



CHICAGO AMERICAN INDIAN COMMUNITY
COLLABORATIVE

**BASELINE FUNDING DATA: REPORT #2
FISCAL YEARS 2013 & 2014**

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INTRODUCTION

Established in 2012, the Chicago American Indian Community Collaborative (CAICC) is a network of seventeen Native American organizations and programs dedicated to improving conditions for Native peoples in the region. Driven by the realization that its member organizations were generally underfunded and received limited financial support from the philanthropic community, in late 2013, CAICC established as one of its priorities a plan to increase charitable donations to the Native community.

In pursuit of this goal, in 2014, CAICC collected funding information from ten member organizations to determine the level of funding received during the previous fiscal year ending in 2013, from foundations (includes public charities), corporations and government. That information was presented in a report titled: *Baseline Funding Data*, dated 8-7-14. The purpose behind assembling the data was to establish a baseline to which funding in future years could be compared.

Accordingly, in the first half of 2015, funding data from the previous fiscal year ending in 2014 was collected from seven organizations. All seven participated in both surveys (2014 & 2015), and all seven organizations were responsible for raising their own operating funds. This report contains a comparative analysis of the two years of funding.

Collecting this data and tracking changes in funding is particularly important to CAICC's community change efforts. CAICC began providing fundraising training to its member organizations in the spring of 2014, and, with financial support from The Chicago Community Trust, CAICC established a *Fundraising Capacity Building Clinic* to provide more intensive community services in January, 2015. As part of its fundraising improvement efforts, CAICC intends to once again collect funding data from member organizations in 2016, for the purpose of assessing the outcomes of capacity building services.

The seven organizations that provided funding data in each of the two years are listed below:

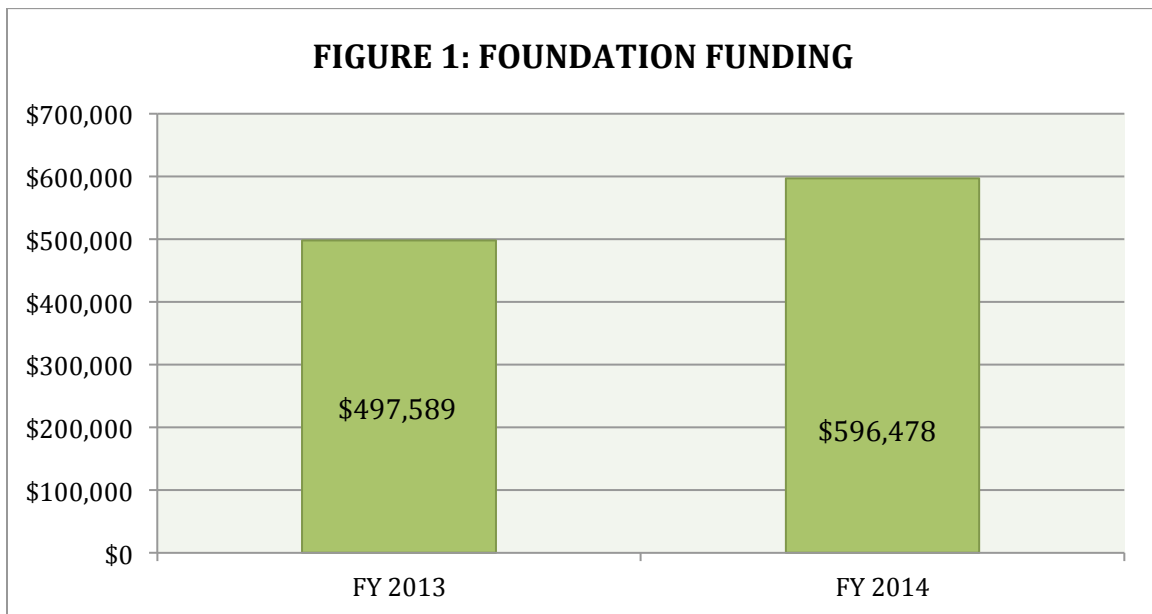
1. AMERICAN INDIAN ASSOCIATION OF ILLINOIS
2. AMERICAN INDIAN CENTER OF CHICAGO
3. AMERICAN INDIAN HEALTH SERVICES OF CHICAGO, INC.
4. CHICAGO AMERICAN INDIAN COMMUNITY COLLABORATIVE
5. MITCHELL MUSEUM OF THE AMERICAN INDIAN
6. ST. KATERI CENTER
7. TRICKSTER ART GALLERY

TOTAL REVENUE

The total amount of revenue that was received from all sources of support in FY 2014 was \$2,815,562. The annual budgets in fiscal year (FY) 2014 ranged from \$19,043 to \$1,433,693. The median was \$189,000. CAICC's previous survey did not ask for annual budget size; therefore, no comparison on the total amount of revenue can be provided. Nevertheless, information on budget size will be useful when comparing data collected in future years.

