

**Third Annual GuideStar Nonprofit Survey
Charitable Organizations and the Economy
October 13-27, 2004**

Executive Summary

- 4,292 participants, 99% associated with a charitable organization, 90% associated with public charities, 9% associated with private foundations/grantmakers.
- At least 3,767 nonprofit organizations represented. (It was not possible to link approximately 11% of the nonprofit respondents with nonprofit organizations.)
- All areas of the country and nonprofits of all sizes and in all subject areas were represented.
- Participants were asked to compare contribution levels during the first 9 months of 2004 with contribution levels during the first 9 months of 2003.
- The economic recovery hinted at by last year's nonprofit economic survey continued in 2004. Half of the participants reported that contributions to their organizations had increased. Only 23% reported that contributions had decreased, the lowest figure since GuideStar's first economic survey:

GuideStar Survey	Contributions Decreased	Contributions Stayed about the Same	Contributions Increased	Don't Know
October 2004	23%	24%	50%	3%
October 2003	35%	22%	39%	4%
July 2003	35%	20%	39%	5%
November 2002	48%	22%	28%	3%

- A majority (68%) of respondents who reported increased contributions characterized the increase as modest.
- Regional responses mirrored the national results fairly closely.
- Although differences were statistically insignificant, the Plains, Southwest, and Far West regions showed the most improvement (both highest proportions of reporting increased contributions and the lowest percentage reporting decreased contributions).
- The Mideast and Rocky Mountains regions showed the least improvement (both greatest proportion of participants reporting decreased contributions and smallest percentage reporting increased contributions).

- Extremely large (total annual expenditures of \$20 million or more) organizations showed the most improvement (both greatest percentage of respondents reporting increased contributions and smallest proportion reporting decreased contributions).
- Animal-related, environmental, and science and technology research institutes/services were among the “top four” subject areas for both greatest proportion of participants reporting increased contributions and smallest reporting decreased contributions.
- Crime and legal-related organizations came in dead last, with both the lowest percentage of participants reporting increased contributions and the greatest reporting decreased contributions.
- The majority (71%) of respondents stated that demand for their organizations’ services increased. Some 42% of these participants said that demand had increased greatly.
- There was no clear correlation between change in demand and change in contributions or between change in demand and organization size.
- Nonprofits in the Employment/Job-Related and Youth Development categories had the greatest proportion (83%) of participants reporting increased demand. Organizations in the Diseases/Disorders/Medical Disciplines, Medical Research, and Social Science Research Institutes/Services had the smallest percentage (59%) of respondents reporting increased demand.
- Some 45% of participants from grantmaking nonprofits reported that the amounts their organizations awarded during the first nine months of 2004 had increased over amounts awarded during the first nine months of 2003. Another 33% said amounts awarded had stayed about the same, 19% said they had decreased, and 2% did not know.
- Participants from grantmaking public charities were slightly more likely than respondents from private foundations to report that amounts awarded had increased.
- Some 52% of respondents from grantmaking public charities and 48% from private foundations reported that the number of grant applications increased during the first nine months of 2004. The majority—67% and 68%, respectively—of these participants said applications increased modestly.

Survey Pool

E-mail invitations sent*: 62,888

*To GuideStar Newsletter subscribers associated with nonprofit organizations

Survey participants: 4,292

Response rate: 7%

Responses received from all 50 states, the District of Columbia, Puerto Rico, Canada, Chile, Kenya, and Tanzania

Nonprofit Type

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

Total responses	4,250
• Public charity	90%
• Private foundation/grantmaker	9%
• Not associated with a nonprofit	1%

Individual nonprofits represented: 3,767

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

Contribution Levels, January-September 2004

Survey question: “Does your organization accept contributions?”

Total responses	4,265
• 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 2003?”

