

Future Philanthropists Program is an educational program supported by the Oak Park-River Forest Community Foundation

BLAST FROM THE PAST!

FIRST FPP CLASS OF 2012

Future Philanthropists: (From left) Andrew Tonino, Eli Stirling, Anne Weinheimer, Ian McCullough, Molly Kunkel, Joseph Cederoth, Katie Oldach, John Burns, Nina Rossiello and Jack Gallo Not shown, Sarah Hasley, Mary Rauh, Maggie Sullivan, Kathleen Planek, and Danielle Zarbin.



Photo by Lisa Howe-Ebright

Being “first” carries with it a mark of distinction and accomplishment that is generally long remembered. The first runner to achieve the 4-minute mile. The first person to step foot on the moon. The first Black U.S. President. The first FPP class. That’s right! This year marks the 10th anniversary of the first FPP class. These 15 teens from OPRF, Trinity and Fenwick high schools, the quintessential guinea pigs of the ever-evolving experiment, have since gone on to pursue their dreams and careers in a diverse array of professional pursuits. Following is a snapshot of this pioneering group of young philanthropic leaders.

Andrew Tonino graduated from Tulane with a BS in management, then went on to receive a JD degree from John Marshall Law School in 2021. Andrew currently serves as Onboarding Counsel for StartEngine, an equity crowdfunding company helping startup ventures obtain capital.

Eli Sterling graduated from the University of Michigan with a degree in design. Currently, Eli is a Visual Designer for CityBase, a Chicago-based technology company that helps governments and utilities achieve modernization.

Annie Weinheimer graduated from St. Olaf with a BA in psychology, then went on to get an MBA at Loyola Chicago. Annie currently serves as an investment banking associate at Baird & Company in Chicago.

Ian McCollough graduated from the University of Southern California with a BS in mechanical engineering. During college Ian served as a purchasing intern at SpaceX and after graduation became an associate buyer and then a sales manager for this innovative company.

Molly Kunkel graduated from the University of Dayton with a BA in business/supply chain management. During her time at Dayton, Molly served as a resident counselor and upon graduation continued with the University, currently working as the front desk supervisor managing 5 student residence buildings with over 600 students in Dayton’s South Quad.

Joe Cederoth graduated from Notre Dame with a degree in architecture. After graduation, Joe moved to New York City to be a designer for the prominent firm of Robert A.M. Stern Architects, participating on residential high-rise projects. Joe also served as assistant project manager on a mid-rise building in the Uptown neighborhood that was completed last year.

Katie Oldach is a Phi Beta Kappa from Grinnell College with a BS in biology. Katie also served as health promotions program coordinator at Colgate University, as population health manager at Brigham & Women’s Hospital and is currently a clinical research coordinator at Fenway Health in Boston.

More Class of 2012 on the following page →



Editor's Note

The mission of the Future Philanthropists Program from its inception clearly articulated its purpose: To teach the art, science and business of philanthropy to the next generation of community leaders. At that time, we decided to focus the learning experience on high school juniors and seniors. These are teens in the middle of their most formative years, motivated by a desire to acquire the tools of philanthropy and use them to make a better world. The pedagogy was enhanced by having adult community volunteer mentors deliver the program, thereby providing an intergenerational framework in which mentors and students, working in teams, learn together.

The most exciting part of the program was to put teens in real-time philanthropic situations that are typically reserved for adults only, and in so doing help them find their voices in addressing pressing social problems and issues. Now in our 12th year, FPP's current junior and senior cohorts are deciding on how to distribute up to \$75,000 in grants to community organizations, learning how to raise \$100,000 during the school year for charitable causes, and experiencing what it takes to engage in strategic volunteerism through community service and social advocacy. Obviously, we could not be prouder of their accomplishments!

This issue of The Post features snapshots of many of our FPP graduates to share with you where they are now and what they are doing. Featured prominently on the first page is the Class of 2012, the first FPP class and representatives of the earliest wave of Generation Z (those born between 1997-2014). It also includes FPP graduates who are now in college continuing their extracurricular philanthropic activities in their campus communities.

