
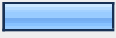
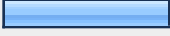





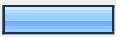






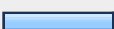

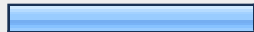

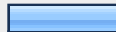










2009 Corporation/Foundation Survey


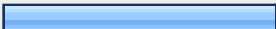
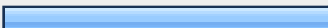
1. Which of the following categories describes the type of grantmaker you are?			
		Response Percent	Response Count
Corporation/business		8.3%	2
Corporate foundation		16.7%	4
Private foundation		25.0%	6
Family foundation		8.3%	2
Individual donor		4.2%	1
Operating Foundation		0.0%	0
Public Foundation		12.5%	3
Community Foundation		4.2%	1
Federated Fund		4.2%	1
Donor Advised Fund		0.0%	0
Other (please specify)		16.7%	4
		<i>answered question</i>	24
		<i>skipped question</i>	0

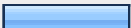

2. What is your average annual total giving?

		Response Percent	Response Count
Under \$50,000		12.5%	3
\$50,000 – \$99,999		0.0%	0
\$100,000 – \$249,999		4.2%	1
\$250,000 – \$499,999		4.2%	1
\$500,000 – \$749,999		4.2%	1
\$750,000 – \$1,499,999		16.7%	4
\$1,500,000 – \$ 2,999,999		16.7%	4
\$3,000,000 – \$4,999,999		16.7%	4
\$5,000,000 +		25.0%	6
	<i>answered question</i>		24
	<i>skipped question</i>		0

3. What percent of your total giving stays in the St. Louis region?			
		Response Percent	Response Count
100%		37.5%	9
90-99%		12.5%	3
80 - 89		16.7%	4
70-79%		0.0%	0
60-69%		4.2%	1
50-59%		12.5%	3
40-49%		8.3%	2
30-39%		4.2%	1
20-29%		0.0%	0
10-20%		4.2%	1
0-9%		0.0%	0
		<i>answered question</i>	24
		<i>skipped question</i>	0

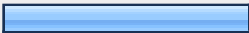
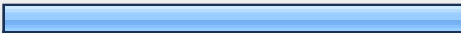
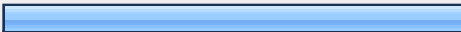
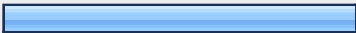

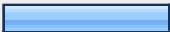
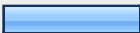
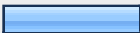
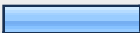
4. In 2008, did your total St. Louis area contributions increase, decrease or stay the same as in 2007?			
		Response Percent	Response Count
Increased		25.0%	6
Decreased		29.2%	7
Stayed the same		45.8%	11
		<i>answered question</i>	24
		<i>skipped question</i>	0

5. How do you predict your giving in 2009 will compare with 2008?			
		Response Percent	Response Count
Increase		8.3%	2
Decrease		41.7%	10
Remain the same		50.0%	12
		<i>answered question</i>	24
		<i>skipped question</i>	0



6. How much do you expect your giving to increase or decrease in 2009, compared to 2008?			
		Response Percent	Response Count
50% or more		0.0%	0
30-49%		4.8%	1
20-29%		19.0%	4
10-19%		9.5%	2
5-9%		19.0%	4
Less than 5%		28.6%	6
Too soon to tell		19.0%	4
		<i>answered question</i>	21
		<i>skipped question</i>	3

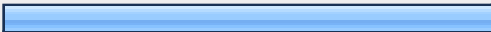
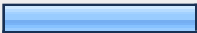
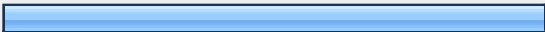
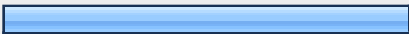
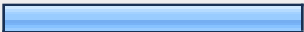


7. What was your organization's average grant amount in 2008?			
		Response Percent	Response Count
Less than \$1,000		4.3%	1
\$1,000 – \$5,000		17.4%	4
\$5,001 – \$10,000		13.0%	3
\$10,001 – \$25,000		21.7%	5
\$25,001 – \$50,000		13.0%	3
\$50,001 – \$75,000		13.0%	3
\$75,001 – \$100,000		0.0%	0
\$100,001 +		17.4%	4
		<i>answered question</i>	23
		<i>skipped question</i>	1





