The Value Philanthropy Consultants Bring to Foundations: The Data is Here!
Data and Methodology

Methodology
- 2014 Foundation Giving Forecast Survey
  - Web-based and paper
  - Fielded 12/2013 to 3/2014
  - 5,000+ foundations invited
  - <$100,000 annual giving

Data
- 1,031 foundations (23%)
- Weighted by size, type, and nonresponse
Used Consultants in Last 2 Years

- $50 M+: 81%
- $10 M to $49.9 M: 74%
- $1 M to $9.9 M: 55%
- $100 K to $1 M: 28%
- Community: 75%
- Corporate: 26%
- Independent*: 33%
- ALL: 33%
Reasons for not using a consultant

- NOW
- LATER
Consultant Services Used
Why Foundations Use Consultants

An expert

experience through

extensive knowledge
called in for advice.
Means of Identifying Consultants
Satisfaction with Consultants
Benefits

- External expertise
- Best use of staff
- Fresh/neutral perspective
Challenges

- Getting consultants up to speed
- Finding the right consultant
- Ensuring sufficient engagement
- Knowing what you’re getting into
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