

**Sixth Annual GuideStar Nonprofit Survey
Charitable Organizations and the Economy
October 8-22, 2007**

Executive Summary

- The survey pool comprised 4,173 participants, 92% associated with public charities, 7% with private foundations/grantmakers, and 1% not associated with a nonprofit.
- At least 3,587 nonprofit organizations were represented in the survey results.
- All areas of the country, all sizes of nonprofits, and missions in all subject areas were represented.
- Participants were asked to compare contribution levels during the first 9 months of 2007 with contribution levels during the first 9 months of 2006. Despite an uncertain economy, their responses are remarkably similar to the results seen in 2004, 2005, and 2006:

Change in Contributions

GuideStar Survey	Contributions Decreased	Contributions Stayed about the Same	Contributions Increased	Don't Know
October 2007	19%	25%	52%	4%
October 2006	19%	27%	50%	4%
October 2005	22%	26%	49%	3%
October 2004	23%	24%	50%	3%
October 2003	35%	22%	39%	4%
November 2002	48%	22%	28%	3%

- Nearly half—45%—of participants from nonprofits that accept contributions said their organizations receive the majority of donations during the last quarter of the calendar year. An equal proportion reported that contributions to their organizations do *not* follow this pattern. The remaining 10% were unsure.
- Participants from nonprofits that receive the majority of contributions at the end of the year are optimistic about the 2007 giving season. A sizable number—60%—expect contribution levels in October, November, and December 2007 to exceed those from October, November, and December 2006. Another 28% expect contributions levels to be about the same.
- The vast majority (67%) of participants reported that demand for their organizations' services increased during the first 9 months of 2007 compared to the first 9 months of 2006. Although this figure is slightly lower than that seen in previous years, it continues a trend GuideStar first noted in October 2003:

Change in Demand

GuideStar Survey	Demand Decreased	Demand Stayed about the Same	Demand Increased	Don't Know
October 2007	5%	25%	67%	3%
October 2006	4%	23%	72%	2%
October 2005	5%	24%	70%	2%
October 2004	5%	23%	71%	2%
October 2003	6%	22%	70%	2%

- Regional responses for both change in contribution levels and change in demand for services mirrored the national results fairly closely. No regions stood out as faring best or worst in either category.
- Large organizations—those with annual expenditures of \$5 million or more—had the smallest proportion of participants reporting decreased contribution levels and the greatest reporting increased contributions.
- Respondents who said that contributions had decreased reported “gifts from individuals were smaller” (52%) and “fewer individuals gave” (50%) as the predominant reasons for the drop.
- Organization size had little to no impact on change in demand for services.
- There was little correlation between type of mission and contribution levels. Only medical research organizations and nonprofits in the international, foreign affairs, and national security field had both a low proportion of participants reporting decreased contributions and a high proportion reporting increased contributions.
- For the third year in a row, nonprofits in the food/agriculture/nutrition category had the greatest proportion (80%) of participants reporting increased demand.
- Some 52% of participants from grantmaking nonprofits reported that the amounts their organizations awarded during the first nine months of 2007 had increased over amounts awarded during the first nine months of 2006. Another 33% said amounts awarded had stayed about the same, 12% said they had decreased, and 3% did not know.
- Some 47% of grantmakers said that applications to their organizations had increased. Of this number, 67% classified the increase as modest.

Survey Pool

E-mail invitations sent*: 62,953

*To GuideStar Newsletter subscribers associated with nonprofit organizations

Survey participants: 4,173

Response rate: 7%

Responses received from all 50 states and the District of Columbia

Nonprofit Type

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

Total responses	4,131
• Public charity	92%
• Private foundation/grantmaker	7%
• Not associated with a nonprofit	1%

Individual nonprofits represented: >3,587

Contribution Levels, January-September 2007

Survey question: “Does your organization accept contributions?”

Total responses	4,139
• Yes	97%
• No	3%

Survey question: “Did total contributions to your organization increase, decrease, or stay about the same during the first nine months of this year compared to the first nine months of 2006?”

