
GRANTEE AND APPLICANT PERCEPTION REPORT®

PREPARED FOR

Longwood Foundation

July 2019



THE CENTER FOR
EFFECTIVE PHILANTHROPY

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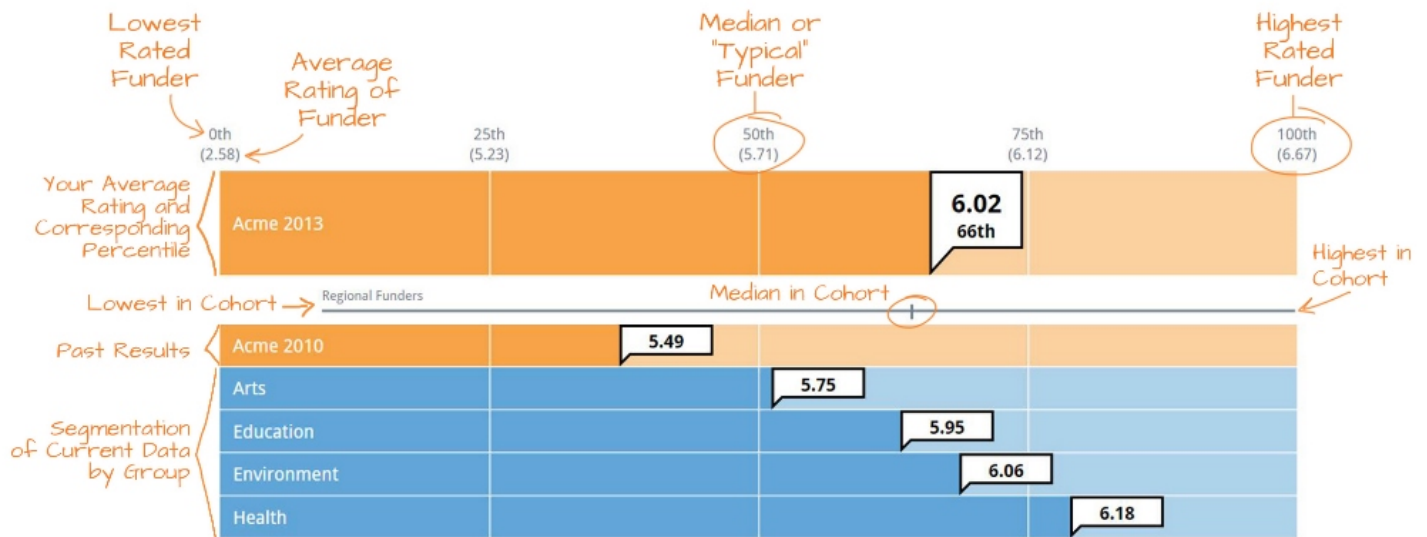
131 Steuart Street
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415-391-3070

cep.org

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 and declined applicant ratings are not displayed in this report due to changes in the survey instrument, or when a question received fewer than 5 responses.

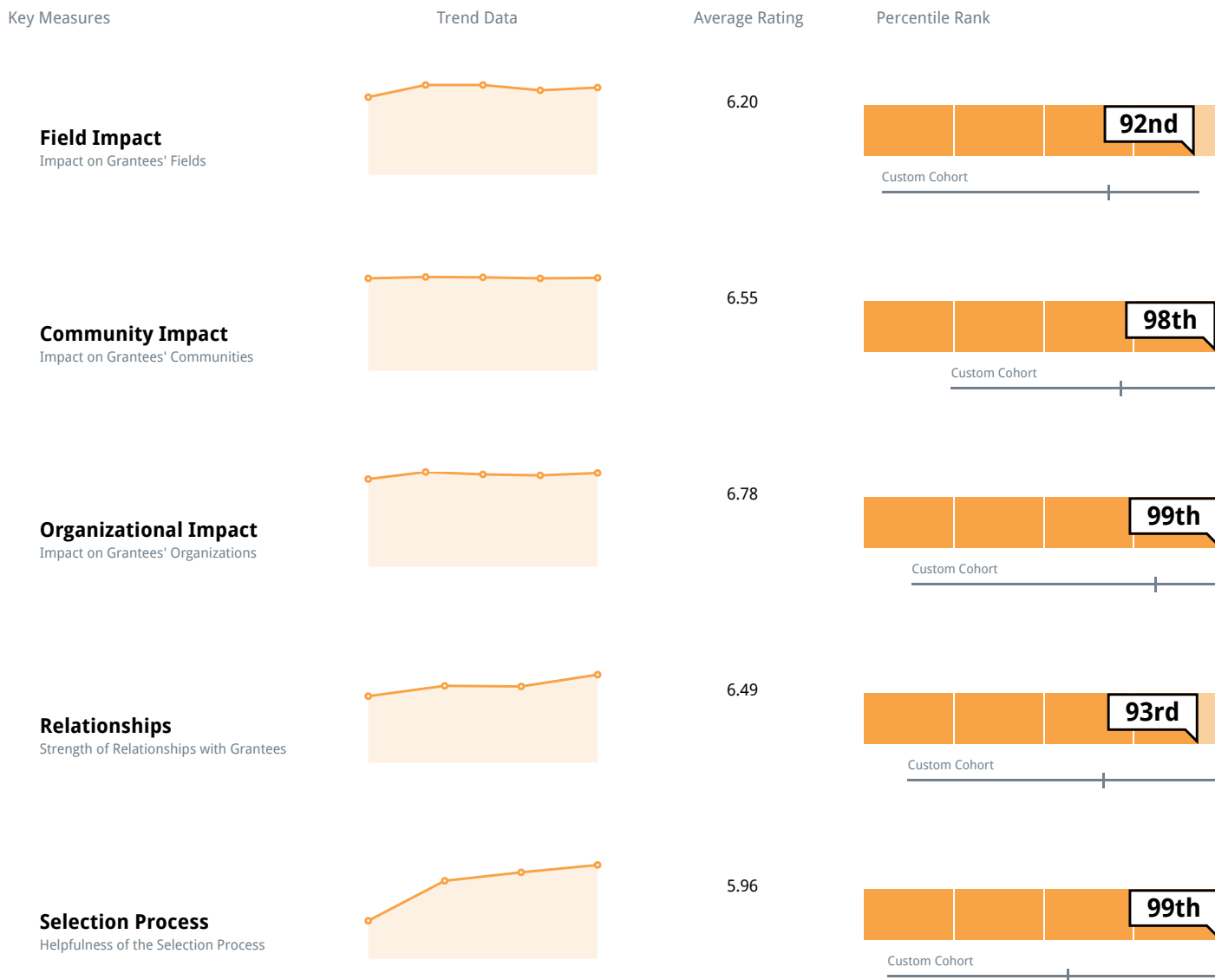
STATISTICAL SIGNIFICANCE OF CHANGES OVER TIME

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 Grantee Measures

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



Key Applicant Measures

The following chart highlights a selection of your key applicant results. Each of these data points corresponds to a 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 Applicants' Fields

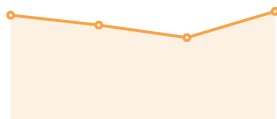


4.39



Community Impact

Impact on Applicants' Communities



6.00



Proposal Process

Helpfulness of the Proposal Process



4.50



Grantee 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. Fourteen grantees described Longwood as "generous," the most commonly used word.



This image was produced using a free tool available at www.tagxedo.com. Copyright (c) 2006, ComponentAce. <http://www.componentace.com>.

Applicant Word Cloud

Applicants 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 applicants. The color of each word is stylistic and not indicative of its frequency. Two applicants described Longwood as "philanthropic" and "misguided," the most commonly used words.



This image was produced using a free tool available at www.tagxedo.com. Copyright (c) 2006, ComponentAce. <http://www.componentace.com>.

Survey Population

Grantee Survey Methodology

Survey	Survey Fielded	Survey Population	Number of Responses Received	Survey Response Rate
Longwood 2019	February and March 2019	176	138	78%
Longwood 2016	February and March 2016	167	143	86%
Longwood 2013	February and March 2013	173	130	75%
Longwood 2010	February and March 2010	142	108	76%
Longwood 2003	September and October 2003	110	67	61%

Survey Year	Year of Active Grants
Longwood 2019	2017 and 2018
Longwood 2016	2008 and 2009
Longwood 2013	2011 and 2012
Longwood 2010	2008 and 2009

Throughout this report, Longwood 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 Longwood's overall ratings, this report shows ratings segmented by Location. The online version of this report also shows ratings segmented by Gender and Program Area.

Location	Number of Responses
Kent County	9
My organization operates across a combination of these regions	52
New Castle County	46
Pennsylvania	16
Sussex County	15

Gender	Number of Responses
Female Grantees	90
Male Grantees	41

Program Area	Number of Responses
Arts	21
Civic	22
Education	20
Health and Hospitals	5
Housing and Environment	5
Social Services	65

Applicant Survey Methodology

Survey	Survey Fielded	Survey Population	Number of Responses Received	Survey Response Rate
Longwood 2019	February and March 2019	42	20	48%
Longwood 2016	February and March 2016	55	23	42%
Longwood 2013	February and March 2013	141	62	44%
Longwood 2010	February and March 2010	98	61	62%

Survey Year	Year of Active Grants	
Longwood 2019	2017 and 2018	
Longwood 2016	2008 and 2009	Throughout this report, Longwood Foundation's applicant survey results are compared to CEP's broader dataset of more than 4,000 declined applicants, from surveys of more than 50 funders.
Longwood 2013	2011 and 2012	
Longwood 2010	2008 and 2009	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 Longwood's overall ratings, this report shows ratings segmented by Location. The online version of this report also shows ratings segmented by Program Area.

Location	Number of Responses
My organization operates across a combination of these regions	11
New Castle County	5
Pennsylvania	2
Sussex County	2

Program Area	Number of Responses
Social Services	12
Arts, Civic and Environment	8

Subgroup Methodology

Grantee Subgroups:

- **Location:** Using grantee-reported data CEP tagged all grantees based on their organizations' locations.
- **Program Area:** Using the grantee list, and in consultation with the Foundation, CEP tagged all grantees based on their Program Area.
- **Gender:** Using grantee-reported data CEP tagged all grantees based on their gender.

Applicant Subgroups:

- **Location:** Using applicant-reported data CEP tagged all grantees based on their organizations' locations.
- **Program Area:** Using the grantee list, and in consultation with the Foundation, CEP tagged all applicants based on their Program Area.

Summary of Differences by Subgroup

Grantee Subgroups

- **Program Area:** No group consistently rates higher or lower than others when grantees are segmented by Program Area.
- **Location:** While no group *consistently* rates higher or lower than others when grantees are segmented by location, there are some variations. Specifically, Pennsylvania grantees provide lower ratings than New Castle County and multi-region grantees for responsiveness and understanding of grantees' goals and strategies.

There are no meaningful differences across declined applicant subgroups.

Comparative Cohorts

Customized Cohort

Longwood selected a set of 11 funders to create a smaller comparison group for the grantee data that more closely resembles Longwood in scale and scope.

Custom Cohort

Barr Foundation

Blandin Foundation

Bush Foundation

Evelyn and Walter Haas, Jr. Fund

Geraldine R. Dodge Foundation

Longwood Foundation

Northwest Area Foundation

Richard M. Fairbanks Foundation, Inc.

The Skillman Foundation

Virginia G. Piper Charitable Trust

Weingart Foundation

Standard Cohorts

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

Strategy Cohorts

Cohort Name	Count	Description
Small Grant Providers	35	Funders with median grant size of \$20K or less
Large Grant Providers	82	Funders with median grant size of \$200K or more
High Touch Funders	34	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
Invitation-Only Grantmakers	71	Funders that make at least 90% of grants by invitation only
Responsive Grantmakers	88	Funders that make at most 10% of grants by invitation only
International Funders	48	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	59	Funders with annual giving of \$50 million or more

Foundation Type Cohorts

Cohort Name	Count	Description
Private Foundations	145	All private foundations in the GPR dataset
Family Foundations	69	All family foundations in the GPR dataset
Community Foundations	33	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	29	Funders that are primarily based outside the United States
Recently Established Foundations	67	Funders that were established in 2000 or later

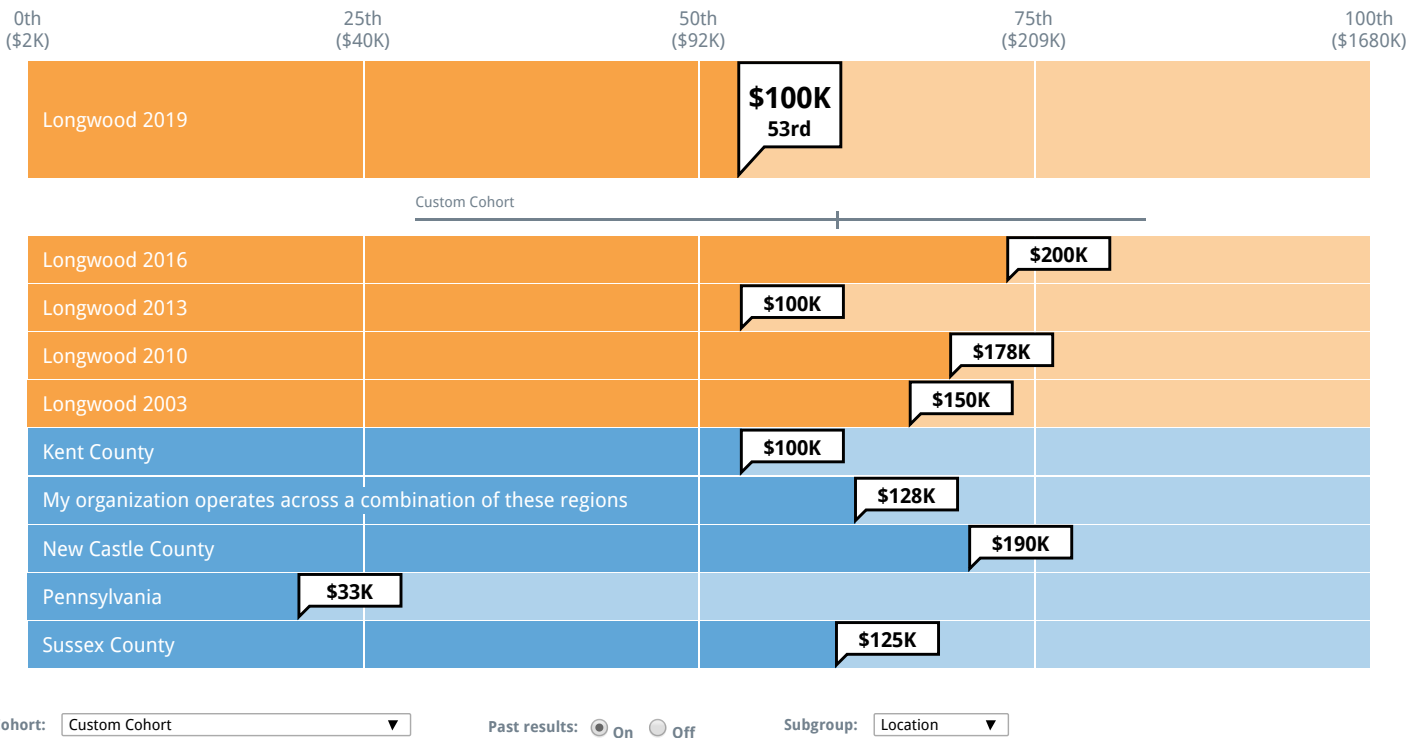
Grantmaking and Application Characteristics

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

Grant Size

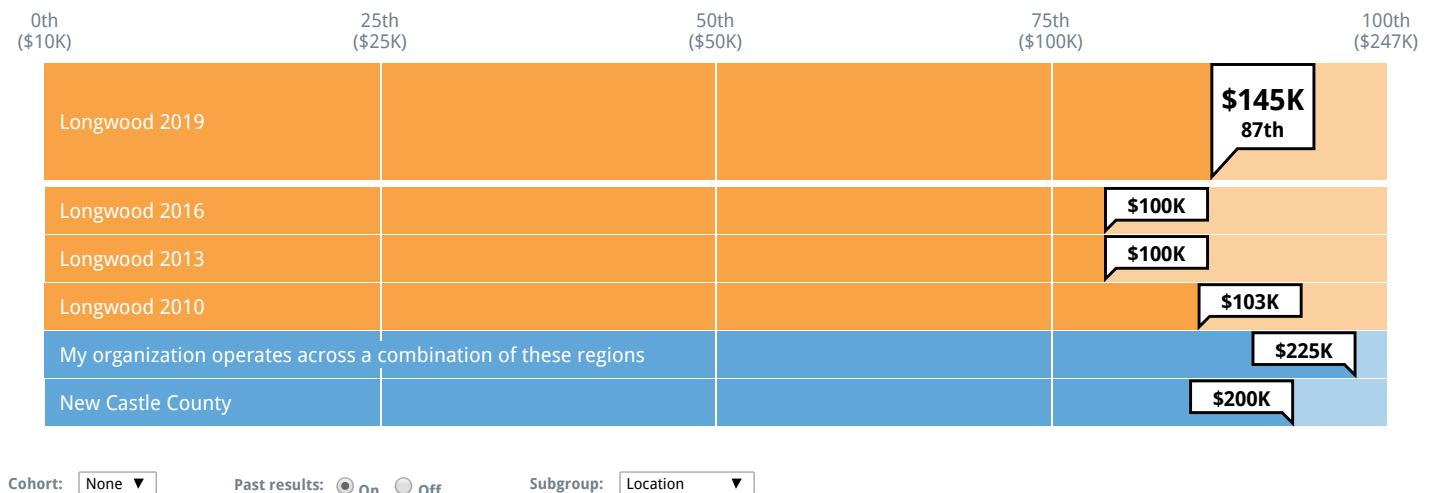
Grantee Responses

Median Grant Size



Applicant Responses

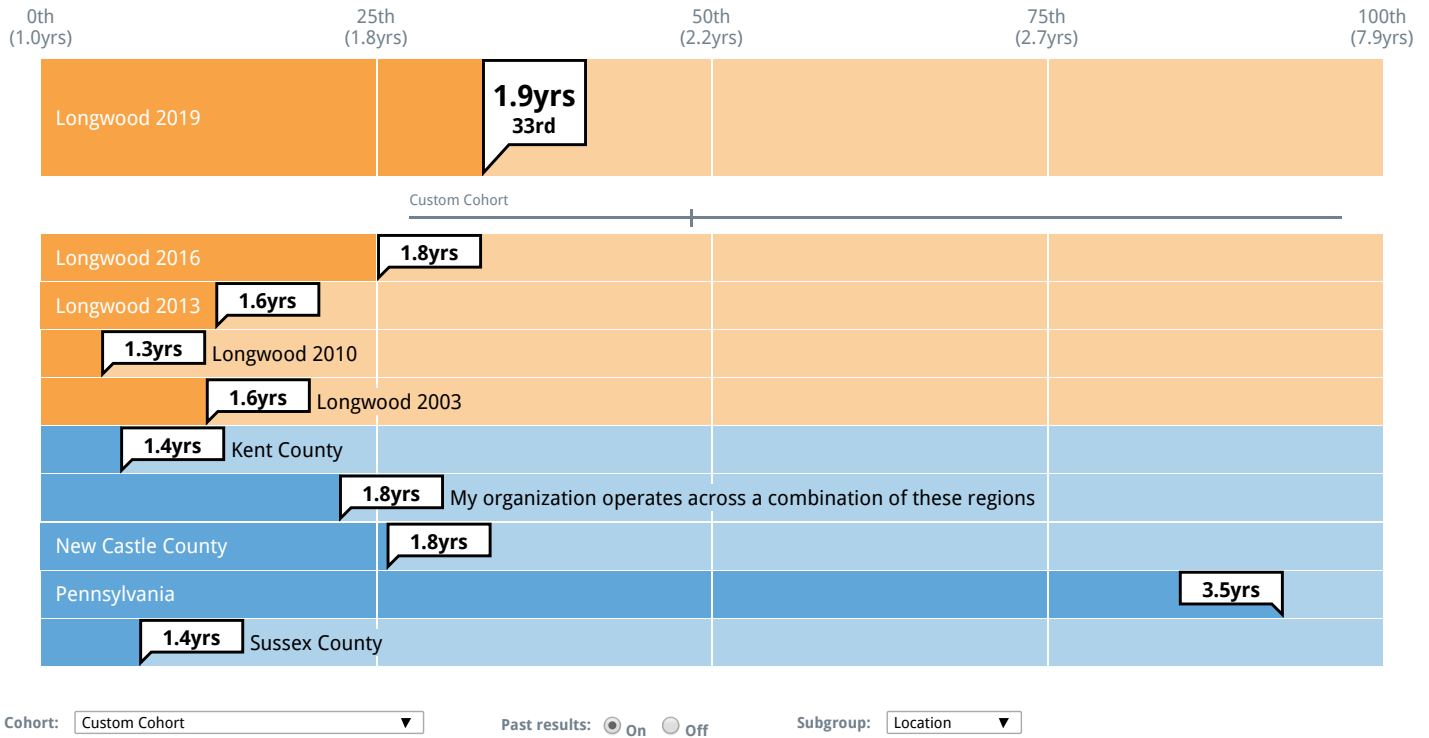
Median Grant Request Size



Grant Length

Grantee Responses

Average Grant Length



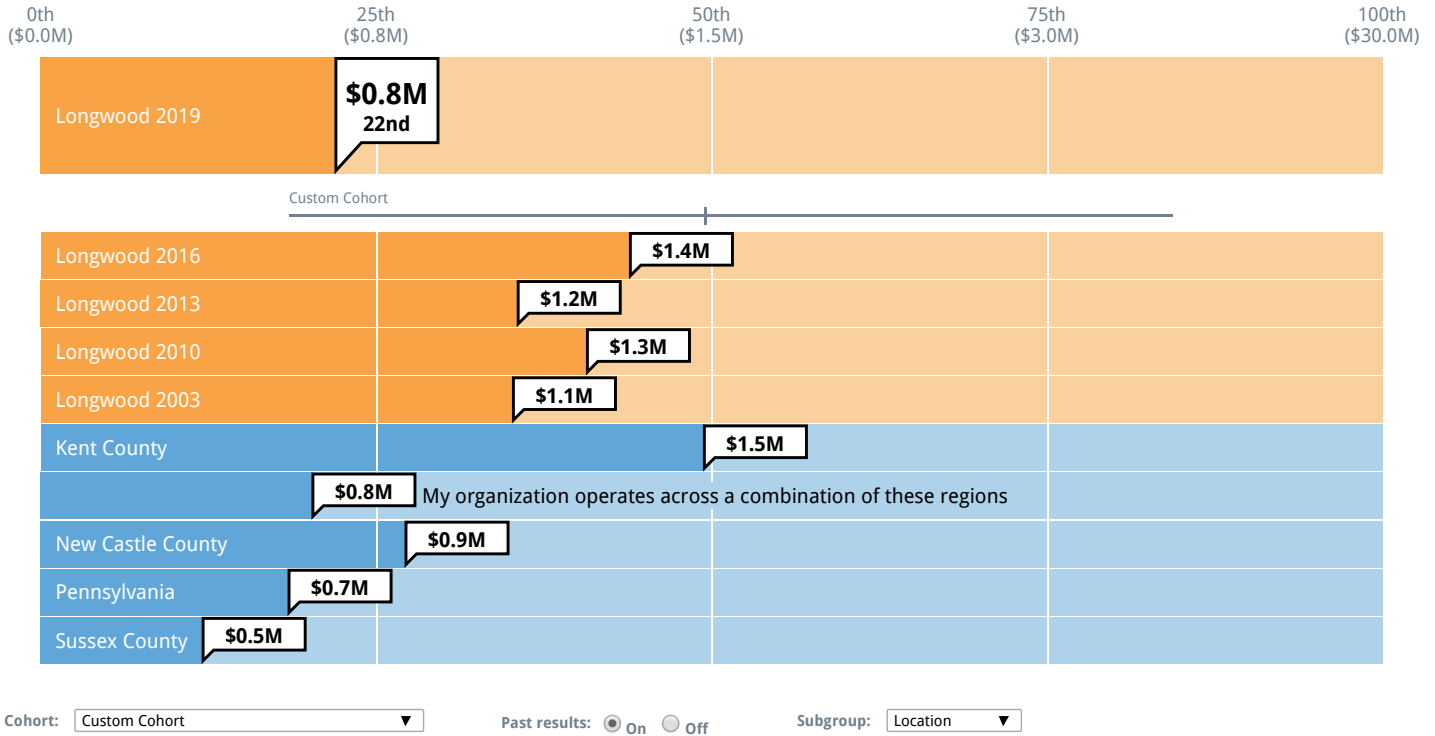
This following question was recently added to the grantee survey and depict comparative data from 23 funders in the dataset.

Was the funding you received restricted to a specific use?	Longwood 2019	Average Funder
No, this funding was not restricted to a specific use (i.e. general operating, core support)	20%	29%
Yes, this funding was restricted to a specific use (e.g. supported a specific program, project, capital need, etc.)	80%	71%

Grantee/Applicant Budget

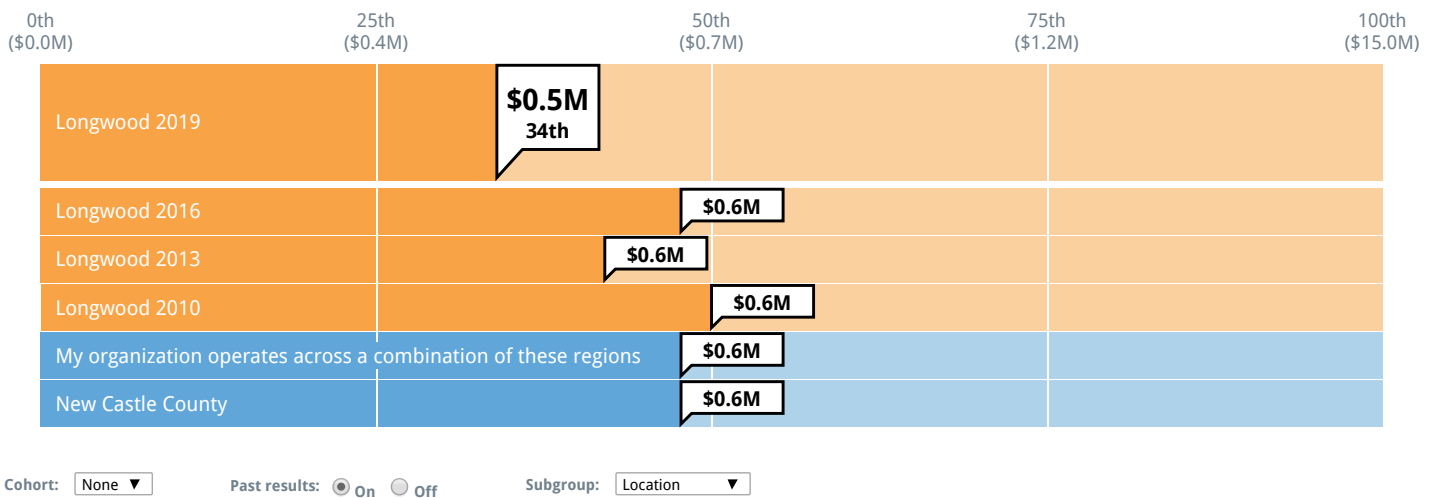
Grantee Responses

Median Organizational Budget



Applicant Responses

Median Organizational Budget



Type of Grant Awarded/Requested

Program Staff Load	Longwood 2019	Longwood 2016	Longwood 2010	Median Funder	Custom Cohort
Dollars awarded per program staff full-time employee	\$14M	\$28.2M	\$35.5M	\$2.7M	\$3.1M
Applications per program full-time employee	51	124	300	29	29
Active grants per program full-time employee	67	96	152	33	47

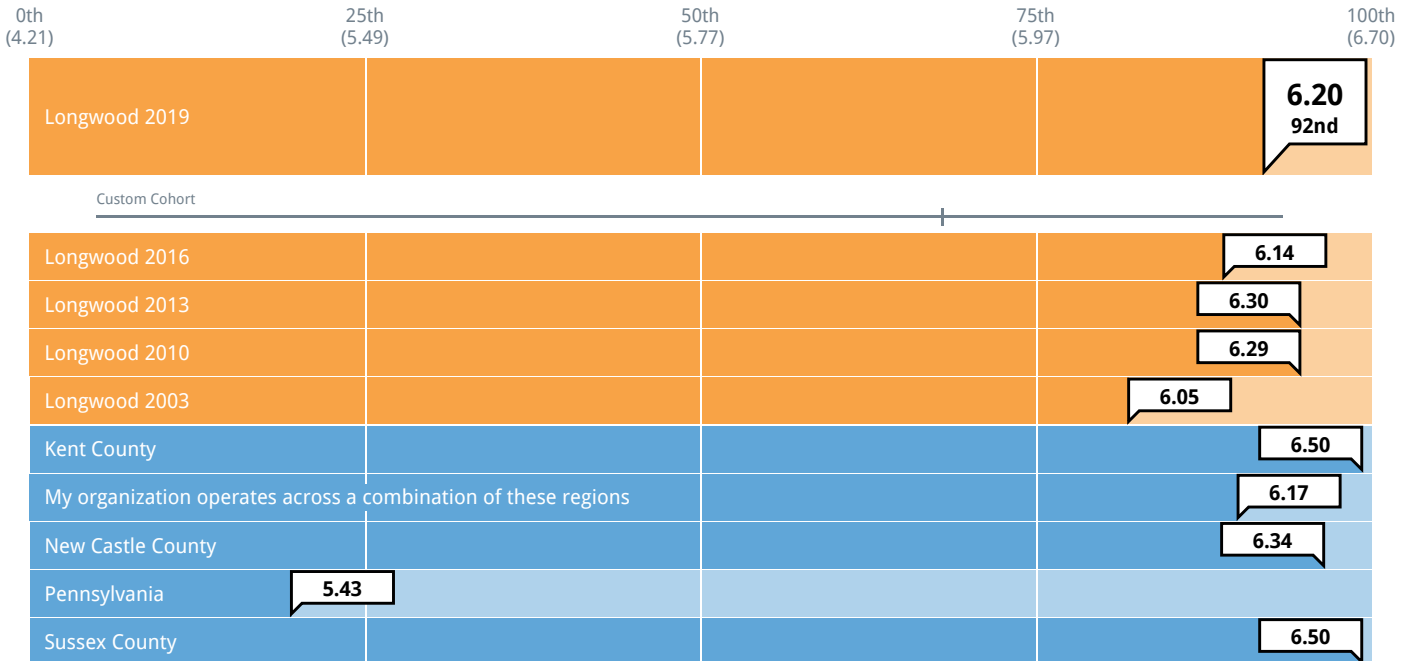
Was the grant proposal you submitted restricted to a specific use?	Longwood 2019
Yes, the grant proposal was for restricted funding	30%
No, the grant proposal was for funding not restricted to a specific use	70%

Impact on and Understanding of Fields

Grantee Responses

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

1 = No impact 7 = Significant positive impact



Cohort: Custom Cohort

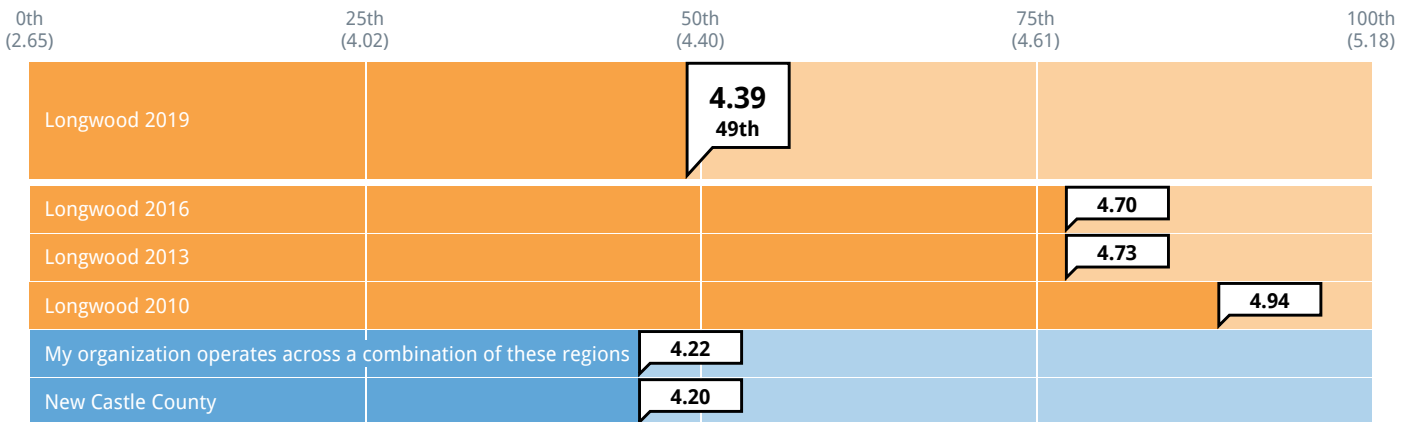
Past results: On Off

Subgroup: Location

Applicant Responses

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

1 = No impact 7 = Significant positive impact



Cohort: None

Past results: On Off

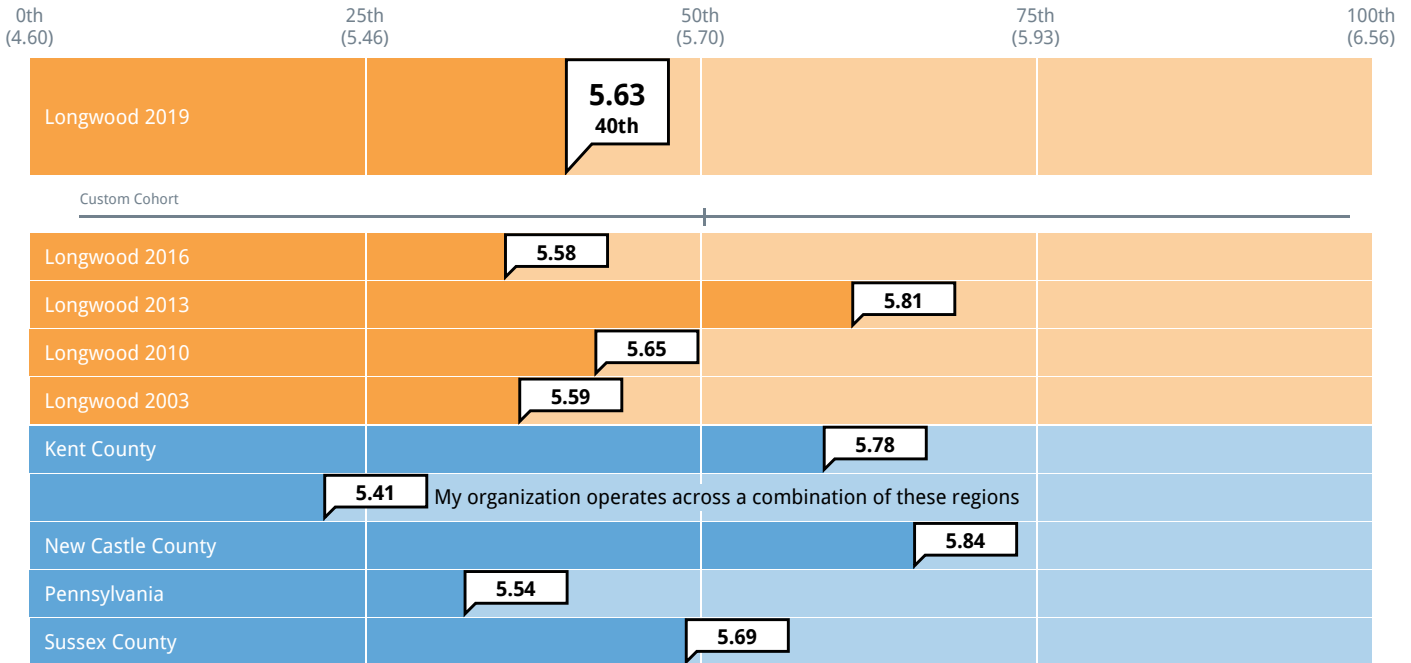
Subgroup: Location

Understanding of Fields

Grantee Responses

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

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

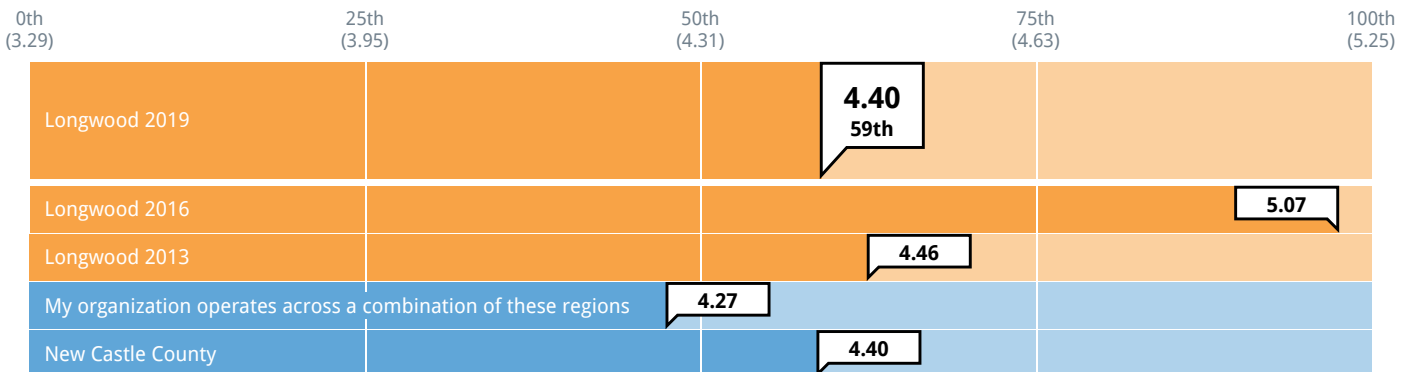


Cohort: Past results: On Off Subgroup:

