



THE CENTER
FOR EFFECTIVE
PHILANTHROPY

Grantee Perception Report

Prepared for
Ford Foundation
November 2017

About CEP




Informative
Programming



Cutting-Edge
Research



Advisory
Services



Assessments

Grantee Survey Population

Survey Fielded	Year of Active Grants	Responses Received	Response Rate
May and June 2017	2016	1550	58%
October and November 2014	2013	1631	56%
May and June 2012	2011	1939	60%
September and October 2008	2007	2025	60%

Grantee Comparative Dataset

Nearly 300 foundations

More than 40,000 grantee responses

Custom Cohort

Bill & Melinda Gates Foundation

Carnegie Corporation of New York

Carnegie Corporation of New York

Robert Wood Johnson Foundation

Ford Foundation

The Atlantic Philanthropies

Gordon and Betty Moore Foundation

The David and Lucile Packard Foundation

John D. and Catherine T. MacArthur
Foundation

The Kresge Foundation

John S. and James L. Knight Foundation

The Rockefeller Foundation

Margaret A. Cargill Foundation

The William and Flora Hewlett Foundation

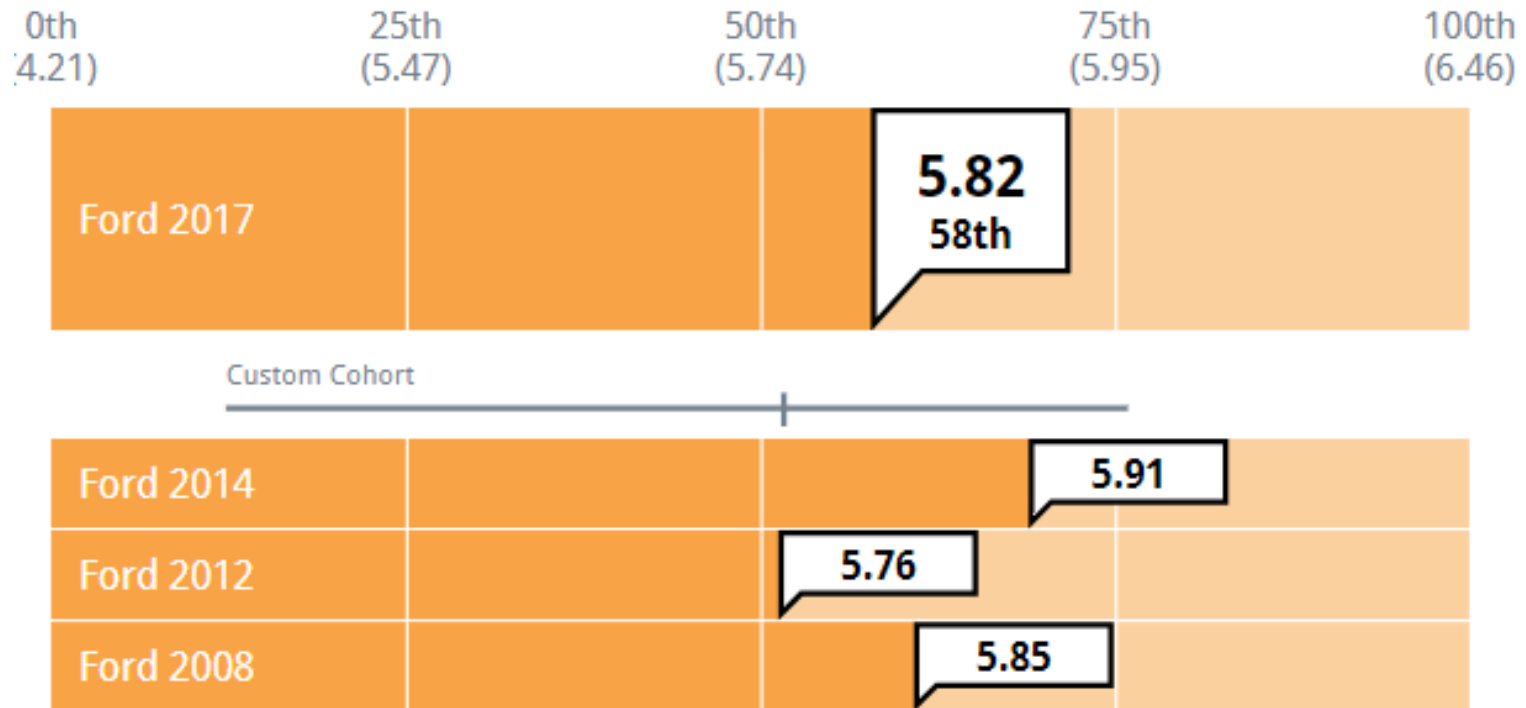
W.K. Kellogg Foundation

Impact on Grantees' Fields



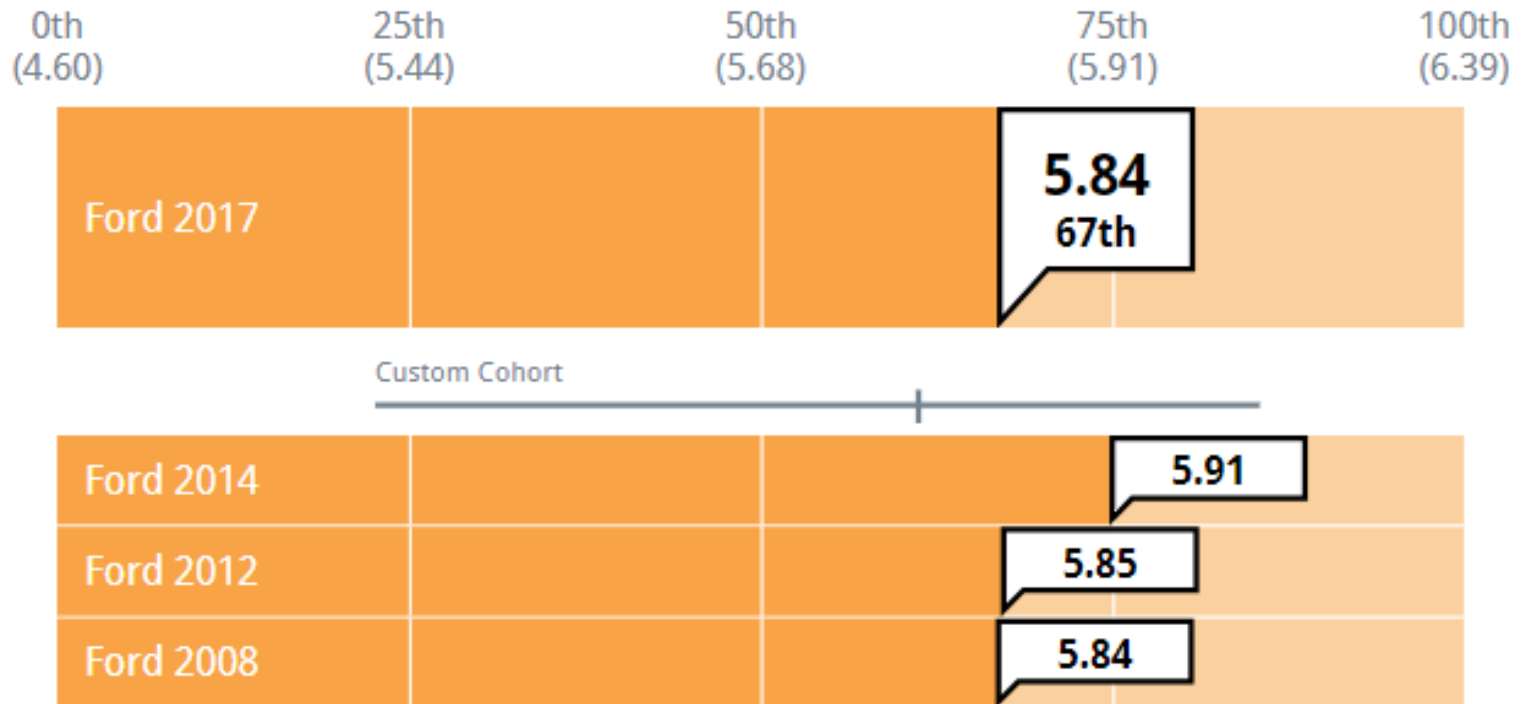
“Overall, how would you rate the Foundation’s impact on your field?”

