

# 2006 Idaho Nonprofit Resources Survey Report

*March 1, 2006*

**Conducted by  
The Collins Group, Idaho Nonprofit Development Center,  
and AFP Idaho Chapter**

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# I. EXECUTIVE SUMMARY

## Overview

In February 2006, The Collins Group (TCG) partnered with the Idaho Nonprofit Development Center (INDC) and the Association of Fundraising Professionals, Idaho Chapter to survey Idaho nonprofit organizations. The purpose of the survey was to identify the major concerns faced by nonprofits so TCG, INDC, and AFP Idaho Chapter could strengthen the charitable sector and advance philanthropic culture in the Northwest. Approximately 1428 nonprofits were invited via email to participate in an online survey which ran January 27 – February 12, 2006. A total of 256 nonprofit leaders participated for a response rate of approximately 18%.

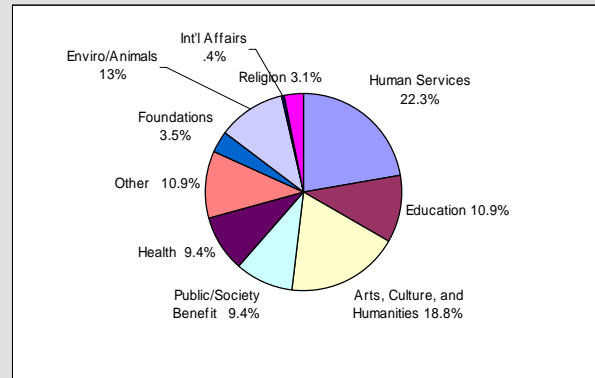
Nearly half of the respondents (47.7%) were executive directors. Board leaders, senior development staff, and heads of school primarily represented the remaining respondents.

Similar trends and environmental challenges were expressed by organizations despite diversity in sector or organizational age or size. The most significant trends are summarized below. We hope these results will help nonprofit staff and board members prepare for the future and that external stakeholders, including media, funders, and consultants, will use them to better understand the climate in which Idaho nonprofits operate.

## Top 10 Significant Results

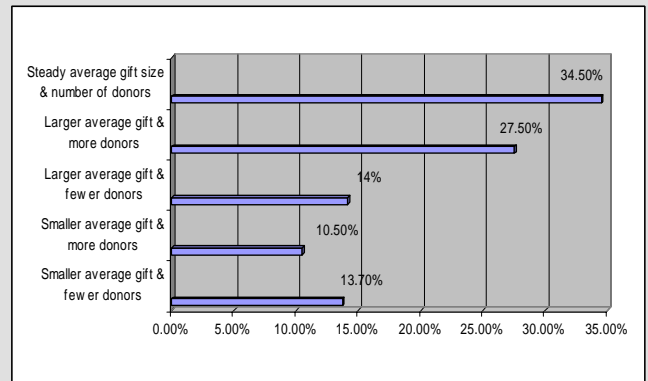
1. Nonprofits report that they receive revenue from multiple sources, and most report a combination of philanthropic contributions, government support, fees for service, and earned income.
2. Contributions are a significant source of annual revenue for most nonprofits. Just over 50% of responding organizations reported that fundraising revenue comprises 40 percent or more of their total budget. For 27.1%, it represents 90-100% of their total budget.
3. Over 70% of nonprofits report that giving has held steady or grown over the past two years. Approximately 45% of organizations have seen significant growth in special events while also noting growth in the annual fund and major gifts.
4. Just over one-third of nonprofits report that the number of donors and size of gifts are holding steady. Nearly 40% report larger annual gifts recently, with 65.4% of those organizations also reporting more donors.
5. Survey respondents report that to enhance their fundraising program they need to focus on:
  - 1) Identifying and attracting new donors
  - 2) Increasing the number and size of major gifts
  - 3) Grantwriting

## Sector



*The largest percentage of responding organizations fell into the human services sector, followed by arts, culture, and humanities.*

