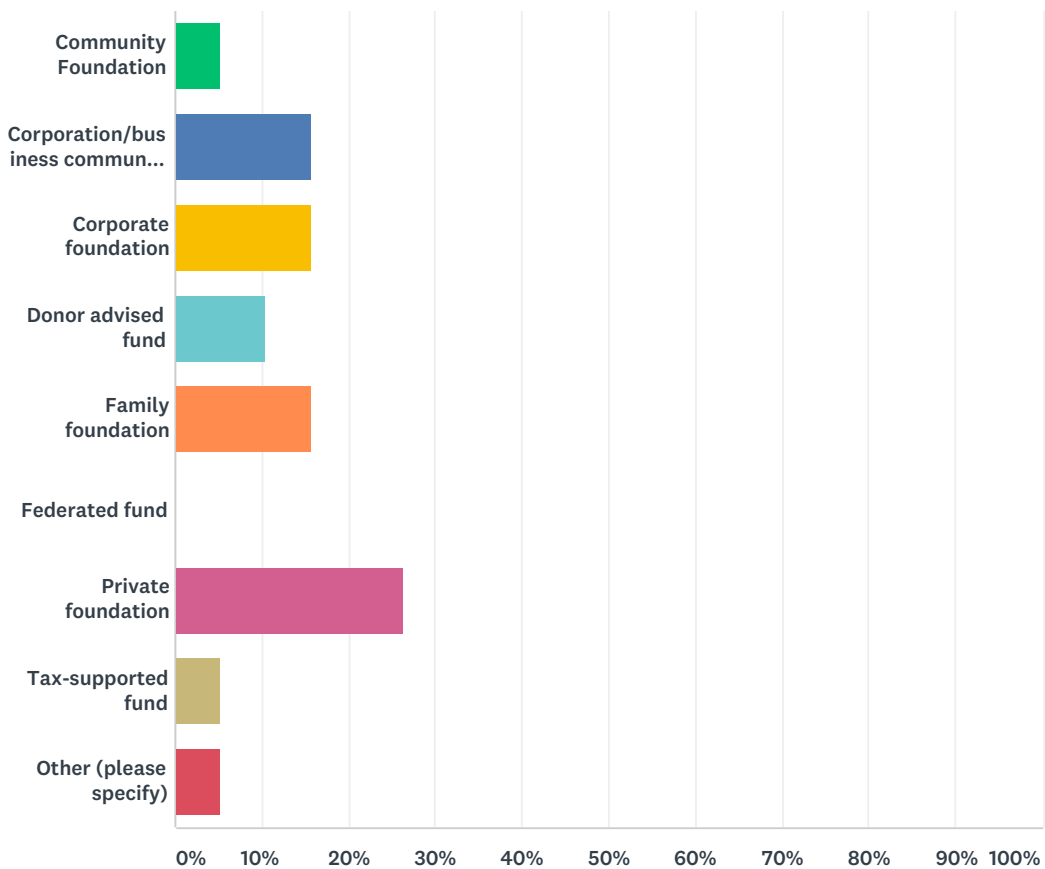


Q1 Which of the following categories describes the type of grantmaker you are?

