
Luminate 2020 Grantee Perception Report - For Grantees

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THE CENTER FOR
EFFECTIVE PHILANTHROPY

675 Massachusetts Avenue
7th Floor
Cambridge, MA 02139
617-492-0800

131 Steuart Street
Suite 501
San Francisco, CA 94105
415-391-3070

cep.org

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

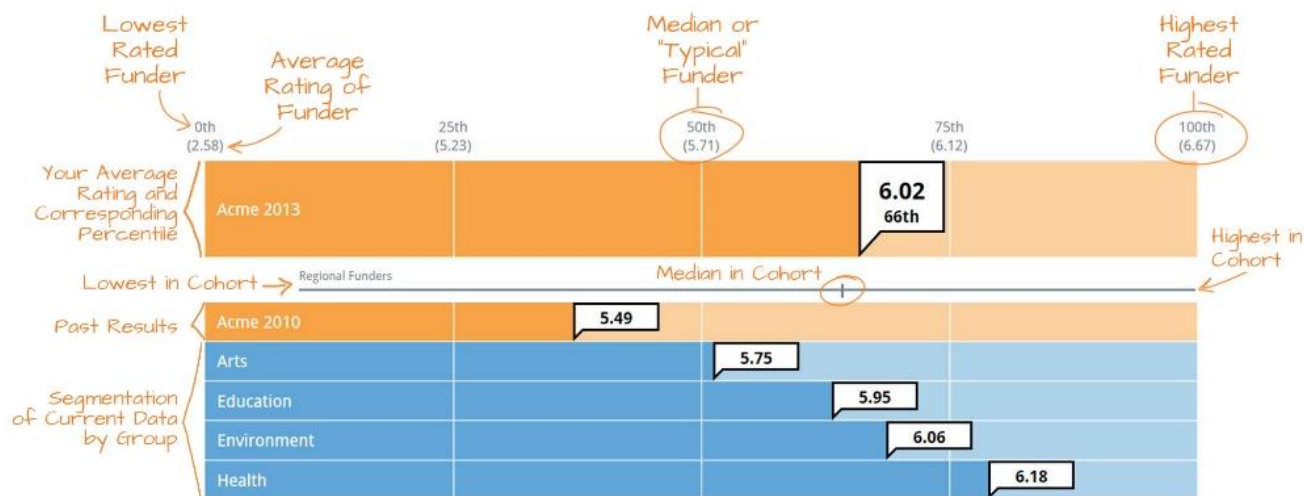
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Key Ratings Summary

Interpreting Your Charts

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



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

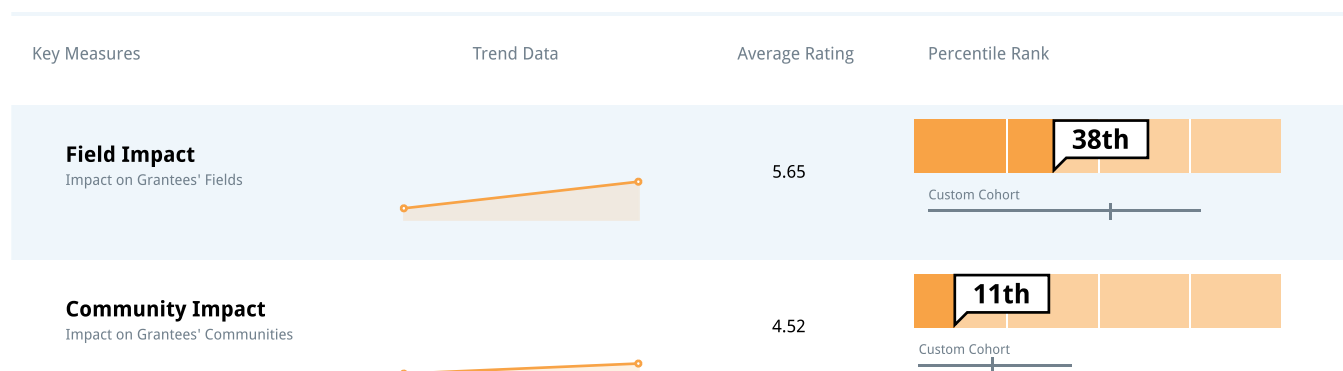
STATISTICAL SIGNIFICANCE OF CHANGES OVER TIME

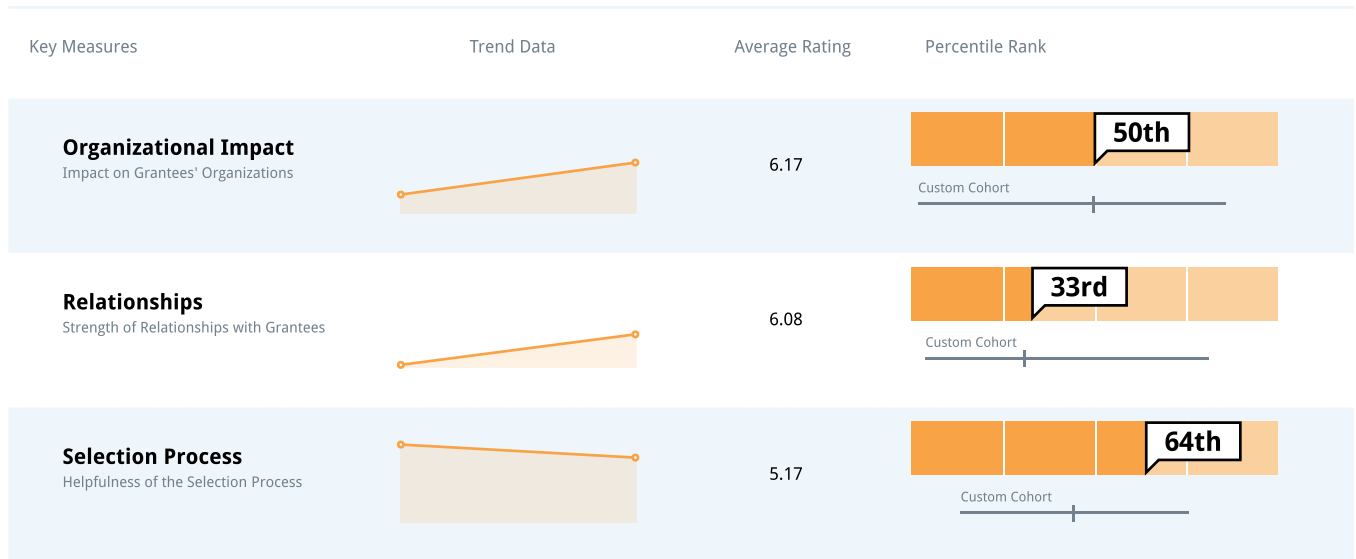
CEP compares your past ratings to your current ratings, testing for statistically significant differences. An asterisk in your current results denotes a statistically significant difference between your current rating and the previous rating.



Key Ratings Summary

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





Survey Population

Survey	Survey Fielded	Survey Population	Number of Responses Received	Survey Response Rate
Luminate 2020	February and March 2020	178	127	71%
Luminate 2014	September and October 2014	51	28	55%

Survey Year	Year of Active Grants
Luminate 2020	2019
Luminate 2014	2013

Upon request, CEP created "Luminate 2014" as a proxy to represent the feedback from Government Transparency grantees in Omidyar Network's 2014 GPR. Because grantees were asked to think about the Omidyar Network as a whole when answering the past survey, these ratings should not be interpreted as directly comparable to or continuous of feedback from 2014.

Throughout this report, Luminate'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 300 funders. The full list of participating funders can be found at <https://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.

Comparative Cohorts

Customized Cohort

Luminate selected a set of 16 funders to create a smaller comparison group that more closely resembles Luminate in scale and scope.

Custom Cohort

Adessium Foundation
Democracy Fund
Ford Foundation
Foundation for a Just Society
John D. and Catherine T. MacArthur Foundation
John S. and James L. Knight Foundation
Luminate
Oak Foundation
Omidyar Network
Open Society Foundations
Rockefeller Brothers Fund
The Children's Investment Fund Foundation
The David and Lucile Packard Foundation
The William and Flora Hewlett Foundation
Tinker Foundation Inc.
Unbound Philanthropy

Standard Cohorts

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

Strategy Cohorts

Cohort Name	Count	Description
Small Grant Providers	40	Funders with median grant size of \$20K or less
Large Grant Providers	90	Funders with median grant size of \$200K or more
High Touch Funders	36	Funders for which a majority of grantees report having contact with their primary contact monthly or more often
Intensive Non-Monetary Assistance Providers	42	Funders that provide at least 30% of grantees with comprehensive or field-focused assistance as defined by CEP
Proactive Grantmakers	82	Funders that make at least 90% of grants by invitation only
Responsive Grantmakers	100	Funders that make at most 10% of grants by invitation only
International Funders	55	Funders that fund outside of their own country
European Funders	25	Funders that are headquartered in Europe

Annual Giving Cohorts

Cohort Name	Count	Description
Funders Giving Less Than \$5 Million	58	Funders with annual giving of less than \$5 million
Funders Giving \$50 Million or More	70	Funders with annual giving of \$50 million or more

