

Grantee Perception Report[®]

PREPARED FOR
Fund for Shared Insight

APRIL 2016



THE CENTER FOR
EFFECTIVE PHILANTHROPY

675 Massachusetts Avenue
7th Floor
Cambridge, MA 02139
Tel: (617) 492-0800
Fax: (617) 492-0888

131 Steuart Street
Suite 501
San Francisco, CA 94105
Tel: (415) 391-3070
Fax: (415) 956-9916

www.effectivephilanthropy.org

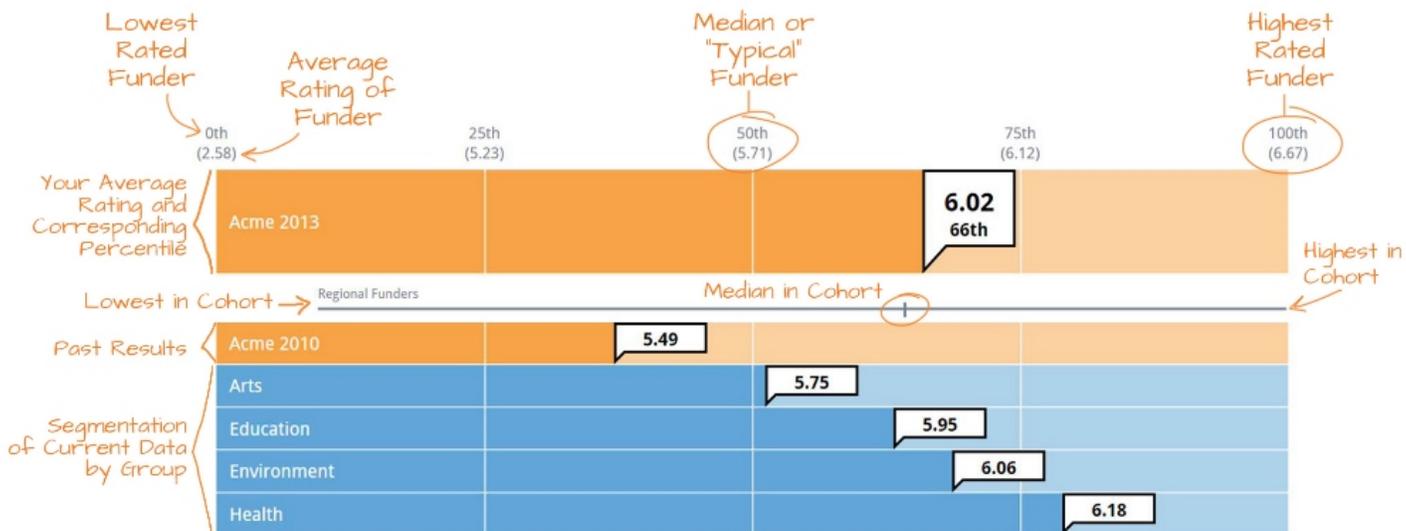
The online version of this report can be accessed at cep.surveymresults.org.

TABLE OF CONTENTS

HOW TO READ CHARTS	3
KEY RATINGS SUMMARY	4
Word Cloud	5
SURVEY POPULATION	6
GRANTMAKING CHARACTERISTICS	9
IMPACT ON GRANTEES' FIELDS AND LOCAL COMMUNITIES	11
Field-Focused Measures	11
Community-Focused Measures	13
IMPACT ON GRANTEES' ORGANIZATIONS	14
FUNDER-GRANTEE RELATIONSHIPS	18
Interactions Measures	19
Communications Measures	22
GRANT PROCESSES	29
Selection Process	30
Reporting and Evaluation Process	32
DOLLAR RETURN AND TIME SPENT ON PROCESSES	35
Time Spent on Processes	36
NON-MONETARY ASSISTANCE	38
FUND FOR SHARED INSIGHT-SPECIFIC QUESTIONS	42
CONTEXTUAL DATA	43
Grantmaking Characteristics	43
Grantee Characteristics	45
Funder Characteristics	47
ADDITIONAL MEASURES AND SURVEY INFORMATION	48
ABOUT CEP	50

Interpreting Your Charts

Many of the charts in this report are shown in this format. See below for an explanation of the chart elements.



Missing data: Selected grantee ratings are not displayed in this report due to changes in the survey instrument, or when a question received fewer than 5 responses.

Key Ratings Summary

Key Measures

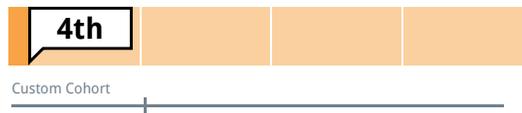
Average Rating

Percentile Rank

Field Impact

Impact on Grantees' Fields

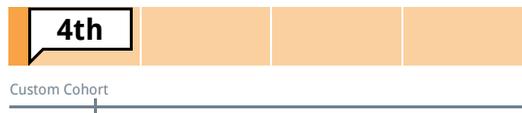
4.82



Community Impact

Impact on Grantees' Communities

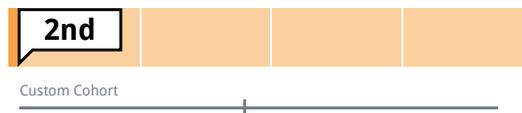
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Organizational Impact

Impact on Grantees' Organizations

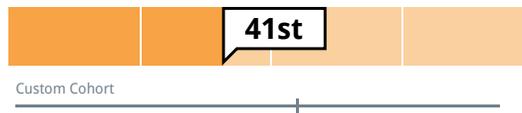
5.31



Relationships

Strength of Relationships with Grantees

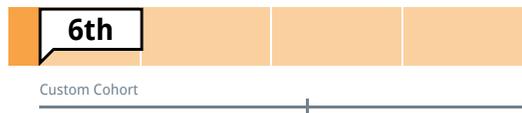
6.13



Selection Process

Helpfulness of the Selection Process

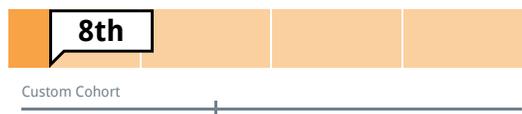
4.23



Evaluation Process

Helpfulness of the Reporting and Evaluation Process

3.90



Word Cloud

Grantees responded to six open-ended questions in the survey. To download the full set of grantee comments and suggestions, please refer to the "Downloads" dropdown menu at the top right of your report. Please note that comments have been edited or deleted to protect the confidentiality of respondents.

Additionally, grantees were asked, "At this point in time, what is one word that best describes the Foundation?" In the "word cloud" below, the size of each word indicates the frequency with which it was written by grantees. The color of each word is stylistic and not indicative of its frequency. Two grantees described Shared Insight as "Collaborative," the most commonly used word.

Unique Open
Pioneer Hopeful
Scattered Strategic
Collaborative
Exploring
Innovative Feedback
Listen

This image was produced using a free tool available at www.tagxedo.com. Copyright (c) 2006, ComponentAce. <http://www.componentace.com>.

Survey Population

Survey	Survey Fielded	Number of Responses Received	Survey Response Rate
Shared Insight 2016	February and March 2016	13	93%

Survey	Year of Active Grants
Shared Insight 2016	2015

Throughout this report, Fund for Shared Insight's survey results are compared to CEP's broader dataset of more than 40,000 grantees built up over more than a decade of grantee surveys of more than 250 funders. The full list of participating funders can be found at <http://www.effectivephilanthropy.org/assessments/gpr-apr/>.

In order to protect the confidentiality of respondents results are not shown when CEP received fewer than five responses to a specific question.

Comparative Cohorts

Customized Cohort

Shared Insight selected a set of 13 funders to create a smaller comparison group that more closely resembles Shared Insight in scale and scope. This cohort includes the funders with the fewest number of grantee respondents in CEP's dataset. Specifically, all cohort funders have 40 or fewer grantee survey respondents.

Custom Cohort

444S Foundation

Democracy Fund

Einhorn Family Charitable Trust

Fund for Shared Insight

Helen Andrus Benedict Foundation

Human Dignity Foundation

Latino Community Foundation

New Profit, Inc.

Sea Change Foundation

The Assisi Foundation of Memphis, Inc.

The Jacob and Valeria Langeloth Foundation

The One Foundation

Williamsburg Health Foundation

Standard Cohorts

CEP also included 16 standard cohorts to allow for comparisons to a variety of different types of funders.

Strategy Cohorts

Cohort Name	Count	Description
Small Grant Providers	41	Funders with median grant size of \$20K or less
Large Grant Providers	58	Funders with median grant size of \$200K or more
High Touch Funders	24	Funders for which a majority of grantees report having contact with their primary contact monthly or more often
Intensive Non-Monetary Assistance Providers	29	Funders that provide at least 30% of grantees with comprehensive or field-focused assistance as defined by CEP
Proactive Grantmakers	52	Funders that make at least 90% of grants proactively
Responsive Grantmakers	54	Funders that make at most 10% of grants proactively
International Funders	39	Funders with an international scope of work

Annual Giving Cohorts

Cohort Name	Count	Description
Funders Giving Less Than \$5 Million	51	Funders with annual giving of less than \$5 million
Funders Giving \$50 Million or More	51	Funders with annual giving of \$50 million or more

Foundation Type Cohorts

Cohort Name	Count	Description
Private Foundations	128	All private foundations in the GPR dataset
Family Foundations	52	All family foundations in the GPR dataset
Community Foundations	31	All community foundations in the GPR dataset
Health Conversion Foundations	28	All health conversation foundations in the GPR dataset
Corporate Foundations	18	All corporate foundations in the GPR dataset

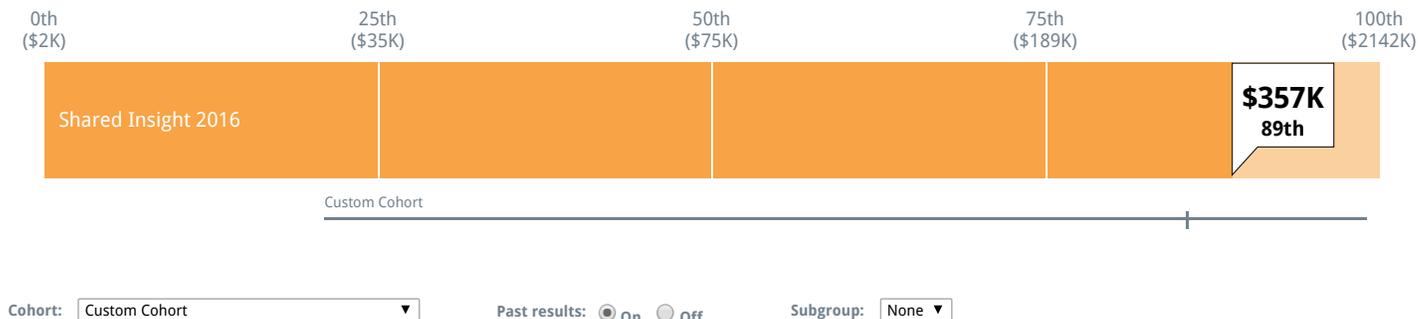
Other Cohorts

Cohort Name	Count	Description
Funders Outside the United States	22	Funders that are primarily based outside the United States
Recently Established Foundations	47	Funders that were established in 2000 or later

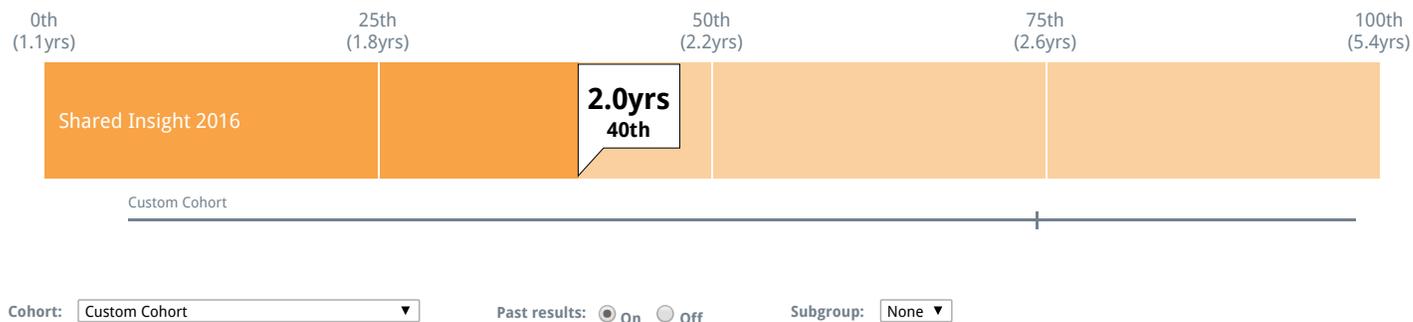
Grantmaking Characteristics

Foundations make different choices about the ways they organize themselves, structure their grants, and the types of grantees they support. The following charts and tables show some of these important characteristics. The information is based on self-reported data from funders and grantees, and further detail is available in the Contextual Data section of this report.