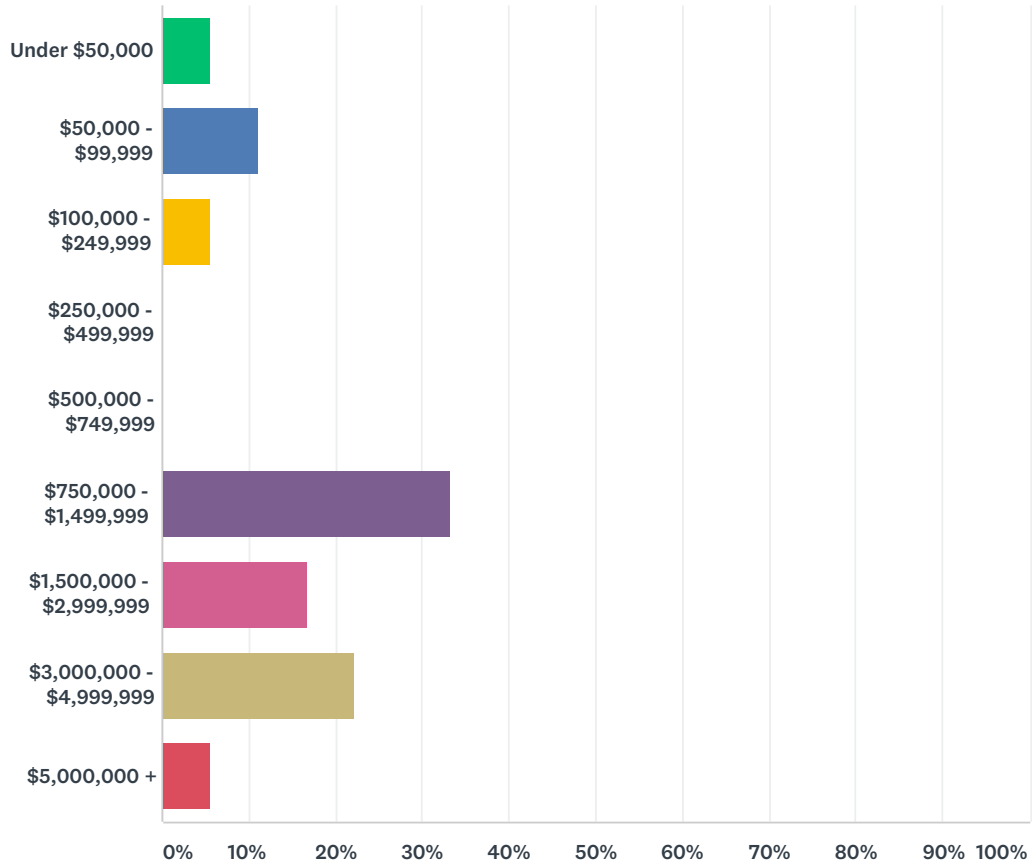
Answered: 19 Skipped: 0



ANSWER CHOICES	RESPONSES	
Community Foundation	5.26%	1
Corporation/business community relations	15.79%	3
Corporate foundation	15.79%	3
Donor advised fund	10.53%	2
Family foundation	15.79%	3
Federated fund	0.00%	0
Private foundation	26.32%	5
Tax-supported fund	5.26%	1
Other (please specify)	5.26%	1
TOTAL		19

Q2 What was your total giving in the St. Louis region in 2017?

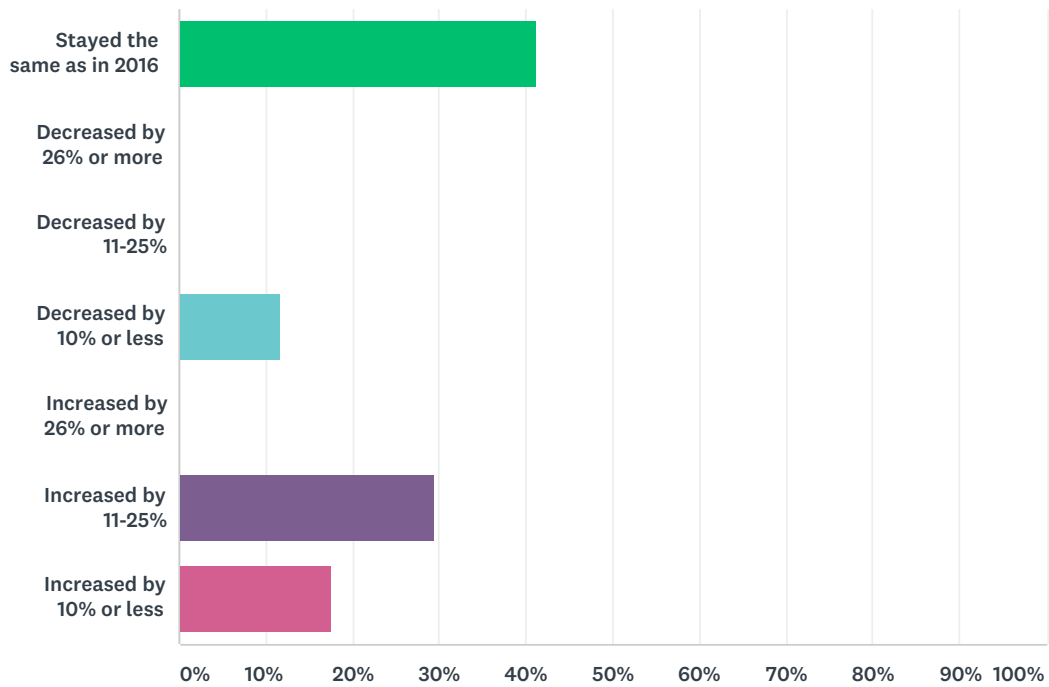
Answered: 18 Skipped: 1



ANSWER CHOICES	RESPONSES
Under \$50,000	5.56% 1
\$50,000 - \$99,999	11.11% 2
\$100,000 - \$249,999	5.56% 1
\$250,000 - \$499,999	0.00% 0
\$500,000 - \$749,999	0.00% 0
\$750,000 - \$1,499,999	33.33% 6
\$1,500,000 - \$2,999,999	16.67% 3
\$3,000,000 - \$4,999,999	22.22% 4
\$5,000,000 +	5.56% 1
TOTAL	18

Q3 In 2017, did your total St. Louis area contributions increase, decrease, or stay the same as in 2016?

