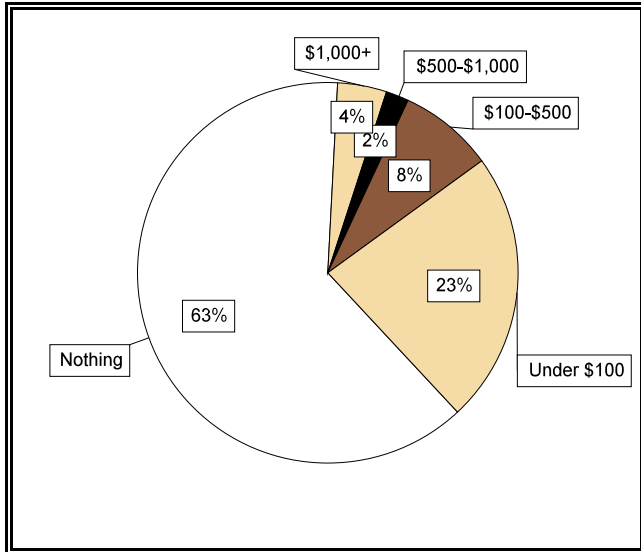


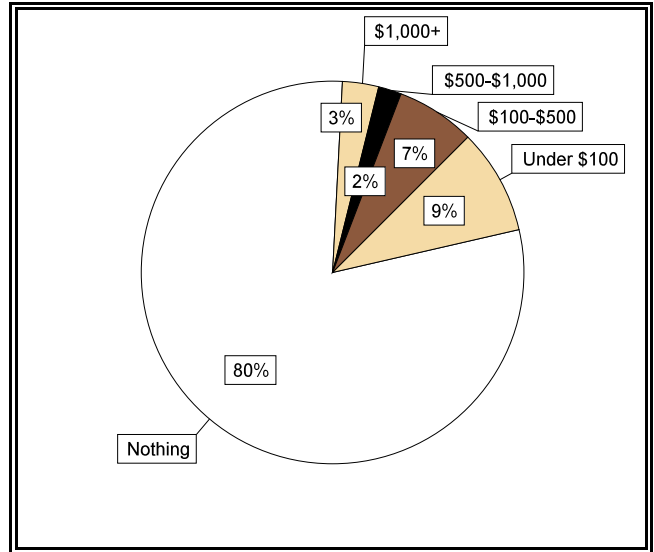
# PHILANTHROPIC PROFILE—OVERALL DONATIONS

Overall, 86% of Jewish households in South Palm Beach *reported* that they donated to one or more charities, either Jewish or non-Jewish, in the past year. 37% of households *reported* that they donated to the Jewish Federation of South Palm Beach County (JFSPBC) in the past year; 20%, to other Jewish Federations (Jewish Federations other than the JFSPBC); 54%, to other Jewish charities (Jewish charities other than Jewish Federations); and 74%, to non-Jewish charities.

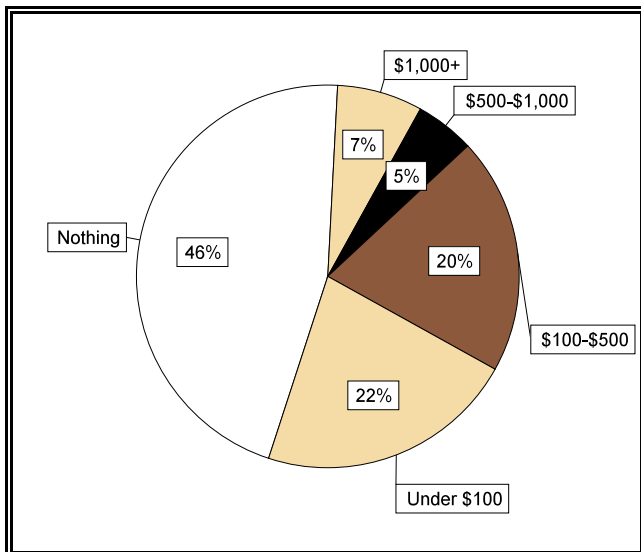
5% of households donated to a charity over the Internet in the past year.



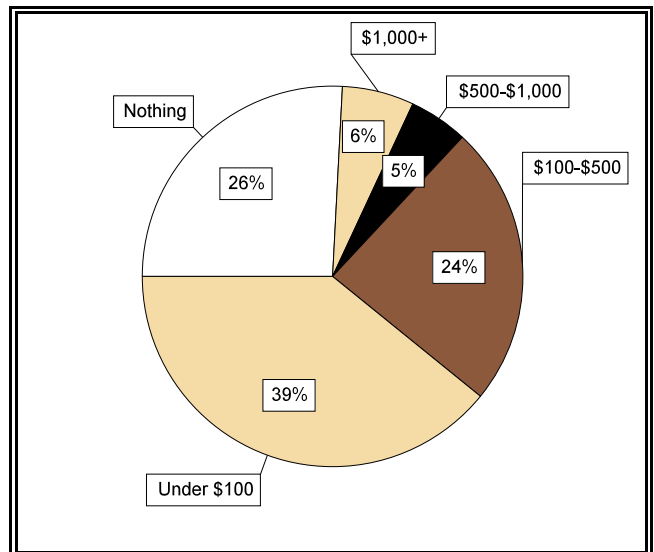
**Donated to JFSPBC  
in the Past Year**



**Donated to Other Jewish Federations  
in the Past Year**



**Donated to Other Jewish Charities  
in the Past Year**



**Donated to Non-Jewish Charities  
in the Past Year**

## PHILANTHROPIC PROFILE—JFSPBC DONATIONS

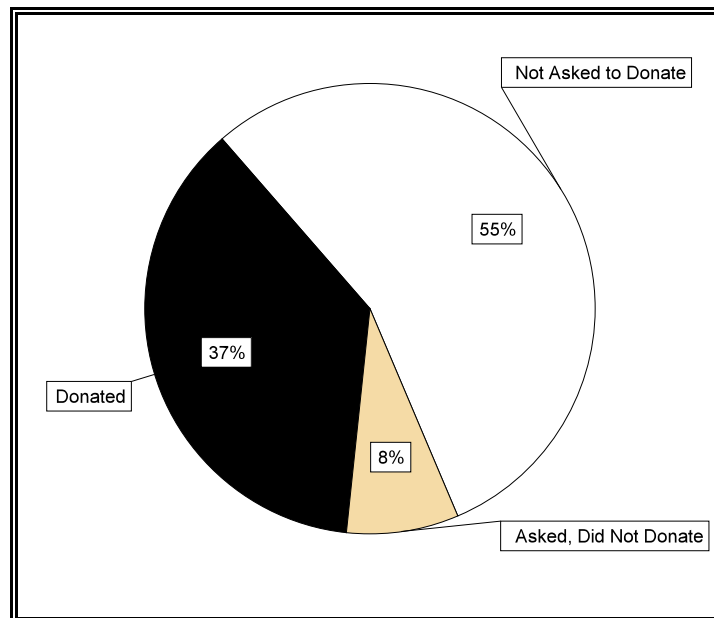
**A**ccording to the *Jewish Federation Survey*, 17% (12,181 households) of Jewish households in South Palm Beach donated to JFSPBC in the past year. According to the *Telephone Survey*, 37% (26,937 households) of households *reported* that they donated to JFSPBC in the past year. Such a disparity is common in Jewish community studies.

▣ The 37% who *reported* that they donated to the local Jewish Federation in the past year is below average among about 50 comparison Jewish communities and compares to 43% in Broward, 42% in Miami, and 35% in West Palm Beach. The 37% compares to 41% in 1995. Including households who donated to other Jewish Federations, 50% of households donated to *any* Jewish Federation in the past year. The 50% compares to 57% in 1995. The 50% compares to 25% nationally.

