00% |
| From State | | | 0.00% | | 0.00% | | 0.00% |
| From Local | | | 0.00% | | 0.00% | | 0.00% |
| Total \$10,000-\$49,999 | 0 | \$0 | 0.00% | \$14,707 | 4.04% | \$0 | 0.00% |
| \$50,000-\$99,999 | | | | | | | |
| From Individuals | | | 0.00% | | 0.00% | | 0.00% |
| From Foundations | | | 0.00% | | 0.00% | | 0.00% |
| From Corporations, Other | | | 0.00% | | 0.00% | | 0.00% |
| From Bequests | | | 0.00% | | 0.00% | | 0.00% |
| From Federal | | | 0.00% | | 0.00% | | 0.00% |
| From State | | | 0.00% | | 0.00% | | 0.00% |
| From Local | | | 0.00% | | 0.00% | | 0.00% |
| Total \$50,000-\$99,999 | 0 | \$0 | 0.00% | \$0 | 0.00% | \$0 | 0.00% |
| | | 2010 | | | \$2,011 | | |
| Donations Received by Amount: | | | | | | | |
| | Total # | Total \$ | | Total \$ | | Total \$ | % of Total |
| \$100,000-\$499,999 | | | | | | | |
| From Individuals | | | 0.00% | | 0.00% | | 0.00% |
| From Foundations | | | 0.00% | | 0.00% | | 0.00% |
| From Corporations, Other | | | 0.00% | | 0.00% | | 0.00% |
| From Bequests | | | 0.00% | | 0.00% | | 0.00% |
| From Federal | | | 0.00% | | 0.00% | | 0.00% |
| From State | | | 0.00% | | 0.00% | | 0.00% |
| From Local | | | 0.00% | | 0.00% | | 0.00% |
| Total \$100,000-\$499,999 | 0 | \$0 | 0.00% | \$0 | 0.00% | \$0 | 0.00% |
| \$500,000-\$999,999 | | | | | | | |
| From Individuals | | | 0.00% | | 0.00% | | 0.00% |
| From Foundations | | | 0.00% | | 0.00% | | 0.00% |
| From Corporations, Other | | | 0.00% | | 0.00% | | 0.00% |
| From Bequests | | | 0.00% | | 0.00% | | 0.00% |

Org 1 Survey

| | | | | | | | |
|---------------------------------|-------------|------------|-------|------------------|--------|------------------|--------------|
| From Federal | | | 0.00% | | 0.00% | | 0.00% |
| From State | | | 0.00% | | 0.00% | | 0.00% |
| From Local | | | 0.00% | | 0.00% | | 0.00% |
| Total \$500,000-\$999,999 | 0 | \$0 | 0.00% | \$0 | 0.00% | \$0 | 0.00% |
| <hr/> | | | | | | | |
| Total Donations Received | 2010 | | | \$2,011 | | \$2,012 | |
| From Individuals | 0 | \$0 | 0.00% | \$273,769 | 75.27% | \$330,154 | 84.18% |
| From Foundations | 0 | \$0 | 0.00% | \$41,083 | 11.30% | \$33,900 | 8.64% |
| From Corporations, Other | 0 | \$0 | 0.00% | \$34,165 | 9.39% | \$28,150 | 7.18% |
| From Bequests | 0 | \$0 | 0.00% | \$14,707 | 4.04% | \$0 | 0.00% |
| From Federal | 0 | \$0 | 0.00% | \$0 | 0.00% | \$0 | 0.00% |
| From State | 0 | \$0 | 0.00% | \$0 | 0.00% | \$0 | 0.00% |
| From Local | 0 | \$0 | 0.00% | \$0 | 0.00% | \$0 | 0.00% |
| | | | 0.00% | 100.00% | | 100.00% | |
| TOTAL DONATIONS | 0 | \$0 | | \$363,724 | | \$392,204 | 7.83% |

RGP

Org 1 Survey

| ORG 3 | 2010 | | | 2011 | | | 2012 | | |
|--------------------------------------|--------------|-----------|------------|--------------|-----------|---------------|--------------|-----------|---------------|
| Non-Profit Sector: | | | | | | | | | |
| Expenses: | | | | | | | | | |
| Administrative | \$68,434.00 | | | \$85,539.00 | | | \$89,801.00 | | |
| Programs | \$177,916.00 | | | \$137,389.00 | | | \$156,962.00 | | |
| Fundraising | \$23,039.00 | | | \$24,170.00 | | EGP | \$29,668.00 | | EGP |
| Total expenses | \$269,389.00 | | | \$247,098.00 | | -9.02% | \$276,431.00 | | 10.61% |
| Donations Received by Amount: | | | | | | | | | |
| | Total # | Total \$ | % of Total | Total # | Total \$ | % of Total | Total # | Total \$ | % of Total |
| 0-\$9,999 | | | | | | | | | |
| From Individuals | 292 | \$210,331 | 59.80% | 265 | \$193,226 | 58.87% | 300 | \$120,043 | 50.02% |
| From Foundations | 10 | \$17,998 | 5.12% | 4 | \$6,775 | 2.06% | 3 | \$4,100 | 1.71% |
| From Corporations, Other | 48 | \$7,030 | 2.00% | 17 | \$8,533 | 2.60% | 49 | \$17,084 | 7.12% |
| From Bequests | 0 | \$0 | 0.00% | 0 | \$0 | 0.00% | 0 | \$0 | 0.00% |
| From Federal | 2 | \$1,262 | 0.36% | 0 | \$0 | 0.00% | 0 | \$0 | 0.00% |
| From State | 22 | \$59,587 | 16.94% | 20 | \$60,541 | 18.44% | 22 | \$54,148 | 22.56% |
| From Local | 2 | \$3,500 | 1.00% | 6 | \$12,150 | 3.70% | 6 | \$10,605 | 4.42% |
| Total 0-\$9,999 | 376 | \$299,708 | 85.22% | 312 | \$281,225 | 85.68% | 380 | \$205,980 | 85.83% |
| \$10,000-\$49,999 | | | | | | | | | |
| From Individuals | 1 | \$10,000 | 2.84% | 0 | \$0 | 0.00% | 0 | \$0 | 0.00% |
| From Foundations | 2 | \$42,000 | 11.94% | 2 | \$47,000 | 14.32% | 2 | \$34,000 | 14.17% |
| From Corporations, Other | 0 | \$0 | 0.00% | 0 | \$0 | 0.00% | 0 | \$0 | 0.00% |
| From Bequests | 0 | \$0 | 0.00% | 0 | \$0 | 0.00% | 0 | \$0 | 0.00% |
| From Federal | 0 | \$0 | 0.00% | 0 | \$0 | 0.00% | 0 | \$0 | 0.00% |
| From State | 0 | \$0 | 0.00% | 0 | \$0 | 0.00% | 0 | \$0 | 0.00% |
| From Local | 0 | \$0 | 0.00% | 0 | \$0 | 0.00% | 0 | \$0 | 0.00% |
| Total \$10,000-\$49,999 | 3 | \$53,000 | 15.07% | 2 | \$47,000 | 14.32% | 2 | \$34,000 | 14.17% |
| \$50,000-\$99,999 | | | | | | | | | |
| From Individuals | 0 | \$0 | 0.00% | 0 | \$0 | 0.00% | 0 | \$0 | 0.00% |
| From Foundations | 0 | \$0 | 0.00% | 0 | \$0 | 0.00% | 0 | \$0 | 0.00% |
| From Corporations, Other | 0 | \$0 | 0.00% | 0 | \$0 | 0.00% | 0 | \$0 | 0.00% |
| From Bequests | 0 | \$0 | 0.00% | 0 | \$0 | 0.00% | 0 | \$0 | 0.00% |
| From Federal | 0 | \$0 | 0.00% | 0 | \$0 | 0.00% | 0 | \$0 | 0.00% |
| From State | 0 | \$0 | 0.00% | 0 | \$0 | 0.00% | 0 | \$0 | 0.00% |
| From Local | 0 | \$0 | 0.00% | 0 | \$0 | 0.00% | 0 | \$0 | 0.00% |
| Total \$50,000-\$99,999 | 0 | \$0 | 0.00% | 0 | \$0 | 0.00% | 0 | \$0 | 0.00% |
| Donations Received by Amount: | | | | | | | | | |
| | Total # | Total \$ | % of Total | Total # | Total \$ | % of Total | Total # | Total \$ | % of Total |
| \$100,000-\$499,999 | | | | | | | | | |
| From Individuals | 0 | \$0 | 0.00% | 0 | \$0 | 0.00% | 0 | \$0 | 0.00% |
| From Foundations | 0 | \$0 | 0.00% | 0 | \$0 | 0.00% | 0 | \$0 | 0.00% |
| From Corporations, Other | 0 | \$0 | 0.00% | 0 | \$0 | 0.00% | 0 | \$0 | 0.00% |
| From Bequests | 0 | \$0 | 0.00% | 0 | \$0 | 0.00% | 0 | \$0 | 0.00% |

Org 1 Survey

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|---------------------------------|-------------|------------------|-------------------|-------------|------------------|-------------------|-------------|------------------|----------------|
| From Federal | 0 | 0 | 0.00% | 0 | 0 | 0.00% | 0 | 0 | 0.00% |
| From State | 0 | 0 | 0.00% | 0 | 0 | 0.00% | 0 | 0 | 0.00% |
| From Local | 0 | 0 | 0.00% | 0 | 0 | 0.00% | 0 | 0 | 0.00% |
| Total \$100,000-\$499,999 | 0 | \$0 | 0.00% | 0 | \$0 | 0.00% | 0 | \$0 | 0.00% |
| \$500,000-\$999,999 | | | | | | | | | |
| From Individuals | 0 | 0 | 0.00% | 0 | 0 | 0.00% | 0 | 0 | 0.00% |
| From Foundations | 0 | 0 | 0.00% | 0 | 0 | 0.00% | 0 | 0 | 0.00% |
| From Corporations, Other | 0 | 0 | 0.00% | 0 | 0 | 0.00% | 0 | 0 | 0.00% |
| From Bequests | 0 | 0 | 0.00% | 0 | 0 | 0.00% | 0 | 0 | 0.00% |
| From Federal | 0 | 0 | 0.00% | 0 | 0 | 0.00% | 0 | 0 | 0.00% |
| From State | 0 | 0 | 0.00% | 0 | 0 | 0.00% | 0 | 0 | 0.00% |
| From Local | 0 | 0 | 0.00% | 0 | 0 | 0.00% | 0 | 0 | 0.00% |
| Total \$500,000-\$999,999 | 0 | \$0 | 0.00% | 0 | \$0 | 0.00% | 0 | \$0 | 0.00% |
| | | | % of Total | | | % of Total | | | |
| Total Donations Received | 2010 | | | 2011 | | | 2012 | | 0.00% |
| From Individuals | 293 | \$220,331 | 62.65% | 265 | \$193,226 | 58.87% | 300 | \$120,043 | 50.02% |
| From Foundations | 12 | \$59,998 | 17.06% | 6 | \$53,775 | 16.38% | 5 | \$38,100 | 15.88% |
| From Corporations, Other | 48 | \$7,030 | 2.00% | 17 | \$8,533 | 2.60% | 49 | \$17,084 | 7.12% |
| From Bequests | 0 | \$0 | 0.00% | 0 | \$0 | 0.00% | 0 | \$0 | 0.00% |
| From Federal | 2 | \$1,262 | 0.36% | 0 | \$0 | 0.00% | 0 | \$0 | 0.00% |
| From State | 22 | \$59,587 | 16.94% | 20 | \$60,541 | 18.44% | 22 | \$54,148 | 22.56% |
| From Local | 2 | \$3,500 | 1.00% | 6 | \$12,150 | 3.70% | 6 | \$10,605 | 4.42% |
| | | | 100.00% | | | 100.00% | | | 100.00% |
| TOTAL DONATIONS | 379 | \$351,708 | | 314 | \$328,225 | -6.68% | 382 | \$239,980 | -26.89% |

RGP

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Org 1 Survey

| ORG 4 | 2010 | | | 2011 | | | 2012 | | |
|-----------------------|-----------------------|--|--|-----------------------|--|--------------|-----------------------|--|--------------|
| Non-Profit Sector: | | | | | | | | | |
| Expenses: | | | | | | | | | |
| Administrative | \$277,862.00 | | | \$267,965.00 | | | \$279,223.00 | | |
| Programs | \$1,164,219.00 | | | \$1,205,504.00 | | | \$1,284,426.00 | | |
| Fundraising | \$245,136.00 | | | \$284,905.00 | | EGP | \$297,838.00 | | EGP |
| Total expenses | \$1,687,217.00 | | | \$1,758,374.00 | | 4.05% | \$1,861,487.00 | | 5.54% |

Donations Received by Amount:

| | Total # | Total \$ | % of Total | Total # | Total \$ | % of Total | Total # | Total \$ | % of Total |
|--------------------------------|-------------|------------------|---------------|-------------|------------------|---------------|-------------|------------------|---------------|
| 0-\$9,999 | | | | | | | | | |
| From Individuals | 1134 | \$754,176 | 34.75% | 1059 | \$771,667 | 30.55% | 1070 | \$815,970 | 28.04% |
| From Foundations | 4 | \$17,050 | 0.79% | 3 | \$7,200 | 0.29% | 2 | \$7,500 | 0.26% |
| From Corporations, Other | 76 | \$25,790 | 1.19% | 71 | \$34,255 | 1.36% | 96 | \$35,362 | 1.22% |
| From Bequests | 0 | \$0 | 0.00% | 0 | \$0 | 0.00% | 0 | \$0 | 0.00% |
| From Federal | 0 | \$0 | 0.00% | 0 | \$0 | 0.00% | 0 | \$0 | 0.00% |
| From State | 1 | \$6,596 | 0.30% | 1 | \$7,045 | 0.28% | 1 | \$6,821 | 0.23% |
| From Local | 0 | \$0 | 0.00% | 0 | \$0 | 0.00% | 0 | \$0 | 0.00% |
| Total 0-\$9,999 | 1215 | \$803,612 | 37.02% | 1134 | \$820,167 | 32.47% | 1169 | \$865,653 | 29.74% |
| \$10,000-\$49,999 | | | | | | | | | |
| From Individuals | 29 | \$410,000 | 18.89% | 30 | \$400,000 | 15.84% | 38 | \$540,000 | 18.55% |
| From Foundations | 0 | \$0 | 0.00% | 2 | \$20,000 | 0.79% | 2 | \$44,000 | 1.51% |
| From Corporations, Other | 1 | \$15,000 | 0.69% | 2 | \$60,000 | 2.38% | 0 | \$0 | 0.00% |
| From Bequests | 0 | \$0 | 0.00% | 1 | \$20,000 | 0.79% | 0 | \$0 | 0.00% |
| From Federal | 0 | \$0 | 0.00% | 0 | \$0 | 0.00% | 0 | \$0 | 0.00% |
| From State | 0 | \$0 | 0.00% | 0 | \$0 | 0.00% | 0 | \$0 | 0.00% |
| From Local | 0 | \$0 | 0.00% | 0 | \$0 | 0.00% | 0 | \$0 | 0.00% |
| Total \$10,000-\$49,999 | 30 | \$425,000 | 19.58% | 35 | \$500,000 | 19.80% | 40 | \$584,000 | 20.07% |
| \$50,000-\$99,999 | | | | | | | | | |
| From Individuals | 1 | \$50,000 | 2.30% | 3 | \$150,000 | 5.94% | 5 | 275000 | 9.45% |
| From Foundations | 1 | \$50,000 | 2.30% | 1 | \$55,000 | 2.18% | 1 | 55000 | 1.89% |
| From Corporations, Other | 0 | \$0 | 0.00% | 0 | \$0 | 0.00% | 0 | 0 | 0.00% |
| From Bequests | 0 | \$0 | 0.00% | 0 | \$0 | 0.00% | 0 | 0 | 0.00% |
| From Federal | 0 | \$0 | 0.00% | 0 | \$0 | 0.00% | 0 | 0 | 0.00% |
| From State | 0 | \$0 | 0.00% | 0 | \$0 | 0.00% | 0 | 0 | 0.00% |
| From Local | 0 | \$0 | 0.00% | 0 | \$0 | 0.00% | 0 | 0 | 0.00% |
| Total \$50,000-\$99,999 | 2 | \$100,000 | 4.61% | 4 | \$205,000 | 8.12% | 6 | \$330,000 | 11.34% |

Donations Received by Amount:

| | 2010 | | | 2011 | | | 2012 | | |
|----------------------------|-------------|----------|------------|-------------|----------|------------|-------------|----------|------------|
| | Total # | Total \$ | % of Total | Total # | Total \$ | % of Total | Total # | Total \$ | % of Total |
| \$100,000-\$499,999 | | | | | | | | | |
| From Individuals | 1 | 250000 | 11.52% | 2 | 350000 | 13.86% | 2 | 350000 | 12.03% |
| From Foundations | 0 | 0 | 0.00% | 0 | 0 | 0.00% | 0 | 0 | 0.00% |
| From Corporations, Other | 0 | 0 | 0.00% | 0 | 0 | 0.00% | 0 | 0 | 0.00% |
| From Bequests | 0 | 0 | 0.00% | 0 | 0 | 0.00% | 0 | 0 | 0.00% |

Org 1 Survey

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|---------------------------------|-------------|--------------------|-------------------|-------------|--------------------|-------------------|-------------|--------------------|---------------|
| From Federal | 0 | 0 | 0.00% | 0 | 0 | 0.00% | 0 | 0 | 0.00% |
| From State | 0 | 0 | 0.00% | 0 | 0 | 0.00% | 0 | 0 | 0.00% |
| From Local | 0 | 0 | 0.00% | 0 | 0 | 0.00% | 1 | 119570 | 4.11% |
| Total \$100,000-\$499,999 | 1 | \$250,000 | 11.52% | 2 | \$350,000 | 13.86% | 3 | \$469,570 | 16.13% |
| \$500,000-\$999,999 | | | | | | | | | |
| From Individuals | 0 | 0 | 0.00% | 0 | 0 | 0.00% | 0 | 0 | 0.00% |
| From Foundations | 0 | 0 | 0.00% | 0 | 0 | 0.00% | 0 | 0 | 0.00% |
| From Corporations, Other | 0 | 0 | 0.00% | 0 | 0 | 0.00% | 0 | 0 | 0.00% |
| From Bequests | 0 | 0 | 0.00% | 0 | 0 | 0.00% | 0 | 0 | 0.00% |
| From Federal | 0 | 0 | 0.00% | 0 | 0 | 0.00% | 0 | 0 | 0.00% |
| From State | 0 | 0 | 0.00% | 0 | 0 | 0.00% | 0 | 0 | 0.00% |
| From Local | 1 | 591930 | 27.27% | 1 | 650720 | 25.76% | 1 | 661216 | 22.72% |
| Total \$500,000-\$999,999 | 1 | \$591,930 | 27.27% | 1 | \$650,720 | 25.76% | 1 | \$661,216 | 22.72% |
| | | | % of Total | | | % of Total | | | |
| Total Donations Received | 2010 | | | 2011 | | | 2012 | | |
| From Individuals | 1165 | \$1,464,176 | 67.46% | 1094 | \$1,671,667 | 66.18% | 1115 | \$1,980,970 | 68.06% |
| From Foundations | 5 | \$67,050 | 3.09% | 6 | \$82,200 | 3.25% | 5 | \$106,500 | 3.66% |
| From Corporations, Other | 77 | \$40,790 | 1.88% | 73 | \$94,255 | 3.73% | 96 | \$35,362 | 1.22% |
| From Bequests | 0 | \$0 | 0.00% | 1 | \$20,000 | 0.79% | 0 | \$0 | 0.00% |
| From Federal | 0 | \$0 | 0.00% | 0 | \$0 | 0.00% | 0 | \$0 | 0.00% |
| From State | 1 | \$6,596 | 0.30% | 1 | \$7,045 | 0.28% | 1 | \$6,821 | 0.23% |
| From Local | 1 | \$591,930 | 27.27% | 1 | \$650,720 | 25.76% | 2 | \$780,786 | 26.83% |
| | | | 100.00% | | | 100.00% | | | 100.00% |
| TOTAL DONATIONS | 1249 | \$2,170,542 | | 1176 | \$2,525,887 | 16.37% | 1219 | \$2,910,439 | 15.22% |

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Org 1 Survey

| ORG 5 | 2010 | | | 2011 | | | 2012 | | |
|--------------------------------------|----------------|-----------------|-------------------|----------------|-----------------|-------------------|----------------|-----------------|-------------------|
| Non-Profit Sector: | | | | | | | | | |
| Expenses: | | | | | | | | | |
| Administrative | | | | | | | \$300.00 | | |
| Programs | | | | | | | \$46,759.13 | | |
| Fundraising | | | | | | | \$1,917.36 | | EGP |
| Total expenses | \$0.00 | | | \$0.00 | | | \$48,976.49 | | 100.00% |
| Donations Received by Amount: | | | | | | | | | |
| | Total # | Total \$ | % of Total | Total # | Total \$ | | Total # | Total \$ | % of Total |
| 0-\$9,999 | | | | | | | | | |
| From Individuals | | | 0.00% | | | 0.00% | | \$35,038 | 67.69% |
| From Foundations | | | 0.00% | | | 0.00% | 5 | \$15,600 | 30.14% |
| From Corporations, Other | | | 0.00% | | | 0.00% | 2 | \$1,125 | 2.17% |
| From Bequests | | | 0.00% | | | 0.00% | | | 0.00% |
| From Federal | | | 0.00% | | | 0.00% | | | 0.00% |
| From State | | | 0.00% | | | 0.00% | | | 0.00% |
| From Local | | | 0.00% | | | 0.00% | | | 0.00% |
| Total 0-\$9,999 | 0 | \$0 | 0.00% | 0 | \$0 | 0.00% | 7 | \$51,763 | 100.00% |
| \$10,000-\$49,999 | | | | | | | | | |
| From Individuals | | | 0.00% | | | 0.00% | | | 0.00% |
| From Foundations | | | 0.00% | | | 0.00% | | | 0.00% |
| From Corporations, Other | | | 0.00% | | | 0.00% | | | 0.00% |
| From Bequests | | | 0.00% | | | 0.00% | | | 0.00% |
| From Federal | | | 0.00% | | | 0.00% | | | 0.00% |
| From State | | | 0.00% | | | 0.00% | | | 0.00% |
| From Local | | | 0.00% | | | 0.00% | | | 0.00% |
| Total \$10,000-\$49,999 | 0 | \$0 | 0.00% | 0 | \$0 | 0.00% | 0 | \$0 | 0.00% |
| \$50,000-\$99,999 | | | | | | | | | |
| From Individuals | | | 0.00% | | | 0.00% | | | 0.00% |
| From Foundations | | | 0.00% | | | 0.00% | | | 0.00% |
| From Corporations, Other | | | 0.00% | | | 0.00% | | | 0.00% |
| From Bequests | | | 0.00% | | | 0.00% | | | 0.00% |
| From Federal | | | 0.00% | | | 0.00% | | | 0.00% |
| From State | | | 0.00% | | | 0.00% | | | 0.00% |
| From Local | | | 0.00% | | | 0.00% | | | 0.00% |
| Total \$50,000-\$99,999 | 0 | \$0 | 0.00% | 0 | \$0 | 0.00% | 0 | \$0 | 0.00% |
| Donations Received by Amount: | | | | | | | | | |
| | 2010 | | | 2011 | | | 2012 | | |
| | Total # | Total \$ | % of Total | Total # | Total \$ | % of Total | Total # | Total \$ | % of Total |
| \$100,000-\$499,999 | | | | | | | | | |
| From Individuals | | | 0.00% | | | 0.00% | | | 0.00% |
| From Foundations | | | 0.00% | | | 0.00% | | | 0.00% |

Org 1 Survey

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|----------------------------------|-------------|------------|--------------|-------------|------------|--------------|-------------|-----------------|---------------|
| From Corporations, Other | | | 0.00% | | | 0.00% | | | 0.00% |
| From Bequests | | | 0.00% | | | 0.00% | | | 0.00% |
| From Federal | | | 0.00% | | | 0.00% | | | 0.00% |
| From State | | | 0.00% | | | 0.00% | | | 0.00% |
| From Local | | | 0.00% | | | 0.00% | | | 0.00% |
| Total \$100,000-\$499,999 | 0 | \$0 | 0.00% | 0 | \$0 | 0.00% | 0 | \$0 | 0.00% |
| \$500,000-\$999,999 | | | | | | | | | |
| From Individuals | | | 0.00% | | | 0.00% | | | 0.00% |
| From Foundations | | | 0.00% | | | 0.00% | | | 0.00% |
| From Corporations, Other | | | 0.00% | | | 0.00% | | | 0.00% |
| From Bequests | | | 0.00% | | | 0.00% | | | 0.00% |
| From Federal | | | 0.00% | | | 0.00% | | | 0.00% |
| From State | | | 0.00% | | | 0.00% | | | 0.00% |
| From Local | | | 0.00% | | | 0.00% | | | 0.00% |
| Total \$500,000-\$999,999 | 0 | \$0 | 0.00% | 0 | \$0 | 0.00% | 0 | \$0 | 0.00% |
| | | | | | | | | | |
| Total Donations Received | 2010 | | 0.00% | 2011 | | 0.00% | 2012 | | |
| | | | 0.00% | | | 0.00% | | | |
| From Individuals | 0 | \$0 | 0.00% | 0 | \$0 | 0.00% | 0 | \$35,038 | 67.69% |
| From Foundations | 0 | \$0 | 0.00% | 0 | \$0 | 0.00% | 5 | \$15,600 | 30.14% |
| From Corporations, Other | 0 | \$0 | 0.00% | 0 | \$0 | 0.00% | 2 | \$1,125 | 2.17% |
| From Bequests | 0 | \$0 | 0.00% | 0 | \$0 | 0.00% | 0 | \$0 | 0.00% |
| From Federal | 0 | \$0 | 0.00% | 0 | \$0 | 0.00% | 0 | \$0 | 0.00% |
| From State | 0 | \$0 | 0.00% | 0 | \$0 | 0.00% | 0 | \$0 | 0.00% |
| From Local | 0 | \$0 | 0.00% | 0 | \$0 | 0.00% | 0 | \$0 | 0.00% |
| | | | 0.00% | | | 0.00% | | | 100.00% |
| TOTAL DONATIONS | 0 | \$0 | 0.00% | 0 | \$0 | 0.00% | 7 | \$51,763 | |

Org 1 Survey

| | | | | | | | | | |
|----------------------------------|-------------|-----------------|-------------------|-------------|-----------------|-------------------|-------------|----------------|----------------|
| From Individuals | | | 0.00% | | | 0.00% | | | 0.00% |
| From Foundations | | | 0.00% | | | 0.00% | | | 0.00% |
| From Corporations, Other | | | 0.00% | | | 0.00% | | | 0.00% |
| From Bequests | | | 0.00% | | | 0.00% | | | 0.00% |
| From Federal | | | 0.00% | | | 0.00% | | | 0.00% |
| From State | | | 0.00% | | | 0.00% | | | 0.00% |
| From Local | | | 0.00% | | | 0.00% | | | 0.00% |
| Total \$100,000-\$499,999 | 0 | \$0 | 0.00% | 0 | \$0 | 0.00% | 0 | \$0 | 0.00% |
| \$500,000-\$999,999 | | | | | | | | | |
| From Individuals | | | 0.00% | | | 0.00% | | | 0.00% |
| From Foundations | | | 0.00% | | | 0.00% | | | 0.00% |
| From Corporations, Other | | | 0.00% | | | 0.00% | | | 0.00% |
| From Bequests | | | 0.00% | | | 0.00% | | | 0.00% |
| From Federal | | | 0.00% | | | 0.00% | | | 0.00% |
| From State | | | 0.00% | | | 0.00% | | | 0.00% |
| From Local | | | 0.00% | | | 0.00% | | | 0.00% |
| Total \$500,000-\$999,999 | 0 | \$0 | 0.00% | 0 | \$0 | 0.00% | 0 | \$0 | 0.00% |
| | | | % of Total | | | % of Total | | | |
| Total Donations Received | 2010 | | | 2011 | | | 2012 | | |
| From Individuals | 0 | \$10,000 | 72.84% | 0 | \$0 | 0.00% | 0 | \$0 | 0.00% |
| From Foundations | 0 | \$1,179 | 8.59% | 0 | \$7,800 | 59.33% | 0 | \$2,340 | 56.41% |
| From Corporations, Other | 0 | \$1,500 | 10.93% | 0 | \$1,500 | 11.41% | 0 | \$1,500 | 36.16% |
| From Bequests | 0 | \$0 | 0.00% | 0 | \$0 | 0.00% | 0 | \$0 | 0.00% |
| From Federal | 0 | \$0 | 0.00% | 0 | \$0 | 0.00% | 0 | \$0 | 0.00% |
| From State | 0 | \$0 | 0.00% | 0 | \$198 | 1.51% | 0 | \$203 | 4.89% |
| From Local | 0 | \$1,050 | 7.65% | 0 | \$3,648 | 27.75% | 0 | \$105 | 2.53% |
| | | | 100.00% | | | 100.00% | | | 100.00% |
| TOTAL DONATIONS | 0 | \$13,729 | | 0 | \$13,146 | -4.25% | 0 | \$4,148 | -68.45% |
| | | | | | | RGP | | | RGP |