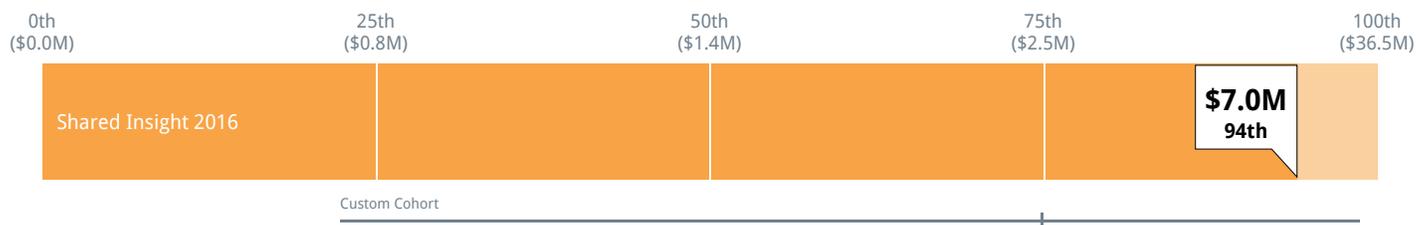
Median Grant Size



Average Grant Length



Typical Organizational Budget



Cohort:

Past results: On Off

Subgroup:

Type of Support (Overall)	Shared Insight 2016	Average Funder	Custom Cohort
Percent of grantees receiving general operating/core support	23%	20%	25%
Percent of grantees receiving program/project support	77%	64%	64%
Percent of grantees receiving other types of support	0%	15%	10%

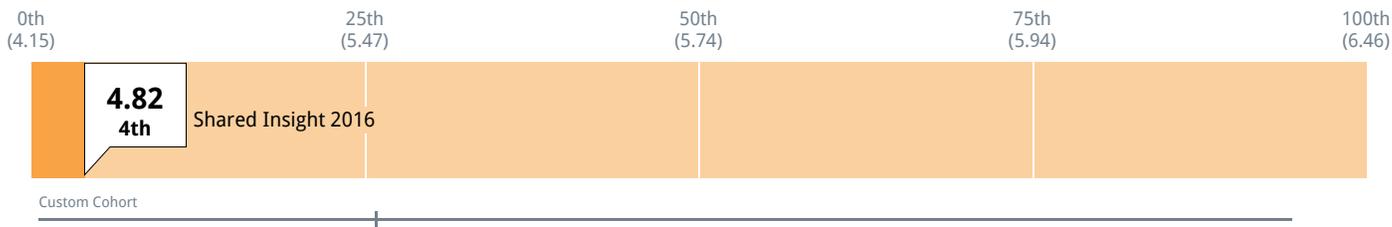
Grant History (Overall)	Shared Insight 2016	Average Funder	Custom Cohort
Percentage of first-time grants	77%	30%	38%

Program Staff Load (Overall)	Shared Insight 2016	Median Funder	Custom Cohort
Dollars awarded per program staff full-time employee	\$7.0M	\$2.7M	\$4.1M
Applications per program full-time employee	249	30	11
Active grants per program full-time employee	19	34	15

Impact on and Understanding of Grantees' Fields

“Overall, how would you rate the Foundation’s impact on your field?”

1 = No impact 7 = Significant positive impact



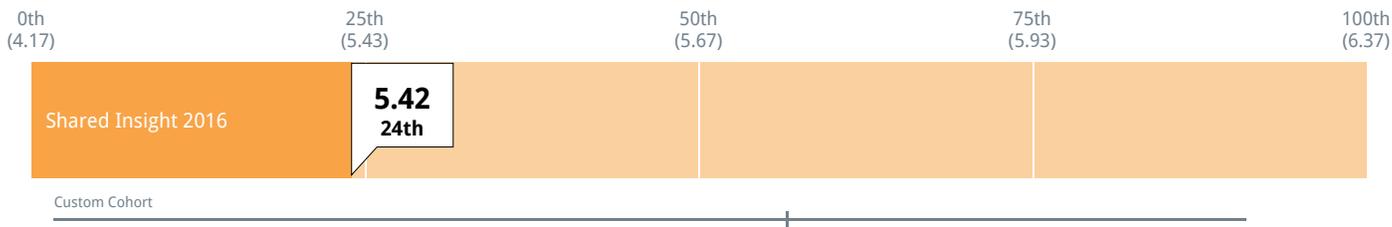
Cohort: Custom Cohort

Past results: On Off

Subgroup: None

“How well does the Foundation understand the field in which you work?”

1 = Limited understanding of the field 7 = Regarded as an expert in the field



Cohort: Custom Cohort

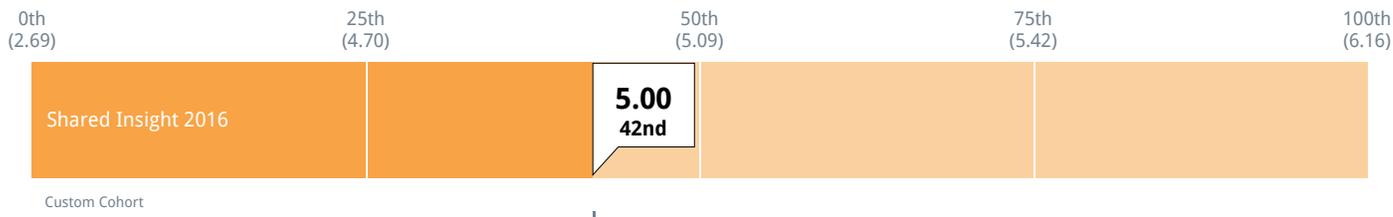
Past results: On Off

Subgroup: None

Advancing Knowledge and Public Policy

“To what extent has the Foundation advanced the state of knowledge in your field?”

1 = Not at all 7 = Leads the field to new thinking and practice



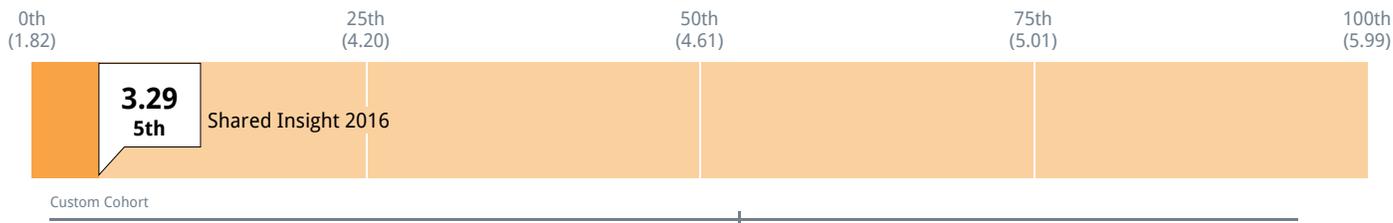
Cohort: Custom Cohort

Past results: On Off

Subgroup: None

“To what extent has the Foundation affected public policy in your field?”

1 = Not at all 7 = Major influence on shaping public policy



Cohort: Custom Cohort

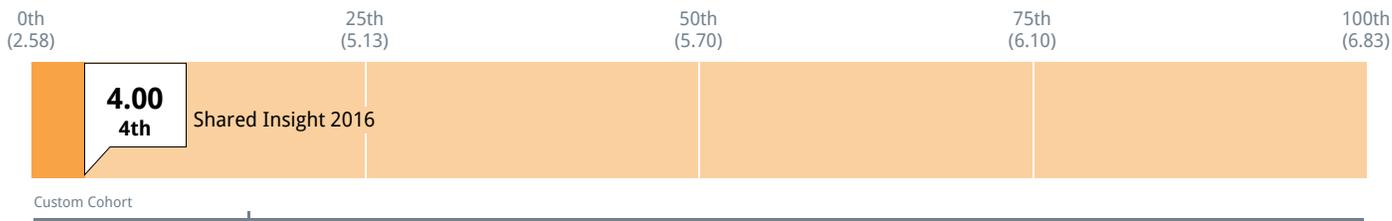
Past results: On Off

Subgroup: None

Impact on and Understanding of Grantees' Local Communities

“Overall, how would you rate the Foundation’s impact on your local community?”

1 = No impact 7 = Significant positive impact



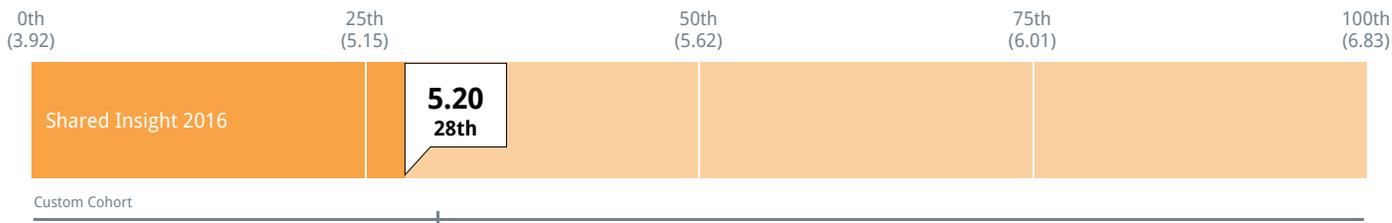
Cohort: Custom Cohort

Past results: On Off

Subgroup: None

“How well does the Foundation understand the local community in which you work?”

1 = Limited understanding of the community 7 = Regarded as an expert on the community



Cohort: Custom Cohort

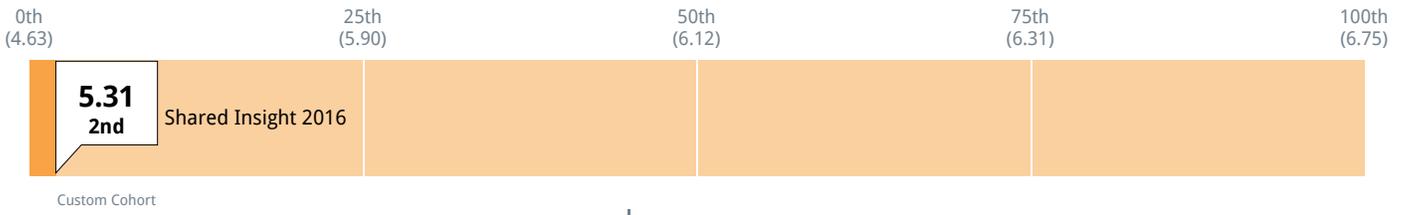
Past results: On Off

Subgroup: None

Impact on and Understanding of Grantees' Organizations

“Overall, how would you rate the Foundation’s impact on your organization?”

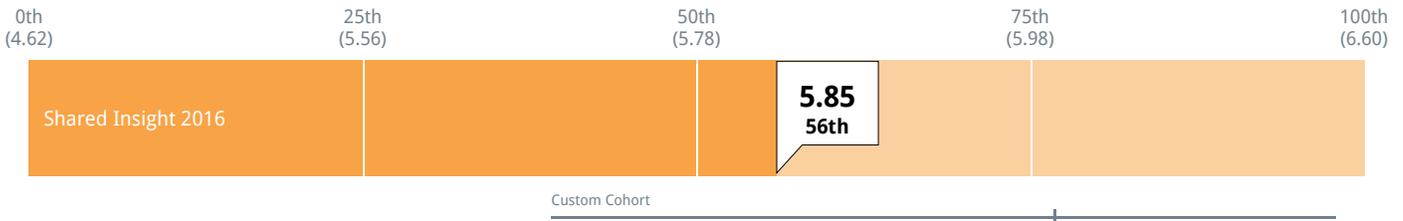
1 = No impact 7 = Significant positive impact



Cohort: Custom Cohort Past results: On Off Subgroup: None

“How well does the Foundation understand your organization’s strategy and goals?”

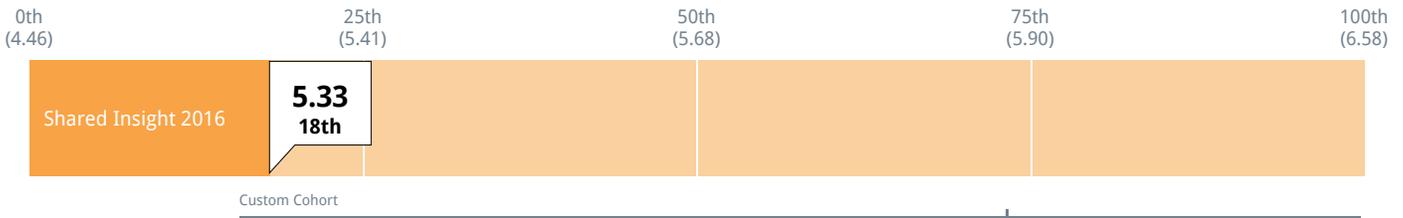
1 = Limited understanding 7 = Thorough understanding



Cohort: Custom Cohort Past results: On Off Subgroup: None

“How well does the Foundation understand the social, cultural, or socioeconomic factors that affect your work?”