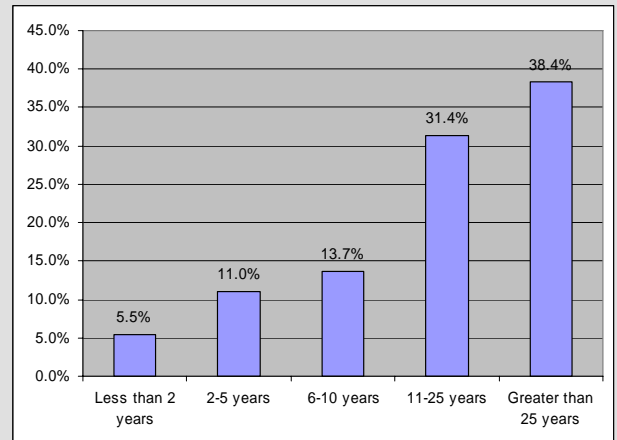
## Average Gift Size & Number of Donors





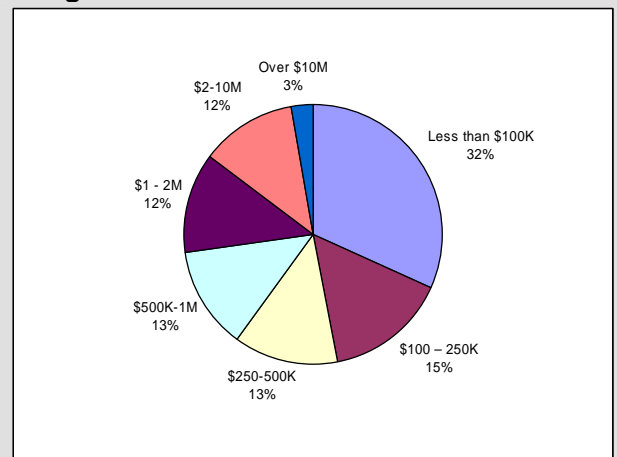
6. In the past year, 20.2% of nonprofits have entered into a merger or strategic alliance with another nonprofit, and nearly one-third are considering such an arrangement in the next year.
7. In the last two years, 25.2% have had to decrease services to meet financial challenges. The sector most affected is human services where 36% of organizations report having to decrease services, followed by arts, cultural, and humanities organizations (33%). Regionally, North Idaho reported the highest percentage of decreased services (37%).
8. The top three public policy issues of concern to nonprofits are:
  - Employee health care cost increases (52.9%)
  - Efforts to increase government regulation of nonprofits (51.6%)
  - Limits on administrative costs (29.1%)
9. Nonprofit leaders identified several areas for improving skills through professional development. The top three were:
  - Fund development
  - Board enhancement and training
  - Program evaluation and assessment
10. Just over 70% of organizations report no difficulty in filling or retaining key staff positions. Nearly half of arts, cultural, and humanities organizations did, however, report difficulty. Across the state, inability to pay a competitive wage was the most significant factor in staff turnover.

### Age of Organization



*The majority of responding organizations have been in service for 11 years or longer*

### Budget



*Nearly a third of organizations reported annual budgets less than \$100,000.*

## Conclusion

Nonprofit organizations in Idaho have demonstrated dedication and ingenuity in fulfilling their missions while continually trying to expand their resources. Most organizations rely on private philanthropic support to meet their revenue goals, and turn to foundations and corporations to help them. While national trends indicate the future of philanthropy is in individual giving, Idaho nonprofits are just starting to embrace fundraising activities that expand their base of individual donors and increase the size and number of major gifts. Across the state, donor acquisition appears to have been relatively modest in the past two years, but gift size is growing which increases interest in building the relationships to increase major giving.



## II. INTRODUCTION

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In December 2005, The Collins Group approached the Idaho Nonprofit Development Center and the Association of Fundraising Professionals, Idaho Chapter to partner for a statewide survey of Idaho nonprofits to determine the current climate, trends, and realities of resources for Idaho nonprofit organizations. The partnership provided the groups further insight into the organizations that they serve.

For The Collins Group, this survey would provide valuable insight into determining trends in fundraising for Idaho nonprofits and opinions regarding the training and growth needs for these organizations. INDC was interested in learning what kind of support nonprofit leaders across the state needed to stay focused on their vision and goals while AFP Idaho Chapter seeks to connect fundraising professionals across the state. All three organizations felt it was important to better understand the concerns faced by nonprofits so they could address how to strengthen the nonprofit sector and how to advance the philanthropic culture of the Inland Northwest. Our local nonprofit organizations offer us the chance to invest in the community in which we live.

