

Relationship Fundraising Relationship Fundraising

Donor-centered Fundraising Penelope Burk 2003 "Working from research conducted over six years with hundreds of charities and donors, 'Donor-Centered Fundraising' paints a candid picture of why donors stop giving to charities they once supported, and what it will take to preserve their loyalty in the future. In clear language and backed by statistical evidence, Penelope Burk explores the pitfalls of our traditional approaches to donor communication and recognition and articulates what donors want but seldom get from the charities they support. The book features straightforward and accessible calculations that show how much money charities are failing to raise, and offers a step-by-step procedure for testing a donor-centered alternative and gaining its acceptance in any organization."--From publisher description.

Relationship Fundraising Ken Burnett 1992 A donor-based approach to the business of raising money.

Engagement Fundraising Greg Warner 2018-09-18 THE TIME HAS COME This book is for you if you know your job is getting harder because donor expectations have changed, the old orthodoxies and conventions don't work anymore, and competition for the charitable dollar is growing. Engagement Fundraising was developed from the perspective of a donor who discovered firsthand that the impersonal, spray-and-pray approaches of his beloved charity were not only offensive but also wasteful and ineffective. With Engagement Fundraising, you can be the fundraiser you want to be, helping wealthy and legacy-minded individuals find meaning in their lives through giving. The key is in leveraging smart strategies and powerful technologies to engage your supporters with

highly relevant, captivating, respectful communications. Try Engagement Fundraising and the results will speak for themselves.

Relationships Raise Money Roberto C. Candelaria 2011-10-21

Donors Are People Too Timothy Smith 2020-04-10 It's very clear: Nonprofit organizations need major donors. In his nearly four decades of helping nonprofit organizations raise funds to accomplish their missions, author, Timothy Smith witnessed a clear pattern. The vast majority of donors giving to organizations participate through "mass media," meaning the mail, the telephone, or the Internet. No charity in the world has enough staff members to sit down with every donor personally and form a personal relationship. But over time, we see certain donors emerge as major players. They give more than the average individual, signaling their higher level of interest in the cause, and signaling their interest in a closer relationship with the nonprofit organization. How should the organization respond to these major donors? Timothy Smith has the answers to this question and many others. He has shown us that a healthy nonprofit organization will invest itself in all of its donors to the full extent of the organization's capacity. With unlimited resources, the organization could treat every donor like a major donor. But with limited resources, the organization must invest in each donor according to the donor's expressed level of interest in the mission of the organization. This is simply good, practical management. In the pages of *Donors Are People Too*, Timothy offers wise and proven insights into the care and keeping of major donors. He did not spring from the earth fully formed; he has learned a lot "the hard way." One of his best qualities is his willingness to confront his own failures and learn from them, to reveal his experiences and share wisdom through them. His candor is refreshing, and his insights are valuable.

Community Fundraising Samantha Rider 2019-09-18

The Digital Fundraising Book Matt Howarth 2016-03-31 This is the guide for charities and nonprofits to help you learn all you need to know about digital fundraising. It covers everything from the very basics, right up to the tricky stuff, like maximising conversion rates. A must-read for anyone wanting to develop their digital fundraising strategy.

Evaluating Relationship Fundraising Strategies of Nonprofit Organizations Christian Scherhag 2012

Nonprofit Marketing and Fundraising Roger Bennett 2018-07-26 Nonprofit sectors account for a small but significant share of most major economies globally, and the marketing and fundraising activities of organisations operating in this sector are of increasing interest to researchers around the world. Although nonprofit marketing covers many activities not directly concerned with fundraising, the acquisition of funds is the primary objective of most nonprofit marketing work. Nonprofit Marketing and Fundraising provides a concise introduction to the latest research in the nonprofit marketing and fundraising field, reviews current controversies, outlines the major theories and models of fundraising, and presents suggestions for future research. The text guides the reader through the myriad of research undertaken on nonprofit marketing and fundraising, summarises important findings and key thinking on fundraising strategies and processes, offers conceptual insights into emerging themes and emphasises recent advancements in digital fundraising. Chapters within the book cover, inter alia: criticisms of nonprofit fundraising and the research literature that has responded to attacks; issues connected with the questions ‘why people donate’ and ‘what characteristics describe the "giving type"’? ‘theories of giving’ and of donor retention, including foundational research relating to nonprofit relationship marketing; charity advertising (including criticisms of its use) and the branding of nonprofit organisations. This shortform book provides a

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useful overview for advanced students and scholars moving into the field.

