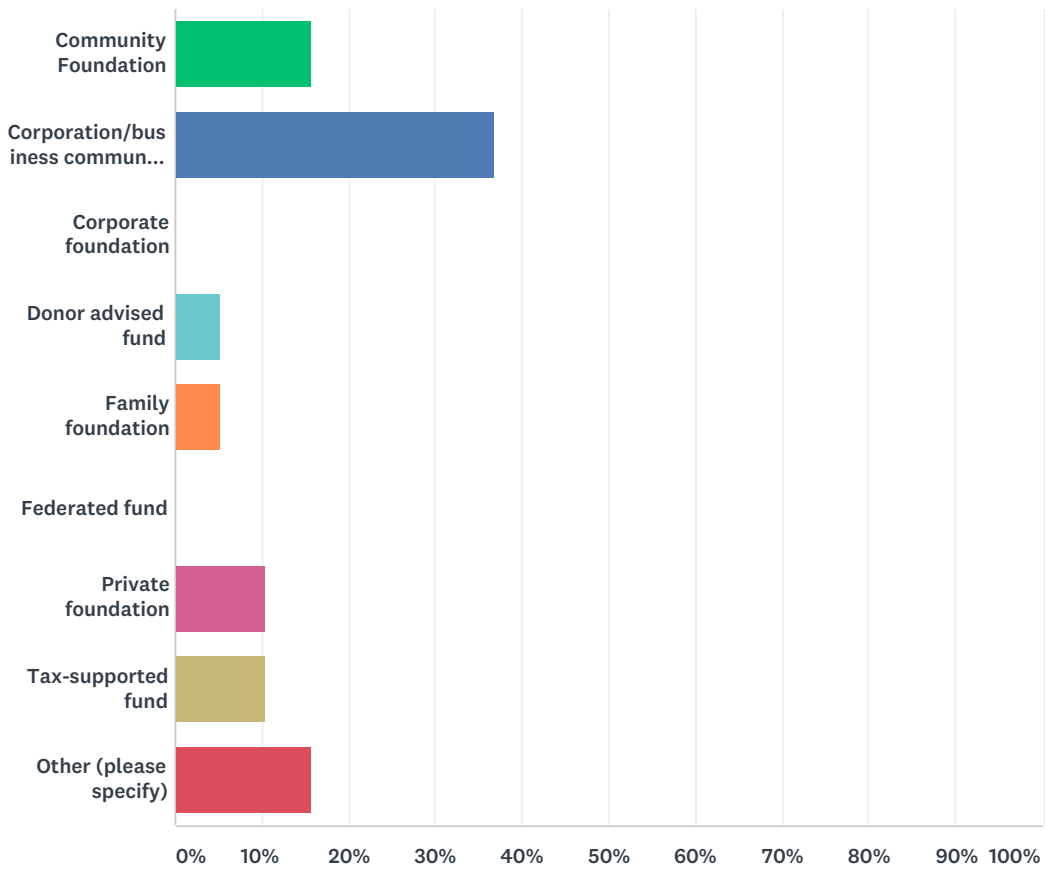


Q1 Which of the following categories describes the type of grantmaker you are?

Answered: 19 Skipped: 0



ANSWER CHOICES	RESPONSES	
Community Foundation	15.79%	3
Corporation/business community relations	36.84%	7
Corporate foundation	0.00%	0
Donor advised fund	5.26%	1
Family foundation	5.26%	1
Federated fund	0.00%	0
Private foundation	10.53%	2
Tax-supported fund	10.53%	2
Other (please specify)	15.79%	3
TOTAL		19

