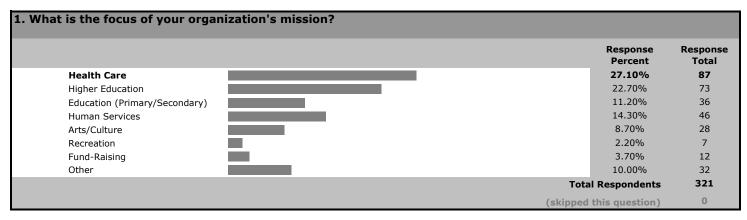
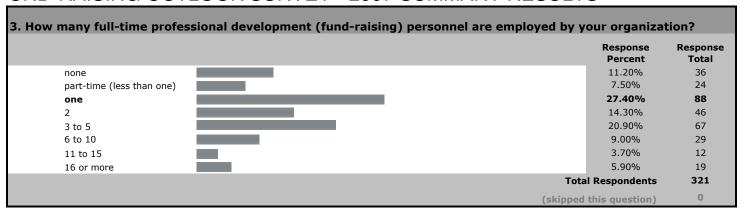
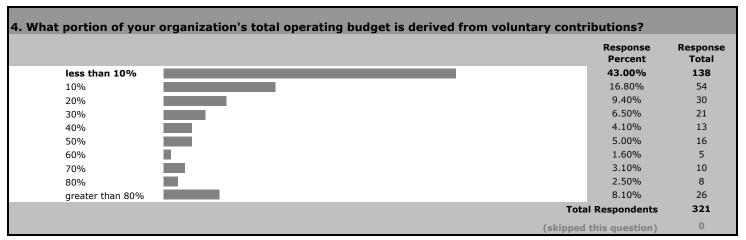
#### 1. Basic Information

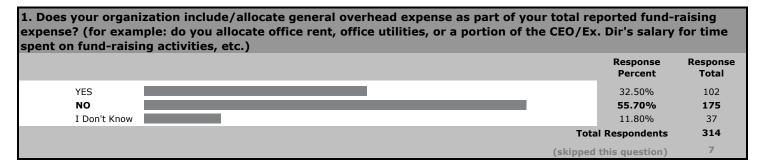


	Response Percent	Response Total
less than \$500,000	14.30%	46
between \$500,000 and \$1.0 million	7.80%	25
\$1.1 Million - \$2.0 Million	11.20%	36
\$2.1 Million - \$3.0 Million	7.50%	24
\$3.1 Million - \$5.0 Million	6.90%	22
\$5.1 Million - \$10 Million	10.60%	34
\$10.1 Million - \$20 Million	10.60%	34
\$20.1 Million - \$50 Million	12.50%	40
More than \$50 Million	18.70%	60





#### 2. Operations

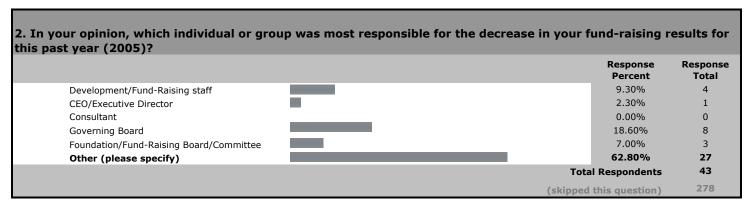


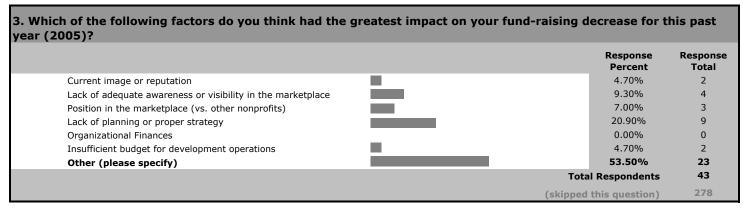
	affiliated) organization pay for any portion of your total fund-raising oper be hospital pay the salaries of the foundation staff?)	ational expens	e? (For
		Response Percent	Response Total
YES		23.90%	75
NO		75.50%	237
I don't know		0.60%	2
	To	tal Respondents	314
	(skippe	ed this question)	7

paring fund-rais	ing results in the current year (calendar or fiscal) with the last, did your organization	on raise
	Response Percent	Response Total
A Lot More!	10.20%	32
More	47.50%	149
About the same	28.70%	90
Less	12.10%	38
Significantly Less!	1.60%	5
	Total Respondents	314
	(skipped this question)	7

#### 3. Why did results decline

1. Do you believe tl	his years fund-raising results are part of a discernable trend?	
	Response Percent	Response Total
Yes	15.90%	7
No	56.80%	25
I don't know	27.30%	12
	Total Respondents	44
	(skipped this question)	277





