

**Marin Nonprofit Economic Impact Survey  
April – June 2009**



<b>Has your organization's revenue changed during the last quarter (April 1 - June 30, 2009) compared to the same period last year?</b>		
<b>Answer Options</b>	<b>Response Percent</b>	<b>Response Count</b>
Revenue increased more than 10%	5.7%	2
Revenue increased slightly 0-9%	11.4%	4
Revenue remained level	22.9%	8
Revenue decreased slightly 0-9%	20.0%	7
Revenue decreased more than 10%	40.0%	14
<i>answered question</i>		<b>35</b>
<i>skipped question</i>		<b>1</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 Percent</b>	<b>Response Count</b>
Increase in donation by individuals	18.2%	6
Decrease in donations by individuals	51.5%	17
Increase in state and local government funding	6.1%	2
Delay in receiving committed state grants due to the delay in the approval of California State Budget	18.2%	6
Decrease in state and local government funding	36.4%	12
Increase in federal government funding	3.0%	1
Decrease in federal government funding	3.0%	1
Increase in corporate and foundation giving	6.1%	2
Decrease in corporate and foundation giving	39.4%	13
Increase in fees and other earned income	12.1%	4
Decrease in fees and other earned income	27.3%	9
Other	15.2%	5
<i>answered question</i>		<b>33</b>
<i>skipped question</i>		<b>3</b>

<b>Which of the following changes have you and your organization's governing board already made (in last 12 months) or are you considering making? Check all that apply</b>		
<b>Answer Options</b>	<b>Response Percent</b>	<b>Response Count</b>
Reduce staff hours	52.8%	19
Dedicate more staff time to fundraising	27.8%	10
Increase board's fundraising activities	55.6%	20
Eliminate programs	11.1%	4
Reduce services	22.2%	8
Increase services in response to increased demand	8.3%	3
Reduce non-personnel expenses	55.6%	20
Tap lines of credit	5.6%	2
Use reserve to cover current budget	41.7%	15

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Review or reallocate our financial assets and investments	8.3%	3
Look for new streams of revenue	69.4%	25
Delay planned initiatives	30.6%	11
Planning no actions, our revenue looks good	5.6%	2
Merger or close	2.8%	1
Other	11.1%	4
<b><i>answered question</i></b>		<b>36</b>
<b><i>skipped question</i></b>		<b>0</b>

**During the last twelve 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 Percent</b>	<b>Response Count</b>
Yes, we have experienced a significant increase in demand	33.3%	12
Yes, we have seen a small increase in demand	30.6%	11
No, demand has remained unchanged	30.6%	11
No, demand for our services has declined	5.6%	2
<b><i>answered question</i></b>		<b>36</b>
<b><i>skipped question</i></b>		<b>0</b>

**If you have experienced an increase in demand, has your organization been able to meet the demand?**

<b>Answer Options</b>	<b>Response Percent</b>	<b>Response Count</b>
Yes	63.6%	14
No	36.4%	8
<b><i>answered question</i></b>		<b>22</b>
<b><i>skipped question</i></b>		<b>14</b>

**Describe your feeling or forecast about the overall prospects for your organization in the next year.**

<b>Answer Options</b>	<b>Response Percent</b>	<b>Response Count</b>
Very optimistic	5.6%	2
Optimistic	58.3%	21
Pessimistic	25.0%	9
Very pessimistic	11.1%	4
<b><i>answered question</i></b>		<b>36</b>
<b><i>skipped question</i></b>		<b>0</b>

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

- An unexpected estate gift, which allowed us to end the year with a surplus.
- Decrease in scrip & eScrip revenues
- Commissions from sales of artwork are down since we had to close our gallery in December 2008.
- Special Event Revenue (auctions, etc.) has declined significantly
- Decrease in fund raising events revenue

**Which of the following changes have you and your organization's governing board already made (in last 12 months) or are you considering making?**

- We shifted fundraising focus from the annual gala to individual donor solicitation.
- Cut management pay, no raises for line staff
- We added a new "Ask Letter" specifically for our annual operating expenses in July hoping to make up some of the % we are down.
- Spent more time on budget issues, advocating on the state level to prevent cde cuts, rather than on program issues