GRANTEE PERCEPTION REPORT®

PREPARED FOR

New Hampshire Charitable Foundation

JANUARY 2019

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EFFECTIVE PHILANTHROPY

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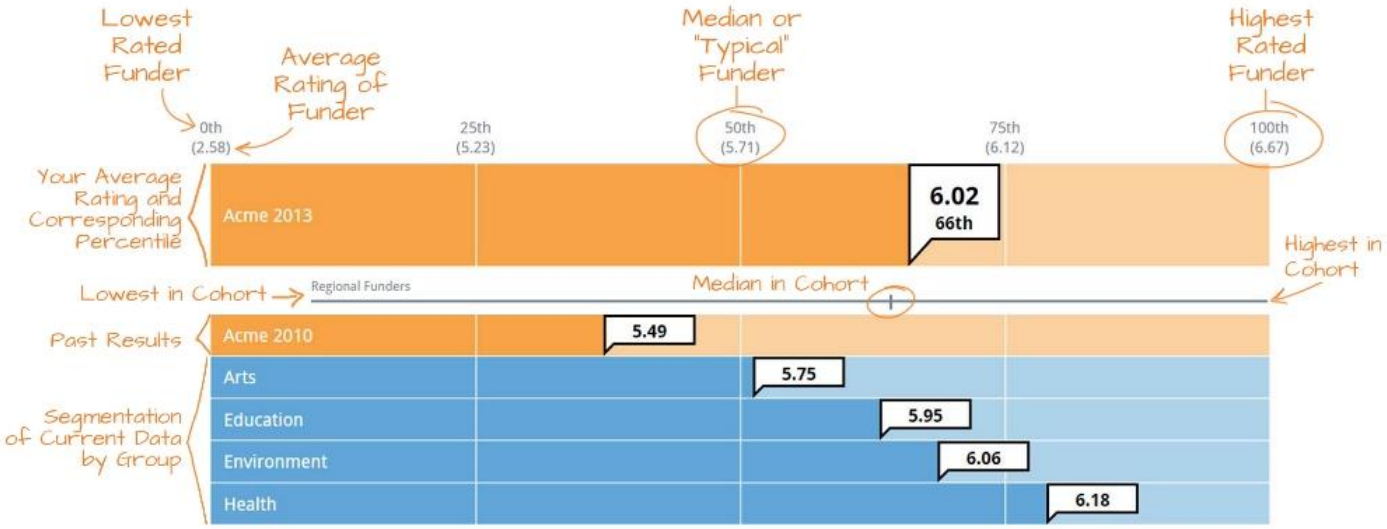
The online version of this report can be accessed at cep.surveyresults.org.

Interpreting Your Charts

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



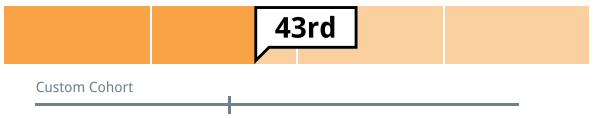
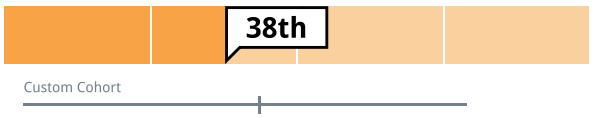
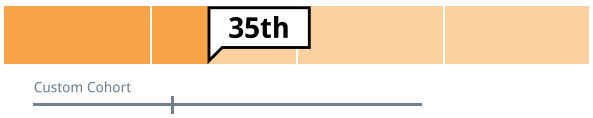
Missing data: Selected grantee ratings are not displayed in this report due to changes in the survey instrument, or when a question received fewer than 5 responses.

STATISTICAL SIGNIFICANCE OF CHANGES OVER TIME

CEP compares your past ratings to your current ratings, testing for statistically significant differences. An asterisk in your current results denotes a statistically significant difference between your current rating and the previous rating.

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.

Key Measures	Trend Data	Average Rating	Percentile Rank
Field Impact Impact on Grantees' Fields		5.52	
Community Impact Impact on Grantees' Communities		5.82	
Organizational Impact Impact on Grantees' Organizations		6.08	
Relationships Strength of Relationships with Grantees		6.11	
Selection Process Helpfulness of the Selection Process		4.77	

Word Cloud

Grantees were asked, "At this point in time, what is one word that best describes the Foundation?" In the "word cloud" below, the size of each word indicates the frequency with which it was written by grantees. The color of each word is stylistic and not indicative of its frequency. Twenty-one grantees described NHCF as "Supportive," the most commonly used word.

Survey Population

Survey	Survey Fielded	Survey Population	Number of Responses Received	Survey Response Rate
NHCF 2018	September and October 2018	380	242	64%
NHCF 2014	September and October 2014	361	232	64%
NHCF 2008	February and March 2008	380	248	65%

Survey Year	Year of Active Grants
NHCF 2018	2017 - 2018
NHCF 2014	2013 - 2014
NHCF 2008	2007 - 2008

Throughout this report, New Hampshire Charitable Foundation's survey results are compared to CEP's broader dataset of more than 40,000 grantees built up over more than a decade of grantee surveys of more than 250 funders. The full list of participating funders can be found at http://cep.org/gpr-participants.

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

Subgroups

In addition to showing NHCF's overall ratings, this report shows grantees' ratings segmented by Grant Program. The online version of this report also shows ratings segmented by Vision Area, Initiative, and Express vs. Non-Express.

Grant Program	Number of Responses
Community: Express	70
Community: Project and Operating	82
David Brooks Music Fund	5
Mary Gale Foundation	5
Neil and Louise Tillotson Fund	18
Substance Use Disorders	5
Wellborn Ecology Fund	5
Multiple Grant Programs	22
Other/Don't Know	30

Vision Area	Number of Responses
Art & Culture	35
Civic Engagement	18
Early Childhood Development	13
Economic Development	14
Education	33
Environment	31
Health and Well-being	97

Initiative	Number of Responses
Early Childhood Development	13
Education and Career	12
Family and Youth Supports	33
SUD	17
None	167

Express vs. Non-Express	Number of Responses
Non-Express Grantees	172
Express Grantees	70

Subgroup Methodology

Based on guidance from the Foundation, CEP tagged grantees into the following subgroups using data provided by NHCF in its grantee list and grantee survey responses. Descriptions of the composition of each subgroup are below.

- **Grant Program**: Using grantee-reported data on their NHCF grant programs, CEP tagged all grantees into 9 groups.
  - The 'Multiple Grant Programs' category includes all grantees who selected more than one grant program, with the exception of grantees who selected 'David Brooks Music Fund.'
  - The 'David Brooks Music Fund' category includes all grantees who selected the 'David Brooks Music Fund' grant program, even if they selected other grant programs.
  - The 'Other/Don't Know' category includes all grantees who selected 'Don't know' or 'Other.'

- **Vision Area**: Using the Foundation's grantee list, CEP tagged grantees into 7 groups.
  - This grouping excludes 1 grantee tagged as 'Other' in the Foundation's list.

- **Initiative**: Using the Foundation's grantee list, CEP tagged all grantees into 5 groups.

- **Express vs. Non-Express**: Using grantee-reported data on their NHCF grant programs, CEP tagged all grantees into 2 groups.

Summary of Differences by Subgroup

Grant Program: Grantee perceptions vary widely across grant program. In particular:

- Neil and Louise Tillotson Fund grantees rate *significantly higher* than grantees of other program areas on some report measures, including the Foundation's impact on their fields and organizations, most measures related to Foundation's understanding of their work contexts, and aspects of their funder-grantee relationships.

- Community Express grantees rate *significantly lower* than grantees of other program areas on most report measures, including the Foundation's impact on their fields, communities, and organizations, most measures related to the Foundation's understanding of their work contexts, aspects of their funder-grantee relationships, and the helpfulness of NHCF's selection process.

- **Note**: CEP is only able to run statistical analysis for groups of size 10 or greater, which for the Grant Program segmentation consists of the Community: Express, Community: Project and Operating, Neil and Louise Tillotson Fund, Multiple Grant Programs, and Other/Don't Know subgroups.

Vision Area: While there are variations, no group consistently rates higher or lower than others when grantees are segmented by vision area.

Initiative: Ratings trend higher across the report for Early Childhood Development grantees.

- **Note**: due to the small sizes of initiatives, the patterns here reflect places where average ratings tend to be at least 0.3 points higher than the Foundation overall on over a third of all Likert-style questions (n = 48). These differences do not always reach statistical significance.

Comparative Cohorts

Customized Cohort

NHCF selected a set of 12 funders to create a smaller comparison group that more closely resembles NHCF in scale and scope.

Custom Cohort
California Community Foundation
Central Indiana Community Foundation
Communities Foundation of Texas
Grand Rapids Community Foundation
Hawai'i Community Foundation
New Hampshire Charitable Foundation
Rhode Island Foundation
Rochester Area Community Foundation
The Boston Foundation
The Greater Cincinnati Foundation
The Minneapolis Foundation
The Saint Paul Foundation

Standard Cohorts

CEP also included 16 standard cohorts to allow for comparisons to a variety of different types of funders.

Strategy Cohorts

Cohort Name	Count	Description
Small Grant Providers	32	Funders with median grant size of $20K or less
Large Grant Providers	78	Funders with median grant size of $200K or more
High Touch Funders	36	Funders for which a majority of grantees report having contact with their primary contact monthly or more often
Intensive Non-Monetary Assistance Providers	32	Funders that provide at least 30% of grantees with comprehensive or field-focused assistance as defined by CEP
Proactive Grantmakers	68	Funders that make at least 90% of grants by invitation only
Responsive Grantmakers	75	Funders that make at most 10% of grants by invitation only
International Funders	38	Funders that fund outside of their own country

Annual Giving Cohorts

Cohort Name	Count	Description
Funders Giving Less Than $5 Million	52	Funders with annual giving of less than $5 million
Funders Giving $50 Million or More	56	Funders with annual giving of $50 million or more

Foundation Type Cohorts

Cohort Name	Count	Description
Private Foundations	143	All private foundations in the GPR dataset
Family Foundations	67	All family foundations in the GPR dataset
Community Foundations	34	All community foundations in the GPR dataset
Health Conversion Foundations	29	All health conversation foundations in the GPR dataset
Corporate Foundations	17	All corporate foundations in the GPR dataset

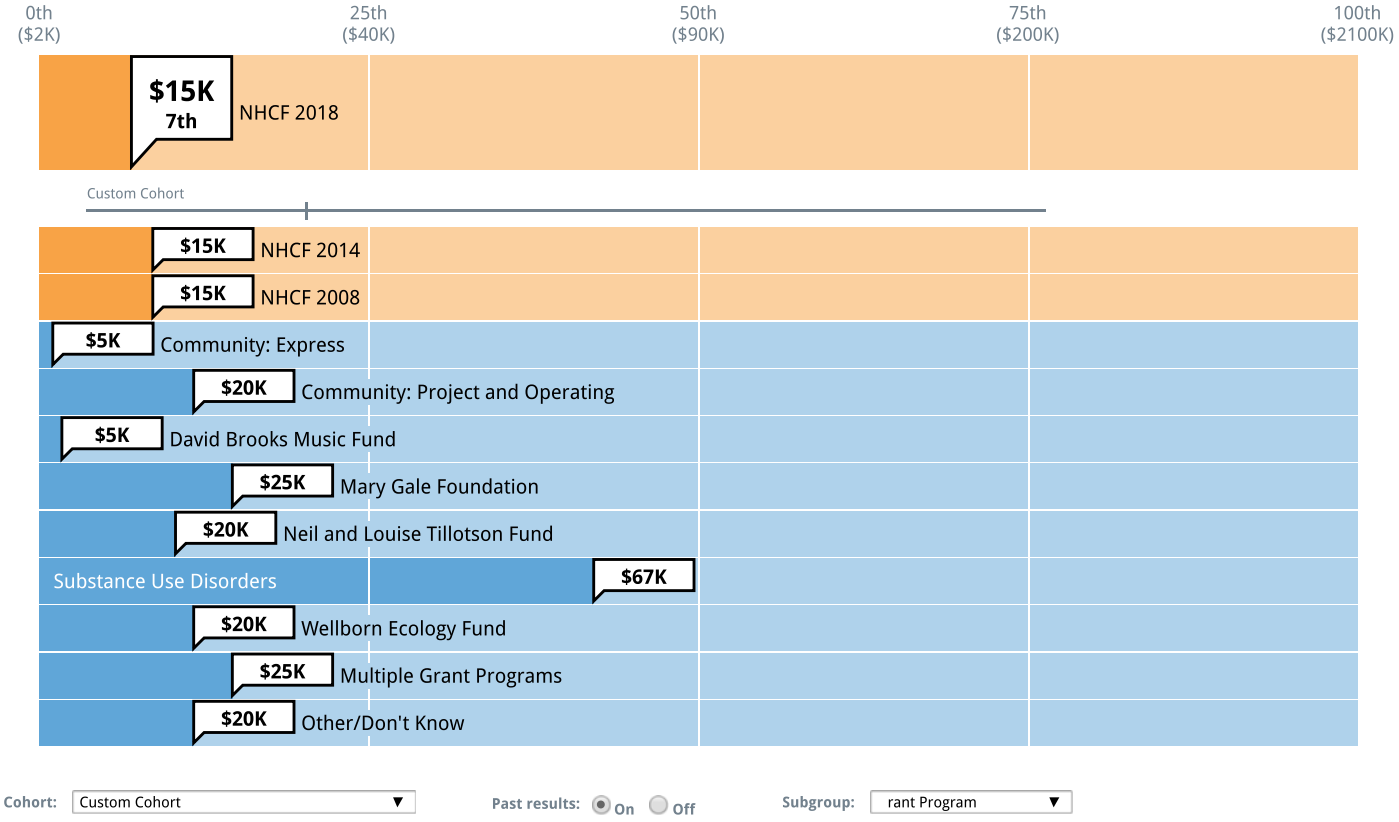
Other Cohorts

Cohort Name	Count	Description
Funders Outside the United States	15	Funders that are primarily based outside the United States
Recently Established Foundations	60	Funders that were established in 2000 or later

Grantmaking Characteristics

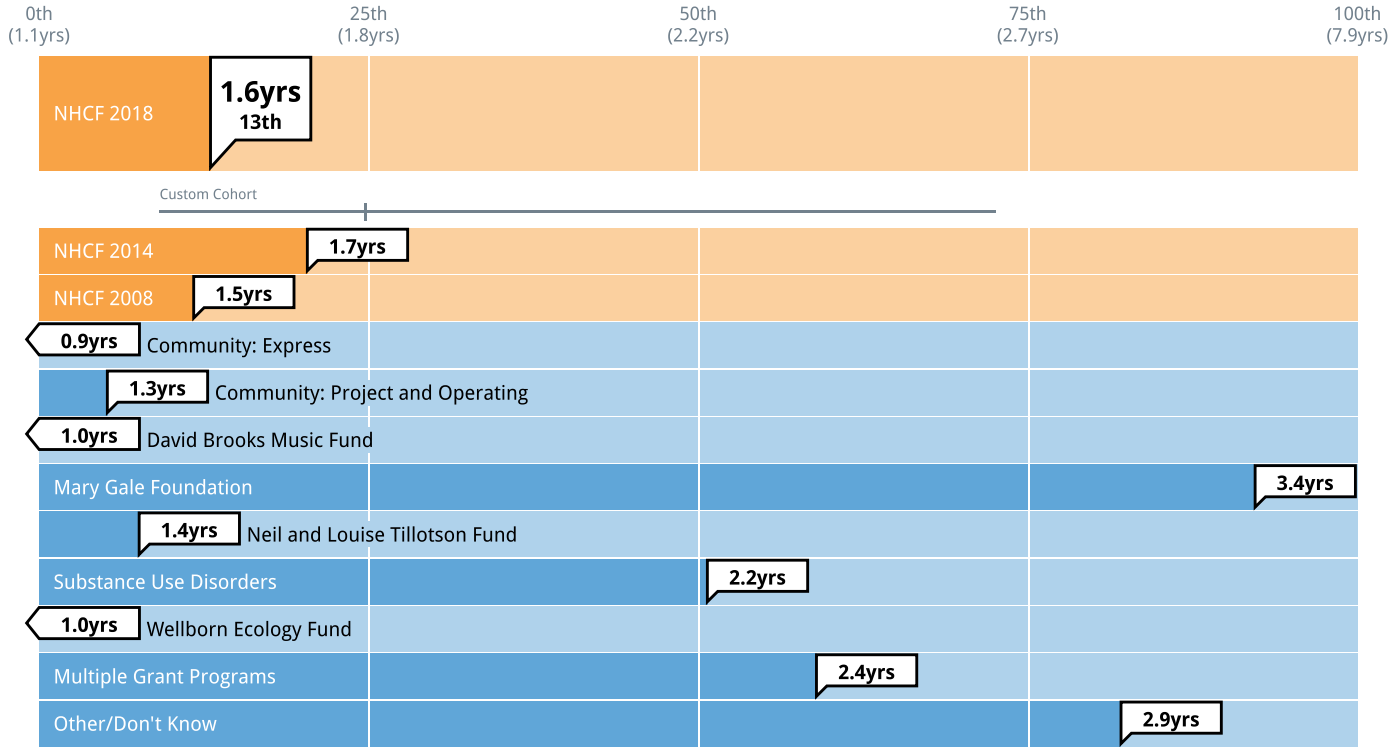
Foundations make different choices about the ways they organize themselves, structure their grants, and the types of grantees they support. The following charts and tables show some of these important characteristics. The information is based on self-reported data from funders and grantees, and further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

Median Grant Size



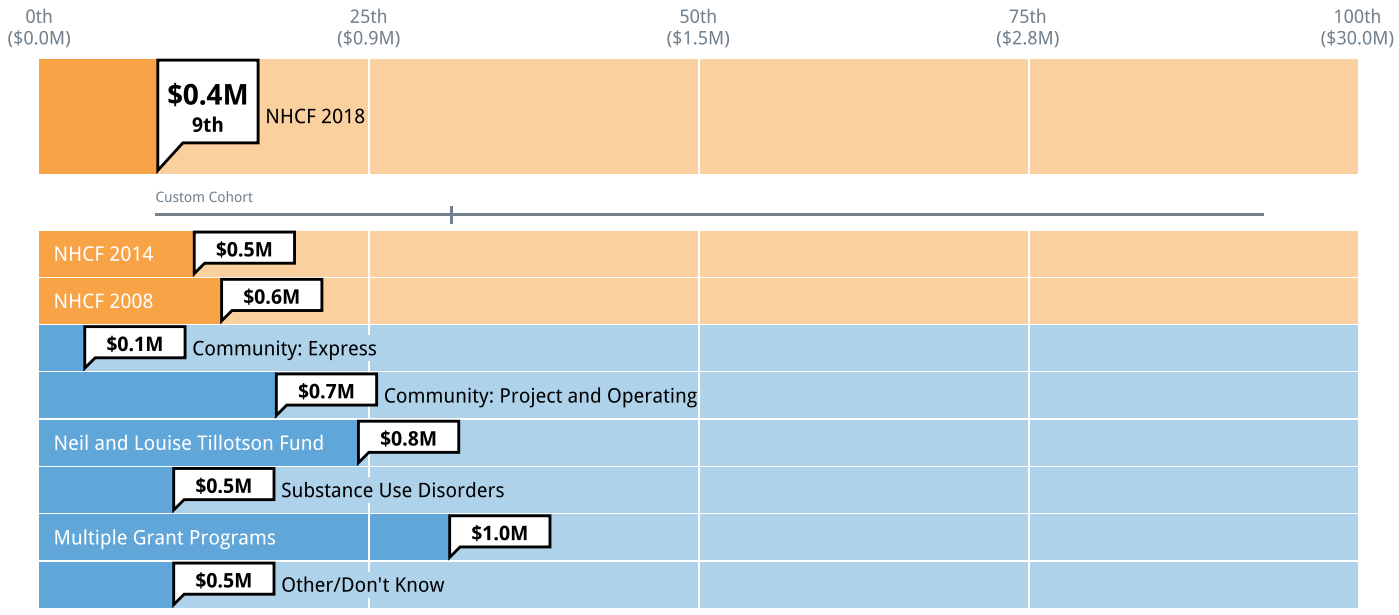
Cohort: Custom Cohort ▼ Past results: On Off Subgroup: rant Program ▼

Average Grant Length



Cohort: Custom Cohort ▼ Past results: On Off Subgroup: rant Program ▼

Median Organizational Budget



Cohort: Custom Cohort ▼ Past results: On Off Subgroup: rant Program ▼

Type of Support	NHCF 2018	NHCF 2014	NHCF 2008	Average Funder	Custom Cohort
Percent of grantees receiving general operating/core support	27%	28%	20%	21%	19%
Percent of grantees receiving program/project support	61%	58%	63%	65%	67%
Percent of grantees receiving other types of support	12%	15%	17%	14%	14%

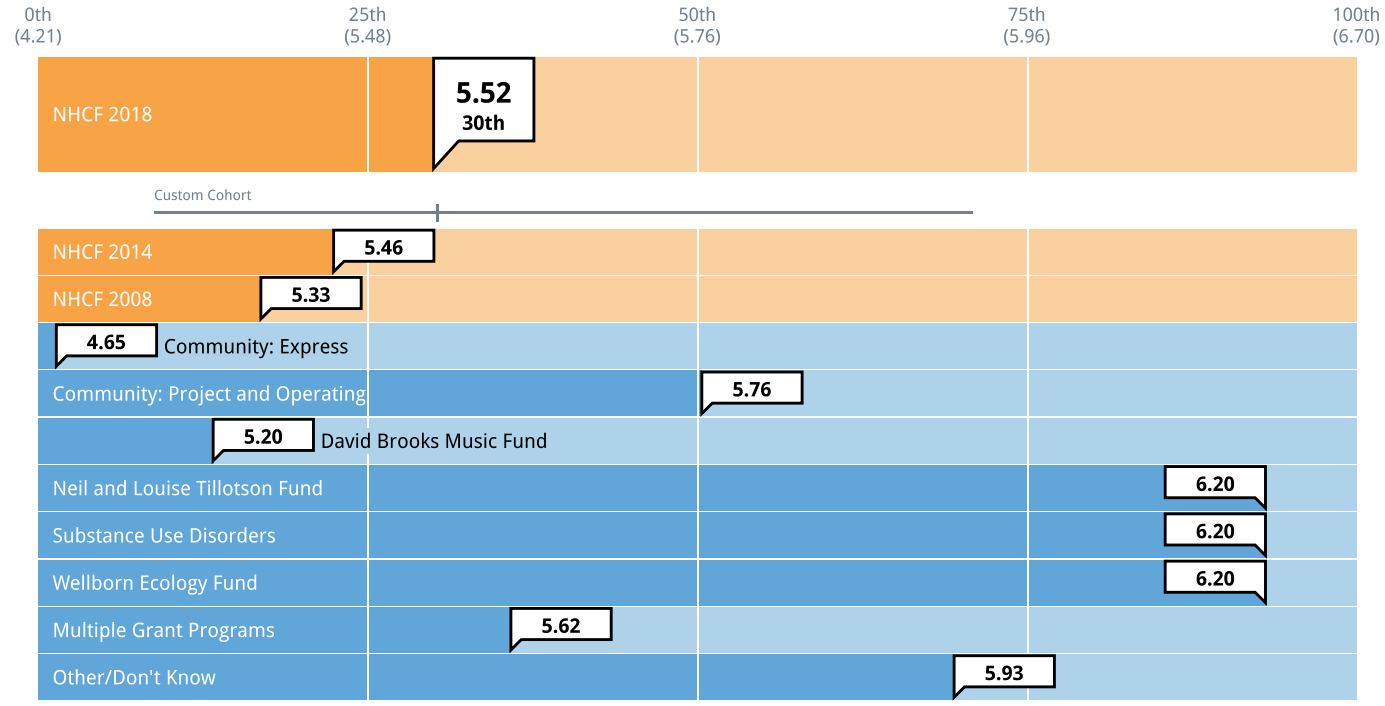
Grant History	NHCF 2018	NHCF 2014	Average Funder	Custom Cohort
Percentage of first-time grants	21%	16%	29%	28%

Program Staff Load	NHCF 2018	NHCF 2014	NHCF 2008	Median Funder	Custom Cohort
Dollars awarded per program staff full-time employee	$4M	$3.2M	$2.9M	$2.7M	$5.6M
Applications per program full-time employee	54	48	76	29	39
Active grants per program full-time employee	43	48	47	33	28

Impact on and Understanding of Grantees' Fields

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

1 = No impact 7 = Significant positive impact



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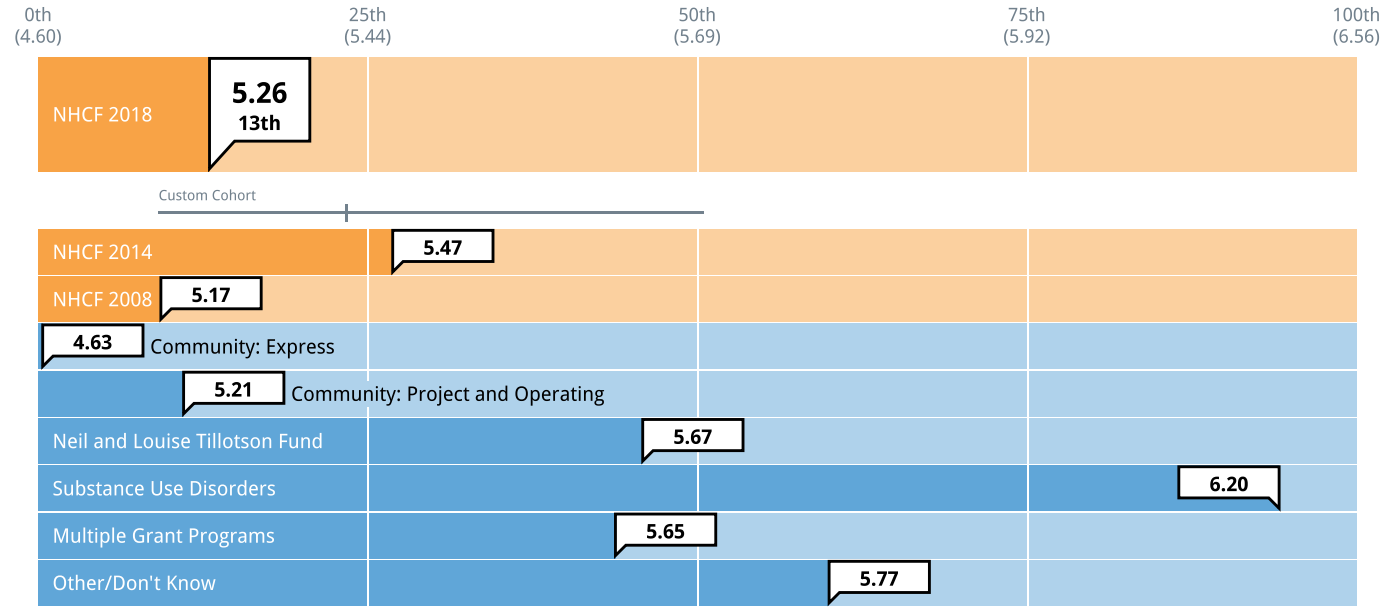
How well does NHCF understand the field in which you work?

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

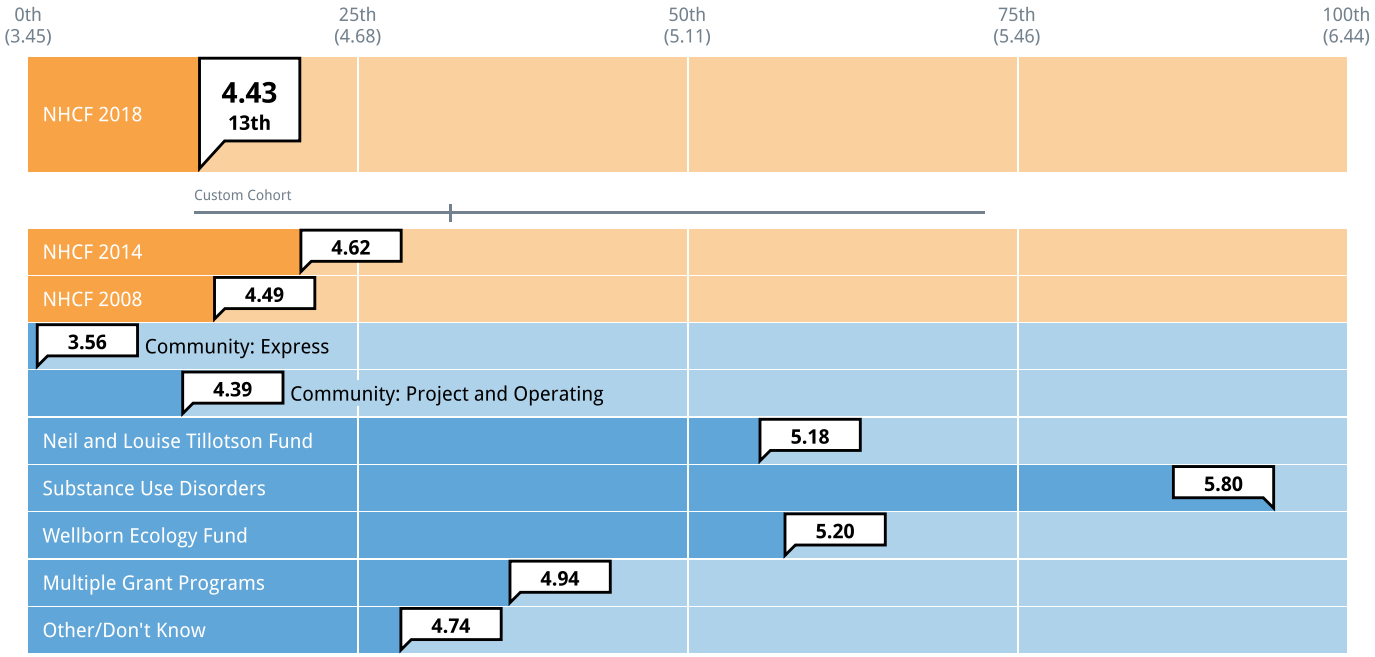


Cohort: Custom Cohort ▼ Past results: On Off Subgroup: rant Program ▼

Advancing Knowledge and Public Policy

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

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



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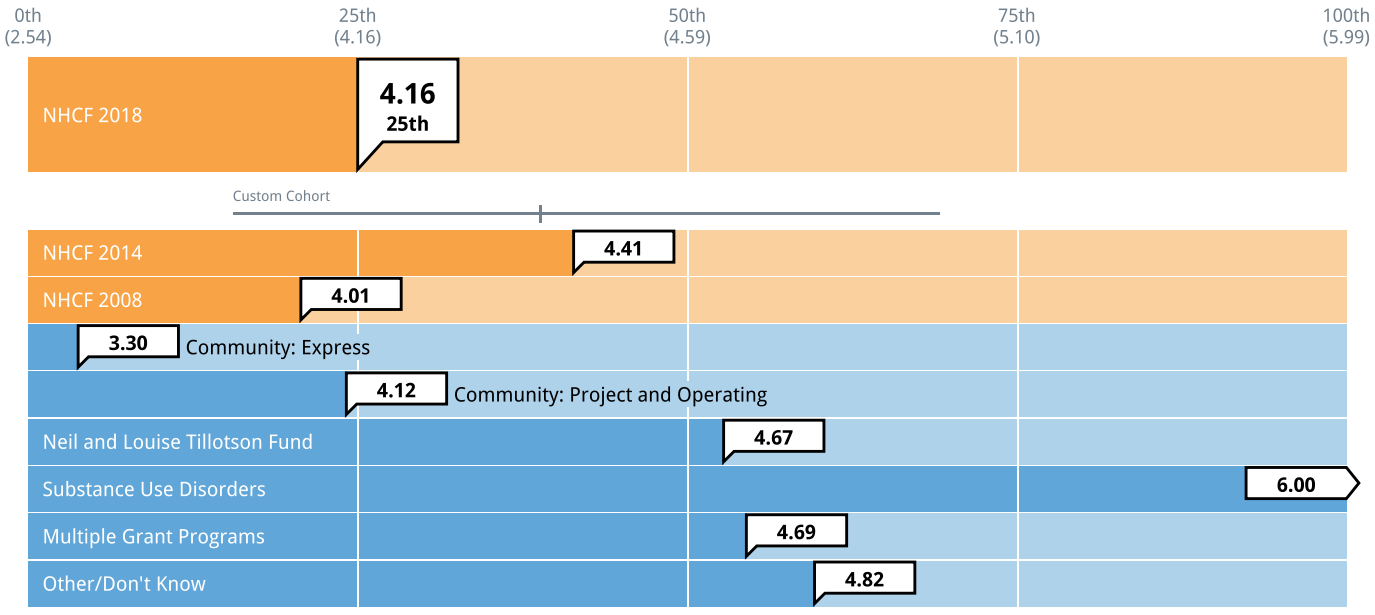
To what extent has NHCF affected public policy in your field?

