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## LGBT Nonprofits Count on Donors

Isaias Guzman is only 18, but he was immediately able to state that it costs the San Francisco-based Gay-Straight Alliance Network about \$5 to raise \$100.

Guzman, co-chair of the fundraising committee of GSA Network's board, learned the figure at a meeting where members were planning how to spend the nonprofit's money. The network does everything from assisting GSA clubs around the country to supporting school safety legislation.

The organization is "extremely efficient," Guzman, a UC Berkeley freshman, said. Data such as the cost to raise \$100 can be important because it offers an indication of how much money a nonprofit is spending on fundraising rather than client services.

Read the full article:

Dec. 27, 2012

News Article

<http://www.ebar.com/news/article.php?sec=news&article=68378> <sup>[1]</sup>

Bay Area Reporter

Seth Hemmelgarn

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### Links

[1] <http://www.ebar.com/news/article.php?sec=news&article=68378>