2020 | Survey of Organizations Educating and/or Organizing Donors Respondent Report

Social Venture Partners Affiliate Network

Philanthropy is a powerful force for social change, and individual donors direct the overwhelming majority of dollars given away each year in our country. Yet for all donors, there is always an opportunity to refine, learn, and transform how we give in order to support even greater results. Knowing this, the Impact-Driven Philanthropy Collaborative (IDPC) promotes thoughtful and intentional giving practices by convening representatives from the donor support ecosystem to strengthen the overall field. Supported by Raikes Foundation staff and consultants, this collaborative brings together key stakeholders in the ecosystem of donor support to think together how we might influence—particularly, high-net- worth (HNW)—donors to give more, give smarter, and address systemic inequities.

One of the first collective actions of the IDPC was to gather data that would provide a more complete picture of the ecosystem of organizations that directly educate/organize individual HNW donors since the last landscape review was conducted in 2003 by New Visions Philanthropic Research and Development.. The Raikes Foundation and Bill & Melinda Gates Foundation co-funded this effort, and ORS Impact (ORS) led the design and implementation of a survey that would inform the IDPC and the broader donor support field on:

- **Characteristics of organizations** doing donor education or organizing;
- **Organizations' offerings**;
- **Ecosystem connectedness** and health;
- **Donor uptake** of offerings; and
- **Characteristics of donors**.

WHO WAS THE SURVEY DESIGNED FOR?

ORS engaged a set of volunteer IDPC members to be part of the Donor Support Ecosystem "Squad"[1] to shape the initial design of this data collection effort, and a separate advisory group of donor support leaders and organizations to finalize the survey questions, survey sample and help make sense of the resulting survey data.[2] With guidance from these two groups, ORS designed the survey for organizations who were believed to meet the following criteria[3 and 4]:

- have a **core focus of educating or organizing individual HNW donors** (or donors with capacity to give at a high level and want to learn/lean in) around how to give with greater impact;

- **have professional staff** who directly educate or organize donors (i.e., beyond peer networks or giving circles alone);

- are **not university affiliated** (with the exception of academic centers who directly educate donors);

- are anchored in (but not necessarily limited to) the **U.S.**; and

- do **sustained, ongoing work** with donors (i.e., not a one-time event).

They collectively identified and asked 86 organizations to respond to the survey, including 25 Social Venture Partners (SVP) affiliates who received different version of the survey. Both surveys combined received 36 total completed responses (a 42% response rate);

- 28 responses from the general survey (46% response rate for the general survey)

- 8 responses from the SVP-specific survey (32% response rate for the SVP survey)

1. *Squad members included: Erinn Andrews (Stanford Center on Philanthropy and Civil Society (PACS)); Julita Eleveld and Victoria Vrana (The Bill & Melinda Gates Foundation); Sara Gelfand and Elaine Martyn (Fidelity Charitable); and Stephanie Gillis and Athena Youm (Raikes Foundation).*
2. *Advisory group members included: Dave Biemesderfer (United Philanthropy Forum); Jason Born (National Center for Family Philanthropy); Jason Franklin (Ktisis Capital); Melanie Ormos (The Philanthropy Workshop); and Ryan Schlegel (National Committee for Responsive Philanthropy).*
3. *Because the sample is based on the squad and advisory groups' networks, there still may be some bias in the data.*
4. *While the sample for this survey has some overlap with the 2003 New Visions report sample, our criteria was narrower and did not include organizations such as community foundations, banks and financial institutions, or philanthropic advisory organizations/consultants.*

MAKING SENSE OF THE REPORT

This indicates which response categories your organization selected.

Board member	28 ✓
Advisor	10 ✓

Ranked **1**
Ranked **2**
Ranked **3**

This indicates which response categories your organization ranked as first, second, or third.

Peer referrals/word of mouth	34	Ranked ①
Referrals from other places	19	
Events/speaking engagements/conferences	16	Ranked ②
Organic interest (search engines/direct inquiry)	8	Ranked ③

####

This indicates where your organization's responses fell within the aggregate.

1949   Median 2003   2019
                                    2013

This indicates your organization's response within each category.

75%	25%

##

This indicates your organization's responses to each category.

20% 25-34
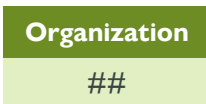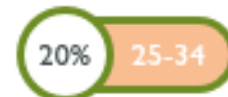
Organization
##

This indicates your organization's responses to demographic questions.

No Data

This indicates there was no data provided for the specific question.

CHARACTERISTICS OF ORGANIZATIONS

This section contains responses related to characteristics of organizations, including organizations' founding years, when the current CEO or ED took on their role, organizations' fiscal status, number of FTE staff and consultants, staff and board demographics, and primary sources of income.

What year was your organization founded? (n=36)

		Median	
1949	1997	2003	2019
	2002		2019

0-10	11-20	21-30	>30

n=9

33%	33%	22%	11%
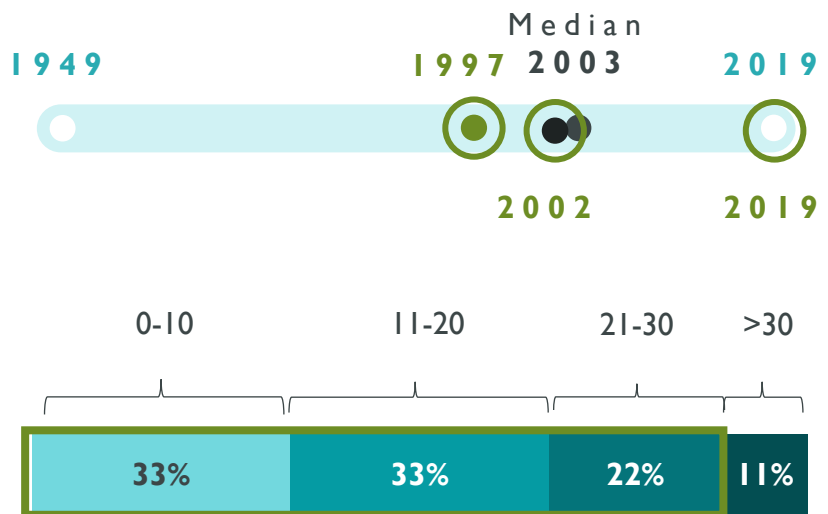
What year did your organization begin educating and/or organizing individual donors? (n=36)

		Median	
1977	1997	2007	2019
	2002		2019

n=9

What percent of organizations were founded with the purpose of educating and/or organizing individual donors (n=36)

Organization was founded with purpose	Organization started later on
75% 8	25% 1
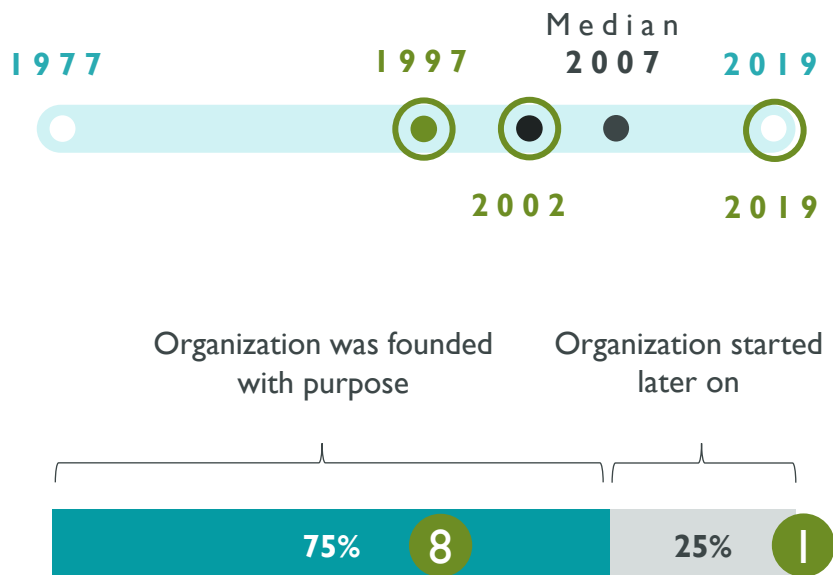
In what year did you take on your organization's CEO or Executive Director role? (n=35)

2001

Median
2016

2020

2008

2018

2020

n=9

0-2 yrs

3-5 yrs

11-15 yrs

| 40% | 26% | 9% | 17% | 9% |

6-10 yrs

>15 yrs
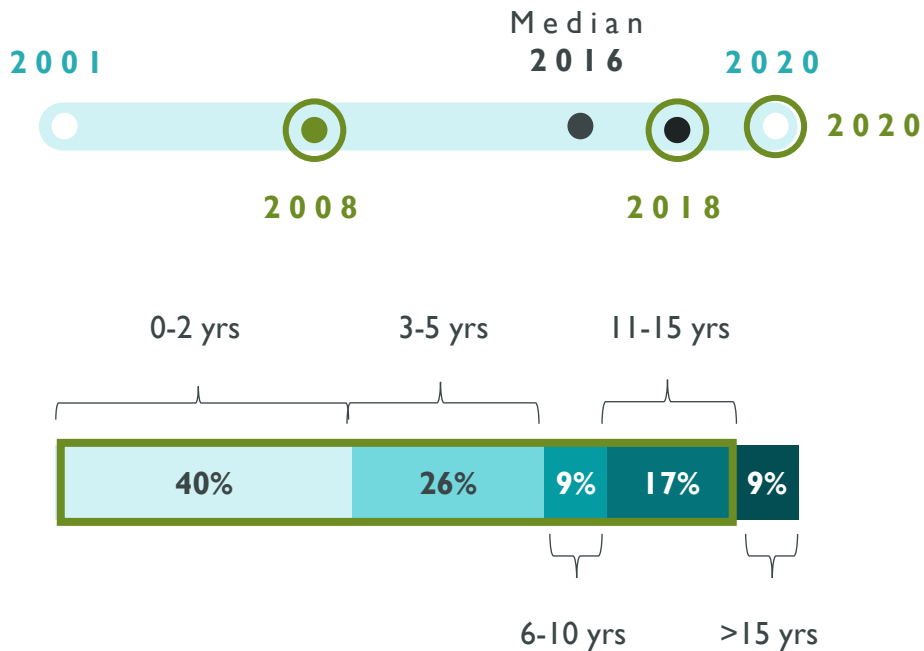
How would you classify your organization? (n=36)

