

About Blackbaud

Blackbaud (NASDAQ: BLKB) is the leading global provider of software and services designed specifically for nonprofit organizations, enabling them to improve operational efficiency, build strong relationships, and raise more money to support their missions. Approximately 16,000 organizations use Blackbaud products and services for [fundraising](#), [constituent relationship management](#), [financial management](#), [direct marketing](#), [school administration](#), [ticketing](#), [business intelligence](#), [website management](#), [prospect research](#), [consulting](#), and [analytics](#). Since 1981, Blackbaud's sole focus and expertise has been partnering with nonprofits and providing them the solutions they need to make a difference in their local communities and worldwide.

Serving a growing need

Close to 1.5 million nonprofit organizations in the U.S. receive in excess of \$295 billion in charitable contributions each year. Yet, industry figures show that nearly one dollar out of every seven dollars that nonprofits raise will go straight to fundraising costs. So through both technology and strategic consulting, Blackbaud works with its customers to better identify, target and track current and potential donors, and make better decisions about program activities and future growth – all while tracking the overall health of the organization and maintaining a high level of accountability.

Customers

Blackbaud's customers are located around the globe and operate across multiple verticals. Customers including the American Red Cross, Dartmouth College, the WGBH Educational Foundation, Episcopal High School, Lincoln Center, Cancer Research UK, Special Olympics, and Arthritis Foundation represent the wide array of organizations that depend on Blackbaud solutions and services every day. Blackbaud serves nonprofits across multiple verticals, including healthcare; community and social services; faith-based; independent K-12 schools; higher education; foundations; associations; arts and cultural; environmental conservation; animal welfare; and international and foreign affairs.

Long history of strong growth

Blackbaud began in a one-room office above a storefront on Long Island. At the time, there were three employees, six customers and annual revenue of \$86,000. Today, the company has grown into an industry leader, with about 1,400 employees worldwide serving more than 16,000 customers, generating annual revenue of \$192 million in 2006. Headquartered in Charleston, South Carolina, Blackbaud also has operations in Canada, the United Kingdom, and Australia. The company's shares of common stock trade on the NASDAQ Global Select Market, under the ticker symbol BLKB. For more information, visit www.blackbaud.com.

Media Contact: Melanie Milonas, Public Relations Coordinator
melanie.milonas@blackbaud.com, 843.216.6200 x3307