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Local civil-mindedness on the Internet as the basis for fundraising segmentation: sociological, marketing determinants and the empirical analysis

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The purpose of this article is to introduce a new practice, i.e. tools for online fundraising in nonprofit organisations, based on the assessment of Internet-induced local civic mindedness (INLCM) as a segmentation approach. We suggest that this novel approach to fundraising segmentation can be performed as the extension to the already existing analyses, utilising the demographic and psychographic profiles. Based on nationally representative survey results of Croatian households, we develop an analytical procedure. It might help managers of community nonprofit organisations to target the relevant individuals by applying Internet marketing tools (such as Google Analytics) and approaches. Our analysis allows prediction of how likely it is that an individual (based on his or her demographic/psychographic profile) could be identified as INLCM (i.e. successfully targeted for fundraising efforts). Empirical results from Croatia demonstrate that such individuals do not have a lengthy Internet experience and do not use it frequently. The reported level of community belonging for these prospects is rather high, while their relevant Internet activities are related to maintaining the existing social ties and obtaining information about local organisations. It is interesting that they might be living in multi-generational households, either without their own underage children, or with a single child.

Keywords: Internet; fundraising; community nonprofits; segmentation

JEL classifications: L31, M19, M31, Z13

1. Introduction and the social science background

The explosive growth of the Internet and its incorporation into the daily life in contemporary societies have led to the opposing social news related to the future of citizens' involvement into involvement in many different areas of civic life, it would be important to provide their managers with a tool, which could predict whether some Internet users might be inclined to developing civic mindedness and supporting local community actions. On one hand, the Internet has often been seen in contradictory terms by social science, with dichotomous views, ranging from optimistic predictions of technology as a means of empowerment and personal liberation (Rheingold, 1993), to the Foucauldian means of social surveillance (Willcocks, 2006).

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This article draws its theoretical foundations from the micro-sociological view of online social relationships, which rejects the opposing dichotomies and looks at the experiences of individuals using the information technology (Bakardjieva, 2003). Such a research orientation is especially compatible with the ‘networked individualism’ approach, suggesting that individuals are increasingly creating and using their personal social networks, instead of relying on traditional social relationships, based on neighbourhoods and other physical communities (Wellman, 2002). The implication of accepting these theoretical ideas should be the parallel existence of many ideal types of sociability on the Internet, with different users demonstrating a variety of patterns of electronic communication (Bakardjieva, 2005). Individuals heavily using electronic communication may be compensating their loss of social ties and alienation from the immediate social environment (Morahan & Schumacher, 2003). However, the networked individualism perspective posits that individuals keep adopting the new communication and socialisation opportunities, according to circumstances of their current social relationships, without resorting to some prescribed patterns (Wellman & Hogan, 2004).

This theoretical position opens the opportunity for community nonprofit organisations to use the Internet, as to motivate some individuals to interact with them and secure financial support for their activities. These individuals – potential givers, may be unreachable by traditional marketing approaches, since they may be focusing their attention to the ‘online world’ and online communities, or could be overwhelmed by their private and/or professional situation/activities. We refer to this new approach to fundraising segmentation for nonprofit organisations as the segmentation based on the Internet-induced local civic mindedness (INLCM).

Our proposition is supported by Shah, Kwak, and Holbert (2001), who identified a weak, but significant relationship between the pattern of Internet use and the production of social capital. They found positive associations with social capital production for informational use of the Internet and negative associations for Internet use related to entertainment/recreation. Results of this, as well as similar studies (e.g. Shah, McLeod, & Yoon, 2001), have dismissed a simple logic, stating that consumption of media (including the Internet) at one’s home decreases the amount of time available for community interests. These results were followed by the analysis of usage patterns for different communication channels, where the Internet did not seem to ‘take over’ the communication over more traditional channels of communication, such as face-to-face conversations and telephone calls (Baym, Bing Zhang, & Lin, 2004). Furthermore, online engagement related to local issues, as well as community access to the Internet have been assessed as important resources in mobilising local communities and securing participation and satisfaction of local community members/inhabitants (Dutta-Bergman, 2005; Hampton & Wellman, 2003).

Another study, conducted by Wellman, Quan Haase, and Hampton (2001), demonstrated that the local embeddedness (up to the distance of 50 kilometres) still counts in the Internet age. Their results show that Internet usage did not decrease the usage of other forms of communication, it proved to supplement, or even increase the involvement with local organisations. Nevertheless, no commitment to local community has been associated with the increased use of the Internet, which seems to confirm the networked individualism idea. If the Internet users are so diverse in their social practices, there might be an opportunity to apply new approaches to their segmentation. This especially applies to young people, who are well versed in using Internet tools, but may not engaged in local community, or exposed to the local nonprofit organisations (Rheingold, 2008).

