



THE CENTER
FOR EFFECTIVE
PHILANTHROPY

Nonprofit Perspectives on Current Issues in Philanthropy

This survey should take approximately 15 minutes to complete.

Please complete this survey by **Thursday, November 21, 2019**.

Introduction

Thank you for your participation in this research study conducted by the Center for Effective Philanthropy. This survey examines current issues in philanthropy, and findings from this survey will allow foundations and individual donors to better understand these issues from the nonprofit perspective. Included in this survey are questions about:

- Your organization's funding sources
- Any anticipated changes to your organization's revenue
- Your organization's experiences receiving funding from donor-advised funds (DAFs)
- Whether your organization has a gift acceptance policy
- The potential consequences of a recession
- Your perspective on the role of philanthropy in a democratic society
- Whether your organization engages in efforts to influence public policy

If there is another staff member at your organization, such as a finance or development director, who you believe is better suited to comment on these topics, please feel free to ask them to complete the survey for your organization or to complete the survey in collaboration with them.

Your responses to this survey will be kept **completely confidential**. When results of this survey are shared:

- All numeric rating responses to this survey will be reported in aggregate.
- If we quote part of your response to an open-ended question, we will mask all identifying information in the quote to thoroughly protect your anonymity.

Instructions

- **Please do not use the forward and back buttons on your browser's navigation bar** to move forward and back in the survey. Instead, use the directional buttons at the bottom of each screen.
- **To stop and continue the survey at a future time**, close your browser and use the survey link found in your email to resume the survey.

SURVEY INSTRUMENT

©The Center for Effective Philanthropy 2019

Definitions

For the purposes of this survey, we use the following definitions:

- **Individual donors**—individuals who give to your organization directly or give to your organization through donor-advised funds.
- **Donor-advised fund**—a charitable giving vehicle used by individual donors and sponsored by national charities, community foundations, and single-issue charities, [as defined below by the National Philanthropic Trust](#):
 - **National charities:** *organizations that are independent or are commercially affiliated and national in reach; not focused on a particular region; do not have a specific religious and/or focus area. Examples include National Philanthropic Trust, Fidelity Charitable Gift Fund, and Renaissance Charitable Foundation. (National charities are often referred to as “national gift funds” or “charitable gift funds.”)*
 - **Community foundations:** *organizations that have a specific geographic or regional focus. Examples include Cleveland Foundation, Delaware Community Foundation, and Community Foundation of the Ozarks.*
 - **Single-issue charities:** *organizations that support a specific religious faith; focus on a particular issue area or cause; or fund a specific institution. Examples include Jewish Federation of Rhode Island and San Diego Human Dignity Foundation.*
- **Gift acceptance policy**—a set of guidelines for determining whether or not to accept funding from a particular source.
- **Efforts to influence public policy**—efforts to influence government priorities, laws, and regulations at the local, state, regional, and/or national levels, and across the legislative, judicial, and administrative branches of government.

SOURCES OF FUNDING

The following questions are about anticipated changes to your organization's overall revenue (i.e., both earned and contributed revenue) during your organization's current fiscal year, compared to your organization's last fiscal year.

1. During the past 3 years, did your organization receive any grants from staffed foundations?

- Yes
 No
 Not sure

2. During the past 3 years, did your organization receive any gifts from individual donors?

Please keep in mind the following definition:

Individual donors—individuals who give to your organization directly or give to your organization through donor-advised funds at community foundations/commercial financial institutions.

- Yes
 No
 Not sure

3. *(Display only if “yes” was selected in the previous question)* Did any of those individual donors give \$7,500 or more to your organization in a given year?

- Yes
 No
 Not sure

4. *(Display only if “no” was NOT selected in question 2)* Are you typically aware when individual donor gifts are coming through a donor-advised fund (DAF)?

Please keep in mind the following definition:

Donor-advised fund—a charitable giving vehicle used by individual donors and sponsored by national charities, community foundations, and single-issue charities, [as defined below by the National Philanthropic Trust:](#)

- **National charities:** *organizations that are independent or are commercially affiliated and national in reach; not focused on a particular region; do not have a specific religious and/or focus area. Examples include National Philanthropic Trust, Fidelity Charitable Gift Fund, and Renaissance Charitable Foundation. (National charities are often referred to as “national gift funds” or “charitable gift funds.”)*
- **Community foundations:** *organizations that have a specific geographic or regional focus. Examples include Cleveland Foundation, Delaware Community Foundation, and Community Foundation of the Ozarks.*

SURVEY INSTRUMENT

- **Single-issue charities:** *organizations that support a specific religious faith; focus on a particular issue area or cause; or fund a specific institution. Examples include Jewish Federation of Rhode Island and San Diego Human Dignity Foundation.*

- Yes
 No
 It depends (*please explain:* _____)

5. (*Display only if “yes” or “it depends” was selected in the previous question*) During the past 3 years, did any of your organization’s individual donors give through DAFs?