1 = No impact, 7 = Significant positive impact



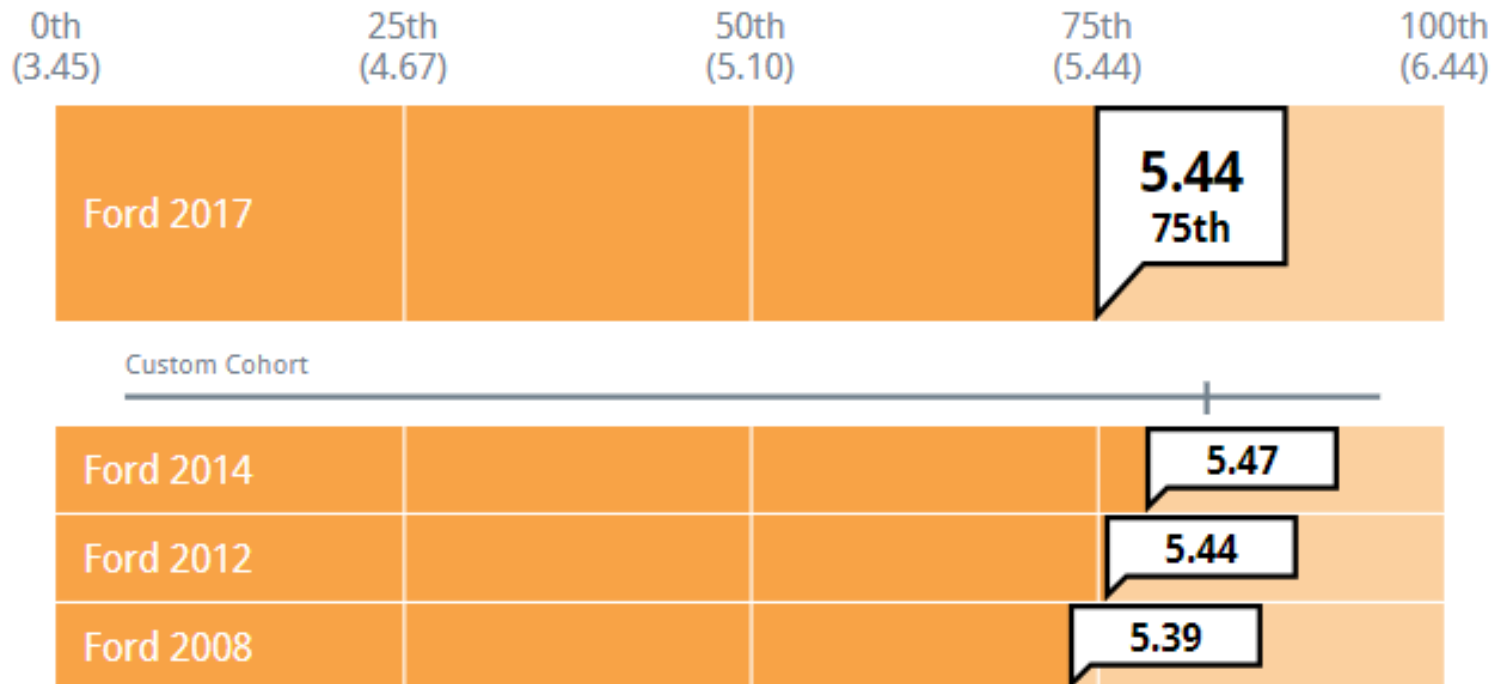
“How well does the Foundation understand the field in which you work?”

1 = Limited understanding of the field, 7 = Regarded as an expert in the field



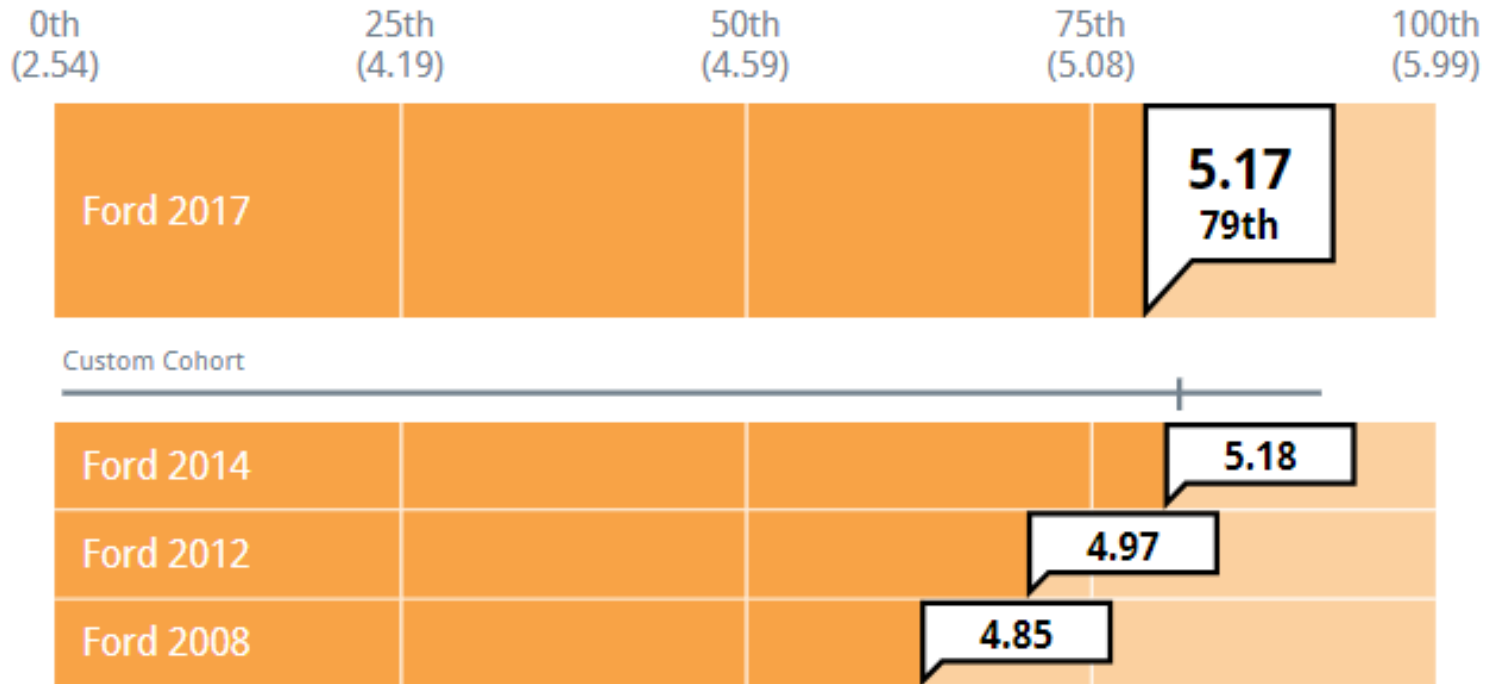
“To what extent has the Foundation advanced the state of knowledge in your field?”

