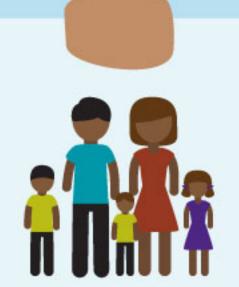
# DONOR MILLENNIAL DONORS

The Donor Loyalty Study surveyed 1,136 donors in the U.S. to better understand donor behavior and what drives donor loyalty.

# **MOST POPULAR CAUSES**



Children and Youth Development



Health or **Disease Charities** 



**Animal Welfare** or Shelters

# **HOW THEY LIKE** TO ENGAGE



Donated goods and services

39%



Donated online



Volunteered

35%

Spread the word

Donated through a check in the mail

# MILLENNIALS WERE BORN BETWEEN

1981-1997



**NUMBER OF** NONPROFITS SUPPORTED

(AVERAGE)

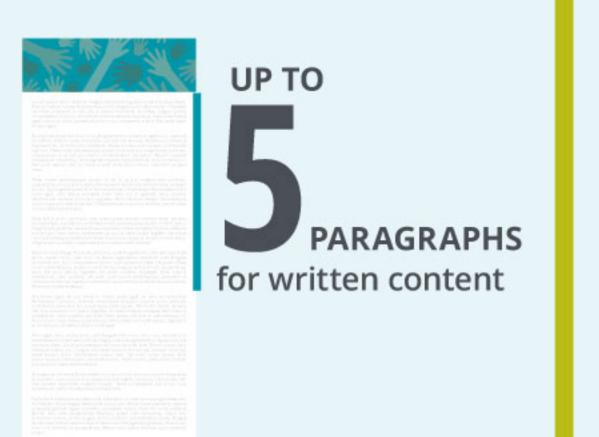


# COMMUNICATION FREQUENCY PREFERENCE

12%	21%	12%	27%	15%	7% 3%
Weekly+	Weekly	Twice a Month	Monthly	Quarterly	Annually Never

**MILLENNIALS ARE MORE TOLERANT** OF LONGER CONTENT





## MOST LIKELY TO...

#### SHARE INFORMATION ON SOCIAL MEDIA

(4.2 times more likely than Boomers)



**MILLENNIAL DONORS** 

### DONATE AFTER VOLUNTEERING

(52% say volunteering made them more likely to donate)



RESPOND POSITIVELY TO PERSONALIZED RECOGNITION FOR THEIR DONATION



MILLENNIAL DONORS

# MILLENNIALS ARE X TIMES MORE LIKELY TO CONSUME A CONTENT TYPE THAN MATURES

