



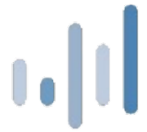
Survey of COVID-19 Impacts on Fundraising Operations

August 9, 2020

**Data collected between August 3 to August 9
with comparisons to data collected beginning 3/16**

GG+A SurveyLab is conducting a weekly tracking survey of fundraising offices to provide data for the industry to understand trends and conditions during the COVID-19 pandemic.

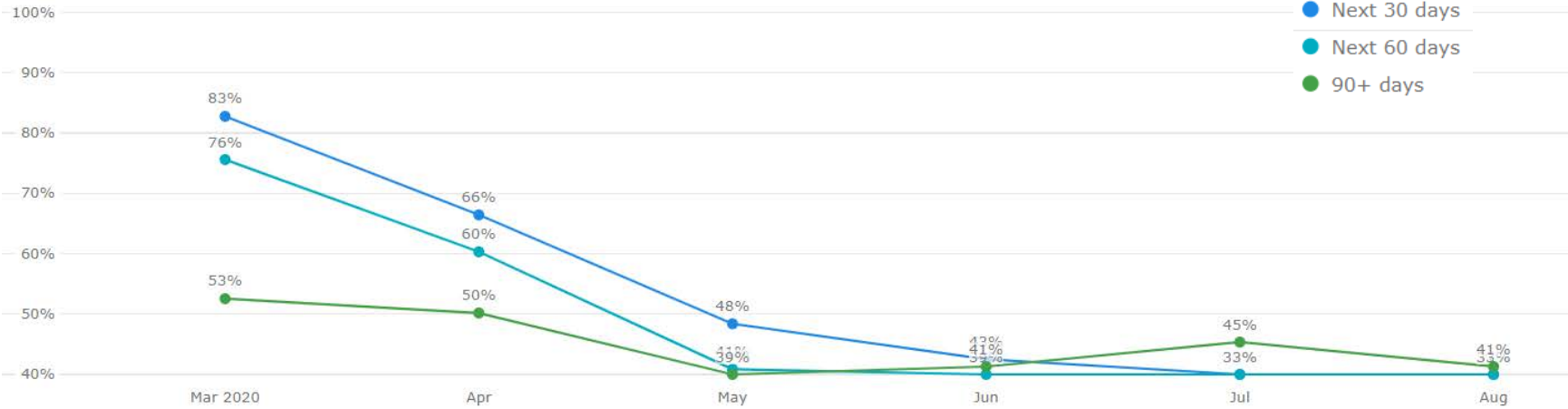
- This report contains data collected through an online survey conducted August 3 to August 9. These data are compared to data collected over the previous weeks, beginning March 16 and ending August 9. There have been 1,715 participants to the survey.
- If you would like to participate in the tracking survey and have not received an invitation, please email surveylab@grenzglier.com. We encourage you to share the report with colleagues. Please contact us if you have questions or would like to suggest ideas for future additions to the survey.



