



This report looks at all development activity and includes all contributions, whether restricted, temporarily restricted, or permanently restricted, operating or non-operating. Fundraising expenses will include capital campaign expenses if an organization is conducting a capital campaign. The table shows percentage changes from one year to the next. Trends in contributed revenue will be impacted by special fundraising activities.

Fundraising Activity

	FY 2011	FY 2012	% Change	FY 2013	% Change
Total contributed revenue <i>(Includes operating and non-operating revenue)</i>	\$4,639,995	\$4,430,673	-5%	\$11,862,768	168%
Total fundraising expense	\$854,742	\$686,240	-20%	\$635,767	-7%
Total expenses <i>(Includes non-operating expenses)</i>	\$10,396,099	\$9,814,930	-6%	\$10,502,243	7%

Metrics

Fundraising expense as a % of total contributions	18%	15%	5%
Fundraising expense as a % of total expense	8%	7%	6%
Fundraising Efficiency	\$5.43	\$6.46	\$18.66
Net Contributed Revenue	\$3,785,253	\$3,744,433	\$11,227,001

Fundraising expense as a % of total contributions shows how much you are spending to generate contributed revenue.

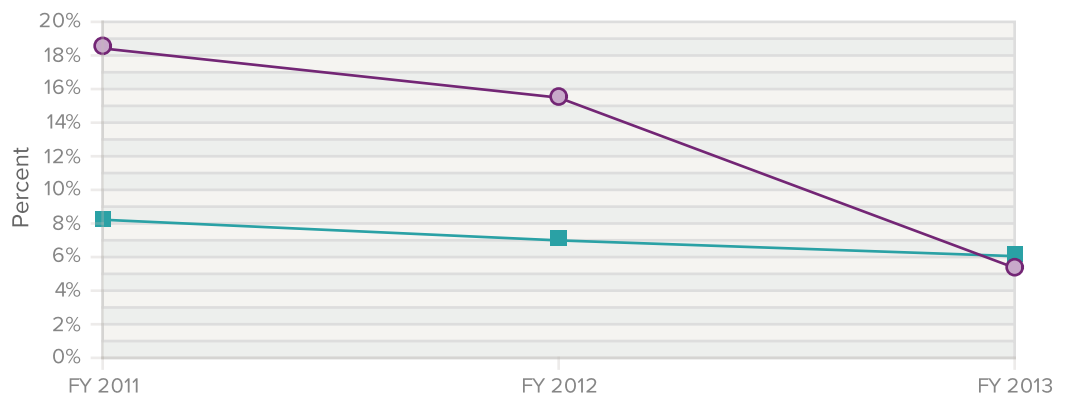
Fundraising expense as a % of total expense shows what percentage of total expenses you are spending on fundraising efforts.

Fundraising efficiency calculates the average dollar amount of contributions raised from each dollar spent on fundraising.

Net contributed revenue shows how much an organization received in contributions net of all fundraising costs.

Fundraising Expense Percentages

- As a % of total contributions
- As a % of total expenses



	FY 2011			FY 2012			FY 2013		
	Contributions	Contri-	Average	Contributions	Contri-	Average	Contributions	Contri-	Average
Board	\$846,735	9	\$94,082	\$400,263	12	\$33,355	\$973,597	14	\$69,543
Individuals	\$1,947,667	2,335	\$834	\$2,262,871	1,891	\$1,197	\$7,015,146	1,764	\$3,977
Corporate	\$230,040	64	\$3,594	\$110,842	23	\$4,819	\$232,288	26	\$8,934
Foundation	\$643,600	34	\$18,929	\$908,505	28	\$32,447	\$2,920,660	25	\$116,826
Government <i>(Includes Tribal)</i>	\$535,196	4	\$133,799	\$358,759	4	\$89,690	\$297,332	4	\$74,333
Total	\$4,203,238	2,446	\$1,718	\$4,041,240	1,958	\$2,064	\$11,439,023	1,833	\$6,241
Board Members		10			12			15	
Percentage of board members who contribute		90%			100%			93%	

This organization does not have any special event details for these years. This may be because the organization's annual expenses are under \$50,000 and they are therefore only required to complete the short form of the Cultural Data Profile.