Change in Contributions by Location

Region	No. of Responses	Contributions Decreased	Contributions Stayed about the Same	Contributions Increased	Don't Know
All Responses	4,004	19%	25%	52%	4%
New England (CT, ME, MA, NH, RI, VT)	313	16%	27%	54%	4%
Mideast (DC, DE, MD, NJ, NY, PA)	742	19%	27%	51%	3%
Southeast (AL, AR, FL, GA, KY, LA, MS, NC, SC, TN, VA, WV)	715	18%	25%	52%	5%
Great Lakes (IL, IN, MI, OH, WI)	591	23%	23%	50%	4%
Plains (IA, KS, MN, MO, NE, ND, SD)	276	16%	28%	53%	3%
Rocky Mountains (CO, ID, MT, UT, WY)	149	19%	24%	53%	3%
Southwest (AZ, OK, NM, TX)	413	18%	25%	53%	4%
Far West (AK, CA, HI, NV, OR, WA)	755	17%	25%	55%	3%
International/no location given	50	32%	26%	36%	6%

“Best to Worst” by Location and Decreased Contributions

Region	No. of Responses	Contributions Decreased
Mideast (DC, DE, MD, NJ, NY, PA)	49	16%
Rocky Mountains (CO, ID, MT, UT, WY)	45	16%
Great Lakes (IL, IN, MI, OH, WI)	132	18%
Far West (AK, CA, HI, NV, OR, WA)	75	18%
New England (CT, ME, MA, NH, RI, VT)	751	19%
Southeast (AL, AR, FL, GA, KY, LA, MS, NC, SC, TN, VA, WV)	138	19%
Southwest (AZ, OK, NM, TX)	29	19%
Plains (IA, KS, MN, MO, NE, ND, SD)	137	23%

“Best to Worst” by Location and Increased Contributions

Region	No. of Responses	Contributions Increased
Far West (AK, CA, HI, NV, OR, WA)	75	55%
New England (CT, ME, MA, NH, RI, VT)	751	54%
Plains (IA, KS, MN, MO, NE, ND, SD)	137	53%
Rocky Mountains (CO, ID, MT, UT, WY)	45	53%
Southwest (AZ, OK, NM, TX)	29	53%
Southeast (AL, AR, FL, GA, KY, LA, MS, NC, SC, TN, VA, WV)	138	52%
Mideast (DC, DE, MD, NJ, NY, PA)	49	51%
Great Lakes (IL, IN, MI, OH, WI)	132	50%

Additional Information on Decreased Contributions by Location

Region	No. of “Decreased” Responses	Contributions Decreased Greatly	Contributions Decreased Modestly
All Responses	751	30%	70%
New England (CT, ME, MA, NH, RI, VT)	49	29%	71%
Mideast (DC, DE, MD, NJ, NY, PA)	138	27%	73%
Southeast (AL, AR, FL, GA, KY, LA, MS, NC, SC, TN, VA, WV)	132	34%	66%
Great Lakes (IL, IN, MI, OH, WI)	137	29%	71%
Plains (IA, KS, MN, MO, NE, ND, SD)	45	27%	73%
Rocky Mountains (CO, ID, MT, UT, WY)	29	41%	59%
Southwest (AZ, OK, NM, TX)	75	31%	69%
Far West (AK, CA, HI, NV, OR, WA)	130	31%	69%
International/no location given	16	19%	81%

Additional Information on Increased Contributions by Location

Region	No. of "Increased" Responses	Contributions Increased Greatly	Contributions Increased Modestly
All Responses	2,093	22%	78%
New England (CT, ME, MA, NH, RI, VT)	169	26%	74%
Mideast (DC, DE, MD, NJ, NY, PA)	376	17%	83%
Southeast (AL, AR, FL, GA, KY, LA, MS, NC, SC, TN, VA, WV)	370	21%	79%
Great Lakes (IL, IN, MI, OH, WI)	298	19%	81%
Plains (IA, KS, MN, MO, NE, ND, SD)	146	21%	79%
Rocky Mountains (CO, ID, MT, UT, WY)	79	16%	84%
Southwest (AZ, OK, NM, TX)	220	28%	72%
Far West (AK, CA, HI, NV, OR, WA)	417	27%	73%
International/no location given	18	17%	83%