8. What do you expect your organization's average grant amount to be in 2009?			
		Response Percent	Response Count
Less than \$1,000		4.3%	1
\$1,000 – \$5,000		17.4%	4
\$5,001 – \$10,000		17.4%	4
\$10,001 – \$25,000		17.4%	4
\$25,001 – \$50,000		17.4%	4
\$50,001 – \$75,000		8.7%	2
\$75,001 – \$100,000		0.0%	0
\$100,001 +		17.4%	4
		<i>answered question</i>	23
		<i>skipped question</i>	1

9. What types of organizations do you typically support? (check all that apply)			
		Response Percent	Response Count
Arts & Culture		37.5%	9
Education		70.8%	17
Health		70.8%	17
Human Services		54.2%	13
International		4.2%	1
Public/Society Benefit		25.0%	6
Environment/Wildlife		20.8%	5
Religion		20.8%	5
Other (please specify)		20.8%	5
		<i>answered question</i>	24
		<i>skipped question</i>	0

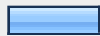

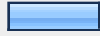
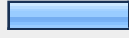

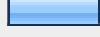
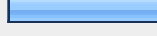
10. Because of the economy, are you planning to discontinue giving to any of these sectors? (check all that apply)

		Response Percent	Response Count
Arts & Culture		0.0%	0
Education		0.0%	0
Health		0.0%	0
Human Services		0.0%	0
International		0.0%	0
Public/Society Benefit		0.0%	0
Environment/Wildlife		0.0%	0
Religion		0.0%	0
No changes planned		91.3%	21
Other (please specify)		8.7%	2
		<i>answered question</i>	23
		<i>skipped question</i>	1




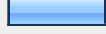


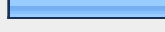
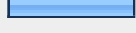
11. What type of activities do you typically support? (check all that apply)			
		Response Percent	Response Count
General operating expenses		75.0%	18
Capital campaigns		29.2%	7
Established programs		83.3%	20
Start-up programs/services		62.5%	15
Capacity building		45.8%	11
Endowments		12.5%	3
Other (please specify)		12.5%	3
		answered question	24
		skipped question	0

12. Because of the economy, are you planning to discontinue support for any of these activities? (check all that apply)			
		Response Percent	Response Count
General operating expenses		0.0%	0
Capital campaigns		10.0%	2
Established programs		0.0%	0
Start-up programs/services		10.0%	2
Capacity building		0.0%	0
Endowments		0.0%	0
No changes planned		85.0%	17
Other (please specify)		10.0%	2
		answered question	20
		skipped question	4

13. On average, what percent of all the grant requests you received in 2008 were funded?

		Response Percent	Response Count
100%		0.0%	0
90-99%		0.0%	0
80 – 89%		13.6%	3
70-79%		9.1%	2
60-69%		13.6%	3
50-59%		18.2%	4
40-49%		9.1%	2
30-39%		13.6%	3
20-29%		22.7%	5
10-20%		0.0%	0
0-9%		0.0%	0
		<i>answered question</i>	22
		<i>skipped question</i>	2

14. In 2009, what percent of the grant requests you receive do you expect to fund?

		Response Percent	Response Count
100%		0.0%	0
90-99%		0.0%	0
80 – 89%		9.5%	2
70-79%		9.5%	2
60-69%		9.5%	2
50-59%		14.3%	3
40-49%		4.8%	1
30-39%		9.5%	2
20-29%		23.8%	5
10-20%		19.0%	4
0-9%		0.0%	0
		<i>answered question</i>	21
		<i>skipped question</i>	3








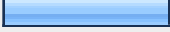
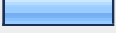
15. Considering the grant proposals you receive, please rate their general overall quality in each of the following criteria (1=inadequate / 10=excellent)