▣ The 55% not asked to donate to the local Jewish Federation in the past year is above average among about 35 comparison Jewish communities and compares to 57% in West Palm Beach, 48% in Broward, and 44% in Miami. The 55% compares to 49% in 1995. The 55% compares to 64% nationally for *any* Jewish Federation.

▣ The percentage of households not asked to donate to JFSPBC in the past year decreases from 86% of households under age 35 to 68% of households age 35-49, 66% of households age 50-64, 57% of households age 65-74, and 47% of households age 75 and over.

▣ Of the *households asked to donate* to JFSPBC in the past year, 17% did not donate. The 17% is about average among about 35 comparison Jewish communities and compares to 21% in Miami, 20% in West Palm Beach, and 14% in Broward. The 17% compares to 18% in 1995. The 17% compares to 24% nationally for *any* Jewish Federation.



**JFSPBC Market Segments in the Past Year**

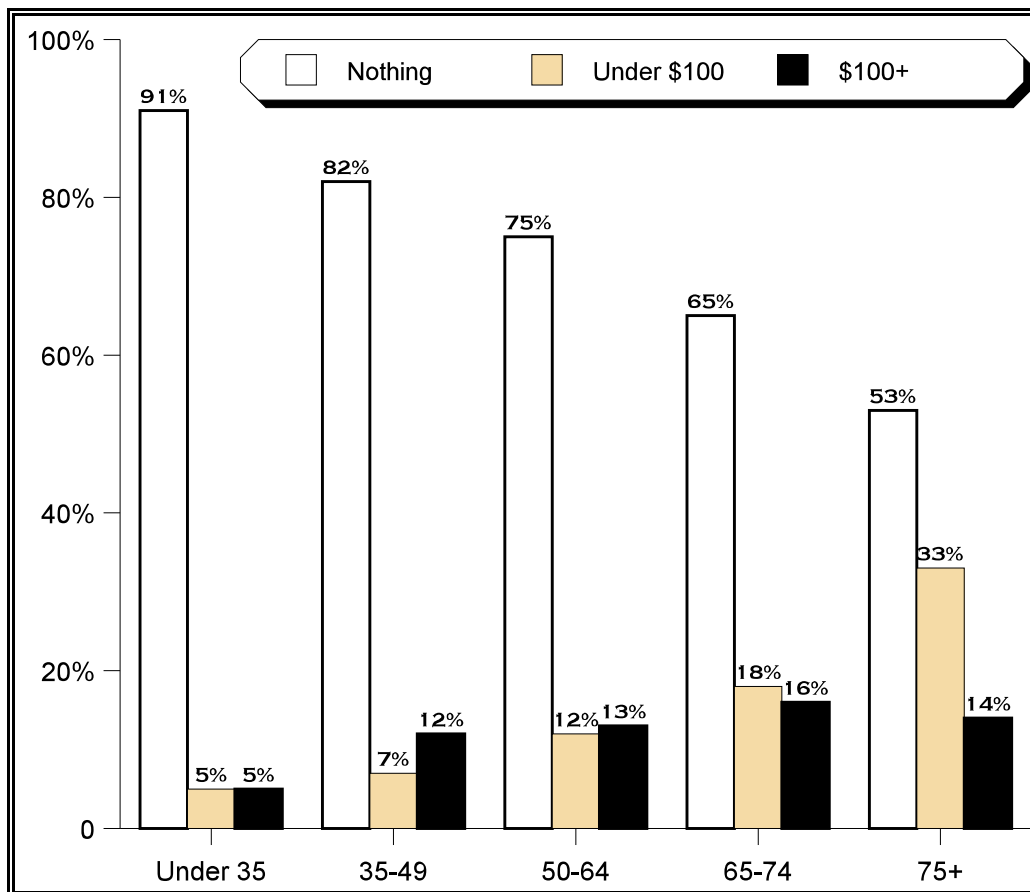
## PHILANTHROPIC PROFILE—JFSPBC DONATIONS

▣ 0% of households who donated to JFSPBC in the past year are under age 35, 5% are age 35-49, 12% are age 50-64, 23% are age 65-74, and 60% are age 75 and over. 45% of households who donated are elderly couple households and 34% are elderly single households. 9% of households who donated live in Palm Beach County for 0-4 years and 32%, for 20 or more years. 44% of households who donated earn an annual income under \$50,000 and 13% earn \$200,000 and over. 4% of Jewish respondents in households who donated identify as Orthodox; 42%, Conservative; 1%, Reconstructionist; 34%, Reform; and 18%, Just Jewish.

▣ 81% of households who donated \$500 and over to JFSPBC in the past year are age 65 and over. 71% of households who donated \$500 and over are synagogue members, 20% are JCC members, and 73% are Jewish organization members.

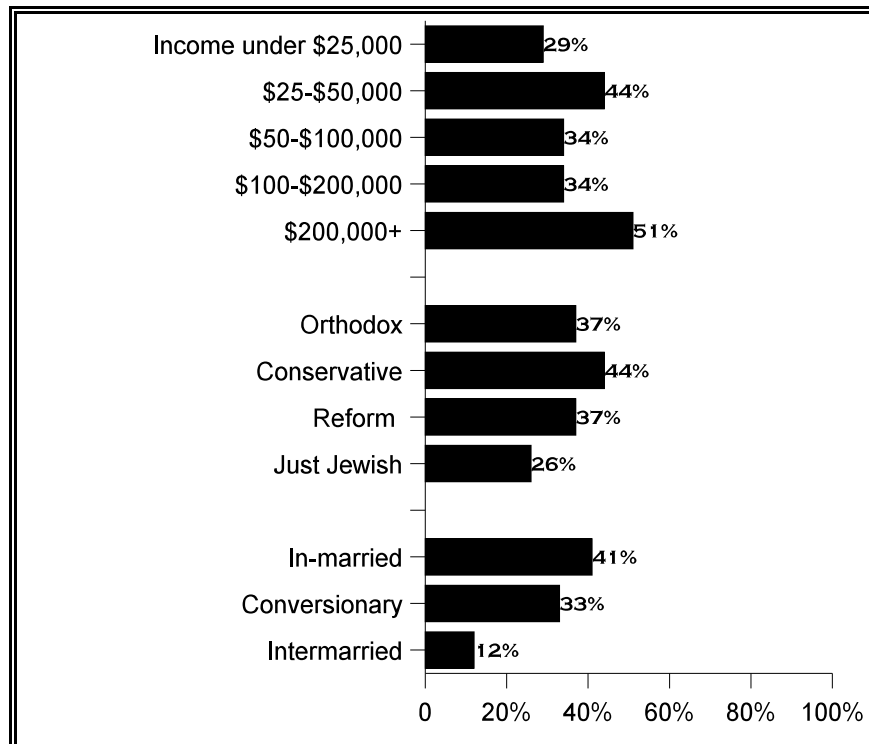
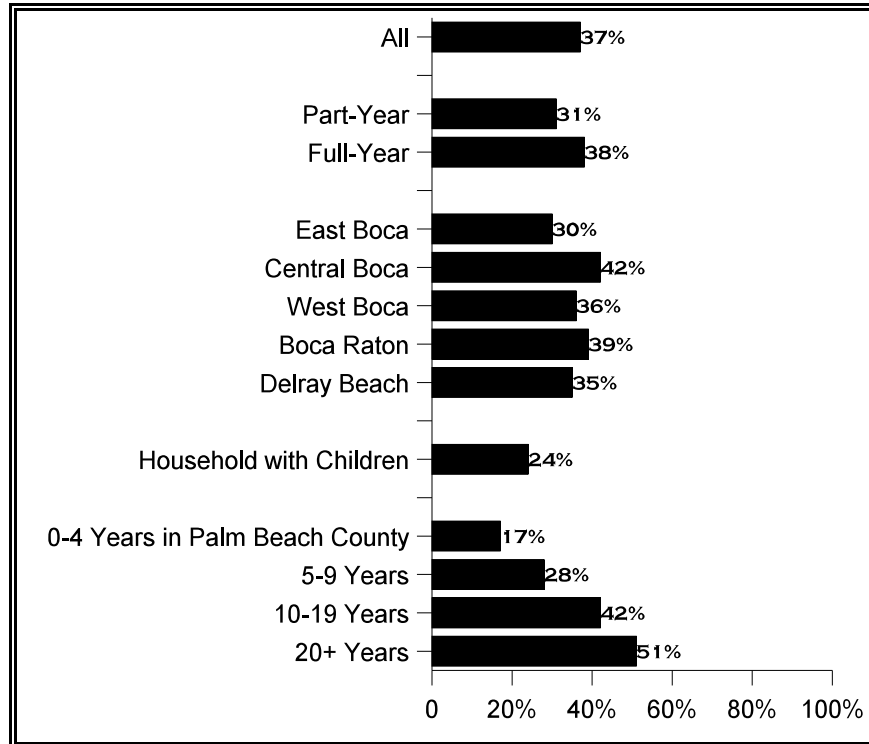
### Overlap Between Households Who Donated to Other Jewish Federations and JFSPBC