Applicant Responses

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

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



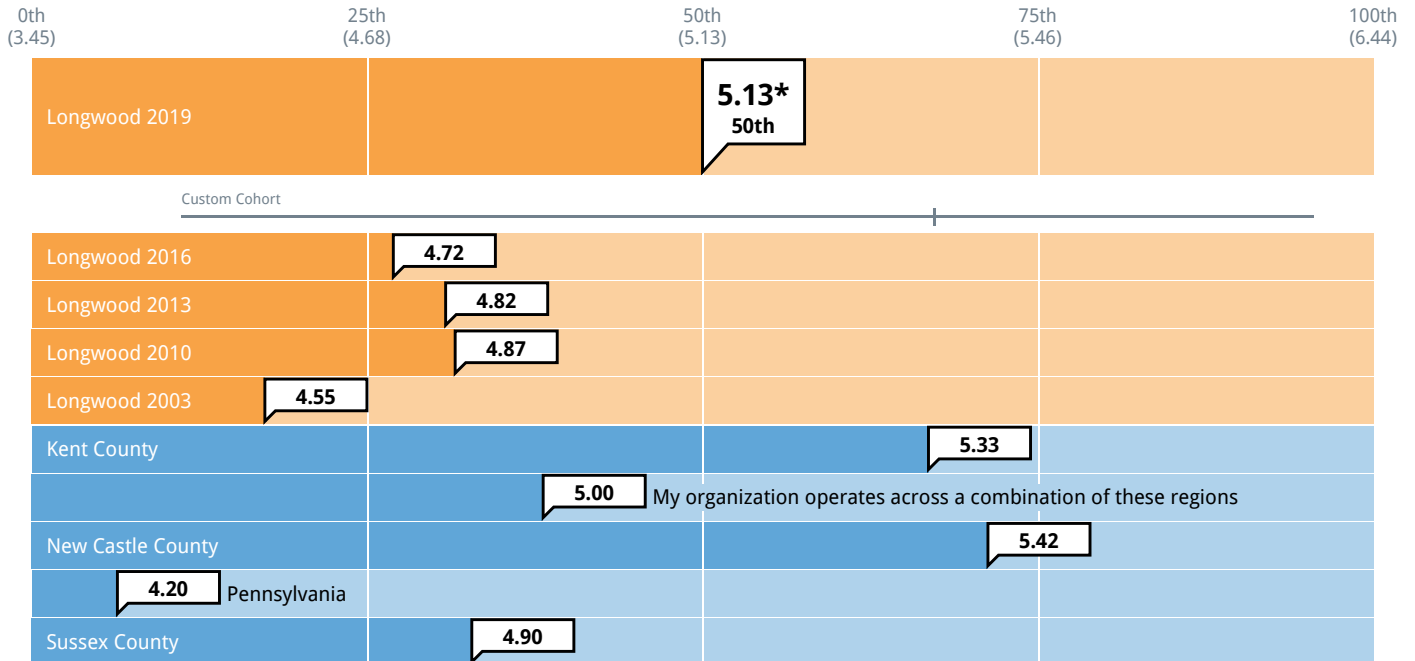
Cohort: Past results: On Off Subgroup:

Advancing Knowledge and Public Policy

Grantee Responses

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

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



Cohort:

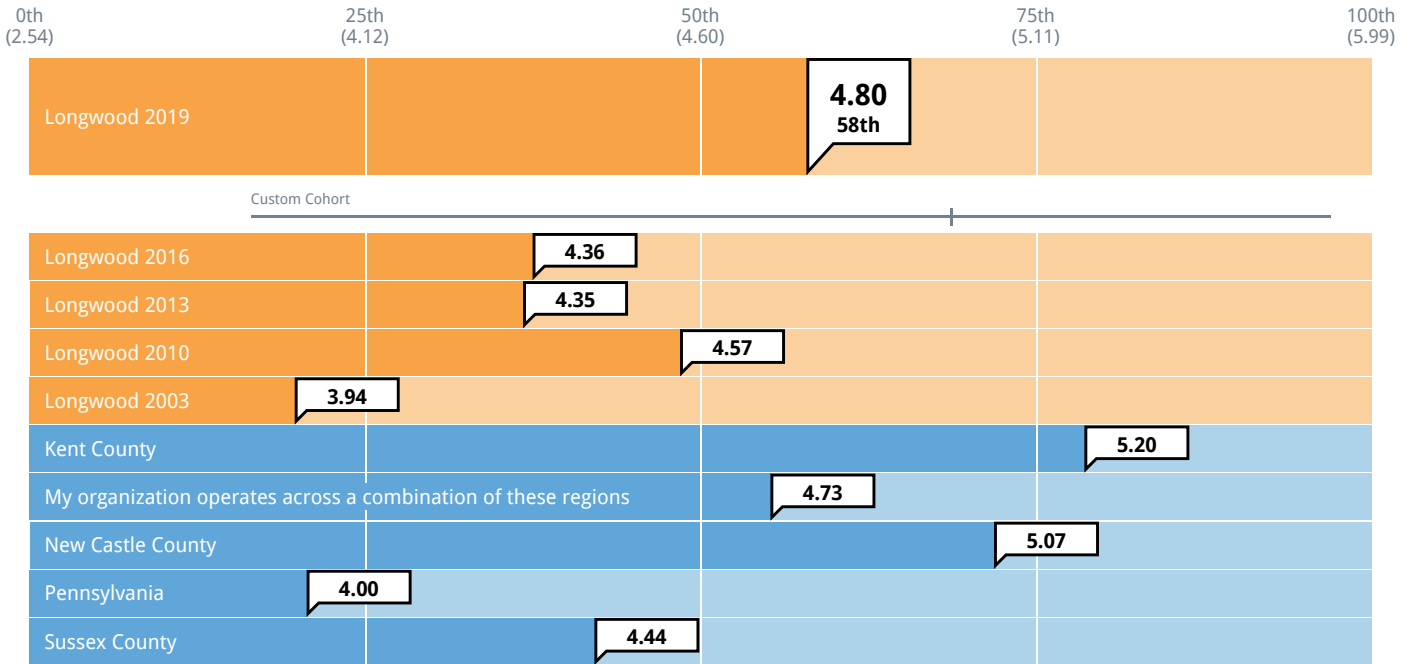
Past results: On Off

Subgroup:

Grantee Responses

To what extent has the Foundation affected public policy in your field?

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



Cohort: Custom Cohort

Past results: On Off

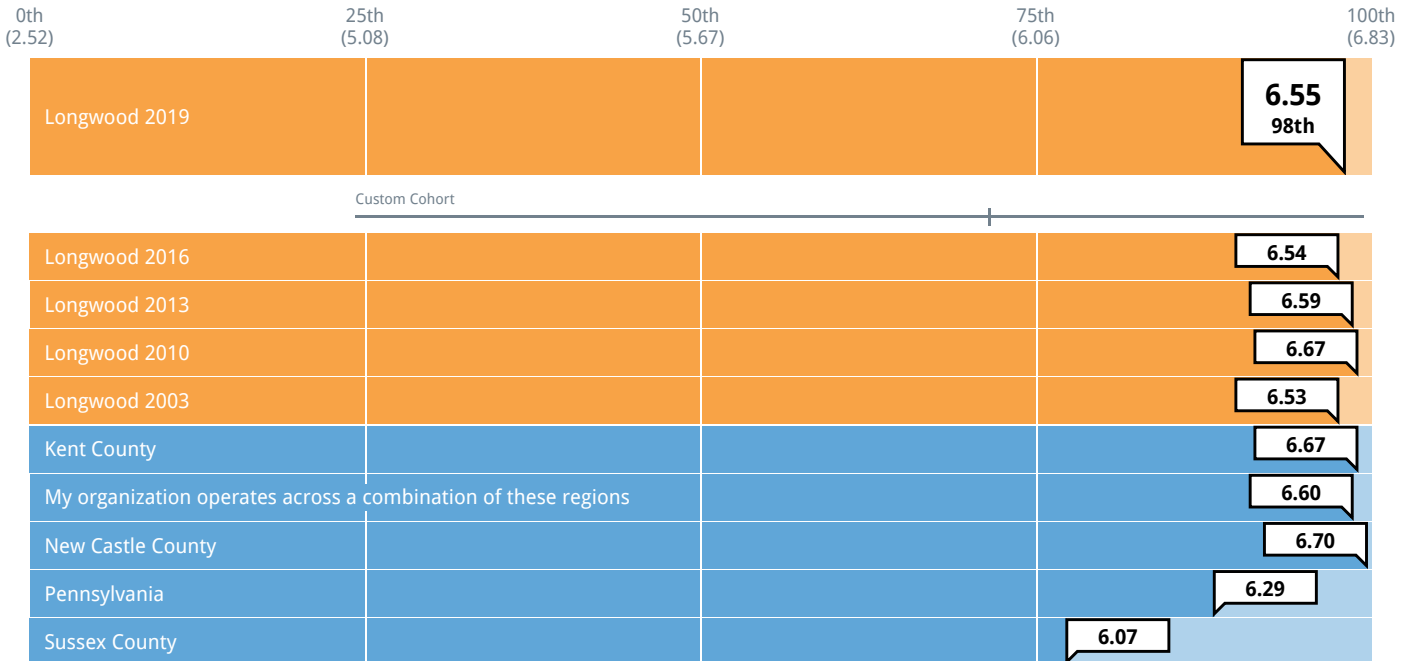
Subgroup: Location

Impact on and Understanding of Local Communities

Grantee Responses

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

1 = No impact 7 = Significant positive impact



Cohort: Custom Cohort

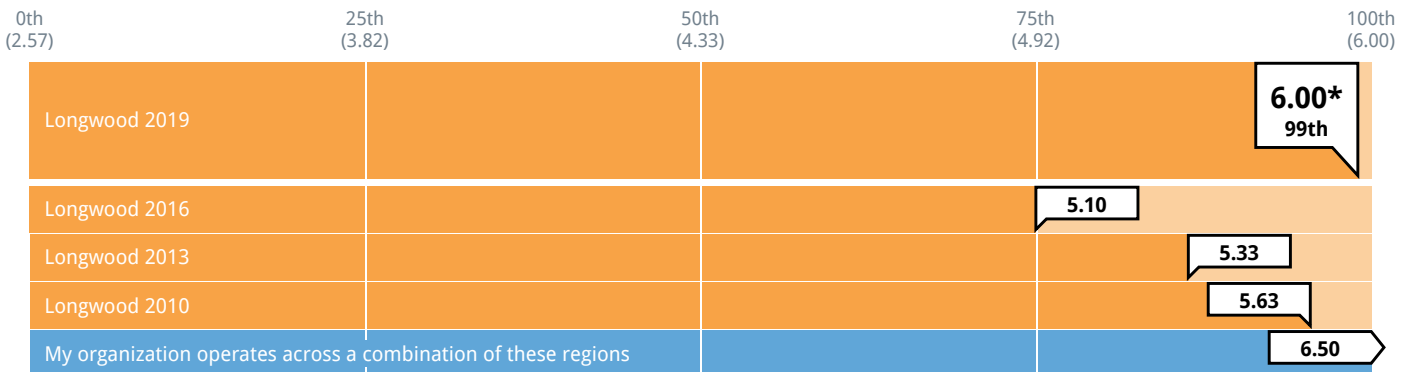
Past results: On Off

Subgroup: Location

Applicant Responses

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

1 = No impact 7 = Significant positive impact



Cohort: None

Past results: On Off

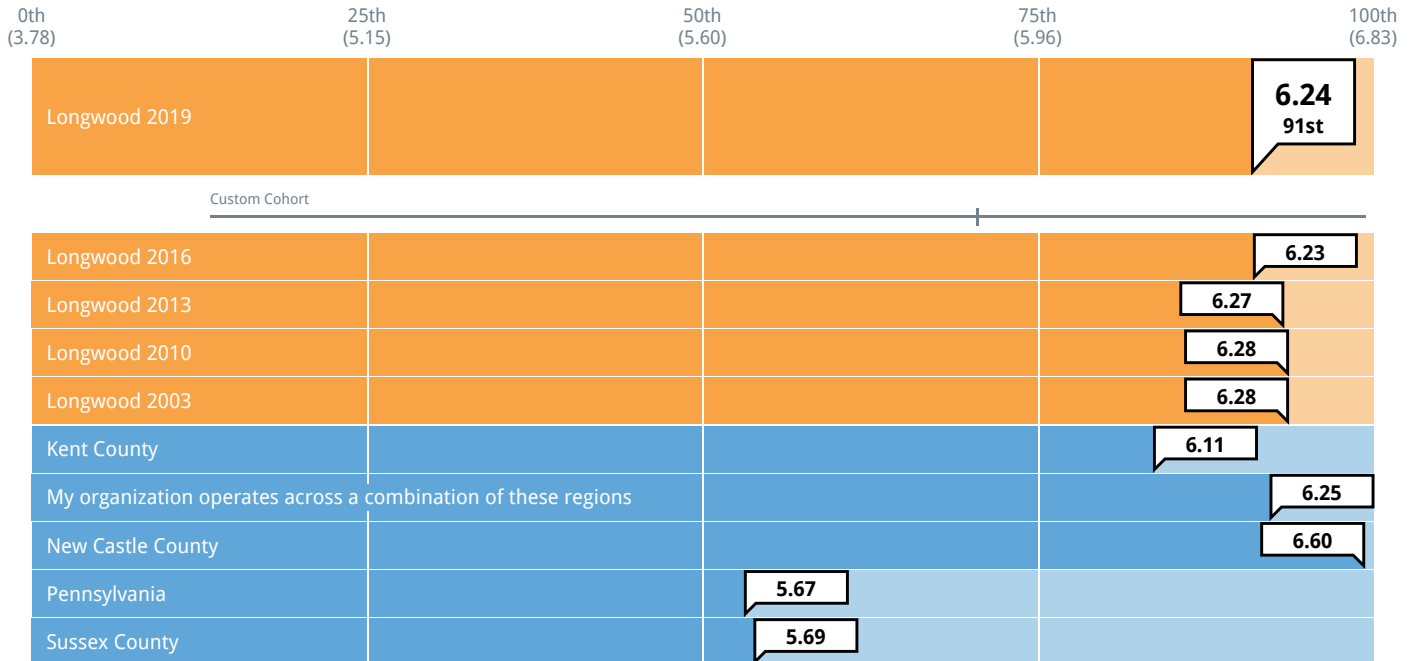
Subgroup: Location

Understanding of Local Communities

Grantee Responses

How well does the Foundation 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

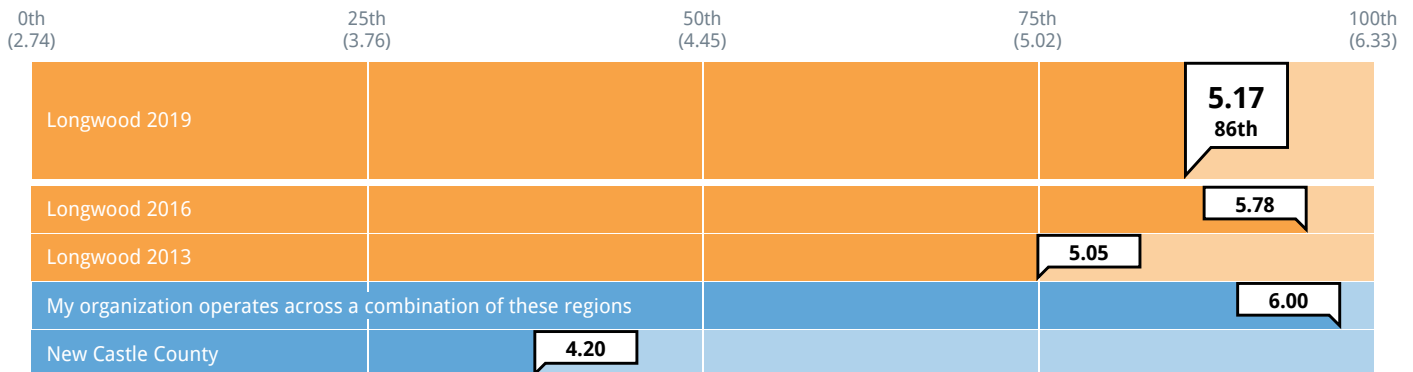
Past results: On Off

Subgroup: Location

Applicant Responses

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

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



Cohort: None

Past results: On Off

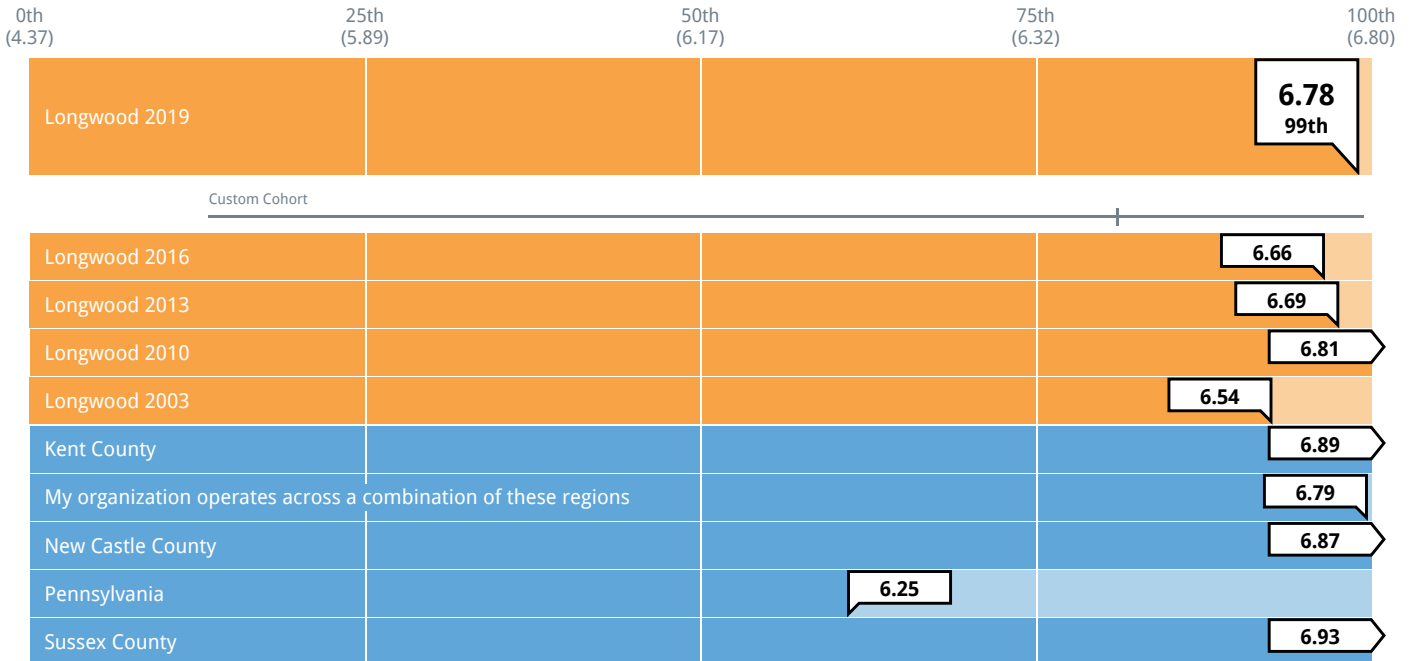
Subgroup: Location

Impact on and Understanding of Organizations

Grantee Responses

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

1 = No impact 7 = Significant positive impact



Cohort: Custom Cohort

Past results: On Off

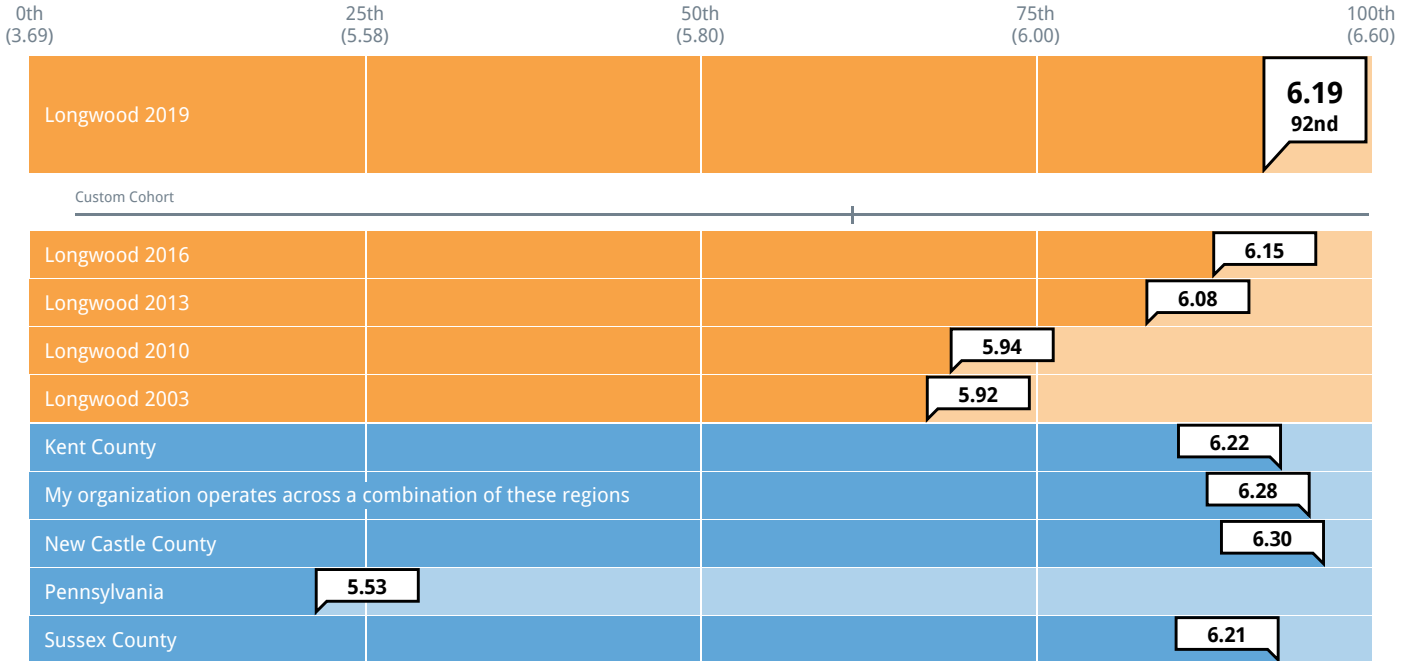
Subgroup: Location

Understanding of Organizations

Grantee Responses

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

1 = Limited understanding 7 = Thorough understanding



Cohort: Custom Cohort

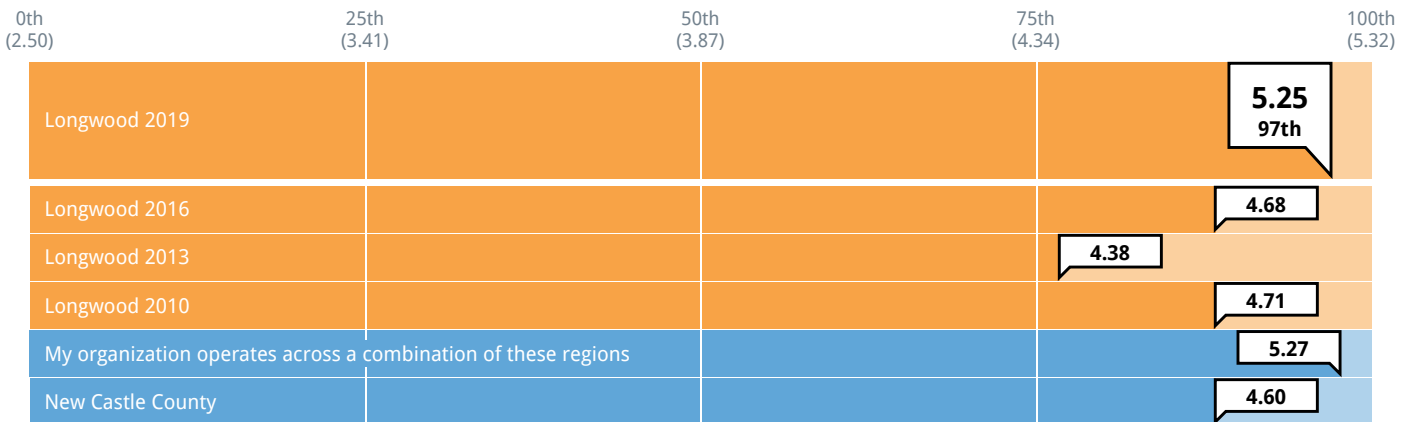
Past results: On Off

Subgroup: Location

Applicant Responses

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

1 = Limited understanding 7 = Thorough understanding



Cohort: None

Past results: On Off

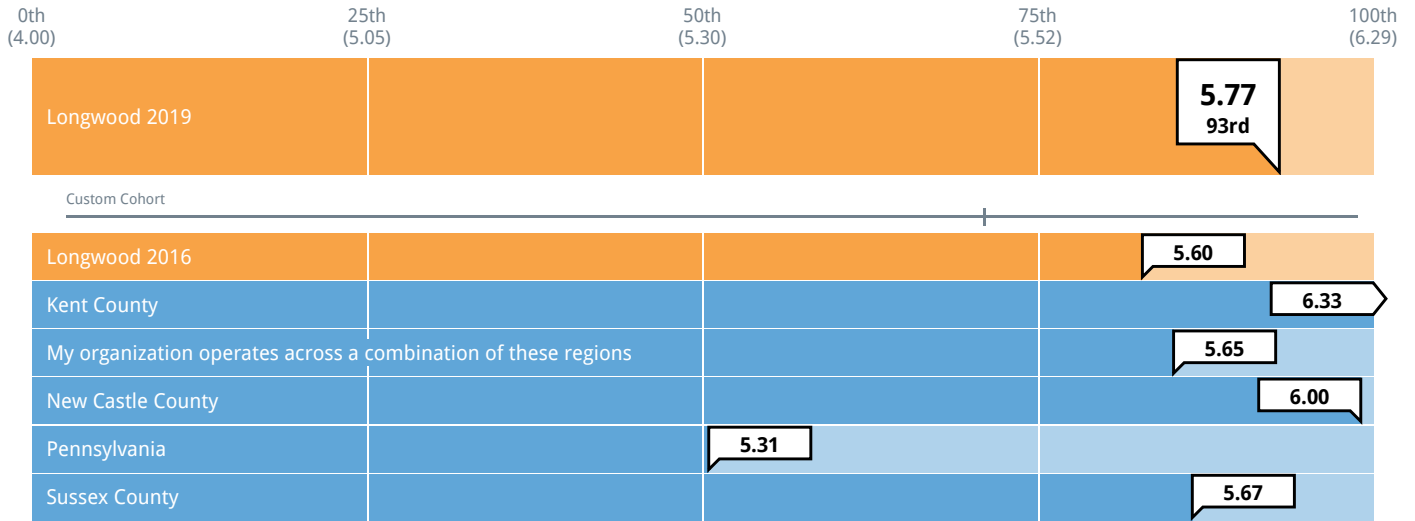
Subgroup: Location

Grantee and Applicant Challenges

Grantee Responses

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

1 = Not at all aware 7 = Extremely aware



Cohort: Custom Cohort

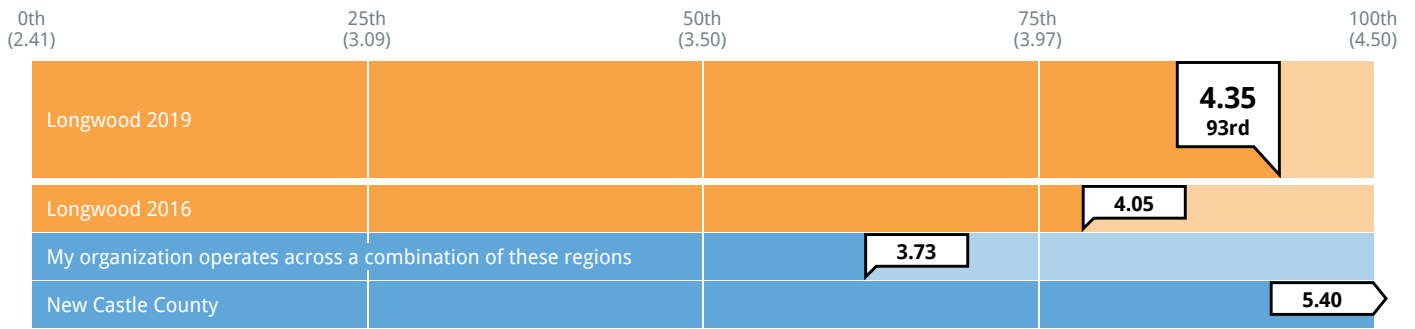
Past results: On Off

Subgroup: Location

Applicant Responses

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

1 = Not at all aware 7 = Extremely aware



Cohort: None ▼

Past results: On Off

Subgroup: Location ▼

Interactions

Funder-Grantee Relationships Summary Measure

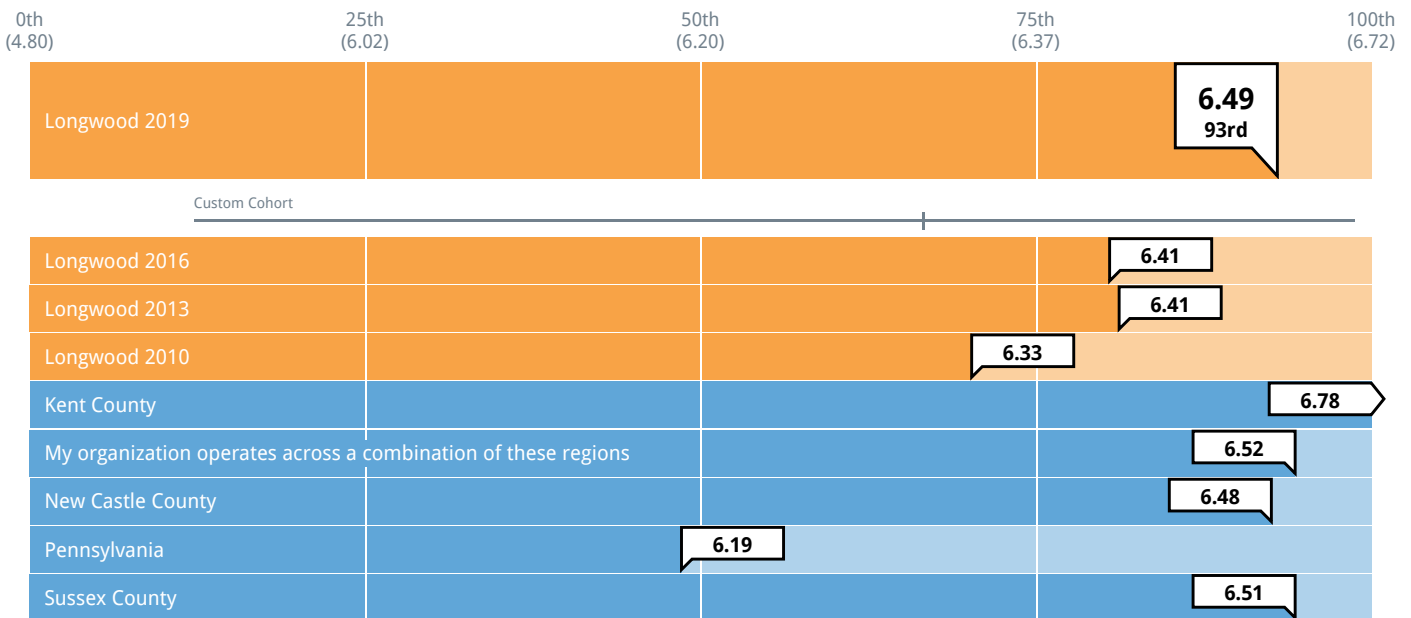
The quality of interactions and the clarity and consistency of communications together create the larger construct that CEP refers to as “relationships.” The relationships measure below is an average of grantee ratings on the following measures:

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

Grantee Responses

Funder-Grantee Relationships Summary Measure

1 = Very negative 7 = Very positive



Cohort:

Past results: On Off

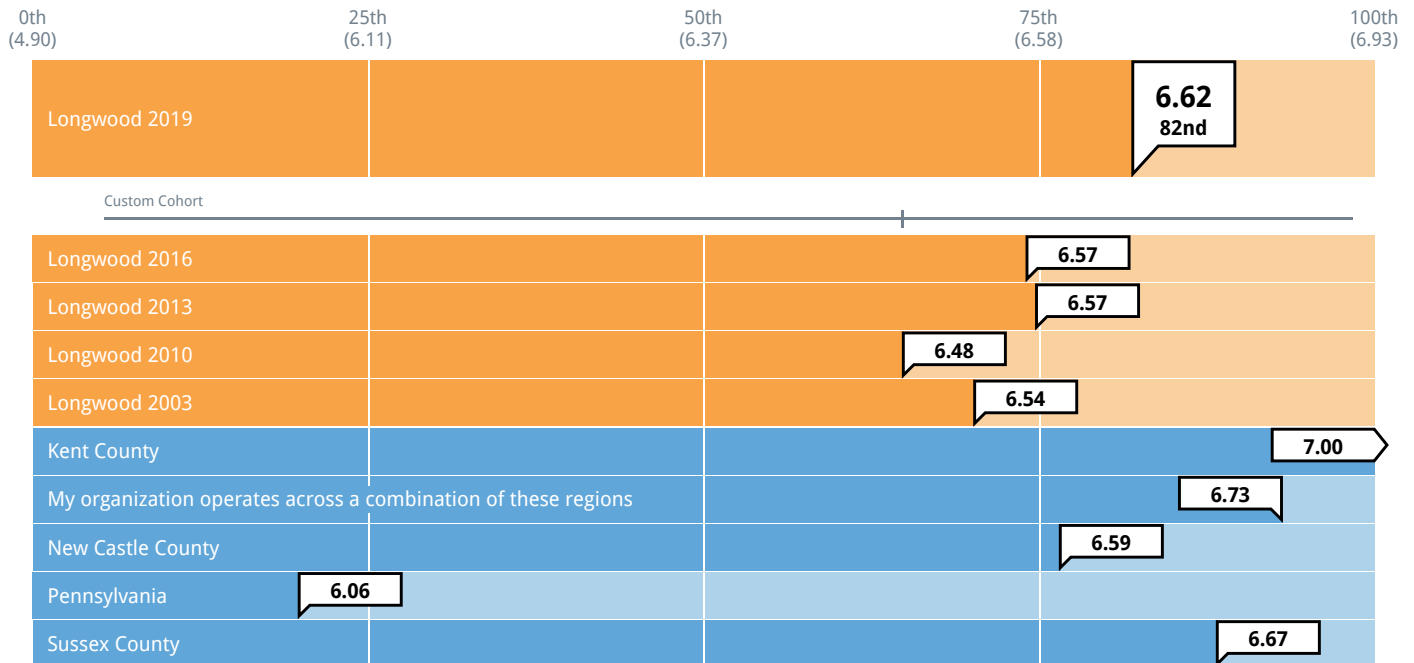
Subgroup:

Responsiveness

Grantee Responses

Overall, how responsive was Foundation staff?