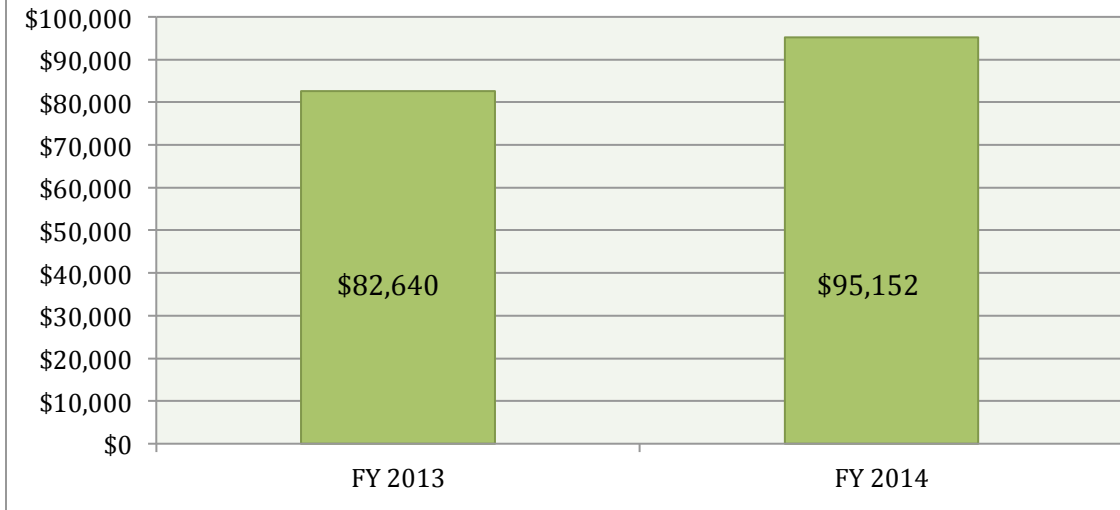
TOTAL FUNDING RECEIVED BY SOURCE: From FY 2013 to FY 2014, total funding increased from foundations, corporations and government. The amount received and the percent of change from each source is described below.

- **FOUNDATIONS:** The total amount of funding from foundations increased by 19.9% (\$98,889) between FY 2013 and FY 2014. Funding increased from \$497,589 to \$596,478 (see Figure 1). Four organizations increased the amount of foundation funding received; two organizations received less foundation funding; and one organization stayed at the same level (zero).



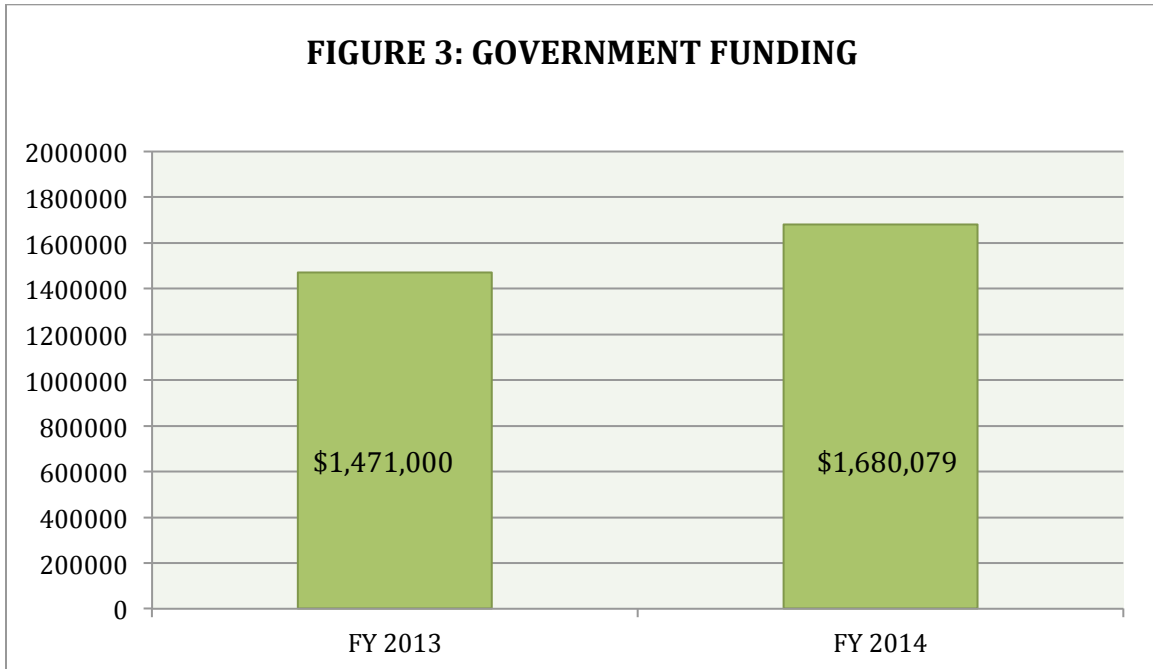
CORPORATIONS: Funding from corporations increased by 15.1% (\$12,512); growth increased from \$82,640 in FY 2013 to \$95,152 in FY 2014 (see Figure 2). Three organizations increased the amount of corporate funding received, while one decreased the amount received; three organizations stayed the same at zero corporate funding received.

