

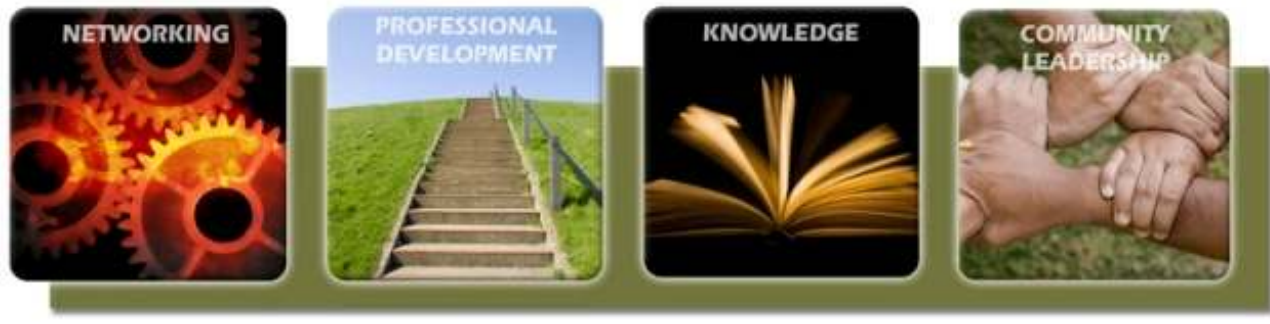


DfW
Donors Forum of Wisconsin

Donors Forum of Wisconsin



About Donors Forum of Wisconsin



Vision

To be leader for Wisconsin Philanthropists striving to build a prosperous society for all people in Wisconsin by working with nonprofits, government entities and business leaders.

Mission

To provide a significant, positive impact in Wisconsin through:

Philanthropic Education; Best Practices; Enhanced partnerships; and Leadership

Purpose

To serve as a catalyst to create collective strategies that leverage our philanthropic dollars

DFW Members

- Corporate Foundations and Giving Programs
- Community Foundations
- Family and Independent Foundations
- Operational Foundations
- Federated Funds

Wisconsin Giving 2011

CHARITABLE CONTRIBUTIONS

Total giving in Wisconsin increased each year since 2004, reaching record –setting amounts in 2007, then dramatically decreased following the economic downturn.

\$3.06 billion
total charitable
giving in Wisconsin

11 percent
decrease in total
charitable giving

\$2.59 billion
given by individuals
in Wisconsin

10 percent
decrease in
individual
charitable giving



Wisconsin Giving 2011

FOUNDATION FACTS

Despite the number of active foundations reaching a record high in Wisconsin, philanthropic assets and grantmaking have fallen to pre-2007 levels.

