



Blackbaud, Inc. Announces Pricing of Initial Public Offering of Common Stock

July 22, 2004

CHARLESTON, S.C.--(BUSINESS WIRE)--July 22, 2004--Blackbaud, Inc. (Nasdaq: BLKB), the leading global provider of software and related services to the nonprofit industry, today announced the public offering by selling stockholders of 8.1 million shares of common stock at a price of \$8 per share. In addition, the selling stockholders have granted the underwriters a 30-day option to purchase up to an additional 1.2 million shares of common stock to cover over-allotments, if any. Because all of the shares included in this offering are being sold by existing Blackbaud stockholders, they will receive all of the net proceeds from the sale of the shares.

J.P. Morgan Securities Inc. and Bank of America Securities LLC were joint book-running managers of the offering, and Thomas Weisel Partners LLC and Wachovia Capital Markets, LLC served as co-managers. The shares will be listed on the NASDAQ Stock Market's National Market under the symbol "BLKB."

The common stock offering may be made only by means of prospectus, copies of which may be obtained by contacting:

J.P. Morgan Securities Inc.
Prospectus Department
1 Chase Manhattan Plaza, Floor 5B
New York, NY 10081
Addressing.services@jpmorgan.com
212-552-5164

Bank of America Securities LLC
Capital Markets Operations
(Prospectus Fulfillment)
Email: DL-ProspectusDistribution@bofasecurities.com
646-733-4166

A registration statement relating to these securities was declared effective by the Securities and Exchange Commission. This press release shall not constitute an offer to sell or the solicitation of an offer to buy, nor shall there be any sale of these securities in any state or jurisdiction in which such offer, solicitation or sale would be unlawful prior to registration or qualification under the securities laws of any such state or jurisdiction.

About Blackbaud: Blackbaud is the leading global provider of software and related services designed specifically for nonprofit organizations. More than 12,500 organizations - including the American Red Cross, Bowdoin College, the Chesapeake Bay Foundation, the Crohn's & Colitis Foundation of America, the Detroit Zoological Society, Episcopal High School, Help the Aged, the Mayo Foundation, the New York Philharmonic and United Way of America -- use Blackbaud products and consulting services for fundraising, financial management, business intelligence and school administration. Blackbaud's solutions include The Raiser's Edge(R), The Financial Edge(TM), The Education Edge(TM), The Information Edge(TM), WealthPoint(TM) and ProspectPoint(TM), as well as a wide range of consulting and educational services. Founded in 1981, Blackbaud is headquartered in Charleston, South Carolina, and has operations in Toronto, Ontario, Glasgow, Scotland, and Sydney, Australia.

Blackbaud, the Blackbaud logo, The Raiser's Edge, The Financial Edge, The Education Edge, The Information Edge, WealthPoint and ProspectPoint are trademarks or registered trademarks of Blackbaud, Inc.

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