

SURVEY of LAKE COUNTY Not-for-Profits

Serving Our Philanthropic Community
Final report May, 2007

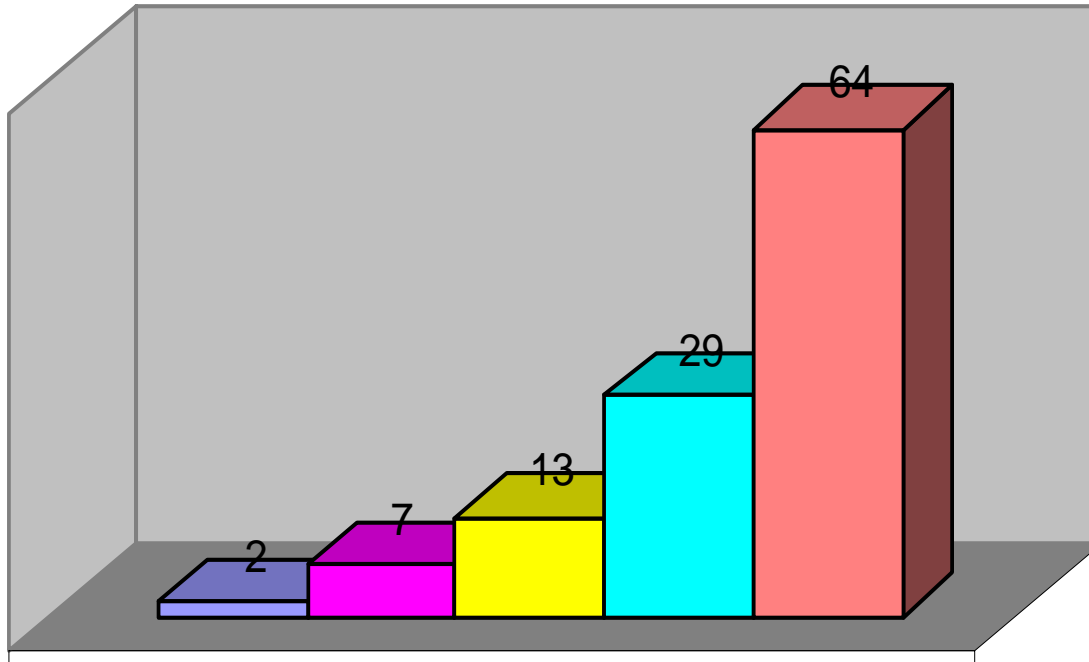
Overview

- Survey conducted (May 2006) to better understand the landscape of not-for-profits serving Lake County and their most pressing needs
- Data is critical to informing the strategic course for grant making and convening over the next three years
- 47 Questions Posed Representing Five Critical Areas:
 - Basic Agency Data
 - Governance
 - Management and Leadership
 - Finance
 - External Threats and Opportunities
 - Information Technology

QUICK FACTS

- 117 not-for-profit organizations responded
- The Foundation is aware of approximately 150 active not-for-profits, therefore, the data can be considered valid and reliable
- 48% of respondents have applied for funding from the Foundation
- 46% of survey participants responded online, 54% in writing

AGE OF ORGANIZATION



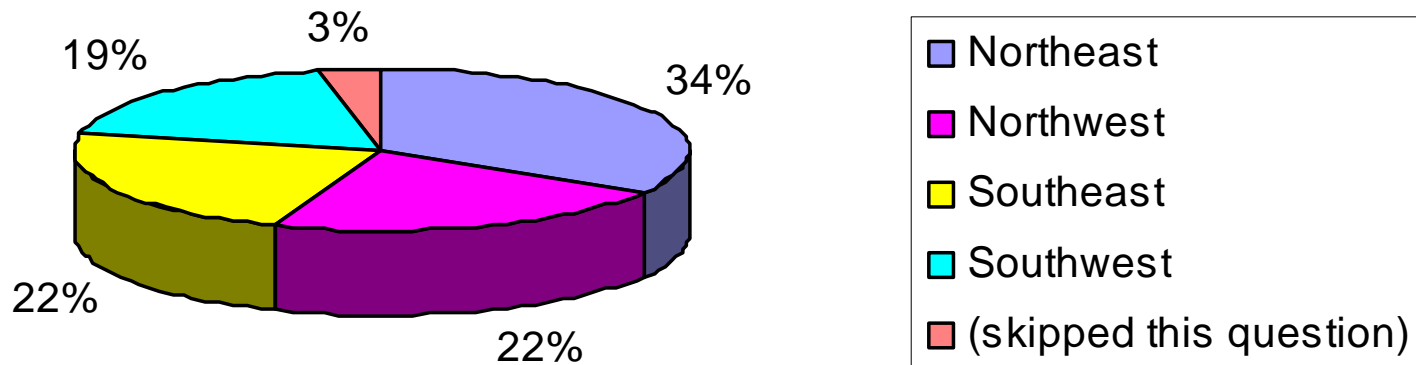
- Less than 2 years
- 2 to 5 years
- 6 to 10 years
- 11 to 20 years
- More than 20 years

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Primary Focus of Services Offered by Lake County Not-for-Profits

- #1 Education
- #2 Health Care
- #3 Housing and Shelter
- #4 Mental Health/Crisis Services
- #5 Youth Programs
- #6 Employment