Org 1 Survey

| ORG 7 | 2010-11 | | | 2011-12 | | | 2012-13 | | |
|--------------------------------------|----------------|-----------|------------|----------------|-----------|------------|----------------|----------|------------|
| Non-Profit Sector: | | | | | | | | | |
| Expenses: | | | | | | | | | |
| Administrative | \$29,130.00 | | | \$34,304.00 | | | \$38,213.00 | | |
| Programs | \$84,191.00 | | | \$94,780.00 | | | \$82,313.00 | | |
| Fundraising | \$3,642.00 | | | \$15,318.00 | | EGP | \$3,868.00 | | EGP |
| Total expenses | \$116,963.00 | | | \$144,402.00 | | 19.00% | \$124,394.00 | | -16.08% |
| Donations Received by Amount: | | | | | | | | | |
| | Total # | Total \$ | % of Total | Total # | Total \$ | % of Total | Total # | Total \$ | % of Total |
| 0-\$9,999 | | | | | | | | | |
| From Individuals | 330 | \$75,682 | 52.12% | 150 | \$68,601 | 42.04% | 265 | \$54,212 | 46.89% |
| From Foundations | 3 | \$6,500 | 4.48% | 3 | \$6,000 | 3.68% | 3 | \$7,357 | 6.36% |
| From Corporations, Other | 31 | \$16,530 | 11.38% | 35 | \$25,069 | 15.36% | 25 | \$16,312 | 14.11% |
| From Bequests | 0 | \$0 | 0.00% | 0 | \$0 | 0.00% | 0 | \$0 | 0.00% |
| From Federal | 1 | \$1,500 | 1.03% | 1 | \$1,500 | 0.92% | 1 | \$2,744 | 2.37% |
| From State | 0 | \$0 | 0.00% | 0 | \$0 | 0.00% | 0 | \$0 | 0.00% |
| From Local | 0 | \$0 | 0.00% | 0 | \$0 | 0.00% | 0 | \$0 | 0.00% |
| Total 0-\$9,999 | 365 | \$100,212 | 69.01% | 189 | \$101,170 | 62.00% | 294 | \$80,625 | 69.73% |
| \$10,000-\$49,999 | | | | | | | | | |
| From Individuals | 0 | \$0 | 0.00% | 0 | \$0 | 0.00% | 0 | \$0 | 0.00% |
| From Foundations | 1 | \$25,000 | 17.22% | 2 | \$42,000 | 25.74% | 0 | \$0 | 0.00% |
| From Corporations, Other | 0 | \$0 | 0.00% | 0 | \$0 | 0.00% | 0 | \$0 | 0.00% |
| From Bequests | 0 | \$0 | 0.00% | 0 | \$0 | 0.00% | 0 | \$0 | 0.00% |
| From Federal | 0 | \$0 | 0.00% | 0 | \$0 | 0.00% | 0 | \$0 | 0.00% |
| From State | 0 | \$0 | 0.00% | 0 | \$0 | 0.00% | 0 | \$0 | 0.00% |
| From Local | 1 | \$20,000 | 13.77% | 1 | \$20,000 | 12.26% | 1 | \$35,000 | 30.27% |
| Total \$10,000-\$49,999 | 2 | \$45,000 | 30.99% | 3 | \$62,000 | 38.00% | 1 | \$35,000 | 30.27% |
| \$50,000-\$99,999 | | | | | | | | | |
| From Individuals | 0 | \$0 | 0.00% | 0 | \$0 | 0.00% | 0 | \$0 | 0.00% |
| From Foundations | 0 | \$0 | 0.00% | 0 | \$0 | 0.00% | 0 | \$0 | 0.00% |
| From Corporations, Other | 0 | \$0 | 0.00% | 0 | \$0 | 0.00% | 0 | \$0 | 0.00% |
| From Bequests | 0 | \$0 | 0.00% | 0 | \$0 | 0.00% | 0 | \$0 | 0.00% |
| From Federal | 0 | \$0 | 0.00% | 0 | \$0 | 0.00% | 0 | \$0 | 0.00% |
| From State | 0 | \$0 | 0.00% | 0 | \$0 | 0.00% | 0 | \$0 | 0.00% |
| From Local | 0 | \$0 | 0.00% | 0 | \$0 | 0.00% | 0 | \$0 | 0.00% |
| Total \$50,000-\$99,999 | 0 | \$0 | 0.00% | 0 | \$0 | 0.00% | 0 | \$0 | 0.00% |
| Donations Received by Amount: | | | | | | | | | |
| | 2010 | | | 2011 | | | 2012 | | |
| | Total # | Total \$ | % of Total | Total # | Total \$ | % of Total | Total # | Total \$ | % of Total |
| \$100,000-\$499,999 | | | | | | | | | |
| From Individuals | 0 | 0 | 0.00% | 0 | 0 | 0.00% | 0 | 0 | 0.00% |
| From Foundations | 0 | 0 | 0.00% | 0 | 0 | 0.00% | 0 | 0 | 0.00% |
| From Corporations, Other | 0 | 0 | 0.00% | 0 | 0 | 0.00% | 0 | 0 | 0.00% |

Org 1 Survey

| | | | | | | | | | |
|---------------------------------|-------------|------------------|-------------------|-------------|------------------|-------------------|-------------|------------------|----------------|
| From Bequests | 0 | 0 | 0.00% | 0 | 0 | 0.00% | 0 | 0 | 0.00% |
| From Federal | 0 | 0 | 0.00% | 0 | 0 | 0.00% | 0 | 0 | 0.00% |
| From State | 0 | 0 | 0.00% | 0 | 0 | 0.00% | 0 | 0 | 0.00% |
| From Local | 0 | 0 | 0.00% | 0 | 0 | 0.00% | 0 | 0 | 0.00% |
| Total \$100,000-\$499,999 | 0 | \$0 | 0.00% | 0 | \$0 | 0.00% | 0 | \$0 | 0.00% |
| \$500,000-\$999,999 | | | | | | | | | |
| From Individuals | 0 | 0 | 0.00% | 0 | 0 | 0.00% | 0 | 0 | 0.00% |
| From Foundations | 0 | 0 | 0.00% | 0 | 0 | 0.00% | 0 | 0 | 0.00% |
| From Corporations, Other | 0 | 0 | 0.00% | 0 | 0 | 0.00% | 0 | 0 | 0.00% |
| From Bequests | 0 | 0 | 0.00% | 0 | 0 | 0.00% | 0 | 0 | 0.00% |
| From Federal | 0 | 0 | 0.00% | 0 | 0 | 0.00% | 0 | 0 | 0.00% |
| From State | 0 | 0 | 0.00% | 0 | 0 | 0.00% | 0 | 0 | 0.00% |
| From Local | 0 | 0 | 0.00% | 0 | 0 | 0.00% | 0 | 0 | 0.00% |
| Total \$500,000-\$999,999 | 0 | \$0 | 0.00% | 0 | \$0 | 0.00% | 0 | \$0 | 0.00% |
| | | | % of Total | | | % of Total | | | |
| Total Donations Received | 2010 | | | 2011 | | | 2012 | | |
| From Individuals | 330 | \$75,682 | 52.12% | 150 | \$68,601 | 42.04% | 265 | \$54,212 | 46.89% |
| From Foundations | 4 | \$31,500 | 21.69% | 5 | \$48,000 | 29.42% | 3 | \$7,357 | 6.36% |
| From Corporations, Other | 31 | \$16,530 | 11.38% | 35 | \$25,069 | 15.36% | 25 | \$16,312 | 14.11% |
| From Bequests | 0 | \$0 | 0.00% | 0 | \$0 | 0.00% | 0 | \$0 | 0.00% |
| From Federal | 1 | \$1,500 | 1.03% | 1 | \$1,500 | 0.92% | 1 | \$2,744 | 2.37% |
| From State | 0 | \$0 | 0.00% | 0 | \$0 | 0.00% | 0 | \$0 | 0.00% |
| From Local | 1 | \$20,000 | 13.77% | 1 | \$20,000 | 12.26% | 1 | \$35,000 | 30.27% |
| | | | 100.00% | | | 100.00% | | | 100.00% |
| TOTAL DONATIONS | 367 | \$145,212 | | 192 | \$163,170 | 12.37% | 295 | \$115,625 | -29.14% |
| | | | | | | RGP | | | RGP |

Org 1 Survey

| ORG 8 | 2010 | | | 2011 | | | 2012 | | |
|--------------------------------------|---------------------|-----------------|---------------|---------------------|-----------------|---------------|---------------------|-----------------|---------------|
| Non-Profit Sector: | | | | | | | | | |
| Expenses: | | | | | | | | | |
| Administrative | \$291,581.00 | | | \$267,874.00 | | | \$313,797.00 | | |
| Programs | \$298,779.00 | | | \$334,805.00 | | | \$373,333.00 | | |
| Fundraising | | | | | | EGP | | | EGP |
| Total expenses | \$590,360.00 | | | \$602,679.00 | | 2.04% | \$687,130.00 | | 12.29% |
| Donations Received by Amount: | | | | | | | | | |
| | Total # | Total \$ | % of Total | Total # | Total \$ | % of Total | Total # | Total \$ | % of Total |
| 0-\$9,999 | | | | | | | | | |
| From Individuals | | | 0.00% | 1 | \$15,000 | 7.10% | 1 | \$5,000 | 3.06% |
| From Foundations | | | 0.00% | | | 0.00% | | | 0.00% |
| From Corporations, Other | | | 0.00% | | | 0.00% | | | 0.00% |
| From Bequests | | | 0.00% | | | 0.00% | | | 0.00% |
| From Federal | | | 0.00% | | | 0.00% | | | 0.00% |
| From State | | | 0.00% | | | 0.00% | | | 0.00% |
| From Local | | | 0.00% | | | 0.00% | | | 0.00% |
| Total 0-\$9,999 | 0 | \$0 | 0.00% | 1 | \$15,000 | 7.10% | 1 | \$5,000 | 3.06% |
| \$10,000-\$49,999 | | | | | | | | | |
| From Individuals | 1 | \$15,000 | 3.35% | 1 | \$45,000 | 21.29% | 2 | \$30,000 | 18.37% |
| From Foundations | | | 0.00% | | | 0.00% | | | 0.00% |
| From Corporations, Other | | | 0.00% | | | 0.00% | | | 0.00% |
| From Bequests | | | 0.00% | | | 0.00% | | | 0.00% |
| From Federal | | | 0.00% | | | 0.00% | | | 0.00% |
| From State | | | 0.00% | | | 0.00% | | | 0.00% |
| From Local | | | 0.00% | | | 0.00% | | | 0.00% |
| Total \$10,000-\$49,999 | 1 | \$15,000 | 3.35% | 1 | \$45,000 | 21.29% | 2 | \$30,000 | 18.37% |
| \$50,000-\$99,999 | | | | | | | | | |
| From Individuals | 1 | \$50,000 | 11.18% | | | 0.00% | | | 0.00% |
| From Foundations | | | 0.00% | | | 0.00% | | | 0.00% |
| From Corporations, Other | | | 0.00% | | | 0.00% | | | 0.00% |
| From Bequests | | | 0.00% | | | 0.00% | | | 0.00% |
| From Federal | | | 0.00% | | | 0.00% | | | 0.00% |
| From State | | | 0.00% | | | 0.00% | | | 0.00% |
| From Local | | | 0.00% | | | 0.00% | | | 0.00% |
| Total \$50,000-\$99,999 | 1 | \$50,000 | 11.18% | 0 | \$0 | 0.00% | 0 | \$0 | 0.00% |
| Donations Received by Amount: | | | | | | | | | |
| | 2010 | | | 2011 | | | 2012 | | |
| | Total # | Total \$ | % of Total | Total # | Total \$ | % of Total | Total # | Total \$ | % of Total |
| \$100,000-\$499,999 | | | | | | | | | |
| From Individuals | 1 | \$190,000.00 | 42.49% | | | 0.00% | | | 0.00% |
| From Foundations | | | 0.00% | | | 0.00% | | | 0.00% |
| From Corporations, Other | | | 0.00% | | | 0.00% | | | 0.00% |
| From Bequests | | | 0.00% | | | 0.00% | | | 0.00% |
| From Federal | | | 0.00% | | | 0.00% | | | 0.00% |
| From State | | | 0.00% | | | 0.00% | | | 0.00% |
| From Local | 1 | \$192,144.00 | 42.97% | 1 | 151335 | 71.61% | 1 | 128295 | 78.57% |

Org 1 Survey

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|----------------------------|---|-----------|--------|---|-----------|--------|---|-----------|--------|
| Total \$100,000-\$499,999 | 2 | \$382,144 | 85.46% | 1 | \$151,335 | 71.61% | 1 | \$128,295 | 78.57% |
| \$500,000-\$999,999 | | | | | | | | | |
| From Individuals | | | 0.00% | | | 0.00% | | | 0.00% |
| From Foundations | | | 0.00% | | | 0.00% | | | 0.00% |
| From Corporations, Other | | | 0.00% | | | 0.00% | | | 0.00% |
| From Bequests | | | 0.00% | | | 0.00% | | | 0.00% |
| From Federal | | | 0.00% | | | 0.00% | | | 0.00% |
| From State | | | 0.00% | | | 0.00% | | | 0.00% |
| From Local | | | 0.00% | | | 0.00% | | | 0.00% |
| Total \$500,000-\$999,999 | 0 | \$0 | 0.00% | 0 | \$0 | 0.00% | 0 | \$0 | 0.00% |

| | % of Total | | | % of Total | | | % of Total | | |
|--------------------------|------------|------------------|---------|------------|------------------|----------------|------------|------------------|----------------|
| Total Donations Received | 2010 | | | 2011 | | | 2012 | | |
| From Individuals | 3 | \$255,000 | 57.03% | 2 | \$60,000 | 28.39% | 3 | \$35,000 | 21.43% |
| From Foundations | 0 | \$0 | 0.00% | 0 | \$0 | 0.00% | 0 | \$0 | 0.00% |
| From Corporations, Other | 0 | \$0 | 0.00% | 0 | \$0 | 0.00% | 0 | \$0 | 0.00% |
| From Bequests | 0 | \$0 | 0.00% | 0 | \$0 | 0.00% | 0 | \$0 | 0.00% |
| From Federal | 0 | \$0 | 0.00% | 0 | \$0 | 0.00% | 0 | \$0 | 0.00% |
| From State | 0 | \$0 | 0.00% | 0 | \$0 | 0.00% | 0 | \$0 | 0.00% |
| From Local | 1 | \$192,144 | 42.97% | 1 | \$151,335 | 71.61% | 1 | \$128,295 | 78.57% |
| | | | 100.00% | | | 100.00% | | | 100.00% |
| TOTAL DONATIONS | 4 | \$447,144 | | 3 | \$211,335 | -52.74% | 4 | \$163,295 | -22.73% |

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Org 1 Survey

| ORG 9 | 2010 | | | 2011 | | | 2012 | | |
|--------------------------------------|-------------|----------|------------|-------------|----------|------------|-------------|----------|------------|
| Non-Profit Sector: | | | | | | | | | |
| Expenses: | | | | | | | | | |
| Administrative | | \$0.00 | | | \$0.00 | | | \$0.00 | |
| Programs | | \$0.00 | | | \$0.00 | | | \$0.00 | |
| Fundraising | | \$0.00 | | | \$0.00 | | | \$0.00 | |
| Total expenses | | \$0.00 | | | \$0.00 | | | \$0.00 | |
| Donations Received by Amount: | | | | | | | | | |
| | Total # | Total \$ | % of Total | Total # | Total \$ | % of Total | Total # | Total \$ | % of Total |
| 0-\$9,999 | | | | | | | | | |
| From Individuals | | \$0 | 0.00% | | \$0 | 0.00% | | \$0 | 0.00% |
| From Foundations | | \$0 | 0.00% | | \$0 | 0.00% | | \$0 | 0.00% |
| From Corporations, Other | | \$0 | 0.00% | | \$0 | 0.00% | | \$0 | 0.00% |
| From Bequests | | \$0 | 0.00% | | \$0 | 0.00% | | \$0 | 0.00% |
| From Federal | | \$0 | 0.00% | | \$0 | 0.00% | | \$0 | 0.00% |
| From State | | \$9,436 | 100.00% | | \$9,436 | 100.00% | | \$8,762 | 100.00% |
| From Local | | \$0 | 0.00% | | \$0 | 0.00% | | \$0 | 0.00% |
| Total 0-\$9,999 | | \$9,436 | 100.00% | | \$9,436 | 100.00% | | \$8,762 | 100.00% |
| \$10,000-\$49,999 | | | | | | | | | |
| From Individuals | | \$0 | 0.00% | | \$0 | 0.00% | | \$0 | 0.00% |
| From Foundations | | \$0 | 0.00% | | \$0 | 0.00% | | \$0 | 0.00% |
| From Corporations, Other | | \$0 | 0.00% | | \$0 | 0.00% | | \$0 | 0.00% |
| From Bequests | | \$0 | 0.00% | | \$0 | 0.00% | | \$0 | 0.00% |
| From Federal | | \$0 | 0.00% | | \$0 | 0.00% | | \$0 | 0.00% |
| From State | | \$0 | 0.00% | | \$0 | 0.00% | | \$0 | 0.00% |
| From Local | | \$0 | 0.00% | | \$0 | 0.00% | | \$0 | 0.00% |
| Total \$10,000-\$49,999 | | 0 | 0.00% | | 0 | 0.00% | | 0 | 0.00% |
| \$50,000-\$99,999 | | | | | | | | | |
| From Individuals | | \$0 | 0.00% | | \$0 | 0.00% | | 0 | 0.00% |
| From Foundations | | \$0 | 0.00% | | \$0 | 0.00% | | 0 | 0.00% |
| From Corporations, Other | | \$0 | 0.00% | | \$0 | 0.00% | | 0 | 0.00% |
| From Bequests | | \$0 | 0.00% | | \$0 | 0.00% | | 0 | 0.00% |
| From Federal | | \$0 | 0.00% | | \$0 | 0.00% | | 0 | 0.00% |
| From State | | \$0 | 0.00% | | \$0 | 0.00% | | 0 | 0.00% |
| From Local | | \$0 | 0.00% | | \$0 | 0.00% | | 0 | 0.00% |
| Total \$50,000-\$99,999 | | 0 | 0.00% | | 0 | 0.00% | | 0 | 0.00% |
| Donations Received by Amount: | | | | | | | | | |
| | Total # | Total \$ | % of Total | Total # | Total \$ | % of Total | Total # | Total \$ | % of Total |
| \$100,000-\$499,999 | | | | | | | | | |
| From Individuals | | | 0.00% | | | 0.00% | | | 0.00% |
| From Foundations | | | 0.00% | | | 0.00% | | | 0.00% |
| From Corporations, Other | | | 0.00% | | | 0.00% | | | 0.00% |
| From Bequests | | | 0.00% | | | 0.00% | | | 0.00% |
| From Federal | | | 0.00% | | | 0.00% | | | 0.00% |
| From State | | | 0.00% | | | 0.00% | | | 0.00% |
| From Local | | | 0.00% | | | 0.00% | | | 0.00% |

Org 1 Survey

| | | | | | | | | | |
|----------------------------|---|-----|-------|---|-----|-------|---|-----|-------|
| Total \$100,000-\$499,999 | 0 | \$0 | 0.00% | 0 | \$0 | 0.00% | 0 | \$0 | 0.00% |
| \$500,000-\$999,999 | 0 | | | 0 | | | 0 | | |
| From Individuals | 0 | | 0.00% | 0 | | 0.00% | 0 | | 0.00% |
| From Foundations | 0 | | 0.00% | 0 | | 0.00% | 0 | | 0.00% |
| From Corporations, Other | 0 | | 0.00% | 0 | | 0.00% | 0 | | 0.00% |
| From Bequests | 0 | | 0.00% | 0 | | 0.00% | 0 | | 0.00% |
| From Federal | 0 | | 0.00% | 0 | | 0.00% | 0 | | 0.00% |
| From State | 0 | | 0.00% | 0 | | 0.00% | 0 | | 0.00% |
| From Local | 0 | | 0.00% | 0 | | 0.00% | 0 | | 0.00% |
| Total \$500,000-\$999,999 | 0 | \$0 | 0.00% | 0 | \$0 | 0.00% | 0 | \$0 | 0.00% |

| | 2010 | | % of Total | 2011 | | % of Total | 2012 | | |
|---------------------------------|----------------|--|------------|----------|----------------|--------------|----------------|--|---------------|
| Total Donations Received | | | | | | | | | |
| From Individuals | \$0 | | 0.00% | \$0 | | 0.00% | \$0 | | 0.00% |
| From Foundations | \$0 | | 0.00% | \$0 | | 0.00% | \$0 | | 0.00% |
| From Corporations, Other | \$0 | | 0.00% | \$0 | | 0.00% | \$0 | | 0.00% |
| From Bequests | \$0 | | 0.00% | \$0 | | 0.00% | \$0 | | 0.00% |
| From Federal | \$0 | | 0.00% | \$0 | | 0.00% | \$0 | | 0.00% |
| From State | \$9,436 | | 100.00% | \$9,436 | | 100.00% | \$8,762 | | 100.00% |
| From Local | \$0 | | 0.00% | \$0 | | 0.00% | \$0 | | 0.00% |
| | | | 100.00% | | | 100.00% | | | 100.00% |
| TOTAL DONATIONS | \$9,436 | | | 0 | \$9,436 | 0.00% | \$8,762 | | -7.14% |

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Org 1 Survey

| ORG 10 | 2010 | | 2011 | | 2012 | |
|--------------------------------------|----------------|------------------|----------------------|------------------|----------------------|------------------|
| Non Profit Sector: | | | | | | |
| Expenses | | | | | | |
| Administrative | \$ 56,078 | | \$ 61,399 | | \$ 60,506 | |
| Programs | \$ 157,074 | | \$ 152,506 | | \$ 150,288 | |
| Fundraising | \$ 25,588 | | \$ 35,276 EGP | | \$ 34,763 EGP | |
| Total Expenses | \$ 238,740 | | \$ 249,181 | 4.19% | \$ 245,557 | -1.48% |
| Donations Received by Amount: | | | | | | |
| 0-\$9,999 | Total # | Total \$ | Total # | Total \$ | Total # | Total \$ |
| From Individuals | | \$ 66,316 93.65% | | \$ 46,630 80.22% | | \$ 53,841 83.68% |
| From Foundations | 1 | \$ 4,500 6.35% | 2 | \$ 11,500 19.78% | 2 | \$ 10,500 16.32% |
| From Corporations, Other | | | | | | |
| From Bequests | | | | | | |
| From Federal | | | | | | |
| From State | | | | | | |
| From Local | | | | | | |
| Total 0-\$9,999 | | | | | | |
| \$10,000-\$49,999 | | | | | | |
| From Individuals | | | | | | |
| From Foundations | | | | | | |
| From Corporations, Other | | | | | | |
| From Bequests | | | | | | |
| From Federal | | | | | | |
| From State | | | | | | |
| From Local | | | | | | |
| Total \$10,000-\$49,999 | | | | | | |
| \$50,000-\$99,999 | | | | | | |
| From Individuals | | | | | | |
| From Foundations | | | | | | |
| From Corporations, Other | | | | | | |
| From Bequests | | | | | | |
| From Federal | | | | | | |
| From State | | | | | | |
| From Local | | | | | | |
| Total \$50,000-\$99,999 | | | | | | |

Org 1 Survey

Donations Received by Amount:

\$100,000-\$499,999

- From Individuals
- From Foundations
- From Corporations, Other
- From Bequests
- From Federal
- From State
- From Local

Total \$100,000-\$499,999

\$500,000-\$999,999

- From Individuals
- From Foundations
- From Corporations, Other
- From Bequests
- From Federal
- From State
- From Local

Total \$500,000-\$999,999

Total Donations Received

| | | | | | | | | | |
|---------------------------------|---|-----------|--------|---|-----------|--------|---|-----------|--------|
| From Individuals | | \$ 66,316 | 93.65% | | \$ 46,630 | 80.22% | | \$ 53,841 | 83.68% |
| From Foundations | 1 | \$ 4,500 | 6.35% | 2 | \$ 11,500 | 19.78% | 2 | \$ 10,500 | 16.32% |
| From Corporations, Other | | | | | | | | | |
| From Bequests | | | | | | | | | |
| From Federal | | | | | | | | | |
| From State | | | | | | | | | |
| From Local | | | | | | | | | |

| | | | | | | | | | |
|------------------------|--|-----------|---------|--|-----------|----------------|--|-----------|---------------|
| | | | 100.00% | | | 100.00% | | | 100.00% |
| TOTAL DONATIONS | | \$ 70,816 | | | \$ 58,130 | -17.91% | | \$ 64,341 | 10.68% |

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Org 1 Survey

| ORG 11 | 2010 | | | 2011 | | | 2012 | | |
|--------------------------------------|-----------------------|------------------|-------------------|-----------------------|------------------|-------------------|-----------------------|------------------|-------------------|
| Non-Profit Sector: | | | | | | | | | |
| Expenses: | | | | | | | | | |
| Administrative | \$159,702.00 | | | \$161,763.00 | | | \$243,148.00 | | |
| Programs | \$1,088,946.00 | | | \$1,178,622.00 | | | \$1,165,793.00 | | |
| Fundraising | \$93,659.00 | | | \$96,392.00 | | EGP | \$150,100.00 | | EGP |
| Total expenses | \$1,342,307.00 | | | \$1,436,777.00 | | 6.58% | \$1,559,041.00 | | 7.84% |
| Donations Received by Amount: | | | | | | | | | |
| | Total # | Total \$ | % of Total | Total # | Total \$ | % of Total | Total # | Total \$ | % of Total |
| 0-\$9,999 | | | | | | | | | |
| From Individuals | 929 | \$248,626 | 34.85% | 779 | \$273,218 | 38.76% | 649 | \$235,810 | 31.31% |
| From Foundations | 15 | \$35,550 | 4.98% | 4 | \$7,250 | 1.03% | 6 | \$13,600 | 1.81% |
| From Corporations, Other | 12 | \$23,965 | 3.36% | 6 | \$14,685 | 2.08% | 6 | \$9,613 | 1.28% |
| From Bequests | | | 0.00% | | | 0.00% | | | 0.00% |
| From Federal | | | 0.00% | | | 0.00% | | | 0.00% |
| From State | | | 0.00% | | | 0.00% | | | 0.00% |
| From Local | 1 | \$7,529 | 1.06% | | | 0.00% | 1 | \$2,500 | 0.33% |
| Total 0-\$9,999 | 957 | \$315,670 | 44.25% | 789 | \$295,153 | 41.87% | 662 | \$261,523 | 34.72% |
| \$10,000-\$49,999 | | | | | | | | | |
| From Individuals | 7 | \$114,000 | 15.98% | 9 | \$139,000 | 19.72% | 14 | \$240,082 | 31.88% |
| From Foundations | 4 | \$62,500 | 8.76% | | | 0.00% | | | 0.00% |
| From Corporations, Other | | | 0.00% | | | 0.00% | | | 0.00% |
| From Bequests | | | 0.00% | | | 0.00% | | | 0.00% |
| From Federal | | | 0.00% | | | 0.00% | | | 0.00% |
| From State | | | 0.00% | | | 0.00% | | | 0.00% |
| From Local | | | 0.00% | 1 | \$11,360 | 1.61% | | | 0.00% |
| Total \$10,000-\$49,999 | 11 | \$176,500 | 24.74% | 10 | \$150,360 | 21.33% | 14 | \$240,082 | 31.88% |
| \$50,000-\$99,999 | | | | | | | | | |
| From Individuals | | | 0.00% | | | 0.00% | | | 0.00% |
| From Foundations | 1 | \$50,000 | 7.01% | | | 0.00% | | | 0.00% |
| From Corporations, Other | | | 0.00% | | | 0.00% | | | 0.00% |
| From Bequests | | | 0.00% | | | 0.00% | | | 0.00% |
| From Federal | 1 | \$71,266 | 9.99% | 1 | \$59,370 | 8.42% | 1 | \$15,711 | 6.85% |
| From State | | | 0.00% | | | 0.00% | | | 0.00% |
| From Local | | | 0.00% | | | 0.00% | | | 0.00% |
| Total \$50,000-\$99,999 | 2 | \$121,266 | 17.00% | 1 | \$59,370 | 8.42% | 1 | \$15,711 | 6.85% |
| Donations Received by Amount: | | | | | | | | | |
| | 2010 | | | 2011 | | | 2012 | | |
| | Total # | Total \$ | % of Total | Total # | Total \$ | % of Total | Total # | Total \$ | % of Total |
| \$100,000-\$499,999 | | | | | | | | | |
| From Individuals | 1 | 100000 | 14.02% | 1 | 200000 | 28.37% | 1 | 200000 | 26.55% |
| From Foundations | | | 0.00% | | | 0.00% | | | 0.00% |
| From Corporations, Other | | | 0.00% | | | 0.00% | | | 0.00% |
| From Bequests | | | 0.00% | | | 0.00% | | | 0.00% |
| From Federal | | | 0.00% | | | 0.00% | | | 0.00% |
| From State | | | 0.00% | | | 0.00% | | | 0.00% |
| From Local | | | 0.00% | | | 0.00% | | | 0.00% |
| Total \$100,000-\$499,999 | 1 | \$100,000 | 14.02% | 1 | \$200,000 | 28.37% | 1 | \$200,000 | 26.55% |

