

# 2010 Capital Campaign Survey



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Our community, in spite of the difficult economic climate, is a very generous community.

Concern for the health and well being of our families, friends, neighbors, fellow employees, and the society in which we live took center stage as nonprofits in Allen County often dealt with unprecedented demands for service coupled with fewer and fewer resources.

## 2010 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 2010 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 2009.

Surveys were mailed to 324 nonprofit agencies located in Allen County. Responses were received from 155 agencies (48%). Of the agencies responding, 26 capital campaigns are in process, attempting to raise more than \$68 million. Additionally, 7 agencies reported planning new campaigns, 10 agencies noted that they completed their campaigns, and 2 agencies have put their capital campaigns on hold.

## 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

## Campaigns Completed During Last Year

	ARTS	CMTY	EDUC	H&HS	Grand Total
<b>Goal</b>	7,500,000	7,893,000	23,700,000	408,000	39,501,000
<b>Raised to Date</b>	7,480,000	10,233,000	24,761,000	370,137	42,844,137
	1	2	3	4	10

- Of the 10 campaigns completed, one educational organization and one community development organization actually revised their campaigns by increasing their goals by 20% (EDUC) and 48% (CMTY) while another community development organization exceed their goal by 34%.
- 3 health and human services organizations fell short of their goals by 50% or more.
  - “We utilized only what we had raised for the move.”
  - “We exhausted the funders targeted for this project.”

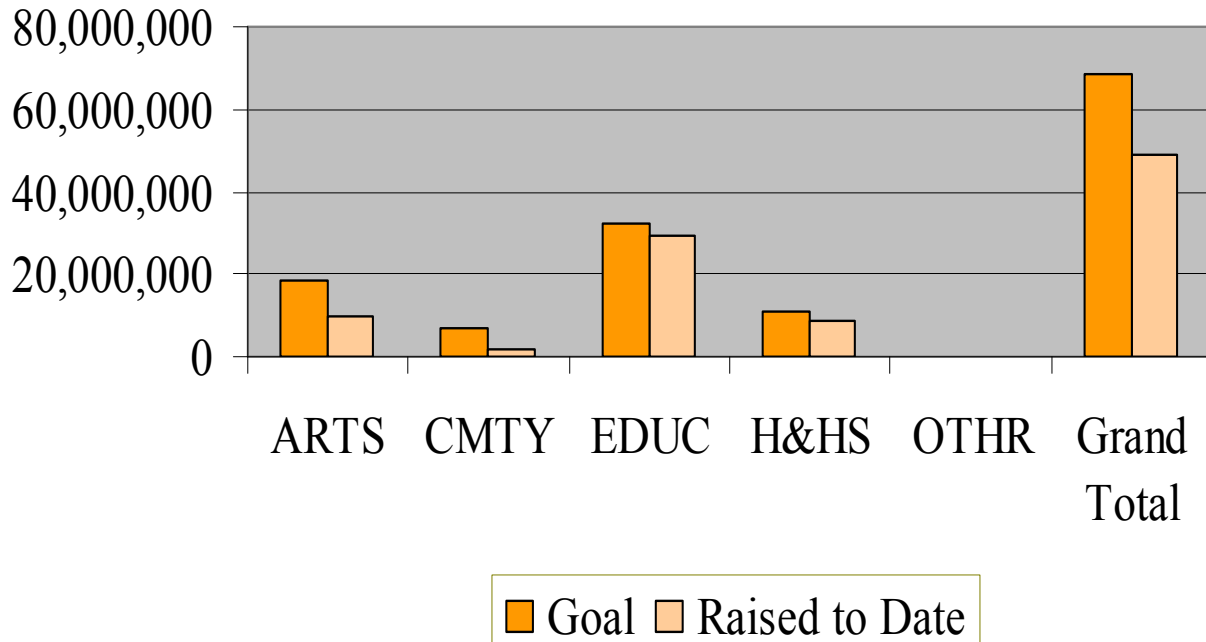
## Planning Stage

- 7 agencies are currently in planning stages for a capital campaign and 3 of those had started planning discussion in 2009.
  - 4 are health and human service organizations
  - 3 are educational organizations
- 6 of the 7 are planning campaigns to either build a new facility, renovate an existing facility, or expand a current location.
- The other agency reports planning a comprehensive campaign for endowment building.
- Of the agencies in the planning stage, only 2 Health and Human Service organizations have determined their fundraising goals: \$6 million and \$2 million.

### Please note:

Campaign results are self-reported by local nonprofit agencies.