We believe that the theoretical opportunities for online fundraising should be supplemented by the empirical assessment of the demographic and psychographic variables, usually considered for nonprofit fundraising. Therefore, it is the objective of this article to explore the demographic and psychographic variables, relevant for segmentation and targeting in online fundraising. Based on the empirical research, the profile of the INLCM individuals will be suggested, for the case of Croatia. We hope that the information from this study will be used in the fundraising practice of Croatian nonprofits, and also that the similar studies will be performed in other countries/regions.

2. Previous research of segmentation in online fundraising ('e-philanthropy')

With the advances of information technology, especially the Internet, non-profit organisations are required to use technology in a strategic way (Blery, Katsely, & Tsara, 2010; Hackler & Saxton, 2007). Nevertheless, usage of new Internet opportunities for marketing seems to be quite limited (Pope, Isely, & Asamoia Tutu, 2009). This includes deficiencies in the field of online public relations (Saxton, Guo, & Brown, 2007; Taylor, Kent, & White, 2001; Waters & Lord, 2009), especially in using the democratic potential of online communication (Kenix, 2008).

According to Bekkers and Wiepking (2011), there are several determinants of charitable giving, including awareness of needs, solicitation by nonprofit organisations, their perceived efficacy in solving the problems (related to the funds obtained), costs (including obstacles to giving) and benefits obtained by donors, donors' values, altruism, psychological benefits and social consequences of donations. Obviously, the classical approach of differentiated marketing is useful in identifying those individuals and groups, most likely to become donors, as well as the adequate fundraising tools/approaches. Out of the wide range of marketing and strategic management tools, the well-known segmentation-targeting-positioning (STP) approach is widely adopted, both in fundraising theory (Mindak & Bybee, 1971; Sargeant & Shang, 2010; Smith & Beik, 1982; Wind, 1978, etc.) and practice (Berger & Smith, 1997; Durango-Cohen, 2013; McKinley-Floyd & Shrestha, 2008, etc.). Classical research demonstrated that, within the charity market, demographics, lifestyle, opinions and attitudes did not influence a particular type of nonprofit organisation (Schlegelmilch & Tynan, 1989). This opened a wide opportunity for generalisability of empirical research in the field, especially as Srnka, Grohs, and Ekler (2003) showed that the socio-demographic data can be useful in building the donor profiles and forecasting the fundraising performance for individual donor segments.

The reach and the influence of the new, Internet-based media in the 2000s, led to the recommendation that the Internet fundraising ('e-philanthropy') should be widely accepted and practiced (Hart, 2002; Sargeant, 2001). In addition, there is a widely held belief that young people, due to the high usage and intensive embeddedness of technology in their social world, hold a special potential for the development of successful marketing relationships with nonprofit organisations (Waters, Burnett, Lamm, & Lucas, 2009). This might make them a relevant segment for online fundraising, along with the busy professionals, who frequently access electronic media and have adequate financial means, but lack the time to engage in local community issues.

Different aspects of e-philanthropy have been discussed in academic literature, including:

- Initial experiences and good practices in online fundraising and volunteer development online, during the 1990s (Finn, 1999);

- Relationship-building guidelines for online fundraising (Olsen, Keevers, Paul, & Covington, 2001);
- Previous donors' experience with the electronic business and their attitudes toward the asking organisations (Pollach, Treiblmaier, & Floh, 2005);
- Assessment of nonprofit organisations' websites in the fundraising context (Sargeant, West, & Jay, 2007);
- General guidelines on the use of the e-marketing in fundraising (Miller, 2009);
- The role of social media (Saxton & Wang, 2014) and the common online platforms for 'crowdfunding', related both to funding of profitable projects and businesses, as well as nonprofit activities/organisations (Belleflamme, Lambert, & Schwienbacher, 2013; Nuwer, 2014), etc.

Although no desk research guarantees that all relevant previous research can be identified, the lack of studies, related to new segmentation criteria and approaches in online fundraising, is rather evident. A single study identified, from the field of psychology, explored the relationship between the 'offline' and 'online' philanthropy-related behaviour (Eller, 2008). No inter-disciplinary studies, applying the findings of sociological analysis to the online donor behaviour, or online fundraising, could be identified. We believe that the lack of previous research supports the previously stated research objective, related to empirical exploration of variables, relevant for online fundraising segmentation and targeting.

3. Methodology of empirical research

The research instrument has been developed by conducting a preliminary study, based on a convenience sample of 315 university students. Multiple items, related to online communication practices, feeling of social attractiveness, identity and the social action induced by computer-mediated relationships, were included into the initial questionnaire, loosely based on the widely analysed studies by the US Pew Research centre (Horrihan, 2001; Rainee, Horrihan, Wellman, & Boase, 2006). This background, associated with public opinion research, rather with the strict academic/theoretical background, was chosen for various reasons. Firstly, the Pew Research organisation makes publicly available both the research instruments, as well as the US datasets for the majority of its research projects. In addition, B. Wellman and his research group NetLab, located at the University of Toronto,¹ have co-operated with the Pew Research organisation in the beginning of the 2000s, based on their 'networked individualism' approach (Wellman et al., 2003).