Org 1 Survey

| | | | | | | | | | |
|---------------------------------|-------------|------------------|-------------------|-------------|------------------|-------------------|-------------|------------------|--------------|
| \$500,000-\$999,999 | | | | | | | | | |
| From Individuals | | | 0.00% | | | 0.00% | | | 0.00% |
| From Foundations | | | 0.00% | | | 0.00% | | | 0.00% |
| From Corporations, Other | | | 0.00% | | | 0.00% | | | 0.00% |
| From Bequests | | | 0.00% | | | 0.00% | | | 0.00% |
| From Federal | | | 0.00% | | | 0.00% | | | 0.00% |
| From State | | | 0.00% | | | 0.00% | | | 0.00% |
| From Local | | | 0.00% | | | 0.00% | | | 0.00% |
| Total \$500,000-\$999,999 | 0 | \$0 | 0.00% | 0 | \$0 | 0.00% | 0 | \$0 | 0.00% |
| | | | % of Total | | | % of Total | | | |
| Total Donations Received | 2010 | | | 2011 | | | 2012 | | |
| From Individuals | 937 | \$462,626 | 64.84% | 789 | \$612,218 | 86.85% | 664 | \$675,892 | 89.74% |
| From Foundations | 20 | \$148,050 | 20.75% | 4 | \$7,250 | 1.03% | 6 | \$13,600 | 1.81% |
| From Corporations, Other | 12 | \$23,965 | 3.36% | 6 | \$14,685 | 2.08% | 6 | \$9,613 | 1.28% |
| From Bequests | 0 | \$0 | 0.00% | 0 | \$0 | 0.00% | 0 | \$0 | 0.00% |
| From Federal | 1 | \$71,266 | 9.99% | 1 | \$59,370 | 8.42% | 1 | \$51,571 | 6.85% |
| From State | 0 | \$0 | 0.00% | 0 | \$0 | 0.00% | 0 | \$0 | 0.00% |
| From Local | 1 | \$7,529 | 1.06% | 1 | \$11,360 | 1.61% | 1 | \$2,500 | 0.33% |
| | | | 100.00% | | | 100.00% | | | 100.00% |
| TOTAL DONATIONS | 971 | \$713,436 | | 801 | \$704,883 | -1.20% | 678 | \$753,175 | 6.85% |
| | | | | | | RGP | | | RGP |

Org 1 Survey

| ORG 12 | 2010 | | | 2011 | | | 2012 | | |
|--------------------------------------|----------------|-----------------|-------------------|----------------|-----------------|-------------------|----------------|-----------------|-------------------|
| Non-Profit Sector: | | | | | | | | | |
| Expenses: | | | | | | | | | |
| Administrative | | | | | | | | \$49,300.00 | |
| Programs | | | | | | | | \$12,500.00 | |
| Fundraising | | | | | | | | \$0.00 | EGP |
| Total expenses | \$0.00 | | | \$0.00 | | | | \$61,800.00 | 100.00% |
| Donations Received by Amount: | | | | | | | | | |
| | Total # | Total \$ | % of Total | Total # | Total \$ | % of Total | Total # | Total \$ | % of Total |
| 0-\$9,999 | | | | | | | | | |
| From Individuals | | | 0.00% | | | 0.00% | 90 | \$27,045 | 23.19% |
| From Foundations | | | 0.00% | | | 0.00% | 3 | \$37,950 | 32.53% |
| From Corporations, Other | | | 0.00% | | | 0.00% | | \$0 | 0.00% |
| From Bequests | | | 0.00% | | | 0.00% | | \$0 | 0.00% |
| From Federal | | | 0.00% | | | 0.00% | | \$0 | 0.00% |
| From State | | | 0.00% | | | 0.00% | | \$0 | 0.00% |
| From Local | | | 0.00% | | | 0.00% | | \$0 | 0.00% |
| Total 0-\$9,999 | 0 | \$0 | 0.00% | 0 | \$0 | 0.00% | 93 | \$64,995 | 55.72% |
| \$10,000-\$49,999 | | | | | | | | | |
| From Individuals | | | 0.00% | | | 0.00% | | \$0 | 0.00% |
| From Foundations | | | 0.00% | | | 0.00% | 3 | \$51,650 | 44.28% |
| From Corporations, Other | | | 0.00% | | | 0.00% | | \$0 | 0.00% |
| From Bequests | | | 0.00% | | | 0.00% | | \$0 | 0.00% |
| From Federal | | | 0.00% | | | 0.00% | | \$0 | 0.00% |
| From State | | | 0.00% | | | 0.00% | | \$0 | 0.00% |
| From Local | | | 0.00% | | | 0.00% | | \$0 | 0.00% |
| Total \$10,000-\$49,999 | 0 | \$0 | 0.00% | 0 | \$0 | 0.00% | 3 | \$51,650 | 44.28% |
| \$50,000-\$99,999 | | | | | | | | | |
| From Individuals | | | 0.00% | | | 0.00% | | 0 | 0.00% |
| From Foundations | | | 0.00% | | | 0.00% | | 0 | 0.00% |
| From Corporations, Other | | | 0.00% | | | 0.00% | | 0 | 0.00% |
| From Bequests | | | 0.00% | | | 0.00% | | 0 | 0.00% |
| From Federal | | | 0.00% | | | 0.00% | | 0 | 0.00% |
| From State | | | 0.00% | | | 0.00% | | 0 | 0.00% |
| From Local | | | 0.00% | | | 0.00% | | 0 | 0.00% |
| Total \$50,000-\$99,999 | 0 | \$0 | 0.00% | 0 | \$0 | 0.00% | 0 | \$0 | 0.00% |
| Donations Received by Amount: | | | | | | | | | |
| | Total # | Total \$ | % of Total | Total # | Total \$ | % of Total | Total # | Total \$ | % of Total |
| \$100,000-\$499,999 | | | | | | | | | |
| From Individuals | | | 0.00% | | | 0.00% | | | 0.00% |
| From Foundations | | | 0.00% | | | 0.00% | | | 0.00% |
| From Corporations, Other | | | 0.00% | | | 0.00% | | | 0.00% |
| From Bequests | | | 0.00% | | | 0.00% | | | 0.00% |
| From Federal | | | 0.00% | | | 0.00% | | | 0.00% |
| From State | | | 0.00% | | | 0.00% | | | 0.00% |
| From Local | | | 0.00% | | | 0.00% | | | 0.00% |
| Total \$100,000-\$499,999 | 0 | \$0 | 0.00% | 0 | \$0 | 0.00% | 0 | \$0 | 0.00% |

Org 1 Survey

| ORG 13 | 2010 | | 2011 | | 2012 | |
|-----------------------|----------------|--|----------------|--------------|----------------|--------------|
| Non-Profit Sector: | | | | | | |
| Expenses: | | | | | | |
| Administrative | \$759,240.00 | | \$788,097.00 | | \$987,897.00 | |
| Programs | \$836,470.00 | | \$1,034,335.00 | | \$1,010,518.00 | |
| Fundraising | \$570,366.00 | | \$549,354.00 | EGP | \$582,470.00 | EGP |
| Total expenses | \$2,166,076.00 | | \$2,371,786.00 | 8.67% | \$2,580,885.00 | 8.10% |

Donations Received by Amount:

| | Total # | Total \$ | % of Total | Total # | Total \$ | % of Total | Total # | Total \$ | % of Total |
|--------------------------------|-------------|--------------------|---------------|-------------|--------------------|---------------|-------------|--------------------|---------------|
| 0-\$9,999 | | | | | | | | | |
| From Individuals | 3690 | \$1,291,537 | 42.78% | 3351 | \$1,220,382 | 31.20% | 3390 | \$1,176,405 | 50.30% |
| From Foundations | 1 | \$8,000 | 0.27% | 6 | \$9,000 | 0.23% | 5 | \$13,200 | 0.56% |
| From Corporations, Other | 234 | \$145,918 | 4.83% | 191 | \$164,613 | 4.21% | 167 | \$127,451 | 5.45% |
| From Bequests | | | 0.00% | 1 | \$8,270 | 0.21% | | | 0.00% |
| From Federal | | | 0.00% | | | 0.00% | | | 0.00% |
| From State | | | 0.00% | | | 0.00% | | | 0.00% |
| From Local | | | 0.00% | | | 0.00% | | | 0.00% |
| Total 0-\$9,999 | 3925 | \$1,445,455 | 47.88% | 3549 | \$1,402,265 | 35.84% | 3562 | \$1,317,056 | 56.31% |
| \$10,000-\$49,999 | | | | | | | | | |
| From Individuals | 36 | \$700,673 | 23.21% | 41 | \$874,451 | 22.35% | 38 | \$585,167 | 25.02% |
| From Foundations | 3 | \$88,432 | 2.93% | 5 | \$144,962 | 3.71% | 4 | \$83,026 | 3.55% |
| From Corporations, Other | 6 | \$120,083 | 3.98% | 6 | \$77,000 | 1.97% | 6 | \$108,700 | 4.65% |
| From Bequests | 1 | \$20,000 | 0.66% | | | 0.00% | | | 0.00% |
| From Federal | | | 0.00% | | | 0.00% | | | 0.00% |
| From State | | | 0.00% | | | 0.00% | | | 0.00% |
| From Local | | | 0.00% | | | 0.00% | | | 0.00% |
| Total \$10,000-\$49,999 | 46 | \$929,188 | 30.78% | 52 | \$1,096,413 | 28.03% | 48 | \$776,893 | 33.22% |
| \$50,000-\$99,999 | | | | | | | | | |
| From Individuals | 3 | \$181,795 | 6.02% | 2 | \$238,700 | 6.10% | 2 | 100067 | 4.28% |
| From Foundations | 0 | | 0.00% | | | 0.00% | | | 0.00% |
| From Corporations, Other | 2 | \$152,278 | 5.04% | 2 | \$112,496 | 2.88% | 0 | | 0.00% |
| From Bequests | 1 | \$260,000 | 8.61% | | | 0.00% | | | 0.00% |
| From Federal | | | 0.00% | | | 0.00% | | | 0.00% |
| From State | | | 0.00% | | | 0.00% | | | 0.00% |
| From Local | 1 | \$50,000 | 1.66% | | | 0.00% | | | 0.00% |
| Total \$50,000-\$99,999 | 7 | \$644,073 | 21.34% | 4 | \$351,196 | 8.98% | 2 | \$100,067 | 4.28% |

| Donations Received by Amount: | 2010 | | 2011 | | 2012 | |
|--------------------------------------|-------------|------------|--------------|----------|--------------------|---------------|
| | Total # | Total \$ | % of Total | Total # | Total \$ | % of Total |
| \$100,000-\$499,999 | | | | | | |
| From Individuals | | | 0.00% | 5 | 1062187 | 27.15% |
| From Foundations | | | 0.00% | | | 0.00% |
| From Corporations, Other | | | 0.00% | | 0 | 0.00% |
| From Bequests | | | 0.00% | | | 0.00% |
| From Federal | | | 0.00% | | | 0.00% |
| From State | | | 0.00% | | | 0.00% |
| From Local | | | 0.00% | | | 0.00% |
| Total \$100,000-\$499,999 | 0 | \$0 | 0.00% | 5 | \$1,062,187 | 27.15% |

Org 1 Survey

| | | | | | | | | | |
|---------------------------------|-------------|--------------------|-------------------|-------------|--------------------|-------------------|-------------|--------------------|----------------|
| \$500,000-\$999,999 | | | | | | | | | |
| From Individuals | | | 0.00% | | | 0.00% | | | 0.00% |
| From Foundations | | | 0.00% | | | 0.00% | | | 0.00% |
| From Corporations, Other | | | 0.00% | | | 0.00% | | | 0.00% |
| From Bequests | | | 0.00% | | | 0.00% | | | 0.00% |
| From Federal | | | 0.00% | | | 0.00% | | | 0.00% |
| From State | | | 0.00% | | | 0.00% | | | 0.00% |
| From Local | | | 0.00% | | | 0.00% | | | 0.00% |
| Total \$500,000-\$999,999 | 0 | \$0 | 0.00% | 0 | \$0 | 0.00% | 0 | \$0 | 0.00% |
| | | | % of Total | | | % of Total | | | |
| Total Donations Received | 2010 | | | 2011 | | | 2012 | | |
| From Individuals | 3729 | \$2,174,005 | 72.02% | 3399 | \$3,395,720 | 86.80% | 3430 | \$1,861,639 | 79.60% |
| From Foundations | 4 | \$96,432 | 3.19% | 11 | \$153,962 | 3.94% | 9 | \$96,226 | 4.11% |
| From Corporations, Other | 242 | \$418,279 | 13.86% | 199 | \$354,109 | 9.05% | 173 | \$236,151 | 10.10% |
| From Bequests | 2 | \$280,000 | 9.28% | 1 | \$8,270 | 0.21% | 0 | \$0 | 0.00% |
| From Federal | 0 | \$0 | 0.00% | 0 | \$0 | 0.00% | 0 | \$0 | 0.00% |
| From State | 0 | \$0 | 0.00% | 0 | \$0 | 0.00% | 0 | \$0 | 0.00% |
| From Local | 1 | \$50,000 | 1.66% | 0 | \$0 | 0.00% | 1 | \$144,858 | 6.19% |
| | | | 100.00% | | | 100.00% | | | 100.00% |
| TOTAL DONATIONS | 3978 | \$3,018,716 | | 3610 | \$3,912,061 | 29.59% | 3613 | \$2,338,874 | -40.21% |
| | | | | | | RGP | | | RGP |

Org 1 Survey

| ORG 14 | 2010 | | | 2011 | | | 2012 | | |
|--------------------------------------|----------------|-----------------|-------------------|----------------|-----------------|-------------------|----------------|------------------|-------------------|
| Non-Profit Sector: | | | | | | | | | |
| Expenses: | | | | | | | | | |
| Administrative | \$51,810.00 | | | \$62,971.00 | | | \$62,644.00 | | |
| Programs | \$128,253.00 | | | \$120,503.00 | | | \$137,439.00 | | |
| Fundraising | | | | \$608.00 | | EGP | \$669.00 | | EGP |
| Total expenses | \$180,063.00 | | | \$184,082.00 | | 2.18% | \$200,752.00 | | 8.30% |
| Donations Received by Amount: | | | | | | | | | |
| | Total # | Total \$ | % of Total | Total # | Total \$ | % of Total | Total # | Total \$ | % of Total |
| 0-\$9,999 | | | | | | | | | |
| From Individuals | 150 | \$19,504 | 9.48% | 120 | \$14,583 | 7.89% | 100 | \$10,575 | 5.10% |
| From Foundations | 1 | \$4,000 | 1.94% | 2 | \$5,600 | 3.03% | 3 | \$5,500 | 2.65% |
| From Corporations, Other | | | 0.00% | | | 0.00% | | | 0.00% |
| From Bequests | | | 0.00% | | | 0.00% | | | 0.00% |
| From Federal | | | 0.00% | | | 0.00% | 1 | \$2,774 | 1.34% |
| From State | | | 0.00% | | | 0.00% | | | 0.00% |
| From Local | | | 0.00% | | | 0.00% | | | 0.00% |
| Total 0-\$9,999 | 151 | \$23,504 | 11.43% | 122 | \$20,183 | 10.91% | 104 | \$18,849 | 9.10% |
| \$10,000-\$49,999 | | | | | | | | | |
| From Individuals | | | 0.00% | | | 0.00% | | | 0.00% |
| From Foundations | 2 | \$55,000 | 26.74% | 1 | \$20,000 | 10.81% | 1 | \$20,000 | 9.65% |
| From Corporations, Other | 1 | \$15,000 | 7.29% | 1 | \$28,000 | 15.14% | 1 | \$17,778 | 8.58% |
| From Bequests | | | 0.00% | | | 0.00% | | | 0.00% |
| From Federal | 1 | \$1,500 | 0.73% | 1 | \$2,500 | 1.35% | | | 0.00% |
| From State | | | 0.00% | | | 0.00% | | | 0.00% |
| From Local | 1 | \$20,000 | 9.72% | 1 | \$20,000 | 10.81% | 1 | \$25,465 | 12.29% |
| Total \$10,000-\$49,999 | 5 | \$91,500 | 44.49% | 4 | \$70,500 | 38.12% | 3 | \$63,243 | 30.53% |
| \$50,000-\$99,999 | | | | | | | | | |
| From Individuals | | | 0.00% | | | 0.00% | | | 0.00% |
| From Foundations | | | 0.00% | | | 0.00% | | | 0.00% |
| From Corporations, Other | | | 0.00% | | | 0.00% | | | 0.00% |
| From Bequests | | | 0.00% | | | 0.00% | | | 0.00% |
| From Federal | | | 0.00% | | | 0.00% | | | 0.00% |
| From State | | | 0.00% | | | 0.00% | | | 0.00% |
| From Local | 1 | \$90,662 | 44.08% | 1 | \$94,248 | 50.96% | | | 0.00% |
| Total \$50,000-\$99,999 | 1 | \$90,662 | 44.08% | 1 | \$94,248 | 50.96% | 0 | \$0 | 0.00% |
| Donations Received by Amount: | | | | | | | | | |
| | 2010 | | | 2011 | | | 2012 | | |
| | Total # | Total \$ | % of Total | Total # | Total \$ | % of Total | Total # | Total \$ | % of Total |
| \$100,000-\$499,999 | | | | | | | | | |
| From Individuals | | | 0.00% | | | 0.00% | | | 0.00% |
| From Foundations | | | 0.00% | | | 0.00% | | | 0.00% |
| From Corporations, Other | | | 0.00% | | | 0.00% | | | 0.00% |
| From Bequests | | | 0.00% | | | 0.00% | | | 0.00% |
| From Federal | | | 0.00% | | | 0.00% | | | 0.00% |
| From State | | | 0.00% | | | 0.00% | | | 0.00% |
| From Local | | | 0.00% | | | 0.00% | 1 | 125089 | 60.38% |
| Total \$100,000-\$499,999 | 0 | \$0 | 0.00% | 0 | \$0 | 0.00% | 1 | \$125,089 | 60.38% |

Org 1 Survey

| | | | | | | | | | |
|---------------------------------|-------------|------------------|-------------------|-------------|------------------|-------------------|-------------|------------------|---------------|
| \$500,000-\$999,999 | | | | | | | | | |
| From Individuals | | | 0.00% | | | 0.00% | | | 0.00% |
| From Foundations | | | 0.00% | | | 0.00% | | | 0.00% |
| From Corporations, Other | | | 0.00% | | | 0.00% | | | 0.00% |
| From Bequests | | | 0.00% | | | 0.00% | | | 0.00% |
| From Federal | | | 0.00% | | | 0.00% | | | 0.00% |
| From State | | | 0.00% | | | 0.00% | | | 0.00% |
| From Local | | | 0.00% | | | 0.00% | | | 0.00% |
| Total \$500,000-\$999,999 | 0 | \$0 | 0.00% | 0 | \$0 | 0.00% | 0 | \$0 | 0.00% |
| | | | % of Total | | | % of Total | | | |
| Total Donations Received | 2010 | | | 2011 | | | 2012 | | |
| From Individuals | 150 | \$19,504 | 9.48% | 120 | \$14,583 | 7.89% | 100 | \$10,575 | 5.10% |
| From Foundations | 3 | \$59,000 | 28.69% | 3 | \$25,600 | 13.84% | 4 | \$25,500 | 12.31% |
| From Corporations, Other | 1 | \$15,000 | 7.29% | 1 | \$28,000 | 15.14% | 1 | \$17,778 | 8.58% |
| From Bequests | 0 | \$0 | 0.00% | 0 | \$0 | 0.00% | 0 | \$0 | 0.00% |
| From Federal | 1 | \$1,500 | 0.73% | 1 | \$2,500 | 1.35% | 1 | \$2,774 | 1.34% |
| From State | 0 | \$0 | 0.00% | 0 | \$0 | 0.00% | 0 | \$0 | 0.00% |
| From Local | 2 | \$110,662 | 53.81% | 2 | \$114,248 | 61.78% | 2 | \$150,554 | 72.67% |
| | | | 100.00% | | | 100.00% | | | 100.00% |
| TOTAL DONATIONS | 157 | \$205,666 | | 127 | \$184,931 | -10.08% | 108 | \$207,181 | 12.03% |
| | | | | | | RGP | | | RGP |

Org 1 Survey

| ORG 15 | | 2010 | | 2011 | | | 2,012 | | | |
|--------------------------------------|--|-------------|----------|-------------------|----------|------------|---------------|----------|------------|-----|
| Non-Profit Sector: | | N/A | | started 11/1/2011 | | | | | | |
| Expenses: | | | | | | | | | | |
| Administrative | | | | \$1,075.00 | | | \$52,432.00 | | | |
| Programs | | | | | | | \$20,479.00 | | | |
| Fundraising | | | | | | | | | | |
| Total expenses | | \$0.00 | | \$1,075.00 | | | \$72,911.00 | | | |
| | | | | | | | EGP | | | |
| | | | | | | | 98.53% | | | |
| Donations Received by Amount: | | | | | | | | | | |
| | | Total # | Total \$ | Total # | Total \$ | % of Total | Total # | Total \$ | % of Total | |
| 0-\$9,999 | | | | | | | | | | |
| From Individuals | | | | 0.00% | 51 | \$21,035 | 14.00% | 280 | \$128,931 | 61% |
| From Foundations | | | | 0.00% | 1 | \$4,000 | 2.66% | 4 | \$20,000 | 10% |
| From Corporations, Other | | | | 0.00% | | | 0.00% | 4 | \$6,000 | 3% |
| From Bequests | | | | 0.00% | | | 0.00% | | | 0% |
| From Federal | | | | 0.00% | | | 0.00% | | | 0% |
| From State | | | | 0.00% | | | 0.00% | | | 0% |
| From Local | | | | 0.00% | | | 0.00% | | | 0% |
| Total 0-\$9,999 | | 0 | \$0 | 0.00% | 52 | \$25,035 | 16.67% | 288 | \$154,931 | 74% |
| \$10,000-\$49,999 | | | | | | | | | | |
| From Individuals | | | | 0.00% | | | 0.00% | 2 | \$20,000 | 10% |
| From Foundations | | | | 0.00% | | | 0.00% | | | 0% |
| From Corporations, Other | | | | 0.00% | | | 0.00% | 2 | \$35,000 | 17% |
| From Bequests | | | | 0.00% | | | 0.00% | | | 0% |
| From Federal | | | | 0.00% | | | 0.00% | | | 0% |
| From State | | | | 0.00% | | | 0.00% | | | 0% |
| From Local | | | | 0.00% | | | 0.00% | | | 0% |
| Total \$10,000-\$49,999 | | 0 | \$0 | 0.00% | 0 | \$0 | 0.00% | 4 | \$55,000 | 26% |
| \$50,000-\$99,999 | | | | | | | | | | |
| From Individuals | | | | 0.00% | | | 0.00% | | | 0% |
| From Foundations | | | | 0.00% | | | 0.00% | | | 0% |
| From Corporations, Other | | | | 0.00% | | | 0.00% | | | 0% |
| From Bequests | | | | 0.00% | | | 0.00% | | | 0% |
| From Federal | | | | 0.00% | | | 0.00% | | | 0% |
| From State | | | | 0.00% | | | 0.00% | | | 0% |
| From Local | | | | 0.00% | | | 0.00% | | | 0% |
| Total \$50,000-\$99,999 | | 0 | \$0 | 0.00% | 0 | \$0 | 0.00% | 0 | \$0 | 0% |
| 2010 | | | | | | | | | | |
| | | Total # | Total \$ | 2011 | | | 2012 | | | |
| | | | | Total # | Total \$ | | Total # | Total \$ | % of Total | |
| \$100,000-\$499,999 | | | | | | | | | | |
| From Individuals | | | | 0.00% | | | 0.00% | | | 0% |

Org 1 Survey

| | | | | | | | | |
|---------------------------------|-------------|------------|-------------|------------------|-------------|------------|------------------|---------------|
| From Foundations | 0.00% | | | 0.00% | | | 0% | |
| From Corporations, Other | 0.00% | | | 0.00% | | | 0% | |
| From Bequests | 0.00% | | | 0.00% | | | 0% | |
| From Federal | 0.00% | | | 0.00% | | | 0% | |
| From State | 0.00% | | | 0.00% | | | 0% | |
| From Local | 0.00% | | | 0.00% | | | 0% | |
| Total \$100,000-\$499,999 | 0 | \$0 | 0 | \$0 | 0 | \$0 | 0% | |
| \$500,000-\$999,999 | 0.00% | | | 0.00% | | | 0% | |
| From Individuals | 0.00% | | | 0.00% | | | 0% | |
| From Foundations | 0.00% | | | 0.00% | | | 0% | |
| From Corporations, Other | 0.00% | | | 0.00% | | | 0% | |
| From Bequests | 0.00% | | | 0.00% | | | 0% | |
| From Federal | 0.00% | | | 0.00% | | | 0% | |
| From State | 0.00% | | | 0.00% | | | 0% | |
| From Local | 0.00% | | | 0.00% | | | 0% | |
| Total \$500,000-\$999,999 | 0 | \$0 | 0 | \$0 | 0 | \$0 | 0% | |
| Total Donations Received | 2010 | | 2011 | | 2012 | | | |
| From Individuals | 0 | \$0 | 51 | \$126,210 | 84.02% | 282 | \$148,931 | 70.94% |
| From Foundations | 0 | \$0 | 1 | \$24,000 | 15.98% | 4 | \$20,000 | 9.53% |
| From Corporations, Other | 0 | \$0 | 0 | \$0 | 0.00% | 6 | \$41,000 | 19.53% |
| From Bequests | 0 | \$0 | 0 | \$0 | 0.00% | 0 | \$0 | 0.00% |
| From Federal | 0 | \$0 | 0 | \$0 | 0.00% | 0 | \$0 | 0.00% |
| From State | 0 | \$0 | 0 | \$0 | 0.00% | 0 | \$0 | 0.00% |
| From Local | 0 | \$0 | 0 | \$0 | 0.00% | 0 | \$0 | 0.00% |
| | | | | | 100.00% | | | 100.00% |
| TOTAL DONATIONS | 0 | \$0 | 52 | \$150,210 | | 292 | \$209,931 | 39.76% |

RGP

F72 was multiplied by 6 because it was only 2 months of data
 F72 original was \$25,035

