Donor statistics

From the donor database export of November 2026. Totals only; no individual donors are named. Gifts recorded FY2008 through FY2026 (fiscal years end June 30).

2,984
donor records (2,884 people, 100 organizations)

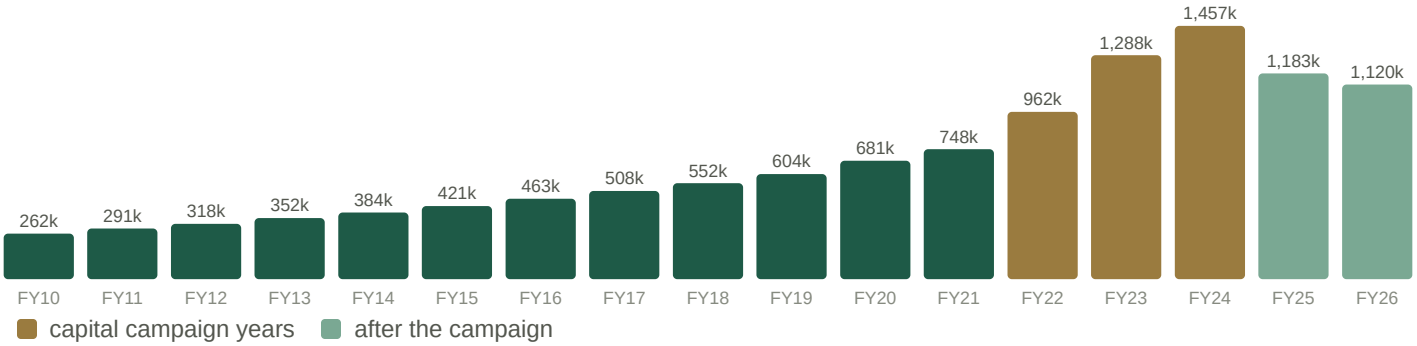
9,506
gifts recorded since FY2008

$12,044,000
total recorded giving

920
donors who gave in the last 3 years

51%
of records have an email

Giving by fiscal year



Fiscal year	Gifts	Donors	Total
FY2021	605	488	$748,000
FY2022	776	641	$962,000
FY2023	897	743	$1,288,000
FY2024	903	736	$1,457,000
FY2025	711	572	$1,183,000
FY2026	604	487	$1,120,000

- The capital campaign lifted giving to $1,457,000 in FY2024. FY2026 settled at $1,120,000, still above the $748,000 of FY2021.
- Donors fell from 736 to 487 since the campaign, a drop of 34%. Two thirds of the donors lost first gave during the campaign years.
- New donors dropped from 265 in FY2023 to 88 in FY2026. Acquisition, not retention (70% of last year's donors gave again), is the gap.
- December and January bring in 42% of the dollars (last 3 years).
- FY2026 contributions of $1,120,000 tie to *Contributions and private grants* on the Statement of Activities.

Who we can reach

Donors active in the last 3 years	920
Have an email address	667 (72%)
Have a good mailing address	893 (97%)
Lapsed (no gift in 3 years)	1,721
Records with no gift on file	343

Marked "do not mail"	246
No forwarding address	116
Bad address	68
Deceased	45
Requested no mail	17

Giving by source list

List	Donors	Active	Email	Last 3 yrs	Lifetime
Foundations	35	13	18	$1,676,070	$4,793,390
Capital campaign	297	132	128	$925,150	$2,544,020
Neighbors & Friends	976	282	497	$335,175	$1,345,860
Corporate partners	39	10	26	$220,250	$924,250
Faith partners	436	157	244	$244,240	$914,245
Gala guests	513	136	262	$127,305	$694,020
Riverside mailing	444	110	221	$103,035	$428,220
(no list)	121	46	66	$67,680	$211,900
Board & volunteers	123	34	56	$61,095	$188,095

Gift size, last 3 years

Gift	Gifts	%	Dollars	%
Under $50	124	6%	$4,275	0%
$50 to $99	251	11%	$17,950	0%
$100 to $249	623	28%	$103,535	3%
$250 to $499	526	24%	$185,050	5%
$500 to $999	338	15%	$231,690	6%
$1,000 to $4,999	252	11%	$503,925	13%
$5,000 and up	104	5%	$2,713,575	72%

How gifts arrive, last 3 years

Method	Gifts	%	Dollars
Check	1,289	58%	$2,066,910
Online card	497	22%	$250,255
Donor-advised fund	236	11%	$395,125
Cash	94	4%	$42,995
Stock	71	3%	$335,120
ACH / wire	31	1%	$669,595

Lifetime giving

Lifetime total	Donors	Dollars	%
$25,000 and up	72	$7,024,310	58%
$10,000 to $24,999	101	$1,624,390	13%
$1,000 to $9,999	997	$2,809,590	23%
$250 to $999	935	$512,850	4%
Under $250	536	$72,860	1%

The 10 largest donors account for 28% of all recorded giving; the top 50 for 52%.

What it means

- **Replace the campaign donors.** 447 people gave for the first time during the campaign; a welcome series and a second ask in year two decide whether they stay.
- **Email half the base, mail the other half.** 72% of active donors can be emailed; the year-end letter still matters.
- **Concentration risk.** Foundations and the top 50 donors carry more than half of lifetime giving.
- **Clean the list.** 343 records never gave and 246 are marked do-not-mail.

Birchwood Community Housing, Inc. and all figures are fictional. Prepared as a Bilanz work sample.