Foundation Type Cohorts

Cohort Name	Count	Description
Private Foundations	158	All private foundations in the GPR dataset
Family Foundations	76	All family foundations in the GPR dataset
Community Foundations	34	All community foundations in the GPR dataset
Health Conversion Foundations	29	All health conversation foundations in the GPR dataset
Corporate Foundations	20	All corporate foundations in the GPR dataset

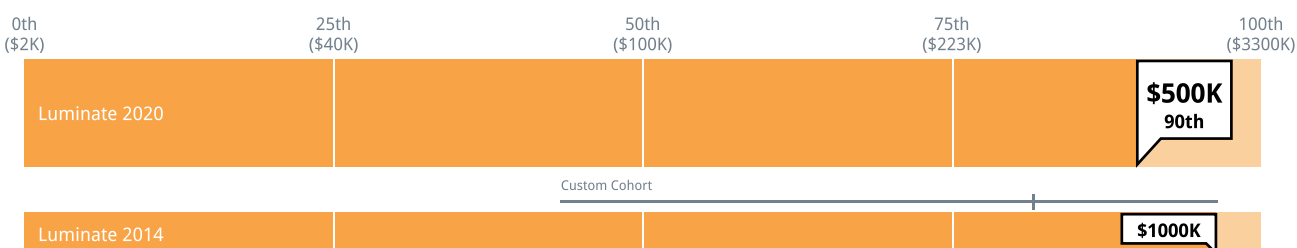
Other Cohorts

Cohort Name	Count	Description
Funders Outside the United States	39	Funders that are primarily based outside the United States
Recently Established Foundations	78	Funders that were established in 2000 or later
Funders Surveyed During COVID-19	14	Funders who surveyed grantees during COVID-19 (GPR only)

Grantmaking Characteristics

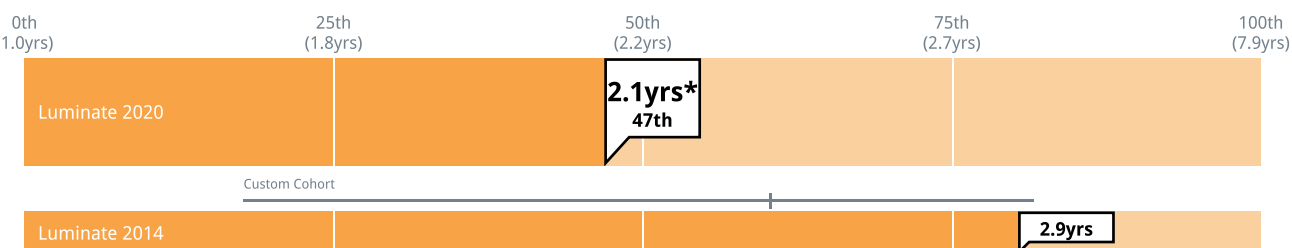
Foundations make different choices about the ways they organize themselves, structure their grants, and the types of grantees they support. The following charts and tables show some of these important characteristics. The information is based on self-reported data from funders and grantees, and further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

Median Grant Size



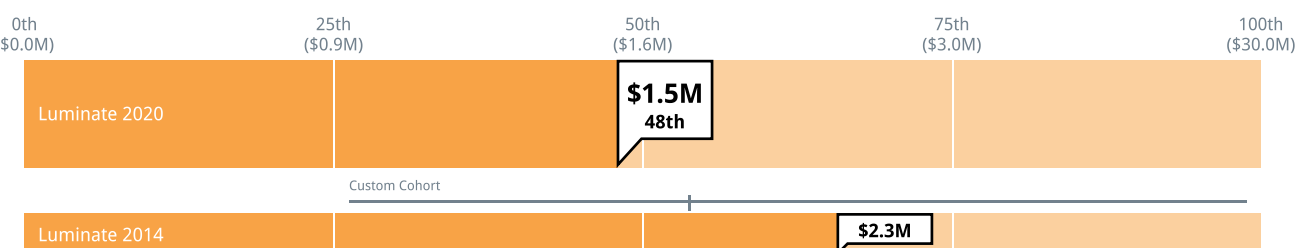
Cohort: Custom Cohort Past results: on Subgroup: None

Average Grant Length



Cohort: Custom Cohort Past results: on Subgroup: None

Median Organizational Budget



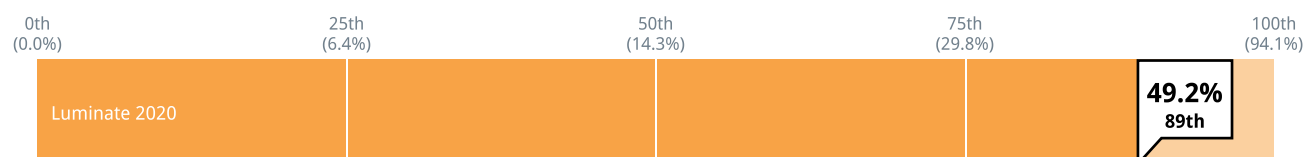
Cohort: Custom Cohort Past results: on Subgroup: None

Grant History	Luminate 2020	Luminate 2014	Average Funder	Custom Cohort
Percentage of first-time grants	66%	48%	29%	38%

Program Staff Load	Luminate 2020	Median Funder	Custom Cohort
Dollars awarded per program staff full-time employee	\$2.5M	\$2.7M	\$2.9M
Applications per program full-time employee	5	28	16
Active grants per program full-time employee	10	32	24

Was the funding you received restricted to a specific use?

Proportion of grantees responding 'No, this funding was not restricted to a specific use (i.e. general operating, core support)'



Cohort: None Past results: on Subgroup: None

Note: There is no 2014 data for the above chart because CEP updated its survey question about type of funding received between 2014 and 2020. In 2014, Omidyar grantees were asked:

"Describe the recent grant from Omidyar Network about which you are responding," with options:

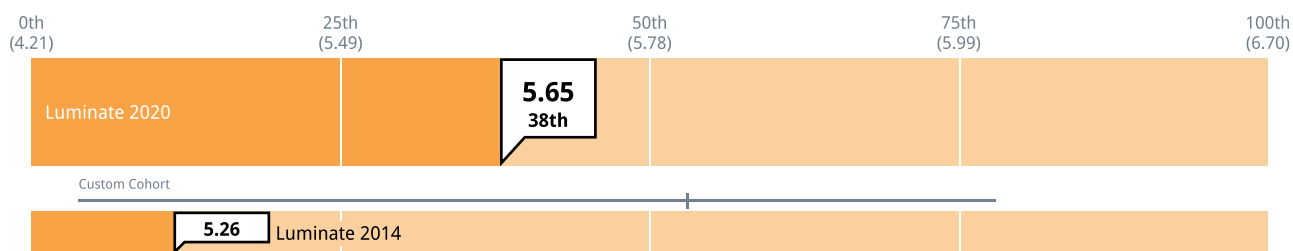
- Program/project support
- General operating/core support
- Capital support: building/renovation/endowment support/other
- Scholarship or research fellowship
- Technical assistance/capacity building
- Event/sponsorship funding

In 2014, 48 percent of ON grantees reported receiving 'general operating/core support,' and 41 percent reported receiving 'program/project support' (compared to 20 percent and 64 percent, respectively, at the typical funder).

Impact on and Understanding of Grantees' Fields

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

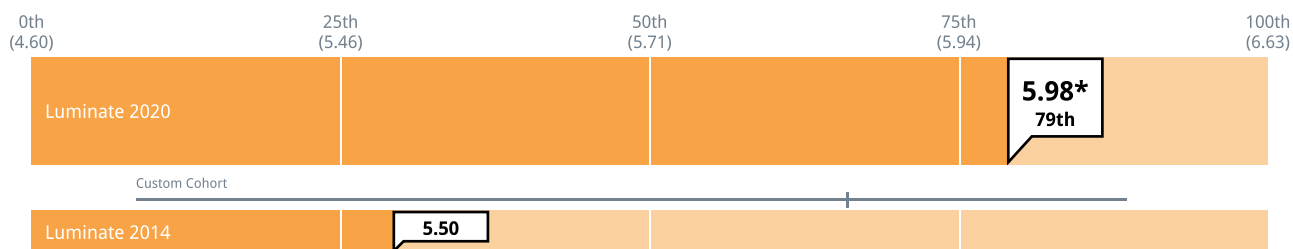
1 = No impact 7 = Significant positive impact



