
REACH Healthcare Foundation 2022 Grantee Perception Report

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The online version of this report can be accessed at cep.surveymresults.org

Key Ratings Summary 1

Survey Population 3

Subgroup Methodology and Differences 4

Comparative Cohorts 5

Grantmaking Characteristics 7

Impact on and Understanding of Grantees' Fields..... 10

Advancing Knowledge and Public Policy..... 11

Impact on and Understanding of Grantees' Local Communities 12

Impact on and Understanding of Grantees' Organizations..... 13

Grantee Challenges..... 14

Non-Monetary Assistance 15

Funder-Grantee Relationships..... 16

Interaction Patterns 19

Communication..... 22

Contextual Understanding..... 24

Grant Processes 26

Selection Process 27

Reporting and Evaluation Process 30

Reporting Process 31

Evaluation Process..... 33

Dollar Return and Time Spent on Processes..... 34

Time Spent on Selection Process 35

Time Spent on Reporting and Evaluation Process 37

Customized Questions 39

Grantees' Written Comments 46

Quality of Processes, Interactions and Communications 47

Suggestion Themes 48

Selected Suggestions 49

Contextual Data 51

Grantee Characteristics 56

Funder Characteristics 59

Diversity, Equity, Inclusion and Grantee Demographics 60

Primary Beneficiary of Grant 62

Respondent Demographics 65

Respondent Job Title 70

Additional Survey Information 71

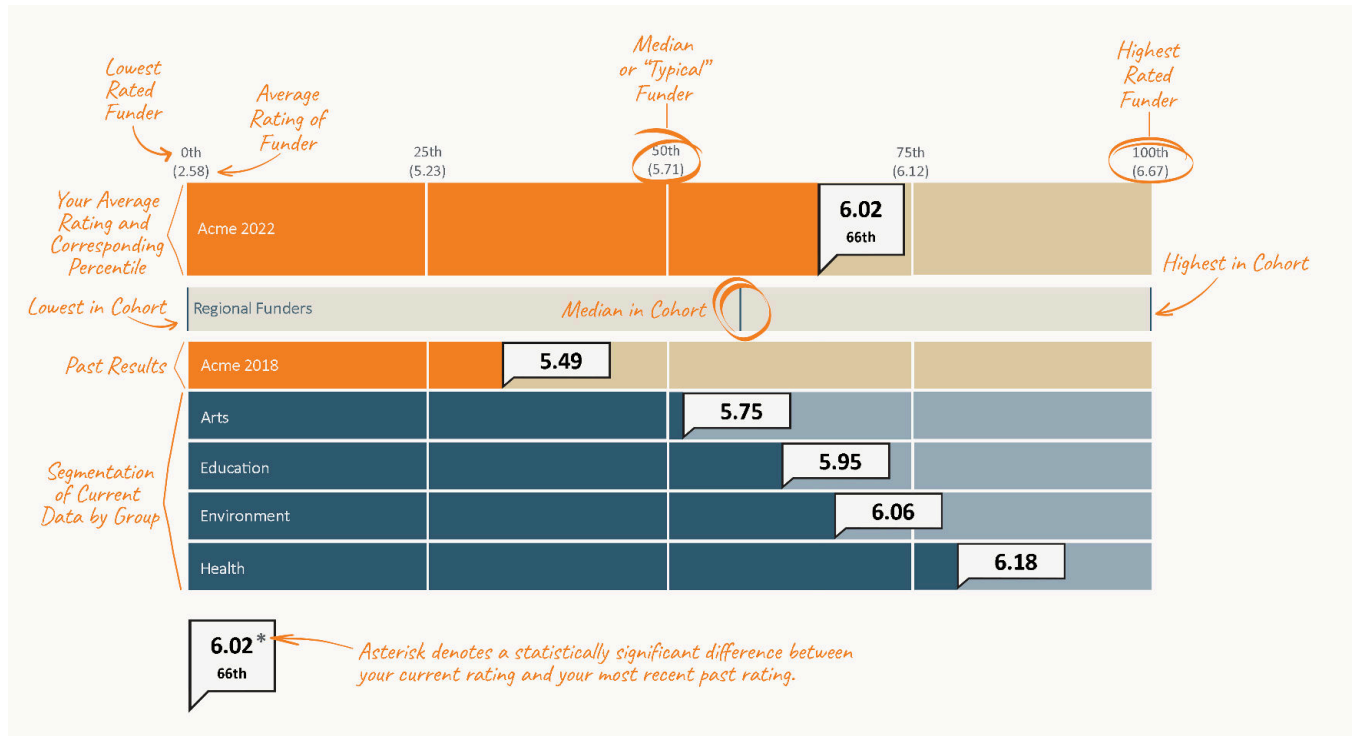
About CEP and Contact Information 73

Key Ratings Summary

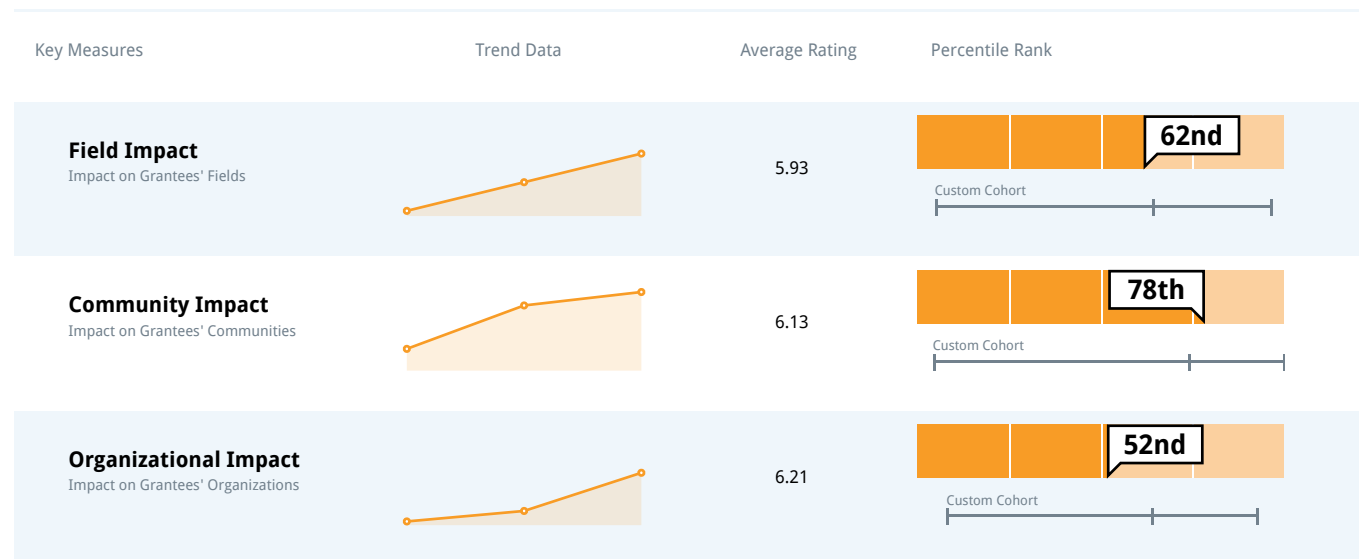
The following chart highlights a selection of your key results. Each of these data points corresponds to an individual survey measure that is displayed with additional detail in the subsequent pages of this report.

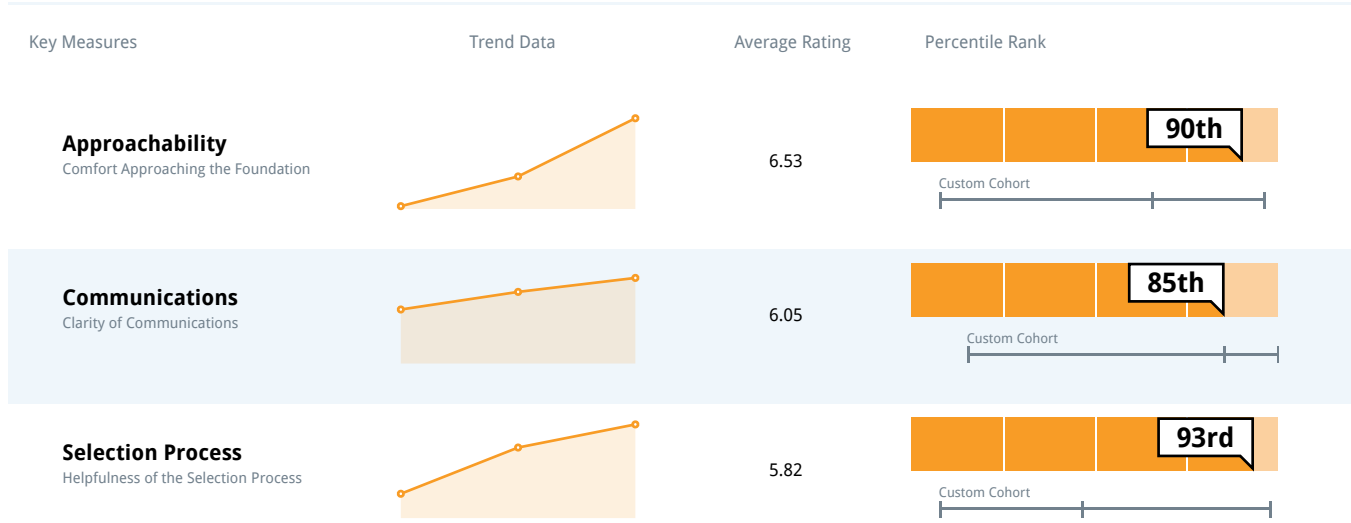
Interpreting Your Charts

Many of the charts in this report are shown in this format. See below for an explanation of the chart elements.



Missing data: Selected grantee ratings are not displayed in this report due to changes in the survey instrument, or when a question received fewer than ten responses.





Survey Population

Survey	Survey Fielded	Survey Population	Number of Responses Received	Survey Response Rate
REACH 2022	February and March 2022	81	58	72%
REACH 2019	May and June 2019	81	55	68%
REACH 2016	May and June 2016	85	58	68%

Survey Year	Year of Active Grants
REACH 2022	August 2020 - February 2022
REACH 2019	2018 - 2019
REACH 2016	2015 - 2016

Throughout this report, REACH Healthcare Foundation's survey results are compared to CEP's broader dataset of more than 50,000 grantees built up over more than a decade of grantee surveys of more than 300 funders. The full list of participating funders can be found at <https://cep.org/gpr-participants/>.

In order to protect the confidentiality of respondents results are not shown when CEP received fewer than ten responses to a specific question.

Subgroups

In addition to showing REACH's overall ratings, this report shows ratings segmented by Grant Type. The online version of this report also shows ratings segmented by Respondent Gender and Respondent Person of Color Identity.

Grant Type	Number of Responses
Outcome Investments	24
Core Operating and Capacity Grants	34

Respondent Gender	Number of Responses
Identifies as a Man	10
Identifies as a Woman	44

Respondent Person of Color Identity	Number of Responses
Does not identify as a Person of Color	42
Identifies as a Person of Color	11

Subgroup Methodology and Differences

Subgroup Methodology

Grant Type: In its contact list, REACH tagged grantees to the type of grant they received. With input from REACH, CEP created two groups. "Core Operating and Capacity Grants" contains responses from grantees who received Capacity, Core Operating, and Core Operating - Advocacy grants, and "Outcome Investments" contains responses from grantees who received Outcome Investment grants.

Respondent Gender: Using data grantees provided in the survey, CEP tagged grantees based on their gender identity. Those segmented as "Identifies as a Man" selected "Man" only, and those segmented as "Identifies as a Woman" selected "Woman" only.

Respondent Person of Color Identity: Using data grantees provided in the survey, CEP tagged grantees based on their Person of Color identity.

Subgroup Differences

Grant Type: There are no consistent, significant differences between grantees who received Core Operating and Capacity Grants and those who received Outcome Investment grants.

Respondent Gender: Grantees who identify as a woman provide significantly lower ratings than those who identify as a man on many survey measures, although ratings from both groups are still consistently higher than typical. For a full list of measures on which these differences emerge, and for more information, please see the "Respondent Demographics" section here.

Respondent Person of Color Identity: There are some significant differences in responses based on grantees' person of color identity. For more information, please see the "Respondent Demographics" section.

Comparative Cohorts

Customized Cohort

REACH selected a set of 16 funders to create a smaller comparison group that more closely resembles REACH in scale and scope.

Custom Cohort

Archstone Foundation
Caring for Colorado Foundation
Deaconess Foundation
Greater Rochester Health Foundation
Health Care Foundation of Greater Kansas City
John Rex Endowment
Maine Health Access Foundation
Missouri Foundation for Health
Quantum Foundation
REACH Healthcare Foundation
Saint Luke's Foundation
The Cameron Foundation
The Healing Trust
The Jacob and Valeria Langeloth Foundation
Williamsburg Health Foundation
Wiregrass Foundation

Standard Cohorts

CEP also included 19 standard cohorts to allow for comparisons to a variety of different types of funders.

Strategy Cohorts

Cohort Name	Count	Description
Small Grant Providers	37	Funders with median grant size of \$20K or less
Large Grant Providers	99	Funders with median grant size of \$200K or more
High Touch Funders	38	Funders for which a majority of grantees report having contact with their primary contact monthly or more often
Intensive Non-Monetary Assistance Providers	36	Funders that provide at least 30% of grantees with comprehensive or field-focused assistance as defined by CEP
Proactive Grantmakers	103	Funders that make at least 90% of grants by invitation only
Responsive Grantmakers	99	Funders that make at most 10% of grants by invitation only
Intermediary Funders	36	Funders that primarily regrant philanthropic dollars
International Funders	62	Funders that fund outside of their own country
European Funders	28	Funders that are headquartered in Europe

Annual Giving Cohorts

Cohort Name	Count	Description
Funders Giving Less Than \$5 Million	61	Funders with annual giving of less than \$5 million

Funders Giving \$50 Million or More	83	Funders with annual giving of \$50 million or more
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Foundation Type Cohorts

Cohort Name	Count	Description
Private Foundations	163	All private foundations in the GPR dataset
Family Foundations	78	All family foundations in the GPR dataset
Community Foundations	41	All community foundations in the GPR dataset
Health Conversion Foundations	31	All health conversation foundations in the GPR dataset
Corporate Foundations	23	All corporate foundations in the GPR dataset

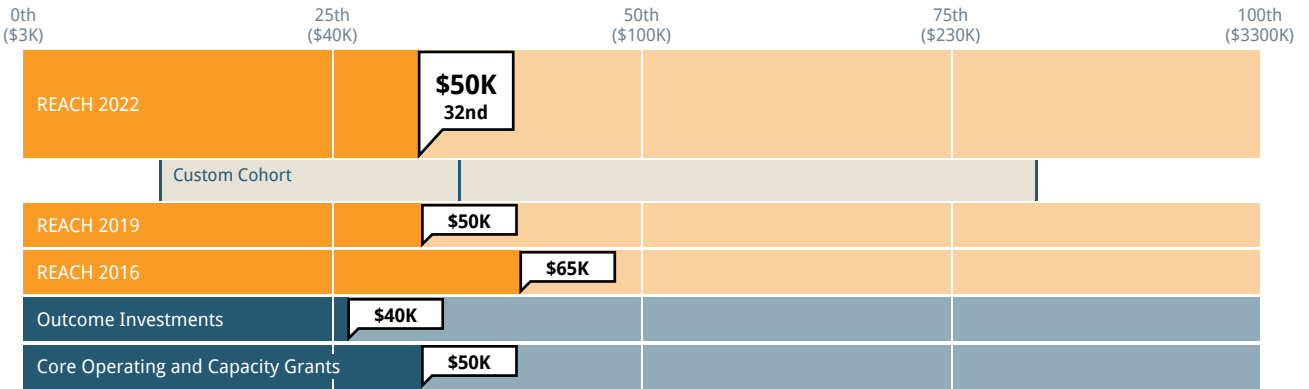
Other Cohorts

Cohort Name	Count	Description
Funders Outside the United States	45	Funders that are primarily based outside the United States
Recently Established Foundations	24	Funders that were established in 2000 or later
Funders Surveyed During COVID-19	98	Funders who surveyed grantees during COVID-19 (GPR only)

Grantmaking Characteristics

Foundations make different choices about the ways they organize themselves, structure their grants, and the types of grantees they support. The following charts and tables show some of these important characteristics. The information is based on self-reported data from funders and grantees, and further detail is available in the Contextual Data section of this report.

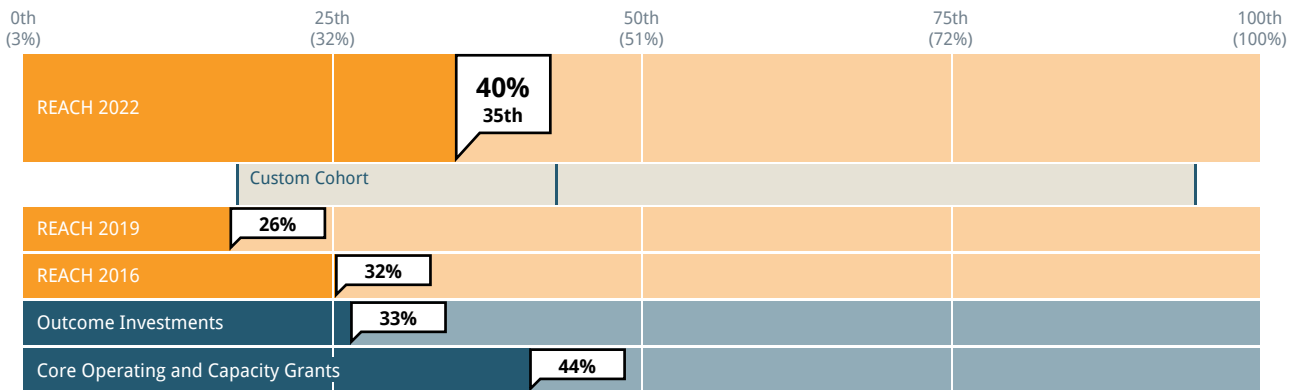
Median Grant Size



Cohort: Custom Cohort Past results: on Subgroup: Grant Type

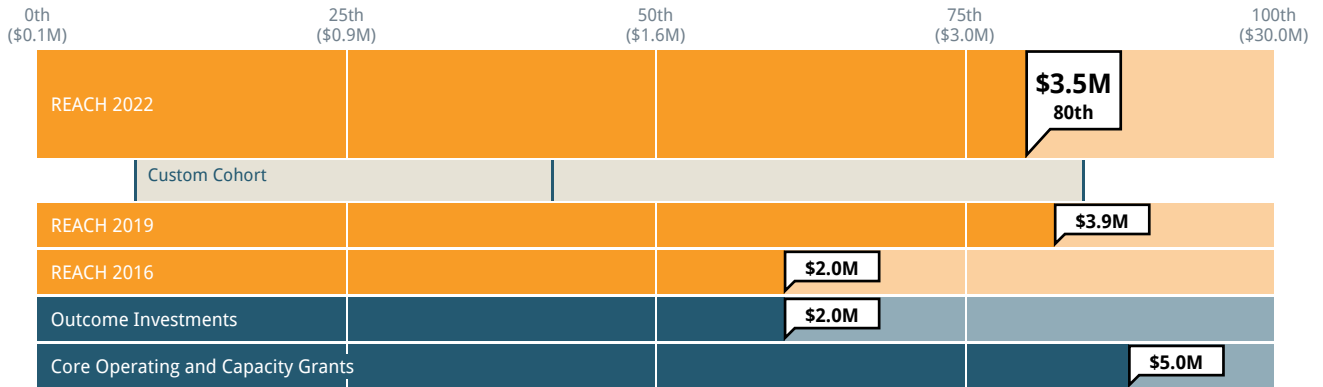
Proportion of Multi-year Grants

Proportion of grantees that report receiving grants for two years or longer



Cohort: Custom Cohort Past results: on Subgroup: Grant Type

Median Organizational Budget



Cohort: Custom Cohort Past results: on Subgroup: Grant Type

Selected Cohort: Custom Cohort

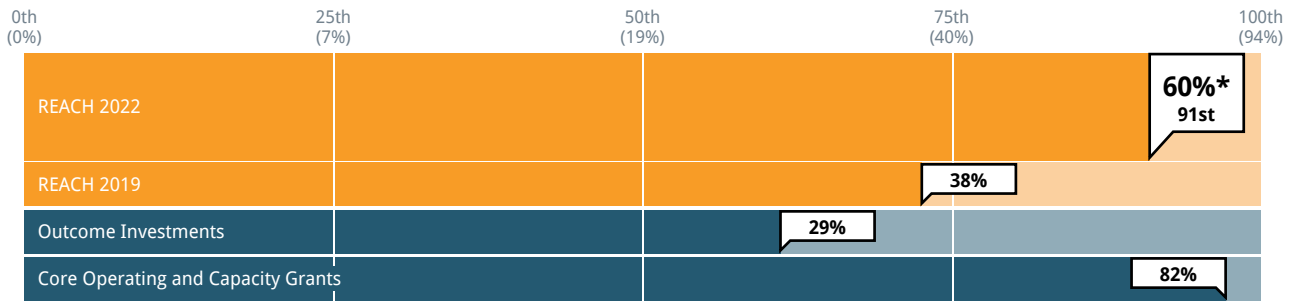
Grant History	REACH 2022	REACH 2019	REACH 2016	Average Funder	Custom Cohort
Percentage of first-time grants	9%	13%	15%	29%	24%

Selected Cohort: Custom Cohort

Program Staff Load	REACH 2022	REACH 2019	REACH 2016	Median Funder	Custom Cohort
Dollars awarded per program full-time employee	\$2M	\$0.9M	\$1.7M	\$2.7M	\$1.6M
Applications per program full-time employee	28	21	54	26	28
Active grants per program full-time employee	46	27	54	32	26

Proportion of Unrestricted Funding

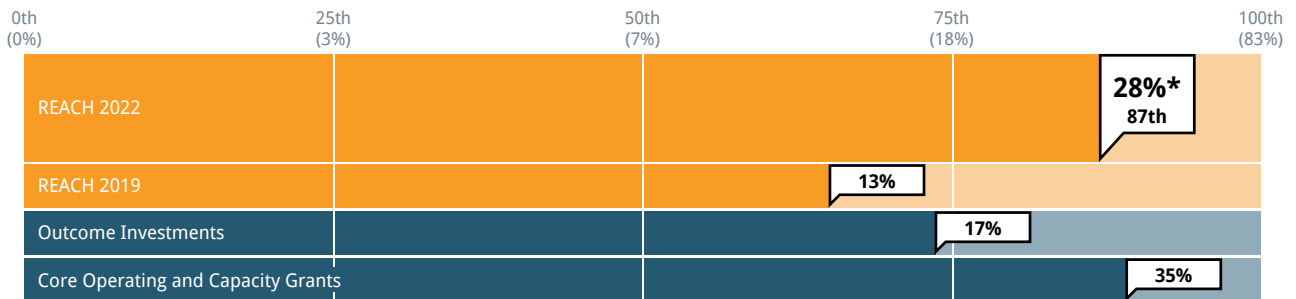
Proportion of grantees responding 'No, this funding was not restricted to a specific use (e.g. general operating, core support)'



Cohort: None Past results: on Subgroup: Grant Type

Proportion of grantees receiving multi-year unrestricted grants

Proportion of grantees that report receiving grants for two years or longer and who report receiving general operating support funding that was not restricted to a specific use.