1 = Not at all responsive 7 = Extremely responsive



Cohort: Custom Cohort

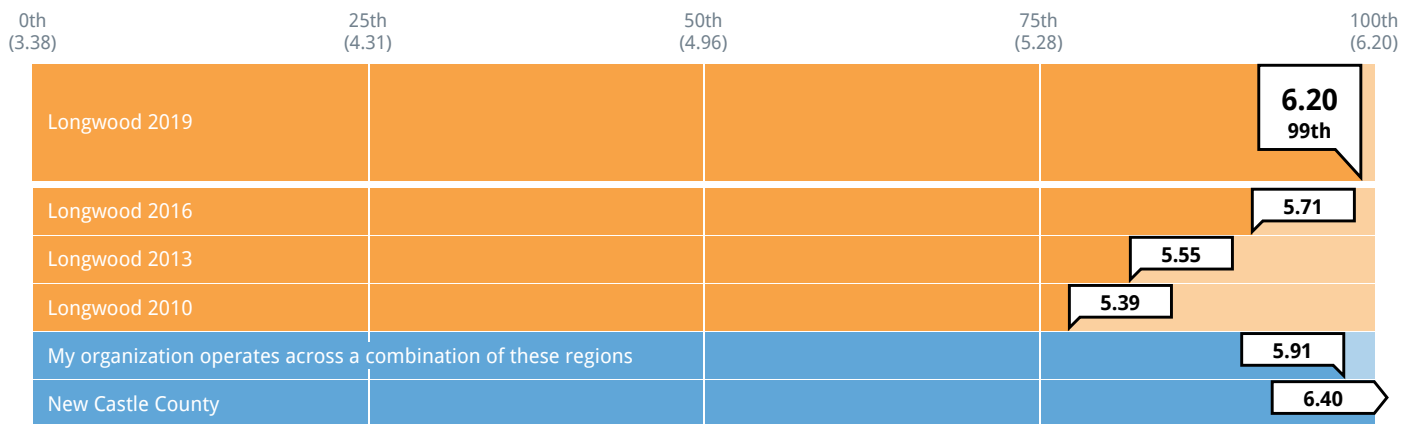
Past results: On Off

Subgroup: Location

Applicant Responses

Overall, how responsive was Foundation staff?

1 = Not at all responsive 7 = Extremely responsive



Cohort: None

Past results: On Off

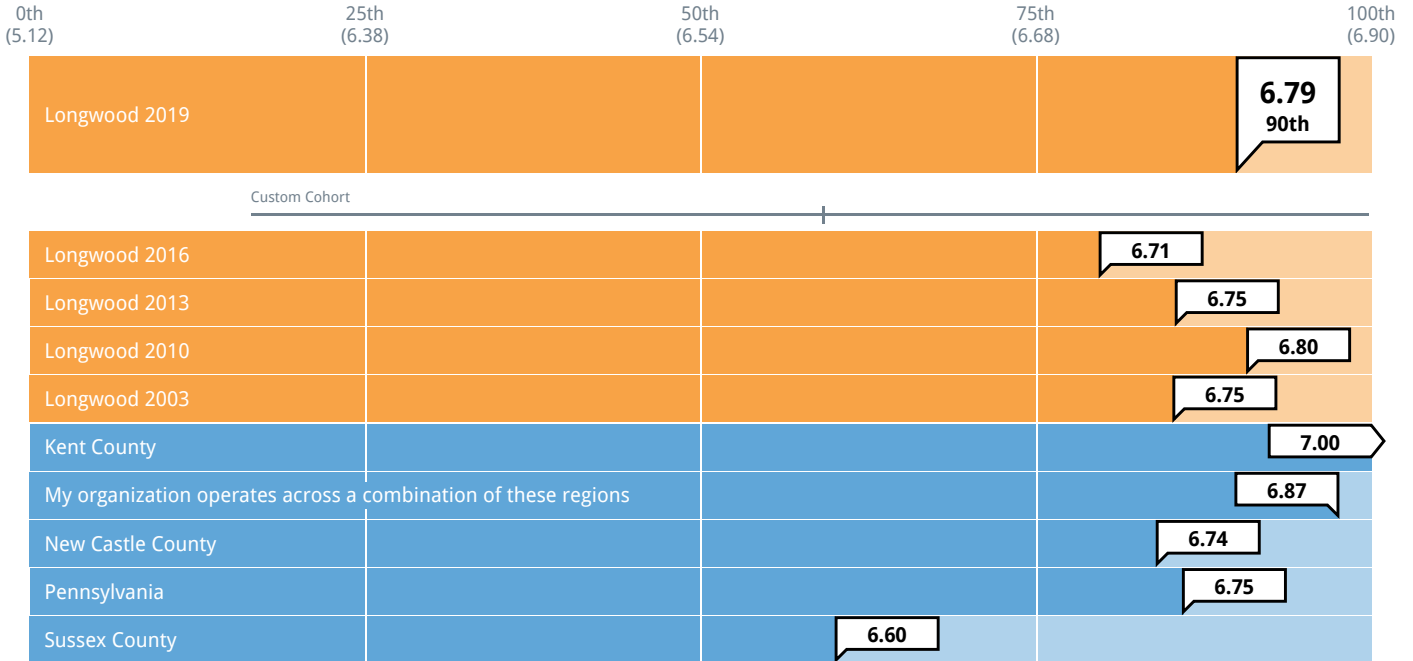
Subgroup: Location

Fairness

Grantee Responses

Overall, how fairly did the Foundation treat you?

1 = Not at all fairly 7 = Extremely fairly



Cohort: Custom Cohort

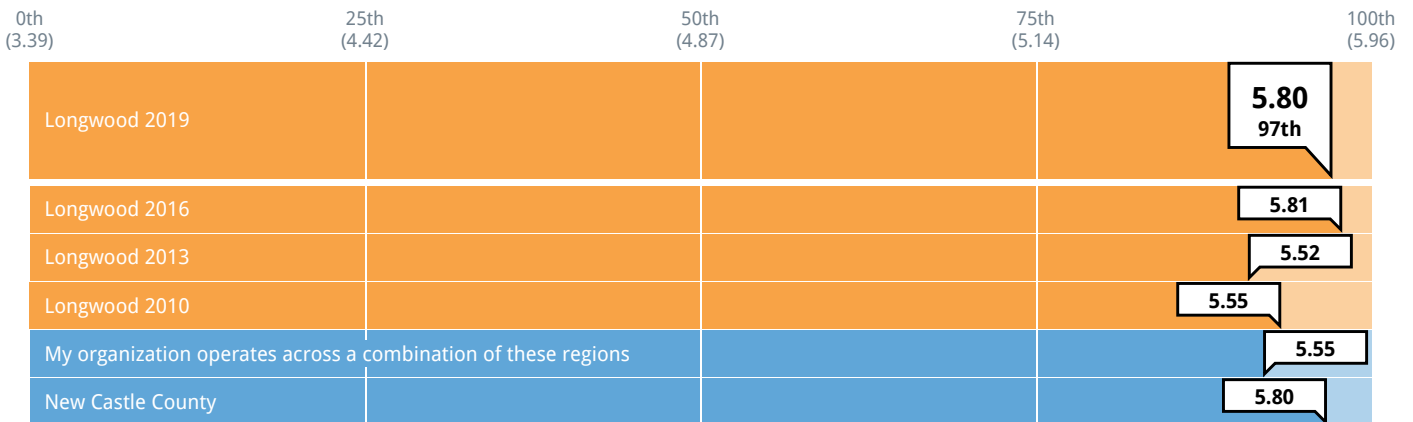
Past results: On Off

Subgroup: Location

Applicant Responses

Overall, how fairly did the Foundation treat you?

1 = Not at all fairly 7 = Extremely fairly



Cohort: None

Past results: On Off

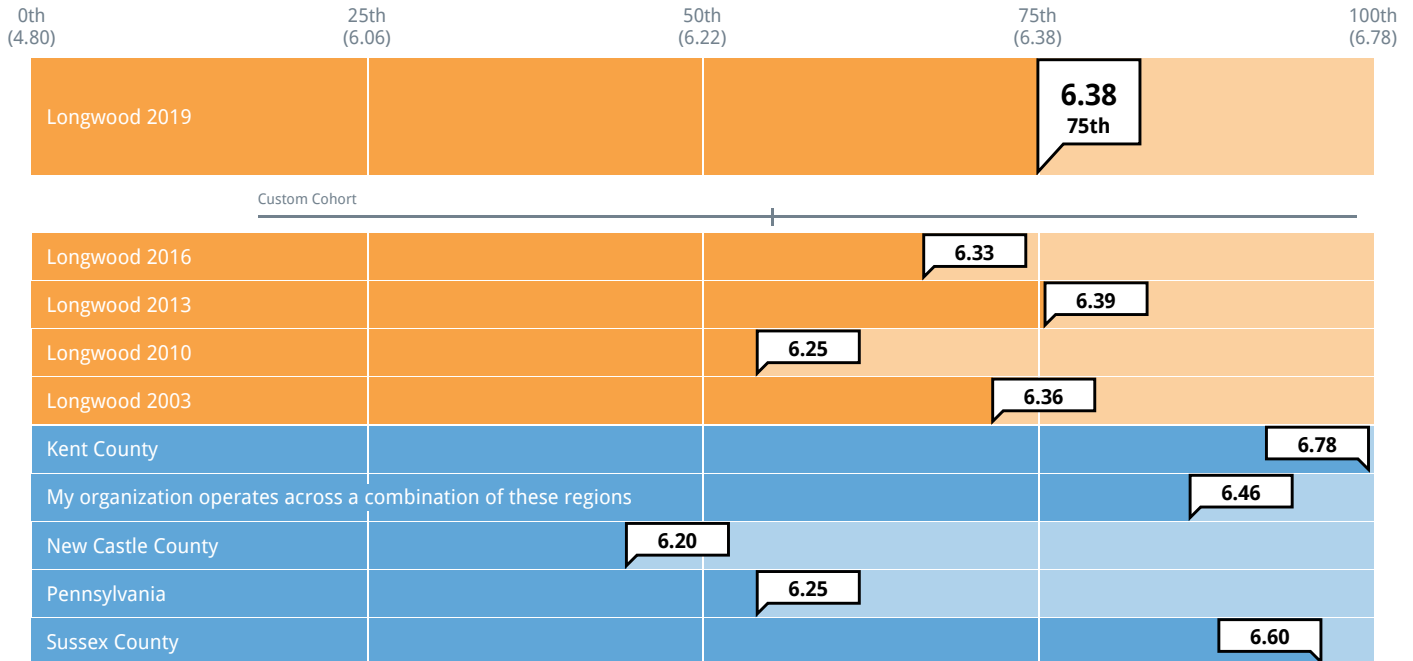
Subgroup: Location

Comfort and Accessibility

Grantee Responses

How comfortable do you feel approaching the Foundation if a problem arises?

1 = Not at all comfortable 7 = Extremely comfortable



Cohort: Custom Cohort

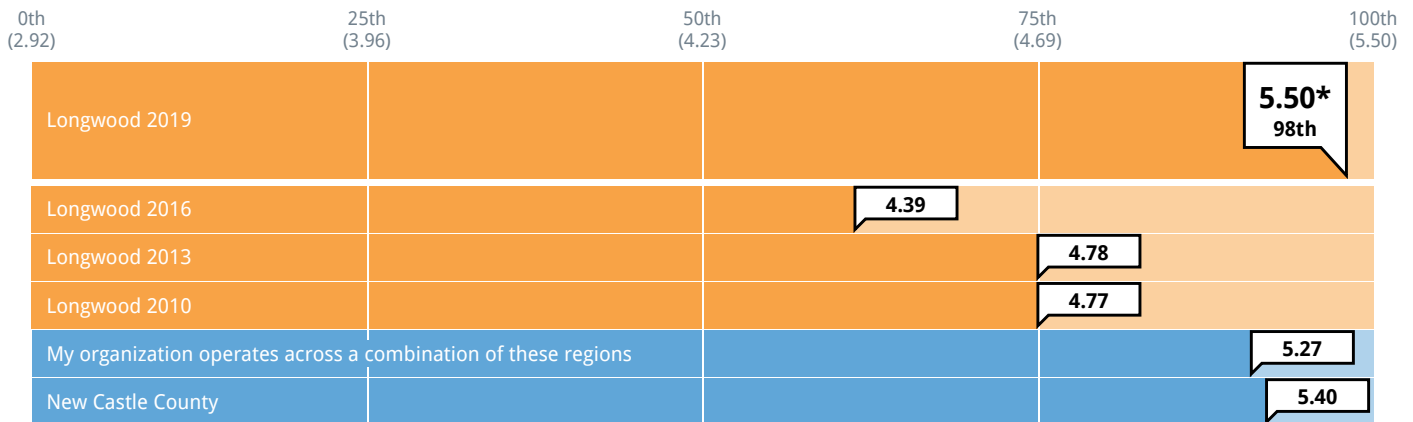
Past results: On Off

Subgroup: Location

Applicant Responses

How accessible do you believe the Foundation is to applicants?

1 = Some organizations are favored over others 7 = Everyone has equal access



Cohort: None

Past results: On Off

Subgroup: Location

The following questions were recently added to the grantee survey and depict comparative data from 23 funders in the dataset.

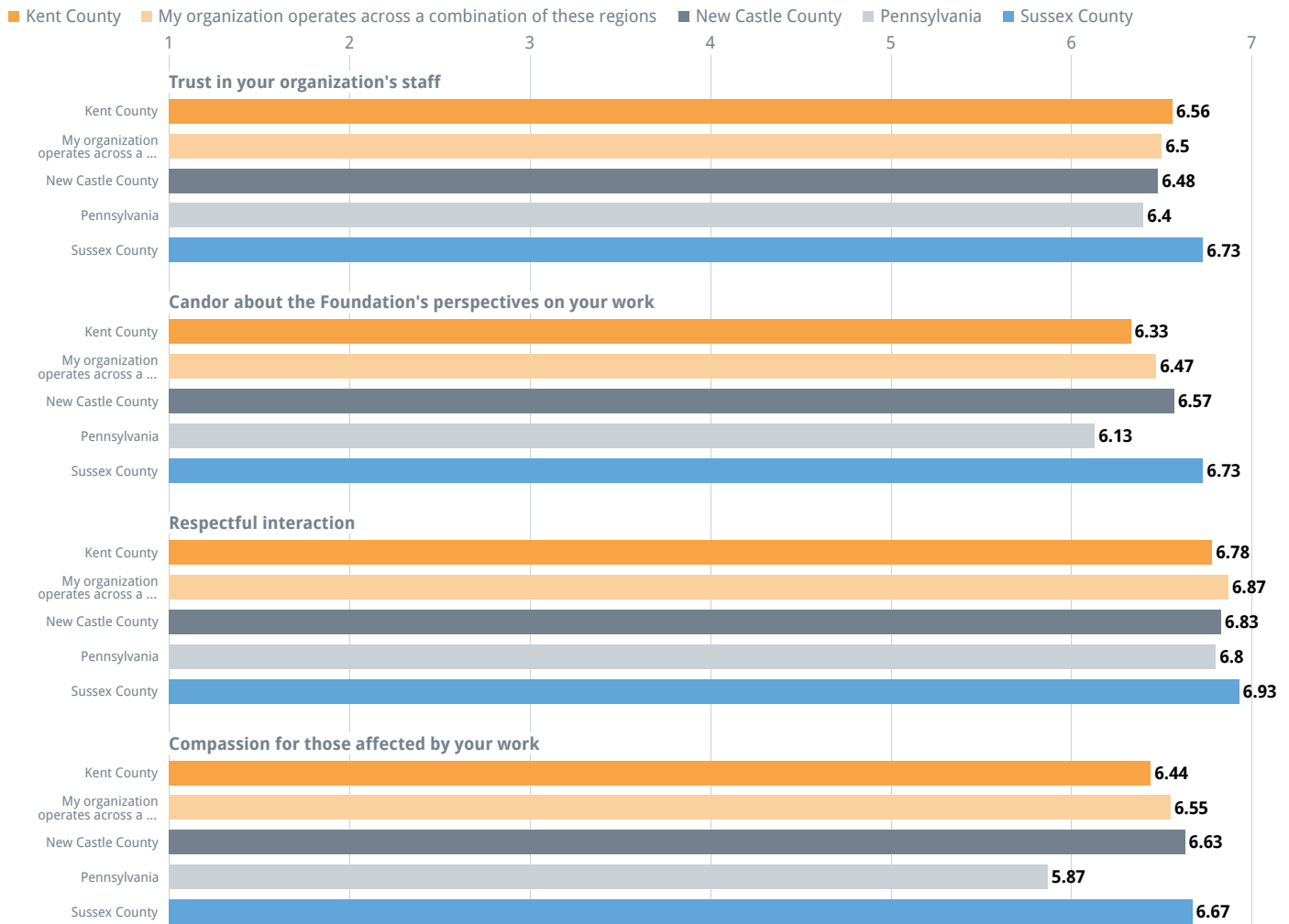
To what extent did the Foundation exhibit the following during this grant:

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



To what extent did the Foundation exhibit the following during this grant: - By Subgroup

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



Grantee Interaction Patterns

Grantee Responses

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

Frequency of Contact with Program Officer	Longwood 2019	Longwood 2016	Longwood 2013	Longwood 2010	Longwood 2003	Average Funder	Custom Cohort
Monthly or more often	12%	14%	13%	12%	17%	29%	23%
Once every few months	47%	43%	47%	37%	32%	53%	57%
Yearly or less often	41%	42%	40%	50%	51%	18%	20%

Frequency of Contact with Program Officer (By Subgroup)	Kent County	My organization operates across a combination of these regions	New Castle County	Pennsylvania	Sussex County
Monthly or more often	22%	19%	9%	0%	7%
Once every few months	22%	46%	59%	33%	40%
Yearly or less often	56%	35%	33%	67%	53%

Grantee Responses

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

Initiation of Contact with Program Officer	Longwood 2019	Longwood 2016	Longwood 2013	Longwood 2010	Average Funder	Custom Cohort
Program Officer	15%	10%	15%	12%	15%	15%
Both of equal frequency	42%	39%	27%	12%	47%	49%
Grantee	35%	40%	41%	63%	32%	30%

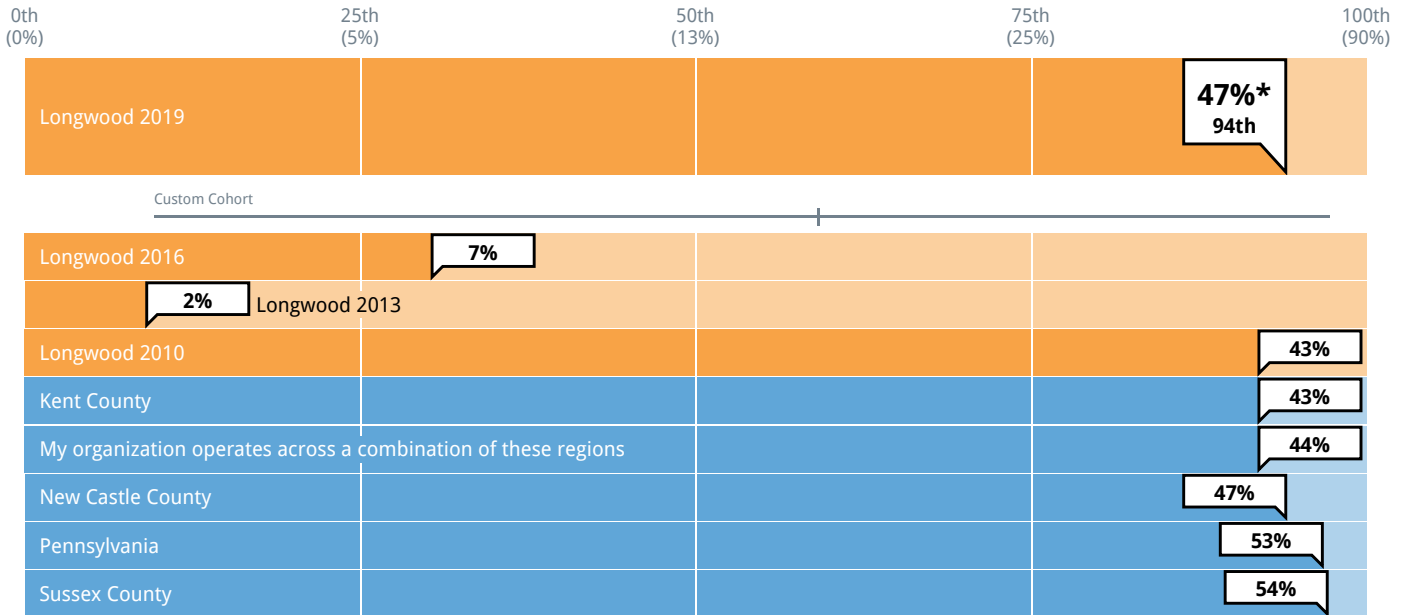
Initiation of Contact with Program Officer (By Subgroup)	Kent County	My organization operates across a combination of these regions	New Castle County	Pennsylvania	Sussex County
Program Officer	22%	12%	22%	12%	7%
Both of equal frequency	33%	54%	35%	38%	33%
Grantee	22%	35%	35%	38%	40%

Contact Change and Site Visits

Grantee Responses

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

Proportion of grantees responding 'Yes'

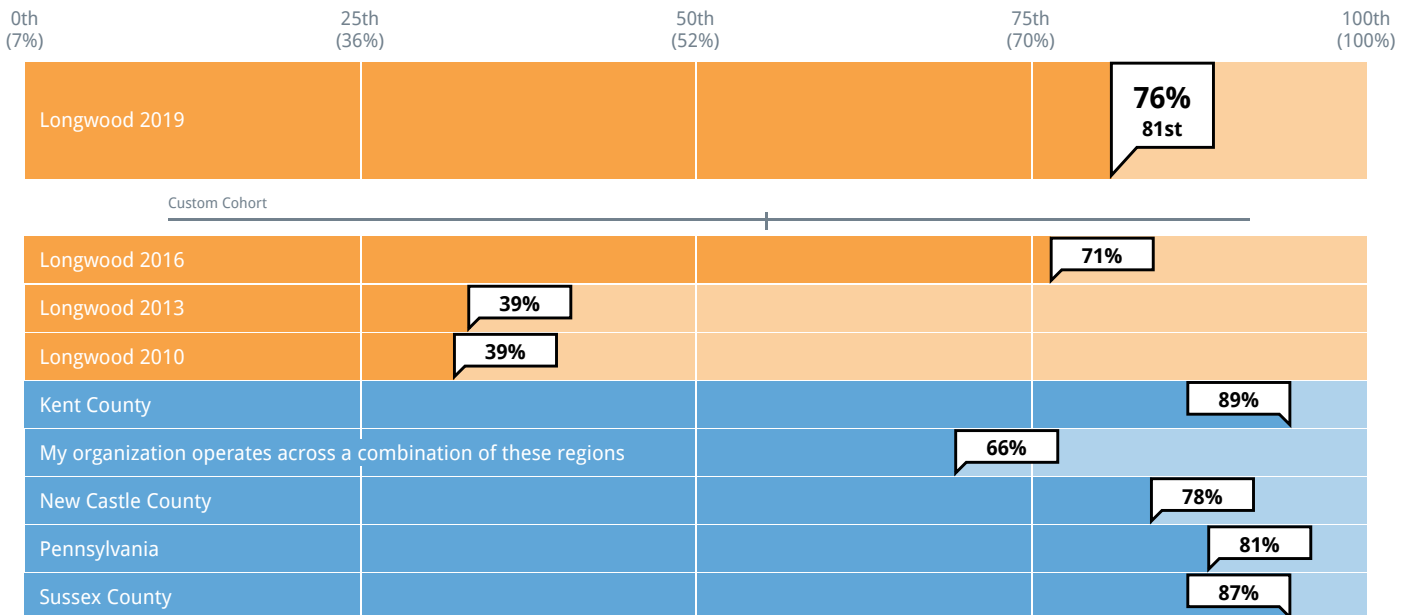


Cohort: Custom Cohort Past results: On Off Subgroup: Location

Grantee Responses

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

Proportion of grantees responding 'Yes'



Cohort: Custom Cohort Past results: On Off Subgroup: Location

Top Predictors of Relationships

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

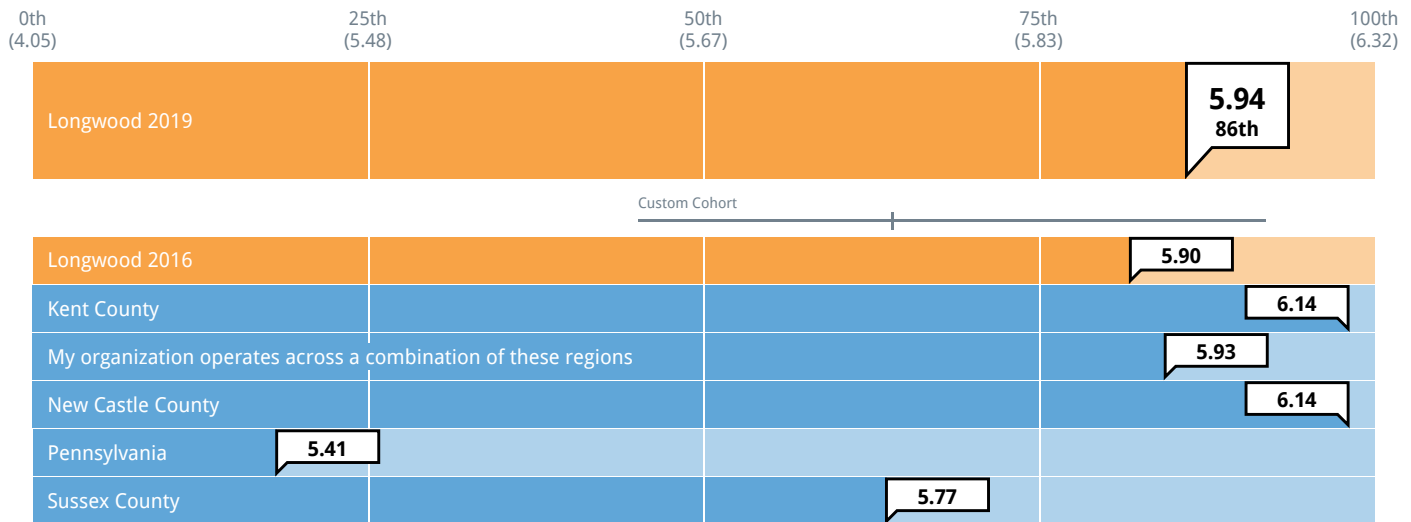
Seven related measures of understanding, together create the larger construct that CEP refers to as "understanding". The understanding summary measure below is an average of ratings on the following measures:

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

Grantee Responses

Understanding Summary Measure

1 = Very negative 7 = Very positive



Cohort:

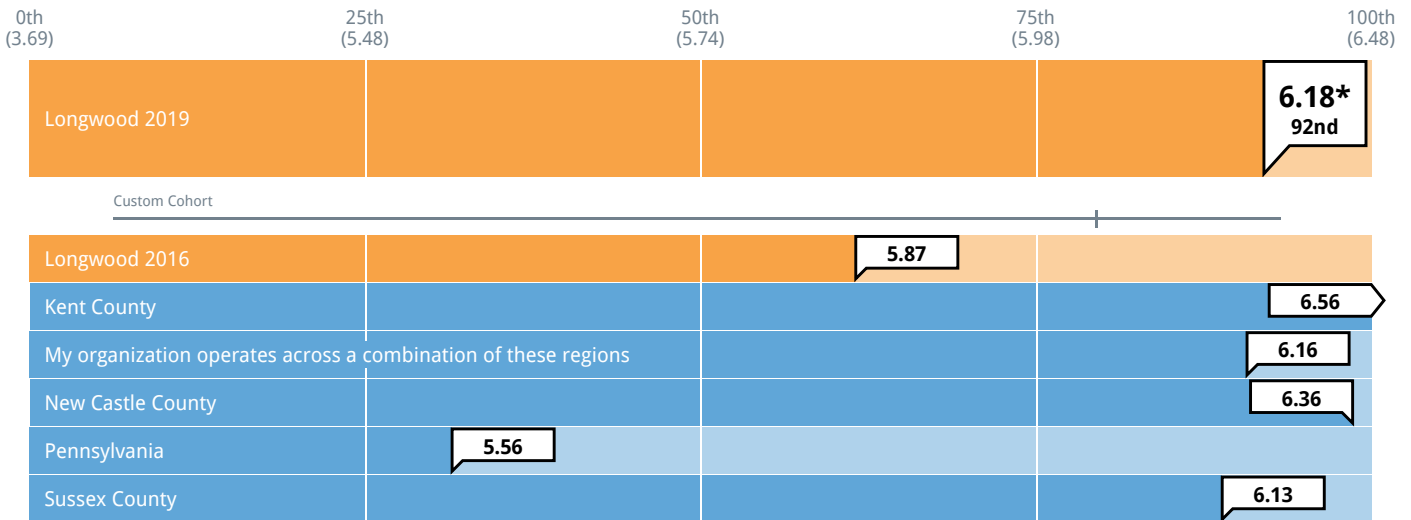
Past results: On Off

Subgroup:

Grantee Responses

Overall, how transparent is the Foundation with your organization?

1 = Not at all transparent 7 = Extremely transparent



Cohort: Custom Cohort

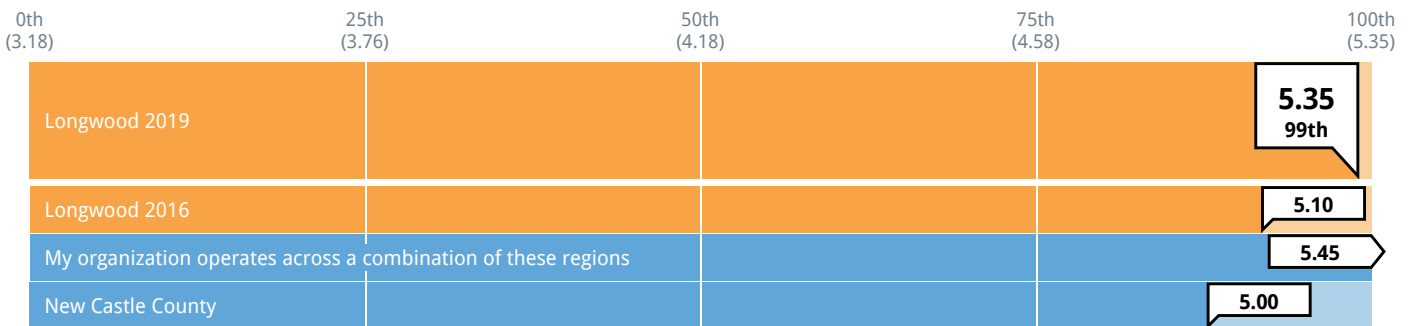
Past results: On Off

Subgroup: Location

Applicant Responses

Overall, how transparent is the Foundation with your organization?

1 = Not at all transparent 7 = Extremely transparent



Cohort: None

Past results: On Off

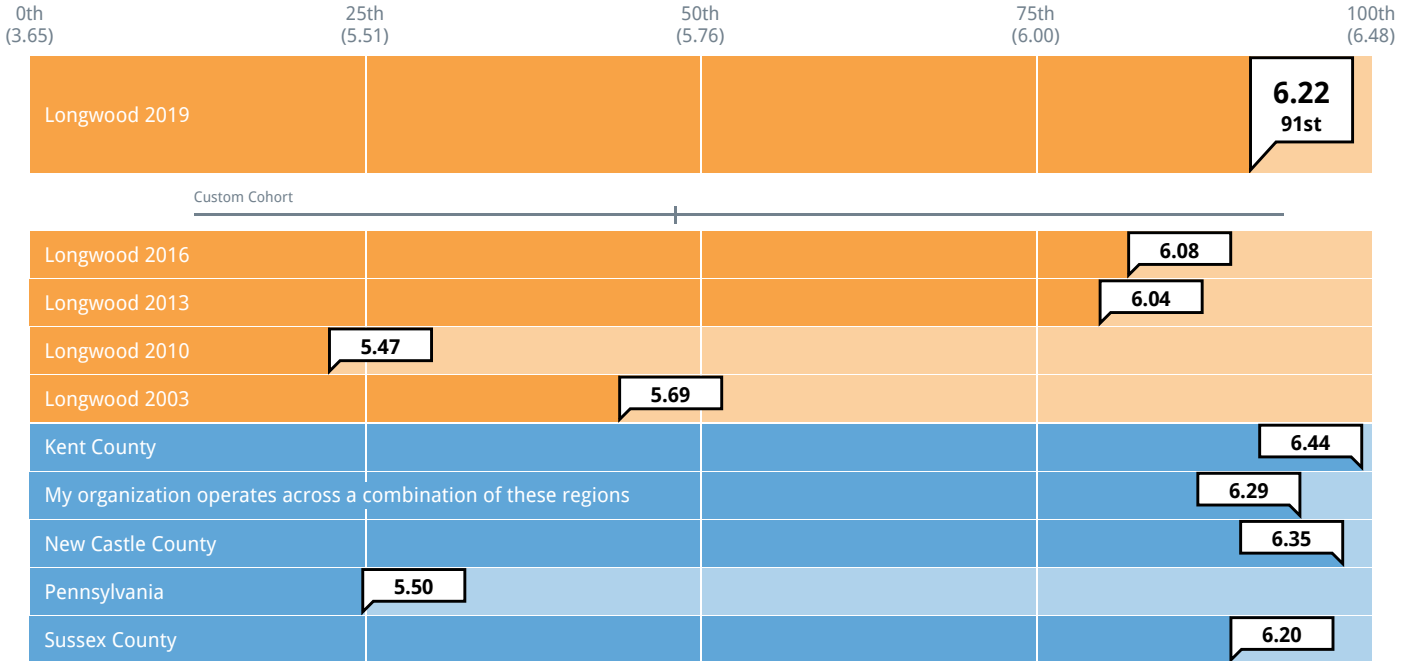
Subgroup: Location

Communication

Grantee Responses

How clearly has the Foundation communicated its goals and strategy to you?

