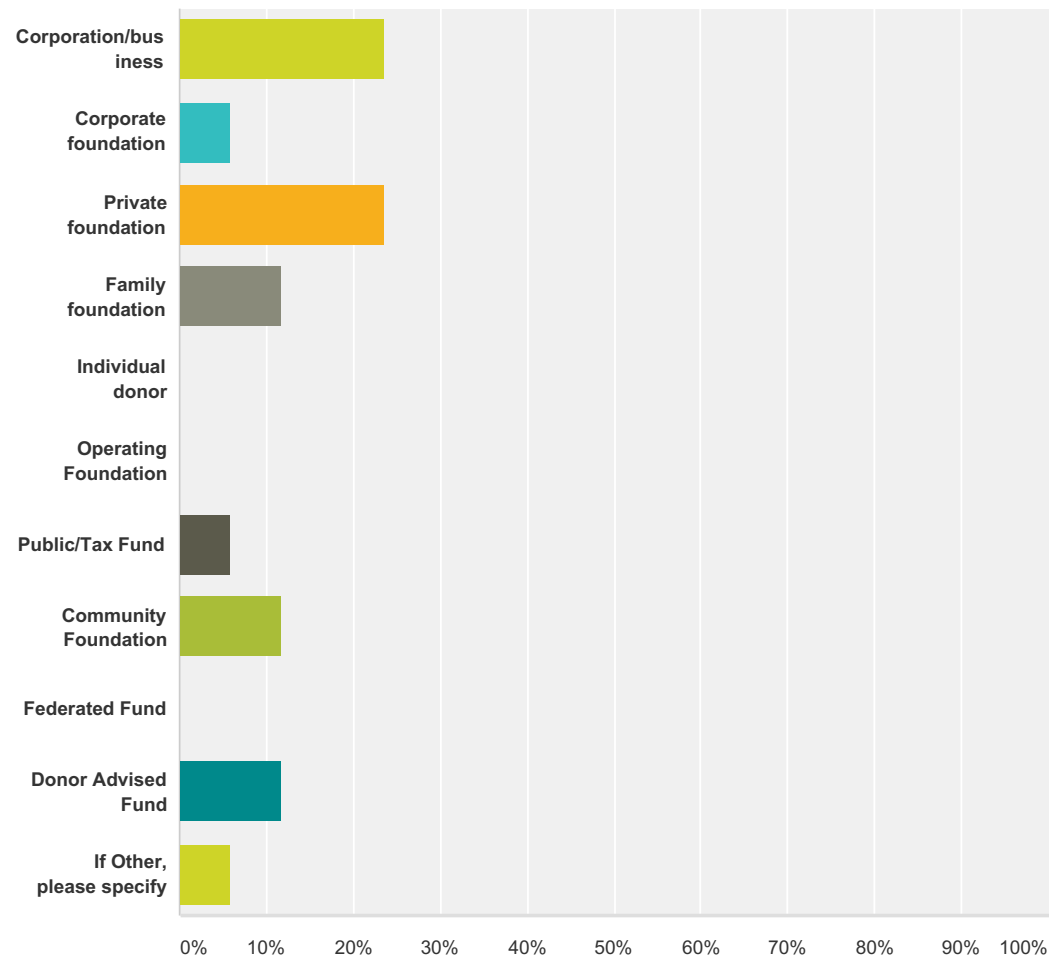


### Q1 Which of the following categories describes the type of grantmaker you are?

Answered: 17 Skipped: 1



Answer Choices	Responses
Corporation/business	23.53% 4
Corporate foundation	5.88% 1
Private foundation	23.53% 4
Family foundation	11.76% 2
Individual donor	0.00% 0
Operating Foundation	0.00% 0
Public/Tax Fund	5.88% 1
Community Foundation	11.76% 2
Federated Fund	0.00% 0
Donor Advised Fund	11.76% 2