INDC's mission is to rally caring, generous citizens, funders, and nonprofits to build strong Idaho communities. It is the only statewide organization dedicated to the success of Idaho's nonprofit sector. AFP Idaho Chapter seeks to advance philanthropy through education, training, and advocacy.

The Collins Group, the largest fundraising consulting firm in the Northwest, has helped their clients raise nearly \$900 million – \$600 million in the last five years. They seek to advance the philanthropic culture of the Northwest through creative campaigns and capacity building. TCG provides services including feasibility studies, development advancement studies, and capital campaign management. By collaborating with INDC and AFP Idaho Chapter, The Collins Group hopes to promote dialogue within the nonprofit sector and provide a greater perspective on emerging trends and issues facing local nonprofits.



### III. METHODOLOGY

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To begin building a mailing list, The Collins Group purchased a list of nonprofit organizations from GuideStar, an online service that provides information culled from nonprofit organizations' public 990 IRS forms. TCG purchased a list of all Idaho public charities with total annual contributions over \$100,000. This sample was selected to include nonprofits with some level of established philanthropy. The list totaled 389 organizations.

TCG compared the GuideStar list with that of AFP's members and eliminated duplicates. We created a survey which would help identify how nonprofit organizations across the state viewed their fundraising practices and potential, opportunities for leadership training, the current state of the nonprofit community, and future endeavors. Using the GuideStar list and AFP's member list, we sent an email and/or postcard advertising the survey. INDC sent an email to their member list.

The target audience for the survey was executive directors, chief development officers, and/or chief financial officers. Both the postcard and email instructed recipients to forward the information to the proper executive at their organization.

The survey, numbering 34 questions, was located online at [www.surveymonkey.com](http://www.surveymonkey.com). Participants could only respond once. It was estimated that each survey would take approximately 10 minutes to complete. Participants in the survey were invited to give their name and contact information so they could be entered in a drawing to win a \$500 unrestricted grant from The Collins Group.

On January 27, 2006, an email message went out from TCG to the GuideStar list with a live link to the survey. GuideStar does not provide email addresses as they are not part of the public 990 form. TCG independently searched for email addresses of the names on the list and found 218 addresses. AFP Idaho Chapter and INDC forwarded the TCG survey link message with an encouraging note to their members from their leadership. INDC sent the link to 910 members and AFP sent 300 emails. A total of 1428 emails were sent. A reminder email was sent to the same list on February 3, 2006.

Postcards were sent to 381 individuals from the GuideStar list and 2,520 individuals on the AFP list. A total of 2,627 postcards were sent. Because of a delay in the bulk mailing process, postcards did not begin arriving at their destination until February 9<sup>th</sup>.

The survey was live on [surveymonkey.com](http://surveymonkey.com) from January 27 – February 12, 2006. There were **256 responses**. Based on the number of emails sent, this is a **17.9% response rate**.

Consultants from The Collins Group met on February 16, 2006 to review and analyze the data.



## IV. SUMMARY OF SURVEY RESPONSES

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Two hundred and fifty-six professional nonprofit leaders participated in the 2006 Idaho Nonprofit Resources Survey. Not all respondents completed the entire questionnaire.

### 1. What sector does your organization represent? (choose one)

There were 256 respondents.

Human Services	22.3%
Arts, Culture, and Humanities	18.8%
Environment/Animals	11.3%
Education	10.9%
Other	10.9%
Public/Society Benefit	9.4%
Health	9.4%
Foundations	3.5%
Religion	3.1%
International Affairs	.4%

### 2. In what service area do you operate?

The greatest service area was the Southwest Idaho (32%). 26.4% of respondents were from organizations that served the entire state. The remaining breakdown was North Idaho at 15.6%, Central/South Central Idaho at 13.6%, and Eastern/Southeast Idaho at 12.4%

### 3. How old is your organization?

Nearly 70% of the organizations reported being 11 years or older.