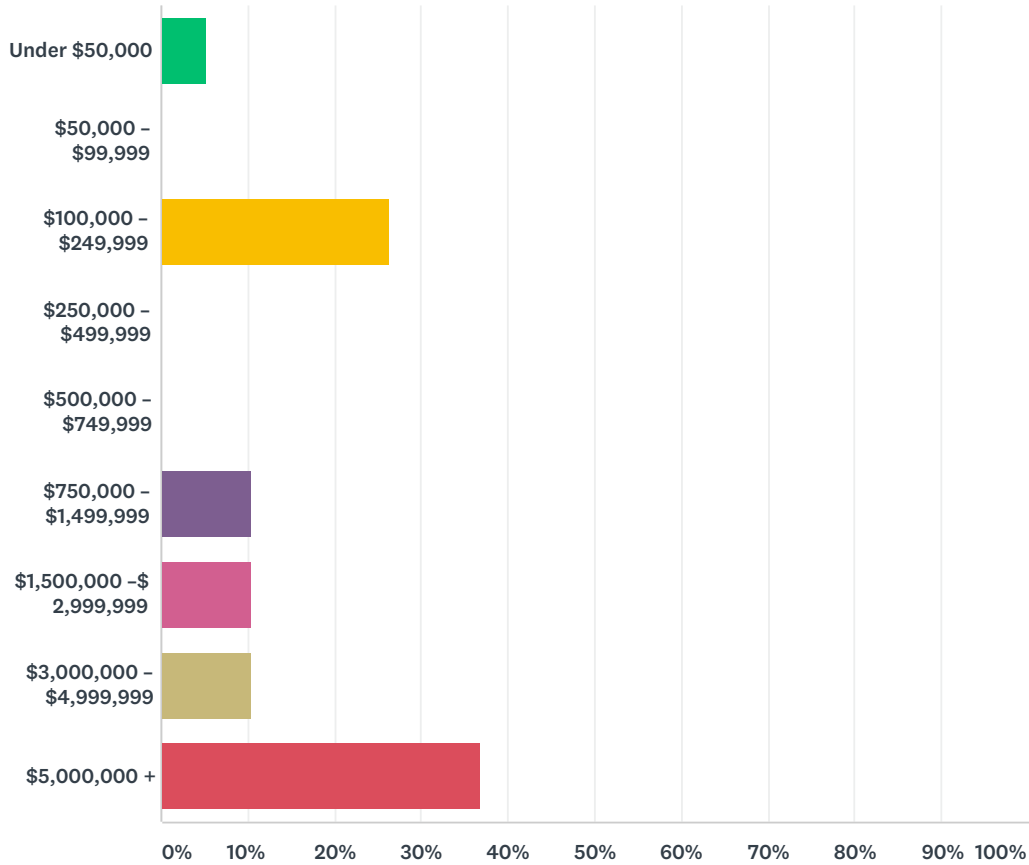
#	OTHER (PLEASE SPECIFY)	DATE
1	Family Foundation and Donor Advised Fund	6/26/2019 11:25 AM

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2	Private Donor using DAF	6/17/2019 1:48 PM
3	Intermediary	6/17/2019 12:42 PM

Q2 What was your total giving in the St. Louis region in 2018?