Tiny Essentials of Major Gift Fundraising Neil Sloggie 2005

Relationship-Fundraising in einer Non-Profit-Organisation Annett-Marlen Opolka 2007-08
Studienarbeit aus dem Jahr 2005 im Fachbereich Medien / Kommunikation - Public Relations, Werbung, Marketing, Social Media, Note: 1,0, Ostthüringer Verwaltungs- und Wirtschaftsakademie Gera e.V., 9 Quellen im Literaturverzeichnis, Sprache: Deutsch, Abstract: Relationship-Fundraising in einer Non-Profit-Organisation von: Annett-Marlen Opolka Inhaltsverzeichnis 1. Einleitung - Problemstellung und Zielsetzung 3 2. Definitionen und Bedeutungen 3 2.1. Fundraising 3 2.2. Fundraising-Instrumente 4 2.3. Der Spendenmarkt in Deutschland 4 3. Relationship-Fundraising 5 3.1. Spenderpyramide 6 3.2. Private Spender als Zielgruppe 6 4. Beziehung zum Spender 7 4.1. Kommunikationskonzepte von OURCHILD e.V. 7 4.2. Das Spendenmailing 8 4.3. Der Spendenbrief 9 5. Die Zukunft des Relationship-Fundraising 10 Literaturverzeichnis 1. Einleitung - Problemstellung und Zielsetzung "Fundraising is the gentle art of teaching the joy of giving" Henry A. Rosso ("Fundraising ist die sanfte Kunst, die Freude am Spenden zu lehren") Eine effektive und erfolgreiche Kommunikationspolitik ist für eine Non-Profit- Organisation (NPO) notwendig, um in erster Linie in der Öffentlichkeit für ein positives Image, für Vertrauen und Akzeptanz gegenüber der Organisation zu sorgen. Durch die zunehmende Sättigung auf nahezu allen Märkten, tritt vor allem die Spenderbindung für viele Non-Profit-Organisationen in den Vordergrund ihrer Marketingaktivitäten. Das Ziel des Relationship-Fundraising ist die Spenderbindung. Die steigende Konkurrenz der Non-Profit- Organisationen untereinander verlangt nach einer klaren Positionierung in der Öffentlichkeit und Profilierung der eigenen Organisation. Die Kommunikationspolitik einer Non-Profit-Organisation ist daher als eine zielorientierte, langfristige und strategische Aufgabe

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zusehen. In der vorliegenden Arbeit wird dargestellt, wie die Kommunikationspolitik, die ein Instrument der Marke

The Project Management Paradigm Ken Burnett 1998-05-01

Donor Retention Roger M. Craver 2014-08 There are eight main reasons why donors stop supporting organizations. Do you know them? You will after reading *Retention Fundraising: The New Art and Science of Keeping Your Donors for Life*. For three years, pioneering fundraiser Roger Craver immersed himself in a study of nonprofits in the U.S. and the U.K. His singular aim was to uncover why donors quit an organization and what can be done to make them stay. Some quick figures show why Craver's book on donor retention is timely: -If yours is a typical organization, you have a 60 to 70 percent chance of obtaining an additional gift from an existing donor. -You have a 20 to 40 percent chance of obtaining an additional gift from a recently lapsed donor. -But you have less than a 2 percent chance of obtaining a gift from a prospect. That bears repeating: The average organization has less than a 2 percent chance of securing a gift from a prospect. So one thing is glaringly obvious. The bulk of an organization's fundraising expenditures should be aimed at strengthening relationships with existing donors, not in acquiring new givers (though there's still a role for that, of course). Through painstaking research, Craver has singled out the exact ways an organization can deepen donor commitment. There are, he learned, seven key "drivers" that matter most to donors. These "drivers" - ranging from meaningful appreciation to opportunities for authentic involvement - have a direct cause-and-effect relationship. Move your donors from low to high commitment, and their giving will increase dramatically. Best of all, responding to what your donors want isn't costly, as Craver shows in real-life examples. There's gold in your current donors waiting to be mined. And in *Retention Fundraising*, Roger Craver has drawn a detailed map to those

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riches.