Change in Contributions by Location

Region	No. of Responses	Contributions Decreased	Contributions Stayed about the Same	Contributions Increased	Don't Know
National	4,146	23%	24%	50%	3%
New England (CT, ME, MA, NH, RI, VT)	317	22%	25%	50%	3%
Mideast (DC, DE, MD, NJ, NY, PA)	913	24%	24%	47%	5%
Southeast (AL, AR, FL, GA, KY, LA, MS, NC, SC, TN, VA, WV)	748	24%	23%	51%	2%
Great Lakes (IL, IN, MI, OH, WI)	540	24%	25%	49%	2%
Plains (IA, KS, MN, MO, NE, ND, SD)	242	22%	22%	53%	3%
Rocky Mountains (CO, ID, MT, UT, WY)	160	28%	21%	48%	3%
Southwest (AZ, OK, NM, TX)	383	22%	23%	52%	3%
Far West (AK, CA, HI, NV, OR, WA)	812	22%	25%	51%	3%
No location given/ international	31	29%	19%	42%	10%

“Best to Worst” by Location and Decreased Contributions

Region	No. of Responses	Contributions Decreased
Plains (IA, KS, MN, MO, NE, ND, SD)	242	22%
Southwest (AZ, OK, NM, TX)	383	22%
Far West (AK, CA, HI, NV, OR, WA)	812	22%
New England (CT, ME, MA, NH, RI, VT)	317	22%
Great Lakes (IL, IN, MI, OH, WI)	540	24%
Southeast (AL, AR, FL, GA, KY, LA, MS, NC, SC, TN, VA, WV)	748	24%
Mideast (DC, DE, MD, NJ, NY, PA)	913	24%
Rocky Mountains (CO, ID, MT, UT, WY)	160	28%

“Best to Worst” by Location and Increased Contributions

Region	No. of Responses	Contributions Increased
Plains (IA, KS, MN, MO, NE, ND, SD)	242	53%
Southwest (AZ, OK, NM, TX)	383	52%
Far West (AK, CA, HI, NV, OR, WA)	812	51%
Southeast (AL, AR, FL, GA, KY, LA, MS, NC, SC, TN, VA, WV)	748	51%
New England (CT, ME, MA, NH, RI, VT)	317	50%
Great Lakes (IL, IN, MI, OH, WI)	540	49%
Rocky Mountains (CO, ID, MT, UT, WY)	160	48%
Mideast (DC, DE, MD, NJ, NY, PA)	913	47%

Additional Information on Decreased Contributions by Location

Region	No. of “Decreased” Responses	Contributions Decreased Greatly	Contributions Decreased Modestly
National	964	32%	68%
New England (CT, ME, MA, NH, RI, VT)	71	27%	73%
Mideast (DC, DE, MD, NJ, NY, PA)	169	36%	64%
Southeast (AL, AR, FL, GA, KY, LA, MS, NC, SC, TN, VA, WV)	179	33%	67%
Great Lakes (IL, IN, MI, OH, WI)	127	25%	75%
Plains (IA, KS, MN, MO, NE, ND, SD)	53	19%	81%
Rocky Mountains (CO, ID, MT, UT, WY)	44	27%	73%
Southwest (AZ, OK, NM, TX)	84	31%	69%
Far West (AK, CA, HI, NV, OR, WA)	179	40%	60%
No location given/international	9	33%	67%

Additional Information on Increased Contributions by Location

Region	No. of "Increased" Responses	Contributions Increased Greatly	Contributions Increased Modestly
National	2,056	22%	78%
New England (CT, ME, MA, NH, RI, VT)	159	19%	81%
Mideast (DC, DE, MD, NJ, NY, PA)	342	22%	78%
Southeast (AL, AR, FL, GA, KY, LA, MS, NC, SC, TN, VA, WV)	378	22%	78%
Great Lakes (IL, IN, MI, OH, WI)	263	23%	77%
Plains (IA, KS, MN, MO, NE, ND, SD)	128	17%	83%
Rocky Mountains (CO, ID, MT, UT, WY)	77	25%	75%
Southwest (AZ, OK, NM, TX)	198	24%	76%
Far West (AK, CA, HI, NV, OR, WA)	411	20%	80%
No location given/international	13	23%	77%