▣ 8% of households donated to both other Jewish Federations and JFSPBC in the past year; 29% donated to JFSPBC but not to other Jewish Federations; 12% donated to other Jewish Federations but not to JFSPBC; and 51% did not donate to any Jewish Federation.



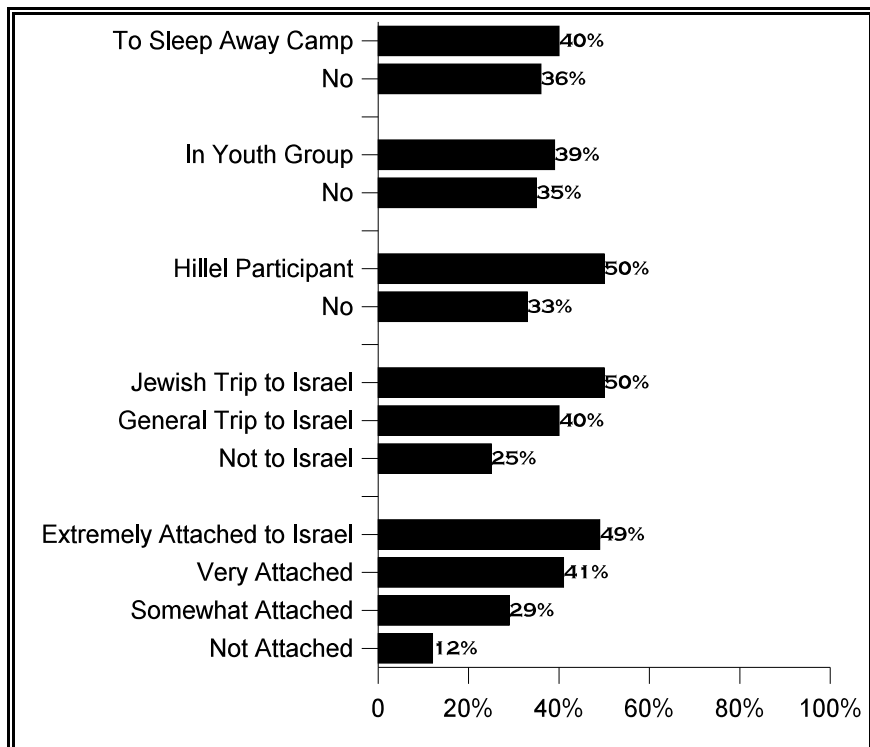
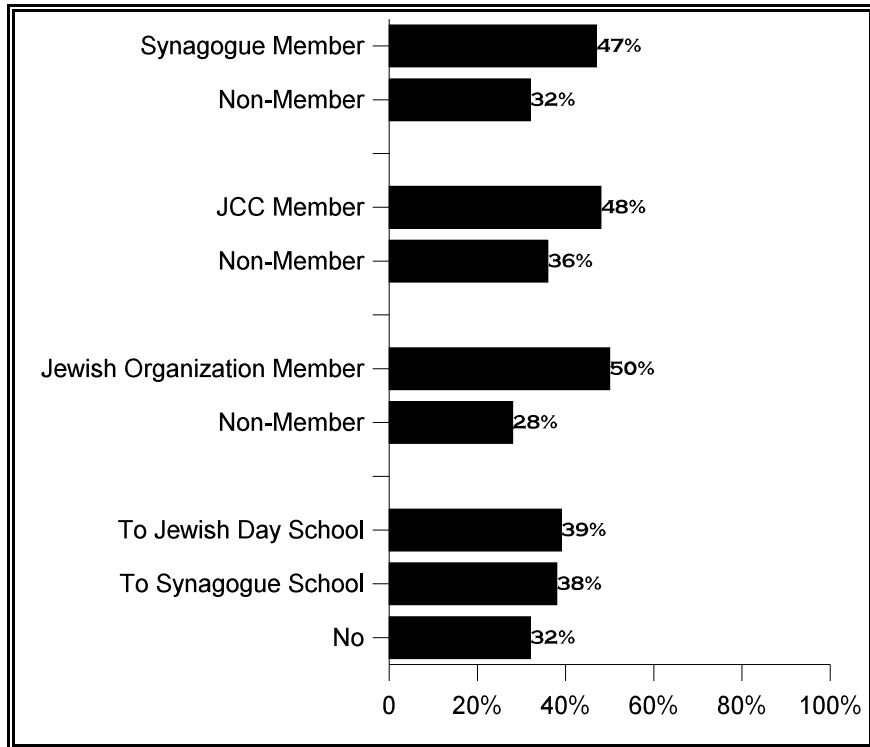
Donated to JFSPBC in the Past Year by Age of Head of Household