Change in Contributions by Organization Size

Size (Based on Total Annual Expenditures)	No. of Responses	Contributions Decreased	Contributions Stayed about the Same	Contributions Increased	Don't Know
<\$25,000	393	20%	35%	39%	6%
\$25,000-\$99,999	469	26%	26%	45%	4%
\$100,000-\$249,999	465	22%	20%	56%	3%
\$250,000-\$499,999	478	18%	26%	54%	2%
\$500,000-\$999,999	482	19%	26%	52%	3%
\$1 mil-\$4,999,999	989	18%	24%	54%	4%
\$5 mil-\$19,999,999	479	14%	25%	58%	3%
\$20 mil or more	197	13%	20%	65%	2%
Don't know/no answer	52	10%	37%	33%	21%

"Best to Worst" by Organization Size and Decreased Contributions

Size (Based on Total Annual Expenditures)	No. of Responses	Contributions Decreased
\$20 mil or more	197	13%
\$5 mil-\$19,999,999	479	14%
\$250,000-\$499,999	478	18%
\$1 mil-\$4,999,999	989	18%
\$500,000-\$999,999	482	19%
<\$25,000	393	20%
\$100,000-\$249,999	465	22%
\$25,000-\$99,999	469	26%

“Best to Worst” by Organization Size and Increased Contributions

Size (Based on Total Annual Expenditures)	No. of Responses	Contributions Increased
\$20 mil or more	197	65%
\$5 mil-\$19,999,999	479	58%
\$100,000-\$249,999	465	56%
\$250,000-\$499,999	478	54%
\$1 mil-\$4,999,999	989	54%
\$500,000-\$999,999	482	52%
\$25,000-\$99,999	469	45%
<\$25,000	393	39%

Additional Information on Decreased Contributions by Organization Size

Size (Based on Total Annual Expenditures)	No. of “Decreased” Responses	Contributions Decreased Greatly	Contributions Decreased Modestly
<\$25,000	80	48%	53%
\$25,000-\$99,999	120	38%	62%
\$100,000-\$249,999	100	37%	63%
\$250,000-\$499,999	87	29%	71%
\$500,000-\$999,999	92	23%	77%
\$1 mil-\$4,999,999	177	24%	76%
\$5 mil-\$19,999,999	65	12%	88%
\$20 mil or more	25	32%	68%
Don’t know/no answer	5	0%	100%

Additional Information on Increased Contributions by Organization Size

Size (Based on Total Annual Expenditures)	No. of “Increased” Responses	Contributions Increased Greatly	Contributions Increased Modestly
<\$25,000	153	18%	82%
\$25,000-\$99,999	211	25%	75%
\$100,000-\$249,999	259	25%	75%
\$250,000-\$499,999	256	26%	74%
\$500,000-\$999,999	250	20%	80%
\$1 mil-\$4,999,999	539	22%	78%
\$5 mil-\$19,999,999	279	20%	80%
\$20 mil or more	129	23%	77%
Don’t know/no answer	17	18%	82%

Change in Contributions by Subject Area

Subject Area*	No. of Responses	Contributions Decreased	Contributions Stayed about the Same	Contributions Increased	Don't Know
Animal Related	235	21%	22%	54%	3%
Arts, Culture, Humanities	564	21%	21%	54%	4%
Civil Rights, Social Action, Advocacy	371	19%	26%	50%	5%
Community Improvement, Capacity Building	570	18%	26%	52%	4%
Crime, Legal Related	104	21%	33%	38%	8%
Diseases, Disorders, Medical Disciplines	206	22%	22%	52%	3%
Education	1,130	21%	25%	49%	4%
Employment, Job Related	308	18%	31%	48%	4%
Environmental Quality, Protection, Beautification	295	15%	25%	57%	3%
Food, Agriculture, Nutrition	229	18%	25%	53%	3%
Health—General, Rehabilitative	528	19%	26%	51%	4%
Housing, Shelter	573	19%	25%	51%	4%
Human Services	1,285	17%	27%	52%	4%
International, Foreign Affairs, National Security	121	13%	17%	65%	5%
Medical Research	81	11%	25%	62%	2%
Mental Health, Crisis Intervention	390	19%	25%	53%	3%
Mutual/Membership Benefit	34	26%	26%	47%	0%
Philanthropy, Voluntarism, Grantmaking Foundations	152	17%	20%	59%	4%
Public Safety, Disaster Preparedness, Relief	133	15%	22%	57%	6%
Public, Societal Benefit	367	21%	26%	50%	3%
Recreation, Sports, Leisure, Athletics	257	22%	22%	54%	2%
Religion	302	19%	21%	58%	3%
Science and Technology Research Institutes, Services	61	16%	26%	52%	5%
Social Science Research Institutes, Services	37	16%	32%	46%	5%
Unclassified	12	42%	8%	50%	0%
Youth Development	904	19%	24%	53%	4%

