

## What Has Changed Since 2008

2008 brought many changes, both locally and nationally. In 2008, 134 agencies responded to the mailed survey and 153 responded in 2009. Results show 10 more agencies running campaigns in 2009 than in 2008, resulting in a campaign goal that has increased by 77%.

Six agencies reported completing campaigns in 2008. Four of those indicated that they reduced their overall campaign goal.



## Survey Results

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## 2009 Allen County Survey Results

The Community Foundation of Greater Fort Wayne conducts an annual capital campaign survey to gain insight on local funding requests for Allen County nonprofits. The 2009 Survey Results are enclosed as well as comparison data from last year's survey.

Survey results are self-reported by local nonprofits. Additional efforts were made to contact agencies who reported campaigning or planning campaigns in 2008. These additional contacts may account for the increase in survey participation.

Surveys were mailed to 307 nonprofit agencies. Out of those mailed, 153 responses (49.8%) were received. There are currently 31 campaigns being run. Nine agencies reported planning campaigns, and two agencies reported being in the very early stages of planning.

## Survey Coding

Agency results have been divided into five categories for evaluation purposes:

- **ARTS**  
Arts and Culture
- **CMTY**  
Community Development
- **EDUC**  
Education
- **H&HS**  
Health and Human Services
- **OTHR**  
Other Charitable Purposes

### Please note:

Campaign results are self-reported by local nonprofit agencies.

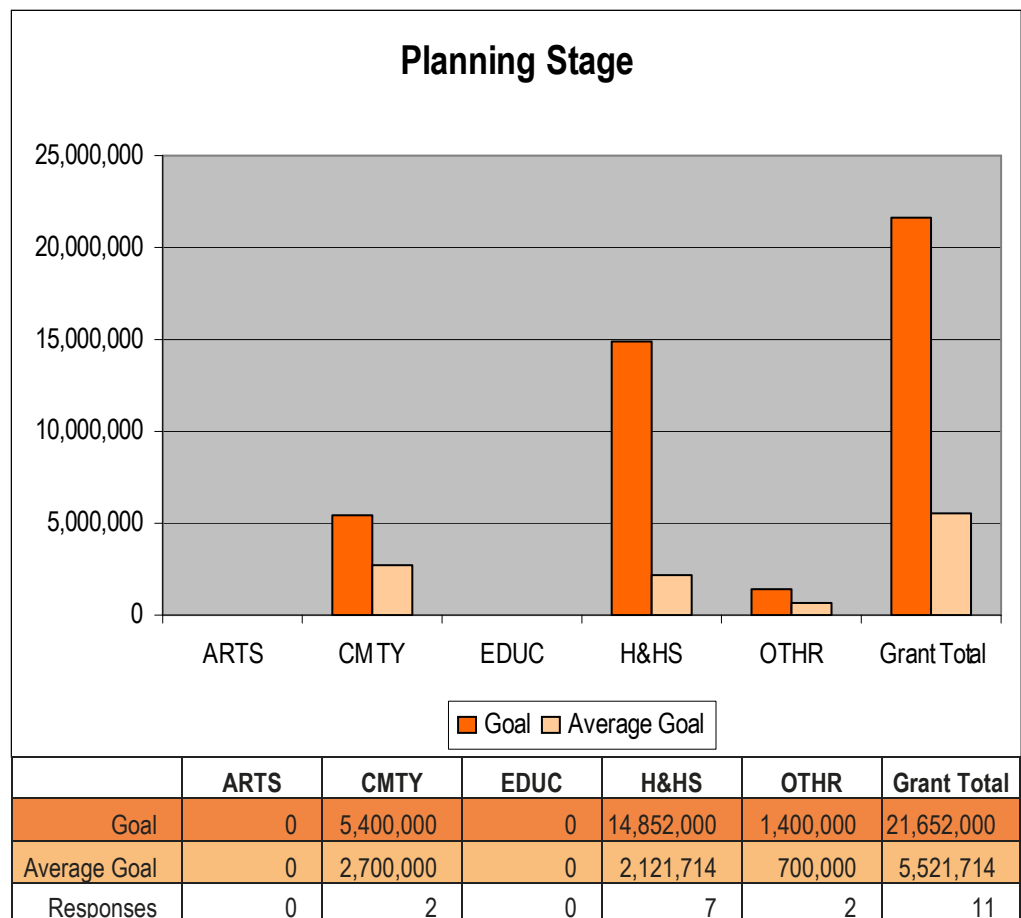


## Renaissance Pointe YMCA

Plans are still in place for the Renaissance Pointe YMCA. In order to be fiscally responsible, the agency reconsidered their original campaign goal of approximately \$9.5 million based on current economic challenges, and reduced their campaign goal to approximately \$7 million to meet the needs of the local community and at the same time maintain a workable budget.