Over 25 years	38.4%
11-25 years	31.4%
6-10 years	13.7%
2-5 years	11%
Less than 2 years	5.5%

### 4. What is your organization's annual budget?

59.9% have annual budgets under \$500K; 40.1% had budgets over \$500K.  
31.7% overall said their budget was under \$100K



<b>Budget</b>	<b>Percent</b>
Less than 100K	<b>31.7</b>
100 – 250K	15.3
250-500K	12.9
500K-1M	12.9
1 - 2M	12.4
2-10M	12
Over 10M	2.8

<b>Sector</b>	<b>Top Budget Category</b>	<b>Percent</b>
Arts, Culture, and Humanities	Less than 100K	37.5
Education	Less than 100K 100-250K 250-500K	22 each
Environment/Animals	Less than 100K	24
Foundations	Less than 100K	50
Health	Less than 100K	26
Human Services	Less than 100K	26.6
Public/Society Benefit	Less than 100K	56.5
Religion	Less than 100K	50
Other	Less than 100K	32

**5. What approximate percentage of your expenses are allocated to:**

Management	24%
Fundraising	11%
Program Services	<u>67%</u>
	102%

**6. What is your fundraising goal for the current year?**

79.3% identified an annual fundraising goal of \$500K or under; with the highest percentage (49.2%) having a goal under \$100K. Only 20.7% identified a goal of over \$500K.

**7. What percent of your total revenue does this represent?**

For 80%, this represents 10% or more of their total revenue.

The extremes are on either end:

- For 20%, it represents 10% or under
- For 27.1%, it represents 90% and over of their revenue



	# of responses	Percent
under 10 percent	45	20
10 - 19 percent	24	10.7
20 - 29 percent	10	4.4
30- 39 percent	14	6.2
40 - 49 percent	18	8
50 - 59 percent	11	4.9
60 - 69 percent	14	6.2
70 - 79 percent	11	4.9
80 - 89 percent	17	7.6
<b>90 - 100 percent</b>	<b>61</b>	<b>27.1</b>
	<b>225</b>	<b>100</b>

8. What is the percentage change from the prior year?

	# of responses	Percent
-1 and under	13	5.9
<b>None/same</b>	<b>103</b>	<b>46.4</b>
<b>.5 – 10 %</b>	<b>56</b>	<b>25.2</b>
11 – 20%	23	10.4
21 – 30 %	6	2.7
Over 30%	2	.9
40%	0	0
50%	3	1.4
Over 50%	16	7.2
	<b>222</b>	<b>100.1</b>

Over 70% reported that their percent of fundraising revenue has either stayed the same or increased up to 10%.

9. Since 2003, how has giving to your organization changed?

Annual Fund:

<b>Grown</b>	<b>38%</b>
Held Steady	26%
Decreased	12%
N/A	<u>25%</u>
	101% (232)

Major Gifts:

<b>Grown</b>	<b>36%</b>
Held Steady	27%
Decreased	13%
N/A	<u>24%</u>
	100% (234)

Events:

<b>Grown</b>	<b>45%</b>
Held Steady	29%
Decreased	7%
N/A	<u>19%</u>

Planned Giving:

Grown	16%
Held Steady	22%
Decreased	5%
<b>N/A</b>	<b><u>57%</u></b>



101 % (234)

100% (231)

**10. Are you currently conducting a capital or endowment campaign?**

18.1% of respondents are currently conducting a capital or endowment campaign.

**11. If yes, what is your fundraising goal?**

39.5% of those currently conducting a campaign have a goal of \$1M or higher. The highest percentage of respondents identified a goal of under \$250K (39.2%).

**12. Would you describe your campaign as on track, behind schedule, or ahead of schedule?**

62.6% report their campaign is either on or ahead of schedule. 37.3% say they are behind schedule.

**13. If you are not currently conducting a campaign, do you see yourself doing so within the next two years?**

Of those not currently conducting a campaign, 62 of 102 respondents said they saw themselves doing so within two years (60.8%).

**14. Has your organization entered into a merger or strategic alliance with another nonprofit in the past year?**

20.2% of respondents (79 of 247) have entered into a merger or strategic alliance with another nonprofit in the last year.