Org 1 Survey

| ORG 16 | 2010 | | | 2011 | | | 2012 | | |
|--------------------------------------|---------------------|------------------|-------------------|---------------------|------------------|-------------------|-----------------------|------------------|-------------------|
| Non-Profit Sector: | | | | | | | | | |
| Expenses: | 57148 | | | 44305 | | | 58983 | | |
| Administrative | \$163,509.00 | | | \$241,615.00 | | | \$509,539.00 | | |
| Programs | \$46,075.00 | | | \$32,702.00 | | | \$35,647.00 | | |
| Fundraising | \$266,732.00 | | | \$318,622.00 | | EGP | \$604,169.00 | | EGP |
| Total expenses | \$476,316.00 | | | \$592,939.00 | | 19.67% | \$1,149,355.00 | | 48.41% |
| Donations Received by Amount: | | | | | | | | | |
| | Total # | Total \$ | % of Total | Total # | Total \$ | % of Total | Total # | Total \$ | % of Total |
| 0-\$9,999 | | | | | | | | | |
| From Individuals | 207 | \$118,280 | 23.32% | 272 | \$186,407 | 19.40% | 472 | \$277,302 | 23.40% |
| From Foundations | 1 | \$5,000 | 0.99% | 1 | \$5,000 | 0.52% | | | 0.00% |
| From Corporations, Other | 3 | \$12,000 | 2.37% | | | 0.00% | | | 0.00% |
| From Bequests | | | 0.00% | | | 0.00% | | | 0.00% |
| From Federal | | | 0.00% | | | 0.00% | | | 0.00% |
| From State | | | 0.00% | | | 0.00% | | | 0.00% |
| From Local | | | 0.00% | | | 0.00% | | | 0.00% |
| Total 0-\$9,999 | 211 | \$135,280 | 26.68% | 273 | \$191,407 | 19.92% | 472 | \$277,302 | 23.40% |
| \$10,000-\$49,999 | | | | | | | | | |
| From Individuals | 10 | \$215,207 | 42.44% | 9 | \$168,245 | 17.51% | 21 | \$333,594 | 28.15% |
| From Foundations | | | 0.00% | 1 | \$12,000 | 1.25% | 2 | \$40,000 | 3.38% |
| From Corporations, Other | | | 0.00% | | | 0.00% | 2 | \$39,000 | 3.29% |
| From Bequests | | | 0.00% | | | 0.00% | | | 0.00% |
| From Federal | | | 0.00% | | | 0.00% | | | 0.00% |
| From State | | | 0.00% | | | 0.00% | | | 0.00% |
| From Local | | | 0.00% | | | 0.00% | | | 0.00% |
| Total \$10,000-\$49,999 | 10 | \$215,207 | 42.44% | 10 | \$180,245 | 18.76% | 25 | \$412,594 | 34.82% |
| \$50,000-\$99,999 | | | | | | | | | |
| From Individuals | 2 | \$146,620 | 28.91% | 2 | \$102,500 | 10.67% | 3 | 185000 | 15.61% |
| From Foundations | 1 | \$10,000 | 1.97% | | | 0.00% | | | 0.00% |
| From Corporations, Other | | | 0.00% | | | 0.00% | | | 0.00% |
| From Bequests | | | 0.00% | | | 0.00% | | | 0.00% |
| From Federal | | | 0.00% | | | 0.00% | | | 0.00% |
| From State | | | 0.00% | | | 0.00% | | | 0.00% |
| From Local | | | 0.00% | | | 0.00% | | | 0.00% |
| Total \$50,000-\$99,999 | 3 | \$156,620 | 30.88% | 2 | \$102,500 | 10.67% | 3 | \$185,000 | 15.61% |
| Donations Received by Amount: | | | | | | | | | |
| | 2010 | | | 2011 | | | 2012 | | |
| | Total # | Total \$ | % of Total | Total # | Total \$ | % of Total | Total # | Total \$ | % of Total |
| \$100,000-\$499,999 | | | | | | | | | |
| From Individuals | | | 0.00% | | | 0.00% | 1 | 310000 | 26.16% |
| From Foundations | | | 0.00% | | | 0.00% | | | 0.00% |
| From Corporations, Other | | | 0.00% | | | 0.00% | | | 0.00% |
| From Bequests | | | 0.00% | 1 | 486838 | 50.66% | | | 0.00% |
| From Federal | | | 0.00% | | | 0.00% | | | 0.00% |
| From State | | | 0.00% | | | 0.00% | | | 0.00% |
| From Local | | | 0.00% | | | 0.00% | | | 0.00% |
| Total \$100,000-\$499,999 | 0 | \$0 | 0.00% | 1 | \$486,838 | 50.66% | 1 | \$310,000 | 26.16% |

Org 1 Survey

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|---------------------------------|-------------|------------------|-------------------|-------------|------------------|-------------------|-------------|--------------------|---------------|
| \$500,000-\$999,999 | | | | | | | | | |
| From Individuals | | | 0.00% | | | 0.00% | | | 0.00% |
| From Foundations | | | 0.00% | | | 0.00% | | | 0.00% |
| From Corporations, Other | | | 0.00% | | | 0.00% | | | 0.00% |
| From Bequests | | | 0.00% | | | 0.00% | | | 0.00% |
| From Federal | | | 0.00% | | | 0.00% | | | 0.00% |
| From State | | | 0.00% | | | 0.00% | | | 0.00% |
| From Local | | | 0.00% | | | 0.00% | | | 0.00% |
| Total \$500,000-\$999,999 | 0 | \$0 | 0.00% | 0 | \$0 | 0.00% | 0 | \$0 | 0.00% |
| | | | % of Total | | | % of Total | | | |
| Total Donations Received | 2010 | | | 2011 | | | 2012 | | |
| From Individuals | 219 | \$480,107 | 94.68% | 283 | \$457,152 | 47.57% | 497 | \$1,105,895 | 93.33% |
| From Foundations | 2 | \$15,000 | 2.96% | 2 | \$17,000 | 1.77% | 2 | \$40,000 | 3.38% |
| From Corporations, Other | 3 | \$12,000 | 2.37% | 0 | \$0 | 0.00% | 2 | \$39,000 | 3.29% |
| From Bequests | 0 | \$0 | 0.00% | 1 | \$486,838 | 50.66% | 0 | \$0 | 0.00% |
| From Federal | 0 | \$0 | 0.00% | 0 | \$0 | 0.00% | 0 | \$0 | 0.00% |
| From State | 0 | \$0 | 0.00% | 0 | \$0 | 0.00% | 0 | \$0 | 0.00% |
| From Local | 0 | \$0 | 0.00% | 0 | \$0 | 0.00% | 0 | \$0 | 0.00% |
| | | | 100.00% | | | 100.00% | | | 100.00% |
| TOTAL DONATIONS | 224 | \$507,107 | | 286 | \$960,990 | 89.50% | 501 | \$1,184,895 | 23.30% |
| | | | | | | RGP | | | RGP |

Org 1 Survey

| ORG 17 | 2010 | | 2011 | | 2012 | |
|-----------------------|---------------------|--|---------------------|---------------|---------------------|----------------|
| Non-Profit Sector: | | | | | | |
| Expenses: | | | | | | |
| Administrative | \$81,990.00 | | \$96,678.00 | | \$85,532.00 | |
| Programs | \$252,775.00 | | \$231,622.00 | | \$178,472.00 | |
| Fundraising | \$54,911.00 | | \$51,315.00 | EGP | \$53,543.00 | EGP |
| Total expenses | \$389,676.00 | | \$379,615.00 | -2.65% | \$317,547.00 | -19.55% |

| Donations Received by Amount: | 2010 | | | 2011 | | | 2012 | | |
|--------------------------------------|-------------|------------------|---------------|-------------|------------------|---------------|-------------|------------------|---------------|
| | Total # | Total \$ | % of Total | Total # | Total \$ | % of Total | Total # | Total \$ | % of Total |
| 0-\$9,999 | | | | | | | | | |
| From Individuals | 329 | \$137,495 | 45.09% | 377 | \$162,342 | 51.58% | 389 | \$200,178 | 36.21% |
| From Foundations | | | 0.00% | | | 0.00% | 1 | \$5,200 | 0.94% |
| From Corporations, Other | | | 0.00% | | | 0.00% | 2 | \$1,400 | 0.25% |
| From Bequests | | | 0.00% | | | 0.00% | | | 0.00% |
| From Federal | | | 0.00% | | | 0.00% | | | 0.00% |
| From State | | | 0.00% | | | 0.00% | | | 0.00% |
| From Local | 1 | \$1,250 | 0.41% | | | 0.00% | | | 0.00% |
| Total 0-\$9,999 | 330 | \$138,745 | 45.50% | 377 | \$162,342 | 51.58% | 392 | \$206,778 | 37.41% |
| \$10,000-\$49,999 | | | | | | | | | |
| From Individuals | 3 | \$61,175 | 20.06% | 1 | \$22,400 | 7.12% | 4 | \$74,450 | 13.47% |
| From Foundations | | | 0.00% | | | 0.00% | | | 0.00% |
| From Corporations, Other | 1 | \$25,000 | 8.20% | 2 | \$50,000 | 15.89% | 2 | \$35,000 | 6.33% |
| From Bequests | | | 0.00% | | | 0.00% | | | 0.00% |
| From Federal | | | 0.00% | | | 0.00% | | | 0.00% |
| From State | | | 0.00% | | | 0.00% | | | 0.00% |
| From Local | | | 0.00% | | | 0.00% | | | 0.00% |
| Total \$10,000-\$49,999 | 4 | \$86,175 | 28.26% | 3 | \$72,400 | 23.00% | 6 | \$109,450 | 19.80% |
| \$50,000-\$99,999 | | | | | | | | | |
| From Individuals | | | 0.00% | | | 0.00% | 1 | 56560 | 10.23% |
| From Foundations | 1 | \$80,000 | 26.24% | 1 | \$80,000 | 25.42% | 1 | 80000 | 14.47% |
| From Corporations, Other | | | 0.00% | | | 0.00% | | | 0.00% |
| From Bequests | | | 0.00% | | | 0.00% | | | 0.00% |
| From Federal | | | 0.00% | | | 0.00% | | | 0.00% |
| From State | | | 0.00% | | | 0.00% | | | 0.00% |
| From Local | | | 0.00% | | | 0.00% | | | 0.00% |
| Total \$50,000-\$99,999 | 1 | \$80,000 | 26.24% | 1 | \$80,000 | 25.42% | 2 | \$136,560 | 24.70% |

| Donations Received by Amount: | 2010 | | | 2011 | | | 2012 | | |
|--------------------------------------|-------------|------------|--------------|-------------|------------|--------------|-------------|------------------|---------------|
| | Total # | Total \$ | % of Total | Total # | Total \$ | % of Total | Total # | Total \$ | % of Total |
| \$100,000-\$499,999 | | | | | | | | | |
| From Individuals | | | 0.00% | | | 0.00% | 1 | 100000 | 18.09% |
| From Foundations | | | 0.00% | | | 0.00% | | | 0.00% |
| From Corporations, Other | | | 0.00% | | | 0.00% | | | 0.00% |
| From Bequests | | | 0.00% | | | 0.00% | | | 0.00% |
| From Federal | | | 0.00% | | | 0.00% | | | 0.00% |
| From State | | | 0.00% | | | 0.00% | | | 0.00% |
| From Local | | | 0.00% | | | 0.00% | | | 0.00% |
| Total \$100,000-\$499,999 | 0 | \$0 | 0.00% | 0 | \$0 | 0.00% | 1 | \$100,000 | 18.09% |

Org 1 Survey

| | | | | | | | | | |
|---------------------------------|-------------|------------------|-------------------|-------------|------------------|-------------------|-------------|------------------|---------------|
| \$500,000-\$999,999 | | | | | | | | | |
| From Individuals | | | 0.00% | | | 0.00% | | | 0.00% |
| From Foundations | | | 0.00% | | | 0.00% | | | 0.00% |
| From Corporations, Other | | | 0.00% | | | 0.00% | | | 0.00% |
| From Bequests | | | 0.00% | | | 0.00% | | | 0.00% |
| From Federal | | | 0.00% | | | 0.00% | | | 0.00% |
| From State | | | 0.00% | | | 0.00% | | | 0.00% |
| From Local | | | 0.00% | | | 0.00% | | | 0.00% |
| Total \$500,000-\$999,999 | 0 | \$0 | 0.00% | 0 | \$0 | 0.00% | 0 | \$0 | 0.00% |
| | | | % of Total | | | % of Total | | | |
| Total Donations Received | 2010 | | | 2011 | | | 2012 | | |
| From Individuals | 334 | \$198,670 | 65.15% | 377 | \$184,742 | 58.70% | 395 | \$431,188 | 78.00% |
| From Foundations | 1 | \$80,000 | 26.24% | 1 | \$80,000 | 25.42% | 2 | \$85,200 | 15.41% |
| From Corporations, Other | 1 | \$25,000 | 8.20% | 2 | \$50,000 | 15.89% | 4 | \$36,400 | 6.58% |
| From Bequests | 0 | \$0 | 0.00% | 0 | \$0 | 0.00% | 0 | \$0 | 0.00% |
| From Federal | 0 | \$0 | 0.00% | 0 | \$0 | 0.00% | 0 | \$0 | 0.00% |
| From State | 0 | \$0 | 0.00% | 0 | \$0 | 0.00% | 0 | \$0 | 0.00% |
| From Local | 1 | \$1,250 | 0.41% | 0 | \$0 | 0.00% | 0 | \$0 | 0.00% |
| | | | 100.00% | | | 100.00% | | | 100.00% |
| TOTAL DONATIONS | 337 | \$304,920 | | 380 | \$314,742 | 3.22% | 401 | \$552,788 | 75.63% |
| | | | | | | RGP | | | RGP |

Org 1 Survey

| ORG 18 Non-Profit Sector: | 2010 | | | 2011 | | | 2012 | | |
|-------------------------------------|---------------------|--|--|---------------------|--|---------------|---------------------|--|---------------|
| Expenses: | | | | | | | | | |
| Administrative | \$49,120.00 | | | \$42,538.00 | | | \$57,652.00 | | |
| Programs | \$110,498.00 | | | \$141,669.00 | | | \$240,637.00 | | |
| Fundraising | \$23,433.00 | | | \$52,672.00 | | EGP | \$94,311.00 | | EGP |
| Total expenses | \$183,051.00 | | | \$236,879.00 | | 22.72% | \$392,600.00 | | 39.66% |

\$270,843.33

| Donations Received by Amount: | 2010 | | | 2011 | | | 2012 | | |
|--------------------------------------|------------|------------------|---------------|------------|------------------|---------------|------------|------------------|---------------|
| | Total # | Total \$ | % of Total | Total # | Total \$ | % of Total | Total # | Total \$ | % of Total |
| 0-\$9,999 | | | | | | | | | |
| From Individuals | 384 | \$239,628 | 73.94% | 447 | \$329,464 | 61.65% | 443 | \$436,241 | 12.70% |
| From Foundations | 3 | \$6,250 | 1.93% | 2 | \$1,100 | 0.21% | 2 | \$2,250 | 0.07% |
| From Corporations, Other | 2 | \$9,263 | 2.86% | 1 | \$1,000 | 0.19% | | | 0.00% |
| From Bequests | | | 0.00% | | | 0.00% | | | 0.00% |
| From Federal | | | 0.00% | | | 0.00% | | | 0.00% |
| From State | | | 0.00% | | | 0.00% | | | 0.00% |
| From Local | | | 0.00% | | | 0.00% | | | 0.00% |
| Total 0-\$9,999 | 389 | \$255,141 | 78.73% | 450 | \$331,564 | 62.04% | 445 | \$438,491 | 12.77% |
| \$10,000-\$49,999 | | | | | | | | | |
| From Individuals | 5 | \$68,950 | 21.27% | 12 | \$202,885 | 37.96% | 40 | \$774,004 | 22.53% |
| From Foundations | | | 0.00% | | | 0.00% | | | 0.00% |
| From Corporations, Other | | | 0.00% | | | 0.00% | | | 0.00% |
| From Bequests | | | 0.00% | | | 0.00% | 3 | \$82,730 | 2.41% |
| From Federal | | | 0.00% | | | 0.00% | | | 0.00% |
| From State | | | 0.00% | | | 0.00% | | | 0.00% |
| From Local | | | 0.00% | | | 0.00% | | | 0.00% |
| Total \$10,000-\$49,999 | 5 | \$68,950 | 21.27% | 12 | \$202,885 | 37.96% | 43 | \$856,734 | 24.94% |
| \$50,000-\$99,999 | | | | | | | | | |
| From Individuals | | | 0.00% | | | 0.00% | 9 | 494,279 | 14.39% |
| From Foundations | | | 0.00% | | | 0.00% | | | 0.00% |
| From Corporations, Other | | | 0.00% | | | 0.00% | | | 0.00% |
| From Bequests | | | 0.00% | | | 0.00% | | | 0.00% |
| From Federal | | | 0.00% | | | 0.00% | | | 0.00% |
| From State | | | 0.00% | | | 0.00% | | | 0.00% |
| From Local | | | 0.00% | | | 0.00% | | | 0.00% |
| Total \$50,000-\$99,999 | 0 | \$0 | 0.00% | 0 | \$0 | 0.00% | 9 | \$494,279 | 14.39% |

| Donations Received by Amount: | 2010 | | | 2011 | | | 2012 | | |
|--------------------------------------|----------|------------|--------------|----------|------------|--------------|----------|------------------|---------------|
| | Total # | Total \$ | % of Total | Total # | Total \$ | % of Total | Total # | Total \$ | % of Total |
| \$100,000-\$499,999 | | | | | | | | | |
| From Individuals | | | 0.00% | | | 0.00% | 7 | 779,738 | 22.70% |
| From Foundations | | | 0.00% | | | 0.00% | 1 | 110,000 | 3.20% |
| From Corporations, Other | | | 0.00% | | | 0.00% | | | 0.00% |
| From Bequests | | | 0.00% | | | 0.00% | | | 0.00% |
| From Federal | | | 0.00% | | | 0.00% | | | 0.00% |
| From State | | | 0.00% | | | 0.00% | | | 0.00% |
| From Local | | | 0.00% | | | 0.00% | | | 0.00% |
| Total \$100,000-\$499,999 | 0 | \$0 | 0.00% | 0 | \$0 | 0.00% | 8 | \$889,738 | 25.90% |
| \$500,000-\$999,999 | | | | | | | | | |
| From Individuals | | | 0.00% | | | 0.00% | 1 | 755,475 | 22.00% |
| From Foundations | | | 0.00% | | | 0.00% | | | 0.00% |
| From Corporations, Other | | | 0.00% | | | 0.00% | | | 0.00% |
| From Bequests | | | 0.00% | | | 0.00% | | | 0.00% |
| From Federal | | | 0.00% | | | 0.00% | | | 0.00% |

Org 1 Survey

| | | | | | | | | | |
|---------------------------------|-------------|------------------|-------------------|-------------|------------------|-------------------|-------------|--------------------|----------------|
| From State | | | 0.00% | | | 0.00% | | | 0.00% |
| From Local | | | 0.00% | | | 0.00% | | | 0.00% |
| Total \$500,000-\$999,999 | 0 | \$0 | 0.00% | 0 | \$0 | 0.00% | 1 | \$755,475 | 22.00% |
| | | | % of Total | | | % of Total | | | |
| Total Donations Received | 2010 | | | 2011 | | | 2012 | | |
| From Individuals | 389 | \$308,578 | 95.21% | 459 | \$532,349 | 99.61% | 500 | \$3,239,737 | 94.32% |
| From Foundations | 3 | \$6,250 | 1.93% | 2 | \$1,100 | 0.21% | 3 | \$112,250 | 3.27% |
| From Corporations, Other | 2 | \$9,263 | 2.86% | 1 | \$1,000 | 0.19% | 0 | \$0 | 0.00% |
| From Bequests | 0 | \$0 | 0.00% | 0 | \$0 | 0.00% | 3 | \$82,730 | 2.41% |
| From Federal | 0 | \$0 | 0.00% | 0 | \$0 | 0.00% | 0 | \$0 | 0.00% |
| From State | 0 | \$0 | 0.00% | 0 | \$0 | 0.00% | 0 | \$0 | 0.00% |
| From Local | 0 | \$0 | 0.00% | 0 | \$0 | 0.00% | 0 | \$0 | 0.00% |
| | | | 100.00% | | | 100.00% | | | 100.00% |
| TOTAL DONATIONS | 394 | \$324,091 | | 462 | \$534,449 | 64.91% | 506 | \$3,434,718 | 542.67% |
| | | | | | | RGP | | | RGP |

Org 1 Survey

| ORG 19 | 2010 | | | 2011 | | | 2012 | | |
|--------------------------------------|----------------|------------------|-------------------|----------------|------------------|-------------------|----------------|------------------|-------------------|
| Non-Profit Sector: | | | | | | | | | |
| Expenses: | | | | | | | | | |
| Administrative | | | | | | | | | |
| Programs | | | | | | | | | |
| Fundraising | | | | | | EGP | | | EGP |
| Total expenses | \$433,420.00 | | | \$417,073.00 | | -3.92% | \$435,471.00 | | 4.22% |
| Donations Received by Amount: | | | | | | | | | |
| | Total # | Total \$ | % of Total | Total # | Total \$ | % of Total | Total # | Total \$ | % of Total |
| 0-\$9,999 | | | | | | | | | |
| From Individuals | 523 | \$174,426 | 66.28% | 649 | \$253,613 | 81.53% | 686 | \$278,564 | 78.20% |
| From Foundations | 3 | \$5,600 | 2.13% | 2 | \$10,500 | 3.38% | 7 | \$19,163 | 5.38% |
| From Corporations, Other | 11 | \$13,050 | 4.96% | 10 | \$10,950 | 3.52% | 19 | \$21,900 | 6.15% |
| From Bequests | | | 0.00% | | | 0.00% | | | 0.00% |
| From Federal | | | 0.00% | | | 0.00% | | | 0.00% |
| From State | | | 0.00% | | | 0.00% | | | 0.00% |
| From Local | | | 0.00% | | | 0.00% | 2 | \$1,594 | 0.45% |
| Total 0-\$9,999 | 537 | \$193,076 | 73.36% | 661 | \$275,063 | 88.43% | 714 | \$321,221 | 90.17% |
| \$10,000-\$49,999 | | | | | | | | | |
| From Individuals | 4 | \$70,100 | 26.64% | 2 | \$21,000 | 6.75% | 2 | \$20,000 | 5.61% |
| From Foundations | | | 0.00% | 1 | \$15,000 | 4.82% | 1 | \$15,000 | 4.21% |
| From Corporations, Other | | | 0.00% | | | 0.00% | | | 0.00% |
| From Bequests | | | 0.00% | | | 0.00% | | | 0.00% |
| From Federal | | | 0.00% | | | 0.00% | | | 0.00% |
| From State | | | 0.00% | | | 0.00% | | | 0.00% |
| From Local | | | 0.00% | | | 0.00% | | | 0.00% |
| Total \$10,000-\$49,999 | 4 | \$70,100 | 26.64% | 3 | \$36,000 | 11.57% | 3 | \$35,000 | 9.83% |
| \$50,000-\$99,999 | | | | | | | | | |
| From Individuals | | | 0.00% | | | 0.00% | | | 0.00% |
| From Foundations | | | 0.00% | | | 0.00% | | | 0.00% |
| From Corporations, Other | | | 0.00% | | | 0.00% | | | 0.00% |
| From Bequests | | | 0.00% | | | 0.00% | | | 0.00% |
| From Federal | | | 0.00% | | | 0.00% | | | 0.00% |
| From State | | | 0.00% | | | 0.00% | | | 0.00% |
| From Local | | | 0.00% | | | 0.00% | | | 0.00% |
| Total \$50,000-\$99,999 | 0 | \$0 | 0.00% | 0 | \$0 | 0.00% | 0 | \$0 | 0.00% |
| Donations Received by Amount: | | | | | | | | | |
| | 2010 | | | 2011 | | | 2012 | | |
| | Total # | Total \$ | % of Total | Total # | Total \$ | % of Total | Total # | Total \$ | % of Total |
| \$100,000-\$499,999 | | | | | | | | | |
| From Individuals | | | 0.00% | | | 0.00% | | | 0.00% |
| From Foundations | | | 0.00% | | | 0.00% | | | 0.00% |
| From Corporations, Other | | | 0.00% | | | 0.00% | | | 0.00% |
| From Bequests | | | 0.00% | | | 0.00% | | | 0.00% |
| From Federal | | | 0.00% | | | 0.00% | | | 0.00% |
| From State | | | 0.00% | | | 0.00% | | | 0.00% |
| From Local | | | 0.00% | | | 0.00% | | | 0.00% |
| Total \$100,000-\$499,999 | 0 | \$0 | 0.00% | 0 | \$0 | 0.00% | 0 | \$0 | 0.00% |

Org 1 Survey

| | | | | | | | | | |
|---------------------------------|-------------|------------------|-------------------|-------------|------------------|-------------------|-------------|------------------|---------------|
| \$500,000-\$999,999 | | | | | | | | | |
| From Individuals | | | 0.00% | | | 0.00% | | | 0.00% |
| From Foundations | | | 0.00% | | | 0.00% | | | 0.00% |
| From Corporations, Other | | | 0.00% | | | 0.00% | | | 0.00% |
| From Bequests | | | 0.00% | | | 0.00% | | | 0.00% |
| From Federal | | | 0.00% | | | 0.00% | | | 0.00% |
| From State | | | 0.00% | | | 0.00% | | | 0.00% |
| From Local | | | 0.00% | | | 0.00% | | | 0.00% |
| Total \$500,000-\$999,999 | 0 | \$0 | 0.00% | 0 | \$0 | 0.00% | 0 | \$0 | 0.00% |
| | | | % of Total | | | % of Total | | | |
| Total Donations Received | 2010 | | | 2011 | | | 2012 | | |
| From Individuals | 527 | \$244,526 | 92.91% | 651 | \$274,613 | 88.28% | 688 | \$298,564 | 83.81% |
| From Foundations | 3 | \$5,600 | 2.13% | 3 | \$25,500 | 8.20% | 8 | \$34,163 | 9.59% |
| From Corporations, Other | 11 | \$13,050 | 4.96% | 10 | \$10,950 | 3.52% | 19 | \$21,900 | 6.15% |
| From Bequests | 0 | \$0 | 0.00% | 0 | \$0 | 0.00% | 0 | \$0 | 0.00% |
| From Federal | 0 | \$0 | 0.00% | 0 | \$0 | 0.00% | 0 | \$0 | 0.00% |
| From State | 0 | \$0 | 0.00% | 0 | \$0 | 0.00% | 0 | \$0 | 0.00% |
| From Local | 0 | \$0 | 0.00% | 0 | \$0 | 0.00% | 2 | \$1,594 | 0.45% |
| | | | 100.00% | | | 100.00% | | | 100.00% |
| TOTAL DONATIONS | 541 | \$263,176 | | 664 | \$311,063 | 18.20% | 717 | \$356,221 | 14.52% |
| | | | | | | RGP | | | RGP |

Org 1 Survey

| Non-Profit Sector: | 2010 | | | 2011 | | | 2012 | | |
|--------------------------------------|-------------|--------------------|---------------|-------------|--------------------|---------------|-------------|--------------------|---------------|
| Expenses: | | | | | | | | | |
| Administrative | | | | | | | | | |
| Programs | | | | | | | | | |
| Fundraising | | | | | | | | | |
| Total expenses | \$0.00 | | | \$0.00 | | | \$0.00 | | |
| Donations Received by Amount: | | | % of Total | | | % of Total | | | % of Total |
| | Total # | Total \$ | | Total # | Total \$ | #VALUE! | Total # | Total \$ | #VALUE! |
| 0-\$9,999 | | | | | | | | | 0.00% |
| From Individuals | 1735 | \$1,258,955 | 37.17% | 1797 | \$1,284,404 | 37.93% | 1981 | \$1,378,330 | 40.70% |
| From Foundations | 5 | \$18,374 | 0.54% | 3 | \$7,500 | 0.22% | 3 | \$7,000 | 0.21% |
| From Corporations, Other | 92 | \$56,132 | 1.66% | 76 | \$66,886 | 1.98% | 106 | \$97,467 | 2.88% |
| From Bequests | 12 | \$45,836 | 1.35% | 13 | \$47,499 | 1.40% | 14 | \$52,507 | 1.55% |
| From Federal | | | 0.00% | | | 0.00% | | | 0.00% |
| From State | 2 | \$16,378 | 0.48% | 4 | \$22,992 | 0.68% | 2 | \$14,563 | 0.43% |
| From Local | 1 | \$6,180 | 0.18% | 1 | \$1,000 | 0.03% | 1 | \$1,000 | 0.03% |
| Total 0-\$9,999 | 1847 | \$1,401,855 | 41.39% | 1894 | \$1,430,281 | 42.23% | 2107 | \$1,550,867 | 45.79% |
| \$10,000-\$49,999 | | | 0.00% | | | 0.00% | | | 0.00% |
| From Individuals | 64 | \$1,015,543 | 29.99% | 97 | \$1,735,271 | 51.24% | 93 | \$1,635,943 | 48.31% |
| From Foundations | 1 | \$10,000 | 0.30% | 1 | \$10,000 | 0.30% | 1 | \$15,000 | 0.44% |
| From Corporations, Other | 4 | \$65,000 | 1.92% | 4 | \$85,000 | 2.51% | 11 | \$192,607 | 5.69% |
| From Bequests | 2 | \$31,414 | 0.93% | 1 | \$20,000 | 0.59% | | | 0.00% |
| From Federal | | | 0.00% | | | 0.00% | | | 0.00% |
| From State | 1 | \$10,800 | 0.32% | | | 0.00% | | | 0.00% |
| From Local | | | 0.00% | | | 0.00% | | | 0.00% |
| Total \$10,000-\$49,999 | 72 | \$1,132,757 | 33.45% | 103 | \$1,850,271 | 54.63% | 105 | \$1,843,550 | 54.44% |
| \$50,000-\$99,999 | | | 0.00% | | | 0.00% | | | 0.00% |
| From Individuals | 4 | \$202,000 | 5.96% | 5 | \$317,744 | 9.38% | 4 | 200000 | 5.91% |
| From Foundations | | | 0.00% | | | 0.00% | | | 0.00% |
| From Corporations, Other | | | 0.00% | | | 0.00% | 1 | 50000 | 1.48% |
| From Bequests | | | 0.00% | 1 | \$60,569 | 1.79% | | | 0.00% |
| From Federal | | | 0.00% | | | 0.00% | | | 0.00% |
| From State | | | 0.00% | | | 0.00% | | | 0.00% |
| From Local | | | 0.00% | | | 0.00% | | | 0.00% |
| Total \$50,000-\$99,999 | 4 | \$202,000 | 5.96% | 6 | \$378,313 | 11.17% | 5 | \$250,000 | 7.38% |
| Donations Received by Amount: | 2010 | | % of Total | 2011 | | % of Total | 2012 | | % of Total |
| | Total # | Total \$ | #VALUE! | Total # | Total \$ | #VALUE! | Total # | Total \$ | #VALUE! |
| \$100,000-\$499,999 | | | 0.00% | | | 0.00% | | | 0.00% |
| From Individuals | 1 | 200000 | 5.91% | 2 | 200000 | 5.91% | 3 | 606262 | 17.90% |
| From Foundations | | | 0.00% | | | 0.00% | | | 0.00% |
| From Corporations, Other | 3 | 450000 | 13.29% | 4 | 550000 | 16.24% | 2 | 223000 | 6.58% |
| From Bequests | | | 0.00% | | | 0.00% | | | 0.00% |
| From Federal | | | 0.00% | | | 0.00% | | | 0.00% |
| From State | | | 0.00% | | | 0.00% | | | 0.00% |
| From Local | | | 0.00% | | | 0.00% | | | 0.00% |
| Total \$100,000-\$499,999 | 4 | \$650,000 | 19.19% | 6 | \$750,000 | 22.15% | 5 | \$829,262 | 24.49% |

