



Blackbaud Opens Toronto Office

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Software and services leader formalizes local presence; plans to expand team and welcome local philanthropic community to new training centre

CHARLESTON, S.C., June 07, 2016 (GLOBE NEWSWIRE) -- Blackbaud, Inc. (NASDAQ:BLKB), the leading provider of software and services for the global philanthropic community, today announced the opening of a new Canadian office and training centre in Toronto, Ontario. The new office, located at Yonge and Bloor Street in Toronto, is Blackbaud's latest geographical expansion and rounds out the company's existing presence in several major North American cities: Charleston, Washington, New York, Boston, San Diego, San Francisco, Austin, Indianapolis and Minneapolis.

In addition to the Canadians currently on staff, the office opening creates opportunity for new jobs that will focus on partnering with local charities to help them realize their full potential. Ryan Delcotto, a seven year Blackbaud veteran, will lead the local office and efforts to support Blackbaud's ever-growing Canadian customer and partner base in the area.

"We have seen tremendous growth in Canada since establishing a local sales presence two years ago," said Ryan Delcotto, manager, Blackbaud's Toronto office. "By investing in a regional office complete with a training centre, we will increase our service level with Canadian customers and partners. We intend to leverage the office as a value-added hub for the local nonprofit and charitable community."

"Blackbaud coming to Toronto means more local organizations can get personalized service and benefit from the integrated technology and holistic cloud solutions Blackbaud offers," said Mike Johnston, Founder and Owner hjc. "We're excited to grow our partnership with a company that makes it easier for nonprofits to focus on their mission of giving back to their communities," Johnston added. hjc is a Canadian company that uses Blackbaud solutions to fundraise and grow constituent engagement for an array of customers – from the Heart and Stroke Foundation to SickKids to the Centre for Addiction and Mental Health (CAMH).

"Toronto is a generous, philanthropic city with a thriving nonprofit and charitable community," said Mike Gianoni, president and CEO of Blackbaud. "As we look to power an ecosystem of good around the world, establishing an office and new training centre that supports our customers in Canada is a natural step in our expansion plans as a customer centric organization."

Local nonprofits agree. "When you have over 300,000 donors and a network of 10,000 plus volunteers – it helps to have the type of technology and services that Blackbaud brings to the table," said Ted Garrard, president & CEO of SickKids Foundation in Toronto. "They help us reduce time searching for potential donors and increase connectivity and productivity for our hard working staff at SickKids Foundation." Garrard noted, "We're glad they are expanding their presence here to directly serve more Canadian nonprofits that can benefit from their knowledge and expertise."

To learn more about Blackbaud in Canada, visit www.blackbaud.ca.

About Blackbaud

Serving the worldwide philanthropic community for 35 years, Blackbaud (NASDAQ:BLKB) combines innovative software, services, and expertise to help organizations achieve their missions. Blackbaud works in over 60 countries to power the passion of approximately 35,000 customers, including nonprofits, K-12 private and higher education institutions, healthcare organizations, corporations, foundations, and other charitable giving entities. The company offers a full spectrum of cloud and on-premise solutions, as well as a resource network that empowers and connects organizations of all sizes. Blackbaud's portfolio of software and services supports nonprofit [fundraising and relationship management](#), [eMarketing](#), [advocacy](#), [accounting](#), [payments](#) and [analytics](#), as well as [grant management](#), [corporate social responsibility](#), and [education](#). Organizations use Blackbaud technology to raise, invest, manage and award more than \$100 billion each year. [Recognized as a top company](#), Blackbaud is headquartered in Charleston, South Carolina and has operations in the United States, Australia, Canada, Ireland and the United Kingdom. For more information, visit www.blackbaud.com.

Forward-looking Statements

Except for historical information, all of the statements, expectations, and assumptions contained in this news release are forward-looking statements that involve a number of risks and uncertainties. Although Blackbaud attempts to be accurate in making these forward-looking statements, it is possible that future circumstances might differ from the assumptions on which such statements are based. In addition, other important factors that could cause results to differ materially include the following: general economic risks; uncertainty regarding increased business and renewals from existing customers; continued success in sales growth; management of integration of acquired companies and other risks associated with acquisitions; risks associated with successful implementation of multiple integrated software products; the ability to attract and retain key personnel; risks related to our dividend policy and share repurchase program, including potential limitations on our ability to grow and the possibility that we might discontinue payment of dividends; risks relating to restrictions imposed by the credit facility; risks associated with management of growth; lengthy sales and implementation cycles, particularly in larger organization; technological changes that make our products and services less competitive; and the other risk factors set forth from time to time in the SEC filings for Blackbaud, copies of which are available free of charge at the SEC's website at www.sec.gov or upon request from Blackbaud's investor relations department. All Blackbaud product names appearing herein are trademarks or registered trademarks of Blackbaud, Inc.

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