The YMCA met with key stakeholders as they adjusted

their blueprint and campaign goals. Once the final product had been established the agency met with local funders to explain their revised plans.



*The highest use of capital is not to make more money but to make money do more for the betterment of life.*

Henry Ford



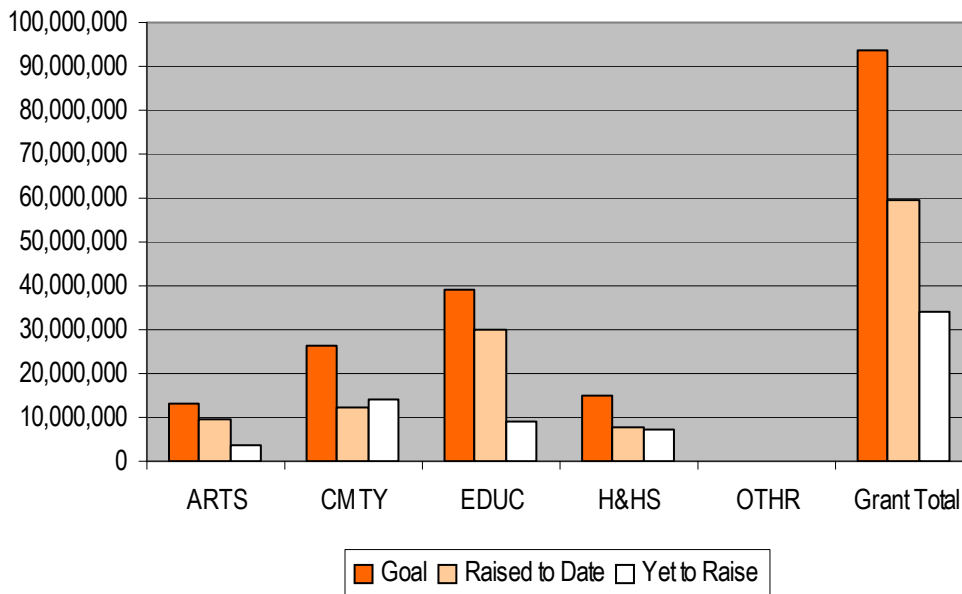
## Cancer Services Moving Along With the Times

Cancer Services Executive Director Dianne May explained that their capital campaign planning began in response to community changes. As hospitals relocated, the agency felt the need to become better located to reach their clientele.

Planning began in a car with a map and evolved into a geographical study of potential locations; site visits were conducted with the help of a realtor. Once the agency had an idea of where they wanted to move, an exploratory committee was formed to determine whether they should build or renovate. The committee identified the building, and the estimated cost of the renovation project, which was brought before the board. The board then created a building committee and a campaign committee, who developed a four phase project plan.

May credits the success of their campaign to the focus of staff on the project and the assistance of key board leaders, who stepped up to facilitate and oversee the process. Stewardship played a large role in the agency's success as they found another agency in need of facilities to occupy their current building. (See story on back page).