n=9

69%
Independent nonprofits

6%
University affiliated

8

1

11%
Other

14%
Fiscally sponsored nonprofits
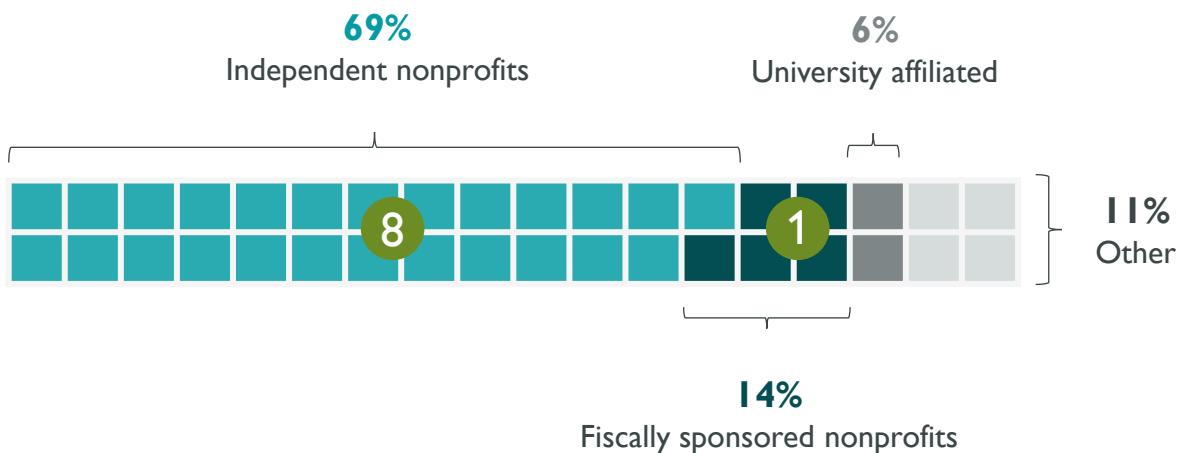
Other: Initiative housed within a private foundation (1); An investment to amplify philanthropic giving (1); A center within a nonprofit (1); Affiliated with another organization (1)

Median

0   9   6 5

0
(Volunteer-based)

How many FTE staff members (or consultants playing a staff role) are part of your organization? (n=36)

2   8

< 10   10-20   > 20

< 10	10-20	> 20
53%	25%	22%

n=9
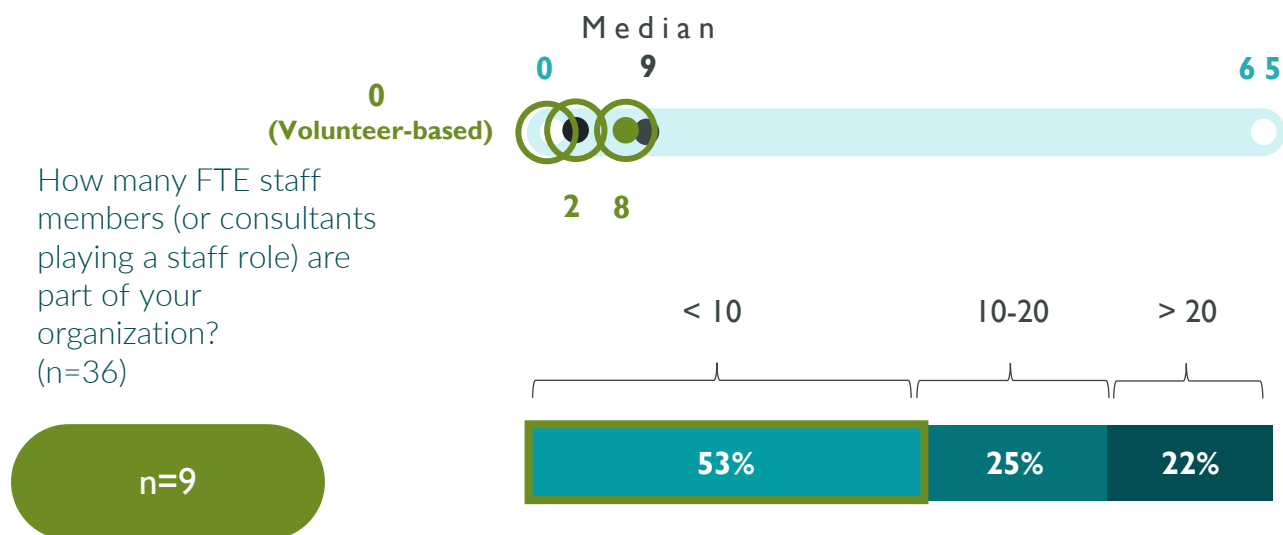
What is the approximate race/ethnic (n=36) and gender (n=36) composition of your staff?

	SVP Network	All
Total FTE Staff (n=36)	30	570 Total 9 (Median)
Staff Race/Ethnicity (n=36)		
No Data	0%	9%
White	70%	59%
People of Color	30%	32%
Asian/Pacific Islander	13%	13%
Black/African American	10%	9%
Hispanic/Latinx	3%	5%
Native American / American Indian	0%	0%
Multiracial	3%	5%
Majority People of Color Staff?	1/9 organizations	17%
Staff Gender (n=36)		
No Data	0%	6%
Female	74%	66%
Male	26%	26%
Transgender	0%	< 1%
Other Gender	0%	< 1%
Majority Female, Transgender, and Other Gender Staff?	6/9 organizations	81%

What is the approximate race/ethnic (n=29) and gender (n=31) composition of your board?

	SVP Network	All
Board Race/Ethnicity (n=29)		
White	68%	70%
People of Color	32%	30%
Asian/Pacific Islander	8%	11%
Black/African American	11%	10%
Hispanic/Latinx	10%	6%
Native American / American Indian	0%	1%
Multiracial	3%	2%
Majority People of Color Board?	2/8* organizations	17%
Board Gender (n=31)		
Female	51%	52%
Male	49%	47%
Transgender	0%	< 1%
Other Gender	0%	< 1%
Majority Female, Transgender, and Other Gender Board?	4/8* organizations	35%

One organization did not provide board race, ethnicity, and gender.

Do high net worth donors currently hold positions of authority or decision making in your organization? If yes, select all that apply. (n=35)

n=8

Board member 28 6
Advisor 10 2
Senior leadership 6 1
None 4 1
Other staff 3 1
Other 1 1
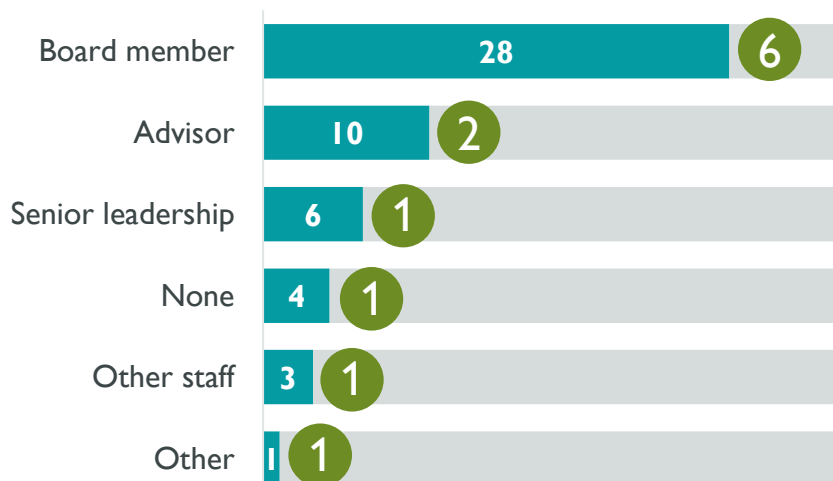
Approximately what percent of your organization's income in 2019 came from these sources? (n=36)
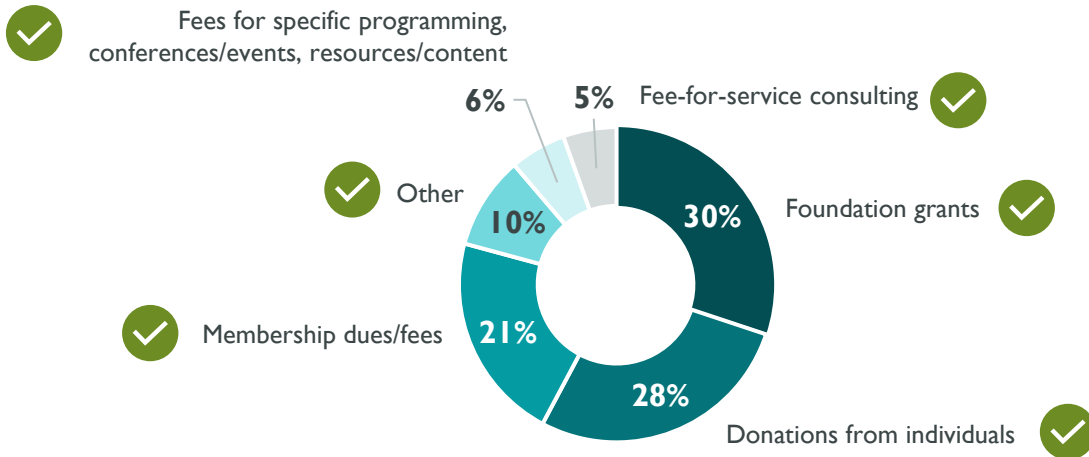
Fees for specific programming, conferences/events, resources/content