# PHILANTHROPIC PROFILE—JFSPBC DONATIONS



**DONATED TO JFSPBC IN THE PAST YEAR**

# PHILANTHROPIC PROFILE—JFSPBC DONATIONS



**DONATED TO JFSPBC IN THE PAST YEAR – CONTINUED**

## PHILANTHROPIC PROFILE—JFSPBC DONATIONS

### Annual Campaign

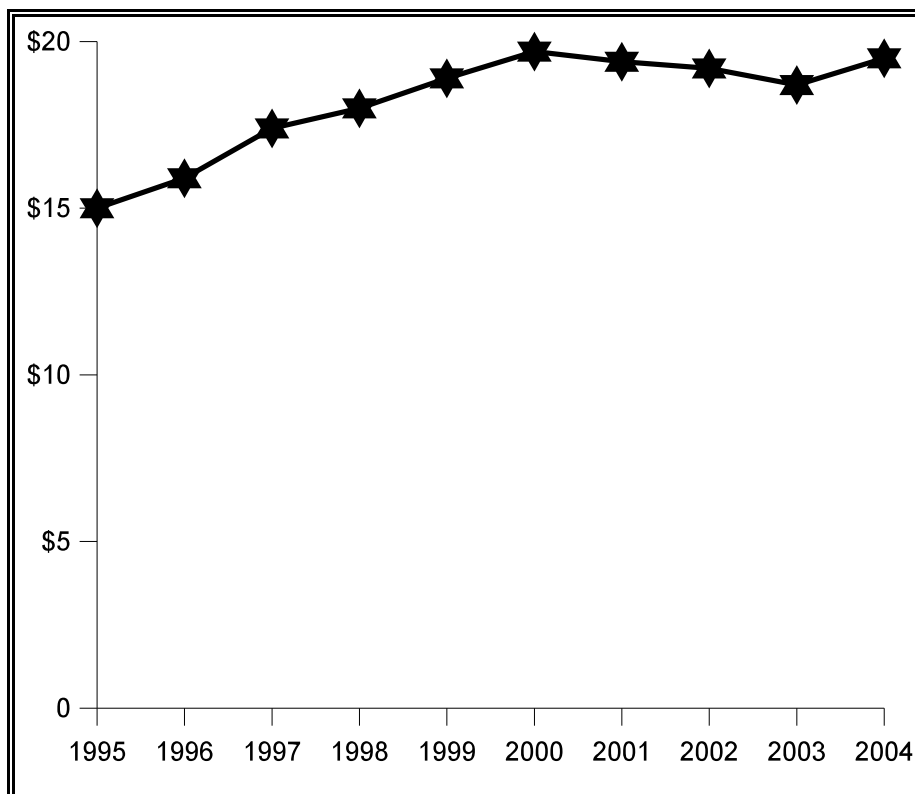
▣ According to the Jewish Federation Survey, the JFSPBC Annual Campaign increased by 30% from \$14,964,900 in 1995 (*adjusted for inflation*) to \$19,452,094 in 2004.

▣ According to the Jewish Federation Survey, the number of donors to the JFSPBC Annual Campaign decreased by 27% from 19,746 donors in 1995 to 14,372 donors in 2004.

▣ The average donation *per household* to the local Jewish Federation of \$266 is below average among about 50 comparison Jewish communities and compares to \$408 in Miami, \$323 in West Palm Beach, and \$48 in Broward. The \$266 compares to \$244 in 1995 (*adjusted for inflation*).

▣ 3.0% of households who donated to the JFSPBC Annual Campaign in 2004 donated \$10,000 and over. The 3.0% is about average among about 50 comparison Jewish communities and compares to 4.5% in West Palm Beach, 3.5% in Miami, and 0.7% in Broward. The 3.0% compares to 2.1% in 1995.

▣ 50% of all charitable dollars donated to the JFSPBC Annual Campaign in 2004 were derived from households who donated \$10,000 and over. The 50% is well below average among about 50 comparison Jewish communities and compares to 66% in Miami, 62% in West Palm Beach, and 40% in Broward. The 50% compares to 46% in 1995.



**JFSPBC Annual Campaign**  
(Adjusted for Inflation, in millions)

# PHILANTHROPIC PROFILE—JFSPBC DONATIONS

**TABLE 17**  
**AVERAGE DONATION PER HOUSEHOLD TO THE LOCAL JEWISH FEDERATION**  
**COMPARISON WITH OTHER COMMUNITIES**

Community	Year	Amount	Community	Year	Amount
Minneapolis	2004	\$996	Philadelphia	1997	\$282
Cleveland	1996	\$865	<b>S PALM BEACH</b>	<b>2005</b>	<b>\$266</b>
Baltimore	1999	\$800	Seattle	2000	\$260
Milwaukee	1996	\$763	Buffalo	1995	\$239
Tidewater	2001	\$736	Wilmington	1995	\$237
Detroit	1989	\$720	Worcester	1986	\$233
St. Paul	2004	\$625	Tucson	2002	\$222
Charlotte	1997	\$623	New York	2002	\$202
Houston	1986	\$611	Orlando	1993	\$191
Columbus	2001	\$573	Washington	2003	\$187
Dallas	1988	\$569	Westport	2000	\$185
Pittsburgh	2002	\$541	Denver	1997	\$184
Richmond	1994	\$515	Los Angeles	1997	\$170
Essex-Morris	1998	\$505	San Diego	2003	\$154
Chicago	2000	\$487	Atlantic County	2004	\$145
Harrisburg	1994	\$468	Phoenix	2002	\$112
Rhode Island	2002	\$448	St. Petersburg	1994	\$92
Rochester	1999	\$437	Monmouth	1997	\$90
Atlanta	1996	\$434	Las Vegas	1995	\$54
<b>Miami</b>	2004	\$408	<b>Broward</b>	1997	\$48
St. Louis	1995	\$408	<p>Note: The number of Jewish households used to calculate the <i>Amount</i> column is the number of households in the year of the study, while the Annual Campaign information is generally for 2002 (2003 in Minneapolis, St. Paul, Miami, and San Diego and 2004 in South Palm Beach, West Palm Beach, and Atlantic County). To the extent that the number of Jewish households in a community has changed since the year of the study, the <i>Amount</i> column may overestimate or underestimate the average donation per household in 2002-2004.</p>		
Hartford	2000	\$406			
Sarasota	2001	\$371			
Bergen	2001	\$365			
<b>West Palm Beach</b>	2005	\$323			
Palm Springs	1998	\$310			
Boston	1995	\$295			
Jacksonville	2002	\$287			

## PHILANTHROPIC PROFILE—OTHER DONATIONS

**I**n total, 69% of Jewish households in South Palm Beach donated to Jewish charities (including Jewish Federations) in the past year. The 69% is about average among about 45 comparison Jewish communities and compares to 67% in each of Broward, Miami, and West Palm Beach. The 69% compares to 82% in 1995. The 69% compares to 49% nationally.

### **Households Who Donated to Other Jewish Charities**

▣ The 54% who donated to other Jewish charities (Jewish charities other than Jewish Federations) in the past year is about average among about 30 comparison Jewish communities and compares to 54% in West Palm Beach, 53% in Broward, and 52% in Miami. The 54% compares to 40% nationally.

### **Overlap Between Households Who Donated to Other Jewish Charities and Jewish Federations**

▣ The 19% who donated to other Jewish charities only in the past year is about average among about 45 comparison Jewish communities and compares to 19% in both West Palm Beach and Miami and 16% in Broward. The 19% compares to 24% in 1995. The 19% compares to 22% nationally.

▣ The 35% who donated to both Jewish Federations and other Jewish charities in the past year is about average among about 30 comparison Jewish communities and compares to 37% in Broward and 35% in both West Palm Beach and Miami. The 35% compares to 20% nationally.

### **Households Who Donated to Non-Jewish Charities**

▣ The 74% who donated to non-Jewish charities in the past year is about average among about 45 comparison Jewish communities and compares to 79% in West Palm Beach, 67% in Broward, and 59% in Miami. The 74% compares to 72% in 1995. The 74% compares to 63% nationally.