It's NOT JUST about the Money Richard Perry 2014-12-16 Are you searching for the next big idea in fundraising to help your organization soar? It's actually right under your nose in your database. Major Donors. Right here, right now, you have the donors who have the capacity to give five, six, and yes, seven figure gifts. This book tells you how to find them, and what to do once you have them. Richard Perry and Jeff Schreifels tell you everything you need to do to take your organization to a new level of performance in major gifts. This book is packed with easy to implement ideas and strategies to create, build, and manage a robust major gift program. You won't put this book down. You'll be entertained and helped. You will learn how to create a culture that puts relationships with donors above everything else. You will be left inspired to succeed; because, ultimately, it's NOT just about the money.

Fundraising When Money Is Tight Mal Warwick 2009-03-27 A Nonprofit Survival Kit for Hard Times "This is a must-read for all of us in fundraising. Mal Warwick includes practical approaches for difficult economic times, from zero-based thinking about our programs to strategies for relating to our donors and making certain our fundraising programs are prepared to succeed not only now but when the economy recovers." —Eugene R. Tempel, president, Indiana University Foundation "Brilliant! No nonprofit organization can afford to ignore the insightful advice Mal Warwick offers in this concise and eminently readable book. It's practical, down-to-earth, and addresses the complex, real-world challenges of raising money in tough times." —Ben Jealous, president, NAACP "Fundraising When Money Is Tight is an important book in a difficult time for all. This is the right book for anyone who is committed to advancing the public good." —Jane Wales, founder, Global Philanthropy Forum, and vice president, Aspen Institute "This is a must-read book by any

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fundraising manager. It's timely, it's a good read, and the moment I put it down I made sure my managers got focused, got real, and got with the project today." —Mark Astarita, director of fundraising, British Red Cross "Mal Warwick will leave you with a focusing framework and dozens of practical, immediately actionable how-tos. It is hard to imagine anyone in the citizen sector who will not breathe easier after reading this book." —Bill Drayton, CEO, Ashoka, and chair, Youth Venture [The Zen of Fundraising](#) Ken Burnett 2006-04-07 If all that has ever been said and written about the art and science of fundraising could be distilled down to just what really matters—what fundraisers everywhere need to know—there would be only a small number of true gems deserving of the description, “nuggets of information.” Leading international fundraiser Ken Burnett, author of the classic *Relationship Fundraising*, has identified and defined 89 such nuggets which he presents here as *The Zen of Fundraising*, a fun read, one-of-a-kind look into what makes donors tick and—more importantly—what makes them give.

Strategic Fund Development Simone P. Joyaux 2001 This groundbreaking book “ now in its second edition ” offers important insights, critical strategies, and useful tools to enhance your organization's performance and raise more charitable contributions. Joyaux challenges the fundraising profession to focus on organizational development rather than merely promoting fundraising technicians. Joyaux integrates staff work with that of volunteers and demands a basic change in the way we do business.

Friends for Life Ken Burnett 1996

Donor Loyalty in College Athletics Stephen L. Shapiro 2008

Fundraising Principles and Practice Adrian Sargeant 2017-03-06 The complete guide to fundraising planning, tools, methods, and more *Fundraising Principles and Practice* provides a unique resource

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for students and professionals seeking to deepen their understanding of fundraising in the current nonprofit environment. Based on emerging research drawn from economics, psychology, social psychology, and sociology, this book provides comprehensive analysis of the nonprofit sector. The discussion delves into donor behavior, decision making, social influences, and models, then uses that context to describe today's fundraising methods, tools, and practices. A robust planning framework helps you set objectives, formulate strategies, create a budget, schedule, and monitor activities, with in-depth guidance toward assessing and fine-tuning your approach. Coverage includes online fundraising, major gifts, planned giving, direct response, grants, corporate fundraising, and donor retention, with an integrated pedagogical approach that facilitates active learning. Case studies and examples illustrate the theory and principles presented, and the companion website offers additional opportunity to deepen your learning and assess your knowledge. Fundraising has become a career specialty, and those who are successful at it are among the most in-demand in the nonprofit world. Great fundraisers make an organization's mission possible, and this book covers the essential information you need to help your organization succeed. Adopt an organized approach to fundraising planning Learn the common behaviors and motivations of donors Master the tools and practices of nonprofit fundraising Manage volunteers, monitor progress, evaluate events, and more Fundraising is the the nonprofit's powerhouse. It's the critical component that supports and maintains all activities, and forms the foundation of the organization itself. Steady management, clear organization, effective methods, and the most up-to-date tools are vital to the role, and familiarity with donor psychology is essential for using these tools to their utmost capability. Fundraising Principles and Practice provides a comprehensive guide to all aspects of the field, with in-depth coverage of today's most effective approaches.

