

Helping Hand

A Fundraising Newsletter to Help Those Who Help Others

Alexander-Haas
TRANSFORMING INSTITUTIONS THAT TRANSFORM LIVES

First Things First



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www.fundraisingcounsel.com



from the bright and organized office of
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How Was Your GivingTuesday?

Now in its eighth year, **GivingTuesday** has become a global event that celebrates the efforts of the world's nonprofit organizations and the generosity of individuals who support them.

The preliminary results for gifts for 2019 **GivingTuesday** indicate that **charities raised an estimated \$511 million online**, up from \$380 million on this day last year. This year, the *GivingTuesday* Data Collaborative, a group of more than 60 partners, also estimated **offline giving using a new statistical model, bringing this year's total estimate to \$1.97 billion**. What an achievement!

Billed as a global day of giving created from the combination of the power of social media and collaboration, *GivingTuesday* is a simple concept that gives nonprofits a free digital toolbox of how tos and gives donors, literally, a world of choices. From a relatively modest start seven years ago (the campaign was announced just one month before kickoff in November 2012), *GivingTuesday* 2018 brought in 3.6 million gifts totaling \$400-million, from donors in more than 150 countries. All online, all in 24 hours.

Take a look at previous giving, and see the tremendous growth that *GivingTuesday* has experienced. **This year's total surpassed what was predicted!**

WHAT WILL HAPPEN IN 2019?

WE PREDICT A
26% INCREASE,
TO \$502M



You will see in a news item below that the awareness of *GivingTuesday* is growing as well.

Beyond the tweets and *Instagressing*, *GivingTuesday* represents something bigger: it is the symbolic start of the season of giving, these December weeks when donors make more gifts to more organizations than at any other time of the year. Some donors have a prepared list of charities that they faithfully support every year. Others may give more spontaneously, moved by a story or a heartfelt appeal. Some give to share their own good fortune, others have relatively little to share but give all the same to help someone else in need.

Scientists tell us that giving makes us happier, that altruistic behavior releases endorphins associated with pleasurable feelings. So skip the chocolate, or make one less trip to the mall (real world or virtual), and send the money to a nonprofit you admire. Let's keep the spirit of *GivingTuesday* going all month long - and into 2020!

Wishing you all the best of this season of giving.

More On *GivingTuesday*

Awareness of *GivingTuesday* Growing

A new survey finds that the popularity and awareness of *GivingTuesday* is growing!

Why America Gives 2019: How Current Events, Technology, and Seasonality Impact Donor Plans, found that 37% of respondents were aware of *GivingTuesday*, up 10% from 2018 - including 50% of Gen Z respondents (ages 18 to 22), 39% of millennials (ages 23 to 38), 38% of Gen Xers (ages 39 to 54), and 33% of boomers (ages 55 to 73).



Among those who had heard of *GivingTuesday*, 53% said they had donated to a *GivingTuesday* campaign in 2018. Gen X respondents (25%) were more likely to say they planned to participate this year than were Gen Zers (18%), millennials (17%), or boomers (17%).

How was your *GivingTuesday*? [Tell us all about it!](#) PND, 12-2

YOU HAVE UNIQUE CHALLENGES.

We have fundraising solutions.

CONTACT US
TODAY



We Think You Should Know

Gifts to Largest Nonprofits Increased 11.3%

According to *The Chronicle of Philanthropy's* annual study of giving to nonprofits, private support for the hundred largest nonprofits accounted for approximately 8.7% of all giving in 2018. However, the strong showing underscores the widening gap between those top charities and the rest of the sector. The study does not include individual gifts to donor-advised funds such as Fidelity Charitable. Had Fidelity Charitable been included in the study, it would have ranked as the largest charity in the country, having raised more than \$9 billion - nearly triple the amount raised by United Ways (\$3.01 billion).

The Chronicle notes that one reason large nonprofits are doing well is that they have focused their efforts on major donors - a group that has benefited handsomely as wealth inequality in the U.S. has hit record levels.

Also, the Chronicle reports that the share of Americans who claimed a charitable deduction on their tax returns in 2018 plunged to 8.5%, from 24% in 2017. *COP, 11-8*

Effort to Boost Efficacy of Impact Investing

A group of nine private and corporate foundations and family offices have pooled \$12 million in a fund to draw more interest in impact investing and to ensure that investments made with the public good in mind truly make a difference. The collaboration is called the **Tipping Point Fund**. The contributors are the Ford, MacArthur, Packard, Rockefeller, Surdna, and Visa foundations; the Omidyar Network; the Rockefeller Brothers Fund, and Blue Haven Initiative, a family office co-founded by Liesel Pritzker Simmons and her husband Ian Simmons.

The fund will support policy changes designed to encourage new investors interested in helping the environment or to provide social benefits through their investments. It will also support efforts to collect and standardize how impact investments are measured. *COP, 12-5*

Donor-Advised Funds: No to NRA and Affiliates

The two biggest donor-advised-funds, **Fidelity Charitable** and **Schwab Charitable**, have banned new donations to 501(c)(3) organizations affiliated with the **National Rifle Association**, citing reports of Internal Revenue Service investigations into the gun rights group's network of nonprofits. It's unclear how many other donor-advised-fund sponsors are prohibiting gifts to NRA-affiliated nonprofits. In fiscal year 2018, donors poured \$12.3 billion into accounts sponsored by Fidelity and Schwab. *COP, 12-4*

Transforming Institutions

For more than 30 years, Alexander Haas has been a fixture in the nonprofit community. We are honored to have worked with some of the largest, and some of the smallest, organizations that help make our country a better place to live.

[See our comprehensive list of client partners...](#)

Our Transformational Services

Alexander Haas offers a wide range of fundraising consulting services for organizations of all sizes. Our priority is to help transform institutions that transform lives. Whether you are readying for a capital campaign or need to assess your annual fund, our services are tailored to each individual client.

[What can we help you with?](#)



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