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

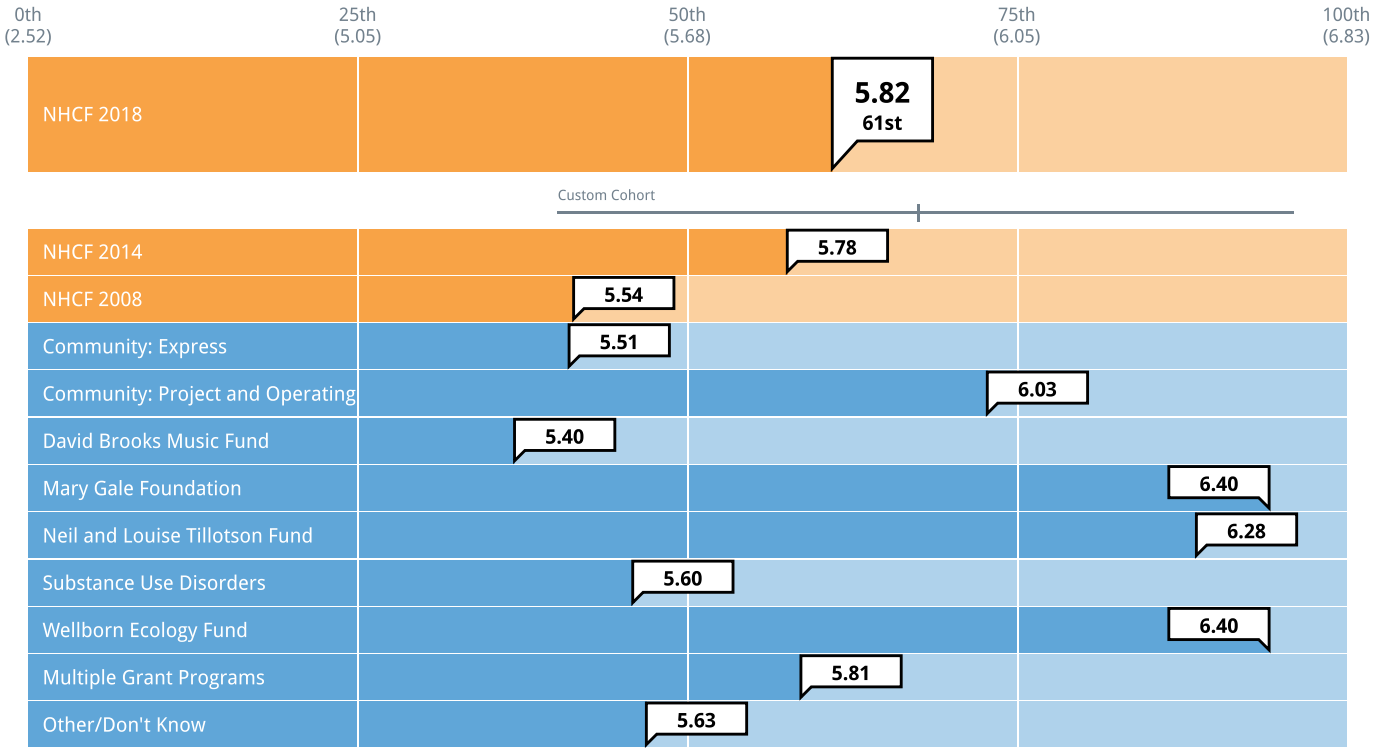


Cohort: Custom Cohort ▼ Past results: On Off Subgroup: rant Program ▼

Impact on and Understanding of Grantees' Local Communities

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

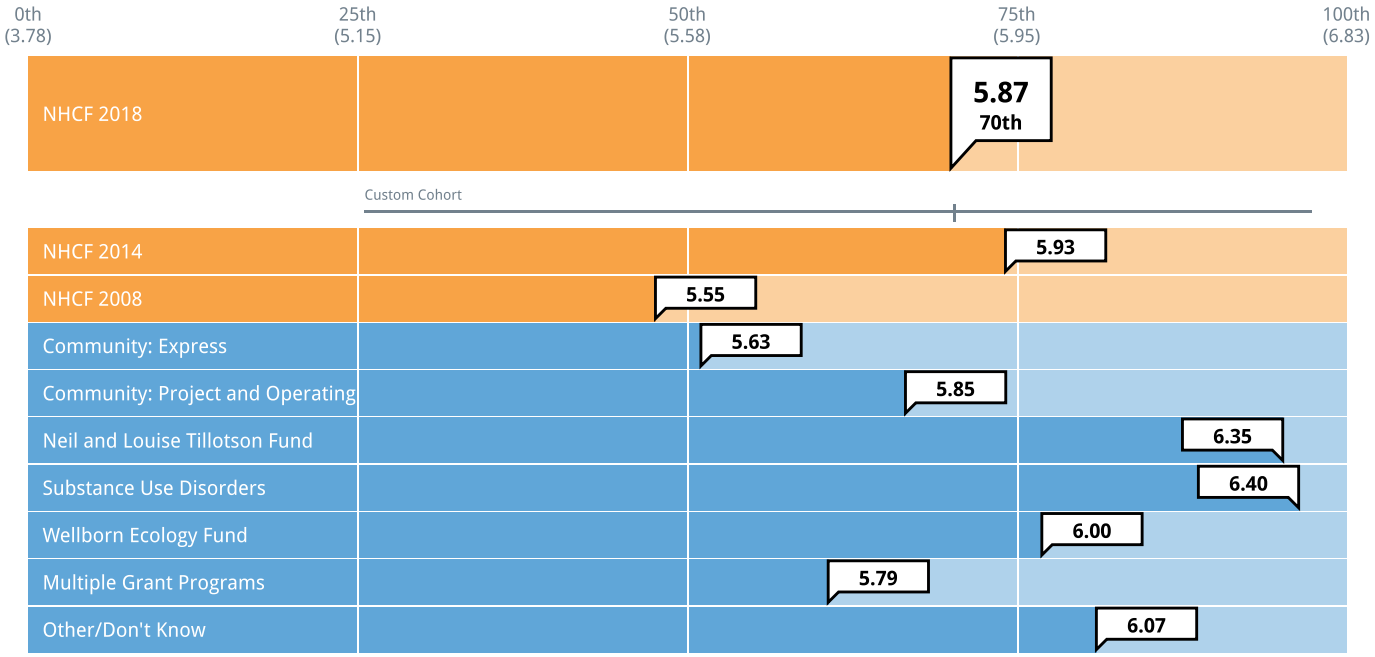
1 = No impact **7** = Significant positive impact



Cohort: Custom Cohort ▼ Past results: On Off Subgroup: rant Program ▼

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

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

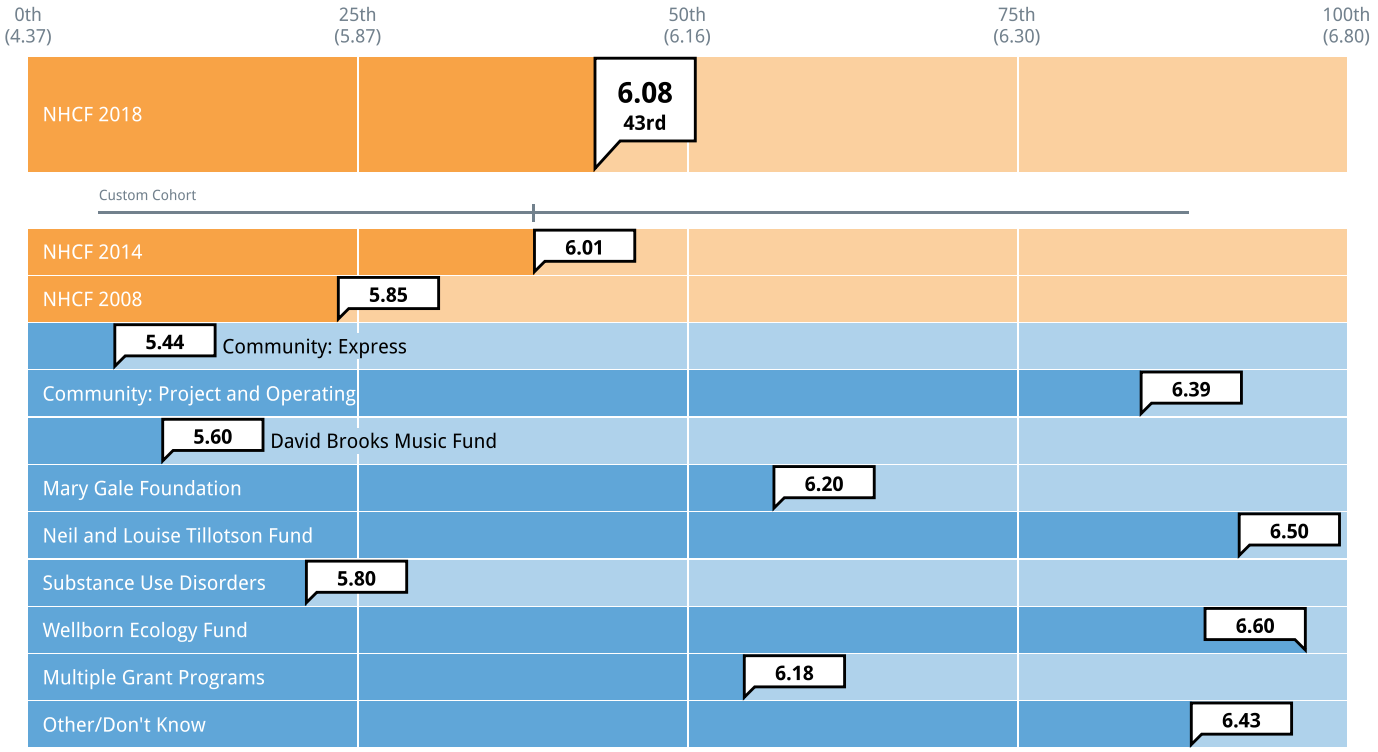


Cohort: Custom Cohort ▼ Past results: On Off Subgroup: rant Program ▼

Impact on and Understanding of Grantees' Organizations

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

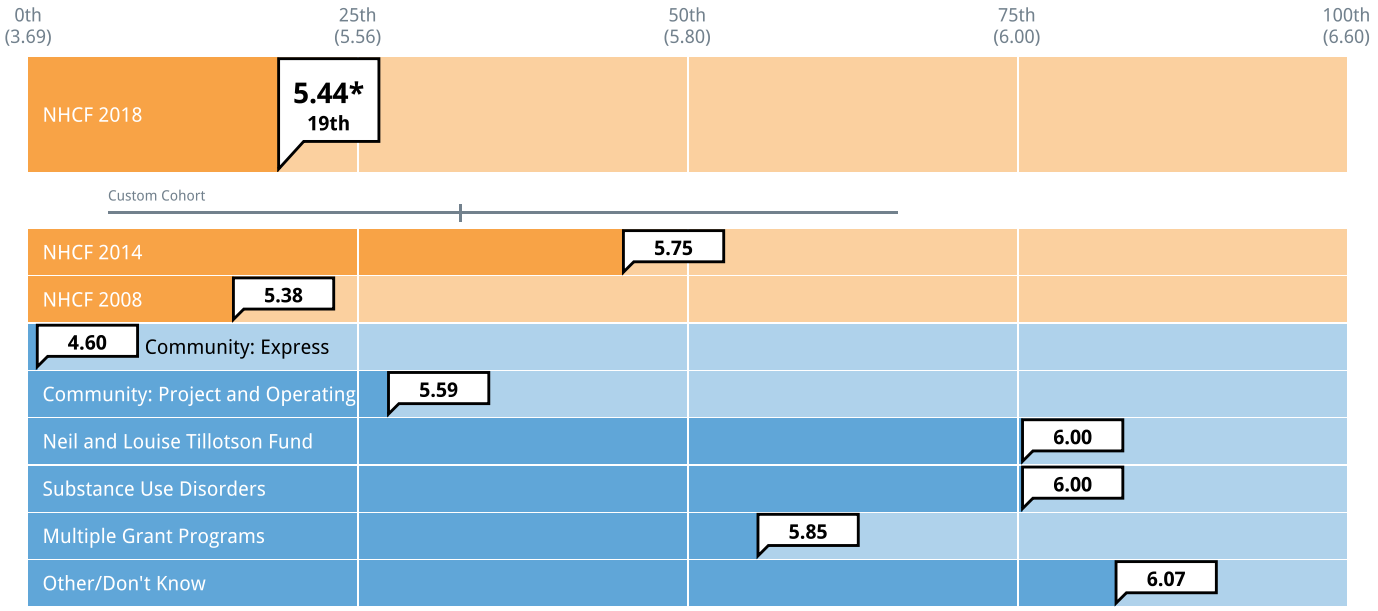
1 = No impact **7** = Significant positive impact



Cohort: Custom Cohort ▼ Past results: On Off Subgroup: rant Program ▼

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

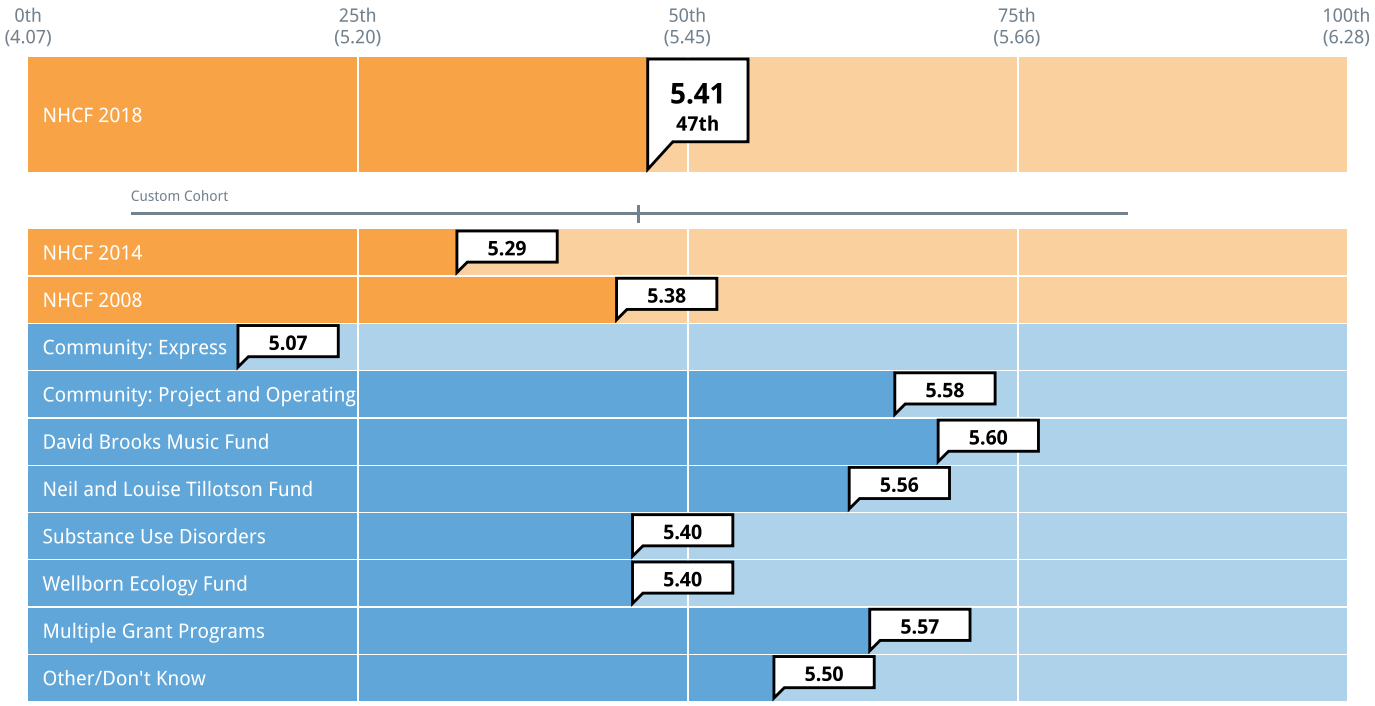
1 = Limited understanding **7** = Thorough understanding



Cohort: Custom Cohort ▼ Past results: On Off Subgroup: rant Program ▼

How much, if at all, did NHCF improve your ability to sustain the work funded by this grant in the future?

1 = Did not improve ability **7** = Substantially improved ability

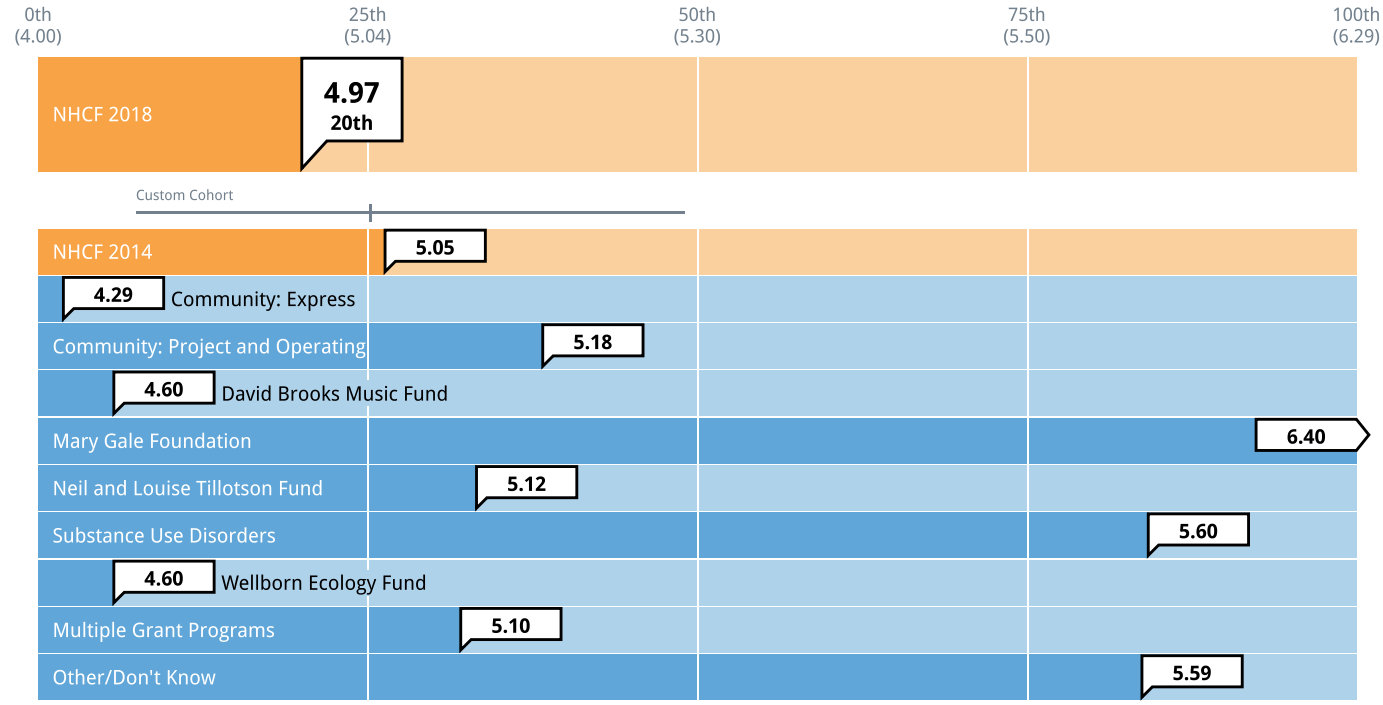


Cohort: Custom Cohort ▼ Past results: On Off Subgroup: rant Program ▼

Grantee Challenges

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

1 = Not at all aware **7** = Extremely aware



Cohort: Custom Cohort ▼ Past results: On Off Subgroup: rant Program ▼

Funder-Grantee Relationships

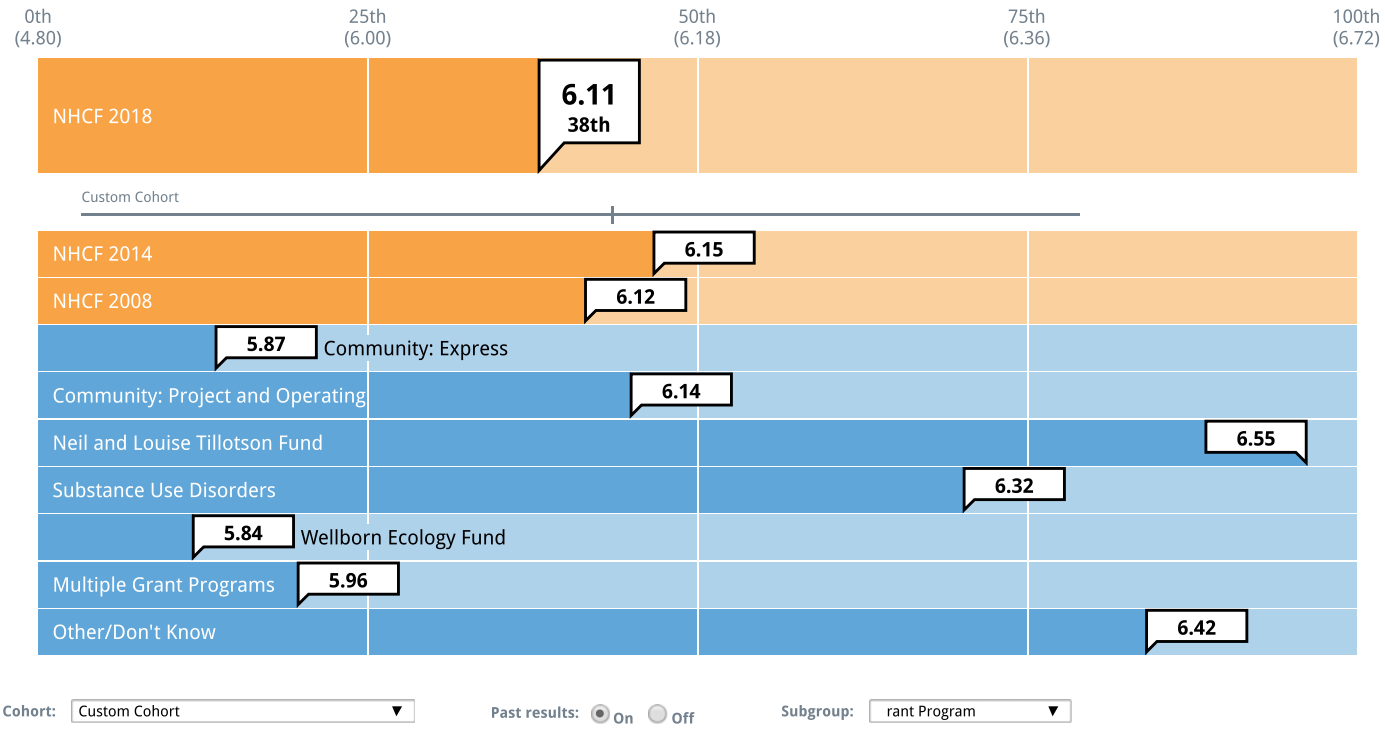
Funder-Grantee Relationships Summary Measure

The quality of interactions and the clarity and consistency of communications together create the larger construct that CEP refers to as "relationships." The relationships measure below is an average of grantee ratings on the following measures:

1. Fairness of treatment by NHCF
2. Comfort approaching NHCF if a problem arises
3. Responsiveness of NHCF staff
4. Clarity of communication of NHCF's goals and strategy
5. Consistency of information provided by different communications

Funder-Grantee Relationships Summary Measure

1 = Very negative **7** = Very positive

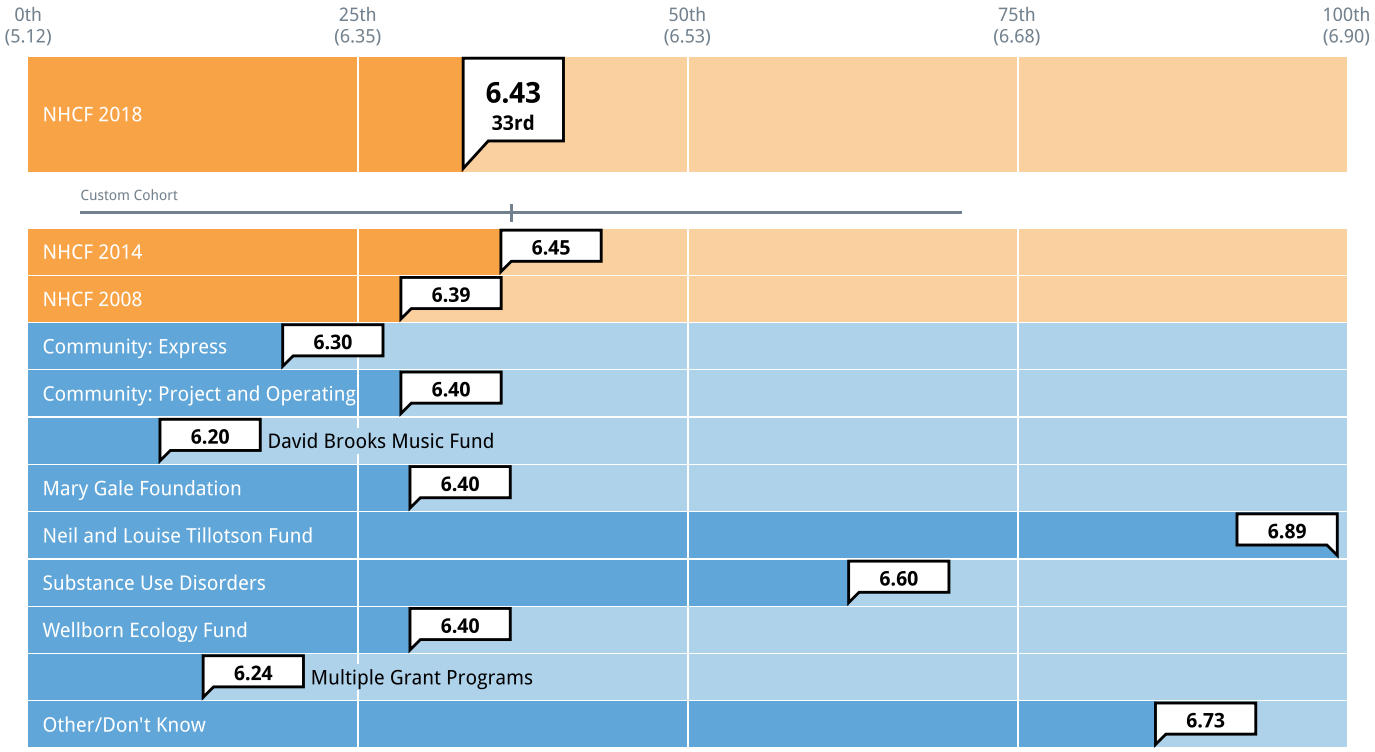


Cohort: Custom Cohort ▼ Past results: On Off Subgroup: rant Program ▼

Quality of Interactions

Overall, how fairly did NHCF treat you?

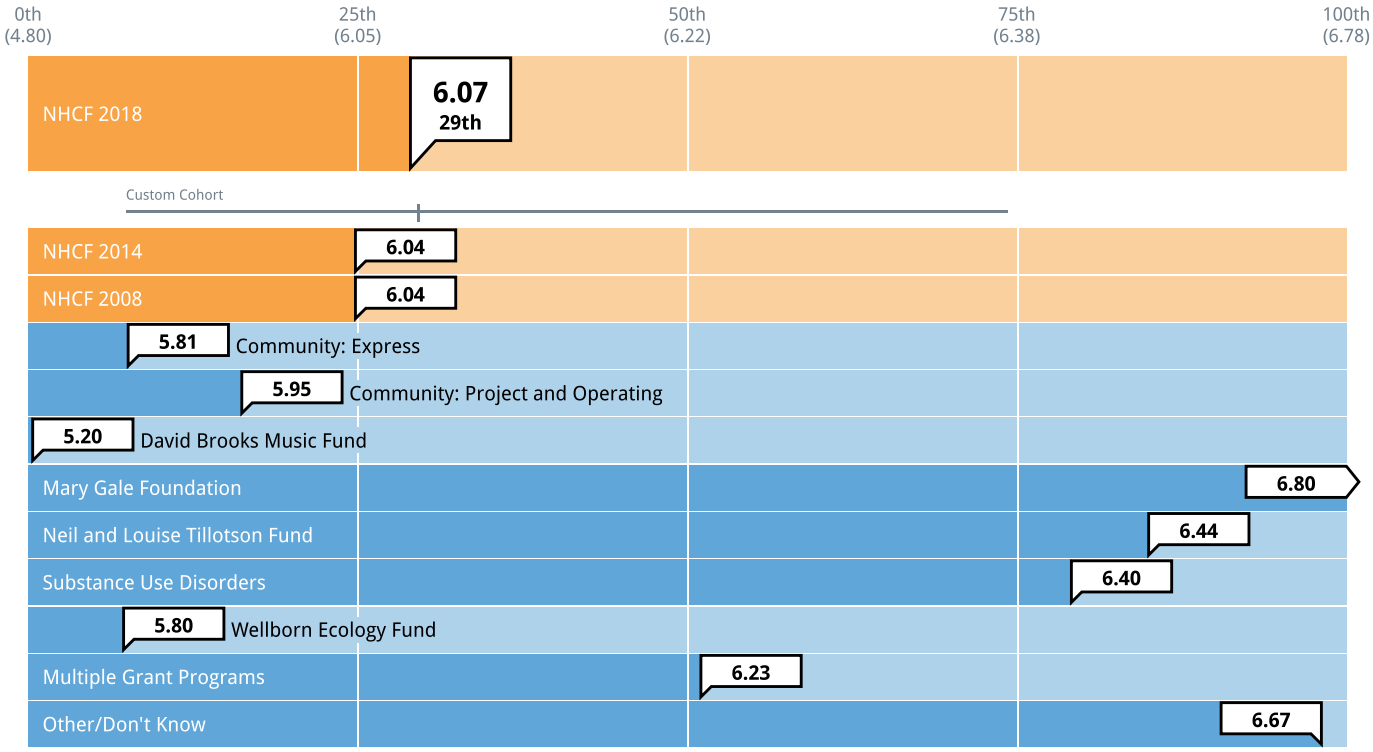
1 = Not at all fairly **7** = Extremely fairly



Cohort: Custom Cohort ▼ Past results: On Off Subgroup: rant Program ▼

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

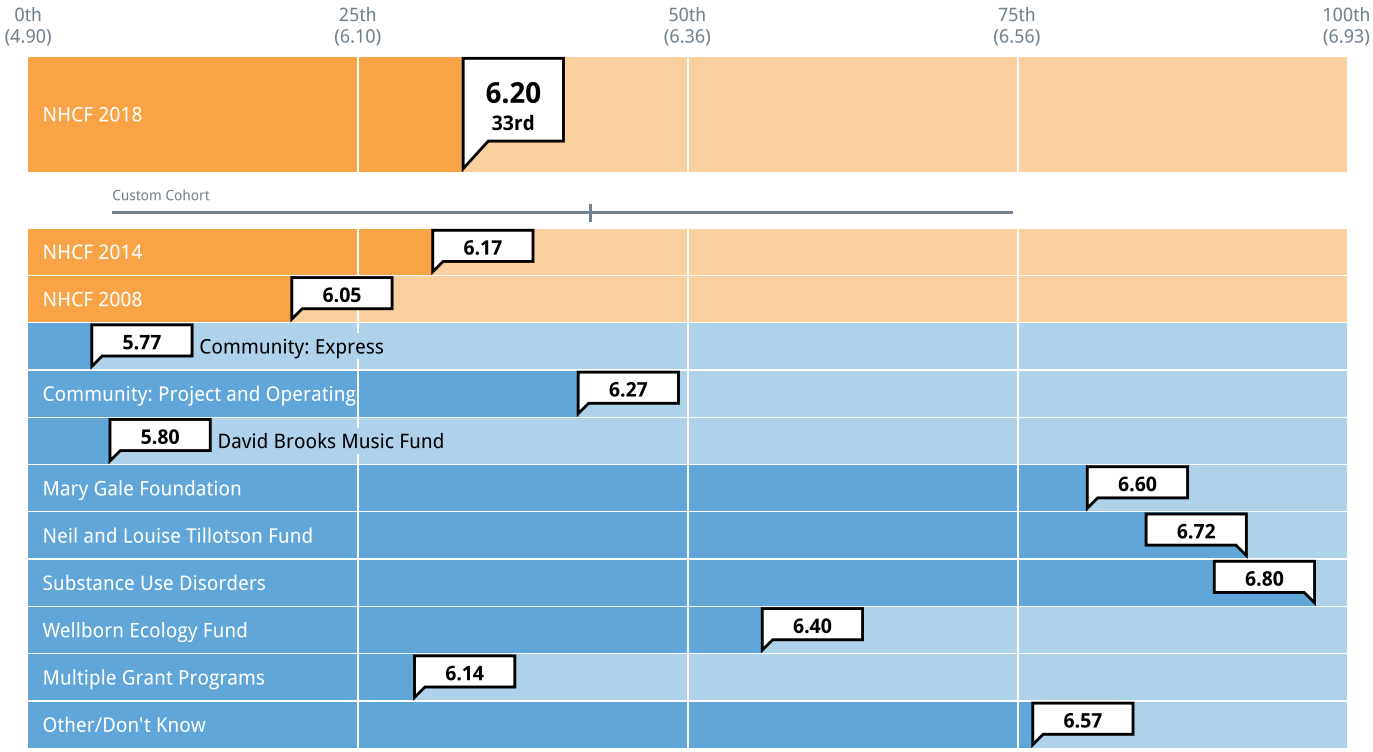
1 = Not at all comfortable **7** = Extremely comfortable



Cohort: Custom Cohort ▼ Past results: On Off Subgroup: rant Program ▼

Overall, how responsive was NHCF staff?