6%   5%   Fee-for-service consulting

Other

Foundation grants

30%

10%

Membership dues/fees   21%

28%

Donations from individuals

n=9

Of those who reported having the following income sources, what was the average percent of each income source? (n=36)

How many organizations reported having the following income sources? (n=36)

SVP Network

Income source	Count (teal)	Count (green)	%	SVP Network %
Donations from individuals, including from members (beyond their duties)	27	9	37%	29%
Foundation grants	21	4	51%	42%
Membership dues/fees	20	8	38%	51%
Fees for specific programming, conferences/events, and…	17	5	12%	6%
Other	12	4	24%	7%
Sponsorships	8	2	4%	1%
Fee-for-service consulting	5	2	39%	7%
Government grants	2	0	9%	N/A
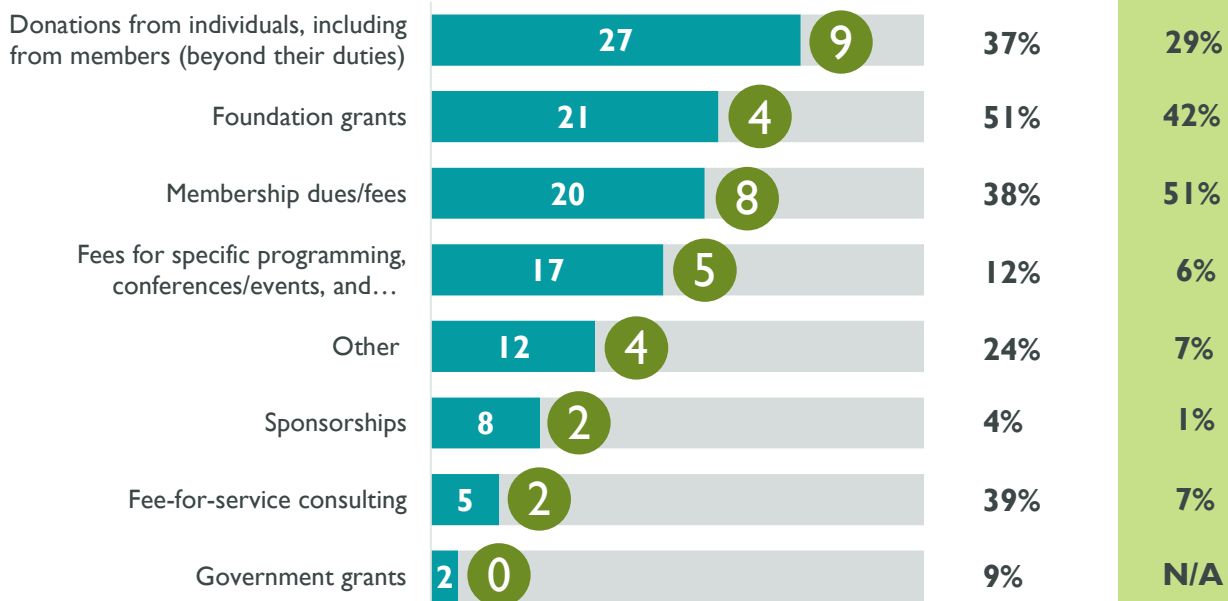
Other: Did not provide answer (3); Interest and gains (3); In-kind/Miscellaneous (2); Corporate donations (1); Funded and housed within a foundation (1); Investment fee (1); Carry over from previous year (1)

Does your organization gather any of the following types of data to assess its performance? (n=34)

n=7

Category	Value (teal)	Value (green)
Donors' satisfaction or feedback…	29	7
Outputs of programming	28	7
Donors' stories	27	5
Demographics or characteristics…	19	6
Outcomes of programming	18	5
Donors' online engagement	17	2
Other	2	1

9
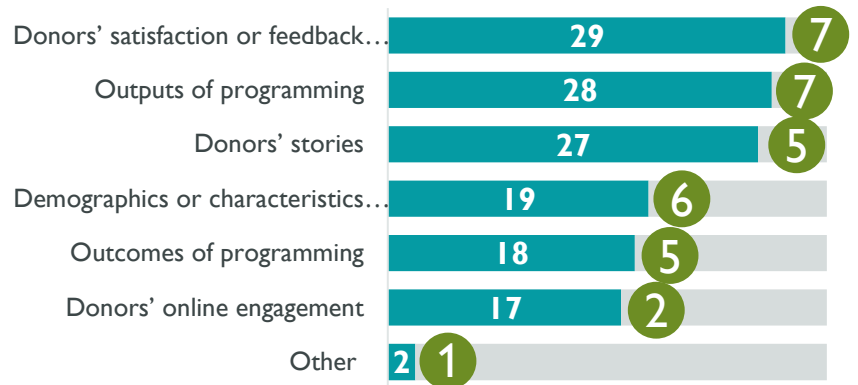
What is your organization's greatest strength? How do you distinguish your services in the landscape of offerings for donors? (n=34)

Deep listening/facilitation skills
Nimble
Research and data
Connections to nonprofits and movements
Ability to inspire more generosity
Distill information to accessible formats
Broad philanthropic focus
Issue expertise

Org. staff skills/abilities (8)

Hands-on (2)
LGBTQI and feminist
Curious or humble (2)
Diverse
Activists
Spiritual

Type of donor (8)

Brand recognition
Warm and welcoming atmosphere
Free services (2)
Joyful community
No allegiance
Theory of liberation
Mission and belief

Other (8)

Funding movements (2)
Grassroots mobilizing and community focus (2)
Nonprofit capacity building (3)

Type or focus of giving (16)

Time/Talent (2)
Localized
Global south
Social justice
Systems change work
LGBTQI and feminist causes/movements
Gender equity
Communities of color

Thought leadership (2)
Convenings/events (3)
Spiritual belief
Research/basic science (3)
Donor-centric learning
Intellectual property
Advising services (2)
Community of members (6)
Professional development and learning opportunities (2)
Learning tools

Type of org. offering (23)

n=9

What do you see as the greatest challenge facing your organization, and what would it take to overcome it? (n=31)

	Challenge	Description	Prevalence
3	**Funding** or **capital**	Need for more and more flexible funding; new/different types of funding or capital	14
1	**Staff time** or bandwidth	Staff bandwidth is limited, uneven, or unpredictable; need for more staff or staff time	10
3	Brand **awareness**	Effectively marketing or telling the organization's story; being visible to or reaching donors	6
1	**Growth** or **scale**	Growing the organization or scaling programs/offerings to meet donor interests or needs	5
3	Other	Other	15

n=9

Evaluating **impact** (3)

Engaging donor members (2)
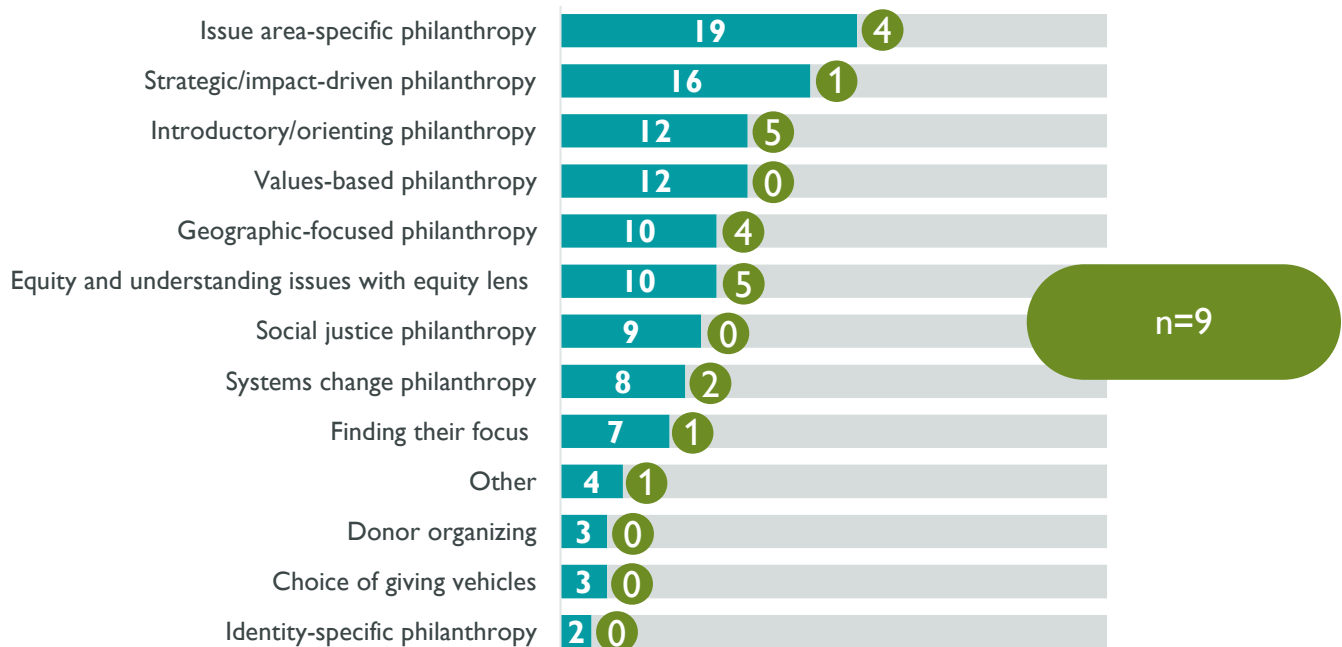
Collaborating with other orgs. (2)

One-offs (8)

One-offs included being in a time of transition; gathering stakeholder input on strategy; retaining staff; diversifying staff; diversifying donors; accessing more nuanced data on donors; and finding more impactful giving opportunities.

