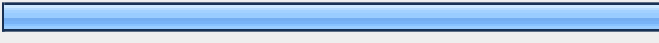
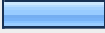

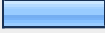
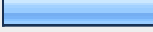
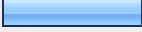
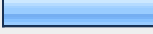


Impact of Economic Crisis





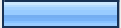

1. What is your organization's zip code?

| | Response Percent | Response Count |
|---|------------------|----------------|
| ZIP:  | 100.0% | 47 |
| <i>answered question</i> | | 47 |
| <i>skipped question</i> | | 6 |

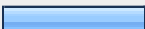

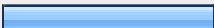

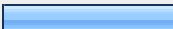
2. Budget Size (current fiscal year)

| | Response Percent | Response Count |
|--|------------------|----------------|
| < \$100,000  | 15.1% | 8 |
| \$100,001 - \$250,000  | 3.8% | 2 |
| \$250,001 - \$500,000  | 15.1% | 8 |
| \$500,001 - \$1,000,000  | 22.6% | 12 |
| \$1,000,001 - \$2,000,000  | 20.8% | 11 |
| > \$2,000,001  | 22.6% | 12 |
| <i>answered question</i> | | 53 |
| <i>skipped question</i> | | 0 |



3. Staff Size (FTE)

| | Response Percent | Response Count |
|---|------------------|----------------|
| 0  | 9.4% | 5 |
| < 5  | 24.5% | 13 |
| 6 - 10  | 26.4% | 14 |
| 11 - 25  | 18.9% | 10 |
| 26 - 50  | 17.0% | 9 |
| > 50  | 3.8% | 2 |
| answered question | | 53 |
| skipped question | | 0 |


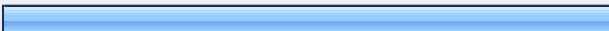
4. Primary area of work (check one only)

| | Response Percent | Response Count |
|--|------------------|----------------|
| HIV/AIDS  | 21.3% | 10 |
| Other Health  | 8.5% | 4 |
| Social/Human Services  | 31.9% | 15 |
| Arts/Culture  | 12.8% | 6 |
| Human/Civil Rights  | 25.5% | 12 |
| Other (please specify) | | 11 |
| answered question | | 47 |
| skipped question | | 6 |


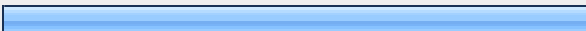
5. Is your organization based in and primarily focused on serving one or more LGBT communities of color?

| | Response Percent | Response Count |
|---|------------------|----------------|
| Yes  | 32.1% | 17 |
| No  | 67.9% | 36 |
| <i>answered question</i> | | 53 |
| <i>skipped question</i> | | 0 |



6. Does your organization primarily focus on serving transgender people?

| | Response Percent | Response Count |
|---|------------------|----------------|
| Yes  | 7.7% | 4 |
| No  | 92.3% | 48 |
| <i>answered question</i> | | 52 |
| <i>skipped question</i> | | 1 |

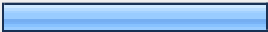





7. Does your organization primarily focus on women?

| | Response Percent | Response Count |
|---|------------------|----------------|
| Yes  | 11.5% | 6 |
| No  | 88.5% | 46 |
| <i>answered question</i> | | 52 |
| <i>skipped question</i> | | 1 |



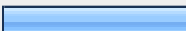
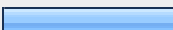

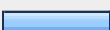

8. What is your organization's fiscal year?

| | Response Percent | Response Count |
|---|------------------|----------------|
| January 1 - December 31  | 53.1% | 26 |
| July 1 - June 30  | 46.9% | 23 |
| Other (please specify) | | 4 |
| answered question | | 49 |
| skipped question | | 4 |

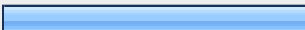
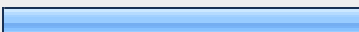
9. Roughly what percentage of your revenues came from individual donors in the period July 1, 2008 - December 31, 2009? (Please do not include bequests)

| | Response Percent | Response Count |
|--|------------------|----------------|
| 0 - 10%  | 40.0% | 20 |
| 11 - 20%  | 26.0% | 13 |
| 21 - 30%  | 12.0% | 6 |
| 31 - 40%  | 10.0% | 5 |
| 41 - 50%  | 6.0% | 3 |
| > 50%  | 6.0% | 3 |
| answered question | | 50 |
| skipped question | | 3 |





10. In the period July 1, 2008 to December 31, 2009, please indicate how your revenue from individual donors changed. (Please do not include bequests)

| | Response Percent | Response Count |
|--|------------------|----------------|
| Increased > 10%  | 13.7% | 7 |
| Increased < 10%  | 9.8% | 5 |
| Stayed the same  | 27.5% | 14 |
| Decreased <10%  | 25.5% | 13 |
| Decreased 11-20%  | 5.9% | 3 |
| Decreased 21-30%  | 15.7% | 8 |
| Decreased 31-40% | 0.0% | 0 |
| Decreased 41-50%  | 2.0% | 1 |
| Decreased >50% | 0.0% | 0 |
| <i>answered question</i> | | 51 |
| <i>skipped question</i> | | 2 |