	1	2	3	4	5	6	7	8	9	10
Clarity	0.0% (0)	0.0% (0)	4.5% (1)	9.1% (2)	13.6% (3)	9.1% (2)	31.8% (7)	18.2% (4)	13.6% (3)	0.0% (0)
Meets all proposal guidelines	4.5% (1)	0.0% (0)	4.5% (1)	4.5% (1)	0.0% (0)	27.3% (6)	13.6% (3)	18.2% (4)	27.3% (6)	0.0% (0)
Consistent with donor's priorities	4.5% (1)	0.0% (0)	9.1% (2)	4.5% (1)	4.5% (1)	13.6% (3)	18.2% (4)	18.2% (4)	27.3% (6)	0.0% (0)
Reasonableness of amount requested	0.0% (0)	4.5% (1)	9.1% (2)	0.0% (0)	0.0% (0)	22.7% (5)	27.3% (6)	22.7% (5)	9.1% (2)	4.5% (1)
Potential visibility for donor (if desired)	5.3% (1)	5.3% (1)	0.0% (0)	5.3% (1)	0.0% (0)	5.3% (1)	36.8% (7)	21.1% (4)	15.8% (3)	5.3% (1)
Adequate measurements/evaluation	0.0% (0)	4.5% (1)	13.6% (3)	18.2% (4)	4.5% (1)	18.2% (4)	31.8% (7)	4.5% (1)	4.5% (1)	0.0% (0)
Sustainability of project (if desired)	0.0% (0)	4.5% (1)	18.2% (4)	9.1% (2)	13.6% (3)	9.1% (2)	31.8% (7)	9.1% (2)	4.5% (1)	0.0% (0)
	answered question									
	skipped question									


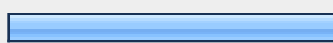
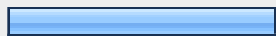

16. Please indicate to what extent you agree or disagree with each of the following statements.						
	Strongly disagree	Disagree	Neither Agree/Disagree	Agree	Strongly Agree	Response Count
The nonprofits we fund are strong enough to survive the current economic downturn.	0.0% (0)	0.0% (0)	17.4% (4)	82.6% (19)	0.0% (0)	23
We expect to see more mergers among nonprofits as a result of this economic climate.	0.0% (0)	8.7% (2)	30.4% (7)	43.5% (10)	17.4% (4)	23
We are actively encouraging the nonprofits we support to consider more alliances, partnerships and/or collaborations.	4.3% (1)	8.7% (2)	21.7% (5)	26.1% (6)	39.1% (9)	23
Nonprofits need to do a better job of marketing themselves (i.e. building awareness of who they are and what they do).	0.0% (0)	8.7% (2)	17.4% (4)	52.2% (12)	21.7% (5)	23
We would support requests for marketing programs if it fits within a nonprofit's overall strategic plan.	13.6% (3)	18.2% (4)	22.7% (5)	36.4% (8)	9.1% (2)	22
Nonprofits in general do an effective job of measuring and evaluating their outcomes.	0.0% (0)	54.5% (12)	18.2% (4)	27.3% (6)	0.0% (0)	22
We would support requests for funding for program evaluation if it fits within a nonprofit's overall strategic plan.	4.5% (1)	22.7% (5)	13.6% (3)	40.9% (9)	18.2% (4)	22
Nonprofits in general do a good job matching their program request to our priorities.	0.0% (0)	13.6% (3)	18.2% (4)	68.2% (15)	0.0% (0)	22
	answered question					23
	skipped question					1

17. In each of the following areas, tell us how effective you think the average local nonprofit currently is on a scale of 1-5, with 1 being not at all effective and 5 being very effective.

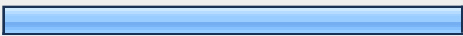
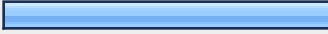
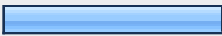







	1	2	3	4	5	Response Count
Strategic planning	0.0% (0)	33.3% (8)	45.8% (11)	20.8% (5)	0.0% (0)	24
Development/fundraising	0.0% (0)	16.7% (4)	45.8% (11)	37.5% (9)	0.0% (0)	24
Programs/services	0.0% (0)	0.0% (0)	33.3% (8)	50.0% (12)	16.7% (4)	24
Marketing	0.0% (0)	16.7% (4)	58.3% (14)	25.0% (6)	0.0% (0)	24
Board/Leadership	0.0% (0)	4.2% (1)	66.7% (16)	29.2% (7)	0.0% (0)	24
Staff development	0.0% (0)	20.8% (5)	62.5% (15)	16.7% (4)	0.0% (0)	24
Facility maintenance/upgrading	4.2% (1)	12.5% (3)	70.8% (17)	12.5% (3)	0.0% (0)	24
Use of technology	0.0% (0)	33.3% (8)	45.8% (11)	16.7% (4)	4.2% (1)	24
Willingness to try new approaches	4.2% (1)	20.8% (5)	54.2% (13)	20.8% (5)	0.0% (0)	24
Outcome measurement and evaluation	0.0% (0)	54.2% (13)	41.7% (10)	4.2% (1)	0.0% (0)	24
	<i>answered question</i>					24
	<i>skipped question</i>					0