## Current Campaigns

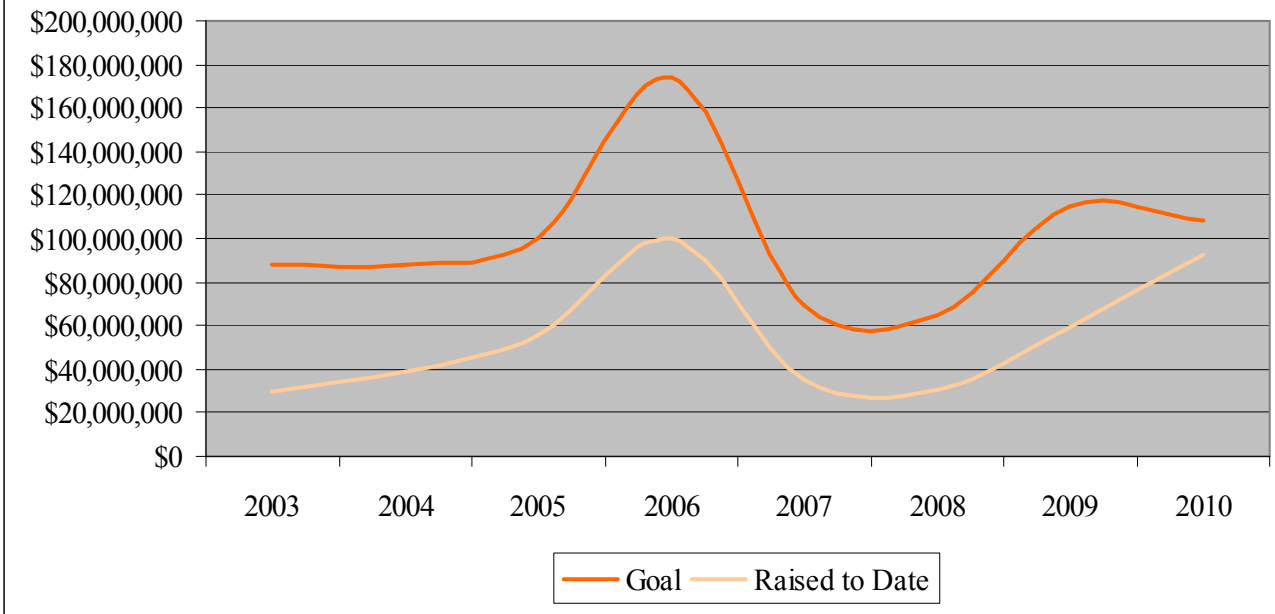


	ARTS	CMTY	EDUC	H&HS	OTHR	Grand Total
<b>Goal</b>	<b>18,350,000</b>	<b>7,090,750</b>	<b>31,975,000</b>	<b>11,152,000</b>	<b>100,000</b>	<b>68,667,750</b>
<b>Raised to Date</b>	<b>10,037,670</b>	<b>1,450,000</b>	<b>29,120,000</b>	<b>8,351,749</b>	<b>135,000</b>	<b>49,094,419</b>
<b>Average Goal</b>	4,587,500	1,181,792	6,395,000	1,115,200	100,000	2,641,067
<b>Median</b>	2,750,000	950,000	4,000,000	200,000	100,000	600,000
<b>Responses</b>	4	6	5	10	1	26

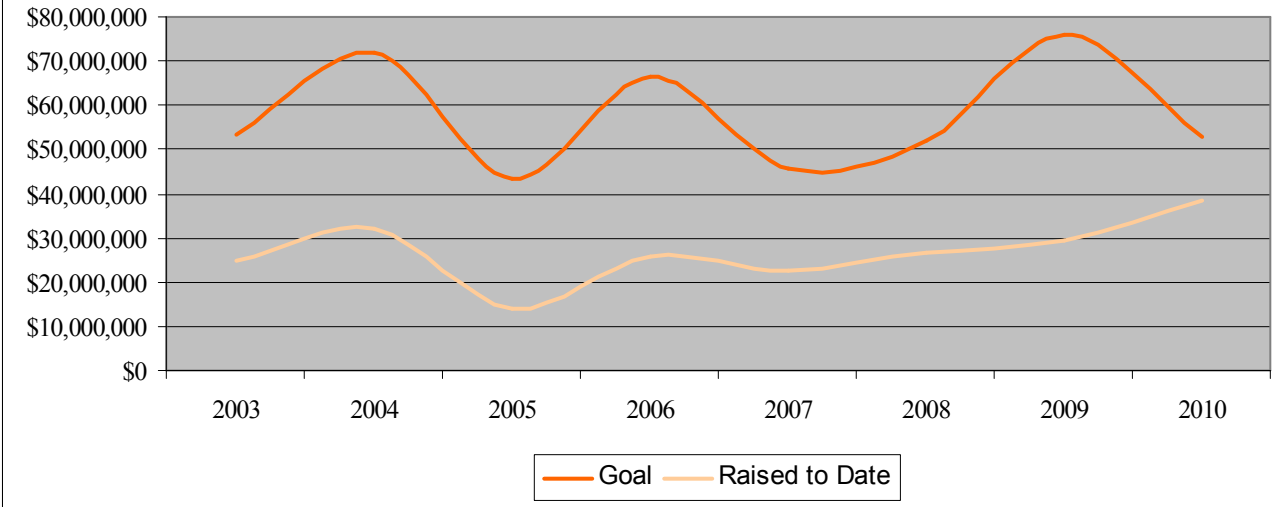
While economic conditions continued to present many challenges during the last 12 months, those agencies responding to the survey reported raising slightly more than \$17 million since they last reported their results. Three agencies secured more than a million dollars in capital campaign funds and three additional agencies raised more than \$500,000 during this time period.

Of the three agencies raising in excess of a million dollars, two were educational facilities while the third is an arts organization.

### Eight Year Summary



### Eight Year Summary Excluding Education



**Questions or Comments?**

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