Cohort: Custom Cohort Past results: on Subgroup: None

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

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

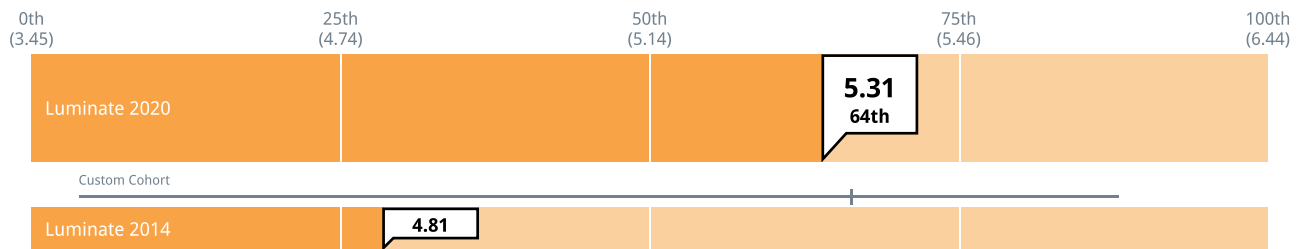


Cohort: Custom Cohort Past results: on Subgroup: None

Advancing Knowledge and Public Policy

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

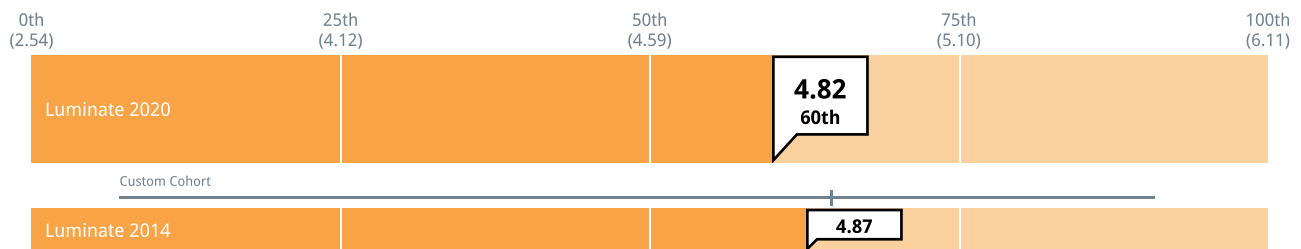
1 = Not at all 7 = Leads the field to new thinking and practice



Cohort: Custom Cohort Past results: on Subgroup: None

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

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

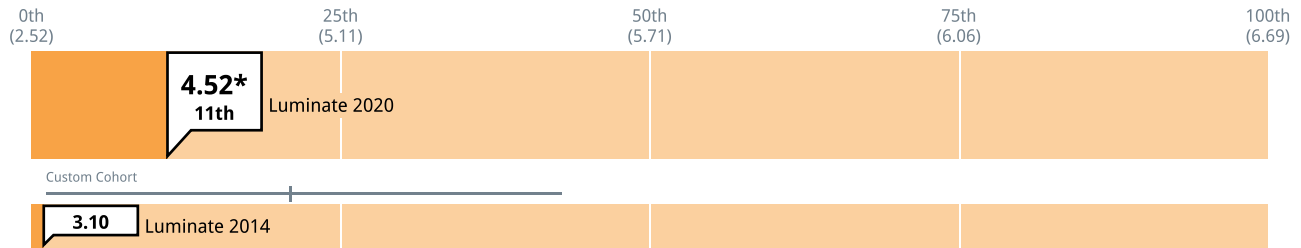


Cohort: Custom Cohort Past results: on Subgroup: None

Impact on and Understanding of Grantees' Local Communities

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

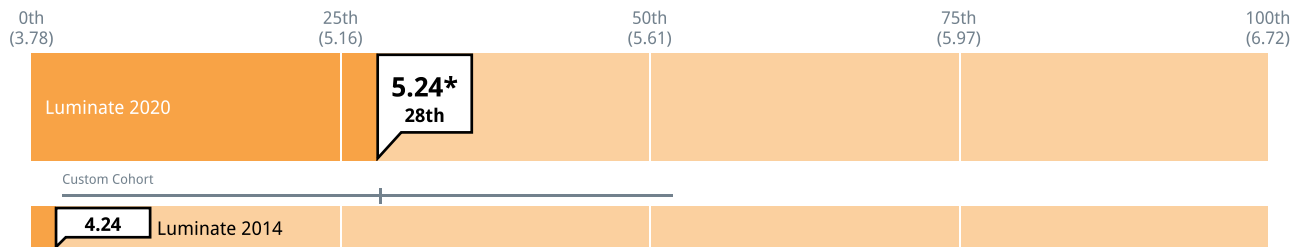
1 = No impact 7 = Significant positive impact



Cohort: Custom Cohort Past results: on Subgroup: None

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

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

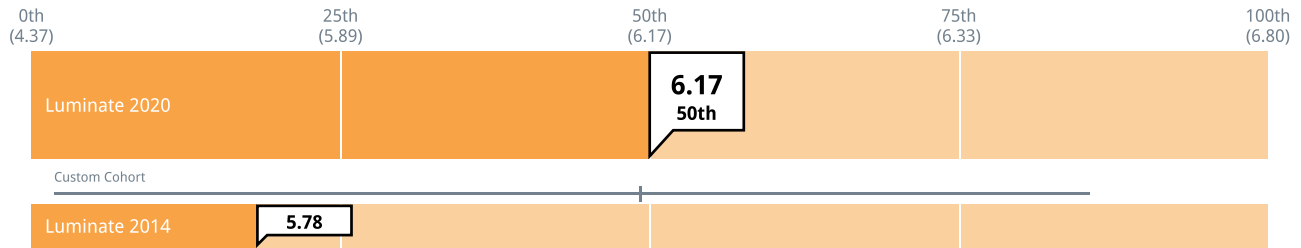


Cohort: Custom Cohort Past results: on Subgroup: None

Impact on and Understanding of Grantees' Organizations

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

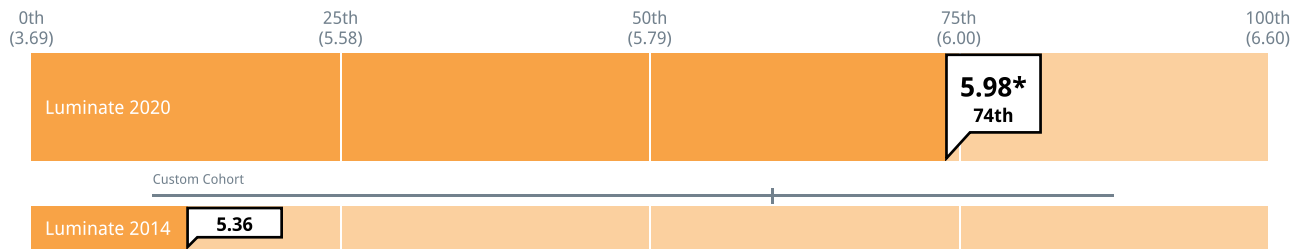
1 = No impact 7 = Significant positive impact



Cohort: Custom Cohort Past results: on Subgroup: None

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

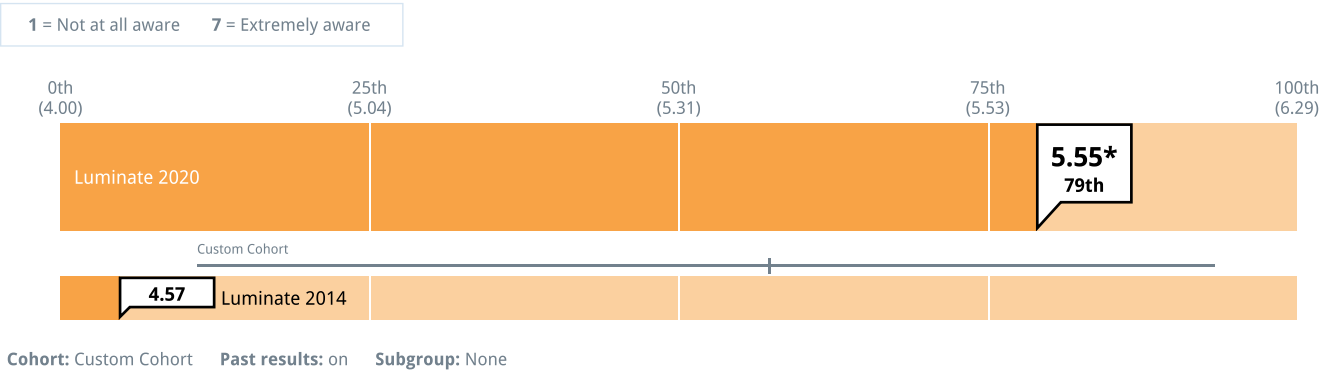
1 = Limited understanding 7 = Thorough understanding



Cohort: Custom Cohort Past results: on Subgroup: None

Grantee Challenges

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



Funder-Grantee Relationships

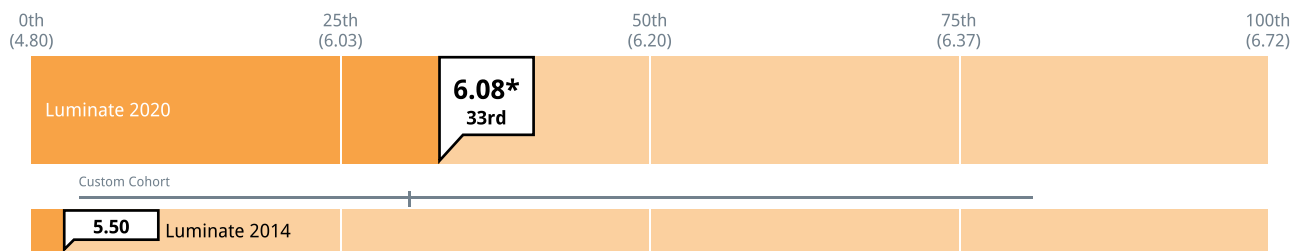
Funder-Grantee Relationships Summary Measure

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

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

Funder-Grantee Relationships Summary Measure

1 = Very negative 7 = Very positive

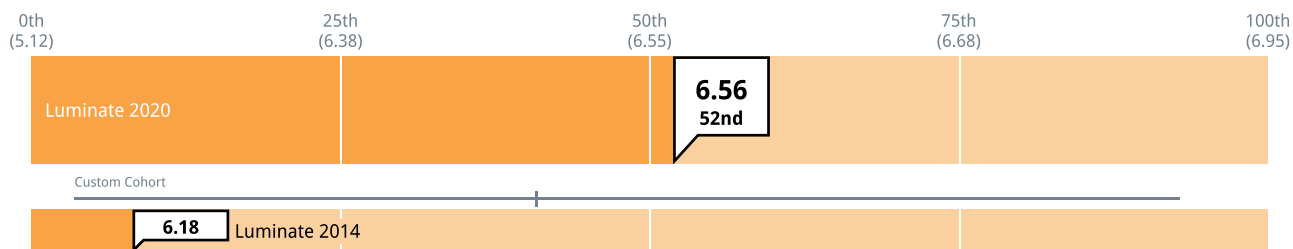


Cohort: Custom Cohort Past results: on Subgroup: None

Quality of Interactions

Overall, how fairly did Luminate treat you?