1 = Not at all responsive **7** = Extremely responsive



Cohort: Custom Cohort ▼ Past results: On Off Subgroup: rant Program ▼

Interaction Patterns

"How often do/did you have contact with your program officer during this grant?"

Frequency of Contact with your program officer	NHCF 2018	NHCF 2014	NHCF 2008	Average Funder	Custom Cohort
Weekly or more often	2%	4%	1%	3%	2%
A few times a month	5%	4%	5%	11%	6%
Monthly	6%	10%	6%	15%	10%
Once every few months	43%	40%	45%	53%	50%
Yearly or less often	44%	42%	43%	18%	32%

Frequency of Contact with your program officer (By Subgroup)	Community: Express	Community: Project and Operating	David Brooks Music Fund	Mary Gale Foundation	Neil and Louise Tillotson Fund	Substance Use Disorders	Wellborn Ecology Fund	Multiple Grant Programs	Other/Don't Know
Weekly or more often	0%	2%	0%	0%	0%	20%	0%	0%	3%
A few times a month	6%	1%	0%	20%	18%	0%	0%	9%	3%
Monthly	3%	6%	20%	20%	6%	20%	0%	9%	3%
Once every few months	26%	57%	20%	20%	47%	40%	80%	36%	52%
Yearly or less often	66%	33%	60%	40%	29%	20%	20%	45%	38%

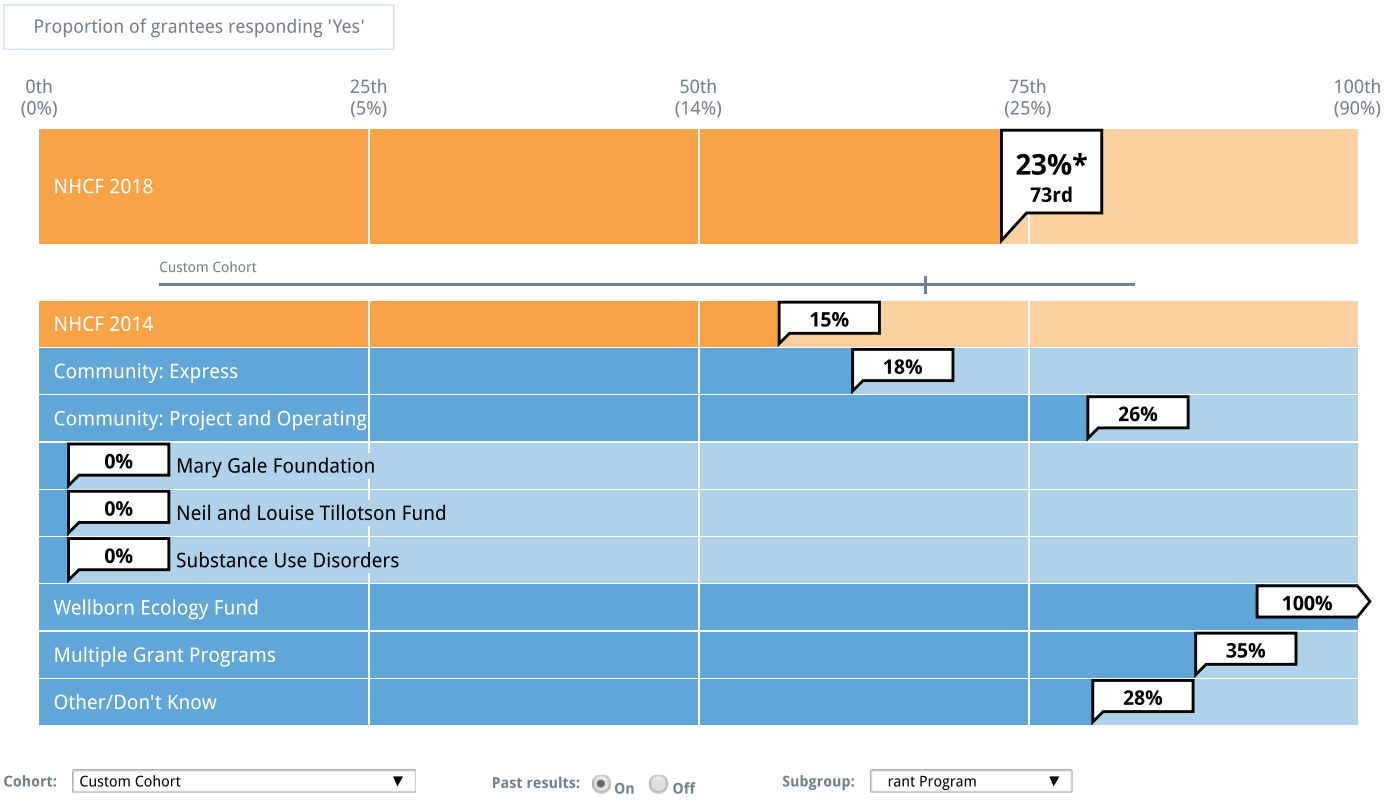
"Who most frequently initiated the contact you had with your program officer?"

Initiation of Contact with your program officer	NHCF 2018	NHCF 2014	NHCF 2008	Average Funder	Custom Cohort
Your program officer	10%	4%	11%	15%	12%
Both of equal frequency	33%	40%	33%	50%	42%
Grantee	57%	56%	56%	35%	46%

Initiation of Contact with your program officer (By Subgroup)	Community: Express	Community: Project and Operating	David Brooks Music Fund	Mary Gale Foundation	Neil and Louise Tillotson Fund	Substance Use Disorders	Wellborn Ecology Fund	Multiple Grant Programs	Other/Don't Know
Your program officer	4%	12%	0%	40%	17%	0%	40%	5%	4%
Both of equal frequency	19%	37%	25%	20%	50%	60%	20%	32%	43%
Grantee	77%	51%	75%	40%	33%	40%	40%	63%	52%

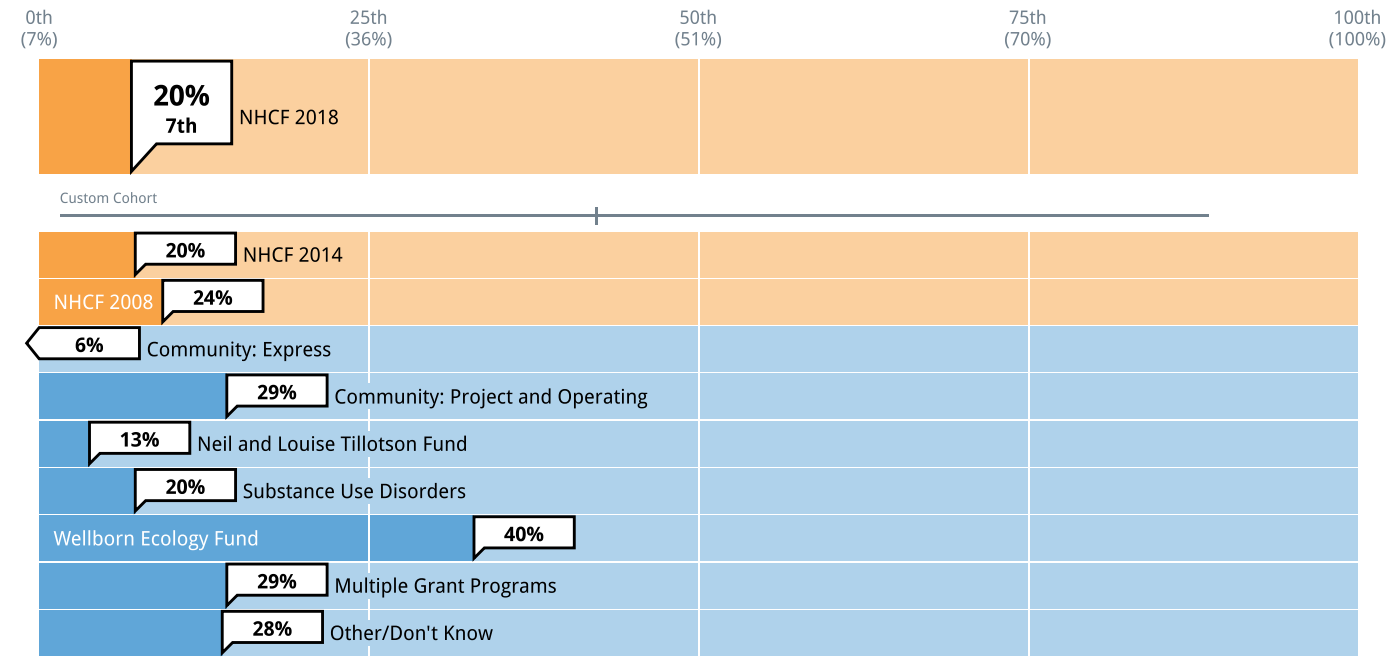
Contact Change and Site Visits

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



Cohort: Custom Cohort ▼ Past results: On Off Subgroup: rant Program ▼

Did NHCF conduct a site visit during the course of this grant?

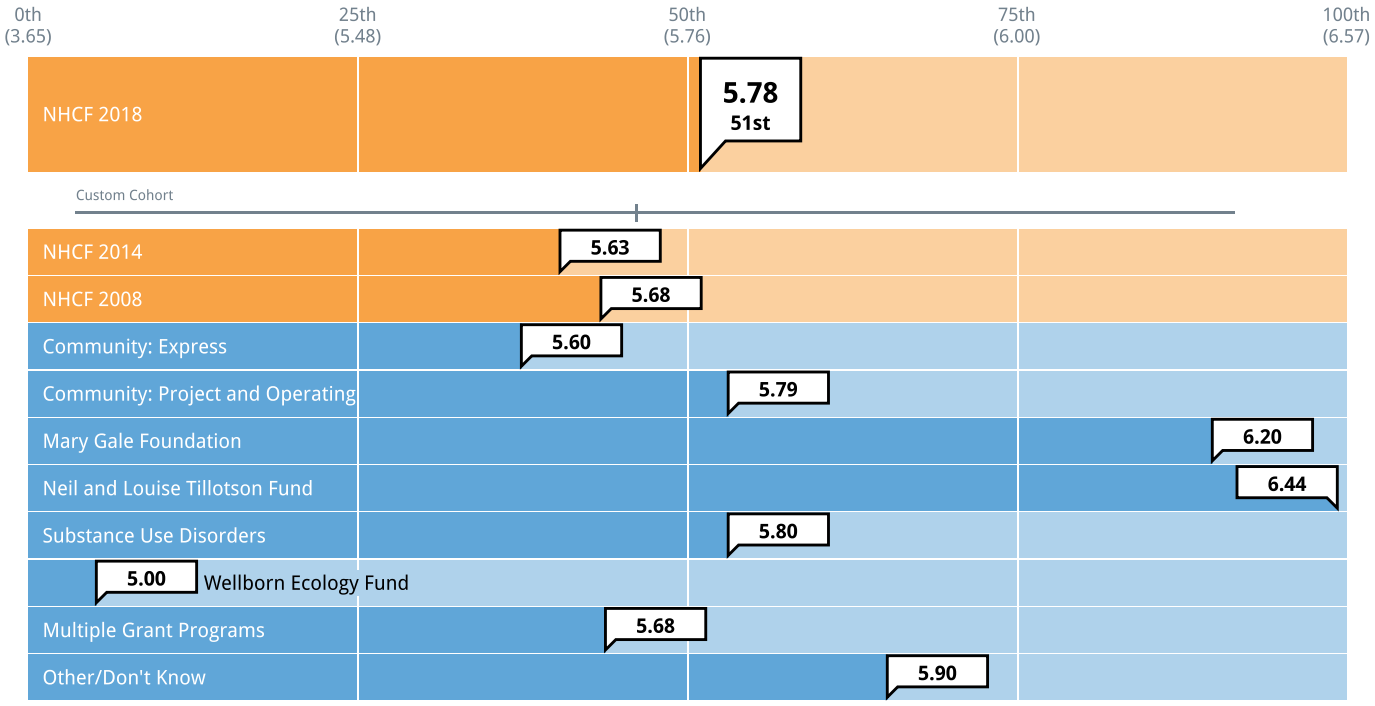


Cohort: Custom Cohort ▼ Past results: On Off Subgroup: rant Program ▼

Foundation Communication

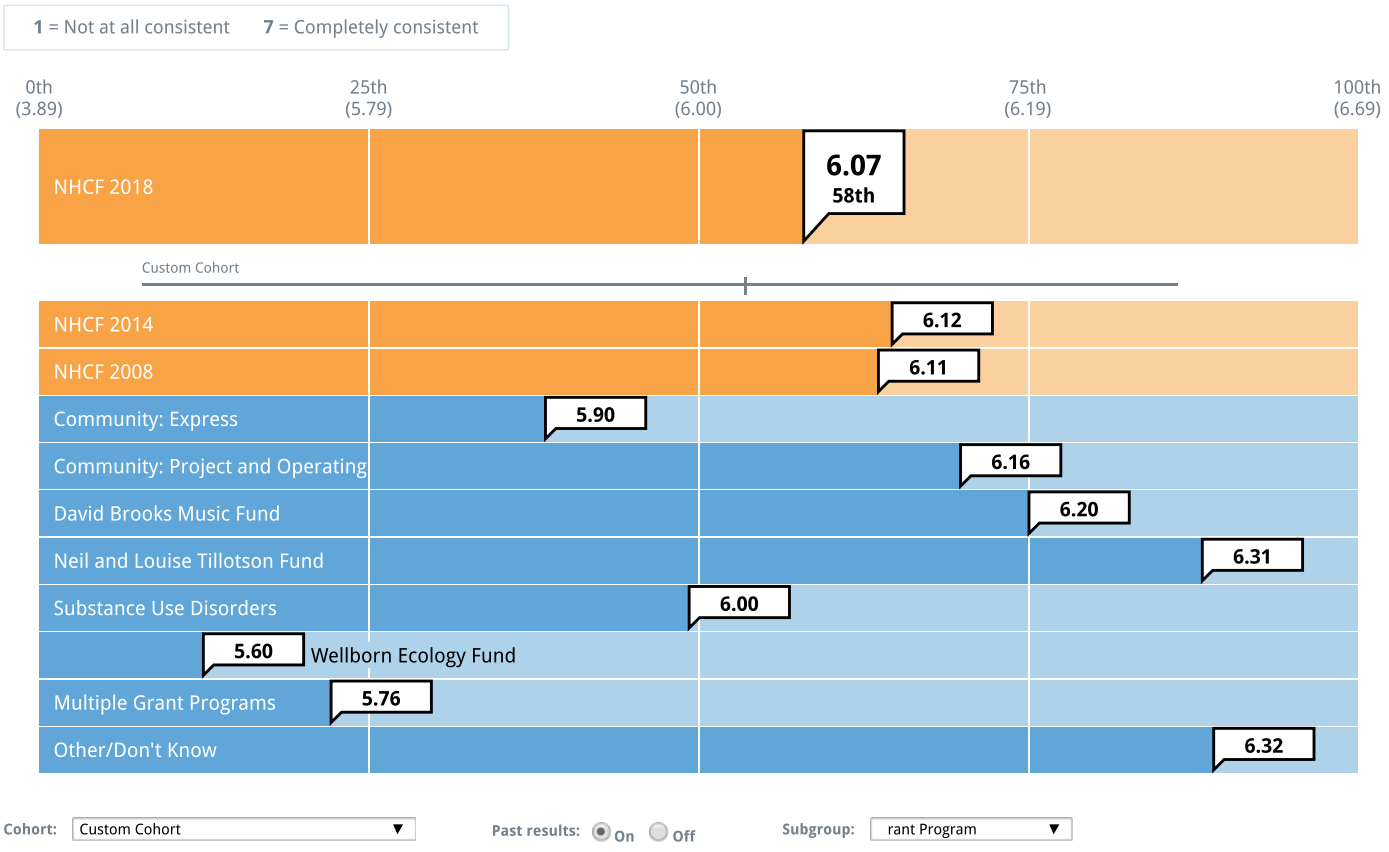
How clearly has NHCF communicated its goals and strategy to you?

1 = Not at all clearly **7** = Extremely clearly



Cohort: Custom Cohort ▼ Past results: On Off Subgroup: rant Program ▼

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

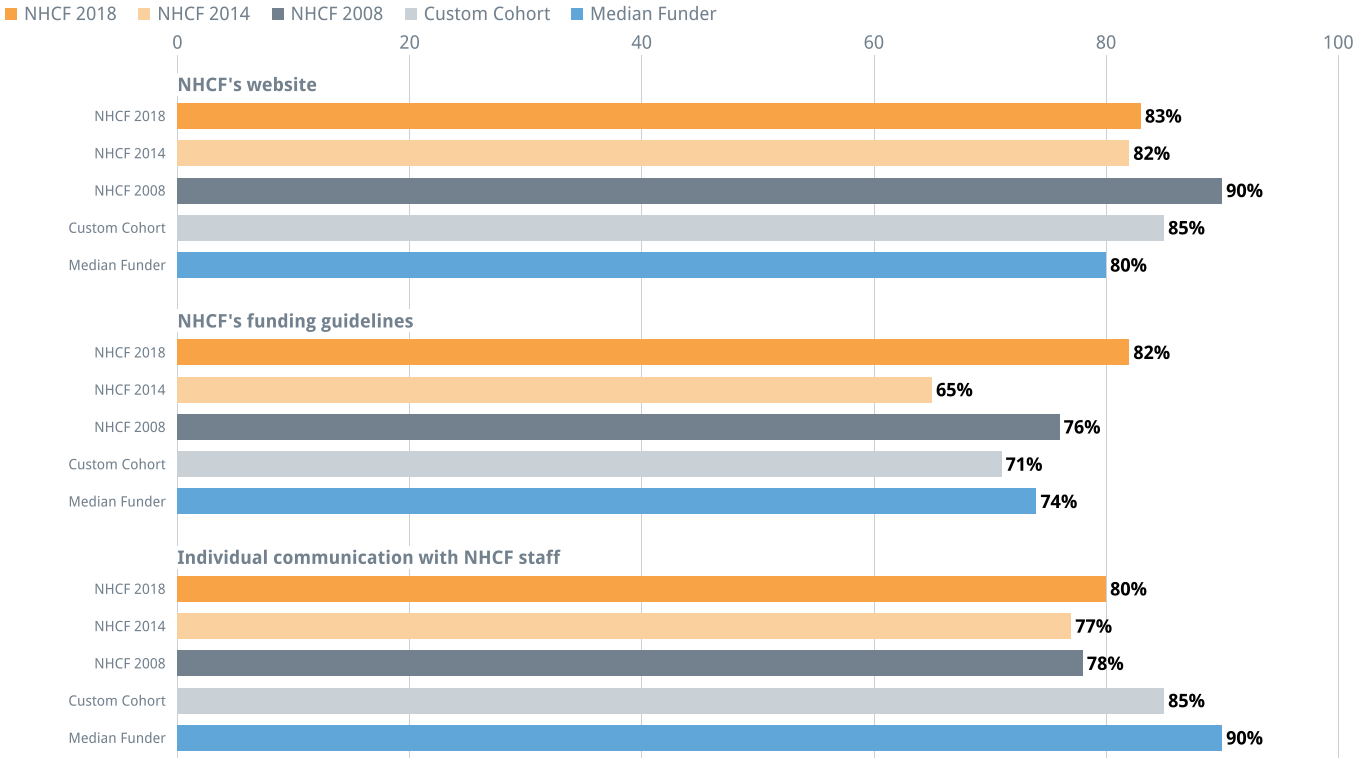


Communication Resources

Grantees were asked whether they used each of the following communications resources from NHCF and how helpful they found each resource. This chart shows the proportion of grantees who have used each resource.

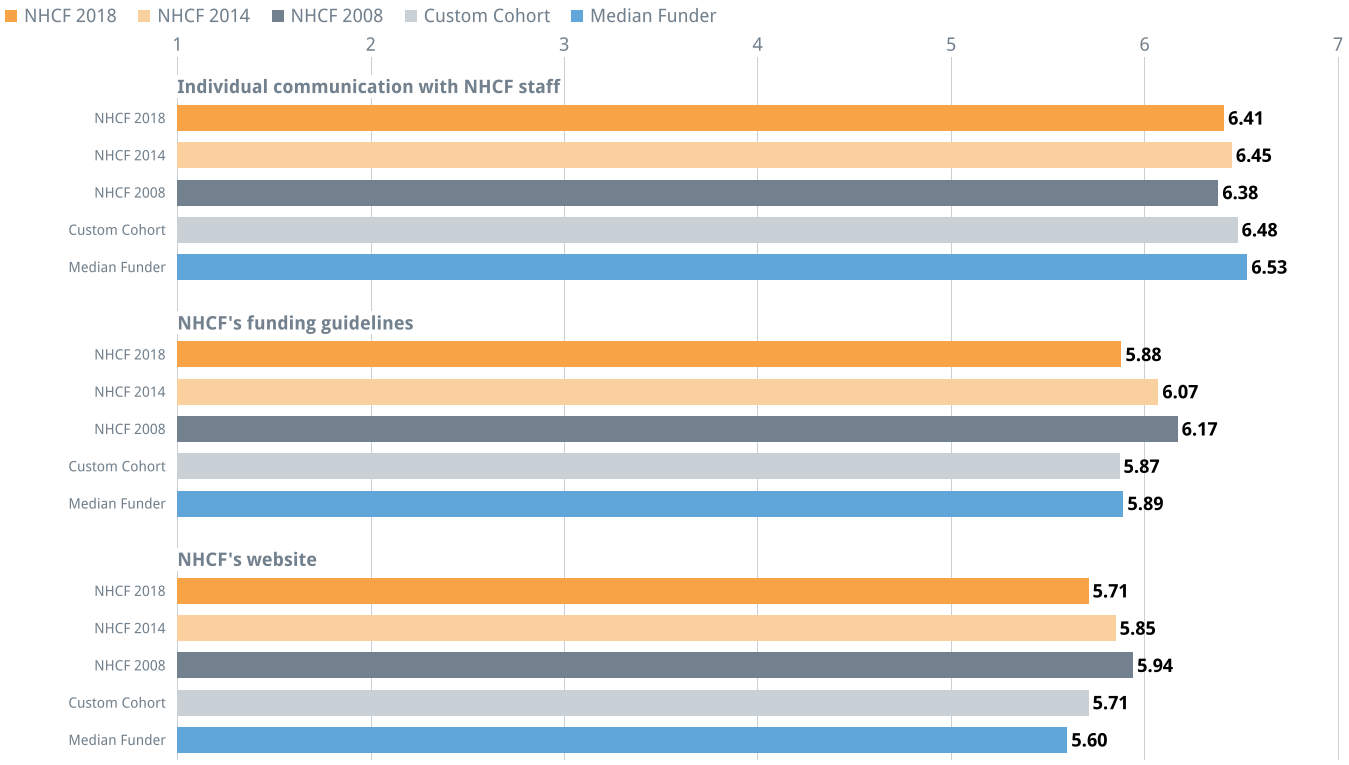
"Please indicate whether you used any of the following resources, and if so how helpful you found each."

Usage of Communication Resources



Helpfulness of Communication Resources

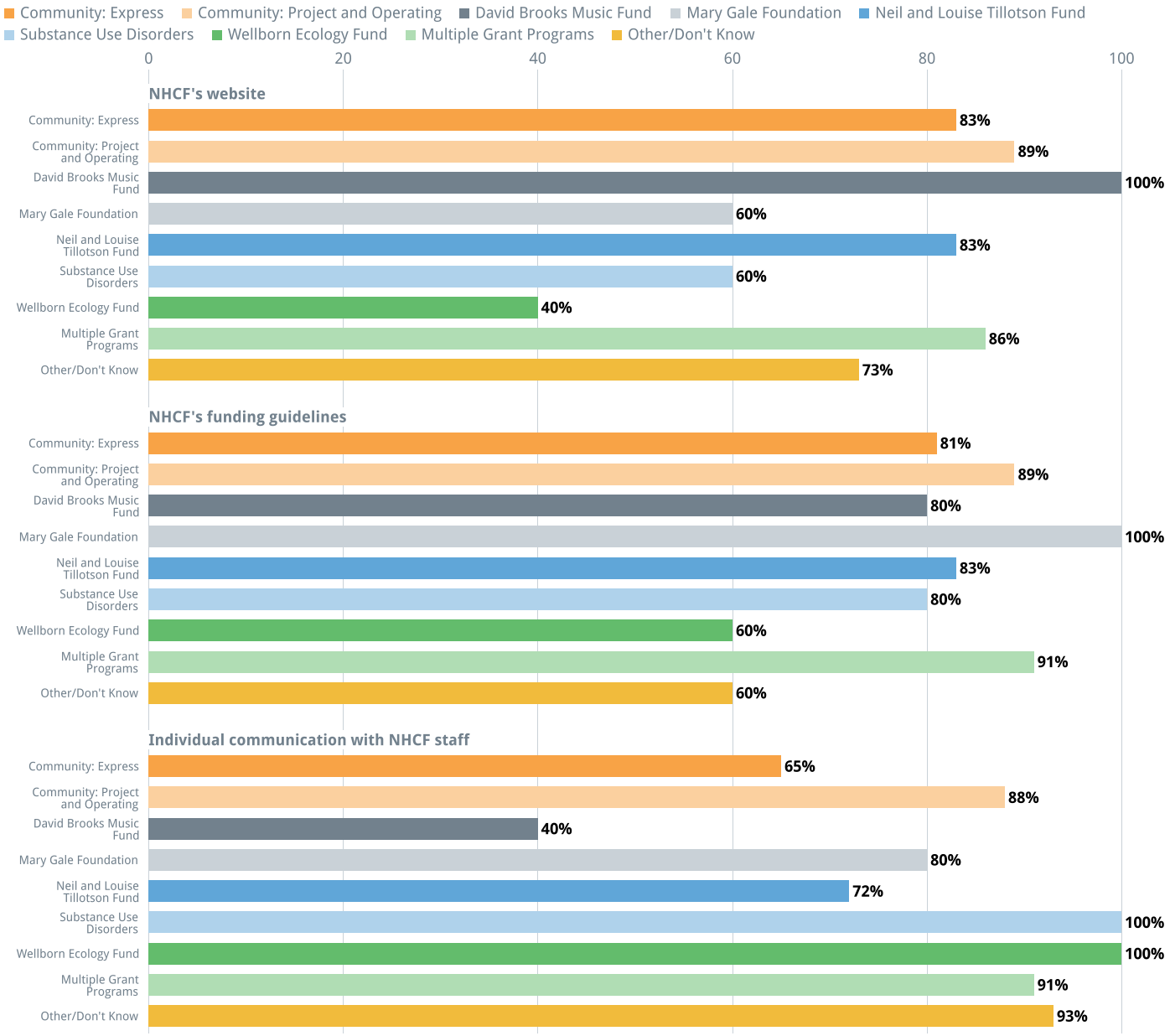
1 = Not at all helpful **7** = Extremely helpful



The following charts show the usage and helpfulness of communications resources segmented by subgroup.

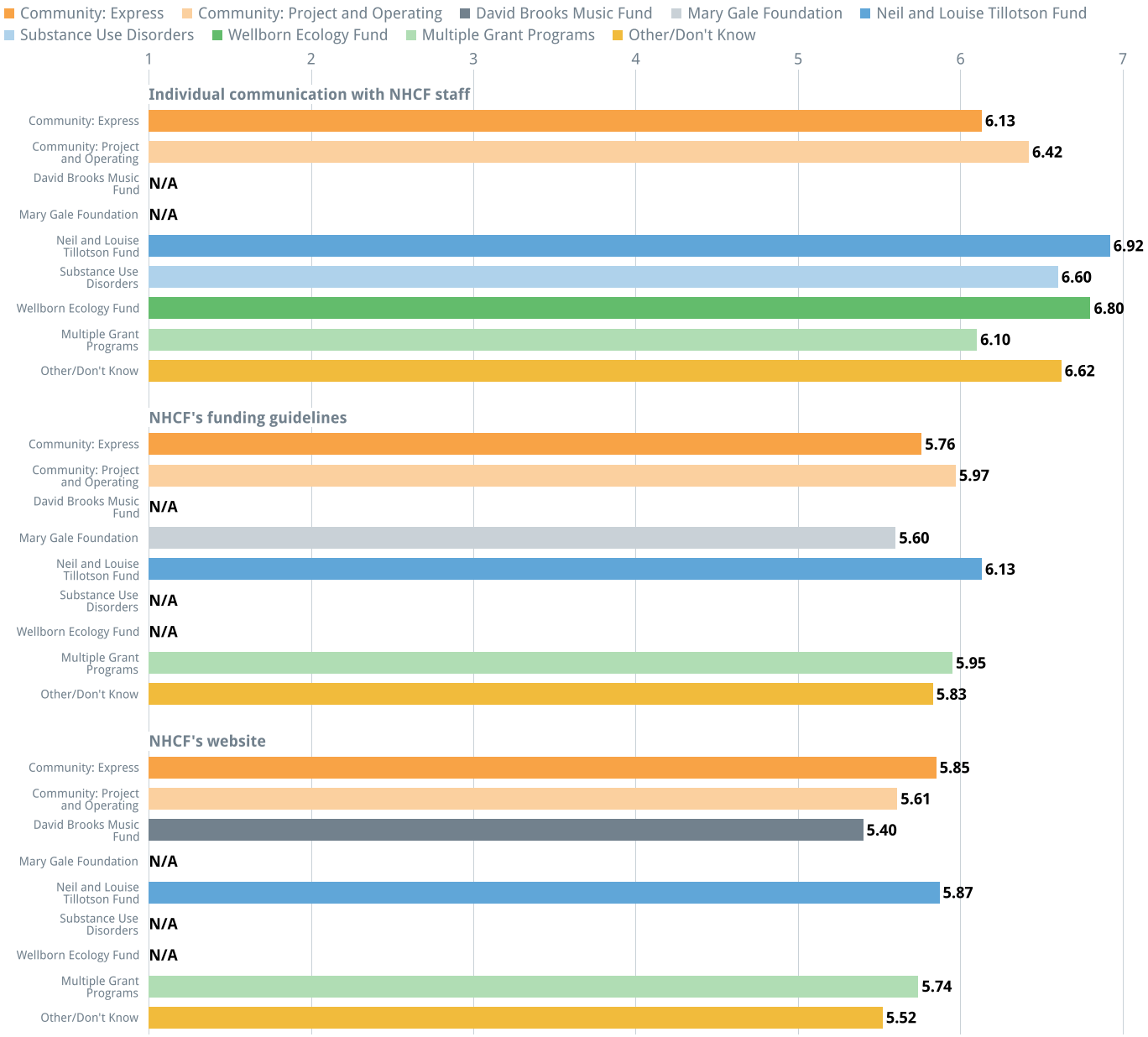
"Please indicate whether you used any of the following resources, and if so how helpful you found each."