- Yes
 No
 Not sure

6. (*Display only if “yes” was selected in the previous question*) When individual donors give to your organization through DAFs, are you typically aware of the type of organization (i.e., national charities, community foundations, and/or single-issue charities) that sponsors the DAFs?

- Yes
 No
 It depends (*please explain:* _____)

7. (*Display only if “yes” or “it depends” was selected in the previous question*) During the past 3 years, through which of the following type(s) of charitable sponsors has your organization received funding from DAFs? (*Select all that apply.*)

- National charities
 Community foundations
 Single-issue charities
 Not sure (*mutually exclusive*)

8. (*Display only if “no” was NOT selected in question 2*) The Tax Cuts and Jobs Act went into effect on January 1, 2018. Since then, do you believe that these changes in the tax code have impacted **individual giving** to your organization?

- Yes, I believe these tax code changes have **increased** individual giving to my organization.
 Yes, I believe these tax code changes have **decreased** individual giving to my organization.
 No, I believe these tax code changes have had **no impact** on individual giving to my organization.
 I’m not sure whether these tax code changes have impacted individual giving to my organization.

SURVEY INSTRUMENT

CHANGES IN FUNDING – CURRENT FISCAL YEAR

The following questions are about anticipated changes to your organization's overall revenue (i.e., both earned and contributed revenue) during your organization's current fiscal year, compared to your organization's last fiscal year.

- 9. In what month does your organization’s fiscal year end? *(Dropdown menu.)*
 - January
 - February
 - March
 - April
 - May
 - June
 - July
 - August
 - September
 - October
 - November
 - December

- 10. Compared to the last fiscal year, do you anticipate that your organization’s **overall revenue** will be higher, the same, or lower during the current fiscal year?
 - My organization’s overall revenue **will be lower** during the current fiscal year.
 - My organization’s overall revenue **will remain the same** during the current fiscal year.
 - My organization’s overall revenue **will be higher** during the current fiscal year.
 - I’m not sure** how my organization’s overall revenue during the current fiscal year will compare to the last fiscal year.

- 11. *(Display only if either “lower” or “higher” was selected in the previous question)* What do you believe is contributing to the change in your organization’s **overall revenue**?

12. *(Asked only of respondents whose organizations have individual donors above the \$7,500 per year giving level – Display only if “yes” was selected in question 3)* Compared to the last fiscal year, do you anticipate that the **percentage of your organization’s budget** funded by individual donors *below the \$7,500 per year giving level* will be higher, the same, or lower during the current fiscal year?

- The percentage of my organization’s budget funded by individual donors below the \$7,500 per year giving level **will be lower** during the current fiscal year.
- The percentage of my organization’s budget funded by individual donors below the \$7,500 per year giving level **will remain the same** during the current fiscal year.
- The percentage of my organization’s budget funded by individual donors below the \$7,500 per year giving level **will be higher** during the current fiscal year.
- I’m not sure** how the percentage of my organization’s budget funded by individual donors below the \$7,500 per year giving level during the current fiscal year will compare to the last fiscal year.

13. *(Asked only of respondents whose organizations have individual donors above the \$7,500 per year giving level – Display only if “yes” was selected in question 3)* Compared to the last fiscal year, do you anticipate that the **percentage of your organization’s budget** funded by individual donors *at or above the \$7,500 per year giving level* will be higher, the same, or lower during the current fiscal year?

- The percentage of my organization’s budget funded by individual donors at or above the \$7,500 per year giving level **will be lower** during the current fiscal year.
- The percentage of my organization’s budget funded by individual donors at or above the \$7,500 per year giving level **will remain the same** during the current fiscal year.
- The percentage of my organization’s budget funded by individual donors at or above the \$7,500 per year giving level **will be higher** during the current fiscal year.
- I’m not sure** how the percentage of my organization’s budget funded by individual donors at or above the \$7,500 per year giving level during the current fiscal year will compare to the last fiscal year.

14. *(Display only if either “lower” or “higher” was selected in at least 1 of the previous 2 questions)* What do you believe is contributing to the change(s) in the **percentage of your organization’s budget** funded by these sources?

CHANGES IN FUNDING – NEXT FISCAL YEAR

The following questions are about anticipated changes to your organization's overall revenue (i.e., both earned and contributed revenue) during your organization's next fiscal year.

15. Do you anticipate that your organization's **overall revenue** will be higher, the same, or lower in the next fiscal year?

- My organization's overall revenue **will be lower** during the next fiscal year.
- My organization's overall revenue **will remain the same** during the next fiscal year.
- My organization's overall revenue **will be higher** during the next fiscal year.
- I'm not sure** how my organization's overall revenue during the next fiscal year will compare to the current fiscal year.