COVID-19 Impact on Fundraising Offices – August

Data collected 8/3-8/9 with weekly comparison data from 3/16-8/2

Weekly: % "High" (8-10) negative impact on fundraising



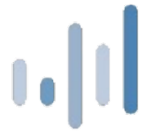


COVID-19 Impact on Fundraising Offices – August

Data collected 8/3-8/9 with weekly comparison data from 3/16-8/2

Weekly: 30-day negative impact on fundraising

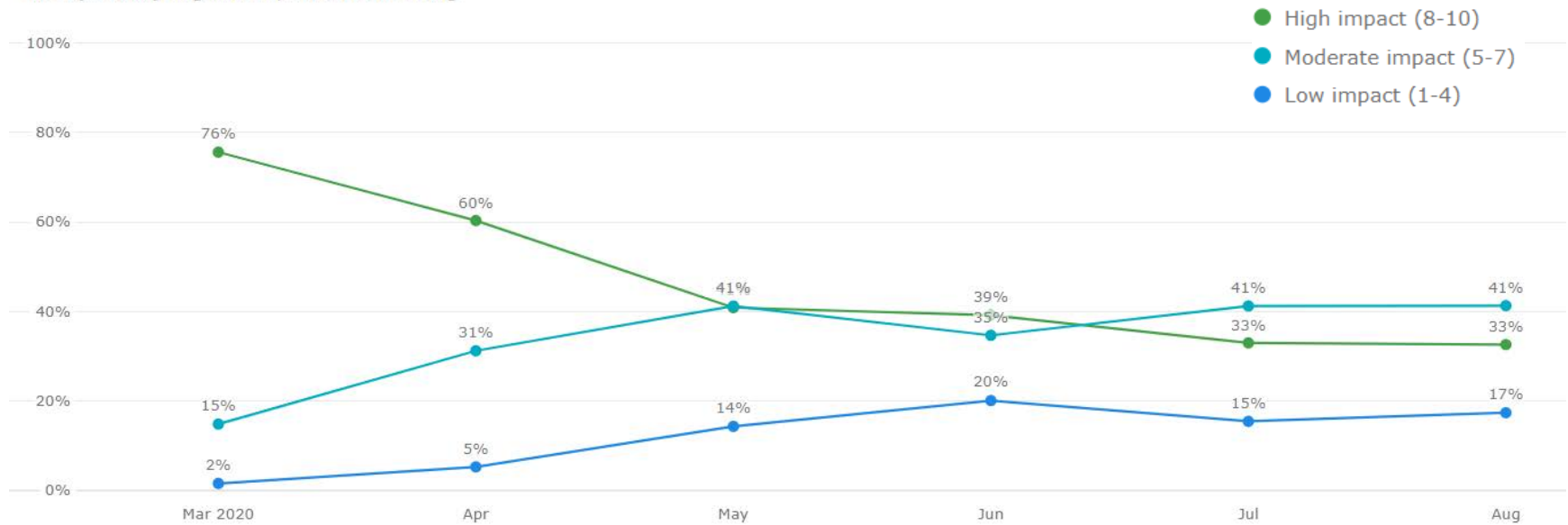




COVID-19 Impact on Fundraising Offices – August

Data collected 8/3-8/9 with weekly comparison data from 3/16-8/2