**15. Are you considering such an arrangement in the next year?**

Nearly one-third (32.4%) are considering doing so within the next year (79 of 244 respondents).

**16. Have you had to decrease services to meet financial challenges in the last two years?**

In order to answer financial challenges, 25.2% have had to decrease services over the past two years. The three-quarters majority (74.8%) has not had to do so.

**17. With gifts you are currently receiving, do you see:**

- Average gift is smaller with less donors**
- Average gift is smaller with more donors**
- Average gift is larger with less donors**
- Average gift is larger with more donors**
- Size of gifts and number of donors are steady**



- 34.5% report that the size of gifts and number of donors are remaining steady.
- 39.9% report that their average gift is larger
  - Of that total, 64.5% report a larger gift and more donors, while 35.5% reports a larger gift with less donors
- 25.6% of the respondents report that their average gift is smaller
  - Of that total, 41.3% say the gift is smaller with more donors and the remaining 58.7% says the gift is smaller with less donors

**18. Please rank the top three funding sources you would like to increase:**

Respondents ranked their top three priorities as:

- 1<sup>st</sup> priority: Foundation/corporate support
- 2<sup>nd</sup> priority: Donor/membership base
- 3<sup>rd</sup> priority: Number and size of major gifts

**19. What public policy issues are important or of concern to your organization? Pick the top three, please.**

223 respondents identified their top three areas of highest public policy issue of concern to organizations as:

- Cost of employee health care increases (52.9%)
- Efforts to increase the government regulation of nonprofits (51.6%)
- Limits on administrative costs (29.1%)

	<b>Responses</b>	<b>Percent</b>
Proposals to include outcomes on form 990s	36	16.1
<b>Limits on administrative costs</b>	<b>65</b>	<b>29.1</b>
<b>Efforts to increase government regulation of nonprofits</b>	<b>115</b>	<b>51.6</b>
Tax reform (local, state, federal)	63	28.3
Faith-based initiatives	28	12.6
Lack of transparency in contracting with the government	17	7.6
Reimbursement rates for government contracts	28	12.6
<b>Employee healthcare cost increases</b>	<b>118</b>	<b>52.9</b>
Costs of other types of insurance	57	25.6
Other	48	21.5

**20. What was the approximate percentage of revenue received from the following sources in the last fiscal year? (must add up to 100)**



217 respondents

<b>Category</b>	<b>Percent</b>
Earned income	15.9
Federal	14.9
State/Local	11.5
Fee for Services	14.5
Endowment Earnings/Interest	6.2
Contributed income other than events	24.6
Special Events	12.1
	99.7

**21. What are the top three areas in which your organization needs to improve/employ in order to enhance your fundraising program?**

Respondents (237) ranked their top three priorities as:

- 1<sup>st</sup> priority: Identifying and attracting new donors
- 2<sup>nd</sup> priority: Increasing the number and size of major gifts
- 3<sup>rd</sup> priority: Grantwriting

**22. Has your organization employed the services of a fundraising consultant in the past 3-5 years?**

Out of 246 respondents, 54 (22%) has employed the services of a fundraising consultant in the past 3-5 years.

**23. If yes, in which areas did the consultant's recommendations produce benefits?**

Of those respondents (53), they identified the consultant's recommendations as being beneficial in:

- Board participation in fundraising (35.3%)
- Implementing a capital/endowment campaign (30.2%)
- Tie between number and size of major gifts and clarification of vision/project (26.4%)

5.7% reported recommendations did not produce results and 1.9% did not implement the consultant's recommendations.

**24. In the next 3-5 years, in what areas or for what purposes would you anticipate using fundraising counsel?**

In the next 3-5 years, respondents (205) anticipated using counsel for:

- Fundraising training (43.9%)
- Capital/endowment campaigns (43.4%)
- Major gifts (41.5%)



Closely following the top three was board development and training at 36.1%, and strategic planning at 34.1%. 15.6% identified campaign feasibility studies as a reason to hire counsel.

Executive Directors/CEOs identified their top three interests as:

- Fundraising training
- Capital/endowment campaigns
- Major gifts

VPs/Directors of Development identified their top three interests as:

- Capital/endowment campaigns
- Board development and training
- Campaign feasibility study

Board members identified their top three interests as:

- Fundraising training
- Board development and training/Major gifts (tie)
- Capital/endowment campaigns

Multiple responses could be checked.