1 = Not at all clearly 7 = Extremely clearly

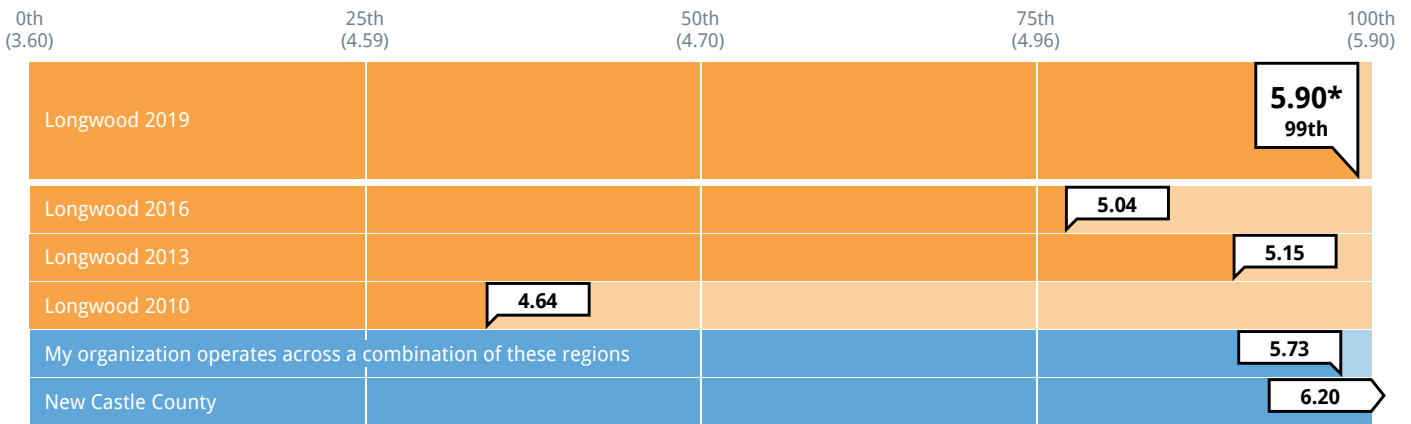


Cohort: Custom Cohort Past results: On Off Subgroup: Location

Applicant Responses

How clearly has the Foundation communicated its goals and strategy to you?

1 = Not at all clearly 7 = Extremely clearly



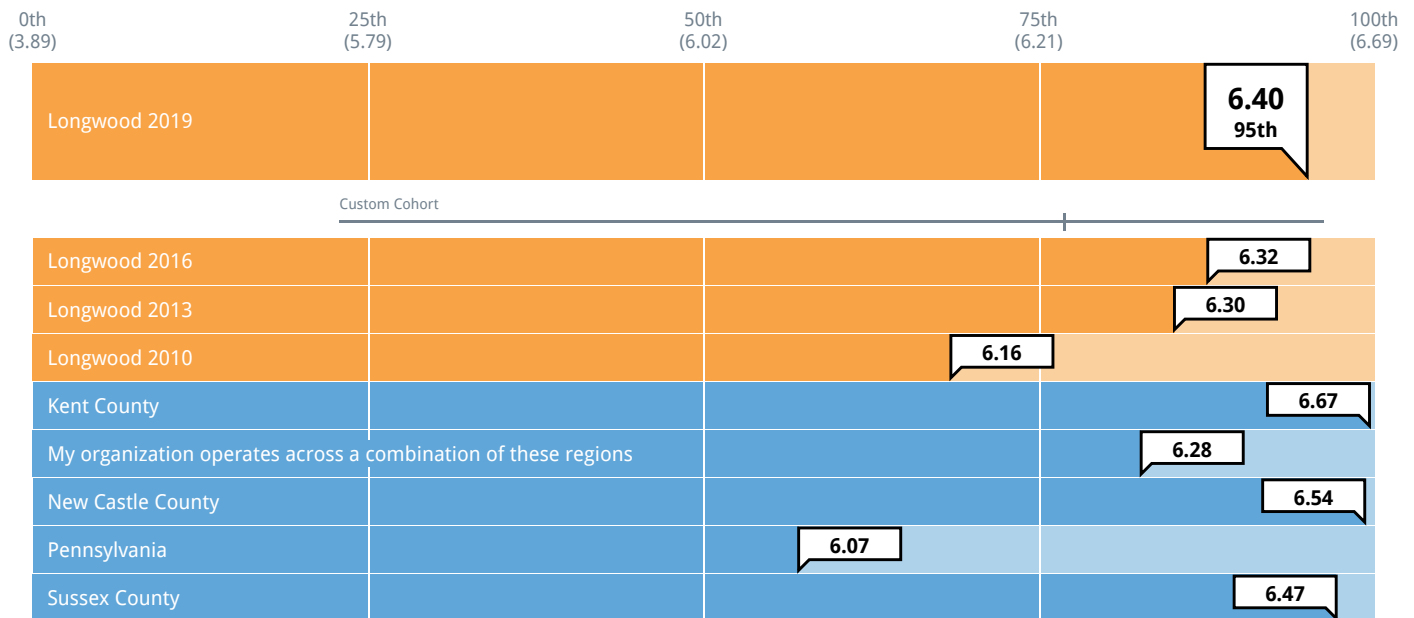
Cohort: None Past results: On Off Subgroup: Location

Consistency of Communication

Grantee Responses

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

1 = Not at all consistent 7 = Completely consistent



Cohort: Custom Cohort

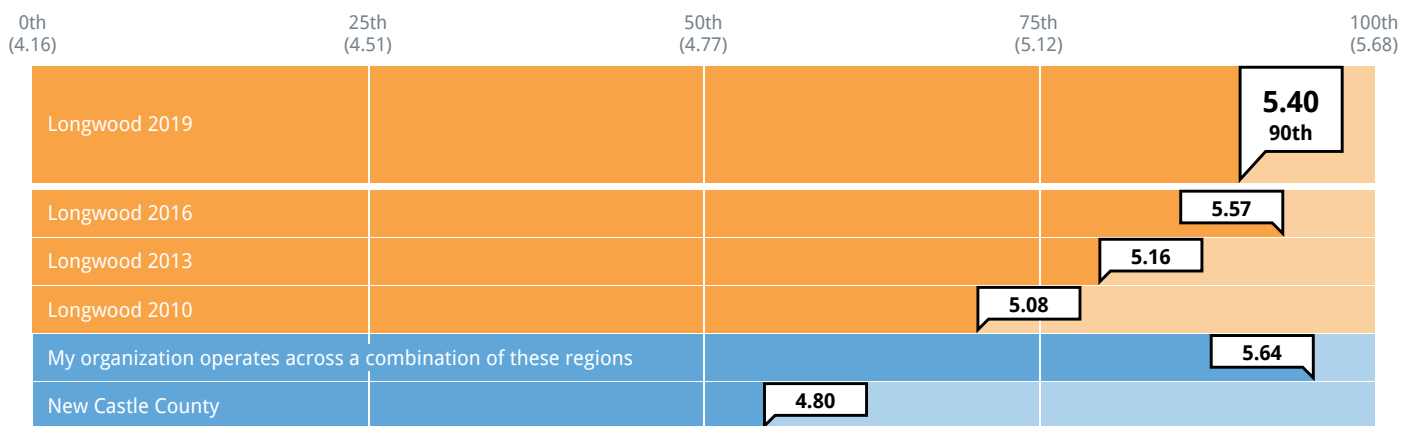
Past results: On Off

Subgroup: Location

Applicant Responses

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

1 = Not at all consistent 7 = Completely consistent



Cohort: None

Past results: On Off

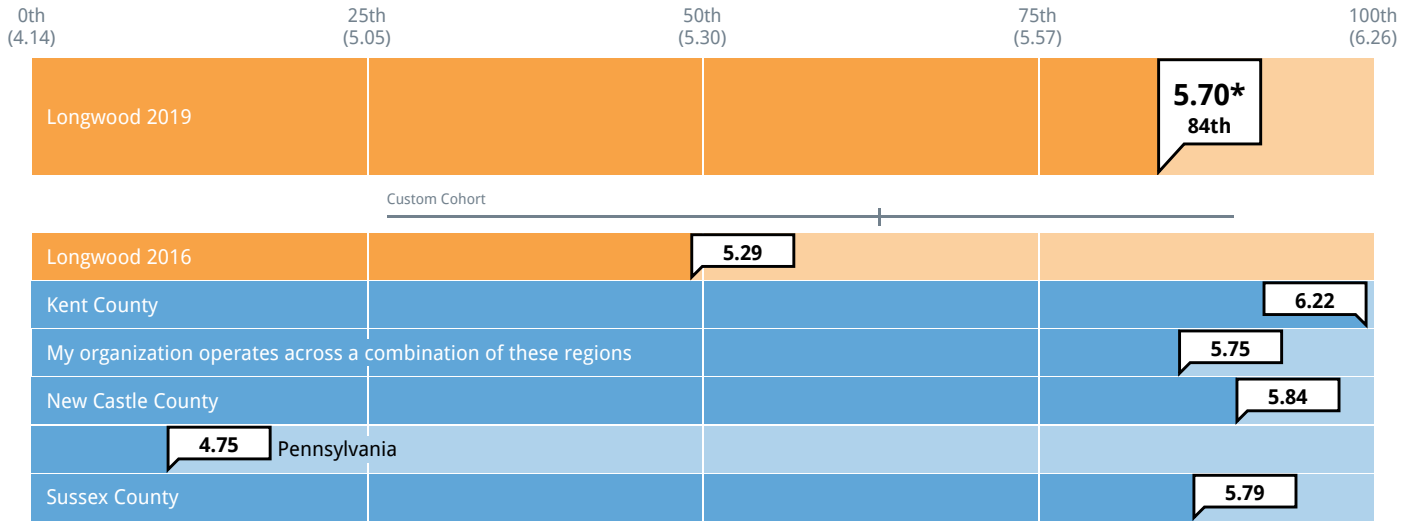
Subgroup: Location

Openness

Grantee Responses

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

1 = Not at all 7 = To a great extent



Cohort:

Past results: On Off

Subgroup:

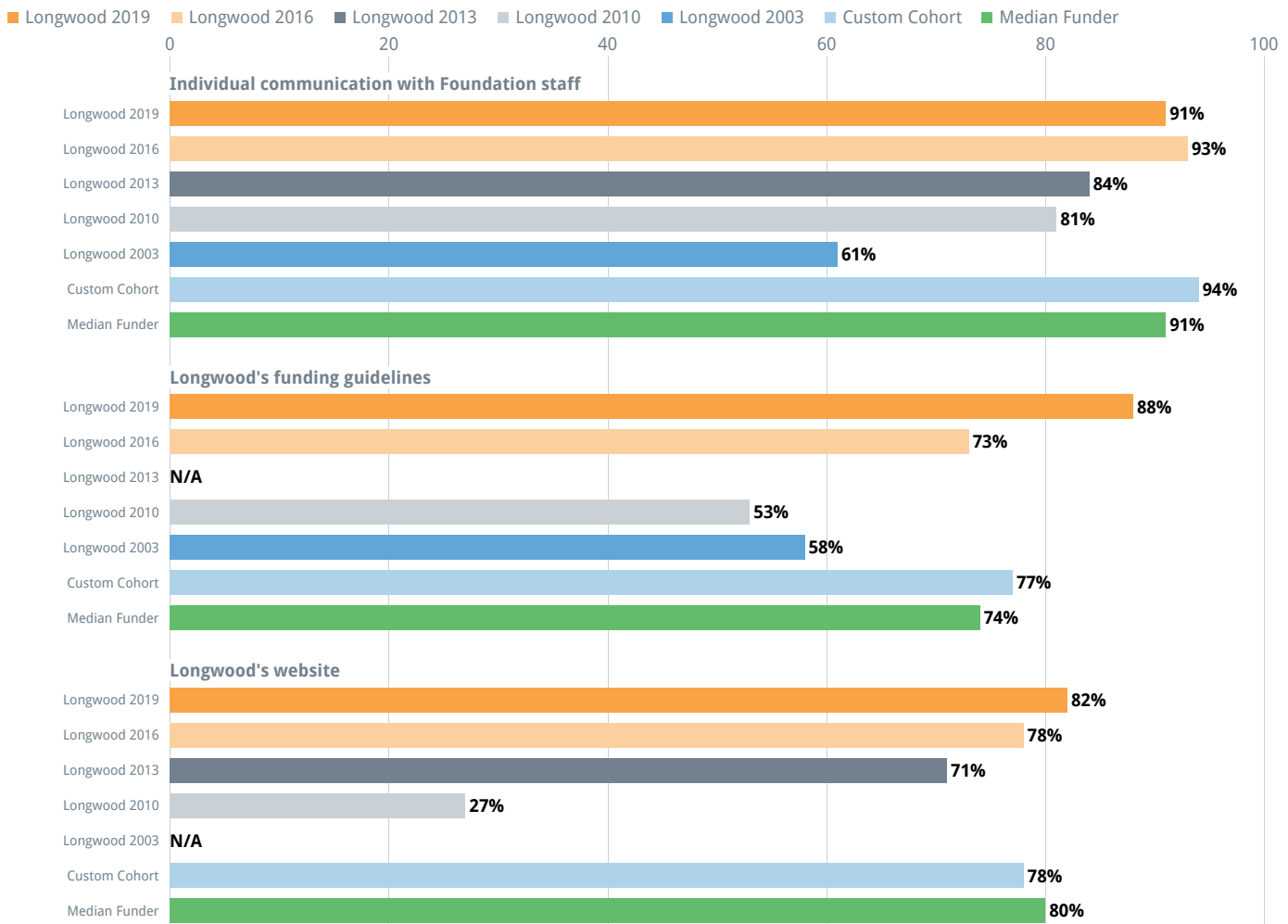
Communication Resources

Grantees and applicants were asked whether they used each of the following communications resources from the Foundation and how helpful they found each resource. The following charts show the proportions of respondents who have used each resource.

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

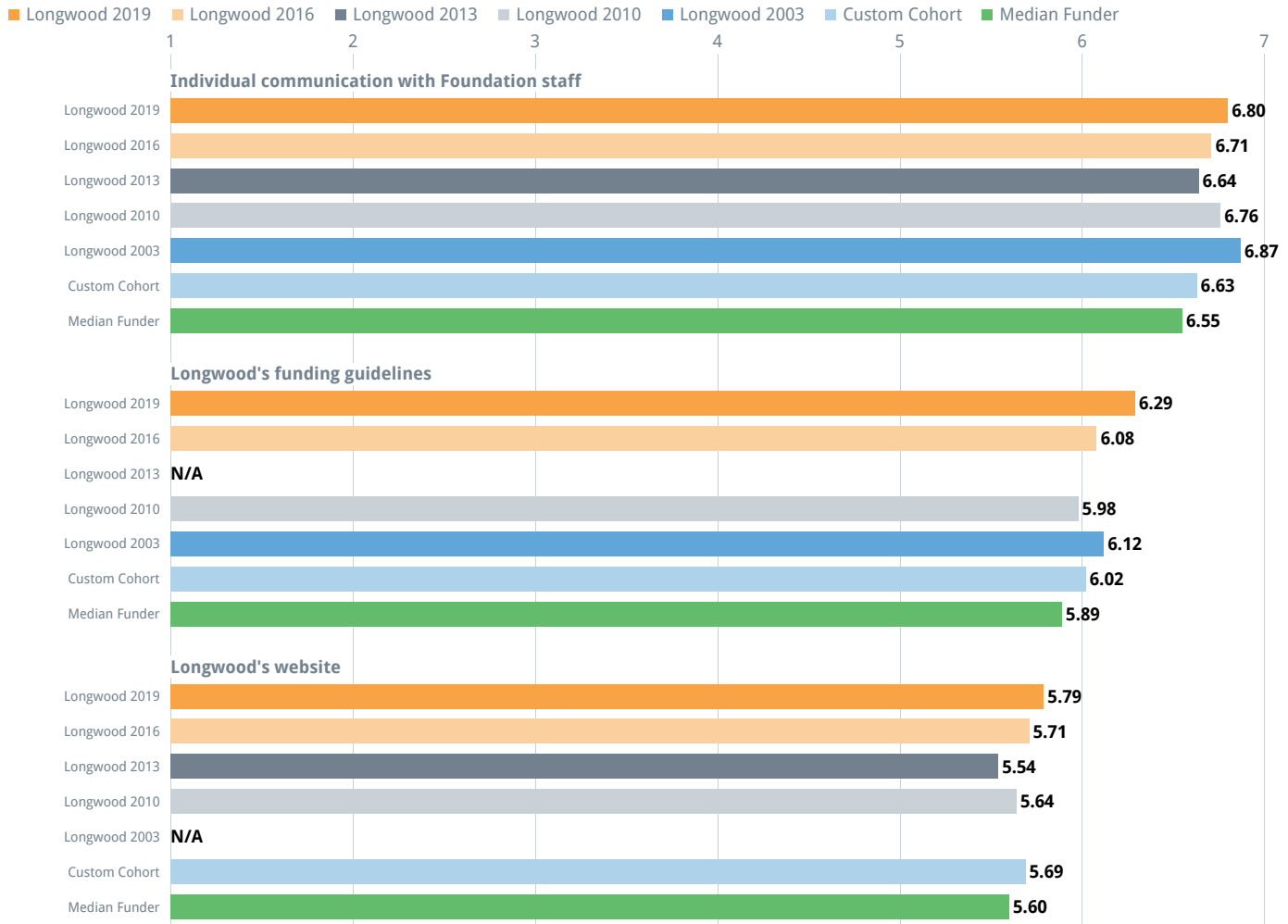
(Grantee Responses)

Usage of Communication Resources



Helpfulness of Communication Resources

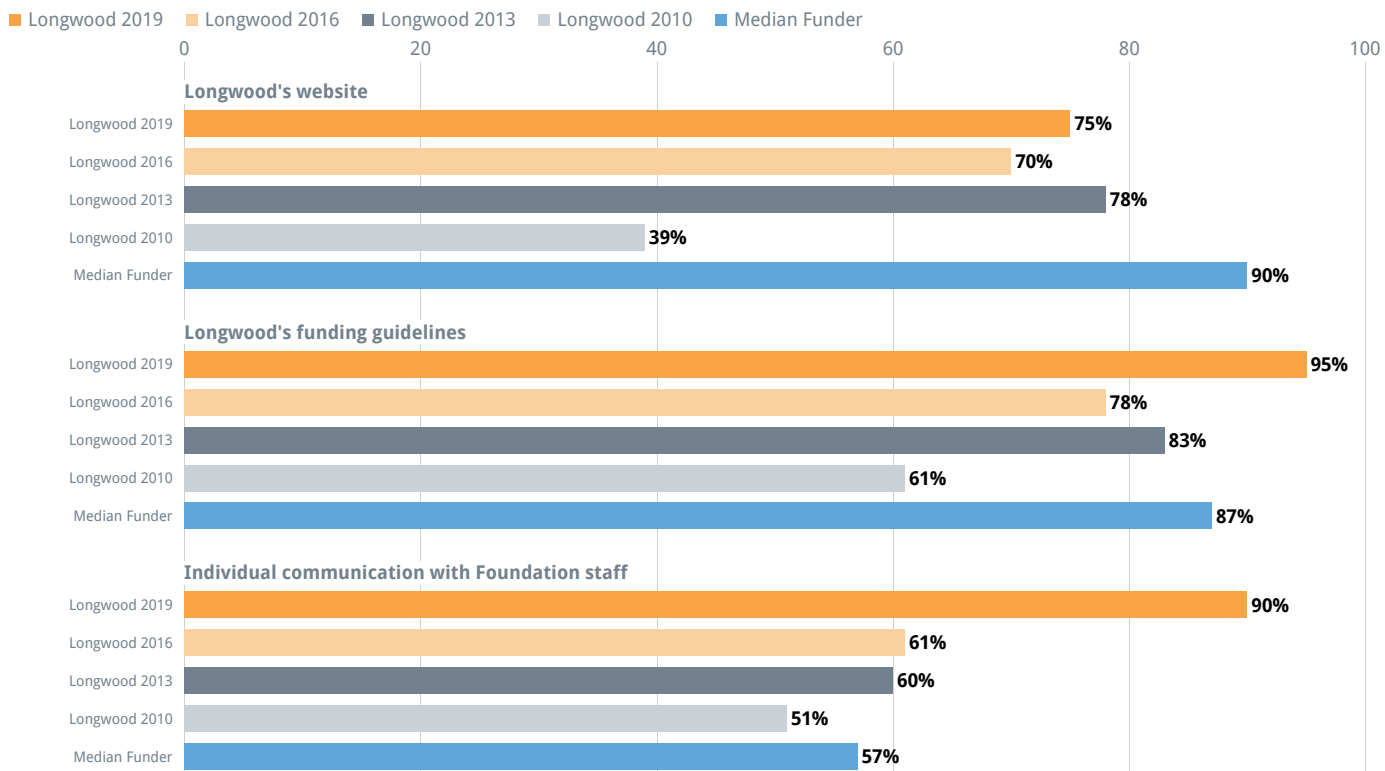
1 = Not at all helpful 7 = Extremely helpful



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

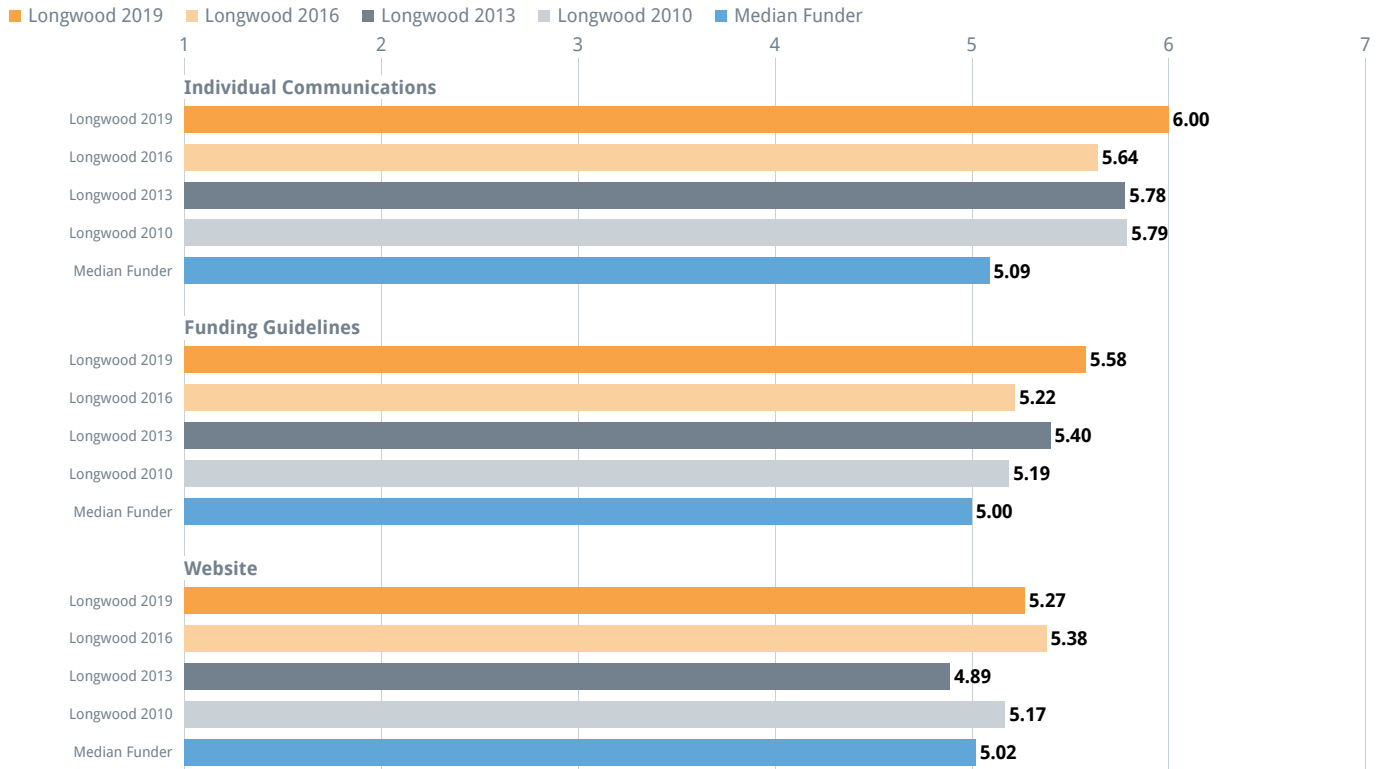
(Applicant Responses)

Usage of Communication Resources (Applicant Responses)



Helpfulness of Communication Resources (Applicant Ratings)

1 = Not at all helpful 7 = Extremely helpful

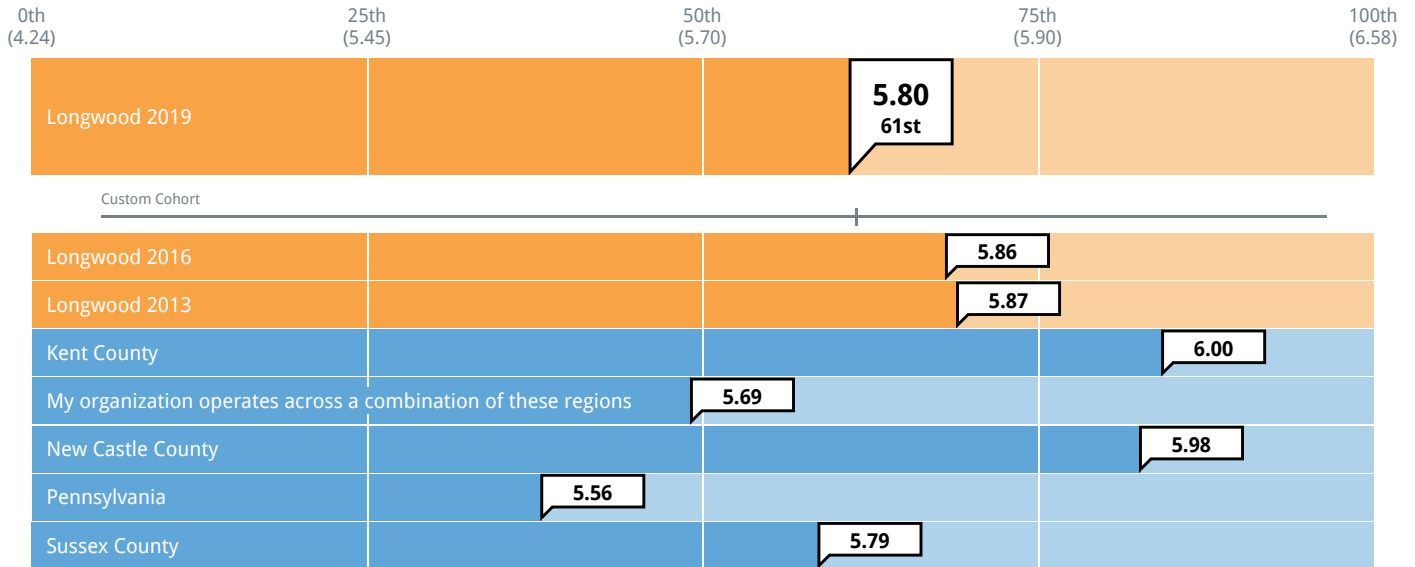


Beneficiary and Contextual Understanding

Grantee Responses

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

1 = Limited understanding 7 = Thorough understanding



Cohort: Custom Cohort

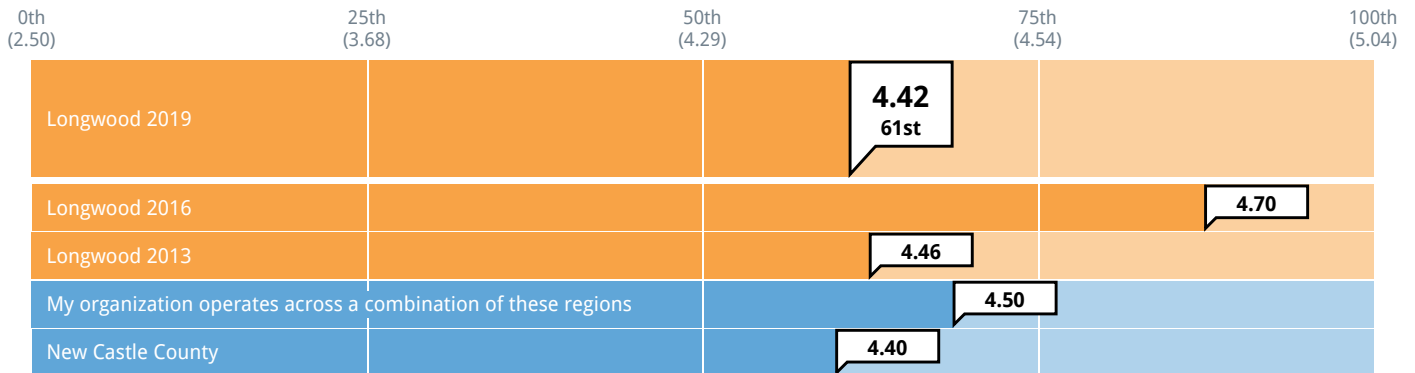
Past results: On Off

Subgroup: Location

Applicant Responses

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

1 = Limited understanding 7 = Thorough understanding



Cohort: None

Past results: On Off

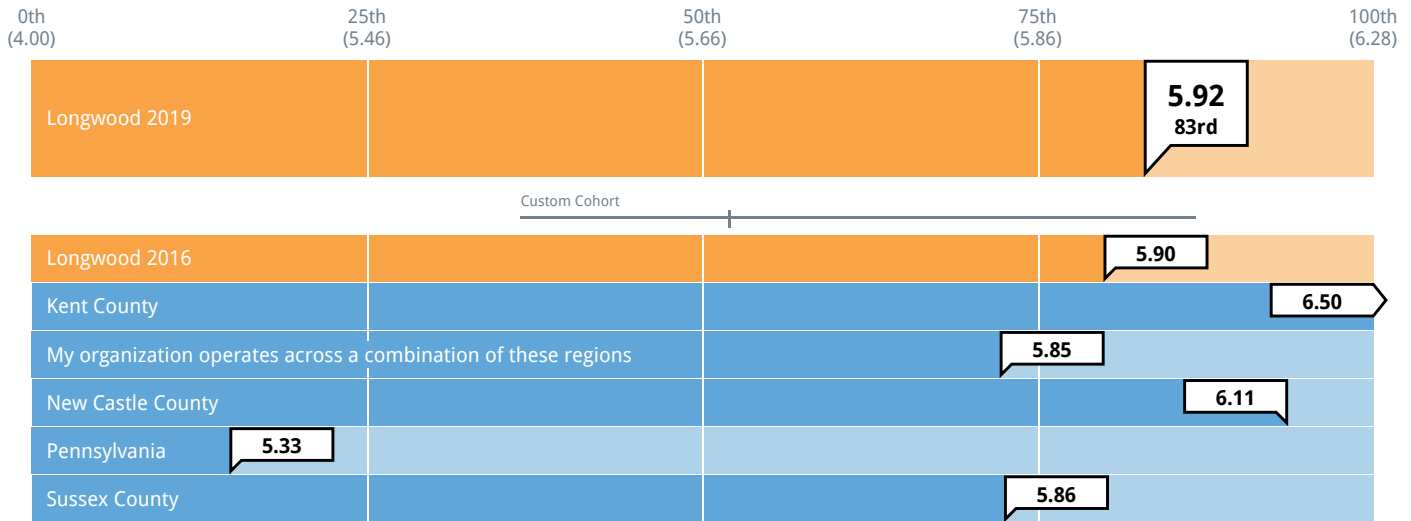
Subgroup: Location

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, constituents, or participants.

Grantee Responses

How well does the Foundation understand your intended beneficiaries' needs?

1 = Limited understanding 7 = Thorough understanding



Cohort: Custom Cohort

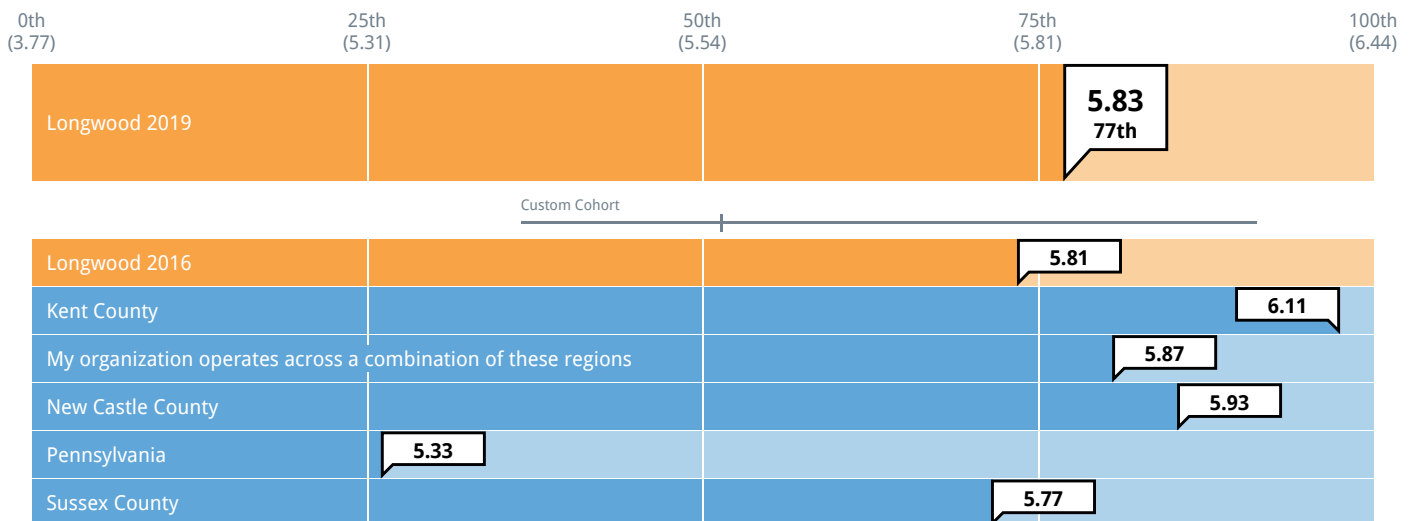
Past results: On Off

Subgroup: Location

Grantee Responses

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

1 = Not at all 7 = To a great extent



Cohort: Custom Cohort

Past results: On Off

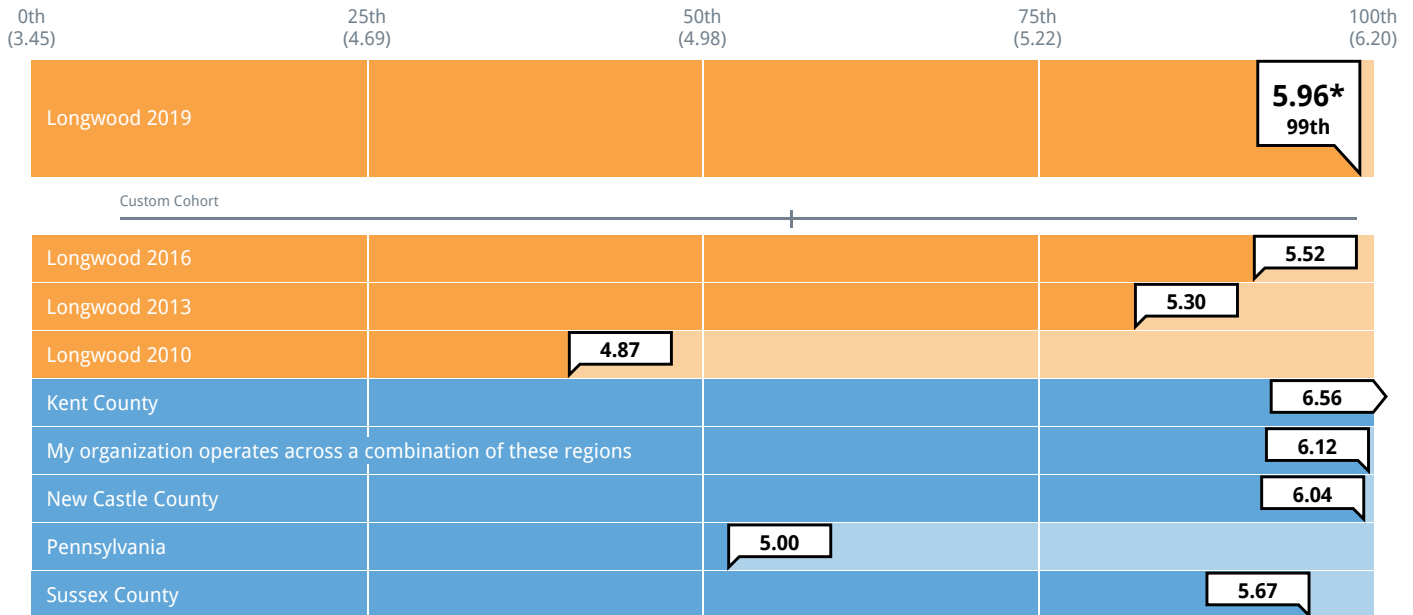
Subgroup: Location

Selection Process

Grantee Responses

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

1 = Not at all helpful 7 = Extremely helpful



Cohort: Custom Cohort

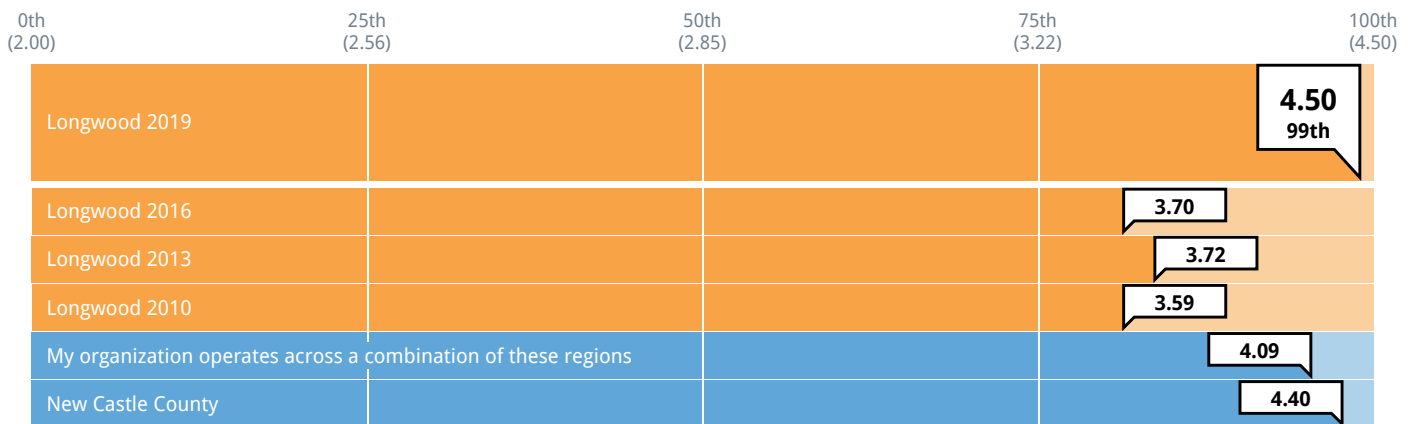
Past results: On Off

Subgroup: Location

Applicant Responses

How helpful was participating in the Foundation's selection process in strengthening the organization/program to which the grant funding would have been directed?

