Increases/decreases in revenue over the last three years

- 81 percent of the associations had stable revenue or increased their revenue over the last three years.

The numbers

28 percent	had an *increase* in revenues
53 percent	had no *change* in revenues
9 percent	had a *decrease* in revenues
100 percent	

2. External Financial Support

Percentage of associations receiving external financial support

- 18.8 percent of the associations receive external financial support.

Sources of external financial support being received when the study was conducted, for any type of project

- 31 percent private sector
- 25 percent international organizations
- 25 percent Canadian government
- 19 percent provincial governments

3. Role of Funding

The data do not permit conclusions on the role of funding. With few exceptions, revenue percentages from outside funding are minimal in association budgets. However, it is possible that funding received in the past has helped some associations become established, since 100 percent of the associations with budgets exceeding $100,000 have received funding from one of the five sources cited in the survey.[5] This survey was not intended to determine the co-relationship between funding and growth of associations. It is interesting to note that only 50 percent of associations with budgets exceeding $25,000 have received funding from the cited sources. Only 43 percent of the group with budgets under $25,000 has received funding. (DFAIT has a policy of not providing core funding to business associations.)

5 The five sources mentioned in the study are: the private sector, provincial governments, the Canadian International Development Agency (CIDA), the Department of Foreign Affairs and International Trade (DFAIT) and the federal government (outside CIDA and DFAIT).