ORGANIZATIONS' OFFERINGS

This section contains responses related to organizations' offerings, including topics they educate donors/members around, services offered, primary education delivery formats, and how, if at all, they addressed systemic inequities, racism, and power.
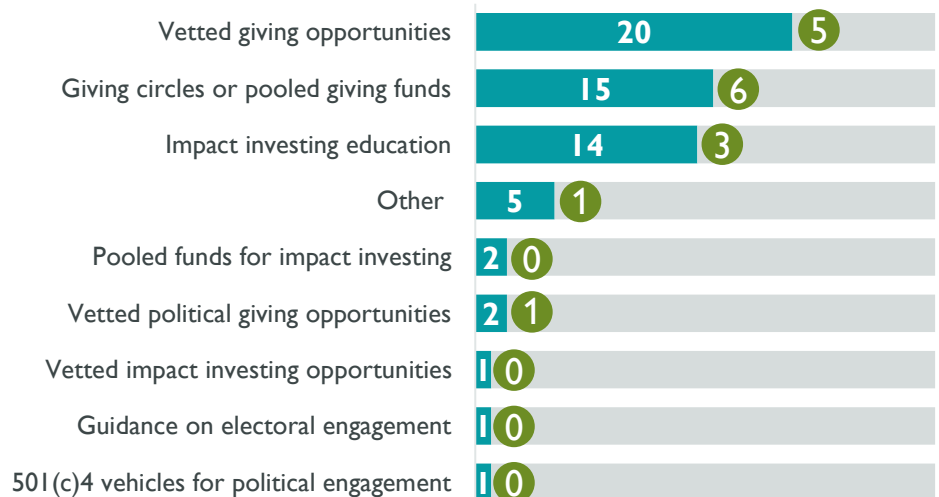
What topics do you educate/support your donors/members around? (n=35)

Topic	Teal	Green
Issue area-specific philanthropy	19	4
Strategic/impact-driven philanthropy	16	1
Introductory/orienting philanthropy	12	5
Values-based philanthropy	12	0
Geographic-focused philanthropy	10	4
Equity and understanding issues with equity lens	10	5
Social justice philanthropy	9	0
Systems change philanthropy	8	2
Finding their focus	7	1
Other	4	1
Donor organizing	3	0
Choice of giving vehicles	3	0
Identity-specific philanthropy	2	0

n=9

Other: Topics based on member needs (1); Family philanthropy (1); Skills or peer learning (1); Sustained philanthropy rooted in authentic partnership (1)
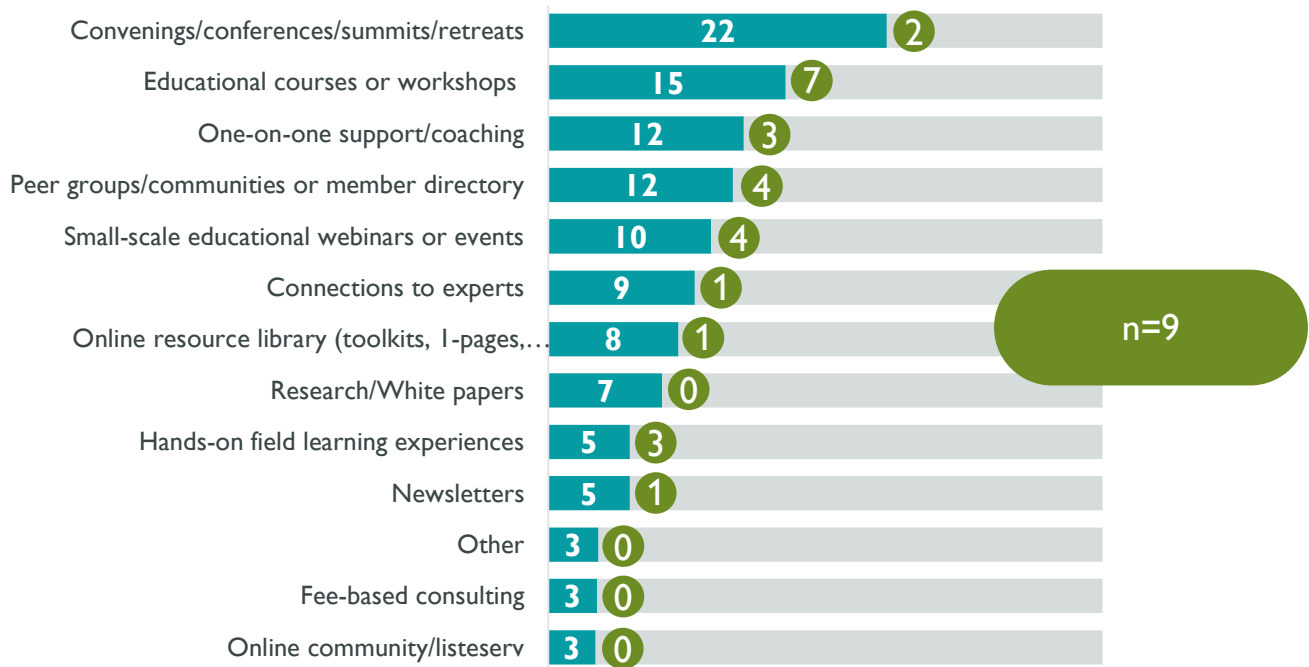
Does your organization offer any of the following services for your donors/members? (n=29)

n=8

Service	Teal	Green
Vetted giving opportunities	20	5
Giving circles or pooled giving funds	15	6
Impact investing education	14	3
Other	5	1
Pooled funds for impact investing	2	0
Vetted political giving opportunities	2	1
Vetted impact investing opportunities	1	0
Guidance on electoral engagement	1	0
501(c)4 vehicles for political engagement	1	0

What are the primary ways your organization delivers its donor educational programming? (n=34)

Category	Value 1	Value 2
Convenings/conferences/summits/retreats	22	2
Educational courses or workshops	15	7
One-on-one support/coaching	12	3
Peer groups/communities or member directory	12	4
Small-scale educational webinars or events	10	4
Connections to experts	9	1
Online resource library (toolkits, 1-pages,…	8	1
Research/White papers	7	0
Hands-on field learning experiences	5	3
Newsletters	5	1
Other	3	0
Fee-based consulting	3	0
Online community/listeserv	3	0

n=9

Other: Guidebooks (1); Website content (1); Presentations and ongoing relationships with staff and leadership at donor networks (1)

How does (or would) your organization define "better giving"? (n=34)

	Definition	Description	Prevalence
2	**Impactful**	Donors seek data/information about outcomes and impact to know whether their giving is making a difference and if/how to adapt	11
3	**Amount** or **type** of giving	Giving that is large-scale, multi-year, flexible/less restrictive, invests in capacity and infrastructure, etc.	10
5	**Participatory**	Giving that is done in close coordination with and/or shares power with grantees or people on the ground	10
1	**Aligned** with values or goals	Giving that aligns with donors' values or is focused on advancing their personal priorities or goals	9
2	**Informed** or **intentional**	Donors "do their homework" to understand the issue, needs, and organizations and make informed giving decisions	8
3	**Equitable systems** change	Giving that seeks to address systemic inequities or root causes of issues	6
4	Other	Other	9

n=8

One in four organizations mentioned something **distinct**

One-offs included giving that is risk-tolerant; intersectional; joyful; ethical and transparent; places realistic expectations on organizations; made to higher capacity and more sustainable organizations; involves sharing learning with peers; made in collaboration with other funders or venture philanthropy.

What 1-2 factors most influence which topics you address with donors? (n=36)

|	Factor	Description	Prevalence
5	**Donor** members/ participants	Driven by donor member/ participant demand (or the perceived needs of donors)	29
4	The **organization**	Guided by organizational mission or strategy or determined by leadership/staff	13
3	**Grantees** or the **communities** in which they work	Influenced by the needs/gaps articulated by grantees or community leaders	10
1	Other	Other	8

n=9

Influenced by **field** trends or gaps (4)

Where there is opportunity for **impact** (4)

15

In 2019, did you address systemic inequities, racism, or shifting power in your programming with donors/members? (n=36)

Addressed (In)equity

78% 7   22% 2

n=9

Did not address (in)equity
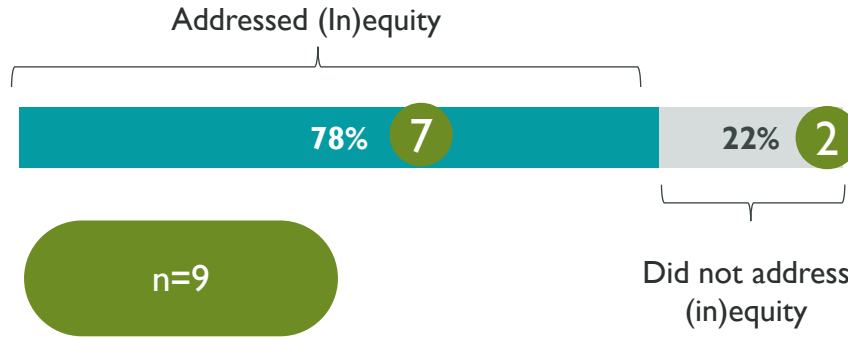
If in 2019 you addressed systemic inequities, racism, or shifting power in your programming with donors/members, please describe how. (n=28)