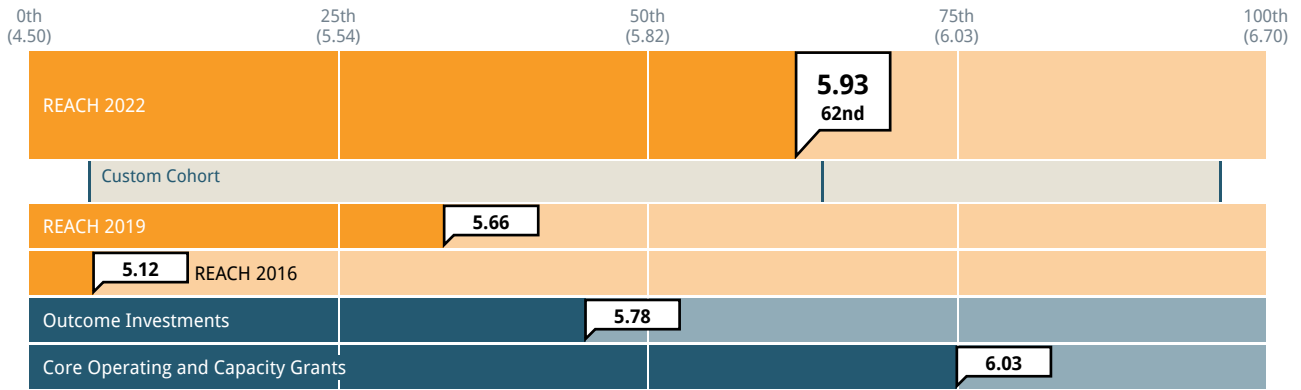


Cohort: None Past results: on Subgroup: Grant Type

Impact on and Understanding of Grantees' Fields

Overall, how would you rate REACH's impact on your field?

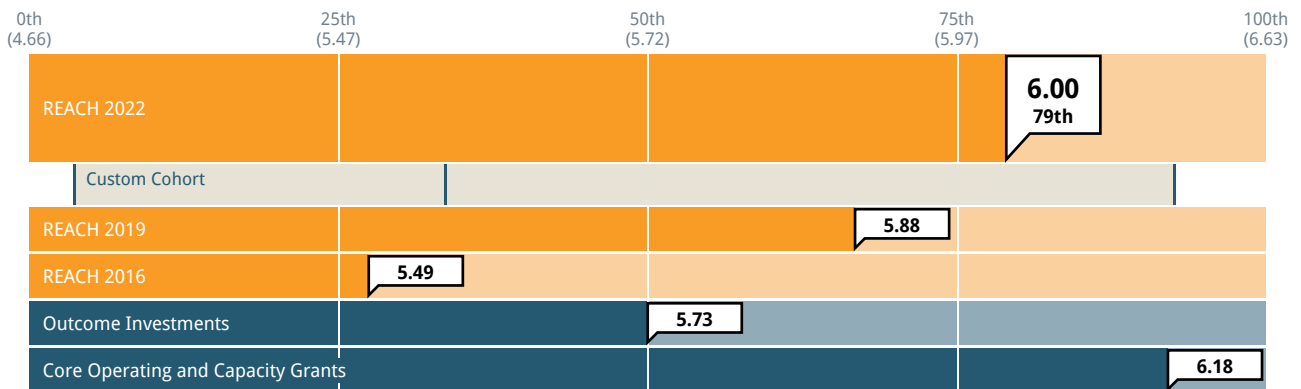
1 = No impact 7 = Significant positive impact



Cohort: Custom Cohort Past results: on Subgroup: Grant Type

How well does REACH understand the field in which you work?

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

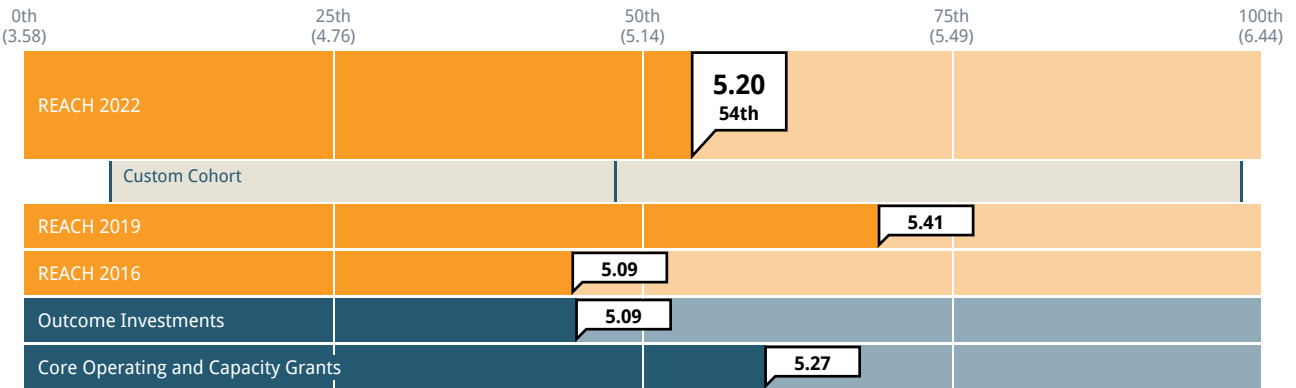


Cohort: Custom Cohort Past results: on Subgroup: Grant Type

Advancing Knowledge and Public Policy

To what extent has REACH advanced the state of knowledge in your field?

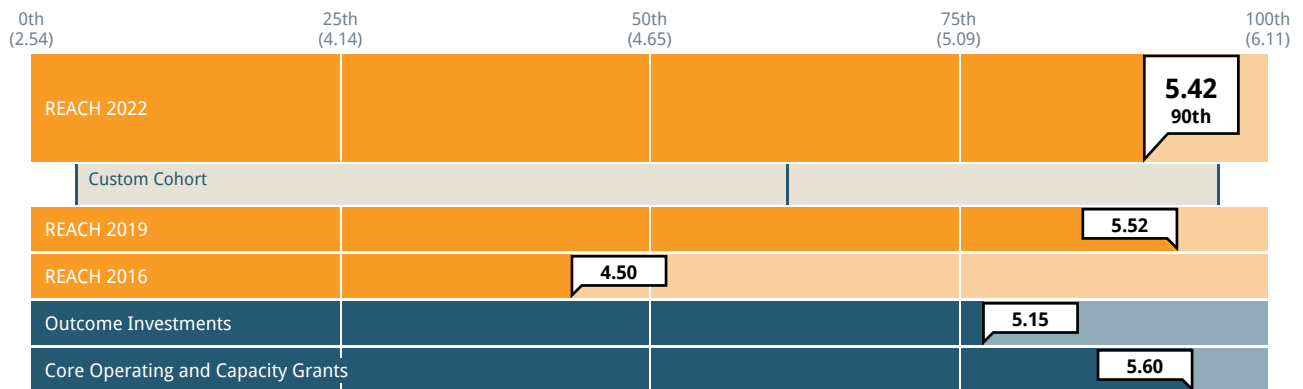
1 = Not at all 7 = Leads the field to new thinking and practice



Cohort: Custom Cohort Past results: on Subgroup: Grant Type

To what extent has REACH affected public policy in your field?

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

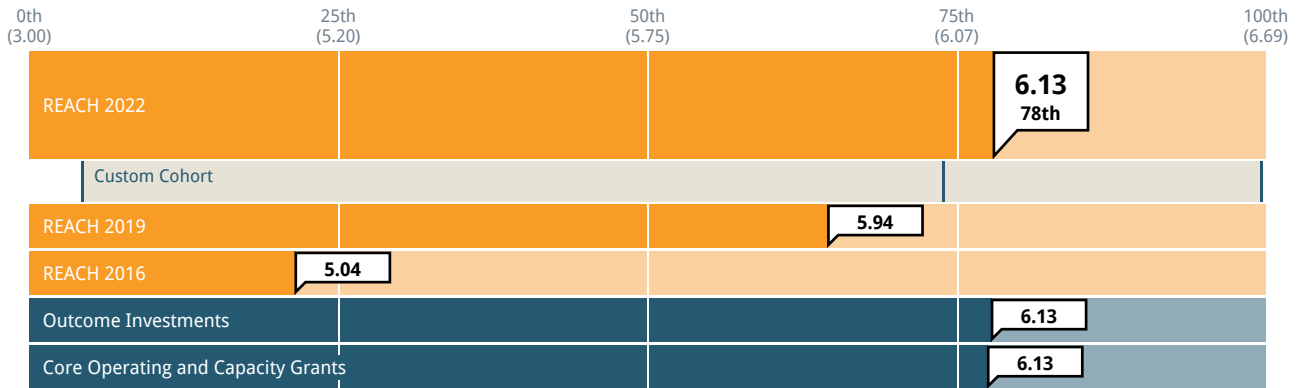


Cohort: Custom Cohort Past results: on Subgroup: Grant Type

Impact on and Understanding of Grantees' Local Communities

Overall, how would you rate REACH's impact on your local community?

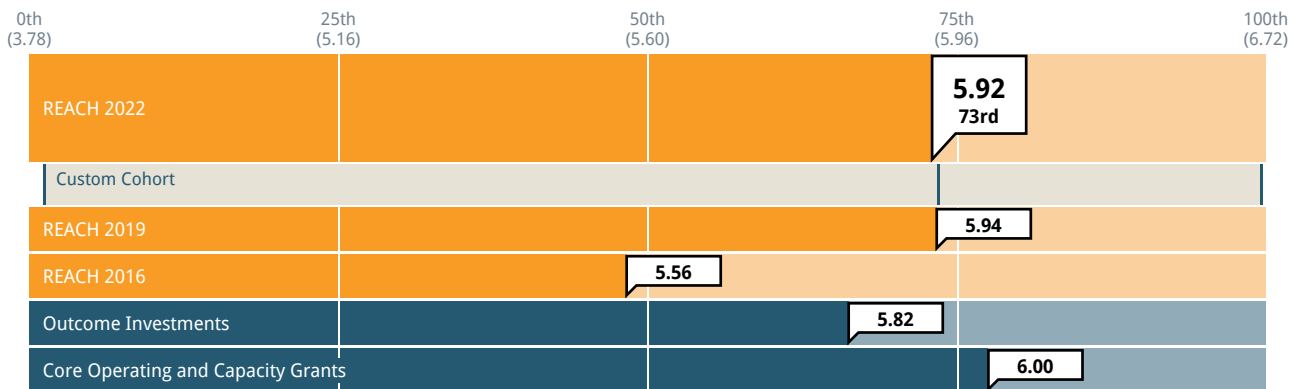
1 = No impact 7 = Significant positive impact



Cohort: Custom Cohort Past results: on Subgroup: Grant Type

How well does REACH understand the local community in which you work?

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

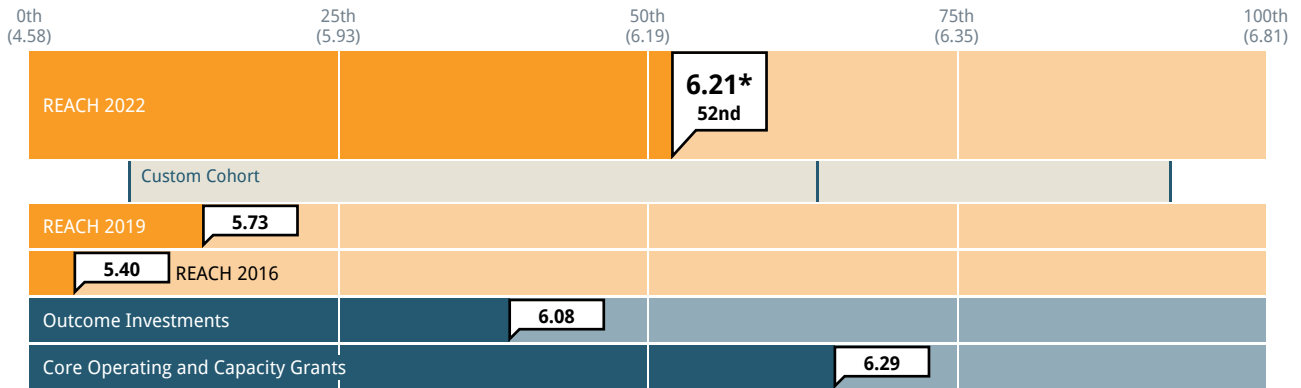


Cohort: Custom Cohort Past results: on Subgroup: Grant Type

Impact on and Understanding of Grantees' Organizations

Overall, how would you rate REACH's impact on your organization?

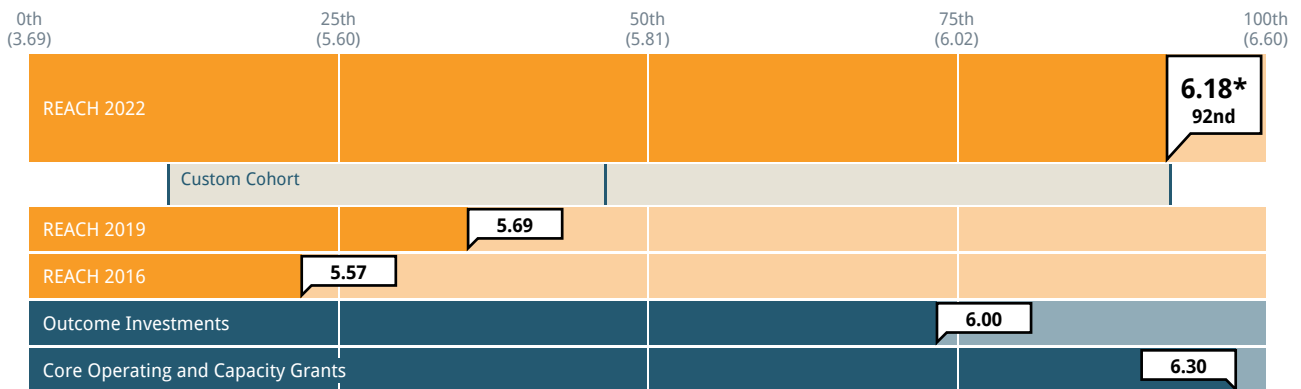
1 = No impact 7 = Significant positive impact



Cohort: Custom Cohort Past results: on Subgroup: Grant Type

How well does REACH understand your organization's strategy and goals?

1 = Limited understanding 7 = Thorough understanding

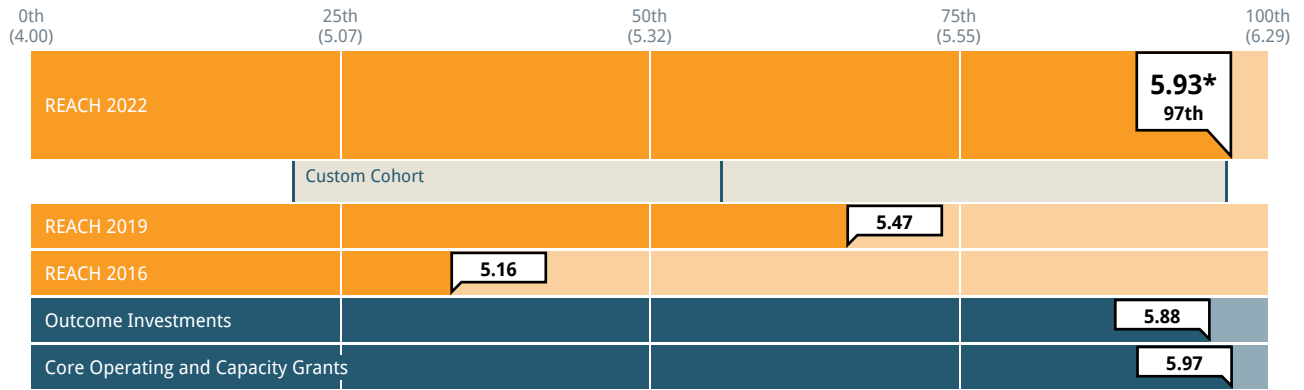


Cohort: Custom Cohort Past results: on Subgroup: Grant Type

Grantee Challenges

How aware is REACH of the challenges that your organization is facing?

1 = Not at all aware 7 = Extremely aware



Cohort: Custom Cohort Past results: on Subgroup: Grant Type

Non-Monetary Assistance

Did you receive any non-monetary support from REACH during this grant period?



Cohort: None Past results: on

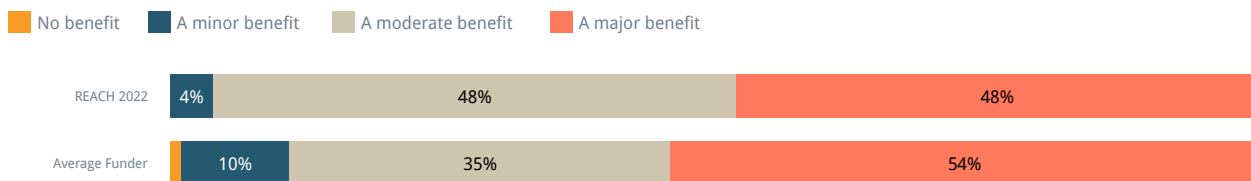
Did you receive any non-monetary support from REACH during this grant period? - By Subgroup



Subgroup: Grant Type

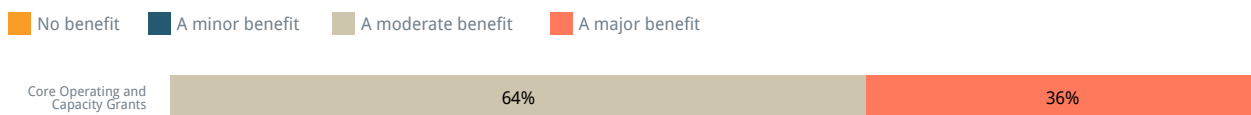
Please note that the following question was only asked of respondents who indicated "yes" to receiving non-monetary support in the previous question.

How would you describe the benefit - to your organization or work - of any non-monetary support that you received?



Cohort: None Past results: on

How would you describe the benefit - to your organization or work - of any non-monetary support that you received? - By Subgroup

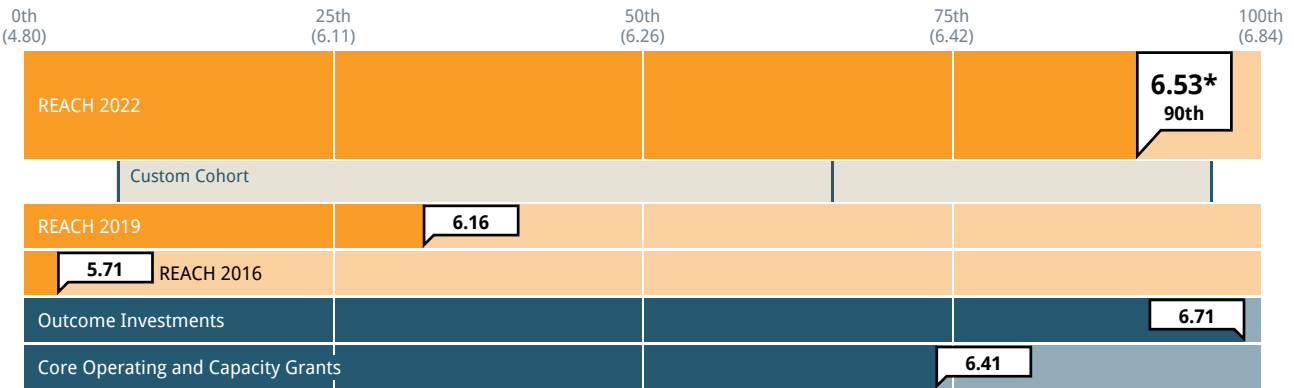


Subgroup: Grant Type

Funder-Grantee Relationships

How comfortable do you feel approaching REACH if a problem arises?