Org 1 Survey

| | | | | | | | | | |
|---------------------------------|-------------|--------------------|------------|-------------|--------------------|---------------|-------------|--------------------|--------------|
| \$500,000-\$999,999 | | | 0.00% | | | 0.00% | | | 0.00% |
| From Individuals | | | 0.00% | | | 0.00% | | | 0.00% |
| From Foundations | | | 0.00% | | | 0.00% | | | 0.00% |
| From Corporations, Other | | | 0.00% | | | 0.00% | | | 0.00% |
| From Bequests | | | 0.00% | | | 0.00% | | | 0.00% |
| From Federal | | | 0.00% | | | 0.00% | | | 0.00% |
| From State | | | 0.00% | | | 0.00% | | | 0.00% |
| From Local | | | 0.00% | | | 0.00% | | | 0.00% |
| Total \$500,000-\$999,999 | 0 | \$0 | | 0 | \$0 | | 0 | \$0 | |
| | | | % of Total | | | % of Total | | | % of Total |
| Total Donations Received | 2010 | | | 2011 | | 0.00% | 2012 | | 0.00% |
| | | | | | | 0.00% | | | 0.00% |
| From Individuals | 1804 | \$2,676,498 | 79.03% | 1901 | \$3,537,419 | 80.23% | 2081 | \$3,820,535 | 85.40% |
| From Foundations | 6 | \$28,374 | 0.84% | 4 | \$17,500 | 0.40% | 4 | \$22,000 | 0.49% |
| From Corporations, Other | 99 | \$571,132 | 16.86% | 84 | \$701,886 | 15.92% | 120 | \$563,074 | 12.59% |
| From Bequests | 14 | \$77,250 | 2.28% | 15 | \$128,068 | 2.90% | 14 | \$52,507 | 1.17% |
| From Federal | 0 | \$0 | 0.00% | 0 | \$0 | 0.00% | 0 | \$0 | 0.00% |
| From State | 3 | \$27,178 | 0.80% | 4 | \$22,992 | 0.52% | 2 | \$14,563 | 0.33% |
| From Local | 1 | \$6,180 | 0.18% | 1 | \$1,000 | 0.02% | 1 | \$1,000 | 0.02% |
| | | | 100.00% | | | 100.00% | | | 100.00% |
| TOTAL DONATIONS | 1927 | \$3,386,612 | | 2009 | \$4,408,865 | 30.19% | 2222 | \$4,473,679 | 1.47% |
| | | | | | | RGP | | | RGP |

APPENDIX B - ANALYSIS OF SURVEY DATABASE

Aggregate Yearly Changes in Revenue

| Island | | |
|--|------------------|------------------|
| | 2010-2011 | 2011-2012 |
| Nantucket NPOs | 11.45% | 31.45% |
| Budget Class | | |
| | 2010-2011 | 2011-2012 |
| Class-A | 0.00% | -7.69% |
| Class-B | 13.49% | 98.42% |
| Class-C | 10.43% | -2.52% |
| Sector | | |
| | 2010-2011 | 2011-2012 |
| Arts and Culture | 0.00% | 7.26% |
| Care for Animals | 0.00% | 19.88% |
| Conservation, Preservation, & Recreation | 15.72% | 119.12% |
| Education | 6.06% | -26.61% |
| Health and Human Services | -1.05% | -5.91% |
| Philanthropy, Volunteerism, & Fundraising | 89.50% | 23.30% |
| Organizations | | |
| | 2010-2011 | 2011-2012 |
| Organization 1 | 0.31% | 10.62% |
| Organization 2 | 0.00% | 7.83% |
| Organization 3 | -6.68% | -26.89% |
| Organization 4 | 16.37% | 15.22% |
| Organization 5 | 0.00% | 0.00% |
| Organization 6 | -4.25% | -68.45% |
| Organization 7 | 12.37% | -29.14% |
| Organization 8 | -52.74% | -22.73% |
| Organization 9 | 0.00% | -7.14% |
| Organization 10 | -17.91% | 10.68% |
| Organization 11 | -1.20% | 6.85% |
| Organization 12 | 0.00% | 0.00% |
| Organization 13 | 29.59% | -40.21% |
| Organization 14 | -10.08% | 12.03% |
| Organization 15 | 0.00% | 39.76% |
| Organization 16 | 89.50% | 23.30% |
| Organization 17 | 3.22% | 75.63% |
| Organization 18 | 64.91% | 542.67% |
| Organization 19 | 18.20% | 14.52% |
| Organization 20 | 30.19% | 1.47% |

| Island Survey Data | | | |
|---|---------------|---------------|---------------|
| 20 Organizations Surveyed | 2010* | 2011** | 2012 |
| Mean of percentages of total organization donation revenue | | | |
| 0-\$9,999 | | | |
| From Individuals | 29.55% | 33.06% | 37.45% |
| From Foundations | 2.01% | 5.57% | 8.70% |
| From Corporations, Other | 2.35% | 2.81% | 4.57% |
| From Bequests | 0.07% | 0.08% | 0.08% |
| From Federal | 0.07% | 0.05% | 0.19% |
| From State | 5.89% | 6.05% | 6.41% |
| From Local | 0.51% | 1.50% | 0.39% |
| Total 0-\$9,999 | 35.44% | 44.11% | 52.78% |
| \$10,000-\$49,999 | | | |
| From Individuals | 13.99% | 9.99% | 11.38% |
| From Foundations | 4.23% | 3.89% | 4.89% |
| From Corporations, Other | 1.10% | 1.89% | 2.26% |
| From Bequests | 0.31% | 0.27% | 0.12% |
| From Federal | 0.04% | 0.07% | 0.00% |
| From State | 0.52% | 0.50% | 0.46% |
| From Local | 1.17% | 1.31% | 2.13% |
| Total \$10,000-\$49,999 | 21.39% | 17.93% | 21.25% |
| \$50,000-\$99,999 | | | |
| From Individuals | 2.72% | 1.60% | 2.99% |
| From Foundations | 1.88% | 1.38% | 0.82% |
| From Corporations, Other | 0.25% | 0.14% | 0.07% |
| From Bequests | 0.43% | 0.09% | 0.00% |
| From Federal | 0.50% | 0.42% | 0.34% |
| From State | 0.00% | 0.00% | 0.00% |
| From Local | 2.86% | 3.12% | 0.52% |
| Total \$50,000-\$99,999 | 8.64% | 6.76% | 4.75% |
| Donations Received by Amount: | | | |
| \$100,000-\$499,999 | | | |
| From Individuals | 3.70% | 3.76% | 6.17% |
| From Foundations | 0.00% | 0.00% | 0.16% |
| From Corporations, Other | 0.66% | 0.81% | 0.33% |
| From Bequests | 0.00% | 2.53% | 0.00% |
| From Federal | 0.00% | 0.00% | 0.00% |
| From State | 1.67% | 1.57% | 1.47% |
| From Local | 2.15% | 3.58% | 7.46% |
| Total \$100,000-\$499,999 | 8.18% | 12.26% | 15.59% |
| \$500,000-\$999,999 | | | |
| From Individuals | 0.00% | 0.00% | 1.10% |
| From Foundations | 0.00% | 0.00% | 0.00% |
| From Corporations, Other | 0.00% | 0.00% | 0.00% |
| From Bequests | 0.00% | 0.00% | 0.00% |
| From Federal | 0.00% | 0.00% | 0.00% |
| From State | 0.00% | 0.00% | 0.00% |
| From Local | 1.36% | 1.29% | 1.14% |
| Total \$500,000-\$999,999 | 1.36% | 1.29% | 2.24% |
| 2010 2011 2012 | | | |
| From Individuals | 62.44% | 56.34% | 57.73% |
| From Foundations | 10.14% | 12.78% | 14.56% |
| From Corporations, Other | 5.46% | 6.02% | 7.04% |
| From Bequests | 1.01% | 3.26% | 0.18% |
| From Federal | 0.76% | 0.59% | 0.53% |
| From State | 10.10% | 9.01% | 8.33% |
| From Local | 10.08% | 12.00% | 11.63% |
| | 100.00% | 100.00% | 100.00% |
| ARGP | | 11.45% | 31.45% |

* 16 responses for 2010

** 18 responses for 2011

Survey Data By Budget Size – Class A (\$0-\$49,999)

| 1 Organization Surveyed, 2 in 2010 2011 2012* | | | |
|---|---------|--------------|---------------|
| Mean of percentages of total organization donation revenue | | | |
| 0-\$9,999 | | | |
| From Individuals | 0.00% | 0.00% | 33.84% |
| From Foundations | 0.00% | 0.00% | 15.07% |
| From Corporations, Other | 0.00% | 0.00% | 1.09% |
| From Bequests | 0.00% | 0.00% | 0.00% |
| From Federal | 0.00% | 0.00% | 0.00% |
| From State | 100.00% | 100.00% | 50.00% |
| From Local | 0.00% | 0.00% | 0.00% |
| Total 0-\$9,999 | 100.00% | 100.00% | 100.00% |
| \$10,000-\$49,999 | | | |
| From Individuals | 0.00% | 0.00% | 0.00% |
| From Foundations | 0.00% | 0.00% | 0.00% |
| From Corporations, Other | 0.00% | 0.00% | 0.00% |
| From Bequests | 0.00% | 0.00% | 0.00% |
| From Federal | 0.00% | 0.00% | 0.00% |
| From State | 0.00% | 0.00% | 0.00% |
| From Local | 0.00% | 0.00% | 0.00% |
| Total \$10,000-\$49,999 | 0.00% | 0.00% | 0.00% |
| \$50,000-\$99,999 | | | |
| From Individuals | 0.00% | 0.00% | 0.00% |
| From Foundations | 0.00% | 0.00% | 0.00% |
| From Corporations, Other | 0.00% | 0.00% | 0.00% |
| From Bequests | 0.00% | 0.00% | 0.00% |
| From Federal | 0.00% | 0.00% | 0.00% |
| From State | 0.00% | 0.00% | 0.00% |
| From Local | 0.00% | 0.00% | 0.00% |
| Total \$50,000-\$99,999 | 0.00% | 0.00% | 0.00% |
| Donations Received by Amount: | | | |
| \$100,000-\$499,999 | | | |
| From Individuals | 0.00% | 0.00% | 0.00% |
| From Foundations | 0.00% | 0.00% | 0.00% |
| From Corporations, Other | 0.00% | 0.00% | 0.00% |
| From Bequests | 0.00% | 0.00% | 0.00% |
| From Federal | 0.00% | 0.00% | 0.00% |
| From State | 0.00% | 0.00% | 0.00% |
| From Local | 0.00% | 0.00% | 0.00% |
| Total \$100,000-\$499,999 | 0.00% | 0.00% | 0.00% |
| \$500,000-\$999,999 | | | |
| From Individuals | 0.00% | 0.00% | 0.00% |
| From Foundations | 0.00% | 0.00% | 0.00% |
| From Corporations, Other | 0.00% | 0.00% | 0.00% |
| From Bequests | 0.00% | 0.00% | 0.00% |
| From Federal | 0.00% | 0.00% | 0.00% |
| From State | 0.00% | 0.00% | 0.00% |
| From Local | 0.00% | 0.00% | 0.00% |
| Total \$500,000-\$999,999 | 0.00% | 0.00% | 0.00% |
| 2010 2011 2012 | | | |
| From Individuals | 0.00% | 0.00% | 33.84% |
| From Foundations | 0.00% | 0.00% | 15.07% |
| From Corporations, Other | 0.00% | 0.00% | 1.09% |
| From Bequests | 0.00% | 0.00% | 0.00% |
| From Federal | 0.00% | 0.00% | 0.00% |
| From State | 100.00% | 100.00% | 50.00% |
| From Local | 0.00% | 0.00% | 0.00% |
| | 100.00% | 100.00% | 100.00% |
| ARGP | | 0.00% | -7.69% |

* Another organization was founded in 2012 in this budget class, data was included for that year, but excluded in Average % revenue change

Survey Data By Budget Size — Class B (\$50,000- \$249,999)

5 Organizations Surveyed 2010 2011* 2012**

Mean of percentages of total organization donation revenue

| | | | |
|--------------------------|---------------|---------------|---------------|
| 0-\$9,999 | | | |
| From Individuals | 59.09% | 59.56% | 44.45% |
| From Foundations | 3.37% | 7.67% | 10.41% |
| From Corporations, Other | 3.84% | 3.18% | 3.30% |
| From Bequests | 0.00% | 0.00% | 0.00% |
| From Federal | 0.21% | 0.15% | 0.53% |
| From State | 0.00% | 0.00% | 0.00% |
| From Local | 0.00% | 0.00% | 0.06% |
| Total 0-\$9,999 | 46.51% | 53.90% | 44.47% |

| | | | |
|--------------------------------|---------------|---------------|---------------|
| \$10,000-\$49,999 | | | |
| From Individuals | 9.58% | 7.45% | 5.38% |
| From Foundations | 8.79% | 6.90% | 8.31% |
| From Corporations, Other | 1.46% | 2.52% | 3.61% |
| From Bequests | 0.00% | 0.00% | 0.34% |
| From Federal | 0.15% | 0.23% | 0.00% |
| From State | 0.00% | 0.00% | 0.00% |
| From Local | 4.70% | 3.85% | 6.08% |
| Total \$10,000-\$49,999 | 24.68% | 20.94% | 23.72% |

| | | | |
|--------------------------------|--------------|--------------|--------------|
| \$50,000-\$99,999 | | | |
| From Individuals | 0.00% | 0.00% | 2.06% |
| From Foundations | 0.00% | 0.00% | 0.00% |
| From Corporations, Other | 0.00% | 0.00% | 0.00% |
| From Bequests | 0.00% | 0.00% | 0.00% |
| From Federal | 0.00% | 0.00% | 0.00% |
| From State | 0.00% | 0.00% | 0.00% |
| From Local | 8.82% | 8.49% | 0.00% |
| Total \$50,000-\$99,999 | 8.82% | 8.49% | 2.06% |

Donations Received by Amount:

| | | | |
|----------------------------------|--------------|--------------|---------------|
| \$100,000-\$499,999 | | | |
| From Individuals | 0.00% | 0.00% | 3.24% |
| From Foundations | 0.00% | 0.00% | 0.46% |
| From Corporations, Other | 0.00% | 0.00% | 0.00% |
| From Bequests | 0.00% | 0.00% | 0.00% |
| From Federal | 0.00% | 0.00% | 0.00% |
| From State | 0.00% | 0.00% | 0.00% |
| From Local | 0.00% | 0.00% | 8.63% |
| Total \$100,000-\$499,999 | 0.00% | 0.00% | 12.33% |

| | | | |
|----------------------------------|--------------|--------------|--------------|
| \$500,000-\$999,999 | | | |
| From Individuals | 0.00% | 0.00% | 3.14% |
| From Foundations | 0.00% | 0.00% | 0.00% |
| From Corporations, Other | 0.00% | 0.00% | 0.00% |
| From Bequests | 0.00% | 0.00% | 0.00% |
| From Federal | 0.00% | 0.00% | 0.00% |
| From State | 0.00% | 0.00% | 0.00% |
| From Local | 0.00% | 0.00% | 0.00% |
| Total \$500,000-\$999,999 | 0.00% | 0.00% | 3.14% |

| | 2010 | 2011 | 2012 |
|---------------------------------|-------------|---------------|---------------|
| From Individuals | 68.68% | 67.01% | 58.28% |
| From Foundations | 12.16% | 14.57% | 19.17% |
| From Corporations, Other | 5.30% | 5.70% | 6.91% |
| From Bequests | 0.00% | 0.00% | 0.34% |
| From Federal | 0.35% | 0.38% | 0.53% |
| From State | 0.00% | 0.00% | 0.00% |
| From Local | 13.52% | 12.34% | 14.77% |
| | 100.00% | 100.00% | 100.00% |
| ARGP | | 13.49% | 98.42% |

* There were 6 organizations included in 2011
 ** There were 7 organizations included in 2012,
 new organization not included in % change ytd

| Survey Data By Budget Size – Class C (> \$250,000) | | | |
|---|-------------|---------------|---------------|
| 11 Organizations Surveyed | 2010* | 2011 | 2012 |
| Mean of percentages of total organization donation revenue | | | |
| 0-\$9,999 | | | |
| From Individuals | 26.86% | 33.99% | 33.65% |
| From Foundations | 2.12% | 7.15% | 6.46% |
| From Corporations, Other | 2.52% | 3.37% | 6.02% |
| From Bequests | 0.12% | 0.15% | 0.14% |
| From Federal | 0.03% | 0.00% | 0.00% |
| From State | 1.61% | 1.90% | 2.56% |
| From Local | 0.94% | 2.72% | 0.66% |
| Total 0-\$9,999 | 34.20% | 49.28% | 49.49% |
| \$10,000-\$49,999 | | | |
| From Individuals | 21.08% | 14.10% | 17.27% |
| From Foundations | 3.70% | 3.31% | 3.61% |
| From Corporations, Other | 1.34% | 2.07% | 1.81% |
| From Bequests | 0.56% | 0.49% | 0.00% |
| From Federal | 0.00% | 0.00% | 0.00% |
| From State | 0.95% | 0.91% | 0.84% |
| From Local | 0.00% | 0.28% | 0.00% |
| Total \$10,000-\$49,999 | 27.67% | 21.17% | 23.53% |
| \$50,000-\$99,999 | | | |
| From Individuals | 4.94% | 2.92% | 4.13% |
| From Foundations | 3.41% | 2.51% | 1.49% |
| From Corporations, Other | 0.46% | 0.26% | 0.13% |
| From Bequests | 0.78% | 0.16% | 0.00% |
| From Federal | 0.91% | 0.77% | 0.62% |
| From State | 0.00% | 0.00% | 0.00% |
| From Local | 1.20% | 1.05% | 0.95% |
| Total \$50,000-\$99,999 | 11.70% | 7.66% | 7.32% |
| Donations Received by Amount: | | | |
| \$100,000-\$499,999 | | | |
| From Individuals | 6.72% | 6.84% | 9.16% |
| From Foundations | 0.00% | 0.00% | 0.00% |
| From Corporations, Other | 1.21% | 1.48% | 0.60% |
| From Bequests | 0.00% | 4.61% | 0.00% |
| From Federal | 0.00% | 0.00% | 0.00% |
| From State | 3.05% | 2.85% | 2.67% |
| From Local | 3.91% | 6.51% | 8.08% |
| Total \$100,000-\$499,999 | 14.88% | 22.29% | 20.51% |
| \$500,000-\$999,999 | | | |
| From Individuals | 0.00% | 0.00% | 0.00% |
| From Foundations | 0.00% | 0.00% | 0.00% |
| From Corporations, Other | 0.00% | 0.00% | 0.00% |
| From Bequests | 0.00% | 0.00% | 0.00% |
| From Federal | 0.00% | 0.00% | 0.00% |
| From State | 0.00% | 0.00% | 0.00% |
| From Local | 2.48% | 2.34% | 2.07% |
| Total \$500,000-\$999,999 | 2.48% | 2.34% | 2.07% |
| Summary of Total Donations | | | |
| | 2010 | 2011 | 2012 |
| From Individuals | 65.57% | 55.64% | 61.72% |
| From Foundations | 10.15% | 12.96% | 11.54% |
| From Corporations, Other | 6.09% | 6.74% | 8.20% |
| From Bequests | 1.62% | 5.33% | 0.11% |
| From Federal | 1.03% | 0.77% | 0.62% |
| From State | 6.17% | 5.65% | 6.06% |
| From Local | 9.37% | 12.91% | 11.75% |
| | 100.00% | 100.00% | 100.00% |
| ARGP | | 10.43% | -2.52% |

* Only 9 organizations surveys are included in 2010, in 2011, the YTD changes are not recorded

Survey Data By Sector – Arts and Culture

1 Organization Surveyed 2010 2011 2012

Mean of percentages of total organization donation revenue

| | | | |
|--------------------------|-----------|--------|---------|
| 0-\$9,999 | | | |
| From Individuals | | 75.27% | 84.18% |
| From Foundations | no | 11.30% | 8.64% |
| From Corporations, Other | data | 9.39% | 7.18% |
| From Bequests | available | 0.00% | 0.00% |
| From Federal | | 0.00% | 0.00% |
| From State | | 0.00% | 0.00% |
| From Local | | 0.00% | 0.00% |
| Total 0-\$9,999 | | 95.96% | 100.00% |

| | | | |
|--------------------------|--|-------|-------|
| \$10,000-\$49,999 | | | |
| From Individuals | | 0.00% | 0.00% |
| From Foundations | | 0.00% | 0.00% |
| From Corporations, Other | | 0.00% | 0.00% |
| From Bequests | | 4.04% | 0.00% |
| From Federal | | 0.00% | 0.00% |
| From State | | 0.00% | 0.00% |
| From Local | | 0.00% | 0.00% |
| Total \$10,000-\$49,999 | | 4.04% | 0.00% |

| | | | |
|--------------------------|--|-------|-------|
| \$50,000-\$99,999 | | | |
| From Individuals | | 0.00% | 0.00% |
| From Foundations | | 0.00% | 0.00% |
| From Corporations, Other | | 0.00% | 0.00% |
| From Bequests | | 0.00% | 0.00% |
| From Federal | | 0.00% | 0.00% |
| From State | | 0.00% | 0.00% |
| From Local | | 0.00% | 0.00% |
| Total \$50,000-\$99,999 | | 0.00% | 0.00% |

Donations Received by Amount:

| | | | |
|----------------------------|--|-------|-------|
| \$100,000-\$499,999 | | | |
| From Individuals | | 0.00% | 0.00% |
| From Foundations | | 0.00% | 0.00% |
| From Corporations, Other | | 0.00% | 0.00% |
| From Bequests | | 0.00% | 0.00% |
| From Federal | | 0.00% | 0.00% |
| From State | | 0.00% | 0.00% |
| From Local | | 0.00% | 0.00% |
| Total \$100,000-\$499,999 | | 0.00% | 0.00% |

| | | | |
|----------------------------|--|-------|-------|
| \$500,000-\$999,999 | | | |
| From Individuals | | 0.00% | 0.00% |
| From Foundations | | 0.00% | 0.00% |
| From Corporations, Other | | 0.00% | 0.00% |
| From Bequests | | 0.00% | 0.00% |
| From Federal | | 0.00% | 0.00% |
| From State | | 0.00% | 0.00% |
| From Local | | 0.00% | 0.00% |
| Total \$500,000-\$999,999 | | 0.00% | 0.00% |

| | 2010 | 2011 | 2012 |
|--------------------------|------|---------|--------------|
| From Individuals | | 75.27% | 84.18% |
| From Foundations | | 11.30% | 8.64% |
| From Corporations, Other | | 9.39% | 7.18% |
| From Bequests | | 4.04% | 0.00% |
| From Federal | | 0.00% | 0.00% |
| From State | | 0.00% | 0.00% |
| From Local | | 0.00% | 0.00% |
| | | 100.00% | 100.00% |
| ARGP | | | 7.83% |

Survey Data By Sector – Care For Animals

| 2 Organizations Surveyed | 2010 | 2011 | 2012 |
|---|---------|------|---------------|
| Mean of percentages of total organization donation revenue | | | |
| 0-\$9,999 | | | |
| From Individuals | 84.02% | | 64.55% |
| From Foundations | 15.98% | | 19.83% |
| From Corporations, Other | 0.00% | | 2.52% |
| From Bequests | 0.00% | | 0.00% |
| From Federal | 0.00% | | 0.00% |
| From State | 0.00% | | 0.00% |
| From Local | 0.00% | | 0.00% |
| Total 0-\$9,999 | 100.00% | | 86.90% |
| \$10,000-\$49,999 | | | |
| From Individuals | 0.00% | | 4.76% |
| From Foundations | 0.00% | | 0.00% |
| From Corporations, Other | 0.00% | | 8.34% |
| From Bequests | 0.00% | | 0.00% |
| From Federal | 0.00% | | 0.00% |
| From State | 0.00% | | 0.00% |
| From Local | 0.00% | | 0.00% |
| Total \$10,000-\$49,999 | 0.00% | | 13.10% |
| \$50,000-\$99,999 | | | |
| From Individuals | | | 0.00% |
| From Foundations | 0.00% | | 0.00% |
| From Corporations, Other | 0.00% | | 0.00% |
| From Bequests | 0.00% | | 0.00% |
| From Federal | 0.00% | | 0.00% |
| From State | 0.00% | | 0.00% |
| From Local | 0.00% | | 0.00% |
| Total \$50,000-\$99,999 | 0.00% | | 0.00% |
| Donations Received by Amount: | | | |
| \$100,000-\$499,999 | | | |
| From Individuals | 0.00% | | 0.00% |
| From Foundations | 0.00% | | 0.00% |
| From Corporations, Other | 0.00% | | 0.00% |
| From Bequests | 0.00% | | 0.00% |
| From Federal | 0.00% | | 0.00% |
| From State | 0.00% | | 0.00% |
| From Local | 0.00% | | 0.00% |
| Total \$100,000-\$499,999 | 0.00% | | 0.00% |
| \$500,000-\$999,999 | | | |
| From Individuals | 0.00% | | 0.00% |
| From Foundations | 0.00% | | 0.00% |
| From Corporations, Other | 0.00% | | 0.00% |
| From Bequests | 0.00% | | 0.00% |
| From Federal | 0.00% | | 0.00% |
| From State | 0.00% | | 0.00% |
| From Local | 0.00% | | 0.00% |
| Total \$500,000-\$999,999 | 0.00% | | 0.00% |
| 2010 2011 2012 | | | |
| From Individuals | 84.02% | | 69.32% |
| From Foundations | 15.98% | | 19.83% |
| From Corporations, Other | 0.00% | | 10.85% |
| From Bequests | 0.00% | | 0.00% |
| From Federal | 0.00% | | 0.00% |
| From State | 0.00% | | 0.00% |
| From Local | 0.00% | | 0.00% |
| | 100.00% | | 100.00% |
| ARGP | | | 19.88% |