Usage of Communication Resources - By Subgroup



Helpfulness of Communication Resources - By Subgroup

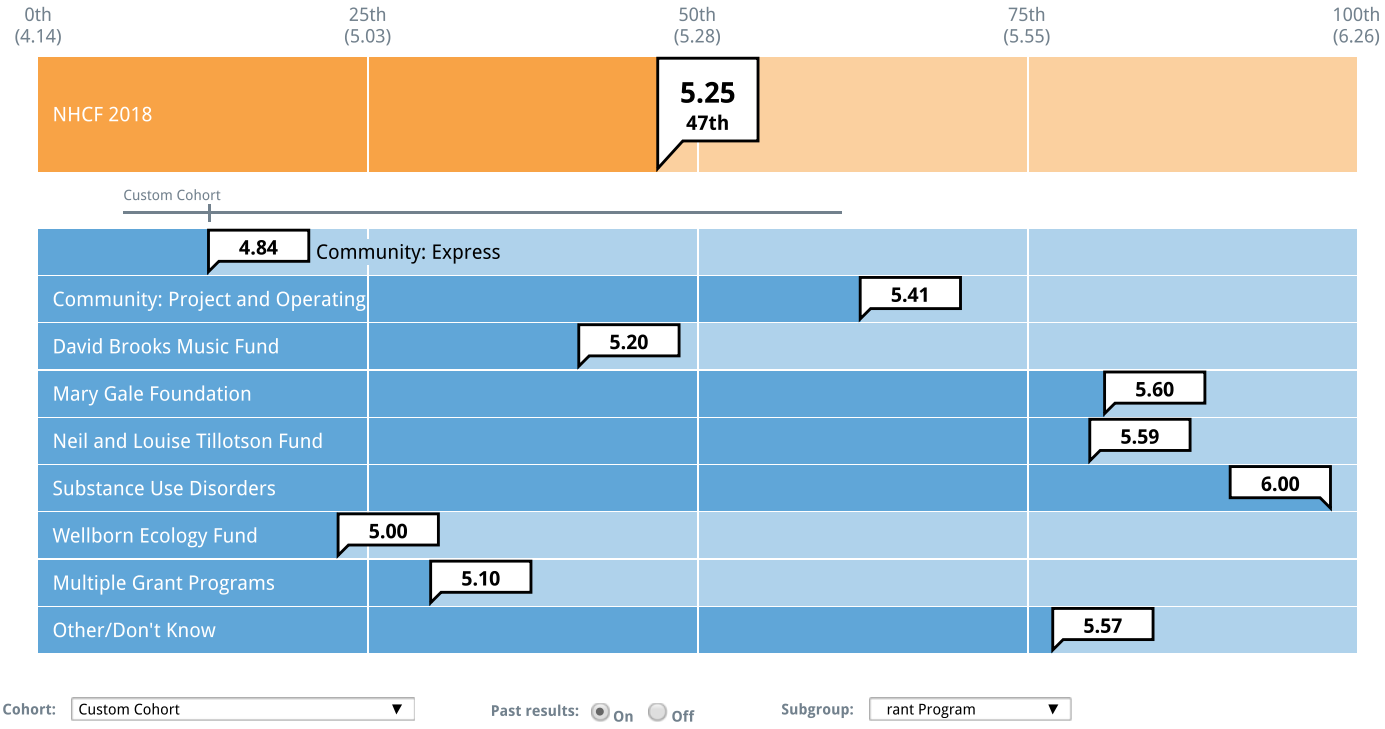
1 = Not at all helpful **7** = Extremely helpful



Openness

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

1 = Not at all **7** = To a great extent



Cohort: Custom Cohort ▼ Past results: On Off Subgroup: rant Program ▼

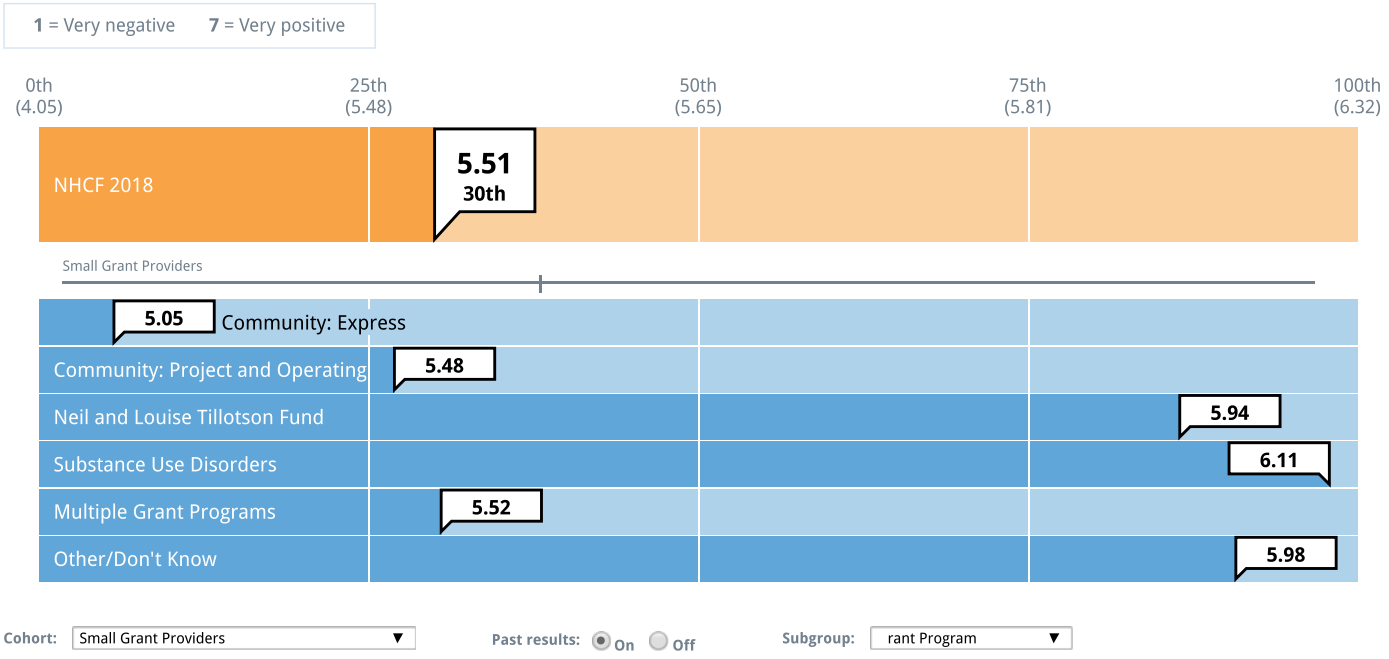
Top Predictors of Relationships

CEP's research has shown that strongest predictors of the strength of funder-grantee relationships are transparency and understanding.

Seven related measures of understanding, together create the larger construct that CEP refers to as “understanding". The understanding summary measure below is an average of partner ratings on the following measures:

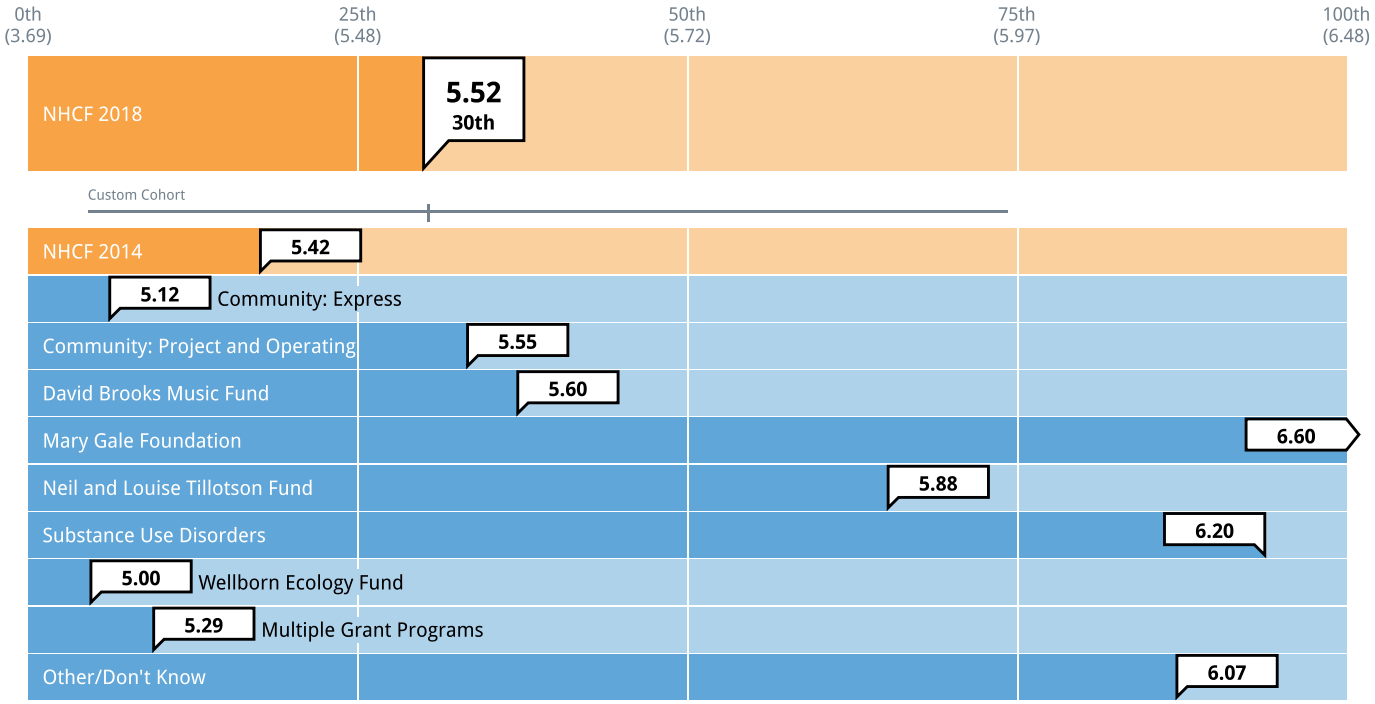
- NHCF's understanding of partner organizations' **strategy and goals**
- NHCF's awareness of partner **organizations' challenges**
- NHCF's understanding of the **fields** in which partners work
- NHCF's understanding of partners' **local communities**
- NHCF's understanding of the **social, cultural, or socioeconomic factors** that affect partners' work
- NHCF's understanding of intended **beneficiaries' needs**
- Extent to which NHCF's **funding priorities** reflect a deep understanding of partners' intended beneficiaries' needs

Understanding Summary Measure



Overall, how transparent is NHCF with your organization?

1 = Not at all transparent **7** = Extremely transparent

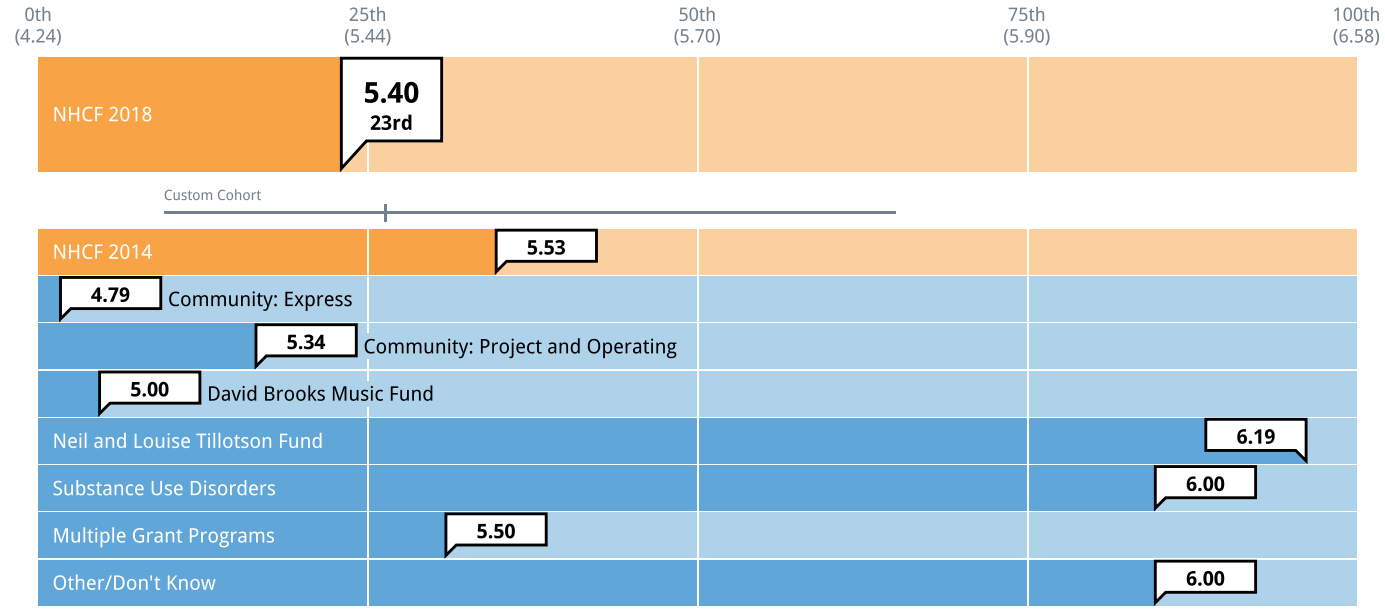


Cohort: Custom Cohort ▼ Past results: On Off Subgroup: rant Program ▼

Beneficiary and Contextual Understanding

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

1 = Limited understanding **7** = Thorough understanding

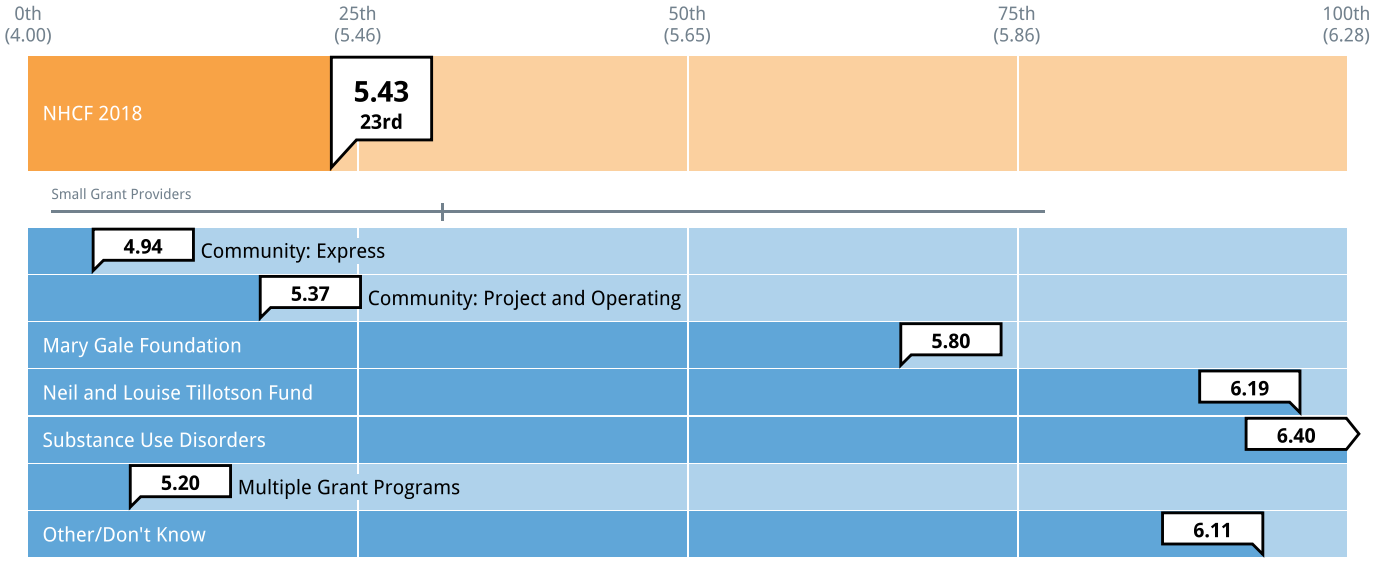


Cohort: Custom Cohort ▼ Past results: On Off Subgroup: rant Program ▼

In the following questions, we use the term "beneficiaries" to refer to those your organization seeks to serve through the services and/or programs it provides. Beneficiaries are often called end users, clients, or participants.

How well does NHCF understand your intended beneficiaries' needs?

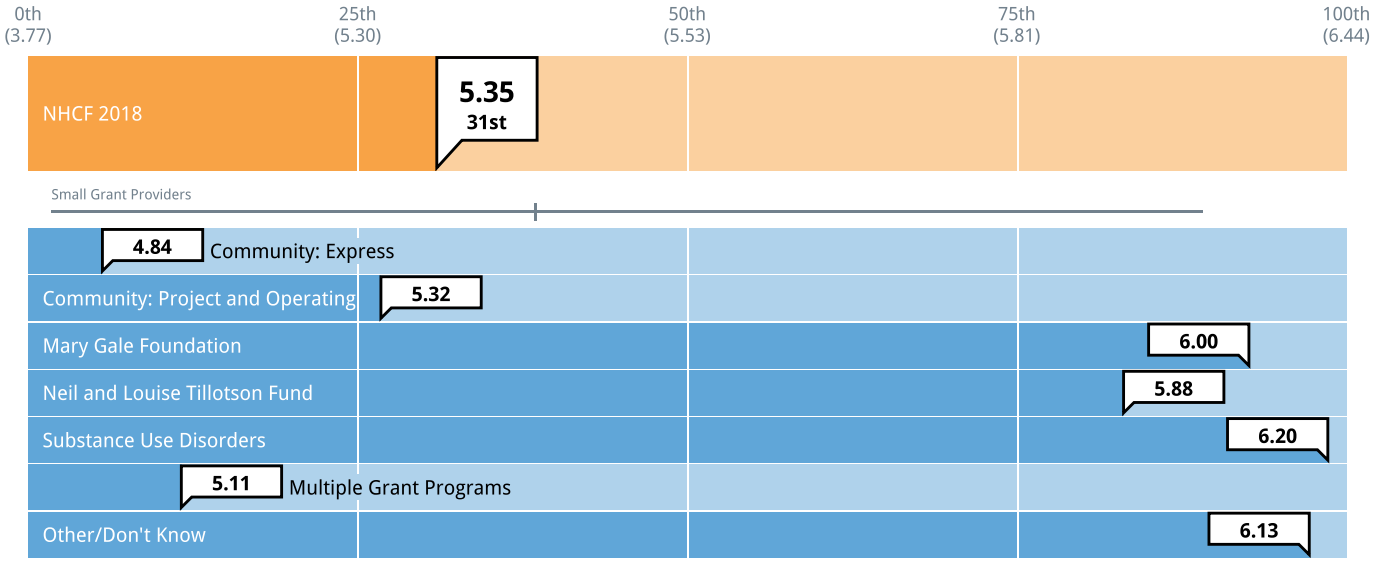
1 = Limited understanding **7** = Thorough understanding



Cohort: Small Grant Providers ▼ Past results: On Off Subgroup: rant Program ▼

To what extent do NHCF's funding priorities reflect a deep understanding of your intended beneficiaries' needs?

1 = Not at all **7** = To a great extent

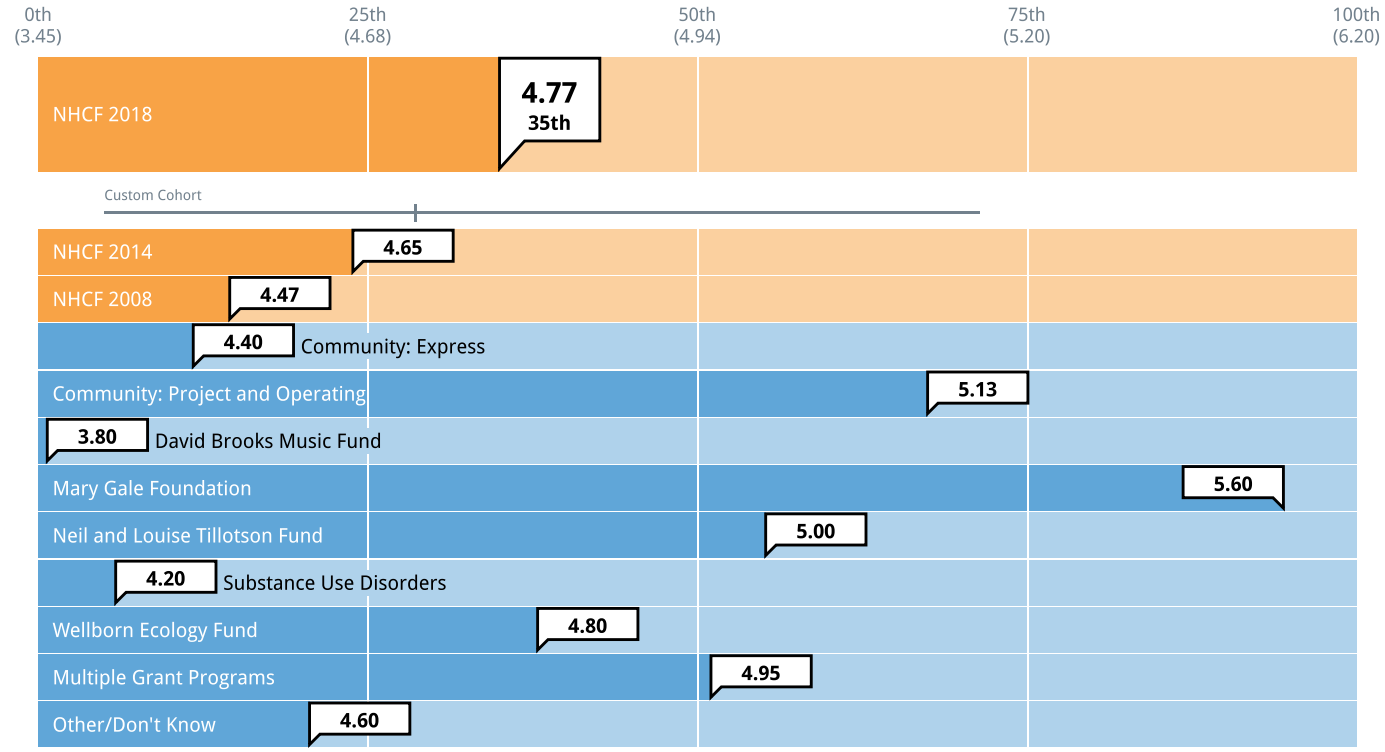


Cohort: Small Grant Providers ▼ Past results: On Off Subgroup: rant Program ▼

Grant Processes

How helpful was participating in NHCF's selection process in strengthening the organization/program funded by the grant?

1 = Not at all helpful **7** = Extremely helpful



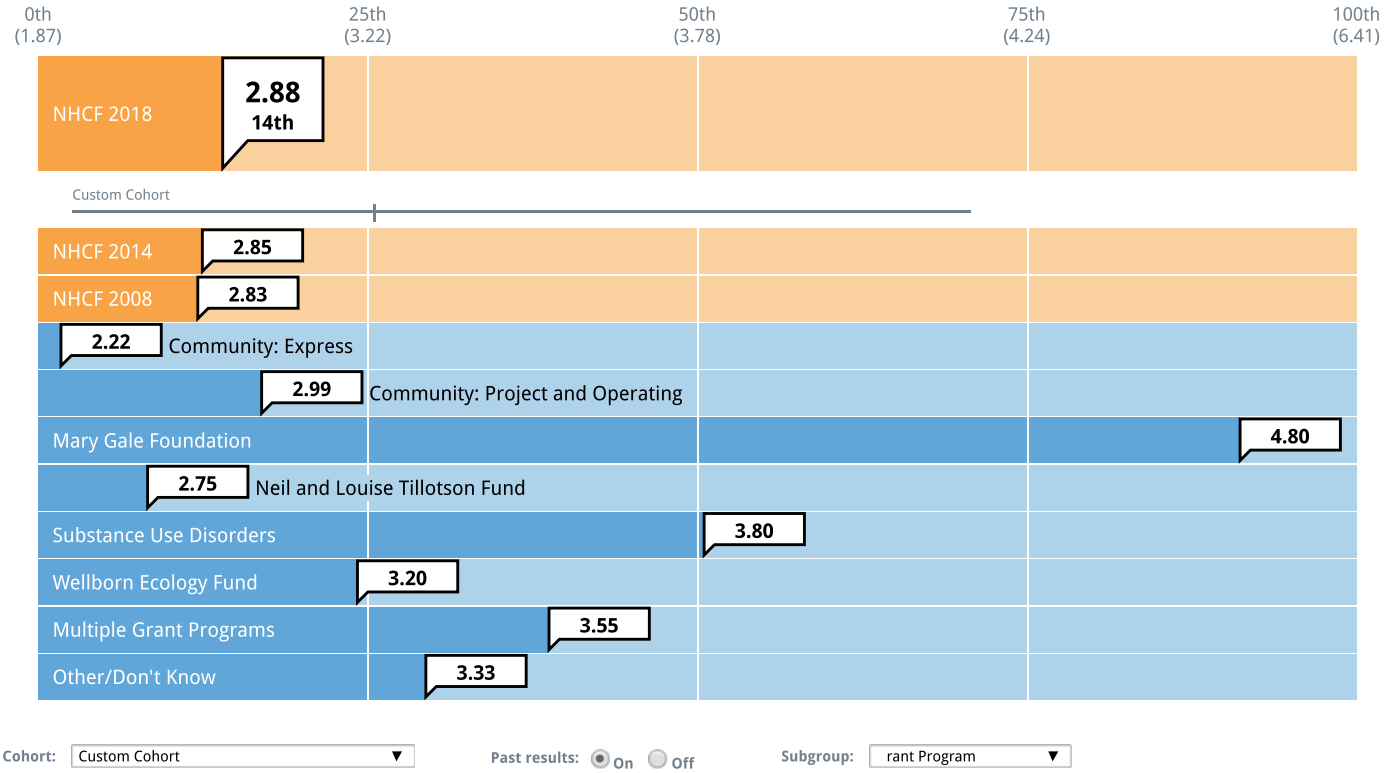
Cohort: Custom Cohort ▼ Past results: On Off Subgroup: rant Program ▼

Selection Process

Did you submit a proposal for this grant?	NHCF 2018	NHCF 2014	NHCF 2008	Average Funder	Custom Cohort
Submitted a Proposal	95%	93%	91%	94%	94%
Did Not Submit a Proposal	5%	7%	9%	6%	6%

How involved was NHCF staff in the development of your grant proposal?

1 = No involvement **7** = Substantial involvement



Cohort: Custom Cohort ▼ Past results: On Off Subgroup: rant Program ▼

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?

Time Between Submission and Clear Commitment

“How much time elapsed from the submission of the grant proposal to clear commitment of funding?”

Time Elapsed from Submission of Proposal to Clear Commitment of Funding	NHCF 2018	NHCF 2014	NHCF 2008	Average Funder	Custom Cohort
Less than 1 month	8%	6%	3%	6%	4%
1 - 3 months	75%	75%	64%	55%	50%
4 - 6 months	16%	16%	28%	29%	37%
7 - 9 months	0%	2%	5%	5%	6%
10 - 12 months	0%	1%	0%	2%	2%
More than 12 months	0%	0%	0%	2%	1%

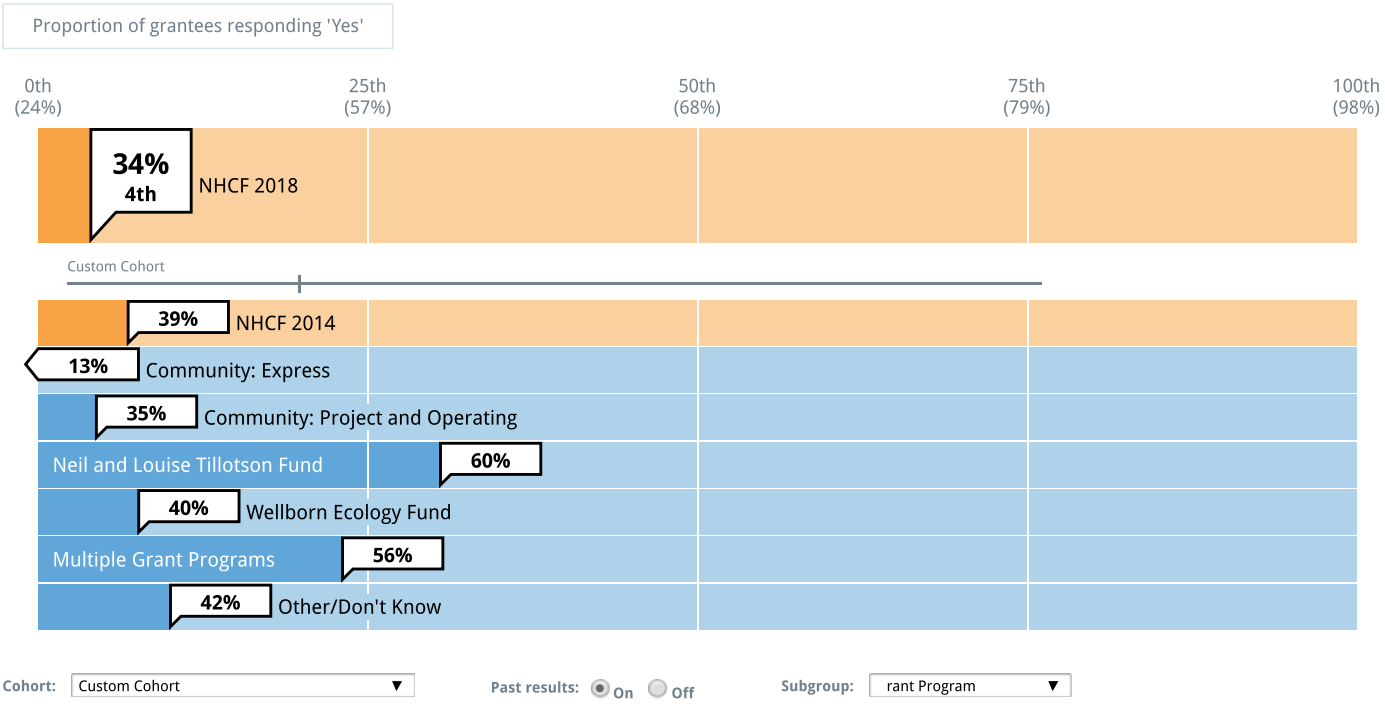
Time Elapsed from Submission of Proposal to Clear Commitment of Funding (By Subgroup)	Community: Express	Community: Project and Operating	David Brooks Music Fund	Mary Gale Foundation	Neil and Louise Tillotson Fund	Substance Use Disorders	Wellborn Ecology Fund	Multiple Grant Programs	Other/Don't Know
Less than 1 month	10%	3%	N/A	60%	0%	20%	N/A	5%	6%
1 - 3 months	83%	75%	N/A	0%	76%	80%	N/A	70%	76%
4 - 6 months	8%	22%	N/A	40%	24%	0%	N/A	25%	12%
7 - 9 months	0%	0%	N/A	0%	0%	0%	N/A	0%	0%
10 - 12 months	0%	0%	N/A	0%	0%	0%	N/A	0%	6%
More than 12 months	0%	0%	N/A	0%	0%	0%	N/A	0%	0%

Reporting and Evaluation Process

Definition of Reporting and Evaluation

- "Reporting" - standard oversight, monitoring, and grant reporting.
- "Evaluation" - formal activities beyond reporting undertaken to assess or learn about the grant, the Foundation's program, or other efforts.

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



The following questions were recently added to the grantee survey and depict comparative data from fewer than one-third of funders in the dataset.

Participation in Reporting and/or Evaluation Processes	NHCF 2018	Average Funder
Participated in a reporting process only	62%	55%
Participated in an evaluation process only	0%	1%
Participated in both a reporting and an evaluation process	18%	33%
Participated in neither a reporting nor an evaluation process	20%	11%

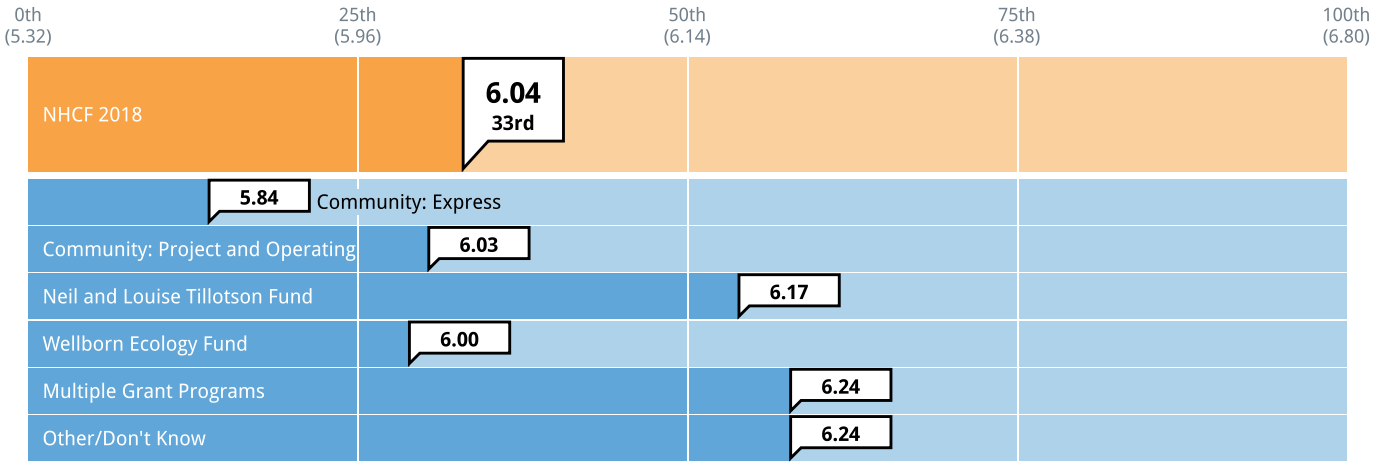
Participation in Reporting and/or Evaluation Processes (By Subgroup)	Community: Express	Community: Project and Operating	David Brooks Music Fund	Mary Gale Foundation	Neil and Louise Tillotson Fund	Substance Use Disorders	Wellborn Ecology Fund	Multiple Grant Programs	Other/Don't Know
Participated in a reporting process only	52%	67%	N/A	N/A	63%	N/A	60%	71%	67%
Participated in an evaluation process only	0%	0%	N/A	N/A	0%	N/A	0%	0%	0%
Participated in both a reporting and an evaluation process	15%	20%	N/A	N/A	25%	N/A	40%	19%	7%
Participated in neither a reporting nor an evaluation process	34%	13%	N/A	N/A	13%	N/A	0%	10%	26%

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 NHCF's reporting process straightforward?