Philanthropy Revolution: How to Inspire Donors, Build Relationships and Make a Difference Lisa Greer 2020-07-23 In the first book on philanthropy written from a donor's perspective, businesswoman and philanthropist Lisa Greer lifts the lid on our charitable sector, with an authentic account that describes exactly how outdated the sector has become and why it's at risk of collapse.

Face Time: Relationship Philanthropy Robert Ian Peacock 2007

Relationship Fundraising - Experiences that Count Kathy Johns 2008

Relationship Fundraising Ken Burnett 2002-10-31 Internationally acclaimed fundraising consultant Ken Burnett has completely revised and updated his classic book *Relationship Fundraising* to offer fundraising professionals an invaluable resource for learning the techniques of effective communication with donors in the twenty-first century. Filled with illustrative case histories, donor profiles, and more than two hundred action points, this groundbreaking book shows fundraisers how to Implement creative approaches to relationship-building fundraising Avoid common fundraising errors and pitfalls Apply the vital ingredients for fundraising success Build good relationships through marketing Achieve a greater understanding of their donors Communicate effectively with donors--using direct mail, the press, television, the telephone, face-to-face contact, and more. Prepare for the challenges of twenty-first century fundraising

Keep Your Donors Tom Ahern 2007-11-27 Written by fundraising experts Tom Ahern and Simone Joyaux, *Keep Your Donors* is a new, winning guide to making disappointing donor retention rates a thing of the past. This practical and provocative book will show you how to master the strategies and tactics that make fundraising communications profitable. Filled with case studies and based in part on the CFRE and AFP job analyses, *Keep Your Donors* is your definitive guide to getting new donors—and keeping them—for many years to come.

The Routledge Companion to Nonprofit Management Helmut K. Anheier 2020-04-08 Over the past three decades or so, the nonprofit, voluntary, or third sector has undergone a major transformation from a small cottage industry to a major economic force in virtually every part of the developed world as well as elsewhere around the globe. Nonprofit organizations are now major providers of public services working in close cooperation with governments at all levels and increasingly find themselves in competition with commercial firms across various social marketplaces. This transformation has come with ever-increasing demands for enhancing the organizational capacities and professionalizing the management of nonprofit institutions. The Routledge Companion to Nonprofit Management is the first internationally focused effort to capture the full breadth of current nonprofit management research and knowledge that has arisen in response to these developments. With newly commissioned contributions from an international set of scholars at the forefront of nonprofit management research, this volume provides a thorough overview of the most current management thinking in this field. It contextualizes nonprofit management globally, provides an extensive introduction to key management functions, core revenue sources and the emerging social enterprise space, and raises a number of emerging topics and issues that will shape nonprofit management in future decades. As graduate programs continue to evolve to serve the training needs in the field, The Routledge Companion to Nonprofit Management is an essential reference and resource for graduate students, researchers, and practitioners interested in a deeper understanding of the operation of the nonprofit sector.

Tiny Essentials of Fundraising Neil Sloggie 2002-11 A guide to essential information about fundraising as seen through the eyes of a new recruit to the fundraising profession.

Digital Giving Richard C. McPherson 2007 "I've seen the future; it's previewed in Digital Giving. You

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can either be scared or ignorant of what's coming, or learn how to love and use it. The difference is just the cost of this book and the time it takes for you to extract from it what will really matter."-Ken Burnett, author, Relationship Fundraising and The Zen of Fundraising "With stories that leave you shaking your head . Digital Giving is a must read to compete in philanthropy in the 21st Century."-Chuck Longfield, Chief Scientist, Blackbaud "The direction that technology is taking fundraising is one that requires immediate understanding. Digital Giving is a great introduction . A must read for we who are not tech savvy!"-R. Andrew Swinney, President, The Philadelphia Foundation "Digital Giving challenges nonprofit leaders to engage with donors in a way unimaginable just a few years ago."-Paula Kerger, President, PBS "A well-written, insightful book that brings together the some of the most exciting new media practices. A wonderful book. Read Digital Giving and take action!"-Bernard Ross, author, Breakthrough Thinking for Nonprofit Organizations "It can be challenging to keep up with the rapid trends in online fundraising . Digital Giving provides you with the do's and don'ts."-Christine Grumm, President and CEO, Women's Funding Network "Vividly and candidly shows the potential of technology . a must-read primer on managing relationships with donors."-Shannon Murray, Director, Cornell Silicon Valley