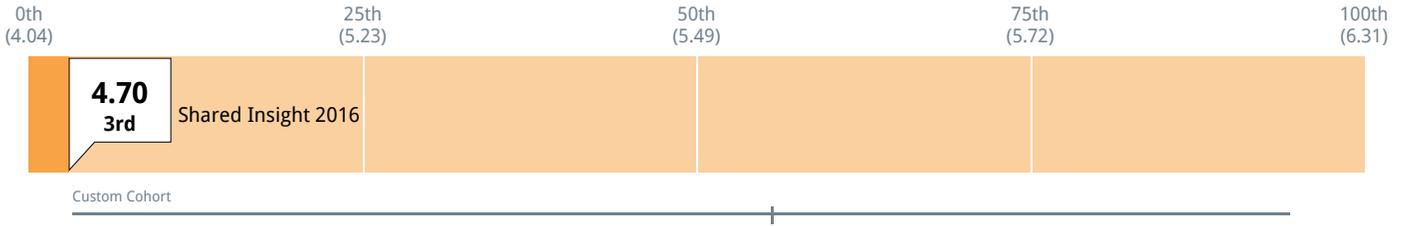
1 = Limited understanding 7 = Thorough understanding



Cohort: Custom Cohort Past results: On Off Subgroup: None

“How much, if at all, did the Foundation improve your ability to sustain the work funded by this grant in the future?”

1 = Did not improve ability 7 = Substantially improved ability



Cohort: Custom Cohort ▼

Past results: On Off

Subgroup: None ▼

Effect of Grant on Organization

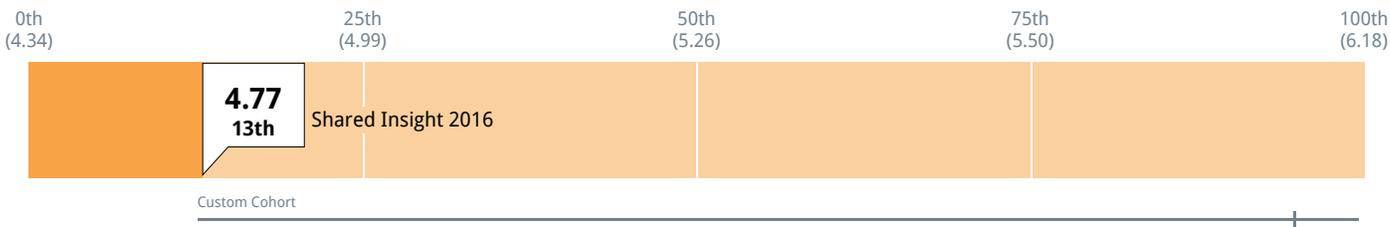
"Which of the following statements best describes the primary effect the receipt of this grant had on your organization's programs or operations?"

Primary Effect of Grant on Grantee's Organization (Overall)	Shared Insight 2016	Average Funder	Custom Cohort
Enhanced Capacity	33%	29%	33%
Expanded Existing Program Work	25%	26%	26%
Maintained Existing Program	17%	20%	19%
Added New Program Work	25%	25%	23%

Grantee Challenges

"How aware is the Foundation of the challenges that your organization is facing?"

1 = Not at all aware 7 = Extremely aware



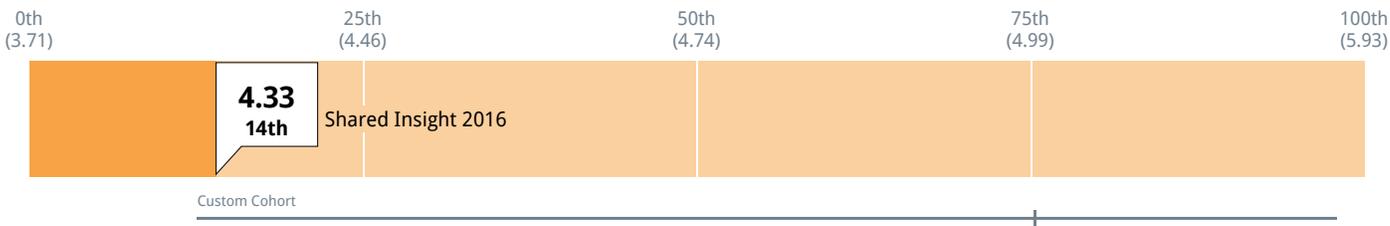
Cohort: Custom Cohort

Past results: On Off

Subgroup: None

"To what extent does the Foundation take advantage of its various resources to help your organization address its challenges?"

1 = Not at all 7 = To a very great extent



Cohort: Custom Cohort

Past results: On Off

Subgroup: None

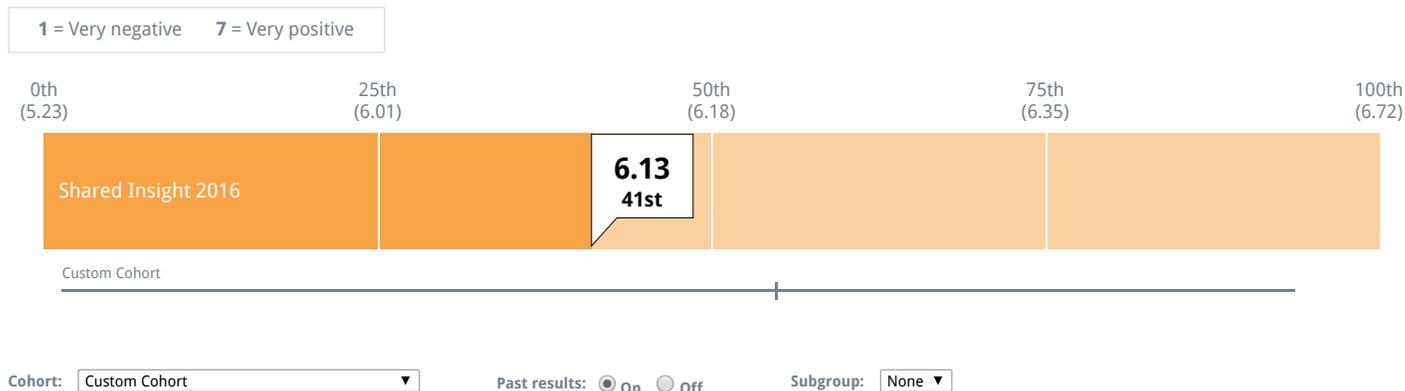
Funder-Grantee Relationships

Funder-Grantee Relationships Summary Measure

The quality of interactions and the clarity and consistency of communications together create the larger construct that CEP refers to as “relationships.” The relationships measure below is an average of grantee ratings on the following measures:

1. Fairness of treatment by the foundation
2. Comfort approaching the foundation if a problem arises
3. Responsiveness of foundation staff
4. Clarity of communication of the foundation’s goals and strategy
5. Consistency of information provided by different communications

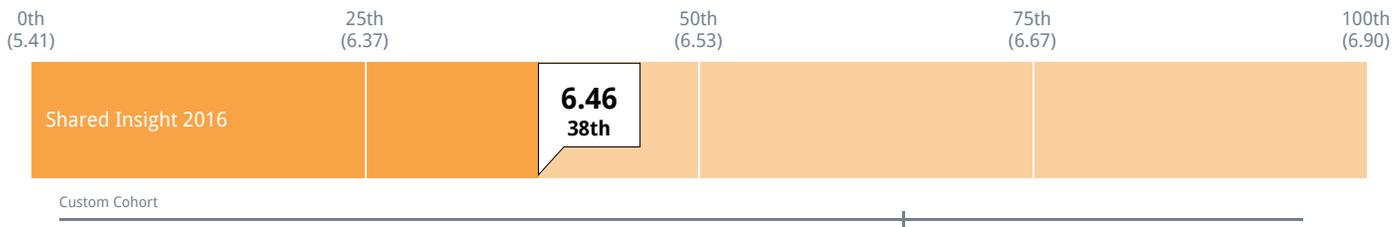
Funder-Grantee Relationships Summary Measure



Quality of Interactions

“Overall, how fairly did the Foundation treat you?”

1 = Not at all fairly 7 = Extremely fairly



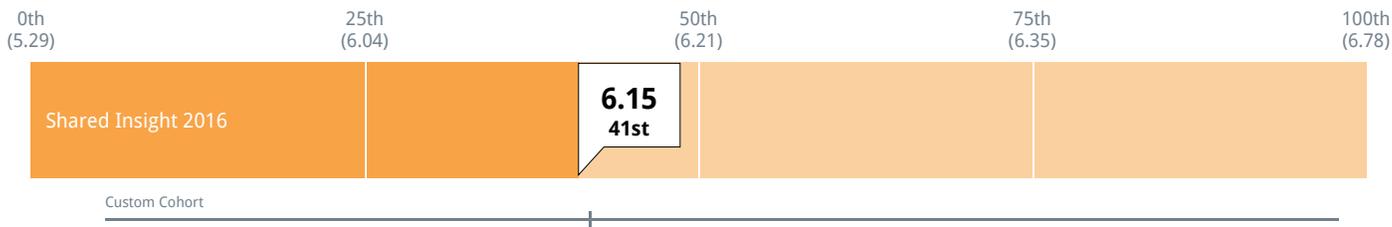
Cohort: Custom Cohort

Past results: On Off

Subgroup: None

“How comfortable do you feel approaching the Foundation if a problem arises?”

1 = Not at all comfortable 7 = Extremely comfortable



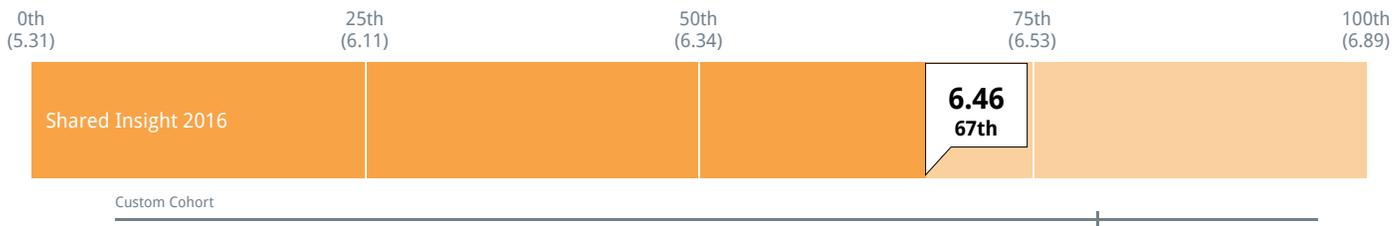
Cohort: Custom Cohort

Past results: On Off

Subgroup: None

“Overall, how responsive was the Foundation staff?”

1 = Not at all responsive 7 = Extremely responsive



Cohort: Custom Cohort

Past results: On Off

Subgroup: None

Interaction Patterns

"How often do/did you have contact with your program officer during this grant?"

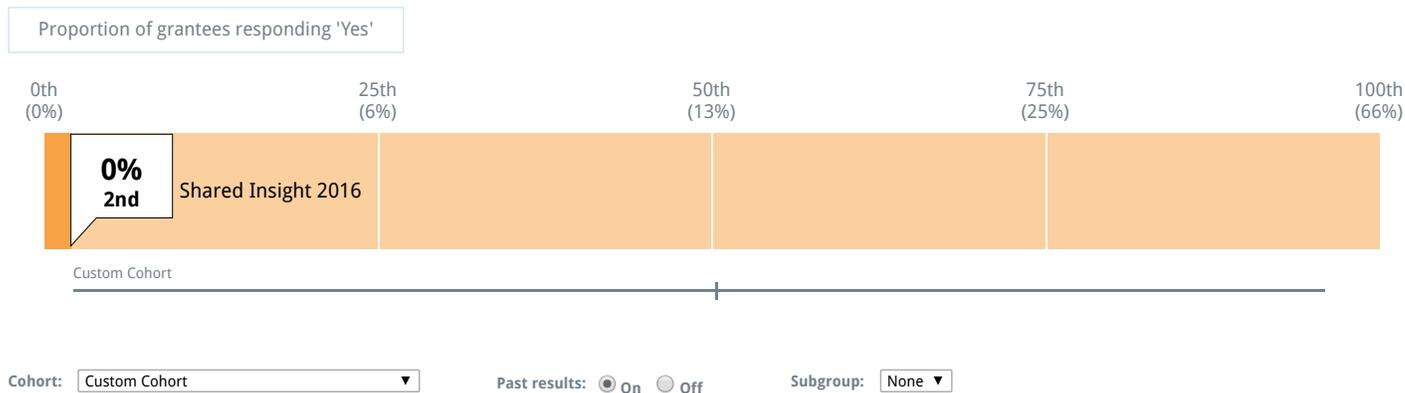
Frequency of Contact with Program Officer (Overall)	Shared Insight 2016	Average Funder	Custom Cohort
Weekly or more often	0%	3%	4%
A few times a month	0%	11%	18%
Monthly	38%	15%	23%
Once every few months	62%	52%	47%
Yearly or less often	0%	20%	7%

"Who most frequently initiated the contact you had with your program officer?"