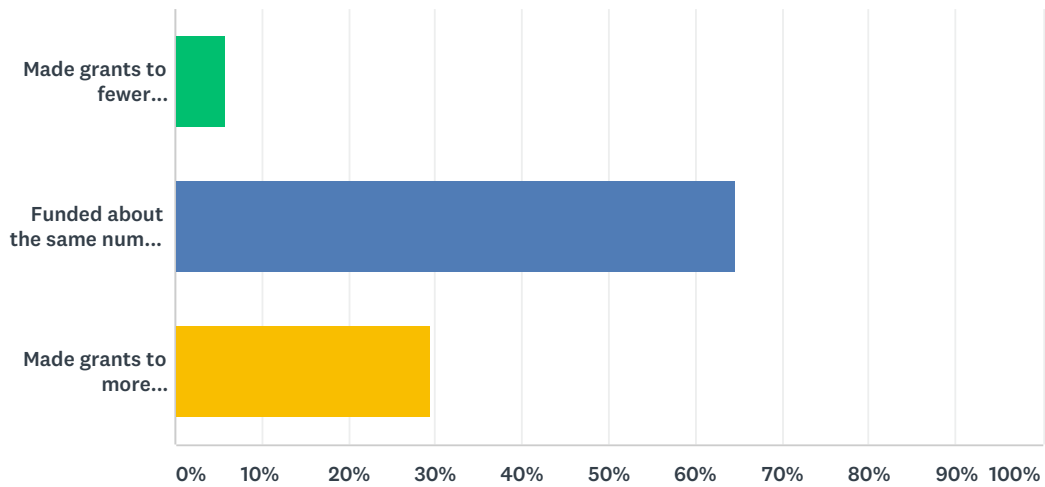
Answered: 17 Skipped: 2



ANSWER CHOICES	RESPONSES	
Stayed the same as in 2016	41.18%	7
Decreased by 26% or more	0.00%	0
Decreased by 11-25%	0.00%	0
Decreased by 10% or less	11.76%	2
Increased by 26% or more	0.00%	0
Increased by 11-25%	29.41%	5
Increased by 10% or less	17.65%	3
TOTAL		17

Q4 In 2017, how did the number of nonprofit organizations you funded change from 2016?