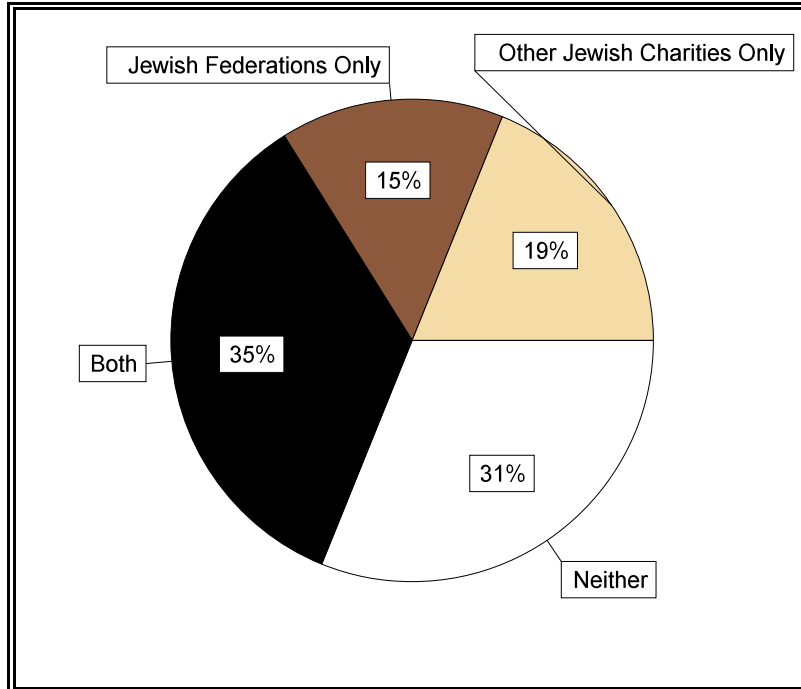
### **Overlap Between Households Who Donated to Non-Jewish Charities and Jewish Charities**

▣ The 16% who donated to non-Jewish charities only in the past year is below average among about 40 comparison Jewish communities and compares to 21% in West Palm Beach, 17% in Broward, and 13% in Miami. The 16% compares to 9% in 1995. The 16% compares to 24% nationally.

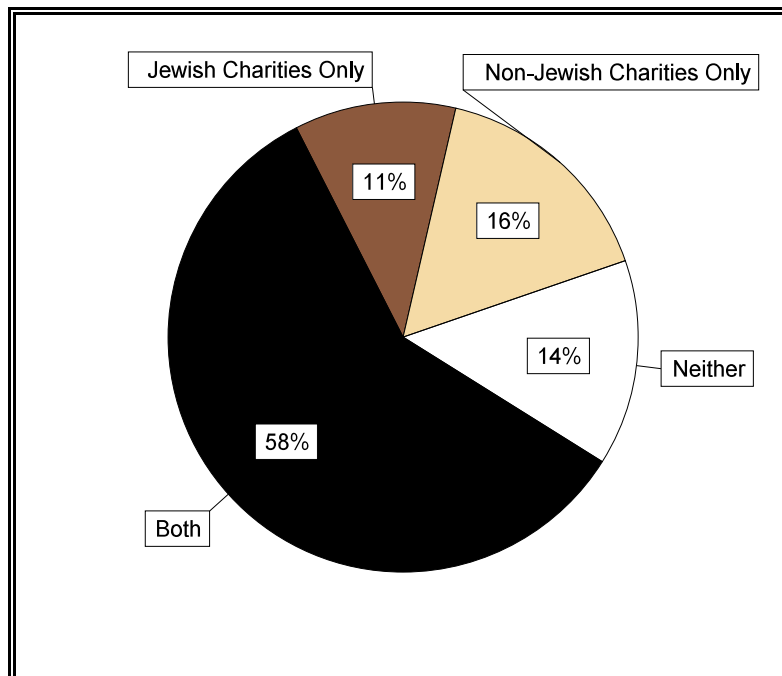
▣ The 11% who donated to Jewish charities only in the past year is about average among about 40 comparison Jewish communities and compares to 22% in Miami, 16% in Broward, and 8% in West Palm Beach. The 11% compares to 18% in 1995. The 11% compares to 10% nationally.

▣ The 58% who donated to both Jewish and non-Jewish charities in the past year is about average among about 40 comparison Jewish communities and compares to 59% in West Palm Beach, 51% in Broward, and 47% in Miami. The 58% compares to 64% in 1995. The 58% compares to 40% nationally.

# PHILANTHROPIC PROFILE—OTHER DONATIONS



**Overlap Between Households Who Donated to Other Jewish Charities and Jewish Federations in the Past Year**

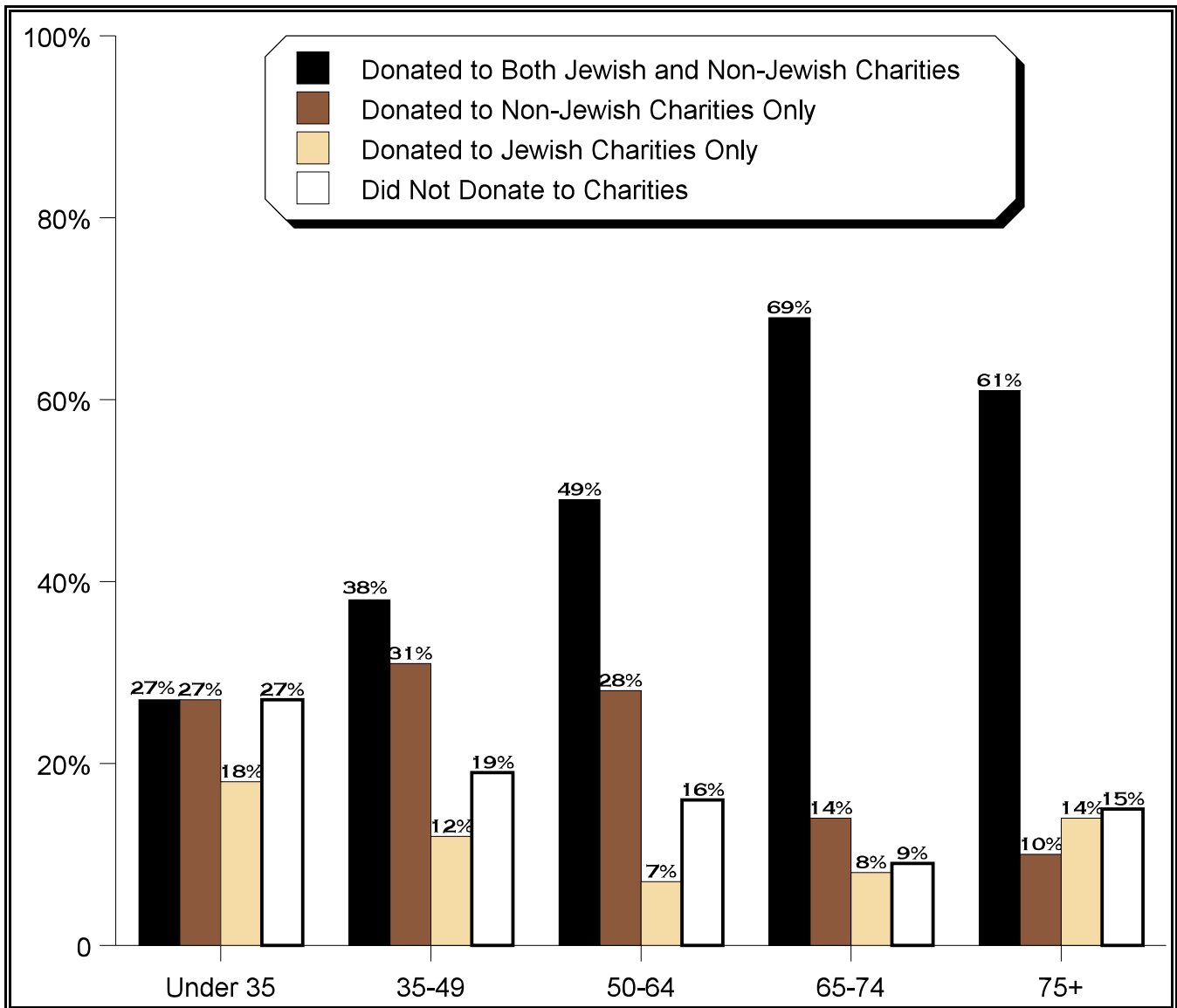


**Overlap Between Households Who Donated to Non-Jewish Charities and Jewish Charities in the Past Year**

# PHILANTHROPIC PROFILE—OTHER DONATIONS

## Households Who Donated to Any Charity

▣ The 86% who donated to any charity, either Jewish or non-Jewish, in the past year is about average among about 40 comparison Jewish communities and compares to 88% in West Palm Beach, 84% in Broward, and 82% in Miami. The 86% compares to 91% in 1995. The 86% compares to 73% nationally.



