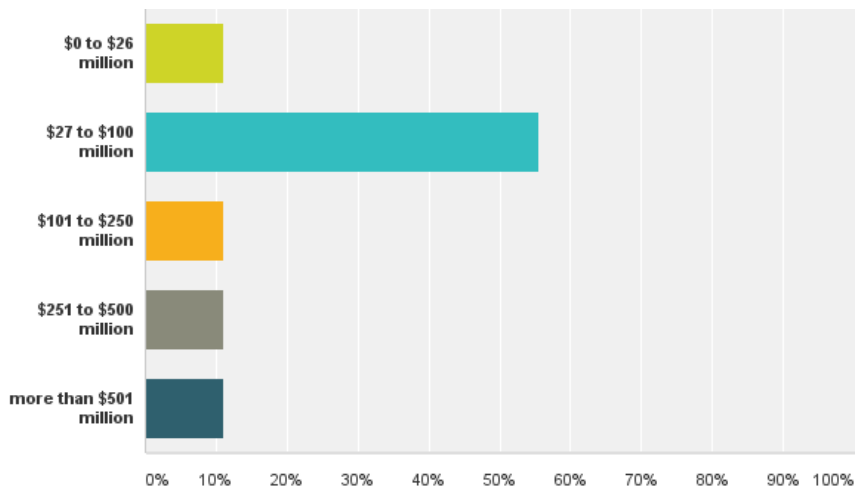


## Philanthropic Challenges Survey of 2016

Dr. Byron Harrell for Client

This survey was sent to participants in January 2016 to provide the Board and Management of the Client (a health legacy foundation in the south) with input as part of its strategic planning retreat. Nine foundations were chosen to complete the survey with characteristics similar to or of interest to retreat participants. Identifying information has been removed.

There was a wide range of size among participating foundations as measured by their invested funds. Participants ranged from small to large with half of participants roughly the same size as the Client.



Almost all participant foundations were classified as “health legacy” foundations.

The board of directors of participating foundations ranged in size from 6 members to 25 members with most falling between 11 and 18 members.

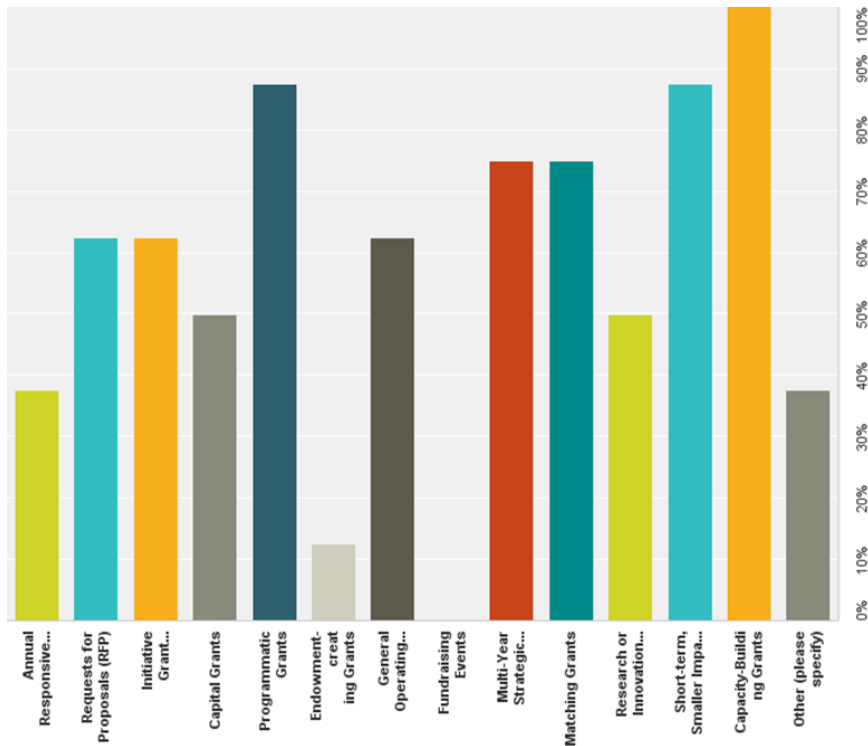
Half of all participating foundation CEOs are also voting members of the board.

Seventy percent of all participants work within one or a few counties as a geographic focus. Twenty percent operate at a state-wide level.

Most participating foundations expect their nonprofit grantee organizations to encounter severe operational challenges in 2016. In response, the most commonly used grant type is classified as “capacity-building” followed by grants with a programmatic-specific emphasis. A chart indicating the range of grant types being used follows on the next page.

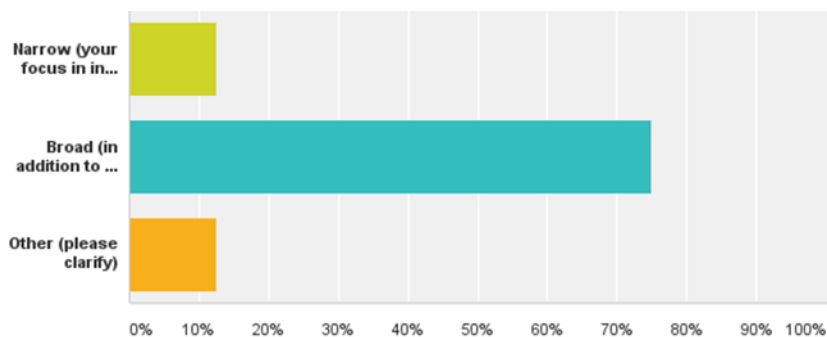
All participating foundations report working closely with other donors or foundations to co-fund initiatives. A quarter of participants found working with other foundations (especially larger foundations) tedious and unnecessary to the eventual outcome. However, the majority found working with other funders fun and that other funders were easy to engage. Less than half reported that other funders were essential to success.

## Grant Types Commonly Used



Finally, and of greatest interest to the Client, the survey revealed a remarkable shift among health legacy foundations from a narrow definition of “health” to a much broader definition. Compared to previous surveys in which a majority of health legacy foundations operated under a traditional definition of health, today, 75% reported that their grantmaking extended into the larger community to include new domains such as “economic development”, “public safety”, “public education”, “environmental issues” and “public policy”. The more traditional definition of health tended to focus on domains like “cancer”, “clinics”, “access”, “diabetes”, “obesity”, “hospitals”, “medical schools”, etc.

## Definition of Health



The shift in viewpoint was likely to affect grantmaking in three ways. First, assets devoted to traditional health topics may have been restricted. Second, assets devoted to unconventional domains probably grew. Third, new grant types and tools were being introduced in addition to classics. Client is now

researching expanded opportunities for impact in community economic vitality and economic development in addition to its traditional health domains.

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The team at Philoptima Consulting specializes in finding strategic solutions for grant making clients. We have extensive experience in guiding large nonprofit asset conversions such as the sale of not-for-profit hospitals and insurers, into various forms of legacy grant making foundations with highly effective, functional, community-based application selection systems, monitors and evaluation approaches. Now more than ever, private foundations turn to us to help design high-impact strategic plans to get the most from their grants and gifts. Our team of associates is also skilled at board retreat facilitation, community needs surveys, internal functional assessments, and a wide range of grant tools and types.

You can get your copy of Dr. Harrell's book "Supercharged Giving" at

<http://www.superchargedgiving.com/>