## 4. Why did your fund-raising results improve

1. Do you helieve th	nat this year's fund-raising results are part of a discernable trend?		
in bo you believe ti	are this year 5 fana faishig results are part of a discernable trena.	Response Percent	Response Total
Yes		43.60%	78
No		27.90%	50
I don't know		28.50%	51
	Tota	al Respondents	179
	(skipped	this question)	142

our opinion, which individual or group was most responsil st year (2005)?	one for the increase in your fund-raising re	suits ioi
	Response Percent	Response Total
Development/Fund-Raising Staff	50.90%	90
CEO/Executive Director	14.10%	25
Consultant	2.30%	4
Governing Board	6.80%	12
Foundation/Fund-Raising Board/Committee	9.00%	16
Other (please specify)	17.00%	30
	Total Respondents	177
	(skipped this question)	144

thich of the following factors do you think had the greatest impact on the increase in your fund-raising rechis past year (2005)?				
is past year (2005):		Response Percent	Response Total	
An improved image or reputation		7.40%	13	
Greater awareness or visibility for the organization		21.70%	38	
Improved position in the marketplace (vs. other nonprofits)		1.70%	3	
Careful planning and proper strategy		51.40%	90	
Organizational Finances		0.00%	0	
Sufficient or increased budget for development operations		5.10%	9	
Other (please specify)		12.60%	22	
		Total Respondents	175	
		(skipped this question)	146	

#### 5. Operational Results

1. Roughly, how much voluntary support (gifts, grants. and pledges payable in this past fiscal/calendar year) of your organization receive last year?			
	Total Gifts, Grants, Pledges	\$1.2 billion	
	Total Respondents	294	
	(skipped this question)	27	

2. For your next budget year, do you anticipate that your organization will raise more or less than this year?				
	Response Percent	Response Total		
More	59.70%	176		
About the Same	31.20%	92		
Less	9.20%	27		
	Total Respondents	295		
(sk	ipped this question)	26		

#### 6. The Marketplace

1. Competition is a factor for all organizations. Please indicate those areas where you believe your organization is experiencing more or less competition?

organization is experiencing more or less competition:					
	More	About the Same	Less	Not Applicable	Response Total
Competition for service delivery/clients/customers	33.2% (96)	50.9% (147)	6.2% (18)	9.7% (28)	289
Competition for donors/contributions	66.8% (193)	30.8% (89)	1.7% (5)	0.7% (2)	289
Awareness/visibility of your services	34.3% (99)	57.1% (165)	7.3% (21)	1.4% (4)	289
Enlisting board members (leaders)	30.1% (87)	59.2% (171)	8.0% (23)	2.8% (8)	289
Competition identifying and enlisting volunteers	32.2% (93)	55.7% (161)	7.6% (22)	4.5% (13)	289
Internal competition for budgeted resources	31.1% (90)	50.9% (147)	6.2% (18)	11.8% (34)	289
Competition for qualified fund-raising professionals	28.4% (82)	40.8% (118)	6.6% (19)	24.2% (70)	289 289
				tal Respondents d this question)	32

#### 7. Plans & Expectations

1. What factor(s) do you think will be most crucial to your organization's fund-raising growth and advancement in this year (2006)? (select all that apply)			
	Response Percent	Response Total	
Image/reputation	53.20%	151	
Awareness/visibility	66.60%	189	
Position in the marketplace (vs. other nonprofits)	39.10%	111	
Planning & strategy	77.10%	219	
Organizational finances	20.40%	58	
Budget for development	32.40%	92	
Other (please specify)	9.90%	28	
	Total Respondents	284	
	(skipped this question)	37	

2.	What will be the greatest challenges for your organization in the future?	
	(Open ended written responses received.)	
	Total Respondents	260
	(skipped this question)	136

3. What specific initiatives are you planning or considering for this year (2006)?					
	Yes	Perhaps	No	Don't Know	Response Total
Planning study	24.1% (59)	14.7% (36)	57.1% (140)	4.1% (10)	245
Capital campaign	42.7% (112)	16.0% (42)	39.3% (103)	1.9% (5)	262
Strategic planning process	58.4% (149)	17.6% (45)	22.0% (56)	2.0% (5)	255
Board development program	46.6% (117)	27.1% (68)	20.3% (51)	6.0% (15)	251
Development of a new case for support	48.0% (122)	24.0% (61)	24.4% (62)	3.5% (9)	254
Development of new marketing communications	54.9% (145)	31.8% (84)	11.4% (30)	1.9% (5)	264
A branding/positioning campaign	31.1% (78)	30.7% (77)	32.3% (81)	6.0% (15)	251
Internet/online giving	51.7% (135)	25.3% (66)	18.8% (49)	4.2% (11)	261
New or redesigned website/portal	52.7% (135)	20.7% (53)	23.4% (60)	3.1% (8)	256
Updating or expanding information technology (e.g., donor software/hardware)	34.3% (84)	22.9% (56)	39.6% (97)	3.3% (8)	245
Other	15.2% (12)	12.7% (10)	15.2% (12)	57.0% (45)	79
	Total Respondents				281
(skipped this question)					40