THE CENTER
FOR EFFECTIVE
PHILANTHROPY

Grantee Perception Report

Prepared for

Baptist Healing Trust

June 2015

CEP MISSION

The mission of the Center for Effective Philanthropy is to **provide data and create insight** so philanthropic funders can better define, assess, and improve their effectiveness – and, as a result, their intended impact.

Survey Population

Survey Period	Year of Active Grants	Number of Responses Received	Survey Response Rate
February and March 2015	2014	95	79%

Comparative Dataset of 300+ Funders

Custom Cohort of Southern regionally-focused funders, $90K-$170K in assets	
Baptist Healing Trust	Quantum Foundation
Benwood	Shelton Family Foundation
Blue Cross and Blue Shield of North Carolina Foundation	The Cameron Foundation
Gulf Coast Community Foundation of Venice	Williamsburg Health Foundation
Mary Reynolds Babcock Foundation	Winter Park Health Foundation
Wiregrass Foundation	

Impactful
Strong
Needed
Collaborative
Faithful
Change-Oriented
Nurturing
Accommodating
Integrity
Holistic
Rest
Partner
Powerful
Flexible
Outstanding
Awesome
Engaged
Helpful
Visionary
Fostering
Heart
Remarkable
Committed
Caring
Compassionate
Partners
Solid
Uplifting
Progressive
Dedicated
Encouraging
Available
Amazing
Loyal
Supportive
Excellence
Genuine
Valuable
Compassionate-Partner
Depth
Generous
Accountability
Exceptional
Dependable
Thoughtful
Effective
Leadership
Comprehensive-Support
Knowledgeable
Fabulous
Compassion
Philanthropic
Inclusive
Incredible
Trustworthy
Thorough

*"BHT is **the best foundation** we have ever worked with. The funding has saved our organization, but what has meant even more is the fact that they believe in us. They are so much more than a charitable foundation - their staff have, at various times, been our **counselors, advisers, encouragers, and inspiration**. Their assistance has gone far beyond funding. They noticed when we needed help in a particular area, and arranged consulting for us, even getting it paid for through another program. **They truly care**."*