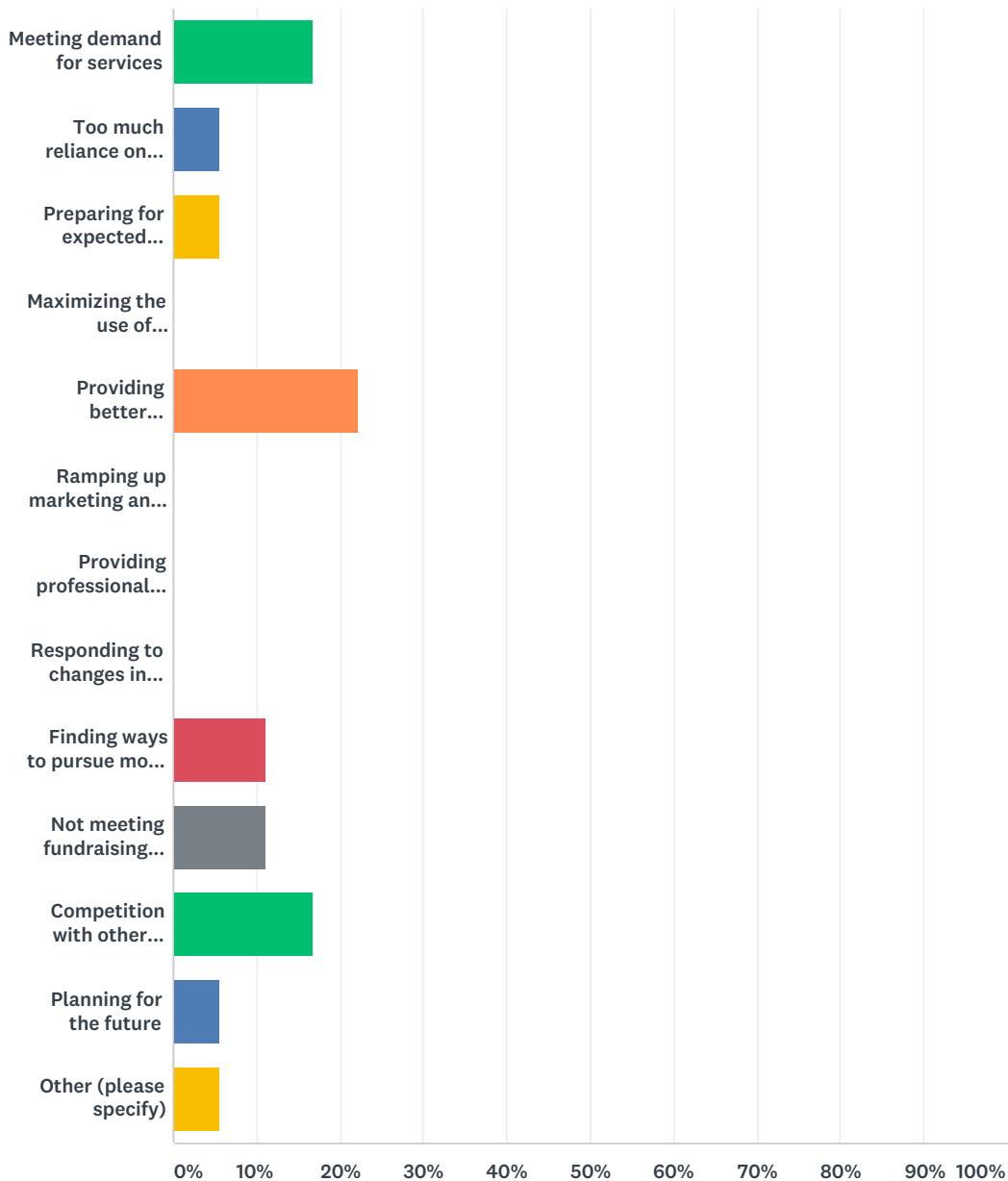
Answered: 17 Skipped: 2



ANSWER CHOICES	RESPONSES
Made grants to fewer organizations	5.88% 1
Funded about the same number of organizations	64.71% 11
Made grants to more organizations	29.41% 5
TOTAL	17

Q5 What do you see as the biggest challenge for the nonprofit sector in 2018? Select only one.

Answered: 18 Skipped: 1



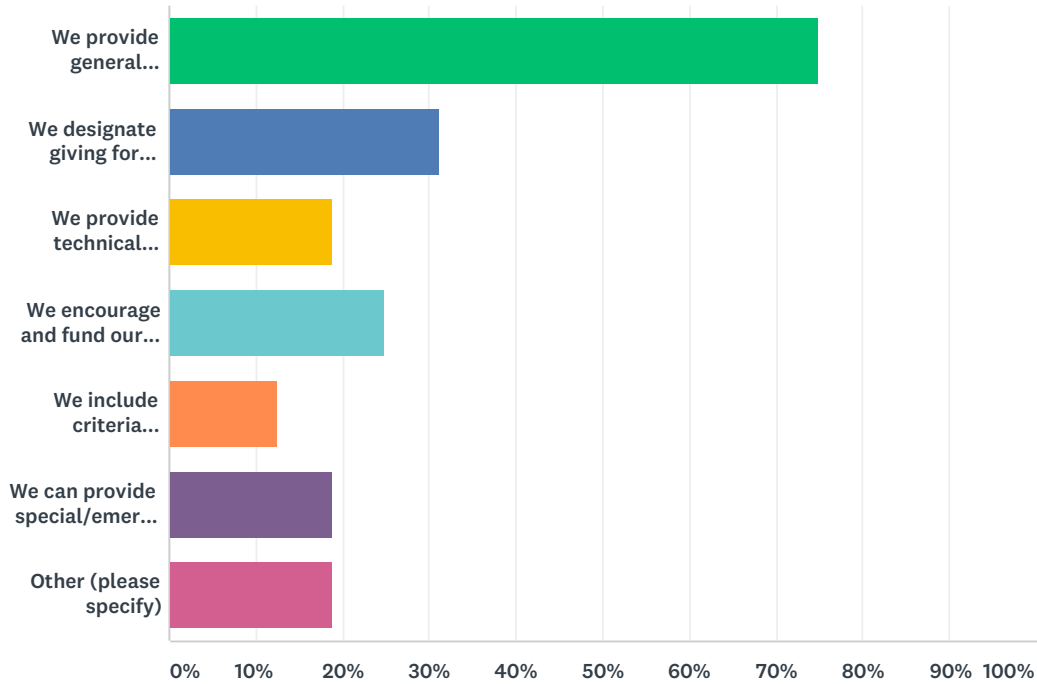
ANSWER CHOICES	RESPONSES	
Meeting demand for services	16.67%	3
Too much reliance on government funding	5.56%	1
Preparing for expected leadership changes (staff and/or board)	5.56%	1
Maximizing the use of technology	0.00%	0
Providing better data/measurements on program impact	22.22%	4