**25. What are the top three areas in which you personally would like to improve your skills through professional development?**

Respondents (233) ranked their top three priorities as:

- 1<sup>st</sup> priority: Fund development  
2<sup>nd</sup> priority: Fund development/Board enhancement and training  
3<sup>rd</sup> priority: Program evaluation and assessment

Executive Directors/CEOs identified their top three priorities as:

1. Fund development
2. Fund development/Board enhancement and training
3. Program evaluation and assessment

VPs/Directors of Development identified their top three priorities as:

1. Fund development
2. Agency effectiveness and accountability/ Program evaluation and performance assessment
3. Program evaluation and performance assessment

Board members identified their top three priorities as:

1. Fund development/Board enhancement and training
2. Board enhancement and training
3. Program evaluation and performance assessment/Internal operations



and communication

**26. Do you personally or organizationally belong to any professional organization focusing on nonprofits?**

Of 79 respondents, 27.8% belonged to AFP. 74.7% belonged to “other” with a wide variety of organizations.

**27. In belonging to a membership association, I find the following options to be:**

Important  
Neutral  
Not important

- **Enhancing individual leadership for EDs**
- **Professional development for other leadership positions**
- **Networking events and opportunities with peers**
- **Establishing and publicizing sector standards of excellence**
- **Brokering group or preferred rates for professional services/products**
- **Providing information on issues, trends, oversight, and regulation**
- **Increasing the involvement and visibility of the nonprofit sector in community planning and decision making**
- **Public policy advocacy on issues that impact the whole sector**
- **Representing the nonprofit sector to the media**

All options, with the exception of “brokering group or preferred rates for professional services/products,” were rated “important.”

“Brokering group or preferred rates for professional services/products” was rated “neutral.”

**28. Is your organization experiencing difficulty filling and/or retaining key staff positions?**

29.2% of organizations reported difficulty in filling or retaining key staff positions.

**29. If so, why do you think?**

Of the 75 respondents who responded, 66.7% said it was the inability to pay a competitive wage and 30.7% said it was due to unstable funding.

**30. In the last 12 months, at what rate has your organization experienced staff turnover?**

- 51.7% reported no turnover in the past year.
- 26.7% of respondents reported slow turnover
- 13.1% reported steady turnover
- 8.5% reported a rapid rate of turnover

236 total respondents.



**31. Would you like more information about:**

**The Collins Group  
Idaho Nonprofit Development Center  
AFP Idaho Chapter**

80.3% of respondents were interested in receiving information about INDC; 49.6% each were interested in finding out more about The Collins Group and AFP Idaho Chapter.

**32. Our Executive Summary will be ready in March. Would you like to receive a copy via email?**

209 of 233 respondents have requested an executive summary when results are available.

**33. What title best fits your position?**

Executive Director/CEO	47.7%
VP/Director of Development	6.2%
Board Member	15.4%
CFO/Finance Manager	4.1%
Development Officer	7.1%
Operations Manager	5%
Executive/Admin Assistant	2.5%
Head of School/Educator	2.1%
Other	10%

**34. To be eligible to win a \$500 charitable grant from The Collins Group and/or receive an Executive Summary of the survey results, we'll need your contact information. (This information will not be distributed or sold to other entities.)**

231 entered the drawing for the \$500 charitable grant.



## V. SIGNIFICANT FINDINGS AND ANALYSIS

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Organizations reported an average of 11% of their total costs dedicated to fundraising. Program services were the largest cost, taking up 67% and Management accounted for 24%.

Slightly over 79.3% identified an annual fundraising goal of \$500,000 or under, with nearly half of the respondents (49.2%) having a goal of under \$100,000. Only 20.7% identified a goal over \$500,000.

Over half the responding organizations reported that fundraising accounted for over 40% of their total revenue. The remaining revenue was divided fairly evenly between fees for service and government support. For 27.1% of responding organizations, fundraising represents over 90% of their total revenue.