1 = Not at all, 7 = Leads the field to new thinking and practice



“To what extent has the Foundation affected public policy in your field?”

1 = Not at all, 7 = Major influence on shaping public policy



Non-Monetary Assistance



Intensive Patterns of Non-Monetary Assistance

COMPREHENSIVE
ASSISTANCE



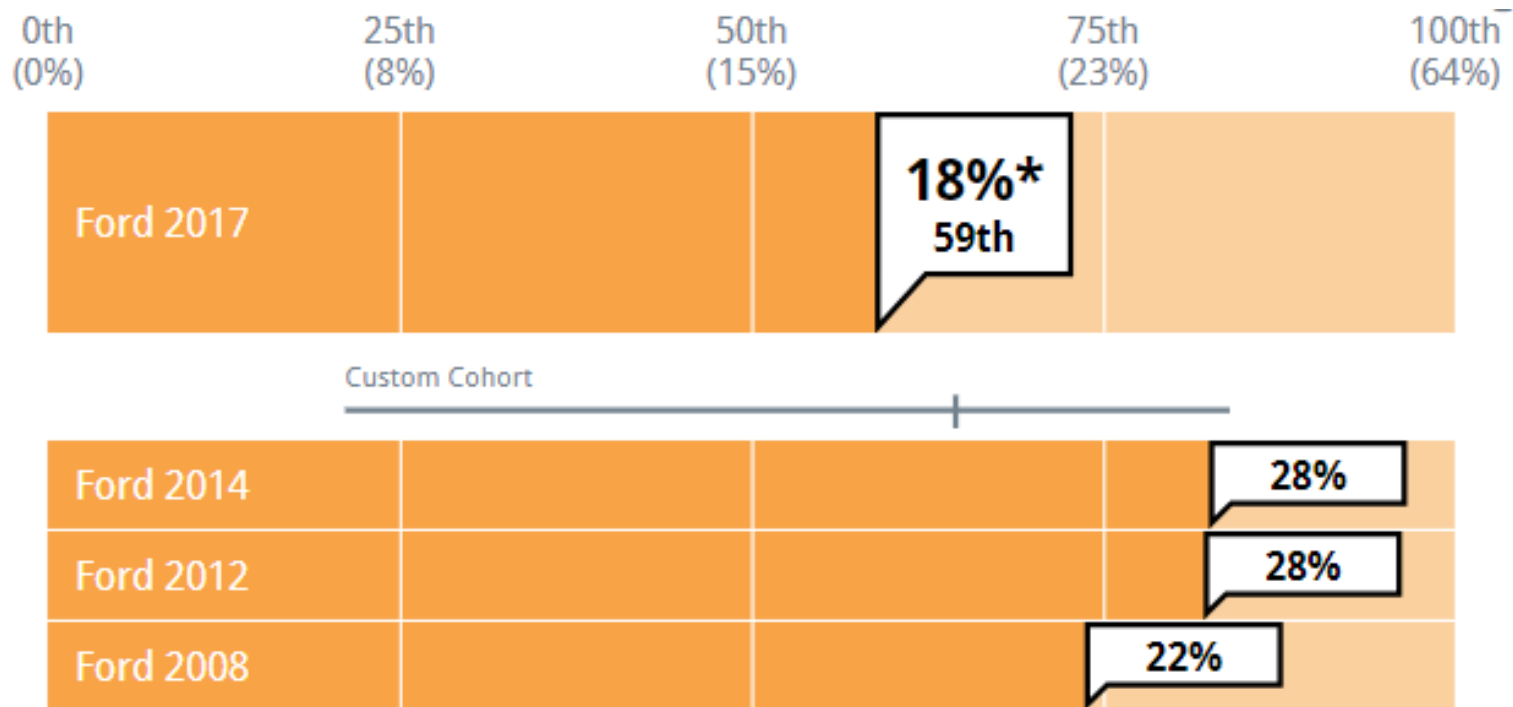
Grantees receiving at least **7 forms of assistance**

FIELD-FOCUSED
ASSISTANCE



Grantees receiving at least **3 forms of field-related assistance** but less than **7 forms of assistance overall**