An exploratory factor analysis has been performed to explore the relationships between items and to measure the internal reliability of the employed scale. After the initial exploratory analysis and the exclusion of items with a low level of Cronbach alpha, five constructs have been identified. Each of those consisted of two items, except for the last dimension, which has been operationalised by four items:²

- Dimension A: usage of Internet, in order to obtain information about an organisation (civic organisation, political party, sports association, etc.);
- Dimension B: meeting new people and forming social ties on the Internet;³
- Dimension C: maintaining existing social relationships with the social actors within the country and/or the region;

- Dimension D: maintaining family ties and (re)connecting families, which is of special importance for Croatia, which has, throughout history, been characterised by high immigration rates; and
- Dimension E: influence of the Internet on the relationship with the (spatially defined) local community.

The internal consistency for the entire final scale, measured by Cronbach alpha, was satisfactory and equaled 0.743, while high level consistency can be reported for dimensions A and D. The other dimensions have only somewhat acceptable level of internal consistency (see Table 1), which would not be satisfactory for the case of introducing a new theoretical concept, or a new measurement scale. Considering that this article represents an initial attempt to introduce a new tool/approach, oriented toward the use in marketing and management practice, the obtained results can be considered as adequate. However, the further research needs to verify the survey items and the measurement scales for our dimensions B, C and E.

In addition, selected demographics and media consumption items were included into the questionnaire, as to test the theoretical proposition on Internet as a potential source of alienation from other communicative practices and channels. From the applicative point of view, establishing the level of media consumption and substitution could be quite interesting, as to create adequate guidelines for marketing and stakeholder management practices of nonprofit organisations, targeting Internet users. A slightly adapted Day-After Recall (DAR) concept was used, by asking the respondent to identify the media used yesterday (related both to Internet, and the traditional media, such as print, TV, radio, etc.). This approach to data collection has been proved as effective in marketing (Arnold & Bird, 1982). In order to avoid accidental errors in capturing respondents' behaviour, other response options, related to the usual pattern of media use, were provided, as well.

The resulting (final) survey instrument has been administered by using face-to-face interviews with the representative sample of Croatian households (with the selected relevant items translated to English and available in Appendix to this article). A finalised questionnaire has been administered on the probability sample of 295 respondents, by means of face-to-face interviews. Both Internet users and non-users had to be included in the sampling frame, representing the general Croatian population of the Republic of Croatia. Administration of the survey via Internet would imply self-selection of respondents who already have Internet access and are motivated to participate in such a study.

Therefore, the publicly available telephone directory of the major Croatian telecom company T-HT was used as a sampling frame. Simultaneously, it served as a source of

Table 1. Analysis of the internal consistency for the final survey items.

	Cronbach alpha
The entire scale	0.743
Dimension A	0.860
Dimension B	0.605
Dimension C	0.574
Dimension D	0.808
Dimension E	0.603

Source: Research results.

postal address information, which was required to define the starting points for the random route sampling. In order to ensure the randomness of households selected for the survey, the sampling frame was transferred to a Microsoft Excel file. By using the Excel capability for random number generation, starting points for face-to-face interviewing were randomly selected for each of six Croatian macro-regions: (1) Slavonia; (2) Central Croatia; (3) the city of Zagreb; (4) North Croatia, including Zagorje and the counties of Varaždin and Međimurje; (5) Rijeka, Primorje & Istria; and (6) Dalmatia. The total number of households to be interviewed within the area has been determined in order to reflect the distribution of population within Croatian municipalities and counties, as established by last available complete census data (from 2001).

A variation of the simple sampling method – the random route sampling was used, to ensure both a random selection of respondents and relatively low costs of data collection (since there is no revisiting of non-responding households involved, with interviewers being able to continue visiting additional households along the random route). This procedure involves the random selection of the starting points to be visited by an interviewer, with the selection of actual households to be visited guided by a specific set of instructions, as recommended by Crouch and Housden (2003, p. 154). The selector tables were based on the following instructions:

