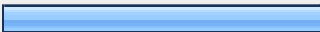
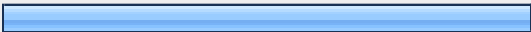
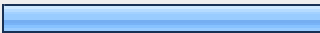








# 2010 Philanthropic Landscape Corporate/Foundation Survey

1. Which of the following categories describes the type of grantmaker you are?			Response Percent	Response Count
<b>Corporation/business</b>	<input type="checkbox"/>		<b>24.0%</b>	<b>6</b>
Corporate foundation	<input type="checkbox"/>		20.0%	5
Private foundation	<input type="checkbox"/>		16.0%	4
Family foundation	<input type="checkbox"/>		12.0%	3
Individual donor	<input type="checkbox"/>		8.0%	2
Operating Foundation			0.0%	0
Public Foundation			0.0%	0
Community Foundation			0.0%	0
Federated Fund			0.0%	0
Donor Advised Fund	<input type="checkbox"/>		4.0%	1
If Other, please specify	<input type="checkbox"/>		16.0%	4
			<b><i>answered question</i></b>	<b>25</b>
			<b><i>skipped question</i></b>	<b>0</b>

2. What types of organizations do you typically support? (check all that apply)





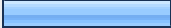


	Response Percent	Response Count
Arts & Culture 	48.0%	12
<b>Education</b> 	<b>80.0%</b>	<b>20</b>
Health 	48.0%	12
Human Services 	44.0%	11
International 	4.0%	1
Public/Society Benefit 	28.0%	7
Environment/Wildlife 	24.0%	6
Religion 	16.0%	4
If Other, please specify 	24.0%	6
<b><i>answered question</i></b>		<b>25</b>
<b><i>skipped question</i></b>		<b>0</b>



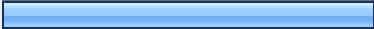

### 3. What was your total giving in the St. Louis region in 2009?

		Response Percent	Response Count
Under \$50,000		8.3%	2
\$50,000 – \$99,999		8.3%	2
\$100,000 – \$249,999		4.2%	1
\$250,000 – \$499,999		16.7%	4
\$500,000 – \$749,999		8.3%	2
<b>\$750,000 – \$1,499,999</b>		<b>20.8%</b>	<b>5</b>
\$1,500,000 – \$ 2,999,999		4.2%	1
\$3,000,000 – \$4,999,999		12.5%	3
\$5,000,000 +		16.7%	4
		<b>answered question</b>	<b>24</b>
		<b>skipped question</b>	<b>1</b>


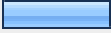

### 4. What is your organization's average grant amount?

		Response Percent	Response Count
Less than \$1,000		8.3%	2
\$1,000 – \$5,000		25.0%	6
\$5,001 – \$10,000		16.7%	4
<b>\$10,001 – \$25,000</b>		<b>37.5%</b>	<b>9</b>
\$25,001 – \$50,000		8.3%	2
\$50,001 – \$75,000		4.2%	1
\$75,001 – \$100,000		0.0%	0
\$100,001 +		0.0%	0
		<b>answered question</b>	<b>24</b>
		<b>skipped question</b>	<b>1</b>




5. In 2009, did your total St. Louis area contributions increase, decrease or stay the same as in 2008?			Response Percent	Response Count
Increased by 10% or less			12.5%	3
Increased by 11-25%			12.5%	3
Increased by 26% or more			8.3%	2
Decreased by 10% or less			12.5%	3
<b>Decreased by 11-25%</b>			<b>25.0%</b>	<b>6</b>
Decreased by 26% or more			8.3%	2
Stayed the same as in 2008			20.8%	5
			<i>answered question</i>	<b>24</b>
			<i>skipped question</i>	<b>1</b>

6. In 2010, do you anticipate your contributions will...			Response Percent	Response Count
Increase over 2009 totals			20.0%	5
Decrease compared to 2009 totals			8.0%	2
<b>Stay the same as in 2009</b>			<b>56.0%</b>	<b>14</b>
Too soon to tell			16.0%	4
			<i>answered question</i>	<b>25</b>
			<i>skipped question</i>	<b>0</b>

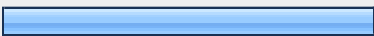



7. Compared to previous years, did you receive more, fewer or the same number of grant requests in 2009?

	Response Percent	Response Count
More 	48.0%	12
Fewer 	16.0%	4
About the same 	36.0%	9
<i>answered question</i>		<b>25</b>
<i>skipped question</i>		<b>0</b>