1 = Not at all helpful 7 = Extremely helpful



Cohort: None

Past results: On Off

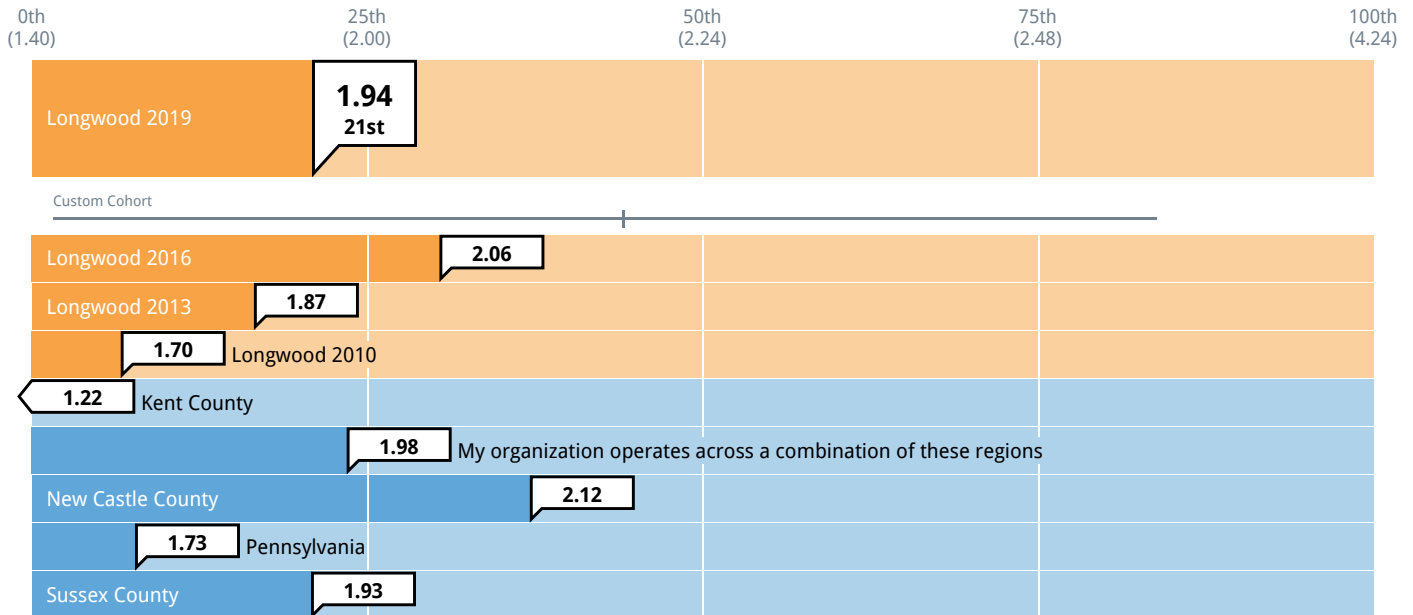
Subgroup: Location

Pressure to Modify Priorities

Grantee Responses

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

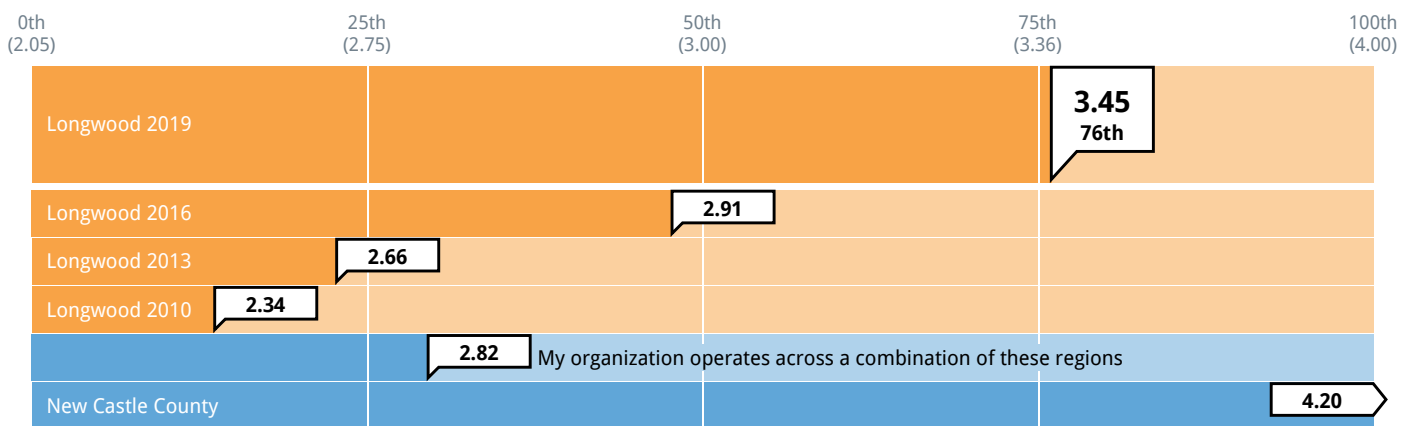
Past results: On Off

Subgroup: Location

Applicant Responses

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: None

Past results: On Off

Subgroup: Location

Time Between Submission and Funding Decision

Grantee Responses

“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	Longwood 2019	Longwood 2016	Longwood 2013	Longwood 2010	Longwood 2003	Average Funder	Custom Cohort
Less than 1 month	4%	2%	2%	1%	7%	7%	8%
1 - 3 months	70%	70%	73%	60%	68%	55%	59%
4 - 6 months	22%	25%	20%	31%	19%	29%	27%
7 - 9 months	2%	3%	0%	6%	7%	5%	4%
10 - 12 months	1%	0%	3%	2%	0%	2%	1%
More than 12 months	2%	1%	2%	0%	0%	2%	1%

Time Elapsed from Submission of Proposal to Clear Commitment of Funding (By Subgroup)	Kent County	My organization operates across a combination of these regions	New Castle County	Pennsylvania	Sussex County
Less than 1 month	0%	6%	5%	0%	0%
1 - 3 months	62%	67%	65%	85%	86%
4 - 6 months	38%	21%	23%	15%	14%
7 - 9 months	0%	4%	2%	0%	0%
10 - 12 months	0%	2%	0%	0%	0%
More than 12 months	0%	0%	5%	0%	0%

Applicant Responses

“How much time elapsed from initial submission of your grant proposal to the final decision not to fund your request?”

Time Between Submission and Funding Decision	Longwood 2019	Longwood 2016	Longwood 2013	Longwood 2010	Average Funder
Less than 1 month	6%	11%	4%	0%	12%
1 to 3 months	61%	63%	65%	76%	51%
4 to 6 months	28%	21%	25%	16%	27%
7 to 9 months	0%	5%	4%	5%	5%
10 to 12 months	6%	0%	0%	0%	2%
More than 12 months	0%	0%	2%	2%	2%

Time Between Submission and Funding Decision (By Subgroup)	My organization operates across a combination of these regions	New Castle County	Pennsylvania	Sussex County
Less than 1 month	0%	N/A	N/A	N/A
1 to 3 months	64%	N/A	N/A	N/A
4 to 6 months	27%	N/A	N/A	N/A
7 to 9 months	0%	N/A	N/A	N/A
10 to 12 months	9%	N/A	N/A	N/A
More than 12 months	0%	N/A	N/A	N/A

Declined Applications

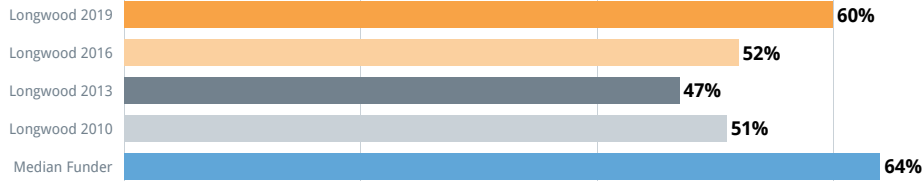
“Why did you apply to the Foundation for funding?”

Reasons for Applying for Funding (Applicant Responses)

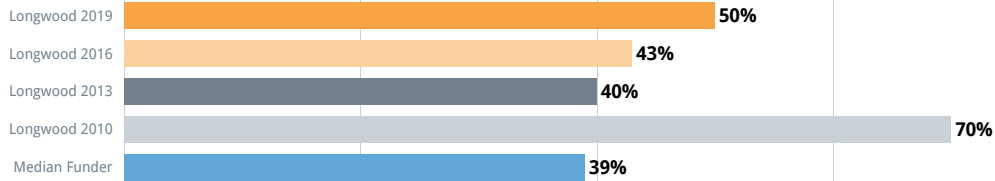
■ Longwood 2019
 ■ Longwood 2016
 ■ Longwood 2013
 ■ Longwood 2010
 ■ Median Funder

0 20 40 60 80 100

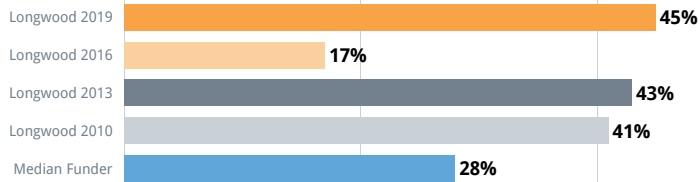
Read Guidelines



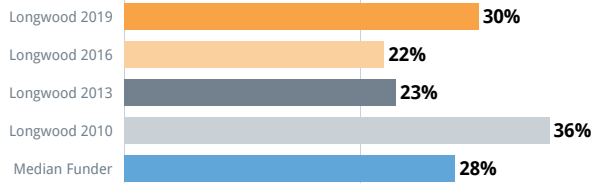
Major Local Funder



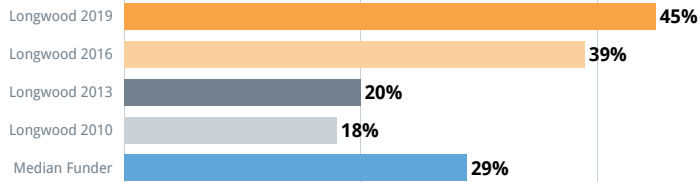
Encouraged By Others



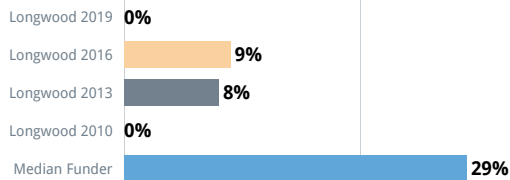
Major Field Funder



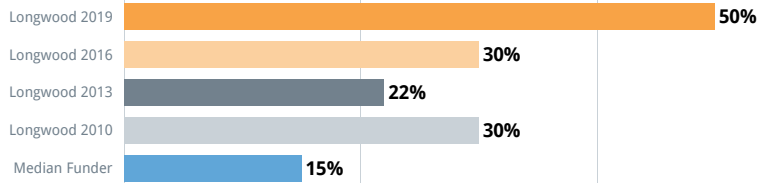
Encouraged By Foundation Staff



Call for Proposals



Follow-up to a Previous Grant



Reasons Provided for Declining Proposal

Applicant Responses

"Please choose the option that most resembles the reason the Foundation gave when it declined to fund your proposal."

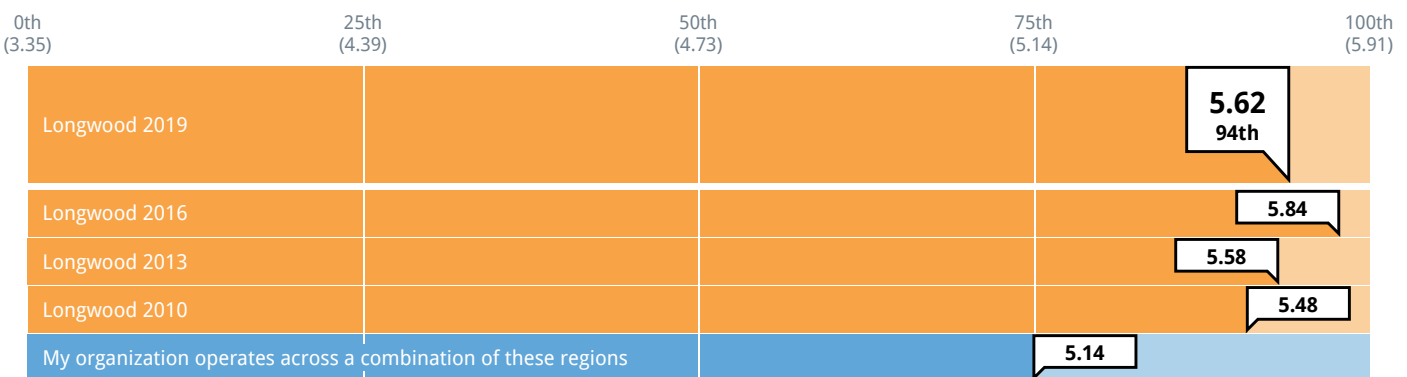
Reasons Provided for Declining Proposal	Longwood 2019	Longwood 2016	Longwood 2013	Longwood 2010	Average Funder
No reason provided	0%	9%	2%	8%	13%
Not enough funds/too many good proposals	55%	18%	31%	67%	31%
Doesn't fit Foundation priorities/guidelines, with no explanation as to why	0%	5%	2%	5%	14%
Doesn't fit Foundation priorities/guidelines, with explanation as to why	15%	32%	28%	3%	15%
Other	30%	36%	38%	17%	26%

Reasons Provided for Declining Proposal (By Subgroup)	My organization operates across a combination of these regions	New Castle County	Pennsylvania	Sussex County
No reason provided	0%	0%	N/A	N/A
Not enough funds/too many good proposals	55%	40%	N/A	N/A
Doesn't fit Foundation priorities/guidelines, with no explanation as to why	0%	0%	N/A	N/A
Doesn't fit Foundation priorities/guidelines, with explanation as to why	9%	20%	N/A	N/A
Other	36%	40%	N/A	N/A

Applicant Responses

How would you rate the honesty of the reason(s) the Foundation gave for declining to fund your proposal?

1 = Not at all honest 7 = Extremely honest



Cohort:

Past results: On Off

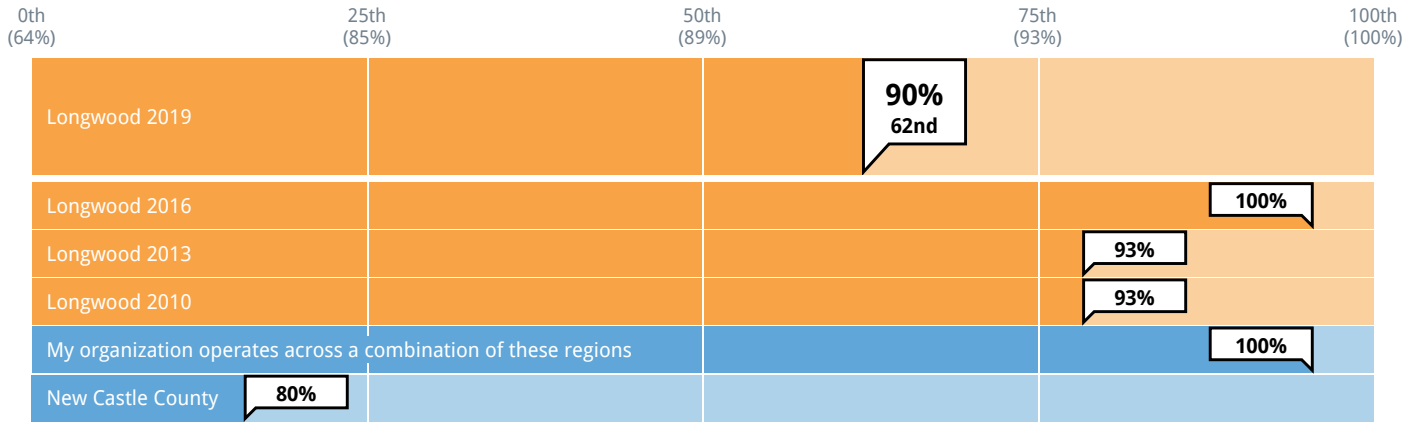
Subgroup:

Implications for Future Applications

Applicant Responses

Would you consider applying for funding from the Foundation in the future?

Proportion that responded "Yes"



Cohort: None ▼ Past results: On Off Subgroup: Location ▼

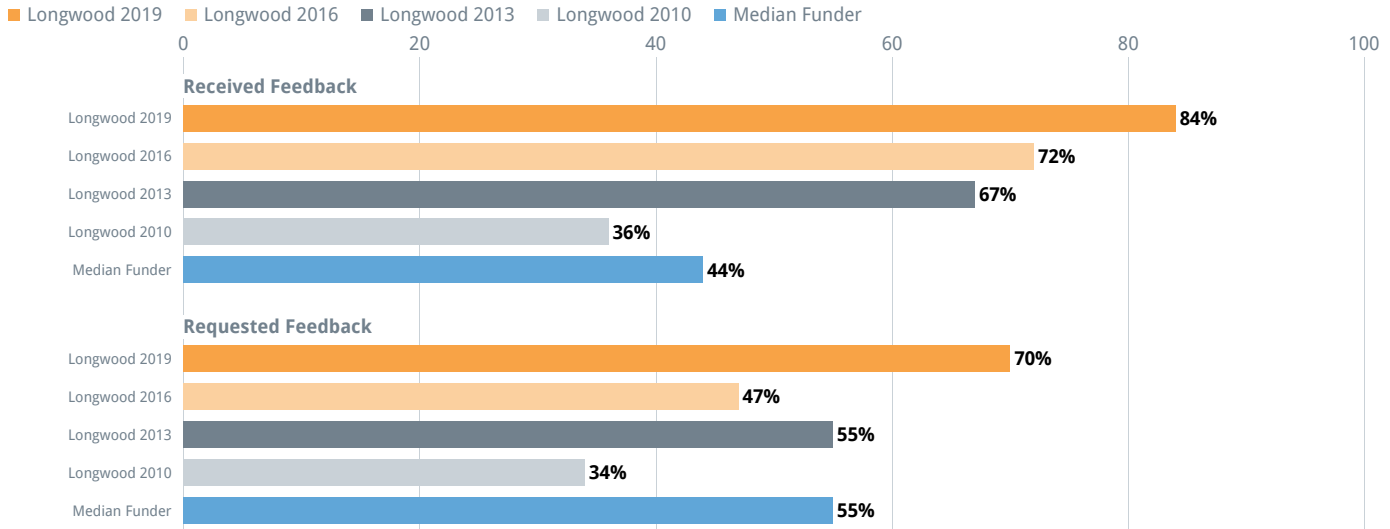
History with the Foundation of Respondents That Would Consider Reapplying	Longwood 2019	Longwood 2016	Longwood 2013	Longwood 2010	Average Funder
First-time applicant	33%	43%	31%	27%	43%
Previously received funding	56%	48%	61%	62%	42%
Previously declined	11%	9%	7%	11%	16%

History with the Foundation of Respondents That Would Consider Reapplying (By Subgroup)	My organization operates across a combination of these regions	New Castle County	Pennsylvania	Sussex County
First-time applicant		N/A	N/A	N/A
Previously received funding		N/A	N/A	N/A
Previously declined	18%	N/A	N/A	N/A

Feedback on Declined Applications

“After your request was declined did you request/receive any feedback or advice from Longwood?”

Proportion of Applicants that Requested/Received Feedback (Applicant Responses)



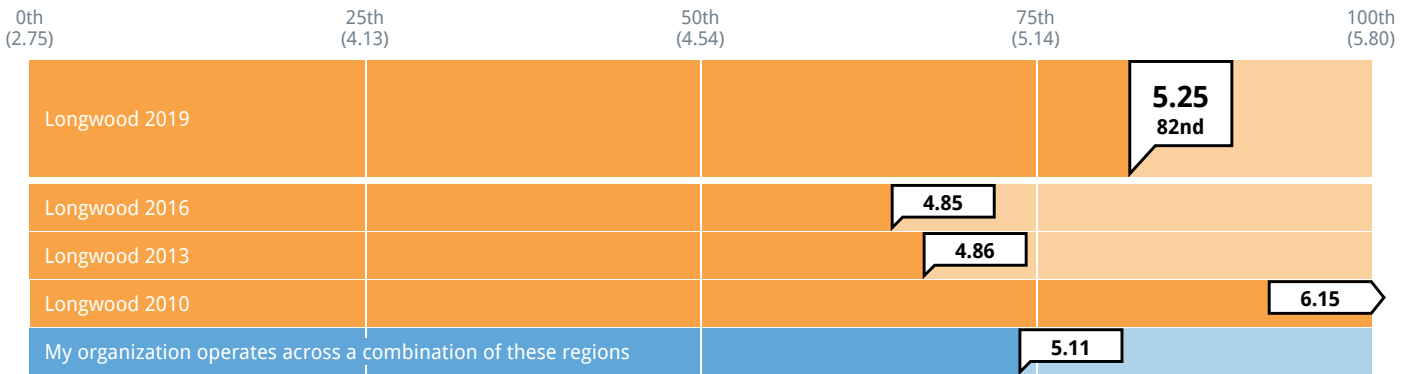
Proportion of Applicants that Requested Feedback, But Did Not Receive It (Applicant Responses)



Applicant Responses

Please rate the feedback and advice you received in terms of its helpfulness in strengthening future proposals to this funder.

1 = Not at all helpful 7 = Extremely helpful



Cohort:

Past results: On Off

Subgroup:

This following question was recently added to the applicant survey and there is not yet sufficient comparative data in the applicant dataset to display comparative data.

Please rate the feedback and advice you received in terms of its helpfulness in strengthening future proposals to other funders.

1 = Not at all helpful 7 = Extremely helpful



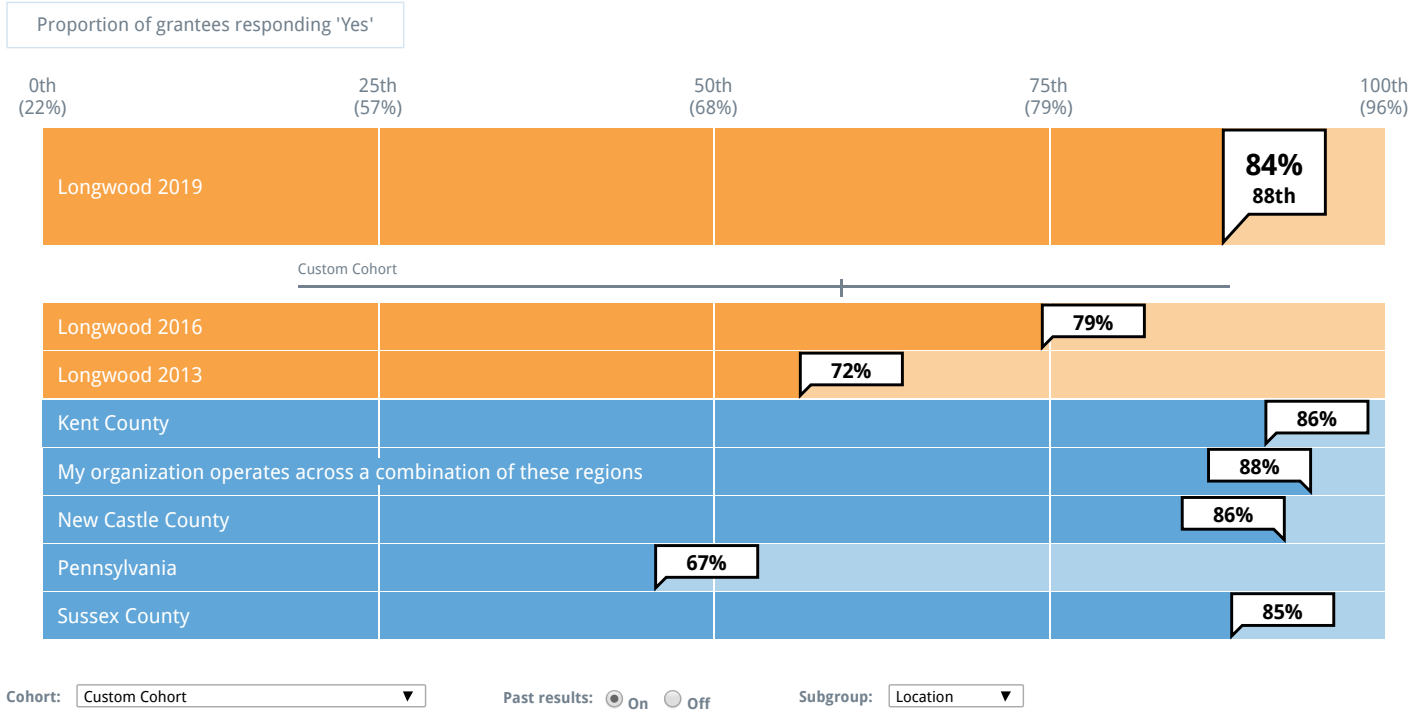
Reporting and Evaluation Process

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.

Grantee Responses

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



Participation in Reporting and/or Evaluation Processes	Longwood 2019	Average Funder	Custom Cohort
Participated in a reporting process only	37%	55%	49%
Participated in an evaluation process only	5%	1%	1%
Participated in both a reporting and an evaluation process	33%	32%	32%
Participated in neither a reporting nor an evaluation process	26%	12%	17%

Participation in Reporting and/or Evaluation Processes (By Subgroup)	Kent County	My organization operates across a combination of these regions	New Castle County	Pennsylvania	Sussex County
Participated in a reporting process only	0%	41%	36%	60%	20%
Participated in an evaluation process only	12%	6%	5%	0%	0%
Participated in both a reporting and an evaluation process	38%	31%	36%	27%	33%
Participated in neither a reporting nor an evaluation process	50%	22%	23%	13%	47%

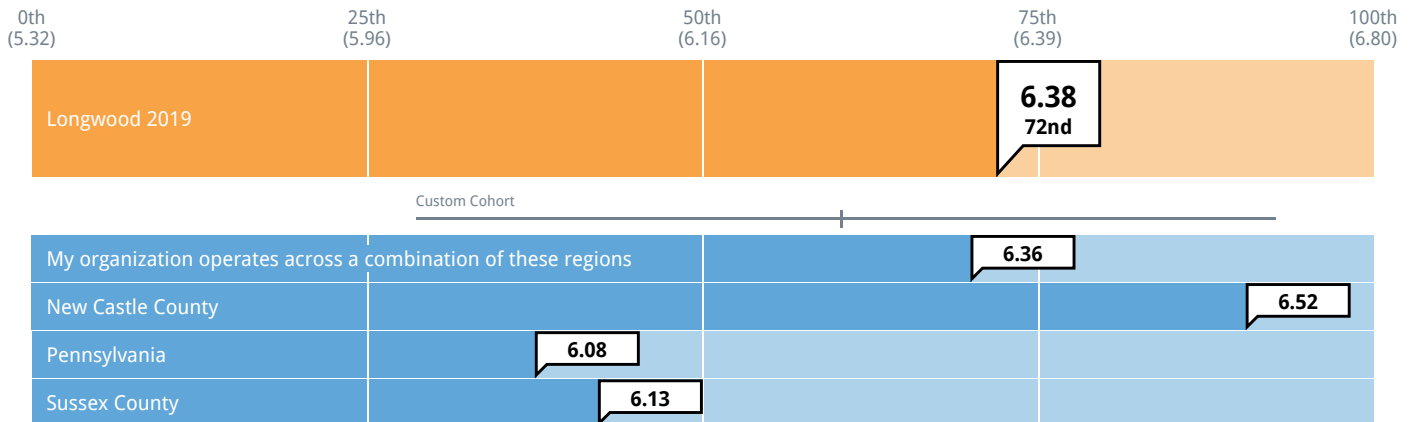
Reporting Process

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.

Grantee Responses

To what extent was the Foundation's reporting process straightforward?

1 = Not at all 7 = To a great extent



Cohort: Custom Cohort

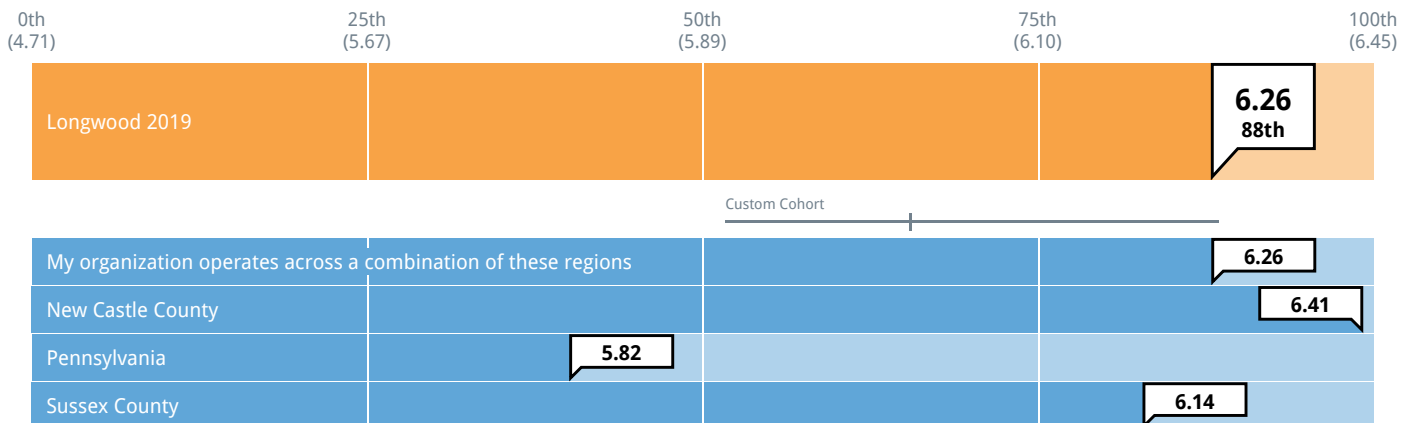
Past results: On Off

Subgroup: Location

Grantee Responses

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

1 = Not at all 7 = To a great extent



Cohort: Custom Cohort

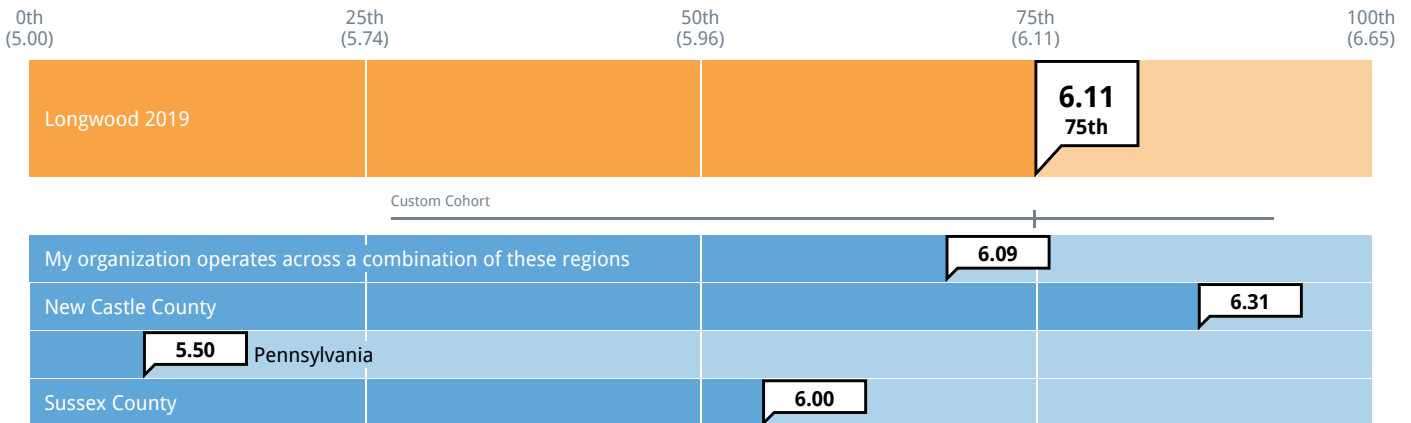
Past results: On Off

Subgroup: Location

Grantee Responses

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

1 = Not at all 7 = To a great extent



Cohort: Custom Cohort

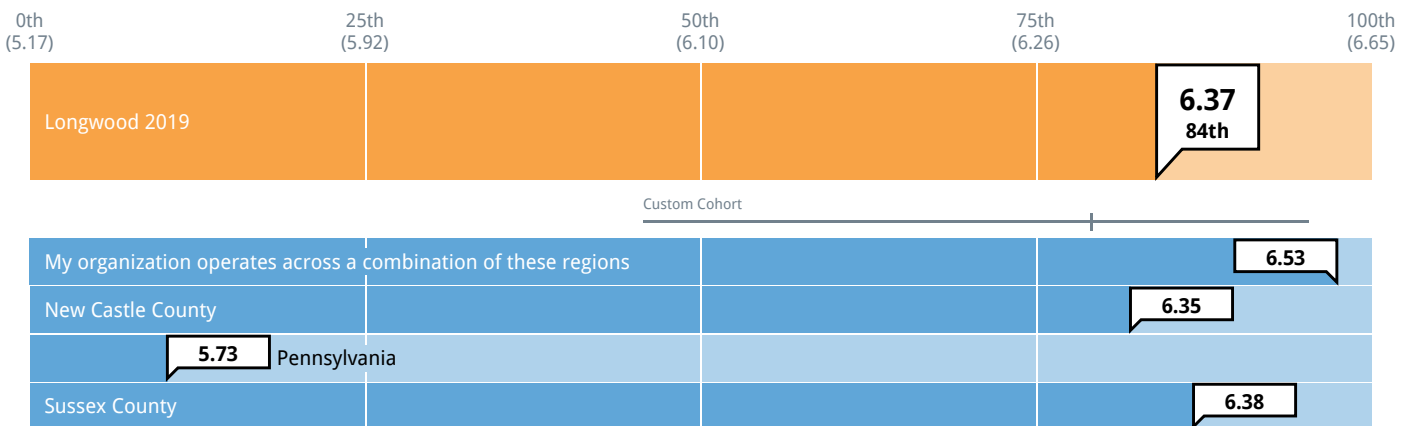
Past results: On Off

Subgroup: Location

Grantee Responses

To what extent was the Foundation'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