- The interviewer had to find the building located at the designated address and face the ‘end’ of the street, as defined by the range of house numbers, progressing toward the highest one. Interviewing was conducted on the interviewers’ right-hand side from the starting point toward the ‘end’ of the street;
- The interviewer was to call at every second building, in which a single, or multiple households were located. If multiple households were located in a single building, which is typical for apartment buildings in urban areas, the highest floor had to be entered first. The closest apartment to the entry point had to be visited, with the subsequent interviews taking place at every second apartment, in a clockwise direction. The procedure was to be followed on lower floors and subsequent buildings, until the number of household interviews, assigned to the interviewer on a specific route, has been completed;
- The interviewer was required to ask for the person who last had a birthday in the household. The person had to be a Croatian citizen currently residing at the specific address (i.e. uses the visited dwelling unit as a permanent residence). The respondent had to be at least 18-years-old, although respondents aged between 13 and 18 were also included in the data collection if permission had been granted by their parents/legal guardians, who had to be physically present at the interviewing site;
- The research project had to be presented to the potential participant, along with the principles of research ethics, stating that participation in data collection is voluntary, as well as that the consent to participate can be withdrawn at any time. In addition, potential respondents were advised that no personally identifiable information will be recorded and that their responses will be used for the exclusive purpose of developing a scientific study of social behaviour on the Internet. No monetary or other incentive was offered to the participant(s).

The interviewers were provided with the (randomly selected) exact address belonging to the starting points for the ‘random route’, which had to be visited and the standardised interviewing protocol. All obtained data were coded and transferred from paper questionnaires into the SPSS software package, which was also used for statistical analysis.

4. Empirical results

Firstly, we wanted to analyse if there is an inclination of (at least a group of) respondents to use the Internet as an extension of their existing social networks and connections, (i.e. that the respondents' use of the Internet reflects their locally formed needs and attitudes). We measured these tendencies by using the standardised, 5-point Likert-type scales, with equidistant values, which provides methodological grounds for application of quantitative methods. The 'local embeddedness' of respondents' Internet activities was measured by items, describing their tendency to maintain existing social connections (Mean = 3.41; Stdev = 1.588) and maintain family relationships (Mean = 2.37; Stdev = 1.37). Relatively high mean values for these items might imply that some individuals are accessible as a target group to local nonprofit organisations, who could recruit them online (by using for example, a Facebook group, a blog, online chat, or some other Internet communication tool). Demographics of such respondents, could, in such a case, enable the nonprofit communicators to formulate their marketing messages according to the needs and special characteristics of the 'geographical' (local) community, in which the targeted Internet users reside.

On the other hand, there may be also a tendency for (at least some) respondents to use the Internet to establish completely new social relationships, focused toward transcending the existing local community and its social patterns. This has been measured by a survey item, asking about new social relationships started over the Internet (Mean = 1.48; Stdev = 1.07). The obviously low orientation toward seeking new social relationships on the Internet seems encouraging for local/regional nonprofits. This can be confirmed by an additional item, related the usage of the Internet to obtain information about community nonprofit organisations (Mean = 3.33; Stdev = 1.328). In addition, we have directly asked respondents to assess how the Internet usage affected their civic activism in community organisations and obtained a low positive value (Mean = 1.90; Stdev = 1.331). This result is accompanied by a moderately high level of satisfaction with the quality of social interactions in local community (Mean = 3.85; Stdev = 1.288). The obtained values demonstrate the existence of a positive relationship of low strength between civic activism in local community, measured for general population. This implies that an INLCM target group could be identified by further analysis, which has been conducted by the exploratory, two-step cluster analysis, conducted by the IBM SPSS software. We opted for the simplest, two-step cluster procedure, as to ensure that the prescriptive number of clusters is not suggested to the users of our segmentation approach (as required by the K-means clustering procedure). In addition, although our data file was rather small (N = 295), we wanted to ensure that the procedure is applicable to larger data files, as well, which excluded the use of the Hierarchical cluster analysis. As to describe potential segments available to marketing activities of community nonprofits, we have grouped the survey items into the following cluster dimensions (followed by a simple quantification of a dimension, based on mean values of relevant items): (1) obtaining information on local/community nonprofits on the Internet; (2) usage of the Internet to establish new social ties vs; (3) maintaining new social ties; (4) influence of the Internet on (local) civic mindedness and local community satisfaction.

Exploratory cluster analysis has identified three separate clusters, with mean values for grouping variables presented by Table 2. The clusters, visualised by using the radar plot (see Figure 1), can be described by a range of characteristics.

Table 2. Results of exploratory cluster analysis as basis for nonprofit marketing segmentation.

Cluster	Obtaining information on local organisations	Establishing new social contacts	Maintaining existing social contacts	Maintaining family ties	Civic mindedness	Local community satisfaction
1						
2	2.96	1.16	4.35	2.94	1.43	3.31
3	4.00	2.64	4.18	3.41	3.91	4.50
Average for all clusters	3.17	1.41	3.36	2.44	1.84	3.60

Source: Research results.