24 organizations shared **the ways in which they addressed equity or power with donors** or programming they embedded it into:

n=7

Happy hours/Dinners
One-on-one conversations/advising
Talks/Panels
Workshops/Seminars   Blog posts
Events   Local programs   Trainings
Educational programs
Self-assessments
Resources   Books
Grantmaking support   Board education
Field trips
Conferences/Summits
Scholarship/college success programs
Partnering with social justice orgs/movements
Everything

Having difficult conversations
Mobility/Housing
Social justice   Privilege   Moving money
Health and nutrition   Poverty   Power dynamics
Racial inequities/Racism
Early childhood development   Democracy   Gender/LGBTQ inequities
College success   DEI in elections   All cause areas
Harm   Immigration
Systemic inequities
Bias   Financial security/Jobs
Climate change Trust   Education
Empowerment
Intersectionality   DEI   Diversifying donors
Donors' equity journey   The American South
Economic inequities
Cultural responsiveness
Shifting power

19 organizations shared **the specific topics or content that they addressed with donors** related to equity or power:
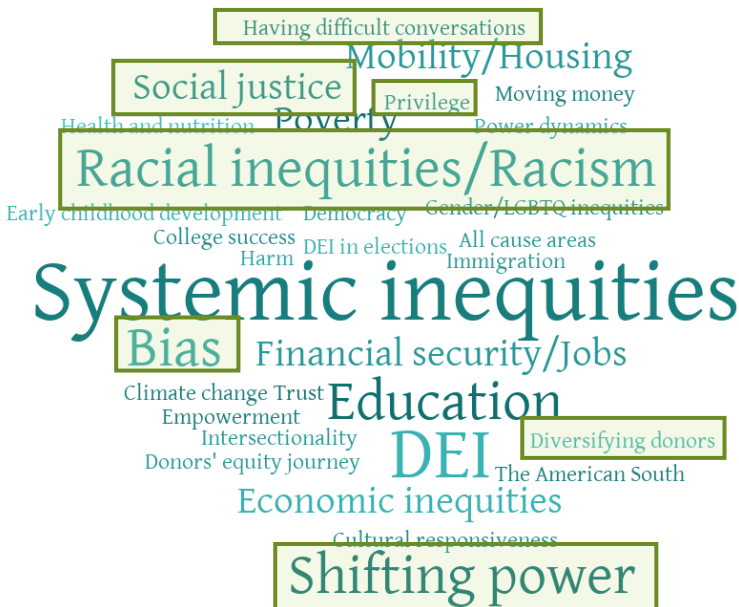
ECOSYSTEM CONNECTEDNESS AND HEALTH

This section contains responses to organizations' overall connectedness to the ecosystem. The number on your organization's element indicates the total number of undirected connections you and other organizations reported about your organization.

In what ways might collaborating with other organizations in the donor education/ organizing ecosystem be valuable? (n=33)

	Value-add	Description	Prevalence
5	**Share** learning/ expertise	To learn from and share info with other organizations; tap into their expertise	14
4	**Co-create** programs	To pool resources and/or co-create programs or offerings	11
1	**Refer** or **gain access** to donors	To more easily access donors or connect donors to organizations (or other donors)	11
1	**Understand** the ecosystem	To have an awareness of the organizations and offerings that exist in the ecosystem	7
2	**Align** as an ecosystem	For the ecosystem to arrive at common/ unified standards, messaging, etc.	5
2	Other	Other	8

n=9

Collective research or evaluation (3)

One-offs (5)

One-offs included including advocacy and *"building a movement of redefining a philanthropy grounded in justice and shifting power."*

What do you see as the biggest barriers to coordination and collaboration in the ecosystem? (n=33)

	Barrier	Description	Prevalence
6	**Time** or **Capacity**	The time it takes to coordinate, get to know one another, build authentic relationships; staff capacity to build relationships with organizations (on top of donors)	19
1	**Competitiveness**	Scarcity of donors; competing for donor members/ participants; "ego"	9
1	Lack of **alignment**	Having different values, strategic priorities, approaches, etc. than other organizations in the ecosystem	8
3	**Funding**	Limited funding and resources, including coordinated funding	8
3	Other	Other	13

n=9

Unfamiliar with one another's work (3)
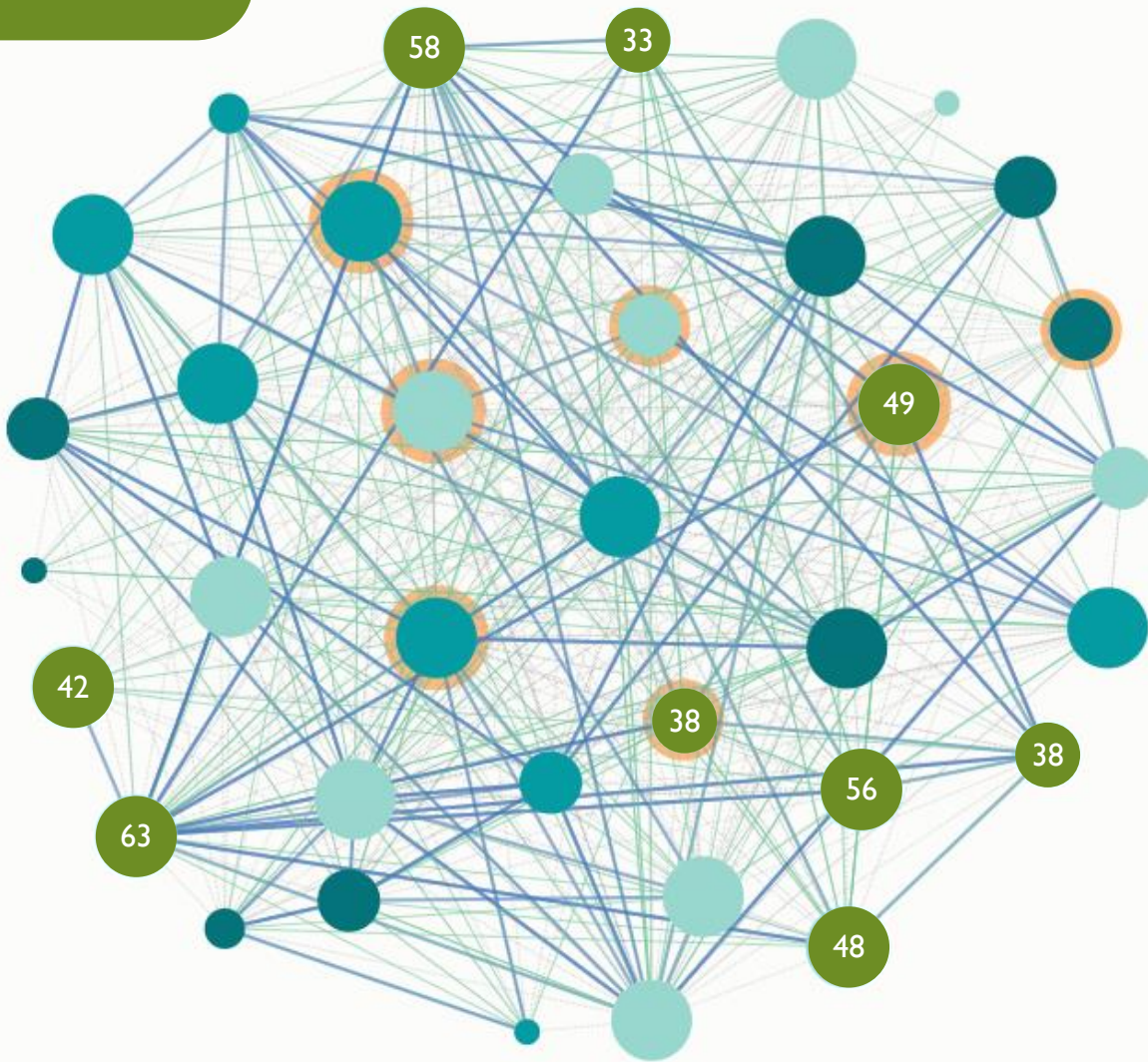
Too many organizations (2)

Attention span (2)

One-offs (6)

One-offs included organizations' geography; orientation toward confidentiality; different types of donors/members; not having ideas for collaborations; not knowing the entry point or how to access potential partners; an obsessive focus on innovation, growth/scale; and that collaboration "…*is merely co-branding, rather than shared development, risk and reward.*"
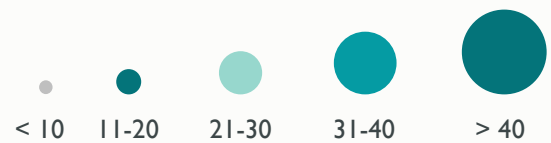
Check the level of connection you have with each of the organizations. (n=36)

Legend

Majority POC Staff	- - - - - Loosely connected	Undirected Connections
Small (< 10 staff)	——— Connected	< 10 11-20 21-30 31-40 > 40
Medium (10-20 staff)	——— Collaborated	
Large (> 20 staff)		

What do you see as the greatest challenge facing the donor education/ organizing ecosystem and what would it take to address/ overcome it? (n=29)