FIGURE 2: CORPORATE FUNDING



- **GOVERNMENT (NON-TRIBAL):** Funding from government increased by 14.2% (\$209,079), an increase from \$1,471,000 in FY 2013 to \$1,680,079 in FY 2014 (see Figure 3). Three organizations increased their funding from government, while one decreased, and three stayed the same at zero.

FIGURE 3: GOVERNMENT FUNDING



- **TRIBAL Governments:** This category includes revenue from tribal governments, but does not include funding from tribal foundations. Funding

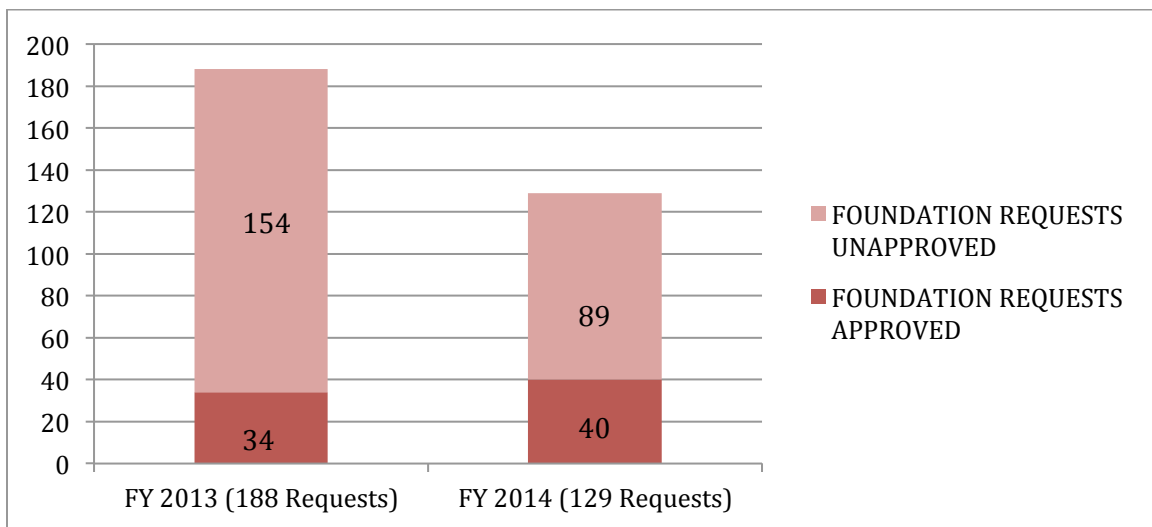
from tribal foundations is included in the Foundations category. In FY 2014, only one grant of \$10,000 was reported to come from a tribal government.

- **INDIVIDUALS:** Data on this revenue source was not collected for FY 2013. In FY 2014, the total amount of revenue received from individuals by all seven organizations was \$237,502. All seven organizations received contributions, and the total amount each organization received ranged from \$500 to over \$174,000. The median was \$12,451.

RATE OF RETURN ON WRITTEN GRANT REQUESTS: More efficient grant production resulted in a higher rate of grants received per the total number of grant requests to foundations and corporations in FY 2014, as compared to FY 2013. This suggests that Native organizations are doing a better job of identifying potential funders and, quite possibly, making better “asks.” This factor did not hold true, however, for government requests, where the rate of return dipped but remained at a fairly high level.

- **FOUNDATIONS:** The rate of return increased from 18.1% (34 of 188) of written grant requests approved for funding in FY 2013 to 31.0% (40 of 129) approved for funding in FY 2014 (see Figure 4). That is a 71.3% increase in rate of return. Importantly, this data shows that a higher percentage of foundation funders supported the work. Less energy was spent pursuing funders that lack interest, or, for other reasons, would not make a commitment to support the activities proposed by Native organizations.