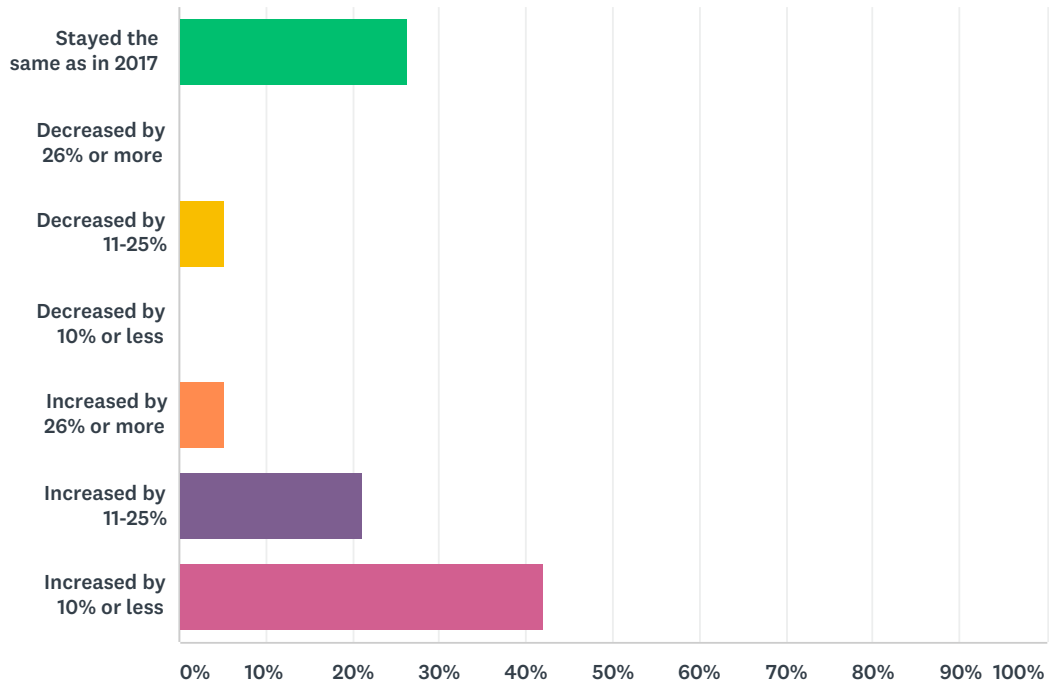
Answered: 19 Skipped: 0



ANSWER CHOICES	RESPONSES	
Under \$50,000	5.26%	1
\$50,000 - \$99,999	0.00%	0
\$100,000 - \$249,999	26.32%	5
\$250,000 - \$499,999	0.00%	0
\$500,000 - \$749,999	0.00%	0
\$750,000 - \$1,499,999	10.53%	2
\$1,500,000 - \$2,999,999	10.53%	2
\$3,000,000 - \$4,999,999	10.53%	2
\$5,000,000 +	36.84%	7
TOTAL		19

Q3 In 2018, did your total St. Louis area contributions increase, decrease or stay the same as in 2017?

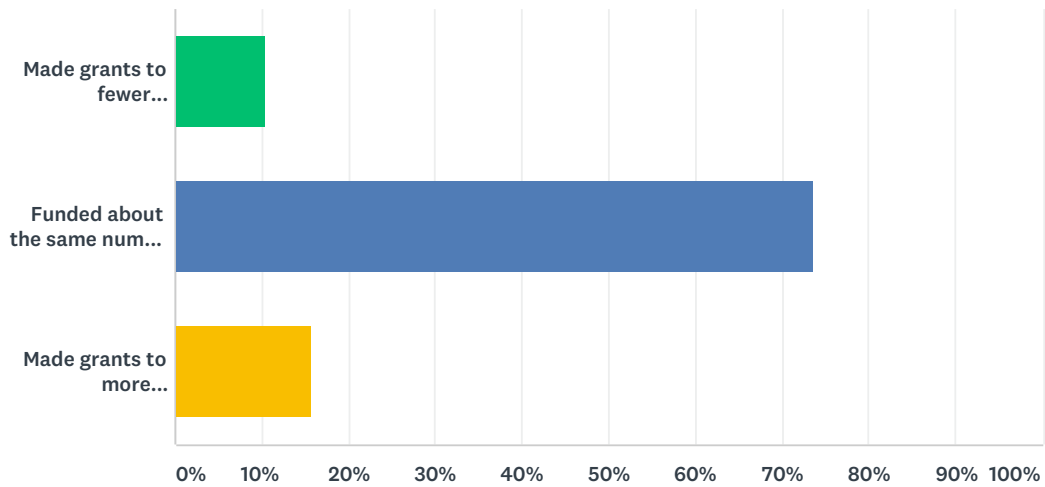
Answered: 19 Skipped: 0



ANSWER CHOICES	RESPONSES	
Stayed the same as in 2017	26.32%	5
Decreased by 26% or more	0.00%	0
Decreased by 11-25%	5.26%	1
Decreased by 10% or less	0.00%	0
Increased by 26% or more	5.26%	1
Increased by 11-25%	21.05%	4
Increased by 10% or less	42.11%	8
TOTAL		19

Q4 In 2016, how did the number of nonprofit organizations you funded change from 2015?