Themes

Impact on Fields and Communities

Impact on Organizations

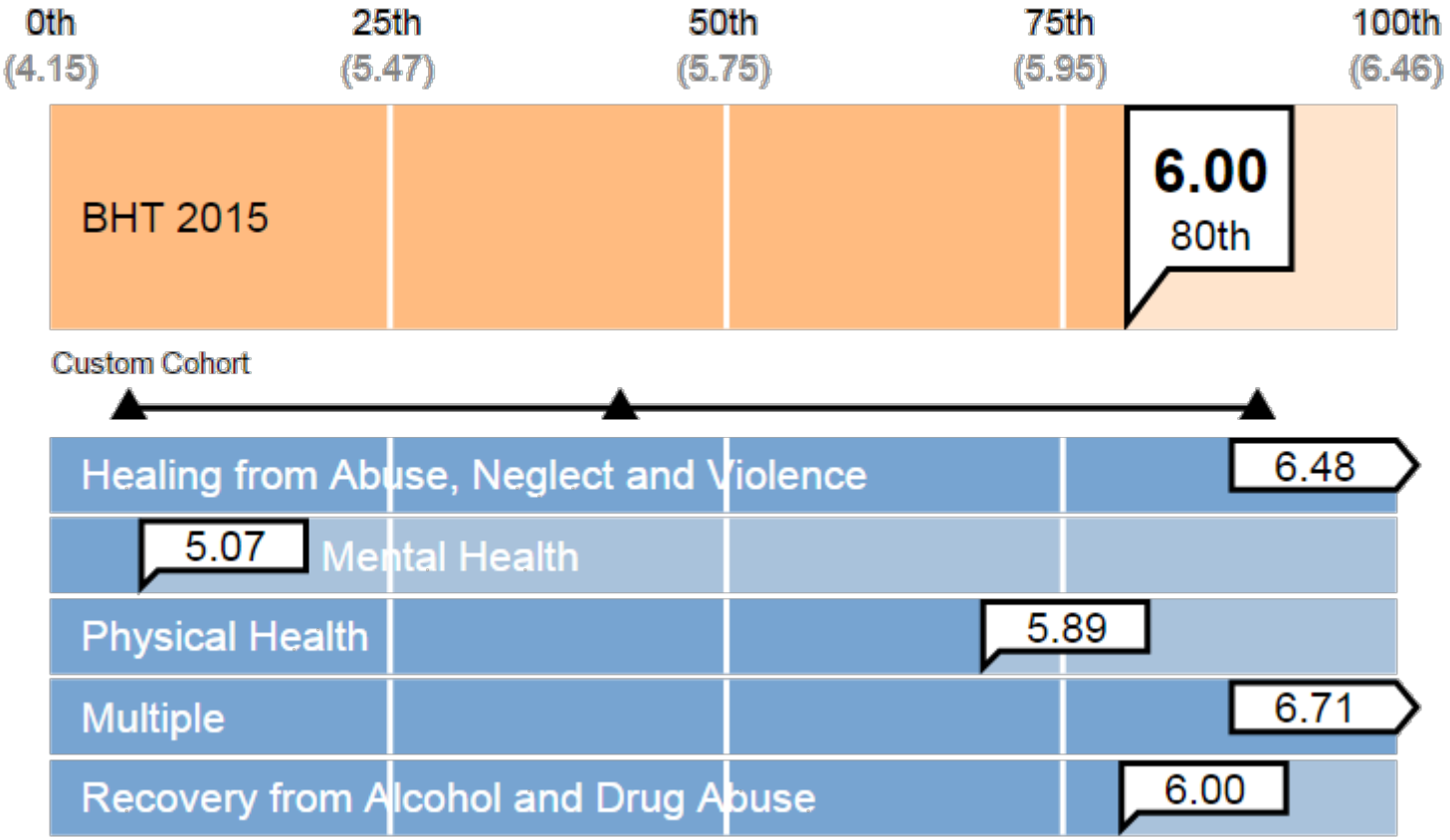
Interactions and Communications

Foundation Processes

Impact on Fields and Communities

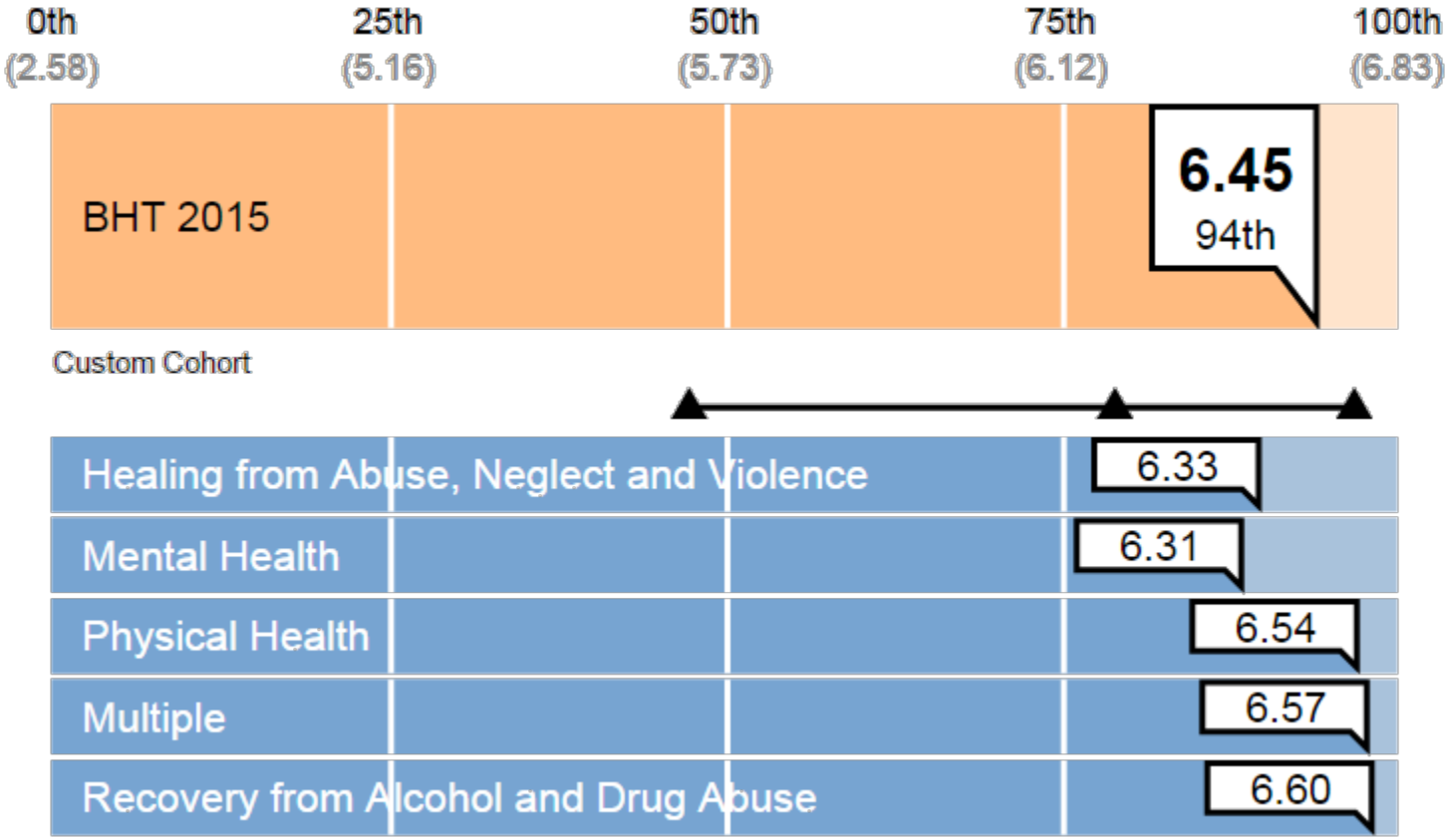
"Overall, how would you rate the Foundation's impact on your field?"