16. *(Display only if either "lower" or "higher" was selected in the previous question)* What do you believe will be contributing to the change in your organization's **overall revenue**?

17. *(Asked only of respondents whose organizations have individual donors above the \$7,500 per year giving level – Display only if "yes" was selected in question 3)* Do you anticipate that the **percentage of your organization's budget** funded by individual donors *below the \$7,500 per year giving level* will be higher, the same, or lower during the next fiscal year?

- The percentage of my organization's budget funded by individual donors below the \$7,500 per year giving level **will be lower** during the next fiscal year.
- The percentage of my organization's budget funded by individual donors below the \$7,500 per year giving level **will remain the same** during the next fiscal year.
- The percentage of my organization's budget funded by individual donors below the \$7,500 per year giving level **will be higher** during the next fiscal year.
- I'm not sure** how the percentage of my organization's budget funded by individual donors below the \$7,500 per year giving level during the next fiscal year will compare to the current fiscal year.

18. *(Asked only of respondents whose organizations have individual donors above the \$7,500 per year giving level – Display only if “yes” was selected in question 3)* Do you anticipate that the **percentage of your organization’s budget** funded by individual donors *at or above the \$7,500 per year giving level* will be higher, the same, or lower during the next fiscal year?
- The percentage of my organization’s budget funded by individual donors at or above the \$7,500 per year giving level **will be lower** during the next fiscal year.
 - The percentage of my organization’s budget funded by individual donors at or above the \$7,500 per year giving level **will remain the same** during the next fiscal year.
 - The percentage of my organization’s budget funded by individual donors at or above the \$7,500 per year giving level **will be higher** during the next fiscal year.
 - I’m not sure** how the percentage of my organization’s budget funded by individual donors at or above the \$7,500 per year giving level during the next fiscal year will compare to the current fiscal year.

19. *(Display only if either “lower” or “higher” was selected in at least 1 of the previous 2 questions)* What do you believe will be contributing to the change(s) in the **percentage of your organization’s budget** funded by these sources?

20. *(Display only if “lower” was selected in question 15)* During the next fiscal year, what effect do you believe a decline in **overall revenue** would have on your organization’s staffing and operations? *(Select all that apply.)*

- My organization would have to **freeze hiring**.
- My organization would have to **lay off employees**.
- My organization would have to **freeze wages**.
- My organization would have to **reduce wages**.
- My organization would have to **freeze employee benefits**.
- My organization would have to **reduce employee benefits**.
- My organization would have to **reduce programs or services**.
- My organization would **not have to make significant changes**. *(mutually exclusive)*
- I’m not sure** what effect a decline in revenue would have on my organization’s staffing and operations. *(mutually exclusive)*
- Other** *(please specify: _____)*

21. *(Display only if “lower” was selected in question 15)* How is your organization preparing for a decline in overall revenue in the next fiscal year?

SURVEY INSTRUMENT

DONOR-ADVISED FUNDS *(If the respondent's organization does not receive funding from DAFs, skip this section.)*

The following questions are about your organization's experiences receiving funding from DAFs.

Please keep in mind the following definition:

Donor-advised fund—a charitable giving vehicle used by individual donors and sponsored by national charities, community foundations, and single-issue charities, [as defined below by the National Philanthropic Trust](#):

- **National charities:** *organizations that are independent or are commercially affiliated and national in reach; not focused on a particular region; do not have a specific religious and/or focus area. Examples include National Philanthropic Trust, Fidelity Charitable Gift Fund, and Renaissance Charitable Foundation. (National charities are often referred to as “national gift funds” or “charitable gift funds.”)*
- **Community foundations:** *organizations that have a specific geographic or regional focus. Examples include Cleveland Foundation, Delaware Community Foundation, and Community Foundation of the Ozarks.*
- **Single-issue charities:** *organizations that support a specific religious faith; focus on a particular issue area or cause; or fund a specific institution. Examples include Jewish Federation of Rhode Island and San Diego Human Dignity Foundation.*

22. *(Display only if at least 2 responses other than “not sure” were selected in question 7)* In general, through which type of charitable sponsor does your organization prefer to receive DAF funding?

- My organization prefers to receive DAF funding through **national charities**.
- My organization prefers to receive DAF funding through **community foundations**.
- My organization prefers to receive DAF funding through **single-issue charities**.
- My organization **does not have a preference**.

23. *(Display only if a preference was indicated in the previous question)* Please explain why your organization prefers to receive DAF funding through this type of charitable sponsor.

24. What are the biggest advantages of receiving funding through DAFs?

25. What are the biggest disadvantages of receiving funding through DAFs?

As DAFs have grown, there have been debates about whether DAFs have made philanthropy more accessible with low barriers to entry, whether there is enough transparency surrounding the use of DAFs, and whether DAFs delay nonprofits from getting donations.

