

2006 Matching Gift Survey Data Summary

Collected for Blackbaud's Matching Gift Database Software

1,111 Active Parent Companies and 20,189 Active Subsidiaries

Breakdown by Industry:

	2005	2004
Aerospace	1.08%	1.11%
Agriculture	0.36%	0.46%
Banking	3.33%	3.62%
Chemical	2.70%	2.88%
Computer	3.06%	3.25%
Construction	1.98%	2.04%
Electronics	2.34%	2.13%
Engineering & Science	1.17%	1.21%
Entertainment	0.63%	0.74%
Financial Services	8.64%	8.53%
Food Products	2.52%	2.50%
Foundation	1.35%	1.30%
Insurance	8.64%	9.00%
Legal	1.89%	1.86%
Manufacturing	24.57%	25.23%
Medical/Pharmaceutical	3.96%	3.62%
Metals and Mining	1.44%	1.21%
Paper and Forest Products	1.53%	1.67%
Petroleum	2.97%	3.15%
Publishing	3.33%	3.25%
Retail	2.70%	2.50%
Service	5.13%	5.01%
Telecommunications	2.25%	2.32%
Textiles	0.36%	0.37%
Transportation	1.89%	1.76%
Utility	6.66%	6.86%
Wholesale	1.08%	1.21%
Other (not specified)	2.43%	1.21%

Employee Affiliation with Nonprofit:

	2005	2004
No affiliation required	91.14%	94.53%
Must be a graduate	3.58%	3.62%
Must be an alumnus/a	3.48%	3.34%
Must be a member	0.60%	0.56%
Must be a recipient of patient care	0.00%	0.00%
Child or spouse must be affiliated	1.09%	1.11%
Must be a member of the Board of Directors/Trustees	0.10%	0.09%

Eligibility of Employees:

(Note: Totals add up to more than 100% because respondents could answer in more than one category.)

	2005	2004
All full-time employees are eligible	85.87%	85.90%
All full-time, salaried employees are eligible	30.51%	35.40%
All part-time employees are eligible	28.35%	27.27%
Retired employees are eligible	28.89%	31.15%
Spouses of eligible employees are eligible	8.91%	9.18%
Outside directors are eligible	36.90%	37.57%
Retired directors are eligible	11.34%	11.22%
Employees completing one year of service are eligible	14.58%	14.38%

Eligibility of Educational Institutions:

(Note: Totals add up to more than 100% because respondents could answer in more than one category.)

	2005	2004
All educational institutions are eligible	37.71%	35.34%
Four year colleges and universities	52.57%	55.66%
Graduate and professional schools	46.53%	49.54%
Junior/Community colleges	44.10%	46.29%
Seminaries	18.90%	18.55%
Technical schools	30.78%	32.19%
Public secondary schools	17.28%	18.27%
Private secondary schools	22.86%	23.84%
Public elementary schools	10.62%	11.87%
Private elementary schools	12.69%	13.82%
United Negro College Fund (UNCF)	16.29%	16.33%
American Indian College Fund (AICF)	13.68%	13.36%
Hispanic Association of Colleges and Universities (HACU)	13.05%	12.62%
Educational institutions must be accredited	60.67%	52.13%

Eligibility of other Nonprofits:

(Note: Totals add up to more than 100% because respondents could answer in more than one category.)

	2005	2004
All other nonprofits are eligible	13.59%	14.47%
Hospitals	28.44%	25.88%
Other healthcare organizations	27.00%	23.65%
Museums	34.29%	31.73%
Social Services	25.11%	22.17%
Cultural organizations	35.01%	32.37%
Public broadcasting	34.11%	31.35%
Religious organizations	4.95%	1.21%
Environmental/Conservation groups	27.09%	23.10%
Charities	19.89%	16.60%
United Way/federated fund drives	11.88%	9.93%
Other	9.90%	9.46%

Types of Gifts Matched:

(Note: Totals add up to more than 100% because respondents could answer in more than one category.)

	2005	2004
All gifts are matched	1.80%	2.13%
Gifts by check or cash	88.21%	88.40%
Gifts by credit card	70.21%	68.18%
Gifts of stock/securities	55.36%	54.27%
Gifts-in-kind	1.80%	1.95%
Deferred gifts	2.34%	3.15%
Volunteer time	13.50%	6.12%
Gifts to athletic programs	8.28%	6.86%
Gifts for scholarships	15.30%	14.66%
Gifts to building funds	12.87%	12.15%
Insurance policy premiums	2.16%	2.32%

Minimum Amount of Employee Gift to be Matched:

	2005	2004
Not specified or no minimum	21.43%	21.15%
\$5 - \$24	8.59%	9.28%
\$25 - \$49	50.18%	51.21%
\$50 - \$99	15.28%	14.29%
\$100 or more	4.52%	4.08%

Maximum Amount Matched per Employee, per Gift:

	2005	2004
Less than \$500	7.74%	8.07%
\$500 - \$999	11.97%	11.32%
\$1,000 - \$1,999	18.36%	19.39%
\$2,000 - \$2,999	14.40%	13.93%
\$3,000 - \$3,999	4.68%	4.19%
\$4,000 - \$4,999	1.53%	1.82%
\$5,000 - \$9,999	15.57%	15.31%
\$10,000 or more	10.80%	10.67%
Not specified or no maximum	14.94%	14.94%

Matching Gift Ratio:

(Company:Employee)

	2005	2004
Less than 1:1	3.06%	3.06%
1:1	77.86%	78.76%
1.5:1	0.36%	0.37%
2:1	4.95%	4.55%
3:1	0.72%	0.65%
5:1	0.09%	0.09%
Not specified	12.96%	12.52%

Matching Gift Procedure:

	2005	2004
Filing company's matching gift form	82.09%	82.93%
Presenting company with gift receipt	10.89%	11.04%
Presenting company with acknowledgement letter	7.38%	7.79%
Presenting gift to company	4.77%	4.82%

Distribution:

	2005	2004
Continuously	42.21%	43.88%
Monthly	8.82%	9.00%
Quarterly	28.26%	27.46%
Annually	5.67%	5.66%
Biannually	3.78%	4.27%
Not specified	11.25%	9.74%

Does Company Require Matching Gift Receipt?

	2005	2004
Yes – per gift	31.32%	32.84%
Yes – per gift greater than \$250	6.75%	7.05%
Yes – annual receipt	3.42%	3.53%
No	37.17%	40.26%
Not specified	21.33%	16.33%