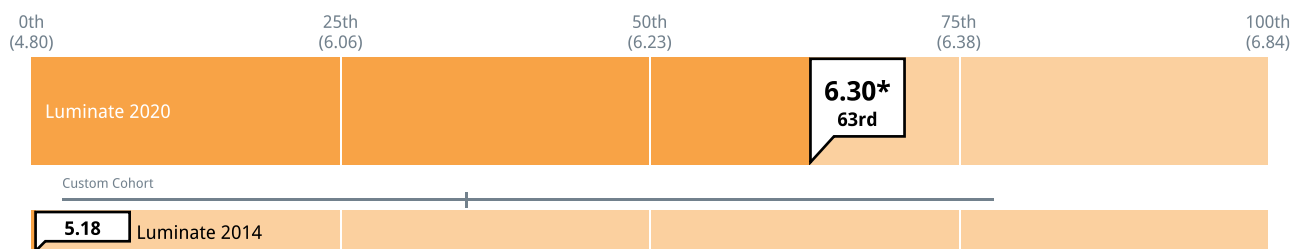
1 = Not at all fairly 7 = Extremely fairly



Cohort: Custom Cohort Past results: on Subgroup: None

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

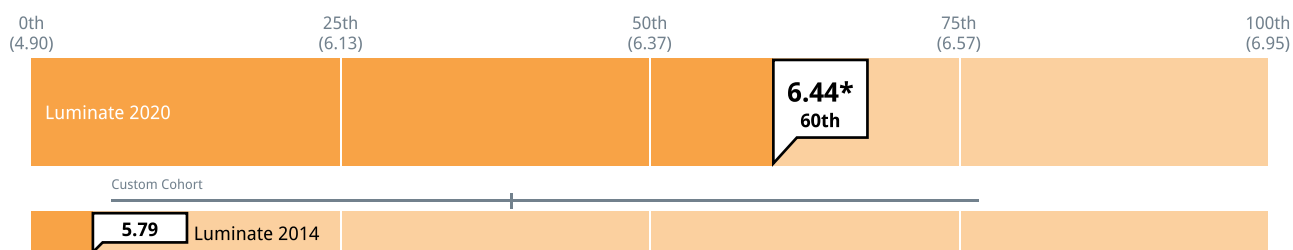
1 = Not at all comfortable 7 = Extremely comfortable



Cohort: Custom Cohort Past results: on Subgroup: None

Overall, how responsive was Luminate staff?

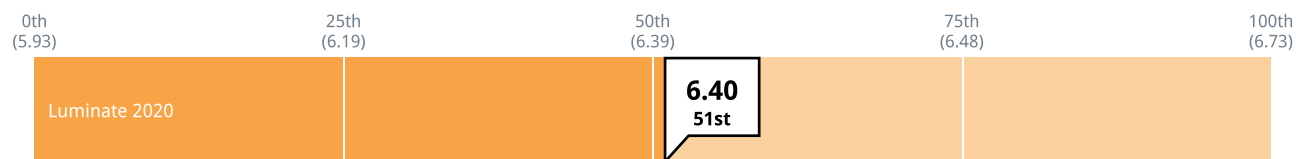
1 = Not at all responsive 7 = Extremely responsive



Cohort: Custom Cohort Past results: on Subgroup: None

To what extent did Luminate exhibit trust in your organization's staff during this grant?

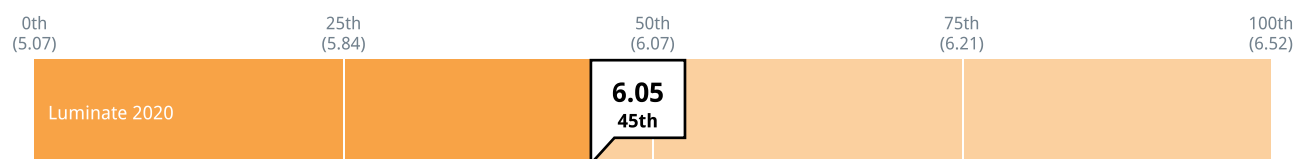
1 = Not at all 4 = Somewhat 7 = To a great extent



Cohort: None Past results: on Subgroup: None

To what extent did Luminate exhibit candor about Luminate's perspectives on your work during this grant?

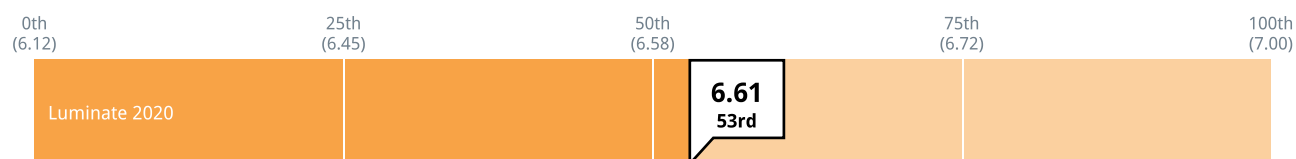
1 = Not at all 4 = Somewhat 7 = To a great extent



Cohort: None Past results: on Subgroup: None

To what extent did Luminate exhibit respectful interaction during this grant?

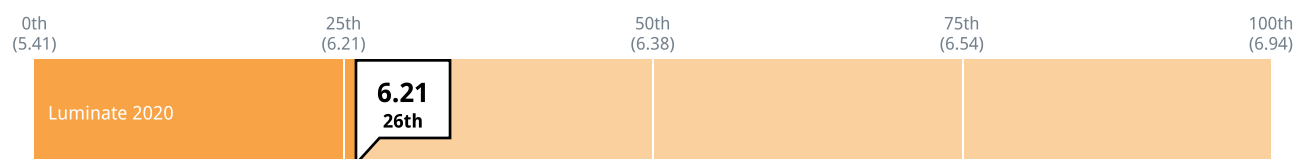
1 = Not at all 4 = Somewhat 7 = To a great extent



Cohort: None Past results: on Subgroup: None

To what extent did Luminate exhibit compassion for those affected by your work during this grant?

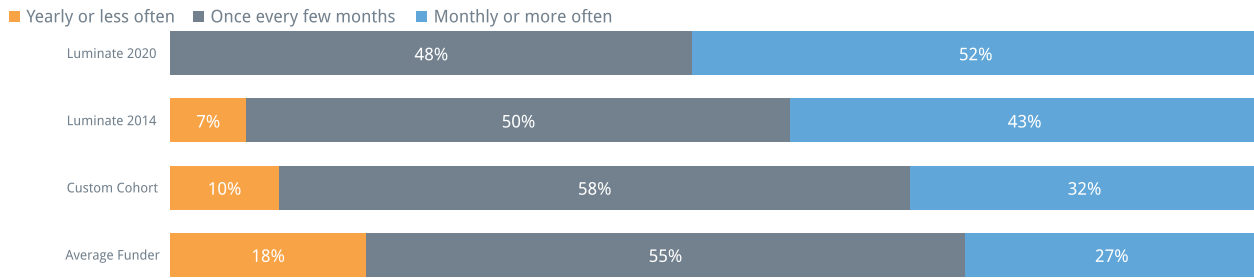
1 = Not at all 4 = Somewhat 7 = To a great extent