26. What are your thoughts on these issues related to DAFs?

GIFT ACCEPTANCE

The following questions are about whether your organization has a gift acceptance policy and whether your organization has ever – or would ever – decline(d) a gift.

Please keep in mind the following definition:

Gift acceptance policy—a set of guidelines for determining whether or not to accept funding from a particular source.

27. Does your organization have a gift acceptance policy?

- Yes
- No
- Not sure

28. *(Display only if “yes” was selected in the previous question)* Is your organization’s gift acceptance policy documented?

- Yes
- No
- Not sure

29. Has your organization’s staff discussed criteria under which the organization would decline a gift?

- Yes
- No
- Not sure

30. Has your organization’s board discussed criteria under which the organization would decline a gift?

- Yes
- No
- Not sure

SURVEY INSTRUMENT

©The Center for Effective Philanthropy 2019

31. *(Display only if “yes” was selected in any of the previous 4 questions)* Under what circumstances would your organization decline a gift, and why?

32. To the best of your knowledge, has your organization ever declined a gift?

- Yes
- No
- Not sure

33. *(Display only if “yes” was selected in the previous question)* From which of the following funding sources has your organization ever declined a gift? *(Select all that apply.)*

- Individual donors
- Foundations
- Government
- Corporations
- Other *(please specify: _____)*

34. *(Display only if “yes” was selected in question 32)* Why did your organization decline the gift(s)?

RECESSION

In a 2019 National Association for Business Economics [survey](#) of 226 economists, 72% of economists predicted that the U.S. economy will enter the next recession in 2020 or 2021. The following questions are about the conversations your organization may be having regarding the potential consequences of a recession.

35. Are you concerned about the impact that a recession would have on your organization?

- Yes
- No
- Not sure

36. Would a recession increase the need/demand for your organization’s programs or services?

- Yes
- No
- Not sure

SURVEY INSTRUMENT

©The Center for Effective Philanthropy 2019

37. Does your organization have a plan for how it would handle a recession?

- Yes
- No
- Not sure

38. *(Display only if “yes” was selected in the previous question)* How would your organization handle a recession?

39. *(Display only if “no” was NOT selected in question 1)* Have any of your organization’s staffed foundation funders talked with you about how a recession would change the way they support you?

- Yes
- No
- Not sure

40. *(Display only if “yes” was selected in the previous question)* How have your organization’s staffed foundation funders said a recession would change the way they support you?

41. *(Display only if “no” was selected in question 39)* Would you like your organization’s staffed foundation funders to talk with you about how a recession would change the way they support you?

- Yes
- No
- Not sure

THE ROLE OF PHILANTHROPY

Recently, some critics have argued that philanthropy can be undemocratic and a misuse of tax-privileged dollars. These critiques have sparked debates about the role of philanthropy in a democratic society. The following questions are about your perspective on these debates.

42. Are you following these debates?

- Yes
- No

SURVEY INSTRUMENT

©The Center for Effective Philanthropy 2019

43. *(Display only if “yes” was selected in the previous question)* What are your thoughts on these debates?

EFFORTS TO INFLUENCE PUBLIC POLICY

The following questions are about whether your organization engages in efforts to influence public policy.

Please keep in mind the following definition:

Efforts to influence public policy—efforts to influence government priorities, laws, and regulations at the local, state, regional, and/or national levels, and across the legislative, judicial, and administrative branches of government.

44. Does your organization seek to influence public policy?

- Yes
- No
- Not sure

45. *(Display only if “yes” was selected in the previous question and “no” was NOT selected in question 1)* To what extent are your organization’s staffed foundation funders supportive of your organization’s efforts to influence public policy?

Not supportive	Somewhat supportive	Completely supportive
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

46. *(Display only if the previous question was not left blank)* What, if anything, could your organization’s staffed foundation funders do to better support your organization’s efforts to influence public policy?

ABOUT YOU AND YOUR ORGANIZATION

The following questions are about you and your organization.

47. What are the current roles of the people who contributed responses to this survey? (*Select all that apply.*)
- CEO/Executive Director or equivalent
 - Finance Director or Equivalent
 - Development Director or equivalent
 - Other (*please specify:* _____)
48. Does the CEO/Executive Director of your organization identify as a person of color?
- Yes
 - No
 - Not sure
 - Prefer not to say
49. Please select the option that represents how the CEO/Executive Director of your organization describes themselves:
- Female
 - Male
 - Prefer to self-identify (*optional, please describe:* _____)
 - Prefer not to say
50. How would you describe the geographical scope(s) of your organization? (*Select all that apply.*)
- Local
 - State
 - Regional
 - National
 - Global
51. In what program area(s) does your organization work? (*Select all that apply.*)
- Agriculture, fishing, and forestry
 - Animals
 - Arts and culture
 - Community and economic development
 - Education
 - Environment
 - Health
 - Human rights
 - Human services

SURVEY INSTRUMENT

©The Center for Effective Philanthropy 2019

- Information and communications
- International relations
- Philanthropy
- Public affairs
- Public safety
- Religion
- Science
- Social justice
- Social sciences
- Sports and recreation
- Other (*please specify:* _____)



Perspectives on Foundations Influencing U.S. Public Policy

This survey should take approximately 15-20 minutes to complete.