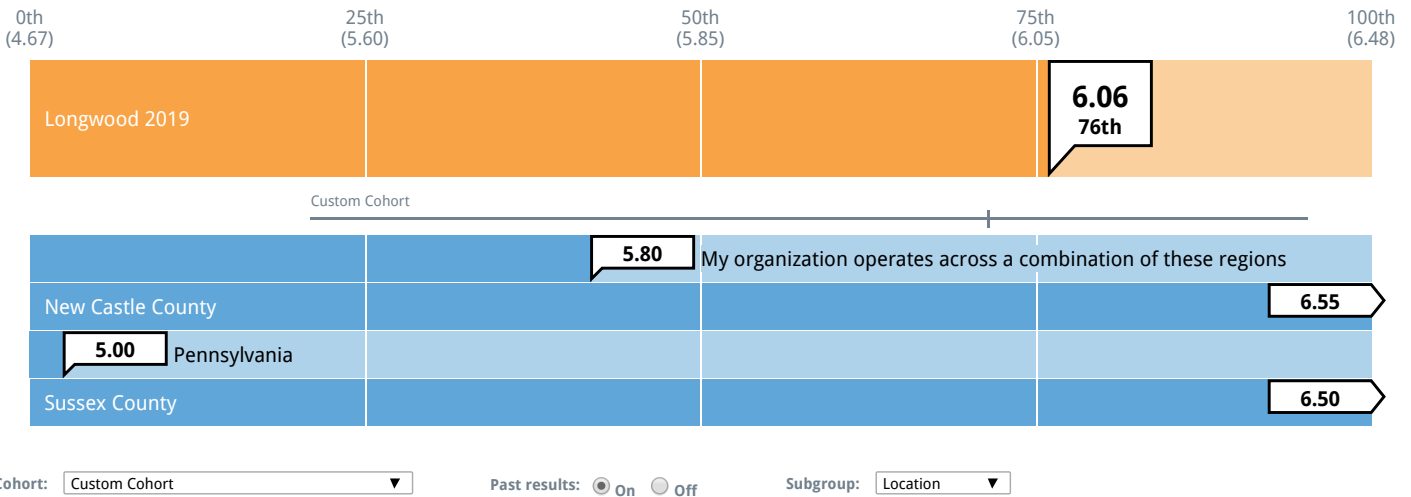
Past results: On Off

Subgroup: Location

Grantee Responses

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

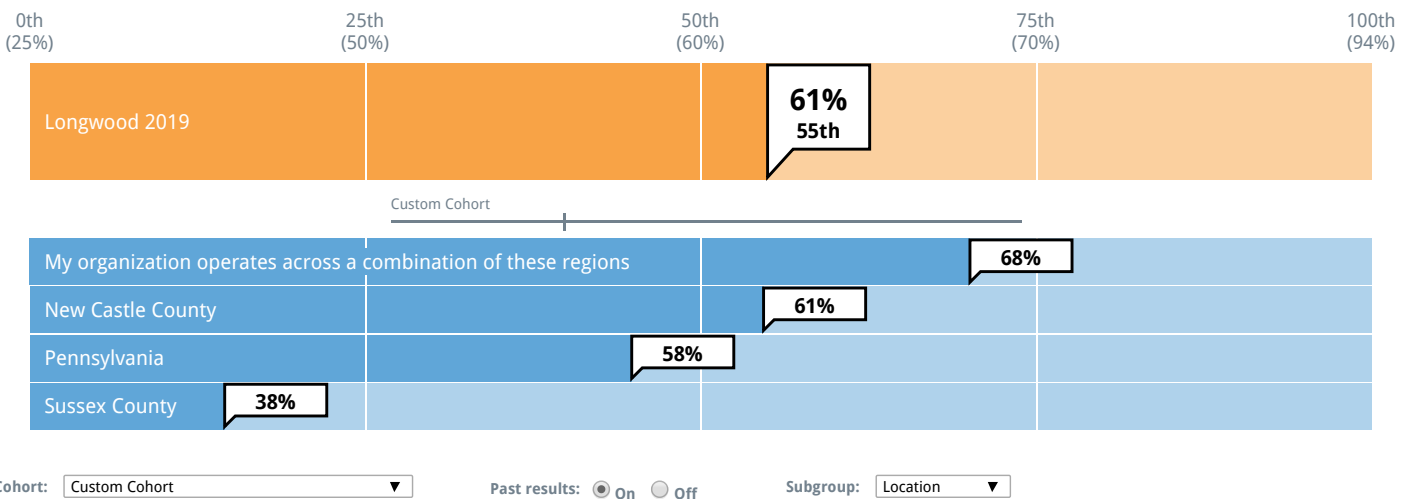
1 = Not at all 7 = To a great extent



Grantee Responses

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

Proportion of grantees responding 'Yes'



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?	Longwood 2019	Average Funder	Custom Cohort
Evaluation staff at the Foundation	69%	22%	30%
Evaluation staff at your organization	29%	50%	45%
External evaluator, chosen by the Foundation	0%	15%	15%
External evaluator, chosen by your organization	2%	13%	11%

Who was primarily responsible for carrying out the evaluation? (By Subgroup)	Kent County	My organization operates across a combination of these regions	New Castle County	Pennsylvania	Sussex County
Evaluation staff at the Foundation	N/A	63%	65%	N/A	80%
Evaluation staff at your organization	N/A	32%	35%	N/A	20%
External evaluator, chosen by the Foundation	N/A	0%	0%	N/A	0%
External evaluator, chosen by your organization	N/A	5%	0%	N/A	0%

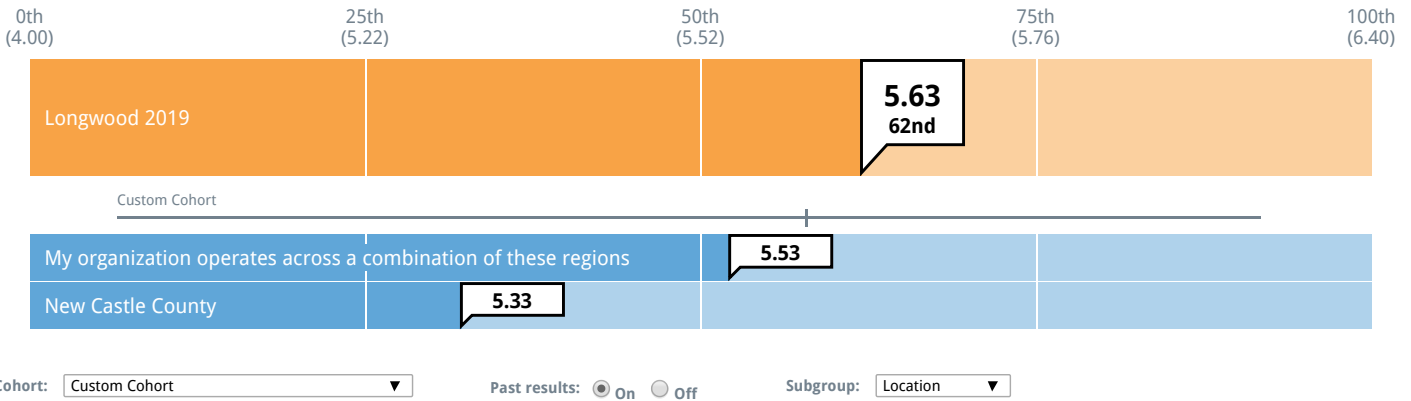
Did the Foundation provide financial support for the evaluation?	Longwood 2019	Average Funder	Custom Cohort
Yes, the evaluation's costs were fully funded by the Foundation	19%	35%	29%
Yes, the evaluation's costs were partially funded by the Foundation	5%	16%	17%
No, the evaluation's costs were not funded by the Foundation	76%	49%	54%

Did the Foundation provide financial support for the evaluation? (By Subgroup)	Kent County	My organization operates across a combination of these regions	New Castle County	Pennsylvania	Sussex County
Yes, the evaluation's costs were fully funded by the Foundation	N/A	20%	6%	N/A	N/A
Yes, the evaluation's costs were partially funded by the Foundation	N/A	13%	0%	N/A	N/A
No, the evaluation's costs were not funded by the Foundation	N/A	67%	94%	N/A	N/A

Grantee Responses

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

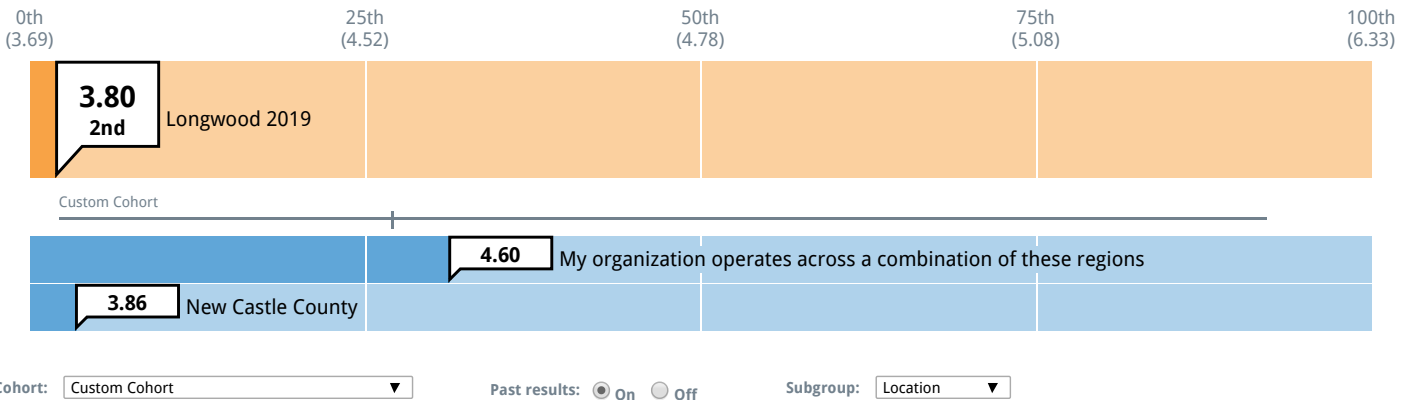
1 = Not at all 7 = To a great extent



Grantee Responses

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

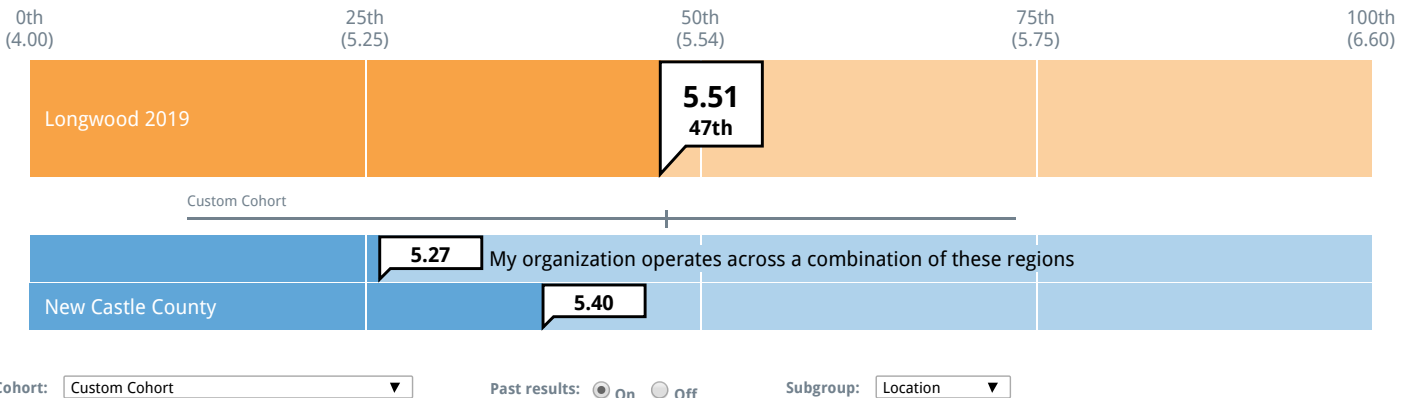
1 = Not at all 7 = To a great extent



Grantee Responses

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

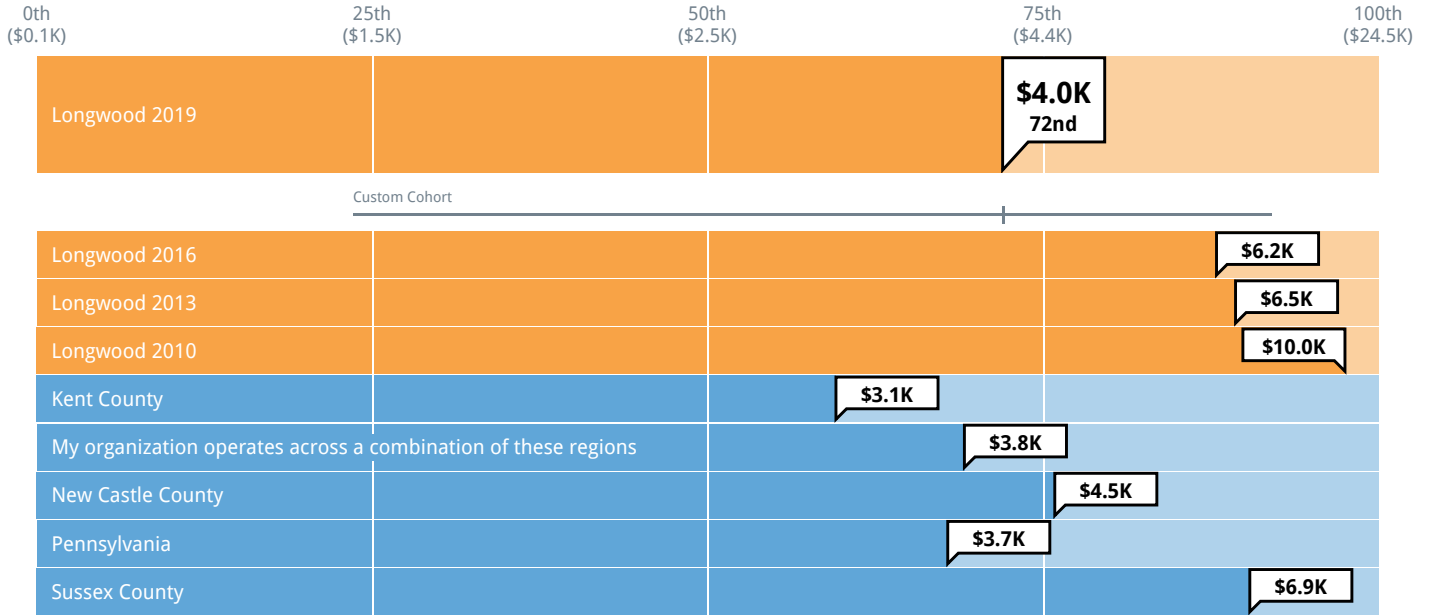


Dollar Return and Time Spent on Processes

Grantee Responses

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



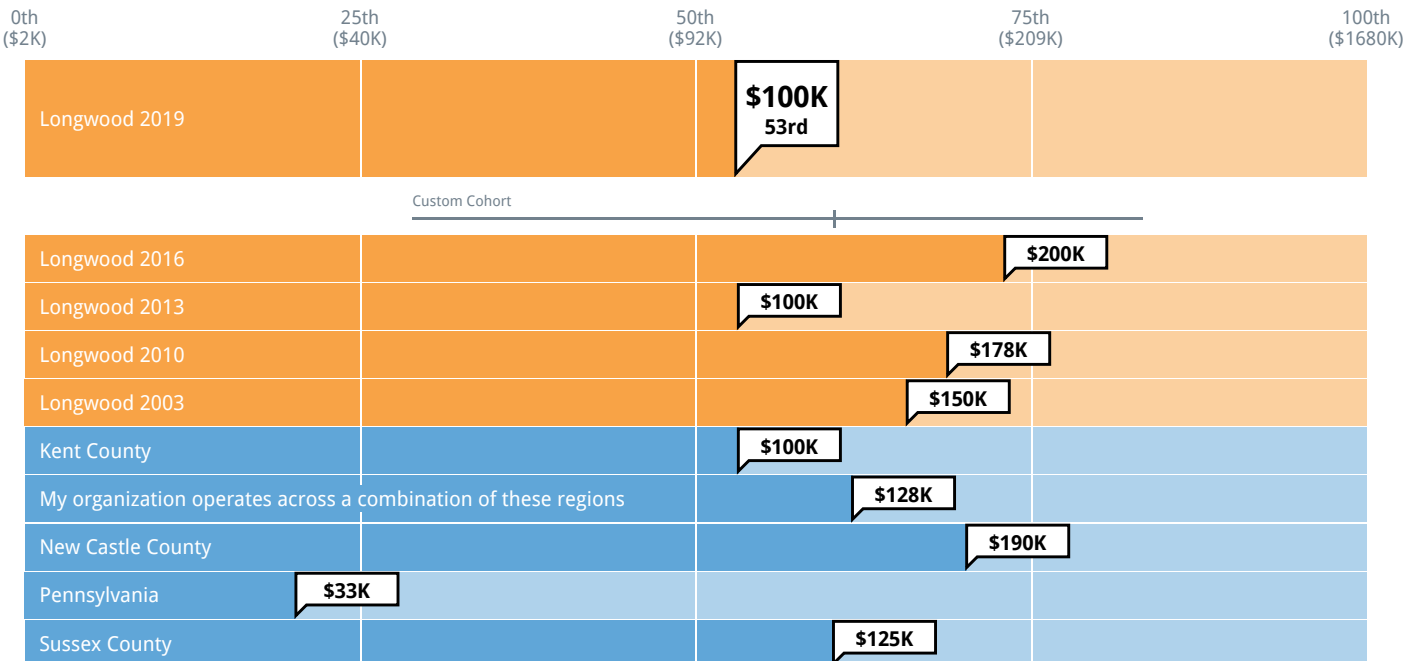
Cohort:

Past results: On Off

Subgroup:

Grantee Responses

Median Grant Size



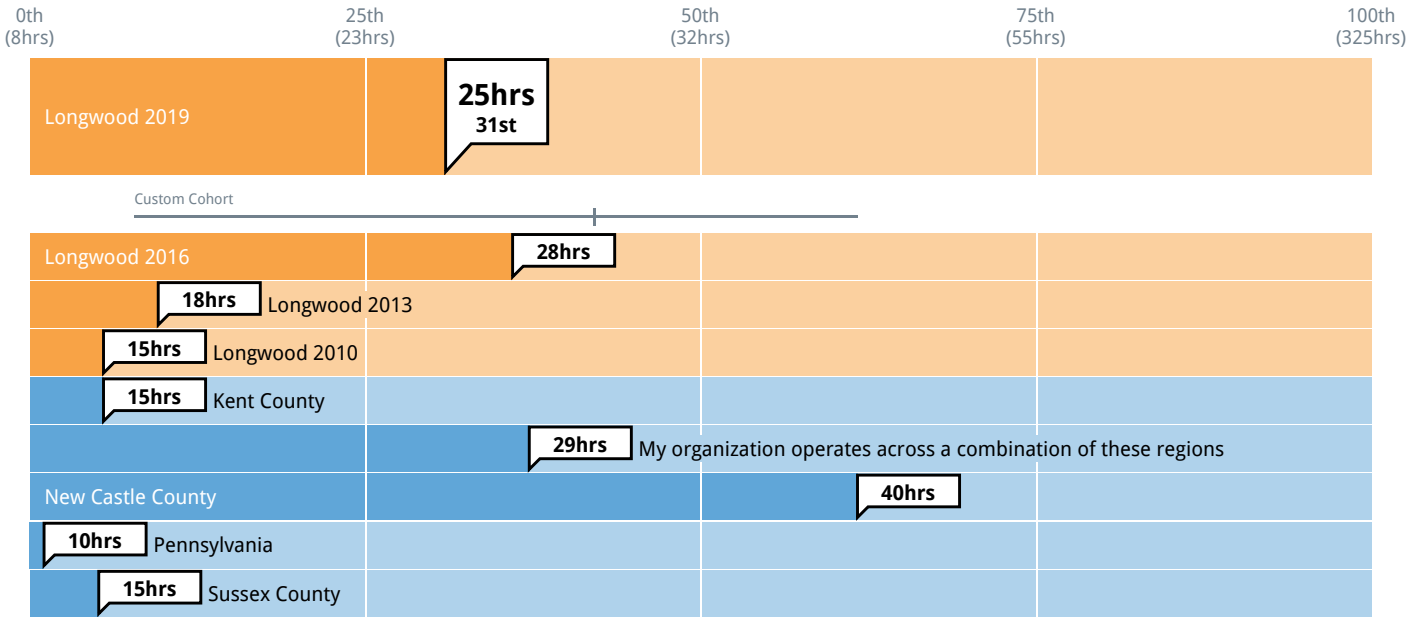
Cohort:

Past results: On Off

Subgroup:

Grantee Responses

Median hours spent by grantees on funder requirements over grant lifetime



Cohort:

Past results: On Off

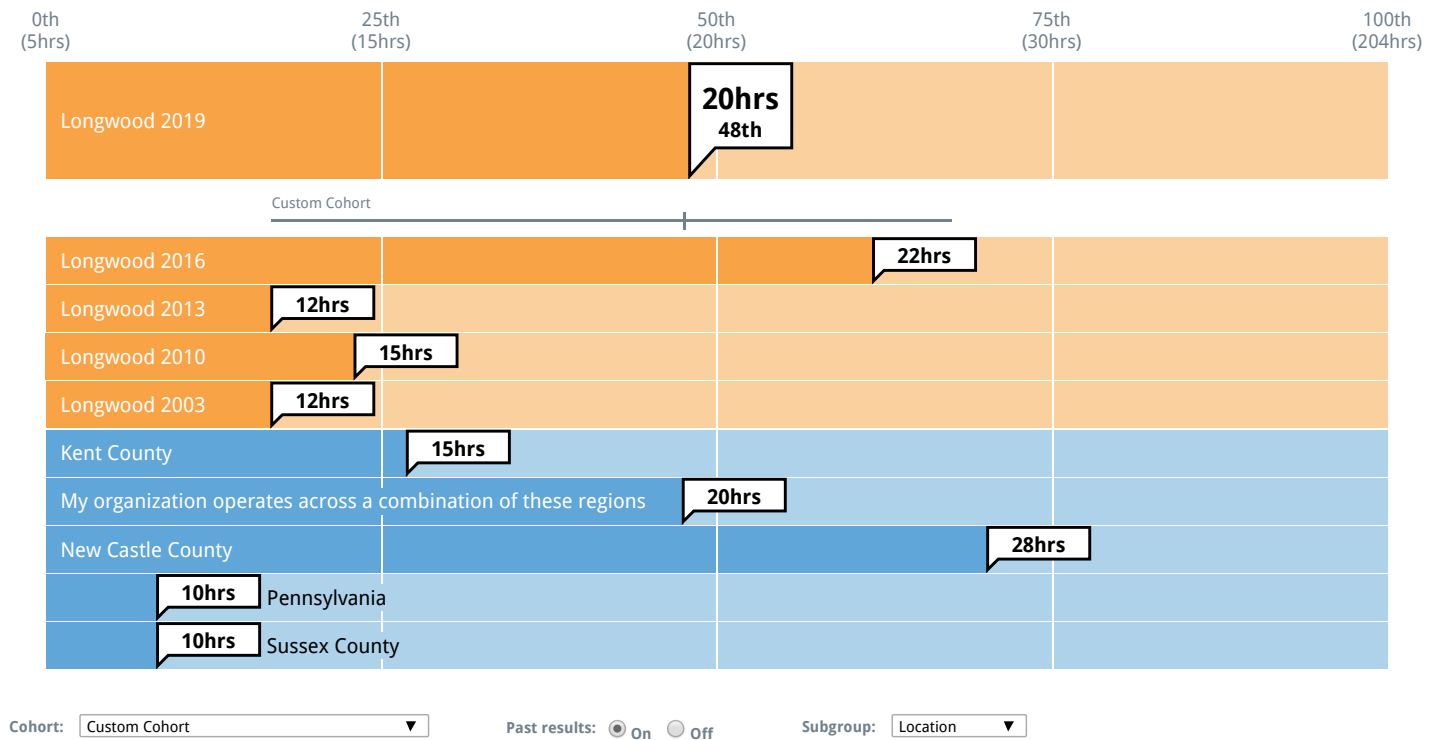
Subgroup:

Time Spent on Selection Process

Grantee Feedback

Grantee Responses

Median Hours Spent on Proposal and Selection Process



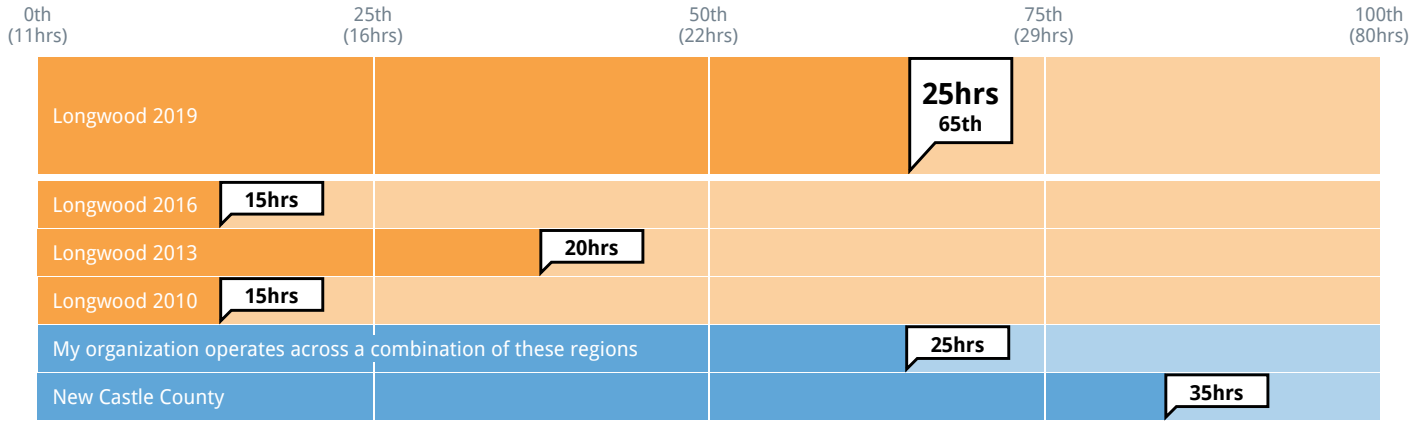
Time Spent On Proposal And Selection Process	Longwood 2019	Longwood 2016	Longwood 2013	Longwood 2010	Longwood 2003	Average Funder	Custom Cohort
1 to 9 hours	24%	12%	30%	36%	33%	20%	22%
10 to 19 hours	19%	24%	28%	29%	28%	21%	24%
20 to 29 hours	23%	22%	16%	19%	15%	18%	20%
30 to 39 hours	6%	12%	8%	2%	5%	8%	8%
40 to 49 hours	10%	12%	8%	6%	7%	12%	11%
50 to 99 hours	10%	15%	7%	7%	8%	11%	10%
100 to 199 hours	6%	1%	3%	1%	5%	6%	3%
200+ hours	1%	2%	1%	1%	0%	3%	1%

Time Spent On Proposal And Selection Process (By Subgroup)	Kent County	My organization operates across a combination of these regions	New Castle County	Pennsylvania	Sussex County
1 to 9 hours	33%	20%	15%	47%	36%
10 to 19 hours	33%	18%	15%	27%	21%
20 to 29 hours	22%	25%	20%	13%	36%
30 to 39 hours	0%	4%	11%	7%	0%
40 to 49 hours	0%	14%	13%	7%	0%
50 to 99 hours	0%	10%	20%	0%	0%
100 to 199 hours	11%	8%	4%	0%	7%
200+ hours	0%	2%	2%	0%	0%

Applicant Feedback

Applicant Responses

Median Hours Spent on Proposal Process



Cohort: None ▼

Past results: On Off

Subgroup: Location ▼

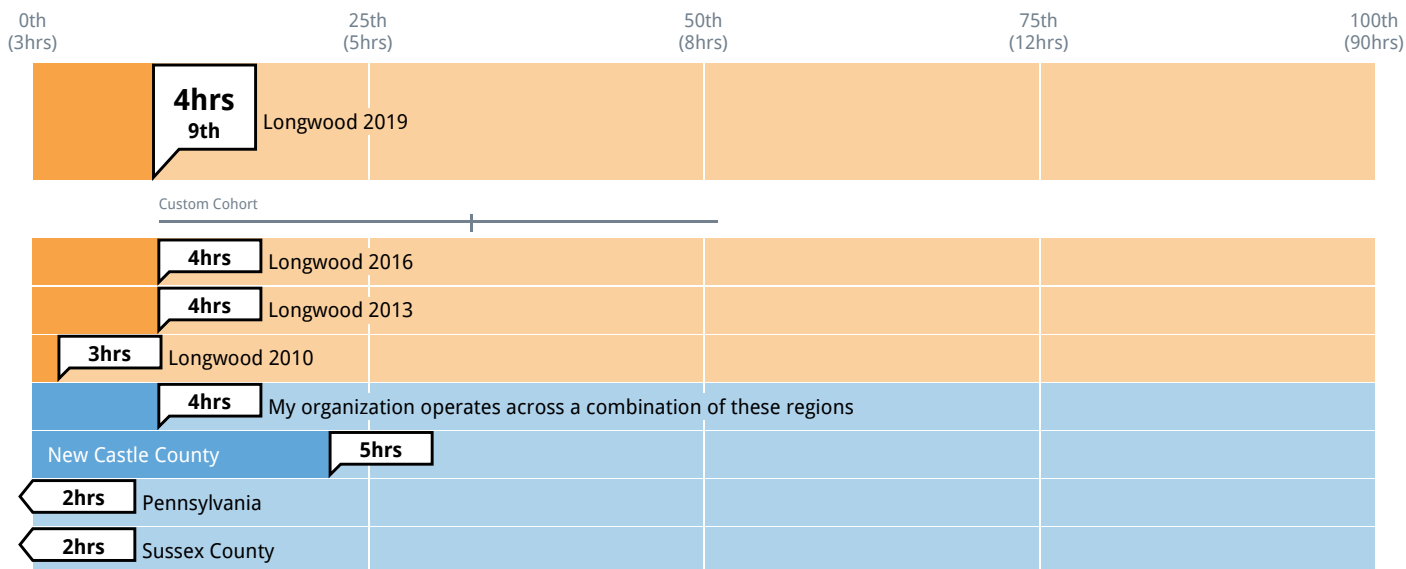
Times Spent on Selection Process	Longwood 2019	Longwood 2016	Longwood 2013	Longwood 2010	Average Funder
Fewer than 10 hours	10%	17%	24%	28%	15%
10 to 19 hours	20%	43%	25%	32%	23%
20 to 29 hours	25%	22%	12%	12%	19%
30 to 39 hours	5%	0%	5%	8%	10%
40 to 49 hours	10%	4%	7%	10%	10%
50 to 99 hours	15%	0%	14%	7%	14%
100 to 199 hours	10%	13%	12%	2%	6%
200 hours or more	5%	0%	2%	2%	2%

Times Spent on Selection Process (By Subgroup)	My organization operates across a combination of these regions	New Castle County	Pennsylvania	Sussex County
Fewer than 10 hours	18%	0%	N/A	N/A
10 to 19 hours	9%	20%	N/A	N/A
20 to 29 hours	27%	20%	N/A	N/A
30 to 39 hours	0%	20%	N/A	N/A
40 to 49 hours	9%	0%	N/A	N/A
50 to 99 hours	9%	40%	N/A	N/A
100 to 199 hours	18%	0%	N/A	N/A
200 hours or more	9%	0%	N/A	N/A

Time Spent on Reporting and Evaluation Process

Grantee Responses

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



Cohort:

Past results: On Off

Subgroup:

Time Spent On Monitoring, Reporting, And Evaluation Process (Annualized)	Longwood 2019	Longwood 2016	Longwood 2013	Longwood 2010	Average Funder	Custom Cohort
1 to 9 hours	73%	74%	76%	77%	53%	62%
10 to 19 hours	18%	13%	14%	9%	20%	19%
20 to 29 hours	5%	8%	6%	13%	10%	8%
30 to 39 hours	2%	0%	1%	0%	4%	3%
40 to 49 hours	0%	1%	0%	0%	4%	3%
50 to 99 hours	1%	0%	1%	2%	5%	3%
100+ hours	1%	3%	1%	0%	5%	2%

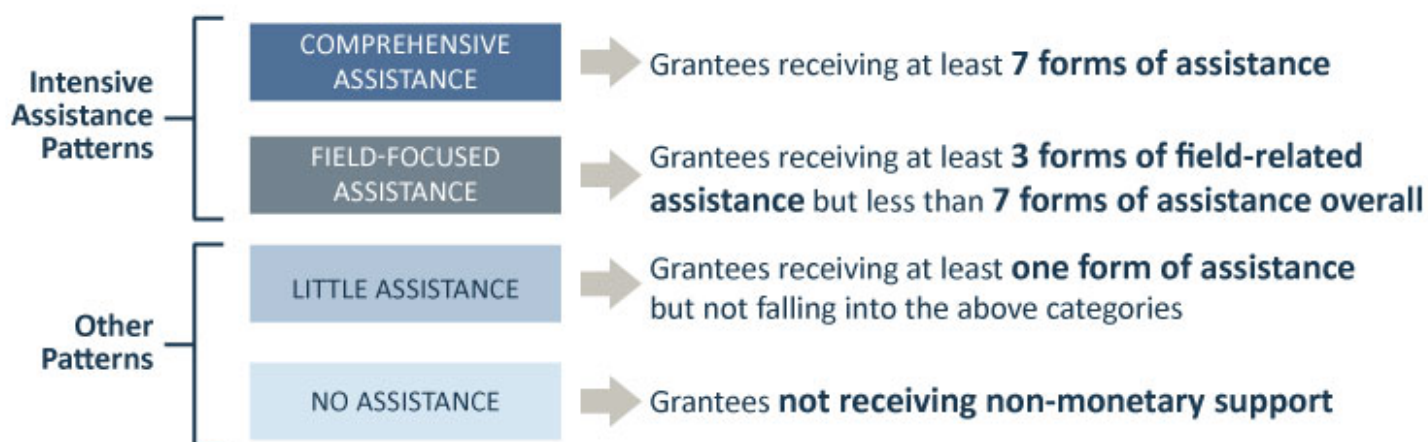
Time Spent On Monitoring, Reporting, And Evaluation Process (Annualized) (By Subgroup)	Kent County	My organization operates across a combination of these regions	New Castle County	Pennsylvania	Sussex County
1 to 9 hours	N/A	71%	60%	92%	100%
10 to 19 hours	N/A	20%	29%	0%	0%
20 to 29 hours	N/A	4%	6%	8%	0%
30 to 39 hours	N/A	2%	3%	0%	0%
40 to 49 hours	N/A	0%	0%	0%	0%
50 to 99 hours	N/A	0%	3%	0%	0%
100+ hours	N/A	2%	0%	0%	0%

Non-Monetary Assistance

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

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 Longwood facilities
	Provided seminars/forums/convenings	Staff/management training
		Fundraising support
		Diversity, equity, and inclusion assistance

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.