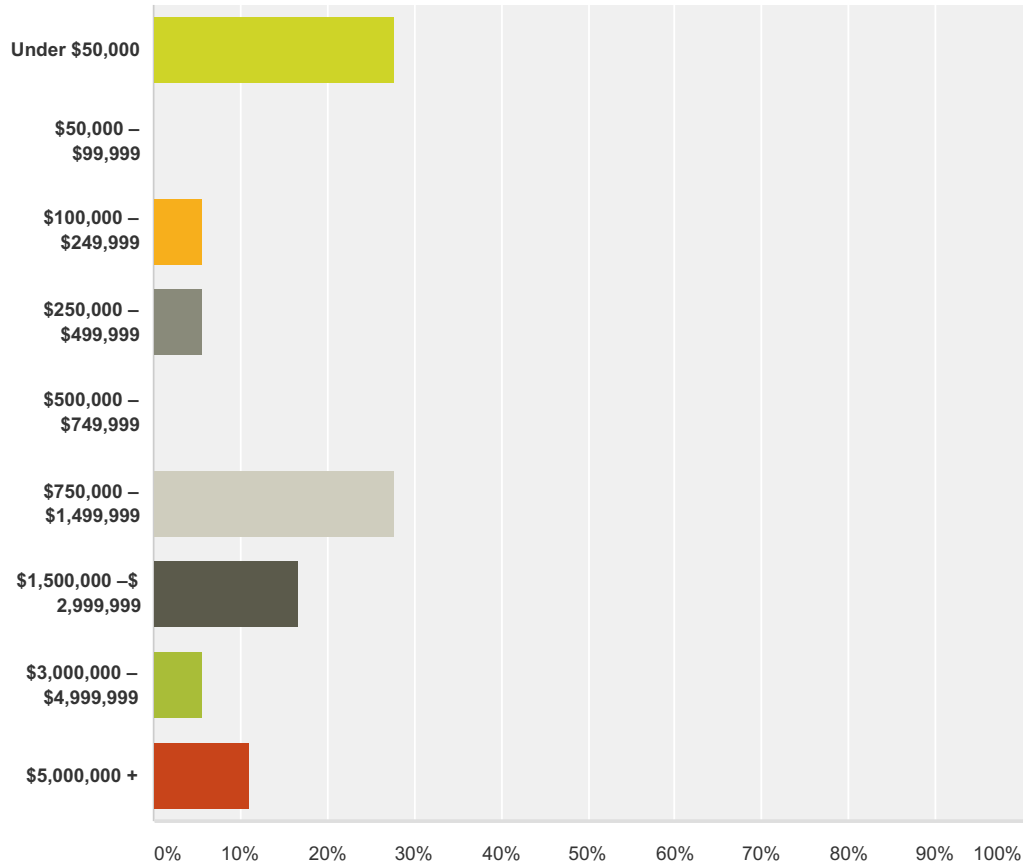
## 2016 Philanthropic Landscape Corporation/Foundation Survey