Please complete this survey by **Friday, February 1, 2019**.

Introduction

Thank you for your participation in this research study conducted by the Center for Effective Philanthropy. In this survey, we will be asking you to share your perspectives about foundation efforts to influence U.S. public policy at the local, state, regional, and/or national levels. This survey inquires about your perspectives regarding foundations generally and your foundation specifically.

If there is a senior leader inside the foundation who oversees public policy efforts, please feel free to forward this survey to that person.

Your responses to this survey will be kept **completely confidential**. When results of this survey are shared:

- All numeric rating responses to this survey will be reported in aggregate.
- If we quote part of your response to an open-ended question, we will mask all identifying information in the quote to thoroughly protect your anonymity.

Instructions

- **Please do not use the forward and back buttons on your browser's navigation bar** to move forward and back in the survey. Instead, use the directional buttons at the bottom of each screen.
- **To stop and continue the survey at a future time**, close your browser and use the survey link found in your email to resume the survey.

Terminology

Throughout this survey, we use the phrase "influence public policy" to encompass the full range of activities foundations can legally pursue in their efforts to influence government priorities, laws, and regulations at the local, state, regional, and/or national levels, and across the legislative, judicial, and administrative branches of government.

Foundations seeking to influence public policy may use a broad range of tools, such as grantmaking, engaging in convenings/collaborations, using their voice, supporting grantees' efforts, and more. They may engage in a range of activities with the intent of directly or indirectly educating, influencing, or mobilizing the broad public, voters, policy-makers, and/or other decision makers. These activities can include but are not limited to: capacity building, organizing, coalition/movement building, research, policy analysis, media outreach, and/or developing relationships with elected officials.

SURVEY INSTRUMENT

©The Center for Effective Philanthropy 2020

THE FOUNDATION AND YOUR ROLE

1. At what type of foundation do you work?
 - Independent foundation (i.e., private foundation, family foundation, etc.)
 - Community foundation
 - Other (*please specify:* _____)

2. In what program area(s) does the foundation work? (*Select all that apply.*)
 - Agriculture, fishing, and forestry
 - Animals
 - Arts and culture
 - Community and economic development
 - Education
 - Environment
 - Health
 - Human rights
 - Human services
 - Information and communications
 - International relations
 - Philanthropy
 - Public affairs
 - Public safety
 - Religion
 - Science
 - Social justice
 - Social sciences
 - Sports and recreation
 - Other (*please specify:* _____)

3. What is your current role at the foundation?
 - CEO/Executive Director or equivalent
 - Director of Policy or equivalent
 - Vice President of Programs or equivalent
 - Director of Strategy or equivalent
 - Other senior leader (*please specify:* _____)

SURVEY INSTRUMENT

©The Center for Effective Philanthropy 2020

YOUR THOUGHTS ABOUT FOUNDATIONS INFLUENCING PUBLIC POLICY

- 4. Which of the following statements best reflects your opinion with regard to foundations seeking to influence public policy?
 - Foundations should not seek to influence public policy.
 - Foundations should only seek to influence public policy in self-defense. (*Self-defense lobbying is an effort to influence policy on matters which might affect the existence of the foundation, its powers and duties, its tax-exempt status, or the deductibility of contributions to such foundation.*)
 - Foundations should seek to influence public policy that could further their programmatic goals, when relevant.

5. Please explain your response.

YOUR FOUNDATION

The items in this section ask specifically about the foundation at which you work.

Throughout this survey, we use the phrase “influence public policy” to encompass the full range of activities foundations can legally pursue in their efforts to influence government priorities, laws, and regulations at the local, state, regional, and/or national levels, and across the legislative, judicial, and administrative branches of government.

6. How well do you understand which public policy-related activities are legally permissible for the foundation to engage in?

I do not understand well	I understand somewhat well	I understand very well
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

7. How well do you feel the board understands which public policy-related activities are legally permissible for the foundation to engage in?