Fundraising Principles and Practice Adrian Sargeant 2010-03-04 This books offers a definitive text on the vital topic fundraising. It provides students of fundraising and nonprofit professionals access to the most relevant theories and includes concrete examples of modern fundraising practice. The book contains clear learning objectives, recommended readings, case studies, summary self-test questions, and exercises at the end of each chapter. The Principles and Practice of Fundraising comprehensively addresses all the major forms of fundraising and critical topics such as donor behavior and fundraising planning. Praise for fundraising principles and practice "Not only will

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fundraisers benefit from this comprehensive yet accessible text, but this should be required reading for all nonprofit practitioners and scholars. Reading this book will provide valuable insight on a vital subject and enhance the success of any fundraising effort." ?John B. Ford, president, Academy of Marketing Science and professor of marketing, Old Dominion University "This is not just a how-to-do-it book. Rather, it provides deep knowledge about the nonprofit sector, its role in society, and the values and psychology of giving that is essential to responsible and effective fundraising." ?Paul Brest, president, William and Flora Hewlett Foundation and author, Money Well Spent "Adrian Sargeant is the world's foremost fundraising scholar. This text will be invaluable to the beginner, but new research findings mean it should also be a must read for established practitioners." ?Steve Thomas, co-chair, Resource Alliance, and chairman, Stephen Thomas Ltd, Toronto "Designed and written to fill the void in current fundraising and development textbooks for both undergraduate and graduate students studying nonprofit management and leadership, Fundraising Principles and Practice surpasses my expectations for a comprehensive approach that will benefit American Humanics programs." ?SueAnn Strom, vice president, Academic Partnerships, American Humanics®, Inc. "Sargeant is the accessible academic and this is typical of his work. It is rigorously researched, clear, concise, well written, well presented and entirely appropriate. Any fundraiser who knows what Adrian knows will outperform the others. It's as simple as that." ?Ken Burnett, author, Relationship Fundraising and The Zen of Fundraising

Relationshift Michael Bassoff 2001 Best-selling author Steve Chandler and one of America's most innovative, successful fundraisers Michael Bassoff have coauthored this unique book to teach you their easy-to-follow, proven system for creating new relationships that lead to raising millions of dollars.

The Storytelling Non-Profit Vanessa Chase Lockshin 2016-04-29 "The Storytelling Non-Profit is a portable consultant for fundraisers, communicators and executive directors who want to tell great stories. In this book, professionals will learn a process for telling a story that inspires and resonates with a target audience."--Back cover.

The New Fundraisers Beth Breeze 2017-10-30 Charitable fundraising has become ever more urgent in a time of extensive public spending cuts. However, while the identity and motivation of those who donate comes under increasingly close scrutiny, little is known about the motivation and characteristics of the 'askers', despite almost every donation being solicited or prompted in some way. This is the first empirically-grounded and theorised account of the identity, characteristics and motivation of fundraisers in the UK. Based on original data collected during a 3-year study of over 1,200 fundraisers, the book argues that it is not possible to understand charitable giving without accounting for the role of fundraising.

Charity and Sylvia Rachel Hope Cleves 2014 Explores the lives of Charity Bryant and Sylvia Drake, two ordinary middle-class women who serve as a window on historical constructs of marriage, gender, and sexuality in late 18th-century and early 19th-century America. Both were born in Massachusetts, but in different towns, 11 years apart. Charity's attachment to women was so blatant that after she turned 20, her father told her to leave the house. She worked as a schoolteacher, but was forced to leave jobs several times because of hurtful gossip about her relationships with other women. In early 1807, Charity moved to Vermont to stay with a friend, and there she met Sylvia. The two fell in love, set up housekeeping, and considered themselves married. Gradually, their family members and the residents of Weybridge did as well. Charity and Sylvia became integral to the community, attending church, running their tailor shop, and contributing to charitable endeavors.