Cohort: None Past results: on Subgroup: None

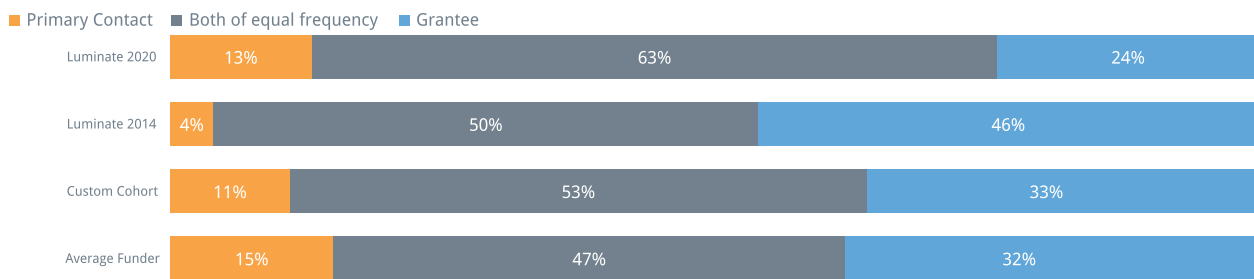
Interaction Patterns

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



Cohort: Custom Cohort Past results: on

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

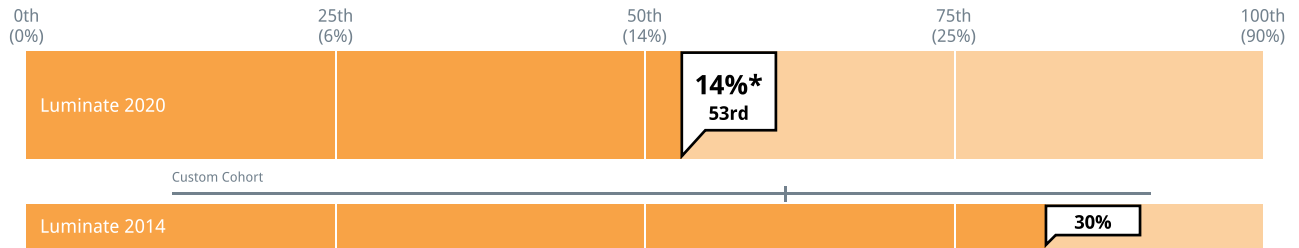


Cohort: Custom Cohort Past results: on

Contact Change and Site Visits

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

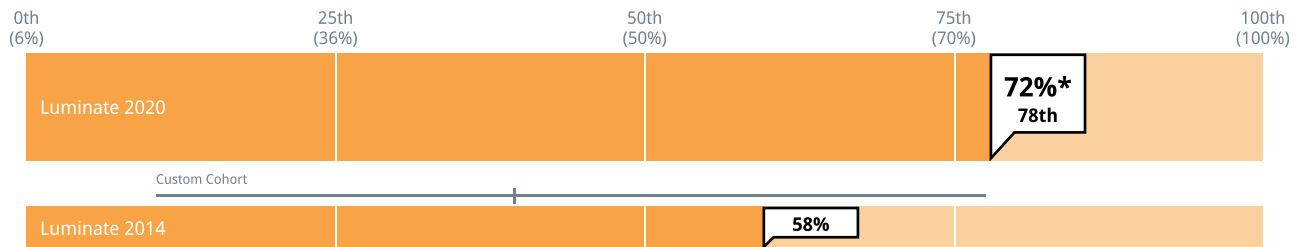
Proportion of grantees responding 'Yes'



Cohort: Custom Cohort Past results: on Subgroup: None

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

Proportion of grantees responding 'Yes'

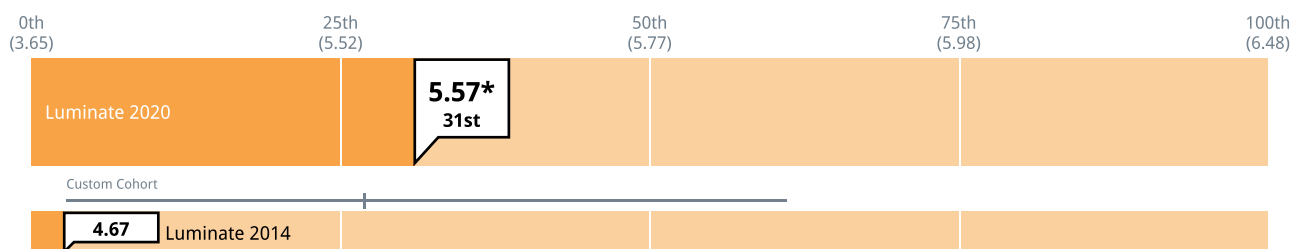


Cohort: Custom Cohort Past results: on Subgroup: None

Communication

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

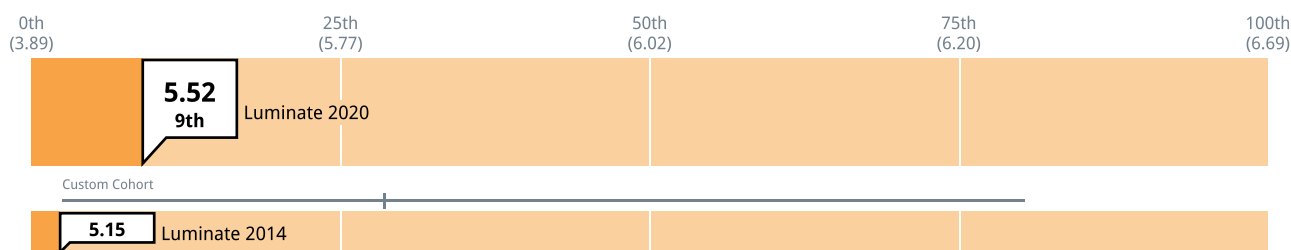
1 = Not at all clearly 7 = Extremely clearly



Cohort: Custom Cohort Past results: on Subgroup: None

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

1 = Not at all consistent 7 = Completely consistent

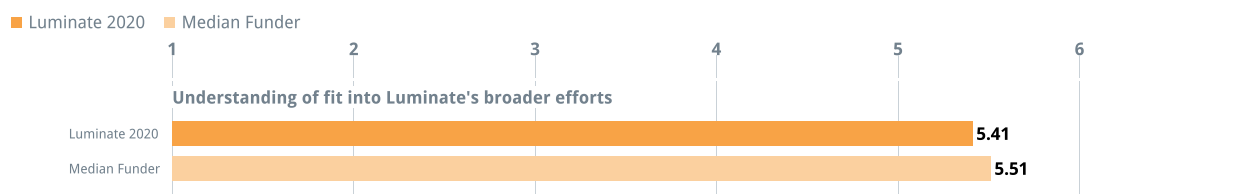


Cohort: Custom Cohort Past results: on Subgroup: None

The following question was recently added to the grantee survey and depicts comparative data from 14 funders in the grantee dataset.

How well do you understand the way in which the work funded by this grant fits into Luminate's broader efforts?

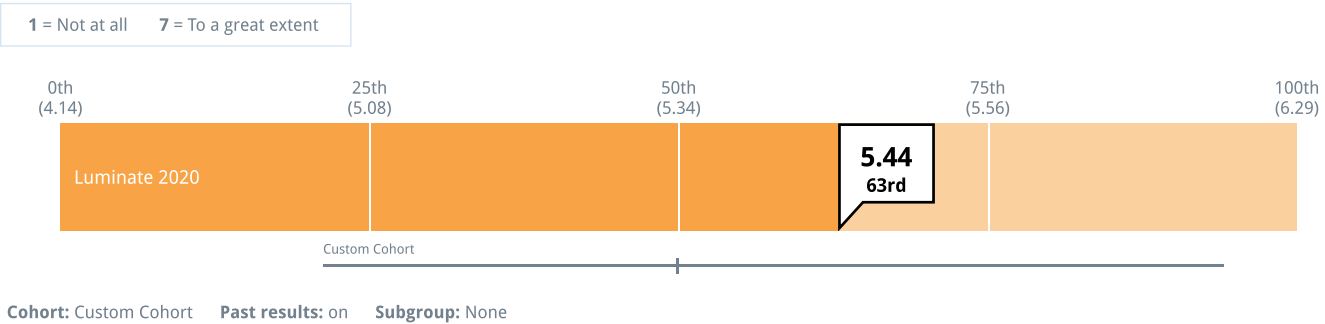
1 = Limited understanding 7 = Thorough understanding



Cohort: None Past results: on

Openness

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



Top Predictors of Relationships

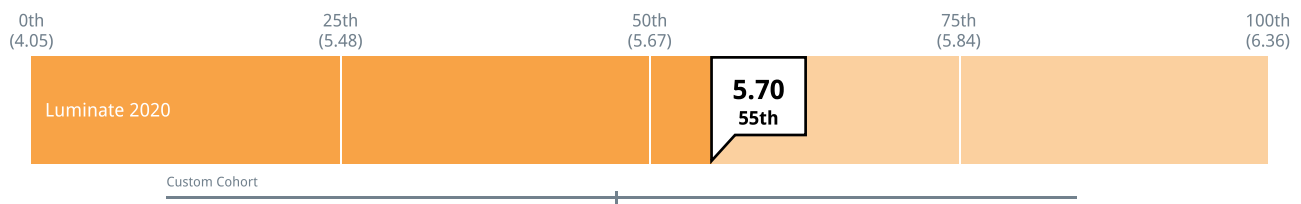
CEP's research has shown that the strongest predictors of the strength of funder-grantee relationships are transparency and understanding.