If Other, please specify	5.88%	1
<b>Total</b>		<b>17</b>

#	If Other, please specify	Date
1	The bank serves as Trustee of the foundation	7/21/2016 3:23 PM

### Q2 What was your total giving in the St. Louis region in 2015?

Answered: 18 Skipped: 0



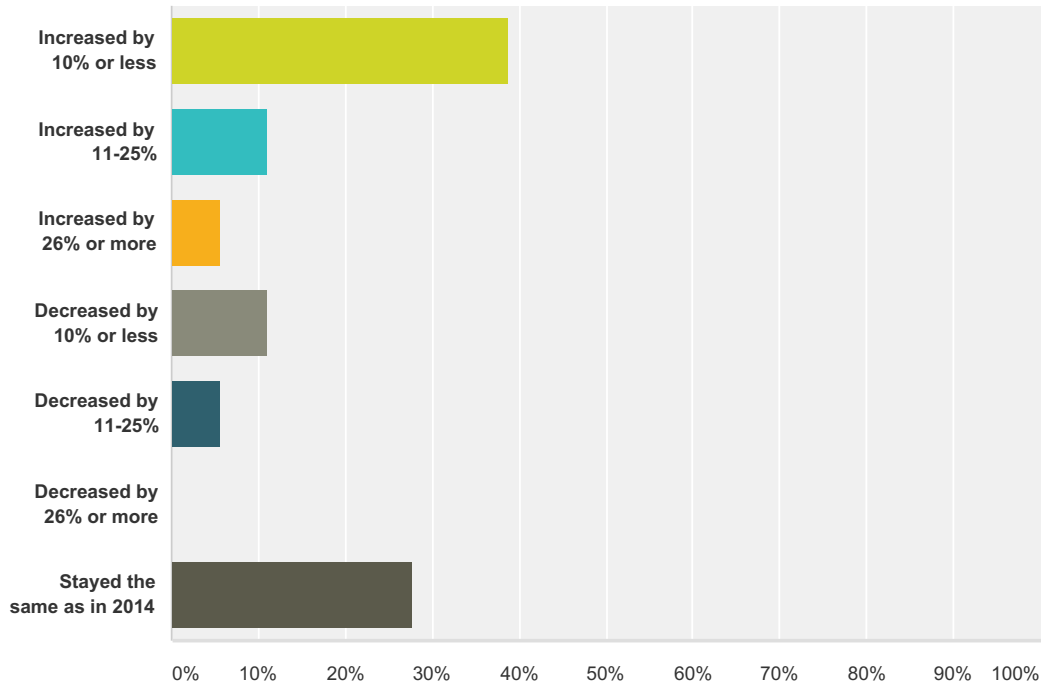
Answer Choices	Responses	
Under \$50,000	27.78%	5
\$50,000 – \$99,999	0.00%	0
\$100,000 – \$249,999	5.56%	1
\$250,000 – \$499,999	5.56%	1
\$500,000 – \$749,999	0.00%	0
\$750,000 – \$1,499,999	27.78%	5
\$1,500,000 – \$2,999,999	16.67%	3
\$3,000,000 – \$4,999,999	5.56%	1

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\$5,000,000 +	11.11%	2
<b>Total</b>		<b>18</b>