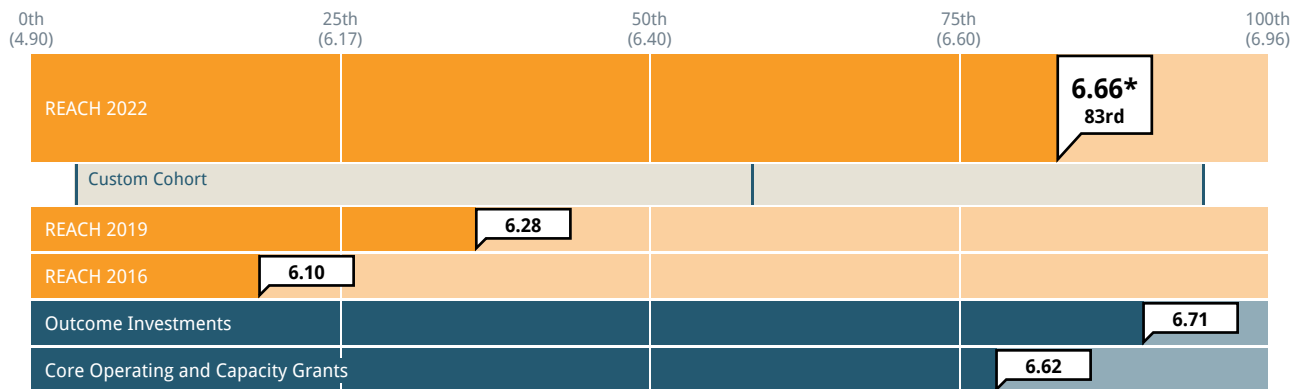
1 = Not at all comfortable 7 = Extremely comfortable



Cohort: Custom Cohort Past results: on Subgroup: Grant Type

Overall, how responsive was REACH staff?

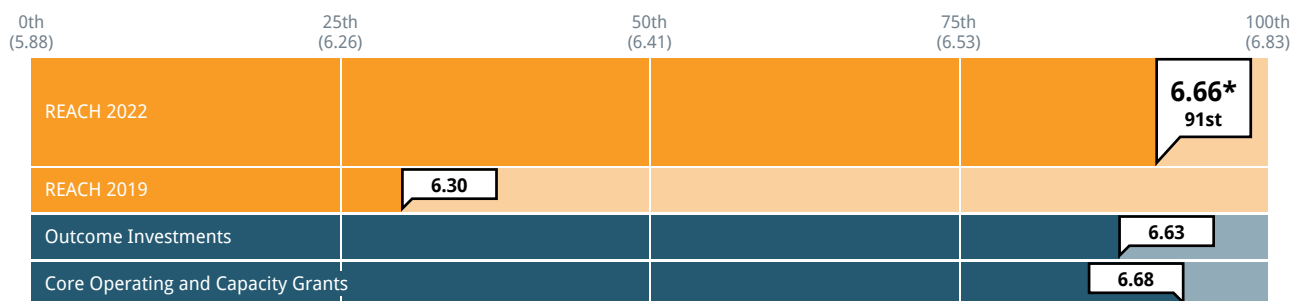
1 = Not at all responsive 7 = Extremely responsive



Cohort: Custom Cohort Past results: on Subgroup: Grant Type

To what extent did REACH exhibit trust in your organization's staff during this grant?

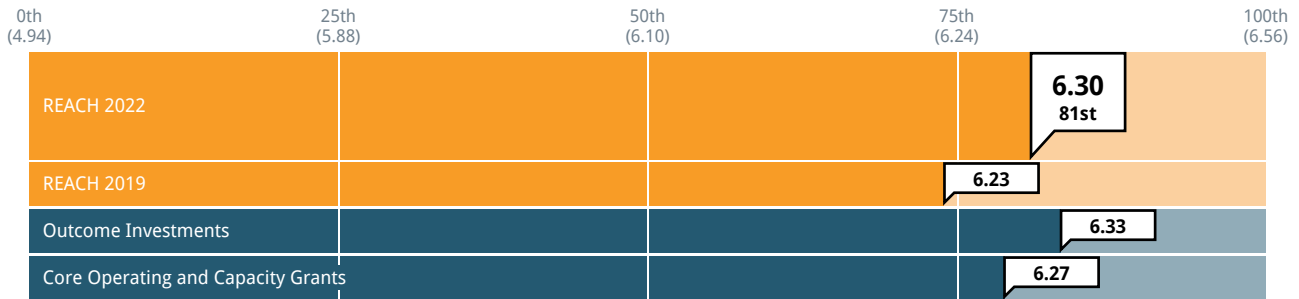
1 = Not at all 4 = Somewhat 7 = To a great extent



Cohort: None Past results: on Subgroup: Grant Type

To what extent did REACH exhibit candor about REACH's perspectives on your work during this grant?

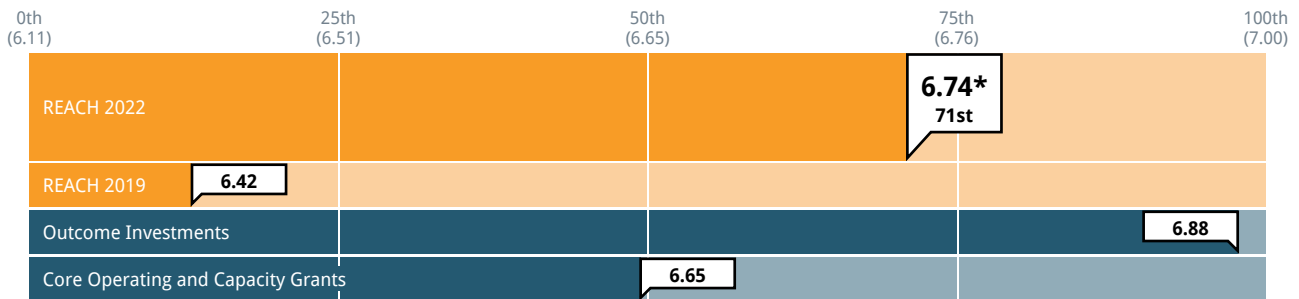
1 = Not at all 4 = Somewhat 7 = To a great extent



Cohort: None Past results: on Subgroup: Grant Type

To what extent did REACH exhibit respectful interaction during this grant?

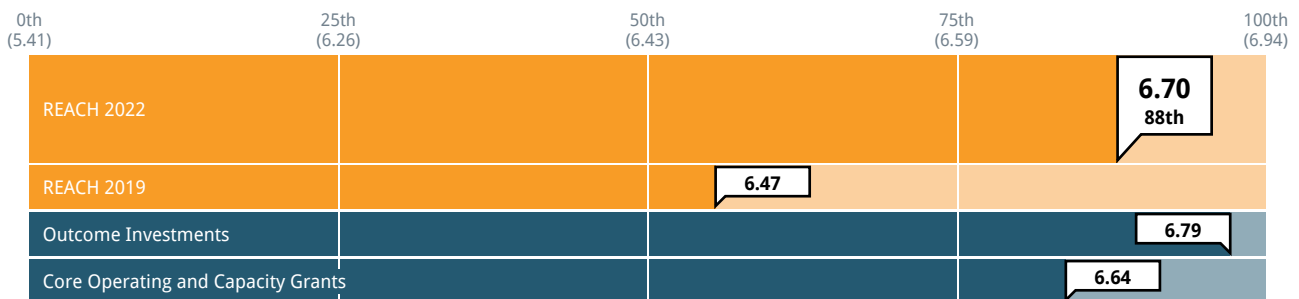
1 = Not at all 4 = Somewhat 7 = To a great extent



Cohort: None Past results: on Subgroup: Grant Type

To what extent did REACH exhibit compassion for those affected by your work during this grant?

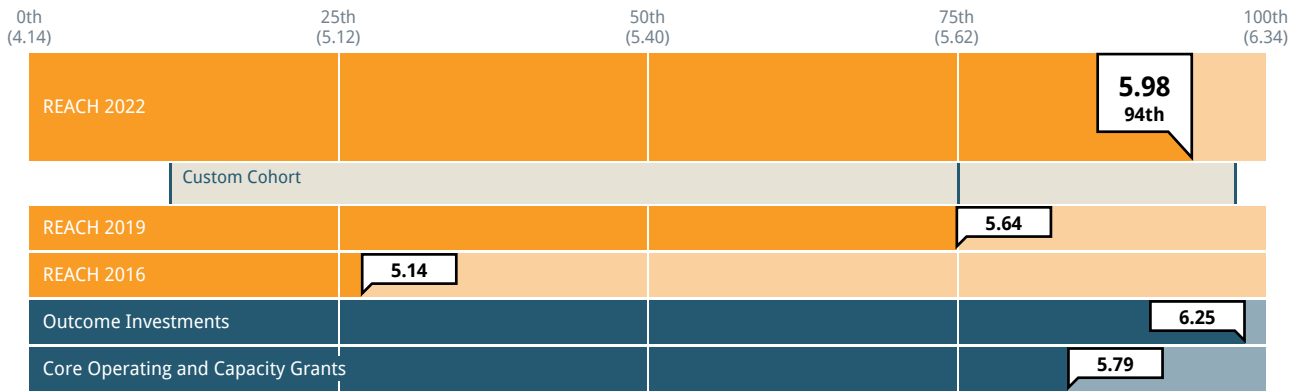
1 = Not at all 4 = Somewhat 7 = To a great extent



Cohort: None Past results: on Subgroup: Grant Type

To what extent is REACH open to ideas from grantees about its strategy?

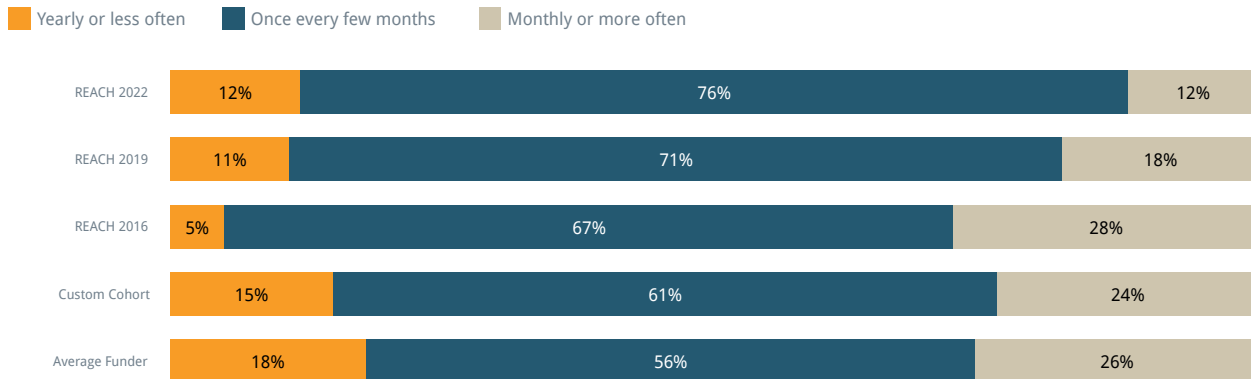
1 = Not at all 7 = To a great extent



Cohort: Custom Cohort Past results: on Subgroup: Grant Type

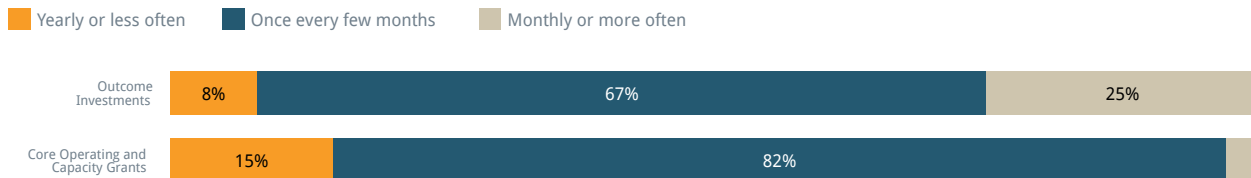
Interaction Patterns

How often do/did you have contact with your primary contact during this grant?



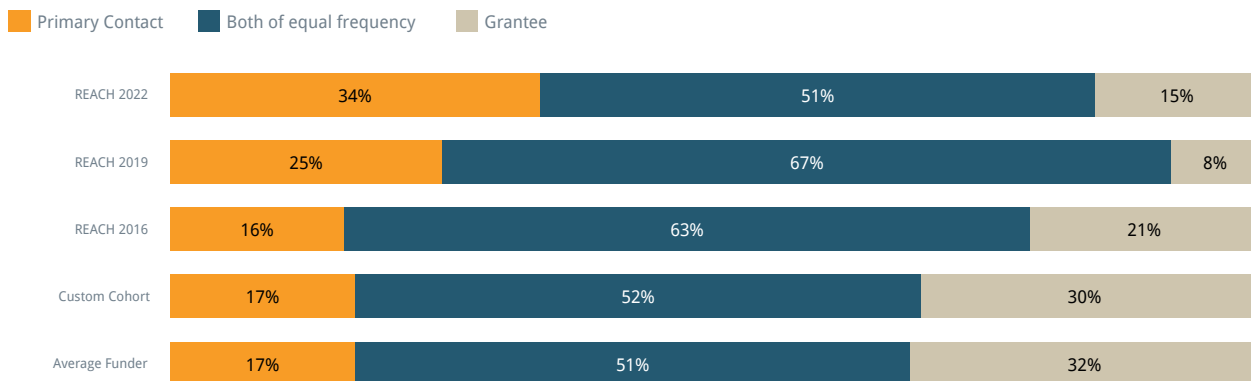
Cohort: Custom Cohort Past results: on

How often do/did you have contact with your primary contact during this grant? - By Subgroup



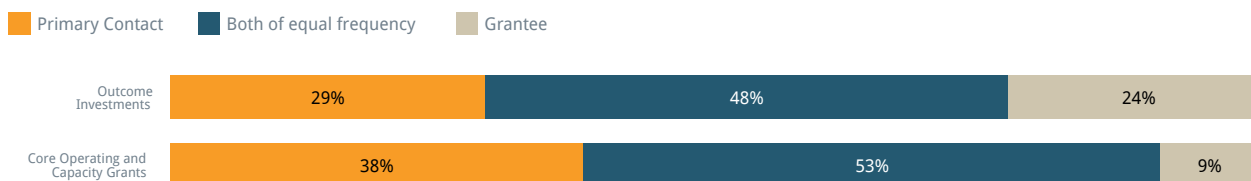
Subgroup: Grant Type

Who most frequently initiated the contact you had with your primary contact during this grant?



Cohort: Custom Cohort Past results: on

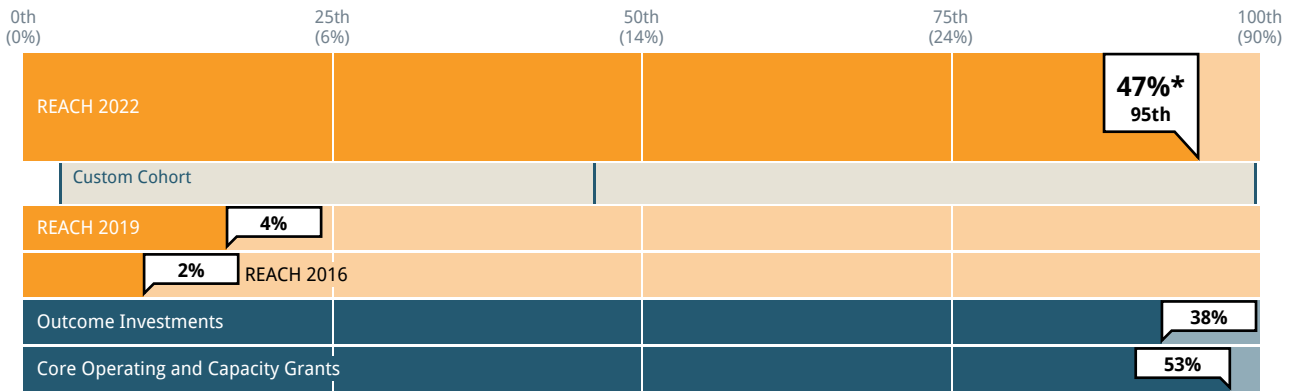
Who most frequently initiated the contact you had with your primary contact during this grant? - By Subgroup



Subgroup: Grant Type

Has your main contact at REACH changed in the past six months?

Proportion of grantees responding 'Yes'

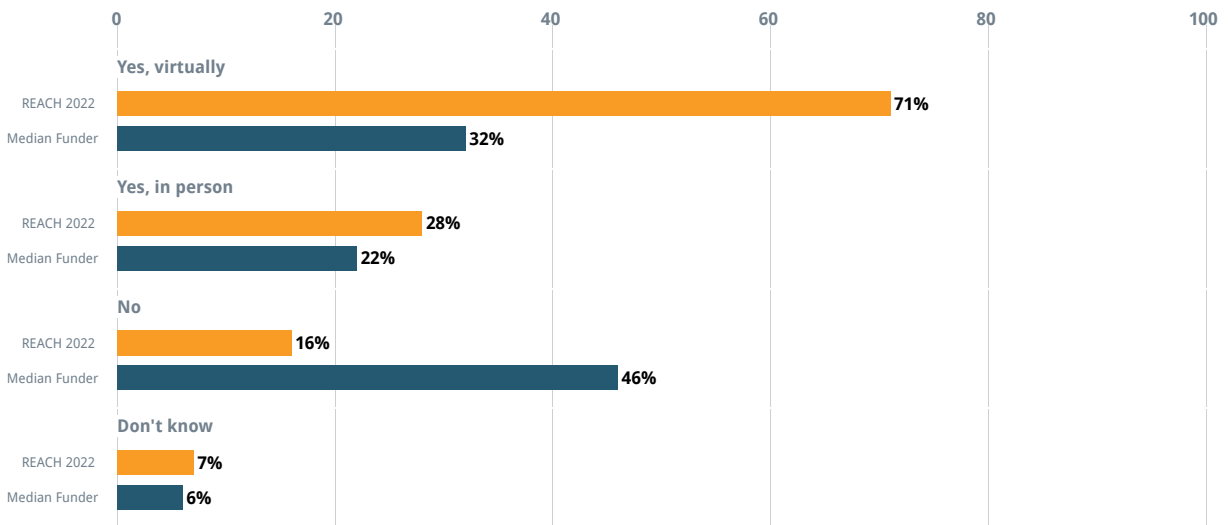


Cohort: Custom Cohort Past results: on Subgroup: Grant Type

The following questions were recently added to the grantee survey and only represent comparative data from 25 funders.

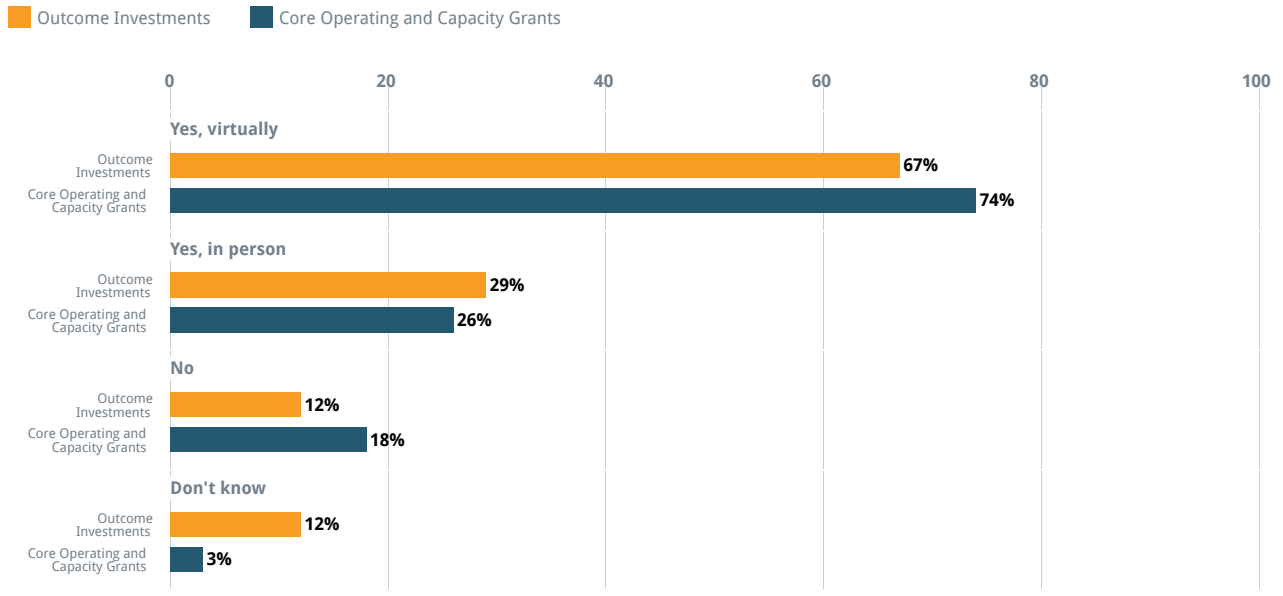
At any point during this grant, including the selection process, did REACH staff visit your offices or programs?

REACH 2022 Median Funder



Cohort: None Past results: on

At any point during this grant, including the selection process, did REACH staff visit your offices or programs? - By Subgroup

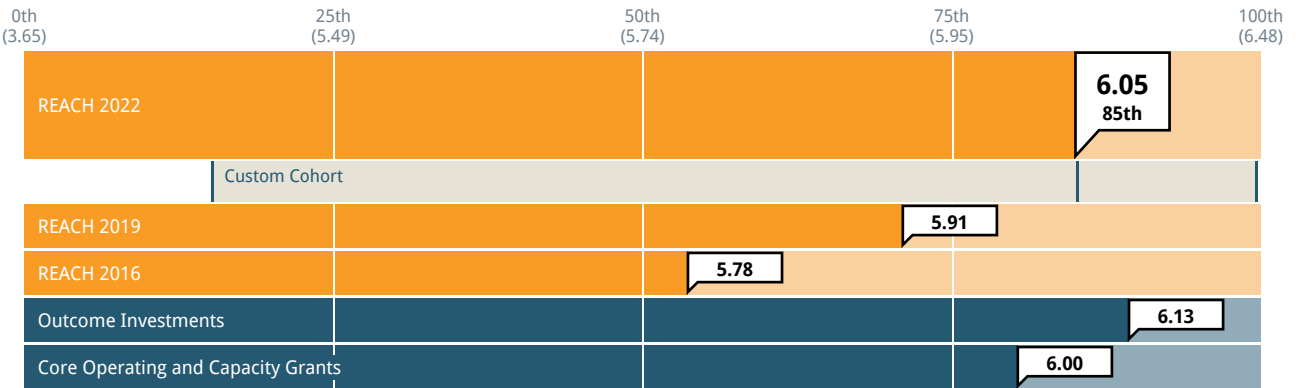


Subgroup: Grant Type

Communication

How clearly has REACH communicated its goals and strategy to you?