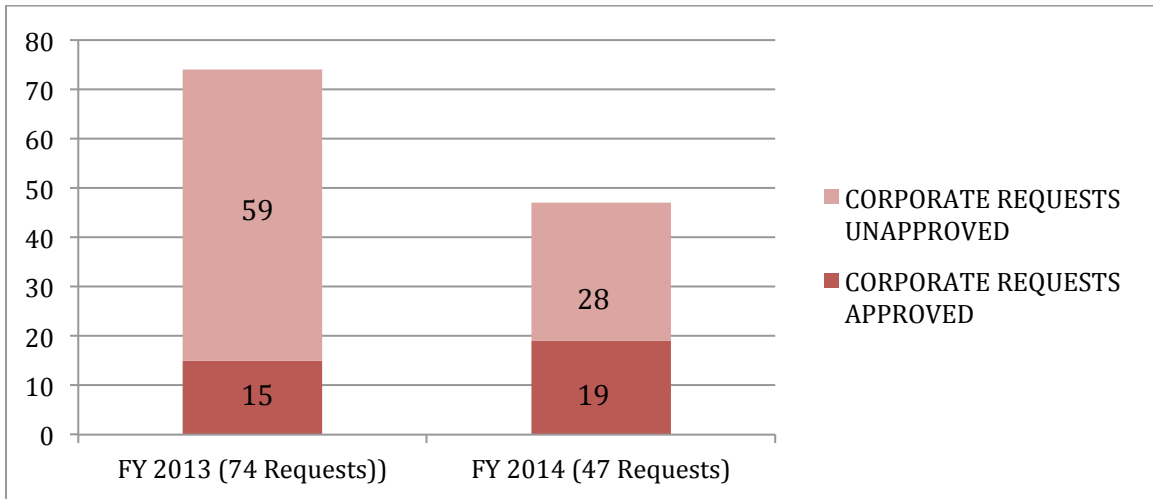
FIGURE 4: FOUNDATIONS RATE OF RETURN



- **CORPORATIONS:** The rate of return increased from 20.2% (15 of 74) of written grant requests approved in FY 2013 to 40.4% (19 of 47) grant

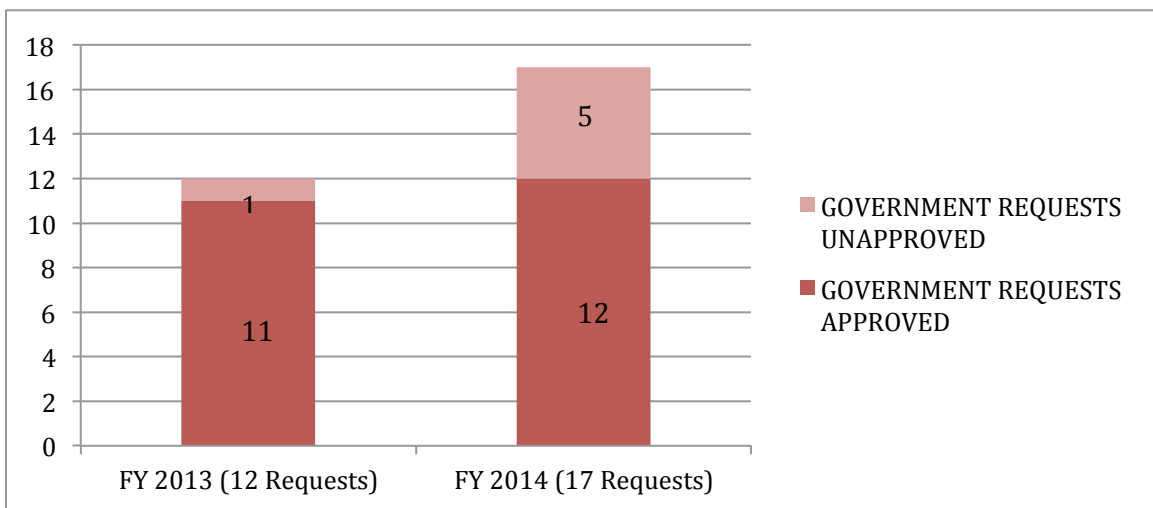
requests approved in FY 2014 (see Figure 5). That is an increase of 100% in rate of return. Similar to the experience with foundations, the total number of requests to corporations decreased substantially, yet more grants were received. A likely explanation is that more efficient targeting is taking place, along with the creation of compelling requests.

FIGURE 5: CORPORATIONS RATE OF RETURN



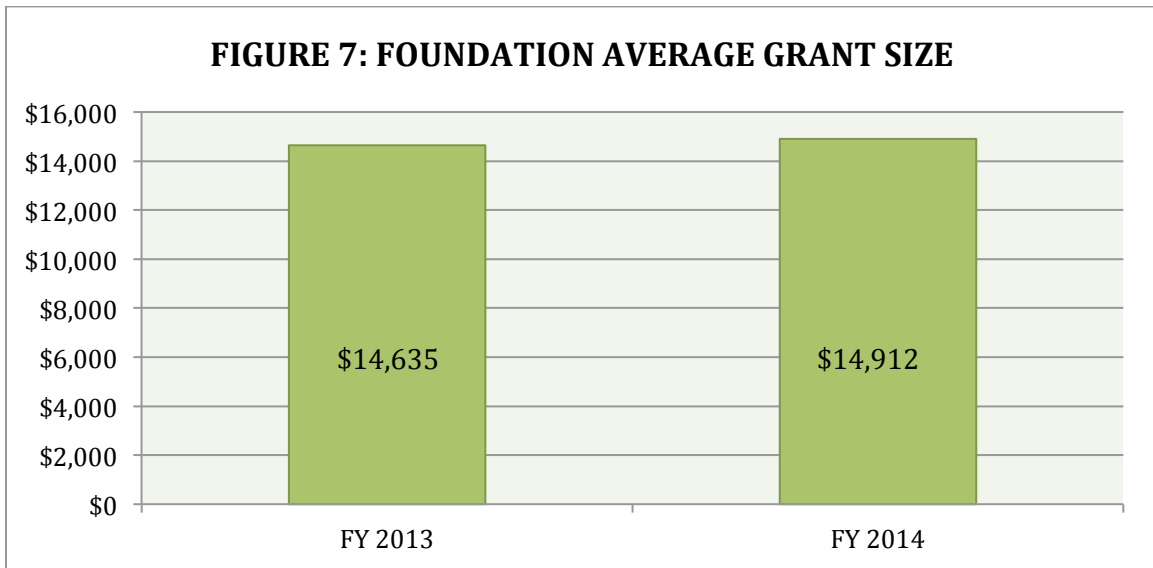
- GOVERNMENT:** The rate of return decreased from 91.7% (11 of 12) of written requests being granted in FY 2013 to 70.6% (12 of 17) of requests being granted in FY 2014 (see Figure 6). That is an overall decrease of -23%. More sources (5) were sought, but the increase in grants (1) was not proportional to the rate of return in the previous fiscal year.