1 = No impact, 7 = Significant positive impact



"Overall, how would you rate the Foundation's impact on your local community?"

1 = No impact, 7 = Significant positive impact

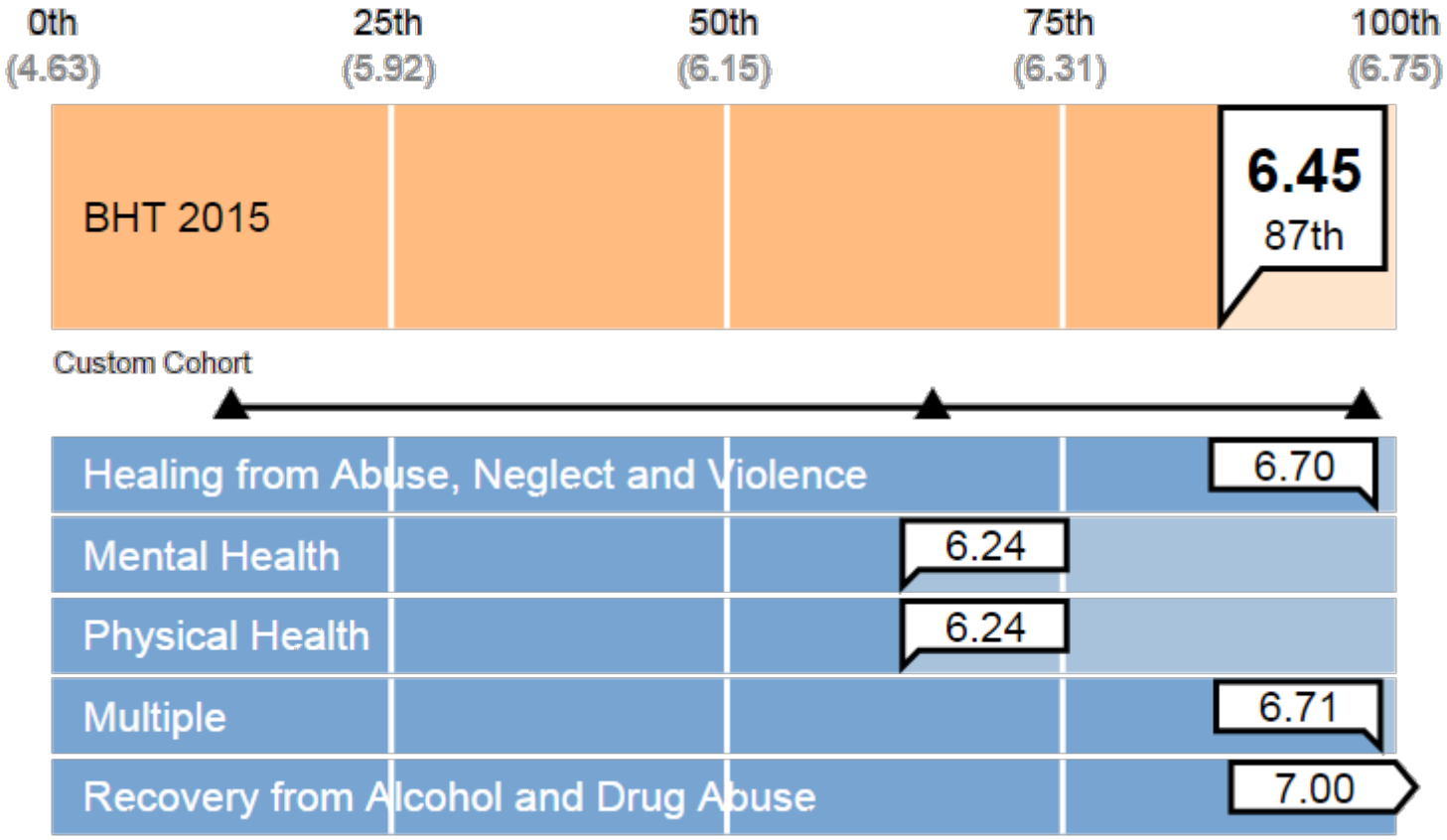


*"The Trust has **helped to support and sustain nearly every safety net healthcare organization**. This assures availability of services in Nashville/Davidson County and throughout middle Tennessee."*