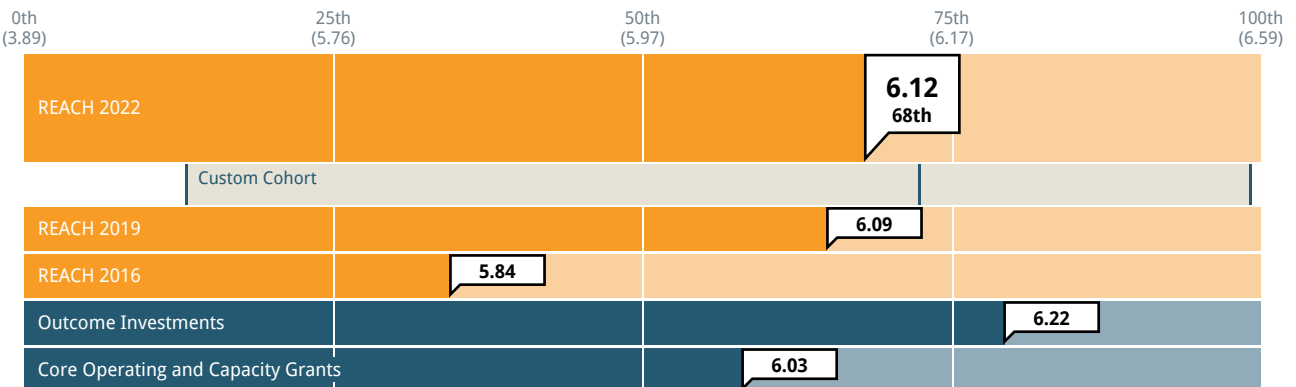
1 = Not at all clearly 7 = Extremely clearly



Cohort: Custom Cohort Past results: on Subgroup: Grant Type

How consistent was the information provided by different communication resources, both personal and written, that you used to learn about REACH?

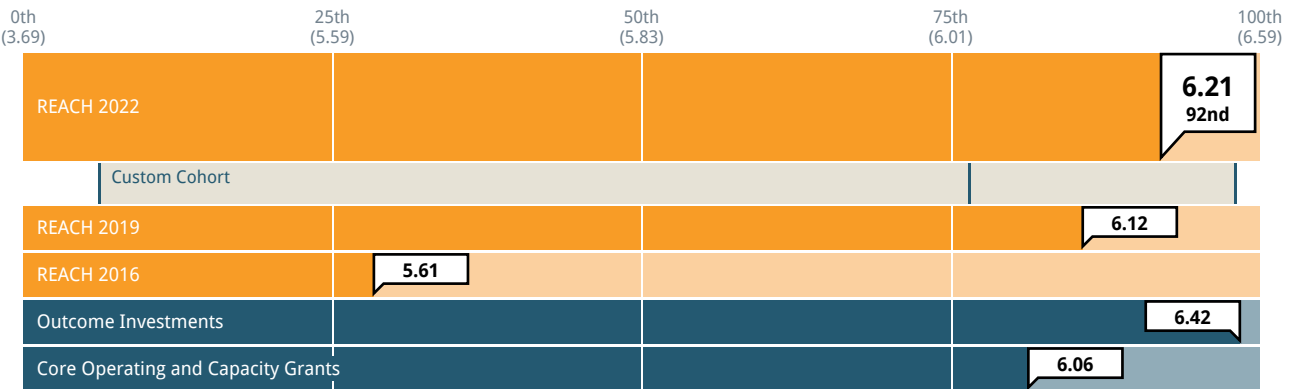
1 = Not at all consistent 7 = Completely consistent



Cohort: Custom Cohort Past results: on Subgroup: Grant Type

Overall, how transparent is REACH with your organization?

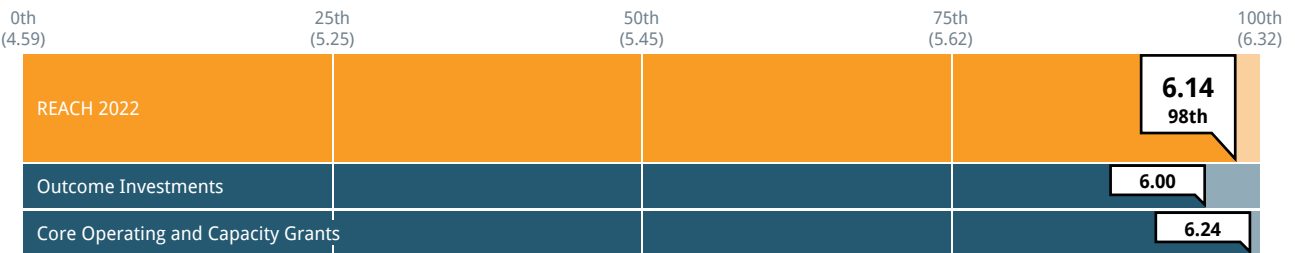
1 = Not at all transparent 7 = Extremely transparent



Cohort: Custom Cohort Past results: on Subgroup: Grant Type

How well do you understand the way in which the work funded by this grant fits into REACH's broader efforts?

1 = Limited understanding 7 = Thorough understanding

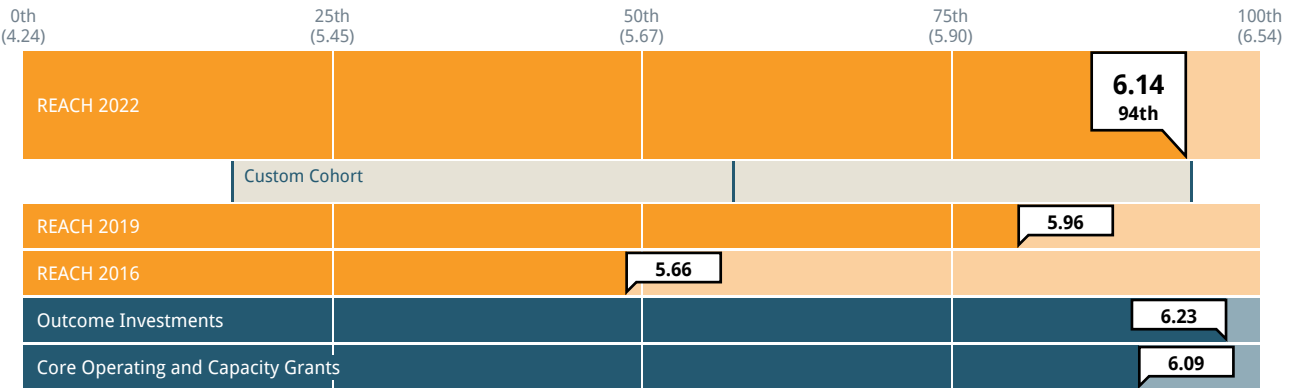


Cohort: None Past results: on Subgroup: Grant Type

Contextual Understanding

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

1 = Limited understanding 7 = Thorough understanding



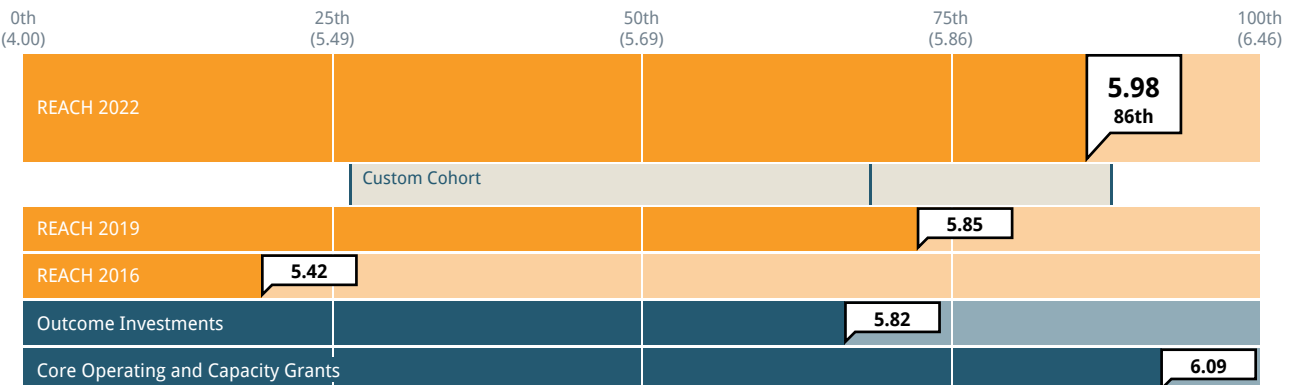
Cohort: Custom Cohort Past results: on Subgroup: Grant Type

In the following questions, we use the phrase “the people and communities that you serve” to refer to those your organization seeks to serve through the services and/or programs it provides.

Please note that CEP recently modified the following questions. The prior questions were: "How well does the Foundation understand your intended beneficiaries' needs?" and "To what extent do the Foundation's funding priorities reflect a deep understanding of your intended beneficiaries' needs?" The question anchors have not been modified.

How well does REACH understand the needs of the people and communities that you serve?

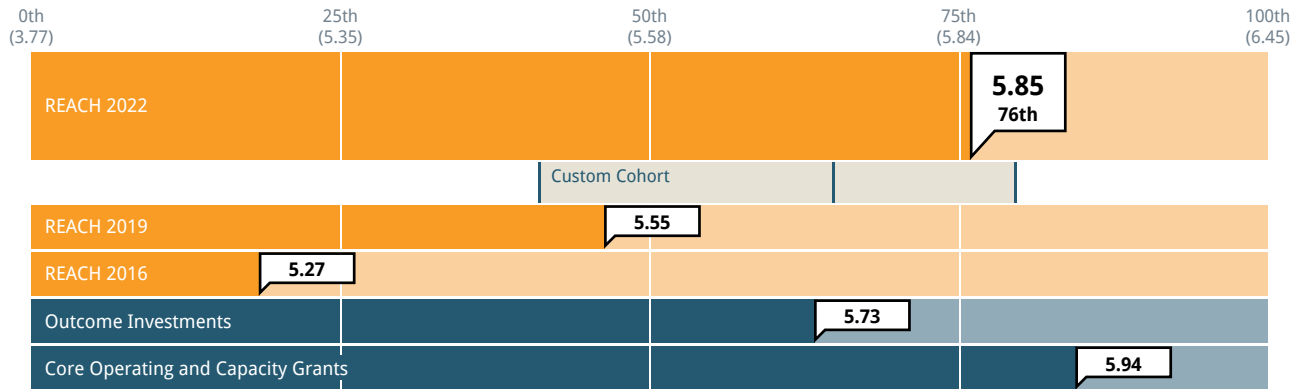
1 = Limited understanding 7 = Thorough understanding



Cohort: Custom Cohort Past results: on Subgroup: Grant Type

To what extent do REACH's funding priorities reflect a deep understanding of the needs of the people and communities that you serve?

1 = Not at all 7 = To a great extent

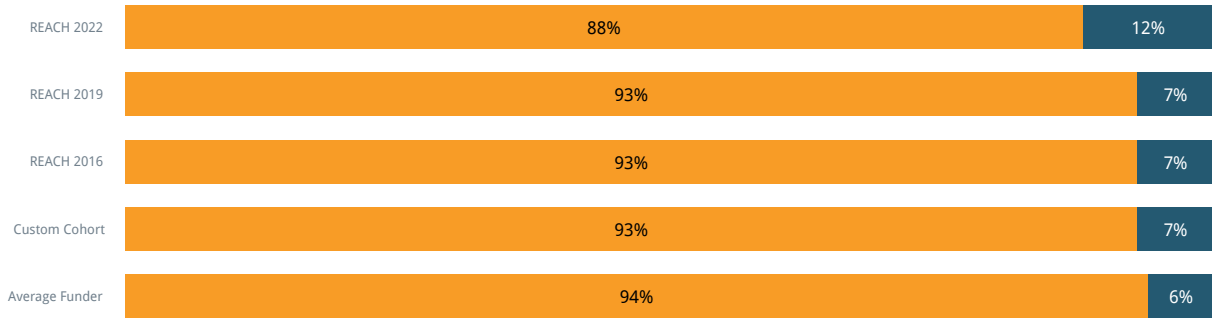


Cohort: Custom Cohort Past results: on Subgroup: Grant Type

Grant Processes

Did you submit a proposal to REACH for this grant?

Submitted a proposal Did not submit a proposal



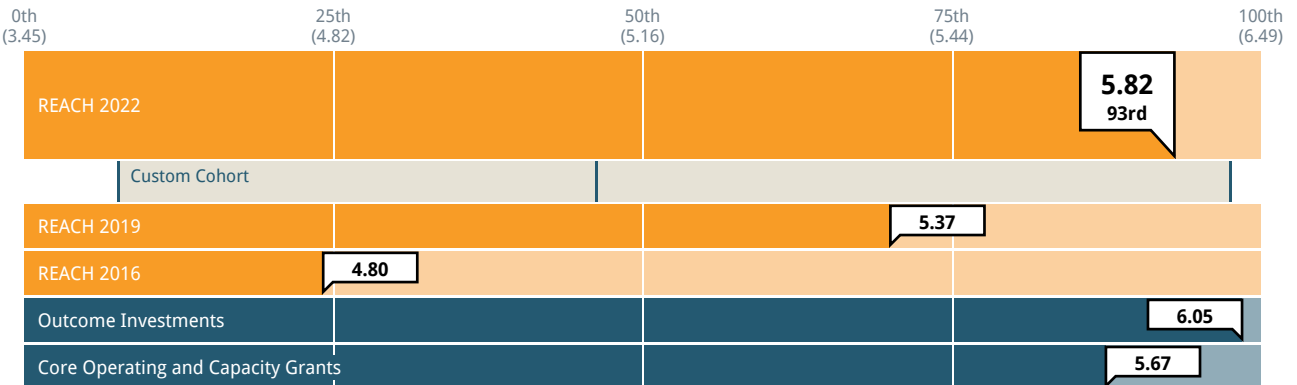
Cohort: Custom Cohort Past results: on

Selection Process

Please note that CEP recently modified the following question. The prior question text was: "How helpful was participating in the Foundation's selection process in strengthening the organization/program funded by the grant?" The corresponding anchors were "not at all helpful" and "extremely helpful."

To what extent was REACH's selection process a helpful opportunity to strengthen the efforts funded by the grant?

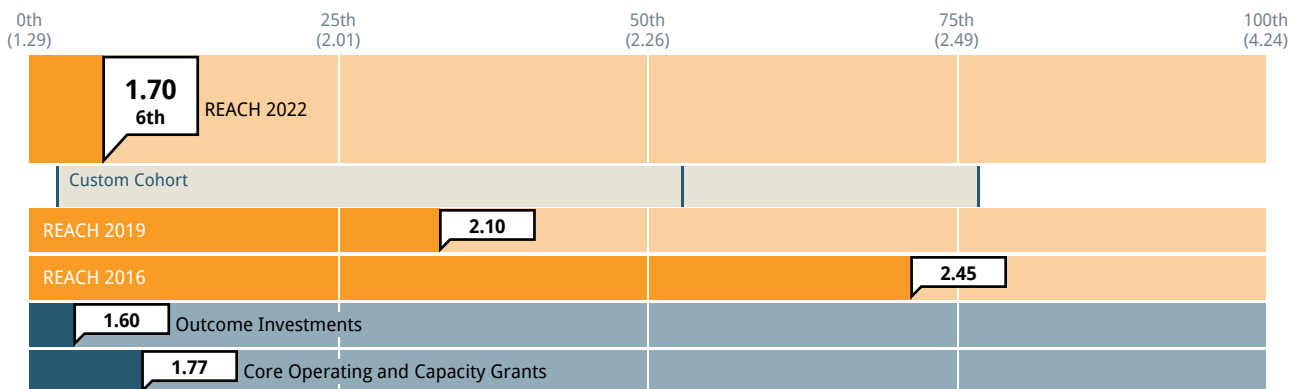
1 = Not at all 7 = To a great extent



Cohort: Custom Cohort Past results: on Subgroup: Grant Type

As you developed your grant proposal, how much pressure did you feel to modify your organization's priorities in order to create a grant proposal that was likely to receive funding?

1 = No pressure 7 = Significant pressure



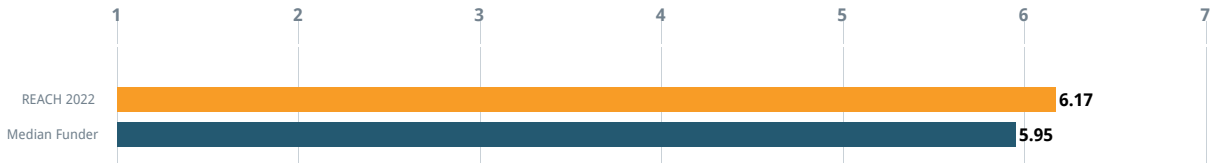
Cohort: Custom Cohort Past results: on Subgroup: Grant Type

The following questions were recently added to the grantee survey and only represent comparative data from 25 funders.

To what extent was REACH's selection process an appropriate level of effort given the amount of funding received?

1 = Not at all 7 = To a great extent

REACH 2022 Median Funder

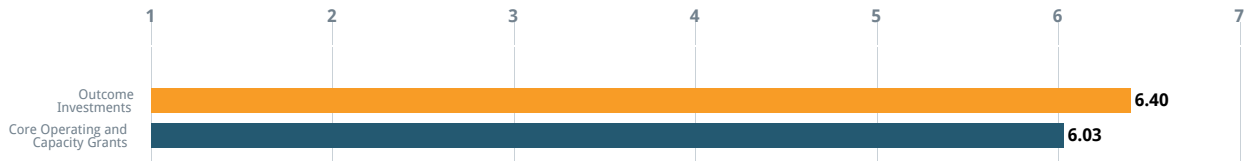


Cohort: None Past results: on

To what extent was REACH's selection process an appropriate level of effort given the amount of funding received? - By Subgroup

1 = Not at all 7 = To a great extent

Outcome Investments Core Operating and Capacity Grants

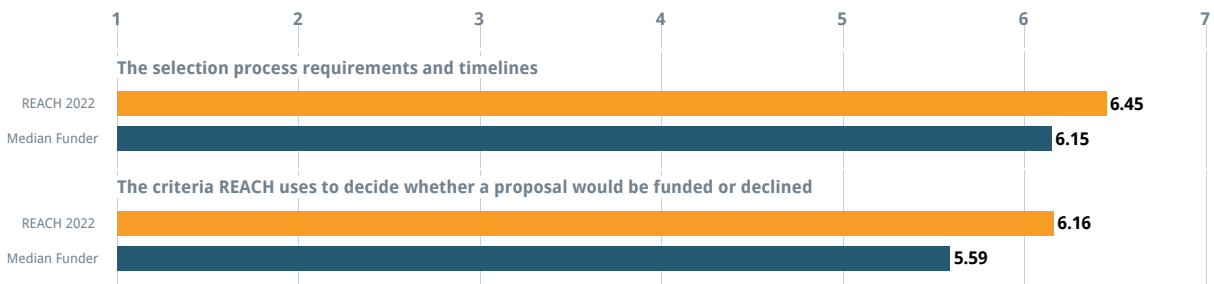


Subgroup: Grant Type

To what extent was REACH clear and transparent about:

1 = Not at all 7 = To a great extent

REACH 2022 Median Funder

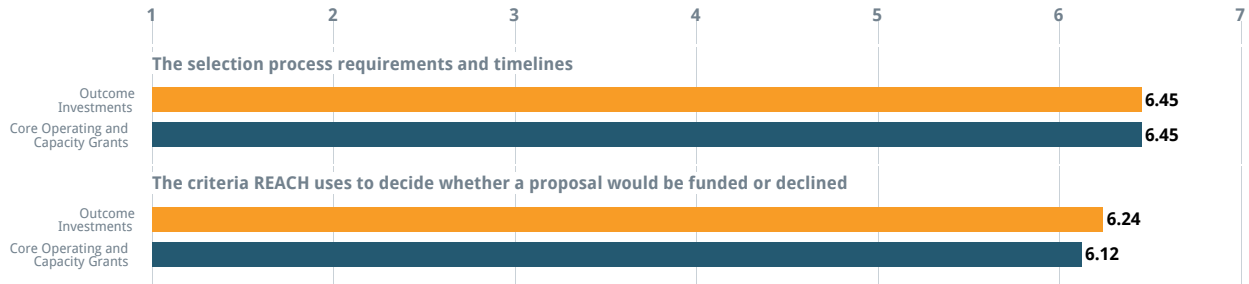


Cohort: None Past results: on

To what extent was REACH clear and transparent about: - By Subgroup

1 = Not at all 7 = To a great extent

Outcome Investments Core Operating and Capacity Grants



Subgroup: Grant Type

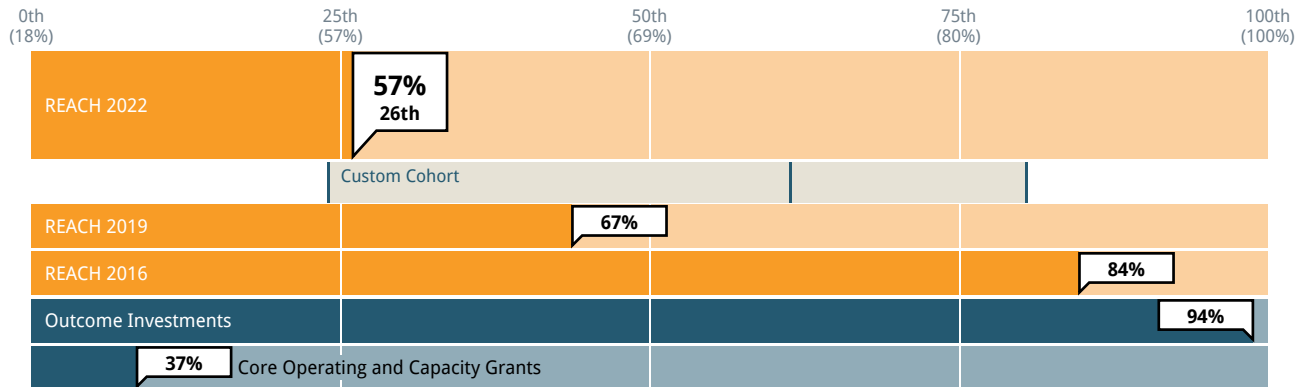
Reporting and Evaluation Process

Definition of Reporting and Evaluation

- "Reporting" - REACH's standard oversight, monitoring, and grant reporting.
- "Evaluation" - formal activities *beyond reporting* undertaken by REACH to assess or learn about a grant, a program, or REACH's efforts.