The board does not understand well	The board understands somewhat well	The board understands very well
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

SURVEY INSTRUMENT

8. What have been your primary sources for understanding which public policy-related activities are legally permissible for the foundation to engage in? *(Select all that apply.)*

- Legal counsel
- Philanthropy-serving organizations (e.g., membership organizations, affinity groups, etc.)
- Foundation colleagues
- Other *(please specify: _____)*
- None

9. *(Display only if an option other than "None" was selected in Q8.)* How helpful were these sources?

<i>(Display only the options selected in Q8.)</i>	Not helpful	Somewhat helpful	Extremely helpful
Legal counsel	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Philanthropy-serving organizations (e.g., membership organizations, affinity groups, etc.)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Foundation colleagues	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Other <i>(please specify: _____)</i>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

10. What unanswered questions, or confusion, do you have about which public policy-related activities are legally permissible for the foundation to engage in?

11. Does the foundation have paid legal counsel? *(Select all that apply.)*

- Yes, the foundation has paid in-house legal counsel.
- Yes, the foundation has paid external legal counsel.
- No, the foundation does not have paid legal counsel.

12. Does the foundation engage in any efforts to influence public policy? *(Select all that apply.) (Force response.)*

- Yes, through activities that the foundation engages in outside of grantmaking.
- Yes, through supporting grantees' efforts to influence public policy.
- Yes, through collaborative efforts that the foundation is a part of (e.g., co-funding initiatives, affinity groups, philanthropy-serving organizations, etc.).
- No, the foundation does not engage in any efforts to influence public policy.

SURVEY INSTRUMENT

13. Has the foundation engaged in self-defense lobbying at all during the past 3 years? (*Self-defense lobbying is an effort to influence policy on matters which might affect the existence of the foundation, its powers and duties, its tax-exempt status, or the deductibility of contributions to such foundation.*)

- Yes, the foundation has engaged in self-defense lobbying.
- No, the foundation has not engaged in self-defense lobbying.
- I'm not sure whether the foundation has engaged in self-defense lobbying.

ADDITIONAL QUESTIONS ASKED OF FUNDERS SEEKING TO INFLUENCE PUBLIC POLICY

(If "No, the foundation does not engage in any efforts to influence public policy." was selected in Q12, skip to Q32.)

14. Why does the foundation engage in efforts to influence public policy?

15. What three words or phrases describe the foundation's efforts to influence public policy?

1) _____
2) _____
3) _____

16. Does the foundation have an affiliated 501(c)4?

- Yes, the foundation has an affiliated 501(c)4.
- No, the foundation does not have an affiliated 501(c)4 but is currently considering establishing one.
- No, the foundation does not have an affiliated 501(c)4 and is not currently considering establishing one.

17. (*Display only if "Yes, the foundation has an affiliated 501(c)4." was selected in Q16.*) How long has the affiliated 501(c)4 been in existence?

- Less than 3 years
- At least 3 years but less than 5 years
- At least 5 years but less than 10 years
- 10 years or longer

18. What are the top two issue areas in which the foundation seeks to influence public policy?

1) _____
2) _____

19. *(Display only if “Yes, through activities that the foundation engages in outside of grantmaking.” was selected in Q12.)* In order for the foundation to be able to achieve its programmatic goals, how important is it for the foundation to engage in activities outside of grantmaking to influence public policy?

Not important	Somewhat important	Extremely important
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

20. *(Display only if “Yes, through supporting grantees’ efforts to influence public policy.” was selected in Q12.)* In order for the foundation to be able to achieve its programmatic goals, how important is it for the foundation to support grantees’ efforts to influence public policy?

Not important	Somewhat important	Extremely important
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

21. *(Display only if “Yes, through collaborative efforts that the foundation is a part of.” was selected in Q12.)* In order for the foundation to be able to achieve its programmatic goals, how important is it for the foundation to be part of collaborative efforts to influence public policy?

Not important	Somewhat important	Extremely important
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

22. In which U.S. geographic scope(s) is the foundation attempting to influence public policy? *(Select all that apply.)*

- Local
- State
- Regional
- National

23. Does the foundation actively encourage grantees to engage in efforts to influence public policy?

- Yes
- No

SURVEY INSTRUMENT

24. (Display only if “Yes, through activities that the foundation engages in outside of grantmaking.” or “Yes, through collaborative efforts that the foundation is a part of.” was selected in Q12.) As part of its efforts to influence public policy, does the foundation engage in any of the following activities outside of grantmaking?