Impact on Organizations

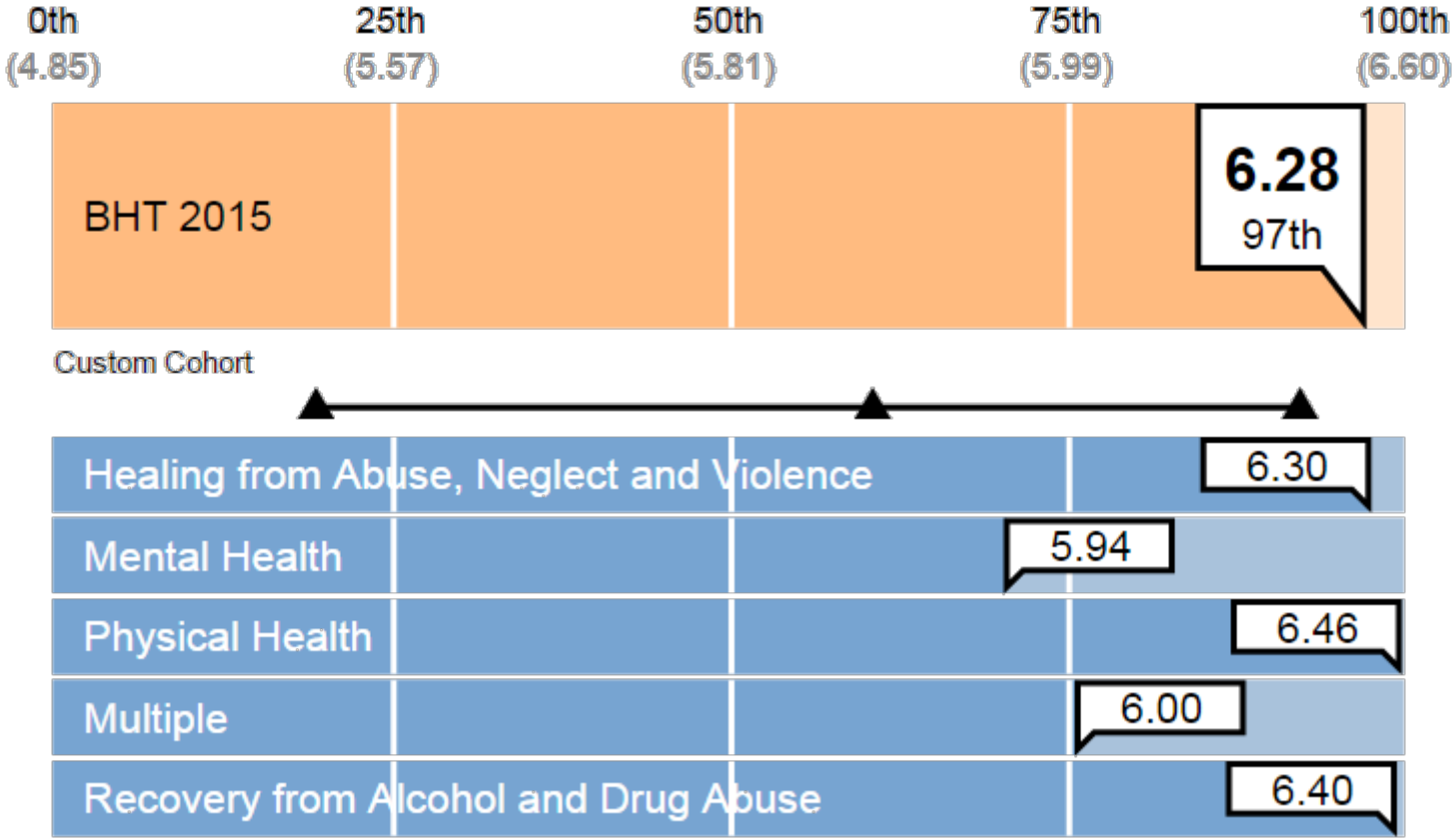
"Overall, how would you rate the Foundation's impact on your organization?"

1 = No impact, 7 = Significant positive impact



"How well does the Foundation understand your organization's strategy and goals?"

1 = Limited understanding , 7 = Thorough understanding



Patterns of Non-Monetary Assistance

Type of Support	BHT 2015	Average Funder	Average Cohort Funder
Intensive Assistance	17%	15%	16%
Little	61%	37%	41%
None	22%	48%	43%