Survey Data By Sector — Conservation, Preservation

| 5 Organizations Surveyed | 2010 | 2011 | 2012 |
|---|---------------|---------------|---------------|
| Mean of percentages of total organization donation revenue | | | |
| 0-\$9,999 | | | |
| From Individuals | 58.06% | 52.68% | 42.84% |
| From Foundations | 2.71% | 4.25% | 3.94% |
| From Corporations, Other | 2.21% | 1.30% | 1.40% |
| From Bequests | 0.00% | 0.04% | 0.00% |
| From Federal | 0.00% | 0.00% | 0.00% |
| From State | 0.00% | 0.00% | 0.00% |
| From Local | 0.29% | 0.00% | 0.07% |
| Total 0-\$9,999 | 43.27% | 38.27% | 28.24% |
| \$10,000-\$49,999 | | | |
| From Individuals | 16.11% | 17.43% | 18.58% |
| From Foundations | 2.34% | 0.74% | 0.71% |
| From Corporations, Other | 2.44% | 3.57% | 2.20% |
| From Bequests | 0.13% | 0.00% | 0.48% |
| From Federal | 0.00% | 0.00% | 0.00% |
| From State | 0.00% | 0.00% | 0.00% |
| From Local | 0.00% | 0.32% | 0.00% |
| Total \$10,000-\$49,999 | 21.01% | 22.06% | 21.97% |
| \$50,000-\$99,999 | | | |
| From Individuals | 1.20% | 1.22% | 5.78% |
| From Foundations | 6.65% | 5.08% | 2.89% |
| From Corporations, Other | 1.01% | 0.58% | 0.00% |
| From Bequests | 1.72% | 0.00% | 0.00% |
| From Federal | 2.00% | 1.68% | 1.37% |
| From State | 0.00% | 0.00% | 0.00% |
| From Local | 0.33% | 0.00% | 0.00% |
| Total \$50,000-\$99,999 | 12.91% | 8.56% | 10.04% |
| Donations Received by Amount: | | | |
| \$100,000-\$499,999 | | | |
| From Individuals | 2.80% | 11.11% | 13.47% |
| From Foundations | 0.00% | 0.00% | 0.64% |
| From Corporations, Other | 0.00% | 0.00% | 0.00% |
| From Bequests | 0.00% | 0.00% | 0.00% |
| From Federal | 0.00% | 0.00% | 0.00% |
| From State | 0.00% | 0.00% | 0.00% |
| From Local | 0.00% | 0.00% | 1.24% |
| Total \$100,000-\$499,999 | 2.80% | 11.11% | 15.35% |
| \$500,000-\$999,999 | | | |
| From Individuals | 0.00% | 0.00% | 4.40% |
| From Foundations | 0.00% | 0.00% | 0.00% |
| From Corporations, Other | 0.00% | 0.00% | 0.00% |
| From Bequests | 0.00% | 0.00% | 0.00% |
| From Federal | 0.00% | 0.00% | 0.00% |
| From State | 0.00% | 0.00% | 0.00% |
| From Local | 0.00% | 0.00% | 0.00% |
| Total \$500,000-\$999,999 | 0.00% | 0.00% | 4.40% |
| 2010 2011 2012 | | | |
| From Individuals | 78.18% | 82.44% | 85.07% |
| From Foundations | 11.69% | 10.07% | 8.18% |
| From Corporations, Other | 5.65% | 5.44% | 3.59% |
| From Bequests | 1.86% | 0.04% | 0.48% |
| From Federal | 2.00% | 1.68% | 1.37% |
| From State | 0.00% | 0.00% | 0.00% |
| From Local | 0.62% | 0.32% | 1.31% |
| | 100.00% | 100.00% | 100.00% |
| ARGP | | 15.72% | 119.12% |

| Survey Data By Sector — Education | | | |
|---|---------------|---------------|---------------|
| 2 Organizations Surveyed (3 in 2012) | 2010 | 2011 | 2012* |
| Mean of percentages of total organization donation revenue | | | |
| 0-\$9,999 | | | |
| From Individuals | 17.37% | 15.28% | 17.07% |
| From Foundations | 4.69% | 29.81% | 29.74% |
| From Corporations, Other | 6.06% | 6.38% | 12.46% |
| From Bequests | 0.00% | 0.00% | 0.00% |
| From Federal | 0.00% | 0.00% | 0.00% |
| From State | 0.15% | 0.89% | 1.71% |
| From Local | 3.82% | 13.12% | 0.84% |
| Total 0-\$9,999 | 32.09% | 65.48% | 61.82% |
| \$10,000-\$49,999 | | | |
| From Individuals | 45.86% | 7.92% | 6.18% |
| From Foundations | 0.00% | 0.40% | 15.26% |
| From Corporations, Other | 0.35% | 1.19% | 0.00% |
| From Bequests | 0.00% | 0.40% | 0.00% |
| From Federal | 0.00% | 0.00% | 0.00% |
| From State | 0.00% | 0.00% | 0.00% |
| From Local | 0.00% | 0.75% | 0.00% |
| Total \$10,000-\$49,999 | 46.21% | 10.65% | 21.45% |
| \$50,000-\$99,999 | | | |
| From Individuals | 1.15% | 2.97% | 3.15% |
| From Foundations | 1.15% | 1.09% | 0.63% |
| From Corporations, Other | 0.00% | 0.00% | 0.00% |
| From Bequests | 0.00% | 0.00% | 0.00% |
| From Federal | 0.00% | 0.00% | 0.00% |
| From State | 0.00% | 0.00% | 0.00% |
| From Local | 0.00% | 0.00% | 0.00% |
| Total \$50,000-\$99,999 | 2.30% | 4.06% | 3.78% |
| Donations Received by Amount: | | | |
| \$100,000-\$499,999 | | | |
| From Individuals | 5.76% | 6.93% | 4.01% |
| From Foundations | 0.00% | 0.00% | 0.00% |
| From Corporations, Other | 0.00% | 0.00% | 0.00% |
| From Bequests | 0.00% | 0.00% | 0.00% |
| From Federal | 0.00% | 0.00% | 0.00% |
| From State | 0.00% | 0.00% | 0.00% |
| From Local | 0.00% | 0.00% | 1.37% |
| Total \$100,000-\$499,999 | 5.76% | 6.93% | 5.38% |
| \$500,000-\$999,999 | | | |
| From Individuals | 0.00% | 0.00% | 0.00% |
| From Foundations | 0.00% | 0.00% | 0.00% |
| From Corporations, Other | 0.00% | 0.00% | 0.00% |
| From Bequests | 0.00% | 0.00% | 0.00% |
| From Federal | 0.00% | 0.00% | 0.00% |
| From State | 0.00% | 0.00% | 0.00% |
| From Local | 13.64% | 12.88% | 7.57% |
| Total \$500,000-\$999,999 | 13.64% | 12.88% | 7.57% |
| 2010 2011 2012 | | | |
| From Individuals | 70.15% | 33.09% | 30.42% |
| From Foundations | 5.84% | 31.29% | 45.63% |
| From Corporations, Other | 6.40% | 7.57% | 12.46% |
| From Bequests | 0.00% | 0.40% | 0.00% |
| From Federal | 0.00% | 0.00% | 0.00% |
| From State | 0.15% | 0.89% | 1.71% |
| From Local | 17.46% | 26.76% | 9.79% |
| | 100.00% | 100.00% | 100.00% |
| ARGP | | 6.06% | -26.61% |

*A 3rd educational organization was founded in 2012, excluded in average % revenue Change

Survey Data By Sector — Health and Human Services

| 8 Organizations Surveyed | 2010 | 2011 | 2012 |
|---|---------------|---------------|---------------|
| Percentages of total organization donation revenue | | | |
| 0-\$9,999 | | | |
| From Individuals | 30.32% | 32.32% | 30.86% |
| From Foundations | 2.03% | 2.01% | 2.10% |
| From Corporations, Other | 2.68% | 3.44% | 4.36% |
| From Bequests | 0.17% | 0.18% | 0.19% |
| From Federal | 0.17% | 0.11% | 0.46% |
| From State | 14.68% | 14.89% | 15.37% |
| From Local | 0.15% | 0.47% | 0.61% |
| Total 0-\$9,999 | 50.19% | 53.41% | 53.97% |
| \$10,000-\$49,999 | | | |
| From Individuals | 8.14% | 9.91% | 9.82% |
| From Foundations | 9.12% | 9.01% | 5.64% |
| From Corporations, Other | 1.15% | 2.21% | 1.78% |
| From Bequests | 0.69% | 0.07% | 0.00% |
| From Federal | 0.09% | 0.17% | 0.00% |
| From State | 1.30% | 1.26% | 1.16% |
| From Local | 2.94% | 2.88% | 5.32% |
| Total \$10,000-\$49,999 | 23.48% | 25.51% | 23.72% |
| \$50,000-\$99,999 | | | |
| From Individuals | 2.14% | 1.17% | 0.74% |
| From Foundations | 0.00% | 0.00% | 0.00% |
| From Corporations, Other | 0.00% | 0.00% | 0.18% |
| From Bequests | 0.00% | 0.22% | 0.00% |
| From Federal | 0.00% | 0.00% | 0.00% |
| From State | 0.00% | 0.00% | 0.00% |
| From Local | 6.95% | 7.81% | 1.30% |
| Total \$50,000-\$99,999 | 9.10% | 9.20% | 2.22% |
| Donations Received by Amount: | | | |
| \$100,000-\$499,999 | | | |
| From Individuals | 6.05% | 0.74% | 2.24% |
| From Foundations | 0.00% | 0.00% | 0.00% |
| From Corporations, Other | 1.66% | 2.03% | 0.82% |
| From Bequests | 0.00% | 0.00% | 0.00% |
| From Federal | 0.00% | 0.00% | 0.00% |
| From State | 4.19% | 3.92% | 3.67% |
| From Local | 5.37% | 8.95% | 17.37% |
| Total \$100,000-\$499,999 | 17.27% | 15.64% | 24.10% |
| \$500,000-\$999,999 | | | |
| From Individuals | 0.00% | 0.00% | 0.00% |
| From Foundations | 0.00% | 0.00% | 0.00% |
| From Corporations, Other | 0.00% | 0.00% | 0.00% |
| From Bequests | 0.00% | 0.00% | 0.00% |
| From Federal | 0.00% | 0.00% | 0.00% |
| From State | 0.00% | 0.00% | 0.00% |
| From Local | 0.00% | 0.00% | 0.00% |
| Total \$500,000-\$999,999 | 0.00% | 0.00% | 0.00% |
| 2010 2011 2012 | | | |
| From Individuals | 46.65% | 41.12% | 40.23% |
| From Foundations | 11.15% | 11.00% | 7.72% |
| From Corporations, Other | 5.49% | 7.07% | 6.65% |
| From Bequests | 0.86% | 0.36% | 0.15% |
| From Federal | 0.27% | 0.28% | 0.46% |
| From State | 20.17% | 20.05% | 20.19% |
| From Local | 15.41% | 20.11% | 24.60% |
| | 100.00% | 100.00% | 100.00% |
| ARGP | | -1.05% | -5.91% |

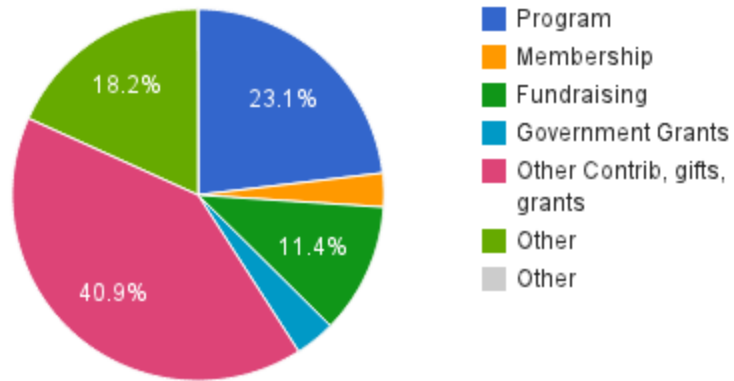
Survey Data By Sector — Philanthropy, Volunteeri

| 1 Organizations Surveyed | 2010 | 2011 | 2012 |
|---|---------------|---------------|---------------|
| Mean of percentages of total organization donation revenue | | | |
| 0-\$9,999 | | | |
| From Individuals | 23.32% | 19.40% | 23.40% |
| From Foundations | 0.99% | 0.52% | 0.00% |
| From Corporations, Other | 2.37% | 0.00% | 0.00% |
| From Bequests | 0.00% | 0.00% | 0.00% |
| From Federal | 0.00% | 0.00% | 0.00% |
| From State | 0.00% | 0.00% | 0.00% |
| From Local | 0.00% | 0.00% | 0.00% |
| Total 0-\$9,999 | 26.68% | 19.92% | 23.40% |
| \$10,000-\$49,999 | | | |
| From Individuals | 42.44% | 17.51% | 28.15% |
| From Foundations | 0.00% | 1.25% | 3.38% |
| From Corporations, Other | 0.00% | 0.00% | 3.29% |
| From Bequests | 0.00% | 0.00% | 0.00% |
| From Federal | 0.00% | 0.00% | 0.00% |
| From State | 0.00% | 0.00% | 0.00% |
| From Local | 0.00% | 0.00% | 0.00% |
| Total \$10,000-\$49,999 | 42.44% | 18.76% | 34.82% |
| \$50,000-\$99,999 | | | |
| From Individuals | 28.91% | 10.67% | 15.61% |
| From Foundations | 1.97% | 0.00% | 0.00% |
| From Corporations, Other | 0.00% | 0.00% | 0.00% |
| From Bequests | 0.00% | 0.00% | 0.00% |
| From Federal | 0.00% | 0.00% | 0.00% |
| From State | 0.00% | 0.00% | 0.00% |
| From Local | 0.00% | 0.00% | 0.00% |
| Total \$50,000-\$99,999 | 30.88% | 10.67% | 15.61% |
| Donations Received by Amount: | | | |
| \$100,000-\$499,999 | | | |
| From Individuals | 0.00% | 0.00% | 26.16% |
| From Foundations | 0.00% | 0.00% | 0.00% |
| From Corporations, Other | 0.00% | 0.00% | 0.00% |
| From Bequests | 0.00% | 50.66% | 0.00% |
| From Federal | 0.00% | 0.00% | 0.00% |
| From State | 0.00% | 0.00% | 0.00% |
| From Local | 0.00% | 0.00% | 0.00% |
| Total \$100,000-\$499,999 | 0.00% | 50.66% | 26.16% |
| \$500,000-\$999,999 | | | |
| From Individuals | 0.00% | 0.00% | 0.00% |
| From Foundations | 0.00% | 0.00% | 0.00% |
| From Corporations, Other | 0.00% | 0.00% | 0.00% |
| From Bequests | 0.00% | 0.00% | 0.00% |
| From Federal | 0.00% | 0.00% | 0.00% |
| From State | 0.00% | 0.00% | 0.00% |
| From Local | 0.00% | 0.00% | 0.00% |
| Total \$500,000-\$999,999 | 0.00% | 0.00% | 0.00% |
| 2010 2011 2012 | | | |
| From Individuals | 94.68% | 47.57% | 93.33% |
| From Foundations | 2.96% | 1.77% | 3.38% |
| From Corporations, Other | 2.37% | 0.00% | 3.29% |
| From Bequests | 0.00% | 50.66% | 0.00% |
| From Federal | 0.00% | 0.00% | 0.00% |
| From State | 0.00% | 0.00% | 0.00% |
| From Local | 0.00% | 0.00% | 0.00% |
| | 100.00% | 100.00% | 100.00% |
| ARGP | | 89.50% | 23.30% |

**APPENDIX C - PUBLIC DATA ON NANTUCKET
PHILANTHROPIES**

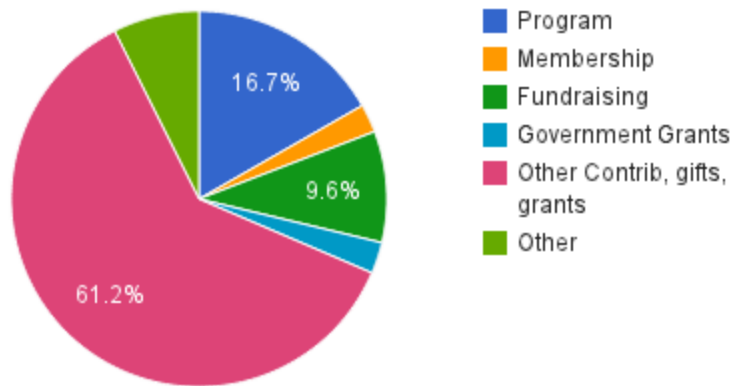
Public Data by Year

Island Aggregate 2010 Revenue Information



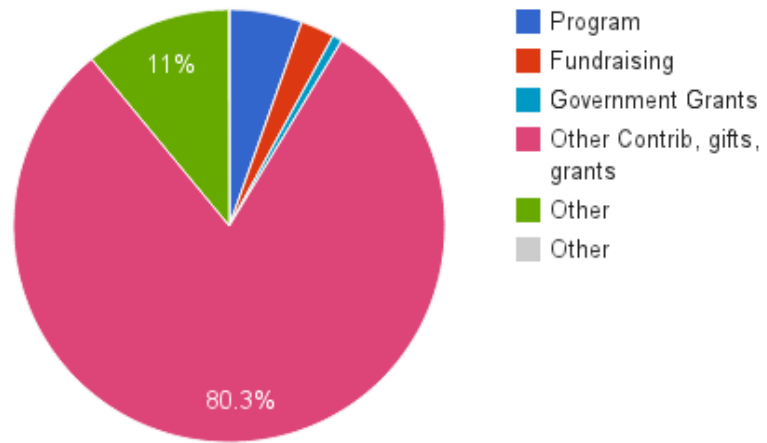
53 Organizations Available of 110 Total - Total Revenue \$40,264,690

Island Aggregate 2011 Revenue Information



50 Organizations Available of 110 Total - Total Revenue \$49,171,621

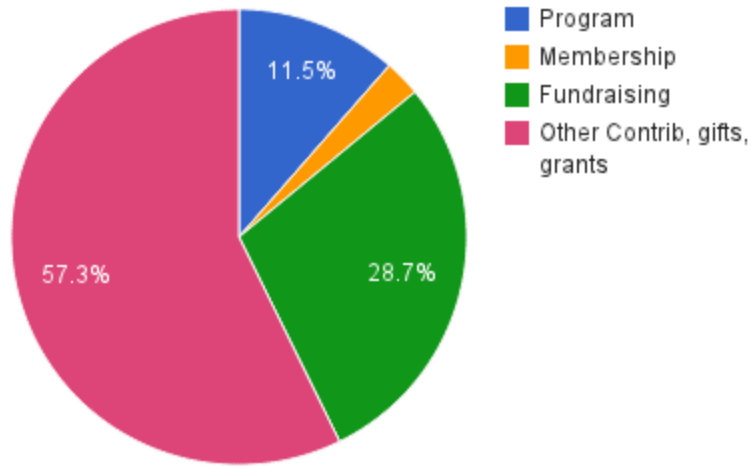
Island Aggregate 2012 Revenue Information



11 Organizations Available of 110 Total - Total Revenue \$10,587,073

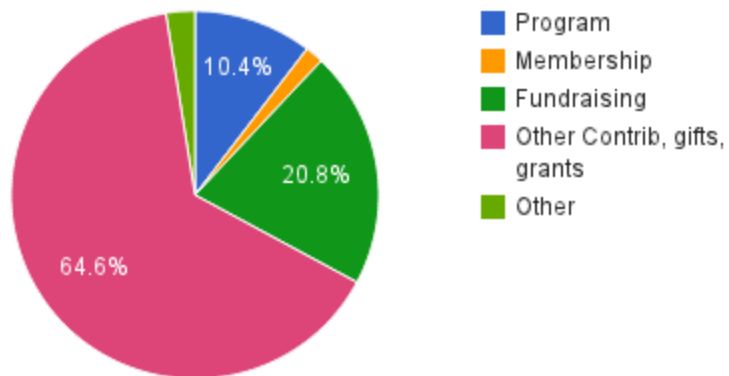
Public Data by Budget Class - Class A (<\$50,000)

Budget Class A 2011 Revenue Information



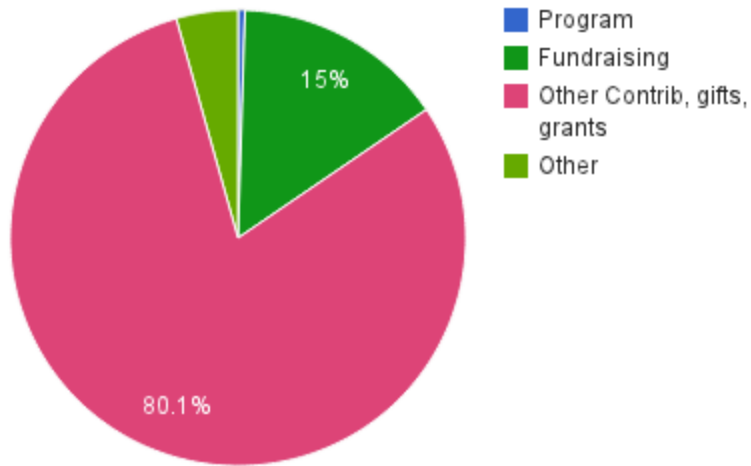
14 Organizations Available — Total Revenue: \$601,456.00

Budget Class A 2010 Revenue Information



11 Organizations Available — Total Revenue: \$497,596.00

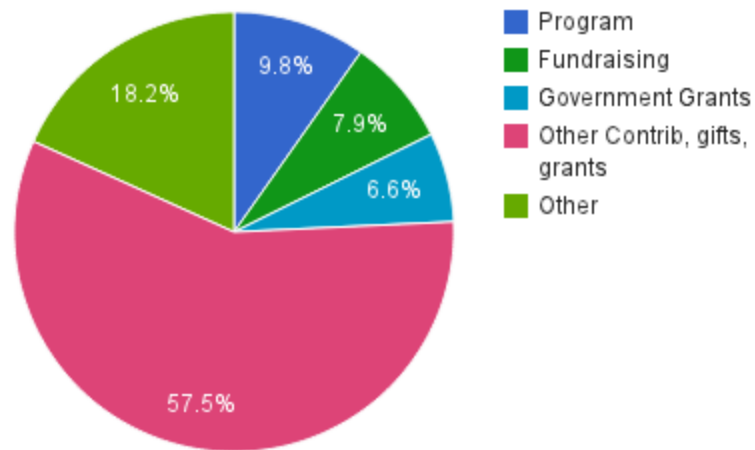
Budget Class A 2012 Revenue Information



3 Organizations Available — Total Revenue: \$250,767.00

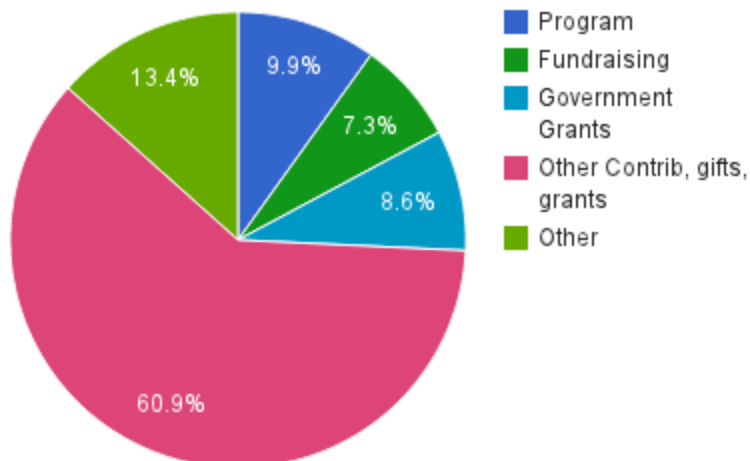
Public Data by Budget Class - Class B (\$50,000-\$250,000)

Budget Class B 2010 Revenue Information



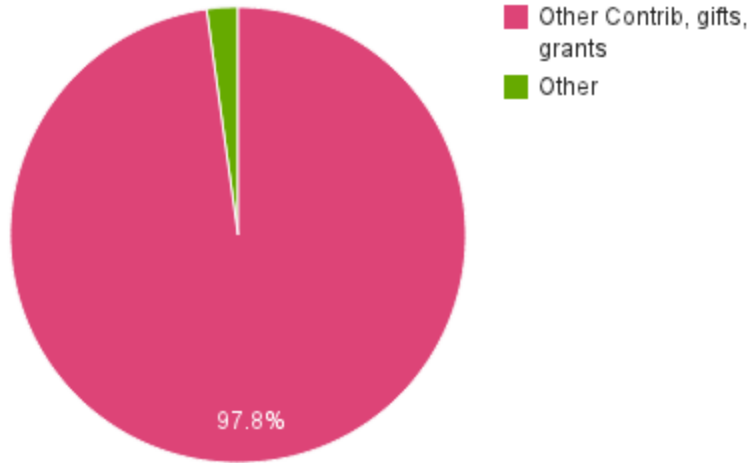
9 Organizations Available — Total Revenue: \$1,850,689.00

Budget Class B 2011 Revenue Information



10 Organizations Available — Total Revenue: \$2,049,918.00

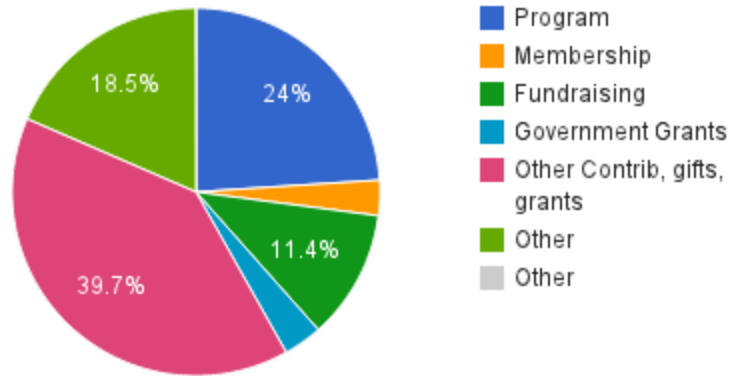
Budget Class B 2012 Revenue Information



1 Organization Available — Total Revenue: \$6,058,762.00

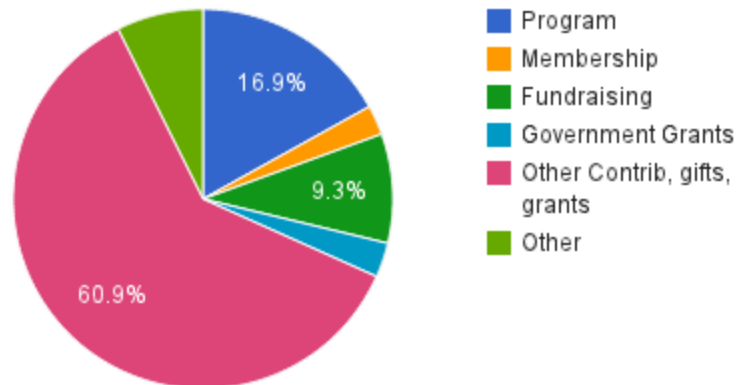
Public Data by Budget Class - Class C (>\$250,000)

Budget Class C 2010 Revenue Information



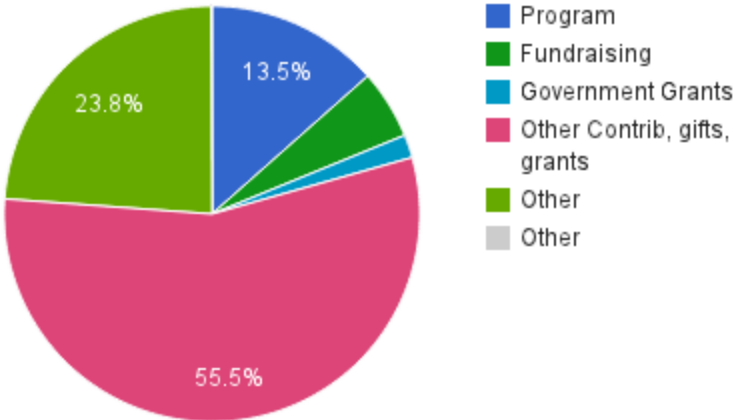
30 Organizations Available — Total Revenue: \$37,812,545.00

Budget Class C 2011 Revenue Information



30 Organizations Available — Total Revenue: \$47,071,104.00

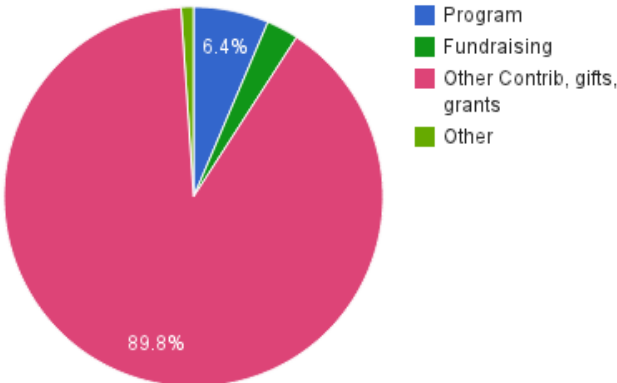
Budget Class C 2012 Revenue Information



7 Organizations Available — Total Revenue: \$4,277,544.00

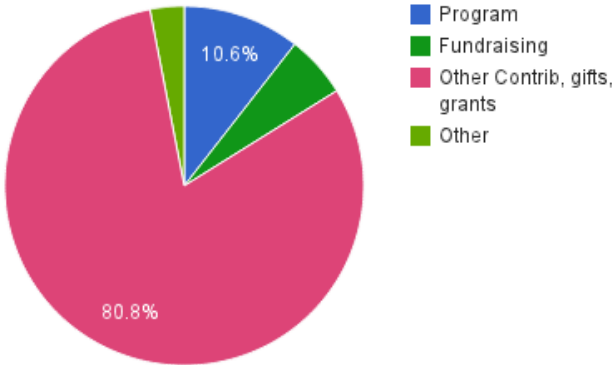
Public Data by Sector - Arts and Culture

