



Museum Results

Alexander-Haas
TRANSFORMING INSTITUTIONS THAT TRANSFORM LIVES

Your Monthly Resource for Philanthropic News
from Alexander Haas

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Focus on the Fundamentals—Not the Market

by Arthur L. Criscillis, Ed.D.
Managing Partner

With concerns about the stock market, the effects of the Federal Reserve's rate hiking and quantitative tightening on the economy, the disruption and fears created by Russia's war on Ukraine, and the disruption of supply chains caused by China's COVID-19 lockdown policy rising to the forefront in the minds of so many, it is difficult to not have some concerns about the impacts of these on philanthropy. Some combination of these is beginning to be raised as concerns for our fundraising efforts by development professionals and volunteers. This has not become widespread and the actual impacts of these on

philanthropy are not yet being seen on any widespread basis, but the concern is growing. And the concern has a foundation in what is happening—market declines mean many of our prospects are (and feel) less wealthy, concerns about recession can create uncertainty and even fear (both of which are not amenable to economic activity and philanthropy), inflation and rate hikes erode the spending (and giving) power of individuals—particularly the lower-end donors.

It is appropriate to be concerned and to be aware of factors that can affect our prospects—effects that could be more deleterious on them than simply ability to give. That having been said, we can't let these cloud our vision or cause us to be distracted. We need to keep first things first and in the spirit of helping us to do that, let me offer the following:

1. Stay focused on demonstrating the positive impact of your organization. Our organizations are doing good, important work that elevates and improves the lives of people and communities. The importance of our work is not diminished by these factors. In fact, in some instances the importance of our work increases. Keep first things first—your mission and its importance.

2. People still give. Philanthropy has consistently either increased or been flat in current dollars every year since 1979, except for 1987 (tax-reform infused because people accelerated their giving), 2008 (6% decline) and 2009 (3.6% decline) according to Giving USA. And, as bad as the Great Recession was, giving was still substantial. So, we can and should continue to make the case for our organizations and the case for philanthropic investments that will help us to do our work better, to help us do new things and to help us do even more of some things that we already do well.

3. Don't decide for others. If a prospect has demonstrated interest in our work and/or some project that will help us in doing that work (and assuming we have taken the appropriate steps in cultivating them), then we can and should ask for their

philanthropic support. We don't know their financial circumstances or the relative priority that they accord to our organization and its work. Our job is to educate, inform, involve, engage and ask prospects. Their job is to determine if they will give and how much they will give, based upon their circumstances and priorities. If we have done our work well, we may secure the gift. If not, we are likely to hear why they can't support us at the level we had hoped and/or also hear when it might be opportune to talk with them about their commitment or an increased commitment.

4. Bolster efforts to demonstrate exemplary donor appreciation. Letting donors know the impact of their giving and letting them know how much we appreciate their gifts and them is something we should always do. As times become a bit more challenging, we need to reexamine and redouble our efforts to do so. That applies both to our largest donors and our faithful donors. They and their support for us only increases in value.

As you can easily see, the focus of our efforts should be on who we are, what we do and how much we appreciate those who assist us—not on the externals. We can control the former, not the latter. So, focus on the fundamentals. That is more important than ever.

[Our Team](#)

Alexander·Haas

Please join us for the release of
Giving USA Results for 2021
Tuesday, June 21, 2022

Giving USA Presentation & Reception
In-Person & Zoom

4:00pm Presentation

5:00pm Reception

In-person Location

CHRIS 180

1030 Fayetteville Road SE, Atlanta, GA 30316

Presented by Alexander Haas
in partnership with AFP Greater Atlanta Chapter

Despite the Pandemic, giving in 2020 reached an all-time high. Is it possible that government stimulus and a souring stock market could drive giving to a new high in 2021, even in a year that included more Covid restrictions and historic supply chain disruptions? David King's presentation of Giving USA Foundation's Annual Survey of Giving will offer an in-depth look as to how nonprofits are performing and share trends in giving. We hope you will join us.

Reservations are required.
Click [here](#) for more information and to register.

Pandemic Changed Giving Strategy for Many Rich, Some Plan to Donate More

Sixty-eight percent of wealthy donors say they plan to increase their giving in the next two years, and 51 percent say they plan to contribute to more organizations. A new study of high-net-worth investors by the wealth-management firm BNY Mellon surveyed 200 adults with at least \$5 million of investments, asking about how and why they give to charity.

Key Highlights

More than two in five wealthy donors say they've changed their giving strategy since the pandemic began, as many wealthy donors reported giving more.

Younger donors were most likely to say they thought about giving to charity as they planned their investments. Every Gen X supporter in the survey (ages 39 to 54) said

that, as did 97% of millennial donors (ages 23 to 38).

Just 27% said they primarily gave to charity to receive tax benefits. The biggest share of donors – 41% – said they gave to support causes and charities to which they had a personal tie. Thirty-seven percent said it was extremely important for them to give because it made them happy.

Direct solicitation was a top-three consideration for 86% of respondents. Just 29%, however, ranked it as the top consideration in their giving decisions.

Of all donors surveyed, roughly a third gave to three to five charities in 2021.

The survey showed charitable LLCs, charitable trusts, and charitable gift annuities were neck-and-neck for the top spot – familiar to 47 percent, 46 percent, and 45 percent, respectively, of the wealthiest donors.

By comparison, 30% of donors with less than \$25 million invested said they were familiar with donor-advised funds. The next most common vehicle for that group was bequests – with 23% saying they were familiar with it. Charitable trusts and charitable distributions from IRAs tied for the third and fourth most familiar vehicles, each 20%.

Health care and medical research combined was the top cause, supported by 57 percent of people surveyed.

Donors with more than \$25 million in assets said they were most motivated to give by personal ties to causes or charities and a desire to affect measurable change. *COP*, 5-23

The Chronicle of Philanthropy to Become Nonprofit

The Chronicle of Philanthropy announced plans to become an independent nonprofit organization. In September 2020, the publication entered a partnership with the Associated Press and the Conversation, which added five AP and Chronicle journalists to cover the nonprofit sector and created a yearlong fellowship program designed to help local and regional news organizations better cover the social sector. As a nonprofit, the Chronicle intends to expand its staff with at least 13 new positions, including at least eight new editorial staff, and expand its technology and business teams. It aims to double its revenue and number of subscribers within five years. In support of the transition, the Chronicle has received commitments totaling nearly \$6 million. *COP*, 5-6

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Trust in Nonprofits Falls Slightly

While there is room for U.S. institutions across the board to increase public trust, a majority of respondents to a new survey believe nonprofits will do what is right for society. The third annual *Trust in Civil Society* survey found that 56% of Americans said they trust nonprofits, down 3 percentage points from the 2020 benchmark study (59%). Trust in philanthropy edged down from 36% to 34% during the same period. According to the survey, financial well-being and education are major drivers of trust, and trust of nonprofits among women fell during the pandemic. *PND*, 5-21

[Our LinkedIn](#)

We Know Museums

For more than 35 years, Alexander Haas has been a fixture in the nonprofit community. We are honored to have worked with leading museums and cultural organizations across the country that help communities be a better place to live. Just ask our clients.

Face It: Museums are Different

Our services aren't cookie cutter. We don't operate with a boilerplate, merely changing names and locations. We craft each and every service we provide to match your museum's unique needs, wants and abilities. We work hard and expect you to do the same. Together we can help you transform your museum, your fundraising, and the community you serve.

Whether your need is in Capital Campaign, Annual Fund Campaign, Major Gifts, Leadership Annual Giving, Planned Giving or all of the above, we take a fresh approach to nonprofit fundraising.

Our Services



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