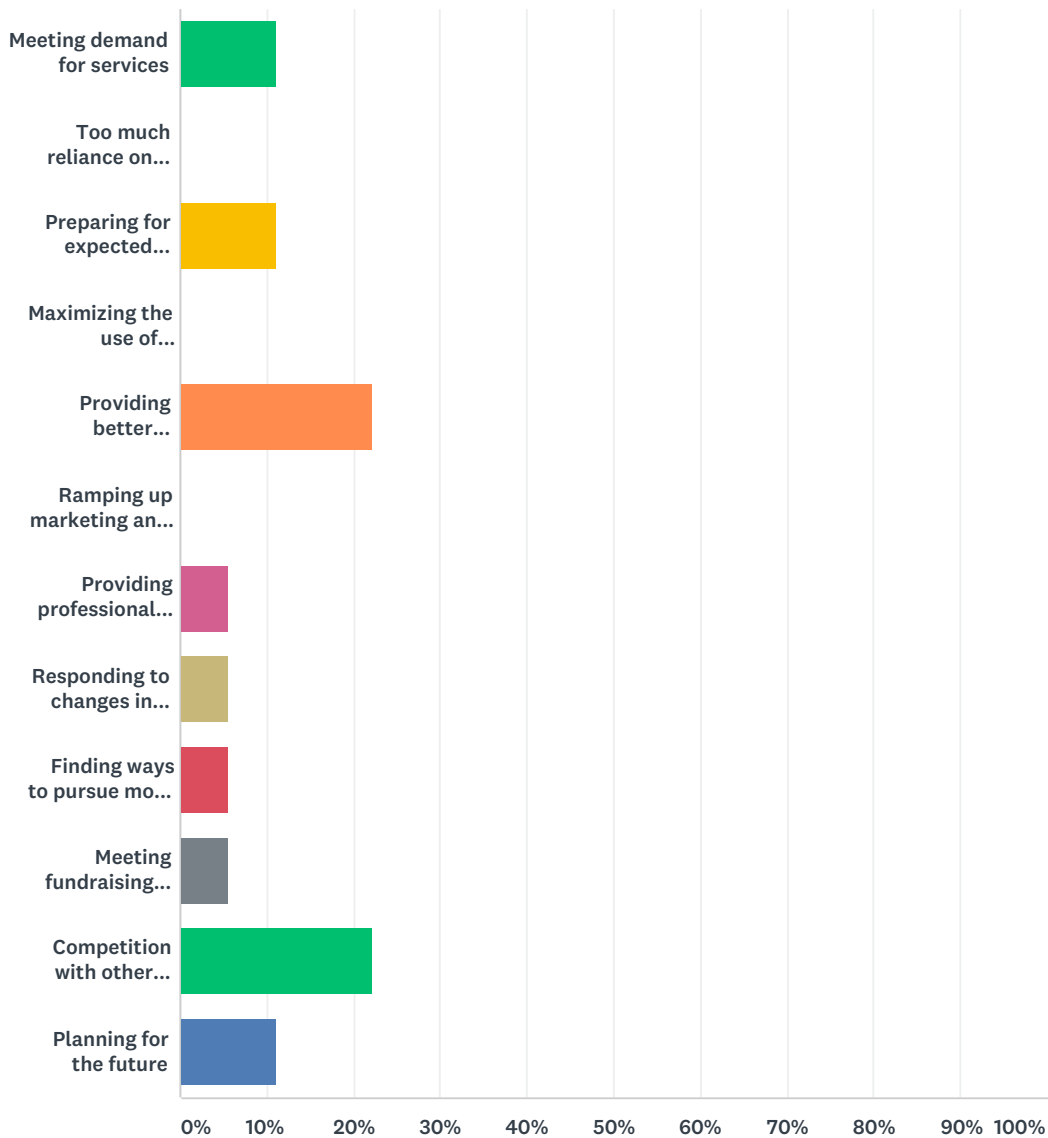
Answered: 19 Skipped: 0



ANSWER CHOICES	RESPONSES	
Made grants to fewer organizations	10.53%	2
Funded about the same number of organizations	73.68%	14
Made grants to more organizations	15.79%	3
TOTAL		19

Q5 What do you see as the biggest challenge for the nonprofit sector in 2019? Select only one.