### Campaigns In Progress



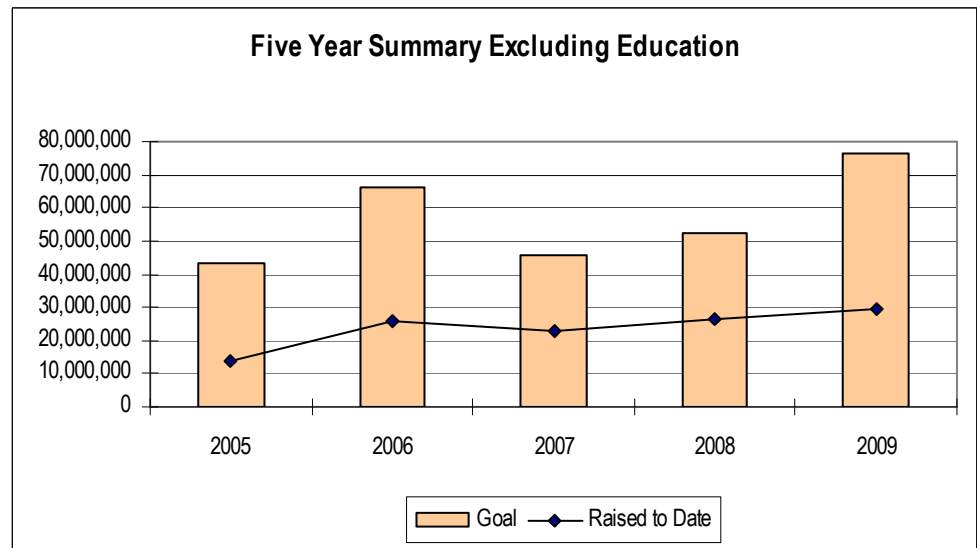
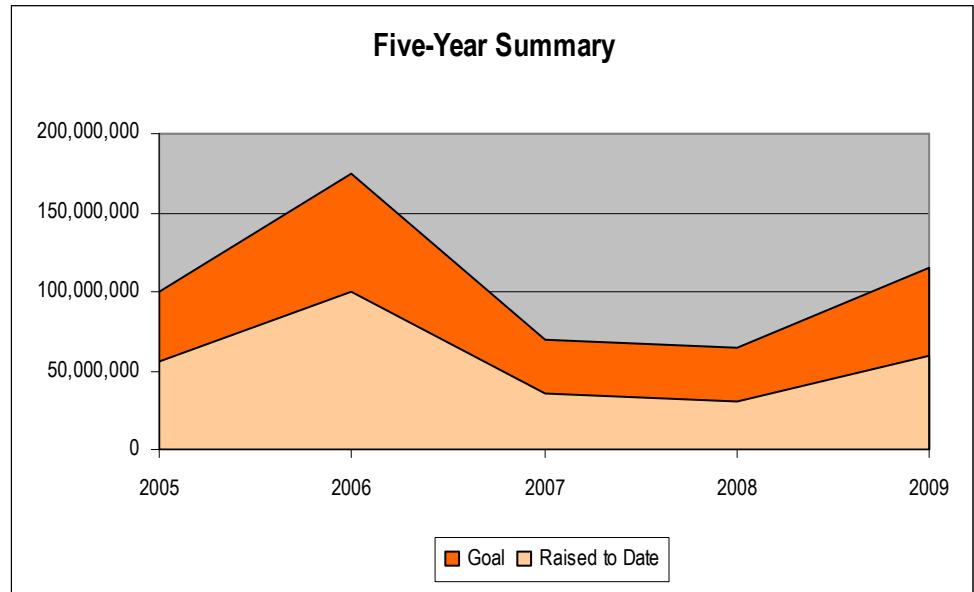
	ARTS	CMTY	EDUC	H&HS	OTHR	Grant Total
Goal	13,178,000	26,400,000	39,127,000	14,848,039	40,750	93,593,789
Raised to Date	9,387,637	12,160,000	30,103,733	7,721,115	0	59,372,485
Yet to Raise	3,790,363	14,240,000	9,023,267	7,126,924	40,750	34,221,304
Average Goal	3,294,500	5,280,000	5,589,571	1,142,157	20,375	NA
Median	2,664,000	7,000,000	3,152,000	300,000	20,375	NA
Responses	4	5	7	13	2	31

## Collaborative Success

Cramped for space and in need of additional room for housing homeless families, The Interfaith Hospitality Network (IHN) was excited to hear that a building could possibly be available for them to use as an emergency shelter.

IHN worked in collaboration with Cancer Services, which was planning to move nearer to their clientele, and would be vacating a building that met IHN's needs. To demonstrate their commitment, 100 percent of IHN's staff and board contributed to the capital campaign. IHN began a three component capital campaign to purchase the building, renovate the building, and complete program enhancements.

IHN has utilized a system of congregations to provide emergency shelter and food to families in need of immediate housing. In the new location, the congregations continue to provide food and mentoring assistance. IHN is the only agency in Fort Wayne that keeps families intact when a critical housing situation arises. This new building has provided an opportunity for families to have their own room, and shared use of kitchen, dining, and laundry facilities. The facility has 7 rooms for sleeping accommodations, allowing families to remain in one place for the duration of their stay. IHN's new facility called the "Vann Family Center" has been at capacity since it opened its doors in March, often doubling up families when appropriate.



## Questions or Comments

Contact:  
 Danielle Rich, Grants Manager  
 260-426-4083  
[drich@cfgfw.org](mailto:drich@cfgfw.org)