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:

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

Understanding Summary Measure

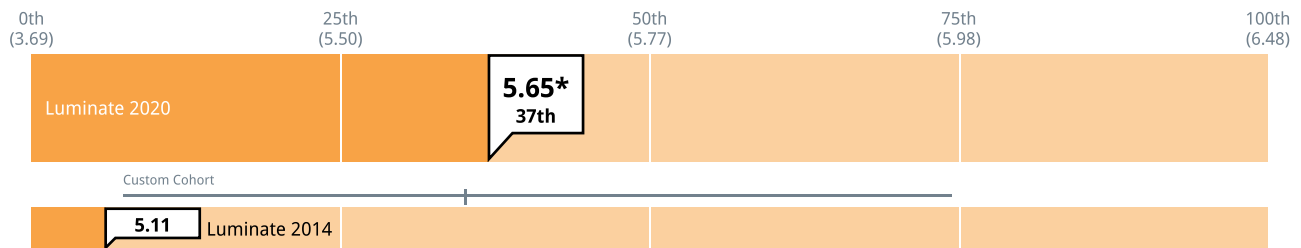
1 = Very negative 7 = Very positive



Cohort: Custom Cohort Past results: on Subgroup: None

Overall, how transparent is Luminate with your organization?

1 = Not at all transparent 7 = Extremely transparent

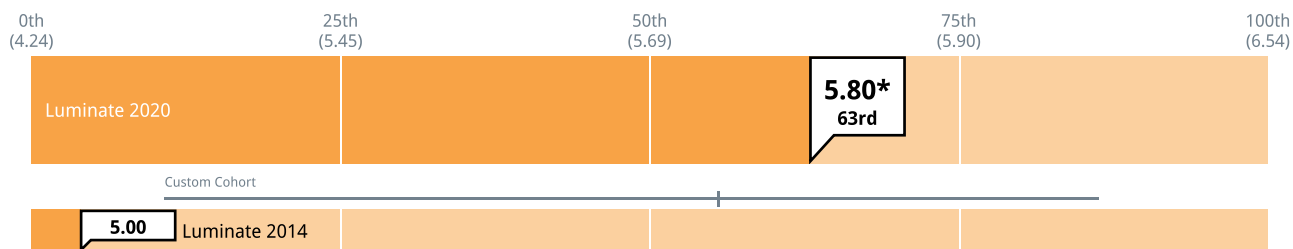


Cohort: Custom Cohort Past results: on Subgroup: None

Beneficiary and Contextual Understanding

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

1 = Limited understanding 7 = Thorough understanding

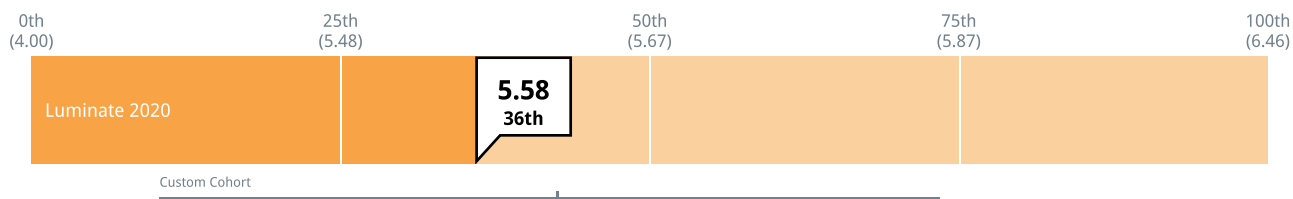


Cohort: Custom Cohort Past results: on Subgroup: None

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.

How well does Luminate understand your intended beneficiaries' needs?

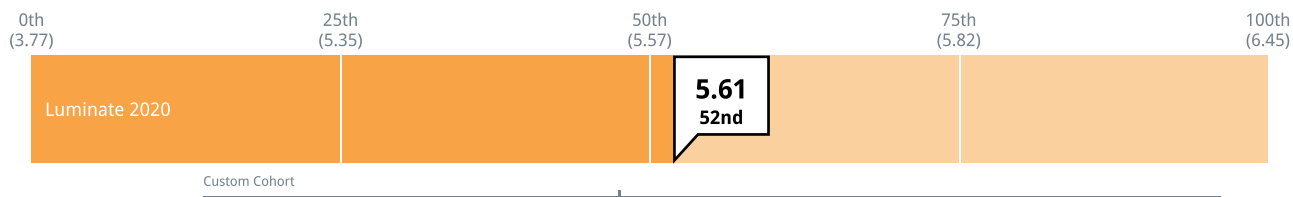
1 = Limited understanding 7 = Thorough understanding



Cohort: Custom Cohort Past results: on Subgroup: None

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

1 = Not at all 7 = To a great extent

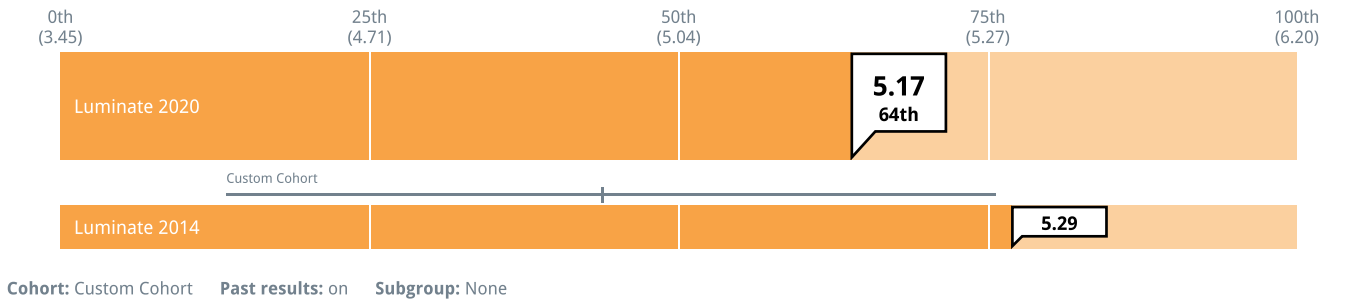


Cohort: Custom Cohort Past results: on Subgroup: None

Grant Processes

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

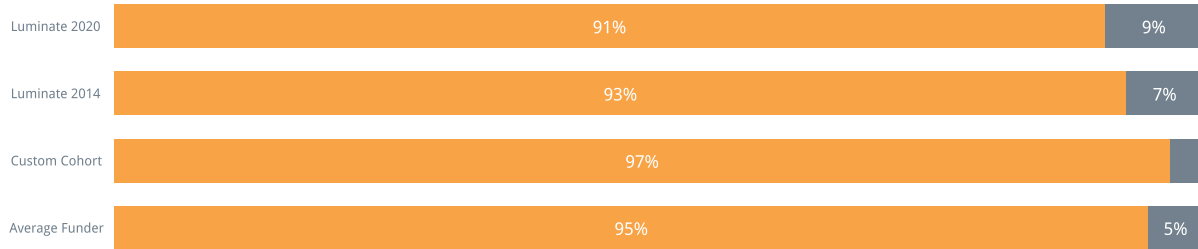
1 = Not at all helpful 7 = Extremely helpful



Selection Process

Did you submit a proposal for this grant?

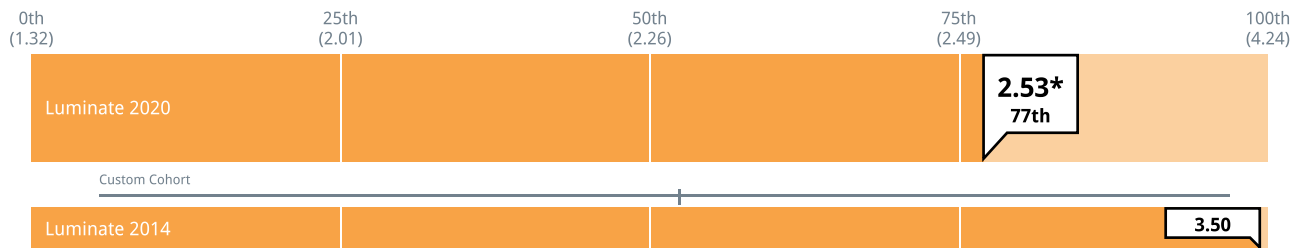
Submitted a proposal Did not submit a proposal



Cohort: Custom Cohort Past results: on

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 Subgroup: None

Time Between Submission and Clear Commitment

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

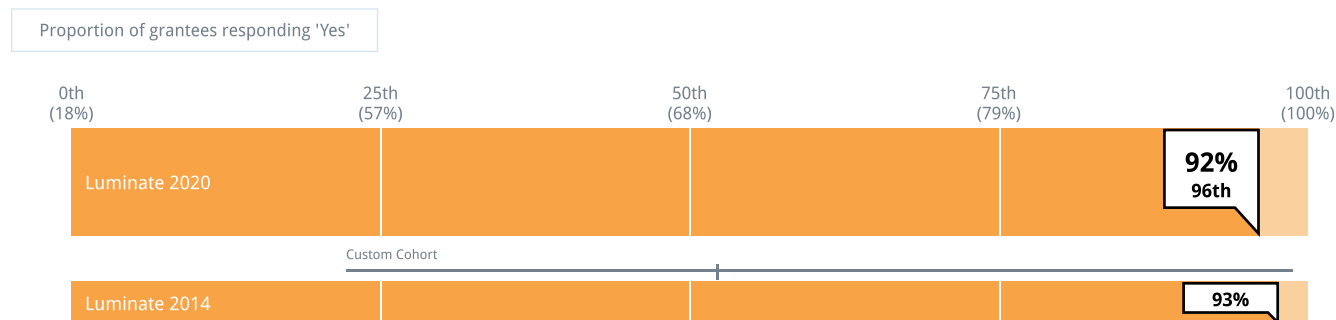
Time Elapsed from Submission of Proposal to Clear Commitment of Funding	Luminate 2020	Luminate 2014	Average Funder	Custom Cohort
Less than 3 months	38%	48%	62%	60%
4 - 6 months	38%	24%	29%	26%
7 - 12 months	17%	20%	7%	10%
More than 12 months	7%	8%	2%	3%

Reporting and Evaluation Process

Definition of Reporting and Evaluation

- "Reporting" - Luminate's standard oversight, monitoring, and grant reporting.
- "Evaluation" - formal activities *beyond reporting* undertaken by Luminate to assess or learn about a grant, a program, or Luminate's efforts.