Answered: 18 Skipped: 1



ANSWER CHOICES	RESPONSES	
Meeting demand for services	11.11%	2
Too much reliance on government funding	0.00%	0
Preparing for expected leadership changes (staff and/or board)	11.11%	2
Maximizing the use of technology	0.00%	0
Providing better data/measurements on program impact	22.22%	4
Ramping up marketing and communications	0.00%	0
Providing professional development for staff	5.56%	1

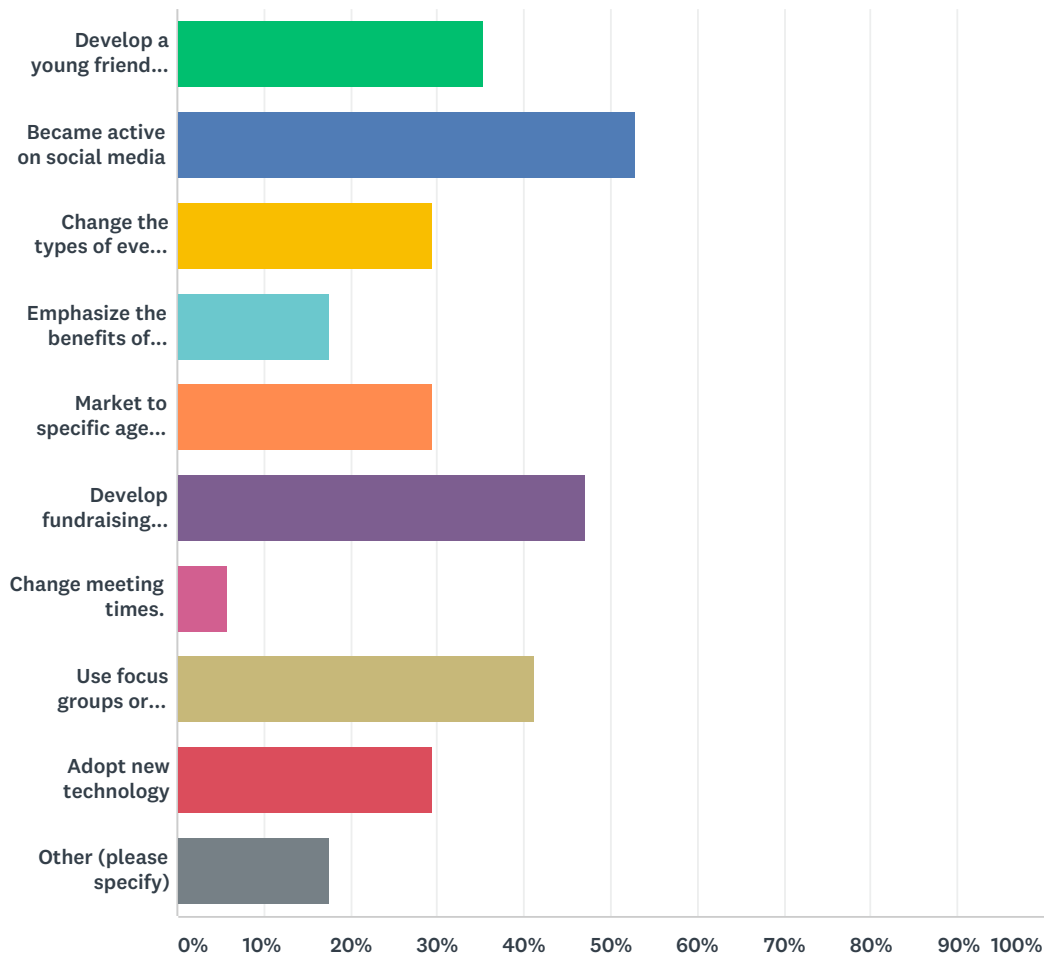
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Responding to changes in public policy	5.56%	1
Finding ways to pursue more collaborations/alliances	5.56%	1
Meeting fundraising goals	5.56%	1
Competition with other organizations/campaigns with similar missions	22.22%	4
Planning for the future	11.11%	2
TOTAL		18

#	COMMENTS	DATE
1	and finding ways to pursue more collaboration	6/26/2019 11:25 AM
2	Planning for the future encompasses many of the items above that I would have checked: Better data/measurements on program impact, meeting demand for services (and changes in demand), preparing for leadership changes, tracking/impacting/responding to public policy changes, professional development, and yes, meeting fundraising goals.	6/25/2019 6:07 AM
3	The challenges likely vary dramatically from one organization to the other. Clear leadership and strategic plan is critical to any organization. Aside from that, the changes in public policy, government funding challenges at the local and state level (i.e. Illinois) can represent huge challenges if any organization. Finally, the Giving USA report clearly calls out how giving is changing from the donors standpoint, so organizations will need to be creative in order to meet its fundraising goals.	6/24/2019 1:36 PM
4	Cuts in government programs as well as changes to United Way giving has caused organizations to struggle to find out where they need to be.	6/20/2019 2:37 PM
5	identifying the best organizations & leadership to partner with and invest in...	6/20/2019 12:06 PM
6	Second to that is capital campaigns - too many at the same time without collaborations or making a case why your campaign is not duplicating existing efforts	6/18/2019 2:13 PM

Q6 Please indicate the top three actions that you have think your grantees should take to engage younger generations.