*Participants could select more than one subject area

“Best to Worst” by Subject Area and Decreased Contributions

Subject Area*	No. of Responses	Contributions Decreased
Medical Research	81	11%
International, Foreign Affairs, National Security	121	13%
Environmental Quality, Protection, Beautification	295	15%
Public Safety, Disaster Preparedness, Relief	133	15%
Science and Technology Research Institutes, Services	61	16%
Social Science Research Institutes, Services	37	16%
Human Services	1,285	17%
Philanthropy, Voluntarism, Grantmaking Foundations	152	17%
Community Improvement, Capacity Building	570	18%
Employment, Job Related	308	18%
Food, Agriculture, Nutrition	229	18%
Civil Rights, Social Action, Advocacy	371	19%
Health—General, Rehabilitative	528	19%
Housing, Shelter	573	19%
Mental Health, Crisis Intervention	390	19%
Religion	302	19%
Youth Development	904	19%
Animal Related	235	21%
Arts, Culture, Humanities	564	21%
Crime, Legal Related	104	21%
Education	1,130	21%
Public, Societal Benefit	367	21%
Diseases, Disorders, Medical Disciplines	206	22%
Recreation, Sports, Leisure, Athletics	257	22%
Mutual/Membership Benefit	34	26%
Unclassified	12	42%

*Participants could select more than one subject area

“Best to Worst” by Subject Area and Increased Contributions

Subject Area*	No. of Responses	Contributions Increased
International, Foreign Affairs, National Security	121	65%
Medical Research	81	62%
Philanthropy, Voluntarism, Grantmaking Foundations	152	59%
Religion	302	58%
Environmental Quality, Protection, Beautification	295	57%
Public Safety, Disaster Preparedness, Relief	133	57%
Animal Related	235	54%
Arts, Culture, Humanities	564	54%
Recreation, Sports, Leisure, Athletics	257	54%
Food, Agriculture, Nutrition	229	53%
Mental Health, Crisis Intervention	390	53%
Youth Development	904	53%
Community Improvement, Capacity Building	570	52%
Diseases, Disorders, Medical Disciplines	206	52%
Human Services	1,285	52%
Science and Technology Research Institutes, Services	61	52%
Health—General, Rehabilitative	528	51%
Housing, Shelter	573	51%
Civil Rights, Social Action, Advocacy	371	50%
Public, Societal Benefit	367	50%
Unclassified	12	50%
Education	1,130	49%
Employment, Job Related	308	48%
Mutual/Membership Benefit	34	47%
Social Science Research Institutes, Services	37	46%
Crime, Legal Related	104	38%

*Participants could select more than one subject area

More Information on Decreased Contributions by Subject Area

Subject Area*	No. of “Decreased” Responses	Contributions Decreased Greatly	Contributions Decreased Modestly
Animal Related	49	53%	47%
Arts, Culture, Humanities	120	33%	68%
Civil Rights, Social Action, Advocacy	71	28%	72%
Community Improvement, Capacity Building	100	33%	67%
Crime, Legal Related	22	45%	55%
Diseases, Disorders, Medical Disciplines	46	35%	65%
Education	241	34%	66%
Employment, Job Related	54	28%	72%
Environmental Quality, Protection, Beautification	45	29%	71%
Food, Agriculture, Nutrition	42	33%	67%
Health—General, Rehabilitative	102	32%	68%
Housing, Shelter	111	33%	67%
Human Services	224	30%	70%
International, Foreign Affairs, National Security	16	31%	69%
Medical Research	9	44%	56%
Mental Health, Crisis Intervention	76	37%	63%
Mutual/Membership Benefit	9	22%	78%
Philanthropy, Voluntarism, Grantmaking Foundations	26	19%	81%
Public Safety, Disaster Preparedness, Relief	20	50%	50%
Public, Societal Benefit	77	45%	55%
Recreation, Sports, Leisure, Athletics	57	32%	68%
Religion	56	23%	77%
Science and Technology Research Institutes, Services	10	20%	80%
Social Science Research Institutes, Services	6	33%	67%
Unclassified	5	0%	100%
Youth Development	170	30%	70%