Donated to Charities in the Past Year by Age of Head of Household

## PHILANTHROPIC PROFILE—MARKET SHARE

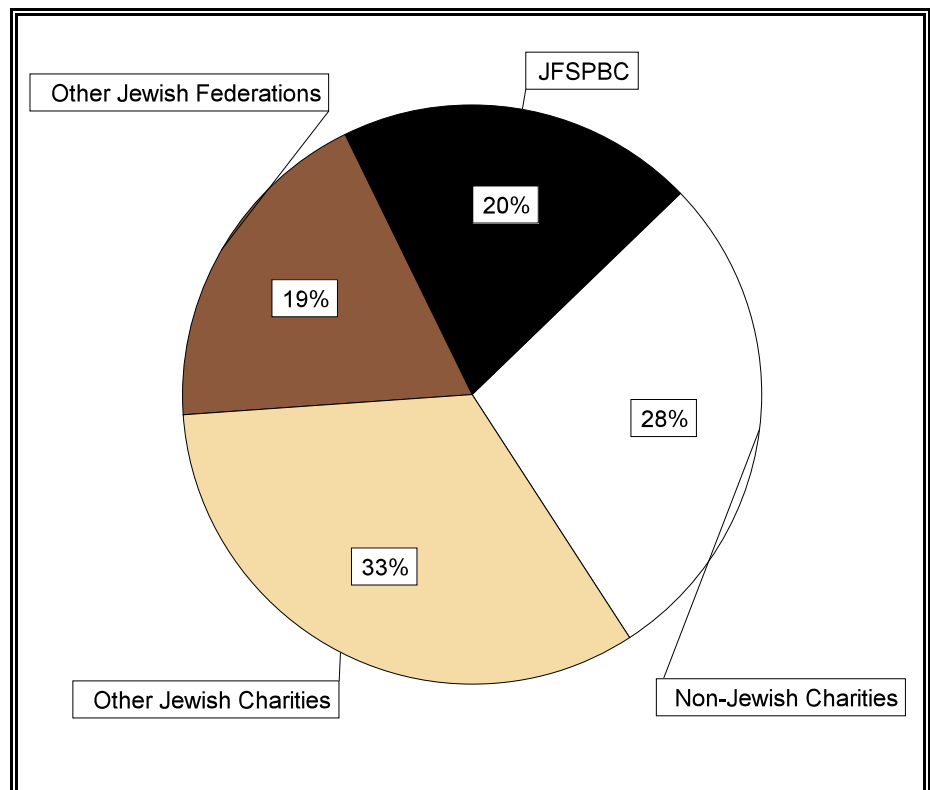
Of all charitable dollars donated by Jewish households in South Palm Beach in the past year, 20% were donated to JFSPBC. The 20% is below average among about 35 comparison Jewish communities and compares to 23% in Miami, 20% in Broward, and 17% in West Palm Beach. The 20% compares to 21% in 1995. The 39% (19% and 20%) of charitable dollars donated by Jewish households to any Jewish Federation in the past year compares to 19% nationally.

The 33% of all charitable dollars donated by Jewish households to other Jewish charities in the past year is about average among about 30 comparison Jewish communities and compares to 39% in Miami, 34% in Broward, and 32% in West Palm Beach. The 33% compares to 22% in 1995. The 33% compares to 43% nationally.

The 28% of all charitable dollars donated by Jewish households to non-Jewish charities in the past year is the lowest of about 35 comparison Jewish communities and compares to 32% in Broward, 31% in West Palm Beach, and 29% in Miami. The 28% compares to 30% in 1995. The 28% compares to 38% nationally.

Of all charitable dollars donated by Jewish households in the past year, 72% were donated to Jewish charities (including JFSPBC). The 72% is the highest of about 35 comparison Jewish communities and compares to 71% in Miami, 69% in West Palm Beach, and 68% in Broward. The 72% compares to 70% in 1995. The 72% compares to 62% nationally.

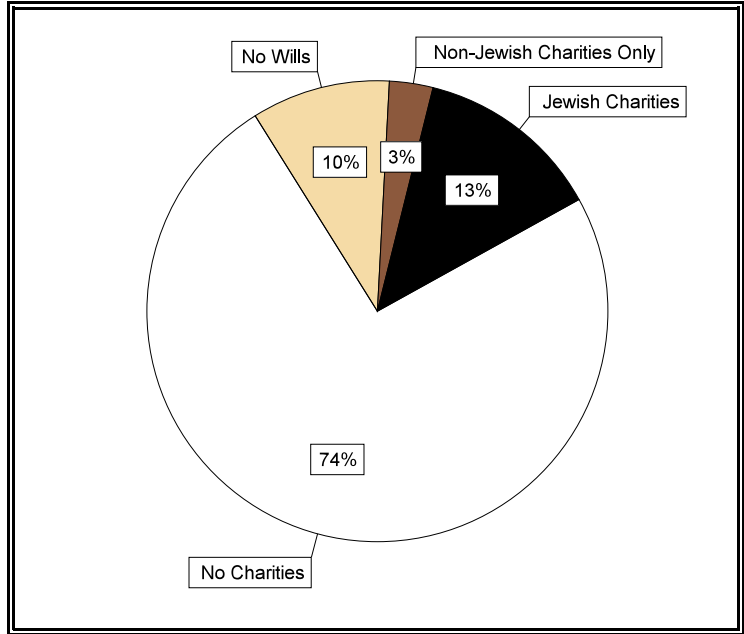
Of all charitable dollars donated by Jewish households to Jewish charities in the past year, 27% were donated to JFSPBC; 27%, to other Jewish Federations; and 46%, to other Jewish charities. The 27% donated to the local Jewish Federation is the seventh lowest of about 35 comparison Jewish communities and compares to 33% in Miami, 29% in Broward, and 24% in West Palm Beach. The 27% compares to 30% in 1995.



Distribution of Charitable Dollars in the Past Year

## PHILANTHROPIC PROFILE—WILLS

**R**espondents age 50 and over in Jewish households in South Palm Beach were asked whether they have wills and, if so, whether the wills contain any charitable provisions. The 13% of respondents age 50 and over in Jewish households in South Palm Beach who have wills that contain provisions for Jewish charities is about average among about 25 comparison Jewish communities and compares to 13% in West Palm Beach, 11% in Miami, and 7% in Broward. The 13% compares to 12% in 1995. The 13% compares to 11% nationally. (The 3% of respondents age 50 and over who have wills that contain provisions for both Jewish and non-Jewish charities are reported as having wills that contain provisions for Jewish charities.)