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	343	25%	35%	36%	4%
\$25,000-\$99,999	419	25%	24%	49%	2%
\$100,000-\$249,999	479	28%	23%	47%	2%
\$250,000-\$499,999	494	27%	25%	46%	2%
\$500,000-\$999,999	507	24%	21%	53%	2%
\$1 mil-\$4,999,999	1,064	21%	25%	52%	2%
\$5 mil-\$19,999,999	525	21%	19%	54%	6%
\$20 mil or more	265	15%	21%	59%	5%
Don't know/no answer	50	18%	20%	36%	26%

"Best to Worst" by Organization Size and Decreased Contributions

Size (Based on Total Annual Expenditures)	No. of Responses	Contributions Decreased
\$20 mil or more	265	15%
\$1 mil-\$4,999,999	1,064	21%
\$5 mil-\$19,999,999	525	21%
\$500,000-\$999,999	507	24%
<\$25,000	343	25%
\$25,000-\$99,999	419	25%
\$250,000-\$499,999	494	27%
\$100,000-\$249,999	479	28%

“Best to Worst” by Organization Size and Increased Contributions

Size (Based on Total Annual Expenditures)	No. of Responses	Contributions Increased
\$20 mil or more	265	59%
\$5 mil-\$19,999,999	525	54%
\$500,000-\$999,999	507	53%
\$1 mil-\$4,999,999	1,064	52%
\$25,000-\$99,999	419	49%
\$100,000-\$249,999	479	47%
\$250,000-\$499,999	494	46%
<\$25,000	343	36%

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	87	59%	41%
\$25,000-\$99,999	106	41%	59%
\$100,000-\$249,999	136	26%	74%
\$250,000-\$499,999	134	38%	62%
\$500,000-\$999,999	121	29%	71%
\$1 mil-\$4,999,999	223	24%	76%
\$5 mil-\$19,999,999	109	23%	77%
\$20 mil or more	39	21%	79%
Don’t know/no answer	3	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	122	26%	74%
\$25,000-\$99,999	206	23%	77%
\$100,000-\$249,999	223	25%	75%
\$250,000-\$499,999	227	23%	77%
\$500,000-\$999,999	269	21%	79%
\$1 mil-\$4,999,999	551	19%	81%
\$5 mil-\$19,999,999	284	19%	81%
\$20 mil or more	156	23%	77%
Don’t know/no answer	9	0%	100%

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	213	23%	20%	55%	2%
Arts, Culture, Humanities	620	26%	21%	50%	3%
Civil Rights, Social Action, Advocacy	393	29%	19%	49%	4%
Community Improvement, Capacity Building	560	28%	21%	47%	4%
Crime, Legal Related	100	37%	23%	38%	2%
Diseases, Disorders, Medical Disciplines	253	25%	20%	51%	4%
Education	1,315	24%	23%	50%	4%
Employment, Job Related	316	27%	24%	47%	3%
Environmental Quality, Protection, Beautification	276	19%	25%	53%	3%
Food, Agriculture, Nutrition	218	27%	21%	49%	4%
Health—General, Rehabilitative	685	24%	21%	51%	4%
Housing, Shelter	532	25%	25%	47%	3%
Human Services	1,150	25%	25%	47%	3%
International, Foreign Affairs, National Security	122	27%	20%	49%	4%
Medical Research	100	24%	27%	44%	5%
Mental Health, Crisis Intervention	385	27%	23%	47%	3%
Mutual/Membership Benefit	56	34%	18%	48%	0%
Philanthropy, Voluntarism, Grantmaking Foundations	163	22%	29%	45%	3%
Public Safety, Disaster Preparedness, Relief	103	31%	21%	45%	3%
Public, Societal Benefit	301	26%	21%	50%	3%
Recreation, Sports, Leisure, Athletics	206	30%	19%	49%	2%
Religion	271	24%	22%	51%	3%
Science and Technology Research Institutes, Services	61	20%	26%	54%	0%
Social Science Research Institutes, Services	39	33%	18%	46%	3%
Unclassified	6	0%	17%	83%	0%
Youth Development	819	27%	21%	49%	2%