Answered: 17 Skipped: 2



ANSWER CHOICES	RESPONSES	
Develop a young friends group	35.29%	6
Became active on social media	52.94%	9
Change the types of events sponsored	29.41%	5
Emphasize the benefits of volunteer activities for resumes	17.65%	3
Market to specific age groups	29.41%	5
Develop fundraising messages for specific age groups	47.06%	8
Change meeting times.	5.88%	1
Use focus groups or surveys to determine preferences	41.18%	7
Adopt new technology	29.41%	5
Other (please specify)	17.65%	3

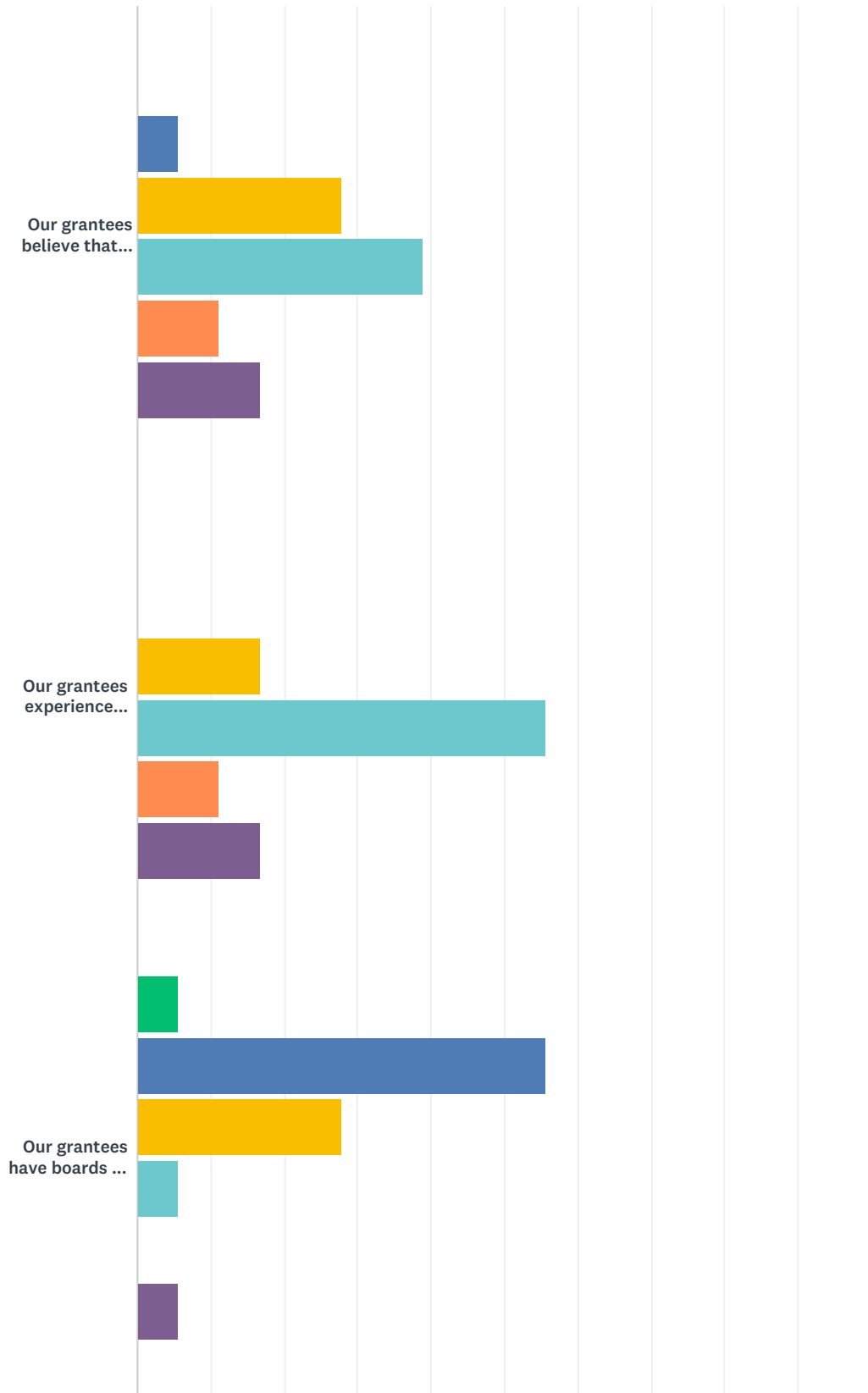
2019 Philanthropic Landscape Funder Survey, Gateway Center for Giving