Proportion of Grantees That Received Field-Focused or Comprehensive Assistance



Relationships with Grantees



Funder-Grantee Relationships

STRONG RELATIONSHIPS

INTERACTIONS

Fairness of treatment by foundation

Comfort approaching foundation if a problem arises

Responsiveness of foundation staff

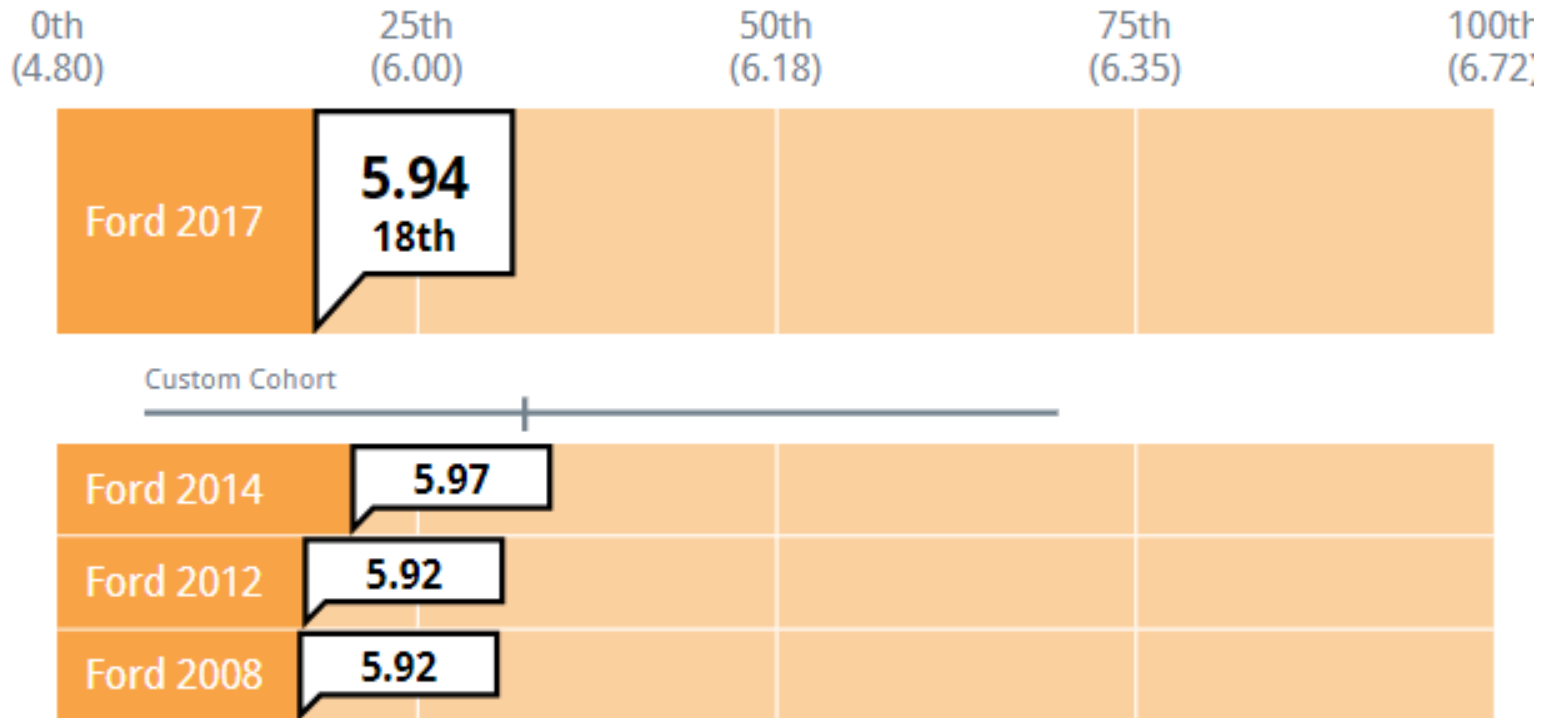
Clarity of communication of foundation's goals and strategy

Consistency of information provided by different communications

COMMUNICATIONS

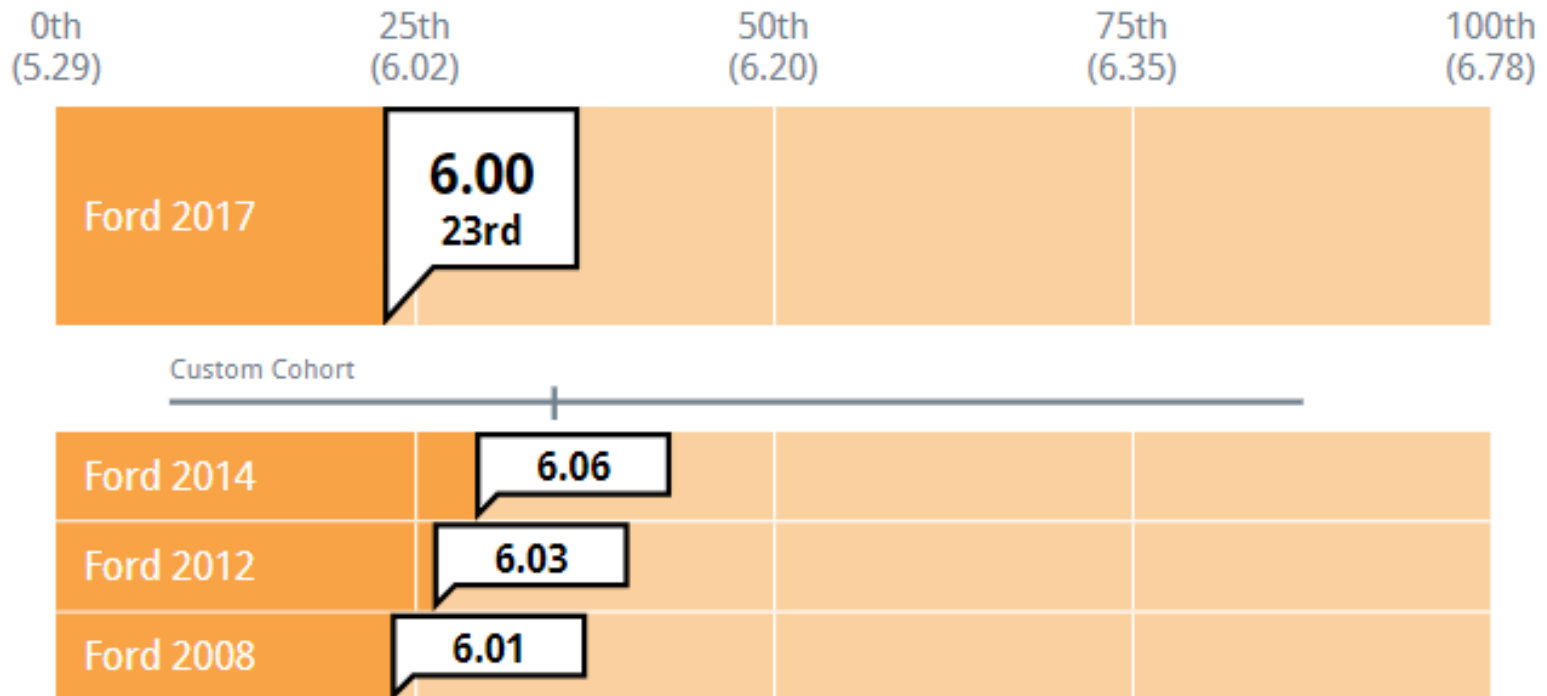
Funder-Grantee Relationships Summary Measure