**Q3 In 2015, did your total St. Louis area contributions increase, decrease or stay the same as in 2014?**

Answered: 18 Skipped: 0

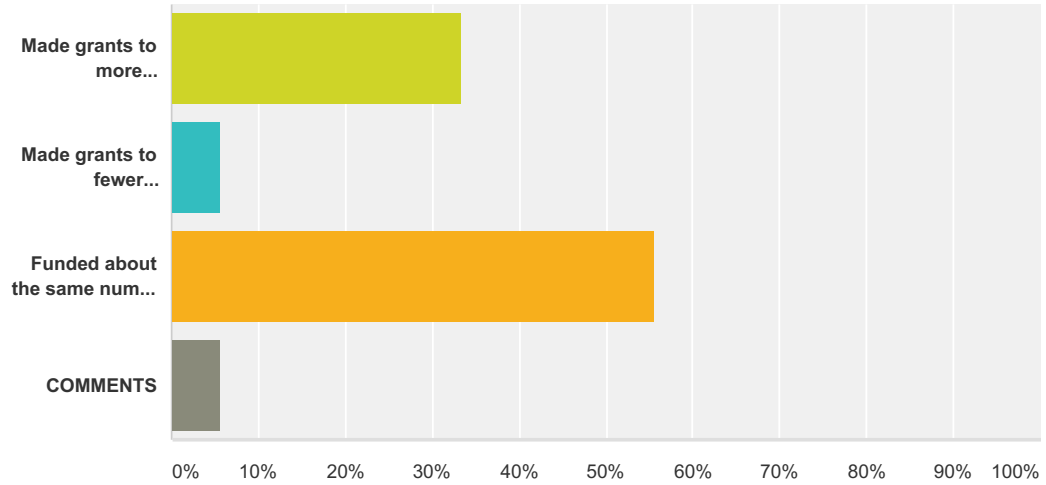


Answer Choices	Responses	Count
Increased by 10% or less	38.89%	7
Increased by 11-25%	11.11%	2
Increased by 26% or more	5.56%	1
Decreased by 10% or less	11.11%	2
Decreased by 11-25%	5.56%	1
Decreased by 26% or more	0.00%	0
Stayed the same as in 2014	27.78%	5
<b>Total</b>		<b>18</b>

**Q4 In 2015, did the number of nonprofit organizations you funded change from 2014?**

Answered: 18 Skipped: 0

## 2016 Philanthropic Landscape Corporation/Foundation Survey

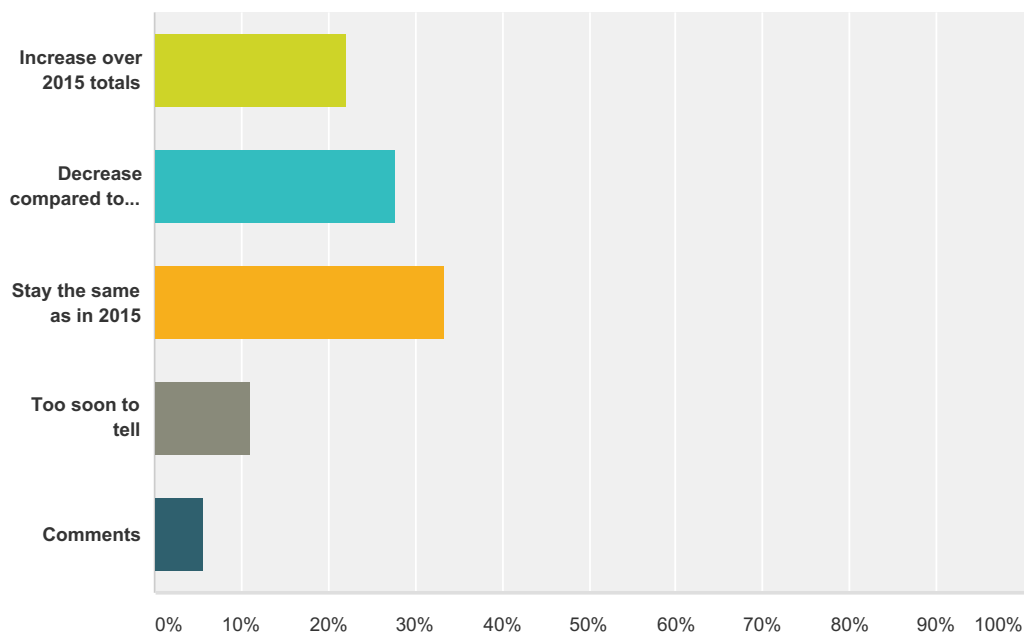


Answer Choices	Responses
Made grants to more organizations	33.33% 6
Made grants to fewer organizations	5.56% 1
Funded about the same number of organizations	55.56% 10
COMMENTS	5.56% 1
<b>Total</b>	<b>18</b>

#	COMMENTS	Date
1	Made significant changes to Foundation structure, mission, goals and strategy in 2015	7/18/2016 8:16 AM