FIGURE 6: GOVERNMENT RATE OF RETURN

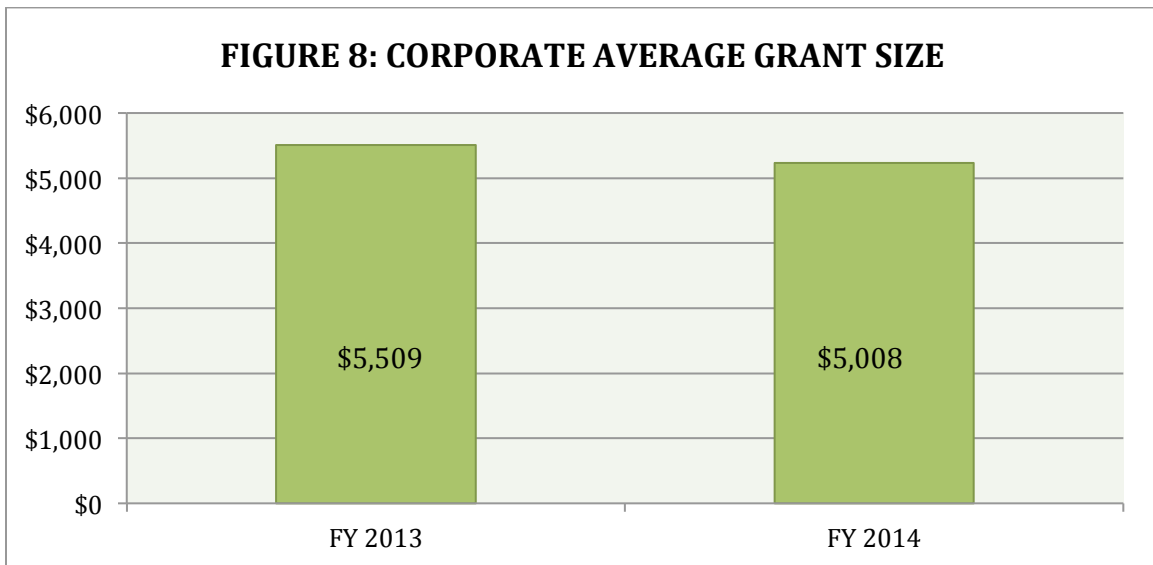


AVERAGE GRANT SIZE: This section identifies the average size of grants received from foundations, corporations and government. Increases occurred in the Foundations and Government categories, but decreased in Corporations.

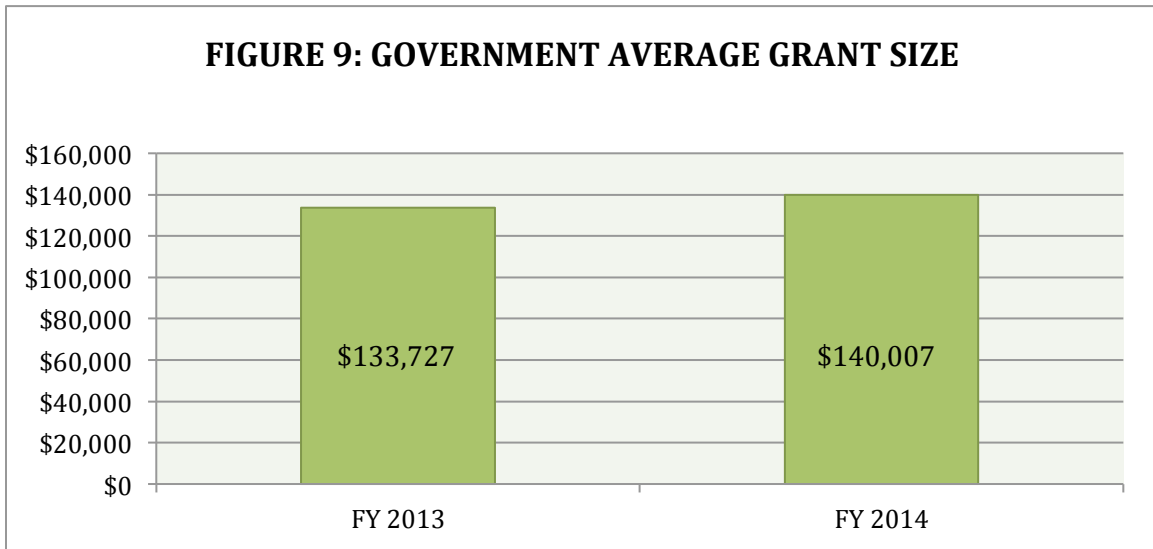
- **FOUNDATIONS:** The average size of grants received from foundations was \$14,635 in FY 2013, and \$14,912 in FY 2014 (see Figure 7). The difference of \$277 represents an increase of 1.9%.



