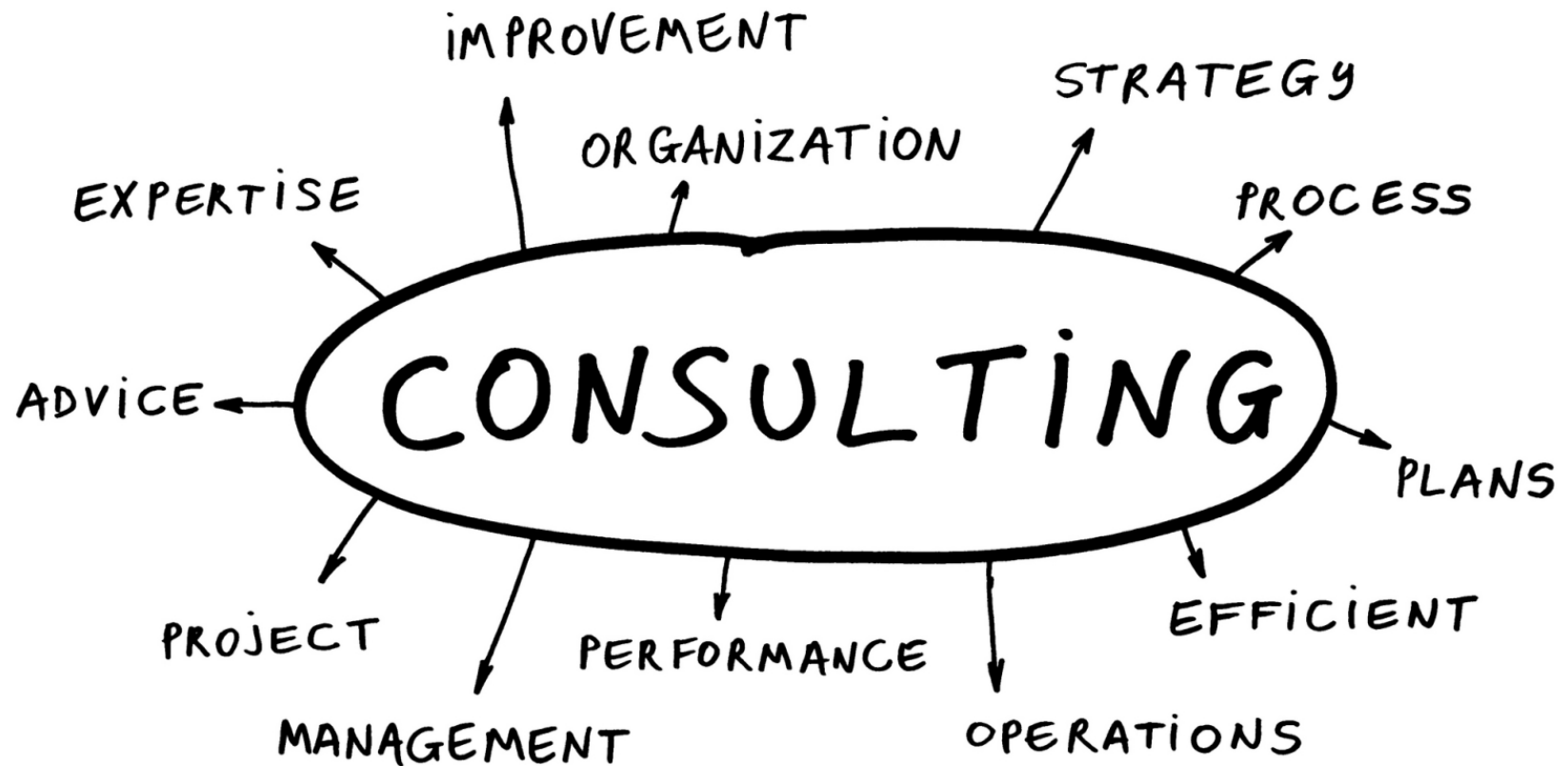


The Value Philanthropy Consultants Bring to Foundations: The Data is Here!