1 = Very negative, 7 = Very positive



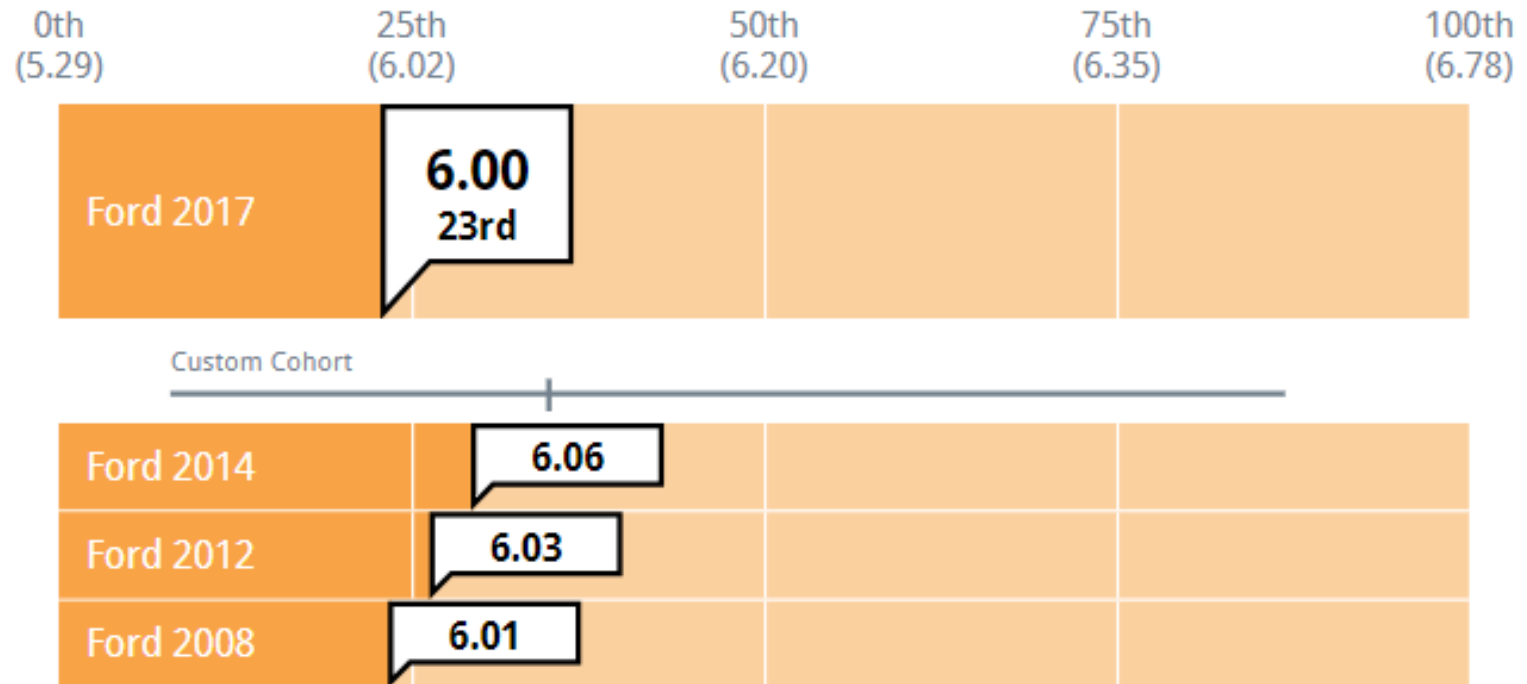
“Overall, how fairly did the Foundation treat you?”

1 = Not at all fairly, 7 = Extremely fairly



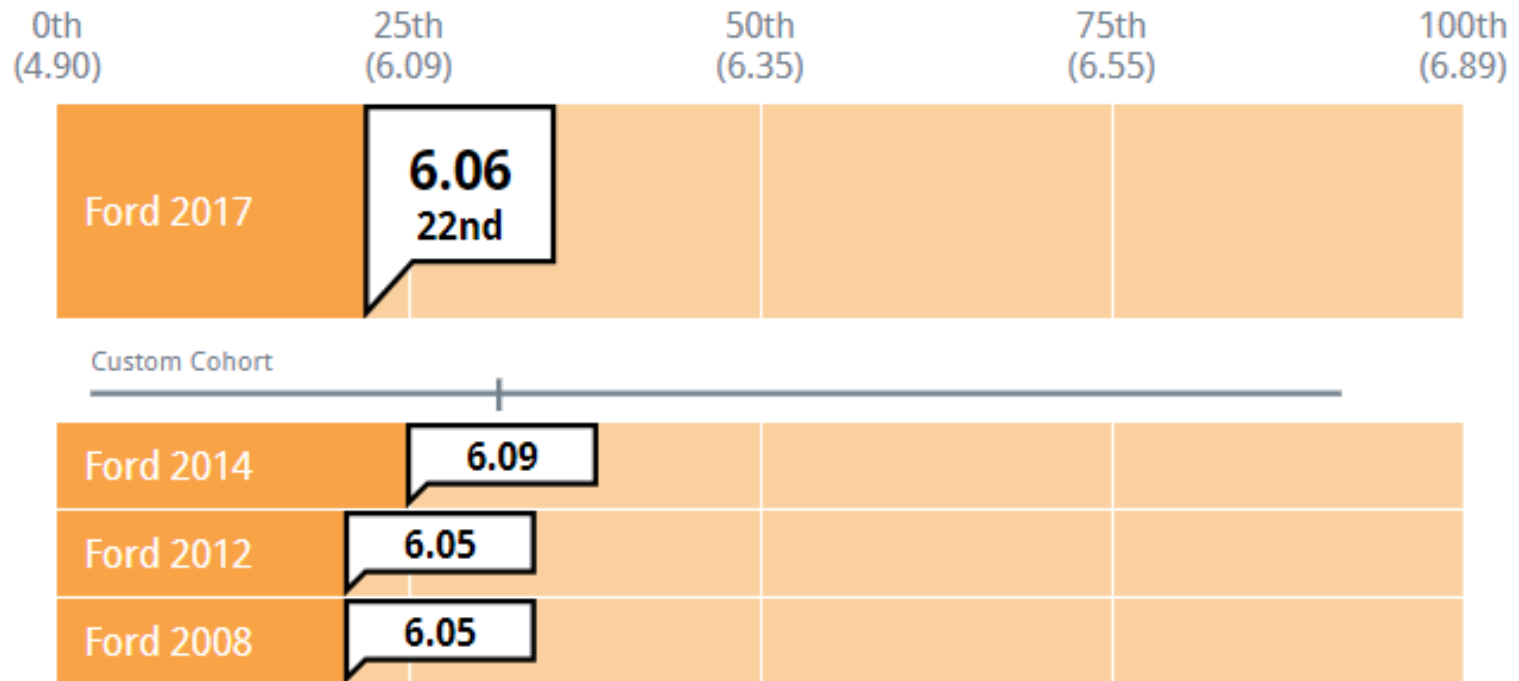
“How comfortable do you feel approaching the Foundation if a problem arises?”

1 = Not at all comfortable, 7 = Extremely comfortable



“Overall, how responsive was the Foundation staff?”