Weekly: 60-day negative impact on fundraising

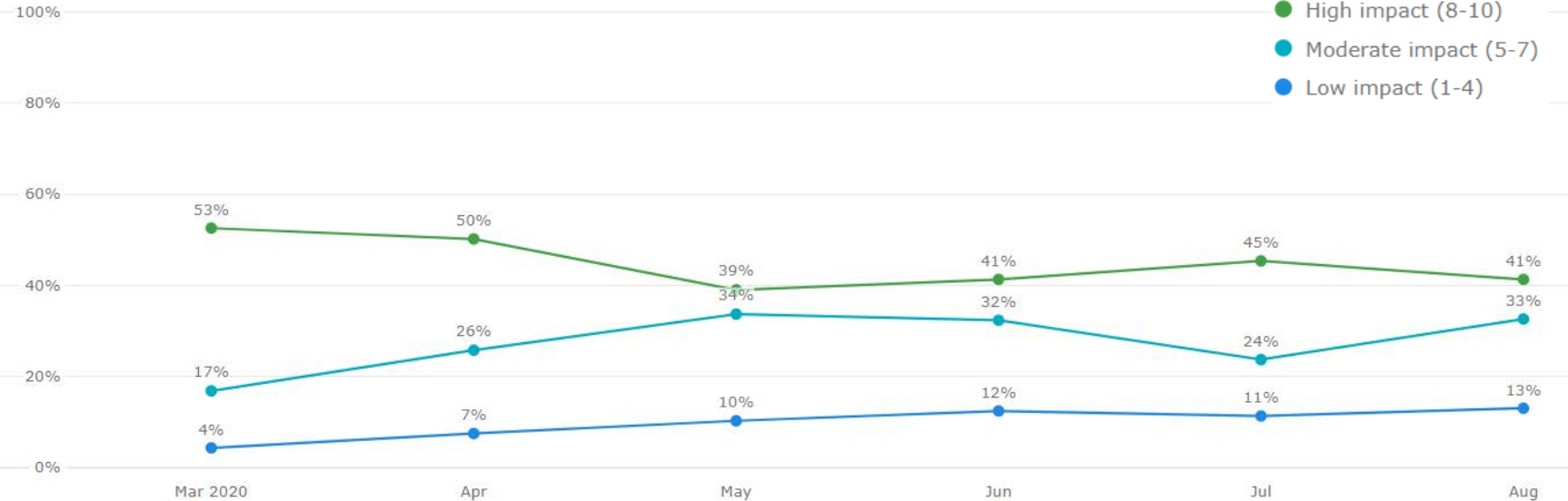




COVID-19 Impact on Fundraising Offices – August

Data collected 8/3-8/9 with weekly comparison data from 3/16-8/2

Weekly: 90-day negative impact on fundraising



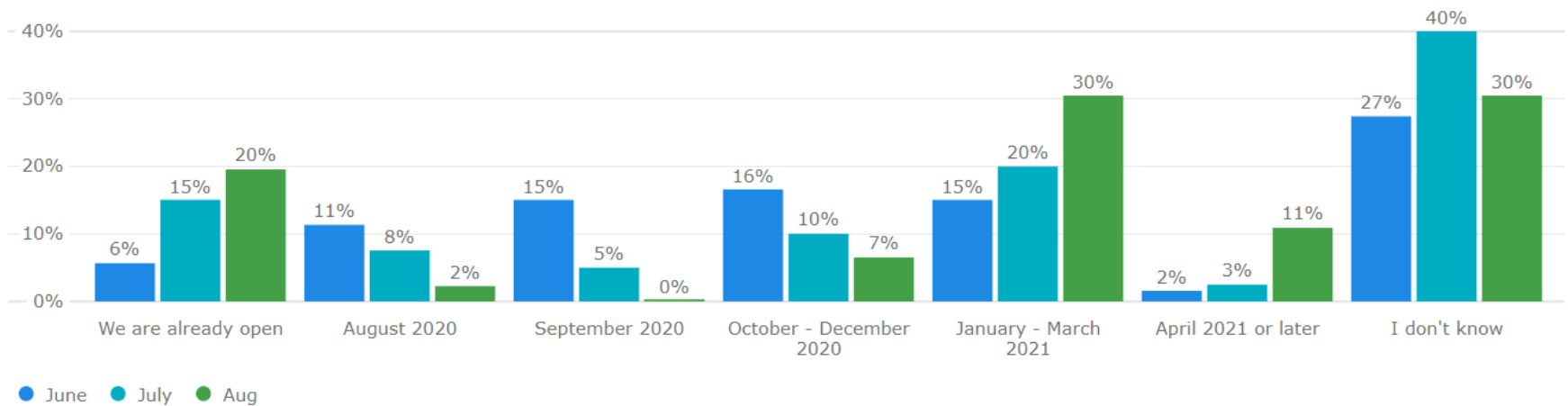


COVID-19 Impact on Fundraising Offices – August

Data collected 8/3-8/9 with weekly comparison data from 3/16-8/2

When does your advancement office plan to reopen for more standard in-person office work?