Thank you for helping us prepare the next generation of community leaders!

Rick King, Editor and Director, FPP

FPP CLASS OF 2012 - *continued*

John Burns graduated from the University of Illinois with a BA in business and currently works with Clune & Associates in Chicago serving as a wealth management associate. John holds certifications as a financial planner and as a retirement planning counselor.

Nina Rossiello graduated from Villanova with a degree in biology and then completed a Doctor of Physical Therapy degree from Creighton in 2020. Nina is currently a physical therapist for Athletico.

Jack Gallo graduated from Providence College with a BA in economics, then returned to Chicago as a sales development representative for Salesforce. Jack has been with Prolifiq, the company that designed the Salesforce technology, for the past four years and was recently promoted to VP of Sales.

Not pictured:

Sarah Hasley is a graduate of Ohio State University, having gone on to complete her MS in human nutrition and dietetics at Dominican University in 2021. Sarah is currently working as a sales rep for LoadSmart in Chicago.

Kathy Planek graduated from St. Thomas University with a bachelor's degree in business administration. Kathy is currently working with The Parking Spot, specialists in airport parking, serving as a talent acquisition specialist. Kathy formerly worked as a human resources associate with the Chicago Cubs and also earned an SHRM certification from Northwestern University.

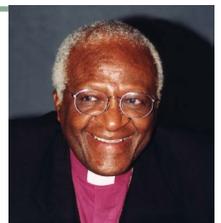
Mary Rauh graduated from the University of Illinois with a BA in biology. Mary currently works with HNI Healthcare as an IT Project Manager in Austin, Texas.

Maggie Sullivan is a graduate of John Carroll University. Maggie worked with Americorps for two years after graduation and now works for the City of Chicago 43rd Ward Office as a constituent services aide.

Danielle Zarbin graduated from Wellesley and went on to earn an MBA at Cornell University in 2020. Danielle is currently working with Playwright Horizons in New York and was previously in fundraising and marketing roles at the Manhattan Theatre Club and the Joust Theatre Company.

Do your little bit of good where you are.
It's those little bits put together that overwhelm the world.

Desmond Tutu
October 7, 1931 – December 26, 2021



News From FPP Grads

Lauren Flowers, FPP '18



During college, I have lived in seven different places: New Orleans, where I study at Tulane University; New York City, where I interned at a socially impactful investment firm; Palestine and Israel, where I learned

about the Israel-Palestine conflict; England, where I studied at London School of Economics; Denmark, where I studied at Københavns Universitet; Nashville, where I attended a rehabilitation center – and finally, Chicago, where during lockdown, I completed school and internships from home.

I am now approaching my final semester. Reflecting back, my most powerful college experience has been the unearthing of my true priorities beneath what I once thought was important. After devoting all my energy to strong grades and a packed resume, in 2020, I realized that I still felt lost. So in 2021, I decided to find my way back to myself. I went to rehab. I founded an artistic and literary journal within my honors program. I applied to random jobs and programs that piqued my interest, leading to my summer internship and my time in Israel and Palestine. I took a wide array of classes, my favorites being on existentialism and the sex trade in Europe. These experiences have brought me back to me. Some things haven't changed: just as when I was a mentee in FPP, social justice work is still my purpose. But I now see a path forward unobstructed by expectations and values that weren't truly mine. As I look towards graduation, I also look to hold tightly to who I am – to not lose myself in the rush to find any next step. If I learned anything from the last few years, it is that it is okay to slow down. Sometimes life is a marathon, or a sprint – but I'm coming to enjoy it as a leisurely stroll through the park too.

