



Atlanta Results

Your Monthly Resource for Philanthropic News

Alexander-Haas
TRANSFORMING INSTITUTIONS THAT TRANSFORM LIVES

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from the Coastal desk of
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Senior Partner

The Heart and Soul of What We Do

Dollars up and down.

Donors down.

Volunteering down.

By now I suspect you are aware of the report in June from the **Giving USA Foundation** that giving in 2021 increased 4% to \$484.5 billion but dropped slightly when adjusted for inflation. So, giving was both up and down depending on your perspective.

You may have also read the study from the Indiana University Lilly Family School of Philanthropy indicating that the number of households giving has declined from its high point of 68 % in 2002 to 49 % in 2018. That's about 20 million fewer households.

And just to add to the joy, Gallup polls show the rate of volunteerism has dropped from 65 % in 2013 to 56% in 2021.

Throw in a pandemic, the war in Ukraine, culture wars, and hyperinflation, and it's enough to get a person down.

As I talk with volunteers and professionals around the country who are tilling the fields of philanthropy, I sense a number of folks are a bit dispirited. I have to admit to occasional bouts of pessimism myself.

I am blessed by having two colleagues with graduate degrees in theology who periodically share uplifting thoughts from wise folks they admire. But, more recently my spirits have been lifted by a volunteer who has put heart and soul into a nonprofit organization tackling homelessness, an increasing problem here on the Outer Banks of North Carolina.

I have been volunteering to work with her to help the board of the organization build a robust fundraising program as the demand for its services has increased significantly. All of the board members signed on to help folks in need, not raise

money, and so are more than a little daunted by the idea of asking for money. To lift their spirits to the task, she shared the book *A Spirituality of Fundraising* by Henri J. M. Nouwen with Nathan Bell.

The book blew me away. In an earlier newsletter I wrote of the two books that have had the most impact on my thinking about how to do development: Harold J. Seymour's *Designs for Fundraising* and James Gregory Lord's *The Raising of Money*. Both are about the 'how' of our work. This one is about the 'why.' I commend it to your reading which at 118 pages won't take all that long.

Finally, to top it all off, she shared a poem that moved me greatly and can be found [here](#). My wish is that it will brighten your day and reaffirm your commitment to the important work we do.

Our Team

It's Time To Plan
November 29, 2022

GIVING
TUESDAY

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Black Wealth Data Center Launched

Bloomberg Philanthropies' Greenwood Initiative launched the Black Wealth Data Center (BWDC), which will host the Racial Wealth Equity Database to help address the problem of insufficient and inaccessible data on Black wealth.

Funded by **Bloomberg Philanthropies** with an eight-figure commitment and incubated by Prosperity Now, BWDC compiles data from multiple sources on a wide range of factors correlated to economic well-being and progress by race, with the aim of empowering decision makers—including practitioners, elected officials at all levels, and philanthropists—and journalists to improve and document economic opportunity.

The **Racial Wealth Equity Database** will provide access to data on assets/debt, education, employment, homeownership, and business ownership and compare that data by race (Black, Hispanic, Asian, White, and Other or multiple races), sex, age, education attainment, and geographic area (state, county or zip code). The project also will build a network for leaders and organizations working to create economic progress for Black families and communities. *PND, 9-15*

CEO Salaries On the Rise after COVID Decline

The latest **Nonprofit Compensation Report**, prepared and released by **Candid**, the median

compensation for CEOs at nonprofits with budgets of over \$50 million decreased by 5.2% over the course of the 2020 fiscal year, and compensation for CEOs increased by 4.7% overall. The report, the most comprehensive nonprofit compensation study of its kind, draws from the tax data of nearly 88,000 nonprofits.

When the pandemic struck, executives across the economy — including those who lead nonprofits — reacted to the initial economic shock by announcing cuts to their own salaries. Since then, salaries have largely increased at all levels, as organizations struggle to attract candidates amid staffing shortages, rampant inflation, and limited funding. Organizations have also struggled to retain staff — including at the executive level — because of burnout and competition over adequate compensation and benefits. In 2019, a survey by the Building Movement Project found that more than two in five nonprofit CEOs of color felt their salary was not high enough for their workload.