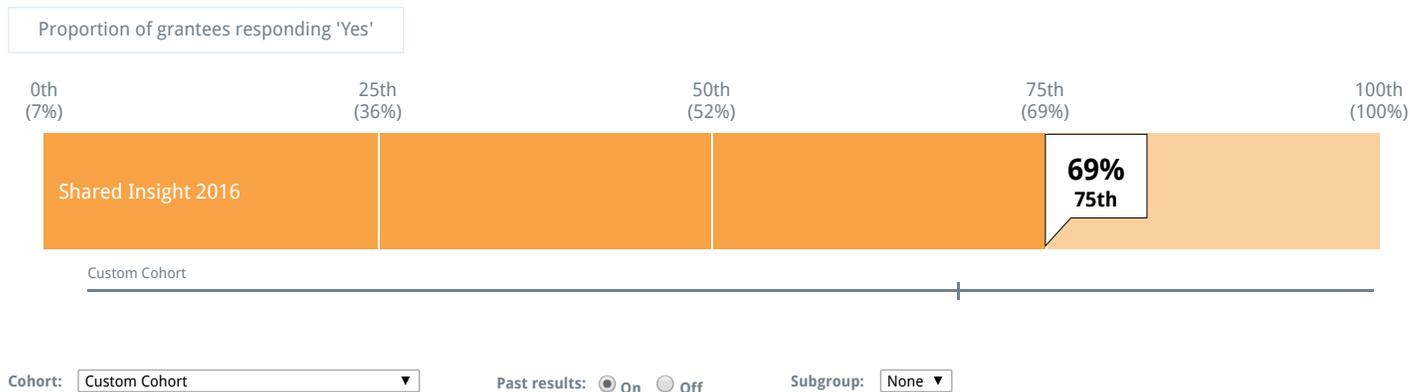
Initiation of Contact with Program Officer (Overall)	Shared Insight 2016	Average Funder	Custom Cohort
Program Officer	54%	15%	18%
Both of equal frequency	46%	49%	60%
Grantee	0%	36%	22%

Contact Change and Site Visits

"Has your main contact at the Foundation changed in the past six months?"



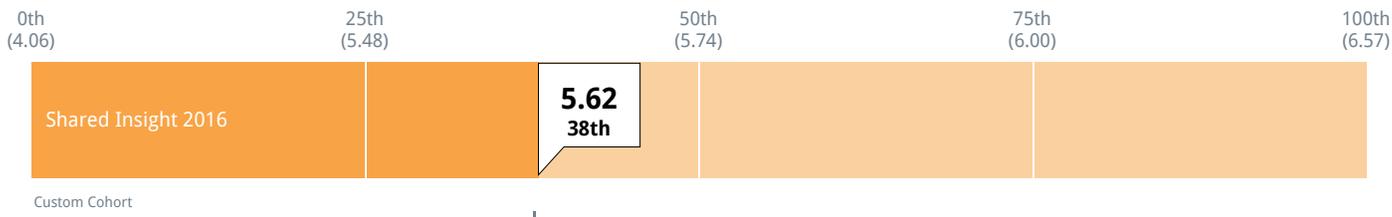
"Did the Foundation conduct a site visit during the course of this grant?"



Foundation Communication

“How clearly has the Foundation communicated its goals and strategy to you?”

1 = Not at all clearly 7 = Extremely clearly



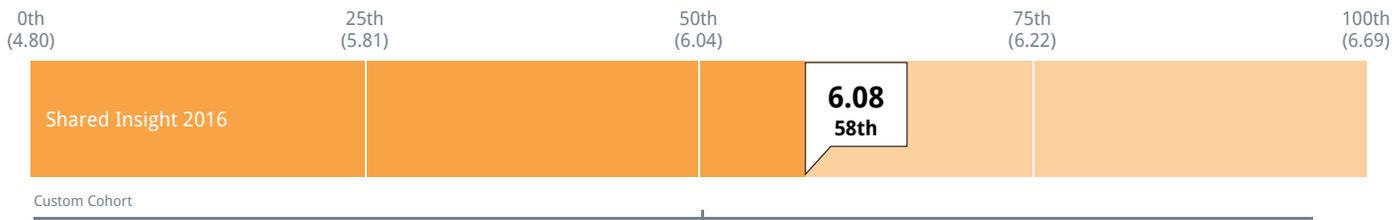
Cohort: Custom Cohort

Past results: On Off

Subgroup: None

“How consistent was the information provided by different communications resources, both personal and written, that you used to learn about the Foundation?”

1 = Not at all consistent 7 = Completely consistent



Cohort: Custom Cohort

Past results: On Off

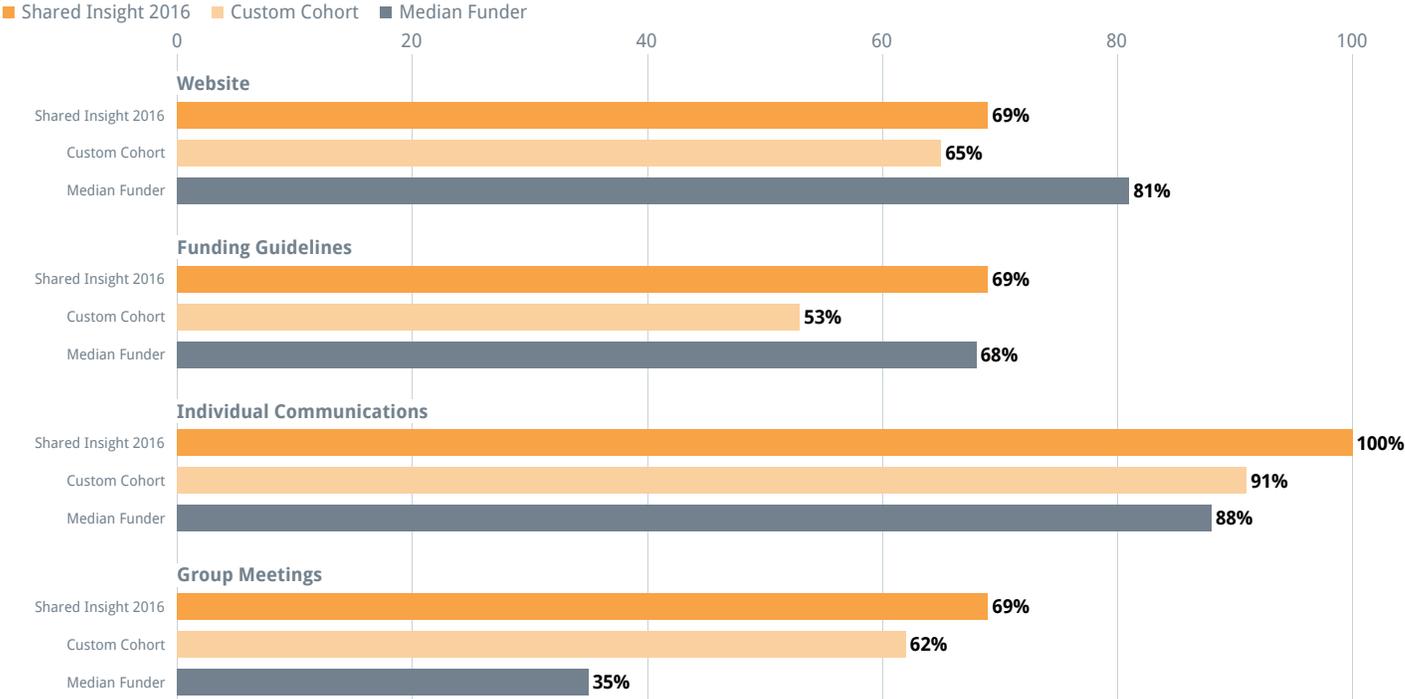
Subgroup: None

Communication Resources

Grantees were asked whether they used each of the following communications resources from Shared Insight and how helpful they found each resource. This chart shows the proportion of grantees who have used each resource.

"Please indicate whether you used any of the following resources, and if so how helpful you found each."

Usage of Communication Resources - Overall



The chart below shows the perceived helpfulness of each resource, where 1 = "Not at all helpful" and 7 = "Extremely helpful."

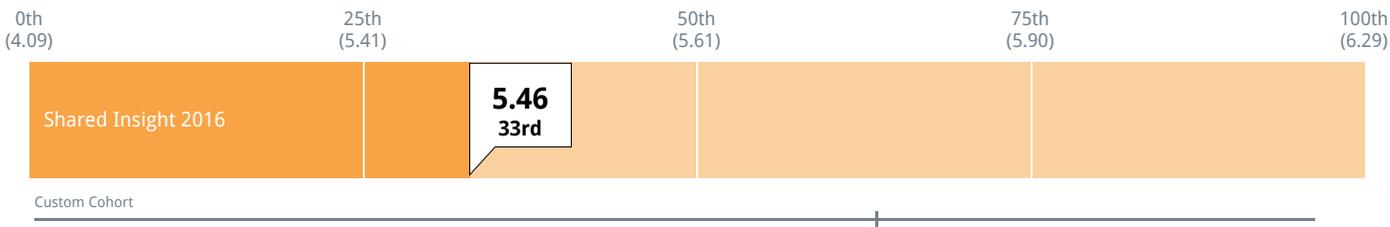
Helpfulness of Communication Resources - Overall



Funder Transparency

"Overall how transparent is the Foundation with your organization?"

1 = Not at all transparent 7 = Extremely transparent



Cohort:

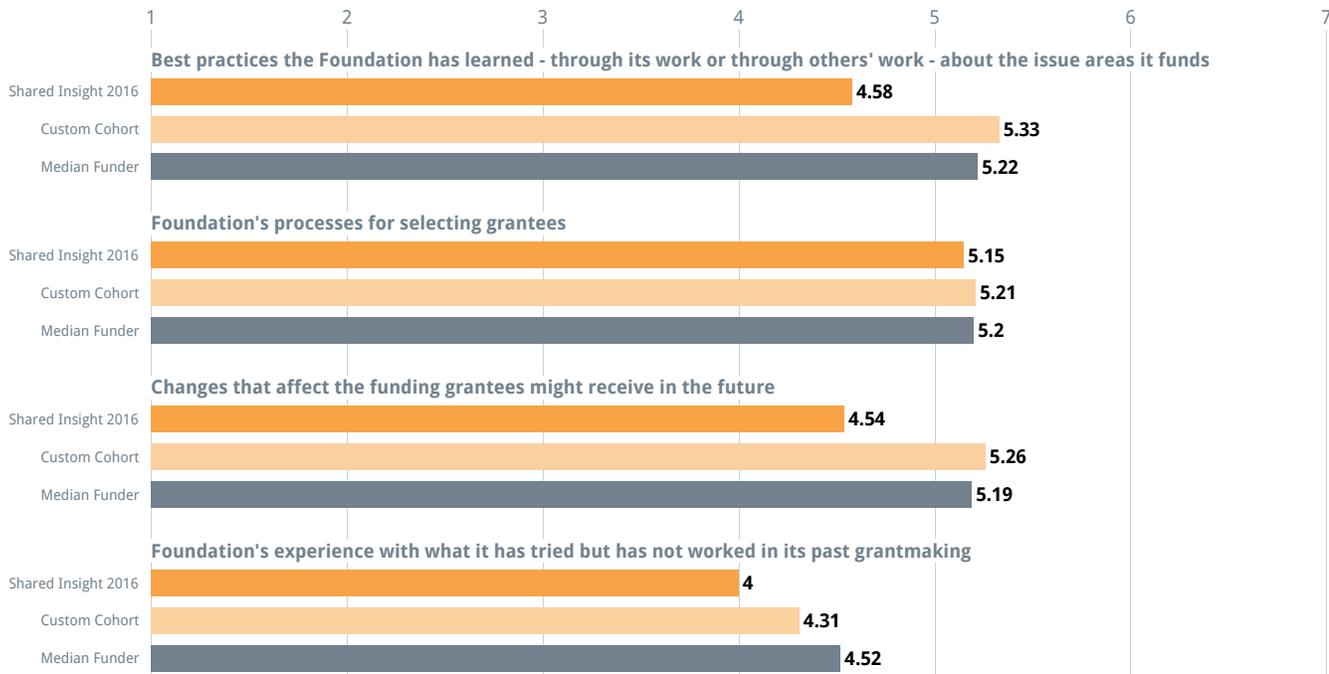
Past results: On Off

Subgroup:

Grantees were asked to rate how transparent Shared Insight is in the following areas, where 1 = "Not at all transparent" and 7 = "Extremely transparent."