**Have Wills That Contain Charitable Provisions**  
(Respondents Age 50 and Over)

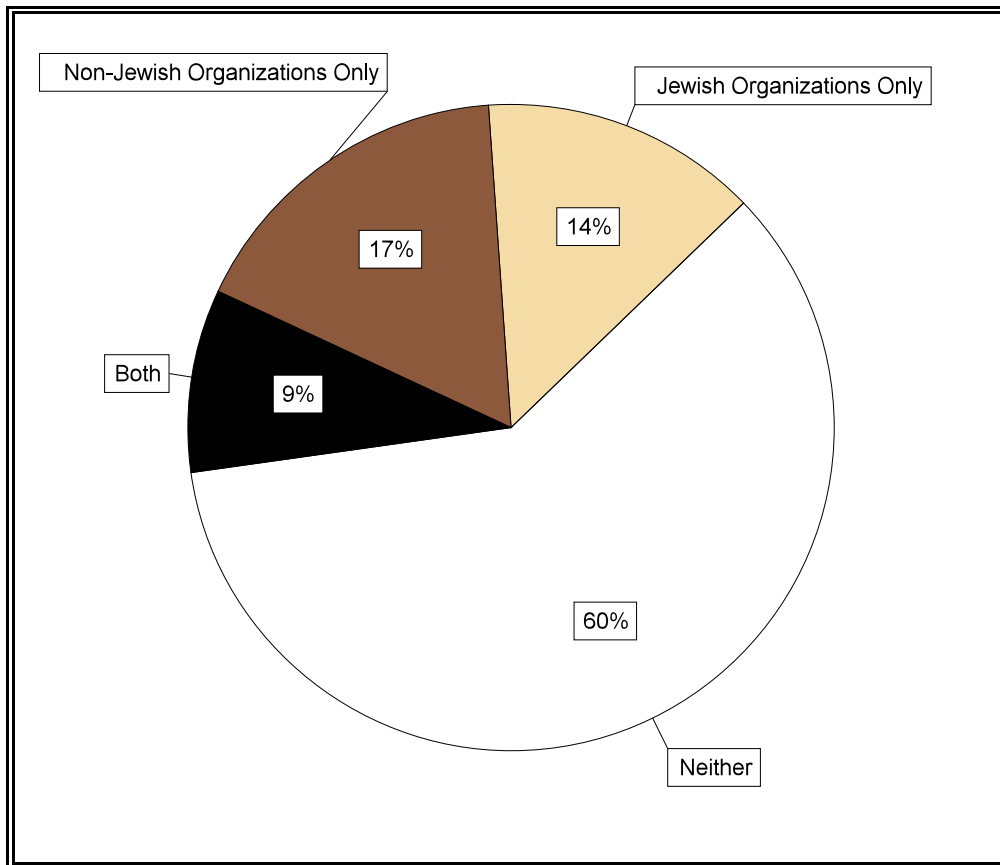
- ▣ 26% of respondents age 50 and over who are very familiar with the Jewish Federation have wills that contain provisions for Jewish charities.
- ▣ 30% of respondents age 50 and over in households earning an annual income of \$200,000 and over have wills that contain provisions for Jewish charities.
- ▣ Among respondents age 50 and over, 17% of Orthodox Jews, 16% of Conservative Jews, 12% of Reform Jews, and 9% of the Just Jewish have wills that contain provisions for Jewish charities.
- ▣ 22% of respondents age 50 and over in synagogue member households and 27% of respondents in JCC member households have wills that contain provisions for Jewish charities.
- ▣ 9% of respondents age 50 and over in households who did not donate and 13% of respondents in households who donated under \$100 to the Jewish Federation in the past year have wills that contain provisions for Jewish charities, compared to 20% of respondents in households who donated \$100-\$500 and 37% of respondents in households who donated \$500 and over.
- ▣ 16% (1,063 households) of respondents age 50 and over who have wills that contain provisions for Jewish charities (2% of all respondents age 50 and over), have wills that contain a provision for JFSPBC.
- ▣ 19% (1,277 households) of respondents age 50 and over who have wills that contain provisions for Jewish charities but not for JFSPBC (1% of all respondents age 50 and over), would consider making a provision in their wills to assure the continuation of the programs and services made possible by JFSPBC.

## PHILANTHROPIC PROFILE—VOLUNTEERISM

**J**ewish respondents in South Palm Beach were asked whether they had done any “volunteer work for, or sponsored by, a synagogue, Jewish Federation, or other Jewish organization” in the past year and whether they had done any “volunteer work for, or sponsored by, any organization that is not specifically Jewish” in the past year. In total, 40% of respondents volunteered for some organization, either Jewish or non-Jewish, in the past year.

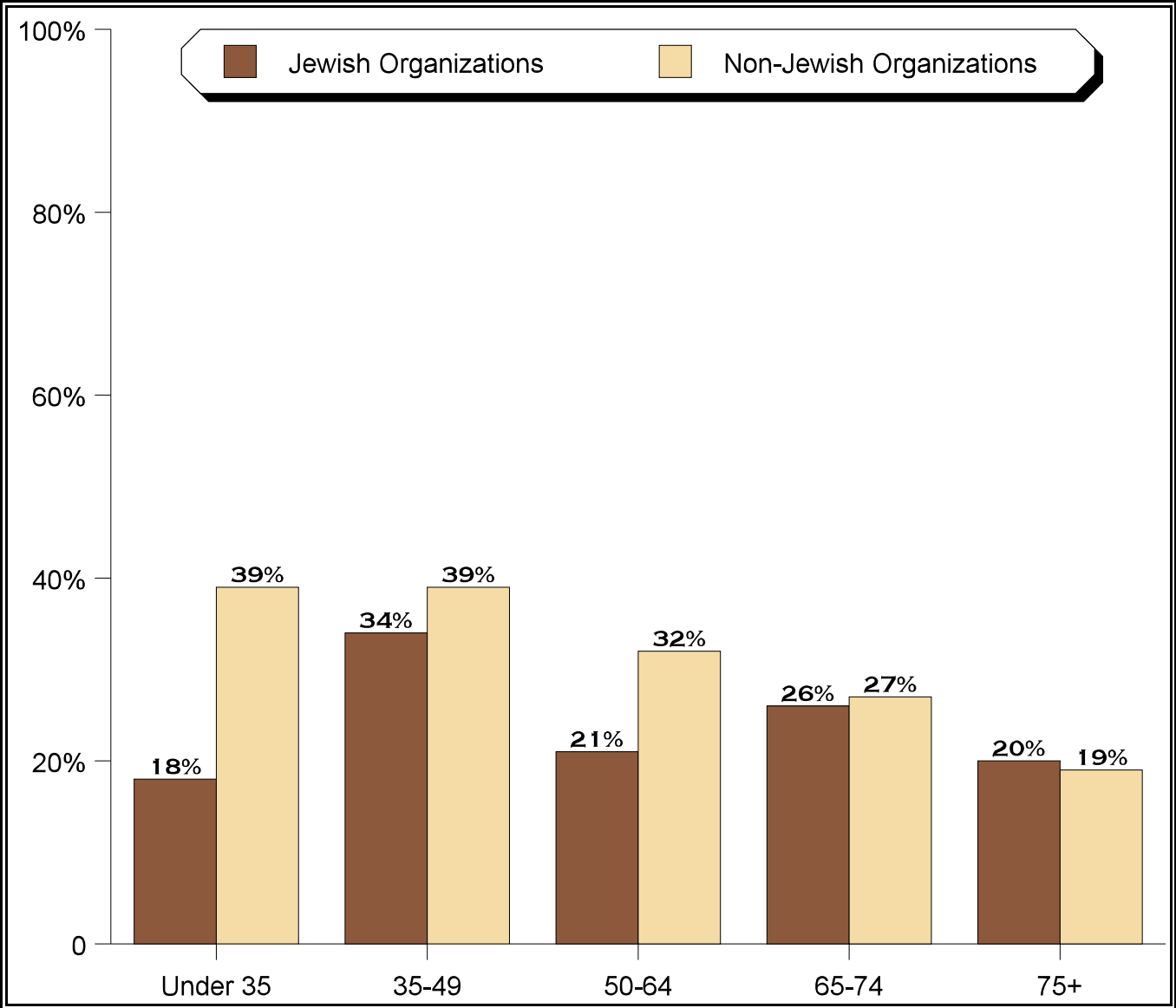
▣ The 23% who volunteered for Jewish organizations in the past year is the third lowest of about 25 comparison Jewish communities and compares to 29% in Miami and 22% in West Palm Beach. The 23% compares to 23% nationally.

