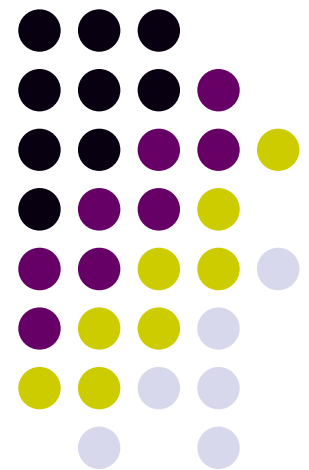


Adapting to a Changing Economic Climate

Rollins College

**Philanthropy & Nonprofit
Leadership Center**

December 4, 2008

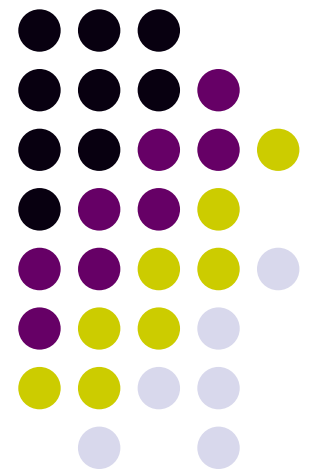


Perspective on Economic Impact on Foundations

David A. Odahowski

President & CEO

Edyth Bush Charitable Foundation



Economic Impact Survey



The survey conducted during the month of November yielded responses from 20 Foundations located in Central Florida...

- 33% Family Foundations
 - 33% Corporate Giving Programs
 - 16% Independent Foundations
 - 16 % Public Charities (that re-grants dollars)
-

Survey Results



Foundations' annual level of giving/funding...

- 10% \$100,001 - \$250,000
 - 32% \$250,001 - \$1,000,000
 - 26% \$1,000,001 - \$5,000,000
 - 16% \$5,000,001 - \$10,000,000
 - 16% More than 10 million
-

Survey Results



In which geographic areas do you fund?

- 100% Orange
- 74% Seminole
- 74 % Osceola
- 47% Lake
- 26 % Brevard
- 52% *Outside
Central Florida*

What are the primary issue areas you fund?

- 79% Human Services
 - 68% Health
 - 63% Education
 - 32% Arts and Culture
 - 21% Environment
 - 21% Economic
Development
-

Survey Results



More than half of respondents reported an 11-30% decrease in assets between today and a year ago. When asked what factors contributed to the decrease...

- 66% Return on investments
 - 50% General economic climate
 - 33% Major grant(s) payout
 - 8% Change in investment strategy
-



Survey Results

Anticipated level of giving in 2009 as compared to 2008...

- 25% Increased 1-10%
 - 20% Reduced 1-10%
 - 15% Reduced 21-30%
 - 10% About the same
 - 5% Reduced more than 30%
 - 5% Increased 11-20%
 - 20% *Still unknown at this time*
-

Survey Results



Number of grants (not amount) expected to give in 2009...

- 41% will give about the same number
 - 41% will give fewer grants
 - 12% will give more grants
 - 6% will not consider requests until further notice
-

Survey Results



Changes to type of support offered in 2009...

- 70% will offer **same** level of project/program support
 - 60% will offer **same** level of general support
 - 40% will offer **same** level of capacity building support

 - 45% will offer **decreased** level of multi-year support
 - 30% will offer **decreased** level of capital support
-

Survey Results



Inquiries/requests in the past six months...

- 72% increase

Changes in the type of requests for support...

- 73% more requests for general support
 - 60% more requests from different types of organizations than usually apply
 - 20% more requests from start ups
-

Survey Results



Foundations anticipate the following in 2009...

- 37% Focusing resources on helping current/long-term grantees
 - 26% Making fewer, larger gifts
 - 26% Changing priorities/focus areas
 - 26% Not accepting unsolicited proposals
 - 21% Using a screening process to invite requests
 - 15% Not supporting any new grantees
 - 31% *Do not know yet*
-

Foundation Perspective



What have you learned from past economic recessions and down turns and how will it affect your plans moving forward?

- There are only three priorities for public charities at this time:
 1. Review priorities of the organization.
 2. “Lean up” the organization and make the cuts **now!**
 3. Fundraise, fundraise and fundraise.
-

Foundation Perspective



- A number of smaller nonprofits without cash reserves, effective financial management and limited fundraising capacity will be forced to shut down or merge with other, more stable agencies delivering the same or similar services.
 - You will have to work harder to make your case if you are going to get your share of the pie during these conditions.
-

Adapting to a Changing Economic Climate