Most of the responding organizations are either keeping the number of donors and gifts steady or moving them up slowly. They are seeing larger gifts whether they have gained or lost donors. In the last two years, 45% have seen a significant growth in special events with annual funds (28%) and major gifts (36%) close behind. Donor acquisition has been relatively modest over the last two years which accounts for the identification of new donors as a top organizational priority. The increase in size of gifts seems to have sparked interest in growing the size and number of major gifts. The third tier priority, grantwriting, is the most interesting, however. This was not a priority in Washington or Oregon. Respondents also named foundation and corporate support as their number one priority for potentially increased funding sources.

The majority of organizations (74.8%) responded that they did not need to decrease their services in the last two years in order to meet financial challenges. In the human services sector, however, 36% of organizations reported having to decrease services, followed by arts, cultural, and humanities organizations (33%). Regionally, North Idaho reported the highest percentage of decreased services (37%).

Approximately 30% of total respondents, across sectors and regions, reported issues with retaining staff. In the arts, cultural, and humanities sector, however, the percentage was significantly higher at 48%.

When asked if they had entered into a merger or strategic alliance with another nonprofit, 20.2% reported they had and nearly a third said they were considering doing so within the next year. In the for-profit arena, mergers take place when a thriving company wants to acquire a flourishing, competing, or complementary business to solidify their base. In the nonprofit sector, mergers or strategic alliances seem to happen when two organizations unite to provide more comprehensive services to more people, and reduce duplicative efforts and/or expenses.

While only 18.1% of respondents said they were currently conducting a capital or endowment campaign, 60.8% said they were considering one within the next two years. This seems to indicate a certain degree of faith in a steadily growing economy.



## VII. STUDY APPENDICES

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## A. STUDY PARTICIPANTS

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Emails were sent to 1,428 individuals and postcards to an overlapping 2,627 at nonprofit organizations across Idaho. Every effort was made to address the postcard to the organization's executive director, chief development officer, or chief financial officer. If the recipient of the postcard was not that person, they were asked to forward the message.

Two hundred and fifty-six individuals responded to the survey. Of the 241 respondents who identified themselves by position (question 33), there were:

115	Executive Director/CEO	47.7%
15	VP/Director of Development	6.2%
37	Board Member	15.4%
10	CFO/Finance Manager	4.1%
17	Development Officer	7.1%
12	Operations Manager	5%
6	Executive/Admin Assistant	2.5%
5	Head of School/Educator	2.1%
24	Other	10%



## B. SAMPLE INVITATION POSTCARD AND EMAIL

### Informational side

# 2006 Idaho Nonprofit Resources Survey

Would you like to know how trends are impacting the nonprofit sector in Idaho? How your fellow nonprofits are raising money in this economic climate? The types of funding resources available to help them fulfill their missions? What issues their leaders consider the most important?

We invite you to invest 10 minutes and complete the 2006 Idaho Nonprofit Resources Survey. The survey is located online only until February 10, 2006 at <http://www.surveymonkey.com/s.asp?u=366291656868>.

**By completing the survey, you will enter a drawing to win a \$500 charitable grant to your organization.** Results will be announced at the AFP Idaho Chapter Conference on March 1 and will be emailed to survey participants upon request.

Beth Markley, President  
AFP Idaho Chapter  
[www.afpnet.org](http://www.afpnet.org)



Aggie Sweeney, CEO  
The Collins Group  
[www.collinsgroup.com](http://www.collinsgroup.com)

the collins group



Betsy Dunklin, Executive Director  
Idaho Nonprofit Development Center  
[www.idahononprofits.org](http://www.idahononprofits.org)



### Address side

the collins group



501 E. Pine St., Ste 201  
Seattle, WA 98122

PRSR STD  
U.S. POSTAGE  
PAID  
SEATTLE WA  
PERMIT NO. 5350

#### For a 10 minute investment you can get:

1. **Insight into trends in the Idaho nonprofit sector**
2. **A peek into what's on the minds of your fellow executives**
3. **An idea of what fundraising challenges your peers face**
4. **A chance to win \$500 for your agency to use any way you please**

**Intrigued?**



**Email Sent:**

Hello Friends and Colleagues:

Would you like to know how trends are impacting the nonprofit sector in Idaho? How your fellow nonprofits are raising money in this economic climate? The types of funding resources available to help them fulfill their missions? What issues their leadership considers the most important?