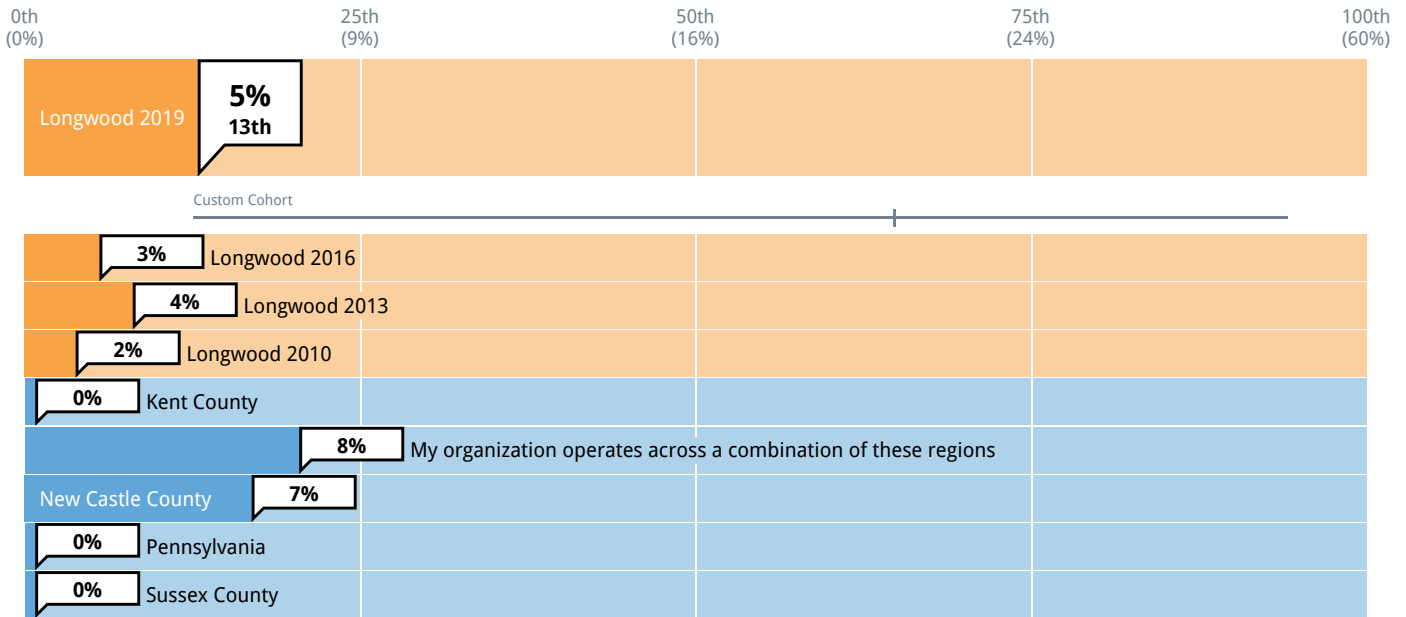


Non-Monetary Assistance Patterns	Longwood 2019	Longwood 2016	Longwood 2013	Longwood 2010	Average Funder	Custom Cohort
Comprehensive	3%	1%	3%	1%	7%	8%
Field-focused	2%	1%	1%	1%	11%	11%
Little	35%	42%	34%	23%	40%	43%
None	60%	55%	62%	75%	42%	38%

Non-Monetary Assistance Patterns (By Subgroup)	Kent County	My organization operates across a combination of these regions	New Castle County	Pennsylvania	Sussex County
Comprehensive	0%	4%	4%	0%	0%
Field-focused	0%	4%	2%	0%	0%
Little	22%	44%	37%	12%	27%
None	78%	48%	57%	88%	73%

Grantee Responses

Proportion of grantees that received field-focused or comprehensive assistance



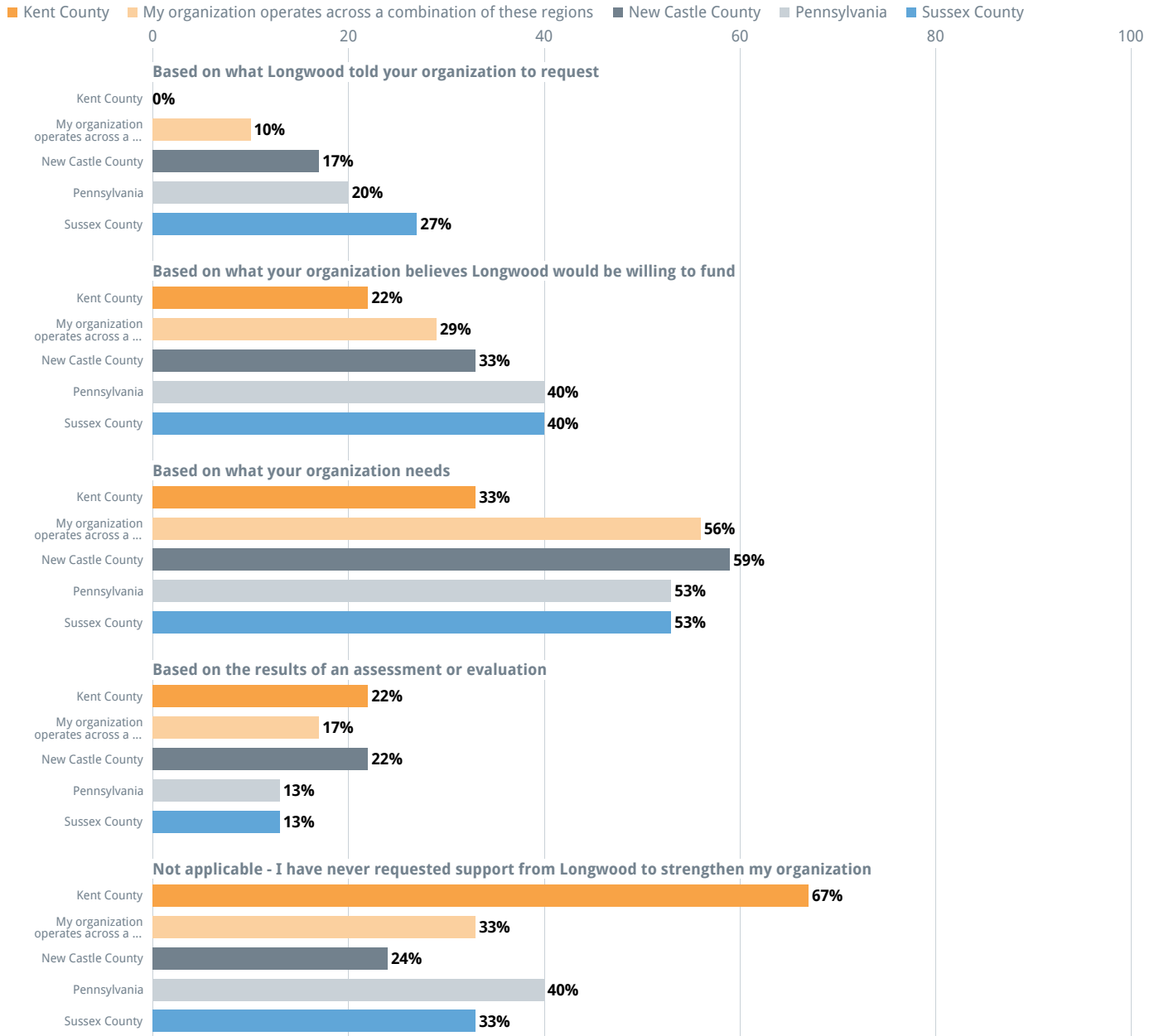
Cohort: Past results: On Off Subgroup:

This following question was recently added to the grantee survey and depict comparative data from 23 funders in the dataset.

If you have ever requested support from the Foundation to help strengthen your organization, how did you determine what specific support to ask for?



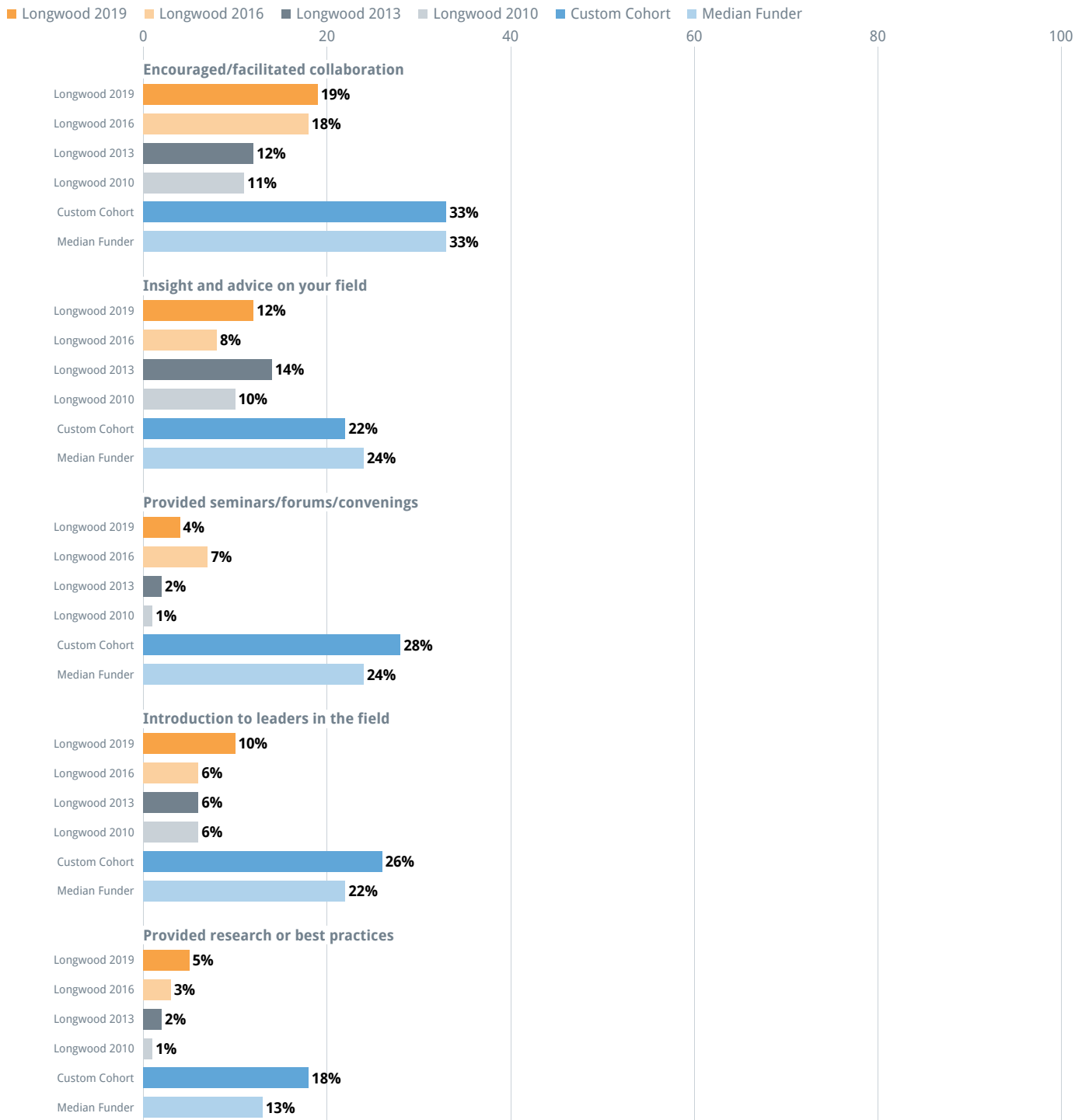
If you have ever requested support from the Foundation to help strengthen your organization, how did you determine what specific support to ask for? - By Subgroup



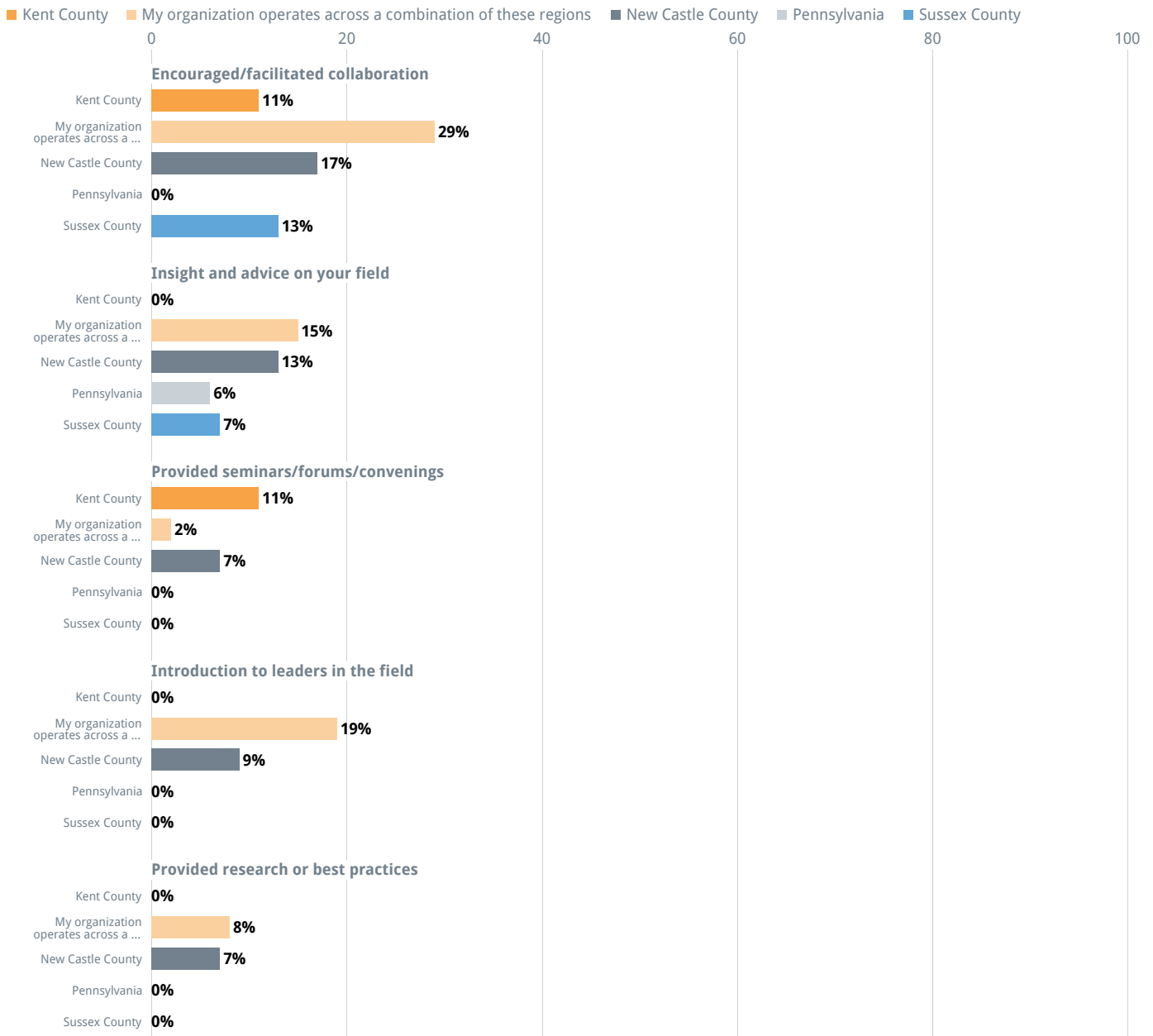
Field-Related Assistance Activities

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

Percentage of Grantees that Received Field-Related Assistance



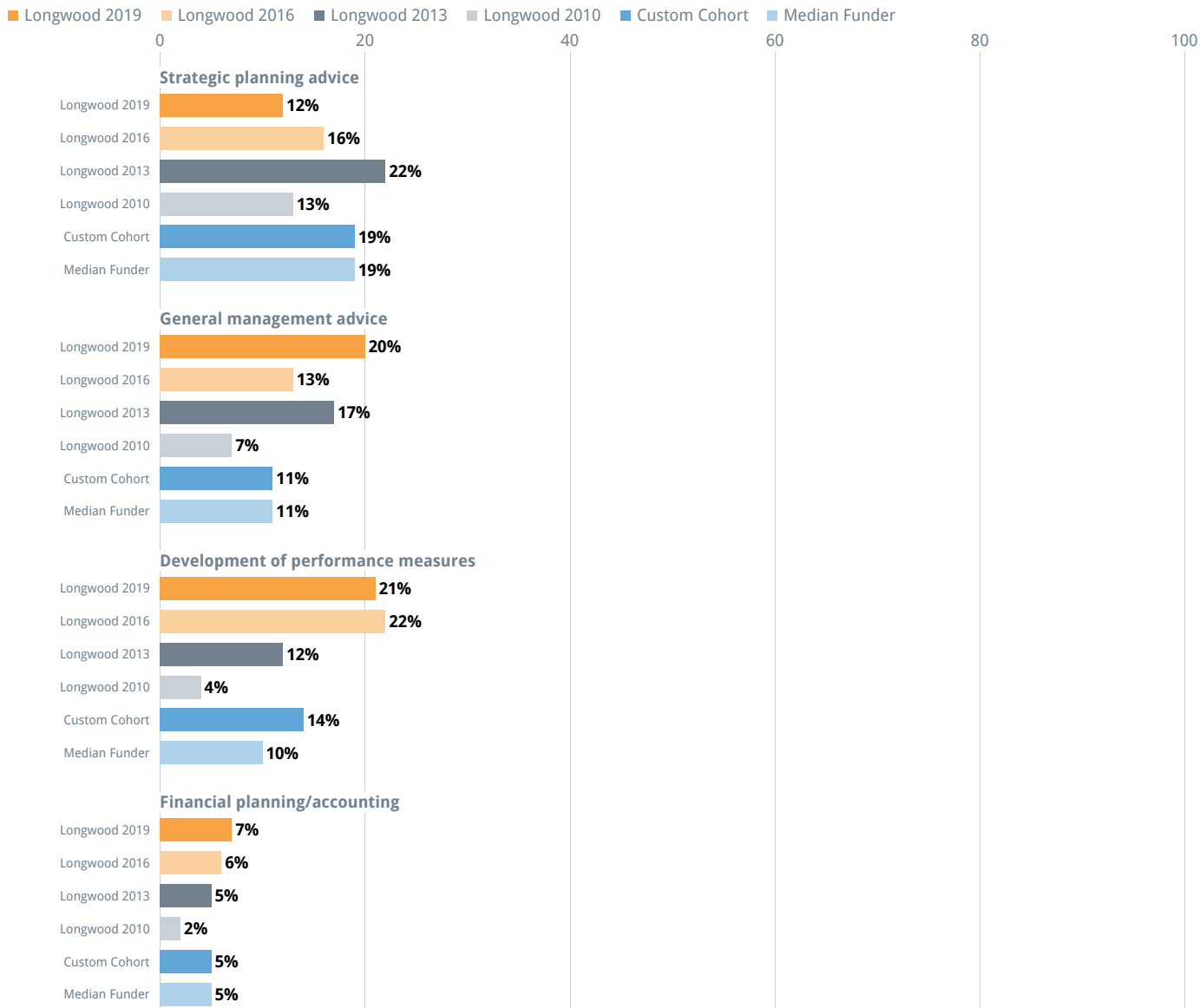
Percentage of Grantees that Received Field-Related Assistance - By Subgroup



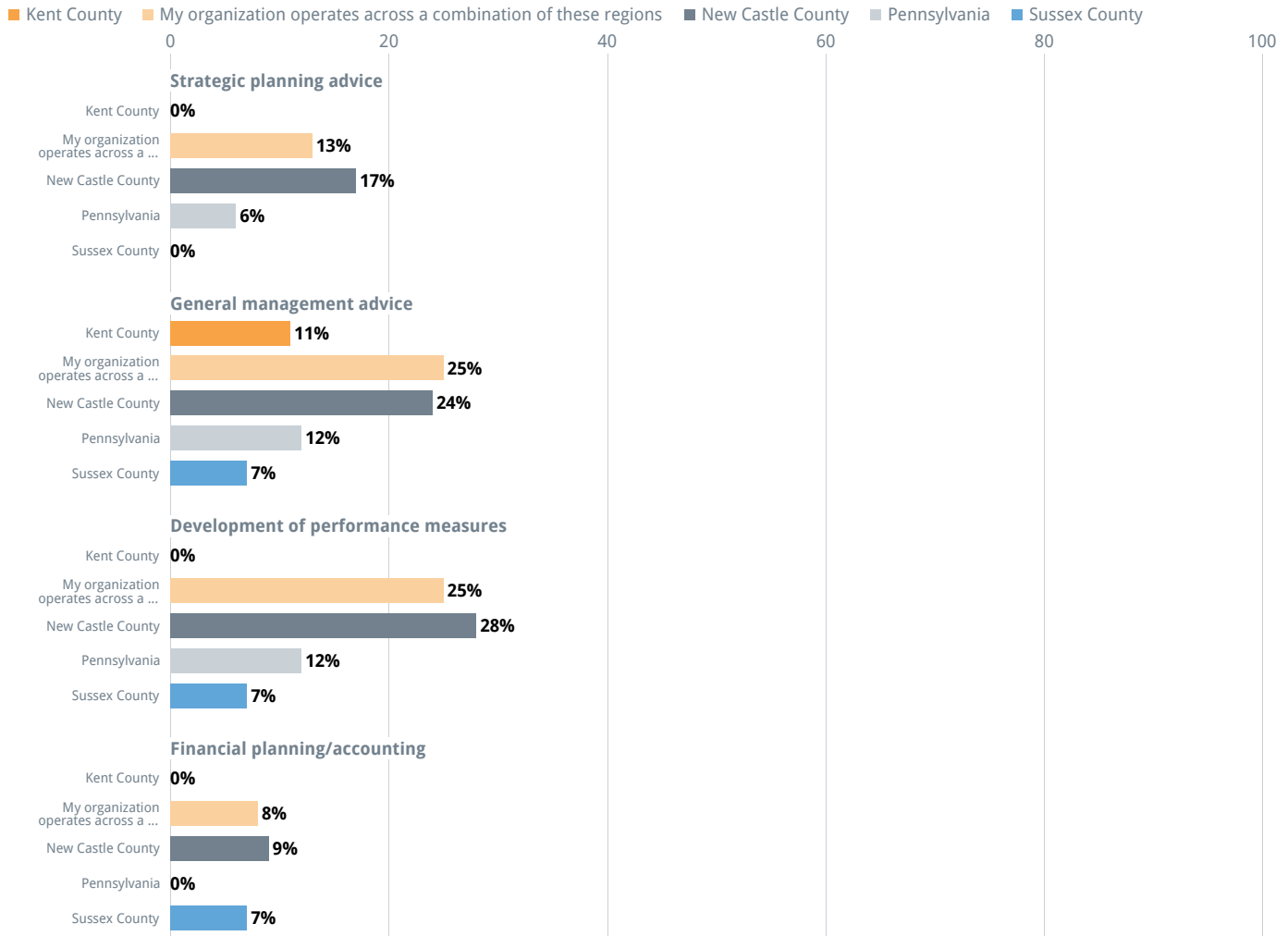
Management Assistance Activities

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

Percentage of Grantees that Received Management Assistance



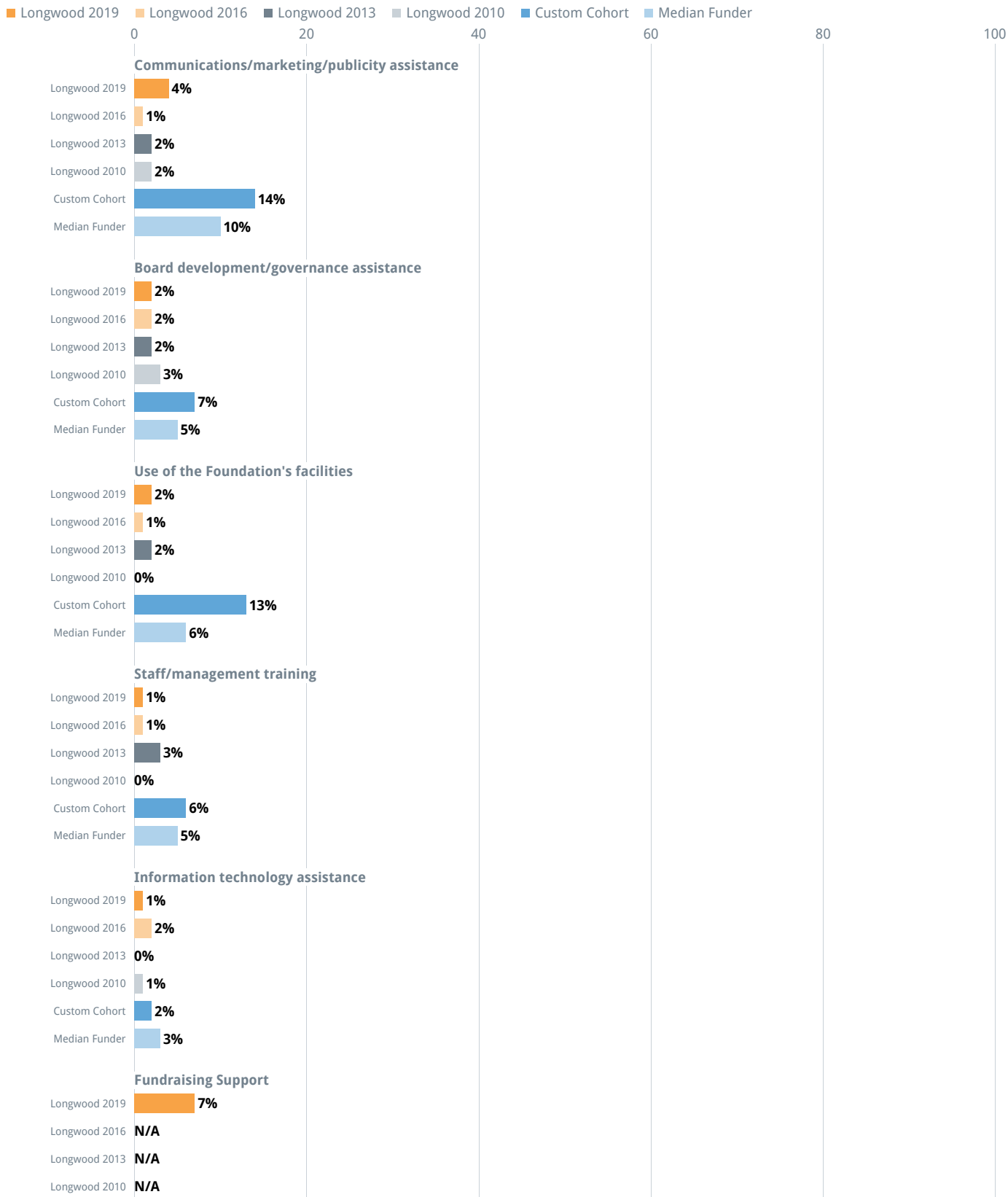
Percentage of Grantees that Received Management Assistance - By Subgroup



Other Assistance Activities

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

Percentage of Grantees that Received Other Assistance

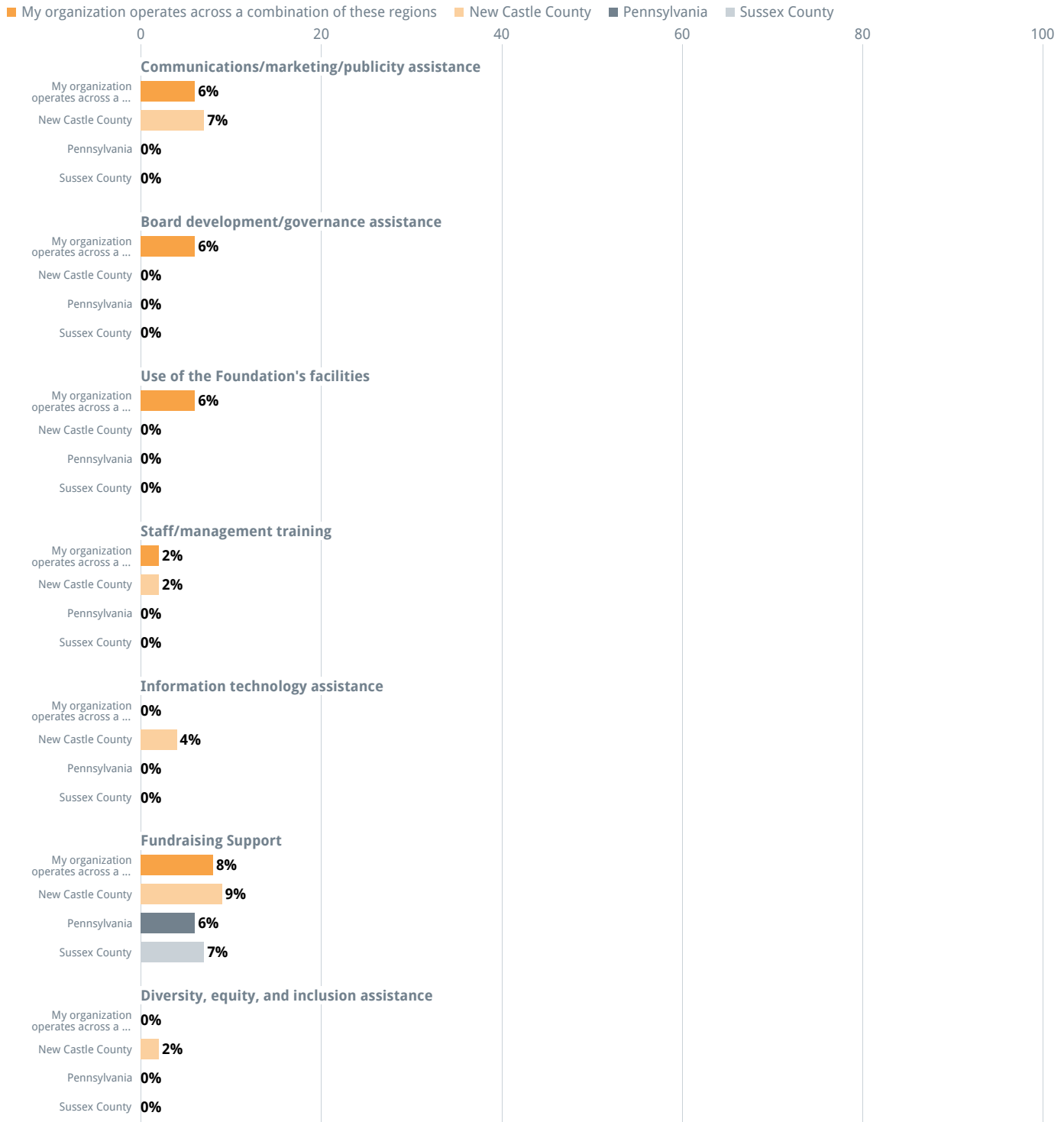


Custom Cohort **N/A**
Median Funder **10%**

Diversity, equity, and inclusion assistance

Longwood 2019 **1%**
Longwood 2016 **N/A**
Longwood 2013 **N/A**
Longwood 2010 **N/A**
Custom Cohort **N/A**
Median Funder **6%**

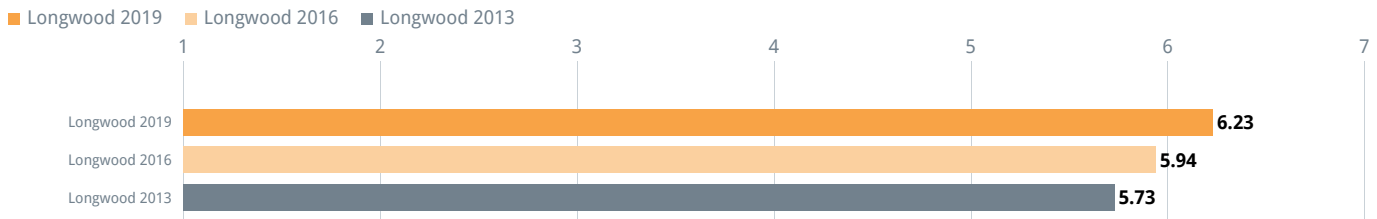
Percentage of Grantees that Received Other Assistance - By Subgroup



Longwood-Specific Questions for Grantees

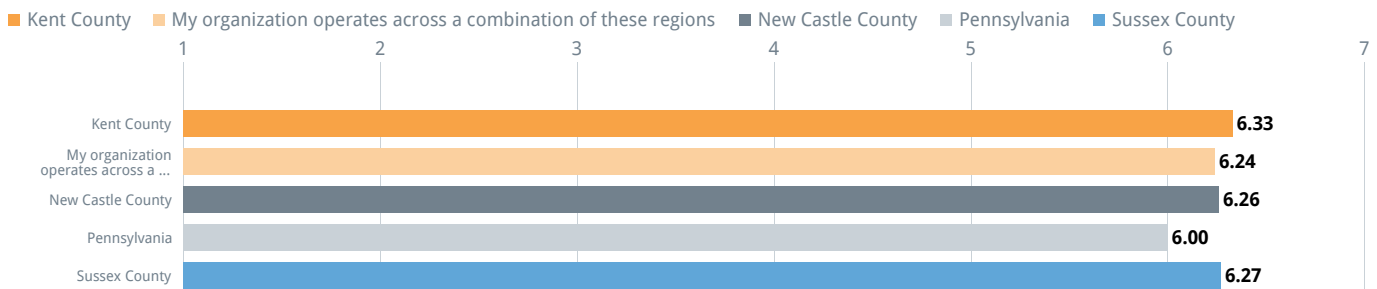
How helpful is the Longwood Foundation's emphasis on defining clear outcomes as part of the application process in strengthening your organization and/or the program funded by the grant?

1 = Not at all helpful 7 = Extremely helpful



How helpful is the Longwood Foundation's emphasis on defining clear outcomes as part of the application process in strengthening your organization and/or the program funded by the grant? - By Subgroup

1 = Not at all helpful 7 = Extremely helpful

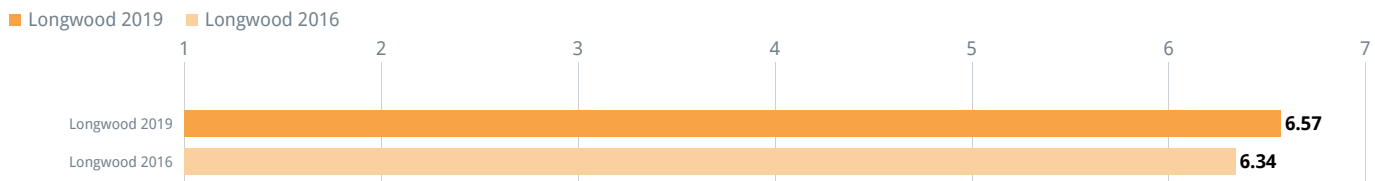


Did you attend one of the Foundation's information sessions?	Longwood 2019	Longwood 2016
No	42%	56%
Yes	58%	44%

Did you attend one of the Foundation's information sessions? (By Subgroup)	Kent County	My organization operates across a combination of these regions	New Castle County	Pennsylvania	Sussex County
No	38%	35%	31%	73%	67%
Yes	62%	65%	69%	27%	33%

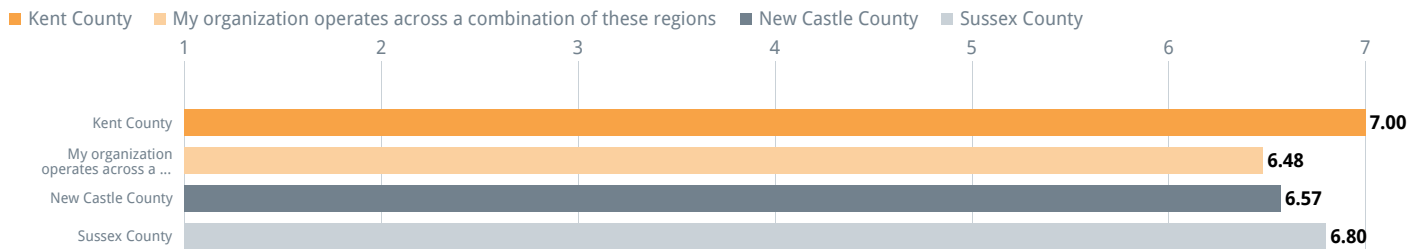
How helpful was attending the information session for learning about the Longwood Foundation and its grant processes?