Compared with New Visions' 2003 Findings

	Challenge	Description	Prevalence
4	**Power**	**New:** Donors not understanding their privilege or power, being far removed from the issue/ community, wanting to put their "stamp" on something, etc.	9
2	Donor **awareness**	**Consistent with 2003:** Donors' awareness of the existence of programs, belief that they need education, or ability to navigate the ecosystem	8
1	**Scarcity** mindset	**Consistent with 2003:** The ecosystem is crowded and fragmented; organizations are "protective" of their offerings or duplicating efforts out of fear of losing donors	7
2	**Diversity** of donor needs	**New:** The ecosystem needs to meet donors in a multitude of ways and tailor education to different types of donors (e.g., younger)	6
2	Other	Other	15

n=9

Other challenges from 2003 report (11):
- Having to compete with other industries (3)
- The need for professional standards, regulation, evaluating impact (2)
- Economics of who covers the costs of programs (2)
- The globalization of giving (1)

New issues (5):
- Providing or scaling high-touch/tailored offerings (2)
- One-offs (3)

One-offs included having leaders who believe in the work and *"not just delegate it to junior staff"*; and donors *"willingness to take the time and do the inner work to achieve root level shift"*
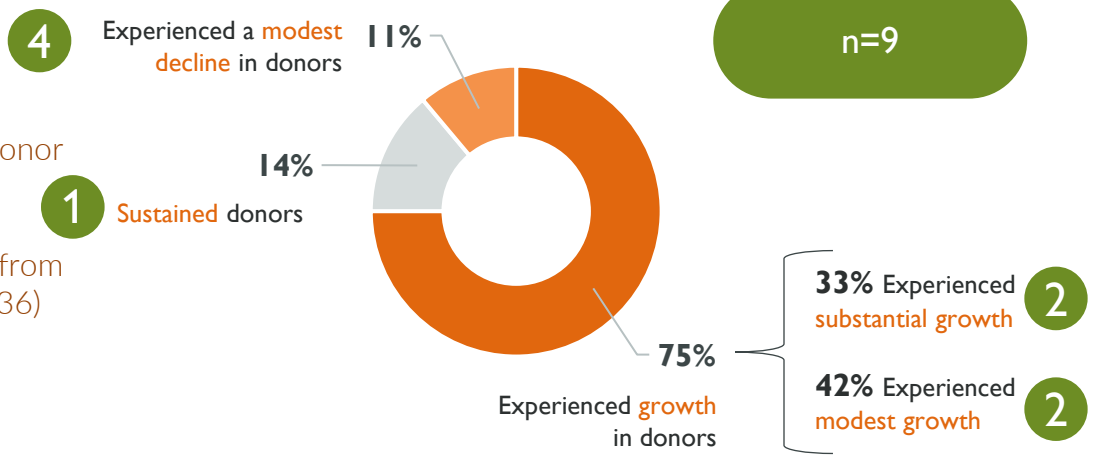
TARGETING AND REACHING DONORS

The following section contains responses to how organizations are targeting and reaching donors, which include the number of donors they served in 2019 and overall, donor target characteristics, and how they are attracting donors.

Roughly how many donors/members participated in your educational programming in 2019? (n=36)

Median
25   **200**   **1112**   **25,000**

In 2019, did your donor members/program participants grow, sustain, or decline (from the prior year)? (n=36)

4 — Experienced a modest decline in donors — **11%**

1 — **14%** Sustained donors

n=9

75% Experienced growth in donors

33% Experienced substantial growth — 2
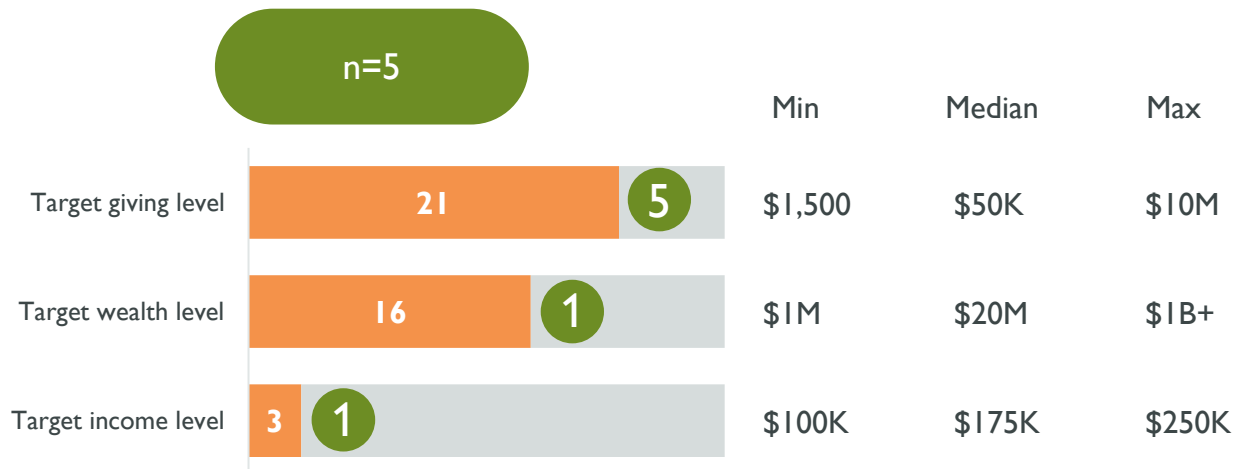
42% Experienced modest growth — 2

Roughly how many donor members/program participants has your organization ever served since it began offering donor education and organizing programs? (n=36)
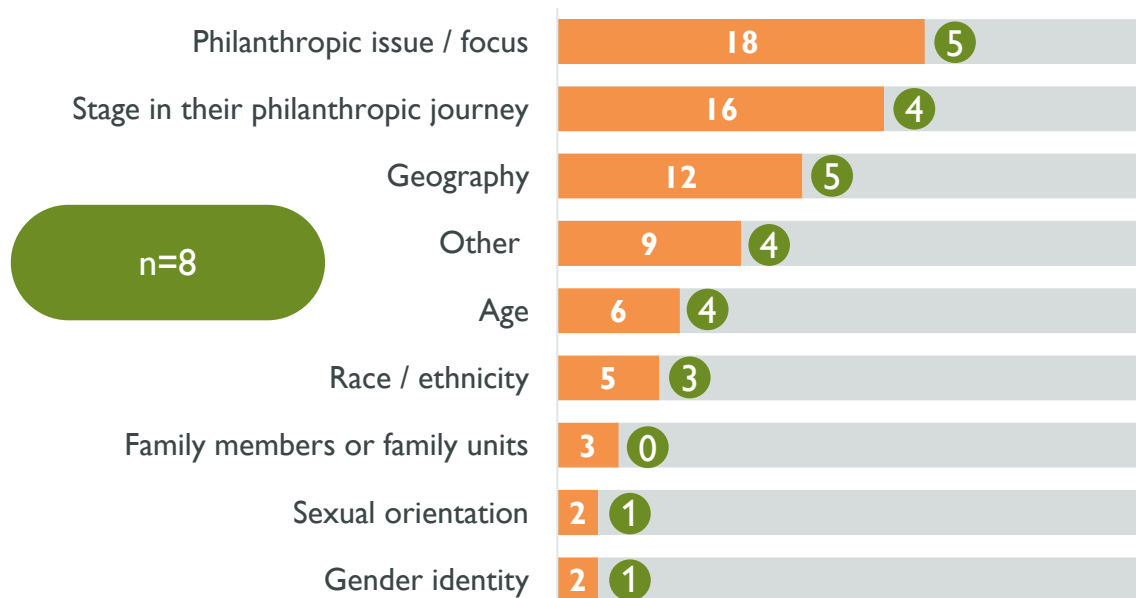
1-100	100-500	500-1,000	1,000-5,000	5,000+

3%   **11%** 2   **42%** 4   **14%** 1   **14%** 2   **17%**

No Data
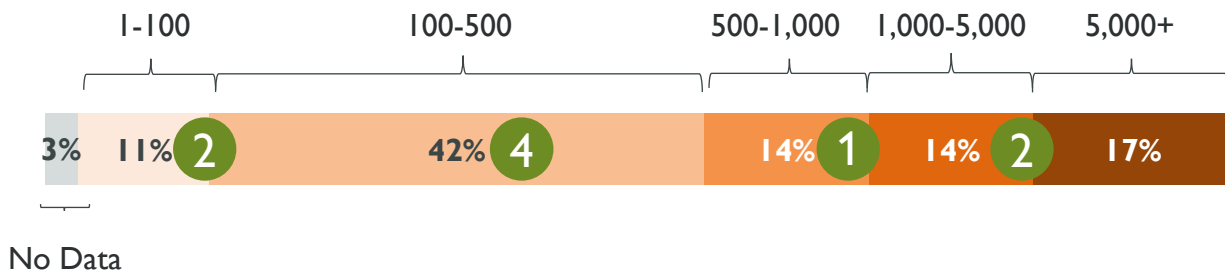
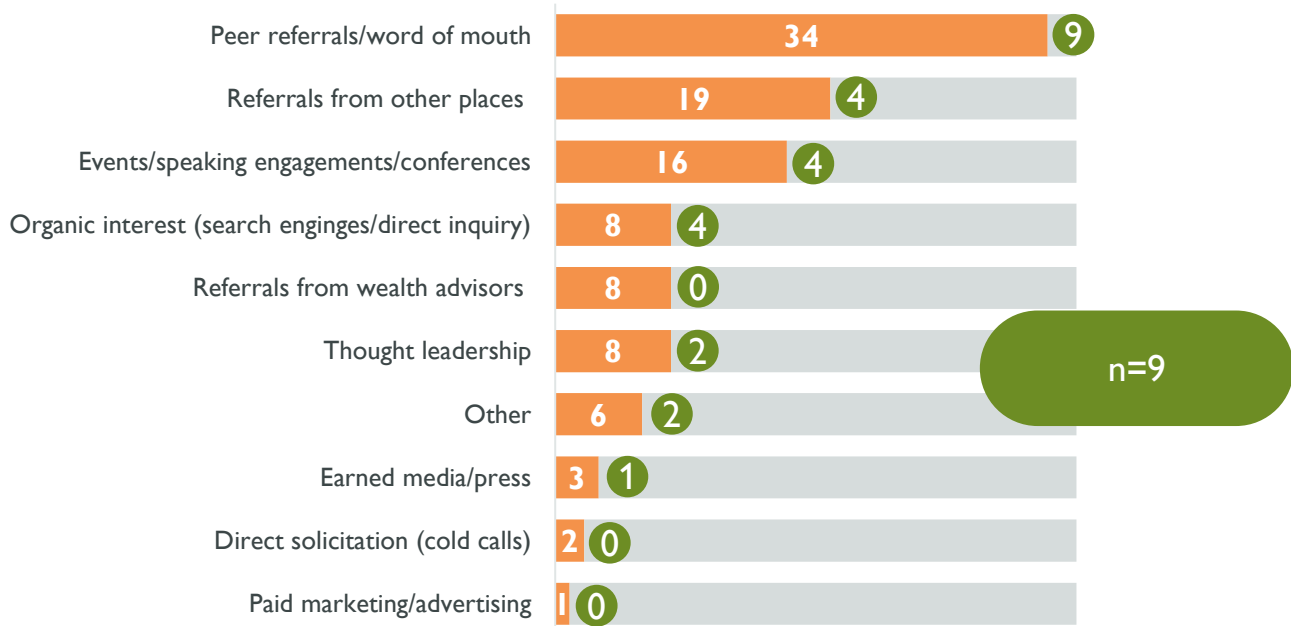Does your organization target donors/members based on their income level, wealth level, or giving level? (n=27)