Arts and Culture Sector 2011 Revenue Information



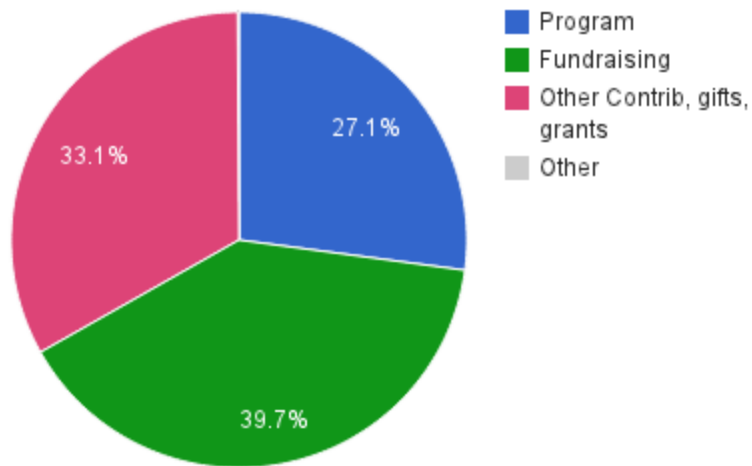
9 Organizations Available of 15 Total — Total Revenue \$6,523,953.00

Arts and Culture Sector 2010 Revenue Information



8 Organizations Available of 15 Total — Total Revenue: \$16,720,933.00

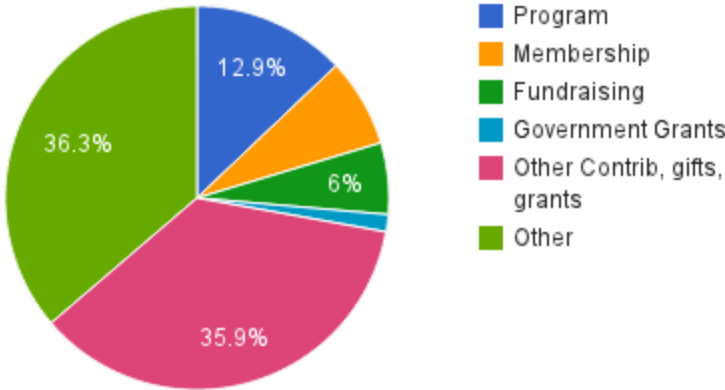
Arts and Culture Sector 2012 Revenue Information



2 Organizations Available of 15 total — Total Revenue: \$390,307.00

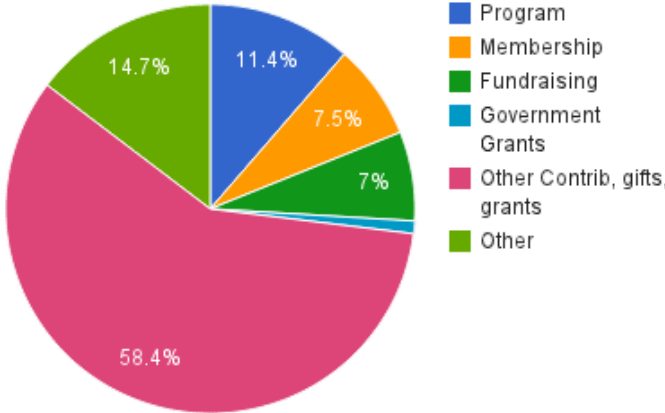
Public Data by Sector - Conservation, Preservation, and Science

Conservation, Preservation, Environment and Science Sector 2010 Revenue Information



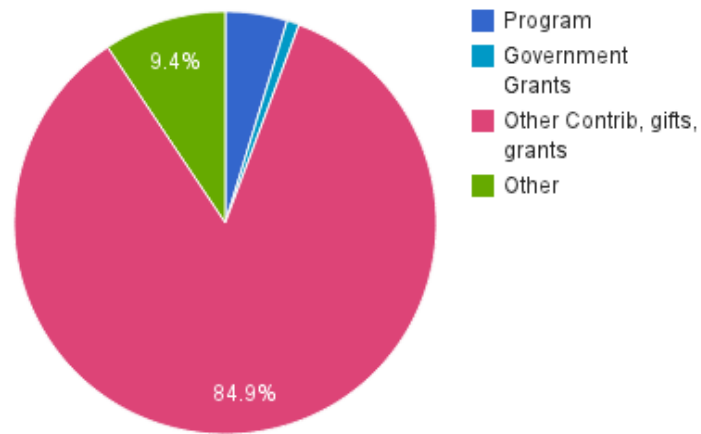
13 Organizations Available of 20 total — Total Revenue: \$15,478,230.00

Conservation, Preservation, Environment and Science Sector 2011 Revenue Information



13 Organizations Available of 20 total — Total Revenue: \$15,471,790.00

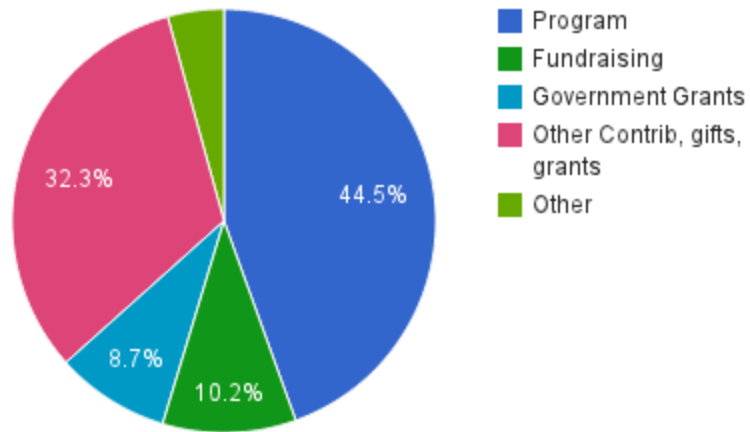
Conservation, Preservation, Environment and Science Sector 2012 Revenue Information



4 Organizations Available of 20 total— Total Revenue: \$8,123,909.00

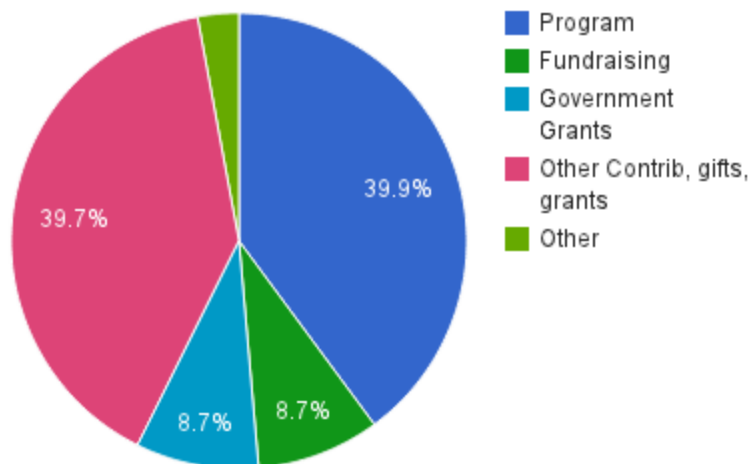
Public Data by Sector - Education

Education Sector 2010 Revenue Information



5 Organizations Available of 7 total — Total Revenue: \$8,241,974.00

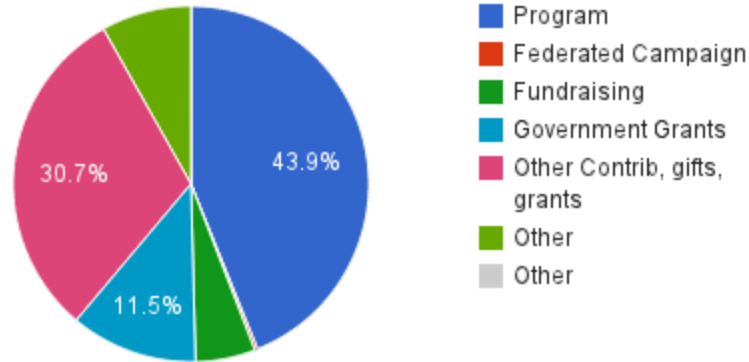
Education Sector 2011 Revenue Information



5 Organizations Available of 7 total — Total Revenue: \$9,760,272.00

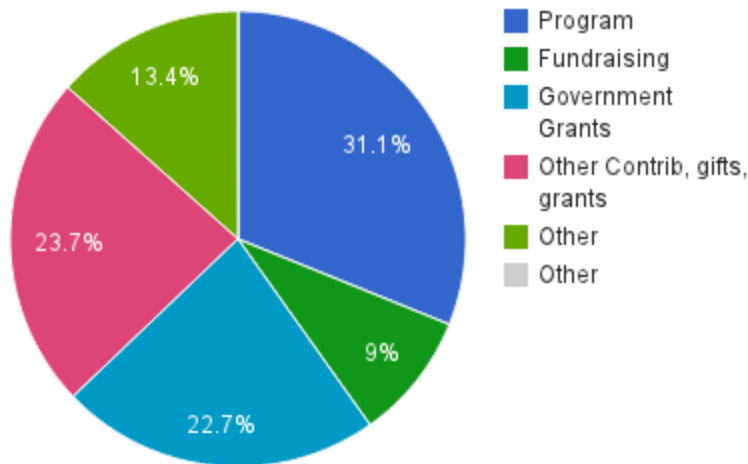
Public Data by Sector - Health and Human Services

Health and Human Services Sector 2010 Revenue Information



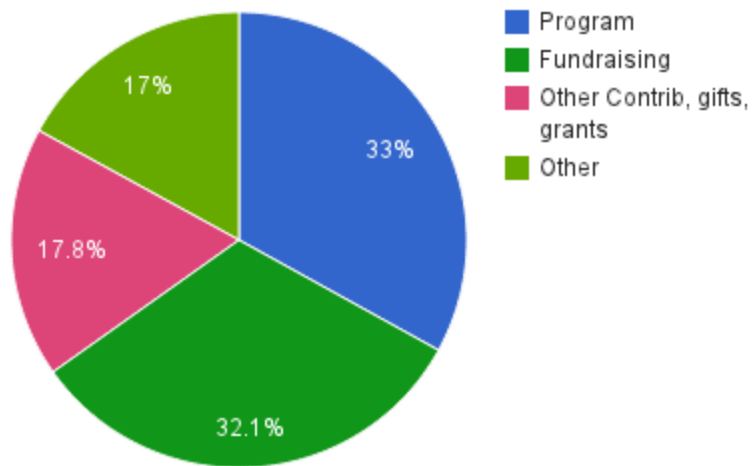
10 Organizations Available of 25 total — Total Revenue: \$4,032,141.00

Health and Human Services Sector 2011 Revenue Information



9 Organizations Available of 25 total — Total Revenue: \$2,446,915.00

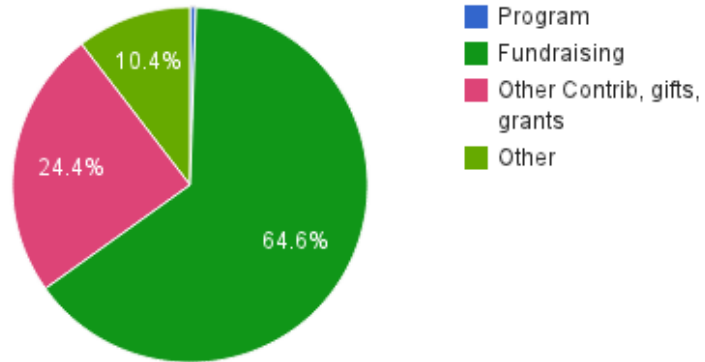
Health and Human Services Sector 2012 Revenue Information



1 Organization Available of 25 total — Total Revenue: \$202,958.00

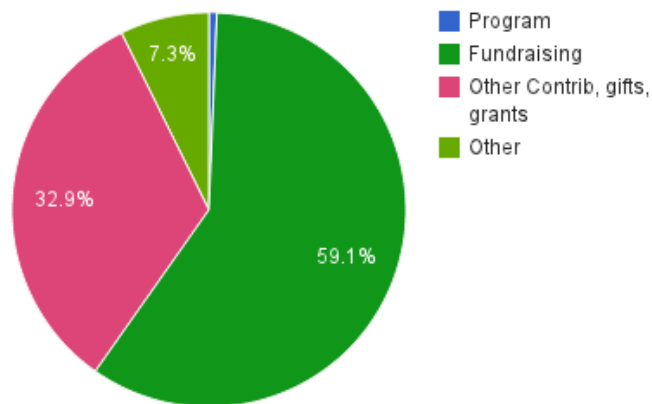
Public Data by Sector - Philanthropy, Volunteerism, Grantmaking and Community Improvement

Philanthropy, Volunteerism, Grantmaking and Community Improvement Sector 2010 Revenue Information



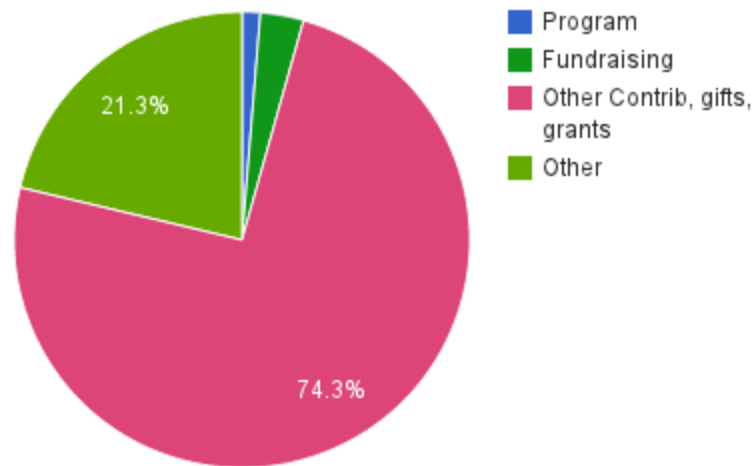
7 Organizations Available of 18 total — Total Revenue: \$2,367,284.00

Philanthropy, Volunteerism, Grantmaking and Community Improvement Sector 2011 Revenue Information



7 Organizations Available of 18 total — Total Revenue: \$2,972,370.00

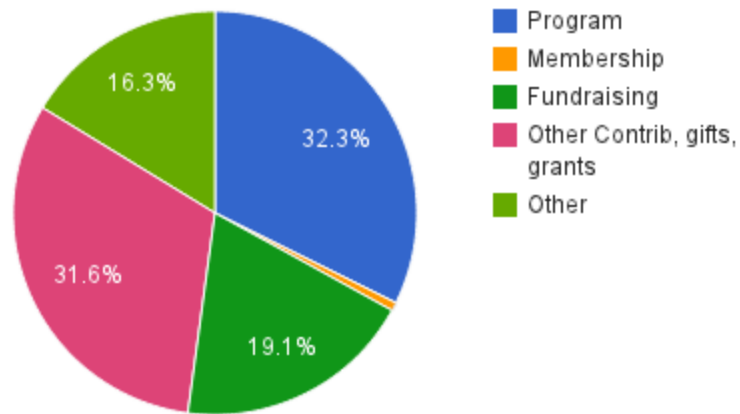
**Philanthropy, Volunteerism, Grantmaking and
Community Improvement Sector 2012 Revenue
Information**



4 Organizations Available of 18 total — Total Revenue: \$1,509,618.00

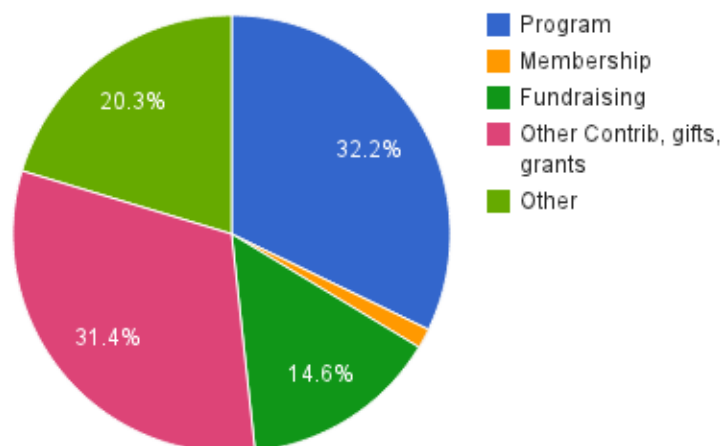
Public Data by Sector - Recreation, Sports and Youth Development

**Recreation, Sports, and Youth Development Sector
2010 Revenue Information**



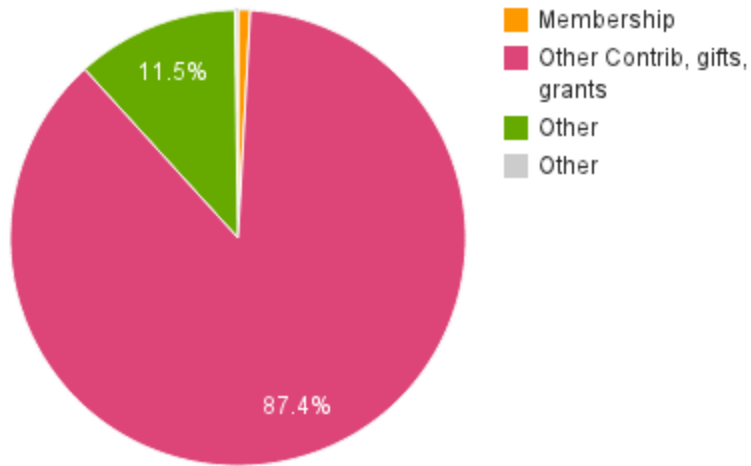
9 Organizations Available of 16 total — Total Revenue: \$3,621,108.00

**Recreation, Sports, and Youth Development
Sector 2011 Revenue Information**



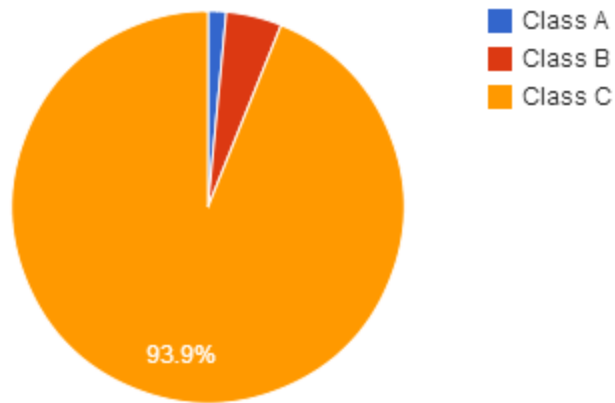
9 Organizations Available of 16 total — Total Revenue: \$2,246,338.00

Recreation, Sports, and Youth Development Sector 2012 Revenue Information

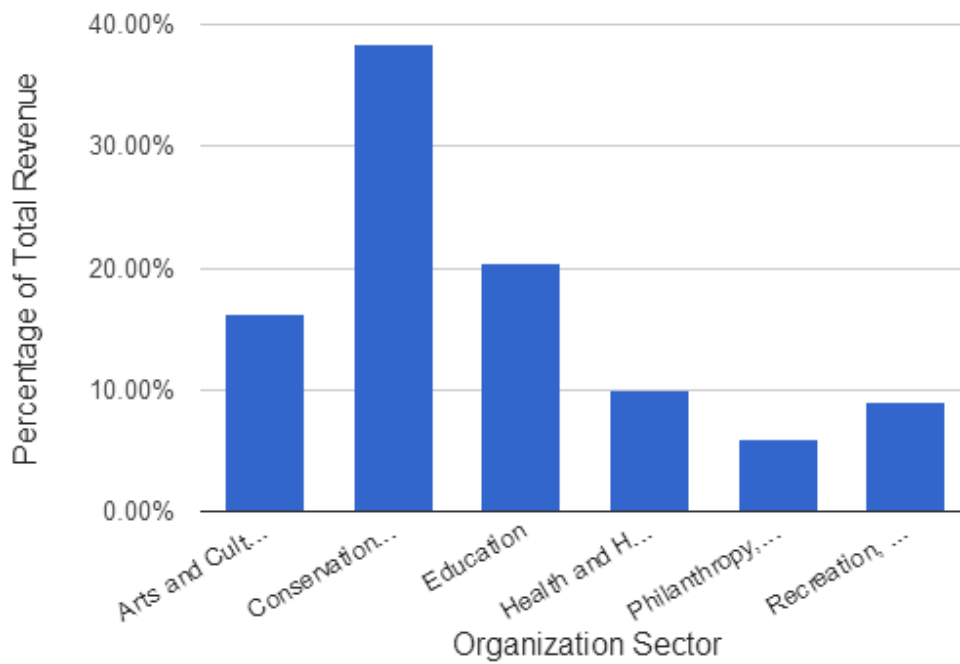


1 Organization Available of 16 total — Total Revenue: \$360,281.00

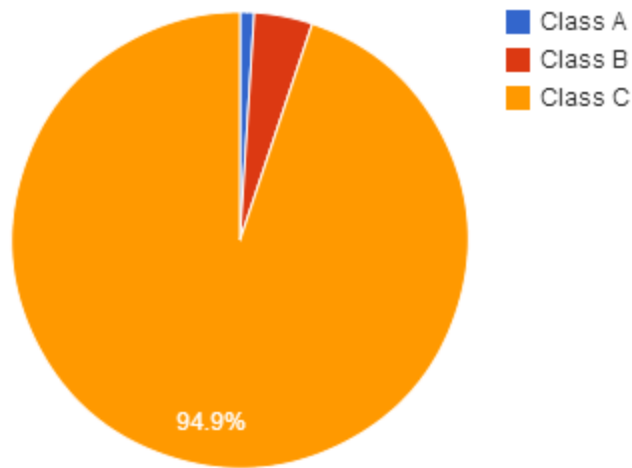
2010 Allocation of Revenue by Budget Class



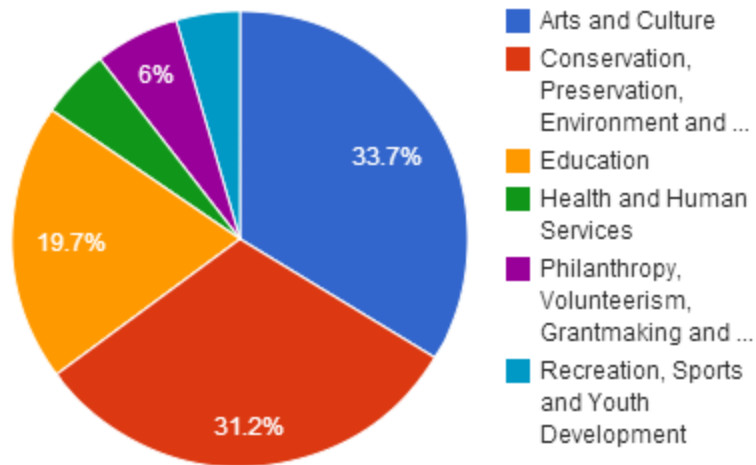
2010 Allocation of NPO Revenue by Sector



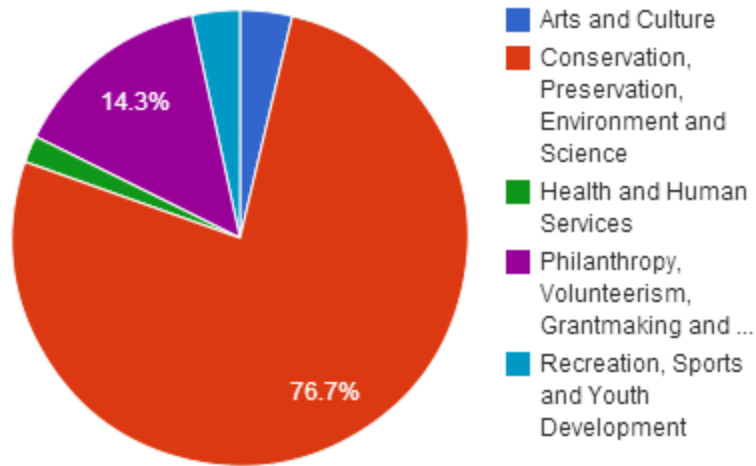
2011 Allocation of Revenue by Budget Class



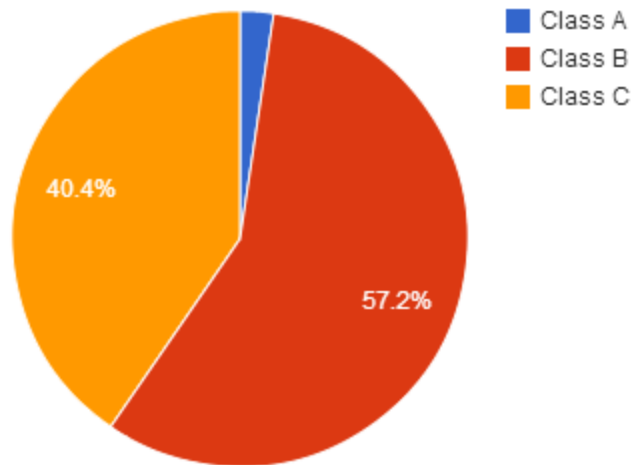
2011 Allocation of Revenue by Sector



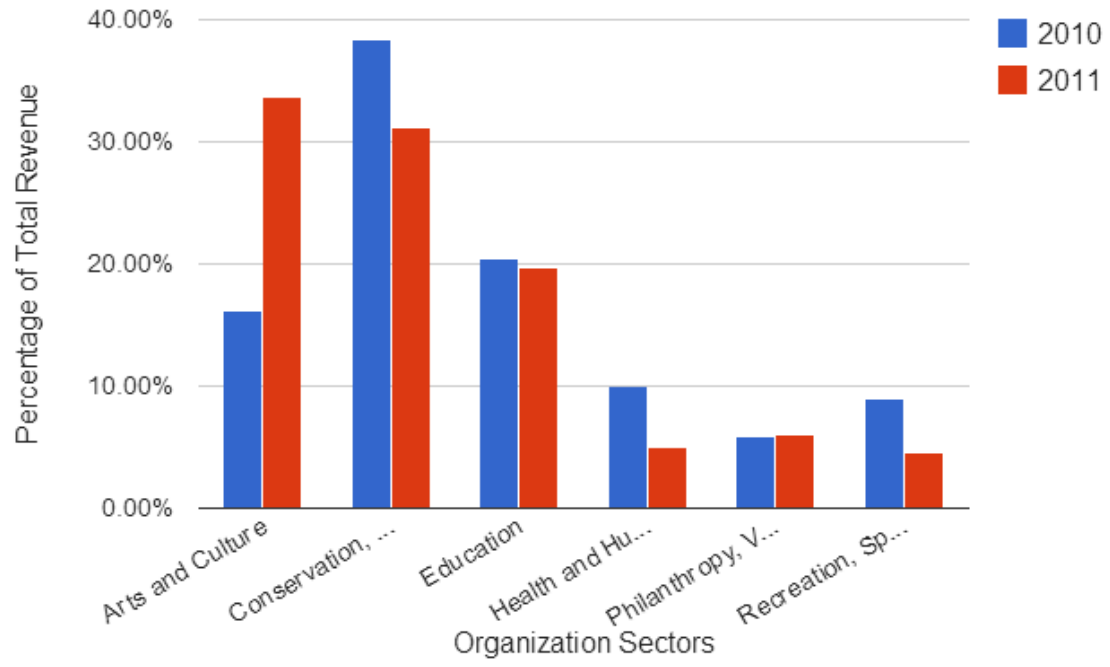
2012 Allocation of Revenue by Sector



2012 Allocation of Revenue by Budget Class

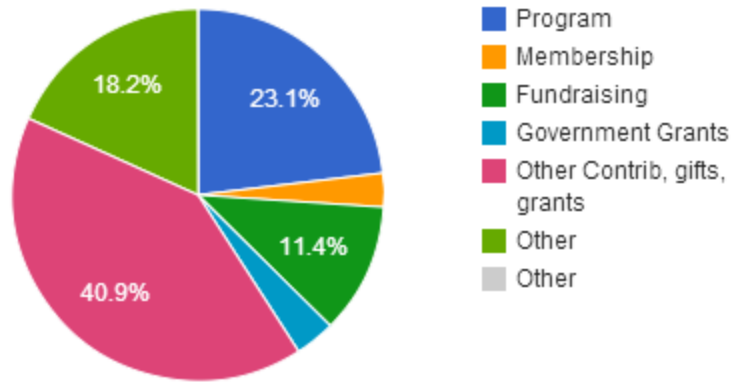


Island Aggregate Revenue Information

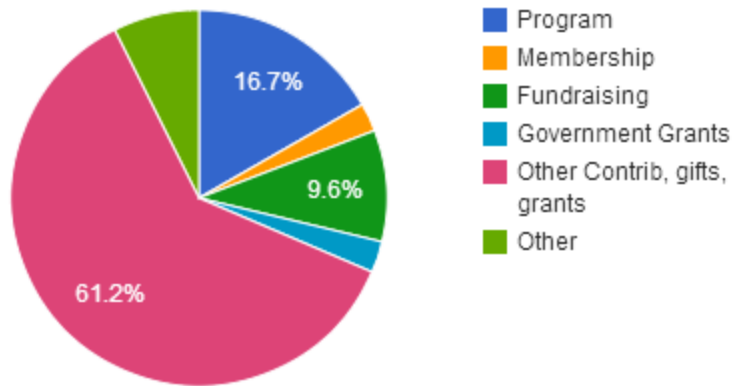


Data by Year

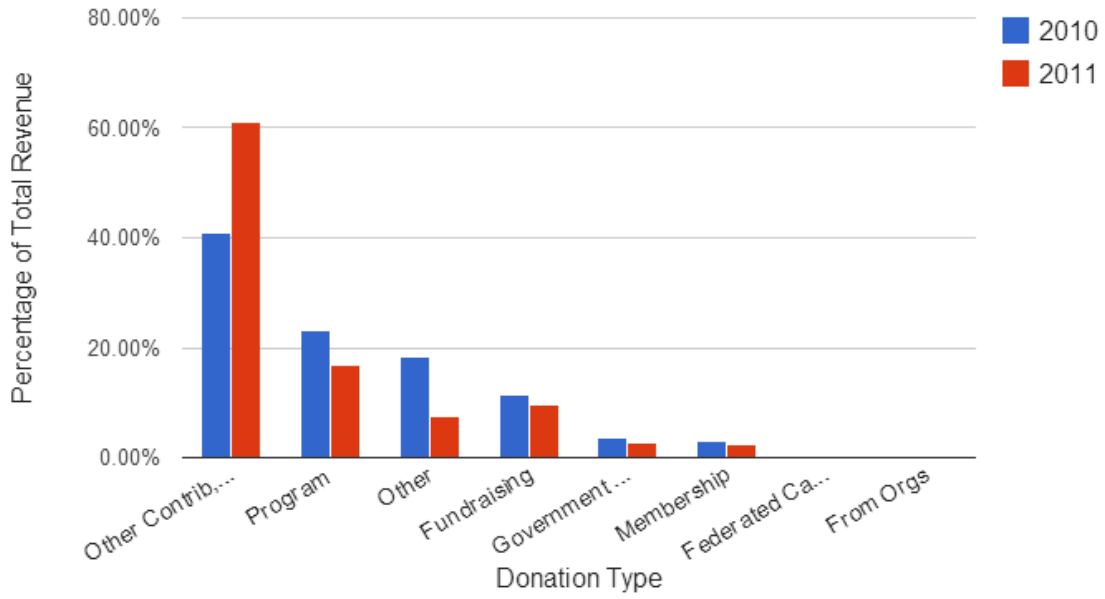
Island Aggregate 2010 Revenue Information