- **CORPORATIONS:** The average size of corporate grants was \$5,509 in FY 2013 and \$5,008 in FY 2014 (see Figure 8). The difference of -\$501 represents a decrease of -9.1% in the average size of corporate grants.

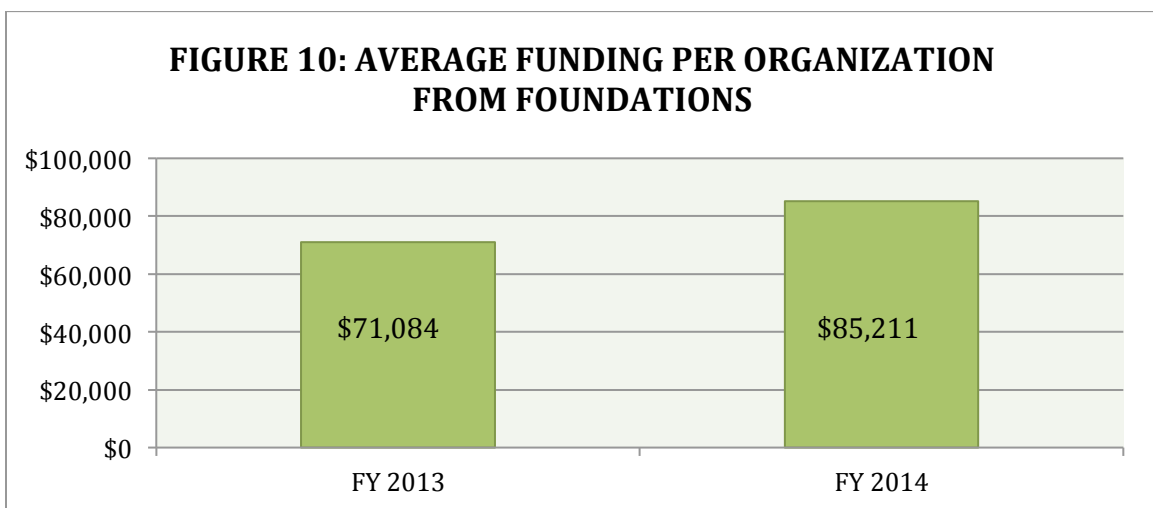


- **GOVERNMENT:** The average grant size was \$133,727 in FY 2013 and \$140,007 in FY 2015 (see Figure 9). The difference of \$6,280 represents an increase of 4.7%.

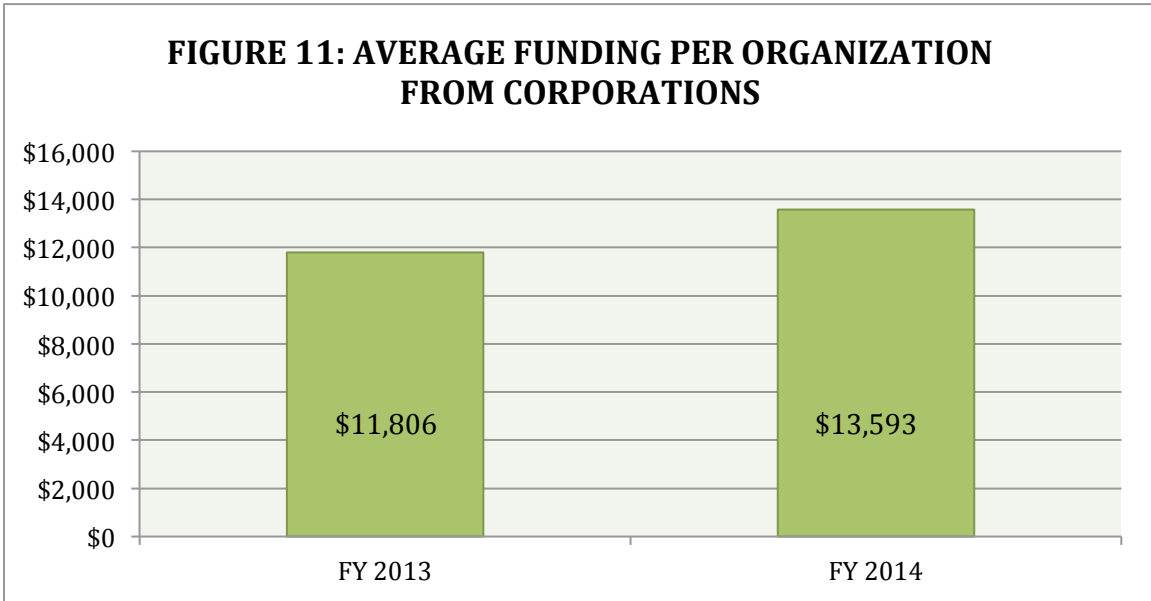


AVERAGE FUNDING PER ORGANIZATION BY SOURCE: This section examines the average amount of funding each organization received by category: Foundations, Corporations, and Government. In each category, the average amount of funding received showed marked improvement.