1



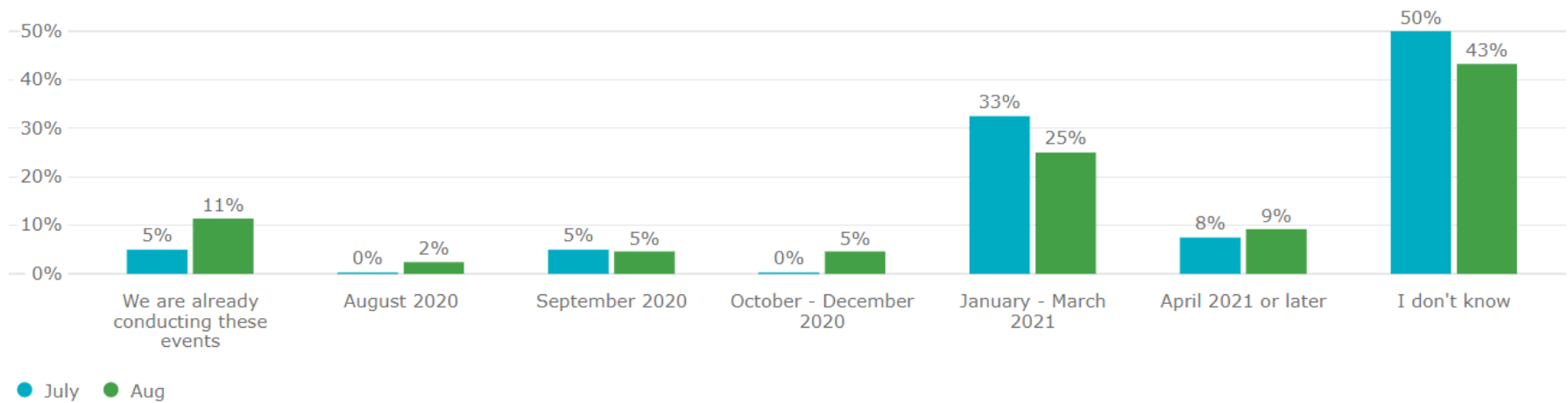


COVID-19 Impact on Fundraising Offices – August

Data collected 8/3-8/9 with weekly comparison data from 3/16-8/2

When does your advancement office plan to conduct in-person events limited to 10 people?

1



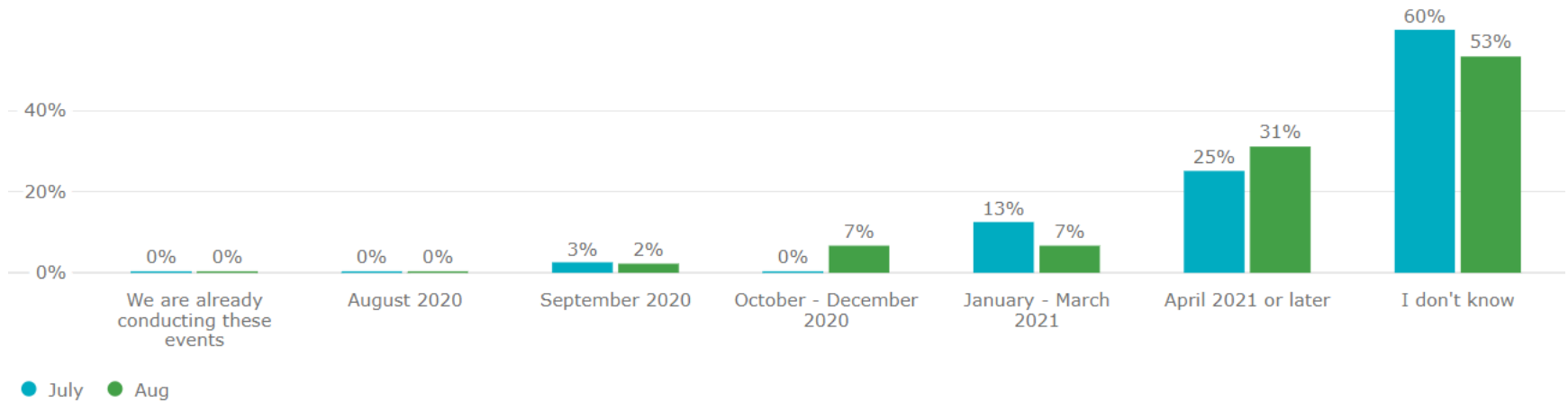


COVID-19 Impact on Fundraising Offices – August

Data collected 8/3-8/9 with weekly comparison data from 3/16-8/2

When does your advancement office plan to conduct in-person events of 10 people or more?