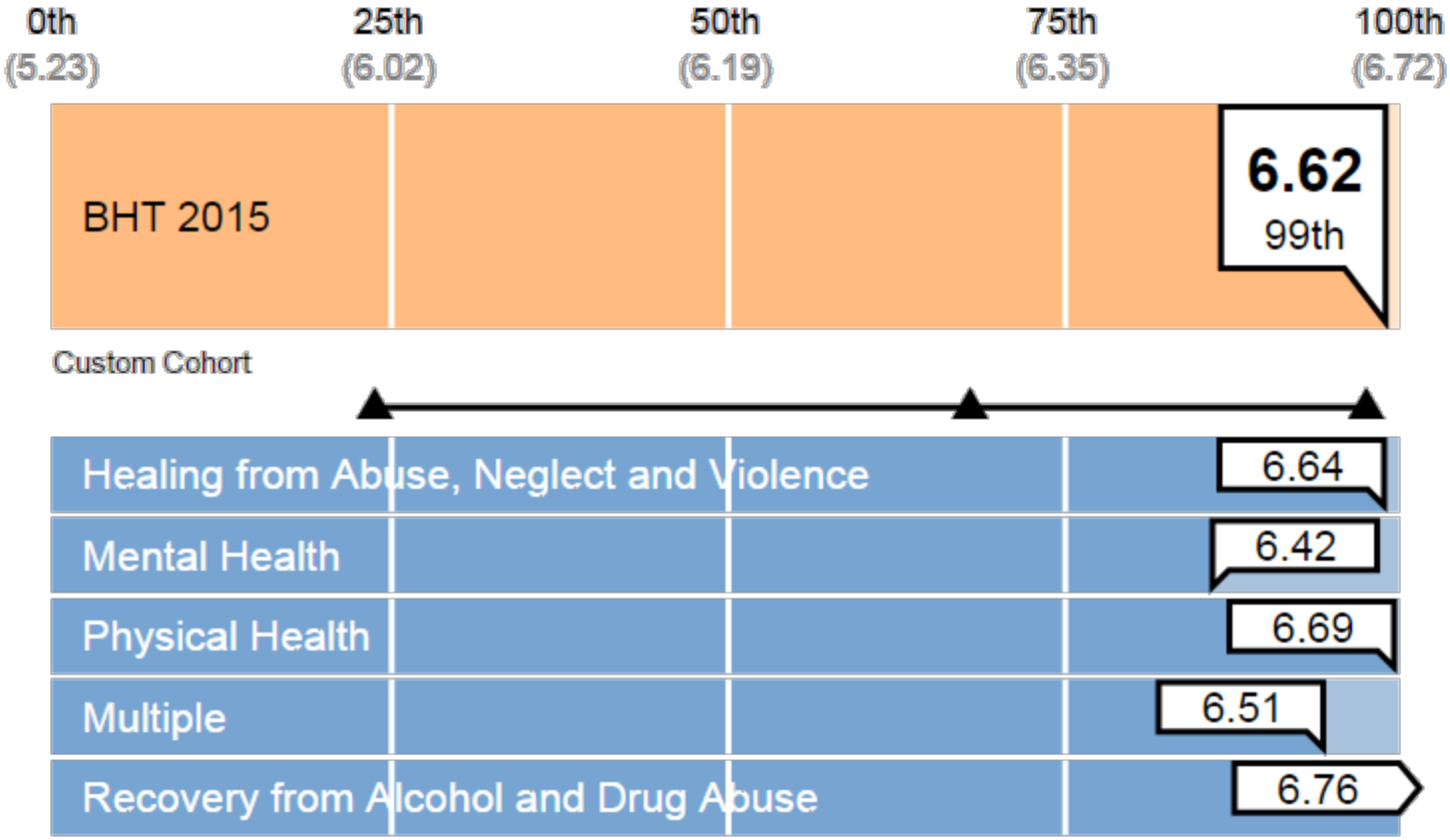
*"Overall, they have **made our organization stronger and better** and as a result of our interactions. As a result, I believe they have helped us to better serve our clients."*

*"Hold group **seminars/informational meetings** more often."*

Interactions and Communications

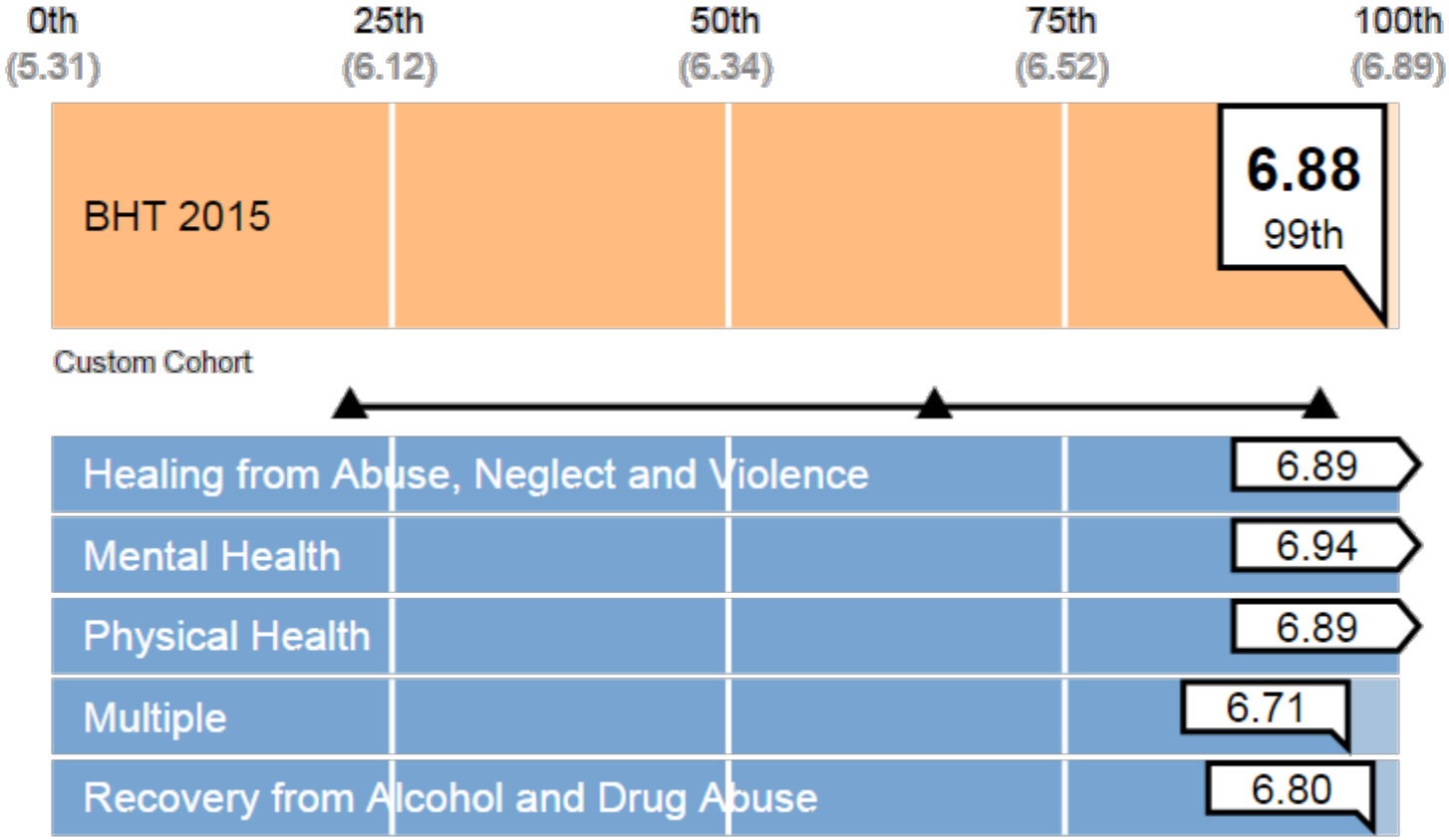
Funder-Grantee Relationships Summary Measure

