



1. Please identify the organization's goals.

2. Please identify the strategy to achieve its goals.

3. Please identify the indicators used to measure performance or progress toward goals.

4. Please state the indicator levels or measurement of achievement for each of the last three (3) years.

2011

2010

2009

5. Please state the amount and percentage of gross income received for each year in each of the last three (3) years from:

a. Government sources

2011

2010

2009

b. Client payment

2011

2010

2009

c. Private donations

2011

2010

2009

6. Please state the net income or net loss for the last three (3) years

2011

2010

2009

7. Please state the number of clients served annually for last three (3) years.

2011

2010

2009

8. Please indicate the average cost per client for each of the last three (3) years.

2011

2010

2009

9. Please indicate the dollar amount and percentage of expenses for the last three (3) years.

a. Overhead

2011

2010

2009

b. Management salaries and expenses

2011

2010

2009

c. Travel

2011

2010

2009

d. Advertisement, solicitation and fundraising

2011

2010

2009

10. Please indicate the geographic area served.

11. Have you received the Seal of Excellence from the Maryland Association of Non-Profit Organizations and, if so, when? (if applicable)

Contact Person: _____ **Title:** _____

E-Mail Address: _____

Phone Number: _____

Please submit completed form to Sophia Marquez-Wallace, either by email at SNMarquez-Wallace@Venable.com or by regular mail to Sophia Marquez-Wallace, Venable Foundation, 750 East Pratt Street, Suite 900, Baltimore, MD 21202. Submissions must be received by October 15, 2012.