*Participants could select more than one subject area

More Information on Increased Contributions by Subject Area

Subject Area*	No. of “Increased” Responses	Contributions Increased Greatly	Contributions Increased Modestly
Animal Related	127	22%	78%
Arts, Culture, Humanities	302	25%	75%
Civil Rights, Social Action, Advocacy	186	17%	83%
Community Improvement, Capacity Building	298	26%	74%
Crime, Legal Related	40	18%	83%
Diseases, Disorders, Medical Disciplines	108	20%	80%
Education	554	26%	74%
Employment, Job Related	149	19%	81%
Environmental Quality, Protection, Beautification	167	25%	75%
Food, Agriculture, Nutrition	121	17%	83%
Health—General, Rehabilitative	271	21%	79%
Housing, Shelter	294	19%	81%
Human Services	665	20%	80%
International, Foreign Affairs, National Security	79	25%	75%
Medical Research	50	24%	76%
Mental Health, Crisis Intervention	205	20%	80%
Mutual/Membership Benefit	16	13%	88%
Philanthropy, Voluntarism, Grantmaking Foundations	89	29%	71%
Public Safety, Disaster Preparedness, Relief	76	20%	80%
Public, Societal Benefit	182	26%	74%
Recreation, Sports, Leisure, Athletics	138	24%	76%
Religion	174	27%	73%
Science and Technology Research Institutes, Services	32	41%	59%
Social Science Research Institutes, Services	17	35%	65%
Unclassified	6	67%	33%
Youth Development	479	23%	77%

*Participants could select more than one subject area

Reasons for Decreased Contributions

Survey question: “What factors caused total contributions to decrease during the first nine months of this year compared to the first nine months of 2006? (Select all that apply.)

Total responses	742
• Gifts from individuals smaller	52%
• Fewer individuals gave	50%
• Corporate gifts smaller	26%
• Private foundation grants smaller	24%
• Other	21%
• Private foundation grants discontinued	13%
• Government grants smaller	13%
• Corporate gifts were discontinued	8%
• Government grants were discontinued	7%
• Government contracts smaller	6%
• Government contracts were discontinued	2%

2007 Giving Season

Survey question: “Many charities report that they receive the majority of their contributions in October, November, and December. Is this true for your organization?”

Total responses	3,756
• Yes	45%
• No	45%
• Not sure	10%

Survey question: “How do you think contributions to your organization during October, November, and December 2007 will compare to contributions received in October, November, and December 2006?”

Total responses	1,671
• Expect contributions to increase greatly	9%
• Expect contributions to increase modestly	51%
• Expect contributions to stay about the same	28%
• Expect contributions to decrease modestly	7%
• Expect contributions to decrease greatly	2%
• No idea	4%

Demand for Services

Survey question: “Did demand for your organization’s services increase, decrease, or stay about the same during the first nine months of this year compared to the first nine months of 2006?”

Change in Demand for Services by Location

Region	No. of Responses	Demand Decreased	Demand Stayed about the Same	Demand Increased	Don't Know
All Responses	3,995	5%	25%	67%	3%
New England (CT, ME, MA, NH, RI, VT)	312	5%	26%	66%	3%
Mideast (DC, DE, MD, NJ, NY, PA)	743	4%	26%	66%	4%
Southeast (AL, AR, FL, GA, KY, LA, MS, NC, SC, TN, VA, WV)	712	3%	24%	70%	3%
Great Lakes (IL, IN, MI, OH, WI)	587	4%	27%	67%	2%
Plains (IA, KS, MN, MO, NE, ND, SD)	276	4%	26%	66%	4%
Rocky Mountains (CO, ID, MT, UT, WY)	150	9%	20%	71%	1%
Southwest (AZ, OK, NM, TX)	412	7%	22%	70%	1%
Far West (AK, CA, HI, NV, OR, WA)	755	5%	27%	65%	3%
International/no location given	48	4%	21%	67%	8%