1 = Not at all helpful 7 = Extremely helpful



How helpful was attending the information session for learning about the Longwood Foundation and its grant processes? - By Subgroup

1 = Not at all helpful 7 = Extremely helpful



Did you receive a follow-up visit about your grant from a member of the Foundation?	Longwood 2019	Longwood 2016
No	35%	43%
Yes	65%	57%

Did you receive a follow-up visit about your grant from a member of the Foundation? (By Subgroup)	Kent County	My organization operates across a combination of these regions	New Castle County	Pennsylvania	Sussex County
No	29%	43%	34%	27%	21%
Yes	71%	57%	66%	73%	79%

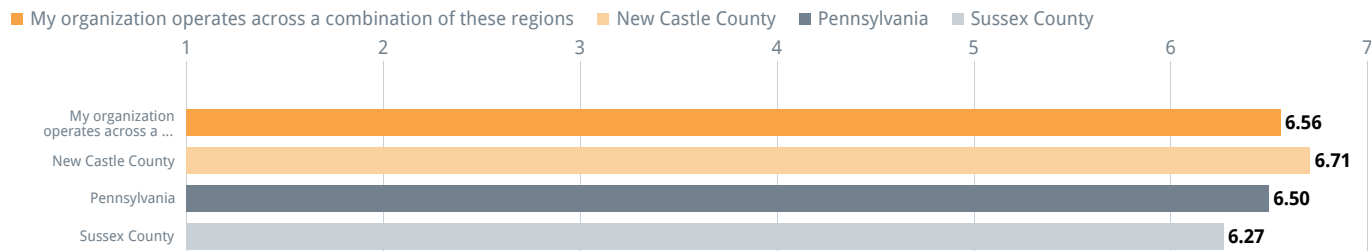
How helpful was the follow-up visit for communicating with Foundation staff about your previous grant and future plans?

1 = Not at all helpful 7 = Extremely helpful



How helpful was the follow-up visit for communicating with Foundation staff about your previous grant and future plans? - By Subgroup

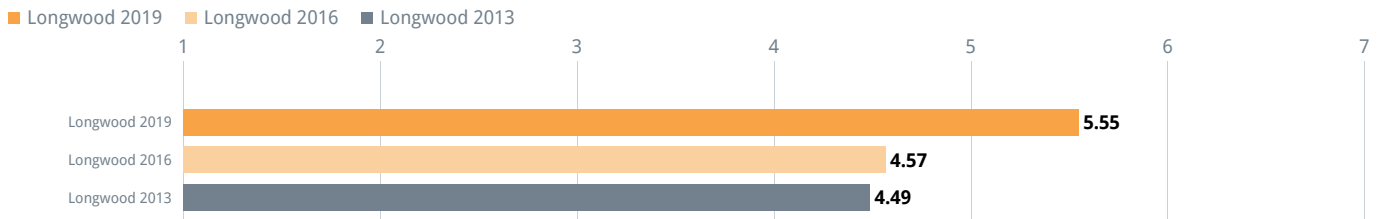
1 = Not at all helpful 7 = Extremely helpful



Longwood-Specific Questions for Declined Applicants

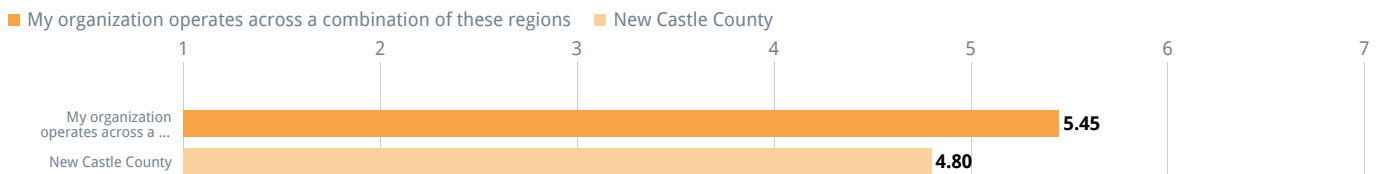
How helpful is the Longwood Foundation's emphasis on defining clear outcomes as part of the application process in strengthening your organization and/or the program funded by the grant?

1 = Not at all helpful 7 = Extremely helpful



How helpful is the Longwood Foundation's emphasis on defining clear outcomes as part of the application process in strengthening your organization and/or the program funded by the grant? - By Subgroup

1 = Not at all helpful 7 = Extremely helpful

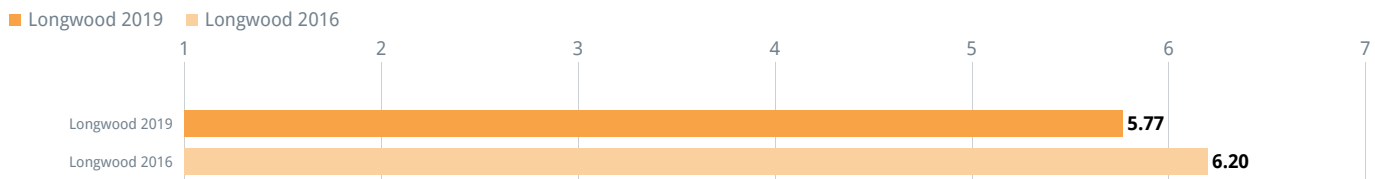


Did you attend one of the Foundation's information sessions?	Longwood 2019	Longwood 2016
No	25%	75%
Yes	75%	25%

Did you attend one of the Foundation's information sessions? (By Subgroup)	My organization operates across a combination of these regions	New Castle County	Pennsylvania	Sussex County
No	45%	0%	N/A	N/A
Yes	55%	100%	N/A	N/A

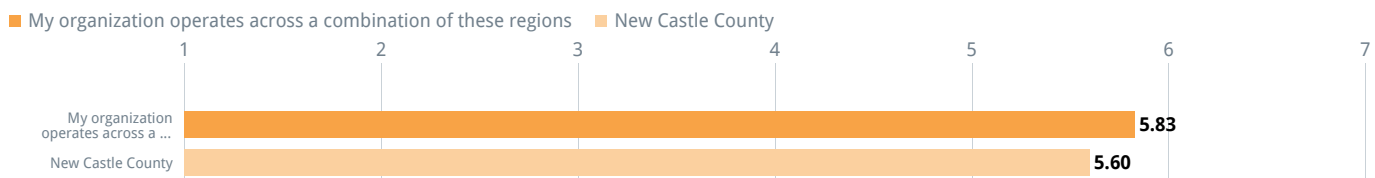
How helpful was attending the information session for learning about the Longwood Foundation and its grant processes?

1 = Not at all helpful 7 = Extremely helpful



How helpful was attending the information session for learning about the Longwood Foundation and its grant processes? - By Subgroup

1 = Not at all helpful 7 = Extremely helpful



Grantee and Applicant Open-Ended Comments

In the Grantee and Applicant Perception Report survey, CEP asks three open-ended questions of grantees (applicants are only asked the first and third questions):

1. "Please comment on the quality of the Foundation's processes, interactions, and communications. Your answer will help us better understand what it is like to work with the Foundation."
2. "Please comment on the impact the Foundation is having on your field, community, or organization. Your answer will help us to better understand the nature of the Foundation's impact."
3. "What specific improvements would you suggest that would make the Foundation 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 Longwood Processes, Interactions and Communications

Grantees were asked to comment on the quality of the Foundation'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 the Foundation's Processes, Interactions, and Communications	Longwood 2019	Longwood 2016	Average Funder	Custom Cohort
Positive comment	88%	91%	72%	80%
Comment with at least one constructive theme	12%	9%	28%	20%

Suggestions for the Foundation

To download the full set of grantee and applicant comments and suggestions, please refer to the "Downloads" dropdown menu at the top right of your report. Please note that comments have been edited or deleted to protect the confidentiality of respondents.

Grantees were asked to provide any suggestions for how the Foundation could improve. The 138 grantees that responded to the survey provided 56 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
Grantmaking Characteristics	21%
Interactions	21%
Non-Monetary Assistance	18%
Selection, Reporting and Evaluation Processes	14%
Field Impact and Understanding	11%
Organization Impact and Understanding	9%
Community Impact and Understanding	4%
Miscellaneous	2%

Grantees were asked to provide any suggestions for how the Foundation could improve. The 20 declined applicant that responded to the survey provided 13 constructive suggestions. These suggestions were thematically categorized by CEP and grouped into the topics below.

Proportion of Applicant Suggestions by Topic

Topic of Suggestion	Proportion
Selection Process	77%
Field and Community Impact	23%

Selected Grantee Comments

Grantees were asked to provide any suggestions for how the Foundation could improve. The 138 grantees that responded to the survey provided 56 constructive suggestions. These suggestions were thematically categorized by CEP and grouped into the topics below.

Grantmaking Characteristics (21% N=12)

- Application and Disbursement Frequency (N = 5)
 - "We do such a variety of work that it would be nice to be able to submit applications every year if for different purposes instead of waiting two years before one can apply again."
 - "I think their decisions to fund based on averages over a period of time is not entirely fair. We intentionally did not go to them until we had a visionary idea to share and ask for support, verses going back to them every two years... Falling out of a every-two year cycle put us back to a lower ask amount. Now that we better understand these funding policies by the foundation, we will be going back every two years to increase the amount we're eligible for."
- Grant Type (N = 4)
 - "Fund more than just capital program requests."
 - "Various grants (e.g.) operating funds."
- Grantmaking Criteria (N = 2)
 - "I do not entirely understand the policy for rejected grants. I believe that currently you cannot return for three years if you are rejected. This does not make sense to me."
- Other (N = 1)

Interactions (21% N=12)

- More Frequent Interactions (N = 4)
 - "It would be most helpful for the staff representative to contact the grantee soon after the grant is awarded, so that a relationship can be established."
 - "More contact with the grantor, especially if more than a one year grant."
- Site Visits (N = 4)
 - "We would have enjoyed a bit more on site interaction in order to better communicate our mission with the Foundation and its representatives."
 - "Site visit."
- Contact Change (N = 2)
 - "My contacts changed a few times over the... period that I have been involved with the current grant. I've worked with [multiple] different people. Communications about those changes would have been appreciated to promote the idea of partnering together towards common goals."
- Responsiveness (N = 1)
 - "It would help to have someone answer the phone. Sometimes messages are not responded to for a while."
- Other (N = 1)

Non-Monetary Assistance (18% N=10)

- Collaboration for Field Impact (N = 3)
 - "Encourage and fund collaborative efforts."
 - "Help us collaborate with other Longwood recipients in the area for projects of mutual benefit."
- Convene Grantees, Funders, and/or Community Members (N = 2)
 - "Longwood is a convener that EVERYONE respects and it can bring the right people into one space to meet the grantees, learn about their work, understand why Longwood invested resources, and build strategic connections for the state."
- Provide Capacity Building Support (N = 2)
 - "For those organizations which have established stable secure revenue streams, there might be training offered on selection of the next level toward which the group should aspire. For smaller organizations, more dependent on small grants, etc., it might be beneficial to offer some training about how to select goals and work toward achieving more stable revenue streams."
- Help Grantees Secure More Funding (N = 1)
 - "I would also appreciate for the foundation to help make connections to other funders, if organizations are temporarily lacking board members with necessary networks... We've made great strides with funders, but could have formed a relationship faster with several funders with an alley-oop from Longwood."
- Support Completing Processes (N = 1)
 - "Technical Support as I am often asked in the community by fellow applicants to help them think through program design and evaluation before submitting."

- Other (N = 1)
 - "Connecting local grantees with other resources (knowledge, fiscal, leadership, expertise, etc.) that the foundation has connections with."

Selection, Reporting and Evaluation Processes (14% N=8)

- Clarity of Processes (N = 4)
 - "Clarity in the timeline for our outcomes would have been helpful."
 - "We applied for a grant, and received a matching challenge from Longwood in order to receive funding. We were given [a few] months to make the match...That was all very clear. The only improvement would have been for Longwood to be more clear about how the [few] months to meet the match figured into the... timeline for the grant. A date was given to meet the goals, but it wasn't well explained."
- Evaluation Process and Outcomes Measurement (N = 3)
 - "The Foundation is trying hard to push more metric-driven models. This is a field-wide trend that has many merits; however, it feels that the Foundation is sometimes too metric-driven."
 - "The reporting process could be made more germane to the granting procedure."
- Time Between Submitting a Proposal and Receipt of Funding (N = 1)
 - "Reduce waiting time between proposal submissions."

Field Impact and Understanding (11% N=6)

- The Foundation's Focus within the Field (N = 3)
 - "We would love to see Longwood engage with the larger picture of grassroots transformation... there are essentially no funders who make this a priority, and Longwood could have an enormous impact by pushing into this area."
- The Foundation's Leadership Role within the Field (N = 3)
 - "Continue to communicate and collaborate with other funders to provide greater impact in the community."
 - "Having the Foundation assist in helping to shape public policy and increase/advance the state of knowledge in our field would also be terrific."

Organization Impact and Understanding (9% N=5)

- Organization Understanding (N = 5)
 - "It would be great to have the Foundation get a better sense of the obstacles that we as an agency are challenged with, in [our field], particularly in serving a [vulnerable] population."
 - "I did not get the feeling that I was being heard or that there was much interest in our mission and vision."
 - "I would prefer a more open communication style where we can sit down and be more blunt about our organization's challenges and potential new business model ideas"

Community Impact and Understanding (4% N=2)

- Connecting with the Community (N = 2)
 - "I would like to see the Foundation more connected with the community they serve by attending/participating in more informal events. It is commonly known that the Foundation will not accept invitations to recognition, cultural or other celebratory events which may be due to humility but can also be perceived as elites."

Miscellaneous (2% N=1)

- Other (N = 1)
 - "Expand the people at the table. Sometimes the discussion table appears to be the old guard -- or the latest, identified hot topic person or idea. That is better than all white men, but there are many sleepers in the community. The table needs to be open, community members, known or not, need to be invited and encouraged to attend."

Selected Applicant Comments

Applicants were asked to provide any suggestions for how the Foundation could improve. The 20 declined applicants that responded to the survey provided 13 constructive suggestions. These suggestions were thematically categorized by CEP and grouped into the topics below.

Selection Process (77% N=10)

- Selection Metrics and Criteria (N = 5)
 - "See beyond pre-conceived quantitative metrics. Look for the potential even when metrics may not exist."
 - "In the area of supporting vulnerable [people], Longwood could be more nimble about the importance of a holistic approach to addressing need that does not always hinge on... performance but the need for transformative relationships that build character and generate perseverance and values."
 - "Difficult in that not every project can fit the mold of finding a way to be self funded in the future as a criteria."
 - "The "metrics" approach, while very helpful in creating clearly communicated rationale for acceptance or lack thereof, can diminish the effect that a grant might have on really helping real people being served."
 - "Step out of its processes when needed... Delaware is small and the work of Longwood used to be very personal, it's now very process oriented."
- Understanding of the Organization and Program (N = 3)
 - "As intimate as it is to meet with Mr. du Pont, the ultimate decision resides with the Trustees. It is likely that some intricacies are lost in translation. I suggest Longwood provide applicants the opportunity to produce up to a 5-minute video to summarize their program and that the Trustees commit to viewing this as part of their funding decision."
 - "When you have a grantee who falls outside of the norm, but yet provides a very unique service to the community, be willing to meet and learn about their work, not just read what's on paper and decide yes or no."
 - "The Foundation could do a better job in looking at the operation in its context and learning more about the population (demographics) of the people we support."
- Transparent Communications and Feedback (N = 2)
 - "Better coordination of issues of concern expressed during pre-submission meetings and issues of concerns expressed post-filing."
 - "It would just be important for Foundation representatives to let potential applicants know at the outset if the type of grant the applicant is seeking (general operating versus project-specific) has a limited opportunity for success."

Field and Community Impact (23% N=3)

- The Foundation's Focus within the Field (N = 2)
 - "I think the Foundation needs to consider the larger impact smaller grassroots community organizations have on the economic on the community in which the organization is located. For example, if the organization ceased to exist in their community what would happen to the community and the people that received services. I believe the Foundation does not consider these factors, does not care, and does not understand the greater impact of lack of funding."
 - "[Our field] needs to be given higher priority, especially when it comes to [vulnerable people] in today's society."
- The Foundation's Focus within the Community (N = 1)
 - "A little more presence downstate would be good, but they do visit if you submit a proposal."

Contextual Data

Grantee Responses

Grantmaking Characteristics

Length of Grant Awarded	Longwood 2019	Longwood 2016	Longwood 2013	Longwood 2010	Longwood 2003	Median Funder	Custom Cohort
Average grant length	1.9 years	1.8 years	1.6 years	1.3 years	1.6 years	2.2 years	2.2 years

Length of Grant Awarded	Longwood 2019	Longwood 2016	Longwood 2013	Longwood 2010	Longwood 2003	Average Funder	Custom Cohort
1 year	46%	49%	64%	85%	68%	44%	42%
2 years	40%	40%	25%	8%	14%	24%	35%
3 years	11%	7%	7%	5%	14%	19%	13%
4 years	1%	3%	1%	1%	3%	4%	2%
5 or more years	2%	1%	2%	1%	2%	8%	8%

Grantmaking Characteristics - By Subgroup

Length of Grant Awarded (By Subgroup)	Kent County	My organization operates across a combination of these regions	New Castle County	Pennsylvania	Sussex County
Average grant length	1.4 years		1.8 years	1.8 years	3.5 years

Length of Grant Awarded (By Subgroup)	Kent County	My organization operates across a combination of these regions	New Castle County	Pennsylvania	Sussex County
1 year	62%		38%	43%	53%
2 years	38%		46%	39%	29%
3 years	0%		15%	14%	0%
4 years	0%		0%	2%	0%
5 or more years	0%		0%	2%	13%

Grant Size

Grant Amount Awarded	Longwood 2019	Longwood 2016	Longwood 2013	Longwood 2010	Longwood 2003	Median Funder	Custom Cohort
Median grant size	\$100K	\$200K	\$100K	\$177.5K	\$150K	\$92K	\$125K

Grant Amount Awarded	Longwood 2019	Longwood 2016	Longwood 2013	Longwood 2010	Longwood 2003	Average Funder	Custom Cohort
Less than \$10K	4%	6%	6%	3%	3%	9%	4%
\$10K - \$24K	11%	5%	8%	3%	8%	12%	9%
\$25K - \$49K	9%	11%	17%	10%	5%	13%	10%
\$50K - \$99K	21%	10%	13%	12%	15%	15%	15%
\$100K - \$149K	13%	10%	13%	15%	18%	10%	14%
\$150K - \$299K	18%	18%	18%	24%	15%	16%	26%
\$300K - \$499K	11%	18%	13%	9%	9%	9%	9%
\$500K - \$999K	9%	13%	10%	13%	3%	8%	7%
\$1MM and above	4%	9%	3%	10%	23%	9%	6%

Median Percent of Budget Funded by Grant (Annualized)	Longwood 2019	Longwood 2016	Longwood 2013	Longwood 2010	Longwood 2003	Median Funder	Custom Cohort
Size of grant relative to size of grantee budget	10%	7%	6%	10%	15%	4%	6%

Grant Size - By Subgroup

Grant Amount Awarded (By Subgroup)	Kent County	My organization operates across a combination of these regions	New Castle County	Pennsylvania	Sussex County
Median grant size	\$100K	\$127.5K	\$190K	\$33K	\$125K

Grant Amount Awarded (By Subgroup)	Kent County	My organization operates across a combination of these regions	New Castle County	Pennsylvania	Sussex County
Less than \$10K	11%	6%	2%	7%	0%
\$10K - \$24K	33%	8%	2%	27%	20%
\$25K - \$49K	0%	4%	7%	40%	7%
\$50K - \$99K	0%	20%	26%	27%	13%
\$100K - \$149K	22%	18%	11%	0%	13%
\$150K - \$299K	11%	22%	22%	0%	20%
\$300K - \$499K	22%	16%	9%	0%	7%
\$500K - \$999K	0%	6%	15%	0%	13%
\$1MM and above	0%	2%	7%	0%	7%

Median Percent of Budget Funded by Grant (Annualized) (By Subgroup)	Kent County	My organization operates across a combination of these regions	New Castle County	Pennsylvania	Sussex County
Size of grant relative to size of grantee budget	9%	7%	15%	2%	15%

Application Characteristics

Applicant Responses

Type of Grant Requested	Longwood 2016	Longwood 2013	Longwood 2010	Average Funder
Program / Project Support	39%	48%	23%	72%
General Operating / Core Support	4%	13%	7%	13%
Capital Support: Building / Renovation / Endowment Support / Other	48%	33%	69%	8%
Technical Assistance / Capacity Building	9%	5%	2%	5%
Scholarship / Fellowship	0%	0%	0%	1%
Event / Sponsorship Funding	0%	0%	0%	1%

Grant Amount Requested	Longwood 2019	Longwood 2016	Longwood 2013	Longwood 2010	Median Funder
Median Grant Amount	\$144.5K	\$100K	\$100K	\$102.5K	\$50K

Grant Amount Requested	Longwood 2019	Longwood 2016	Longwood 2013	Longwood 2010	Average Funder
Less than \$10K	5%	0%	2%	11%	8%
\$10K - \$24K	10%	10%	17%	11%	19%
\$25K - \$49K	15%	5%	11%	13%	19%
\$50K - \$99K	5%	25%	15%	11%	19%
\$100K - \$149K	15%	20%	15%	9%	10%
\$150K - \$299K	25%	20%	21%	15%	14%
\$300K - \$499K	15%	0%	6%	2%	5%
\$500K - \$999K	5%	10%	9%	22%	3%
\$1MM and above	5%	10%	4%	6%	2%

Application Characteristics - By Subgroup

Type of Grant Requested (By Subgroup)	My organization operates across a combination of these regions	New Castle County	Pennsylvania	Sussex County
Program / Project Support	N/A	N/A	N/A	N/A
General Operating / Core Support	N/A	N/A	N/A	N/A
Capital Support: Building / Renovation / Endowment Support / Other	N/A	N/A	N/A	N/A
Technical Assistance / Capacity Building	N/A	N/A	N/A	N/A
Scholarship / Fellowship	N/A	N/A	N/A	N/A
Event / Sponsorship Funding	N/A	N/A	N/A	N/A

Grant Amount Requested (By Subgroup)	My organization operates across a combination of these regions	New Castle County	Pennsylvania	Sussex County
Median Grant Amount	\$225K	\$200K	N/A	N/A

Grant Amount Requested (By Subgroup)	My organization operates across a combination of these regions	New Castle County	Pennsylvania	Sussex County
Less than \$10K	9%	0%	N/A	N/A
\$10K - \$24K	9%	0%	N/A	N/A
\$25K - \$49K	18%	0%	N/A	N/A
\$50K - \$99K	0%	20%	N/A	N/A
\$100K - \$149K	9%	0%	N/A	N/A
\$150K - \$299K	18%	60%	N/A	N/A
\$300K - \$499K	27%	0%	N/A	N/A
\$500K - \$999K	9%	0%	N/A	N/A
\$1MM and above	0%	20%	N/A	N/A

Grantee/Applicant Characteristics

Operating Budget of Grantee Organizations

Operating Budget of Grantee Organization	Longwood 2019	Longwood 2016	Longwood 2013	Longwood 2010	Longwood 2003	Median Funder	Custom Cohort
Median Budget	\$0.8M	\$1.4M	\$1.2M	\$1.3M	\$1.1M	\$1.5M	\$1.5M

Operating Budget of Grantee Organization	Longwood 2019	Longwood 2016	Longwood 2013	Longwood 2010	Longwood 2003	Average Funder	Custom Cohort
<\$100K	16%	6%	9%	8%	6%	8%	6%
\$100K - \$499K	22%	20%	30%	24%	25%	19%	16%
\$500K - \$999K	19%	17%	7%	14%	11%	13%	17%
\$1MM - \$4.9MM	28%	33%	28%	27%	32%	30%	34%
\$5MM - \$24MM	15%	16%	19%	18%	16%	18%	20%
>=\$25MM	1%	7%	7%	9%	10%	11%	9%

Operating Budget of Grantee Organization (By Subgroup)	Kent County	My organization operates across a combination of these regions	New Castle County	Pennsylvania	Sussex County
Median Budget	\$1.5M		\$0.8M	\$0.9M	\$0.7M

Operating Budget of Grantee Organization (By Subgroup)	Kent County	My organization operates across a combination of these regions	New Castle County	Pennsylvania	Sussex County
<\$100K	33%		13%	13%	21%
\$100K - \$499K	11%		25%	18%	29%
\$500K - \$999K	0%		19%	22%	21%
\$1MM - \$4.9MM	33%		25%	31%	14%
\$5MM - \$24MM	11%		17%	16%	14%
>=\$25MM	11%		0%	0%	0%

Operating Budget of Applicant Organizations

Operating Budget of Applicant Organization	Longwood 2019	Longwood 2016	Longwood 2013	Longwood 2010	Median Funder
Median Budget	\$0.5M	\$0.6M	\$0.6M	\$0.6M	\$0.7M

Operating Budget of Applicant Organization	Longwood 2019	Longwood 2016	Longwood 2013	Longwood 2010	Average Funder
Less than \$100K	10%	17%	21%	20%	16%
\$100K-\$499K	40%	26%	24%	23%	27%
\$500K-\$999K	20%	13%	17%	15%	13%
\$1MM-\$4.9MM	5%	13%	17%	25%	23%
\$5MM-\$25MM	15%	22%	19%	12%	12%
\$25MM and above	10%	9%	2%	5%	10%

Operating Budget of Applicant Organization (By Subgroup)	My organization operates across a combination of these regions	New Castle County	Pennsylvania	Sussex County
Median Budget		\$0.6M	\$0.6M	N/A

Operating Budget of Applicant Organization (By Subgroup)	My organization operates across a combination of these regions	New Castle County	Pennsylvania	Sussex County
Less than \$100K		18%	0%	N/A
\$100K-\$499K		27%	40%	N/A
\$500K-\$999K		18%	40%	N/A
\$1MM-\$4.9MM		9%	0%	N/A
\$5MM-\$25MM		18%	0%	N/A
\$25MM and above		9%	20%	N/A

Additional Grantee Characteristics

Pattern of Grantees' Funding Relationship with the Foundation	Longwood 2019	Longwood 2016	Longwood 2013	Longwood 2010	Average Funder	Custom Cohort
First grant received from the Foundation	30%	29%	23%	22%	29%	25%
Consistent funding in the past	46%	52%	55%	46%	53%	56%
Inconsistent funding in the past	24%	19%	22%	32%	18%	20%

Funding Status	Longwood 2019	Longwood 2016	Longwood 2013	Longwood 2010	Longwood 2003	Median Funder	Custom Cohort
Percent of grantees currently receiving funding from the Foundation	65%	52%	35%	25%	30%	81%	80%

Pattern of Grantees' Funding Relationship with the Foundation (By Subgroup)	Kent County	My organization operates across a combination of these regions	New Castle County	Pennsylvania	Sussex County
First grant received from the Foundation	22%		27%	29%	47%
Consistent funding in the past	44%		50%	44%	20%
Inconsistent funding in the past	33%		23%	25%	33%

Funding Status (By Subgroup)	Kent County	My organization operates across a combination of these regions	New Castle County	Pennsylvania	Sussex County
Percent of grantees currently receiving funding from the Foundation	56%		63%	78%	36%

Grantee Demographics

Job Title of Respondents	Longwood 2019	Longwood 2016	Longwood 2013	Longwood 2010	Longwood 2003	Average Funder	Custom Cohort
Executive Director	63%	67%	68%	58%	48%	47%	59%
Other Senior Management	10%	8%	5%	7%	13%	16%	13%
Project Director	3%	1%	0%	0%	6%	13%	8%
Development Director	14%	9%	8%	19%	21%	8%	8%
Other Development Staff	3%	4%	2%	4%	3%	7%	6%
Volunteer	7%	5%	3%	3%	0%	1%	2%
Other	0%	7%	14%	9%	9%	7%	3%

Please select the option that represents how you best describe yourself:	Longwood 2019	Longwood 2016	Longwood 2013	Longwood 2010	Average Funder	Custom Cohort
Female	66%	54%	67%	58%	62%	62%
Male	30%	42%	31%	40%	35%	35%
Prefer to self-identify	1%	0%	0%	0%	0%	0%
Prefer not to say	3%	4%	2%	2%	3%	2%

Race/Ethnicity of Respondents	Longwood 2019	Longwood 2016	Longwood 2013	Longwood 2010	Average Funder	Custom Cohort
African-American or Black	8%	8%	4%	4%	7%	8%
American Indian or Alaskan Native	1%	0%	1%	0%	1%	4%
Asian (incl. Indian subcontinent)	1%	1%	2%	1%	4%	3%
White	87%	88%	90%	91%	79%	74%
Hispanic or Latinx	1%	2%	2%	1%	5%	6%
Multi-racial	3%	1%	2%	3%	3%	3%
Pacific Islander or Native Hawaiian	0%	0%	0%	0%	0%	0%
Race/Ethnicity not included above	0%	1%	0%	0%	1%	0%
Prefer not to say	0%	0%	0%	0%	0%	0%

Applicant Demographics

Job Title of Respondents	Longwood 2019	Longwood 2016	Longwood 2013	Longwood 2010	Average Funder
Executive Director/CEO	75%	74%	53%	52%	47%
Other Senior Management	5%	4%	15%	5%	13%
Project Director	5%	4%	2%	3%	10%
Development Director	0%	9%	15%	17%	10%
Other Development Staff	10%	0%	3%	3%	9%
Volunteer	5%	0%	5%	3%	3%
Other	0%	9%	7%	17%	8%

Please select the option that represents how you describe yourself:	Longwood 2019	Longwood 2016	Longwood 2013	Longwood 2010	Average Funder
Female	50%	61%	47%	45%	62%
Male	40%	35%	49%	55%	33%

Race/Ethnicity of Respondents	Longwood 2019	Longwood 2016	Longwood 2013	Longwood 2010	Average Funder
African-American or Black	11%	14%	15%	10%	11%
American Indian or Alaskan Native	0%	0%	0%	0%	1%
Asian (incl. Indian subcontinent)	0%	0%	0%	0%	4%
White	89%	86%	85%	86%	76%
Hispanic or Latinx	0%	0%	0%	0%	5%
Pacific Islander or Native Hawaiian	0%	0%	0%	2%	2%
Race/ethnicity not included above	0%	0%	0%	0%	1%
Other	0%	0%	0%	2%	1%
Prefer not to say	0%	0%	0%	0%	0%

Funder Characteristics

Financial Information	Longwood 2019	Longwood 2016	Longwood 2013	Longwood 2010	Longwood 2003	Median Funder	Custom Cohort
Total assets	\$715.1M	\$608.3M	\$577.4M	\$551.7M	\$645.2M	\$228.2M	\$541.1M
Total giving	\$39.1M	\$28.2M	\$22.1M	\$17.8M	\$28M	\$16.5M	\$20.9M

Funder Staffing	Longwood 2019	Longwood 2016	Longwood 2013	Longwood 2010	Median Funder	Custom Cohort
Total staff (FTEs)	5	5	3	3	15	23
Percent of staff who are program staff	56%	20%	0%	17%	41%	40%

Grantmaking Processes	Longwood 2019	Longwood 2016	Longwood 2013	Longwood 2010	Median Funder	Custom Cohort
Proportion of grants that are invitation-only	1%	0%	1%	5%	40%	28%
Proportion of grantmaking dollars that are invitation-only	1%	0%	9%	5%	56%	30%

Additional Survey Information

On many questions in the grantee and applicant surveys, respondents 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 or applicants 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 Longwood’s grantee and applicant surveys were 138 and 20, respectively.

Grantee Responses

Question Text	Number of Responses
Overall, how would you rate the Foundation's impact on your field?	122
How well does the Foundation understand the field in which you work?	125
To what extent has the Foundation advanced the state of knowledge in your field?	94
To what extent has the Foundation affected public policy in your field?	81
Overall, how would you rate the Foundation's impact on your local community?	133
How well does the Foundation understand the local community in which you work?	134
How well does the Foundation understand the social, cultural, or socioeconomic factors that affect your work?	136
How well does the Foundation understand your organization's strategy and goals?	134
How consistent was the information provided by different communication resources, both personal and written, that you used to learn about the Foundation?	134
How often do/did you have contact with your program officer during this grant?	137
Who most frequently initiated the contact you had with your program officer during this grant?	138
Did the Foundation conduct a site visit during the selection process or during the course of this grant?	136
Has your main contact at the Foundation changed in the past six months?	128
Did you submit a proposal to the Foundation for this grant?	138
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?	134
How involved was Foundation staff in the development of your grant proposal?	0
How much time elapsed from the submission of the grant proposal to clear commitment of funding?	130
Are you currently receiving funding from the Foundation?	136
Which of the following best describes the pattern of your organization's funding relationship with the Foundation?	137
How well does the Foundation understand your intended beneficiaries' needs?	130
To what extent do the Foundation's funding priorities reflect a deep understanding of your intended beneficiaries' needs?	127
Have you participated in a reporting or evaluation process?	133
To what extent was the Foundation's reporting process...Adaptable, if necessary, to fit your circumstances?	77
To what extent was the Foundation's reporting process...A helpful opportunity for you to reflect and learn?	89
To what extent was the Foundation's reporting process...Relevant, with questions and measures pertinent to the work funded by this grant?	87
To what extent was the Foundation's reporting process...Straightforward?	90
To what extent was the Foundation's reporting process...Aligned appropriately to the timing of your work ?	90
Did the Foundation provide financial support for the evaluation?	42
To what extent did the evaluation...Result in you making changes to the work that was evaluated?	40
To what extent did the evaluation...Incorporate your input in the design of the evaluation?	43
To what extent did the evaluation...Generate information that you believe will be useful for other organizations?	41
Funder-Grantee Relationships Summary Measure	134
Understanding Summary Measure	126

To what extent did the Foundation exhibit the following during this grant?—Trust in your organization's staff	137
To what extent did the Foundation exhibit the following during this grant?—Candor about the Foundation's perspectives on your work	136
To what extent did the Foundation exhibit the following during this grant?—Respectful interaction	137
To what extent did the Foundation exhibit the following during this grant?—Compassion for those affected by your work	136
Was the funding you received restricted to a specific use?	138
If you have ever requested support from the Foundation to help strengthen your organization, how did you determine what specific support to ask for?	
Based on what the Foundation told your organization to request	137
Based on what your organization believes the Foundation would be willing to fund	137
Based on what your organization needs	137
Based on the results of an assessment or evaluation	137
Not applicable - I have never requested support from the Foundation to strengthen my organization	137

Declined Applicant Responses

Question Text	Number of Responses
Overall, how would you rate the Foundation's impact on your field?	18
How well does the Foundation understand the field in which you work?	20
Overall, how would you rate the Foundation's impact on your local community?	16
How well does the Foundation understand the local community in which you work?	18
How well does the Foundation understand the social, cultural, or socioeconomic factors that affect your work?	19
How well does the Foundation understand your organization's strategy and goals?	20
What was the dollar amount of your grant request to the Foundation?	20
How consistent was the information provided by different communications resources, both personal and written, that you used to learn about the Foundation?	20
How much time elapsed from initial submission of your grant proposal to the final decision not to fund your request?	18
After your request was declined did you request any feedback or advice from the Foundation?	20
After your request was declined did you receive any feedback or advice from the Foundation?	19
Was the grant proposal you submitted restricted to a specific use?	20

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 and APR

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.

CEP developed the Applicant Perception Report (APR) as a complement to the Grantee Perception Report. Based on a separate, shorter survey, the APR allows philanthropic funders to understand the candid perspectives of declined applicants on a number of important dimensions. The APR shows an individual funder the perceptions of its applicants relative to a set of perceptions of 40 funders whose declined applicants were surveyed by CEP.

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