Geographical Focus of Lake County Not-for-Profit Services

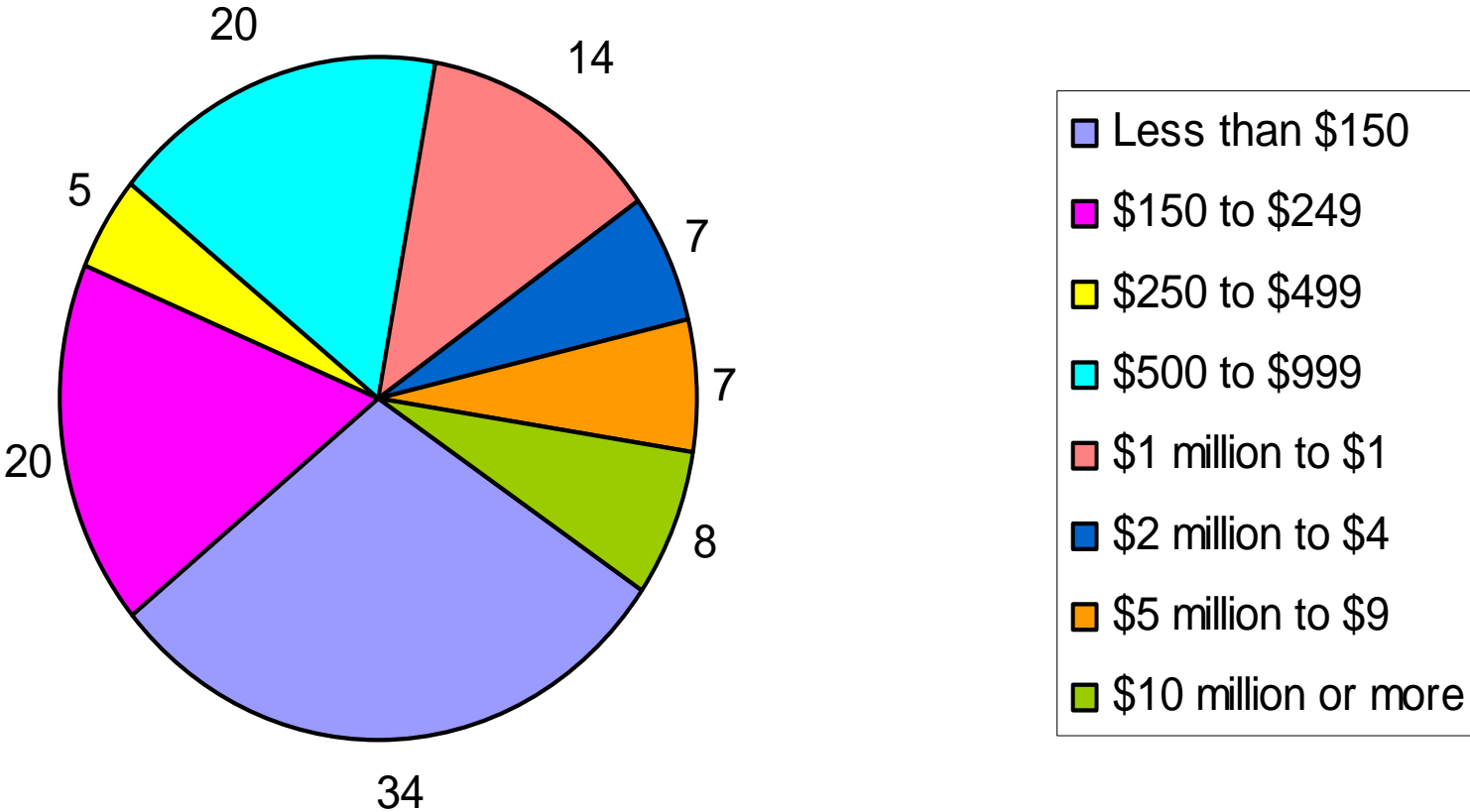


Organizations from all over Lake County participated in the survey, including those from: Antioch, Bannockburn, Barrington, Grayslake, Gurnee, Highland Park, Lake Bluff, Lake Forest, Lake Villa, Lake Zurich, Libertyville, Lincolnshire, North Chicago, Vernon Hills, Waukegan, and Zion.

Volunteers are Important

- 93% of organizations utilize volunteers
- Of those organizations
 - 45% utilize more than 100
 - 38% utilize between 100 and 500
- Volunteers perform the following tasks
 - Administrative assistance
 - Board Service
 - Organizing special events
 - Direct service with clients

Total Revenues of Lake County Not-for-Profits



Leadership

- 17% of respondents anticipate a change at the executive director level in the next five years
- 45% of organizations rely primarily on the executive director for decisions and financial health of organization
- 30% of executive directors have 10 or more years tenure
- 53% of executive directors have less than 5 years experience
- Half of boards are involved in fundraising

Financial Health

- 30% of organizations have experienced a decrease in general operating support in the past 3 years
- 55% of organizations do not employ development staff
- Some organizations have cash reserves but 75% do not have an endowment, nor do they plan to establish one
- 57% of organizations feel financially vulnerable

Greatest Challenges

1. Growing demand for services but insufficient resources for growth
2. Insufficient income to meet expenses
3. Shrinking or elimination of funding from state, federal and United Way sources
4. Competition with local not-for-profits for limited resources
5. However, 64% of organizations reported that they plan to expand their programs and services in the next three years

Capacity Building Needs

- 63% of respondents report a lack of access to capacity building assistance
- 77% of respondents opined that there is not sufficient foundation funding for capacity building
- 63% of respondents report a positive change in their organizations as a result of a capacity building project
- However, 53% of organizations indicated that they would not use capacity building assistance from an external provider if they had to pay for it themselves