1,314

Wisconsin
foundations

\$5.62 billion

Wisconsin foundation
assets

18 percent

decrease in assets

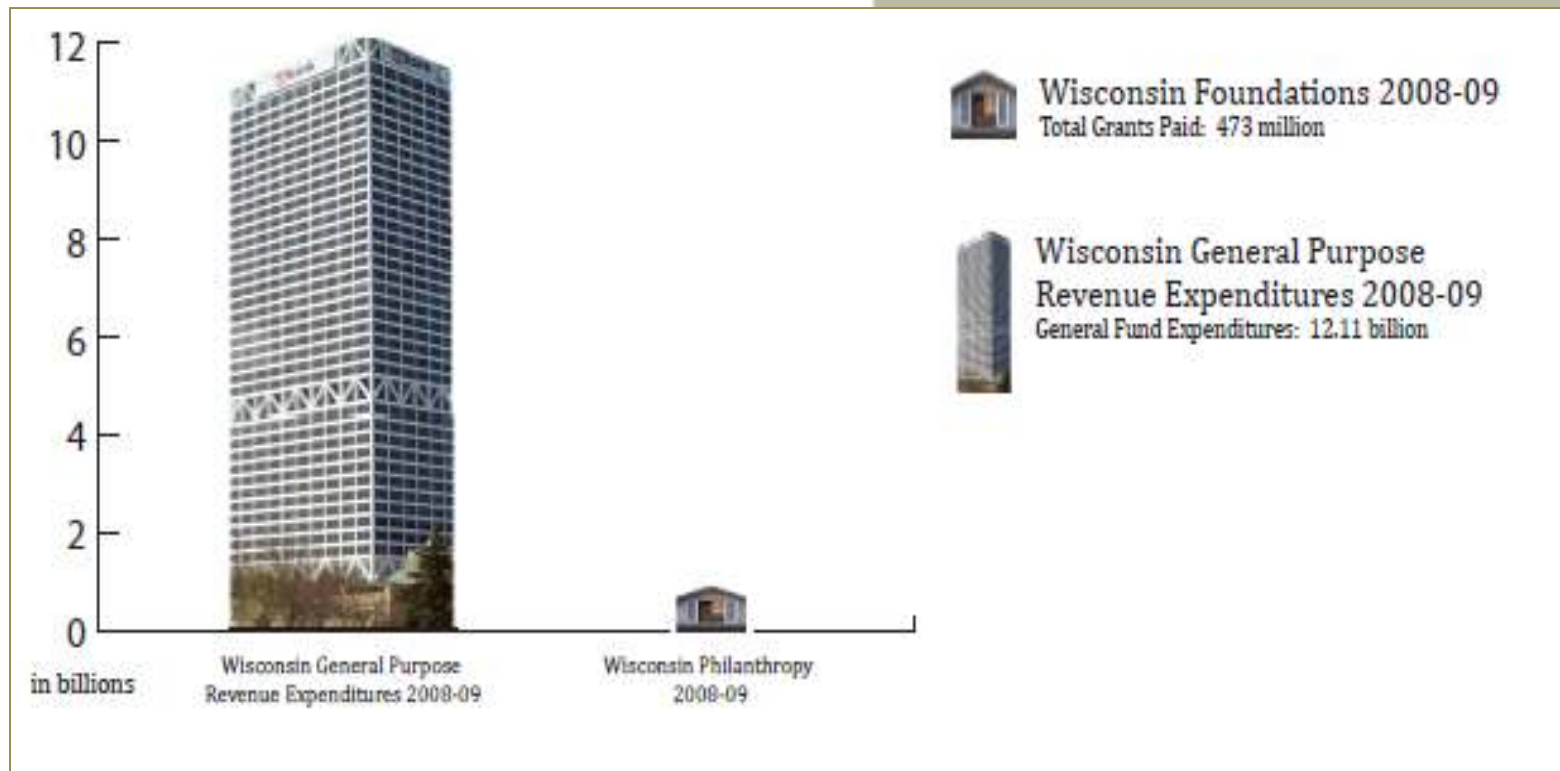
\$473 million

Wisconsin foundation
grantmaking





Government spending compared to private philanthropy in Wisconsin



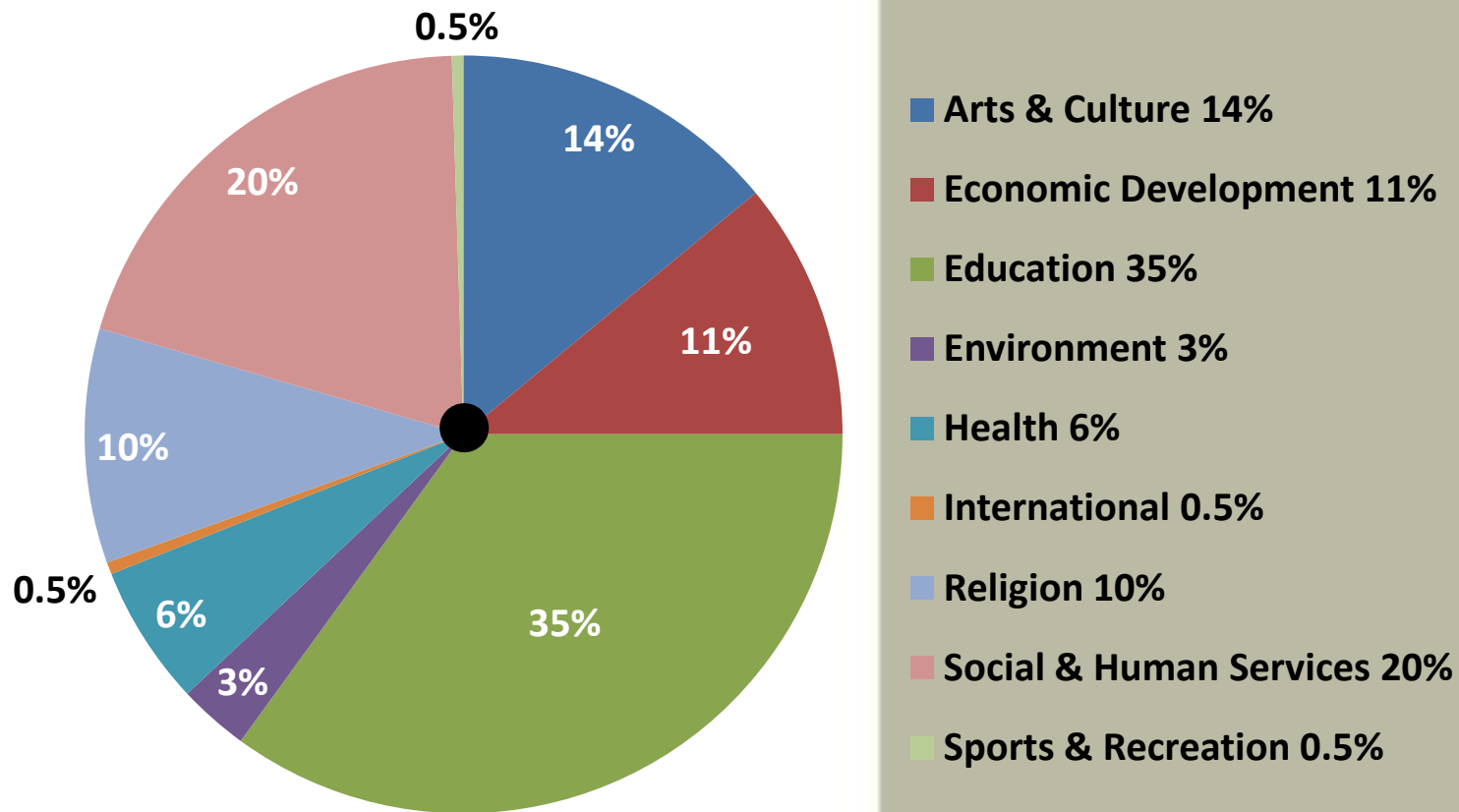


Wisconsin Foundation Assets and Grants Paid, 2005 - 2009





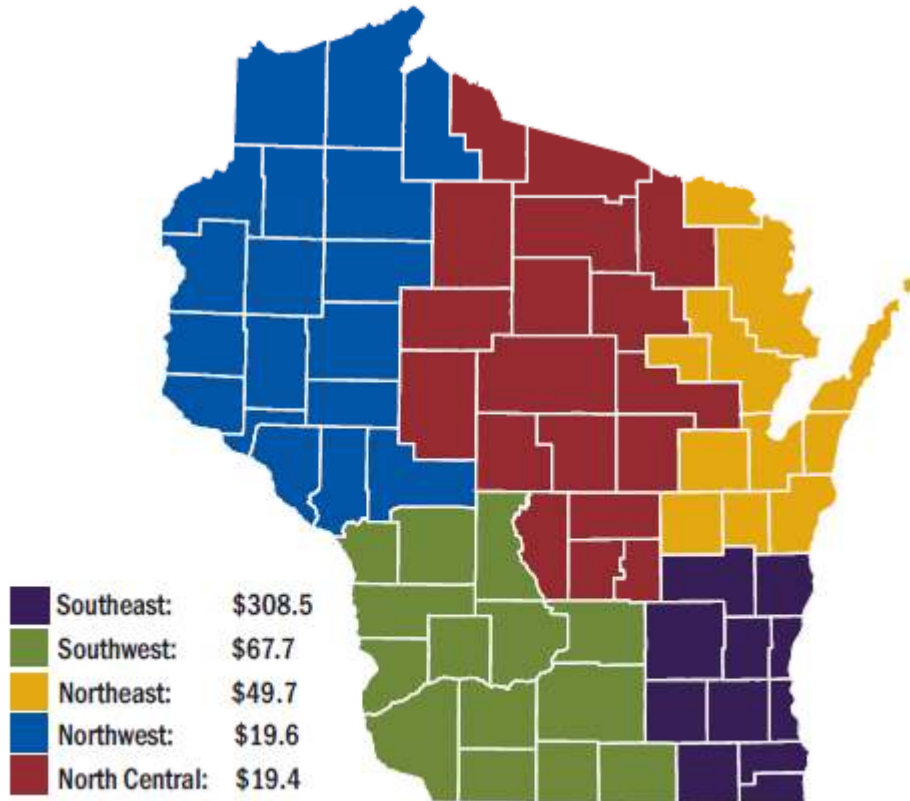
Foundation Areas of Giving in Wisconsin



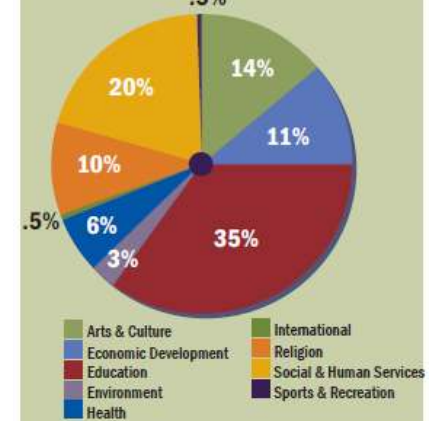
Wisconsin Foundation Information

Foundations (#):	1,314
Assets (billion):	\$5.62
Grants (million)	\$473
Median Assets :	\$489,399