## Q5 In 2016, do you anticipate your contributions will...

Answered: 18 Skipped: 0



2016 Philanthropic Landscape Corporation/Foundation Survey

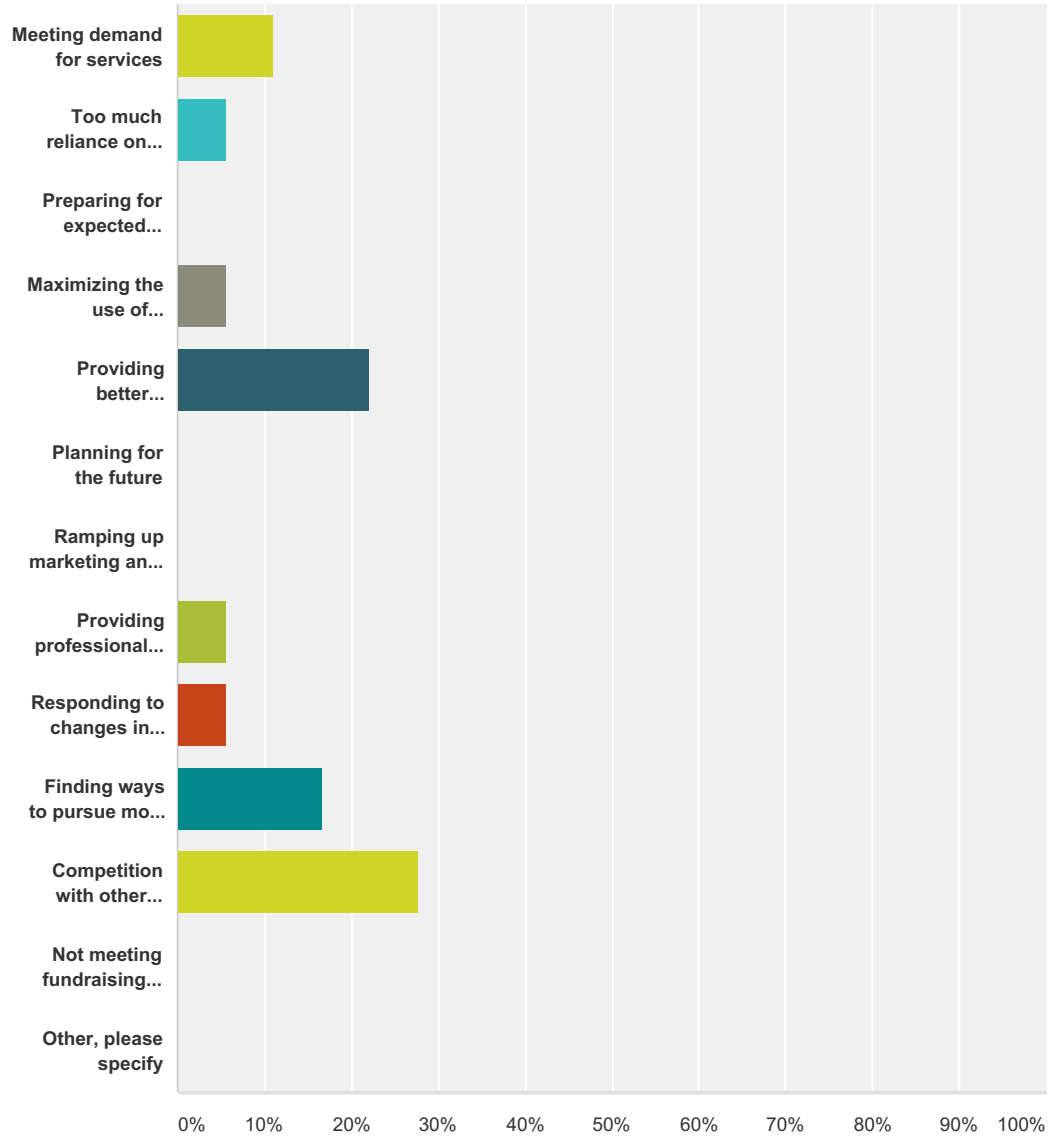
Answer Choices	Responses
Increase over 2015 totals	22.22% 4
Decrease compared to 2015 totals	27.78% 5
Stay the same as in 2015	33.33% 6
Too soon to tell	11.11% 2
Comments	5.56% 1
<b>Total</b>	<b>18</b>