Foundation Transparency - Overall

Shared Insight 2016 Custom Cohort Median Funder

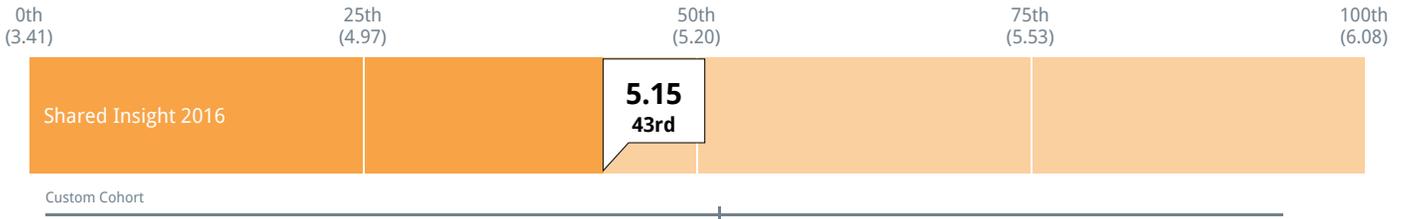


Aspects of Funder Transparency

The charts below show grantee ratings of Shared Insight's transparency in specific areas of its work.

The Foundation's processes for selecting grantees

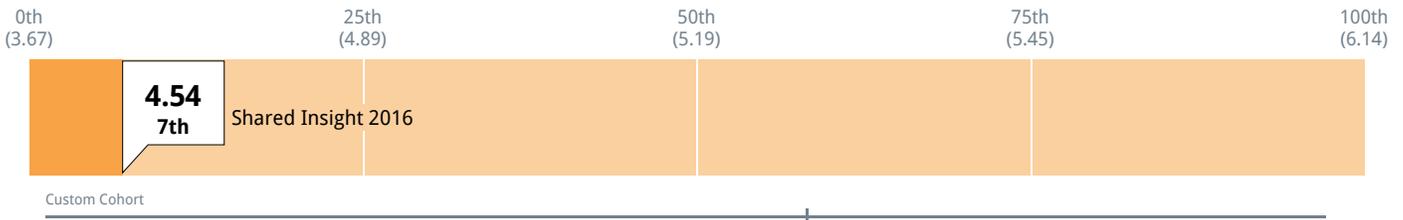
1 = Not at all transparent 7 = Extremely transparent



Cohort: Custom Cohort Past results: On Off Subgroup: None

Any changes that affect the funding your organization might receive in the future

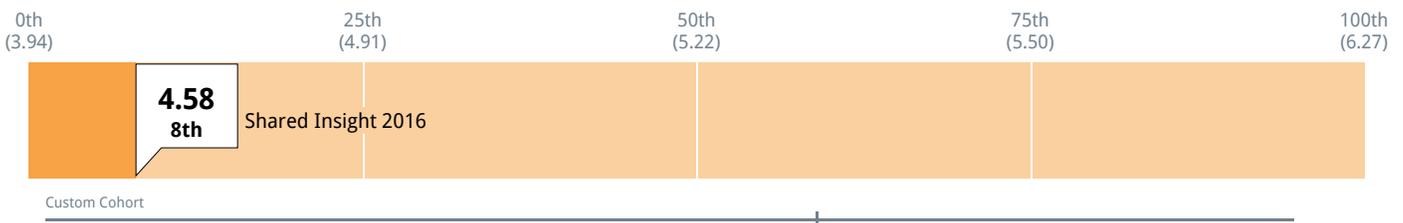
1 = Not at all transparent 7 = Extremely transparent



Cohort: Custom Cohort Past results: On Off Subgroup: None

Best practices the Foundation has learned - through its work or through others' work - about the issue areas it funds

1 = Not at all transparent 7 = Extremely transparent

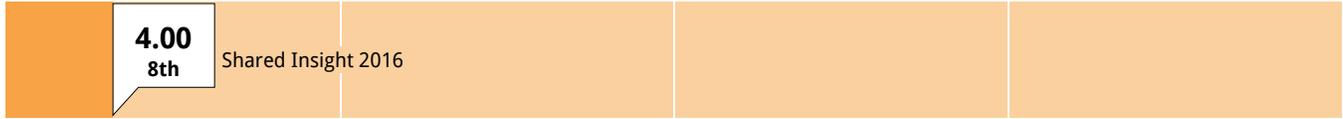


Cohort: Custom Cohort Past results: On Off Subgroup: None

The Foundation's experiences with what it has tried but has not worked in its past grantmaking

1 = Not at all transparent 7 = Extremely transparent

0th (3.30) 25th (4.23) 50th (4.52) 75th (4.80) 100th (5.58)



Custom Cohort

Cohort: Custom Cohort ▼

Past results: On Off

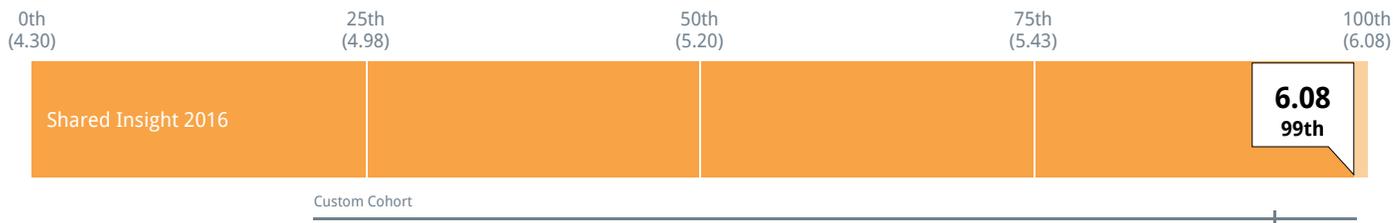
Subgroup: None ▼

Openness

The following question was recently added to the grantee survey and depicts comparative data from fewer than one-third of funders in the dataset.

"To what extent is the Foundation open to ideas from grantees about its strategy?"

1 = Not at all 7 = To a great extent



Cohort: Custom Cohort ▼

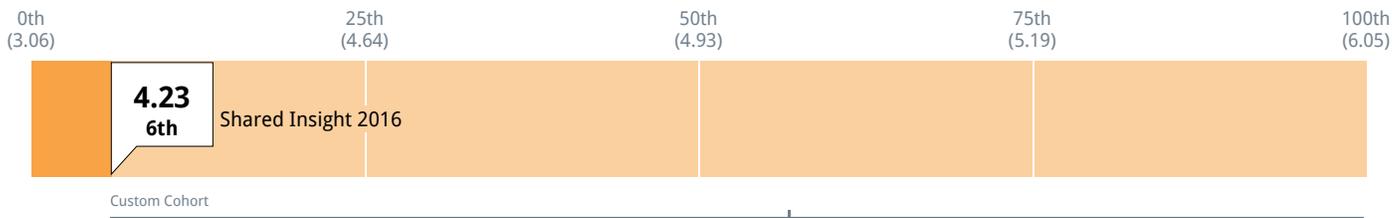
Past results: On Off

Subgroup: None ▼

Grant Processes

"How helpful was participating in the Foundation's selection process in strengthening the organization/program funded by the grant?"

1 = Not at all helpful 7 = Extremely helpful



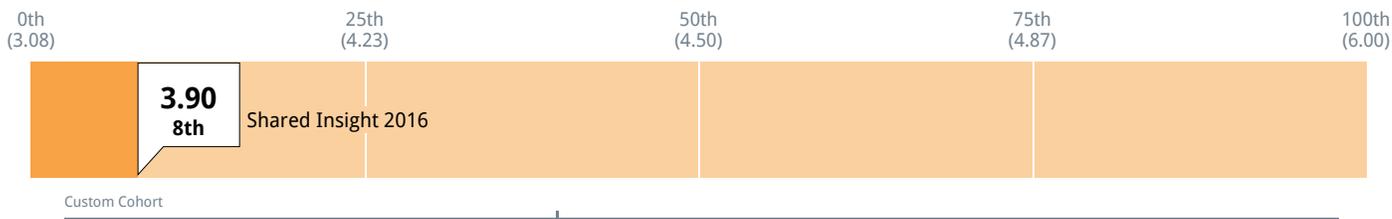
Cohort: Custom Cohort

Past results: On Off

Subgroup: None

"How helpful was participating in the Foundation's reporting/evaluation process in strengthening the organization/program funded by the grant?"

1 = Not at all helpful 7 = Extremely helpful



Cohort: Custom Cohort

Past results: On Off

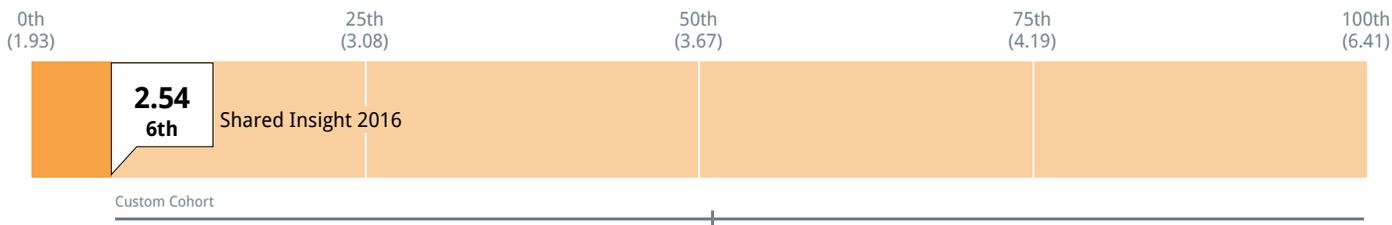
Subgroup: None

Selection Process

Did you submit a proposal for this grant? (Overall)	Shared Insight 2016	Average Funder	Custom Cohort
Submitted a Proposal	100%	94%	95%
Did Not Submit a Proposal	0%	6%	5%

“How involved was the Foundation staff in the development of your proposal?”

1 = No involvement 7 = Substantial involvement



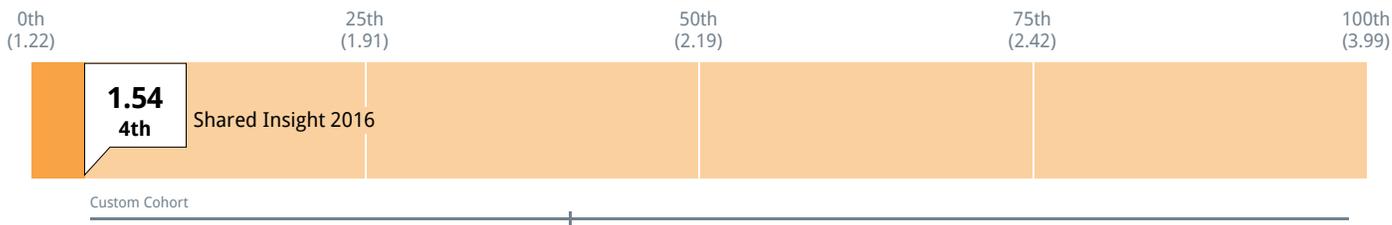
Cohort:

Past results: On Off

Subgroup:

“As you developed your grant proposal, how much pressure did you feel to modify your organization’s priorities in order to create a grant proposal that was likely to receive funding?”

