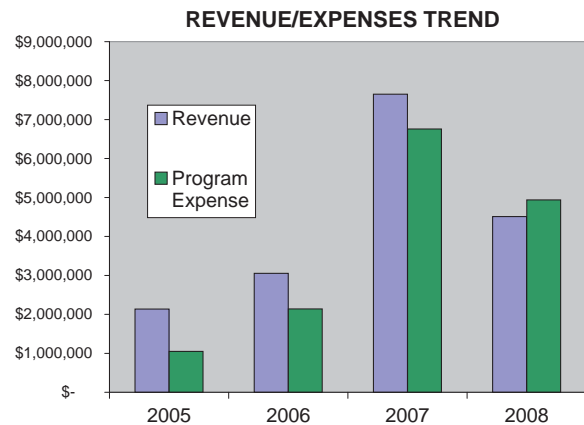
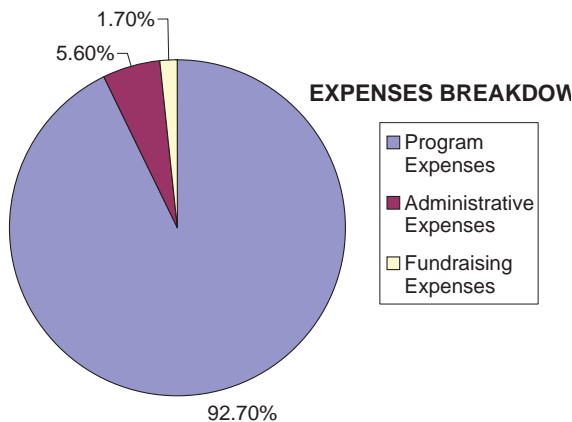


Leelanau Conservancy Assessment Sheet Utilizing Charity Navigator Benchmarks

	Leelanau Conservancy	Michigan Land Trusts	National Land Trusts	Cause Average	State Average
OVERALL RATING: (highest possible score: 70.00)	**** 69.27	**** 60.12	*** 51.03	*** 55.39	*** 51.96
ORGANIZATIONAL EFFICIENCY					
Program Expenses Percent of total expenses spent on programs and services (higher is better)	92.70%	83.20%	78.50%	79.50%	80.00%
Administrative Expenses Percent of total expenses spent on management/general (lower is better)	5.60%	9.90%	12.00%	11.20%	10.00%
Fundraising Expenses Percent of total expenses spent on fundraising expenses (lower is better)	1.70%	7.00%	7.50%	9.10%	9.90%
Fundraising Efficiency Amount a charity spends to raise \$1 (lower is better)	\$0.07	\$ 0.07	\$ 0.09	\$ 0.10	\$ 0.12
EFFICIENCY RATING: (highest possible score: 40.00) see rating charts on back	**** 39.27	*** 36.23	*** 32.6	*** 34.19	*** 33.45
ORGANIZATIONAL CAPACITY					
Primary Revenue Growth Median average annual growth of revenue over past five years	29.40%	12.80%	7.20%	11.60%	10.40%
Program Expense Growth Median average annual growth of program expenses over past five years	12.60%	14.00%	7.80%	10.10%	8.50%
Working Capital Ratio (years) Determines how long (in years) a charity could sustain its level of spending using only its net liquid assets	1.49	2.14	0.07	1.42	1.69
CAPACITY RATING (highest possible score: 30)	**** 30	**** 23.89	*** 18.43	*** 21.20	*** 18.51



SCORING CRITERIA FOR ORGANIZATIONAL ASSESSMENT

ORGANIZATIONAL EFFICIENCY SCORING

Program Expenses

Percent of total expenses spent on programs and services (higher is better)

Converted Score = Raw score x 10

Administrative Expenses

Percent of total expenses spend on management/general (lower is better)

Converted Score	10	7.5	5	2.5	0
	0% - 15%	15% - 20%	20% - 25%	25% - 30%	>30%

Fundraising Expenses

Percent of total expenses spent on fundraising (lower is better)

Converted Score	10	7.5	5	2.5	0
	0% - 10%	10% - 15%	15% - 20%	20% - 25%	>25%

Fundraising Efficiency

Converted Score	10	7.5	5	2.5	0
	\$0 - \$.10	\$0.10 - \$0.20	\$0.20 - \$0.35	\$0.35 - \$1.00	>\$1.00

ORGANIZATIONAL CAPACITY SCORING

Primary Revenue Growth

Measures growth of grants and contributions, revenue generated from program and services, and membership dues over the past five years

Converted Score	10	(Raw score = .037) x 100	0
	>6.3%	Between 6.3% and -3.7%	< -3.7%

Program Expense Growth

Measures growth of program expenses over the past five fiscal years

Converted Score	10	(raw score x 100)	0
	>10%	0% - 10%	<0%

Working Capital Ratio

Determines how long (in years) a charity could sustain its level of spending using only its liquid net assets

Converted Score:	10	7.5	5	2.5	0
	>1.0 years	1/2 - 1 years	1/4 - 1/2 years	0 - 1/4 years	<0

OVERALL SCORES

Rating	****	***	**	*	0 stars
Organizational Efficiency Score	>37.5	32.5 - 37.5	27.5 - 32.5	22.5 - 27.5	<22.5
Organizational Capacity Score	> 22.5	17.5 - 22.5	12.5 - 17.5	2.5 - 12.5	< 2.5
Overall Score:	>60	50 - 60	40 - 50	25 - 40	< 25