Total Respondents: 17

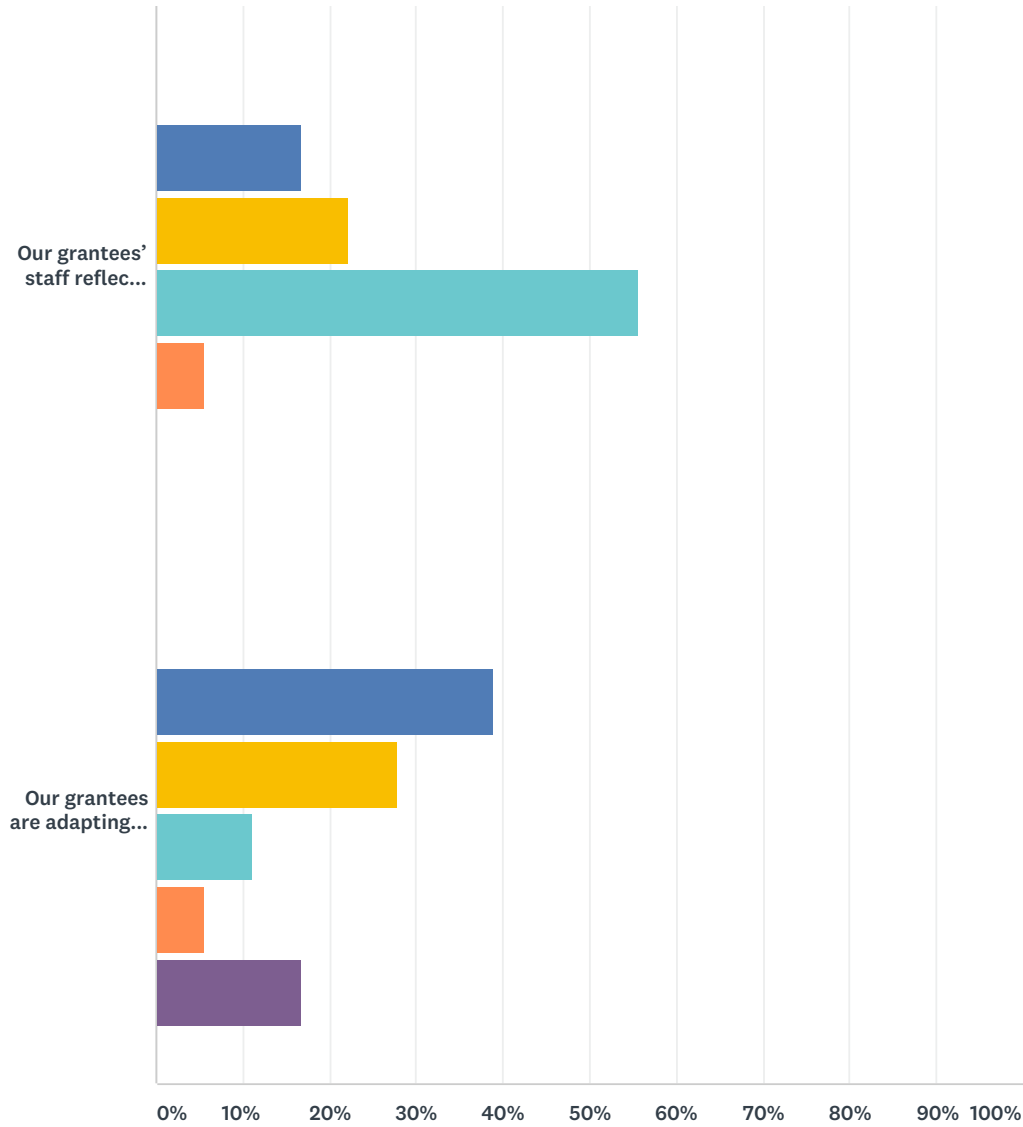
#	OTHER (PLEASE SPECIFY)	DATE
1	Marketing and fundraising to specific age groups are linked and should be considered together.	6/25/2019 6:08 AM
2	Organizations need to understand that younger generations define generosity very differently. For example, they are just as likely to stay where they live and work and the products they buy are just as much an expression of their generosity as how much cash they donate or how much time they volunteer. They also tend to lead by volunteering with their "tribe" first, then money will follow.	6/18/2019 10:25 AM
3	Engage younger generations in the organization's strategic planning and implementation process.	6/17/2019 1:26 PM