1 = Not at all responsive, 7 = Extremely responsive



Contact Changes

24%

Of Ford grantees report a contact change in the past six months

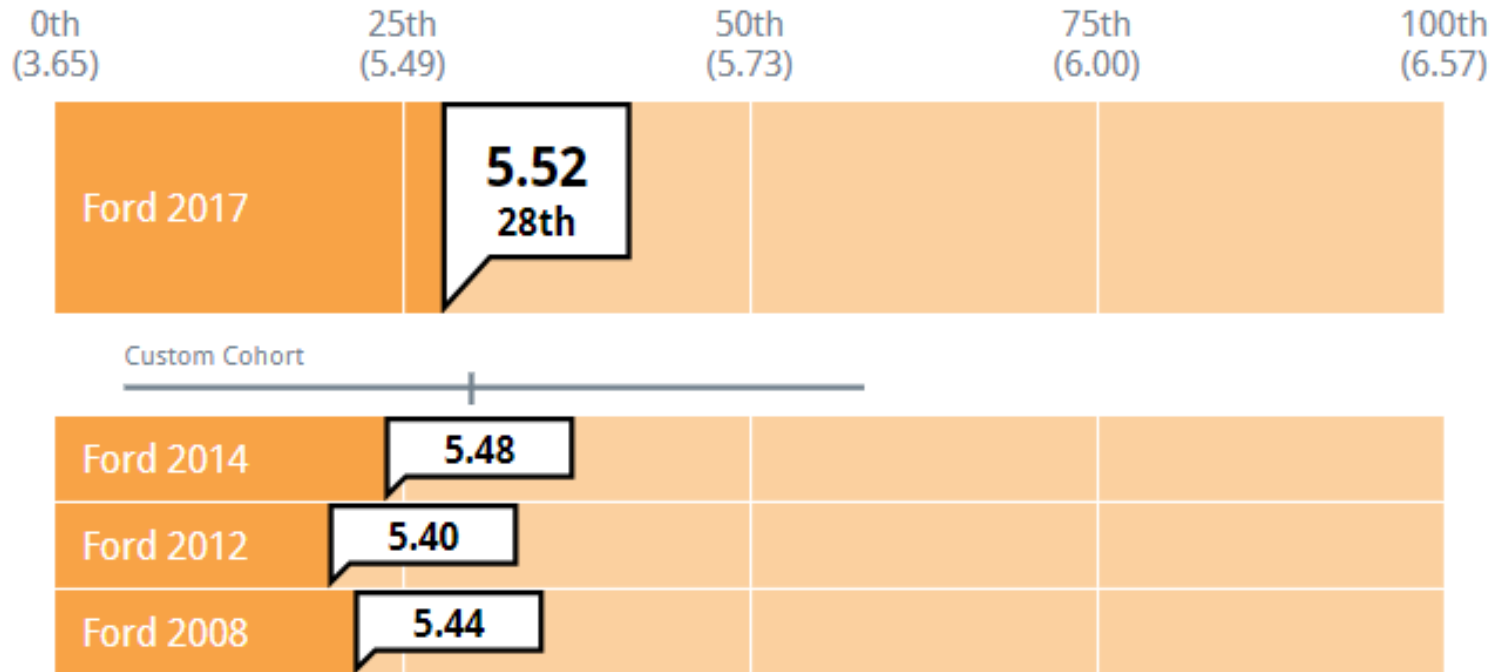
vs.

14%

Of grantees of the average funder report a contact change in the past six months

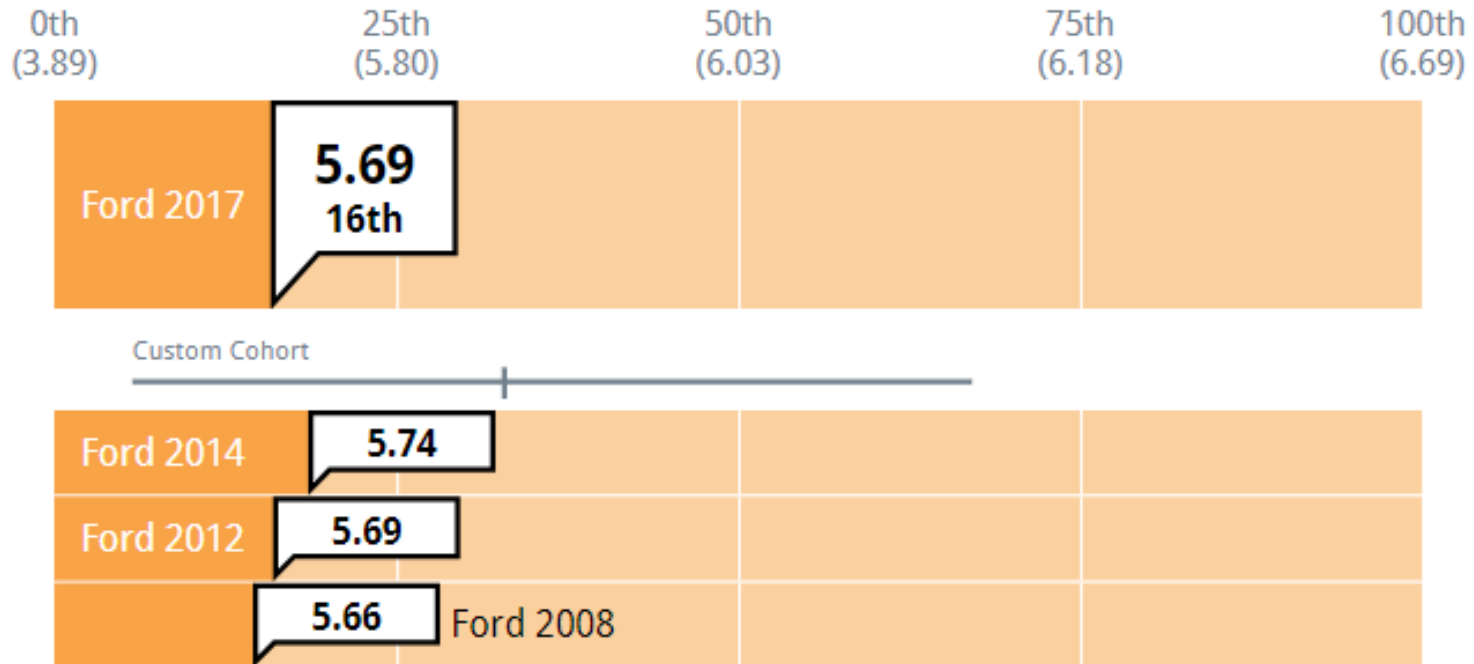
“How clearly has the Foundation communicated its goals and strategy with you?”