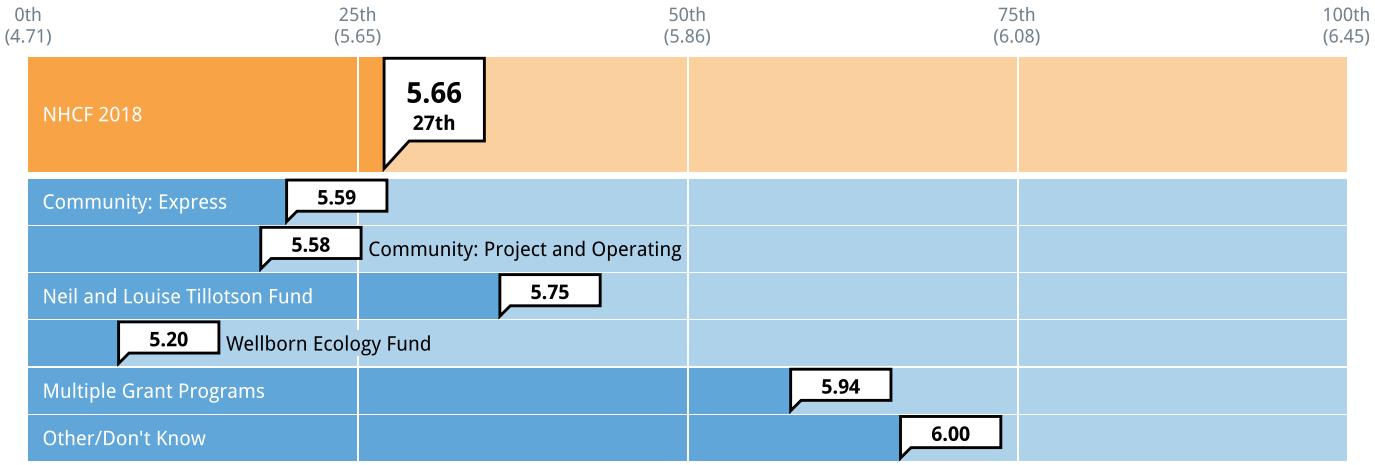
1 = Not at all **7** = To a great extent



Cohort: None ▼ Past results: On Off Subgroup: rant Program ▼

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

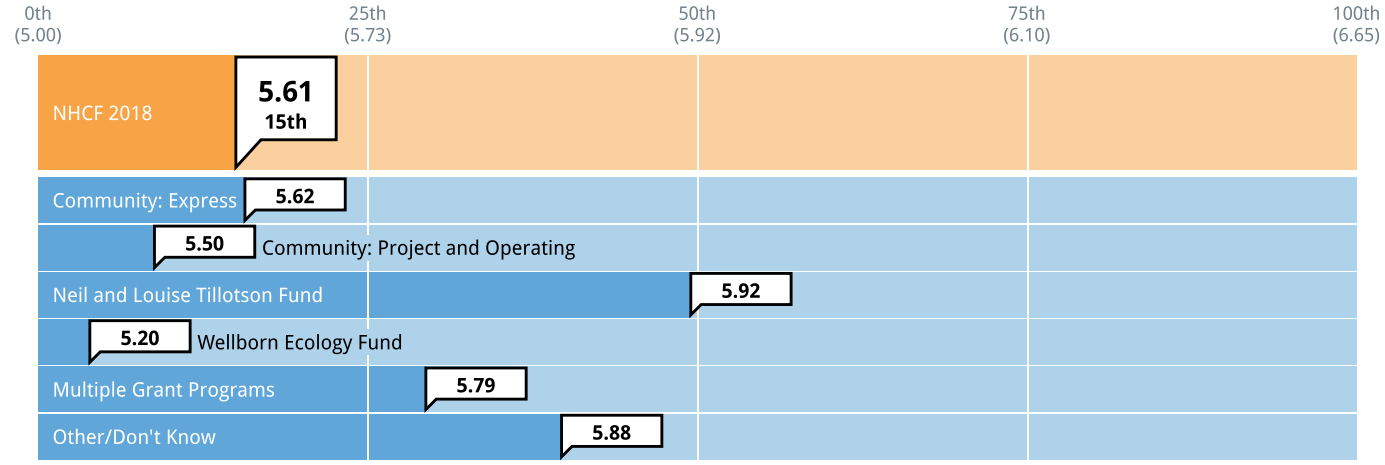
1 = Not at all **7** = To a great extent



Cohort: None ▼ Past results: On Off Subgroup: rant Program ▼

To what extent was NHCF's reporting process aligned appropriately to the timing of your work?

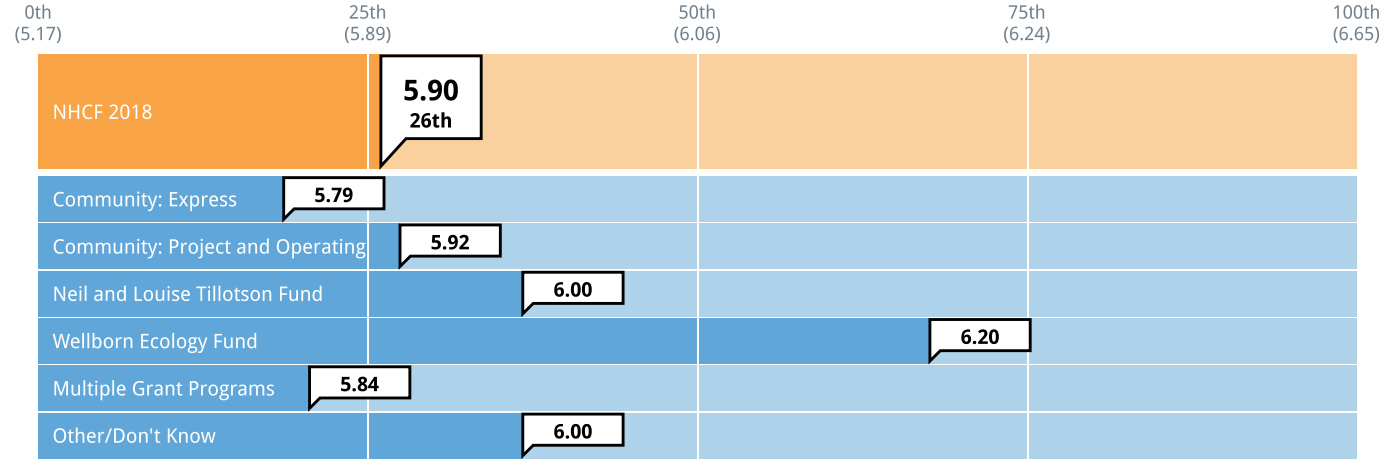
1 = Not at all 7 = To a great extent



Cohort: None ▼ Past results: On Off Subgroup: rant Program ▼

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

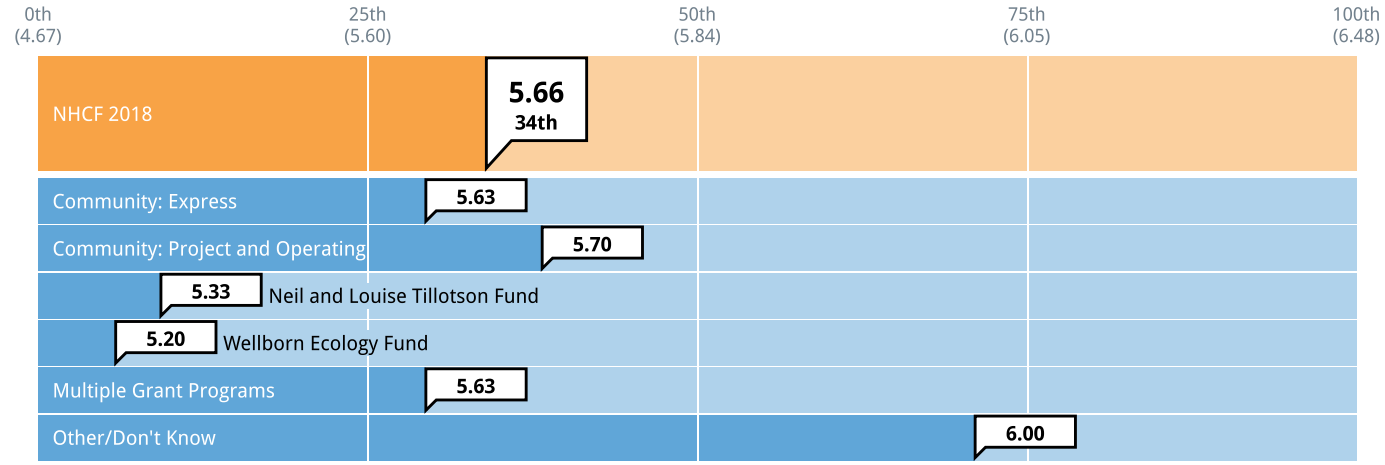
1 = Not at all 7 = To a great extent



Cohort: None ▼ Past results: On Off Subgroup: rant Program ▼

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

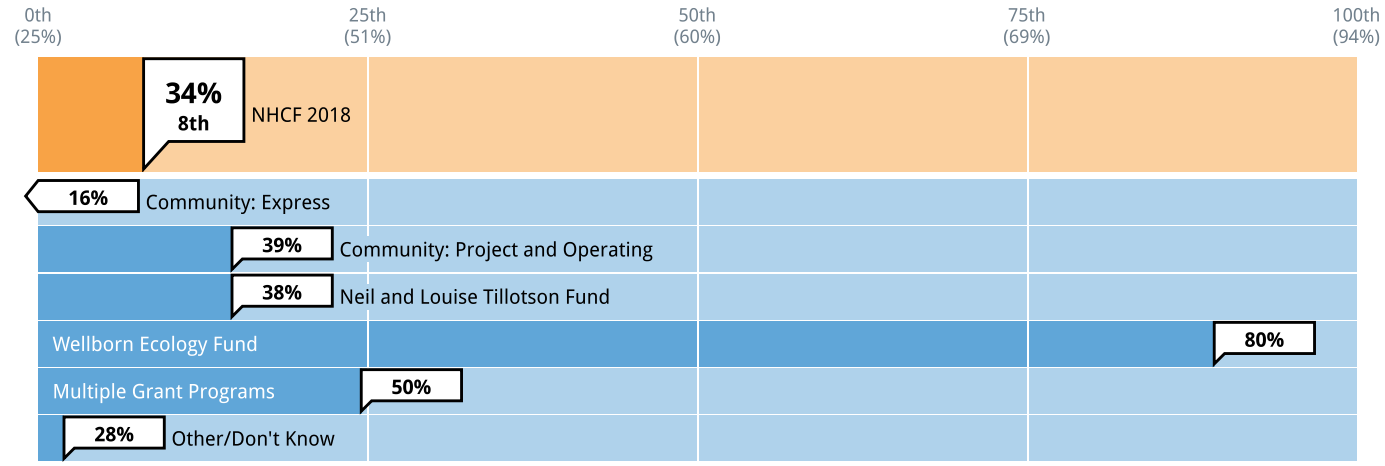
1 = Not at all **7** = To a great extent



Cohort: None ▼ Past results: On Off Subgroup: rant Program ▼

At any point have you had a substantive discussion with NHCF about the report(s) you or your colleagues submitted as part of the reporting process?

Proportion of grantees responding 'Yes'



Cohort: None ▼ Past results: On Off Subgroup: rant Program ▼

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.

Who was primarily responsible for carrying out the evaluation?	NHCF 2018	Average Funder
Evaluation staff at NHCF	18%	21%
Evaluation staff at your organization	67%	50%
External evaluator, chosen by NHCF	9%	15%
External evaluator, chosen by your organization	6%	14%

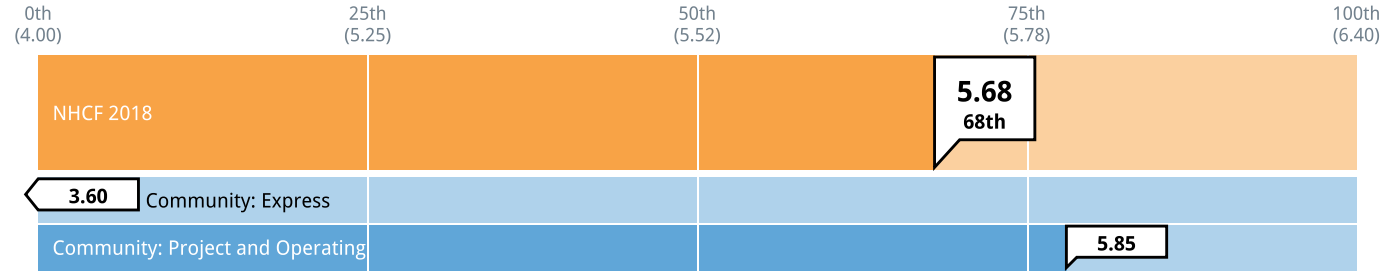
Who was primarily responsible for carrying out the evaluation? (By Subgroup)	Community: Express	Community: Project and Operating	David Brooks Music Fund	Mary Gale Foundation	Neil and Louise Tillotson Fund	Substance Use Disorders	Wellborn Ecology Fund	Multiple Grant Programs	Other/Don't Know
Evaluation staff at NHCF	40%	13%	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Evaluation staff at your organization	40%	73%	N/A	N/A	N/A	N/A	N/A	N/A	N/A
External evaluator, chosen by NHCF	20%	7%	N/A	N/A	N/A	N/A	N/A	N/A	N/A
External evaluator, chosen by your organization	0%	7%	N/A	N/A	N/A	N/A	N/A	N/A	N/A

Did NHCF provide financial support for the evaluation?	NHCF 2018	Average Funder
Yes, the evaluation's costs were fully funded by NHCF	17%	35%
Yes, the evaluation's costs were partially funded by NHCF	17%	16%
No, the evaluation's costs were not funded by NHCF	66%	49%

Did NHCF provide financial support for the evaluation? (By Subgroup)	Community: Express	Community: Project and Operating	David Brooks Music Fund	Mary Gale Foundation	Neil and Louise Tillotson Fund	Substance Use Disorders	Wellborn Ecology Fund	Multiple Grant Programs	Other/Don't Know
Yes, the evaluation's costs were fully funded by NHCF	20%	8%	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Yes, the evaluation's costs were partially funded by NHCF	0%	17%	N/A	N/A	N/A	N/A	N/A	N/A	N/A
No, the evaluation's costs were not funded by NHCF	80%	75%	N/A	N/A	N/A	N/A	N/A	N/A	N/A

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

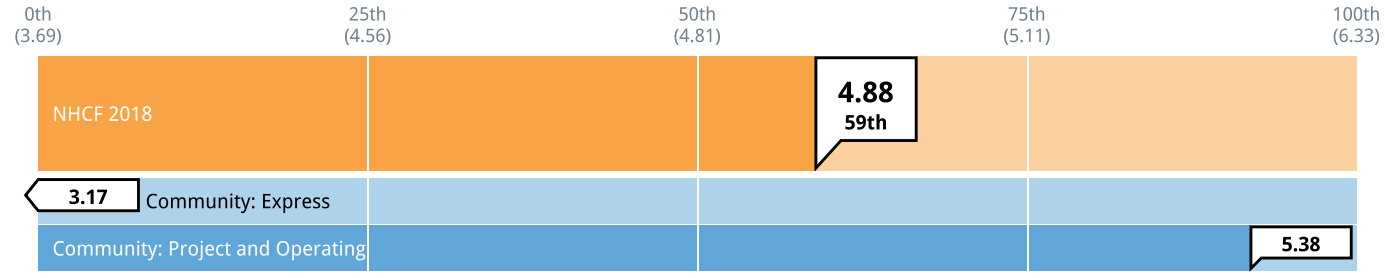
1 = Not at all **7** = To a great extent



Cohort: None ▼ Past results: On Off Subgroup: rant Program ▼

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

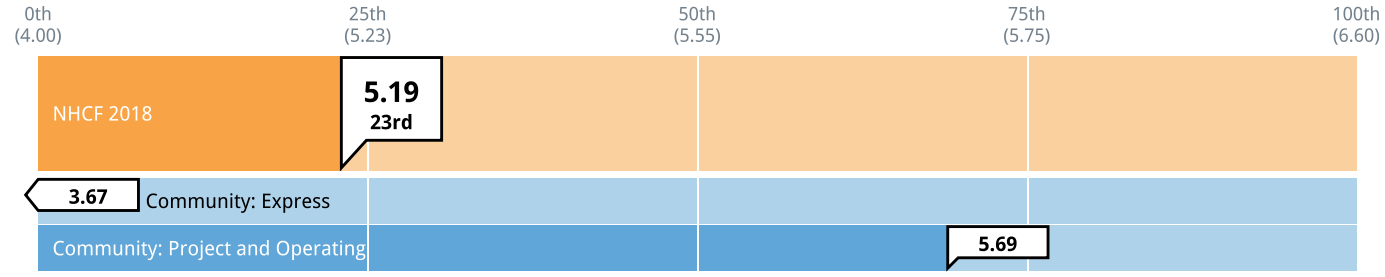
1 = Not at all **7** = To a great extent



Cohort: None ▼ Past results: On Off Subgroup: rant Program ▼

To what extent did the evaluation generate information that you believe will be useful for other organizations?

1 = Not at all **7** = To a great extent

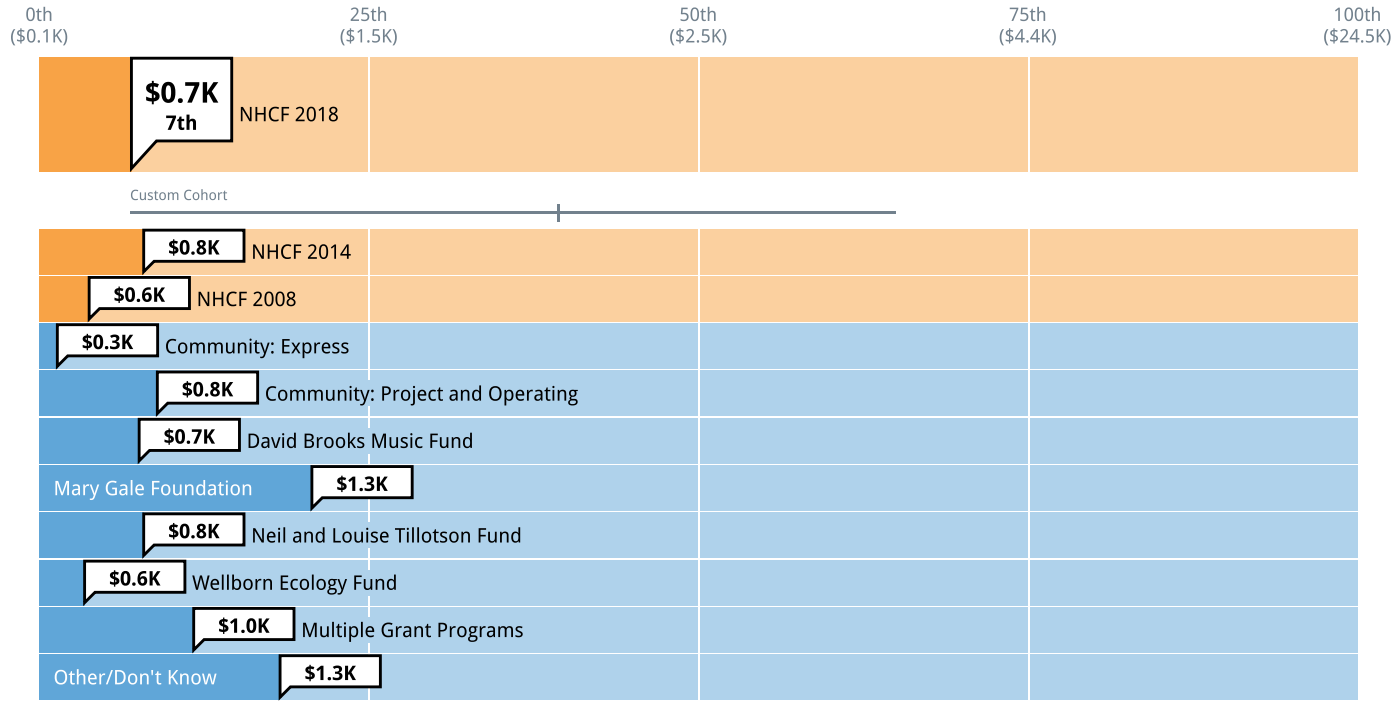


Cohort: None ▼ Past results: On Off Subgroup: rant Program ▼

Dollar Return and Time Spent on Processes

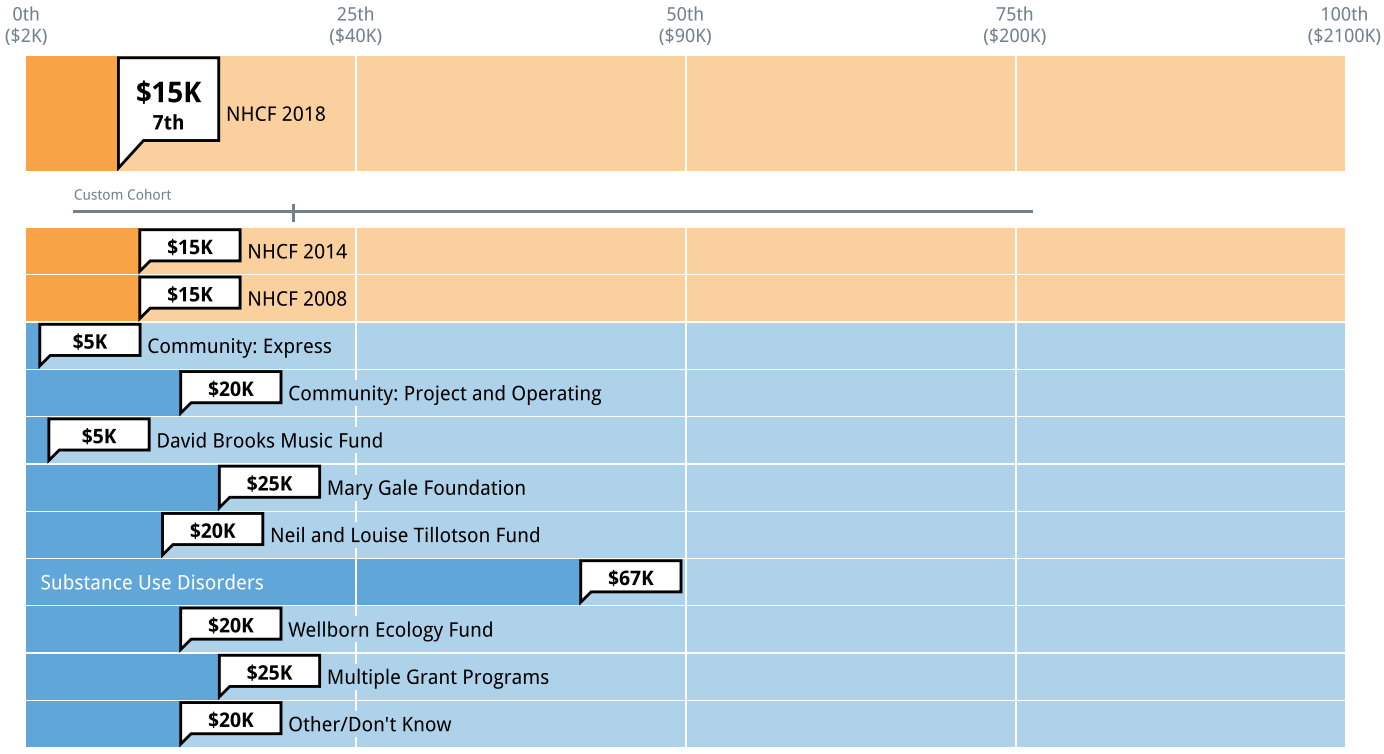
Dollar Return: Median grant dollars awarded per process hour required

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



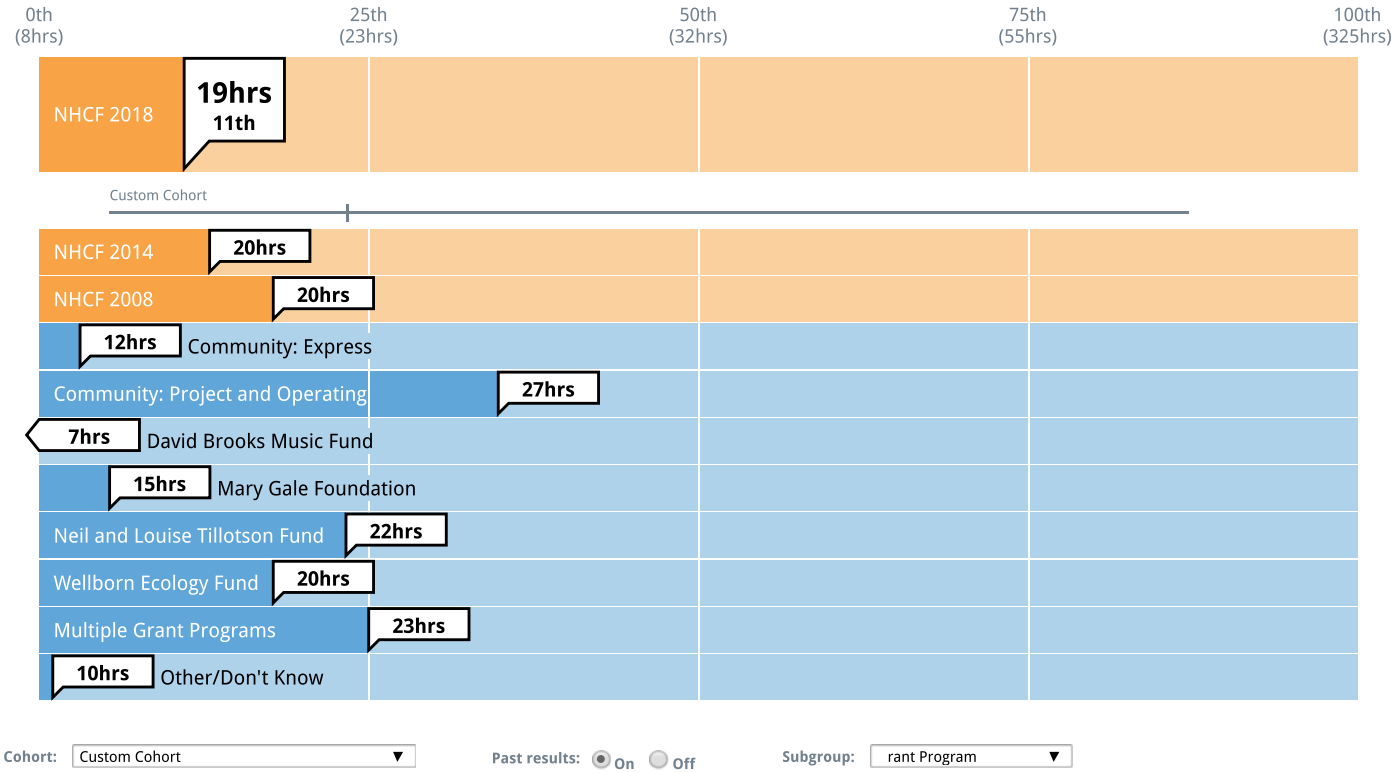
Cohort: Custom Cohort ▼ Past results: On Off Subgroup: rant Program ▼

Median Grant Size



Cohort: Custom Cohort ▼ Past results: On Off Subgroup: rant Program ▼

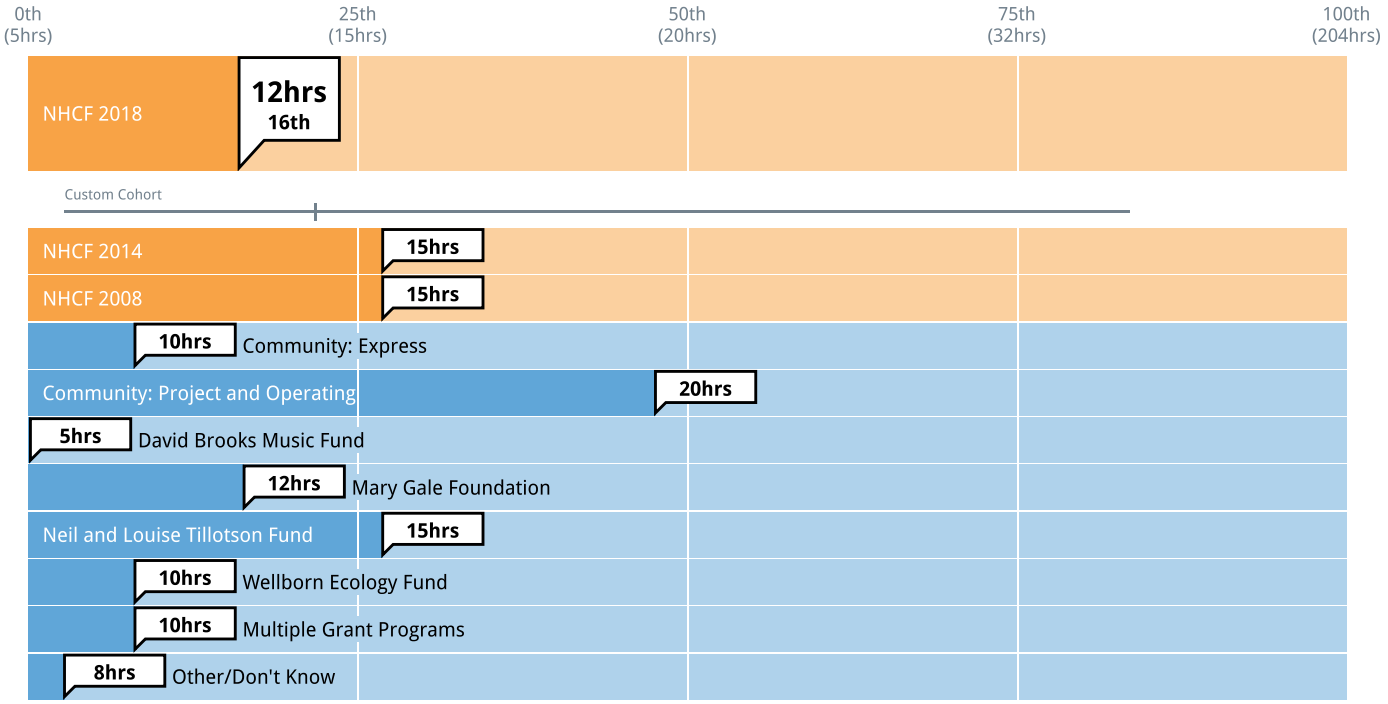
Median hours spent by grantees on funder requirements over grant lifetime



Cohort: Custom Cohort ▼ Past results: On Off Subgroup: rant Program ▼

Time Spent on Selection Process

Median Hours Spent on Proposal and Selection Process



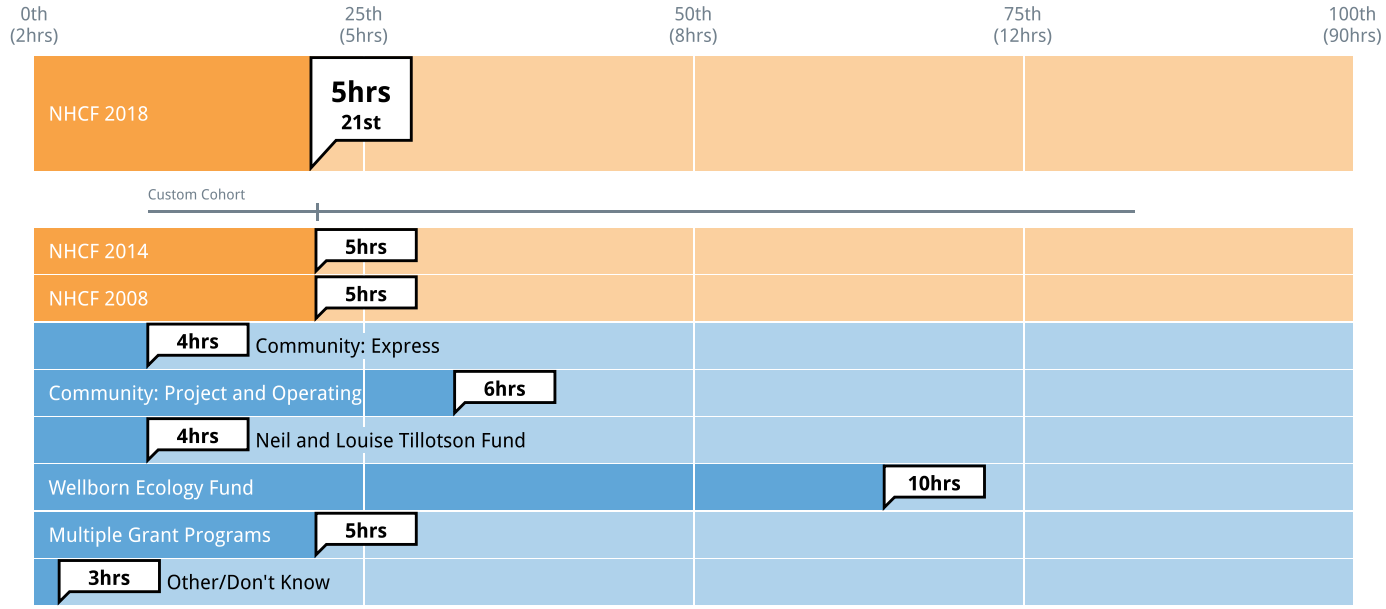
Cohort: Custom Cohort ▼ Past results: On Off Subgroup: rant Program ▼