Cameron Lewis, FPP '18



FPP left me with a hunger to give back to my community. Regardless of funding or resources, there is always a way to participate in the advancement of one's community. I am now a Senior at Howard

University in Washington, D.C. Since graduating from FPP in 2018, I have given back to the Howard and DC community

as much as my schedule allows. I am the President of an organization called Gentlemen of Drew. One of our pillars is volunteer work. I organized and volunteered for a day at the park with underprivileged kids in the community. Instead of just playing all day, we had a science table, dance area, and a book drive. We also volunteer at the Boys & Girls Club monthly. I also marched in the HBCU March of Generations in which we marched from Howard University to the Department of Education in the fight to cancel Student Debt. I was also actively involved in a Food Drive called Black Men Feed D.C. where we were able to feed 2,000 unhoused individuals in Washington, D.C. We also engaged in positive and uplifting conversations regarding Black Men. FPP has instilled the desire to volunteer in me and I will forever be grateful for it.

Christopher Hugh, FPP '19



In 2019, I set off to study at Vanderbilt University in Nashville, Tennessee. I'm currently a junior majoring in Economics & History while minoring in Business and Political Science. Ever since I set foot on Vanderbilt's

campus, I knew that I wanted to form one of my own student organizations — specifically one that was designed to give back to the Nashville community. Last year, as a sophomore, I successfully co-founded the Vanderbilt chapter of First Generation Investors alongside a few of my peers. FGI is a nonprofit organization that seeks out college student volunteers to serve as tutors for underserved high school students. The core curriculum revolves around financial literacy and the basics of investing, concepts that are not typically taught at a young age. The knowledge and skills that I garnered from my time in FPP were invaluable in my efforts to recruit tutors, communicate with higher-ups, and effectively teach lessons during the organization's fledgling phase. In addition to leading FGI, I also sit on my fraternity's executive board, serve on the undergraduate honor council, and write for the student newspaper. At the moment, I am studying at the Pompeu Fabra University in Barcelona, Spain. Upon my return to the United States, I will be interning as a Business Analyst at Capital One in McLean, Virginia, where I plan to work post-graduation. I continue to be grateful for the learning opportunities that I was provided during my two years in FPP, and I cannot wait to see what the future has in store.

Protecting Costa Rica's Ecosystems

How Two Weeks Changed My Life

by Josie Humbert, FPP '22



This past summer, I traveled to Central America to support the work of The Corcovado Foundation, whose mission is to protect Costa Rica's natural heritage for future generations. By following United Nations objectives, they promote education and empower communities to strengthen and protect wildlife areas. My work with The Corcovado Foundation to prevent, stop, and reverse the degradation of global ecosystems changed my life.