1 = Very negative, 7 = Very positive



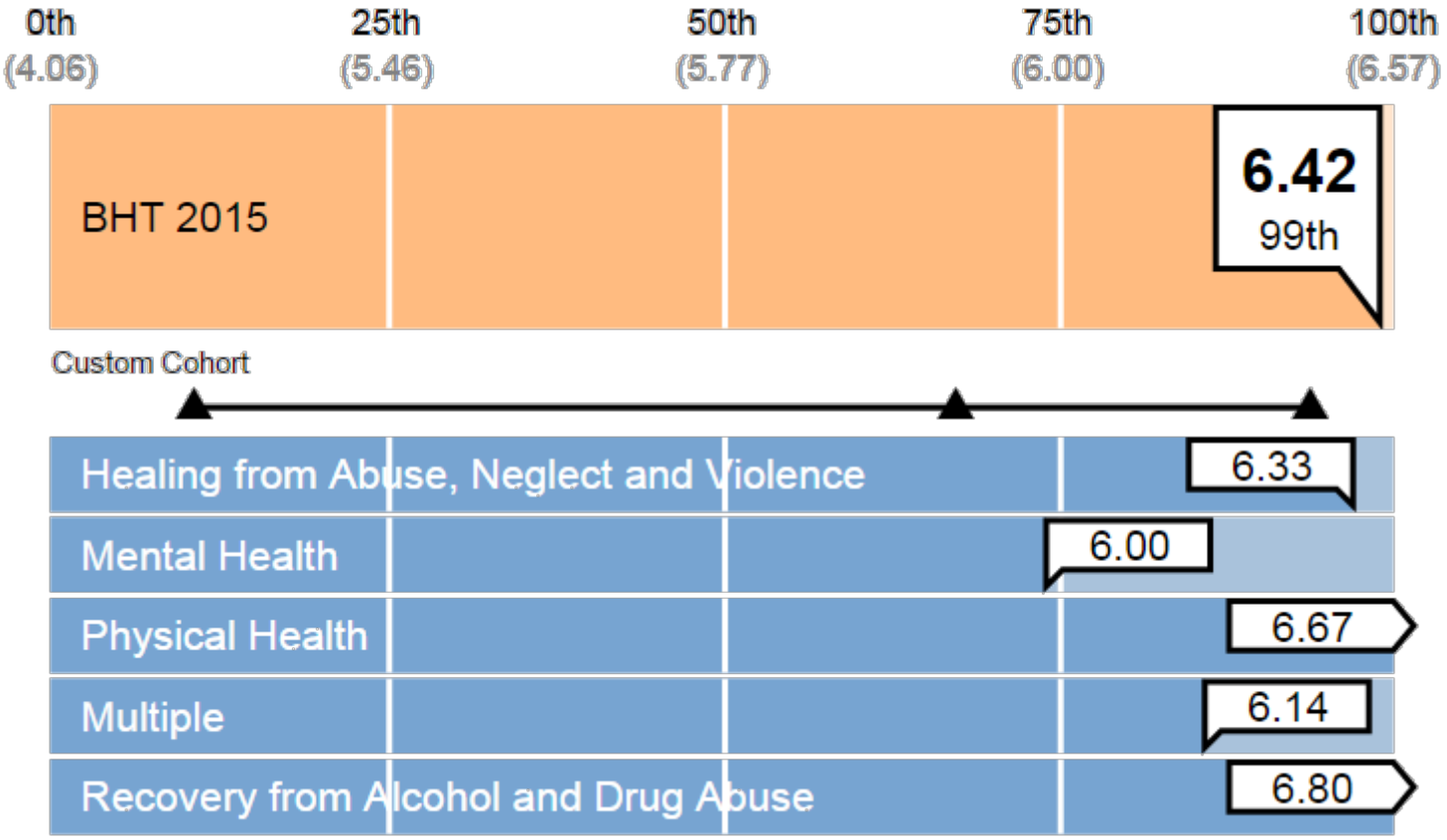
"Overall, how responsive was the Foundation staff?"