1



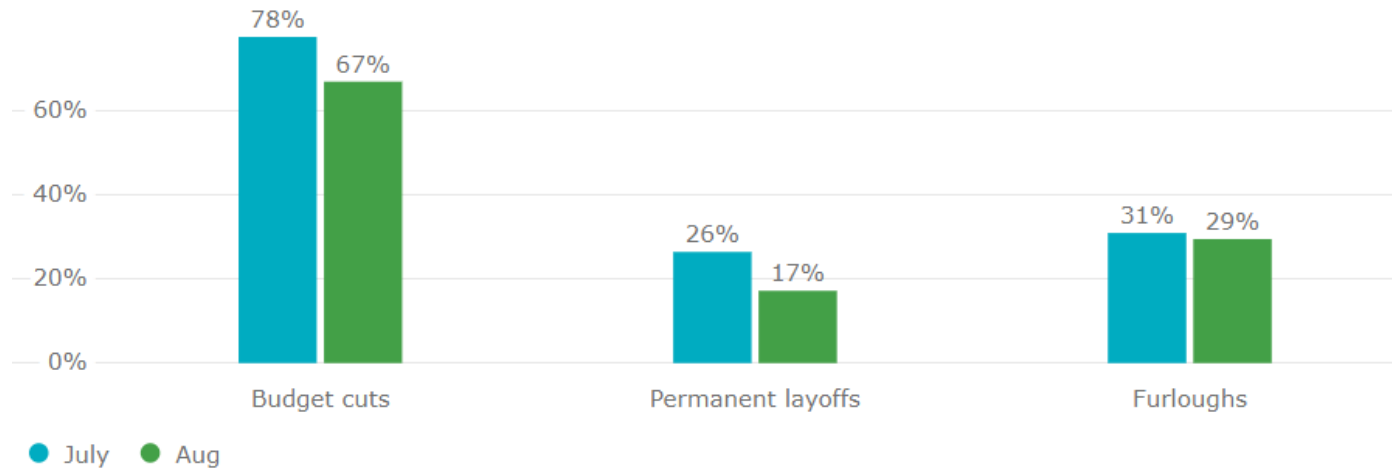


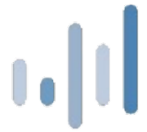
COVID-19 Impact on Fundraising Offices – August

Data collected 8/3-8/9 with weekly comparison data from 3/16-8/2

Has your organization or department experienced any of the following in response to the pandemic?