Least to Most Increase in Demand for Services by Location

Region	No. of Responses	Demand Increased
Far West (AK, CA, HI, NV, OR, WA)	755	65%
New England (CT, ME, MA, NH, RI, VT)	312	66%
Mideast (DC, DE, MD, NJ, NY, PA)	743	66%
Plains (IA, KS, MN, MO, NE, ND, SD)	276	66%
Great Lakes (IL, IN, MI, OH, WI)	587	67%
Southeast (AL, AR, FL, GA, KY, LA, MS, NC, SC, TN, VA, WV)	712	70%
Southwest (AZ, OK, NM, TX)	412	70%
Rocky Mountains (CO, ID, MT, UT, WY)	150	71%

Additional Information on Increased Demand for Services by Location

Region	No. of "Increased" Responses	Demand Increased Greatly	Demand Increased Modestly
All Responses	2,681	40%	60%
New England (CT, ME, MA, NH, RI, VT)	206	40%	60%
Mideast (DC, DE, MD, NJ, NY, PA)	489	37%	63%
Southeast (AL, AR, FL, GA, KY, LA, MS, NC, SC, TN, VA, WV)	495	43%	57%
Great Lakes (IL, IN, MI, OH, WI)	392	39%	61%
Plains (IA, KS, MN, MO, NE, ND, SD)	182	38%	62%
Rocky Mountains (CO, ID, MT, UT, WY)	106	32%	68%
Southwest (AZ, OK, NM, TX)	287	43%	57%
Far West (AK, CA, HI, NV, OR, WA)	492	37%	63%
International/no location given	32	63%	38%

Change in Demand for Services Compared to Change in Contributions

Change in Contributions	No. of Responses	Demand Decreased	Demand Stayed about the Same	Demand Increased	Don't Know
Contributions decreased	744	8%	28%	61%	3%
Contributions about the same	1,015	5%	35%	58%	2%
Contributions increased	2,088	3%	19%	75%	2%
Don't know about contribution levels/no answer	143	5%	28%	44%	23%

More Information on Increased Demand for Services and Change in Contributions

Change in Contributions	No. of "Demand Increased" Responses	Demand Increased Greatly	Demand Increased Modestly
All contribution levels	2,681	40%	60%
Contributions decreased greatly	142	53%	47%
Contributions decreased modestly	312	42%	58%
Contributions about the same	593	33%	67%
Contributions increased modestly	1,214	37%	63%
Contributions increased greatly	355	50%	50%
Don't know about contributions/no answer	63	48%	52%

Change in Demand for Services by Organization Size

Size (Based on Total Annual Expenditures)	No. of Responses	Demand Decreased	Demand Stayed about the Same	Demand Increased	Don't Know
<\$25,000	391	6%	33%	54%	7%
\$25,000-\$99,999	467	5%	26%	67%	2%
\$100,000-\$249,999	464	4%	22%	72%	2%
\$250,000-\$499,999	478	4%	27%	66%	3%
\$500,000-\$999,999	480	3%	24%	71%	2%
\$1 mil-\$4,999,999	991	5%	24%	68%	2%
\$5 mil-\$19,999,999	477	5%	24%	68%	3%
\$20 mil or more	197	6%	22%	68%	5%
Don't know/no answer	50	2%	36%	48%	14%

Least to Most Increase in Demand by Organization Size

Size (Based on Total Annual Expenditures)	No. of Responses	Demand Increased
<\$25,000	213	54%
\$250,000-\$499,999	317	66%
\$25,000-\$99,999	315	67%
\$1 mil-\$4,999,999	677	68%
\$5 mil-\$19,999,999	324	68%
\$20 mil or more	134	68%
\$500,000-\$999,999	343	71%
\$100,000-\$249,999	334	72%