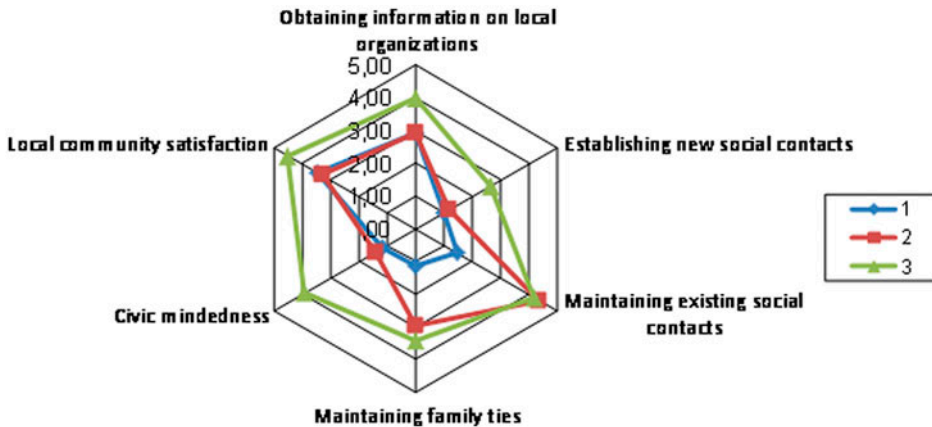


Figure 1. Visualisation of exploratory cluster analysis as basis for nonprofit marketing segmentation.

Source: Research results.

Clusters can be described as follows:

- Cluster 1 ('lurkers')⁴ – individuals (moderately) using the Internet, with the only purpose of obtaining information;
- Cluster 2 ('cyber-introverts') – principally oriented toward maintaining existing social contacts and family ties, with low motivation to engage in new social relationships, or civic minded activities over the Internet;
- Cluster 3 ('potentially INLCM') – highly satisfied with their local community and highly civic minded, mostly interested in obtaining information about local organisations and maintaining existing social and family ties; their inclination to form new social relationships over the Internet is relatively low, but still higher than for the other two groups.

In order to ensure that the members of obtained clusters diverge, according to the mean values of dimensions used for classification, we have compared those means by using the analysis of variance (ANOVA), which is presented by Table 3. For all dimensions, except for obtaining information about community organisations over the Internet, there are statistically significant differences among cluster means (significant at 1% level, with the only exception of local community satisfaction, where mean difference is significant at 5% level), which confirms that the clustering provides useful grounds for further empirical analysis.

After initial exploratory research, which confirmed the opportunity for identifying a group of INLCM users, we examined the patterns of media use of those being potentially INLCM (i.e. belonging to Cluster 3), as to provide additional information on the relevant tools/approaches for their targeting. Traditional (print, radio, news and other 'non-entertainment' TV shows, entertainment TV shows) and Internet media usage were compared by using DAR approach (see Table 4 for frequency distributions).

The majority of users, who are potentially INLCM, spend up to 3 hours on their Internet activities, but they do not seem deprived from the usage of other, more traditional media. However, long hours on the Internet do seem to reduce the amount of

Table 3. Differences of means for cases belonging to final clusters (ANOVA table).

Classification dimension	Variance	Sum of Squares	df	Mean Square	F	Sig.
Obtaining information on local organisations	Between Groups	17,091	2	8.545	5,126	.007
	Within Groups	211,700	127	1.667		
	Total	228,791	129			
Establishing new social contacts	Between Groups	47,801	2	23.900	30,150	.000
	Within Groups	100,677	127	.793		
	Total	148,478	129			
Maintaining existing social contacts	Between Groups	231,965	2	115.982	154,650	.000
	Within Groups	95,246	127	.750		
	Total	327,211	129			
Maintaining family ties	Between Groups	105,891	2	52.946	29,351	.000
	Within Groups	229,095	127	1.804		
	Total	334,986	129			
Civic mindedness	Between Groups	135,194	2	67.597	90,803	.000
	Within Groups	94,544	127	.744		
	Total	229,738	129			
Local community satisfaction	Between Groups	18,206	2	9.103	5,871	.004
	Within Groups	196,908	127	1.550		
	Total	215,114	129			

Source: Research results.

time, available for reading. Print media are consumed by these users only briefly, although the Internet usage is combined with extensive TV viewing.

Finally, we have performed a binary logistic regression, as to estimate the effects of different predictors on the likelihood that Internet users will belong to the INLCM group and, thus, represent a relevant segment for the online fundraising efforts.⁵ The predictors used included the following demographic and psychographic variables:

- Length of Internet experience (i.e. how long has the respondent been already using the Internet);
- Frequency of (daily) Internet usage;
- Usage of different forms of 'social media' (i.e. virtual communities, such as social networks, blogs, online chat and/or messaging, forums, multi-player games);
- Usage of different traditional media;
- Reported level of local community belonging;
- Reported level of satisfaction with local community;
- Obtaining information on local (community) organisations over the Internet;
- Tendency to establish new social contact over the Internet;

Table 4. Media consumption for potentially INLCM (Internet) users.

