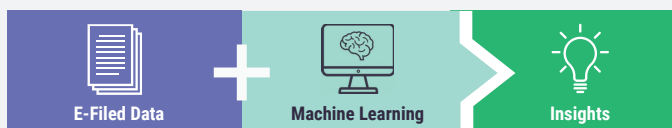


Evaluating the strengths and weaknesses of a nonprofit’s strategy requires clear data and meaningful benchmarks.

Dr. David Borenstein, formerly Director of Data Science at Charity Navigator™, founded 990 Consulting to report the insights you need to make sound decisions.

Compare your organization to peers chosen on the criteria that matter to you: cause area, size, geography, and more. We provide a snapshot of your finances using visuals, as well as the underlying data for your further analysis.

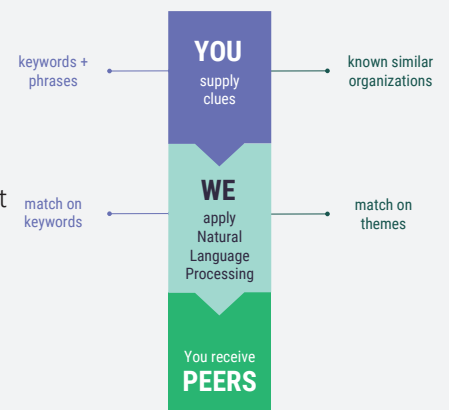


Comparables on criteria that matter

You also have the option of using our cutting-edge Deep Comparables model to generate a comparison group.

Our proprietary process

combines machine learning with human intelligence to develop a peer set uniquely relevant to your organization’s mission and services.



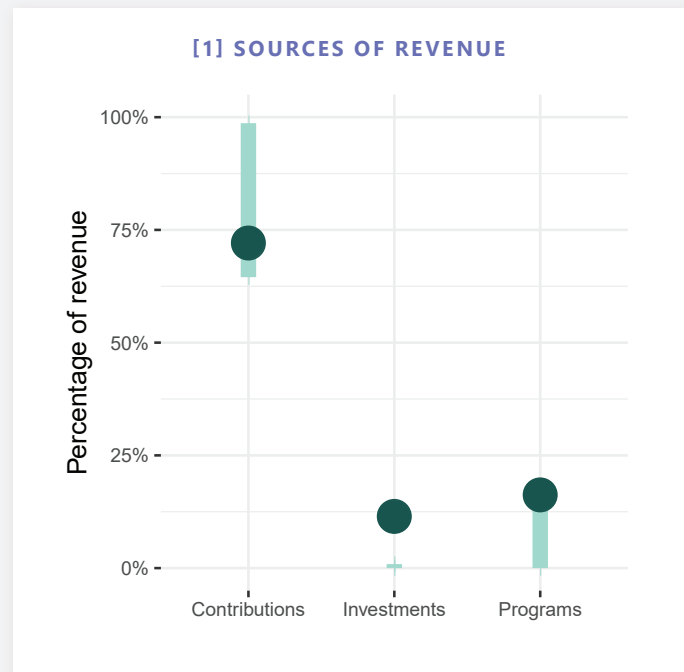
Metrics

Customize your report by selecting among dozens of metrics—operating liquidity, fundraising efficiency, compensation spending, and more.

For this sample organization (“Your Org”), we start by providing an overview of three sources of revenue in TY 2016:* contributions (gifts, grants), program services, and investment income.

REVENUE SOURCE	% REVENUE	PERCENTILE
Contributions	72.2	24
Investments	11.5	97
Programs	16.3	82

For example, Your Org receives 16% of its revenue from program services—more than 82% of its peers.



Each point on Chart 1 represents the value for Your Org. Each bar spans from the 80th to 20th percentile of its peers.

[2] SOURCES OF CONTRIBUTIONS

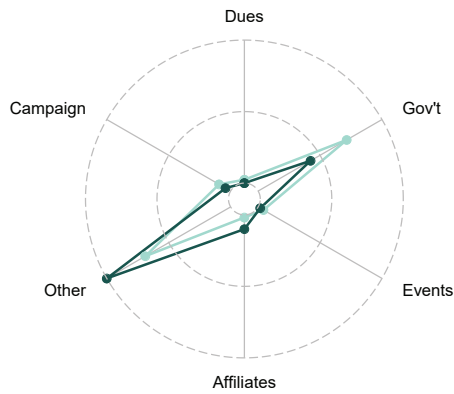


Chart 2 breaks “contributions” into its component parts: federated campaigns, membership dues, government grants, fundraising events, affiliated organizations, and other sources. The shape of this “radar plot” reveals the similarity between Your Org (dark green) and its peers (light green). Both receive very little from membership dues, but Your Org receives relatively less than its peers from government grants.

