

Center for Volunteer and Nonprofit Leadership  
Economic Impact Survey Summary Report  
October – December 2008



<b>Has your organization's revenue changed during the last quarter (October 1-December 31, 2008) compared to the same period last year?</b>		
<b>Answer Options</b>	<b>Response Frequency</b>	<b>Response Count</b>
Revenue increased more than 10%	12.8%	11
Revenue increased slightly 0-9%	11.6%	10
Revenue remained level	23.3%	20
Revenue decreased slightly 0-9%	31.4%	27
Revenue decreased more than 10%	20.9%	18
<i>answered question</i>		<b>86</b>
<i>skipped question</i>		<b>2</b>

<b>What specific changes in funding did you experience during this three month period? (Choose all that apply)</b>		
<b>Answer Options</b>	<b>Response Frequency</b>	<b>Response Count</b>
Increase in donation by individuals	25.3%	21
Decrease in donations by individuals	44.6%	37
Increase in state and local government funding	2.4%	2
Delay in receiving committed state grants due to the delay in the approval of California State Budget	21.7%	18
Decrease in state and local government funding	14.5%	12
Increase in federal government funding	1.2%	1
Decrease in federal government funding	2.4%	2
Increase in corporate and foundation giving	10.8%	9
Decrease in corporate and foundation giving	33.7%	28
Increase in fees and other earned income	8.4%	7
Decrease in fees and other earned income	22.9%	19
Other (See responses below)	24.1%	20
<i>answered question</i>		<b>83</b>
<i>skipped question</i>		<b>5</b>

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**Which of the following changes have you and your organization’s governing board already made (in last 6 months) or are you considering making?  
 Check all that apply**

<b>Answer Options</b>	<b>Response Frequency</b>	<b>Response Count</b>
Reduce staff hours	39.1%	34
Dedicate more staff time to fundraising	29.9%	26
Increase board’s fundraising activities	43.7%	38
Eliminate programs	11.5%	10
Reduce services	16.1%	14
Increase services in response to increased demand	16.1%	14
Reduce non-personnel expenses	43.7%	38
Tap lines of credit	8.0%	7
Use reserve to cover current budget	33.3%	29
Review or reallocate our financial assets and investments	16.1%	14
Look for new streams of revenue	62.1%	54
Delay planned initiatives	17.2%	15
Planning no actions, our revenue looks good	4.6%	4
Merger or close	2.3%	2
Other (See responses below)	14.9%	13
<i>answered question</i>		<b>87</b>
<i>skipped question</i>		<b>1</b>

**During the last six months, has your organization experienced an increase in demand for services that you would attribute to the economic downturn?**

<b>Answer Options</b>	<b>Response Frequency</b>	<b>Response Count</b>
Yes, we have experienced a significant increase in demand	22.4%	19
Yes, we have seen a small increase in demand	28.2%	24
No, demand has remained unchanged	42.4%	36
No, demand for our services has declined	7.1%	6
<i>answered question</i>		<b>85</b>

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If you have experienced an increase in demand, has your organization been able to meet the demand?		
Answer Options	Response Frequency	Response Count
Yes	63.6%	28
No	36.4%	16
<i>answered question</i>		44
<i>skipped question</i>		44

Describe your feeling or forecast about the overall prospects for your organization in 2009.		
Answer Options	Response Frequency	Response Count
Very optimistic	4.8%	4
Optimistic	70.2%	59
Pessimistic	22.6%	19
Very pessimistic	2.4%	2
<i>answered question</i>		84
<i>skipped question</i>		4

Categorize your organization's primary area of service (select one)		
Answer Options	Response Frequency	Response Count
Arts, Culture, and Humanities	21.0%	17
Education	9.9%	8
Environment and animals	6.2%	5
Foundations, Supporting Organizations, Giving Programs	3.7%	3
Health	11.1%	9
Human services	21.0%	17
International	0.0%	0
Mutual/membership benefit	1.2%	1
Public and Societal Benefit	2.5%	2
Religion	2.5%	2
Other	21.0%	17

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**What specific changes in funding did you experience during this three month period?**

- Decrease in membership renewals in our organization
- Increase in local funding temporary: has fallen off in 2009
- Significant increase in funding from a single funder- one time.
- We have one fundraising event per year. This year we held it in Oct. and increased it scope. This increased the work for our all volunteer staff but it also doubled our income.
- Earned income increased because we invoiced two weeks earlier than usual.
- Foundation grant held up and is uncertain
- Received two significant bequests (over \$200K each) one in Oct and one in Dec. First bequests over \$100K in 4 years.
- Decrease in private sector donations
- We prepared our budget for a 10% cut from State, but instead it was a 19% cut, and most of that payment is delayed.
- We will have information about individual donations next week for that time period.
- We have been using events to raise funds
- Significant drop in sales of both artwork and cards & books.
- Stock giving down
- Have been told by foundations and corporations to expect a decrease in funding for the coming year.

**Which of the following changes have you and your organization's governing board already made (in last 6 months) or are you considering making?**

- While revenue for 2008 slightly increased and forecasts for revenue in 2009 appear to continue to increase due to increased demand, we are still reviewing all expenses as well as other revenue generation to prepare ourselves for potential underperformance in some sectors.
- Closed one of our offices; now have five instead of six
- No overtime for staff
- We only implement funded programs, so if we don't have funding we don't do it.

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- Closed our art gallery which we had maintained for 31 years.
- Layoffs
- We are already running as lean as we can and delaying projects until funds are received
- I am no longer taking a salary, as Director, but that has nothing to do with the current economic situation, rather it is a natural part of the lessening of our internal monies, and it was bound to happen over time.
- Initiated planning based on various budget scenarios.
- Continue with capital fundraising
- Leaving a management position unfilled and distributing job responsibilities among remaining management staff.
- Request that recipients of our programs help support the costs.