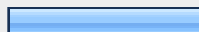
18. What should nonprofits be doing to 'weather the storm' during this economic climate?			
		Response Percent	Response Count
Operate more efficiently		87.5%	21
Cut programs/staff to meet the new realities		54.2%	13
Use short-term borrowing to make ends meet		8.3%	2
Market themselves and their missions more aggressively		50.0%	12
Develop more partnerships with other nonprofits		87.5%	21
Enhance their overall communications efforts with donors and prospects		75.0%	18
Pursue new fundraising strategies		62.5%	15
Build their endowment		25.0%	6
Other (please specify)		16.7%	4
	<i>answered question</i>		24
	<i>skipped question</i>		0

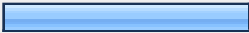
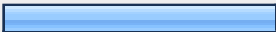



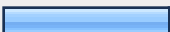
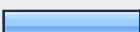




19. Overall, how good a job are St. Louis area nonprofits doing in 2009 to respond to the challenges brought on by the economic downturn?

		Response Percent	Response Count
Excellent, they have responded quickly and aggressively		4.5%	1
Good so far, but more cutbacks may be needed		50.0%	11
Fair. Too many have been slow to respond, hoping problems will just go away		40.9%	9
Poor. The majority are still operating as business as usual when it's not.		4.5%	1
		<i>answered question</i>	22
		<i>skipped question</i>	2

20. In your opinion, what are the two most important strategies nonprofits should be using to respond to the current economic downturn? (select only two)

		Response Percent	Response Count
Implement a hiring freeze		0.0%	0
Lay off staff		0.0%	0
Eliminate underperforming programs/services		70.8%	17
Reduce unnecessary expenses		50.0%	12
Delay launching any new programs or initiatives		33.3%	8
Increase marketing/communication efforts to raise awareness of your needs		25.0%	6
Ramp up solicitation efforts with individual donors to offset decreases in corporate/foundation giving		8.3%	2
Test new strategies, such as social networking, to attract prospective donors		12.5%	3
Put more emphasis on planned gifts/bequests		8.3%	2
Put more emphasis on major gifts		8.3%	2
Put more emphasis on events		0.0%	0
Put more emphasis on in-kind gifts		4.2%	1
Other (please specify)		12.5%	3
		answered question	24
		skipped question	0

21. When do you expect things to turn around?			
		Response Percent	Response Count
Things have already begun to improve		4.2%	1
Second half of 2009		12.5%	3
First half of 2010		20.8%	5
Second half of 2010		25.0%	6
Sometime in 2011		8.3%	2
Don't know		29.2%	7
		<i>answered question</i>	24
		<i>skipped question</i>	0

22. What long-term impact do you anticipate the current economic climate will have on your organization's giving? (check all that apply)			
		Response Percent	Response Count
We expect giving will eventually return to previous levels		37.5%	9
We expect giving will be less than previous levels for the foreseeable future		41.7%	10
We expect giving to return to previous levels, but we plan to focus our giving in fewer areas		20.8%	5
The types of activities (programs, capital campaigns, endowments, etc.) that we fund will be fewer		8.3%	2
The nonprofit sectors (Arts, Health, etc.) that we fund will be fewer		4.2%	1
We will likely give less to event sponsorships		25.0%	6
More of our giving will need to have some marketing payback		20.8%	5
We will give fewer, but larger grants than in the past		12.5%	3
We will give more, but smaller grants than in the past		8.3%	2
We will be more open to giving to endowments than in the past		8.3%	2
Other (please specify)		8.3%	2
		answered question	24
		skipped question	0

23. What other advice do you have for nonprofit agencies in 2009 and going forward?		Response Count
		11
	<i>answered question</i>	11
	<i>skipped question</i>	13

24. Are there any other comments you would like to share regarding local trends in philanthropy?		Response Count
		4
	<i>answered question</i>	4
	<i>skipped question</i>	20

25. Your Name (optional)		Response Count
		7
	<i>answered question</i>	7
	<i>skipped question</i>	17