We invite you to invest 10 minutes and complete the 2006 Idaho Nonprofit Resources Survey. Here is a link to the survey:

<https://www.surveymonkey.com/s.asp?A=111863586E7499>

By completing the survey, you will enter a chance to win a \$500 charitable grant for your organization. Please complete the survey by February 10th. Results will be presented at the AFP Idaho Conference on March 1 and available by email.

We encourage your organization's CEO or Chief Development Officer to complete the online survey. If you have any questions, please feel free to contact either one of us. Thank you!

Sincerely,

Aggie Sweeney  
CEO  
The Collins Group

Betsy Dunklin  
Executive Director  
INDC

Beth Markley  
President  
AFP Idaho

Please note: If you do not wish to receive further emails from us, please click the link below, and you will be automatically removed from our mailing list. <http://www.surveymonkey.com/r.asp?A=111863586E7499>



## C. CROSS-TABULATIONS

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### Sector and Annual Budget Cross-tab (249)

Arts, Culture, and Humanities	48 total
Less than 100K	18
100-250K	10
250-500K	4
500K-1M	6
1-2M	6
2-10M	4
Education	28 total
Less than 100K	6
100-250K	6
250-500K	6
500K-1M	3
1-2M	2
2-10M	5
Environment/Animals	29 total
Less than 100K	7
100-250K	6
250-500K	3
500K-1M	6
1-2M	3
2-10M	4
Foundations	7 total
Less than 100K	3
100-250K	1
1-2M	1
2-10M	1
More than 10M	1
Health	23 total
Less than 100K	6
100-250K	2
250-500K	1
500K-1M	2
1-2M	3
2-10M	5



Over 10M	4
Human Services	54 total
Less than 100K	12
100-250K	4
250-500K	9
500K-1M	9
1-2M	10
2-10M	8
Over 10M	2
International Affairs	1 total
Less than 100K	1
Public/Society Benefit	23 total
Less than 100K	13
100-250K	5
250-500K	2
500K-1M	2
1-2M	1
Religion	8 total
Less than 100K	4
100-250K	2
250-500K	2
Other	28 total
Less than 100K	9
100-250K	2
250-500K	5
500K-1M	4
1-2M	5
2-10M	3

### **Sector and Difficulty Retaining Staff Cross-tab (258)**

Arts, Culture, and Humanities	58 total
No	30
Yes	28
Education	31 total
No	23
Yes	8



Environment/Animals                      28 total  
    No     19  
    Yes     9

Foundations    5 total  
    No     3  
    Yes     2

Health            25 total  
    No     27  
    Yes    12

Human Services        53 total  
    No     40  
    Yes    13

Public/Society Benefit        23 total  
    No     18  
    Yes     5

Religion         8 total  
    No     6  
    Yes     2

Other            27 total  
    No     21  
    Yes     6

**Region and Difficulty Retaining Staff Cross-tab (245)**

Central/Southcentral ID        33 total  
    No     20  
    Yes    13

Easter/Southeastern ID        31 total  
    No     23  
    Yes     8

North ID         36 total  
    No     22  
    Yes    14

Southwest ID    75 total  
    No     54



Yes 21

Statewide 70 total

No 48

Yes 12

### **Sector and Decreased Services Cross-tab (244)**

Arts, Culture, and Humanities 45 total

No 30

Yes 15

Education 28 total

No 20

Yes 8

Environment/Animals 29 total

No 27

Yes 2

Foundations 6 total

No 5

Yes 1

Health 23 total

No 20

Yes 3

Human Services 55 total

No 35

Yes 20

Public/Society Benefit 23 total

No 19

Yes 4

Religion 8 total

No 8

Yes 0

Other 27 total

No 20

Yes 7



### **Region and Decreased Services (240)**

Central/Southcentral Idaho 34 total  
No 29  
Yes 5

Eastern/Southeastern ID 31 total  
No 26  
Yes 5

North ID 37 total  
No 23  
Yes 14

Southwest ID 77 total  
No 57  
Yes 20

Statewide ID 61 total  
No 43  
Yes 18