#	Comments	Date
1	We will increase out total contributions but they will be made to fewer organizations.	7/11/2016 8:57 AM

**Q6 What do you see as the greatest challenge facing the nonprofit sector in 2016? (check only one answer)**

Answered: 18 Skipped: 0

## 2016 Philanthropic Landscape Corporation/Foundation Survey



Answer Choices	Responses
Meeting demand for services	11.11% 2
Too much reliance on government funding	5.56% 1
Preparing for expected leadership changes (staff and/or board)	0.00% 0
Maximizing the use of technology	5.56% 1
Providing better data/measurements on program impact	22.22% 4
Planning for the future	0.00% 0
Ramping up marketing and communications	0.00% 0
Providing professional development for staff	5.56% 1
Responding to changes in public policy (social programs, health care, etc.)	5.56% 1
Finding ways to pursue more collaborations/alliances	16.67% 3
Competition with other organizations/campaigns with similar missions	27.78% 5

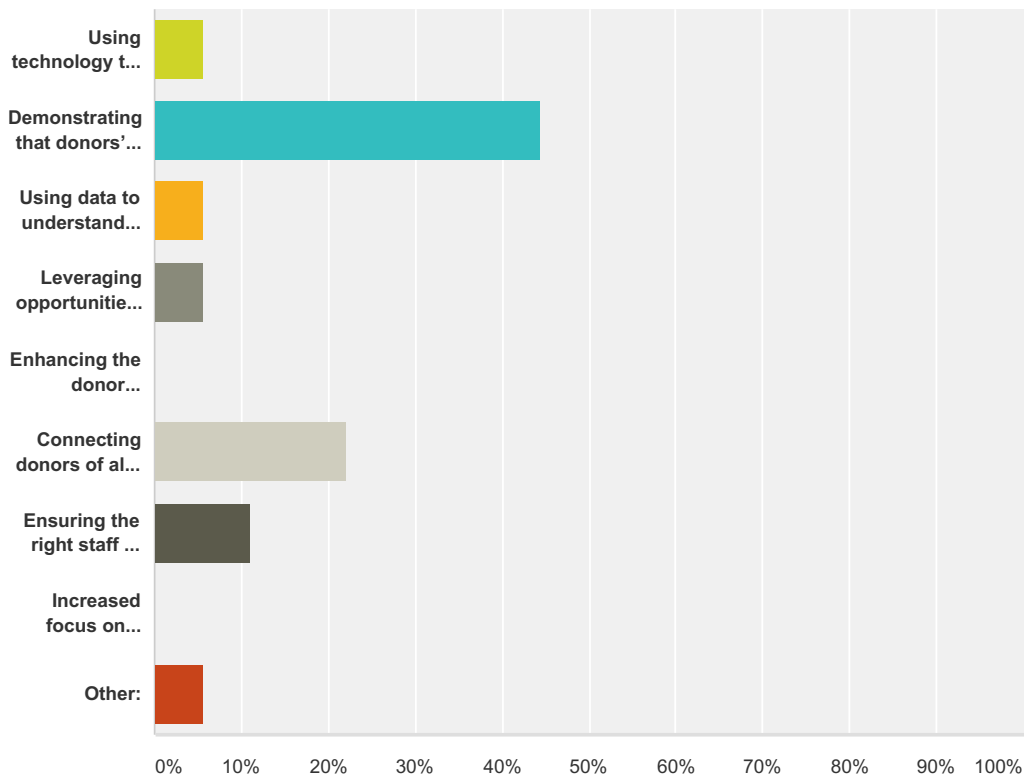
## 2016 Philanthropic Landscape Corporation/Foundation Survey

Not meeting fundraising goals	0.00%	0
Other, please specify	0.00%	0
<b>Total</b>		<b>18</b>

#	Other, please specify	Date
	There are no responses.	

### Q7 What do you think is going to be the single most important factor for successful fundraising by nonprofits into the future? (check only one choice below)