At any point during the proposal or the grant period, did REACH and your organization exchange ideas regarding how your organization would assess the results of the work funded by this grant?

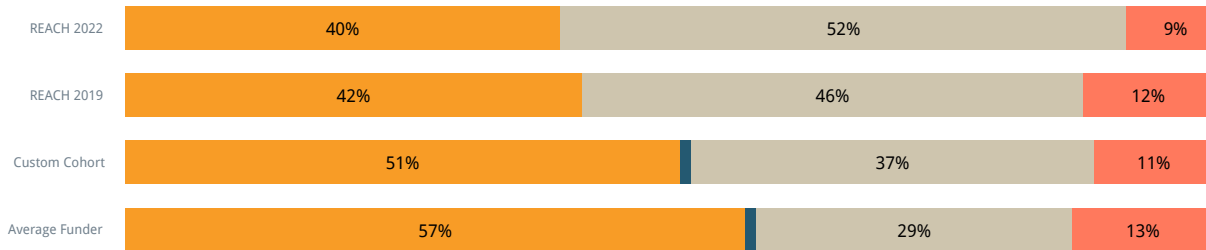
Proportion of grantees responding 'Yes'



Cohort: Custom Cohort Past results: on Subgroup: Grant Type

Participation in Reporting and/or Evaluation Processes

- Participated in a reporting process only
- Participated in an evaluation process only
- Participated in both a reporting and an evaluation process
- Participated in neither a reporting nor an evaluation process



Cohort: Custom Cohort Past results: on

Participation in Reporting and/or Evaluation Processes - By Subgroup

- Participated in a reporting process only
- Participated in an evaluation process only
- Participated in both a reporting and an evaluation process
- Participated in neither a reporting nor an evaluation process



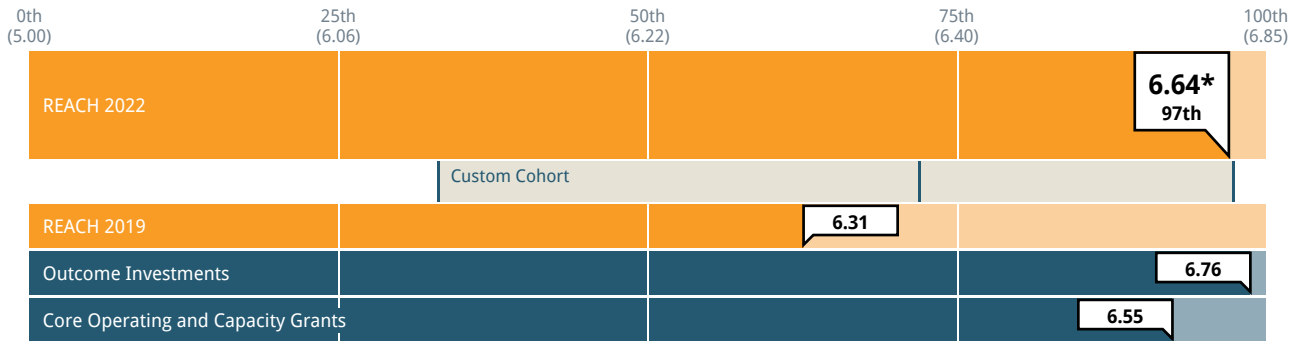
Subgroup: Grant Type

Reporting Process

The following questions were only asked of grantees that indicated having participated in a reporting process. See the "Reporting and Evaluation Process" page for data on the proportion of grantees participating in this process.

To what extent was REACH's reporting process straightforward?

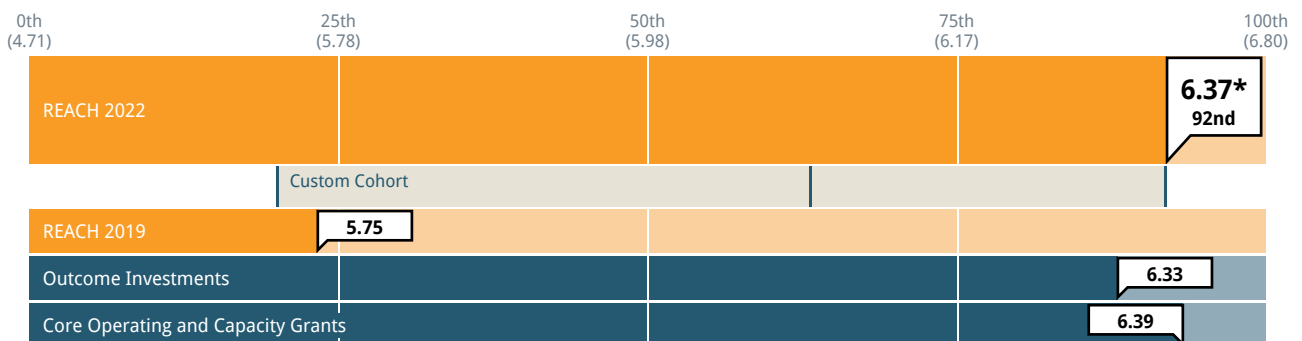
1 = Not at all 7 = To a great extent



Cohort: Custom Cohort Past results: on Subgroup: Grant Type

To what extent was REACH's reporting process adaptable, if necessary, to fit your circumstances?

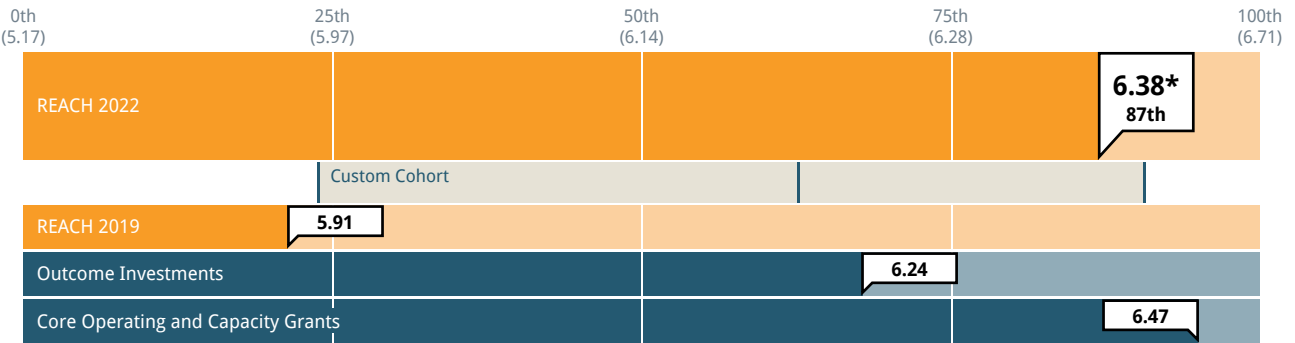
1 = Not at all 7 = To a great extent



Cohort: Custom Cohort Past results: on Subgroup: Grant Type

To what extent was REACH's reporting process relevant, with questions and measures pertinent to the work funded by this grant?

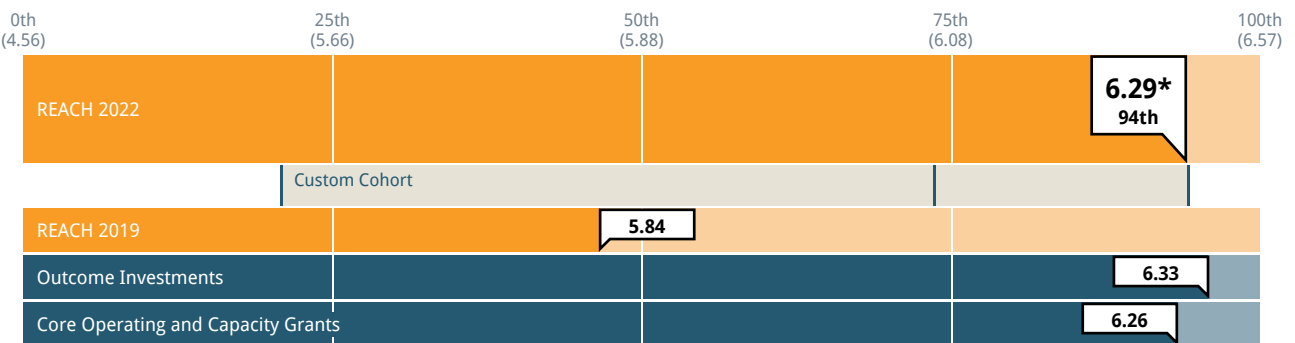
1 = Not at all 7 = To a great extent



Cohort: Custom Cohort Past results: on Subgroup: Grant Type

To what extent was REACH's reporting process a helpful opportunity for you to reflect and learn?

1 = Not at all 7 = To a great extent



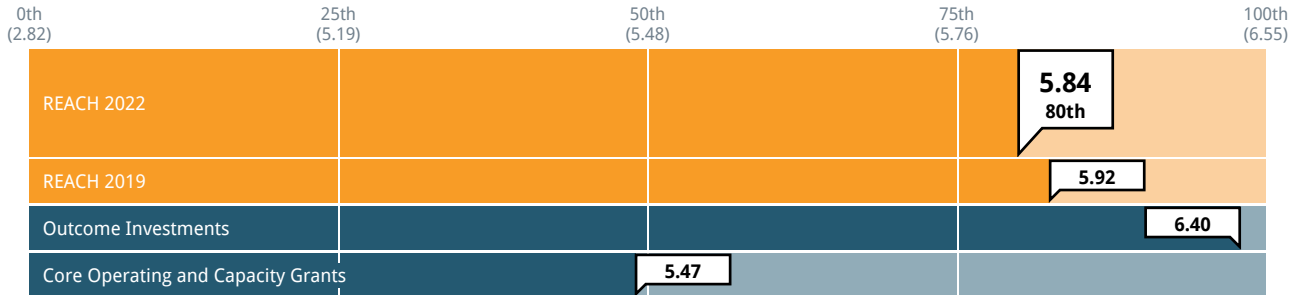
Cohort: Custom Cohort Past results: on Subgroup: Grant Type

Evaluation Process

The following questions were only asked of grantees that indicated having participated in an evaluation process. See the "Reporting and Evaluation Process" page for data on the proportion of grantees participating in this process.

To what extent did the evaluation incorporate input from your organization in the design of the evaluation?

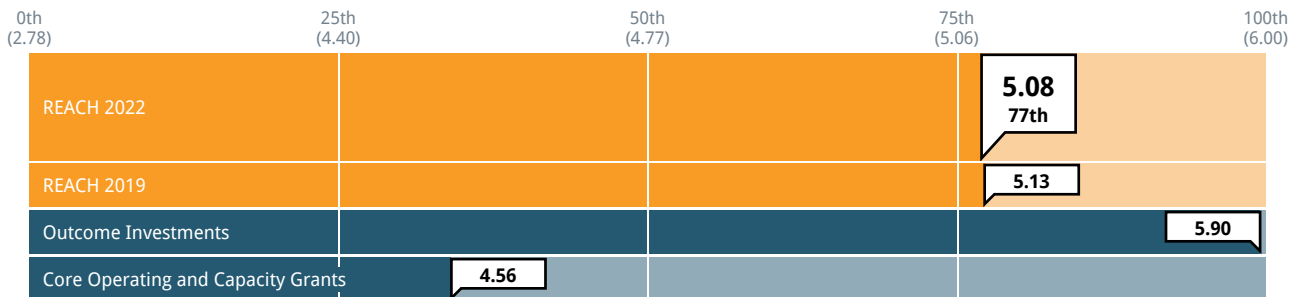
1 = Not at all 7 = To a great extent



Cohort: None Past results: on Subgroup: Grant Type

To what extent did the evaluation result in your organization making changes to the work that was evaluated?

1 = Not at all 7 = To a great extent

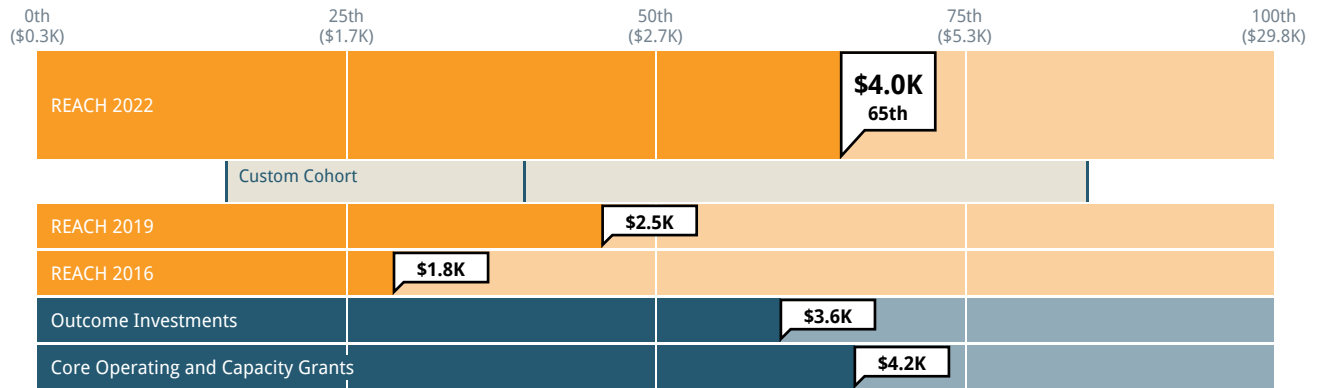


Cohort: None Past results: on Subgroup: Grant Type

Dollar Return and Time Spent on Processes

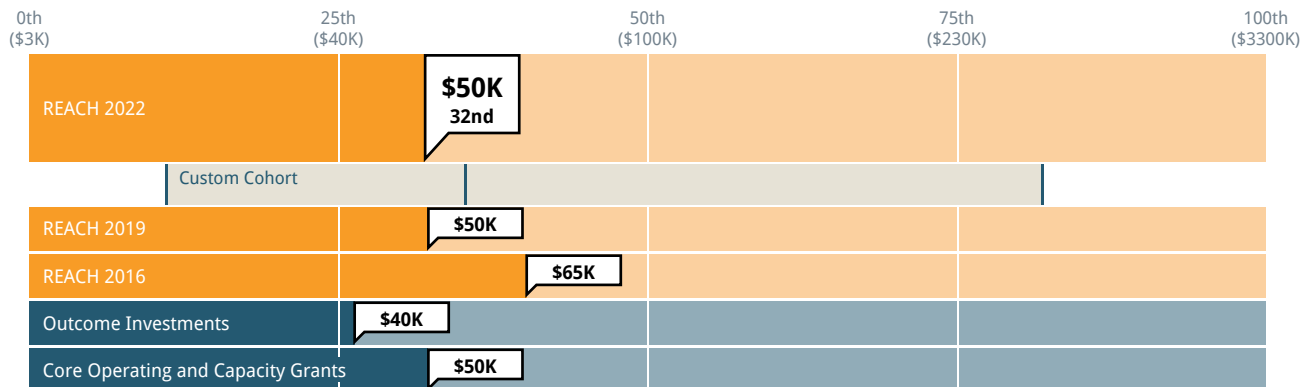
Dollar Return: Median grant dollars awarded per process hour required

Includes total grant dollars awarded and total time necessary to fulfill the requirements over the lifetime of the grant



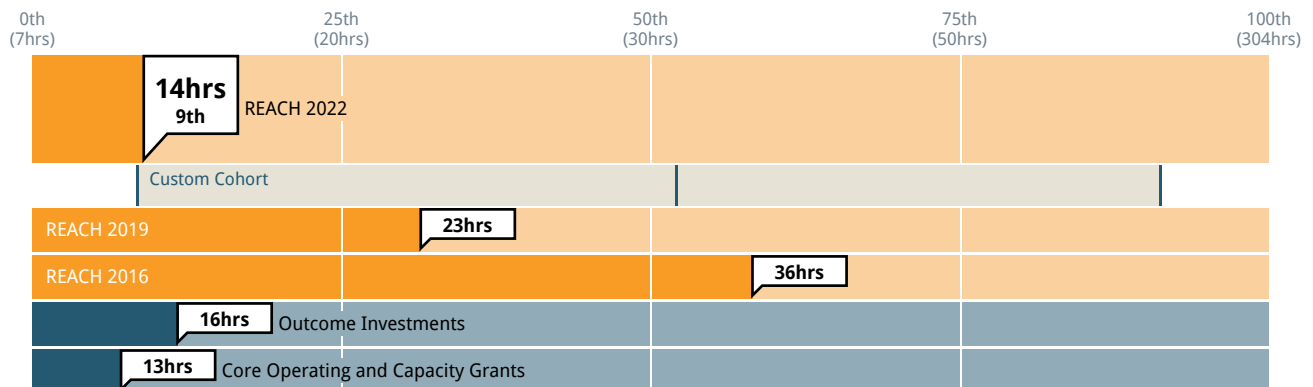
Cohort: Custom Cohort Past results: on Subgroup: Grant Type

Median Grant Size



Cohort: Custom Cohort Past results: on Subgroup: Grant Type

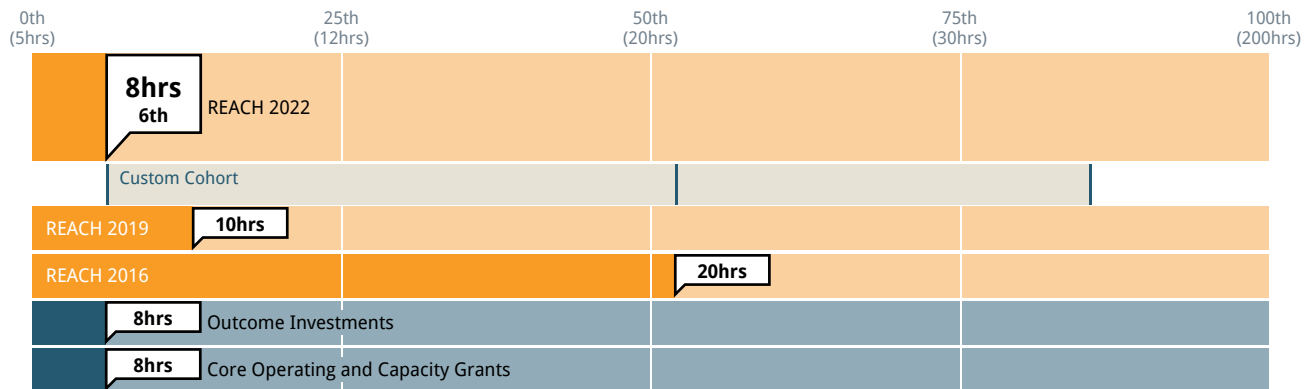
Median hours spent by grantees on funder requirements over grant lifetime



Cohort: Custom Cohort Past results: on Subgroup: Grant Type

Time Spent on Selection Process

Median Hours Spent on Proposal and Selection Process



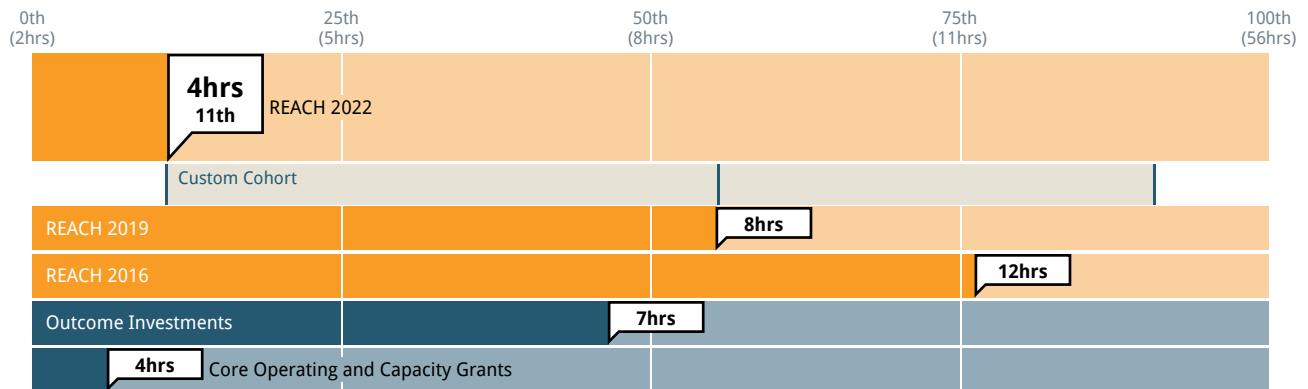
Cohort: Custom Cohort Past results: on Subgroup: Grant Type

Selected Cohort: Custom Cohort					
Time Spent On Proposal And Selection Process	REACH 2022	REACH 2019	REACH 2016	Average Funder	Custom Cohort
1 to 9 hours	55%	47%	26%	23%	23%
10 to 19 hours	33%	22%	18%	21%	22%
20 to 29 hours	4%	16%	32%	17%	19%
30 to 39 hours	2%	6%	8%	7%	8%
40 to 49 hours	6%	8%	10%	11%	14%
50 to 99 hours	0%	2%	4%	11%	9%
100 to 199 hours	0%	0%	2%	6%	4%
200+ hours	0%	0%	0%	3%	1%

Selected Subgroup: Grant Type		
Time Spent On Proposal And Selection Process (By Subgroup)	Outcome Investments	Core Operating and Capacity Grants
1 to 9 hours	60%	52%
10 to 19 hours	25%	39%
20 to 29 hours	10%	0%
30 to 39 hours	5%	0%
40 to 49 hours	0%	10%
50 to 99 hours	0%	0%
100 to 199 hours	0%	0%
200+ hours	0%	0%

Time Spent on Reporting and Evaluation Process

Median Hours Spent on Monitoring, Reporting and Evaluation Process Per Year



Cohort: Custom Cohort Past results: on Subgroup: Grant Type

Selected Cohort: Custom Cohort					
Time Spent On Monitoring, Reporting, And Evaluation Process (Annualized)	REACH 2022	REACH 2019	REACH 2016	Average Funder	Custom Cohort
1 to 9 hours	70%	51%	42%	54%	54%
10 to 19 hours	19%	30%	22%	19%	23%
20 to 29 hours	9%	11%	18%	10%	10%
30 to 39 hours	0%	2%	9%	4%	3%
40 to 49 hours	0%	0%	7%	3%	2%
50 to 99 hours	2%	6%	0%	5%	5%
100+ hours	0%	0%	2%	4%	3%

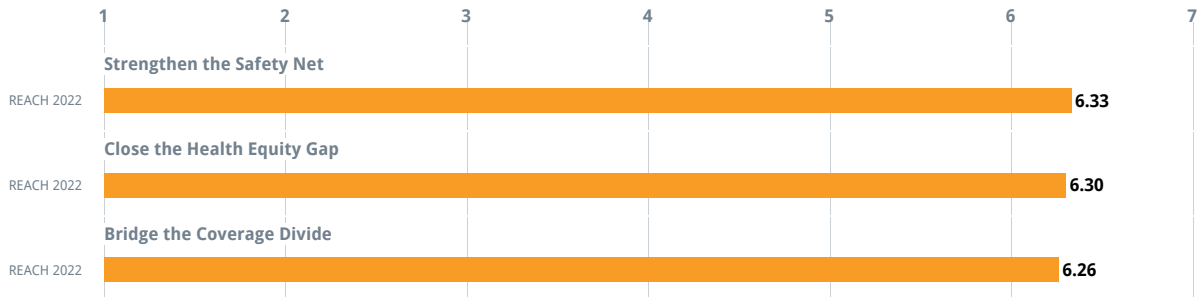
Selected Subgroup: Grant Type		
Time Spent On Monitoring, Reporting, And Evaluation Process (Annualized) (By Subgroup)	Outcome Investments	Core Operating and Capacity Grants
1 to 9 hours	55%	81%
10 to 19 hours	18%	19%
20 to 29 hours	23%	0%
30 to 39 hours	0%	0%
40 to 49 hours	0%	0%
50 to 99 hours	5%	0%
100+ hours	0%	0%

Customized Questions

How well do you understand your organization's strategic alignment with REACH's three 2022-2026 outcome investment areas?