Q7 Please indicate whether you agree or disagree with the following statements

Answered: 18 Skipped: 1



2019 Philanthropic Landscape Funder Survey, Gateway Center for Giving

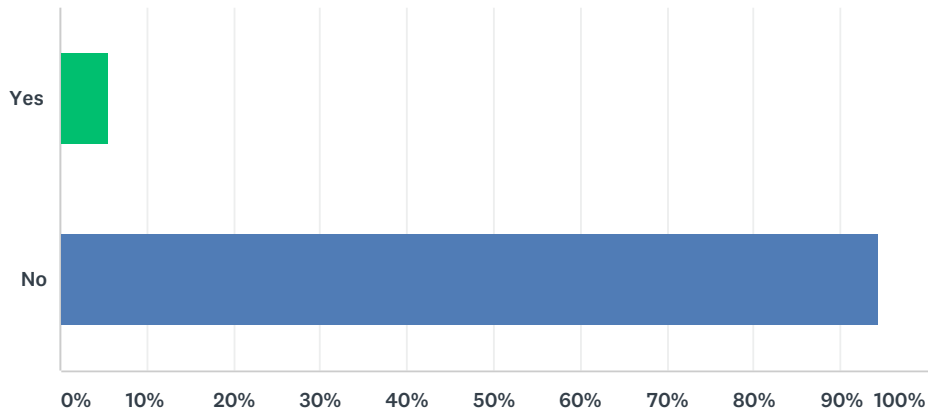


■ 1 = Strongly Disagree
 ■ 2 = Disagree
 ■ 3 = Neither Agree nor Disagree
■ 4 = Agree
 ■ 5 = Strongly Agree
 ■ N/A

	1 = STRONGLY DISAGREE	2 = DISAGREE	3 = NEITHER AGREE NOR DISAGREE	4 = AGREE	5 = STRONGLY AGREE	N/A	TOTAL
Our grantees believe that addressing generational changes is important to their continued success.	0.00% 0	5.56% 1	27.78% 5	38.89% 7	11.11% 2	16.67% 3	18
Our grantees experience challenges managing generational differences among staff, board, and donors.	0.00% 0	0.00% 0	16.67% 3	55.56% 10	11.11% 2	16.67% 3	18
Our grantees have boards of directors that reflect different generations.	5.56% 1	55.56% 10	27.78% 5	5.56% 1	0.00% 0	5.56% 1	18
Our grantees' staff reflect different generations.	0.00% 0	16.67% 3	22.22% 4	55.56% 10	5.56% 1	0.00% 0	18
Our grantees are adapting fundraising strategies to attract younger donors.	0.00% 0	38.89% 7	27.78% 5	11.11% 2	5.56% 1	16.67% 3	18

Q8 Do you have specific initiatives focused on addressing generational transitions in the nonprofit sector? Y/N. If yes, please provide details in the comments box.

Answered: 18 Skipped: 1



ANSWER CHOICES	RESPONSES
Yes	5.56% 1
No	94.44% 17
TOTAL	18

#	COMMENTS	DATE
1	We are only in enough contact with a handful of organizations thus don't really know for some of the statements.	6/25/2019 6:10 AM
2	Giving trends / investing trends	6/18/2019 2:15 PM