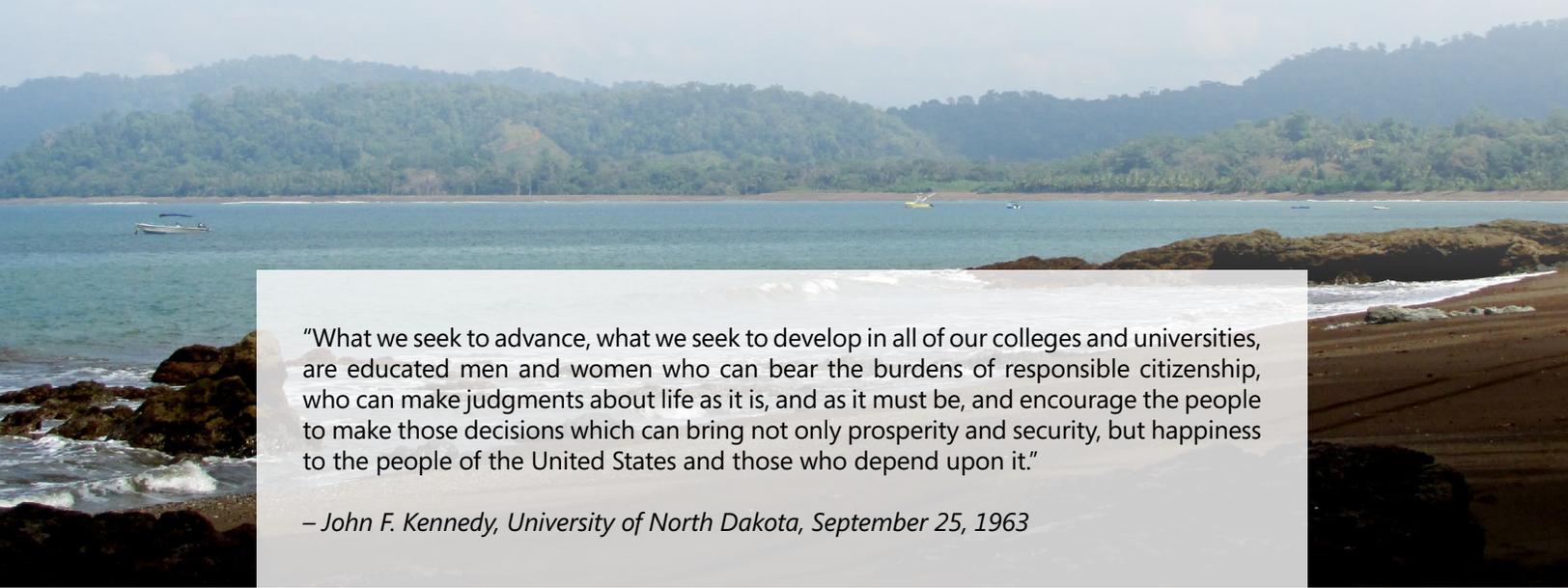
I felt compelled to travel to Drake Bay, Costa Rica after learning how volunteers are a part of their self-sustaining efforts: using techniques that support biodiversity without pesticides. This area was disproportionately affected by the COVID-19 pandemic, which had cut them off from their primary source of income derived from ecotourism. During the two weeks I was there I had the opportunity to interview four local farmers who shared their stories and taught me the new techniques they are using to cultivate land more efficiently. I was inspired by their utter dedication to become more environmentally conscious as they cared for their land.

Before traveling to Drake Bay, I collected donations of \$2,250 for the Corcovado Foundation to support their Environmental Education Program which teaches youth in Costa Rica how to protect the Earth. To raise this money, I used techniques I had learned in the Future Philanthropists Program including social media and "personal asks" to reach out to family and friends. Then I documented my trip on social media, posting daily updates to my supporters. By sharing what we were learning, we showed donors how their money was being used. They also received a thank you letter when we returned home.

While I was there, I shared my passion for sports and service with local children by offering two free soccer clinics. We had packed 50 pairs of new cleats in our suitcases and passed them out at the clinic. This was a dream come true as I shared my love of soccer and provided much needed cleats.

On my last day volunteering in Costa Rica, I spoke with the Executive Director of the Corcovado Foundation to share some ideas for sustainability and future fundraisers I wanted to offer. She turned to me and asked, "Would you like to be the first Teen Board Advisor on our Board of Directors?" It was the easiest "Yes!" I have ever answered, as I am enthralled with the Foundation's mission. Even though I am home in Chicago now, we share ideas via text messages, and I attend board meetings via Zoom to brainstorm ideas for engaging more teens in efforts to solve the climate crisis.

Being part of the Future Philanthropists Program helped me be a more powerful and impactful leader. I didn't anticipate that volunteering for two weeks 3,600 miles away from home would turn into a life-long commitment. My advice is to ask what is something close to your heart that you can engage in improving— whether it is on your block, in your community, for a local organization or an NGO countries away. In the words of Dr. Seuss, "Unless someone like you cares a whole awful lot, nothing is going to get better. It's not."



"What we seek to advance, what we seek to develop in all of our colleges and universities, are educated men and women who can bear the burdens of responsible citizenship, who can make judgments about life as it is, and as it must be, and encourage the people to make those decisions which can bring not only prosperity and security, but happiness to the people of the United States and those who depend upon it."

— John F. Kennedy, *University of North Dakota, September 25, 1963*

Make Your Bed Every Day

Joeisms



Joe Smith, FPP Mentor

"I was in a warm bed. The next thing I knew I was part of someone's strategic plan."