n=5			Min	Median	Max
Target giving level	21	5	$1,500	$50K	$10M
Target wealth level	16	1	$1M	$20M	$1B+
Target income level	3	1	$100K	$175K	$250K

Are there other characteristics you use to target donors/members? (n=29)

Philanthropic issue / focus	18	5
Stage in their philanthropic journey	16	4
Geography	12	5
Other	9	4
Age	6	4
Race / ethnicity	5	3
Family members or family units	3	0
Sexual orientation	2	1
Gender identity	2	1

n=8

Other: Alignment with org values (2); Open mindset towards learning and sharing (1); Interest in philanthropy for social impact (1); Active and engaged international donors (1); Did not provide answer (4)

How do you attract new donors/members to your programs? (n=36)

	Orange	Green
Peer referrals/word of mouth	34	9
Referrals from other places	19	4
Events/speaking engagements/conferences	16	4
Organic interest (search enginges/direct inquiry)	8	4
Referrals from wealth advisors	8	0
Thought leadership	8	2
Other	6	2
Earned media/press	3	1
Direct solicitation (cold calls)	2	0
Paid marketing/advertising	1	0

n=9

Other: Not expanding reach (2); Through affiliates (2); Targeted outreach (1); Through org publications (1)

What do you see as the biggest barrier(s) to reaching more individual high net worth donors? (n=35)

Barriers	Description	Prevalence
(3) Staff **time/ bandwidth**	Having enough staff or staff time to commit to outreach or to engage as deeply as organizations would like to	12
(2) **Gaining access** to new donors/ networks	"Sourcing" donors, particularly outside of organizations' existing networks; getting donors to refer or champion organizations/offerings	9
(3) **Convincing** donors	Helping donors understand the need/ value add; standing out from other orgs; being able to "cut through the noise" without "inundating" donors	7
(3) Other	Other	17

Note: Two of the 35 organizations were not trying to expand their reach.

n=9

Donors keeping their wealth or giving **private** (2)

Donor alignment/ **fit** with the org. (2)

Trust in the organization/ offering (2)

One-offs (8)

One-offs included organizations' thought leadership; offering programming to individuals who are not yet full-time donors; asking members for a few thousand dollar minimum contribution; legal barriers that donors put up; donors' busyness; limited understanding of the organization's issue area; and disinterest in collective giving.

CHARACTERISTICS OF DONORS

The following section contains responses to characteristics of donors, including donors' race/ethnicity and gender, age, stage in their philanthropic journey, how they are giving, where they are located, and where they are giving.

What is the approximate racial/ethnic and gender composition of the donors/members your organization supported in 2019?
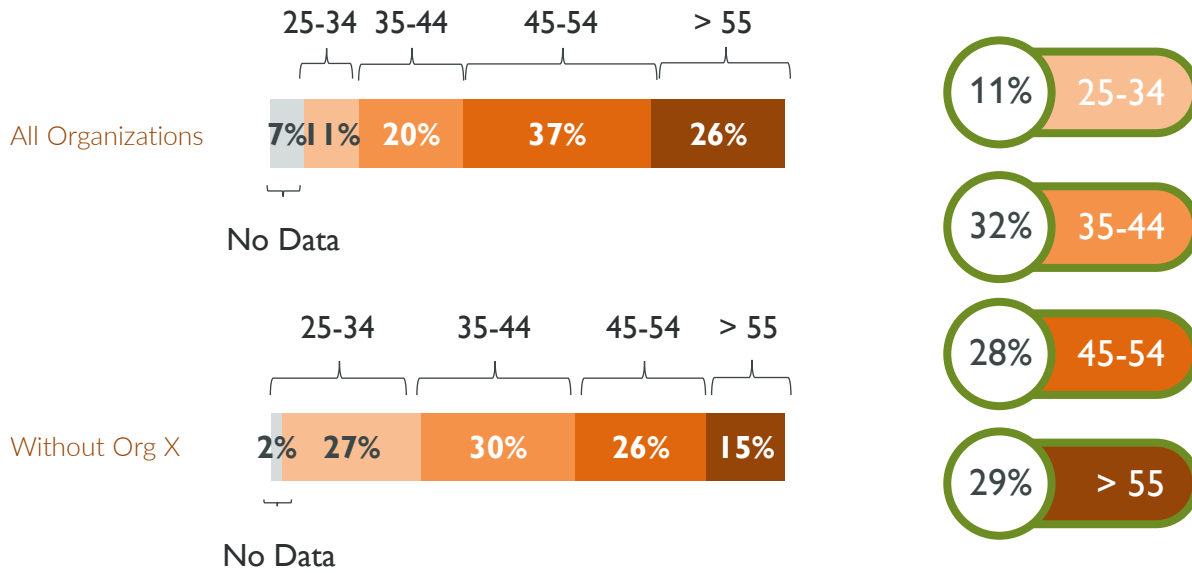
n=9

	SVP Network	All	Only those who provided donors' race
Total Donors Served in 2019	1112	37456	6412
No Data	58%	83%	N/A
White	29%	14%	79%
People of Color	12%	4%	21%
Asian/Pacific Islander	6%	1.5%	9%
Black/African American	2%	0.9%	5%
Hispanic/Latinx	2%	0.8%	5%
Native American / American Indian	< 0.1%	< 0.1%	< 0.1%
Multiracial	1%	0.4%	3%

n=9

	SVP Network	All	Only those who provided donors' gender
Total Donors Served in 2019	1112	37456	9144
No Data	58%	76%	N/A
Female	22%	14%	56%
Male	19%	11%	44%
Transgender	0%	< 0.1%	< 0.1%
Other Gender	0%	< 0.1%	< 0.1%

What are the approximate ages of the donors/members your organization supported in 2019?

All Organizations

25-34	35-44		45-54	> 55
7%	11%	20%	37%	26%

No Data

Without Org X

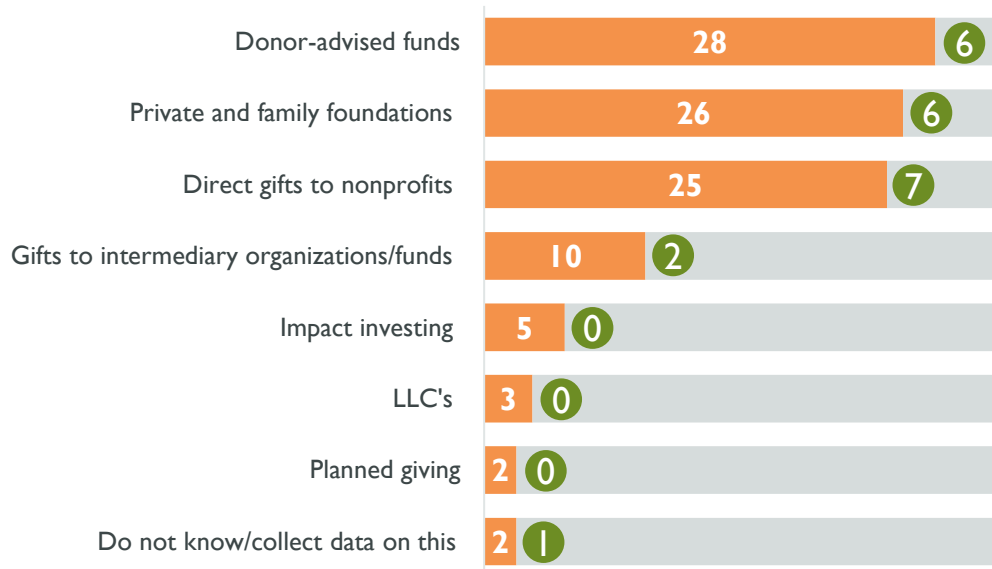| 25-34		35-44	45-54	> 55
2%	27%	30%	26%	15%

No Data

11% 25-34

32% 35-44

28% 45-54

29% > 55

Of the donors/members your organization supported in 2019, what percent do you think are at each stage in the philanthropic journey?

