Examining Infrastructure Support for Community Foundations

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Social Goodness

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(not not mine, but kangaroo pics!)

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Make sure to use the hashtag #bbcon!
IDEA BEHIND CF INSIGHTS IS SIMPLE

What if EACH community foundation could know what ALL community foundations collectively know?
About the Community Foundation Respondents

142 survey responses from 40 states (and Puerto Rico)

Distribution of Asset Size:
- >$500M: 14%
- $250M-$500M: 9%
- $100M-$250M: 17%
- $50M-$100M: 19%
- $25-$50M: 14%
- $0-$25M: 26%

Total FTEs:
- FTE Range | Count
- >100 | 1
- 50-99 | 14
- 25-49 | 21
- 15-24 | 16
- 10-14 | 24
- 5-9 | 50
- <5 | 53

563 organizations identified across 17 services

CFs receive support from 10 orgs on average

Closest organization partner provides 5 support services on average
Most national organizations specialize in a few key services...
Concentration of Services – Top 5 Regional Associations

... while regional associations tend to provide more diversified offerings.

- Indiana Philanthropy Alliance/GIFT
- Southeastern Council of Foundations
- Council of Michigan Foundations
- Philanthropy Ohio
- Philanthropy Northwest/The Giving Practice

- Strategic Planning
- Community Leadership
- Issue Advancement
- Evaluation and Assessment
- Board Development
- Staff Development
- Business Model
- Data and Research
- Legal Services
- Policy, Advocacy, Lobbying
- Standards
- Donor Prospecting and Development
- Investment Advising
- Listervs and Forums
- Conferences
- Field Spokesperson
- Communications and Technology Strategy
<table>
<thead>
<tr>
<th>Service</th>
<th>Frequency of Use</th>
<th>Total Mentions</th>
</tr>
</thead>
<tbody>
<tr>
<td>Council on Foundations</td>
<td>33%</td>
<td>599</td>
</tr>
<tr>
<td>CFLeads</td>
<td>24%</td>
<td>141</td>
</tr>
<tr>
<td>Foundation Center/CF Insights</td>
<td>14%</td>
<td>127</td>
</tr>
<tr>
<td>Indiana Philanthropy Alliance/GIF</td>
<td>11%</td>
<td>71</td>
</tr>
<tr>
<td>Southeastern Council of Foundations</td>
<td>9%</td>
<td>29</td>
</tr>
<tr>
<td>Grantmakers for Effective Organizations/</td>
<td>18%</td>
<td>59</td>
</tr>
<tr>
<td>Van Scoyoc Associates/CF Public Awareness</td>
<td>12%</td>
<td>53</td>
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<tr>
<td>FSG</td>
<td>9%</td>
<td>53</td>
</tr>
<tr>
<td>Aspen Institute/Community Strategies Group</td>
<td>9%</td>
<td>53</td>
</tr>
<tr>
<td>Center for Effective Philanthropy</td>
<td>7%</td>
<td>42</td>
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<tr>
<td>Council of Michigan Foundations</td>
<td>7%</td>
<td>35</td>
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<tr>
<td>Philanthropy Ohio</td>
<td>3%</td>
<td>35</td>
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<tr>
<td>BoardSource</td>
<td>2%</td>
<td>34</td>
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<tr>
<td>Philanthropy NW/AdNet</td>
<td>2%</td>
<td>30</td>
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<tr>
<td>AdNet</td>
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<td>Connecticut Council for Philanthropy</td>
<td>1%</td>
<td>26</td>
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<td>CommA</td>
<td>1%</td>
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<tr>
<td>Colonial Consulting</td>
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<td>23</td>
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<tr>
<td>Sutherland - Edwards</td>
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<tr>
<td>Crescendo</td>
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<td>22</td>
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<tr>
<td>Florida Philanthropic Network</td>
<td>0%</td>
<td>21</td>
</tr>
<tr>
<td>Florida Philanthropic Network</td>
<td>0%</td>
<td>21</td>
</tr>
</tbody>
</table>

Note: The percentages indicate the frequency of use for each service. The total mentions are listed below the table.
About the Infrastructure Organization Respondents

46 survey responses from 22 states (and the District of Columbia)
35 of which offer services targeted to community foundations

Service Area Distribution

- 28 Statewide
- 10 Nationwide
- 5 Regional (multiple states)
- 3 Local

Total Employees

- 100-499: 3
- 50-99: 3
- 10-49: 12
- 1-9: 27
Number of Organizations Offering Each Service

Organizations currently working with CFs provide an average of 7 services and plan to add 1 service within the next year.
Support Service Priorities, Gaps, and Partnerships

**Top Priority Service Needs Identified By Community Foundations**
- Staff Development and Training
- Legal Compliance and Advisory Services
- Collaboration/Networking/Peer Learning
- Donor Prospecting, Planned Giving, and Development
- Investment Advisory Services

**Gaps In Support Services Identified By Community Foundations**
- Staff Development and Training
- Collaboration/Networking/Peer Learning
- Software and Technology Support
- Legal Compliance and Advisory Services

**Top Priority Service Needs Identified By Infrastructure Organizations**
- Strategic Planning
- Community Leadership
- Donor Prospecting, Planned Giving, and Development
- Issue Advancement and Advocacy
- Board Development and Training
- Staff Development and Training
- Legal Compliance and Advisory Services
- Collaboration/Networking/Peer Learning

**Infrastructure Organizations With Which Others Partner the Most**
- Council on Foundations
- Forum of Regional Associations of Grantmakers
- Foundation Center/CF Insights
- Indiana Philanthropy Alliance/GIFT
- Regional associations (multiple)