		Internet	Print	Radio	News & 'non-entertainment' TV	'Entertainment TV'
DAR measurement (consumed media yesterday...)	...up to 30 minutes	22.7	52.6	22.3	31.9	5.7
	...30-60 minutes	20.2	8.0	12.3	22.0	9.0
	...60-120 minutes	21.9	0	2.7	20.4	37.1
	...120-180 minutes	12.2	0	8.4	0	32.1
	...more than 180 minutes	10.8	0	10.7	0	6.8
	Did not use yesterday, although consumes regularly	8.3	3.7	0	0	5.5
Did not use yesterday, although consumes occasionally	3.9	27.4	23.8	25.7	3.9	
Never consumes	0	8.4	19.9	0	0	
Total		100.0	100.0	100.0	100.0	100.0

Source: Research results.

- Tendency to maintain existing social contacts over the Internet;
- Usage of the Internet to maintain the family ties;
- Gender;
- Highest level of education obtained;
- Household size and number of children;
- Size of the settlement in which respondents reside;
- Age; and
- Personal income.

This allows marketing managers of nonprofit organisations to predict how likely it is that another individual (based on his or her demographics and/or psychometric features) will be INLCM. Selected predictors (as a group) significantly contribute to prediction of the INLCM group membership ($\chi^2(25) = 80.325$ and the difference between constant-only and full model highly significant, $p < 0.001$). Hosmer-Lemeshow test, with $\chi^2(8) = 2.23$, $p = .987$, indicates good fit of the model to the data. The overall percentage of correctly classified cases is 89%. Assessment of statistical significance for predictors used in the binary logistics is provided by Table 5.

Only several of the (potential) predictors are statistically significant: both length of Internet experience and frequency of Internet usage count. It is interesting that for every one unit increase in the length of Internet experience,⁶ the odds of becoming an INLCM-based donor decreases by a factor of 0.067. Thus, extensive Internet experience makes it difficult to encourage Internet users to pay attention to their local social environment, as other concerns seem to 'take over'. The same logic can be applied to the analysis of the frequency of Internet usage, since reverse coding has been used for this survey item. Therefore, the same result applies here, as well: the increase of frequency

Table 5. Variables included into the binary logistics equation.

Predictors	B	S.E.	Wald	Df	Sig.	Exp (B)	95% C.I.for EXP(B)	
							Lower	Upper
Length of Internet experience	-2.708	1.037	6.823	1	.009	.067	.009	.509
Frequency of Internet usage	1.466	.716	4.195	1	.041	4.330	1.065	17.602
Social Networking Usage	.339	.507	.448	1	.503	1.404	.520	3.793
Blog	-.174	.608	.082	1	.774	.840	.255	2.767
Chat	-1.972	.772	6.525	1	.011	.139	.031	.632
Online messaging	.467	.465	1.007	1	.316	1.595	.641	3.967
Forums and comments	.415	.493	.707	1	.400	1.514	.576	3.981
Multiplayer games	.340	.348	.955	1	.328	1.405	.710	2.779
Newspapers usage	-.991	.592	2.802	1	.094	.371	.116	1.185
Radio usage	.975	.430	5.132	1	.023	2.650	1.140	6.158
TV news and 'non-entertainment' shows	-.273	.498	.299	1	.584	.761	.287	2.022
TV entertainment shows	-.131	.325	.162	1	.687	.877	.463	1.660
Reported level of local community belonging	2.633	.919	8.214	1	.004	13.909	2.299	84.166
Reported level of satisfaction with local community	-.781	.560	1.946	1	.163	.458	.153	1.372
Obtaining information on local (community) organisations over the Internet	2.297	.926	6.160	1	.013	9.947	1.621	61.032
Establishing new social contacts over the Internet	1.043	.913	1.303	1	.254	2.836	.474	16.985
Maintaining existing social contacts over the Internet	1.206	.504	5.721	1	.017	3.339	1.243	8.969
Maintaining family ties over the Internet	.001	.506	.000	1	.998	1.001	.371	2.700
Gender	-.298	1.115	.071	1	.789	.742	.083	6.600
Highest level of education obtained	1.581	.953	2.751	1	.097	4.860	.750	31.489
Household size	1.454	.671	4.701	1	.030	4.281	1.150	15.935
Number of children	-3.065	1.247	6.046	1	.014	.047	.004	.537
Size of settlement	-.465	.395	1.384	1	.239	.628	.289	1.363
Age	-1.266	.760	2.777	1	.096	.282	.064	1.250
Personal income	-.210	.361	.340	1	.560	.810	.400	1.643
Constant	-12.841	7.128	3.245	1	.072	.000		

Source: Research results.

of Internet usage actually decreases odds that a person will be INLCM-based donors, by a factor of 4.33.