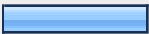
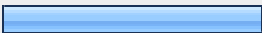
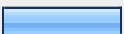
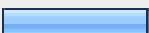
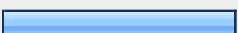

8. To date in 2010, has the number of grant requests you have received...?

	Response Percent	Response Count
Increased 	29.2%	7
Decreased 	20.8%	5
Stayed the same as last year 	50.0%	12
<i>answered question</i>		<b>24</b>
<i>skipped question</i>		<b>1</b>

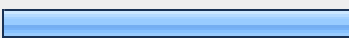
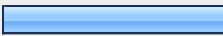

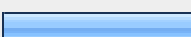
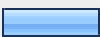
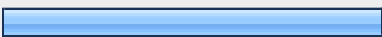


**9. Assuming that funds are available, which of the following factors is the most common reason you have for turning down a grant proposal?**

		Response Percent	Response Count
Proposal's goals, objectives and strategies are not clear		12.0%	3
Fails to meet all proposal guidelines and requirements		8.0%	2
<b>Not consistent with donor's priorities</b>		<b>56.0%</b>	<b>14</b>
Unreasonableness of amount requested		4.0%	1
Lack of potential visibility for donor		0.0%	0
Poor approach to measurements/evaluation		4.0%	1
Lack of sustainability of project		4.0%	1
If Other, please specify		12.0%	3
		<b>answered question</b>	<b>25</b>
		<b>skipped question</b>	<b>0</b>

**10. As a result of the economic downturn, which of the following strategies have you employed with regard to your grantmaking? (check all that apply)**

		Response Percent	Response Count
Eliminated all funding to new grantees		21.7%	5
<b>Focused on meeting existing commitments</b>		<b>39.1%</b>	<b>9</b>
Discontinued funding for capital campaigns		17.4%	4
Discontinued funding for endowment campaigns		0.0%	0
Only gave to established programs (vs. start-ups)		21.7%	5
Put more emphasis on measurement and outcomes		34.8%	8
If Other, please specify		26.1%	6
<b>answered question</b>			<b>23</b>
<b>skipped question</b>			<b>2</b>

**11. With grant funds tight, what are some other ways you are trying to assist nonprofits? (check all that apply)**

		Response Percent	Response Count
Promote more volunteer efforts among employees and others		52.4%	11
Increase in-kind gifts		33.3%	7
Invite nonprofit staff to participate in relevant corporate training programs		9.5%	2
Make facilities available for nonprofits' use		28.6%	6
Make communication (conferencing) and other technology available for nonprofits' use		14.3%	3
<b>Provide expertise in other areas, such as finance, marketing or legal services</b>		<b>57.1%</b>	<b>12</b>
Facilitate collaborative efforts and asset mapping around specific issues		52.4%	11
If Other, please specify		9.5%	2
<b><i>answered question</i></b>			<b>21</b>
<b><i>skipped question</i></b>			<b>4</b>

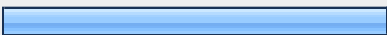
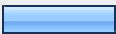
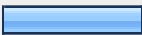
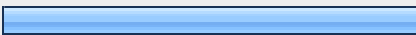
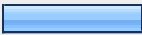



12. Please indicate to what extent you agree or disagree with each of the following statements.

	Strongly disagree	Disagree	Neither Agree/Disagree	Agree	Strongly Agree	Response Count
We expect to see more nonprofits close their doors due to the economy.	0.0% (0)	0.0% (0)	24.0% (6)	<b>68.0% (17)</b>	8.0% (2)	25
Nonprofits are doing a good job of tightening their belts.	0.0% (0)	4.0% (1)	16.0% (4)	<b>76.0% (19)</b>	4.0% (1)	25
We are more likely to support a collaborative effort than a single agency approach.	0.0% (0)	4.2% (1)	37.5% (9)	<b>45.8% (11)</b>	12.5% (3)	24
We would be willing to fund capacity building efforts.	12.5% (3)	16.7% (4)	29.2% (7)	<b>37.5% (9)</b>	4.2% (1)	24
We would be willing to fund an agency's marketing campaign to help it raise awareness and funds.	20.8% (5)	<b>37.5% (9)</b>	25.0% (6)	8.3% (2)	8.3% (2)	24
We are willing to fund collaborations or mergers between nonprofits.	8.3% (2)	12.5% (3)	<b>37.5% (9)</b>	<b>37.5% (9)</b>	4.2% (1)	24
					<b>answered question</b>	<b>25</b>
					<b>skipped question</b>	<b>0</b>