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



Cohort: Custom Cohort Past results: on Subgroup: None

Participation in Reporting and/or Evaluation Processes

- Participated in a reporting process only
- Participated in an evaluation process only
- Participated in both a reporting and an evaluation process
- Participated in neither a reporting nor an evaluation process



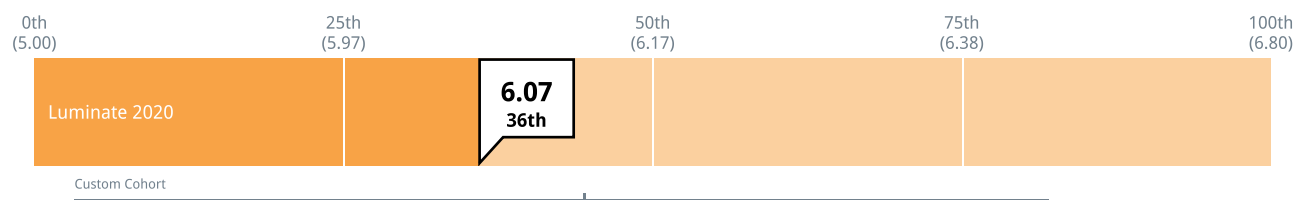
Cohort: Custom Cohort Past results: on

Reporting Process

The following questions were only asked of grantees that indicated having participated in a reporting process. See the "Reporting and Evaluation Process" page for data on the proportion of grantees participating in this process.

To what extent was Luminate's reporting process straightforward?

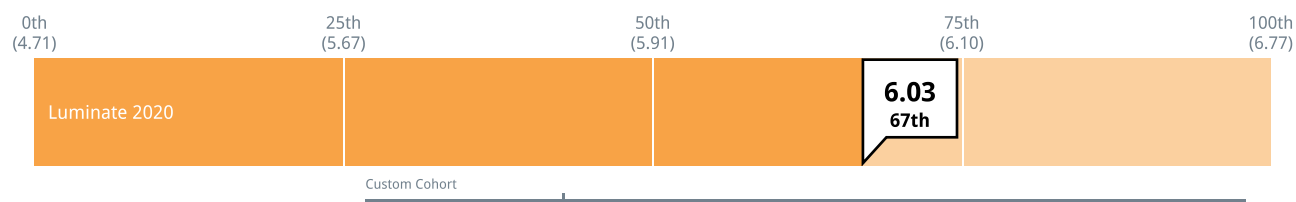
1 = Not at all 7 = To a great extent



Cohort: Custom Cohort Past results: on Subgroup: None

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

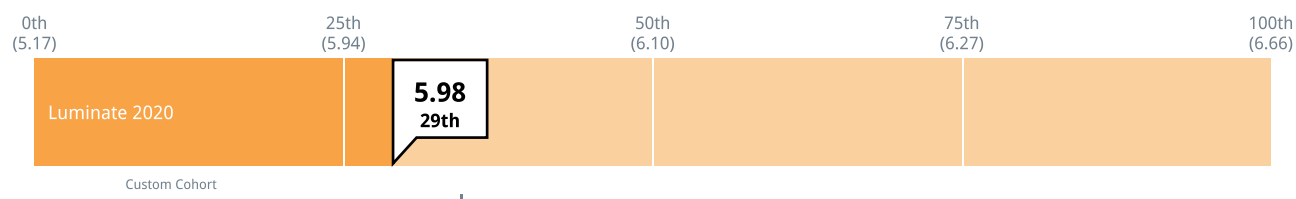
1 = Not at all 7 = To a great extent



Cohort: Custom Cohort Past results: on Subgroup: None

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

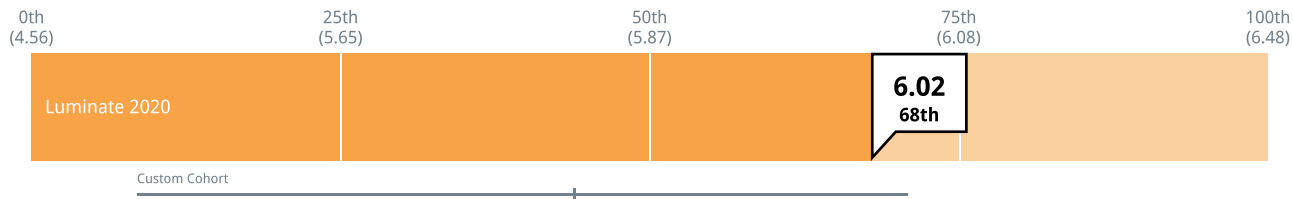
1 = Not at all 7 = To a great extent



Cohort: Custom Cohort Past results: on Subgroup: None

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

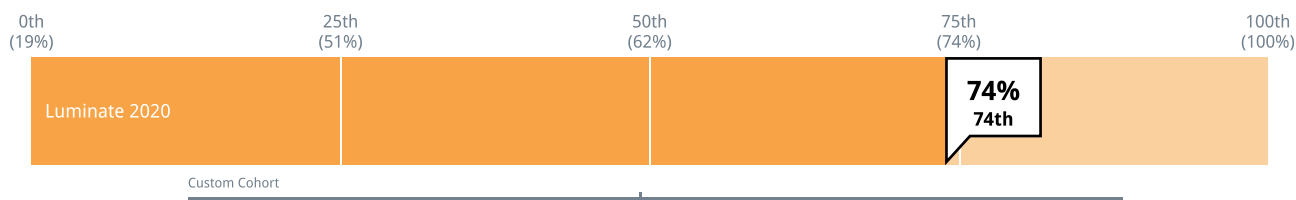
1 = Not at all 7 = To a great extent



Cohort: Custom Cohort Past results: on Subgroup: None

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

Proportion of grantees responding 'Yes'



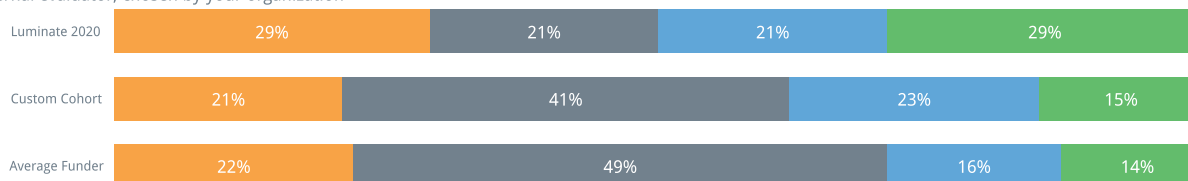
Cohort: Custom Cohort Past results: on Subgroup: None

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?

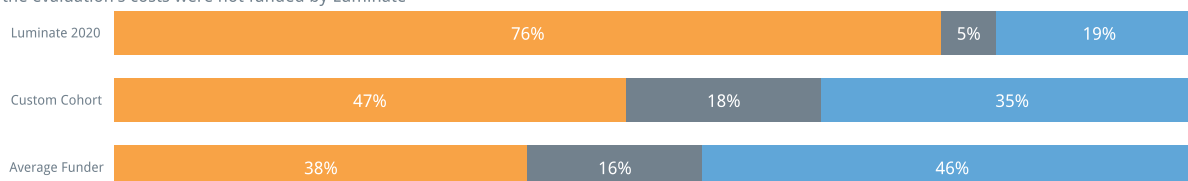
- Evaluation staff at Luminate
 ■ Evaluation staff at your organization
 ■ External evaluator, chosen by Luminate
 ■ External evaluator, chosen by your organization



Cohort: Custom Cohort Past results: on

Did the Foundation provide financial support for the evaluation?