	Yes	No
Use its voice (e.g., position papers, public statements, sign-on letters, blogging, etc.)	<input type="checkbox"/>	<input type="checkbox"/>
Collaborating/coordinating in the nonprofit and/or philanthropic sector	<input type="checkbox"/>	<input type="checkbox"/>
Collaborating/coordinating across sectors	<input type="checkbox"/>	<input type="checkbox"/>
Convening key constituencies and/or coalition building	<input type="checkbox"/>	<input type="checkbox"/>
Educating the public	<input type="checkbox"/>	<input type="checkbox"/>
Educating policymakers, key actors, and/or other nonprofit/philanthropic institutions	<input type="checkbox"/>	<input type="checkbox"/>
Media outreach	<input type="checkbox"/>	<input type="checkbox"/>
Developing data/polling	<input type="checkbox"/>	<input type="checkbox"/>
Research/policy analysis	<input type="checkbox"/>	<input type="checkbox"/>
Filing lawsuits/friend-of-the-court briefs	<input type="checkbox"/>	<input type="checkbox"/>
Developing/maintaining relationships with elected officials	<input type="checkbox"/>	<input type="checkbox"/>
Organizing/mobilizing/grassroots engagement of individuals, communities, and groups	<input type="checkbox"/>	<input type="checkbox"/>
Nonpartisan election activities, such as voter engagement/education	<input type="checkbox"/>	<input type="checkbox"/>
Lobbying for or taking positions on legislation, budget proposals, and/or ballot measures (Display only if “Community foundation” was selected in Q1.)	<input type="checkbox"/>	<input type="checkbox"/>
Other (please specify: _____)	<input type="checkbox"/>	<input type="checkbox"/>

SURVEY INSTRUMENT

25. (Display only if “Yes, through supporting grantees’ efforts to influence public policy.” was selected in Q12.) As part of its efforts to influence public policy, does the foundation support grantees’ efforts to engage in any of the following activities?

	Yes	No
Collaborating/coordinating in the nonprofit and/or philanthropic sector	<input type="checkbox"/>	<input type="checkbox"/>
Collaborating/coordinating across sectors	<input type="checkbox"/>	<input type="checkbox"/>
Convening key constituencies and/or coalition building	<input type="checkbox"/>	<input type="checkbox"/>
Educating the public	<input type="checkbox"/>	<input type="checkbox"/>
Educating policymakers, key actors, and/or other nonprofit/philanthropic institutions	<input type="checkbox"/>	<input type="checkbox"/>
Media outreach	<input type="checkbox"/>	<input type="checkbox"/>
Developing data/polling	<input type="checkbox"/>	<input type="checkbox"/>
Research/policy analysis	<input type="checkbox"/>	<input type="checkbox"/>
Filing lawsuits/friend-of-the-court briefs	<input type="checkbox"/>	<input type="checkbox"/>
Developing/maintaining relationships with elected officials	<input type="checkbox"/>	<input type="checkbox"/>
Organizing/mobilizing/grassroots engagement of individuals, communities, and groups	<input type="checkbox"/>	<input type="checkbox"/>
Nonpartisan election activities, such as voter engagement/education	<input type="checkbox"/>	<input type="checkbox"/>
Lobbying for or taking positions on legislation, budget proposals, and/or ballot measures	<input type="checkbox"/>	<input type="checkbox"/>
Other (<i>please specify:</i> _____)	<input type="checkbox"/>	<input type="checkbox"/>

26. Do the foundation’s grant agreements include specific language prohibiting/limiting grantees from using grant funds to engage in lobbying or other attempts to influence legislation?

- Yes
- No
- Not sure

SURVEY INSTRUMENT

27. How important to the foundation’s strategy is providing general operating support for grantees’ efforts to influence public policy?

Not important	Somewhat important	Extremely important
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

28. To what extent are the following supportive of the foundation’s efforts to influence public policy?

	Not supportive	Somewhat supportive	Completely supportive
The board	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Legal counsel <i>(Display only if “No, the foundation does not have paid legal counsel.” was NOT selected in Q11.)</i>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Foundation staff	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Foundation grantees	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

29. Please list the three most significant challenges the foundation faces in its efforts to influence public policy.

1) _____

2) _____

3) _____

30. Please describe an example of a significant policy change, and its impact, to which the foundation contributed.

31. Based on your experience, what are the top three recommendations you would provide to foundations seeking to influence public policy?

1) _____

2) _____

3) _____

SURVEY INSTRUMENT

ADDITIONAL QUESTIONS ASKED OF COMMUNITY FOUNDATIONS SEEKING TO INFLUENCE PUBLIC POLICY

(If “No, the foundation does not engage in any efforts to influence public policy.” was selected in Q12, AND/OR “Community foundation” was NOT selected in Q1, skip to Q36.)

32. When the foundation is deciding whether to engage in efforts to influence public policy, how much consideration is given to each of the following?

	No consideration	Some consideration	A great deal of consideration
What the foundation thinks donors want	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
The possibility of gaining or losing donors	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

33. Overall, which of the following best describes changes to the foundation’s donor base as a result of the foundation’s efforts to influence public policy?