Time Spent On Proposal And Selection Process	NHCF 2018	NHCF 2014	NHCF 2008	Average Funder	Custom Cohort
1 to 9 hours	36%	31%	26%	20%	29%
10 to 19 hours	24%	31%	27%	21%	24%
20 to 29 hours	18%	17%	20%	18%	20%
30 to 39 hours	6%	9%	7%	8%	7%
40 to 49 hours	8%	8%	15%	12%	12%
50 to 99 hours	4%	3%	4%	11%	5%
100 to 199 hours	2%	1%	0%	6%	2%
200+ hours	0%	0%	0%	3%	1%

Time Spent On Proposal And Selection Process (By Subgroup)	Community: Express	Community: Project and Operating	David Brooks Music Fund	Mary Gale Foundation	Neil and Louise Tillotson Fund	Substance Use Disorders	Wellborn Ecology Fund	Multiple Grant Programs	Other/Don't Know
1 to 9 hours	48%	25%	80%	0%	31%	N/A	0%	38%	52%
10 to 19 hours	18%	23%	20%	80%	31%	N/A	80%	19%	22%
20 to 29 hours	20%	18%	0%	20%	13%	N/A	20%	33%	13%
30 to 39 hours	2%	10%	0%	0%	6%	N/A	0%	5%	13%
40 to 49 hours	6%	16%	0%	0%	0%	N/A	0%	5%	0%
50 to 99 hours	5%	6%	0%	0%	13%	N/A	0%	0%	0%
100 to 199 hours	2%	3%	0%	0%	6%	N/A	0%	0%	0%
200+ hours	0%	0%	0%	0%	0%	N/A	0%	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 Off Subgroup: rant Program ▼

Time Spent On Monitoring, Reporting, And Evaluation Process (Annualized)	NHCF 2018	NHCF 2014	NHCF 2008	Average Funder	Custom Cohort
1 to 9 hours	67%	64%	72%	52%	61%
10 to 19 hours	16%	19%	14%	20%	20%
20 to 29 hours	8%	9%	7%	11%	8%
30 to 39 hours	4%	3%	2%	4%	3%
40 to 49 hours	2%	3%	2%	4%	2%
50 to 99 hours	2%	2%	1%	5%	3%
100+ hours	1%	0%	1%	5%	2%

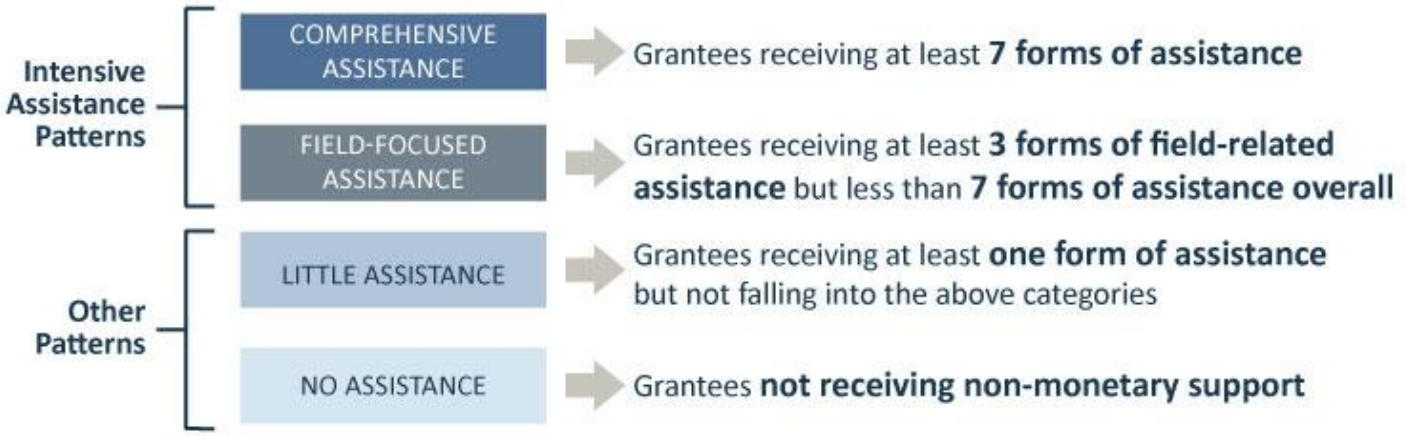
Time Spent On Monitoring, Reporting, And Evaluation Process (Annualized) (By Subgroup)	Community: Express	Community: Project and Operating	David Brooks Music Fund	Mary Gale Foundation	Neil and Louise Tillotson Fund	Substance Use Disorders	Wellborn Ecology Fund	Multiple Grant Programs	Other/Don't Know
1 to 9 hours	75%	59%	N/A	N/A	67%	N/A	40%	75%	71%
10 to 19 hours	13%	21%	N/A	N/A	13%	N/A	40%	10%	24%
20 to 29 hours	8%	10%	N/A	N/A	7%	N/A	0%	5%	6%
30 to 39 hours	4%	3%	N/A	N/A	13%	N/A	20%	0%	0%
40 to 49 hours	0%	3%	N/A	N/A	0%	N/A	0%	5%	0%
50 to 99 hours	0%	4%	N/A	N/A	0%	N/A	0%	5%	0%
100+ hours	0%	0%	N/A	N/A	0%	N/A	0%	0%	0%

Non-Monetary Assistance

Grantees were asked to indicate whether they had received any of the following fourteen types of assistance provided directly or paid for by NHCF.

Management Assistance	Field-Related Assistance	Other Assistance
General management advice	Encouraged/facilitated collaboration	Board development/governance assistance
Strategic planning advice	Insight and advice on your field	Information technology assistance
Financial planning/accounting	Introductions to leaders in field	Communications/marketing/publicity assistance
Development of performance measures	Provided research or best practices	Use of NHCF facilities
	Provided seminars/forums/convenings	Staff/management training

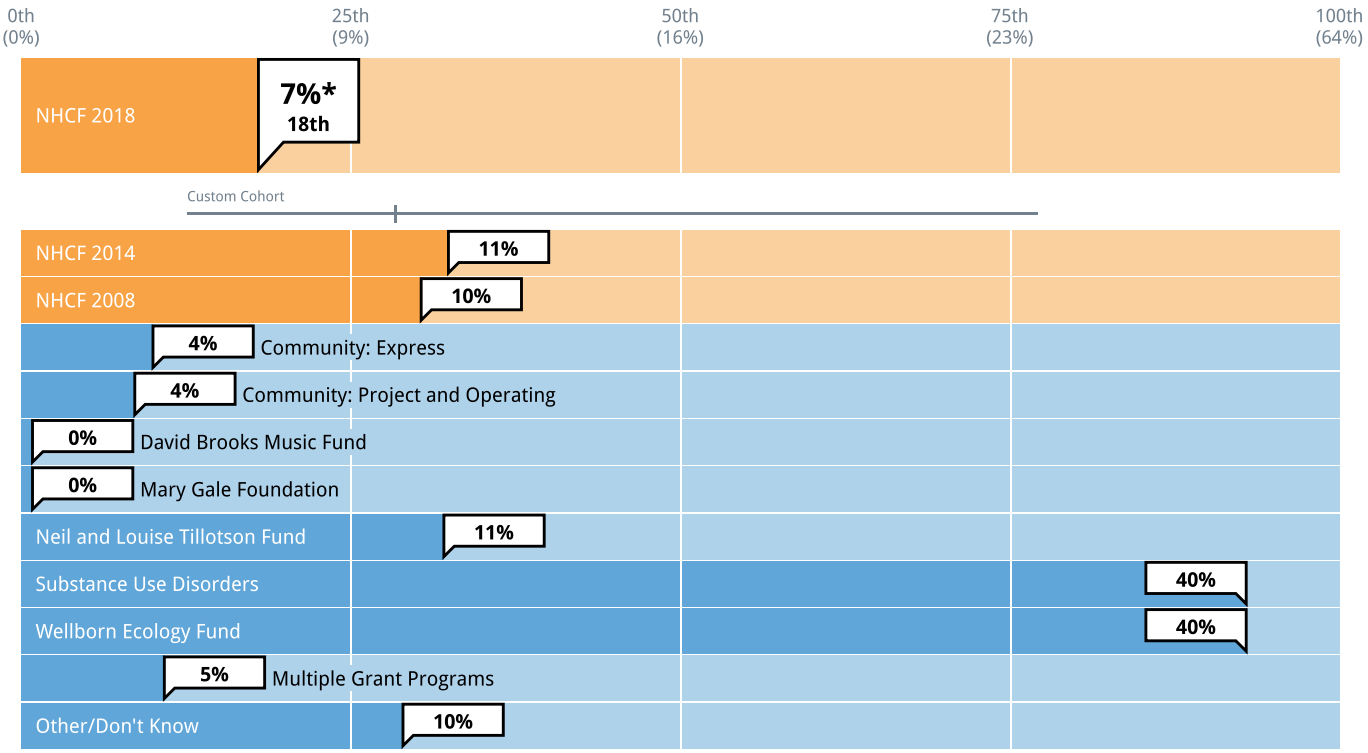
Based on their responses, CEP categorized grantees by the pattern of assistance they received. CEP's analysis shows that providing three or fewer assistance activities is often ineffective; it is only when grantees receive one of the two intensive patterns of assistance described below that they have a substantially more positive experience compared to grantees receiving no assistance.



Non-Monetary Assistance Patterns	NHCF 2018	NHCF 2014	NHCF 2008	Average Funder	Custom Cohort
Comprehensive	2%	4%	3%	7%	4%
Field-focused	5%	7%	7%	11%	8%
Little	28%	30%	28%	40%	35%
None	66%	59%	62%	42%	53%

Non-Monetary Assistance Patterns (By Subgroup)	Community: Express	Community: Project and Operating	David Brooks Music Fund	Mary Gale Foundation	Neil and Louise Tillotson Fund	Substance Use Disorders	Wellborn Ecology Fund	Multiple Grant Programs	Other/Don't Know
Comprehensive	3%	0%	0%	0%	0%	20%	20%	0%	3%
Field-focused	1%	4%	0%	0%	11%	20%	20%	5%	7%
Little	13%	35%	0%	20%	17%	20%	40%	59%	30%
None	83%	61%	100%	80%	72%	40%	20%	36%	60%

Proportion of grantees that received field-focused or comprehensive assistance

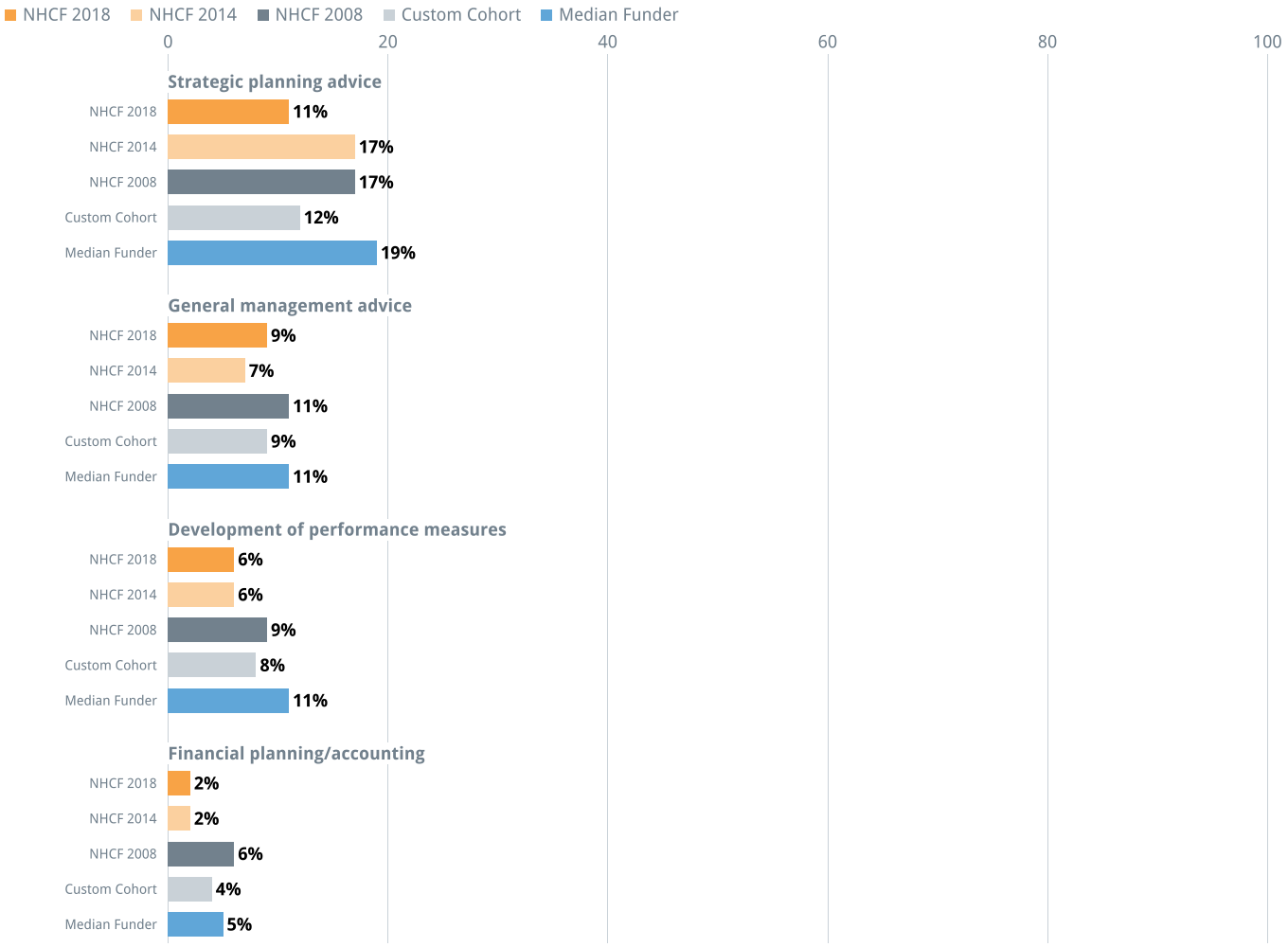


Cohort: Custom Cohort ▼ Past results: On Off Subgroup: rant Program ▼

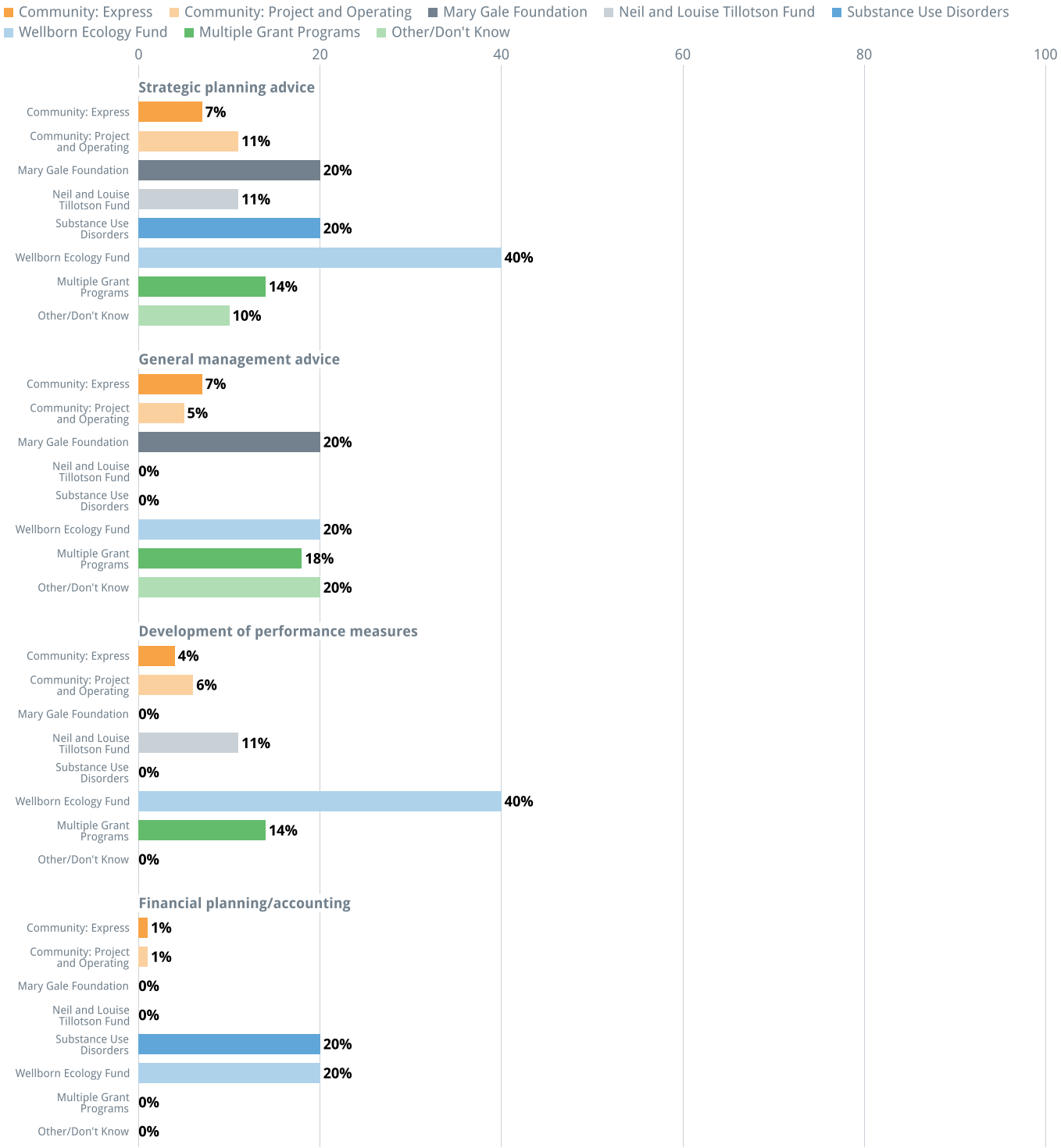
Management Assistance Activities

"Please indicate all types of non-monetary assistance, if any, you received (from staff or a third party paid for by NHCF) associated with this funding."

Percentage of Grantees that Received Management Assistance



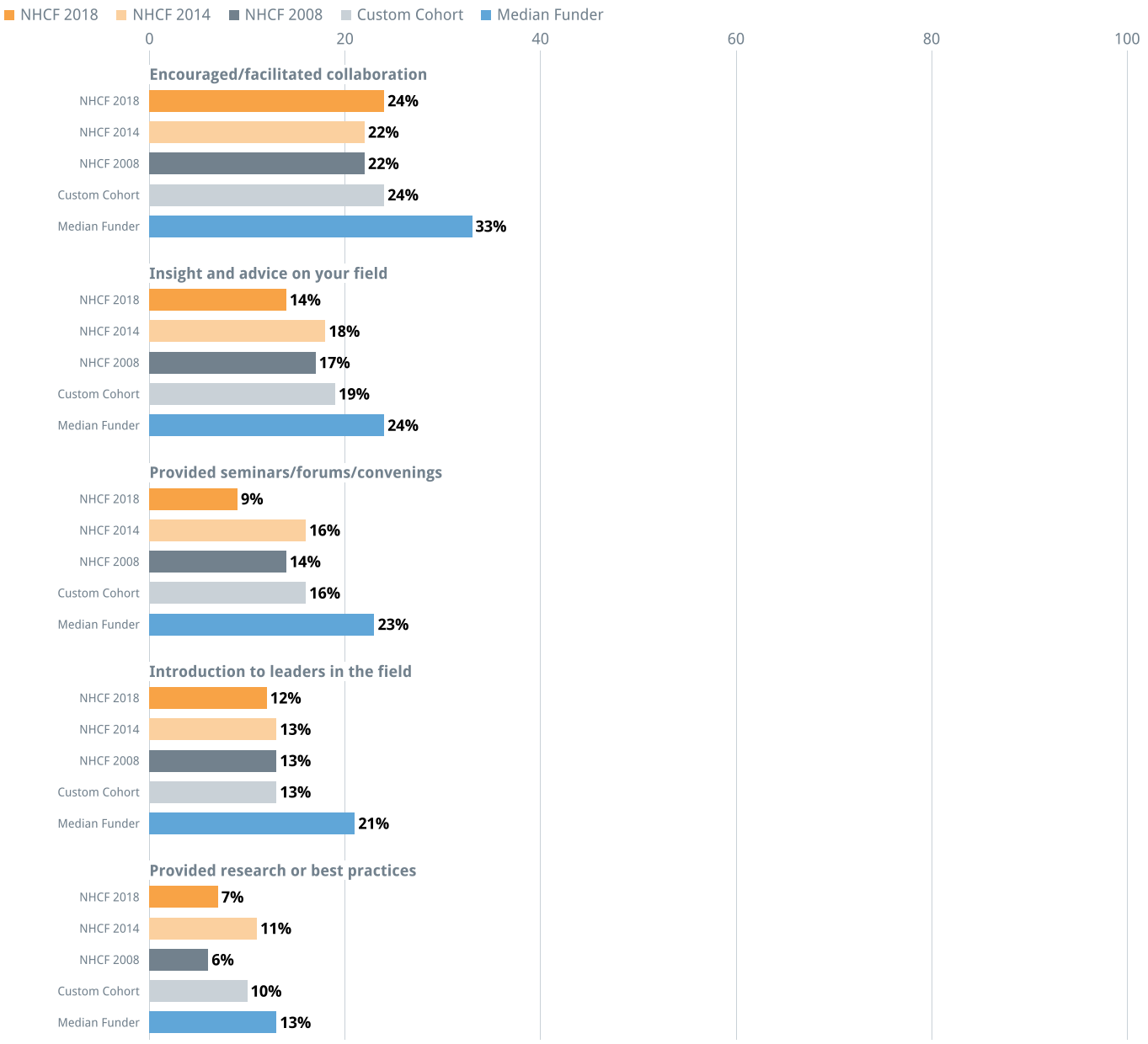
Percentage of Grantees that Received Management Assistance - By Subgroup



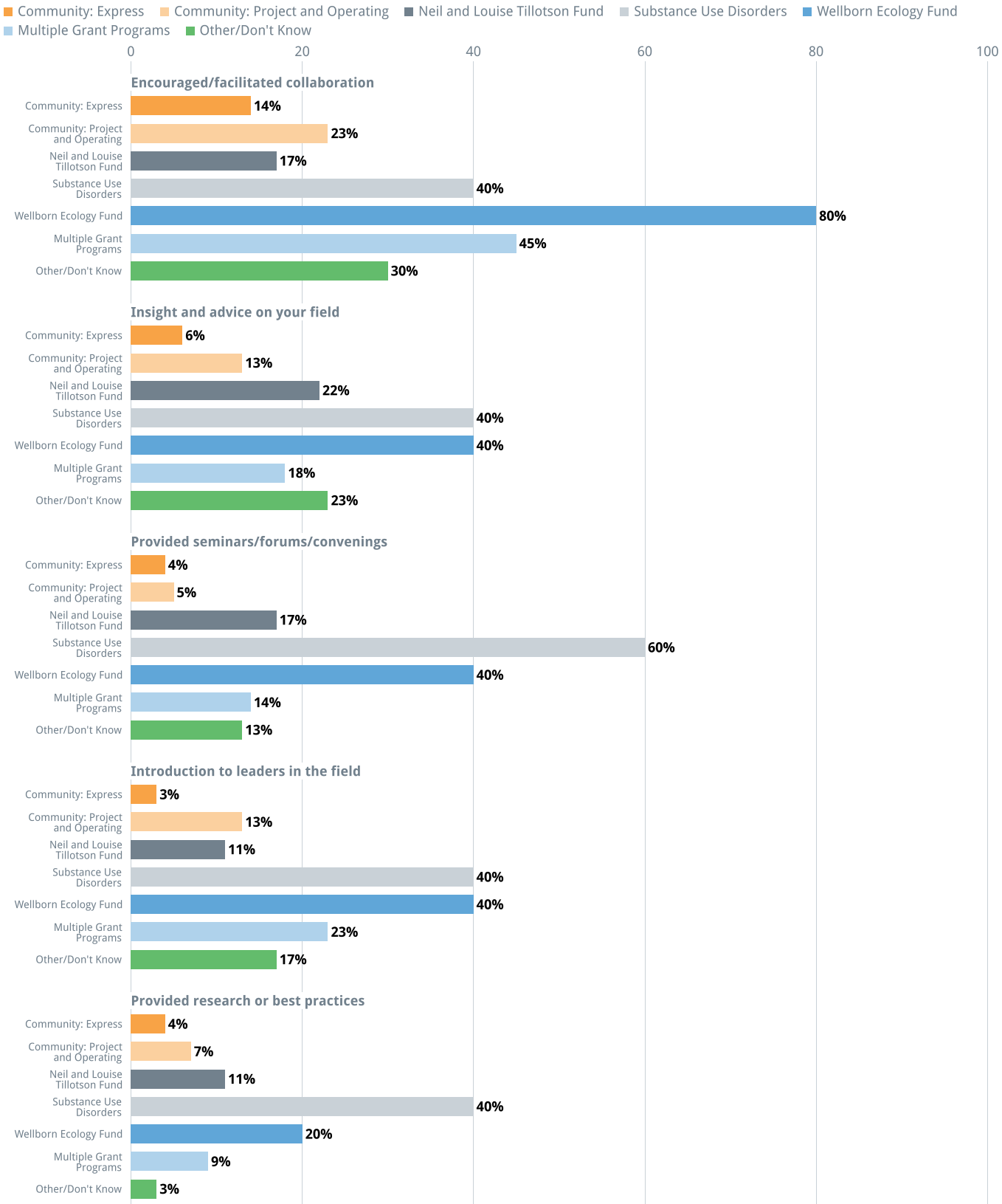
Field-Related Assistance Activities

"Please indicate all types of non-monetary assistance, if any, you received (from staff or a third party paid for by NHCF) associated with this funding."

Percentage of Grantees that Received Field-Related Assistance



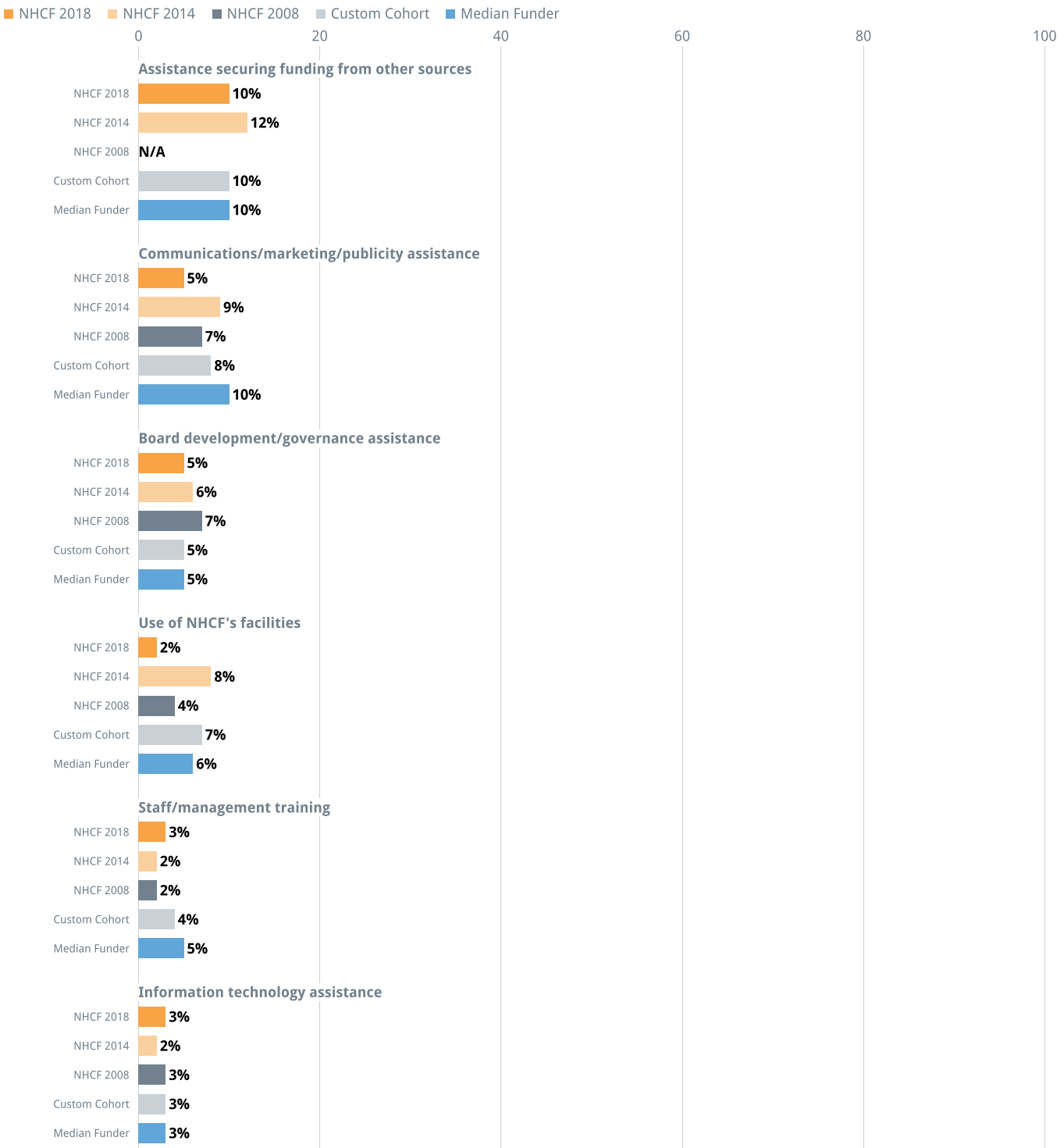
Percentage of Grantees that Received Field-Related Assistance - By Subgroup



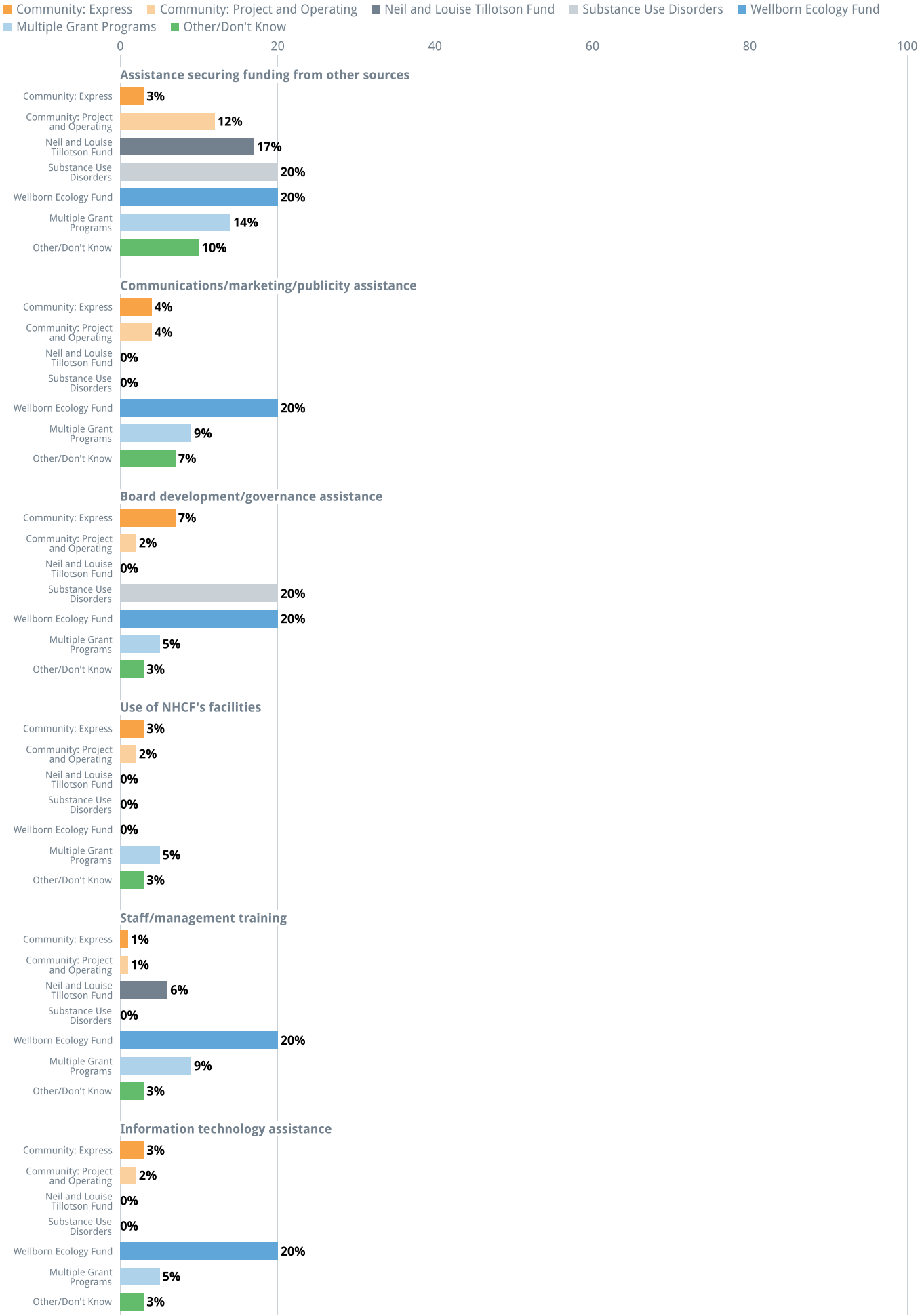
Other Assistance Activities

"Please indicate all types of non-monetary assistance, if any, you received (from staff or a third party paid for by NHCF) associated with this funding."

