



Venerable donation questions

- 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.**

2010

2009

2008

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

2010

2009

2008

b. Client payment

2010

2009

2008

c. Private donations

2010

2009

2008

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

2010

2009

2008

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

2010

2009

2008

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

2010

2009

2008

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

a. Overhead

2010

2009

2008

b. Management salaries and expenses

2010

2009

2008

c. Travel

2010

2009

2008

d. Advertisement, solicitation and fundraising

2010

2009

2008

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 Joann Bruni, either by email at jbruni@venable.com or by regular mail to Joann Bruni, Venable Foundation, 750 East Pratt Street, Suite 900, Baltimore, MD 21202. Submissions must be received by July 1, 2011.