1 = Limited understanding 7 = Thorough understanding

REACH 2022

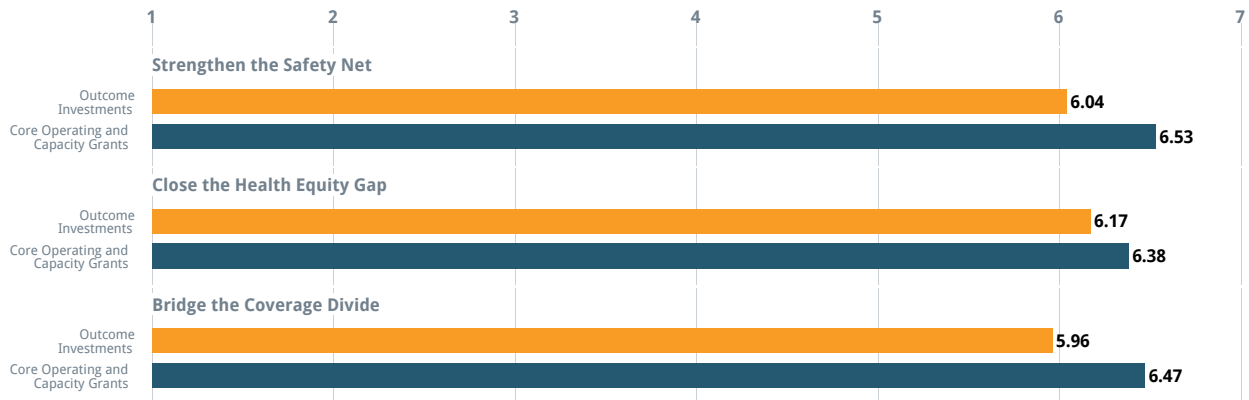


Cohort: None Past results: on

How well do you understand your organization's strategic alignment with REACH's three 2022-2026 outcome investment areas? - By Subgroup

1 = Limited understanding 7 = Thorough understanding

Outcome Investments Core Operating and Capacity Grants

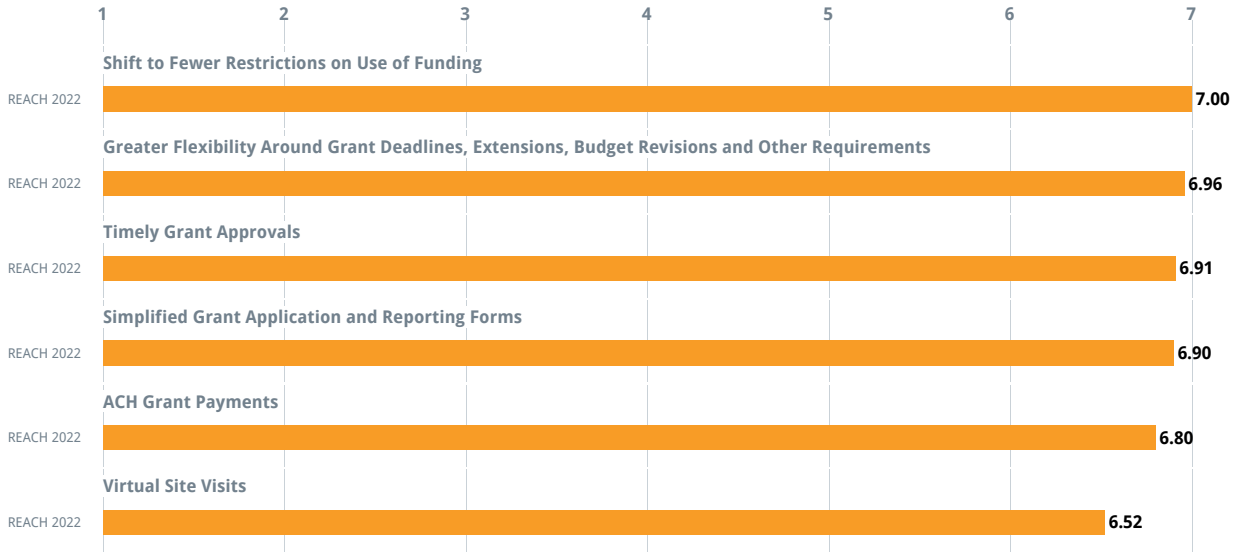


Subgroup: Grant Type

Considering the following practices that REACH has implemented in recent years, how helpful has each practice been for your organization's work?

1 = Not at all helpful 7 = Extremely helpful

REACH 2022

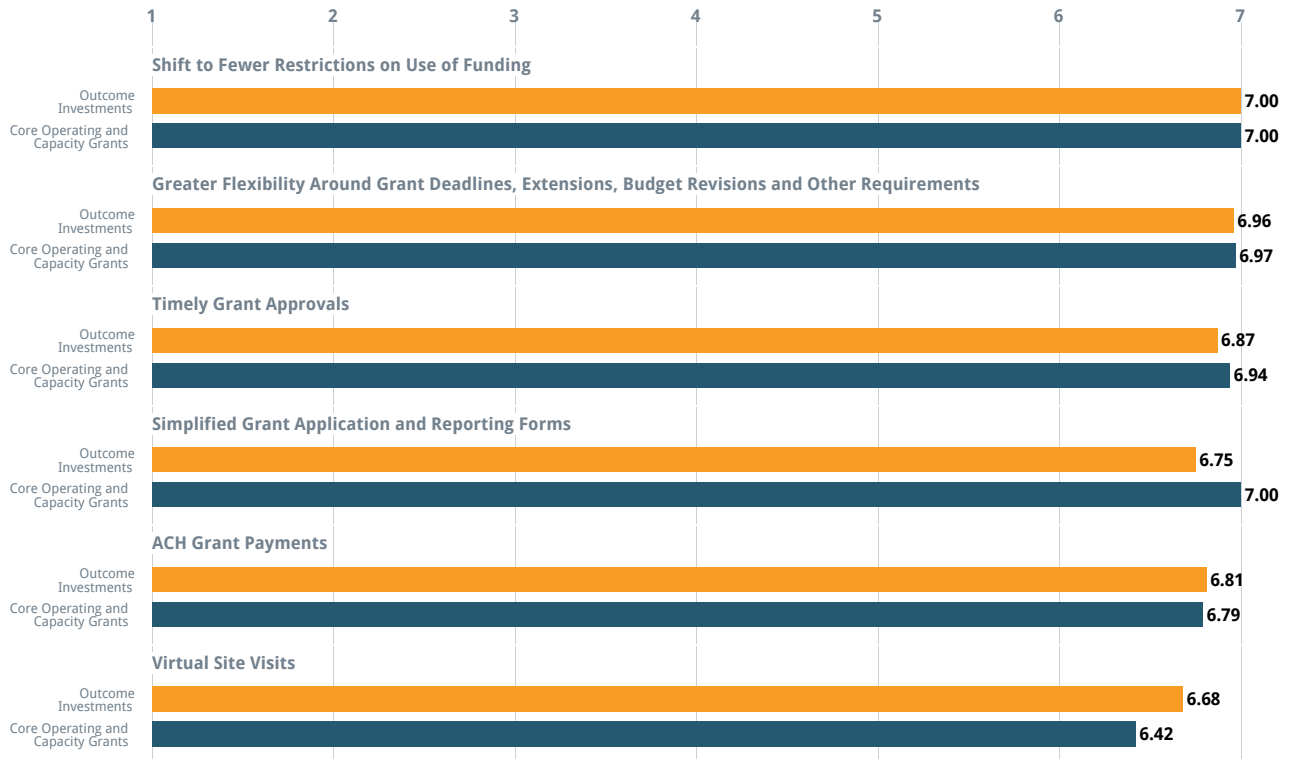


Cohort: None Past results: on

Considering the following practices that REACH has implemented in recent years, how helpful has each practice been for your organization's work? - By Subgroup

1 = Not at all helpful 7 = Extremely helpful

Outcome Investments Core Operating and Capacity Grants



Subgroup: Grant Type

When communicating with REACH, I feel comfortable...

1 = Not at all comfortable 7 = Extremely comfortable

REACH 2022

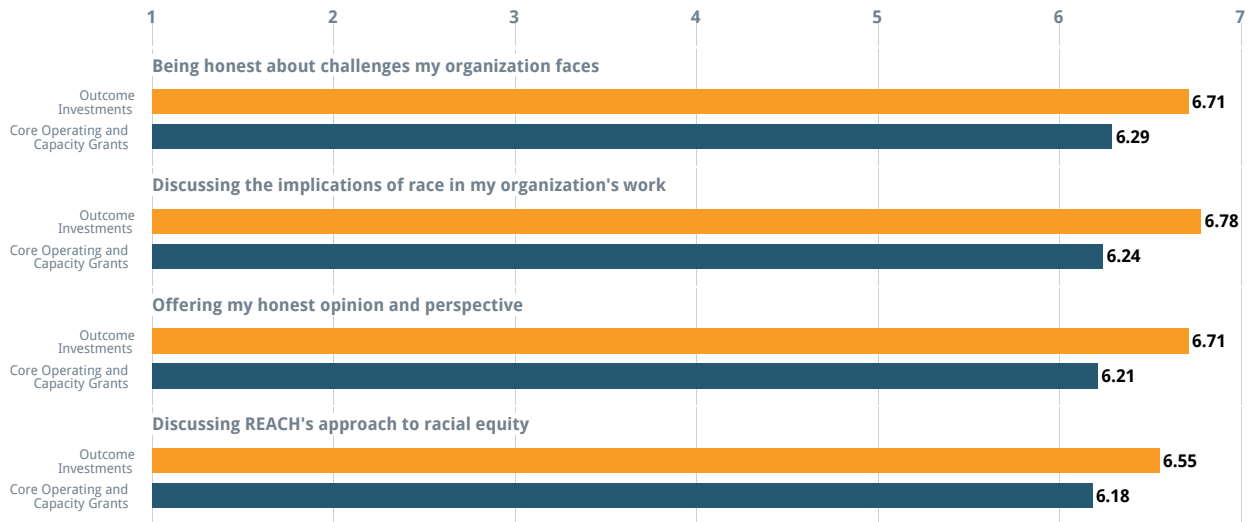


Cohort: None Past results: on

When communicating with REACH, I feel comfortable... - By Subgroup

1 = Not at all comfortable 7 = Extremely comfortable

Outcome Investments Core Operating and Capacity Grants



Subgroup: Grant Type

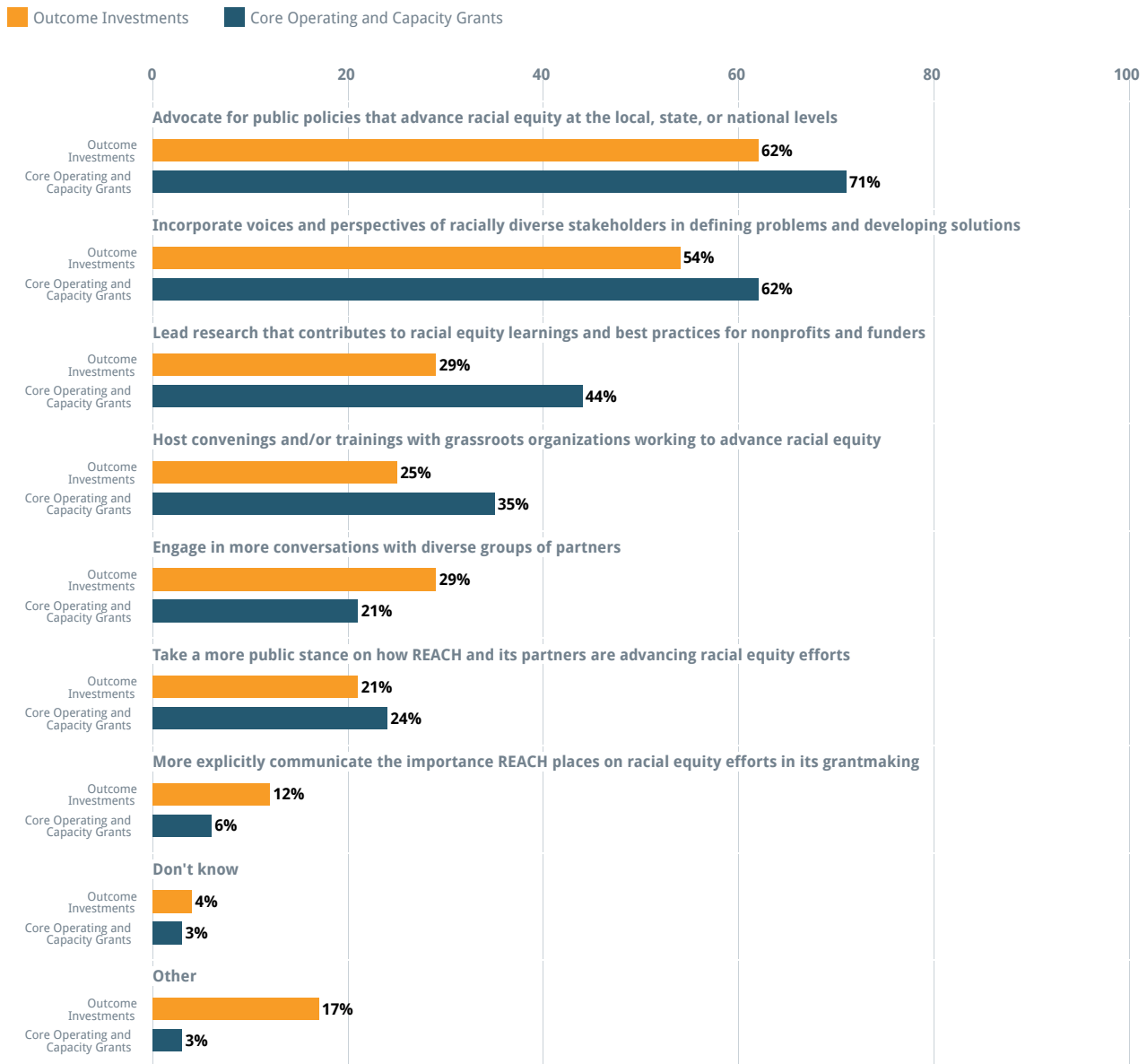
Which of the following approaches should REACH pursue to best advance racial equity in your field of work or in the communities your organization supports? (Please select up to three options)

REACH 2022



Cohort: None Past results: on

Which of the following approaches should REACH pursue to best advance racial equity in your field of work or in the communities your organization supports? (Please select up to three options) - By Subgroup



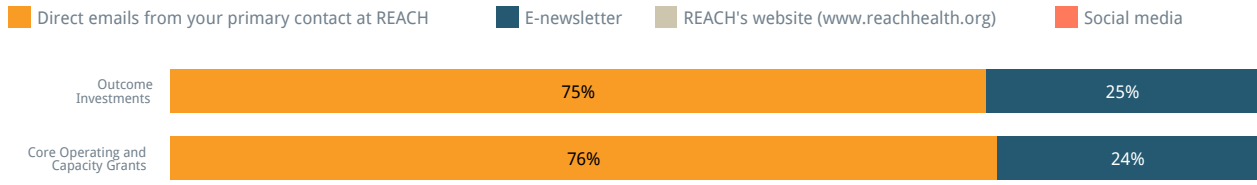
Subgroup: Grant Type

What is your preferred method of communication to learn about updates at REACH?



Cohort: None Past results: on

What is your preferred method of communication to learn about updates at REACH? - By Subgroup



Subgroup: Grant Type

Grantees' Written Comments

In REACH's Grantee Perception Report survey, CEP asked four written questions:

1. "Please comment on the quality of REACH's processes, interactions, and communications."
2. "Thinking beyond the grant you received, please comment on how REACH influences your field, community, or organization."
3. "What specific improvements would you suggest that would make REACH a better funder?"
4. "Considering REACH's new community investment framework and the 2022-2026 outcome investment areas listed above, what additional feedback or suggestions would you like to share with the Foundation as these strategies are implemented?"

To download the full set of grantee comments and suggestions, please refer to the "Attachments" dropdown menu at the top right of your report. Please note that some comments may be redacted or removed to protect the confidentiality of respondents.

CEP's Qualitative Analysis

CEP thoroughly reviews each comment submitted and conducts comprehensive qualitative analysis on two of these questions in the GPR.

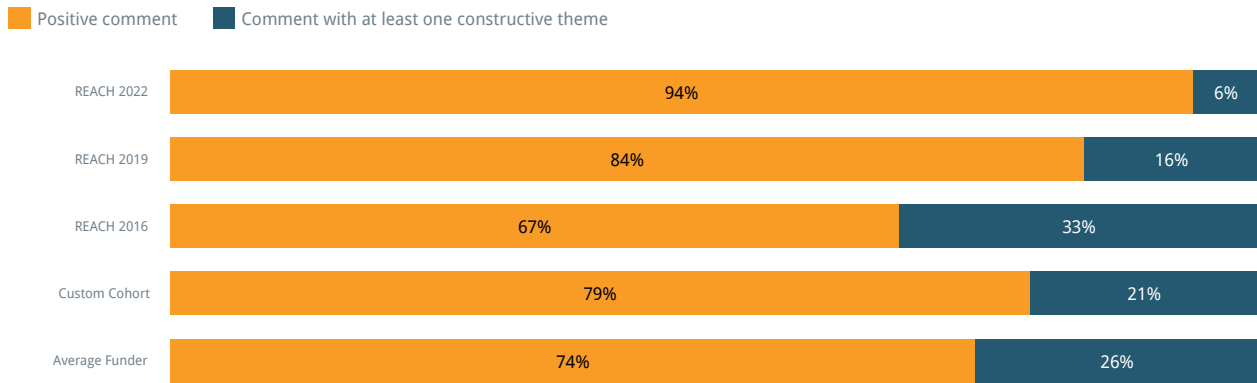
The following pages outline the results of CEP's analyses.

Quality of Processes, Interactions and Communications

Grantees were asked to comment on the quality of REACH's processes, interactions, and communications. Their comments were then categorized by the nature of their content, specifically whether the content is positive, neutral or constructive.

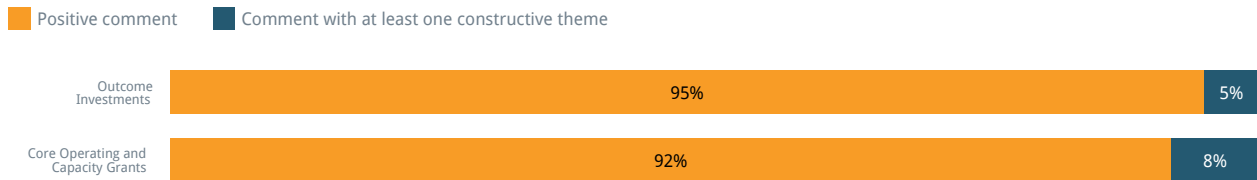
For a comment to be categorized as constructive, there must have been at least one constructive topic in its content.

Positivity of Comments about the Quality of REACH's Processes, Interactions, and Communications



Cohort: Custom Cohort Past results: on

Positivity of Comments about the Quality of REACH's Processes, Interactions, and Communications - By Subgroup



Subgroup: Grant Type

Suggestion Themes

Grantees were asked to provide any suggestions for how REACH could improve. The 58 grantees that responded to the survey provided 25 constructive suggestions. These suggestions were thematically categorized by CEP and grouped into the topics below.

Proportion of Grantee Suggestions by Topic

Topic of Suggestion	Proportion
Impact on Grantees' Organizations	28%
REACH's External Impact and Understanding	20%
Funder-Grantee Interactions	16%
REACH Communications	16%
REACH Processes	16%
Other	4%

Selected Suggestions

Grantees were asked to provide any suggestions for how REACH could improve. The 58 grantees that responded to the survey provided a total of 25 distinct suggestions. These suggestions were thematically categorized by CEP and grouped into the topics below.