▼ 1 ↓

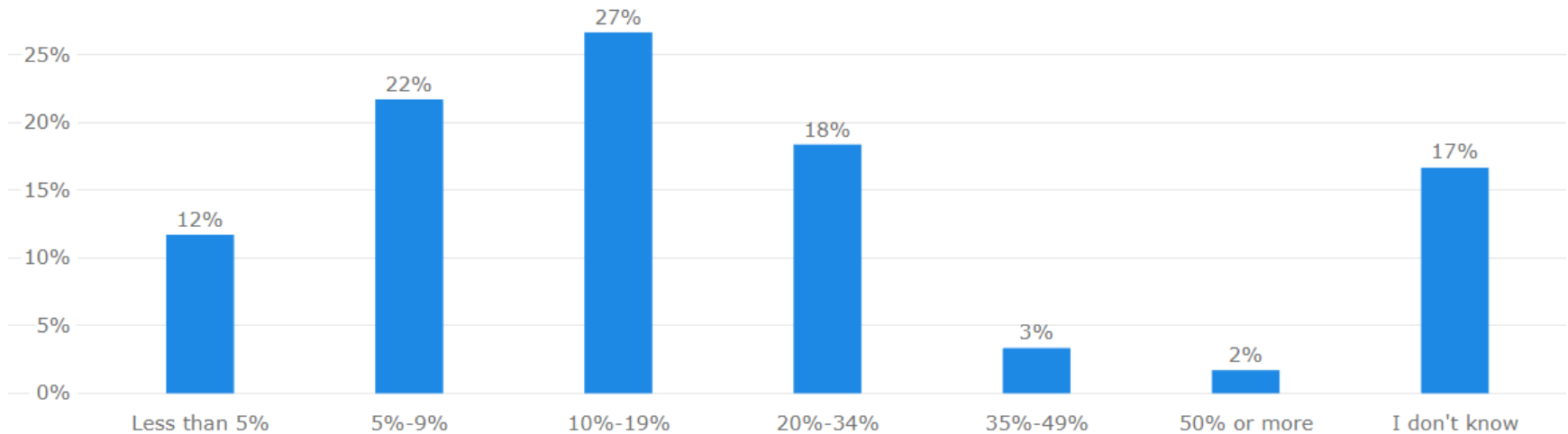




COVID-19 Impact on Fundraising Offices – August

Data collected 8/3-8/9 with weekly comparison data from 3/16-8/2

If you experienced budget cuts, describe the extent of the budget cuts in your organization or department.

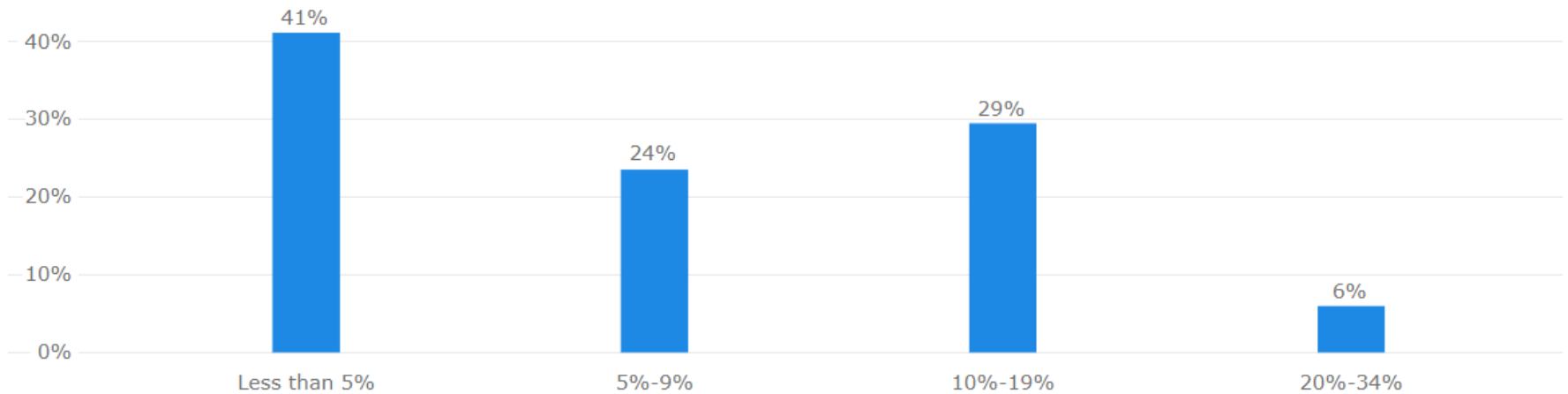


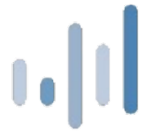
COVID-19 Impact on Fundraising Offices – August

Data collected 8/3-8/9 with weekly comparison data from 3/16-8/2



If you experienced permanent layoffs, describe the extent of the permanent layoffs in your organization or department.