Foundation Giving in Wisconsin by Region (millions)



Foundation Areas of Giving in Wisconsin



Source: FoundationSearch.com 2008

Ten Largest WI Foundations by Total Grants (in millions), 2009

1. Lynde and Harry Bradley Foundation \$36.6
2. Greater Milwaukee Foundation \$28.9
3. Kern Family Foundation \$20.5
4. Rowland (Pleasant T.) Foundation \$19.8
5. Reiman Foundation \$18.7
6. Northwestern Mutual Foundation \$15.5
7. Community Foundation for the Fox Valley Region \$10.2
8. Helen Bader Foundation \$7.1
9. Wisconsin Energy Corp. Foundation \$6.2
10. S.C. Johnson Fund \$6.1

Source: Funding Information Center, 2010



Wisconsin Foundations By County

Top Ten Counties By Grants Paid

Milwaukee County	\$220,683,296
Waukesha County	\$ 53,656,145
Dane County	\$ 48,844,490
Outagamie County	\$ 17,359,935
Brown County	\$ 16,695,200
Rock County	\$ 11,016,695
Racine County	\$ 9,636,407
Winnebago County	\$ 8,967,418
Ozaukee County	\$ 8,880,473
Marathon County	\$ 7,819,711

Top Five Number of Foundations By County 1,290 Registered Grantmaking Fdns.

Milwaukee County	341
Dane County	131
Waukesha County	119
Brown County	80
Ozaukee County	48



Wisconsin Foundations Giving Practices

70% growth in not accepting unsolicited proposals

40% of those proposals received do not meet the funder's guidelines.