This finding opens opportunities for additional analysis of the relationship between orientation toward the local community and the experience of Internet usage. The fact that Internet users do become increasingly less interested in their local community, as they continue using the Internet, should be interpreted along with their low orientation toward creating completely new social ties on the electronic networks. It seems that individual users, as their experience and frequency of Internet usage increase, actually find new ways to connect to a variety of their existing social ties and create more efficient ways to manage their personal social network. The consequence of such behaviour may be a diminished interest for the community organisations and events, since

individuals may find a viable alternative in interacting with their peers over the Internet. This empirical finding increasingly supports the previously discussed sociological theory of 'networked individualism' and presents a significant threat for local organisations' fundraising.

Of all specific forms of online and offline media, the only ones relevant for identifying a person as an INLCM-based donor are the chat services and consumption of radio programmes. Involvement into chat rooms and other interactive online chats actually decreases the odds of becoming an INLCM-based donor. Each increase of agreement with the positively phrased survey item, recorded on the standardised, 5-point Likert scale, related to the reported level of chat service(s) usage, decreases the odds of becoming an adequate, INLCM-based fundraising target by a factor of 0.14. The chat users seem to be 'absorbed' by their new online environments and their social attractions, which decreases their attention to the local community. The positive influence on INLCM of listening to radio shows is not so obvious from exploratory analysis, since a large amount of active Internet users do not consume radio as a medium at all. This could be explained by proposing that radio listening is restricted to local stations, which provide important community information, although such a proposition needs to be verified by further research.

The feelings of community belonging and Internet activities, oriented toward obtaining information on community organisations and maintaining existing social contacts over the Internet, also contribute to becoming an INLCM-based donor. Each increase of one unit of these segmenting variables (measured by the standardised, 5-point Likert scale) contributes to the increased odds of becoming an INLCM-based donor. Increasing agreement with the positively phrased survey item, related to the reported level of community belonging, increases the likelihood ratio that an individual will become INLCM by as much as 13.9 times. This implies that the concept of community belonging, initially analysed in the field of community psychology (see for example, Chipuer & Pretty, 1999; McMillan & Chavis, 1986, p. 27; Perkins, Florin, Rich, Wandersman, & Chavis, 1990) should be linked to online fundraising efforts and further analysed. Users' orientation toward maintaining the existing social ties is also important, although the previously described problems related to its measurement require the development of the adequate measurement scale.

Another segmentation variable, relevant for online fundraising efforts of community nonprofits, is Internet users' activity, related to obtaining information about the community organisations. Each increase of one unit of increase in the activities related to informing about community nonprofits, brings about the increase of odds ratio that an individual will become targets for INLCM-based fundraising efforts by a factor of approximately 9.95. This requires that the potential fundraising targets are presented with adequate information about the organisation via online channels.

Some of the demographics, which might be expected to influence the inclination to become an INLCM-based target for online fundraising, such as age, gender, education, personal income and the type/size of settlement in which an individual resides, do not seem to be significant for the online social environments. This is especially important for community nonprofit marketing managers, who might be under impression that these demographic variables, often used in 'offline' fundraising activities (Sargeant & Shang, 2010), should be important to predict online behaviour, as well. According to our empirical results household size increases the odds of becoming an INLCM-based donor (by 4.28 times per each additional household member), while the number of underage children decreases such a likelihood (although only slightly, by a factor of 0.047, for every one unit increase in family size.⁷) This is quite a surprising finding, as it seems to

suggest that multi-generational families, living in the same household, without, or with only one underage child, might be INLCM-based targets for online fundraising. It is difficult to explain this finding, although it might have to do with the increased number of students and early-career professionals, still living with their parents, due to economic crisis and social trends.⁸ Such multi-generational households, with the younger household members still being unmarried, or without their own children, might be good targets for the INLCM-based online fundraising.

5. Assessment of Research Objectives, Limitations and Managerial Implications

In this study, we presented a practical approach to segmenting and targeting Internet users, who might be successfully reached by online fundraising. Those users have been described as INLCM, based on a number of demographic and psychographic variables. Those include: (1) length of Internet experience; (2) frequency of Internet usage; (3) using the online chat services; (4) consuming the radio as the 'offline' medium; (5) reported level of (the existing) local community belonging; (6) obtaining information on local (community) organisations over the Internet; (7) household size; and (8) number of children.

The suggested profile of Internet users to be successfully targeted for online fundraising is derived from empirical research in Croatia. Such individuals do not have a lengthy Internet experience and do not use it frequently. The reported level of community belonging for these prospects is rather high, while their relevant Internet activities are related to maintaining the existing social ties and obtaining information about local organisations. It is interesting that they might be living in multi-generational households, either without their own underage children, or with a single child.

We believe that these initial results on the INLCM approach to online fundraising will be used by Croatian and regional nonprofit community organisations. They are advised to try different preliminary fundraising campaigns, by using the suggested INLCM-based profile. This can be achieved either by 'fine tuning' the segmentation tools, provided by the social networks themselves (for example, Facebook adverts targeting, or Google adverts, paired with the Google Analytics tool for the nonprofit organisations' website visitors), or by third-party apps (including Socialbakers, Tribalytics, Fiksu social, etc.). However, even free tools, such as Facebook lists/groups, Google+circles, LinkedIn filtering/groups, etc., can be used to limit the exposure of online content to well-defined user segments.