Impact on Grantees' Organizations (28% N=7)

- Adjust Grantmaking Characteristics (N = 3)
 - "More multi-year grant opportunities would provide predictable funding to plan and implement longer programming."
 - "Also, I'd suggest they consider multi-year support to reduce the administrative work of annual applications, which could still leave room for scheduled or periodic check-ins."
 - "Opportunities beyond core operating funds is limited at this point."
- Orientation Adjustment (N = 3)
 - "More proactive connection with community organizations.... it would be wonderful and more accessible for the Foundation to more explicitly welcome new relationship building opportunities."
 - "To continue to support organizations led by and serving minorities."
 - "We know their staff is limited and want to be sure they can expand their support to new organizations who may need more support than some that have been grantees for awhile."
- Create Learning Opportunities between Grantees (N = 1)
 - "Shared learning experiences from other grantees such as this organization does enrollment the best or this organization does outreach the best."

REACH's External Impact and Understanding (20% N=5)

- More Support for Advocacy Work (N = 2)
 - "The ability for organizations and associations to access funding to support advocacy work is vital."
 - "...strengthen support for advocacy efforts and combat institutional racism in major healthcare institutions."
- Prioritize Understanding of Funded Communities (N = 2)
 - "My only suggestion is that the REACH foundation consider taking steps to learn more about the many diverse communities they serve on a more personal and granular level.... it could even be a community survey about their health needs and problems."
 - "Need to make a more concentrated effort to work collaboratively with the communities they fund."
- Initiatives for Community Healthcare Involvement (N = 1)
 - "...I do think a consideration of healthcare workforce and inspiring children to health professions could have merit."

Funder-Grantee Interactions (16% N=4)

- Build Deeper Funder-Grantee Relationships (N = 2)
 - "A better understanding of their thoughts about our work."
 - "Listen to fundees."
- Opportunities for More Frequent Interactions (N = 1)
 - "Greater opportunities for interaction."
- Resume Site Visits (N = 1)
 - "Hopefully, REACH will get back to more in-person visits to truly see what is happening, meet the clients we serve and see their surroundings."

REACH Communications (16% N=4)

- More Clearly Communicate Strategic Changes (N = 2)
 - "Gaining a clear understanding of how the new Community Investment Framework will impact the ability of our organization and others to receive funding support from REACH...."
 - "We would like to see greater lead time if REACH plans to transition to new funding priorities."
- Adjust REACH's Definition of Impact (N = 1)
 - "I also think it would serve our community better to have a broader definition of impact, rather than the narrow definition of access that the Foundation has historically utilized."
- Broadcast REACH's Impact and Strategy (N = 1)

- "I would be specific as to the importance to other funders and the community about your work as it is moving away from traditional grantmaking and being true thoughtful partner with those most impacted by the issues."

REACH Processes (16% N=4)

- More Flexible Processes (N = 2)
 - "Over the years I've found some of the proposal and reporting questions are tightly aligned to their TOC and not flexible."
 - "More budget flexibility would be helpful. For example, when costs between staffed support and contracted support change within a project, prior approval is required."
- Communications about the Proposal Process (N = 1)
 - "We would like to see greater lead time... for proposal announcements."
- Opportunity for Feedback on Submitted Work (N = 1)
 - "Opportunities to make sure our grant application/reporting/results are meeting their expectations."

Other (4% N=1)

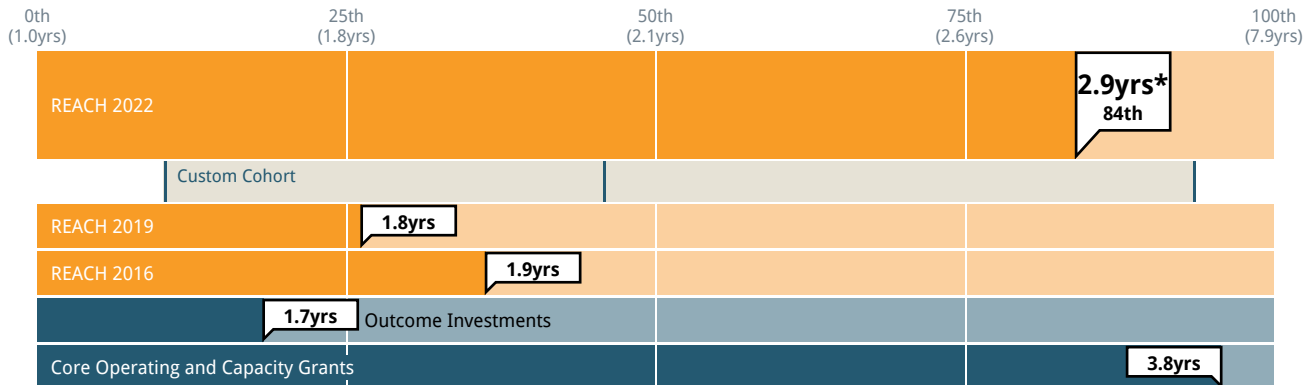
- Other Comments (N = 1)
 - "Need to hire more program officers."

Contextual Data

Please note that all information below is based on self-reported data from grantees.

Grantmaking Characteristics

Average Grant Length



Cohort: Custom Cohort Past results: on Subgroup: Grant Type

Selected Cohort: Custom Cohort					
Length of Grant Awarded	REACH 2022	REACH 2019	REACH 2016	Median Funder	Custom Cohort
Average grant length	2.9 years	1.8 years	1.9 years	2.1 years	2.1 years

Selected Cohort: Custom Cohort					
Length of Grant Awarded	REACH 2022	REACH 2019	REACH 2016	Average Funder	Custom Cohort
0 - 1.99 years	60%	74%	68%	48%	51%
2 - 2.99 years	7%	13%	5%	22%	16%
3 - 3.99 years	5%	4%	14%	19%	19%
4 - 4.99 years	3%	0%	4%	3%	5%
5 - 50 years	24%	9%	9%	8%	9%

Selected Cohort: None			
Proportion of Unrestricted Funding	REACH 2022	REACH 2019	Average Funder
No, this funding was not restricted to a specific use (i.e. general operating, core support)	60%	38%	26%
Yes, this funding was restricted to a specific use (e.g. supported a specific program, project, capital need, etc.)	40%	62%	74%

Grantmaking Characteristics - By Subgroup

Selected Subgroup: Grant Type		
Length of Grant Awarded (By Subgroup)	Outcome Investments	Core Operating and Capacity Grants
Average grant length	1.7 years	3.8 years

Selected Subgroup: Grant Type		
Length of Grant Awarded (By Subgroup)	Outcome Investments	Core Operating and Capacity Grants
0 - 1.99 years	67%	56%
2 - 2.99 years	17%	0%
3 - 3.99 years	8%	3%
4 - 4.99 years	0%	6%
5 - 50 years	8%	35%

Selected Subgroup: Grant Type		
Proportion of Unrestricted Funding (By Subgroup)	Outcome Investments	Core Operating and Capacity Grants
No, this funding was not restricted to a specific use (i.e. general operating, core support)	29%	82%
Yes, this funding was restricted to a specific use (e.g. supported a specific program, project, capital need, etc.)	71%	18%

Grant Size

Selected Cohort: Custom Cohort					
Grant Amount Awarded	REACH 2022	REACH 2019	REACH 2016	Median Funder	Custom Cohort
Median grant size	\$50K	\$50K	\$65K	\$100K	\$54.2K

Selected Cohort: Custom Cohort					
Grant Amount Awarded	REACH 2022	REACH 2019	REACH 2016	Average Funder	Custom Cohort
Less than \$10K	0%	13%	0%	9%	9%
\$10K - \$24K	7%	6%	9%	12%	14%
\$25K - \$49K	28%	22%	23%	12%	16%
\$50K - \$99K	45%	41%	40%	14%	18%
\$100K - \$149K	3%	9%	11%	9%	7%
\$150K - \$299K	9%	7%	15%	16%	15%
\$300K - \$499K	3%	0%	0%	9%	11%
\$500K - \$999K	5%	2%	2%	8%	7%
\$1MM and above	0%	0%	0%	9%	2%

Selected Cohort: Custom Cohort					
Median Percent of Budget Funded by Grant (Annualized)	REACH 2022	REACH 2019	REACH 2016	Median Funder	Custom Cohort
Size of grant relative to size of grantee budget	1%	1%	2%	4%	4%

Grant Size - By Subgroup

Selected Subgroup: Grant Type		
Grant Amount Awarded (By Subgroup)	Outcome Investments	Core Operating and Capacity Grants
Median grant size	\$40K	\$50K

Selected Subgroup: Grant Type		
Grant Amount Awarded (By Subgroup)	Outcome Investments	Core Operating and Capacity Grants
Less than \$10K	0%	0%
\$10K - \$24K	17%	0%
\$25K - \$49K	42%	18%
\$50K - \$99K	25%	59%
\$100K - \$149K	8%	0%
\$150K - \$299K	8%	9%
\$300K - \$499K	0%	6%
\$500K - \$999K	0%	9%
\$1MM and above	0%	0%

Selected Subgroup: Grant Type		
Median Percent of Budget Funded by Grant (Annualized) (By Subgroup)	Outcome Investments	Core Operating and Capacity Grants
Size of grant relative to size of grantee budget	2%	1%

Grantee Characteristics

Selected Cohort: Custom Cohort					
Operating Budget of Grantee Organization	REACH 2022	REACH 2019	REACH 2016	Median Funder	Custom Cohort
Median Budget	\$3.4M	\$3.8M	\$2M	\$1.6M	\$1.4M

Selected Cohort: Custom Cohort					
Operating Budget of Grantee Organization	REACH 2022	REACH 2019	REACH 2016	Average Funder	Custom Cohort
<\$100K	0%	0%	0%	8%	7%
\$100K - \$499K	12%	15%	15%	18%	21%
\$500K - \$999K	11%	21%	17%	13%	13%
\$1MM - \$4.9MM	36%	19%	34%	30%	31%
\$5MM - \$24MM	21%	29%	21%	18%	18%
>=\$25MM	20%	17%	13%	12%	10%

Grantee Characteristics - By Subgroup

Selected Subgroup: Grant Type		
Operating Budget of Grantee Organization (By Subgroup)	Outcome Investments	Core Operating and Capacity Grants
Median Budget	\$2M	\$5M

Selected Subgroup: Grant Type		
Operating Budget of Grantee Organization (By Subgroup)	Outcome Investments	Core Operating and Capacity Grants
<\$100K	0%	0%
\$100K - \$499K	26%	3%
\$500K - \$999K	13%	9%
\$1MM - \$4.9MM	30%	39%
\$5MM - \$24MM	17%	24%
>=\$25MM	13%	24%

Funding Relationship

Selected Cohort: Custom Cohort					
Funding Status	REACH 2022	REACH 2019	REACH 2016	Median Funder	Custom Cohort
Percent of grantees currently receiving funding from REACH	95%	80%	74%	82%	78%

Selected Cohort: Custom Cohort					
Pattern of Grantees' Funding Relationship with REACH	REACH 2022	REACH 2019	REACH 2016	Average Funder	Custom Cohort
First grant received from REACH	9%	13%	15%	29%	24%
Consistent funding in the past	81%	63%	58%	54%	55%
Inconsistent funding in the past	10%	23%	27%	18%	21%

Funding Relationship - by Subgroup

Selected Subgroup: Grant Type		
Funding Status (By Subgroup)	Outcome Investments	Core Operating and Capacity Grants
Percent of grantees currently receiving funding from REACH	92%	97%

Selected Subgroup: Grant Type		
Pattern of Grantees' Funding Relationship with REACH (By Subgroup)	Outcome Investments	Core Operating and Capacity Grants
First grant received from REACH	17%	3%
Consistent funding in the past	67%	91%
Inconsistent funding in the past	17%	6%

Funder Characteristics

Selected Cohort: Custom Cohort					
Financial Information	REACH 2022	REACH 2019	REACH 2016	Median Funder	Custom Cohort
Total assets	\$142.9M	\$138.9M	\$134.5M	\$257.4M	\$120.6M
Total giving	\$5M	\$4.4M	\$4.2M	\$18.9M	\$4.7M

Selected Cohort: Custom Cohort					
Funder Staffing	REACH 2022	REACH 2019	REACH 2016	Median Funder	Custom Cohort
Total staff (FTEs)	6	8	9	17	8
Percent of staff who are program staff	45%	65%	28%	43%	45%

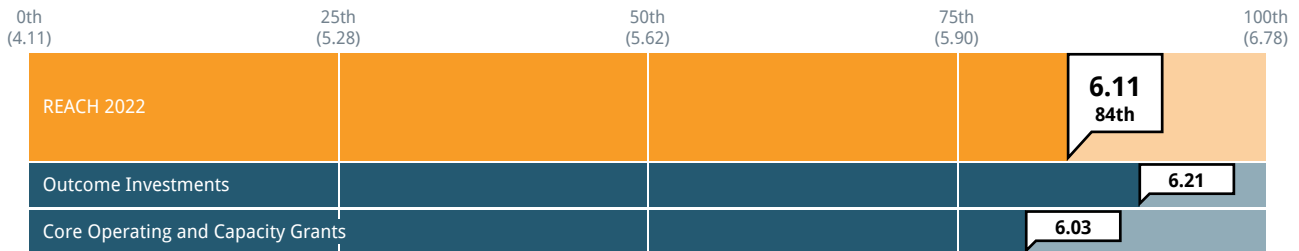
Selected Cohort: Custom Cohort					
Grantmaking Processes	REACH 2022	REACH 2019	REACH 2016	Median Funder	Custom Cohort
Proportion of grants that are invitation-only	100%	86%	50%	50%	25%
Proportion of grantmaking dollars that are invitation-only	100%	78%	75%	63%	19%

Diversity, Equity, Inclusion and Grantee Demographics

Please rate the extent to which you agree or disagree with the following statements about diversity, equity, and inclusion:

REACH has clearly communicated what diversity, equity, and inclusion means for its work

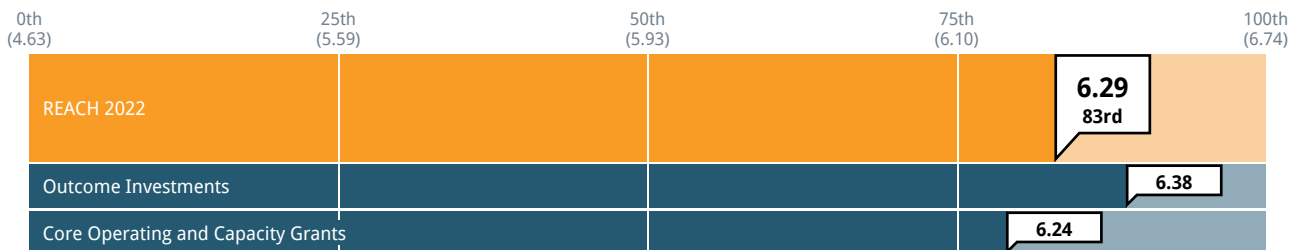
1 = Strongly disagree 4 = Neither agree nor disagree 7 = Strongly agree



Cohort: None Past results: on Subgroup: Grant Type

Overall, REACH demonstrates an explicit commitment to diversity, equity, and inclusion in its work

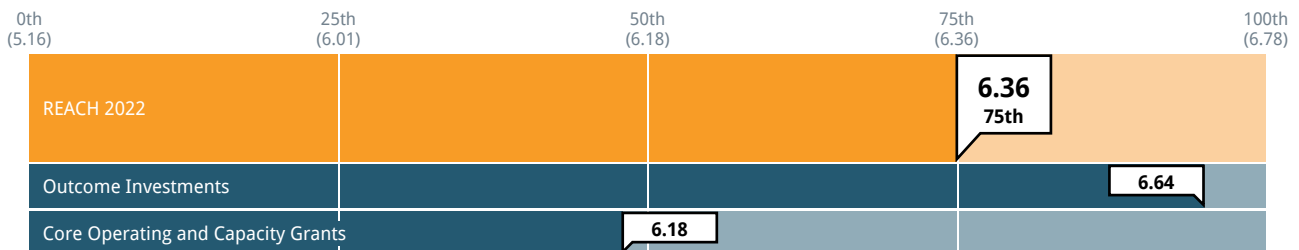
1 = Strongly disagree 4 = Neither agree nor disagree 7 = Strongly agree



Cohort: None Past results: on Subgroup: Grant Type

Overall, most staff I have interacted with at REACH embody a strong commitment to diversity, equity, and inclusion

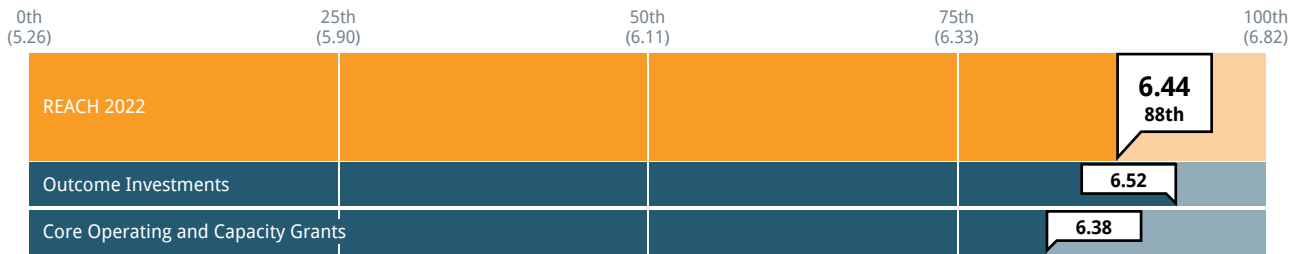
1 = Strongly disagree 4 = Neither agree nor disagree 7 = Strongly agree



Cohort: None Past results: on Subgroup: Grant Type

I believe that REACH is committed to combatting racism

1 = Strongly disagree 4 = Neither agree nor disagree 7 = Strongly agree

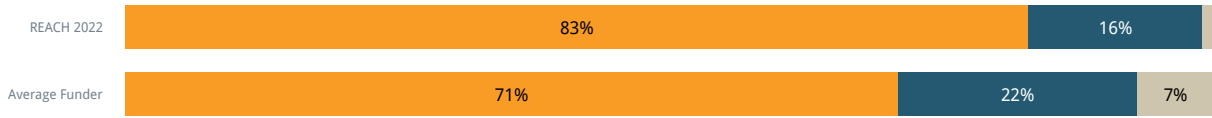


Cohort: None Past results: on Subgroup: Grant Type

Primary Beneficiary of Grant

Are the efforts funded by this grant primarily meant to benefit historically disadvantaged groups?

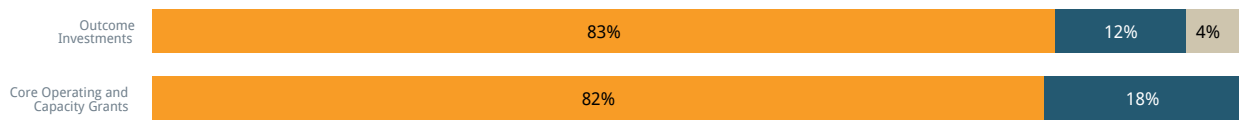
Yes No Don't know



Cohort: None Past results: on

Are the efforts funded by this grant primarily meant to benefit historically disadvantaged groups? - By Subgroup

Yes No Don't know

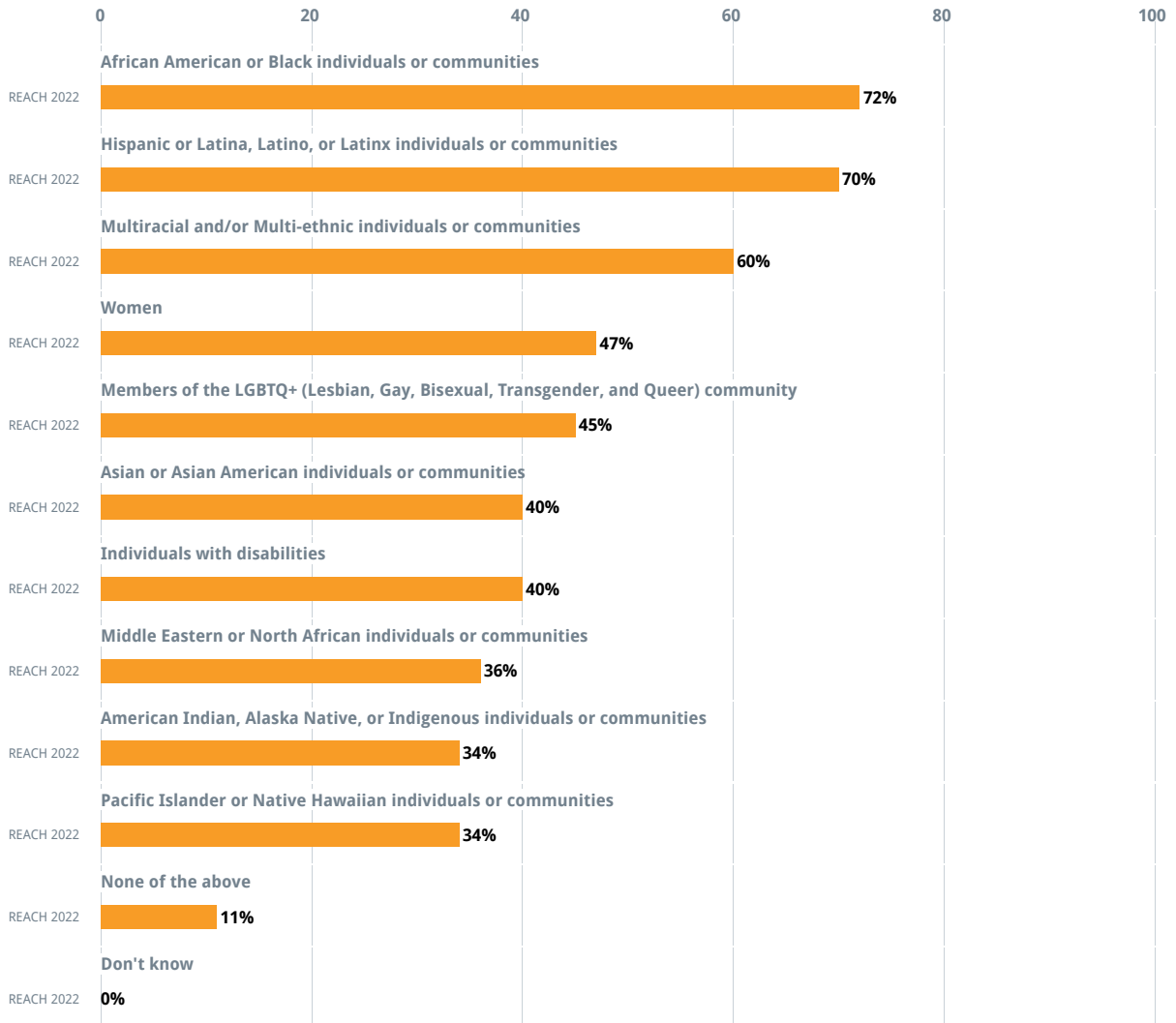


Subgroup: Grant Type

The following question is asked only of grantees who answer "yes" to the question above.