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Most of all, Charity and Sylvia remained passionately committed to each other and refused to hide their relationship. An important work of history that resonates with one of today's most public debates.

Building Donor Loyalty Adrian Sargeant 2004-10-06 Building Donor Loyalty is a hands-on guide written for professional fundraisers that outlines the factors that drive donor retention, explains how to keep donors committed to an organization, and offers suggestions for developing donor value over time. It is based on data drawn from a research program which included more than 20,000 nonprofit organizations and was funded by the Aspen Foundation and the Indiana Fund through the Center on Philanthropy at Indiana University. Building Donor Loyalty contains a variety of illustrative case studies that demonstrate the power of effective donor retention strategies and clearly explains each of the factors that can build donor retention. It includes tools and techniques that have proven successful when growing long-term relationships with donors and offers practical advice for fundraisers who want to integrate this knowledge into their own thinking, planning, and practice.

How to Love Your Donors (to Death) Stephen Pidgeon 2015-01-26 Small donors are at least as important to charitable organizations as large donors, and the author presents ideas and procedures to reward them and gain their ongoing support.

Fundraising Management Elaine Jay 2004-07-31 This is the first truly comprehensive guide to fundraising management, uniquely blending current academic knowledge with the best of professional practice. Much more than a how-to guide, it provides a detailed overview of modern fundraising planning and practice, and analyzes critical issues as well presenting practical tools for campaign planning. Campaigns discussed include high-profile examples from companies as diverse as RSPCA, Greenpeace, Barnados and the American Cancer Society, which illustrate the theories

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and bring the topic to life. A truly groundbreaking analysis, this text works through the planning stages of fundraising to give readers a rounded understanding of the topic, and is essential reading for students of fundraising and non-profit professionals alike.

[Tiny Essentials of Writing for Fundraising](#) George Smith 2013-01-14

[Keep Your Donors](#) Tom Ahern 2011-01-04 Written by fundraising experts Tom Ahern and Simone Joyaux, *Keep Your Donors* is a new, winning guide to making disappointing donor retention rates a thing of the past. This practical and provocative book will show you how to master the strategies and tactics that make fundraising communications profitable. Filled with case studies and based in part on the CFRE and AFP job analyses, *Keep Your Donors* is your definitive guide to getting new donors and keeping them for many years to come.

[Innovative Perspectives on Corporate Communication in the Global World](#) Olvera-Lobo, María Dolores 2021-04-23 Today's global markets demand that companies of all sizes look to international markets for potential customers. The successive crises that have taken place in the last decade make the internationalization of companies essential. This situation is further aggravated in the case of SMEs, as surviving only from national markets is becoming increasingly difficult. Indeed, the economic sphere is in constant flux, which demands that companies have a great capacity for adaptation to face the new challenges of an ever more globalized and difficult market. In this context, new forms of business communication are emerging, especially through the web and new technologies. Digital marketing and the dissemination of corporate information have become key processes for the success of companies. It is therefore crucial to research different digital marketing processes and ways of breaking down linguistic and cultural barriers between users from different sociolinguistic contexts. *Innovative Perspectives on Corporate Communication in the Global World*

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contains different contributions focused on the description of methods, processes, and tools that can be adopted to achieve corporate internationalization goals. The chapters provide a comprehensive review of the why, what, and how of disseminating corporate information and promoting corporate digital communication into internationalization processes. These strategies can be related to the development of digital tools, the design of new corporate communication strategies, the proposal of new ways of breaking social and linguistic barriers between technology users, or the creation of new methodologies aimed at evaluating the effectiveness of digital marketing strategies. This book is ideal for marketers, managers, executives, entrepreneurs, practitioners, researchers, academicians, and students interested in new corporate communication strategies and their effectiveness.

Relationship Fundraising Julian Smyth 2004 Treating your donors properly is crucial in order to maximise their support. This authoritative Guide will tell you everything you need to know to do it correctly. It begins with the important issue - what is relationship fundraising and why is it important to your organisation. It next looks at databases and other tools to help you identify and use the various items of information you have about donors and prospective donors. Treating donors properly is the heart of relationship fundraising and practical advice given will help you to do so. Finally, gifts at death are discussed as these are often the largest and most intensive of all donations.

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