

Fundraising Trend Report

| | FY 2018 | FY 2019 | % Change | FY 2020 | % Change |
|---|-----------|-----------|----------|-----------|----------|
| Contributions -- operating <i>(Includes unrestricted & restricted)</i> | \$162,939 | \$119,674 | -27% | \$137,281 | 15% |
| Fundraising expenses -- operating | \$42,569 | \$57,891 | 36% | \$44,825 | -23% |
| Total operating expenses | \$290,273 | \$250,817 | -14% | \$211,307 | -16% |

| Metrics | FY 2018 | FY 2019 | % Change | FY 2020 | % Change |
|---|-----------|----------|----------|----------|----------|
| Fundraising expenses as a % of total contributions | 26% | 48% | 85% | 33% | -33% |
| Fundraising expenses as a % of total operating expenses | 15% | 23% | 57% | 21% | -8% |
| Fundraising Efficiency | \$3.83 | \$2.07 | -46% | \$3.06 | 48% |
| Net Contributed Revenue | \$120,370 | \$61,783 | -49% | \$92,456 | 50% |

Fundraising expenses as a % of total contributions shows how much you are spending to generate contributed revenue. The higher the percentage, the more you are spending on fundraising to bring in grants and donations. The percentage also shows how much it costs to raise a dollar. A result of 65% indicates it costs 65 cents to raise one dollar.

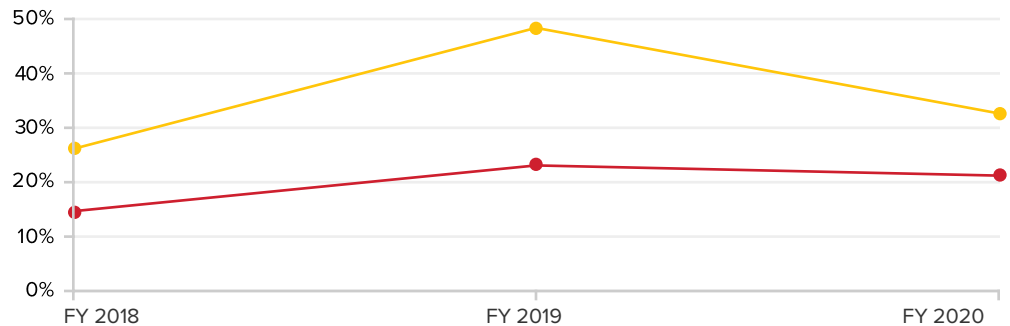
Fundraising expenses as a % of total operating expenses shows what percentage of total expenses you are spending on fundraising efforts.

Fundraising efficiency calculates the average dollar amount raised in contributions 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 expenses
- As a % of total contributions

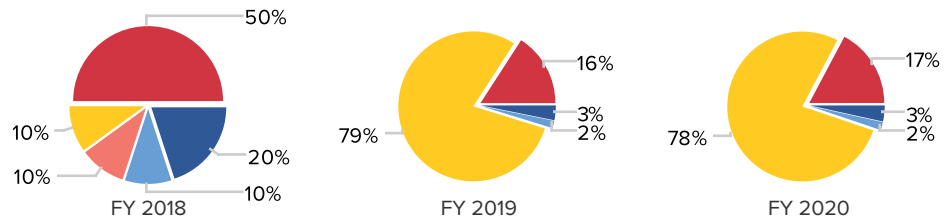


Fundraising Trend Report

| | FY 2018 | | | FY 2019 | | | FY 2020 | | |
|--|------------------|------------------------|----------------------|------------------|------------------------|----------------------|------------------|------------------------|----------------------|
| | Contributions | Number of contributors | Average contribution | Contributions | Number of contributors | Average contribution | Contributions | Number of contributors | Average contribution |
| Trustee & Board | \$9,500 | 5 | \$1,900 | \$11,200 | 10 | \$1,120 | \$13,256 | 10 | \$1,326 |
| Individual | \$5 | 1 | \$5 | \$7,923 | 50 | \$158 | \$8,025 | 45 | \$178 |
| Corporate | \$1,674 | 1 | \$1,674 | \$0 | 0 | n/a | \$0 | | n/a |
| Foundation | \$45,762 | 1 | \$45,762 | \$35,322 | 1 | \$35,322 | \$47,000 | 1 | \$47,000 |
| Government <i>(Includes tribal contributions)</i> | \$105,998 | 2 | \$52,999 | \$65,229 | 2 | \$32,614 | \$69,000 | 2 | \$34,500 |
| Total | \$162,939 | 10 | \$16,294 | \$119,674 | 63 | \$1,900 | \$137,281 | 58 | \$2,367 |
| Number of Board Members | | 11 | | | 12 | | | 12 | |
| % of board members who contribute | | 45% | | | 83% | | | 83% | |

Contributors

- Board
- Individual
- Corporate
- Foundation
- Government



A display value of 0% signifies a value of less than 0.5%