Additional Information on Increased Demand for Services by Organization Size

Size (Based on Total Annual Expenditures)	No. of Responses	Demand Increased Greatly	Demand Increased Modestly
<\$25,000	213	39%	61%
\$25,000-\$99,999	315	44%	56%
\$100,000-\$249,999	334	43%	57%
\$250,000-\$499,999	317	38%	62%
\$500,000-\$999,999	343	41%	59%
\$1 mil-\$4,999,999	677	41%	59%
\$5 mil-\$19,999,999	324	30%	70%
\$20 mil or more	134	38%	62%
Don't know/no answer	24	42%	58%

Change in Demand for Services by Subject Area

Subject Area*	No. of Responses	Demand Decreased	Demand Stayed about the Same	Demand Increased	Don't Know
Animal Related	234	4%	24%	69%	2%
Arts, Culture, Humanities	561	4%	33%	58%	4%
Civil Rights, Social Action, Advocacy	369	4%	23%	70%	3%
Community Improvement, Capacity Building	568	3%	21%	73%	3%
Crime, Legal Related	104	7%	17%	74%	2%
Diseases, Disorders, Medical Disciplines	206	3%	20%	73%	4%
Education	1,127	4%	24%	69%	3%
Employment, Job Related	306	3%	18%	76%	3%
Environmental Quality, Protection, Beautification	293	2%	29%	65%	4%
Food, Agriculture, Nutrition	230	2%	15%	80%	3%
Health—General, Rehabilitative	527	4%	22%	70%	4%
Housing, Shelter	575	4%	22%	71%	3%
Human Services	1,286	4%	20%	74%	2%
International, Foreign Affairs, National Security	121	5%	23%	68%	4%
Medical Research	81	4%	31%	58%	7%
Mental Health, Crisis Intervention	389	6%	18%	75%	2%
Mutual/Membership Benefit	34	9%	18%	74%	0%
Philanthropy, Voluntarism, Grantmaking Foundations	150	2%	25%	67%	5%
Public Safety, Disaster Preparedness, Relief	132	5%	20%	70%	5%
Public, Societal Benefit	365	4%	23%	71%	2%
Recreation, Sports, Leisure, Athletics	256	4%	27%	68%	1%
Religion	302	4%	26%	65%	4%
Science and Technology Research Institutes, Services	60	2%	35%	58%	5%
Social Science Research Institutes, Services	37	3%	32%	59%	5%
Unclassified	12	0%	42%	50%	8%
Youth Development	904	4%	22%	70%	3%

*Participants could select more than one subject area

Least to Most Increase in Demand for Services by Subject Area

Subject Area*	No. of Responses	Demand Increased
Unclassified	12	50%
Arts, Culture, Humanities	561	58%
Medical Research	81	58%
Science and Technology Research Institutes, Services	60	58%
Social Science Research Institutes, Services	37	59%
Environmental Quality, Protection, Beautification	293	65%
Religion	302	65%
Philanthropy, Voluntarism, Grantmaking Foundations	150	67%
International, Foreign Affairs, National Security	121	68%
Recreation, Sports, Leisure, Athletics	256	68%
Animal Related	234	69%
Education	1,127	69%
Civil Rights, Social Action, Advocacy	369	70%
Health—General, Rehabilitative	527	70%
Public Safety, Disaster Preparedness, Relief	132	70%
Youth Development	904	70%
Housing, Shelter	575	71%
Public, Societal Benefit	365	71%
Community Improvement, Capacity Building	568	73%
Diseases, Disorders, Medical Disciplines	206	73%
Crime, Legal Related	104	74%
Human Services	1,286	74%
Mutual/Membership Benefit	34	74%
Mental Health, Crisis Intervention	389	75%
Employment, Job Related	306	76%
Food, Agriculture, Nutrition	230	80%

