

## New Report Details How Foundations Create Change

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Small-staffed foundations are using a variety of strategies to make their grant dollars go further, according to Exponent Philanthropy's *2016 Foundation Operations and Management Report*, released today.

**Among its 60-plus pages of data on grantmaking, governance, investments, and administration, the new report identifies seven grantmaking strategies that lead to outsized impact among member foundations.** Ranked by the percentage of members that engage in them, they include:

1. Make general operating support grants: 80%
2. Make multiyear grants: 68%
3. Use information received from grantees to inform grantmaking: 64%
4. Collaborate with other funders to increase impact: 61%
5. Make capacity-building grants: 58%
6. Convene grantees or organizations: 37%
7. Make grants for advocacy work: 28%

Some 85% of Exponent Philanthropy member foundations engage in two or more of these strategies to help them achieve outsized impact.

The *2016 Foundation Operations and Management Report* also includes the following and much more:

- o **Staff compensation benchmarking data** with breakouts by foundation asset size, geographic region, relationship to donor family, years of experience, and more
- o **Board compensation benchmarking data** by asset size, foundation type, and various payment structures, as well as **consultant and advisor data** on how much small-staffed foundations pay and what types of projects they hire for
- o **Impact investments** and small-staffed foundation investment returns
- o **Expense ratio tables** by foundation asset size showing total and charitable operating expenses, administrative expenses, and qualifying distributions
- o **Data over years** to show change and trends—in some cases, as far back as a decade or more

Exponent Philanthropy members support many issues, including education (79%), human services (60%), health (55%), arts & culture (50%), and environment and animals (36%). They



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are funding locally (86%), at the state level (42%), regionally (26%), nationally (37%), and internationally (22%).

*Our sincere thanks to the 676 Exponent Philanthropy member foundations that generously responded to our surveys in 2015.*