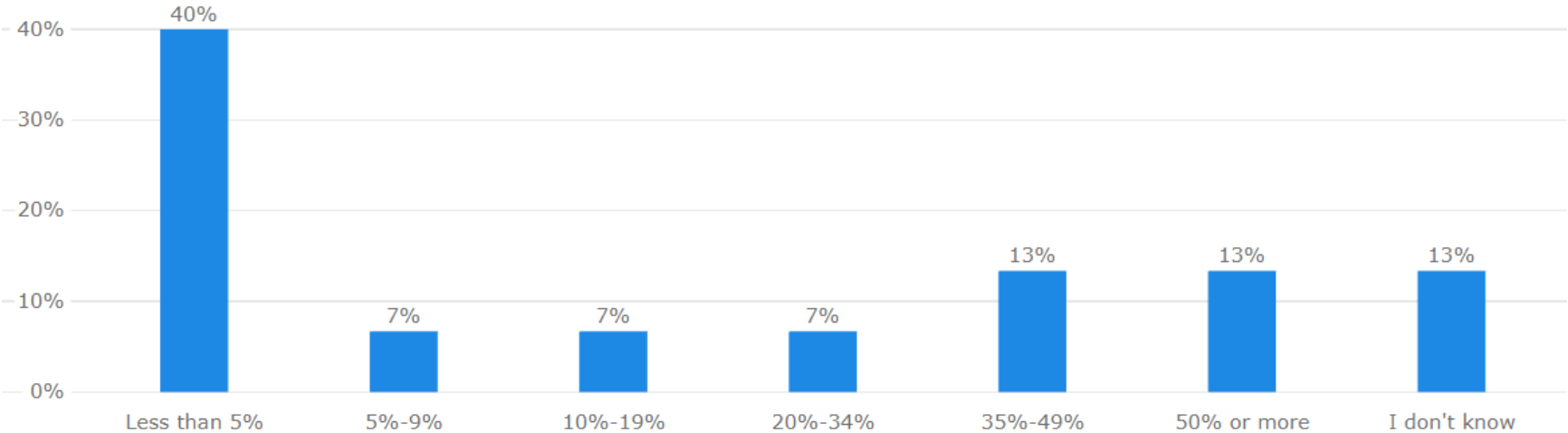




COVID-19 Impact on Fundraising Offices – August

Data collected 8/3-8/9 with weekly comparison data from 3/16-8/2

If you experienced furloughs, please describe the extent of the furloughs in your organization or department.





For More Information

Dan Lowman,
Senior Vice President & Director
GG+A SurveyLab

dlowman@grenzglier.com

Megan Collier
Consulting Associate
GG+A SurveyLab

mcollier@grenzglier.com

Royal Rarick
Consulting Associate
GG+A SurveyLab

rrarick@grenzglier.com

Grenzebach Glier and Associates | Consultants in Philanthropic Management | 200 S. Michigan Ave. Suite 2100, Chicago, IL 60604 | 312.372.4040

Appendix

Comparisons by Organization Type

Survey Metadata - Recorded Date: Mar 16, 2020 to Today

Weekly: 30-day negative impact on fundraising

	Arts and Culture	Foundation	Healthcare	Higher Education	K-12 Education	Other (please specify)	Social Services/Cause and Cure
High impact (8-10)	59%	44%	48%	66%	62%	45%	44%
Moderate impact (5-7)	32%	46%	29%	21%	26%	24%	33%
Low impact (1-4)	7%	8%	21%	11%	10%	32%	22%

Weekly: 60-day negative impact on fundraising

	Arts and Culture	Foundation	Healthcare	Higher Education	K-12 Education	Other (please specify)	Social Services/Cause and Cure
High impact (8-10)	59%	52%	48%	59%	51%	42%	44%
Moderate impact (5-7)	33%	42%	31%	28%	33%	34%	39%
Low impact (1-4)	1%	6%	17%	8%	8%	18%	17%

Weekly: 90-day negative impact on fundraising

	Arts and Culture	Foundation	Healthcare	Higher Education	K-12 Education	Other (please specify)	Social Services/Cause and Cure
High impact (8-10)	58%	61%	49%	46%	41%	45%	44%
Moderate impact (5-7)	20%	29%	25%	26%	28%	26%	33%
Low impact (1-4)	5%	2%	12%	9%	6%	11%	11%

When does your advancement office plan to reopen for more standard in-person office work?