Further research will be required to verify our empirical results, related to the choice of segmenting variables and their applicability in other countries and regions. Special attention should be devoted to the development and verification of more reliable measurement scales, which currently represents the major limitation of this study. Nevertheless, we hope that this study will be useful both to social scientists, as well as to the fundraising practitioners.

Disclosure statement

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Notes

1. See: <http://groups.chass.utoronto.ca/netlab/> (Online).
2. All items are described in the Appendix to this article.
3. It is interesting that two items have been identified as relevant for this matter, by means of exploratory statistical analysis. One of them implies that online relationships are strengthened and shifted to the conventional social life of a respondent by supplementing the 'online' with the 'offline' social activities, which is in line with the idea of online communities as a liberating medium, as providing opportunities for meeting new people and developing new experiences. At the other hand, the other item states that some form of discomfort has been experienced, due to associating with new people over the Internet, which follows the logic of computer-mediated communities as a source of alienation.
4. Internet users only 'looking around', without participating in social processes are often called 'lurkers', since they reap the benefits of online interactions, without own engagement. 'Lurking' behaviour is often viewed as inherently negative, due to the appreciation for interaction and voluntary social exchange in virtual communities (Preece, Nonnecke, & Andrews, 2004). Soroka and Rafaeli (2006) link this notion with the semantics of the word 'lurk' ('to lie in wait'), having, sometimes, even sinister connotations. Nevertheless, according to some estimates, from 50% to 60%, or even up to 90% of computer network users can be classified as 'lurkers' (Soroka, Jacovi, & Ur, 2003), which makes such behaviour common in computer-mediated environments.
5. Since the responses have been reported on the standardised 5-point Likert scale, as to obtain a dichotomous variables, it was re-coded. The mean/indifference point of the Likert scale, as well as the two disagreement points, were re-coded as a negative outcome. Two agreement points of the Likert scale were re-coded as a positive outcome.
6. We used the following scale to measure the Internet experience: (1) less than six months; (2) more than six months, but less than one year; (3) one to two years; (4) two to three years; and (5) three or more years.
7. Number of children is measured on a six point scale, starting with a family without children (1), one child (2), etc., up to families with more than five children (6).
8. Data published in the UK daily newspaper *The Guardian* indicate that as much as 65% of the Croatian young people, from 18- to 29-years-old, still live with their parents. (Source: <http://www.theguardian.com/news/datablog/2014/mar/24/young-adults-still-living-with-parents-europe-country-breakdown>). This trend increases throughout the European Union, although the cultural reasons make it more significant in the south-east part of the EU (Source: <http://www.ons.gov.uk/ons/rel/family-demography/young-adults-living-with-parents/2013/sty-young-adults.html>).
9. Indicates the Internet-induced local civic mindedness.

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Appendix 1. Selected items from the final research survey (translated to English)

Please, assess the following statements and circle one of the following numbers between 1 and 5. 1 means that YOU DON'T AGREE WITH THE STATEMENT AT ALL, while 5 means that you AGREE COMPLETELY WITH THE STATEMENT.

Dimension A: USAGE OF INTERNET, IN ORDER TO OBTAIN INFORMATION ABOUT AN ORGANISATION

- (1) I often use the Internet, in order to get informed about a social or political organisation, sport club, civil association, etc.
- (2) I use the Internet, in order to find out more about a social or political organisation, sport club, civil association, etc. with which I have already been acquainted.

Dimension B: MEETING NEW PEOPLE AND FORMING SOCIAL TIES ON THE INTERNET

- (3) I start talking on the phone and meeting in person with the people I meet on the Internet.
- (4) I have experienced some discomfoting events with the people I met on the Internet.

Dimension C: MAINTAINING EXISTING SOCIAL RELATIONSHIPS WITHIN THE COUNTRY AND/OR THE REGION

- (5) Most of the people I already know and with whom I keep in touch over the Internet are in Croatia or the region.
- (6) I mostly use the Internet in order to stay in touch with people whom I already know.

Dimension D: MAINTAINING FAMILY TIES AND (RE)CONNECTING FAMILIES

- (7) I often use the Internet to keep in touch with family members and relatives who live in other countries.
- (8) I have used the Internet to find lost family members (relatives) who live in other countries.

Dimension E: DEVELOPMENT OF RELATIONSHIPS IN LOCAL COMMUNITY

- (9) Since I use the Internet, I feel closer to the people in my local community.
- (10) Since I use the Internet, I am much more active in the organisations in my local community.⁹
- (11) I feel very close to the residents of my local community.
- (12) I am generally happy with my social life and the quality of social life in my local community.