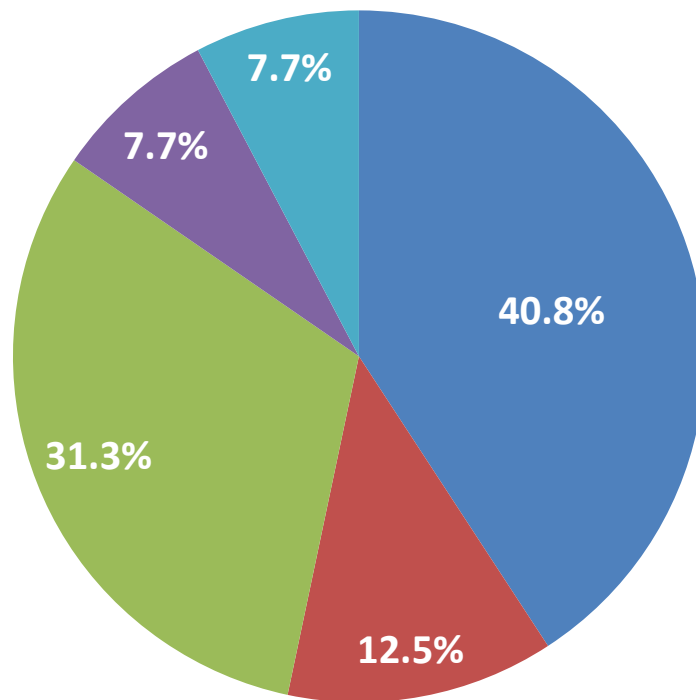
37 Average number of proposals received a week

<5% of all foundations have more than two paid staff.