Gateway Center for Giving Philanthropic Landscape Survey

Ramping up marketing and communications	0.00%	0
Providing professional development for staff	0.00%	0
Responding to changes in public policy	0.00%	0
Finding ways to pursue more collaborations/alliances	11.11%	2
Not meeting fundraising goals	11.11%	2
Competition with other organizations/campaigns with similar missions	16.67%	3
Planning for the future	5.56%	1
Other (please specify)	5.56%	1
TOTAL		18

Q6 My grantmaking organization supports nonprofits management and leadership efforts, including change management, in the following ways (check all that apply):

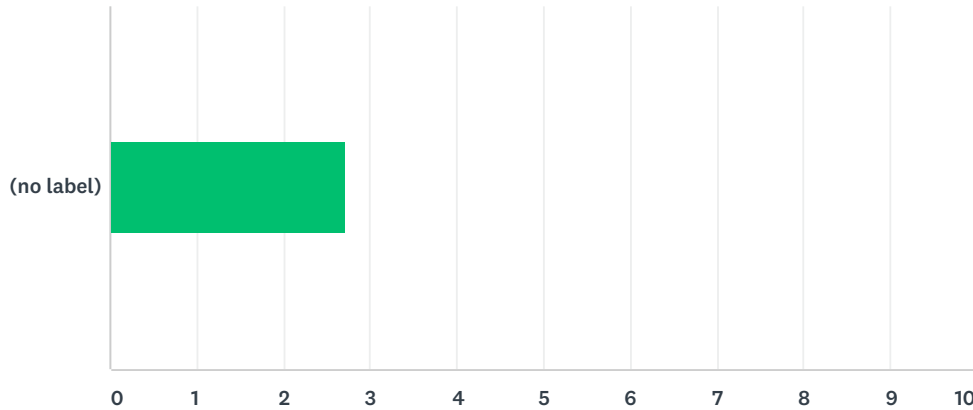
Answered: 16 Skipped: 3



ANSWER CHOICES	RESPONSES	
We provide general operating support to nonprofits	75.00%	12
We designate giving for leadership development, organizational planning, capacity building, professional development, etc.	31.25%	5
We provide technical assistance, coaching and support to nonprofit grantees on a range of issues, including management and leadership	18.75%	3
We encourage and fund our grantees' work with consultants on management and leadership issues (e.g. strategic planning, business planning, coaching, fund development, etc.)	25.00%	4
We include criteria related to organizational and leadership stability in our grantmaking	12.50%	2
We can provide special/emergency/one-time funding to organizations facing major transitions	18.75%	3
Other (please specify)	18.75%	3
Total Respondents: 16		

Q7 Please indicate whether you agree or disagree with the following statement: Overall, I feel the majority of our grantees are well-equipped and prepared to respond to a major change within the organization, such as a transition in executive leadership or a significant change in funding.