1 = Not at all clearly, 7 = Extremely clearly



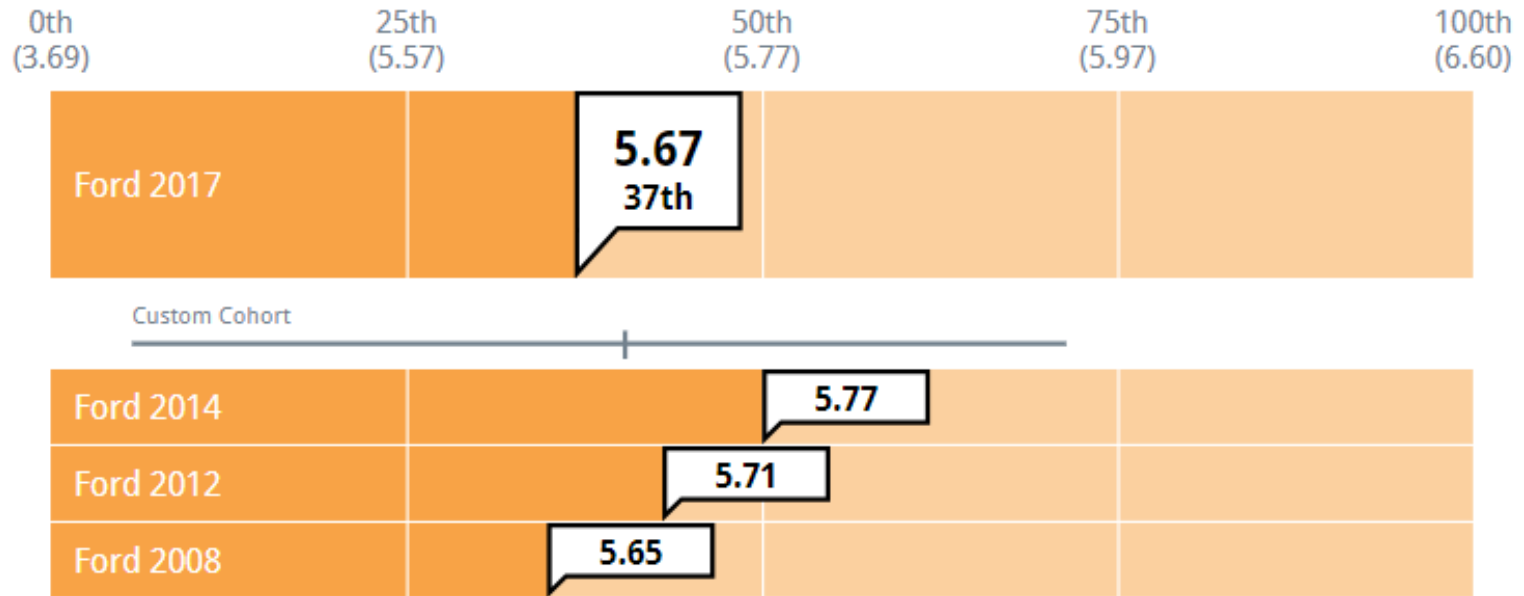
“How consistent was the information provided by different communications resources, both personal and written, that you used to learn about the Foundation?”

1 = Not at all consistent, 7 = Completely consistent



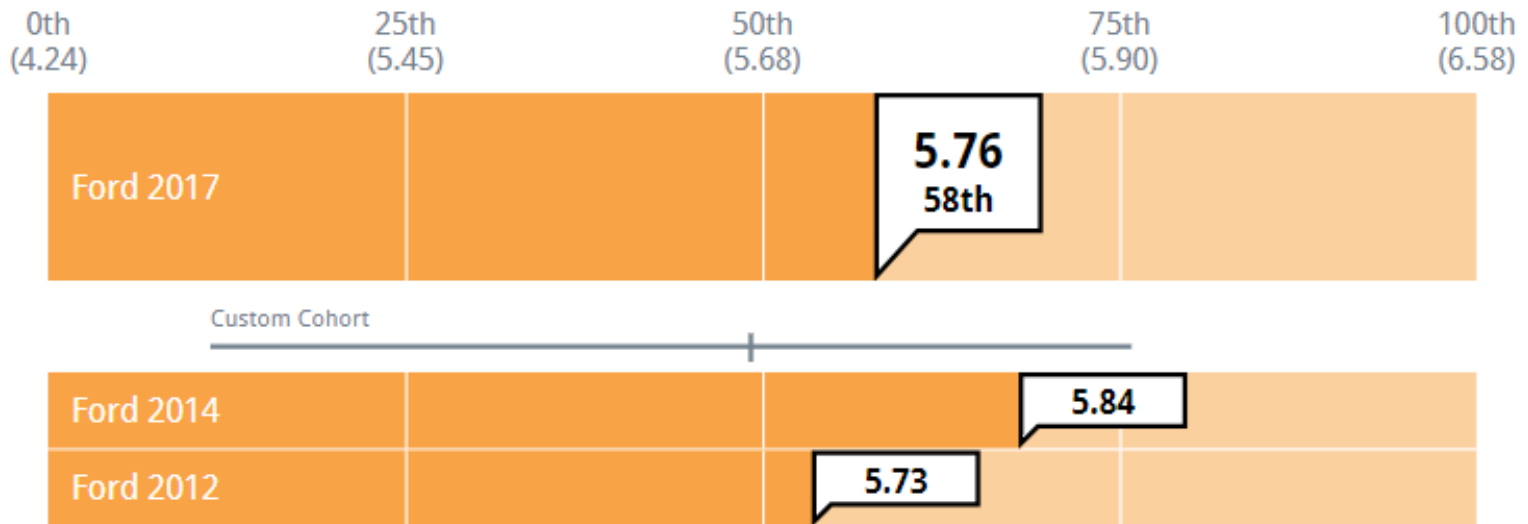
“How well does the Foundation understand your organization’s strategy and goals?”

1 = Limited understanding, 7 = Thorough understanding



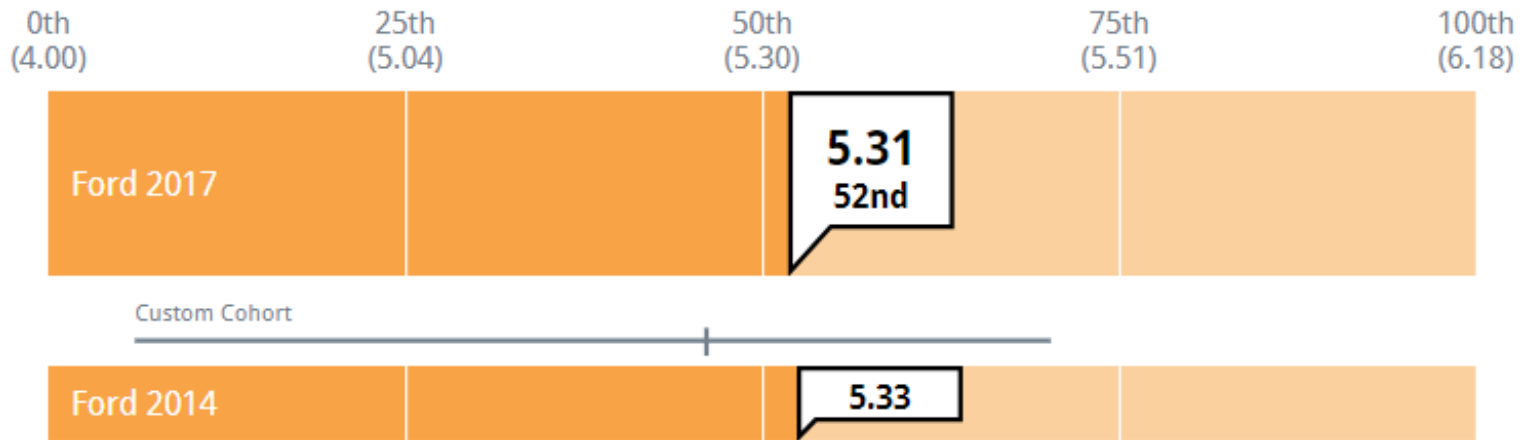
“How well does the Foundation understand the social, cultural, or socioeconomic factors that affect your work?”