– Dennis Miller

Strategic Planning is a young "science." It was born of necessity because of the invention of nuclear weapons. Simply put, war became obsolete once the possibility of complete annihilation entered the picture. Something more was wanting to help prevent that catastrophe. Thus, cometh Strategic Planning.

What does this information have to do with making your bed every day? Everything. The first tenet of Strategic Planning is *"Control the Controllable."* Making your bed every day lets you begin the next chapter of your life by having taken control of a controllable task before you wander into someone's strategic plan.

Make it a habit. Charles Duhigg, the author of *The Power of Habit*, writes: "Starting your day by making your bed can create chain reactions that help other good habits take

hold." Excellence is the result of good habits exercised with integrity. If you touch a simple task with that mantra in mind, imagine what remarkable things you can accomplish.

As we experience the dysfunction, uncertainty, and confusion of these times of trouble that are known as the "Pandemic Era," coming home to a made bed can help make the successes of the day more gratifying and the frustrations less irritating. You started the day and finished the day in control of something.

"Well begun is halfway done."

– St. Augustine

We will always be your Mentors.

One Mentor's Journey



Wendy Will, FPP Mentor (2020-Present)

The invitation to become a junior cohort mentor in the Future Philanthropists Program was an exciting offer! A two-year commitment to learn, meet other adults and work with teens all in the name of philanthropy seemed like an interesting prospect. But, would I fit in? Was this a good fit for me? For the organization?

That first year I was paired with a group of 5 teens from three area high schools. The group has varied interests,

skills and backgrounds (and tastes in pizza!) but we have united through our learnings about empathy, vision, integrity, courage, judgement and, maybe most importantly, our self-reflection. We have worked hard, listened, discussed, questioned, laughed, and studied together. We have learned together to care about our community and then do something about it by assisting others in reaching their goals.

Now that I am half-way through the second year with my senior team, there's no need to puzzle over the questions I had in the beginning. FPP has an energy all its own. And it is demonstrated by the donors who see the promise that comes with this program, the parents who have raised these teens to be open and caring, and all the mentors, past and present, who have shared their wisdom and encouragement with these special young adults.

The power of that invitation was strong! I am thankful for the "ask" to join this innovative, amazing program. I have learned so much from the faithful directors, Rick King and

Karen Tardy and from my five incredible teens, who say this about their experience:

"Collaboration. Communication. Teamwork...all skills I have strengthened by being on this amazing team."

"I feel empowered just sitting in our FPP meeting room!"

"FPP is an amazing opportunity for teens to lead in their own community and feel that their voice is heard and encouraged."

"Every single person that interacts with us benefits from the existence of FPP. Nonprofits get to fund more programs; we are given leadership skills; and we are able to break the stereotype of philanthropy being an exclusive group that only the richest people can be a part of."

Wendy and her husband, Corwin, have lived in Oak Park for more than 40 years. They have 3 grown children and 7 grandchildren. She earned a teaching degree at Concordia and a master's degree from the Institute of Pastoral Studies at Loyola. She has spent most of her career as ministry coordinator at Grace Lutheran Church in River Forest. She also serves on the board of Beyond Hunger.