Answered: 18 Skipped: 0



Answer Choices	Responses
Using technology to engage donors face-to-face	5.56% 1
Demonstrating that donors' investments support measurable outcomes	44.44% 8
Using data to understand donors and develop fundraising strategies	5.56% 1
Leveraging opportunities to connect current events to their organization's mission	5.56% 1
Enhancing the donor experience	0.00% 0
Connecting donors of all ages to the organization (managing the generational shifts in giving behavior)	22.22% 4
Ensuring the right staff to lead their efforts	11.11% 2

## 2016 Philanthropic Landscape Corporation/Foundation Survey

Increased focus on planned giving	0.00%	0
Other:	5.56%	1
<b>Total</b>		<b>18</b>

#	Other:	Date
1	Staying focused on the mission.	7/18/2016 9:30 AM

### Q8 What advice do you have for nonprofit organizations in terms of fundraising into the future?

Answered: 13 Skipped: 5

#	Responses	Date
1	Connecting the right donor to the right cause and then showing the impact of their gift beyond naming opportunities.	7/29/2016 9:36 AM
2	Developing fundraising strategies that are reviewed annually.	7/21/2016 3:23 PM
3	I would encourage them to continually look at opportunities to create meaningful relationships to connect each donor to the "why" and needs of the organization and community then be able to follow up with right kind of information to help them see that goals and are being met - that their investment is working.	7/19/2016 11:26 AM
4	Personal appeals, thank you notes, help the donor make a connection to the mission. Listen to the donor. Don't assume you understand why they want to give.	7/18/2016 8:44 AM
5	Transparency is critical	7/18/2016 8:16 AM
6	Tapping in on the children of major donors. Providing opportunities to cultivate that generation.	7/15/2016 5:00 PM
7	expanding their prospects base and connect with new audiences.	7/12/2016 8:18 AM
8	From a corporate-funder perspective, we are looking for ways to get more involved with our non-profit partners ... more than writing a check and walking away. Businesses are interested in getting their employees involved through volunteerism, i.e., providing professional skillsets and leveraging their business services and solutions.	7/11/2016 12:19 PM
9	Target support from those whose giving strategies align with the nonprofit; demonstrate impact; tie mission to current issues	7/11/2016 9:15 AM
10	Really be able to talk about true collaboration	7/11/2016 9:12 AM
11	Demonstrate measurable outcomes. Invest time, money and patience in pursuing planned gifts.	7/11/2016 9:04 AM
12	get millennials involved now. get broader corporate support or risk losing historical corporate donors.	7/11/2016 9:04 AM
13	Regardless of your mission, every nonprofit organization needs to be customer centered in terms of the people they serve and also their donors.	7/11/2016 8:57 AM

### Q9 Are there any other comments you would like to share regarding local trends in philanthropy, the future of fundraising, and/or the nonprofit sector?

Answered: 7 Skipped: 11

#	Responses	Date
1	I'm bullish on philanthropy as the market improves--and even when it's not hot.	7/29/2016 9:36 AM
2	Enhancing the donor experience through understanding the donor or foundation.	7/21/2016 3:23 PM



## 2016 Philanthropic Landscape Corporation/Foundation Survey

3	I think nonprofits (staff and boards) need to have more training to give them the right skills to succeed - investments in people and infrastructure could go a long way.	7/19/2016 11:26 AM
4	To often donors are disconnected from the mission, and need to have ample opportunity to immerse in the program to see it, touch it, feel it.	7/15/2016 5:00 PM
5	As the community faces more challenges, it will be critical for nonprofits to work together to provide a coordinated approach to solutions in meeting and addressing the needs	7/11/2016 9:15 AM
6	Agencies have to become more of a business model. There is too much duplication of funding for services as well as mission creep.	7/11/2016 9:12 AM
7	the next few years will be very challenging to fundraisers in the St. Louis region.	7/11/2016 9:04 AM