1 = Not at all responsive , 7 = Extremely responsive



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

1 = Not at all clearly, 7 = Extremely clearly



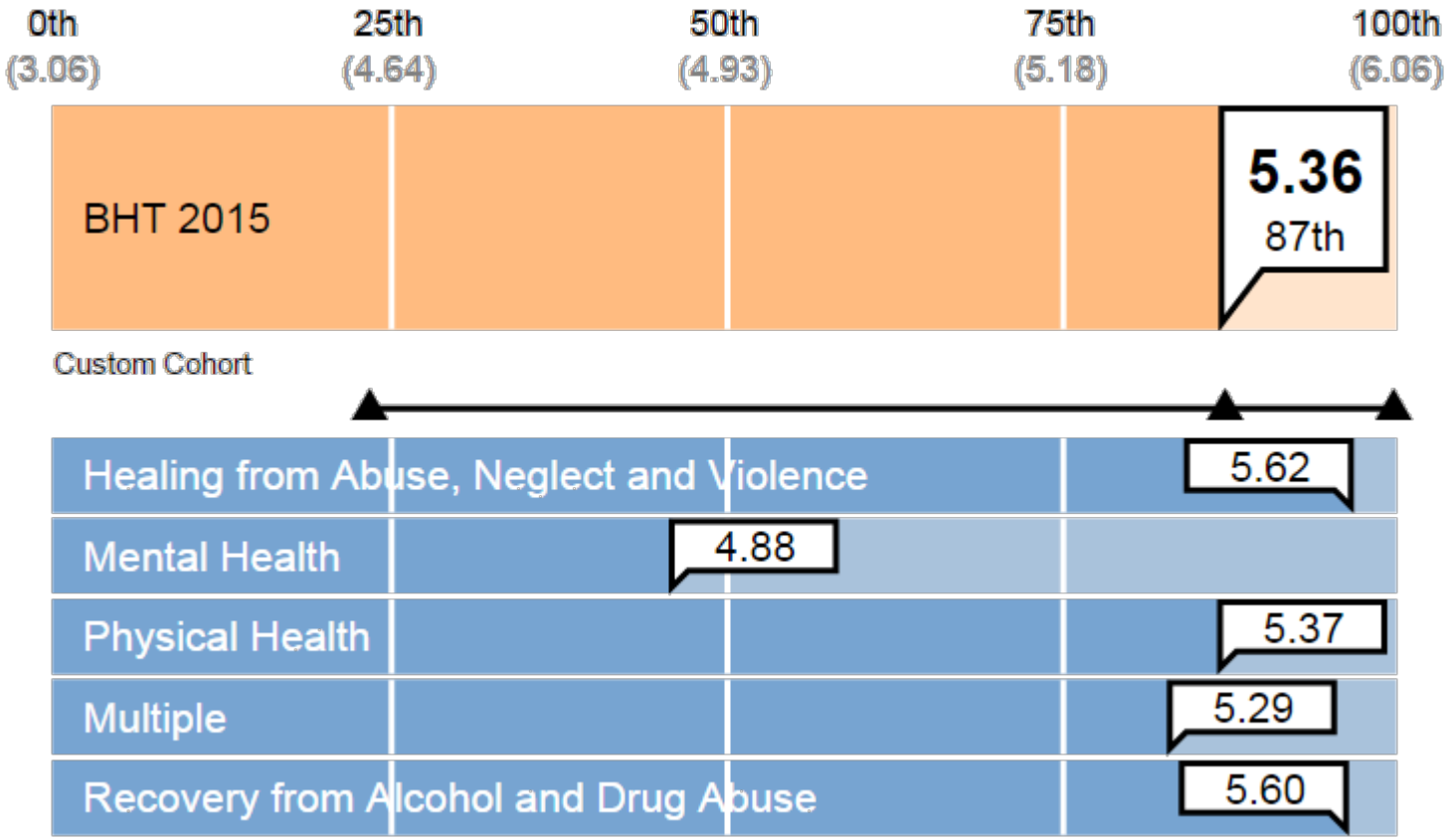
*"The Trust has always had **open communication** and a **willingness to respond individually**.... I have always felt that all the staff at the Trust, not just our primary contact, know about my agency, my programs and my issues."*