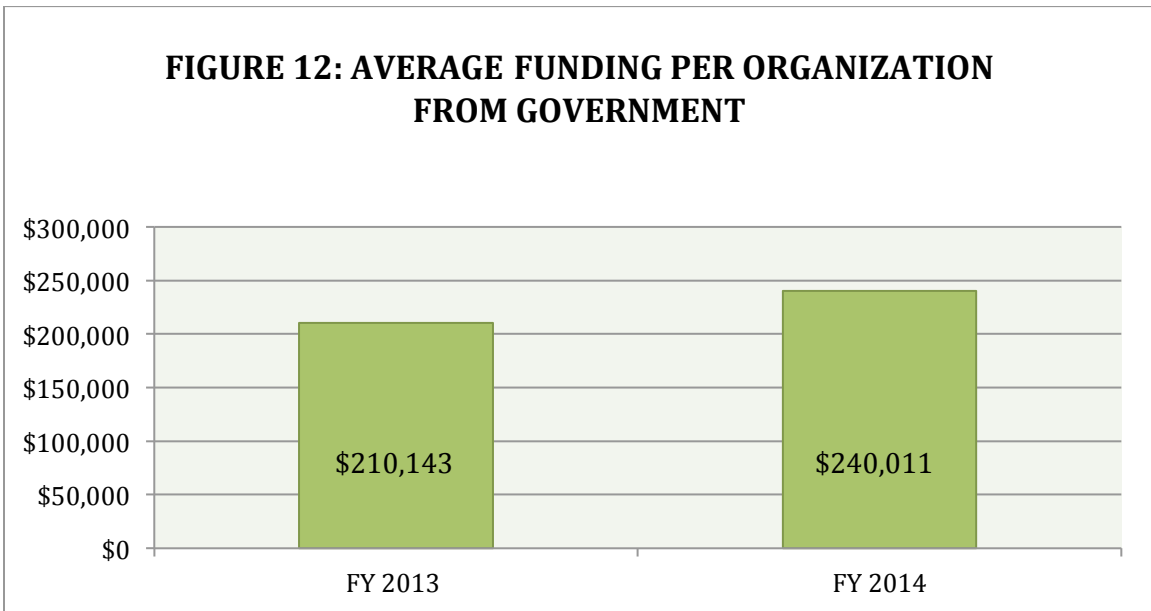
- **FOUNDATIONS:** Funding to each of the seven Native organizations from foundations averaged \$71,084 in FY 2013, and \$85,211 in FY 2014 (see Figure 10). The difference of \$14,127 represents an increase of 19.9%.



- **CORPORATIONS:** Average funding received per organization was \$11,806 in FY 2013, and \$13,593 in FY 2014 (see Figure 11). The difference of \$1,787 represents an increase of 15.1%.



- **GOVERNMENT:** Average funding per organization from government (non-tribal) sources was \$210,143 in FY 2013, and \$240,011 in FY 2014 (see Figure 12). The difference of \$29,868 represents an increase of 14.2%.

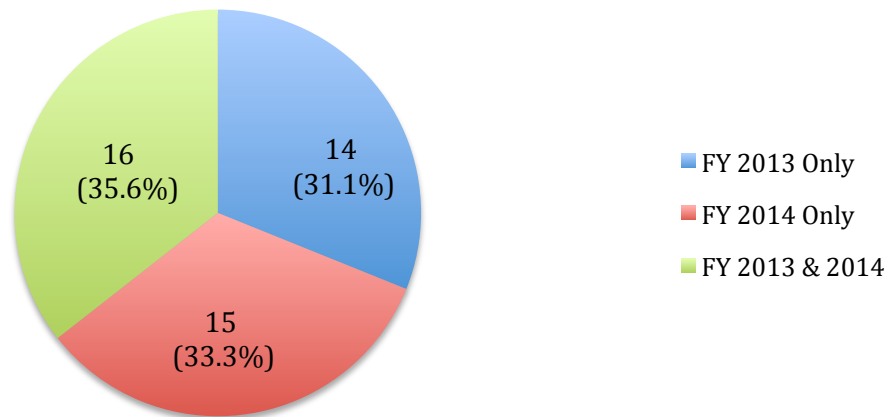


TOTAL NUMBER OF FOUNDATIONS AND CORPORATIONS THAT MADE FINANCIAL CONTRIBUTIONS DURING FISCAL YEARS 2013 & 2014:

This section lists the total number of institutions, excluding government sources, that gave funding to the Native organizations. The institutions are organized in two major groupings: 1) non-profit foundations and public charities; and 2) for-profit corporations. The pie charts below show how many are included in each category, as well as how many gave only in a single year, or in both years.