HOW TRENDS IN INDIVIDUAL GIVING AND RELIGIOUS AFFILIATION ARE CHANGING

By Rick King

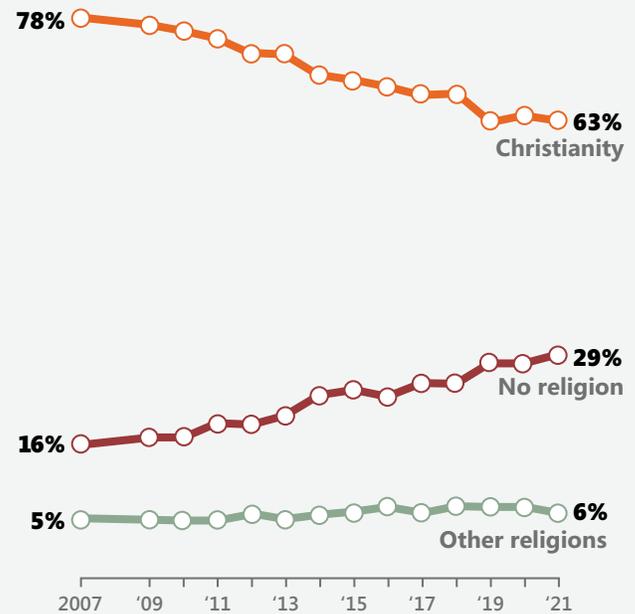
I happened to come across two articles recently that upon first reading had nothing to do with each other. The first one was “*Giving USA 2021: In a Year of Unprecedented Events and Challenges, Charitable Giving Reached a Record \$471.44 Billion in 2020*”, published by the Lilly Family School of Philanthropy. The other was “*About Three-in-Ten U.S. Adults Are Now Religiously Unaffiliated*”, published by the Pew Research Center on their website last month. The only thing that seemed to connect these two stories was that they both talked about trends: the trending nature of charitable giving and the trending nature of religious affiliation in the U.S. But as I reflected on the data presented in both articles, I began to understand the not-so-subtle connection manifested in the trending snapshots, and it’s not encouraging.

According to *Giving USA*, the preeminent source of philanthropic data collection, total charitable giving in 2020 was an estimated \$471 billion from all sources – individuals, foundations, corporations and bequests. Individual giving has historically represented the bulk of total giving. This has been the case since *Giving USA* first began to look at charitable contributions in 1955. At that time, individual giving accounted for 73% of total giving, a level that jumped to 88% when giving by family foundations was factored in. But the share of individual giving has been in a slow, steady decline over the past several decades. In 2020, it accounted for just 68.7% of total giving, only the second time it has been less than 70%. Even worse, if you excluded the \$6 billion in individual gifts made by MacKenzie Scott in 2020, total individual giving fell to 67.5%, the lowest since giving records have been kept.

At the same time, over that past 15 years, the number of individuals who identify themselves as affiliated with a religious sect has declined from 78% of the U.S. population to 63%, while the population of adults who are religiously unaffiliated rose from 16% to 29%. Since the time the Pew Research Center began asking this question, the ratio of religiously affiliated to unaffiliated adults has declined from nearly five-to-one to two-to-one. The 20th Century represented the most robust period of growth in U.S. philanthropy and it also saw the creation of our most venerable nonprofit organizations and institutions, which were overwhelmingly religiously affiliated, more than any other period in history. Today, by contrast, the number

In the US, roughly 3 in 10 adults is now religiously unaffiliated

% of US adults who identify with...



Note: Those who did not answer are not shown.

Source: Data from 2020-21 based on Pew Research Center’s National Public Opinion Reference Surveys (NPORS), conducted online and by mail among a nationally representative group of respondents recruited using address-based sampling. All data from 2019 and earlier from the Center’s random-digit-dial telephone surveys, including the 2007 and 2014 Religious Landscape Studies. See Methodology for details.

of for-profit or unaffiliated hospital systems, for example, represents 36% of all healthcare institutions, and growing. Acquisitions of religious-based hospitals by for-profit healthcare systems are expected to continue its 10-year growth trend into 2022.

The very definition of philanthropy, derived from the Greek words *philo* (love) and *anthro* (humankind), has always reflected the fundamental religious teachings of the nonsecular world. Religion and philanthropy have been, without question, a powerful combination in the development of our democratic republic. Religious organizations historically have received the largest share of giving compared to all other nonprofits. Ten years ago, it represented 35% of all gifts given to charity. Last year, however, it dropped to 28% and is still trending down.

So, one has to ask the chicken-or-egg question: Is the decline in the percentage of individual giving caused by a decline in the percentage of religiously affiliated adults? Or has the decline of religiously affiliated individuals caused a decline in individual giving? More research is needed on this topic.