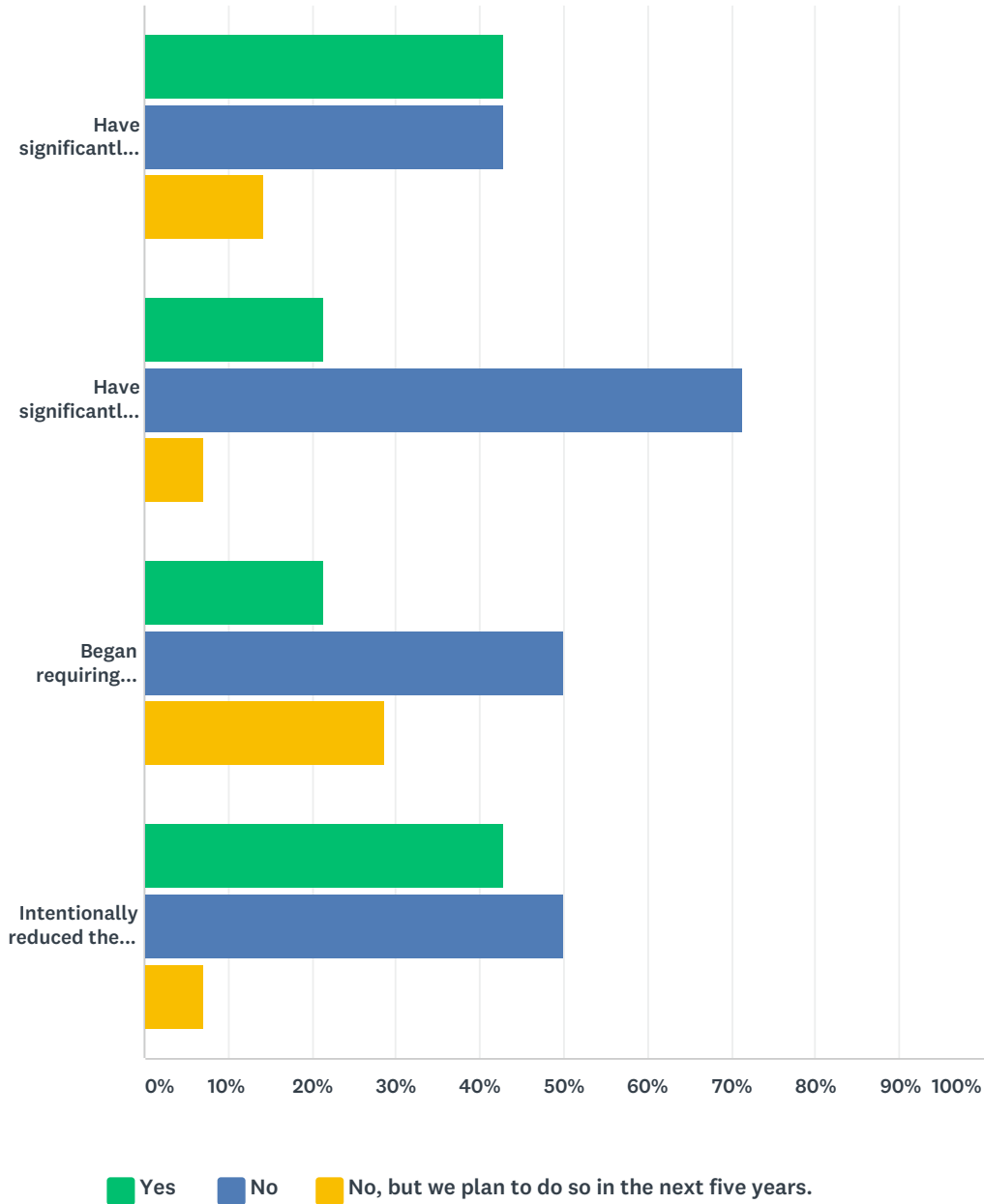
Answered: 16 Skipped: 3



	1- STRONGLY DISAGREE	2 – DISAGREE	3 – NEITHER AGREE NOR DISAGREE	4 – AGREE	5 – STRONGLY AGREE	N/A	TOTAL	WEIGHTED AVERAGE
(no label)	6.25% 1	37.50% 6	18.75% 3	25.00% 4	0.00% 0	12.50% 2	16	2.71

Q8 Indicate whether the following statements are true in terms of changes your grantmaking organization has undertaken: In the past five years we...

Answered: 14 Skipped: 5



	YES	NO	NO, BUT WE PLAN TO DO SO IN THE NEXT FIVE YEARS.	TOTAL
Have significantly changed the focus of our grantmaking (e.g. shift in program areas, shift in type of funding such as moving from general operating to program, etc.).	42.86% 6	42.86% 6	14.29% 2	14
Have significantly changed the terms of our giving (e.g. shifting from single year to multi-year funding, implementing donor advised funds, eliminating sponsorships, etc.).	21.43% 3	71.43% 10	7.14% 1	14

Gateway Center for Giving Philanthropic Landscape Survey

Began requiring grantees to focus on measurement, outcomes, and evaluation in ways we hadn't in the past.	21.43%	50.00%	28.57%	
	3	7	4	14
<hr/>				
Intentionally reduced the number of grantees and/or number of grants we support each year.	42.86%	50.00%	7.14%	
	6	7	1	14