*"The staff was **incredibly helpful and professional**...."*

Foundation Processes

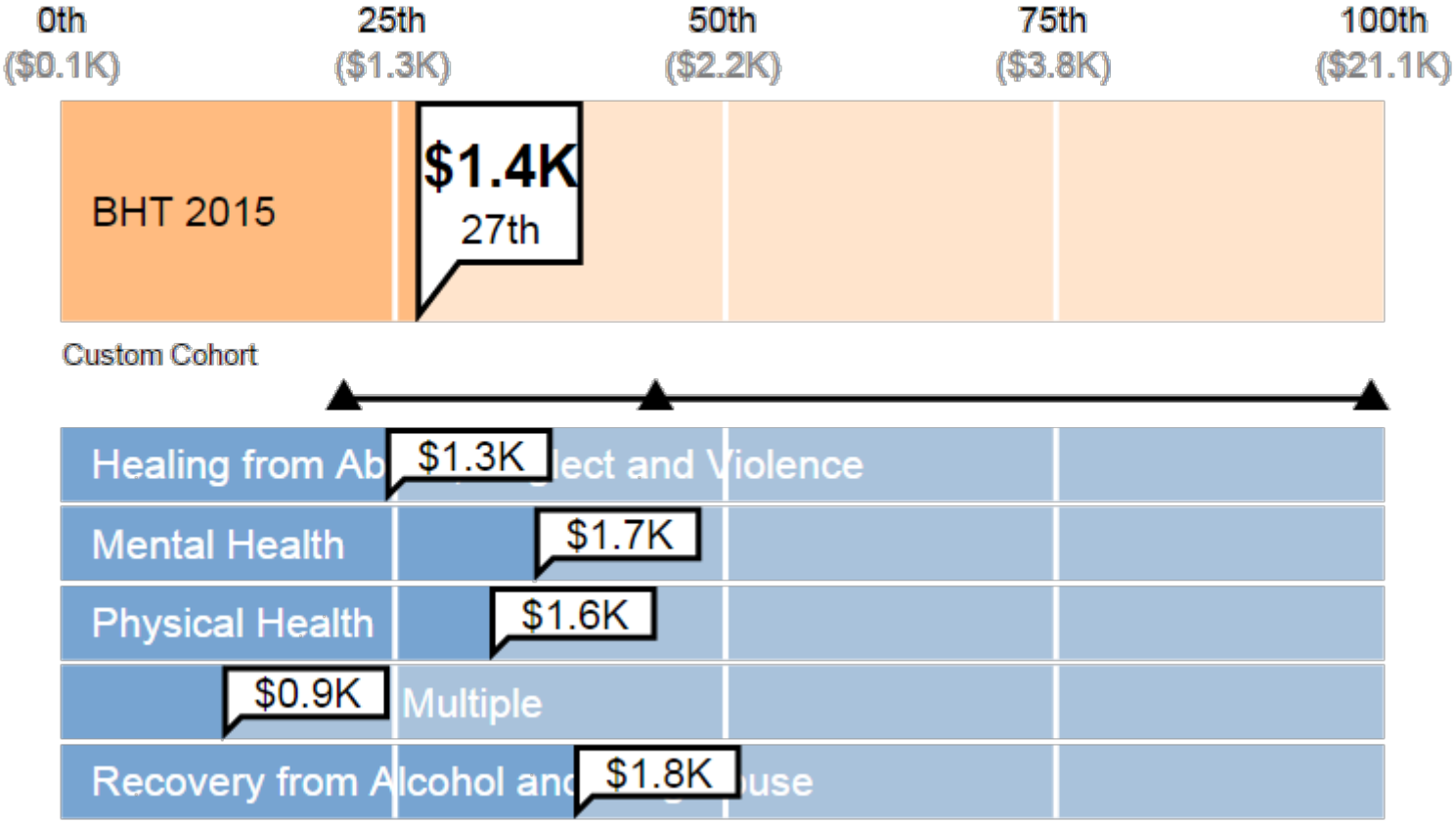
"How helpful was participating in the Foundation's selection process in strengthening the organization/program funded by the grant?"

1 = Not at all helpful, 7 = Extremely helpful



Dollar Return on Time Spent

Median grant dollars awarded per process hour required



*"I'd like to see more **'out of the box' thinking and flexibility about outcomes**, especially for pioneering work."*

*"Continue to **streamline the grant application process** for organizations with a proven track record of performance and reliability."*

Recommendations

- Continue and codify strong **field-focused** and **community-focused** efforts
- Increase the provision of **non-monetary** assistance to grantees
- Embed & preserve exceptionally strong funder-grantee **relationships** across the organizational operations.
- Increase **dollar return** of current grants by streamlining processes and/or increasing the size and length of grants to most aligned grantees

CEP