*Participants could select more than one subject area

“Best to Worst” by Subject Area and Decreased Contributions

Note: Subject areas with fewer than 10 responses removed

Subject Area*	No. of Responses	Contributions Decreased
Environmental Quality, Protection, Beautification	276	19%
Science and Technology Research Institutes, Services	61	20%
Philanthropy, Voluntarism, Grantmaking Foundations	163	22%
Animal Related	213	23%
Education	1,315	24%
Health—General, Rehabilitative	685	24%
Medical Research	100	24%
Religion	271	24%
Diseases, Disorders, Medical Disciplines	253	25%
Housing, Shelter	532	25%
Human Services	1,150	25%
Arts, Culture, Humanities	620	26%
Public, Societal Benefit	301	26%
Employment, Job Related	316	27%
Food, Agriculture, Nutrition	218	27%
International, Foreign Affairs, National Security	122	27%
Mental Health, Crisis Intervention	385	27%
Youth Development	819	27%
Community Improvement, Capacity Building	560	28%
Civil Rights, Social Action, Advocacy	393	29%
Recreation, Sports, Leisure, Athletics	206	30%
Public Safety, Disaster Preparedness, Relief	103	31%
Social Science Research Institutes, Services	39	33%
Mutual/Membership Benefit	56	34%
Crime, Legal Related	100	37%

*Participants could select more than one subject area

“Best to Worst” by Subject Area and Increased Contributions

Note: Subject areas with fewer than 10 responses removed

Subject Area*	No. of Responses	Contributions Increased
Animal Related	213	55%
Science and Technology Research Institutes, Services	61	54%
Environmental Quality, Protection, Beautification	276	53%
Diseases, Disorders, Medical Disciplines	253	51%
Health—General, Rehabilitative	685	51%
Religion	271	51%
Arts, Culture, Humanities	620	50%
Education	1,315	50%
Public, Societal Benefit	301	50%
Civil Rights, Social Action, Advocacy	393	49%
Food, Agriculture, Nutrition	218	49%
International, Foreign Affairs, National Security	122	49%
Recreation, Sports, Leisure, Athletics	206	49%
Youth Development	819	49%
Mutual/Membership Benefit	56	48%
Community Improvement, Capacity Building	560	47%
Employment, Job Related	316	47%
Housing, Shelter	532	47%
Human Services	1,150	47%
Mental Health, Crisis Intervention	385	47%
Social Science Research Institutes, Services	39	46%
Philanthropy, Voluntarism, Grantmaking Foundations	163	45%
Public Safety, Disaster Preparedness, Relief	103	45%
Medical Research	100	44%
Crime, Legal Related	100	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	48	38%	63%
Arts, Culture, Humanities	161	36%	64%
Civil Rights, Social Action, Advocacy	113	39%	61%
Community Improvement, Capacity Building	154	37%	63%
Crime, Legal Related	37	46%	54%
Diseases, Disorders, Medical Disciplines	64	36%	64%
Education	313	35%	65%
Employment, Job Related	84	38%	62%
Environmental Quality, Protection, Beautification	53	34%	66%
Food, Agriculture, Nutrition	58	34%	66%
Health—General, Rehabilitative	163	31%	69%
Housing, Shelter	131	24%	76%
Human Services	290	31%	69%
International, Foreign Affairs, National Security	33	18%	82%
Medical Research	24	25%	75%
Mental Health, Crisis Intervention	103	32%	68%
Mutual/Membership Benefit	19	32%	68%
Philanthropy, Voluntarism, Grantmaking Foundations	36	36%	64%
Public Safety, Disaster Preparedness, Relief	32	47%	53%
Public, Societal Benefit	79	42%	58%
Recreation, Sports, Leisure, Athletics	61	33%	67%
Religion	66	39%	61%
Science and Technology Research Institutes, Services	12	33%	67%
Social Science Research Institutes, Services	13	54%	46%
Unclassified	0	0%	0%
Youth Development	219	37%	63%