13. In each of the following areas, tell us how effective you think the local nonprofit community generally 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)	16.0% (4)	<b>64.0% (16)</b>	16.0% (4)	4.0% (1)	25
Development/fundraising	0.0% (0)	16.0% (4)	<b>44.0% (11)</b>	40.0% (10)	0.0% (0)	25
Programs/services	0.0% (0)	4.0% (1)	24.0% (6)	<b>60.0% (15)</b>	12.0% (3)	25
Marketing	0.0% (0)	32.0% (8)	<b>60.0% (15)</b>	8.0% (2)	0.0% (0)	25
Board/Leadership	0.0% (0)	8.0% (2)	<b>72.0% (18)</b>	16.0% (4)	4.0% (1)	25
Staff development	8.0% (2)	24.0% (6)	<b>52.0% (13)</b>	16.0% (4)	0.0% (0)	25
Facility maintenance/upgrading	8.0% (2)	16.0% (4)	<b>64.0% (16)</b>	8.0% (2)	4.0% (1)	25
Use of technology	4.0% (1)	20.0% (5)	<b>48.0% (12)</b>	24.0% (6)	4.0% (1)	25
Willingness to try new approaches	4.0% (1)	28.0% (7)	<b>40.0% (10)</b>	24.0% (6)	4.0% (1)	25
Outcome measurement and evaluation	0.0% (0)	37.5% (9)	<b>45.8% (11)</b>	16.7% (4)	0.0% (0)	24
				<i>answered question</i>		<b>25</b>
				<i>skipped question</i>		<b>0</b>

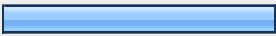



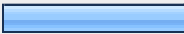


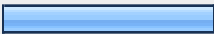



**14. Looking ahead, what are the two most important strategies that nonprofits should be pursuing to ensure future success? (select only two)**

		Response Percent	Response Count
Operate more efficiently		58.3%	14
Eliminate programs		16.7%	4
Reduce staffing levels		0.0%	0
Market themselves and their missions more aggressively		20.8%	5
<b>Develop more partnerships with other nonprofits</b>		<b>62.5%</b>	<b>15</b>
Build their endowment		20.8%	5
Put more emphasis on planned gifts/bequests		12.5%	3
Put more emphasis on major gifts		0.0%	0
Put more emphasis on individual donors to offset decreases in corporate/foundation gifts		37.5%	9
Put more emphasis on events		0.0%	0
If Other, please specify		12.5%	3
		<b>answered question</b>	<b>24</b>
		<b>skipped question</b>	<b>1</b>

**15. Which of the following statements most closely describes your organization's current grantmaking situation? (select only one)**

	Response Percent	Response Count
We remain pessimistic about giving prospects for the foreseeable future. 	12.0%	3
We expect 2011 to be much better than 2010. 	16.0%	4
We do not expect much improvement until 2012. 	24.0%	6
Things have begun to turn around and we expect our giving will increase later this year. 	12.0%	3
<b>It is still too soon to tell what the future will be with regard to our giving levels.</b> 	<b>44.0%</b>	<b>11</b>
<i>answered question</i>		<b>25</b>
<i>skipped question</i>		<b>0</b>

**16. What long-term impact do you anticipate this economic crisis will have on your organization's giving? (check all that apply)**

		Response Percent	Response Count
<b>We expect giving will eventually return to previous levels</b>		<b>40.9%</b>	<b>9</b>
We do not expect giving to return to previous levels for the foreseeable future		9.1%	2
We plan to give to fewer agencies than previously		9.1%	2
We plan to cut back on the types of activities (programs, capital campaigns, endowments, etc.) that we fund		4.5%	1
We plan to focus on giving in fewer nonprofit sectors (Arts, Health, etc.)		27.3%	6
We will likely give less to event sponsorships		22.7%	5
More of our giving will need to have some marketing payback		13.6%	3
We will give fewer, but larger grants than in the past		31.8%	7
We will give more, but smaller grants than in the past		4.5%	1
We will be more open to giving to endowments than in the past		4.5%	1
If Other, please specify		13.6%	3
		<b>answered question</b>	<b>22</b>
		<b>skipped question</b>	<b>3</b>

17. What other advice do you have for nonprofit agencies in 2009 and going forward?	
	Response Count
	13
<i>answered question</i>	13
<i>skipped question</i>	12

18. Are there any other comments you would like to share regarding local trends in philanthropy?	
	Response Count
	10
<i>answered question</i>	10
<i>skipped question</i>	15

19. Your Name (optional)	
	Response Count
	8
<i>answered question</i>	8
<i>skipped question</i>	17