*Participants could select more than one subject area

Additional Information on Increased Demand for Services by Subject Area

Subject Area*	No. of “Increased” Responses	Demand Increased Greatly	Demand Increased Modestly
Animal Related	162	53%	47%
Arts, Culture, Humanities	328	29%	71%
Civil Rights, Social Action, Advocacy	259	44%	56%
Community Improvement, Capacity Building	414	42%	58%
Crime, Legal Related	77	42%	58%
Diseases, Disorders, Medical Disciplines	150	46%	54%
Education	774	41%	59%
Employment, Job Related	234	44%	56%
Environmental Quality, Protection, Beautification	191	43%	57%
Food, Agriculture, Nutrition	184	46%	54%
Health—General, Rehabilitative	371	42%	58%
Housing, Shelter	408	45%	55%
Human Services	948	40%	60%
International, Foreign Affairs, National Security	82	44%	56%
Medical Research	47	45%	55%
Mental Health, Crisis Intervention	291	38%	62%
Mutual/Membership Benefit	25	36%	64%
Philanthropy, Voluntarism, Grantmaking Foundations	101	41%	59%
Public Safety, Disaster Preparedness, Relief	93	53%	47%
Public, Societal Benefit	258	45%	55%
Recreation, Sports, Leisure, Athletics	175	42%	58%
Religion	197	39%	61%
Science and Technology Research Institutes, Services	35	49%	51%
Social Science Research Institutes, Services	22	59%	41%
Unclassified	6	33%	67%
Youth Development	635	40%	60%

*Participants could select more than one subject area

Grantmaking

Survey question: “Does your organization award grants?”

Total responses	4,078
• Yes	18%
• No	82%

Additional Information on Grantmakers

Total responses	719
• Public charity	77%
• Private foundation/grantmaker	23%
• Nonprofit type not identified	0%*

*Proportion of respondents in this category significantly below 1%

Survey question: “Did the total amount of moneys your organization awarded increase, decrease, or stay about the same during the first nine months of this year compared to the first nine months of 2006?”

Change in Grantmaking by Type of Organization

	No. of Responses	Amounts Awarded Decreased	Amounts Awarded Stayed about the Same	Amounts Awarded Increased	Don't Know
All grantmakers	717	12%	33%	52%	3%
Public charities	553	13%	33%	51%	3%
Private foundations/grantmakers	162	10%	35%	54%	1%
Nonprofit type not identified	2	0%	0%	100%	0%

Additional Information on Decreased Amounts Awarded

	No. of “Decreased” Responses	Amounts Awarded Decreased Greatly	Amounts Awarded Decreased Modestly
All grantmakers	86	21%	79%
Public charities	70	23%	77%
Private foundations/grantmakers	16	13%	88%

Additional Information on Increased Amounts Awarded

	No. of “Increased” Responses	Amounts Awarded Increased Greatly	Amounts Awarded Increased Modestly
All grantmakers	372	24%	76%
Public charities	282	22%	78%
Private foundations/grantmakers	88	30%	70%
Nonprofit type not identified	2	0%	100%

Survey question: “Did the number of funding applications/grant requests increase, decrease, or stay about the same during the first nine months of this year compared to the first nine months of 2006?”

	No. of Responses	Applications Decreased	Applications stayed about the Same	Applications Increased	Don't Know
All grantmakers	714	6%	42%	47%	5%
Public charities	551	5%	43%	46%	6%
Private foundations/grantmakers	161	9%	39%	51%	2%
Nonprofit type not identified	2	0%	50%	50%	0%

Additional Information on Decreased Applications

	No. of Responses	Applications Decreased Greatly	Applications Decreased Modestly
All grantmakers	41	10%	90%
Public charities	27	11%	89%
Private foundations/grantmakers	14	7%	93%

Additional Information on Increased Applications

	No. of Responses	Applications Increased Greatly	Applications Increased Modestly
All grantmakers	337	33%	67%
Public charities	254	34%	66%
Private foundations/grantmakers	82	29%	71%

Respondents

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

Total number of responses	4,123
• Board Member/Board Director/Trustee	5%
• CEO/Executive Director/President	48%
• Chief Financial Officer/Organization Treasurer	10%
• Executive Officer (other than CEO/Executive Director/President or Chief Financial Officer/Organization Treasurer)	6%
• Communications	1%
• Development/Fundraising	16%
• Fiscal/Finance (other than Chief Financial Officer or Organization Treasurer)	4%
• Marketing	1%
• Other	5%
• Programs and Services	3%
• Publishing	0%*
• Technology	0%*
• Volunteer	1%

* Proportion of respondents in this category significantly below 1%