1 = No pressure 7 = Significant pressure



Cohort:

Past results: On Off

Subgroup:

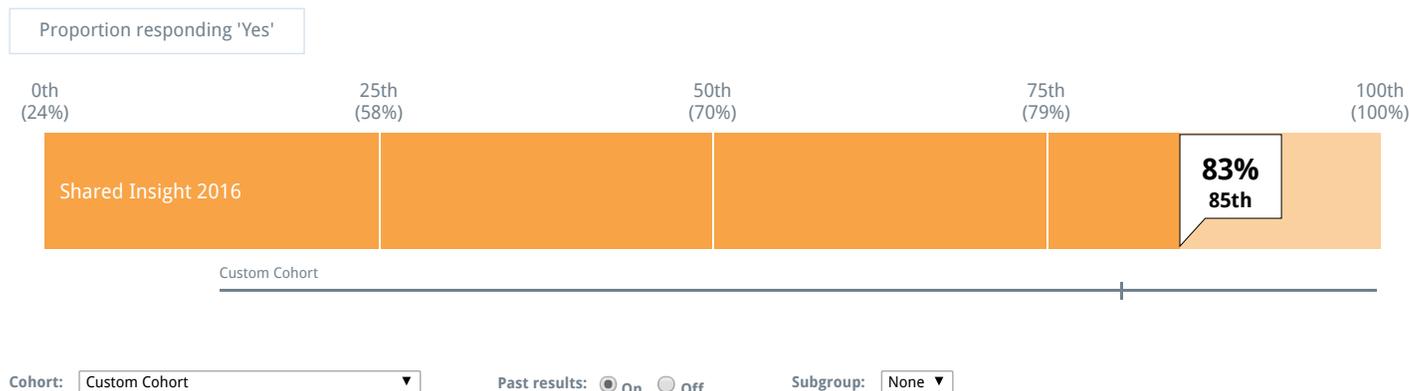
Time Between Submission and Clear Commitment

“How much time elapsed from the submission of the grant proposal to clear commitment of funding?”

Time Elapsed from Submission of Proposal to Clear Commitment of Funding (Overall)	Shared Insight 2016	Average Funder	Custom Cohort
Less than 1 month	0%	6%	8%
1 - 3 months	75%	55%	57%
4 - 6 months	25%	30%	26%
7 - 9 months	0%	5%	4%
10 - 12 months	0%	2%	2%
More than 12 months	0%	2%	3%

Reporting and Evaluation Process

“At any point during the application or the grant period, did the Foundation and your organization exchange ideas regarding how your organization would assess the results of the work funded by this grant?”

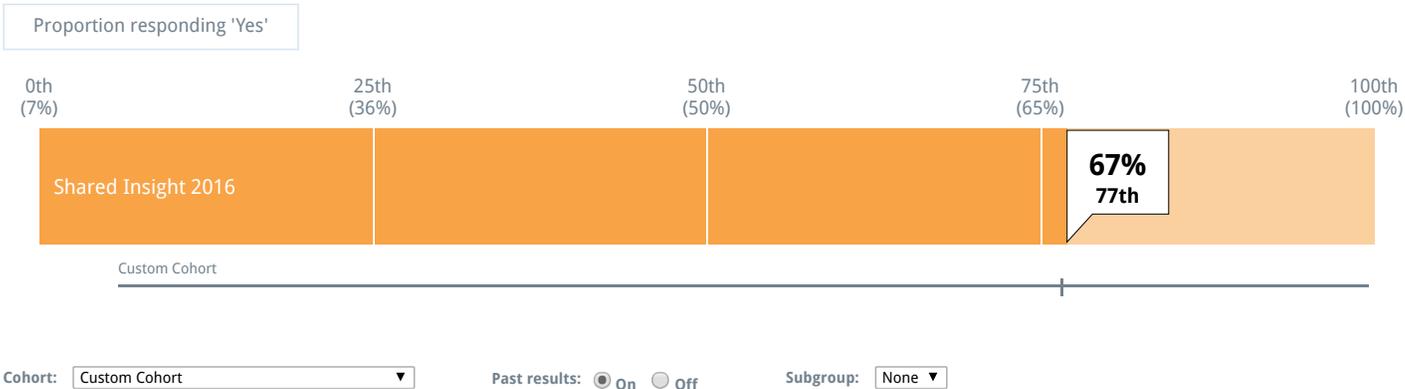


Participation in Reporting and/or Evaluation Processes (Overall)	Shared Insight 2016	Average Funder	Custom Cohort
Participated in a reporting and/or evaluation process	77%	57%	66%
There will be a report/evaluation but it has not occurred yet	23%	35%	31%
There was/will be no report/evaluation	0%	4%	1%
Don't know	0%	3%	1%

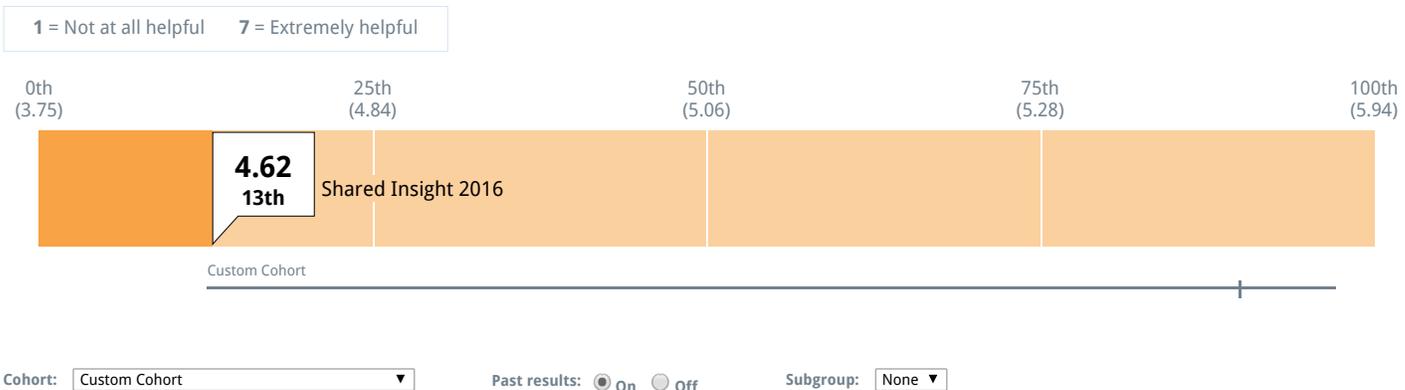
The following question was recently added to the grantee survey and depicts comparative data from fewer than one-third of funders in the dataset.

Was an external evaluator involved in your reporting/evaluation process? (Overall)	Shared Insight 2016	Average Funder
Yes, chosen by the Foundation	90%	19%
Yes, chosen by our organization	10%	11%
No	0%	71%

"After submission of your report/evaluation, did the Foundation or the evaluator discuss it with you?"



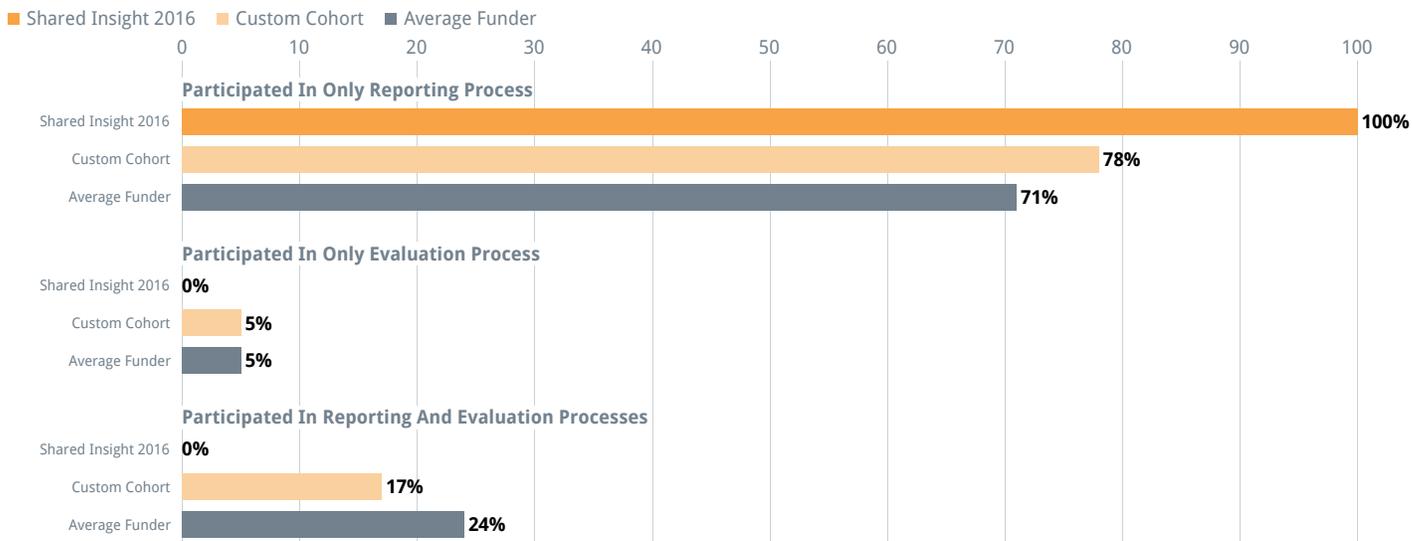
"How helpful has the Foundation been to your organization's ability to assess progress towards your organization's goals?"



Reporting and Evaluation Process Activities

"Which reporting/evaluation process activities were a part of your process?"

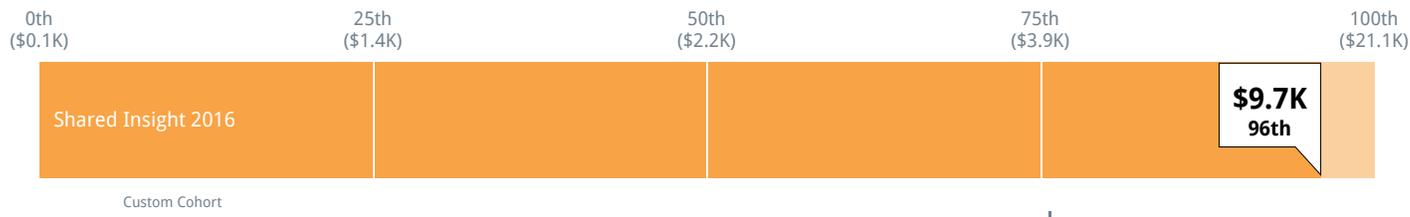
Reporting and Evaluation Process Activities



Dollar Return and Time Spent on Processes

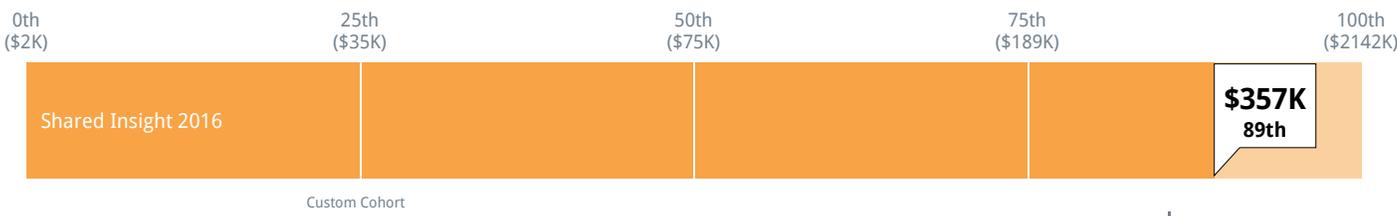
Dollar Return: Median grant dollars awarded per process hour required

Includes total grant dollars awarded and total time necessary to fulfill the requirements over the lifetime of the grant



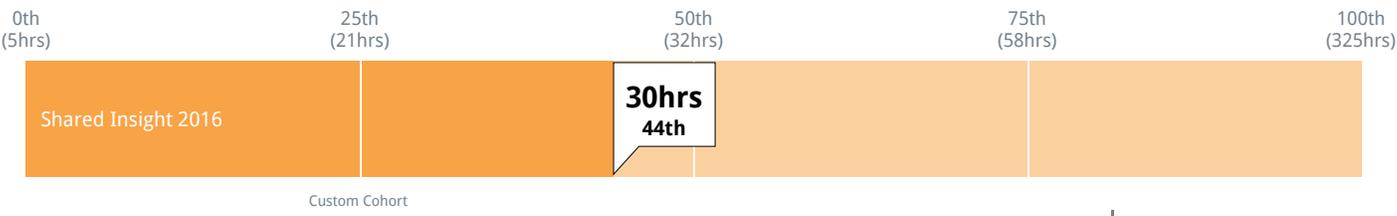
Cohort: Custom Cohort Past results: On Off Subgroup: None