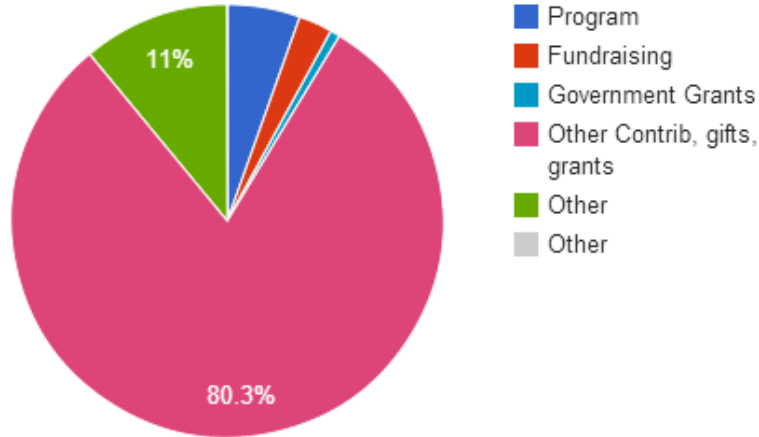
Island Aggregate 2011 Revenue Information



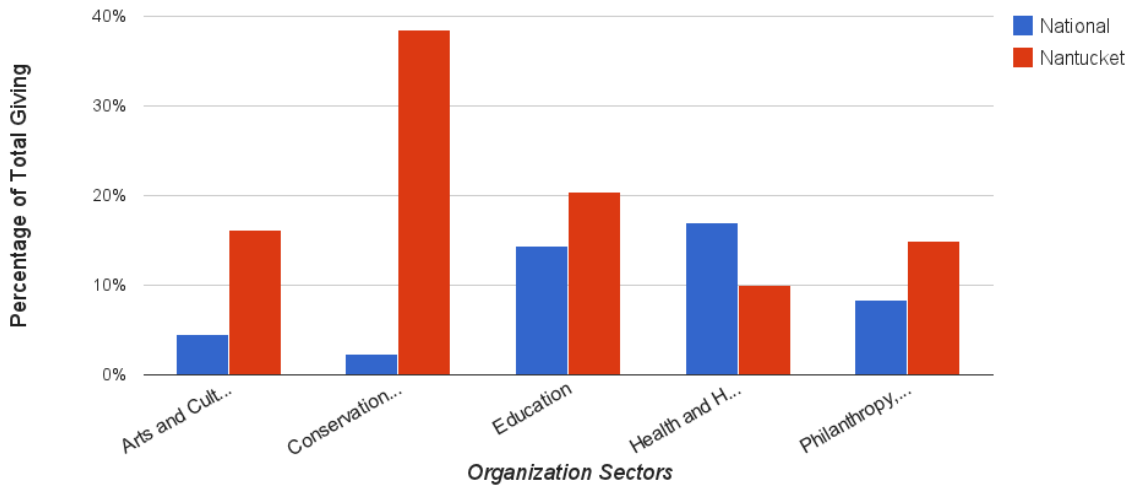
Nantucket Revenue Sources



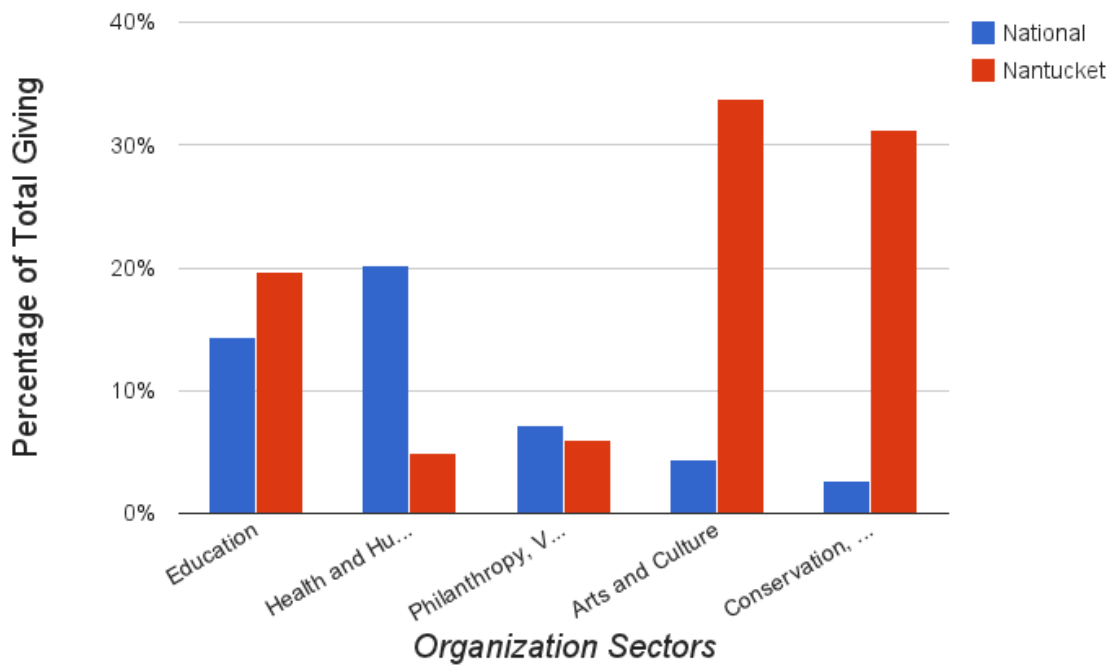
Island Aggregate 2012 Revenue Information



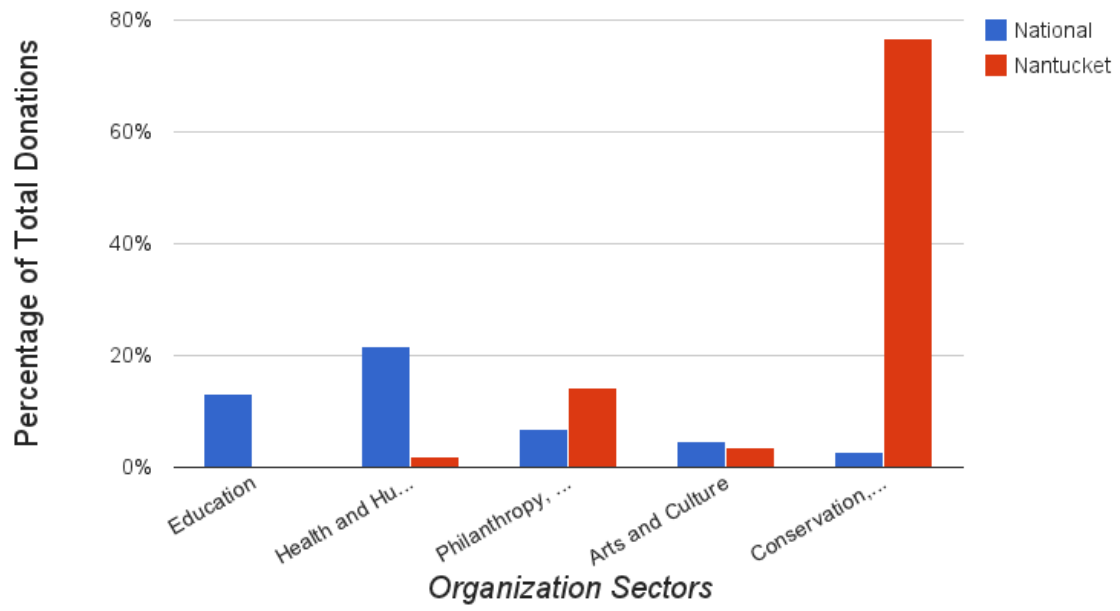
2010 Donation Distribution Comparison Nantucket vs US



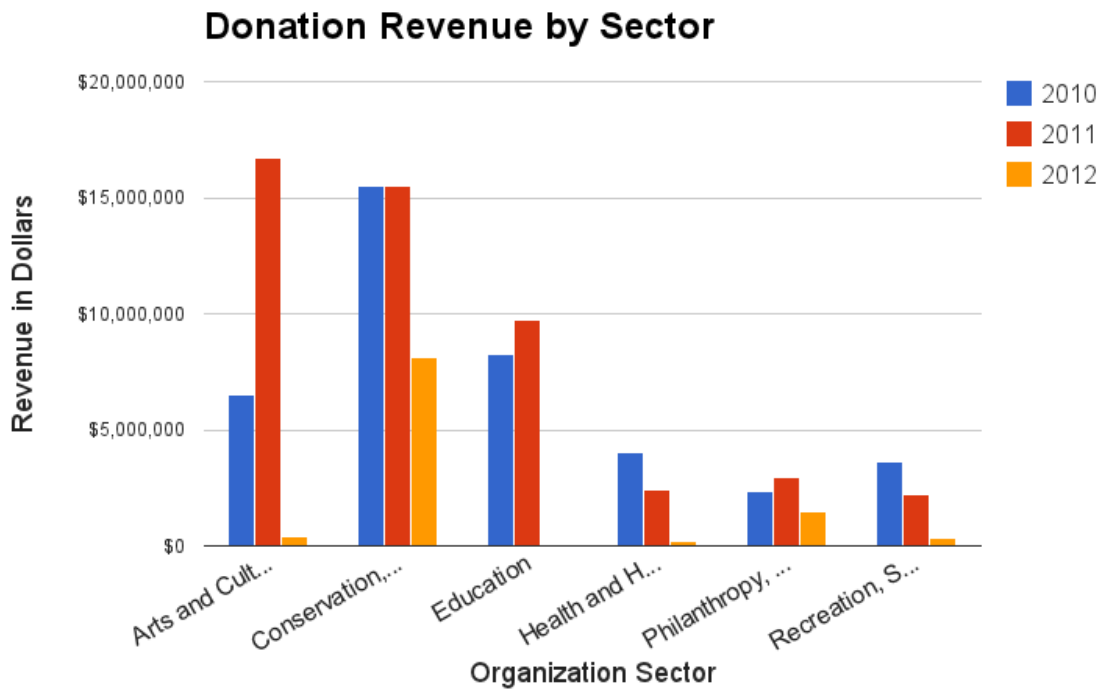
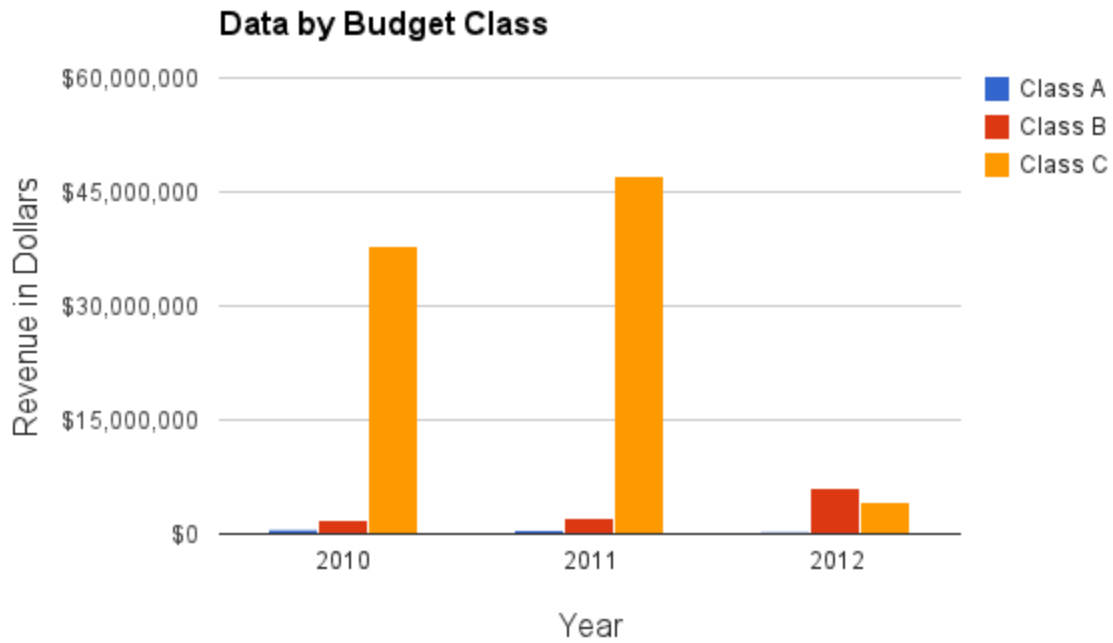
2011 Sector Data Comparison Nantucket vs US



2012 Sector Data Comparison Nantucket vs US



Public Data Bar Charts



APPENDIX D - PROPOSALS FOR CHANGING CHARITABLE DONATION TAX REDUCTION

An excerpt from the “REPORT TO THE HOUSE COMMITTEE ON WAYS AND MEANS ON PRESENT LAW AND SUGGESTIONS FOR REFORM SUBMITTED TO THE TAX REFORM WORKING GROUPS” prepared by the JOINT COMMITTEE ON TAXATION. Full text available at:

http://meetings.abanet.org/meeting/tax/MAY13/media/eo_caphill_supp2.pdf

B. Working Group on Charitable/Exempt Organizations

The Working Group on Charitable/Exempt Organizations (the “Working Group”) received public comments that cover a wide range of issues, which are summarized in this section. The summaries are organized into four broad categories: (1) the charitable deduction; (2) tax exempt status; (3) reporting, disclosure, and tax administration; (4) the exclusion from gross income for qualified charitable distributions from an individual retirement arrangement (“IRA”); and (5) comments submitted by Indian tribal governments.

1. The charitable deduction

General support for preservation of the charitable deduction or opposition to changes to the charitable deduction

Several comments urge Congress to retain the charitable deduction in its present form. Other comments argue that the value of present-law incentives for charitable deductions should not be reduced, or that Congress should proceed with caution when considering changes to the deduction to ensure that changes do not cause a reduction in the overall level of charitable giving. Other comments more specifically oppose recent proposals to limit the deductibility of charitable contributions, including:

- The President’s fiscal year 2014 budget proposal to limit the value of certain tax expenditures, including the charitable deduction, to 28 percent;
- Dollar caps on deductions, including the deduction for charitable contributions;
- Conversion of the charitable deduction into a credit; or
- Allowing a deduction only for charitable contributions in excess of a specified amount, or “floor.”

Some comments urge elimination of the present-law overall limitation on itemized deductions in section 68 of the Code, sometimes referred to as the “Pease limitation,” or seek removal of charitable contributions from the Pease limitation.

Other commentary urges Congress to resist calls to treat certain section 501(c)(3) charitable organizations, such as cultural organizations, differently from organizations that serve basic human needs of food and shelter.

General support for reform of the charitable deduction

Several comments express support for reforming or modifying the charitable deduction, including by:

- Converting the charitable deduction into a 28-percent “itemized credit”;
- Adopting an alternative to the current tax incentives for charitable giving if the alternatives would achieve similar results; or
- Allowing non-itemizing taxpayers to deduct charitable contributions.

Charitable contributions of property

Several submissions relate specifically to non-cash charitable contributions. The submissions urge Congress to:

- Maintain the present-law deduction rules for charitable contributions of non-cash property;
- Maintain the present fair-market-value deduction for contributions of appreciated property, particularly where the donated property is used by the recipient charity in an exempt function;
- Limit the deduction to basis for contributions of appreciated property;
- Maintain present-law processes for valuing contributions of property;
- Simplify present-law valuation rules and require the IRS to provide more guidance regarding the valuation of property contributions, similar to the valuation lists some charities provide to donors;
- Enact an intermediate sanction (*i.e.*, a sanction less severe than denial of the deduction) for minor, inadvertent failures adequately to substantiate a contribution of property (substantiation “foot faults”);
- Allow artists to deduct the fair market value of donated, self-created artworks;
- Repeal or modify the rules for “fractional contributions” of tangible personal property (such as artworks) enacted as part of the Pension Protection Act of 2006;
- Repeal or modify legislation enacted in 2004 that amended the charitable deduction rules for contributions of automobiles and other vehicles;
- Make permanent the temporary present-law provision that allows increased percentage limits and an extended carryforward period for certain qualified conservation contributions (*i.e.*, conservation easements) by farmers, ranchers, and in some cases other individual taxpayers; or
- Make permanent the temporary provision under which an S corporation shareholder’s basis in his or her shares is reduced by the shareholder’s pro rata share of the adjusted basis of property contributed by the S corporation to charity.

Charitable contributions of inventory

Several comments address the “enhanced deduction” rules under section 170(e)(3) for charitable contributions of inventory of the taxpayer. The comments would make the following changes to present law:

- Expand the permanent, present-law enhanced deduction for inventory property so that contributions by any type of business entity, whether or not a C corporation, could qualify for the enhanced deduction;

- Expand the permissible uses of donated property to include “fundraising events and campaigns that benefit the ill, needy and/or minors within a local community” for purposes of the permanent, present-law enhanced deduction;
- Make permanent the temporary provision that allows businesses other than C corporations to qualify for the enhanced deduction for contributions of food inventory; and
- Expand the food donation provision to allow certain cash basis taxpayers who qualify for the provision to assume a basis equal to 25 percent of fair market value, include special rules for valuing the food inventory, and make other modifications.

Other comments relating to the charitable deduction

Other submissions related to the charitable deduction that do not fit within the above categories include:

- Proposals to allow an organization to qualify as an eligible recipient of charitable contributions even if it makes grants to a section 501(c)(7) social organization (such as a college fraternity or sorority) for the provision of collegiate housing;
- A proposal to allow the IRS to set and periodically modify the standard charitable mileage rate;
- A proposal to allow taxpayers who make donations through April 15 of a year to elect to deduct the contributions on their prior-year income tax returns;
- A proposal to impose a \$1,000 per year floor on charitable contributions for which the donor received a non-trivial return benefit;
- A proposal to retain rules under section 274(l) that set aside limits that otherwise would apply to deductions of entertainment expenses for attendance at charitable sports events;
- A proposal to modify the rules under which electing small business trusts deduct charitable contributions attributed to an S corporation; and
- A proposal to enact tax laws that support and encourage the use of donor advised funds.

2. Tax-exempt status

In general

Several comments submitted to the Working Group make broad policy recommendations relating to the tax-exempt sector. These comments, for example, recommend that Congress:

- Carefully consider how any changes to the tax law will affect the nonprofit sector;
- Consider the value of foundation grant making on the economy when evaluating possible changes to the tax laws; and

- Oppose attempts to preempt State and local taxing authority, and preserve the ability of local officials to make tax policy decisions at the local level.

Public charity status and private foundation operating rules

Several comments relate either to the private foundation operational rules or to private foundation versus public charity status. These comments include proposals to:

- Repeal the excise tax on the net investment income of private foundations under section 4940 of the Code;
- Simplify the private foundation excise tax, including proposals to replace the present-law two-rate structure with a single-rate structure, with the rate set at one percent, a revenue-neutral rate, or an unspecified rate;
- Allow non-private foundation status for agricultural research organizations, applying rules similar to the present-law rules for medical research organizations;
- Allow grants from an Indian tribal government to be treated as public support for purposes of the section 509(a) public support tests used in determining public charity versus private foundation status;
- Allow organizations formed to support Indian tribal governments to be classified as supporting organizations under section 509(a)(3); and
- Create a new exception to section 509(f)(2), which disallows section 509(a)(3) supporting organization status to an organization that accepts certain gifts.

Unrelated business income tax (“UBIT”)

Other submissions relate to the taxation of unrelated business income of exempt organizations. Such submissions include proposals to:

- Make permanent a temporary provision that modifies section 512(b)(13) to include in the unrelated business taxable income of a parent exempt organization only certain payments of passive income from a controlled subsidiary that exceed fair market value;
- Expand the above-described section 512(b)(13) rule to payments made pursuant to new contracts;
- Retain the qualified corporate sponsorship rules under section 513(i);
- Create an exception to the unrelated debt-financed income rules of section 514 to allow exempt organizations to invest in certain securities and commodities directly, without the need for a “blocker” entity;
- Modify or expand the present law real estate exception to the debt-financed income rules under section 514(c)(9) to include acquisition indebtedness related to real property acquired by other types of organizations;

- Extend the UBIT rules to employee stock ownership plans (“ESOPs”) and government-affiliated entities; and
- Consider the diversity of the tax-exempt sector when evaluating any changes to the unrelated business income tax rules.

Specific types of tax-exempt organizations

A number of submissions include proposals related to specific types of tax-exempt organizations. These submissions urge Congress to:

- Maintain the tax exemption for certain rural electric cooperatives;
- Provide for tax exemption for certain cooperative group self-insured workers’ compensation insurance pools;
- Maintain the tax exemption under section 501(c)(8) for fraternal beneficiary societies, orders, or associations;
- Maintain the tax exemption for Federal and State credit unions;
- Take a comprehensive view of community benefit for purposes of determining whether a hospital is exempt from tax under section 501(c)(3) and not enact a requirement that tax-exempt hospitals provide a specified minimum amount of charity care;
- Decrease the minimum required annual distribution amount for new charitable remainder trusts to three percent;
- Relax the requirement in section 1605 of the Tax Reform Act of 1986 that, to qualify for tax-exempt status, 80 percent of Washington Research Foundation’s gross revenues must be from the provision of services to qualified organizations located in Washington State; and
- Clarify that the gift tax does not apply to contributions to section 501(c)(4) social welfare organizations.

3. Reporting, disclosure, or tax administration

Several comments relate to filing requirements or other administrative rules for tax-exempt organizations. These comments include proposals to:

- Exclude from the annual return filing requirements for charitable split-interest trusts those trusts whose only charitable deductions are passed through to them from a flow-through entity, such as an S corporation, limited liability company, or partnership;
- Allow a single six-month automatic extension for all Form 990-series exempt organization annual returns, as well as certain other information, excise, and income tax returns of tax-exempt organizations;
- Require the IRS to follow the applicable provisions of the Administrative Procedure Act when issuing tax-exempt organization forms and instructions; and

- Eliminate the following three special rules for churches: (1) the exemption of churches from the requirement that section 501(c)(3) organizations apply for tax-exempt status; (2) the exemption of churches from the requirement that section 501(c)(3) organizations file an annual Form 990 series return; and (3) the restrictions on church tax inquiries and audits under section 7611.

4. Exclusion from gross income for qualified charitable distributions from an Individual Retirement Arrangement (“IRA”)

Finally, several submissions relate to a temporary provision under present law that allows an IRA owner age 70-1/2 or older to exclude from gross income up to \$100,000 per year of distributions directly from an IRA to charity (“qualified charitable distributions”). The submissions include proposals to:

- Make the temporary provision permanent; and
- Expand the exclusion from gross income for qualified charitable distributions by, for example: allowing distributions for life-income gifts (gifts that include an income interest to the donor for life, with the remainder passing to charity); removing the annual dollar cap; allowing distributions to private foundations, supporting organizations, and donor advised funds; and/or lowering the age at which IRA owners may make a qualified charitable distribution to 65.

5. Miscellaneous comments submitted by Indian tribal governments

This subsection summarizes several submissions from Indian tribal governments that are not summarized elsewhere in this report.¹⁶²¹ These submissions:

- Generally note that Indian tribal governments are not treated the same as other governments for all purposes and seek parity of treatment;
- Discuss the exclusion from gross income of individual tribal citizens under the general welfare doctrine. In general, the submissions urge Congress to enact legislation clarifying that gross income of a tribal member does not include the value of qualified Indian general welfare benefits;
- Urge enactment of the following proposals (as well as legislation relating to the general welfare doctrine, described above): (1) immunize from taxation income earned on tribal trust or restricted fee lands; (2) establish a tribal empowerment zone demonstration project; (3) immunize from taxation tribe-to-tribe trade and investment; (4) allow transfer of renewable energy tax credits for Indian Country projects; (5) allow a 100 percent credit for income taxes paid or monies donated to a

¹⁶²¹ Submissions related to private foundation status are discussed above in the subsection discussing public charity status and private foundation operational rules. Comments related to tribal pension plans are discussed in connection with submissions to the pensions and retirement working group. Comments from tribal governments related to tax-exempt bonds are discussed together with other tax-exempt bond-related submissions in a separate section, below.

tribal government; (6) restrict the auditing of tribal governments; (7) recognize the tax immunity of tribal corporate entities; and (8) establish an Indian Country taxation self-governance program within the Treasury Department;

- Seek an expansion of the New Markets Tax Credit to all Indian trust lands;
- Request the extension of certain provisions that benefit Indian tribes, including the allowance for accelerated depreciation, the Indian wage and health credit, the Indian coal tax credit, the Indian employment tax credit, and various other renewable energy production and investment tax credits;
- Propose amending section 1361 to allow Federally recognized Indian tribal governments and their wholly owned entities to be shareholders in an S corporation;
- Propose modifying the base year for the Indian employment tax credit from 1993 to the average of qualified wages and health insurance costs for the two tax years prior to the current year;
- Propose allowing Indian tribes to participate in the imposition and collection of sales taxes under any Federal program relating to the facilitation, streamlining, or simplification of the collection of sales tax on remote sales;
- Propose exempting Indian tribal government distributions (whether derived from gaming or other income) from the “kiddie tax”;¹⁶²²
- Propose repealing the essential governmental function test imposed by section 7871(b) with regard to excise tax exemptions; and
- Propose affording Indian tribal governments full parity with State and local governments with regard to excise tax exemptions and treatment, to the extent not already provided.

¹⁶²² Sec. 1(g).