*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	118	23%	77%
Arts, Culture, Humanities	311	26%	74%
Civil Rights, Social Action, Advocacy	191	18%	82%
Community Improvement, Capacity Building	263	25%	75%
Crime, Legal Related	38	16%	84%
Diseases, Disorders, Medical Disciplines	128	25%	75%
Education	652	23%	77%
Employment, Job Related	147	19%	81%
Environmental Quality, Protection, Beautification	147	27%	73%
Food, Agriculture, Nutrition	106	19%	81%
Health—General, Rehabilitative	351	24%	76%
Housing, Shelter	249	18%	82%
Human Services	539	20%	80%
International, Foreign Affairs, National Security	60	27%	73%
Medical Research	44	39%	61%
Mental Health, Crisis Intervention	182	19%	81%
Mutual/Membership Benefit	27	15%	85%
Philanthropy, Voluntarism, Grantmaking Foundations	74	30%	70%
Public Safety, Disaster Preparedness, Relief	46	22%	78%
Public, Societal Benefit	151	26%	74%
Recreation, Sports, Leisure, Athletics	101	23%	77%
Religion	137	18%	82%
Science and Technology Research Institutes, Services	33	24%	76%
Social Science Research Institutes, Services	18	11%	89%
Unclassified	5	40%	60%
Youth Development	405	20%	80%

*Participants could select more than one subject area

Reasons for Decreased Contributions

Survey question: “What factors caused total contributions to decrease during the first nine months of this year compared to the first nine months of 2003? (Select all that apply.)”

Total responses	963
• Fewer individuals gave	58%
• Gifts from individuals smaller	51%
• Private foundation grants smaller	38%
• Corporate gifts smaller	34%
• Private foundation grants discontinued	21%
• Government grants smaller	17%
• Other	14%
• Corporate gifts were discontinued	10%
• Government contracts smaller	9%
• Government grants were discontinued	9%
• Government contracts were discontinued	5%

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 2003?”

Change in Demand for Services by Location

Region	No. of Responses	Demand Decreased	Demand Stayed about the Same	Demand Increased	Don't Know
National	4,138	5%	23%	71%	2%
New England (CT, ME, MA, NH, RI, VT)	316	6%	26%	68%	1%
Mideast (DC, DE, MD, NJ, NY, PA)	913	4%	22%	71%	2%
Southeast (AL, AR, FL, GA, KY, LA, MS, NC, SC, TN, VA, WV)	745	5%	21%	73%	1%
Great Lakes (IL, IN, MI, OH, WI)	540	6%	22%	71%	1%
Plains (IA, KS, MN, MO, NE, ND, SD)	240	4%	25%	70%	2%
Rocky Mountains (CO, ID, MT, UT, WY)	160	6%	21%	73%	0%
Southwest (AZ, OK, NM, TX)	383	3%	24%	70%	3%
Far West (AK, CA, HI, NV, OR, WA)	811	4%	23%	70%	2%
No location given/ international	30	7%	17%	67%	10%

Least to Most Increase in Demand for Services by Location

Region	No. of Responses	Demand Increased
New England (CT, ME, MA, NH, RI, VT)	316	68%
Plains (IA, KS, MN, MO, NE, ND, SD)	240	70%
Southwest (AZ, OK, NM, TX)	383	70%
Far West (AK, CA, HI, NV, OR, WA)	811	70%
Mideast (DC, DE, MD, NJ, NY, PA)	913	71%
Great Lakes (IL, IN, MI, OH, WI)	540	71%
Southeast (AL, AR, FL, GA, KY, LA, MS, NC, SC, TN, VA, WV)	745	73%
Rocky Mountains (CO, ID, MT, UT, WY)	160	73%