Median Grant Size



Cohort: Custom Cohort Past results: On Off Subgroup: None

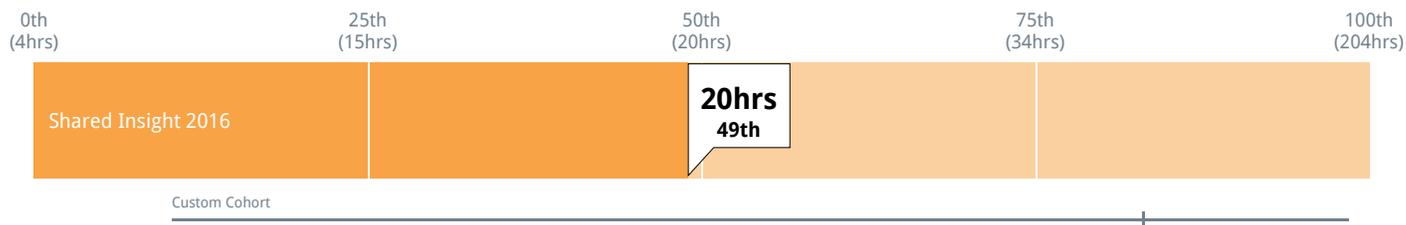
Median hours spent by grantees on funder requirements over grant lifetime



Cohort: Custom Cohort Past results: On Off Subgroup: None

Time Spent on Selection Process

Median Hours Spent on Proposal and Selection Process



Cohort:

Past results: On Off

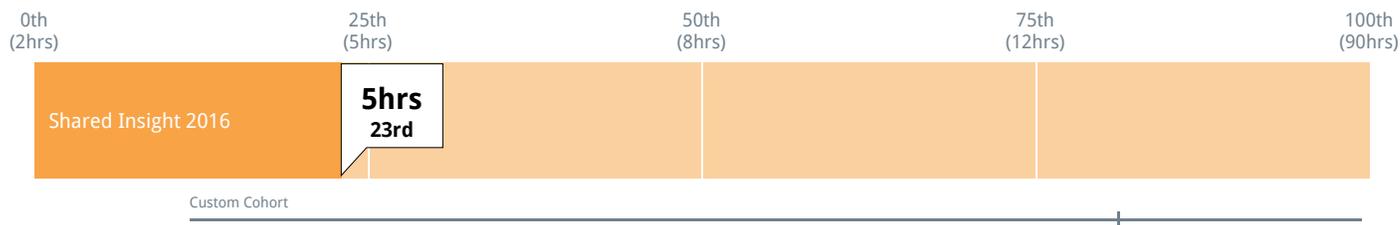
Subgroup:

Time Spent On Proposal And Selection Process (Overall)

	Shared Insight 2016	Average Funder	Custom Cohort
1 to 9 hours	0%	20%	9%
10 to 19 hours	18%	21%	16%
20 to 29 hours	45%	17%	18%
30 to 39 hours	0%	8%	8%
40 to 49 hours	9%	12%	11%
50 to 99 hours	27%	11%	15%
100 to 199 hours	0%	6%	12%
200+ hours	0%	4%	11%

Time Spent on Reporting and Evaluation Process

Median Hours Spent on Monitoring, Reporting and Evaluation Process Per Year



Cohort:

Past results: On Off

Subgroup:

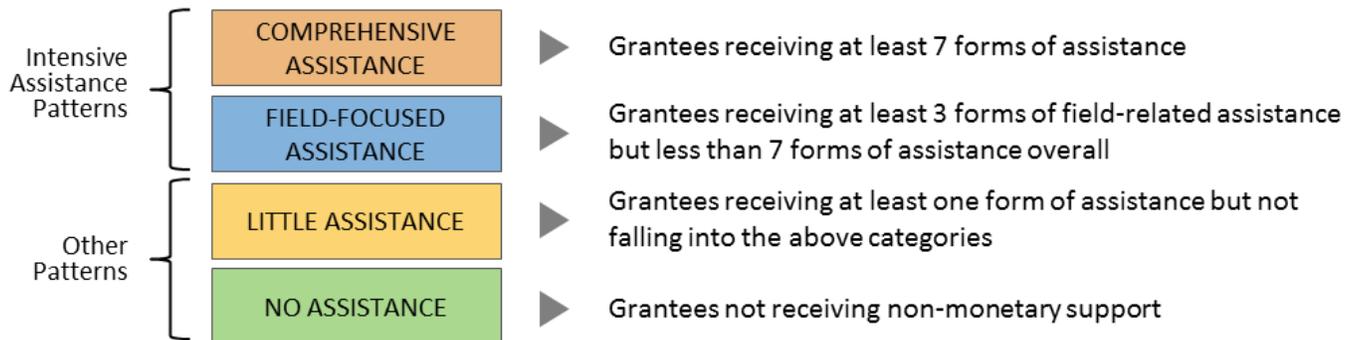
Time Spent On Monitoring, Reporting, And Evaluation Process (Annualized) (Overall)	Shared Insight 2016	Average Funder	Custom Cohort
1 to 9 hours	83%	53%	48%
10 to 19 hours	8%	20%	15%
20 to 29 hours	8%	10%	11%
30 to 39 hours	0%	4%	4%
40 to 49 hours	0%	4%	4%
50 to 99 hours	0%	5%	11%
100+ hours	0%	4%	7%

Non-Monetary Assistance

Grantees were asked to indicate whether they had received any of the following fourteen types of assistance provided directly or paid for by the Foundation.

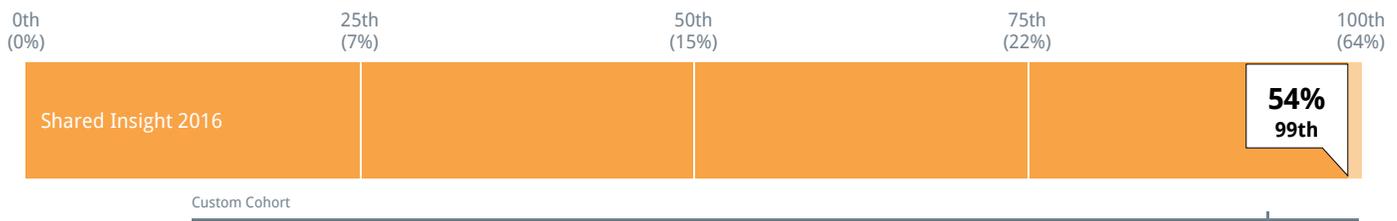
Management Assistance	Field-Related Assistance	Other Assistance
General management advice	Encouraged/facilitated collaboration	Board development/governance assistance
Strategic planning advice	Insight and advice on your field	Information technology assistance
Financial planning/accounting	Introductions to leaders in field	Communications/marketing/publicity assistance
Development of performance measures	Provided research or best practices	Use of Foundation facilities
	Provided seminars/forums/convenings	Staff/management training

Based on their responses, CEP categorized grantees by the pattern of assistance they received. CEP's analysis shows that providing three or fewer assistance activities is often ineffective; it is only when grantees receive one of the two intensive patterns of assistance described below that they have a substantially more positive experience compared to grantees receiving no assistance.



Non-Monetary Assistance Patterns (Overall)	Shared Insight 2016	Average Funder	Custom Cohort
Comprehensive	0%	6%	13%
Field-focused	54%	10%	20%
Little	31%	38%	44%
None	15%	45%	23%

Proportion of grantees that received field-focused or comprehensive assistance



Cohort:

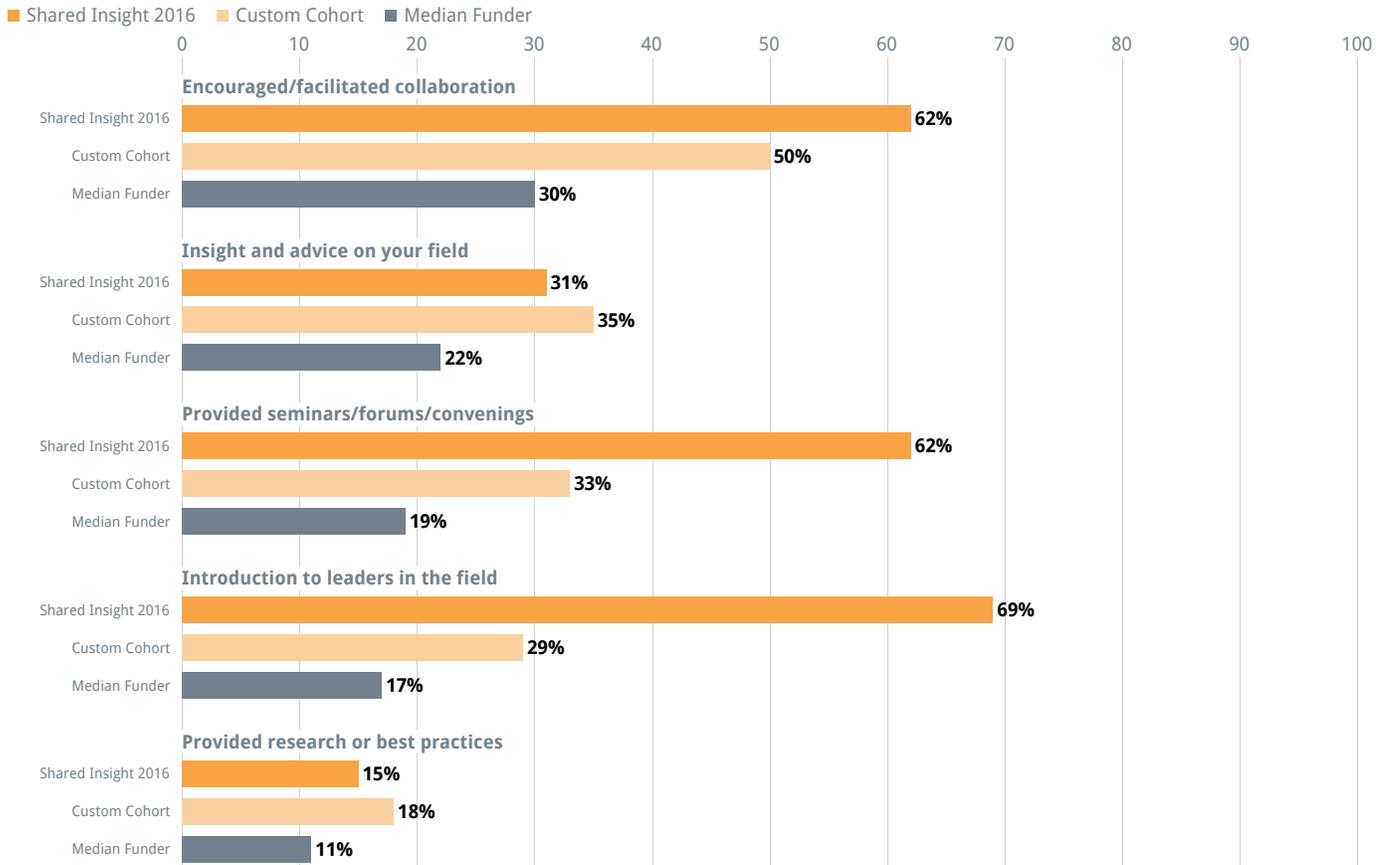
Past results: On Off

Subgroup:

Field-Related Assistance Activities

"Please indicate all types of non-monetary assistance, if any, you received (from staff or a third party paid for by the Foundation) associated with this funding."

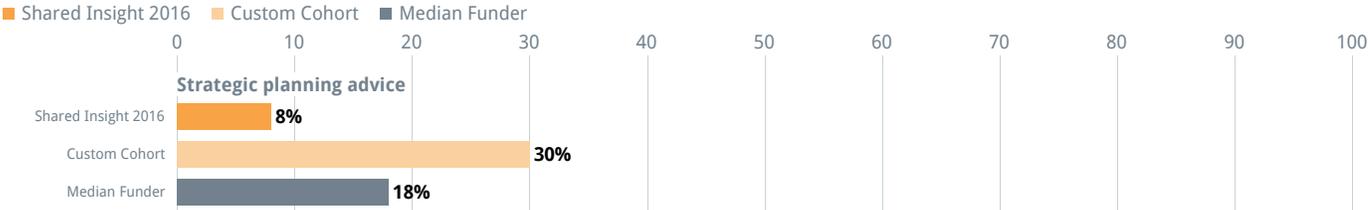
Percentage of Grantees that Received Field-Related Assistance



Management Assistance Activities

"Please indicate all types of non-monetary assistance, if any, you received (from staff or a third party paid for by the Foundation) associated with this funding."