Nonprofit Funding Portfolio

Sources of Revenue for Arts and Culture

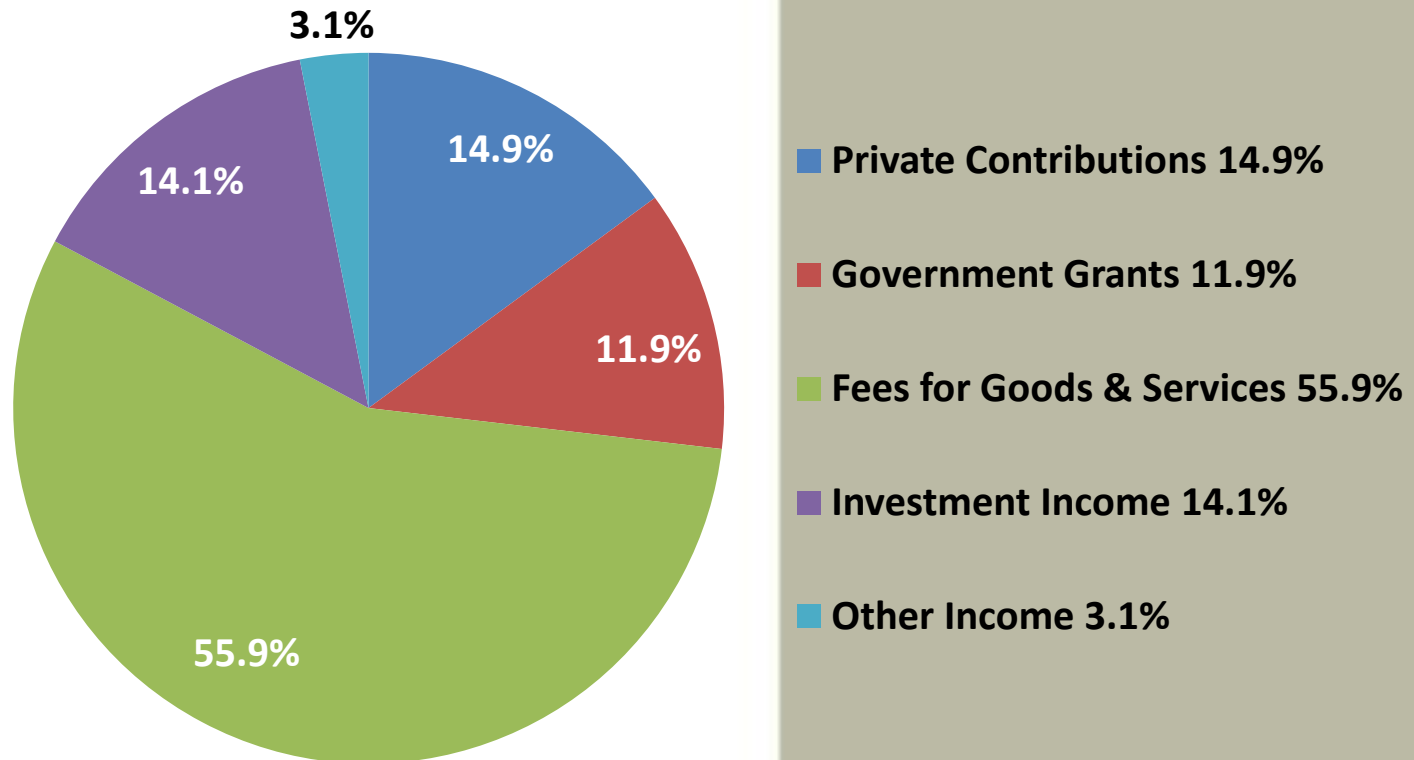


- Private Contributions 40.8%
- Government Grants 12.5%
- Fees for Goods & Services 31.3%
- Investment Income 7.7%
- Other Income 7.7%