- **TOTAL NUMBER OF NON-PROFIT FOUNDATIONS & PUBLIC CHARITIES THAT MADE FINANCIAL CONTRIBUTIONS:** During the two Fiscal Years (2013 & 2014) a total of 45 different foundations and public charities provided funding to the seven organizations. Fourteen (31.1%) gave only in FY 2013; 15 (33.3%) gave only in FY 2014; and 16 (35.6%) gave in both years (see Figure 13). It is not clear whether those that gave only in FY 2013 will give again in the future, or whether those that only gave in FY 2014 were actually new to giving in the Native community or simply did not give to the community in the previous fiscal year. Future research in coming years will help clarify patterns of giving to the Native community by these and other philanthropic institutions.

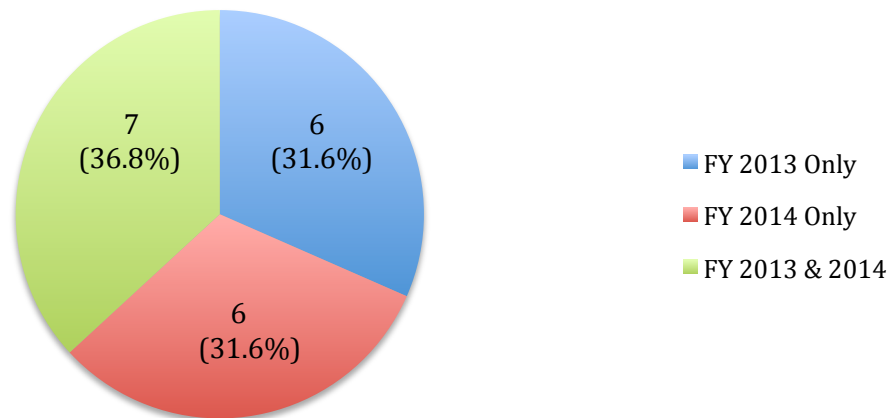
FIGURE 13: FORTY-FIVE FOUNDATIONS AND PUBLIC CHARITIES PROVIDED FUNDS



- **TOTAL NUMBER OF FOR-PROFIT CORPORATIONS THAT MADE FINANCIAL CONTRIBUTIONS:** During the two Fiscal Years (2013 & 2014), a total of 19 for-profit corporations provided funding to the seven organizations. Interestingly, approximately one-third of the corporations fall in each section of the pie chart in Figure 14, i.e., six (31.6%) gave funds only in FY 2013; 6 (31.6%) gave funds only in FY 2014; and 7

(36.8%) gave in both years. This pattern of giving is similar to the pattern found among foundations, and it raises similar questions, such as: will those that gave in both years continue to give, and were those that only gave in FY 2014 new to giving in the Native community? Future research will be helpful in identifying patterns of giving among for-profit corporations, as well as the foundations and public charities mentioned in Figure 13 above.

FIGURE 14: NINETEEN CORPORATIONS PROVIDED FUNDS



CONCLUSION

The data in this study shows marked improvement in total funding to the seven Native organizations between FY 2013 and FY 2014. Total foundation funding increased 19.9%; funding from corporations increased 15.1%; and funding from government increased 14.2%. Also, the average funding across all seven organizations increased in each of the three funding categories: Foundations; Corporations; Government. Some of this increase may be attributed to the fact that foundation and corporate giving increased nation-wide in 2014 by 6% and 12% respectively.¹ The degree to which this national increase had an impact in the Chicago-area is undetermined.

Finally, the rate of return on grant requests shows that the organizations have increased their efficiency and effectiveness in securing grants from foundations and corporations. Although the success rate of government funding dipped, the ratio of grants received to the number of written requests made remains at a fairly high level.

While positive changes in funding are encouraging, success is not equivalent across the seven organizations studied, with some organizations showing marked

increases and others staying the same or losing ground in some funding categories. In addition, the City of Chicago has one of the larger philanthropic and corporate communities in the country, so there is ample reason to believe that more sources of support can be tapped. Native community organizations and programs fully appreciate the 45 foundations and public charities, and 19 corporations, that came forward with funding during the two-year period studied. Future fundraising efforts should, however, seek to expand giving, as well as to increase the level of sustained giving by foundations and corporations that have already contributed.

With the heightened awareness, training and skill development taking place in CAICC's efforts, and concentrated efforts to improve fundraising performance within individual organizations, continued improvement in fundraising outcomes is expected. Implementing another annual survey in 2016 to capture funding outcomes in FY 2015 will provide a clearer picture of patterns and performance by foundations, corporations, government and tribes with respect to the Native American community in the Chicago-area.

Endnote

¹ Philanthropy Surges 5.4% to Record \$358 Billion, Says 'Giving USA', Holly Hall, Eden Stiffman, Ron Coddington, and Meredith Myers, The Chronicle of Philanthropy, June 16, 2015.