Recovery of Nonprofit Jobs Still a Challenge

EXCERPT: JOHNS HOPKINS UNIVERSITY CENTER FOR CIVIL SOCIETY STUDIES/COVID-19

Nonprofit Jobs Update for October 2021

Prior to the onset of the COVID-19 pandemic, U.S. nonprofit institutions accounted for at least 12.5 million total jobs. As reported in our 2020 Nonprofit Employment Report, during the first three months of the pandemic (i.e., March, April, and May 2020), nonprofits lost a conservatively estimated 1.64 million of those jobs, reducing the nonprofit workforce by 13.2% as of May 2020.

In June, July, and August 2020, 40.6% of these initial 1.64 million lost nonprofit jobs were recovered. Beginning in September 2020, however, this recovery slowed significantly, with the months of September 2020 - February 2021 seeing a combined recovery of just 4.2% of the initial lost jobs overall. A stronger recovery trend began in March 2021. The period March through August saw a combined recovery of an additional 22.3% of initial estimated job losses. Following a minimal recovery in September, October saw a rebound, with 2.7% of initial estimated job losses recovered. Thus, over the full recovery period (i.e., June 2020 - October 2021), nonprofits recovered approximately 70% of the jobs lost as of May 2020.

Over that full recovery period from June 2020 through October 2021, educational institutions recovered approximately 62.5% of the estimated 323,000 jobs lost as

of May 2020; health care institutions recovered 63.4% of their estimated 547,500 early job losses; social assistance organizations recovered 78% of their initial estimated 259,000 job losses; arts, entertainment, and recreational institutions recovered approximately 77% of the initial 206,000 jobs lost; and religious, grantmaking, civic, professional, and similar organizations recovered 72% of the estimated 147,000 job losses.

Following the process developed for our June 2021 report, we have updated our estimates of the likely time to full recovery of nonprofit employment back to pre-pandemic levels. To do so, we assumed that the average rate of nonprofit job recovery from January through October 2021 will prevail moving forward. With an estimated 491,497 nonprofit jobs still lost as of the end of October, and an average of 46,946 nonprofit jobs recovered per month over this period, this suggests **it would take the sector 10.5 months to return to its pre-COVID level of employment.** This estimate represents a modest improvement over September prediction of 12.5 months, with the sector's full recovery on track for August or September 2022.



"The nonprofit sector is a vitally important part of the employment landscape of the U.S., employing the third largest workforce and generating the third largest payroll of any of the 18 industries...larger than all three branches of the manufacturing industry combined, and behind only retail trade and accommodation/food services.

Source: Johns Hopkins University Center for Civil Society Studies

Scholar Lester M. Salamon Changed How We Think About the Nonprofit World

By Leslie Lenkowsky | August 31, 2021
OPINION

Lester M. Salamon, the Johns Hopkins University professor who died last month at the age of 78, was one of the world’s most prolific and influential scholars of nonprofit organizations. He wrote or edited dozens of books, reports, and articles about the field, playing a central role in the growth of the study of philanthropy and nonprofits in universities and think tanks in the United States and abroad.

Salamon was a political progressive, a former official of the Carter administration, and an admirer of Europe’s social democracies. But unlike some on the left today, he also believed that partnerships between government and the nonprofit world played valuable roles in such societies.

When Salamon began studying the nonprofit world 40 years ago, most observers worried that government and business were steadily encroaching on the field. Waldemar Nielsen, the most important writer on philanthropy at the time, described “an endangered sector” in which increased fees, government funding, and less giving diminished nonprofits’ role in society. Salamon’s research, however, showed that government was not a threat to the nonprofit field, but an essential partner.

He argued this most forcibly in a series of studies he directed during the 1980s. When Ronald Reagan was elected president, the administration embarked on an effort to trim what budget director David Stockman called “the social welfare pork barrel.” To pick up the slack, the White House looked to the nation’s charities.