- The foundation gained more donors than we lost.
- The foundation neither gained nor lost a substantial number of donors.
- The foundation lost more donors than we gained.
- Not sure

34. Has the foundation taken the 501(h) election?

- Yes, the foundation has taken the 501(h) election.
- No, the foundation has not taken the 501(h) election.
- I’m not sure whether the foundation has taken the 501(h) election.
- I’m not sure what the 501(h) election is.

35. In the most recent tax year, was the foundation under, at, or over its IRS lobbying limit?

- The foundation was under the limit.
- The foundation was at the limit.
- The foundation was over the limit.
- Not sure
- Not relevant

ADDITIONAL QUESTIONS ASKED OF FOUNDATIONS NOT SEEKING TO INFLUENCE PUBLIC POLICY)

(If “No, the foundation does not engage in any efforts to influence public policy.” was NOT selected in Q12, skip to Q42.)

36. Has the foundation ever considered engaging in efforts to influence public policy?
- Yes, the foundation is currently considering engaging in efforts to influence public policy.
 - Yes, but the foundation decided against engaging in efforts to influence public policy.
 - No, the foundation has not considered engaging in efforts to influence public policy.
 - Not sure

37. *(Display only if “Yes, the foundation is currently considering engaging in efforts to influence public policy.” was selected in Q36.)* Please explain why the foundation is currently considering engaging in efforts to influence public policy.

38. *(Display only if “Yes, but the foundation decided against engaging in efforts to influence public policy.” was selected in Q36.)* Please explain why the foundation decided against engaging in efforts to influence public policy.

39. *(Display only if “No, the foundation has not considered engaging in efforts to influence public policy.” was selected in Q36.)* Please explain why the foundation has not considered engaging in efforts to influence public policy.

40. *(Display only if “Community foundation” was selected in Q1 AND either “Yes, the foundation is currently considering engaging in efforts to influence public policy.” or “Yes, but the foundation decided against engaging in efforts to influence public policy.” was selected in Q36.)* How much consideration was/is given to each of the following in deciding whether to engage in efforts to influence public policy?

	No consideration	Some consideration	A great deal of consideration
What the foundation thinks donors want	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
The possibility of gaining or losing donors	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

SURVEY INSTRUMENT

41. *(Display only if “Community foundation” was selected in Q1.)* How do you believe the decision not to engage in efforts to influence public policy has affected the foundation’s ability to fundraise?
- It has positively influenced the foundation’s ability to fundraise.
 - It has negatively influenced the foundation’s ability to fundraise.
 - It has had no influence on the foundation’s ability to fundraise.
 - Not sure

CHANGES OVER THE PAST 3 YEARS

42. Over the past 3 years, have you noticed any changes in the extent to which **foundations in general** are engaging in efforts to influence public policy in each of the following geographic scopes?

	Yes, foundations seem to be engaging more in this scope.	Yes, foundations seem to be engaging less in this scope.	No, foundations seem to be engaging the same amount in this scope.
Local	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
State	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Regional	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
National	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

43. *(Display only if “No, the foundation does not engage in any efforts to influence public policy.” was NOT selected in Q12 and Q22 was not left blank.)* Over the past 3 years, has **the foundation at which you work** made any changes in the extent to which it is engaging in efforts to influence public policy in each of the following geographic scopes?

<i>(Display only the options selected in Q22.)</i>	Yes, the foundation is engaging more in this scope.	Yes, the foundation is engaging less in this scope.	No, the foundation is engaging the same amount in this scope.
Local	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
State	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Regional	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
National	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

ABOUT YOU AND YOUR FOUNDATION

44. Please select the option that represents how you describe yourself:
- Female
 - Male
 - Prefer to self-identify *(optional, please describe: _____)*
 - Prefer not to say

45. What is your race/ethnicity? *(Select all that apply.)*
- African-American/Black
 - American Indian or Alaska Native
 - Asian (including the Indian subcontinent)
 - Hispanic/Latinx
 - Pacific Islander
 - White
 - Race/ethnicity not included above
 - Prefer not to say
46. How many years have you been in your current role at the foundation?
- Less than 1 year
 - At least 1 year but less than 3 years
 - At least 3 years but less than 6 years
 - At least 6 years but less than 10 years
 - 10 years or longer
47. At which of the following types of organizations have you worked, prior to working at the foundation? *(Select all that apply.)*
- Foundation or other private nonprofit funding organization
 - Government organization
 - Business
 - College/University
 - Nonprofit organization (not including a College/University)
 - Other *(please specify: _____)*
48. Prior to working at the foundation, had you ever worked at an organization engaged in efforts to influence public policy?
- Yes
 - No
49. Which of the following describe the geographic scope(s) of the foundation? *(Select all that apply.)*
- Local
 - State
 - Regional
 - National
 - International

SURVEY INSTRUMENT

©The Center for Effective Philanthropy 2020