▣ The 26% who volunteered for non-Jewish organizations in the past year is below average among about 20 comparison Jewish communities and compares to 31% in West Palm Beach and 27% in Miami. The 26% compares to 34% nationally.



**Volunteered for Jewish and Non-Jewish Organizations in the Past Year  
(Jewish Respondents)**

# PHILANTHROPIC PROFILE—VOLUNTEERISM

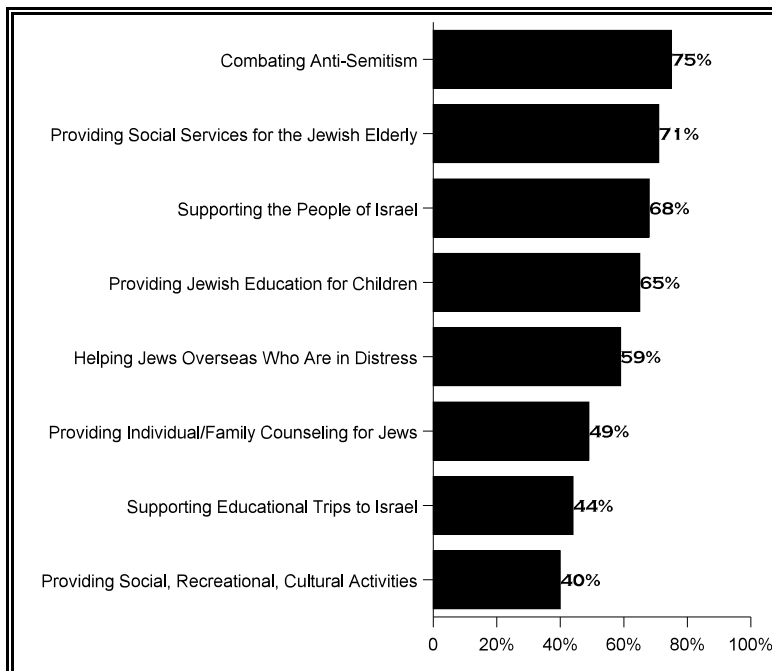


**Volunteered for Jewish and Non-Jewish Organizations in the Past Year by Age of Respondent (Jewish Respondents)**

## PHILANTHROPIC PROFILE—ATTITUDES

**R**espondents in Jewish households in South Palm Beach who donated \$100 and over to JFSPBC, other Jewish Federations, or other Jewish charities (Jewish charities other than Jewish Federations) in the past year were asked whether each of eight motivations is very important, somewhat important, or not at all important in their decisions to donate to Jewish organizations.

- ▣ All of the motivations are at least somewhat important to the majority of respondents.
- ▣ Compared to about 15 comparison Jewish communities, the percentages of respondents who reported that combating anti-Semitism, providing social services for the Jewish elderly, providing Jewish education for children, and providing social, recreational, and cultural activities for Jews are very important are about average.
- ▣ Compared to about 15 comparison Jewish communities, the percentages of respondents who reported that helping Jews overseas who are in distress and providing individual and family counseling for Jews are very important are above average.
- ▣ Compared to about 15 comparison Jewish communities, the percentage of respondents who reported that supporting the people of Israel is very important is the second highest and the percentage of respondents who reported that supporting educational trips to Israel is very important is the highest, implying that these factors have a greater motivational effect in South Palm Beach than in other Jewish communities.



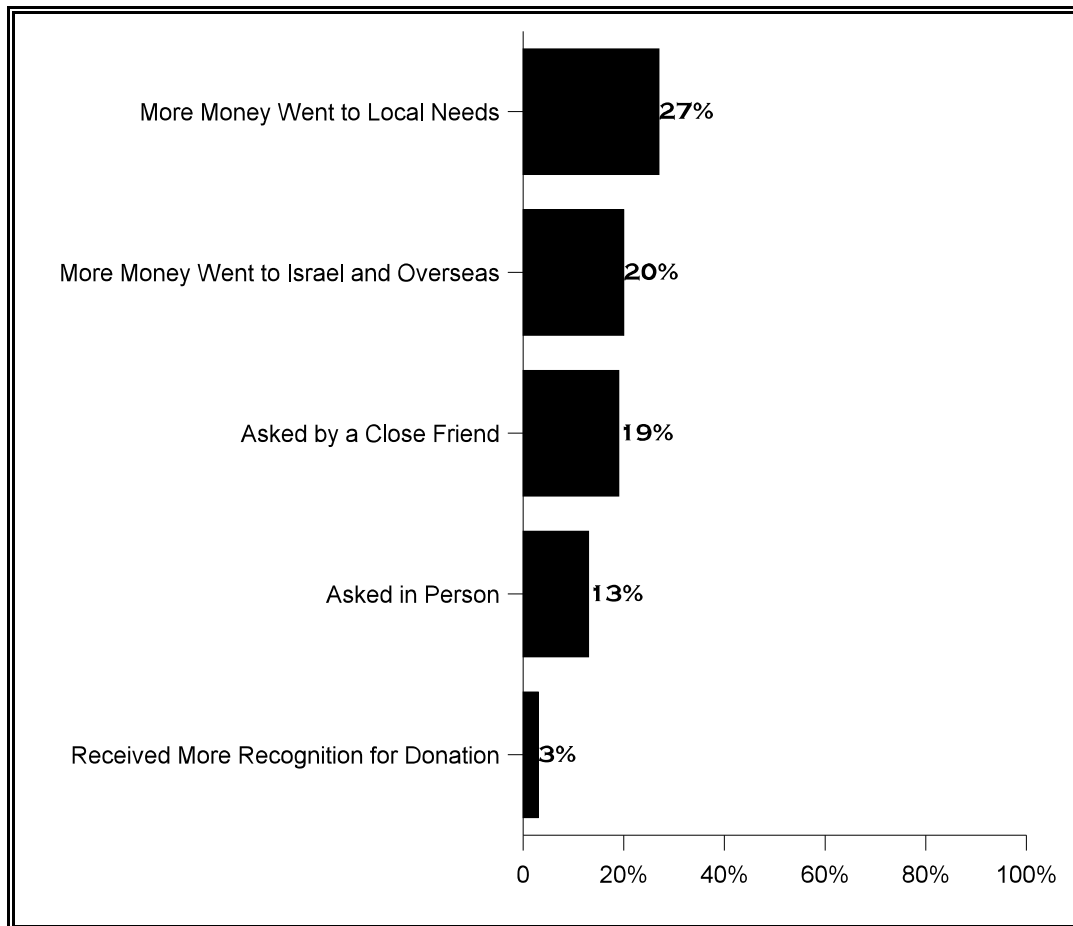
**Percentage Who Reported That Each Motivation Is “Very Important” (Respondents in Households Who Donated \$100 and Over to Jewish Charities in the Past Year)**

## PHILANTHROPIC PROFILE—ATTITUDES

**R**espondents in Jewish households in South Palm Beach who donated \$100 and over to JFSPBC in the past year were asked whether each of five motivations would cause them to increase their donations to JFSPBC.

▣ 27% of respondents would increase their donations to JFSPBC if more of the money went to local needs, while 20% of respondents would increase their donations if more of the money went to needs in Israel and overseas.

▣ The 27% who would increase their donations if more of the money went to local needs is the second lowest of about 15 comparison Jewish communities and compares to 33% in Miami and 18% in West Palm Beach.



### Percentage Who Reported That Each Motivation Would Cause Them to Increase Their Donations to JFSPBC

(Respondents in Households Who Donated \$100 and Over to JFSPBC in the Past Year)