

The Grantee Voice: Feedback for Funders

GENERAL INFORMATION

CEP created *The Grantee Voice: Feedback for Funders* in 2012 to continue to inform the attitudes and practices of institutional and individual givers with the nonprofit perspective.

The *Grantee Voice* is a panel of over 500 nonprofit leaders who have agreed to share their perspectives about their experiences working with funders. The panel represents a diverse group of nonprofit organizations of varying sizes, issues areas, and geographic regions. CEP updates the *Grantee Voice* panel every few years.

TABLE 1. INFORMATION ABOUT THE CURRENT GRANTEE VOICE PANEL

Organizational Characteristic	Range	Median Value
Expenses	~\$100K to ~\$88M	~\$1.3M
Staff	1 FTE to >1000 FTE	13 FTE

GOALS FOR THE GRANTEE VOICE PANEL

- **Collect timely data to inform funder practices:** *The Grantee Voice* allows CEP to survey nonprofits on current issues of relevance to institutional and individual givers, resulting in research reports with timely, actionable insights for philanthropic funders.
- **Gather nonprofit perspectives of working with funders broadly:** This effort is distinct from CEP's surveys of grantees' experiences with specific foundations, which inform the [Grantee Perception Reports](#) (GPRs) delivered to hundreds of foundations over the past decade. Through the *Grantee Voice* panel, CEP gathers nonprofits' perspectives about their experiences working with their many and varied foundation funders and individual donors.
- **Further contribute to funders' knowledge of how they can work most effectively with nonprofits:** With the belief that philanthropic funders make progress against important goals by working productively with grantees, CEP hopes that the data collected from the panel adds to the knowledge of how to improve nonprofit-funder relationships.

METHODOLOGY

The *Grantee Voice* panel was established in several steps. First, to create a list of nonprofits to invite, a dataset of almost 430,000 registered 501(c)(3) organizations that filed a Form 990 between 2013 and 2016 was obtained from the [National Center for Charitable Statistics](#) (NCCS). CEP kept nonprofits in the dataset only when they met all the following criteria:

- The organization filed a Form 990 between 2015 and 2016;
- The organization is located in the United States;

- The organization records annual expenses between \$100,000 and \$100 million;
- The organization has a positive contributed revenue;
- The organization has an identified area of work (based on NTEECC coding);
- The organization is not a mutual/membership benefit organization (based on NTEECC coding);
- The organization is not a religious-based organization (based on NTEECC coding);
- The organization is not a hospital or university (based on NTEECC coding);
- The organization is not a foundation (based on NTEECC coding);
- The organization is not a fundraising entity working specifically across issue area groups (based on NTEECC coding);
- The organization is not a supporting organization (based on NTEECC coding); and
- The organization is not flagged by NCCS as “out of scope” (i.e., the organization must be a 501(c)(3), non-foreign entity, or government entity).

After filtering for nonprofits that met the criteria described above, 142,582 nonprofits remained in the dataset. CEP then took the filtered dataset and randomly selected 14,000 nonprofits, ensuring that this selected sample contained representation across the full range of expenses mentioned above.

CEP worked with [Candid](#) to determine whether each nonprofit in this random sample had received any funding between 2015 and 2017 from foundations that make up CEP’s primary audience—those classified as an independent, community, or health conversion foundations giving at least \$5 million annually in grants. Only nonprofits that had received such funding remained eligible for an invitation to join the panel. In total, 7,987 nonprofits met this criterion.

Only individuals leading eligible nonprofits were considered for inclusion. These individuals typically had titles such as executive director, president, or CEO. Ultimately, 4,643 nonprofit leaders were invited to join the *Grantee Voice* panel. While the invitation was open, over 200 more nonprofits were removed because of additional information that was received showing they were ineligible for our sample. In total, of 4,431 eligible nonprofit leaders, 629 accepted the invitation, resulting in an acceptance rate of 14.2 percent. We statistically tested for and saw slight differences in the annual expenses of the organizations that did and did not accept the invitation to join the panel.ⁱ

For more information about the *Grantee Voice* panel, please contact [Ellie Buteau](#) at 617-340-9289.

ⁱ A chi-square analysis of expense quartiles was conducted, finding a statistically significant difference of a small effect size. Nonprofits with annual expenses between \$1.7 and \$6.0 million were slightly more likely to accept the invitation to join the panel than nonprofits of other expense sizes, and nonprofits with annual expenses of \$6.0 million or more were slightly less likely than others to accept the invitation to join the panel.