Percentage of Grantees that Received Management Assistance

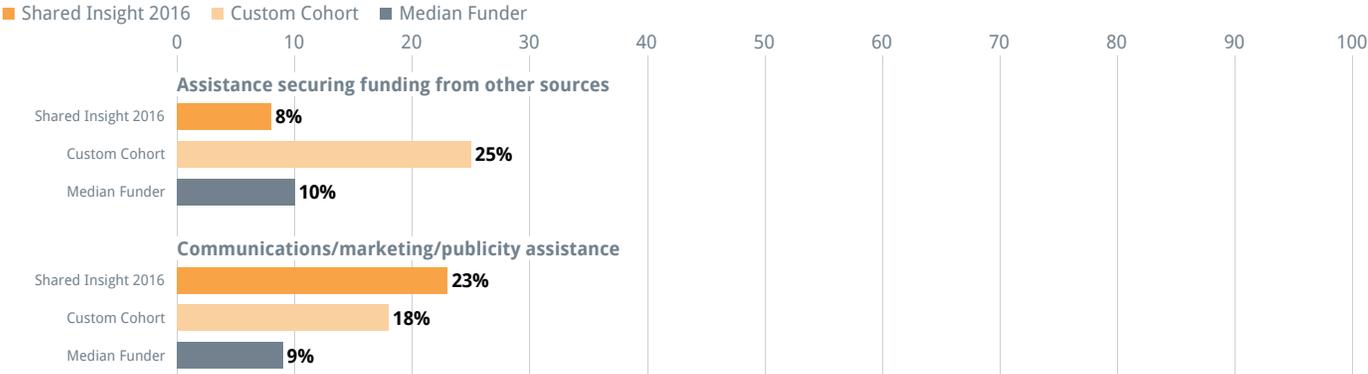


The following types of management assistance are excluded from the chart because no Fund for Shared Insight grantees reported receiving them: General management advice, Financial planning/accounting, and Development of performance measures.

Other Assistance Activities

"Please indicate all types of non-monetary assistance, if any, you received (from staff or a third party paid for by the Foundation) associated with this funding."

Percentage of Grantees that Received Other Assistance

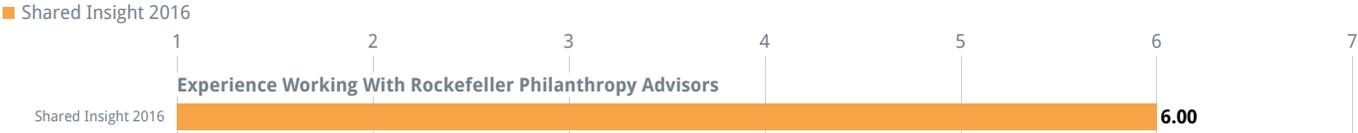


The following types of other assistance are excluded from the chart because no Fund for Shared Insight grantees reported receiving them: Board development/governance assistance, information technology assistance, Use of Shared Insight's facilities, and Staff/management training.

Fund for Shared Insight Customized Questions

"How would you rate your experience working with Rockefeller Philanthropy Advisors (RPA) as a part of your Shared Insight grant?"

1 = Not at all positive 7 = Extremely positive



"How would you rate your experience working with ORS Impact as a part of your Shared Insight grant?"

1 = Not at all positive 7 = Extremely positive



"Think of another nonprofit organization whose work aligns with the interests of the Fund for Shared Insight. How likely would you be to promote Shared Insight as a highly effective philanthropic partner to this organization?"

1 = Not at all likely 10 = Extremely likely



Contextual Data

Grantmaking Characteristics

Length of Grant Awarded (Overall)	Shared Insight 2016	Median Funder	Custom Cohort
Average grant length	2.0 years	2.2 years	2.6 years

Length of Grant Awarded (Overall)	Shared Insight 2016	Average Funder	Custom Cohort
1 year	31%	47%	38%
2 years	46%	23%	20%
3 years	23%	18%	22%
4 years	0%	4%	8%
5 or more years	0%	8%	11%

Type of Grant Awarded (Overall)	Shared Insight 2016	Average Funder	Custom Cohort
Program / Project Support	77%	64%	64%
General Operating / Core Support	23%	20%	25%
Capital Support: Building / Renovation / Endowment Support / Other	0%	7%	5%
Technical Assistance / Capacity Building	0%	4%	3%
Scholarship / Fellowship	0%	2%	1%
Event / Sponsorship Funding	0%	2%	1%

Grant Size

Grant Amount Awarded (Overall)	Shared Insight 2016	Median Funder	Custom Cohort
Median grant size	\$357K	\$75K	\$300K

Grant Amount Awarded (Overall)	Shared Insight 2016	Average Funder	Custom Cohort
Less than \$10K	0%	10%	2%
\$10K - \$24K	0%	14%	7%
\$25K - \$49K	0%	13%	11%
\$50K - \$99K	0%	16%	7%
\$100K - \$149K	15%	9%	8%
\$150K - \$299K	23%	15%	11%
\$300K - \$499K	15%	8%	14%
\$500K - \$999K	46%	7%	15%
\$1MM and above	0%	8%	24%

Median Percent of Budget Funded by Grant (Annualized) (Overall)	Shared Insight 2016	Median Funder	Custom Cohort
Size of grant relative to size of grantee budget	2%	4%	5%

Grantee Characteristics

Operating Budget of Grantee Organization (Overall)	Shared Insight 2016	Median Funder	Custom Cohort
Median Budget	\$7.0M	\$1.4M	\$2.5M

Operating Budget of Grantee Organization (Overall)	Shared Insight 2016	Average Funder	Custom Cohort
<\$100K	0%	9%	2%
\$100K - \$499K	8%	20%	15%
\$500K - \$999K	0%	13%	10%
\$1MM - \$4.9MM	38%	29%	32%
\$5MM - \$24MM	23%	17%	25%
>=\$25MM	31%	11%	16%

Funding Relationship

Pattern of Grantees' Funding Relationship with the Foundation (Overall)	Shared Insight 2016	Average Funder	Custom Cohort
First grant received from the Foundation	77%	30%	38%
Consistent funding in the past	23%	52%	54%
Inconsistent funding in the past	0%	19%	8%

Funding Status and Grantees Previously Declined Funding (Overall)	Shared Insight 2016	Median Funder	Custom Cohort
Percent of grantees currently receiving funding from the Foundation	85%	80%	89%
Percent of grantees previously declined funding by the Foundation	8%	32%	17%

Funder Characteristics

Financial Information (Overall)	Shared Insight 2016	Median Funder	Custom Cohort
Total assets	N/A	\$225.5M	\$48.7M
Total giving	\$5.3M	\$14.1M	\$8.7M

Funder Staffing (Overall)	Shared Insight 2016	Median Funder	Custom Cohort
Total staff (FTEs)	2	14	4
Percent of staff (FTEs) actively managing grantee relationships	57%	41%	57%
Percent of staff who are program staff	43%	40%	43%

Grantmaking Processes (Overall)	Median Funder	Custom Cohort
Proportion of grants that are proactive	40%	83%
Proportion of grantmaking dollars that are proactive	50%	83%

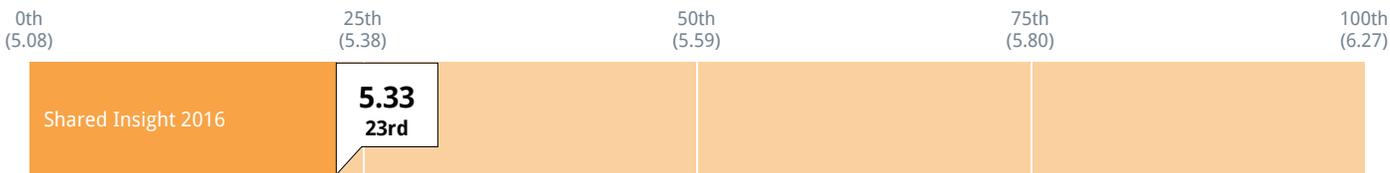
Additional Measures

In the following questions, we use the term "beneficiaries" to refer to those your organization seeks to serve through the services and/or programs it provides. Beneficiaries are often called end users, clients, or participants.

The following questions were recently added to the grantee survey and depict comparative data from fewer than one-third of funders in the dataset.

"How well does the Foundation understand your intended beneficiaries' needs?"

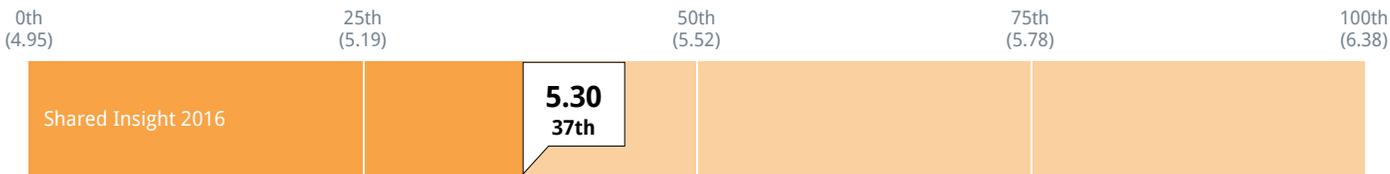
1 = Limited understanding 7 = Thorough understanding



Cohort: Past results: On Off Subgroup:

"To what extent do the Foundation's funding priorities reflect a deep understanding of your intended beneficiaries' needs?"

1 = Not at all 7 = To a great extent



Cohort: Past results: On Off Subgroup:

Additional Survey Information

On many questions in the grantee survey, grantees are allowed to select “don’t know” or “not applicable” if they are not able to provide an alternative answer. In addition, some questions in the survey are only displayed to a select group of grantees for which that question is relevant based on a previous response.

As a result, there are some measures where only a subset of responses is included in the reported results. The table below shows the number of responses included on each of these measures. The total number of respondents to Shared Insight’s grantee survey was 13.

Core Question Text	Count of Responses
Overall, how would you rate the Foundation's impact on your field?	11
How well does the Foundation understand the field in which you work?	12
To what extent has the Foundation advanced the state of knowledge in your field?	10
To what extent has the Foundation affected public policy in your field?	7
Overall, how would you rate the Foundation's impact on your local community?	5
How well does the Foundation understand the local community in which you work?	5
How well does the Foundation understand the social, cultural, or socioeconomic factors that affect your work?	12
How much, if at all, did the Foundation improve your ability to sustain the work funded by this grant in the future?	10
How well does the Foundation understand your organization's strategy and goals?	13
Which of the following statements best describes the primary effect the receipt of this grant had on your organization's programs or operations?	12
How consistent was the information provided by different communication resources, both personal and written, that you used to learn about the Foundation?	12
Who most frequently initiated the contact you had with your program officer during this grant?	13
Did the Foundation conduct a site visit during the selection process or during the course of this grant?	13
Has your main contact at the Foundation changed in the past six months?	13
Did you submit [a proposal] to the Foundation for this grant?	13
As you developed your grant proposal, how much pressure did you feel to modify your organization's priorities in order to create a grant proposal that was likely to receive funding?	13
How involved was Foundation staff in the development of your grant proposal?	13
How much time elapsed from the submission of the grant proposal to clear commitment of funding?	12
Was there or will there be a reporting/evaluation process?	13
Was an external evaluator involved in your reporting/evaluation process?	10
After submission of your report/evaluation, did the Foundation or the evaluator discuss it with you?	9
At any point during the application or the grant period, did the Foundation and your organization exchange ideas regarding how your organization would assess the results of the work funded by this grant?	12
Have you ever been declined funding from the Foundation?	12
Are you currently receiving funding from the Foundation?	13
Which of the following best describes the pattern of your organization's funding relationship with the Foundation?	13

About CEP and Contact Information

Mission:

To provide data and create insight so philanthropic funders can better define, assess, and improve their effectiveness – and, as a result, their intended impact.

Vision:

We seek a world in which pressing social needs are more effectively addressed.

We believe improved performance of philanthropic funders can have a profoundly positive impact on nonprofit organizations and the people and communities they serve.

Although our work is about measuring results, providing useful data, and improving performance, our ultimate goal is improving lives. We believe this can only be achieved through a powerful combination of dispassionate analysis and passionate commitment to creating a better society.

About the GPR

Since 2003, the Grantee Perception Report® (GPR) has provided funders with comparative, candid feedback based on grantee perceptions. The GPR is the only grantee survey process that provides comparative data, and is based on extensive research and analysis. Hundreds of funders of all types and sizes have commissioned the GPR, and tens of thousands of grantees have provided their perspectives to help funders improve their work. CEP has surveyed grantees in more than 150 countries and in 8 different languages.

The GPR's quantitative and qualitative data helps foundation leaders evaluate and understand their grantees' perceptions of their effectiveness, and how that compares to their philanthropic peers.

Contact Information

Amber Bradley, Director - Assessment & Advisory Services
(415) 391-3070 ext. 251
amberb@effectivephilanthropy.org



THE CENTER FOR
EFFECTIVE PHILANTHROPY

675 Massachusetts Avenue
7th Floor
Cambridge, MA 02139
Tel: (617) 492-0800
Fax: (617) 492-0888

131 Steuart Street
Suite 501
San Francisco, CA 94105
Tel: (415) 391-3070
Fax: (415) 956-9916

www.effectivephilanthropy.org