Additional Information on Increased Demand for Services by Location

Region	No. of "Increased" Responses	Demand Increased Greatly	Demand Increased Modestly
National	2,931	42%	58%
New England (CT, ME, MA, NH, RI, VT)	214	36%	64%
Mideast (DC, DE, MD, NJ, NY, PA)	645	42%	58%
Southeast (AL, AR, FL, GA, KY, LA, MS, NC, SC, TN, VA, WV)	546	42%	58%
Great Lakes (IL, IN, MI, OH, WI)	385	41%	59%
Plains (IA, KS, MN, MO, NE, ND, SD)	168	36%	64%
Rocky Mountains (CO, ID, MT, UT, WY)	117	49%	51%
Southwest (AZ, OK, NM, TX)	268	47%	53%
Far West (AK, CA, HI, NV, OR, WA)	568	41%	59%

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
All contribution levels	4,138	5%	23%	71%	2%
Contributions decreased	962	7%	24%	68%	2%
Contributions about the same	992	5%	30%	65%	1%
Contributions increased	2,049	4%	18%	76%	1%
Don't know about contribution levels/no answer	962	7%	24%	68%	2%

More Information on Increased Demand for Services and Change in Contributions

Change in Contributions	No. of "Increased" Responses	Demand Increased Greatly	Demand Increased Modestly
All contribution levels	2,931	42%	58%
Contributions decreased greatly	209	46%	54%
Contributions decreased modestly	441	39%	61%
Contributions about the same	642	38%	62%
Contributions increased modestly	1,227	41%	59%
Contributions increased greatly	336	53%	47%
Don't know about contributions/no answer	73	40%	60%

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	344	5%	31%	61%	3%
\$25,000-\$99,999	419	4%	23%	71%	2%
\$100,000-\$249,999	479	3%	22%	74%	1%
\$250,000-\$499,999	490	4%	20%	76%	0%
\$500,000-\$999,999	507	4%	20%	75%	1%
\$1 mil-\$4,999,999	1,061	5%	23%	71%	1%
\$5 mil-\$19,999,999	524	7%	21%	68%	3%
\$20 mil or more	264	2%	25%	69%	4%
Don't know/no answer	50	6%	20%	60%	14%

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	209	42%	58%
\$25,000-\$99,999	297	43%	57%
\$100,000-\$249,999	353	45%	55%
\$250,000-\$499,999	371	42%	58%
\$500,000-\$999,999	380	47%	53%
\$1 mil-\$4,999,999	750	41%	59%
\$5 mil-\$19,999,999	358	38%	62%
\$20 mil or more	183	36%	64%
Don't know/no answer	30	40%	60%

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	212	4%	23%	72%	1%
Arts, Culture, Humanities	617	4%	21%	74%	2%
Civil Rights, Social Action, Advocacy	391	4%	19%	73%	4%
Community Improvement, Capacity Building	559	6%	25%	67%	1%
Crime, Legal Related	99	3%	30%	64%	3%
Diseases, Disorders, Medical Disciplines	254	13%	28%	59%	0%
Education	1,311	8%	21%	69%	3%
Employment, Job Related	316	0%	0%	83%	17%
Environmental Quality, Protection, Beautification	275	4%	19%	76%	1%
Food, Agriculture, Nutrition	218	4%	23%	72%	1%
Health—General, Rehabilitative	684	4%	21%	74%	2%
Housing, Shelter	530	4%	19%	73%	4%
Human Services	1,146	6%	25%	67%	1%
International, Foreign Affairs, National Security	122	3%	30%	64%	3%
Medical Research	100	13%	28%	59%	0%
Mental Health, Crisis Intervention	383	8%	21%	69%	3%
Mutual/Membership Benefit	56	0%	0%	83%	17%
Philanthropy, Voluntarism, Grantmaking Foundations	162	4%	19%	76%	1%
Public Safety, Disaster Preparedness, Relief	102	4%	23%	72%	1%
Public, Societal Benefit	301	4%	21%	74%	2%
Recreation, Sports, Leisure, Athletics	205	4%	19%	73%	4%
Religion	271	6%	25%	67%	1%
Science and Technology Research Institutes, Services	61	3%	30%	64%	3%
Social Science Research Institutes, Services	39	13%	28%	59%	0%
Unclassified	6	8%	21%	69%	3%
Youth Development	817	0%	0%	83%	17%

