

2005 Matching Gift Survey Data Summary

Collected for Blackbaud's Matching Gift Database Software

1,078 Active Parent Companies

Gifts Matched by Industry:

	2004	2003
Aerospace	1.11%	0.98%
Agriculture	0.46%	0.54%
Banking	3.62%	3.40%
Chemical	2.88%	2.77%
Computer	3.25%	3.13%
Construction	2.04%	2.14%
Electronics	2.13%	1.97%
Engineering & Science	1.21%	1.07%
Entertainment	0.74%	0.80%
Environmental		0.09%
Financial Services	8.53%	8.67%
Food Products	2.50%	2.50%
Foundation	1.30%	1.25%
Insurance	9.00%	9.38%
Legal	1.86%	1.70%
Manufacturing	25.23%	26.36%
Medical/Pharmaceutical	3.62%	3.22%
Metals and Mining	1.21%	1.52%
Paper and Forest Products	1.67%	1.79%
Petroleum	3.15%	3.49%
Publishing	3.25%	3.22%
Retail	2.50%	2.41%
Service	5.01%	4.83%
Telecommunications	2.32%	1.79%
Textiles	0.37%	0.36%
Transportation	1.76%	1.61%
Utility	6.86%	6.79%
Wholesale	1.21%	1.16%
Other (not specified)	1.21%	

Employee Affiliation with Nonprofit:

	2004	2003
No affiliation required	94.53%	81.77%
Must be a graduate	3.62%	3.93%
Must be an alumnus/a	3.34%	3.57%
Must be a member	0.56%	0.45%
Must be a recipient of patient care	0.00%	0.00%
Child or spouse must be affiliated	1.11%	1.16%
Must be a member of the board of directors/trustees	0.09%	0.09%

Eligibility of Employees:

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

	2004	2003
All full-time employees	85.90%	85.34%
All full-time, salaried employees	35.40%	35.21%
All part-time employees	27.27%	27.35%
Retired employees	31.15%	31.37%
Spouses of eligible employees	9.18%	9.83%
Outside directors	37.57%	37.09%
Retired directors	11.22%	11.44%
Employees completing one year of service	14.38%	14.66%

Eligibility of Educational Institutions:

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

	2004	2003
All educational institutions are eligible	35.34%	34.67%
Four year colleges and universities	55.66%	59.16%
Graduate and professional schools	49.54%	51.30%
Junior/Community colleges	46.29%	47.63%
Seminaries	18.55%	19.39%
Technical schools	32.19%	32.89%
Public secondary schools	18.27%	19.66%
Private secondary schools	23.84%	25.47%
Public elementary schools	11.87%	12.60%
Private elementary schools	13.82%	14.48%
United Negro College Fund (UNCF)	16.33%	14.66%
American Indian College Fund (AICF)	13.36%	10.46%
Hispanic Association of Colleges and Universities (HACU)	12.62%	9.56%
Educational institutions must be accredited	52.13%	37.53%

Eligibility of other Nonprofits:

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

	2004	2003
All other nonprofits are eligible	14.47%	16.26%
Hospitals	25.88%	24.04%
Other healthcare organizations	23.65%	21.27%
Museums	31.73%	29.76%
Social Services	22.17%	19.93%
Cultural organizations	32.37%	30.21%
Public broadcasting	31.35%	30.03%
Religious organizations	1.21%	1.34%
Environmental/Conservation groups	23.10%	21.00%
Charities	16.60%	15.55%
United Way/federated fund drives	9.93%	9.29%
Other	9.46%	9.74%

Types of Gifts Matched:

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

	2004	2003
All gifts are matched	2.13%	2.68%
Gifts by check or cash	88.40%	88.20%
Gifts by credit card	68.18%	70.87%
Gifts of stock/securities	54.27%	52.64%
Gifts-in-kind	1.95%	3.04%
Deferred gifts	3.15%	4.29%
Volunteer time	6.12%	6.52%
Gifts to athletic programs	6.86%	8.40%
Gifts for scholarships	14.66%	16.80%
Gifts to building funds	12.15%	13.85%
Insurance policy premiums	2.32%	2.50%

Minimum Amount of Employee Gift to be Matched:

	2004	2003
Not specified or no minimum	21.15%	22.79%
\$5 - \$24	9.28%	9.20%
\$25 - \$49	51.21%	50.31%
\$50 - \$99	14.29%	13.82%
\$100 or more	4.08%	3.84%

Maximum Amount Matched per Employee, per Gift:

	2004	2003
Less than \$500	8.07%	7.77%
\$500 - \$999	11.32%	10.81%
\$1,000 - \$1,999	19.39%	19.48%
\$2,000 - \$2,999	13.93%	14.39%
\$3,000 - \$3,999	4.19%	4.29%
\$4,000 - \$4,999	1.82%	1.52%
\$5,000 - \$9,999	15.31%	15.46%
\$10,000 or more	10.67%	9.92%
Not specified or no maximum	14.94%	16.35%

Matching Gift Ratio:

(Company:Employee)

	2004	2003
Less than 1:1	3.06%	2.41%
1:1	78.76%	77.39%
1.5:1	0.37%	0.45%
2:1	4.55%	5.27%
3:1	0.65%	0.71%
5:1	0.09%	0.09%
Not specified	12.52%	13.67%

Matching Gift Procedure:

	2004	2003
Filing company's matching gift form	82.93%	82.31%
Presenting company with gift receipt	11.04%	10.55%
Presenting company with acknowledgement letter	7.79%	8.22%
Presenting gift to company	4.82%	5.09%

Distribution:

	2004	2003
Continuously	43.88%	44.77%
Monthly	9.00%	9.47%
Quarterly	27.46%	26.45%
Annually	5.66%	5.72%
Biannually	4.27%	4.47%
Not specified	9.74%	9.12%

Does Company Require Matching Gift Receipt?

	2004	2003
Yes – per gift	32.84%	34.14%
Yes – per gift greater than \$250	7.05%	8.49%
Yes – annual receipt	3.53%	3.75%
No	40.26%	41.55%
Not specified	16.33%	12.06%