[3] TOTAL REVENUE VS. EXPENSES

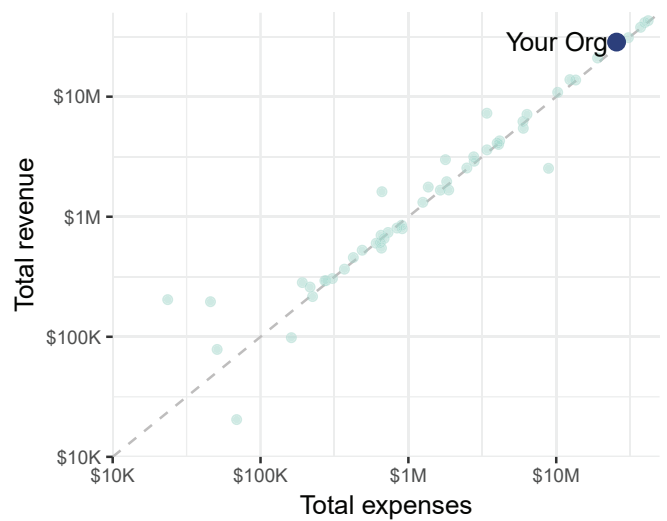


Chart 3 reveals that Your Org’s total revenue is almost equal to its total expenses—as is the pattern among most of its peers.

[4] RELATIVE COMPENSATION SPENDING

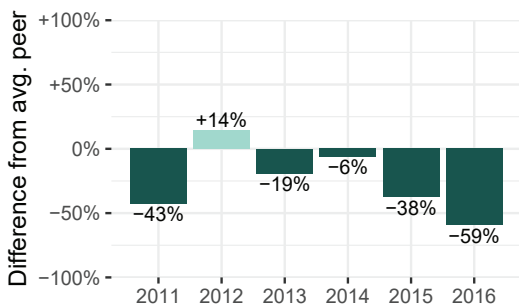


Chart 4 emphasizes the relationship between total revenue and total compensation of current officers, directors, trustees, and key employees. In all but 2014, Your Org spent a smaller fraction on compensation than did its peers.

[5] FEES FOR SERVICES

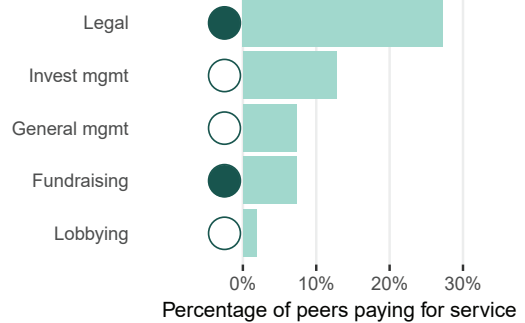
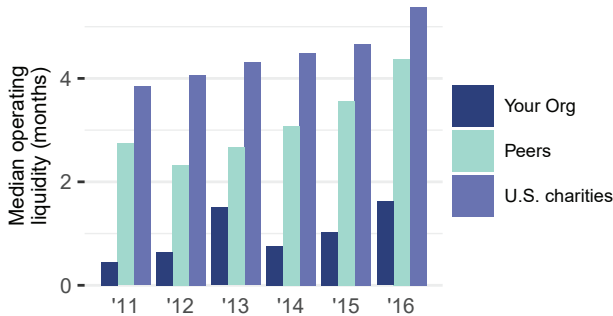


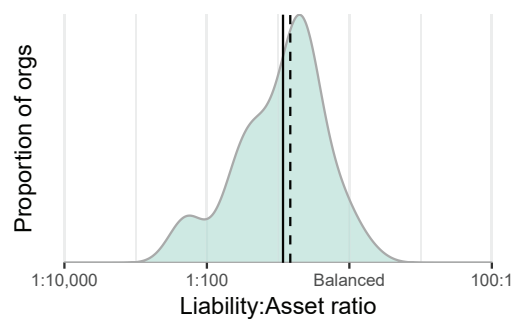
Chart 5 highlights an additional set of expenses: fees for services (non-employees). Your Org paid legal and fundraising fees, as did 27% and 7% of its peers, respectively.

[6] OPERATING LIQUIDITY OVER TIME



This bar chart compares operating liquidity, measured in months, for Your Org, its peers, and the full set of eligible U.S. charities.

[7] LIABILITY TO ASSET (“DEBT”) RATIO



The final chart presents one perspective on debt. Your Org’s liability to asset ratio (solid line) is very similar to the median of its peers (dashed line).

*Unless otherwise specified, data in this report are from tax year 2016.

Our reports are not an assessment of risk and do not make forecasts or recommendations concerning any outcome including, but not limited to, financial outcomes or risks of loss.