*Participants could select more than one subject area

Additional Information on Increased Demand for Services by Subject Area

Note: Subject areas with fewer than 10 responses removed

Subject Area*	No. of “Increased” Responses	Demand Increased Greatly	Demand Increased Modestly
Animal Related	150	51%	49%
Arts, Culture, Humanities	368	35%	65%
Civil Rights, Social Action, Advocacy	294	49%	51%
Community Improvement, Capacity Building	421	46%	54%
Crime, Legal Related	73	42%	58%
Diseases, Disorders, Medical Disciplines	201	48%	52%
Education	927	42%	58%
Employment, Job Related	253	47%	53%
Environmental Quality, Protection, Beautification	193	41%	59%
Food, Agriculture, Nutrition	176	57%	43%
Health—General, Rehabilitative	515	47%	53%
Housing, Shelter	411	51%	49%
Human Services	895	47%	53%
International, Foreign Affairs, National Security	88	48%	52%
Medical Research	67	34%	66%
Mental Health, Crisis Intervention	307	46%	54%
Mutual/Membership Benefit	43	40%	60%
Philanthropy, Voluntarism, Grantmaking Foundations	117	48%	52%
Public Safety, Disaster Preparedness, Relief	75	59%	41%
Public, Societal Benefit	219	55%	45%
Recreation, Sports, Leisure, Athletics	137	48%	52%
Religion	173	35%	65%
Science and Technology Research Institutes, Services	36	47%	53%
Social Science Research Institutes, Services	27	52%	48%
Youth Development	618	46%	54%

*Participants could select more than one subject area

Grantmaking

Survey question: “Does your organization award grants?”

Total responses	4,185
• Yes	18%
• No	82%

Additional Information on Grantmakers

Total responses	763
• Public charity	75%
• Private foundation/grantmaker	25%

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 2003?”

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	832	19%	33%	45%	2%
Public charities	634	18%	32%	48%	2%
Private foundations/grantmakers	195	23%	38%	38%	1%

Additional Information on Decreased Amounts Awarded

	No. of Responses	Amounts Awarded Decreased Greatly	Amounts Awarded Decreased Modestly
All grantmakers	161	32%	68%
Public charities	117	38%	62%
Private foundations/grantmakers	44	18%	82%

Additional Information on Increased Amounts Awarded

	No. of Responses	Amounts Awarded Increased Greatly	Amounts Awarded Increased Modestly
All grantmakers	378	23%	77%
Public charities	302	23%	77%
Private foundations/grantmakers	75	23%	77%

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 2003?”

	No. of Responses	Applications Decreased	Applications stayed about the Same	Applications Increased	Don't Know
All grantmakers	830	5%	39%	51%	6%
Public charities	633	5%	37%	52%	6%
Private foundations/grantmakers	194	7%	42%	48%	4%

Additional Information on Decreased Applications

	No. of Responses	Applications Decreased Greatly	Applications Decreased Modestly
All grantmakers	42	26%	74%
Public charities	29	34%	66%
Private foundations/grantmakers	13	8%	92%

Additional Information on Increased Applications

	No. of Responses	Applications Increased Greatly	Applications Increased Modestly
All grantmakers	420	32%	68%
Public charities	326	33%	67%
Private foundations/grantmakers	93	32%	68%

Respondents

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

Total number of responses	4,251
• Board Member/Board Director/Trustee	4%
• CEO/Executive Director/President	44%
• Chief Financial Officer/Organization Treasurer	10%
• Executive Officer (other than CEO/Executive Director/President or Chief Financial Officer/Organization Treasurer)	6%
• Communications	1%
• Development/Fund-raising	21%
• Fiscal/Finance (other than Chief Financial Officer or Organization Treasurer)	4%
• Marketing	1%
• Other	5%
• Programs and Services	3%
• Publishing	0%*
• Technology	0%*
• Volunteer	0%*

* Number of respondents in this category significantly less than 1%