Background



Data and Methodology



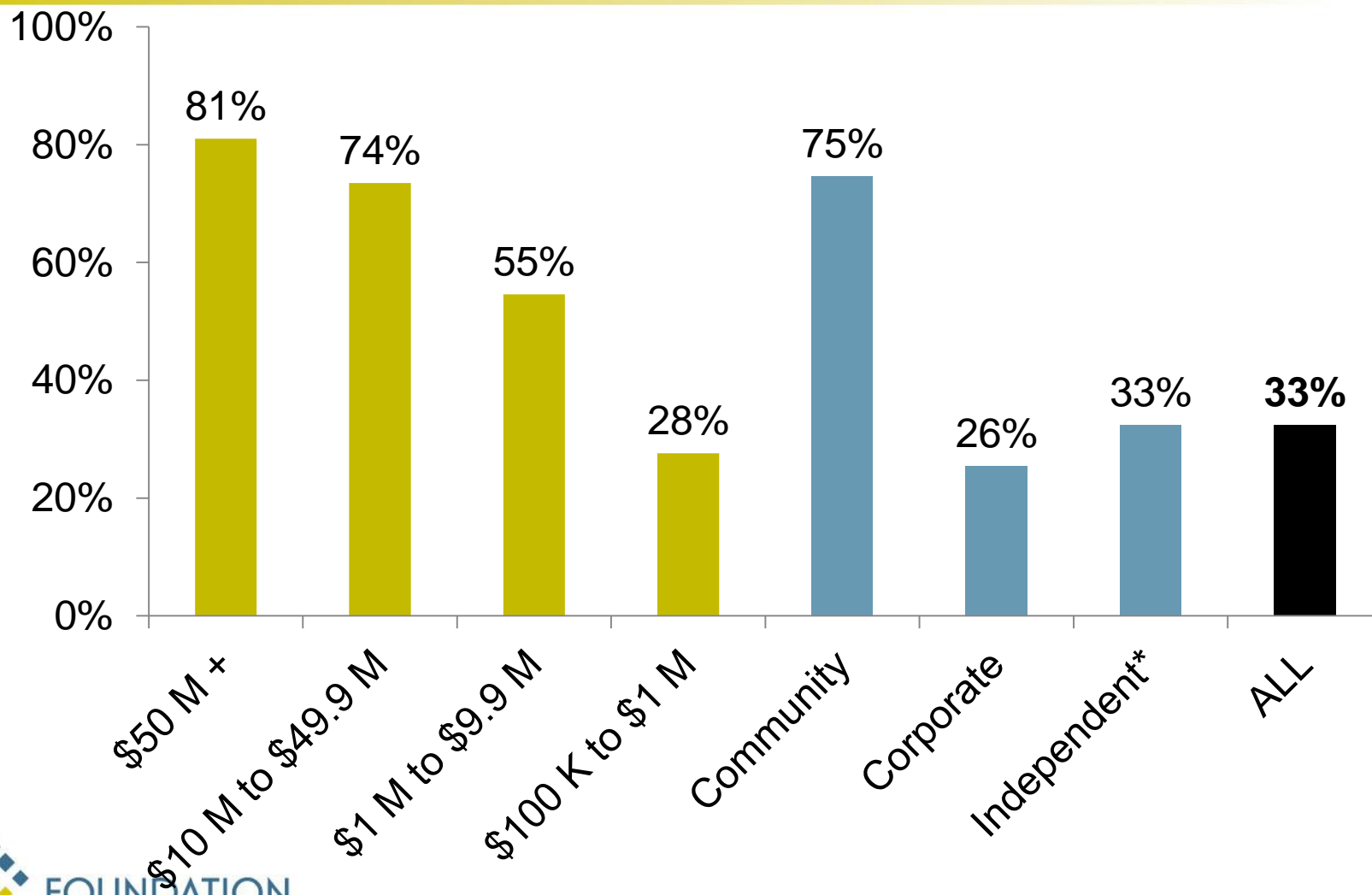
Methodology

- 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



Reasons for not using a consultant

☐ NOW
☒ LATER

Consultant Services Used

**INFORMATION
@TECHNOLOGY**

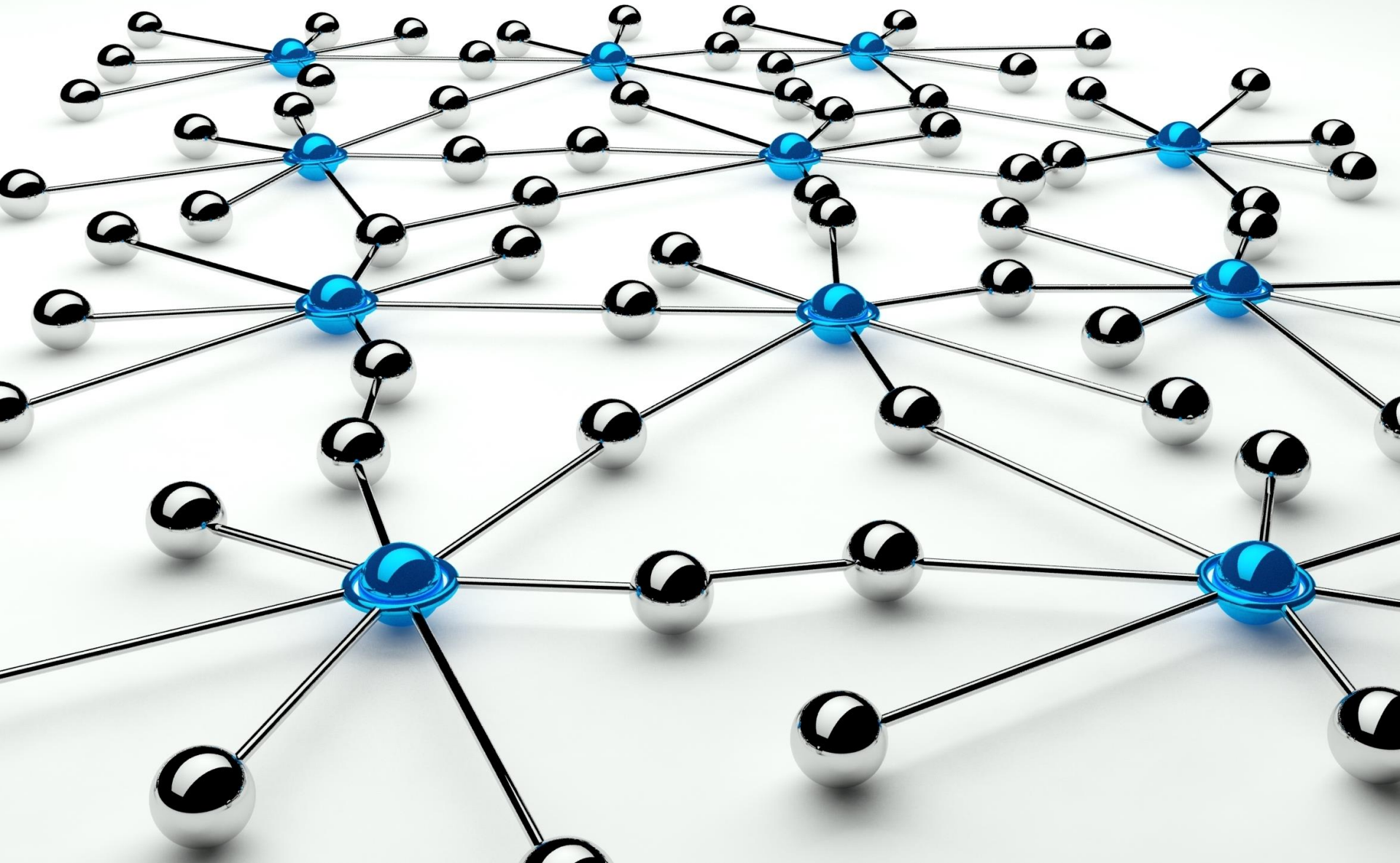


Why Foundations Use Consultants

Expert

An expert is someone
with some
experience through
extensive knowledge
called in for advice

Means of Identifying Consultants



Satisfaction with Consultants



FOUNDATION
CENTER

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

Contact Information

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