Percentage of Grantees that Received Other Assistance



Percentage of Grantees that Received Other Assistance - By Subgroup


Community: Express
Community: Project and Operating
Neil and Louise Tillotson Fund
Substance Use Disorders
Wellborn Ecology Fund
Multiple Grant Programs
Other/Don't Know
0
20
40
60
80
100
Assistance securing funding from other sources
Community: Express 3%
Community: Project and Operating 12%
Neil and Louise Tillotson Fund 17%
Substance Use Disorders 20%
Wellborn Ecology Fund 20%
Multiple Grant Programs 14%
Other/Don't Know 10%
Communications/marketing/publicity assistance
Community: Express 4%
Community: Project and Operating 4%
Neil and Louise Tillotson Fund 0%
Substance Use Disorders 0%
Wellborn Ecology Fund 20%
Multiple Grant Programs 9%
Other/Don't Know 7%
Board development/governance assistance
Community: Express 7%
Community: Project and Operating 2%
Neil and Louise Tillotson Fund 0%
Substance Use Disorders 20%
Wellborn Ecology Fund 20%
Multiple Grant Programs 5%
Other/Don't Know 3%
Use of NHCF's facilities
Community: Express 3%
Community: Project and Operating 2%
Neil and Louise Tillotson Fund 0%
Substance Use Disorders 0%
Wellborn Ecology Fund 0%
Multiple Grant Programs 5%
Other/Don't Know 3%
Staff/management training
Community: Express 1%
Community: Project and Operating 1%
Neil and Louise Tillotson Fund 6%
Substance Use Disorders 0%
Wellborn Ecology Fund 20%
Multiple Grant Programs 9%
Other/Don't Know 3%
Information technology assistance
Community: Express 3%
Community: Project and Operating 2%
Neil and Louise Tillotson Fund 0%
Substance Use Disorders 0%
Wellborn Ecology Fund 20%
Multiple Grant Programs 5%
Other/Don't Know 3%

Grantees' Open-Ended Comments

In the Grantee Perception Report survey, CEP asks three open-ended questions:

1. “Please comment on the quality of NHCF's processes, interactions, and communications. Your answer will help us better understand what it is like to work with NHCF.”
2. “Please comment on the impact NHCF is having on your field, community, or organization. Your answer will help us to better understand the nature of NHCF's impact.”
3. “What specific improvements would you suggest that would make NHCF a better funder?”

To download the full set of grantee comments and suggestions, please refer to the "Downloads" 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 NHCF'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 NHCF's Processes, Interactions, and Communications	NHCF 2018	Average Funder	Custom Cohort
Positive comment	73%	72%	71%
Comment with at least one constructive theme	27%	28%	29%

Grantees' Suggestions

Grantees were asked to provide any suggestions for how the Foundation could improve. Of the 242 grantees that responded to the survey, 70 provided a total of 110 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
Interactions with Staff	19%
Proposal/Selection Process	16%
Non-Monetary Assistance	12%
Grantmaking Characteristics	11%
Engagement with the Foundation's Donors	8%
Foundation Communications	8%
Reporting/Evaluation Processes	6%
Impact on and Understanding of Grantees' Fields	5%
Impact on and Understanding of Grantees' Organizations	5%
Other Suggestions	3%

Selected Comments

Grantees were asked to provide any suggestions for how the Foundation could improve. The 242 grantees that responded to the survey provided a total of 109 distinct suggestions. These suggestions were thematically categorized by CEP and grouped into the topics below,

Interactions with Staff (19% N=21)

- Offer More Site Visits (N = 7)
    - "Have program officers visit with funding recipients."
    - "More field visits."
    - "Visit the funded/applicant organization during a time when it is serving its community."
- More Frequent Interactions (N = 6)
    - "More consistent Program Manager and organization contact, so [an] understanding of [the] programs offered and funding availability is clearer."
    - "More interactions and ongoing guidance during our grant cycle."
    - "More one-on-one contact would be helpful."
- Better Manage Contact Transitions (N = 4)
    - "Have a plan [regarding] how to communicate staff changes and handle their workload. Our Program Officer left during our process and we had no idea until we got an email saying he'd gone."
    - "It would....be helpful to be advised of changes in program officers."
- Communicate Guidelines for Staff-Grantee Interactions (N = 2)
    - "Some clarification about informal communication vs. reporting requirements. How much interaction and of what sort is desirable during grant process?"
- Other Suggestions (N = 2)

Proposal/Selection Process (16% N=17)

- More Feedback Regarding Submitted Proposals (N = 5)
    - "It would be useful to have a summary of notes from the review committee about their thoughts on the project. This model is used in academia and strengthens applications."
    - "Other foundations we apply to give all grant applicants a call to give them specific, constructive feedback on their proposals, whether it was funded or not, in order to better the organizations.... It is super helpful, and I would encourage NHCF to consider this feedback process"
    - "[Provide the] applicant [with] the deficits in an application that caused NHCF not to choose a specific proposal, with advice on how to make the next proposal more successful."
- Improve Online Portal (N = 3)
    - "[A] clearer, more streamlined, and easier-to-navigate...online site. The actual process of filling out the application online was so cumbersome, due to the hard-to-navigate site."
    - "Improve the portal."
- Increase Number of Application Periods (N = 2)
    - "Offering more opportunities during the year to apply for the unrestricted grants would be great."
- Offer More Support During Selection Process (N = 2)
    - "More education [for] prospective grantees that staff help is available during the process."
- Streamline Selection Process (N = 2)
    - "[A] less timely and complex grant application process, that better aligns with the value of the grant."
- Other Suggestions (N = 3)

Non-Monetary Assistance (12% N=13)

- Encourage More Cross-Grantee Collaboration, Including Facilitating More Convenings (N = 6)
    - "Be a connector for non-profits by actively engaging groups of cohorts who may have similar projects or missions."
    - "Creating connections among funded organizations is helpful."
    - "Host regional forums regularly."
- Offer More Assistance Helping Grantees Secure Funding from Other Sources (N = 3)
    - "Help support our requests to other funders outside of the state who[m] they may have a relationship with."
    - "[We] would appreciate additional connection[s] to others who can be...supporters...or funders."
- Offer More Trainings (N = 2)
    - "More...resources development guidance. I am in need of Board training and staff training resources."

- Other Suggestions (N = 2)

Grantmaking Characteristics (11% N=12)

- Increase Length of Grants (N = 3)
    - "Multi-year project funding is really great and could allow groups to do more impactful projects."
    - "Some projects or initiatives may take even longer than 3 years!"
- Offer Different Types of Grants (N = 3)
    - "Offering grants for operating costs would be extremely helpful."
    - "Unrestricted funding."
- Increase Foundation Assets (N = 2)
    - "More financial resources...would help make NHCF a better funder!"
- Offer Larger Grants (N = 2)
    - "Larger grants in support of organizations serving larger numbers of constituents."
- Other Suggestions (N = 2)

Engagement with the Foundation's Donors (8% N=9)

- Provide More Opportunities to Connect with the Foundation's Donors (N = 4)
    - "A more direct way to appeal to those with Donor-Advised funds who may be interested in supporting specific areas of interest at our [organization]."
    - "It would be great if there was a more direct way for nonprofits to connect with family funds."
- Greater Transparency Regarding the Foundation's Work with Donors (N = 2)
    - "NHCF could be more transparent on how they work with donors - it feels sometimes like they are keeping the donors and the organizations/programs at arms-length from each other."
- Other Suggestions (N = 3)

Foundation Communications (8% N=9)

- Greater Clarity of Communications about the Foundation's Strategy and/or Funding Opportunities (N = 6)
    - "It would greatly assist us in developing our programs if we were regularly informed about NHCF's objectives and procedures, especially as new funding objectives and goals are developed."
    - "NHCF is...a top-class fundraiser and manager of funds. The gray area...is... making sure we aren't missing any other funding opportunities.... How can [NHCF's] fund opportunities that are directly relevant to our organization be driven (via email or other channel[s]) to us (versus us reaching out, researching, etc.)?"
    - "We are still exploring what funding opportunities that are available to us through NHCF. As a smaller organization..., we have found it challenging to identify grant opportunities that we find [are] worth the application efforts."
- Other Suggestions (N = 3)

Reporting/Evaluation Processes (6% N=6)

- Streamline Reporting/Evaluation Processes (N = 3)
    - "Having an Interim Report that is as much work as the Final Report is a bit onerous. We would suggest dropping one or the other. How about a 12 month report submitted at the time of the evaluation?"
    - "Simpler reporting requirements would be appreciated."
- Other Suggestions (N = 3)

Impact on and Understanding of Grantees' Fields (5% N=5)

- Improve Understanding of Grantees' Fields (N = 2)
    - "Establish greater understanding of the field [that] we are [operating] in."
- Increase Thought Leadership Role (N = 2)
    - "Advocate for more public dollars and policies to support children and families."
- Other Suggestions (N = 1)

Impact on and Understanding of Grantees' Organizations (5% N=5)

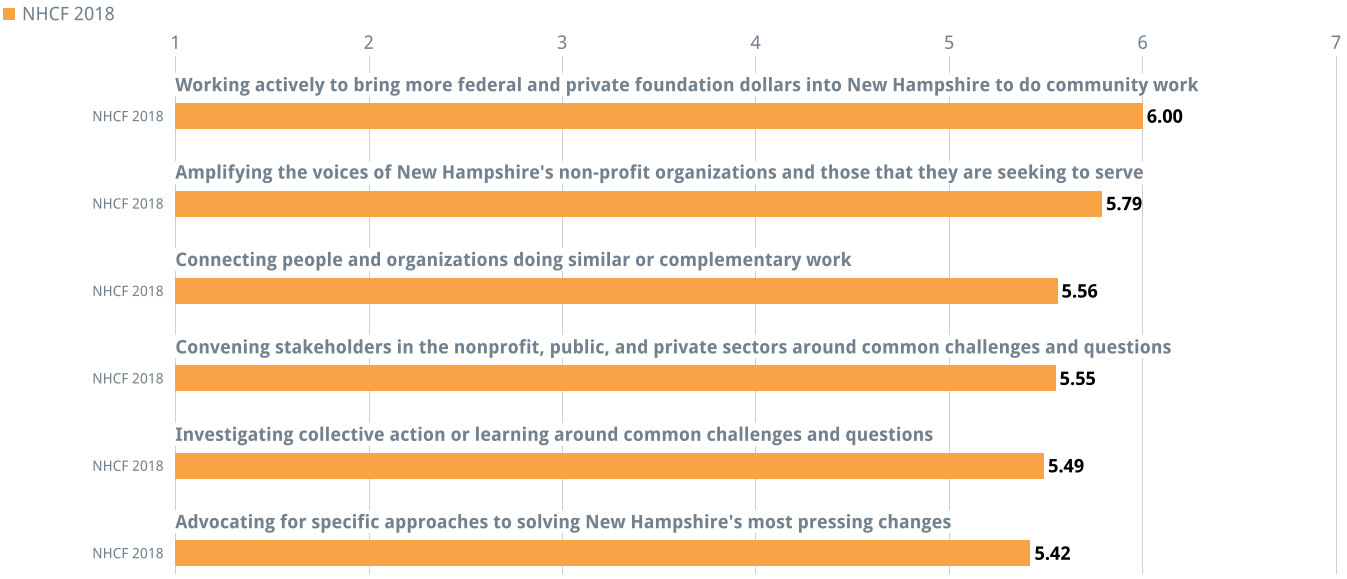
- Fund Different Types of Organizations (N = 3)
    - "More ways to support innovative projects that are non-traditional."
    - "NHCF could take more funding risks, and perhaps have a small pool of discretionary funds for emerging problems or creative solutions with a public application process."
- Other Suggestions (N = 2)

Other Suggestions (3% N=3)

Customized Questions

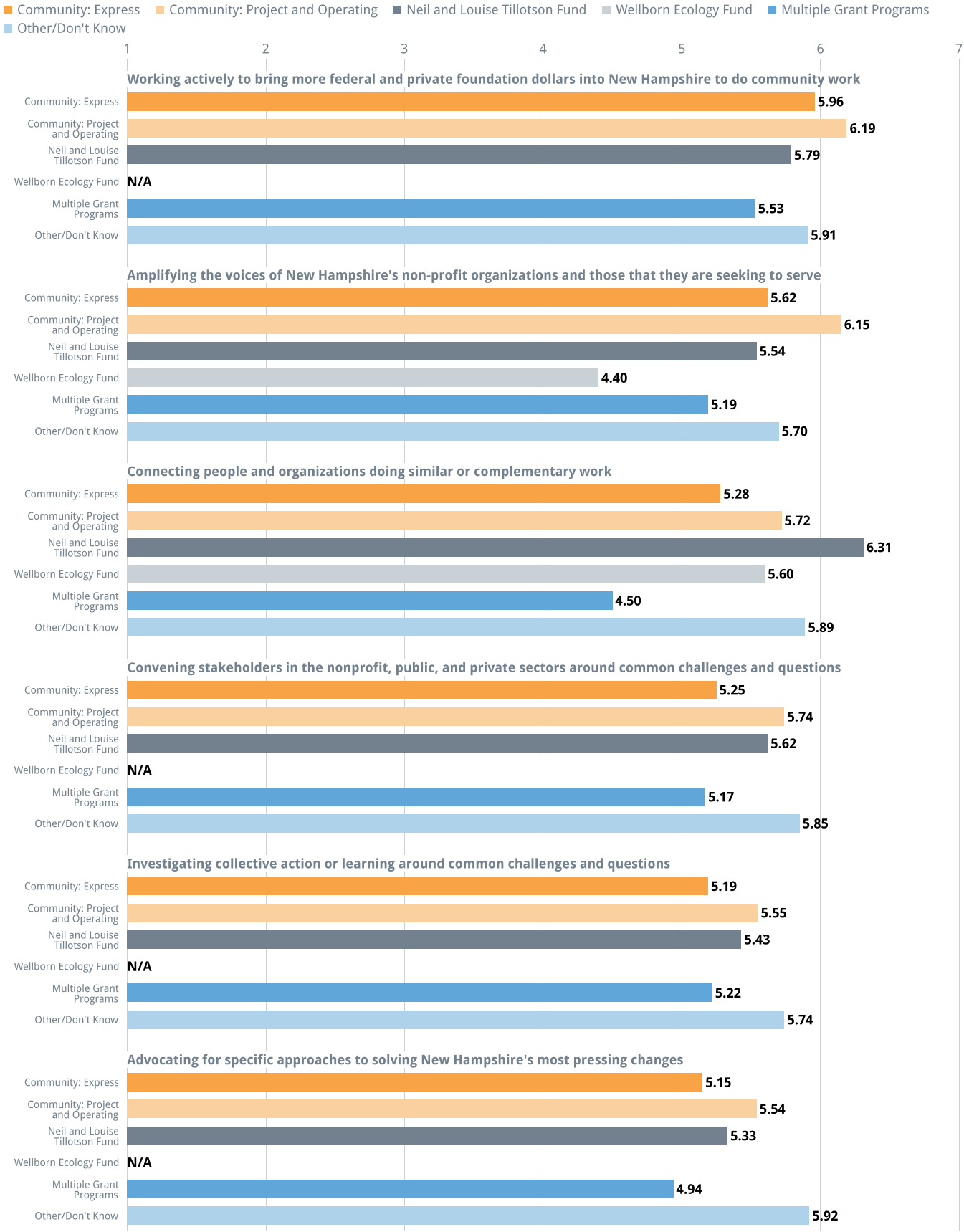
Thinking about the roles that NHCF plays beyond grantmaking, please rate the extent to which each is beneficial to your organization in achieving your mission:

1 = Is not beneficial **4** = Is somewhat beneficial **7** = Is extremely beneficial

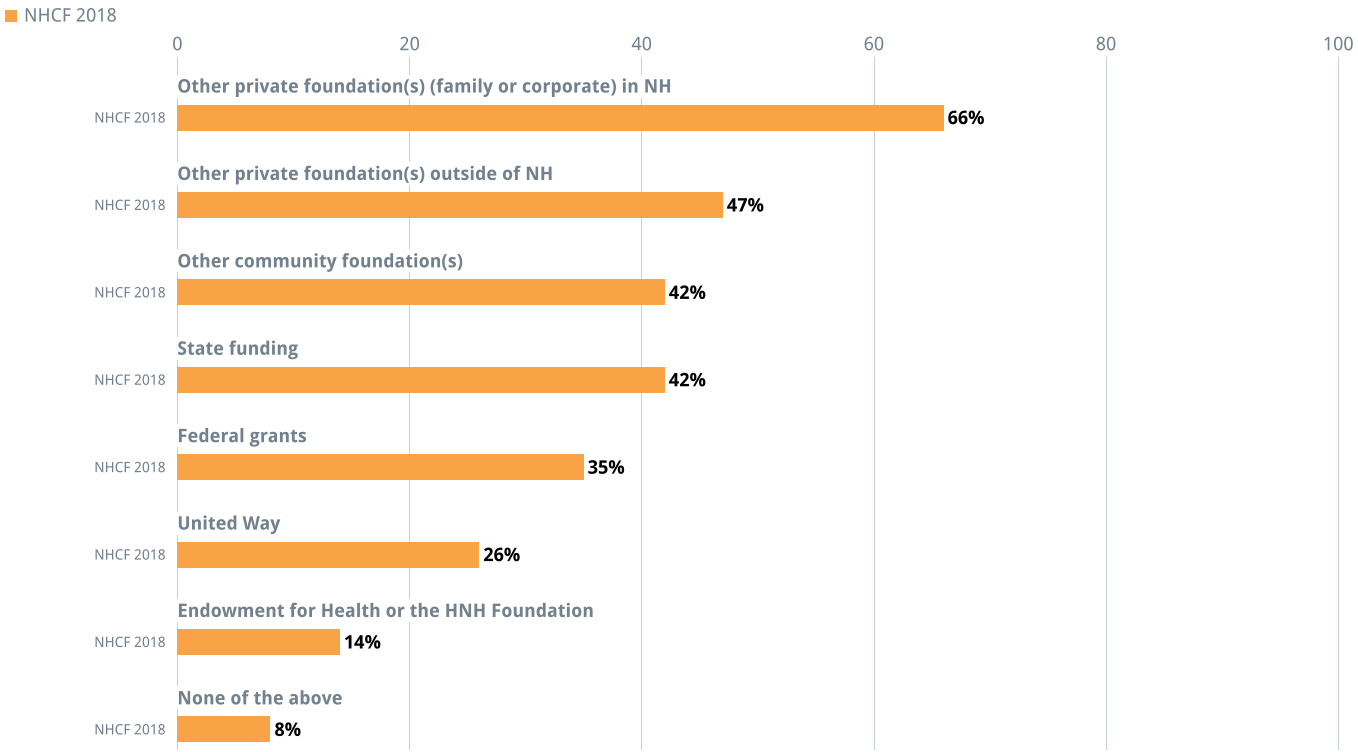


Thinking about the roles that NHCF plays beyond grantmaking, please rate the extent to which each is beneficial to your organization in achieving your mission: - By Subgroup

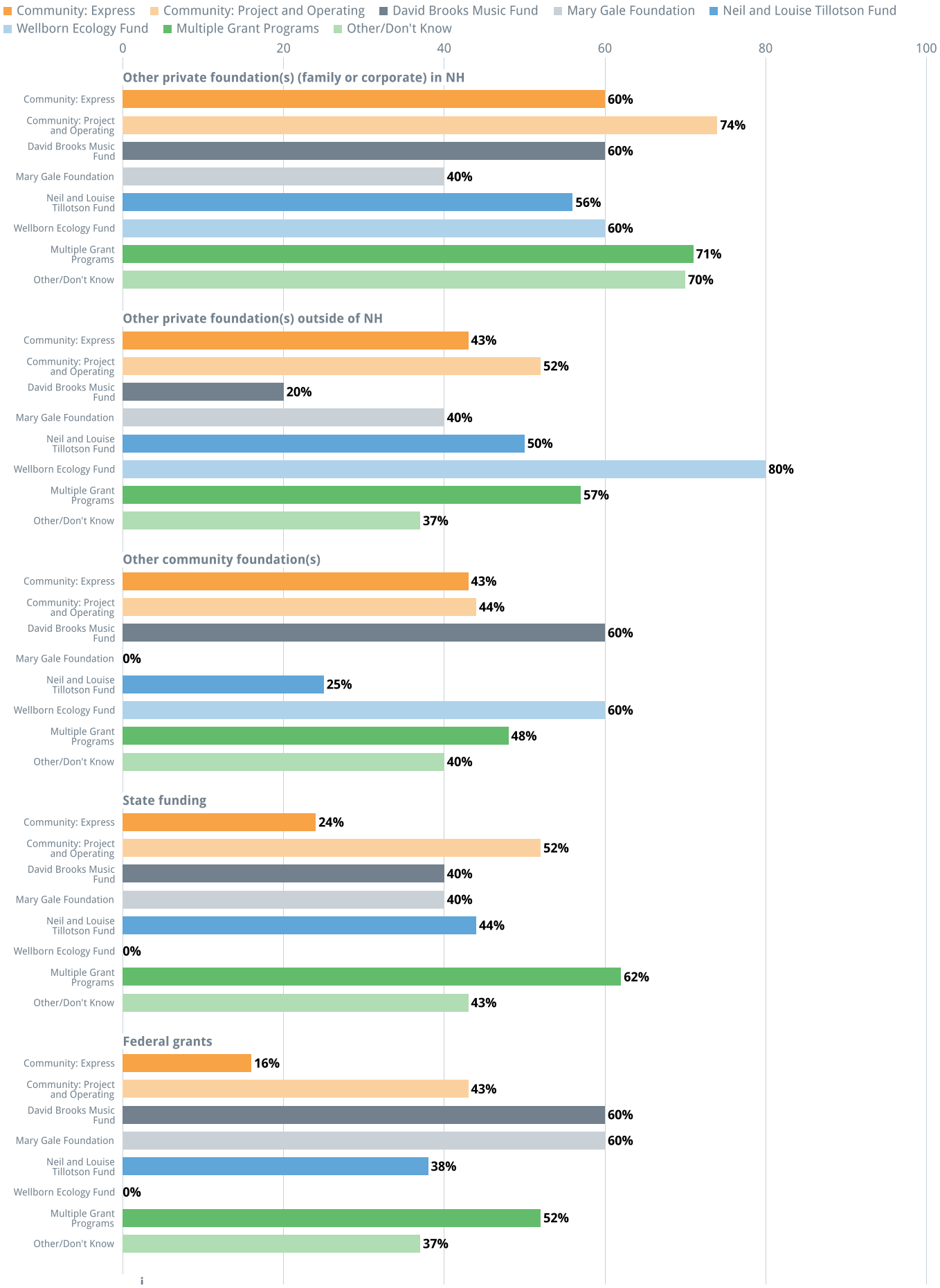
1 = Is not beneficial **4** = Is somewhat beneficial **7** = Is extremely beneficial

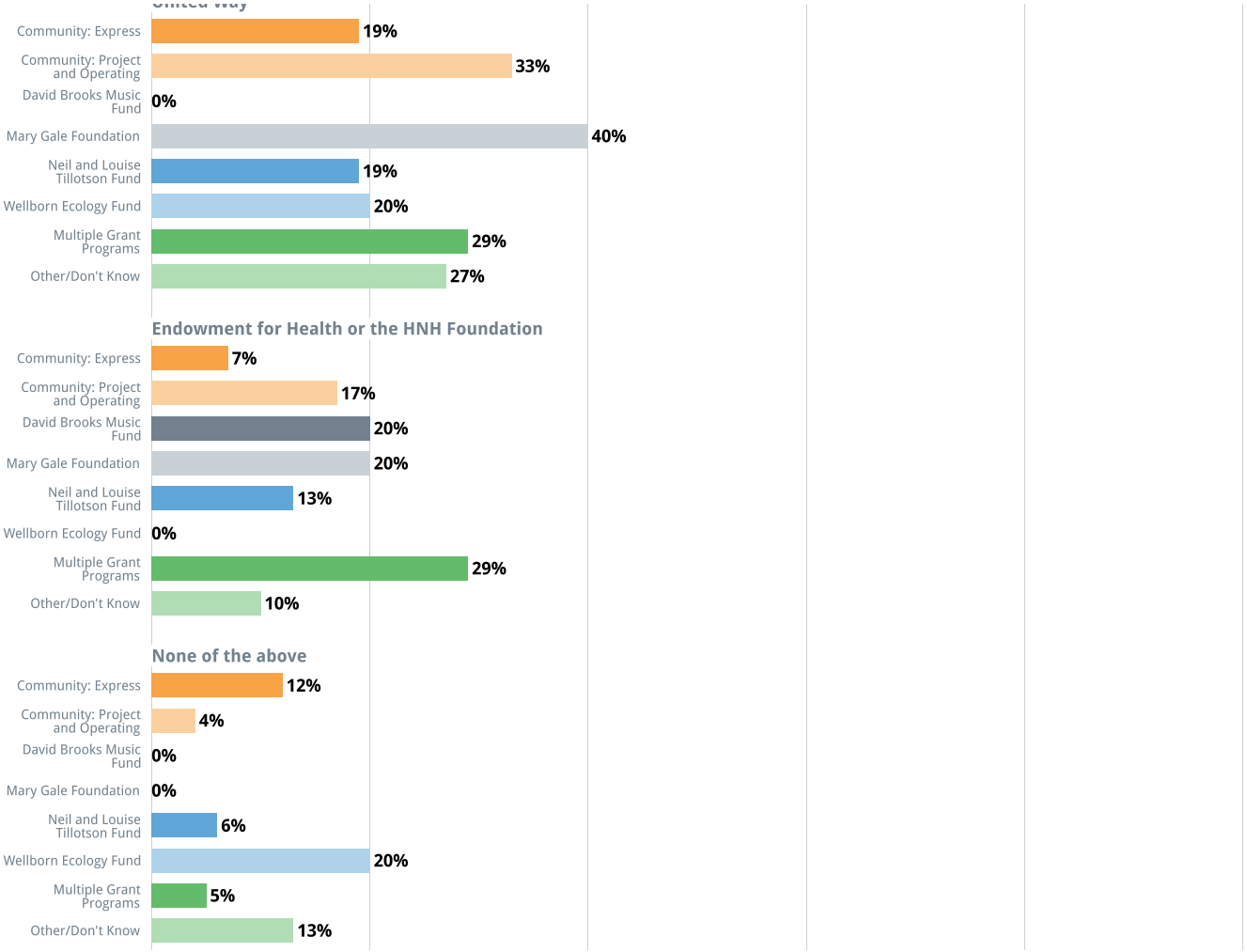

Community: Express
Community: Project and Operating
Neil and Louise Tillotson Fund
Wellborn Ecology Fund
Multiple Grant Programs
Other/Don't Know
1
2
3
4
5
6
7
Working actively to bring more federal and private foundation dollars into New Hampshire to do community work
Community: Express 5.96
Community: Project and Operating 6.19
Neil and Louise Tillotson Fund 5.79
Wellborn Ecology Fund N/A
Multiple Grant Programs 5.53
Other/Don't Know 5.91
Amplifying the voices of New Hampshire's non-profit organizations and those that they are seeking to serve
Community: Express 5.62
Community: Project and Operating 6.15
Neil and Louise Tillotson Fund 5.54
Wellborn Ecology Fund 4.40
Multiple Grant Programs 5.19
Other/Don't Know 5.70
Connecting people and organizations doing similar or complementary work
Community: Express 5.28
Community: Project and Operating 5.72
Neil and Louise Tillotson Fund 6.31
Wellborn Ecology Fund 5.60
Multiple Grant Programs 4.50
Other/Don't Know 5.89
Convening stakeholders in the nonprofit, public, and private sectors around common challenges and questions
Community: Express 5.25
Community: Project and Operating 5.74
Neil and Louise Tillotson Fund 5.62
Wellborn Ecology Fund N/A
Multiple Grant Programs 5.17
Other/Don't Know 5.85
Investigating collective action or learning around common challenges and questions
Community: Express 5.19
Community: Project and Operating 5.55
Neil and Louise Tillotson Fund 5.43
Wellborn Ecology Fund N/A
Multiple Grant Programs 5.22
Other/Don't Know 5.74
Advocating for specific approaches to solving New Hampshire's most pressing changes
Community: Express 5.15
Community: Project and Operating 5.54
Neil and Louise Tillotson Fund 5.33
Wellborn Ecology Fund N/A
Multiple Grant Programs 4.94
Other/Don't Know 5.92

In the past 3 years, did your organization receive funding from any of the following entities:



In the past 3 years, did your organization receive funding from any of the following entities: - By Subgroup




Community: Express
19%
Community: Project and Operating
33%
David Brooks Music Fund
0%
Mary Gale Foundation
40%
Neil and Louise Tillotson Fund
19%
Wellborn Ecology Fund
20%
Multiple Grant Programs
29%
Other/Don't Know
27%
Endowment for Health or the HNH Foundation
Community: Express
7%
Community: Project and Operating
17%
David Brooks Music Fund
20%
Mary Gale Foundation
20%
Neil and Louise Tillotson Fund
13%
Wellborn Ecology Fund
0%
Multiple Grant Programs
29%
Other/Don't Know
10%
None of the above
Community: Express
12%
Community: Project and Operating
4%
David Brooks Music Fund
0%
Mary Gale Foundation
0%
Neil and Louise Tillotson Fund
6%
Wellborn Ecology Fund
20%
Multiple Grant Programs
5%
Other/Don't Know
13%

The Foundation's New Hampshire Tomorrow Initiative

"In 2015, the Foundation introduced a 10 year initiative, New Hampshire Tomorrow. This initiative is a comprehensive partnership which brings together hundreds of organizations and businesses toward a single goal: increasing opportunities so that young people can reach their potential and be ready to contribute to New Hampshire's communities and workforce.

Are you aware of the Foundation's New Hampshire Tomorrow initiative?"