1

	Arts and Culture	Foundation	Healthcare	Higher Education	K-12 Education	Other (please specify)	Social Services/Cause and Cure
We are already open	14%	17%	14%	5%	12%	13%	25%
August 2020	7%	17%	0%	13%	6%	0%	25%
September 2020	0%	8%	12%	11%	24%	13%	0%
October - December 2020	25%	17%	16%	13%	9%	0%	0%
January - March 2021	11%	8%	19%	25%	3%	0%	0%
April 2021 or later	0%	25%	2%	3%	3%	0%	0%
I don't know	25%	0%	30%	30%	38%	38%	25%

When does your advancement office plan to conduct in-person events limited to 10 people?

▼ 1

	Arts and Culture	Foundation	Healthcare	Higher Education	K-12 Education	Other (please specify)	Social Services/Cause and Cure
We are already conducting these events	11%	0%	20%	8%	0%	0%	0%
August 2020	0%	0%	0%	2%	0%	0%	0%
September 2020	0%	67%	10%	0%	11%	0%	0%
October - December 2020	11%	0%	0%	2%	0%	0%	0%
January - March 2021	67%	0%	10%	34%	0%	0%	0%
April 2021 or later	0%	0%	10%	8%	22%	0%	0%
I don't know	11%	33%	50%	46%	67%	100%	100%

When does your advancement office plan to conduct in-person events of 10 people or more?

▼ 1

	Arts and Culture	Foundation	Healthcare	Higher Education	K-12 Education	Other (please specify)	Social Services/Cause and Cure
We are already conducting these events	0%	0%	0%	0%	0%	0%	0%
August 2020	0%	0%	0%	0%	0%	0%	0%
September 2020	0%	0%	20%	0%	0%	0%	0%
October - December 2020	22%	0%	0%	2%	0%	0%	0%
January - March 2021	11%	0%	0%	14%	0%	0%	0%
April 2021 or later	56%	0%	20%	30%	22%	0%	0%
I don't know	11%	100%	60%	54%	78%	100%	100%

Has your organization or department experienced any of the following in response to the pandemic?

	Arts and Culture	Foundation	Healthcare	Higher Education	K-12 Education	Other (please specify)	Social Services/Cause and Cure
Budget cuts	67%	25%	89%	80%	44%	50%	0%
Permanent layoffs	44%	0%	10%	25%	11%	0%	0%
Furloughs	25%	0%	20%	43%	0%	0%	0%

If you experienced budget cuts, describe the extent of the budget cuts in your organization or department.

Q52 Budget cut	Arts and Culture	Foundation	Healthcare	Higher Education	K-12 Education	Other (please specify)
10%-19%	33%	0%	13%	25%	50%	100%
20%-34%	50%	100%	0%	15%	25%	0%
35%-49%	0%	0%	0%	5%	0%	0%
5%-9%	17%	0%	63%	18%	0%	0%
50% or more	0%	0%	0%	3%	0%	0%
I don't know	0%	0%	13%	20%	25%	0%
Less than 5%	0%	0%	13%	15%	0%	0%

If you experienced permanent layoffs, describe the extent of the permanent layoffs in your organization or department.

Q53 Permanent layoffs	Arts and Culture	Healthcare	Higher Education	K-12 Education
10%-19%	25%	0%	36%	0%
20%-34%	0%	0%	0%	100%
5%-9%	25%	0%	27%	0%
Less than 5%	50%	100%	36%	0%

If you experienced furloughs, please describe the extent of the furloughs in your organization or department.

Q54 Furloughs	Arts and Culture	Healthcare	Higher Education
10%-19%	0%	0%	9%
20%-34%	0%	0%	9%
35%-49%	0%	0%	18%
5%-9%	33%	0%	0%
50% or more	33%	0%	9%
I don't know	0%	100%	9%