All Organizations
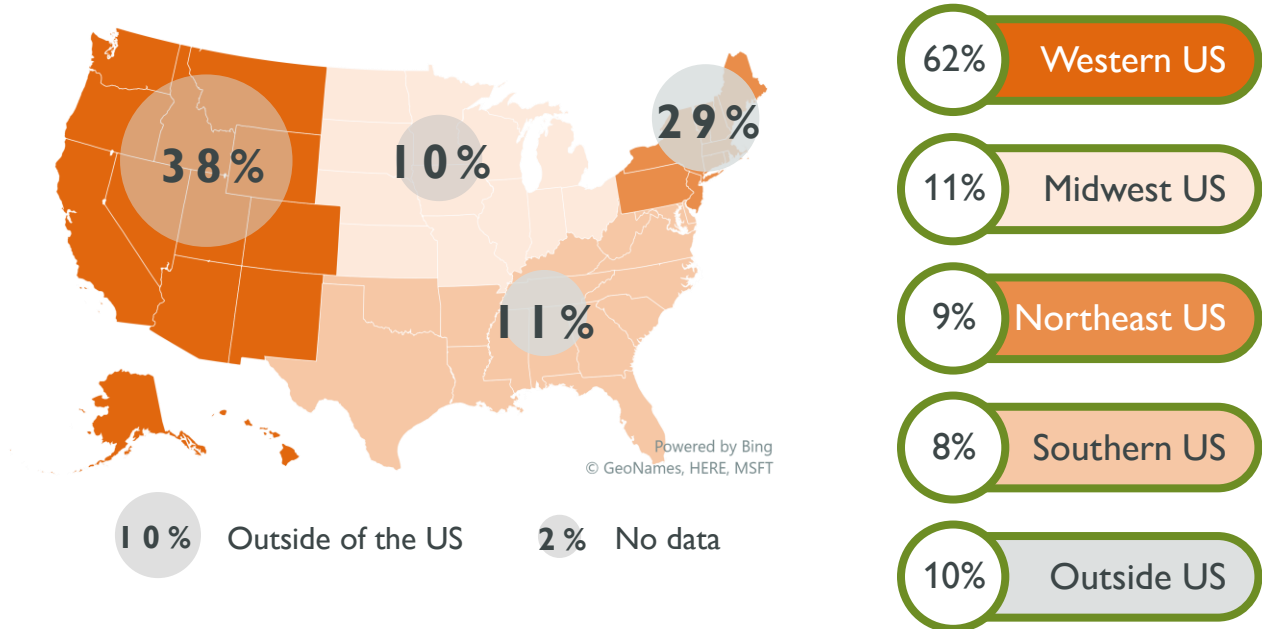
Beginner	Intermediate	Experienced
38%	43%	19%

Without Org X

Beginner	Intermediate	Experienced
24%	38%	37%

26% Beginner

40% Intermediate

33% Experienced
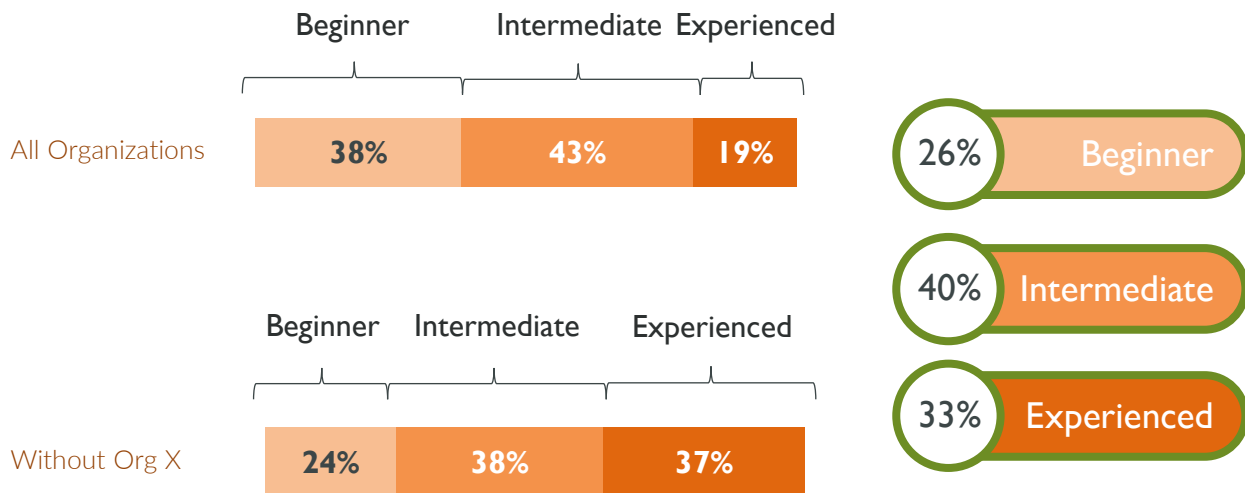
What are the primary vehicles through which your donors/members are giving? (n=32)

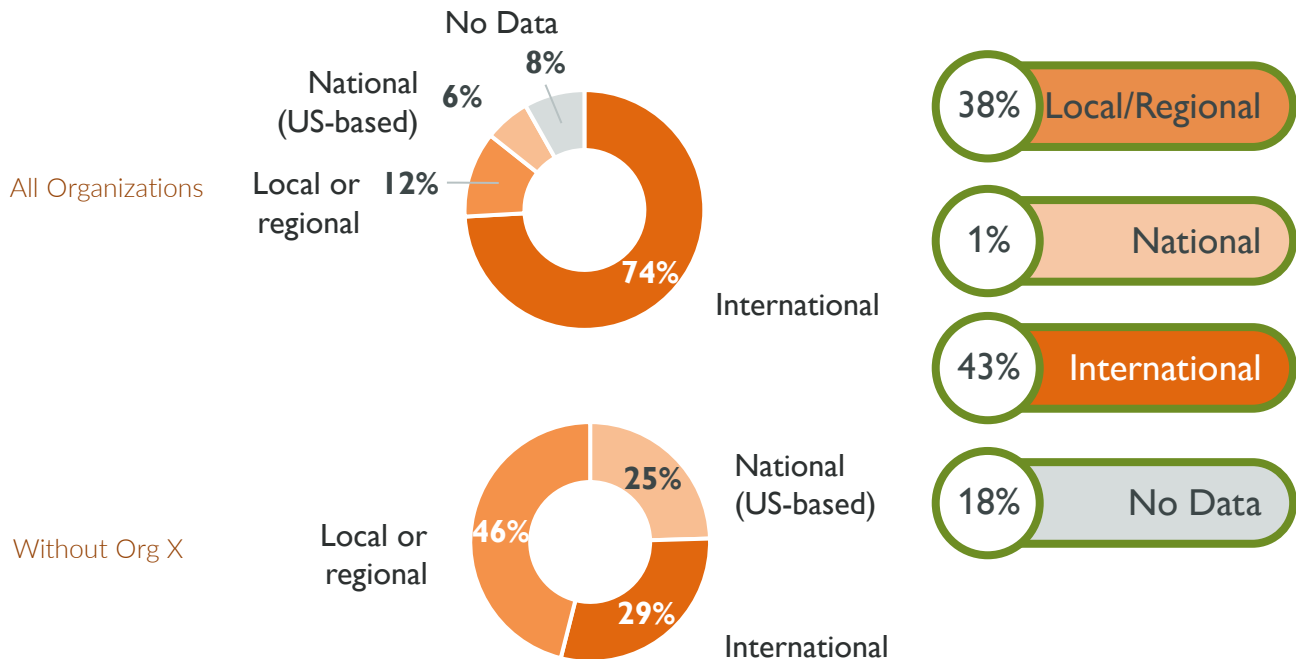|	Orange	Green
Donor-advised funds	28	6
Private and family foundations	26	6
Direct gifts to nonprofits	25	7
Gifts to intermediary organizations/funds	10	2
Impact investing	5	0
LLC's	3	0
Planned giving	2	0
Do not know/collect data on this	2	1

In 2019, approximately what percentage of your donors/members were located in: Midwest US, Northeast US, Southern US, and Western US? (n=36)

38%   **10%**   **29%**

11%

10% Outside of the US   **2%** No data

62%	Western US
11%	Midwest US
9%	Northeast US
8%	Southern US
10%	Outside US

Approximately what percent of your donors/members giving went to: organizations/efforts that are local or regional in scope, organizations/efforts that are national (US-based) in scope, and organizations/efforts that are international (outside of the US) or global in scope.

All Organizations

No Data
8%
National (US-based) 6%
Local or regional 12%
74%
International

Without Org X

Local or regional 46%
National (US-based) 25%
29%
International

38%	Local/Regional
1%	National
43%	International
18%	No Data

What needs do donors/ members have that your organization cannot meet? (n=26)

	Barriers	Description	Prevalence
3	Giving **focus area**	Providing recommendations on a specific focus area or geography (in most cases, one that is outside of the organization's scope)	7
0	Giving **vehicles**	Supporting donors on the mechanisms for moving or distributing money (e.g., investing, DAFs, grantmaking, estate planning, etc.)	7
0	**1:1 advice** or consulting	Providing one-on-one/ customized consulting or advice to donors	6
1	**Strategy** and planning	Helping donors plan which issues or organizations to give to, the needs/gaps, what it would take to address the needs/gaps, etc.	5
2	Other	Other	9

Legal advice (2)

One-offs (7)

Close to one third of organizations **did not respond** to the question

n=6

One-offs included training; more content; a donor community; support with strategic communications; evaluation of impact of grantees or investments; research projects; and *"reconciling the role of capitalism in generating wealth and the injustice that philanthropy seeks to address."*