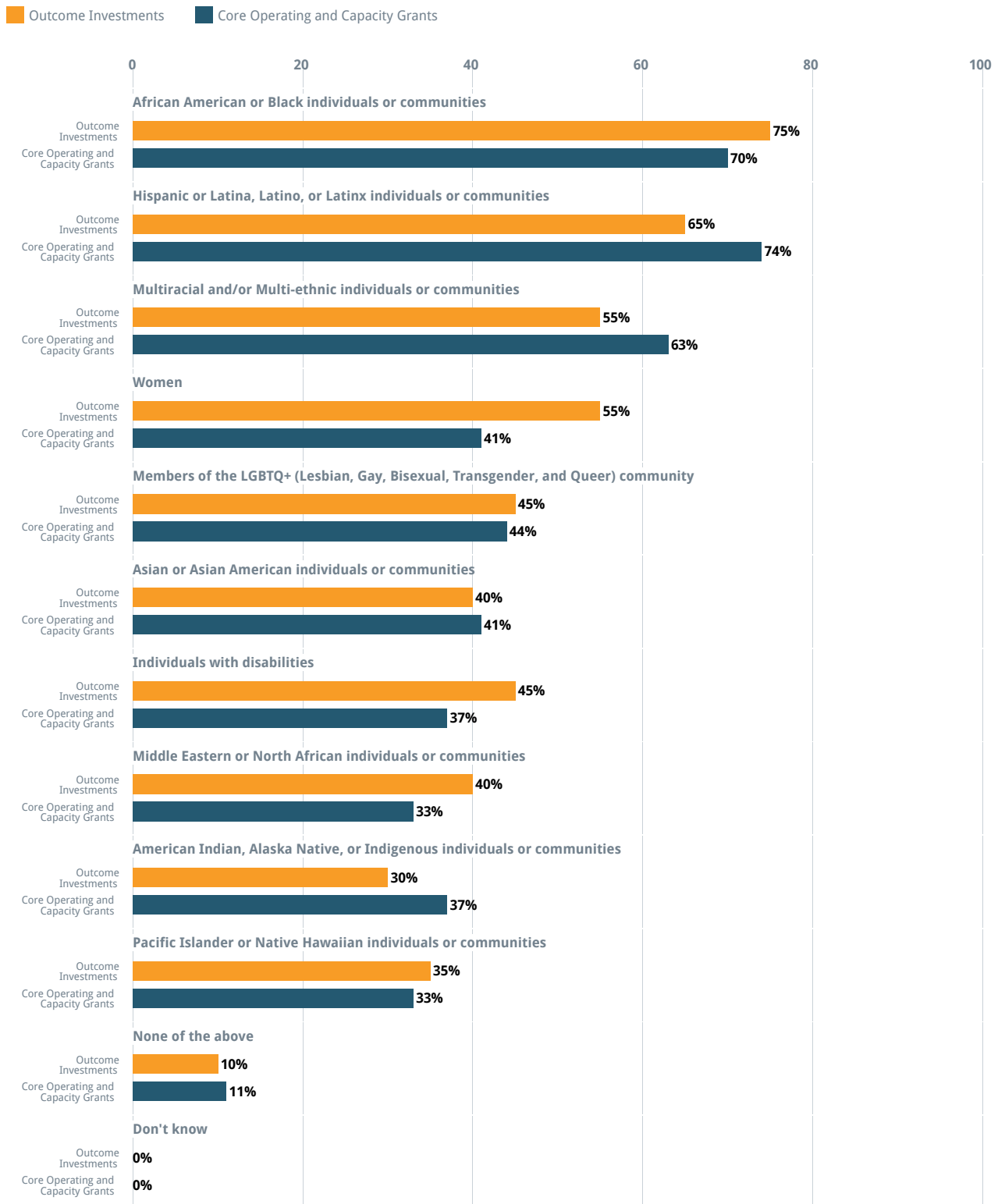
Specifically, are any of the following populations the primary intended people and/or communities served by the efforts funded by this grant?

REACH 2022



Cohort: None Past results: on

Specifically, are any of the following populations the primary intended people and/or communities served by the efforts funded by this grant? - By Subgroup



Subgroup: Grant Type

Respondent Demographics

Note: Survey questions about respondents' demographics were recently modified or added to match best practices, and depict comparative data from over 50 funders in the dataset. Demographic questions related to grantees' POC and racial/ethnic identity are only asked of respondents in the United States.

Survey language and response options for questions about race and ethnicity are guided by best practices shared by [National Institutes of Health](#), [Pew Research Center](#), [Psi Chi Journal of Psychological Research](#), and the [US Census Bureau](#).

Survey language and response options for questions about gender and LGBTQ+ identity are guided by best practices shared by [Funders For LGBTQ Issues](#), [HRC Foundation's Welcoming Schools](#), and the [Williams Institute of the University of California – Los Angeles School of Law](#).

Survey respondents are asked to share their gender identities in a check-all-that-apply question. Each chart has the option of showing the average ratings of respondents who selected only "man," only "woman," multiple gender identities, "gender non-conforming or non-binary," "prefer to self-identify," and "prefer not to say" - as long as that response option had at least 10 respondents.

Differences in Ratings by Respondent Demographics

It is CEP's standard practice to analyze responses for differences by the following demographics characteristics:

Person of Color Identity

Ratings from grantees who identify as a person of color are significantly *higher* than grantees who identify as not a person of color for the following measures:

- Grantee comfort approaching the funder if a problem arises
- Funder's transparency
- The extent to which the reporting process is...straightforward
- When communicating with REACH, I feel comfortable... Discussing the implications of race in my organization's work

Respondent Gender

Ratings from respondents who identify exclusively as "woman" are significantly *lower* than respondents who identify exclusively as "man" for the following measures:

- Grantee comfort approaching the funder if a problem arises
- Responsiveness of funder staff
- Funder's transparency
- The extent to which the funder is open to ideas from grantees
- Trust in grantee organization's staff
- Candor about the foundation's perspectives on grantees' work
- Compassion for those affected by grantees' work
- The extent to which the reporting process is...adaptable, if necessary, to fit your circumstances
- Agreement that the Foundation demonstrates an explicit commitment to diversity, equity, and inclusion in its work
- Agreement that most Foundation staff embody a strong commitment to explicit commitment to diversity, equity, and inclusion
- Agreement that the Foundation is committed to combatting racism
- Considering the following practices that REACH has implemented in recent years, how helpful has each of the following been for your organization's work? - Virtual Site Visits
- When communicating with REACH, I feel comfortable... Being honest about challenges my organization faces
- When communicating with REACH, I feel comfortable... Offering my honest opinion and perspective

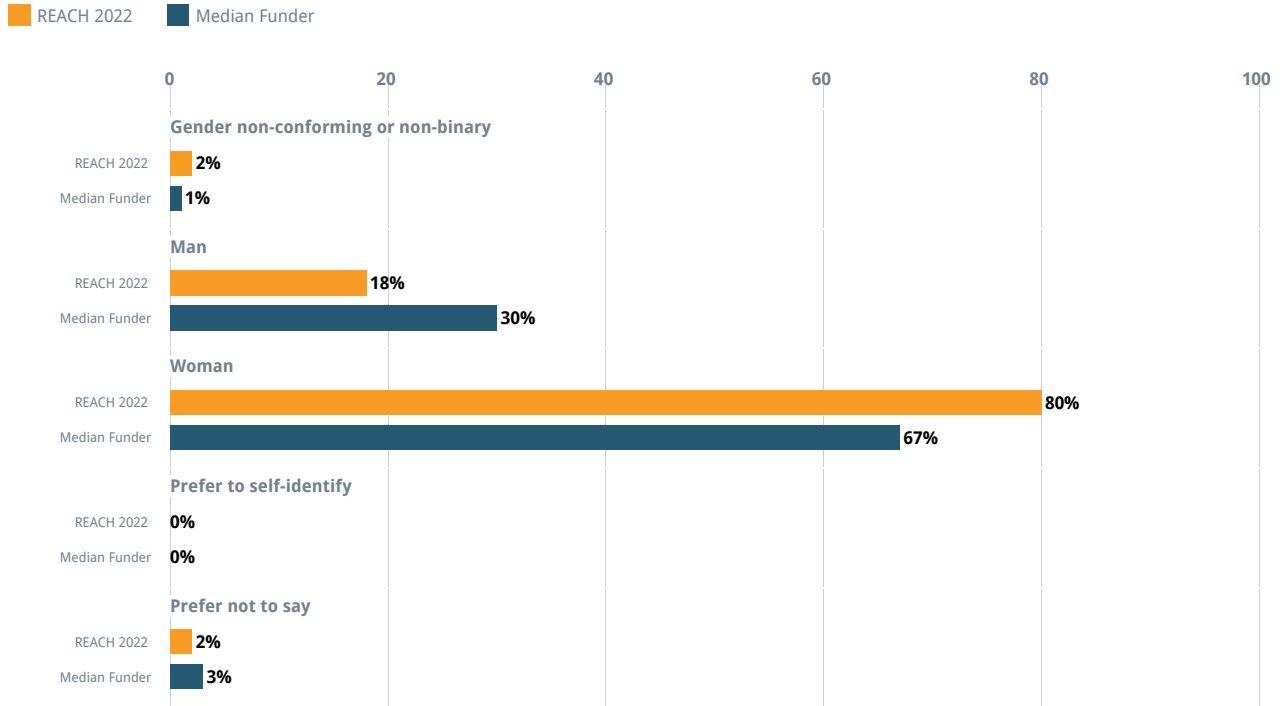
Analyses show that ratings from women do not differ from ratings from men in terms of grantmaking characteristics, organizational characteristics, receipt of non-monetary support, funding history, and most patterns of interactions. In addition, ratings from grantees who identify as a woman are still higher than typical across most survey measures

There are too few respondents to analyze results by Transgender Identity

There are too few respondents to analyze results by LGBTQ+ Identity

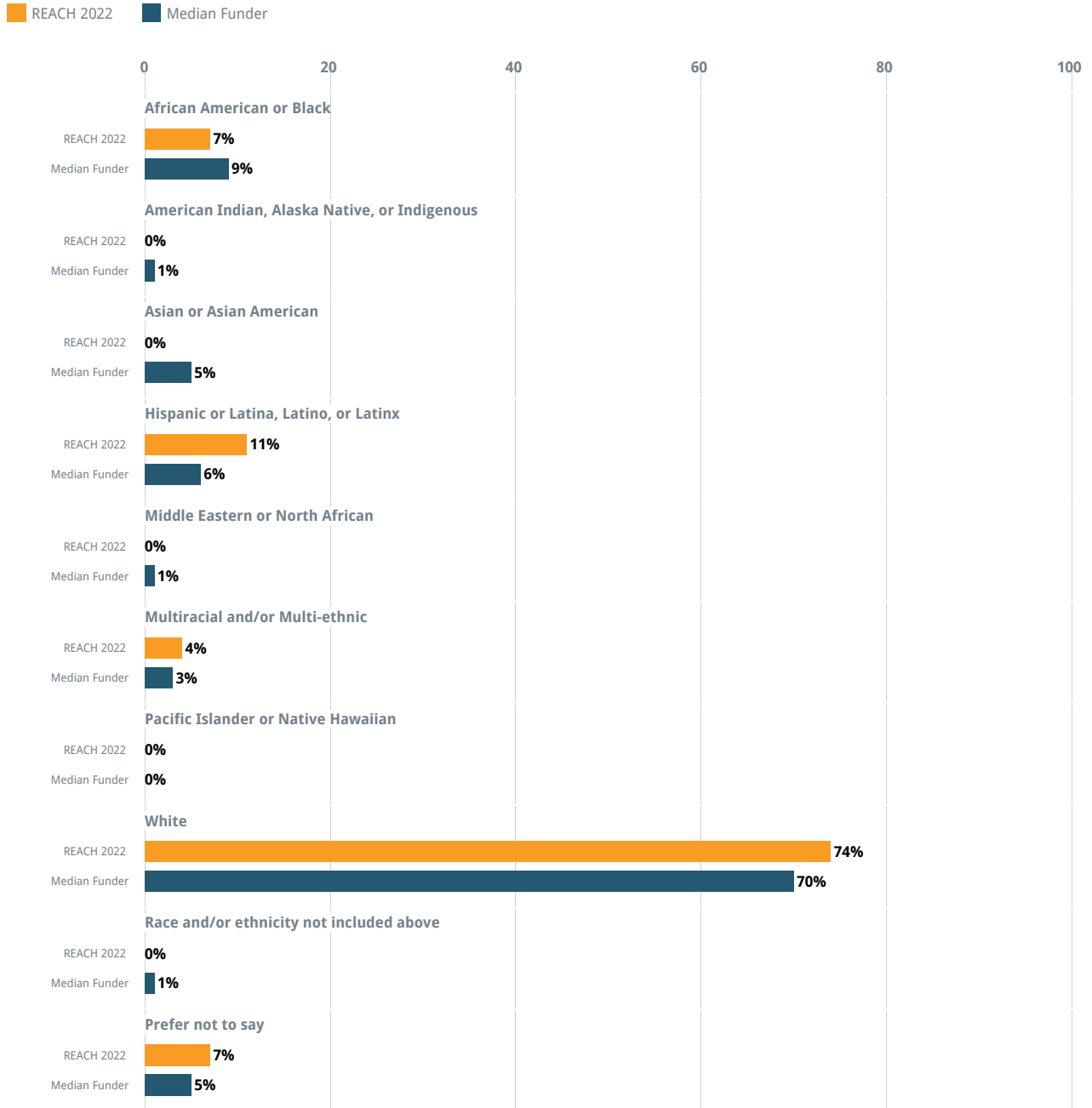
There are too few respondents to analyze results by Disability Identity

Please select the option that represents how you describe yourself:



Cohort: None Past results: on

How would you describe your race and/or ethnicity?



Cohort: None Past results: on

Selected Cohort: None		
Do you identify as a person of color?	REACH 2022	Average Funder
Yes	19%	22%
No	74%	73%
Prefer not to say	7%	5%

Selected Cohort: None		
Are you transgender?	REACH 2022	Average Funder
Yes	0%	1%
No	98%	96%
Prefer not to say	2%	3%

Selected Cohort: None		
Do you identify as a member of the LGBTQ+ (Lesbian, Gay, Bisexual, Transgender, and Queer) community?	REACH 2022	Average Funder
Yes	14%	11%
No	81%	84%
Prefer not to say	5%	5%

Selected Cohort: None		
Do you have a disability?	REACH 2022	Average Funder
Yes	5%	5%
No	89%	90%
Prefer not to say	5%	4%

Respondent Job Title

Selected Cohort: Custom Cohort					
Job Title of Respondents	REACH 2022	REACH 2019	REACH 2016	Average Funder	Custom Cohort
Executive Director/CEO	47%	50%	39%	47%	48%
Other Senior Team (i.e., reporting to Executive Director/CEO)	28%	19%	20%	18%	17%
Project Director	7%	15%	15%	13%	15%
Development Staff	14%	4%	7%	9%	9%
Volunteer	0%	0%	0%	1%	1%
Other	5%	0%	13%	5%	5%

Additional Survey Information

On many questions in the grantee survey, grantees are allowed to select “don't know” or “not applicable” if they are not able to provide an alternative answer. In addition, some questions in the survey are only displayed to a select group of grantees for which that question is relevant based on a previous response.

As a result, there are some measures where only a subset of responses is included in the reported results. The table below shows the number of responses included on each of these measures. The total number of respondents to REACH's grantee survey was 58.

Question Text	Number of Responses
Overall, how would you rate REACH's impact on your field?	57
How well does REACH understand the field in which you work?	55
To what extent has REACH advanced the state of knowledge in your field?	55
To what extent has REACH affected public policy in your field?	50
Overall, how would you rate REACH's impact on your local community?	55
How well does REACH understand the local community in which you work?	53
How well does REACH understand the social, cultural, or socioeconomic factors that affect your work?	56
How well does REACH understand your organization's strategy and goals?	56
How consistent was the information provided by different communication resources, both personal and written, that you used to learn about REACH?	52
How well do you understand the way in which the work funded by this grant fits into REACH's broader efforts?	57
How often do/did you have contact with your primary contact during this grant?	58
Who most frequently initiated the contact you had with your primary contact during this grant?	53
Has your main contact at REACH changed in the past six months?	58
Did you submit a proposal to REACH for this grant?	57
As you developed your grant proposal, how much pressure did you feel to modify your organization's priorities in order to create a grant proposal that was likely to receive funding?	50
To what extent was REACH's application process a helpful opportunity to strengthen the efforts funded by the grant?	50
To what extent was REACH's application process an appropriate level of effort given the amount of funding received?	53
To what extent was REACH clear and transparent about the application process requirements and timelines?	53
To what extent was REACH clear and transparent about the criteria REACH uses to decide whether an application would be funded or declined?	43
At any point during this grant, including the application process, did Foundation staff visit your offices or programs?	58
Are you currently receiving funding from REACH?	58
Which of the following best describes the pattern of your organization's funding relationship with REACH?	58
How well does REACH understand the needs of the people and communities that you serve?	56
To what extent do REACH's funding priorities reflect a deep understanding of the needs of the people and communities that you serve?	55
Have you participated in a reporting or evaluation process?	58
To what extent was REACH's reporting process... Adaptable, if necessary, to fit your circumstances?	52
To what extent was REACH's reporting process... A helpful opportunity for you to reflect and learn?	52
To what extent was REACH's reporting process... Relevant, with questions and measures pertinent to the work funded by this grant?	53
To what extent was REACH's reporting process... Straightforward?	50
To what extent did the evaluation... Result in you making changes to the work that was evaluated?	26
To what extent did the evaluation... Incorporate your input in the design of the evaluation?	25
Did you receive any non-monetary support from REACH during this grant period?	54
How would you describe the benefit - to your organization or work - of any non-monetary support that you received?	23

Question Text	Number of Responses
To what extent did REACH exhibit the following during this grant... Trust in your organization's staff	58
To what extent did REACH exhibit the following during this grant... Candor about REACH's perspectives on your work	57
To what extent did REACH exhibit the following during this grant... Respectful interaction	58
To what extent did REACH exhibit the following during this grant... Compassion for those affected by your work	57
Was the funding you received restricted to a specific use?	58
Please rate the extent to which you agree or disagree with the following statements about Diversity, Equity and Inclusion:	
REACH has clearly communicated what Diversity, Equity and Inclusion means for its work	57
Overall, REACH demonstrates an explicit commitment to Diversity, Equity and Inclusion in its work	58
Overall, most staff I have interacted with at REACH embody a strong commitment to Diversity, Equity and Inclusion	56
I believe that REACH is committed to combatting racism	55
Are the efforts funded by this grant primarily meant to benefit historically disadvantaged groups?	58
Primary Intended People and/or Communities	
Are the efforts funded by this grant primarily meant to benefit historically disadvantaged groups?	58
Specifically, are any of the following the primary intended people and/or communities served by the efforts funded by this grant?	47
Custom Questions	
How well do you understand your organization's strategic alignment with REACH's three 2022-2026 outcome investment areas?	
Strengthen the Safety Net	57
Close the Health Equity Gap	57
Bridge the Coverage Divide	58
Considering the following practices that REACH has implemented in recent years, how helpful has each of the following been for your organization's work?	
ACH Grant Payments	55
Virtual Site Visits	52
Simplified Grant Application and Reporting Forms	58
Timely Grant Approvals	57
Shift to Fewer Restrictions on Use of Funding	57
Greater Flexibility Around Grant Deadlines, Extensions, Budget Revisions and Other Requirements	56
What is your preferred method of communication to learn about updates at REACH?	58

About CEP and Contact Information

Mission:

CEP provides data, feedback, programs, and insights to help individual and institutional donors improve their effectiveness. We do this work because we believe effective donors, working collaboratively and thoughtfully, can profoundly contribute to creating a better and more just world.

Vision:

We seek a world in which pressing social needs are more effectively addressed.

We believe improved performance of philanthropic funders can have a profoundly positive impact on nonprofit organizations and the people and communities they serve.

Although our work is about measuring results, providing useful data, and improving performance, our ultimate goal is improving lives. We believe this can only be achieved through a powerful combination of dispassionate analysis and passionate commitment to creating a better society.

About the GPR

Since 2003, the Grantee Perception Report® (GPR) has provided funders with comparative, candid feedback based on grantee perceptions. The GPR is the only grantee survey process that provides comparative data, and is based on extensive research and analysis. Hundreds of funders of all types and sizes have commissioned the GPR, and tens of thousands of grantees have provided their perspectives to help funders improve their work. CEP has surveyed grantees in more than 150 countries and in 8 different languages.

The GPR's quantitative and qualitative data helps foundation leaders evaluate and understand their grantees' perceptions of their effectiveness, and how that compares to their philanthropic peers.

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