The Candid report, which does not collect data on race, found an increase in women CEOs at nonprofits of all sizes, though they continue to make less than men. This is especially true at large nonprofits: While women CEOs made 96 cents for every dollar that men made at nonprofits with budgets under \$250,000, they made only 81 cents for every dollar that men made at nonprofits with budgets of over \$50 million.

Other Key Findings

- Executives at nonprofits with budgets of over \$50 million earned a median salary of \$279,000 in 2020, despite the pay cuts. The median salary for executives at nonprofits of all sizes was \$150,000 in 2020.
- Executives employed at science, technology, and medical organizations earned the highest median compensation in 2020, at \$187,000. Executives employed at religious institutions earned the least, at \$65,000.
- While women now make up the majority of CEOs at smaller organizations with budgets under \$2.5 million, they make up only 29% of CEOs at nonprofits with budgets of over \$50 million.
- Executives in the Northeast earned the highest salaries, at \$139,000, while executives in the Midwest earned the lowest, at \$110,000. The District of Columbia had the highest median executive compensation in the country, at \$175,000, followed by New York and Massachusetts.

COP, 9-15

Georgia State University* was awarded a \$1 million grant from the **National Science Foundation** to launch a new initiative as part of its efforts to increase the recruitment, retention, engagement and support of women faculty in science, technology, engineering and mathematics (STEM) fields, especially for women from underrepresented minority backgrounds. *SaportaReport, 9-9*

Lendmark Financial Services launched a new campaign and goal: to raise \$10 million total by 2025 to mark the company's 10-year anniversary partnering with nonprofit **CURE Childhood Cancer***. CURE is an Atlanta-based nonprofit with national impact that is dedicated to funding targeted pediatric cancer research while

Deron Davis, executive director of the **Nature Conservancy-Georgia*** for more than eight years, stepped down in September. He had been with the Nature Conservancy for 12 years, serving as director of conservation before becoming executive director. He has accepted the position of conservation project director for the **Nature Conservancy's North American** region. **Dan Ryan**, the Nature Conservancy's director of conservation, was named interim state director. **Stacey Sinkiewicz** will become interim deputy state director in addition to serving in her current role as director of development. *MetroAtlantaCEO, 9-6*

Atlanta History Center* was one of several area nonprofits to receive a grant from **The**

supporting patients and their families. The 2022 **Climb to Cure** campaign wrapped up in August with nearly \$1.2 million raised for the cause, bringing Lendmark's total donated to CURE to \$4.73 million to date, nearly halfway to its \$10 million goal. *MetroAtlantaCEO, 9-7*

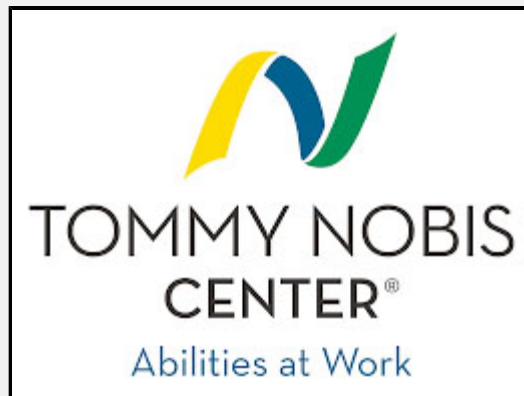
**Alumni Client Partner*

Georgia Historical Records Advisory Council to develop and/or implement projects to identify, preserve, and provide access to historical records. GHRAC plans to offer a similar grant opportunity in 2023, dependent on federal funding. More information will be released in the coming months. *MetroAtlantaCEO, 9-1*

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Welcome New Client Partner



We Know Atlanta Nonprofits

For more than 35 years, Alexander Haas has been a fixture in the Atlanta nonprofit community. We are honored to have worked with some of the largest, and some of the smallest, organizations that help make Atlanta a better place to live.

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