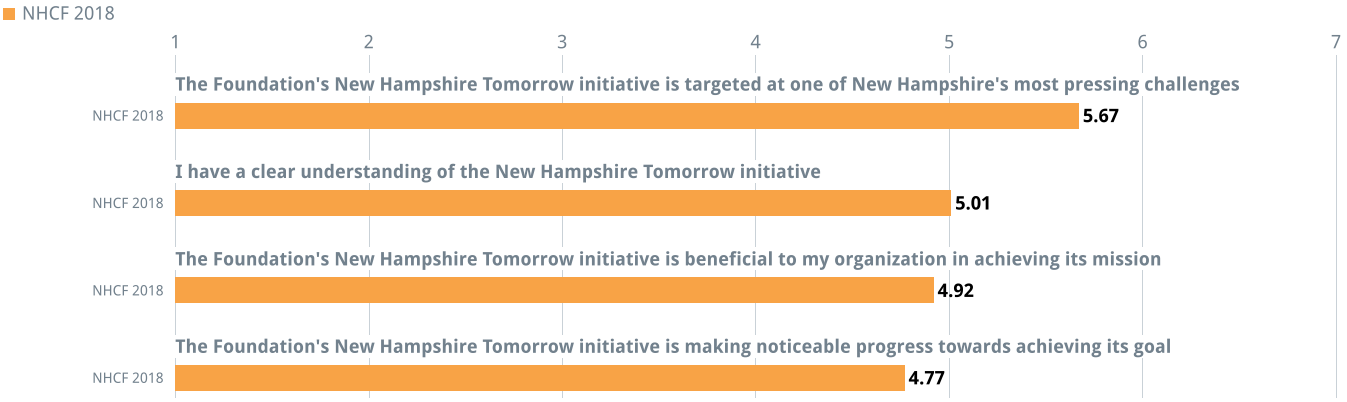
Are you aware of the Foundation's New Hampshire Tomorrow initiative?	NHCF 2018
Yes	46%
No	54%

Are you aware of the Foundation's New Hampshire Tomorrow initiative? (By Subgroup)	Community: Express	Community: Project and Operating	David Brooks Music Fund	Mary Gale Foundation	Neil and Louise Tillotson Fund	Substance Use Disorders	Wellborn Ecology Fund	Multiple Grant Programs	Other/Don't Know
Yes	29%	56%	20%	N/A	33%	N/A	40%	55%	58%
No	71%	44%	80%	N/A	67%	N/A	60%	45%	42%

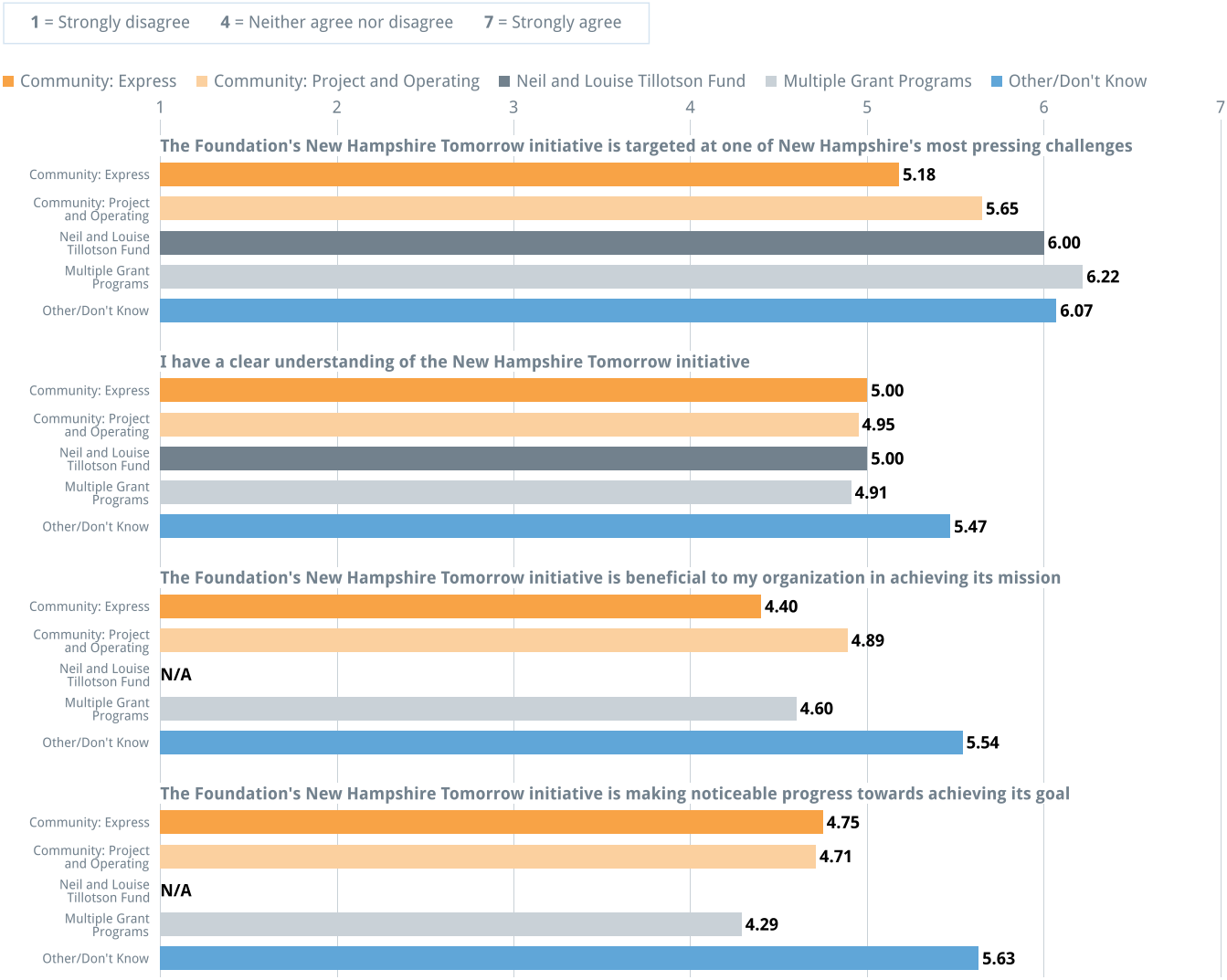
Note: each of the items below was asked only of those grantees indicating awareness of the Foundation's New Hampshire Tomorrow initiative in a previous survey question.

Please rate your level of agreement with the following statements regarding the Foundation's New Hampshire Tomorrow initiative:

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



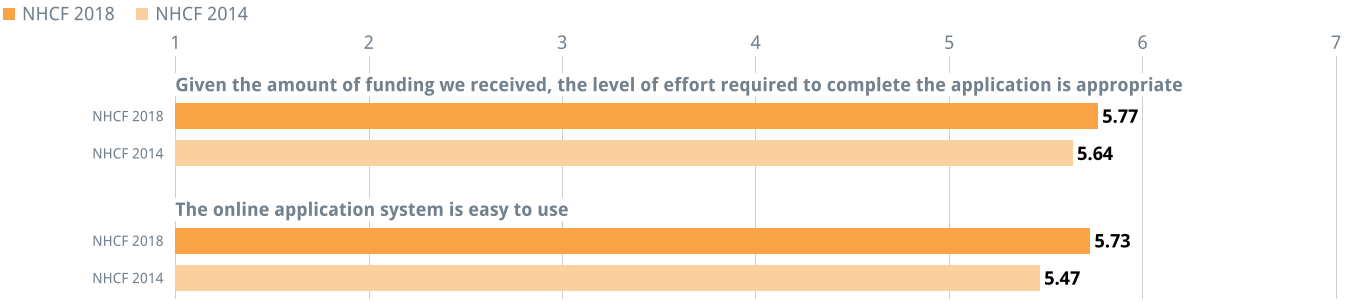
Please rate your level of agreement with the following statements regarding the Foundation's New Hampshire Tomorrow initiative: - By Subgroup



The Foundation's Online Grant Application System

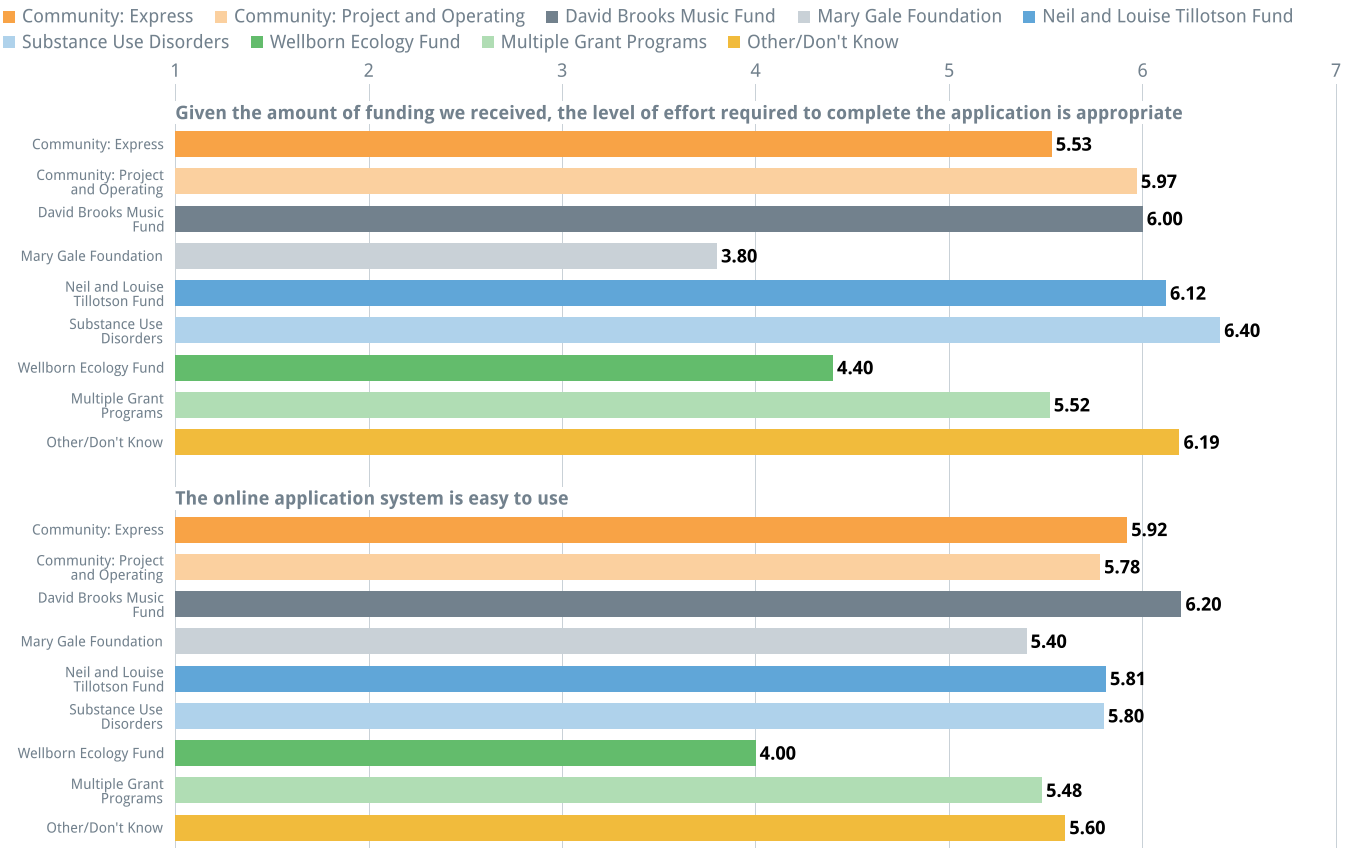
Please rate your level of agreement with the following statements regarding the Foundation's online grant application system:

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



Please rate your level of agreement with the following statements regarding the Foundation's online grant application system: - By Subgroup

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



The Foundation's Recent Strategic Decision

"In 2018, the Foundation made a strategic decision to provide unrestricted, multiyear support through the Foundation's large Community Grants Program.

Were you aware that the Foundation recently made this change to its grantmaking?"

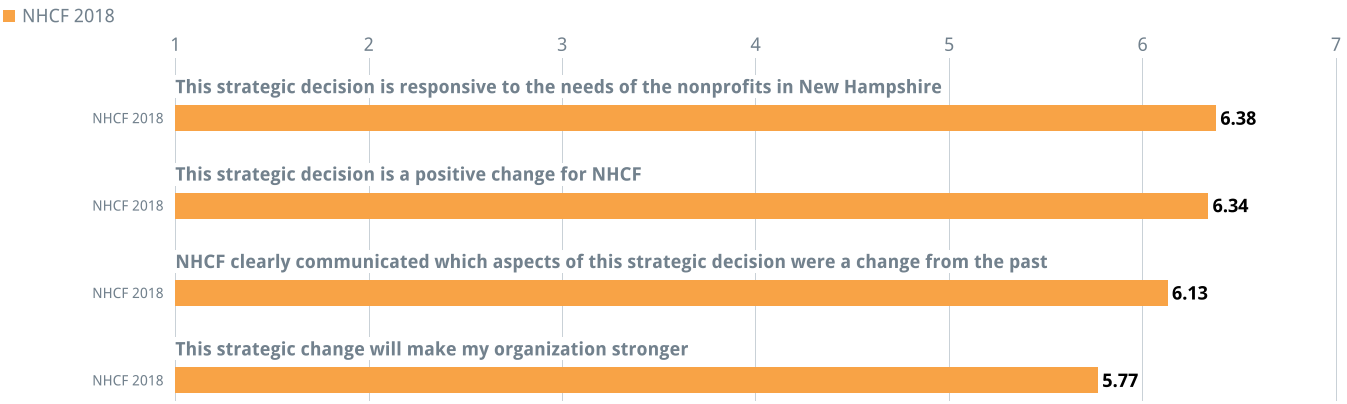
Were you aware that the Foundation recently made this change to its grantmaking?	NHCF 2018
Yes	71%
No	29%

Were you aware that the Foundation recently made this change to its grantmaking? (By Subgroup)	Community: Express	Community: Project and Operating	David Brooks Music Fund	Mary Gale Foundation	Neil and Louise Tillotson Fund	Substance Use Disorders	Wellborn Ecology Fund	Multiple Grant Programs	Other/Don't Know
Yes	62%	86%	60%	40%	63%	80%	20%	70%	71%
No	38%	14%	40%	60%	38%	20%	80%	30%	29%

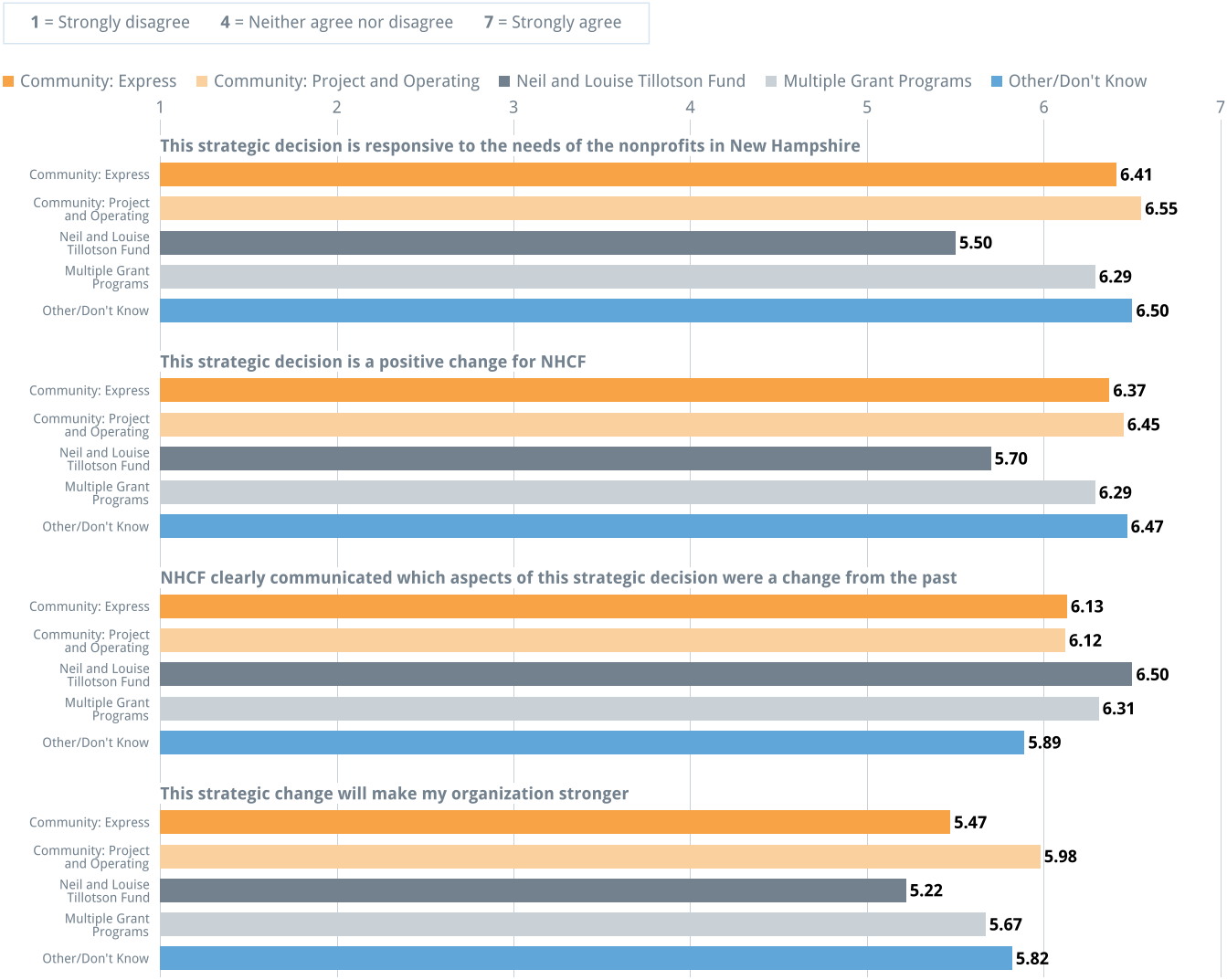
Note: each of the items below was asked only of those grantees indicating awareness of the Foundation's strategic decision in a previous survey question.

Please rate your level of agreement with the following statements regarding the Foundation's new approach to grantmaking:

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



Please rate your level of agreement with the following statements regarding the Foundation's new approach to grantmaking: - By Subgroup



Contextual Data

Grantmaking Characteristics

Length of Grant Awarded	NHCF 2018	NHCF 2014	NHCF 2008	Median Funder	Custom Cohort
Average grant length	1.6 years	1.7 years	1.5 years	2.2 years	1.8 years

Length of Grant Awarded	NHCF 2018	NHCF 2014	NHCF 2008	Average Funder	Custom Cohort
1 year	80%	77%	72%	44%	59%
2 years	9%	12%	17%	24%	21%
3 years	5%	5%	8%	19%	12%
4 years	2%	0%	0%	4%	2%
5 or more years	4%	6%	3%	8%	6%

Type of Grant Awarded	NHCF 2018	NHCF 2014	NHCF 2008	Average Funder	Custom Cohort
Program / Project Support	61%	58%	63%	65%	67%
General Operating / Core Support	27%	28%	20%	21%	19%
Capital Support: Building / Renovation / Endowment Support / Other	3%	5%	4%	5%	6%
Technical Assistance / Capacity Building	5%	6%	12%	4%	5%
Scholarship / Fellowship	2%	1%	1%	2%	1%
Event / Sponsorship Funding	2%	3%	0%	2%	2%

Grantmaking Characteristics - By Subgroup

Length of Grant Awarded (By Subgroup)	Community: Express	Community: Project and Operating	David Brooks Music Fund	Mary Gale Foundation	Neil and Louise Tillotson Fund	Substance Use Disorders	Wellborn Ecology Fund	Multiple Grant Programs	Other/Don't Know
Average grant length	0.9 years	1.3 years	1 years	3.4 years	1.4 years	2.2 years	1 years	2.4 years	2.9 years

Length of Grant Awarded (By Subgroup)	Community: Express	Community: Project and Operating	David Brooks Music Fund	Mary Gale Foundation	Neil and Louise Tillotson Fund	Substance Use Disorders	Wellborn Ecology Fund	Multiple Grant Programs	Other/Don't Know
1 year	100%	77%	100%	40%	71%	60%	100%	64%	62%
2 years	0%	12%	0%	0%	18%	20%	0%	14%	17%
3 years	0%	9%	0%	20%	6%	0%	0%	9%	3%
4 years	0%	2%	0%	20%	6%	0%	0%	0%	0%
5 or more years	0%	0%	0%	20%	0%	20%	0%	14%	17%

Type of Grant Awarded (By Subgroup)	Community: Express	Community: Project and Operating	David Brooks Music Fund	Mary Gale Foundation	Neil and Louise Tillotson Fund	Substance Use Disorders	Wellborn Ecology Fund	Multiple Grant Programs	Other/Don't Know
Program / Project Support	71%	46%	80%	80%	78%	80%	80%	77%	43%
General Operating / Core Support	4%	52%	0%	20%	17%	0%	0%	23%	33%
Capital Support: Building / Renovation / Endowment Support / Other	1%	1%	0%	0%	0%	20%	0%	0%	13%
Technical Assistance / Capacity Building	17%	0%	0%	0%	0%	0%	0%	0%	0%
Scholarship / Fellowship	0%	0%	0%	0%	6%	0%	0%	0%	10%
Event / Sponsorship Funding	6%	0%	20%	0%	0%	0%	20%	0%	0%

Grant Size

Grant Amount Awarded	NHCF 2018	NHCF 2014	NHCF 2008	Median Funder	Custom Cohort
Median grant size	$14.7K	$15K	$15K	$90K	$32.3K

Grant Amount Awarded	NHCF 2018	NHCF 2014	NHCF 2008	Average Funder	Custom Cohort
Less than $10K	40%	38%	35%	9%	15%
$10K - $24K	34%	30%	35%	12%	21%
$25K - $49K	10%	12%	13%	13%	17%
$50K - $99K	8%	11%	11%	15%	18%
$100K - $149K	3%	3%	1%	10%	11%
$150K - $299K	3%	2%	2%	16%	11%
$300K - $499K	0%	2%	0%	9%	3%
$500K - $999K	1%	1%	0%	7%	2%
$1MM and above	0%	1%	2%	9%	2%

Median Percent of Budget Funded by Grant (Annualized)	NHCF 2018	NHCF 2014	NHCF 2008	Median Funder	Custom Cohort
Size of grant relative to size of grantee budget	3%	3%	2%	4%	2%

Grant Size - By Subgroup

Grant Amount Awarded (By Subgroup)	Community: Express	Community: Project and Operating	David Brooks Music Fund	Mary Gale Foundation	Neil and Louise Tillotson Fund	Substance Use Disorders	Wellborn Ecology Fund	Multiple Grant Programs	Other/Don't Know
Median grant size	$4.9K	$20K	$5K	$25K	$19.9K	$67K	$20K	$25K	$20K

Grant Amount Awarded (By Subgroup)	Community: Express	Community: Project and Operating	David Brooks Music Fund	Mary Gale Foundation	Neil and Louise Tillotson Fund	Substance Use Disorders	Wellborn Ecology Fund	Multiple Grant Programs	Other/Don't Know
Less than $10K	97%	6%	80%	0%	18%	20%	40%	19%	31%
$10K - $24K	3%	62%	20%	40%	53%	20%	40%	29%	23%
$25K - $49K	0%	14%	0%	60%	6%	0%	20%	19%	15%
$50K - $99K	0%	14%	0%	0%	6%	20%	0%	10%	15%
$100K - $149K	0%	1%	0%	0%	6%	0%	0%	10%	12%
$150K - $299K	0%	2%	0%	0%	12%	20%	0%	10%	0%
$300K - $499K	0%	0%	0%	0%	0%	20%	0%	0%	0%
$500K - $999K	0%	1%	0%	0%	0%	0%	0%	0%	4%
$1MM and above	0%	0%	0%	0%	0%	0%	0%	5%	0%

Median Percent of Budget Funded by Grant (Annualized) (By Subgroup)	Community: Express	Community: Project and Operating	David Brooks Music Fund	Mary Gale Foundation	Neil and Louise Tillotson Fund	Substance Use Disorders	Wellborn Ecology Fund	Multiple Grant Programs	Other/Don't Know
Size of grant relative to size of grantee budget	3%	3%	N/A	N/A	2%	6%	N/A	3%	5%

Grantee Characteristics

Operating Budget of Grantee Organization	NHCF 2018	NHCF 2014	NHCF 2008	Median Funder	Custom Cohort
Median Budget	$0.4M	$0.5M	$0.6M	$1.5M	$1M

Operating Budget of Grantee Organization	NHCF 2018	NHCF 2014	NHCF 2008	Average Funder	Custom Cohort
<$100K	19%	19%	19%	8%	9%
$100K - $499K	34%	31%	28%	19%	25%
$500K - $999K	14%	16%	15%	13%	14%
$1MM - $4.9MM	19%	23%	23%	30%	28%
$5MM - $24MM	7%	8%	11%	18%	15%
>=$25MM	6%	4%	4%	11%	9%

Grantee Characteristics - By Subgroup

Operating Budget of Grantee Organization (By Subgroup)	Community: Express	Community: Project and Operating	David Brooks Music Fund	Mary Gale Foundation	Neil and Louise Tillotson Fund	Substance Use Disorders	Wellborn Ecology Fund	Multiple Grant Programs	Other/Don't Know
Median Budget	$0.1M	$0.7M	N/A	N/A	$0.8M	$0.5M	N/A	$1M	$0.5M

Operating Budget of Grantee Organization (By Subgroup)	Community: Express	Community: Project and Operating	David Brooks Music Fund	Mary Gale Foundation	Neil and Louise Tillotson Fund	Substance Use Disorders	Wellborn Ecology Fund	Multiple Grant Programs	Other/Don't Know
<$100K	35%	9%	N/A	N/A	18%	0%	N/A	5%	17%
$100K - $499K	38%	35%	N/A	N/A	24%	60%	N/A	32%	34%
$500K - $999K	18%	16%	N/A	N/A	12%	0%	N/A	11%	3%
$1MM - $4.9MM	5%	29%	N/A	N/A	24%	0%	N/A	21%	28%
$5MM - $24MM	3%	3%	N/A	N/A	18%	20%	N/A	16%	14%
>=$25MM	0%	8%	N/A	N/A	6%	20%	N/A	16%	3%

Funding Relationship

Pattern of Grantees' Funding Relationship with NHCF	NHCF 2018	NHCF 2014	Average Funder	Custom Cohort
First grant received from NHCF	21%	16%	29%	28%
Consistent funding in the past	55%	49%	53%	47%
Inconsistent funding in the past	24%	35%	18%	26%

Funding Status and Grantees Previously Declined Funding	NHCF 2018	NHCF 2014	NHCF 2008	Median Funder	Custom Cohort
Percent of grantees currently receiving funding from NHCF	67%	61%	60%	81%	73%
Percent of grantees previously declined funding by NHCF	54%	60%	60%	31%	54%

Funding Relationship - By Subgroup

Pattern of Grantees' Funding Relationship with NHCF (By Subgroup)	Community: Express	Community: Project and Operating	David Brooks Music Fund	Mary Gale Foundation	Neil and Louise Tillotson Fund	Substance Use Disorders	Wellborn Ecology Fund	Multiple Grant Programs	Other/Don't Know
First grant received from NHCF	43%	12%	20%	N/A	24%	20%	0%	14%	7%
Consistent funding in the past	22%	69%	0%	N/A	65%	40%	100%	68%	71%
Inconsistent funding in the past	34%	19%	80%	N/A	12%	40%	0%	18%	21%

Funding Status and Grantees Previously Declined Funding (By Subgroup)	Community: Express	Community: Project and Operating	David Brooks Music Fund	Mary Gale Foundation	Neil and Louise Tillotson Fund	Substance Use Disorders	Wellborn Ecology Fund	Multiple Grant Programs	Other/Don't Know
Percent of grantees currently receiving funding from NHCF	43%	79%	40%	100%	67%	40%	100%	95%	64%
Percent of grantees previously declined funding by NHCF	55%	64%	40%	N/A	38%	N/A	20%	62%	25%

Grantee Demographics

Job Title of Respondents	NHCF 2018	NHCF 2014	NHCF 2008	Average Funder	Custom Cohort
Executive Director	59%	54%	57%	47%	48%
Other Senior Management	9%	7%	9%	16%	13%
Project Director	12%	6%	6%	13%	8%
Development Director	6%	12%	11%	8%	11%
Other Development Staff	8%	5%	5%	8%	11%
Volunteer	7%	5%	0%	1%	2%
Other	0%	10%	12%	7%	6%

Gender of Respondents	NHCF 2018	NHCF 2014	NHCF 2008	Average Funder	Custom Cohort
Female	71%	70%	66%	62%	67%
Male	26%	28%	34%	35%	31%
Prefer to self-identify	0%	0%	0%	0%	0%
Prefer not to say	3%	3%	0%	3%	2%

Race/Ethnicity of Respondents	NHCF 2018	NHCF 2014	NHCF 2008	Average Funder	Custom Cohort
African-American or Black	1%	1%	1%	7%	7%
American Indian or Alaskan Native	0%	0%	0%	1%	0%
Asian (incl. Indian subcontinent)	1%	0%	0%	4%	5%
White	96%	99%	96%	79%	79%
Hispanic or Latinx	1%	0%	0%	5%	3%
Multi-racial	1%	0%	0%	3%	4%
Pacific Islander or Native Hawaiian	0%	0%	0%	0%	1%
Race/Ethnicity not included above	0%	0%	1%	1%	1%

Funder Characteristics

Financial Information	NHCF 2018	NHCF 2014	NHCF 2008	Median Funder	Custom Cohort
Total assets	$755.5M	$602M	$446M	$226.9M	$722.5M
Total giving	$46M	$32.3M	$32M	$16.3M	$47.8M

Funder Staffing	NHCF 2018	NHCF 2014	NHCF 2008	Median Funder	Custom Cohort
Total staff (FTEs)	52	42	38	16	49
Percent of staff who are program staff	22%	24%	29%	41%	22%

Grantmaking Processes	NHCF 2018	NHCF 2014	NHCF 2008	Median Funder	Custom Cohort
Proportion of grants that are proactive	40%	N/A	N/A	41%	25%
Proportion of grantmaking dollars that are proactive	42%	0%	10%	56%	21%

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 NHCF’s grantee survey was 242.

Question Text	Number of Responses
Overall, how would you rate the Foundation's impact on your field?	214
How well does the Foundation understand the field in which you work?	199
To what extent has the Foundation advanced the state of knowledge in your field?	158
To what extent has the Foundation affected public policy in your field?	135
Overall, how would you rate the Foundation's impact on your local community?	228
How well does the Foundation understand the local community in which you work?	208
How well does the Foundation understand the social, cultural, or socioeconomic factors that affect your work?	217
How much, if at all, did the Foundation improve your ability to sustain the work funded by this grant in the future?	218
How well does the Foundation understand your organization's strategy and goals?	211
How consistent was the information provided by different communication resources, both personal and written, that you used to learn about the Foundation?	226
How often do/did you have contact with your program officer during this grant?	240
Who most frequently initiated the contact you had with your program officer during this grant?	239
Did the Foundation conduct a site visit during the selection process or during the course of this grant?	220
Has your main contact at the Foundation changed in the past six months?	217
Did you submit a proposal to the Foundation for this grant?	237
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?	225
How involved was Foundation staff in the development of your grant proposal?	223
How much time elapsed from the submission of the grant proposal to clear commitment of funding?	208
Have you ever been declined funding from the Foundation?	195
Are you currently receiving funding from the Foundation?	240
Which of the following best describes the pattern of your organization's funding relationship with the Foundation?	234
How well does the Foundation understand your intended beneficiaries' needs?	200
To what extent do the Foundation's funding priorities reflect a deep understanding of your intended beneficiaries' needs?	193
Have you participated in a reporting or evaluation process?	218
To what extent was the Foundation's reporting process...Adaptable, if necessary, to fit your circumstances?	153
To what extent was the Foundation's reporting process...A helpful opportunity for you to reflect and learn?	163
To what extent was the Foundation's reporting process...Relevant, with questions and measures pertinent to the work funded by this grant?	164
To what extent was the Foundation's reporting process...Straightforward?	161
To what extent was the Foundation's reporting process...Aligned appropriately to the timing of your work ?	164
Did the Foundation provide financial support for the evaluation?	29
To what extent did the evaluation...Result in you making changes to the work that was evaluated?	33
To what extent did the evaluation...Incorporate your input in the design of the evaluation?	31
To what extent did the evaluation...Generate information that you believe will be useful for other organizations?	32
Funder-Grantee Relationships Summary Measure	217
Understanding Summary Measure	186

Please rate your level of agreement with the following statements regarding the Foundation's new approach to grantmaking: NHCF clearly communicated which aspects of this strategic decision were a change from the past.	158
Please rate your level of agreement with the following statements regarding the Foundation's new approach to grantmaking: This strategic decision is a positive change for NHCF.	160
Please rate your level of agreement with the following statements regarding the Foundation's new approach to grantmaking: This strategic decision is responsive to the needs of the nonprofits in New Hampshire.	157
Please rate your level of agreement with the following statements regarding the Foundation's new approach to grantmaking: This strategic change will make my organization stronger.	145
Thinking about the roles that NHCF plays beyond grantmaking, please rate the extent to which each is beneficial to your organization in achieving your mission: Advocating for specific approaches to solving New Hampshire's most pressing changes.	189
Thinking about the roles that NHCF plays beyond grantmaking, please rate the extent to which each is beneficial to your organization in achieving your mission: Amplifying the voices of New Hampshire's non-profit organizations and those that they are seeking to serve.	205
Thinking about the roles that NHCF plays beyond grantmaking, please rate the extent to which each is beneficial to your organization in achieving your mission: Connecting people and organizations doing similar or complementary work.	210
Thinking about the roles that NHCF plays beyond grantmaking, please rate the extent to which each is beneficial to your organization in achieving your mission: Convening stakeholders in the nonprofit, public, and private sectors around common challenges and questions.	200
Thinking about the roles that NHCF plays beyond grantmaking, please rate the extent to which each is beneficial to your organization in achieving your mission: Investigating collective action or learning around common challenges and questions.	190
Thinking about the roles that NHCF plays beyond grantmaking, please rate the extent to which each is beneficial to your organization in achieving your mission: Working actively to bring more federal and private foundation dollars into New Hampshire to do community work.	176
Please rate your level of agreement with the following statements regarding the Foundation's New Hampshire Tomorrow initiative: I have a clear understanding of the New Hampshire Tomorrow initiative.	94
Please rate your level of agreement with the following statements regarding the Foundation's New Hampshire Tomorrow initiative: The Foundation's New Hampshire Tomorrow initiative is targeted at one of New Hampshire's most pressing challenges.	88
Please rate your level of agreement with the following statements regarding the Foundation's New Hampshire Tomorrow initiative: The Foundation's New Hampshire Tomorrow initiative is beneficial to my organization in achieving its mission.	84
Please rate your level of agreement with the following statements regarding the Foundation's New Hampshire Tomorrow initiative: The Foundation's New Hampshire Tomorrow initiative is making noticeable progress towards achieving its goal.	60
Were you aware that the Foundation recently made this change to its grantmaking?	231
Are you aware of the Foundation's New Hampshire Tomorrow initiative?	219
Please rate your level of agreement with the following statements regarding your experience with the Foundation's online grant application system: The online application system is easy to use.	221
Please rate your level of agreement with the following statements regarding your experience with the Foundation's online grant application system: Given the amount of funding we received the level of effort required to complete the application is appropriate.	232

About CEP and Contact Information

Mission:

To provide data and create insight so philanthropic funders can better define, assess, and improve their effectiveness – and, as a result, their intended impact.

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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