11. Have you had to lay off employees due to the economic downturn since July 1, 2008?

| | Response Percent | Response Count |
|---|------------------|----------------|
| Yes  | 46.0% | 23 |
| No  | 54.0% | 27 |
| <i>answered question</i> | | 50 |
| <i>skipped question</i> | | 3 |


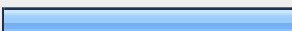
12. If so, what portion of your employees have you had to lay off?

| | Response Percent | Response Count |
|--|------------------|----------------|
| < 5%  | 25.0% | 6 |
| 6 - 10%  | 25.0% | 6 |
| 11 - 20%  | 20.8% | 5 |
| > 20%  | 29.2% | 7 |
| <i>answered question</i> | | 24 |
| <i>skipped question</i> | | 29 |

13. Do you anticipate having to lay off employee(s) from today through December 31, 2010?

| | Response Percent | Response Count |
|--|------------------|----------------|
| No  | 34.7% | 17 |
| Unlikely but possible  | 32.7% | 16 |
| Maybe  | 16.3% | 8 |
| Likely but not certain  | 8.2% | 4 |
| Yes  | 8.2% | 4 |
| <i>answered question</i> | | 49 |
| <i>skipped question</i> | | 4 |



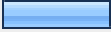

14. Have you left position(s) unfilled for more than six months due to the economic downturn since July 1, 2008?

| | Response Percent | Response Count |
|---|------------------|----------------|
| Yes  | 56.0% | 28 |
| No  | 44.0% | 22 |
| <i>answered question</i> | | 50 |
| <i>skipped question</i> | | 3 |





15. Furloughs and reductions (please answer for the period July 1, 2008 to present)

| | Yes | No | Response Count |
|--|------------|-------------------|----------------|
| Has the organization required employees to take unpaid furloughs due to the economic downturn? | 12.5% (6) | 87.5% (42) | 48 |
| Do you think that furloughs are a future possibility? | 25.5% (12) | 74.5% (35) | 47 |
| Have you had to reduce the hours of employees due to the economic downturn? | 42.6% (20) | 57.4% (27) | 47 |
| <i>answered question</i> | | | 49 |
| <i>skipped question</i> | | | 4 |



16. Salary reductions: Have salaries been reduced due to the economic downturn for:

| | Response Percent | Response Count |
|---|------------------|----------------|
| CEO/Executive Director only  | 12.0% | 6 |
| Management staff  | 12.0% | 6 |
| All Staff  | 16.0% | 8 |
| None of the above  | 60.0% | 30 |
| <i>answered question</i> | | 50 |
| <i>skipped question</i> | | 3 |




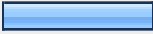
17. Please indicate the degree to which you believe the economic downturn has affected your organization's capacity to carry out its mission:

| | Response Percent | Response Count |
|---|------------------|----------------|
| Not at all  | 4.0% | 2 |
| A little  | 26.0% | 13 |
| Some  | 50.0% | 25 |
| A lot  | 20.0% | 10 |
| Please add any thoughts or comments regarding impact on organizational capacity to carry out its mission: | | 27 |
| <i>answered question</i> | | 50 |
| <i>skipped question</i> | | 3 |

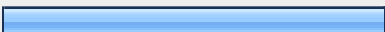
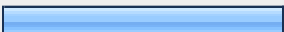
18. Does your organization have financial reserves?

| | | Response Percent | Response Count |
|--------------------------|---|------------------|----------------|
| Yes |  | 68.0% | 34 |
| No |  | 32.0% | 16 |
| <i>answered question</i> | | | 50 |
| <i>skipped question</i> | | | 3 |

19. Please indicate the general amount of such reserves:

| | | Response Percent | Response Count |
|---------------------------|---|------------------|----------------|
| 30 days operating or less |  | 27.8% | 10 |
| 31 - 60 days |  | 27.8% | 10 |
| 61 - 120 days |  | 22.2% | 8 |
| More than 120 days |  | 22.2% | 8 |
| <i>answered question</i> | | | 36 |
| <i>skipped question</i> | | | 17 |

20. If so, has your organization tapped those reserves in the past 18 months?

| | | Response Percent | Response Count |
|--------------------------|---|------------------|----------------|
| Yes |  | 57.9% | 22 |
| No |  | 42.1% | 16 |
| <i>answered question</i> | | | 38 |
| <i>skipped question</i> | | | 15 |

21. OPTIONAL - Organization Name:

| | Response Count |
|--------------------------|----------------|
| | 28 |
| <i>answered question</i> | 28 |
| <i>skipped question</i> | 25 |

22. OPTIONAL - Email Address:

| | Response Count |
|--------------------------|----------------|
| | 26 |
| <i>answered question</i> | 26 |
| <i>skipped question</i> | 27 |