In response, Salamon, then at the Urban Institute, mobilized a team of scholars to examine how the proposed



Photo: Rodrigo Merino, Johns Hopkins University

cutbacks in federal social spending would affect nonprofits. They found that the organizations the Reagan administration expected to take over from government would likely face sizable reductions in their own revenues. Even worse, because of proposed cuts in government programs that helped the needy directly, demand for the services nonprofits provided was likely to increase.

Ultimately, the Reagan administration was unable to cut social spending as much as it wanted. A task force it created to identify ways of stimulating “private sector initiatives” wound up producing few recommendations. Thanks to the Tax Reform Act of 1986, which decreased taxes on the wealthy, a resurgent economy, and the popularity of Reagan’s self-help philosophy, giving began to grow after a decade of stagnation.

As he wrote, it demonstrated that while government and philanthropy “are in some sense substitutes for each other, they are also, to an important extent, partners in responding to public needs.” Salamon thought there were good reasons for this relationship. Delivering government programs through nonprofits, he felt, enabled them to add private dollars to public funds and kept them from becoming too rigid, bureaucratic, and cautious. On the other hand, government could correct what Salamon called “voluntary failure”— the likelihood that if they relied chiefly on donations, nonprofits would lack the resources they needed and would prioritize donor concerns over those of the public.

An estimated 25.1% U.S. adults, one in every four, volunteer their time and talent to charitable organizations, contributing roughly 8.8 billion hours of service, valued at about \$195 billion.

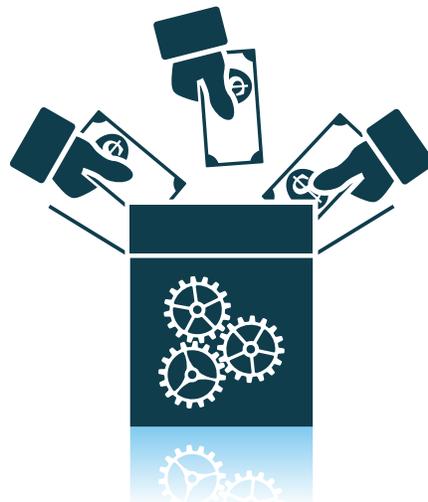
Source: *Volunteers of America*

Crowdfunding Continues to Gain Traction as a Fundraising Tool

By Emily Haynes | April 9, 2021
ONLINE FUNDRAISING

Roughly 32 percent of people say they donate to a crowdfunding effort each year, according to a 2020 survey by the Lilly Family School of Philanthropy at Indiana University. People were most likely to give to appeals made by a family member or close friend. More than half of respondents who had supported a crowdfunding campaign said they had given to one such effort. Campaigns organized by charities were the second most popular, with more than 47 percent of crowdfunding donors saying they had donated to a nonprofit on a crowdfunding platform.

What's more, people who had already given to crowdfunding campaigns grew more comfortable giving that way during the pandemic, when individuals' and nonprofits' financial needs skyrocketed and many took to mass giving platforms to appeal for contributions toward rent, medical bills, funeral costs, and other expenses. Among donors who routinely gave to crowdfunding efforts before the pandemic, about half said they had contributed to a stranger's fundraising



appeal during the previous year. That's nearly 10 percent higher than the share of all donors who said they had supported a stranger's crowdfunding campaign.

The survey also captured some demographic trends that set crowdfunding donors apart from those who give through other means. Crowdfunding donors are slightly more racially and ethnically diverse than donors who give by check or through a charity's website. They're also more likely to be younger, single, and less religious, according to the survey.

What's more, because crowdfunding donors give most often to people they know, those who prefer this giving method can be ambassadors who introduce charities to new donors among their family and friends. That potential hasn't yet been realized, however. More than 62 percent of donors to crowdfunding efforts say they never use social media to ask their friends or family to join them in giving to a campaign.

Donor-Advised Funds Make Big Gains in 2020

Total number of DAFs	Total assets held by DAFs	Annual contributions to DAFs	Grants from DAFs to charities	Average DAF assets
1,005,099	\$159.83 billion	\$47.85 billion	\$34.67 (22% of assets)	\$159,019

Source: Nonprofit Philanthropic Trust