1 = Limited understanding, 7 = Thorough understanding



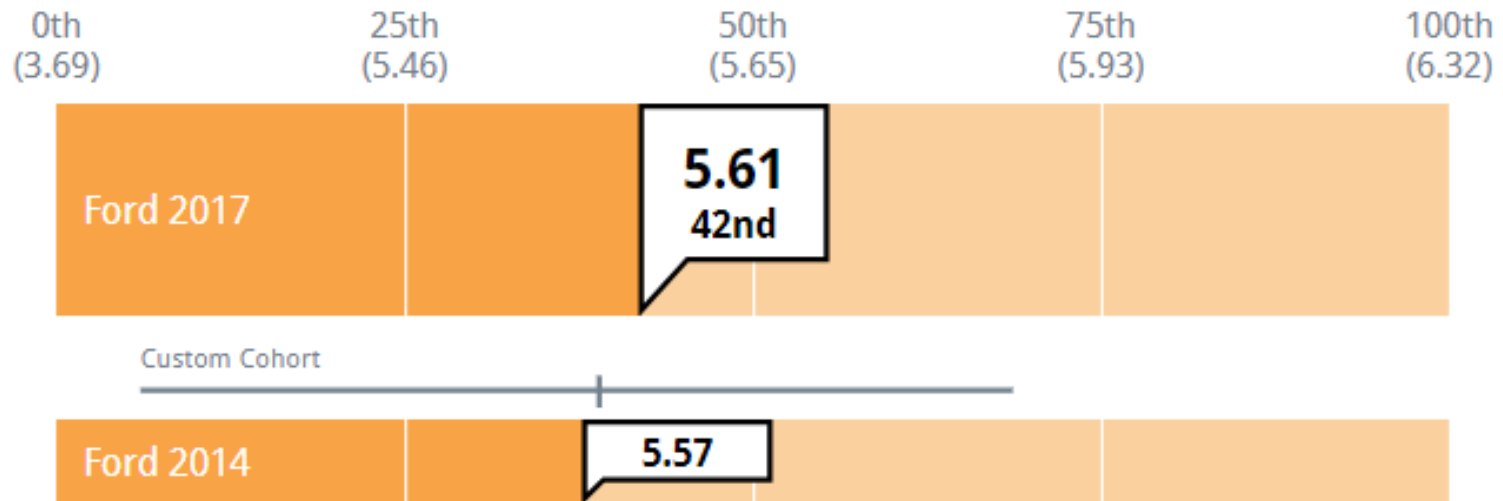
“How aware is the Foundation of the challenges that your organization is facing?”

1 = Not at all aware, 7 = Extremely aware



“Overall how transparent is the Foundation with your organization?”

1 = Not at all transparent, 7 = Extremely transparent

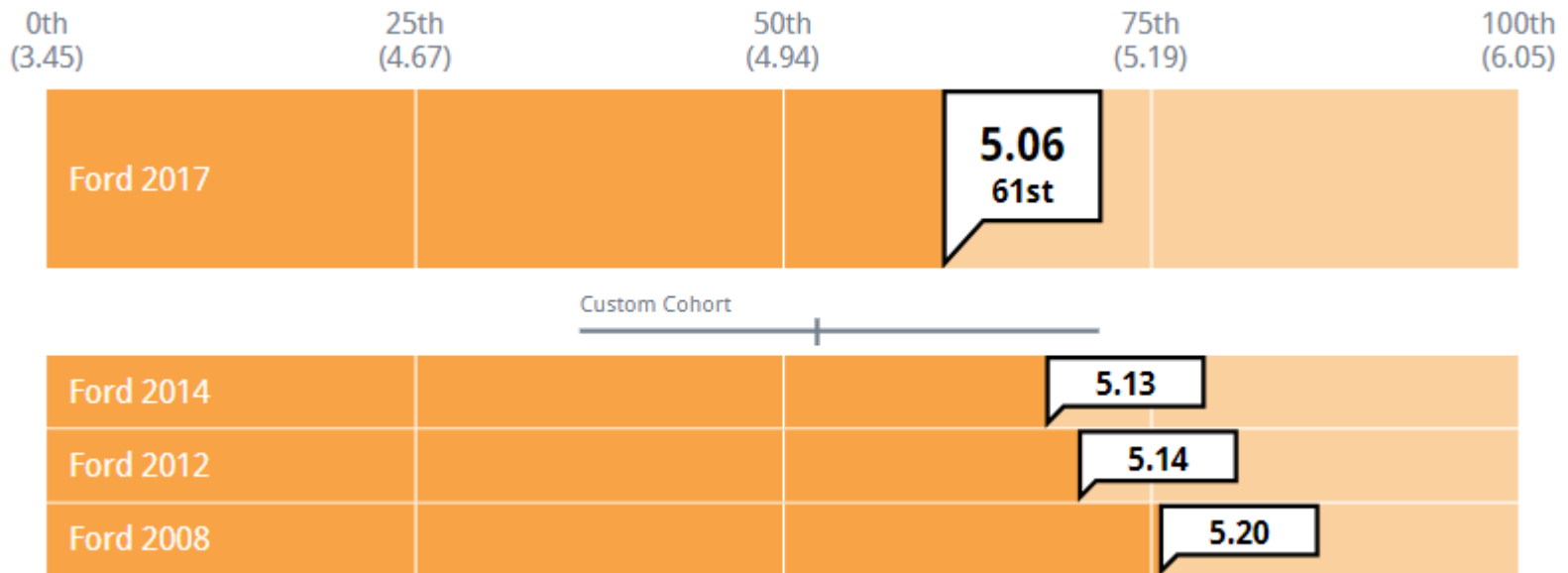


Processes



“How helpful was participating in the Foundation’s selection process in strengthening the organization/program funded by the grant?”

1 = Not at all helpful, 7 = Extremely helpful



Recommendations

- Take advantage of Ford's **leadership role** to have more **impact** on fields.
- Further **clarify** Ford's goals and strategies.
- Encourage and support program officers in **strengthening** their **relationships** with grantees.
- Ensure smoother **transitions** of contact changes to maintain **consistent understanding** of the Foundation's efforts.
- Provide more **non-monetary assistance** to grantees related to convenings and collaborations.
- Explore the **differences** across Thematic Areas and Regional Offices

