

Martha's Vineyard Donors Collaborative Survey of Non-Profits

APPENDIX I

Complete Survey (56 responses)

Did total contributions to your organization increase, decrease, or stay about the same between October 2008 and March 2009, compared to the same period a year earlier?

	National %	Vineyard %	VINEYARD		Vineyard
			Over \$25K	Under \$25K	H & HS
Total contributions increased modestly	16	21	26	11	29
Total contributions increased greatly	4	5	8	0	0
Total increased	20	26	34	11	29
Total contributions decreased modestly	31	36	32	44	21
Total contributions decreased greatly	21	20	18	22	43
Total decreased	52	56	50	66	64
Total contributions stayed about the same	27	16	16	17	7
Don't know	1	1	0	6	0
Total	100	99	100	100	100

What factors caused total contributions to decrease? (Select all that apply)

	National %	Vineyard %	VINEYARD	
			Over \$25K	Under \$25K
Gifts from individuals were smaller	71	59	81	23
Fewer individuals gave	71	56	62	46
Government grants were smaller	13	26	14	46
Government grants were discontinued	8	12	10	15
Private foundation grants were smaller	34	29	48	0
Private foundation grants were discontinued	23	15	14	15
Corporate gifts were smaller or discontinued	64	21	24	15
Other	7	0	0	0
Don't Know	1	3	0	8

Did demand for your organization's services increase, decrease, or stay about the same between October 2008 and March 2009, compared to the same period a year earlier?

	National %	Vineyard %	VINEYARD		Vineyard
			Over \$25K	Under \$25K	H & HS
Demand for our services increased modestly	32	30	32	28	50
Demand for our services increased greatly	27	16	13	22	21
Total increased	59	46	45	50	71
Demand for our services decreased modestly	4	7	5	11	0
Demand for our services decreased greatly	2	0	0	0	0
Total decreased	6	7	5	11	0
Demand for services stayed about the same	34	45	50	33	29
Don't know	1	2		6	0
Total	100	100	100	100	100

How does your 2009 annual budget compare to your 2008 budget?

	National %	Vineyard %	VINEYARD		Vineyard
			Over \$25K	Under \$25K	H & HS
Budget increased modestly	32	34	37	28	36
Budget increased greatly	6	11	13	6	14
Total increased	38	45	50	34	50
Budget decreased modestly	22	18	11	33	0
Budget decreased greatly	13	11	11	11	14
Total decreased	35	29	22	44	14
Budget stayed about the same	26	25	28	17	36
Don't know	1	1		5	0
Total	100	100	100	100	100

What measures have you used to reduce your budget? (Select all that apply)

	National %	Vineyard %	VINEYARD	
			Over \$25K	Under \$25K
Reduction in program activities/services	57	43	29	62
Salary freeze	45	20	35	0
Hiring freeze	37	17	24	8
Layoffs	30	23	29	15
Salary reduction	20	17	24	8
Reduction in employee benefits	20	7	12	0
Reduction in Hours	13	20	18	23
Other (please specify)	25	27	29	23

Is your organization in imminent danger of folding due to financial reasons?

	National %	Vineyard %	VINEYARD		Vineyard
			Over \$25K	Under \$25K	H & HS
Yes	8	2	0	6	0
No	86	93	95	89	100
Don't Know	6	5	5	5	0
Total	100	100	100	100	100

Do you expect to operate at or above break even:

	National %	Vineyard %	VINEYARD		Vineyard
			Over \$25K	Under \$25K	H & HS
This Year?	12	68	71	61	50
Next Year?	16	75	82	61	57
Have 1 mo. or less cash for op. exp.	31	23	26	17	14
Have 2-3 mos. ash for op. exp.	31	22	22	22	35
Have 4 or more mos. cash for op. exp.	38	46	44	50	43
Have 6 or more mos.cash for op. exp.	?	39	39	39	36