Nonprofit Funding Portfolio

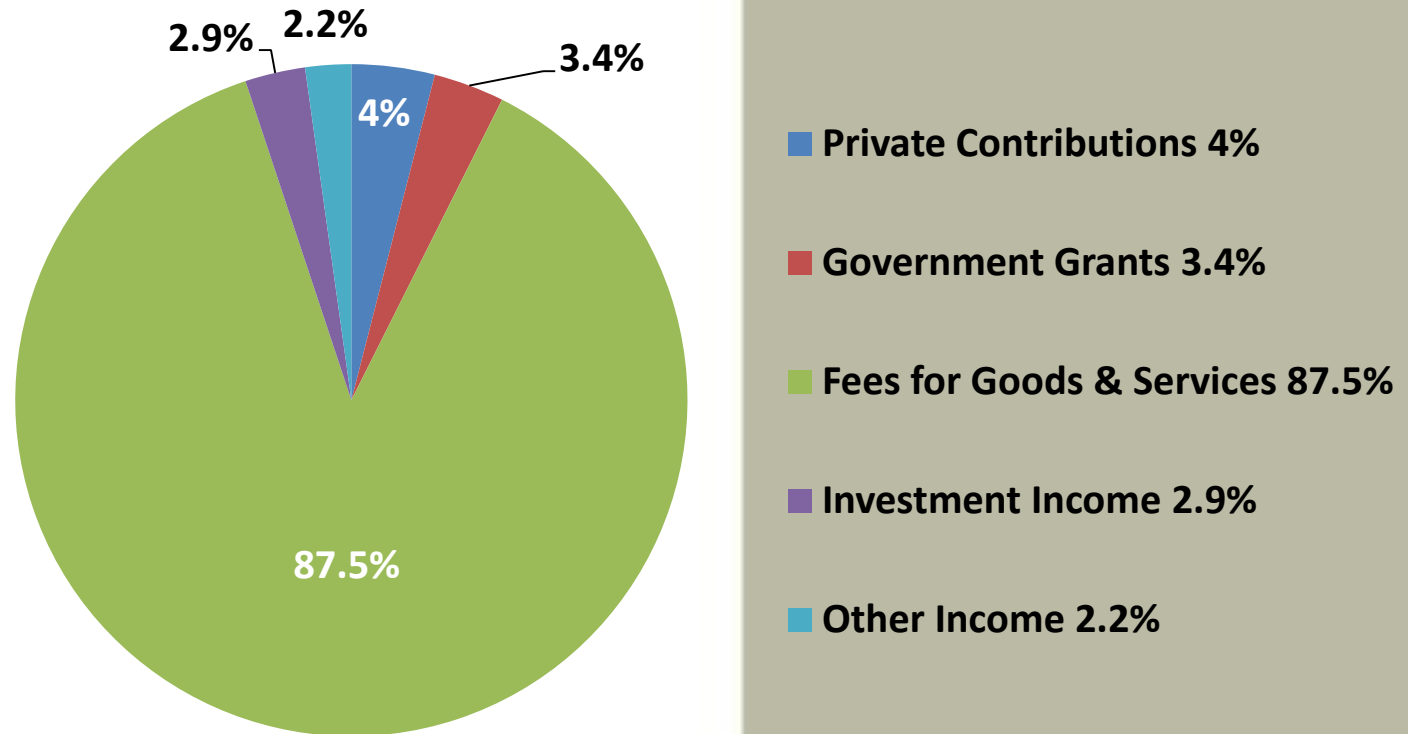
Sources of Revenue for Education





Nonprofit Funding Portfolio

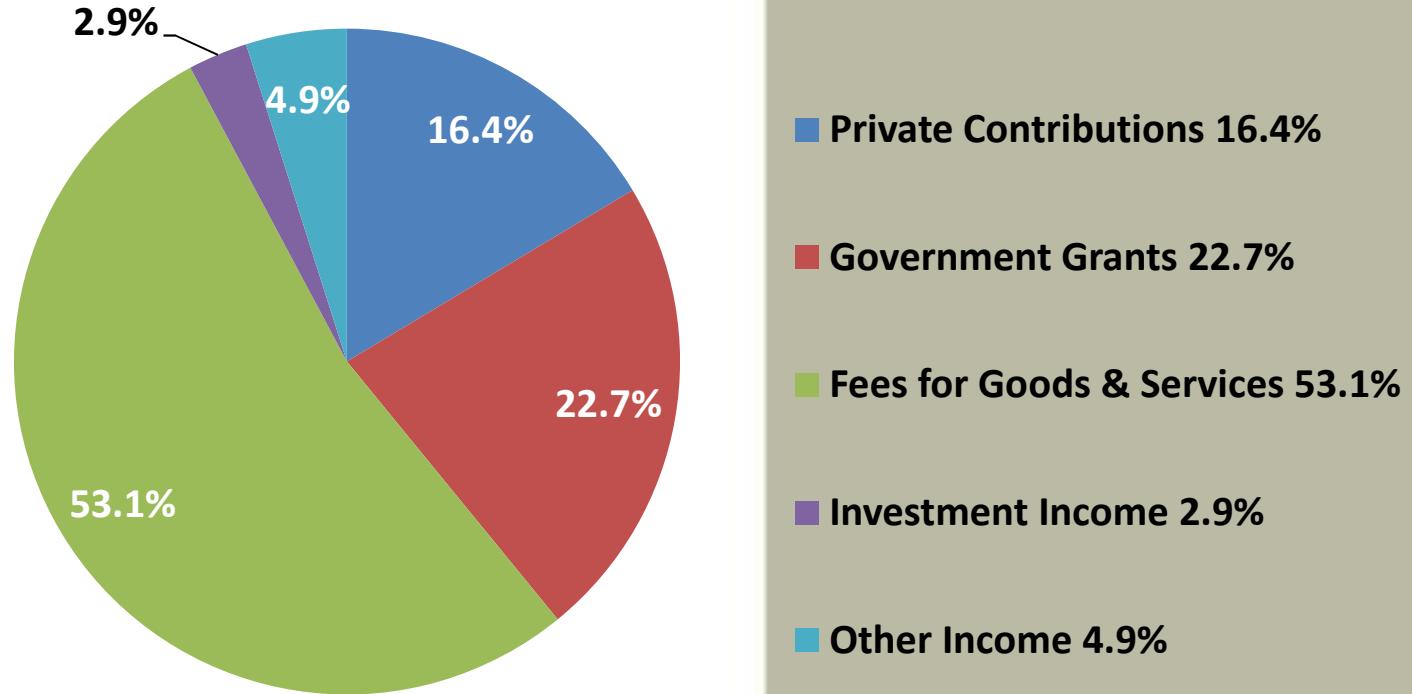
Sources of Revenue for Health





Nonprofit Funding Portfolio

Sources of Revenue for Human Services





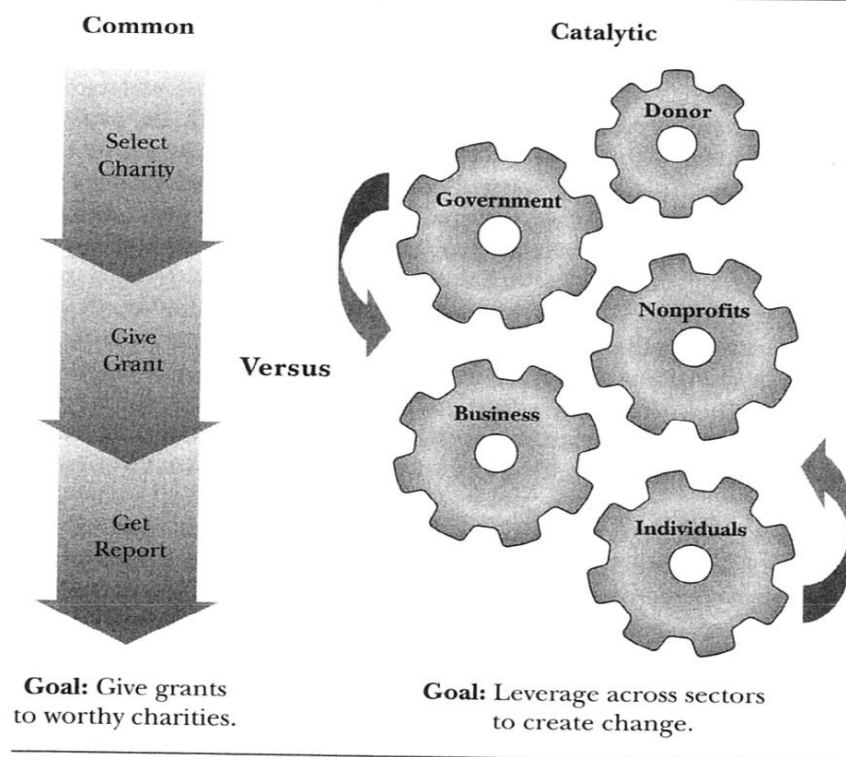
Key Trends impacting on Nonprofit Funding

- Racial and ethnic diversity
- New wealth
- Endowment Pressure
- Globalization
- Flash Giving
- Self –informed giving
- Diminished place based giving



Catalytic Donor Mind Set emerging in Wisconsin

FIGURE 1.1. COMMON VERSUS CATALYTIC DONOR MIND-SET.





Trends in Health Care Philanthropy

- Government cuts/increased scrutiny
- City/county/state budget crisis
- Social Enterprise
- Redefining community
- Creative partnerships
- Advocacy



Six Practices of High-Impact Nonprofits

- Work with government and advocate for policy change
- Harness market forces
- Create evangelists for your cause
- Build and nurture inclusive networks
- Get there Early
- Share leadership – empower others



Conclusion

Change is inevitable - except from
a vending machine.

Get There Early – change before
you have to

Foresight - Insight - Action