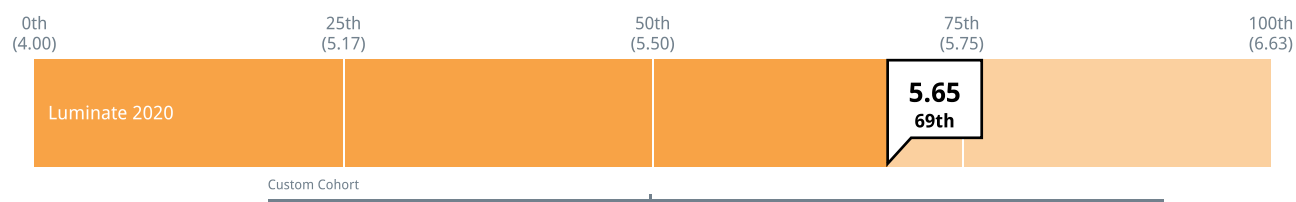
- Yes, the evaluation's costs were fully funded by Luminate
 ■ Yes, the evaluation's costs were partially funded by Luminate
 ■ No, the evaluation's costs were not funded by Luminate



Cohort: Custom Cohort Past results: on

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

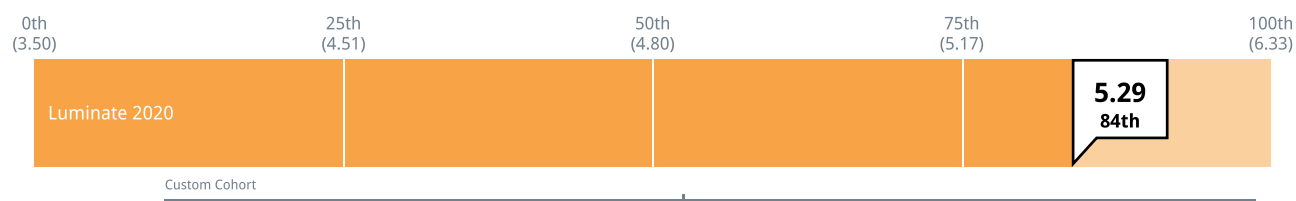
1 = Not at all 7 = To a great extent



Cohort: Custom Cohort Past results: on Subgroup: None

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

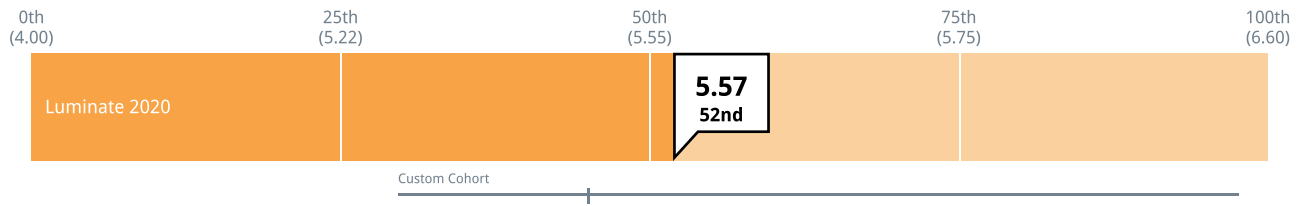
1 = Not at all 7 = To a great extent



Cohort: Custom Cohort Past results: on Subgroup: None

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

1 = Not at all 7 = To a great extent

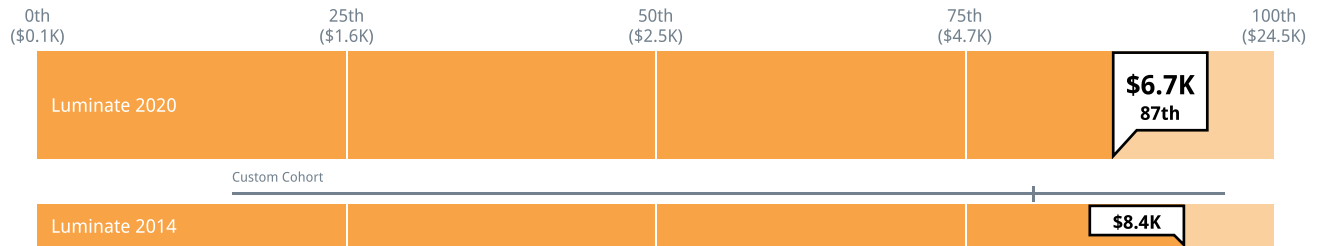


Cohort: Custom Cohort Past results: on Subgroup: None

Dollar Return and Time Spent on Processes

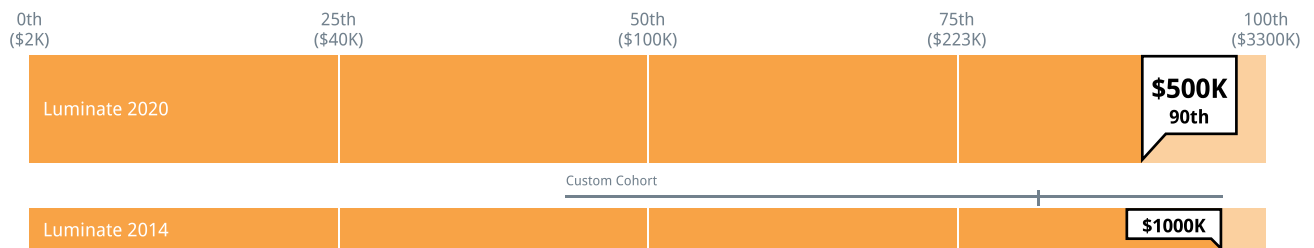
Dollar Return: Median grant dollars awarded per process hour required

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



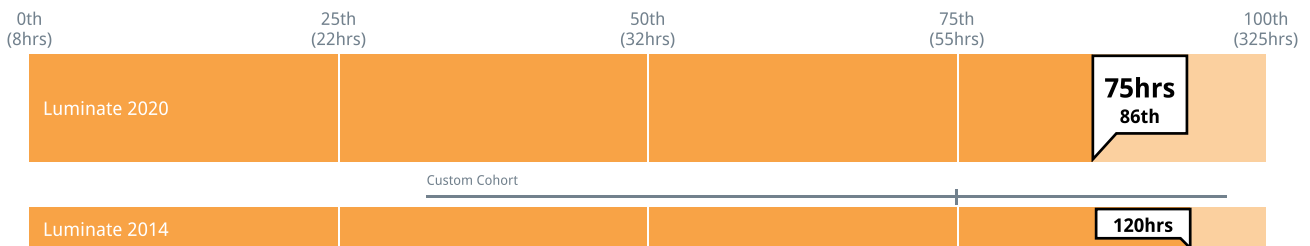
Cohort: Custom Cohort Past results: on Subgroup: None

Median Grant Size



Cohort: Custom Cohort Past results: on Subgroup: None

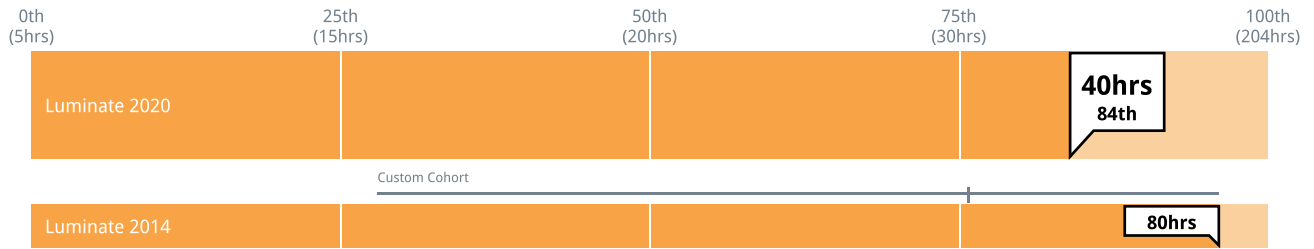
Median hours spent by grantees on funder requirements over grant lifetime



Cohort: Custom Cohort Past results: on Subgroup: None

Time Spent on Selection Process

Median Hours Spent on Proposal and Selection Process

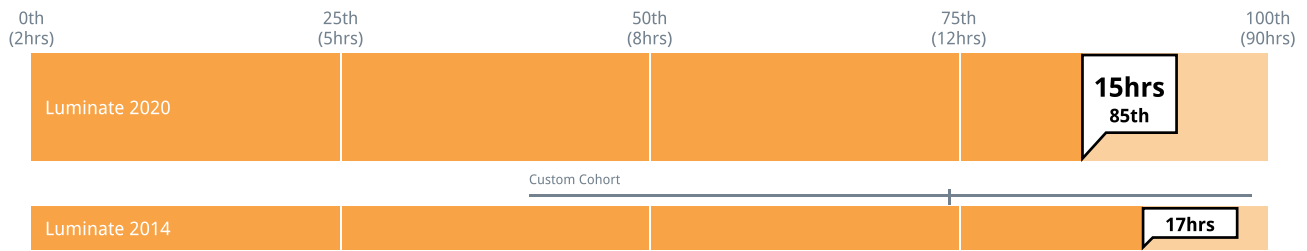


Cohort: Custom Cohort Past results: on Subgroup: None

Time Spent On Proposal And Selection Process	Luminate 2020	Luminate 2014	Average Funder	Custom Cohort
1 to 9 hours	8%	0%	21%	11%
10 to 19 hours	11%	8%	21%	16%
20 to 29 hours	12%	4%	18%	17%
30 to 39 hours	11%	8%	8%	9%
40 to 49 hours	12%	4%	12%	13%
50 to 99 hours	25%	35%	11%	17%
100 to 199 hours	13%	19%	6%	11%
200+ hours	8%	23%	4%	6%

Time Spent on Reporting and Evaluation Process

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



Cohort: Custom Cohort Past results: on Subgroup: None

Time Spent On Monitoring, Reporting, And Evaluation Process (Annualized)	Luminate 2020	Average Funder	Custom Cohort
1 to 9 hours	27%	53%	40%
10 to 19 hours	32%	20%	24%
20 to 29 hours	10%	10%	14%
30 to 39 hours	10%	4%	5%
40 to 49 hours	3%	3%	4%
50 to 99 hours	10%	5%	7%
100+ hours	7%	5%	7%

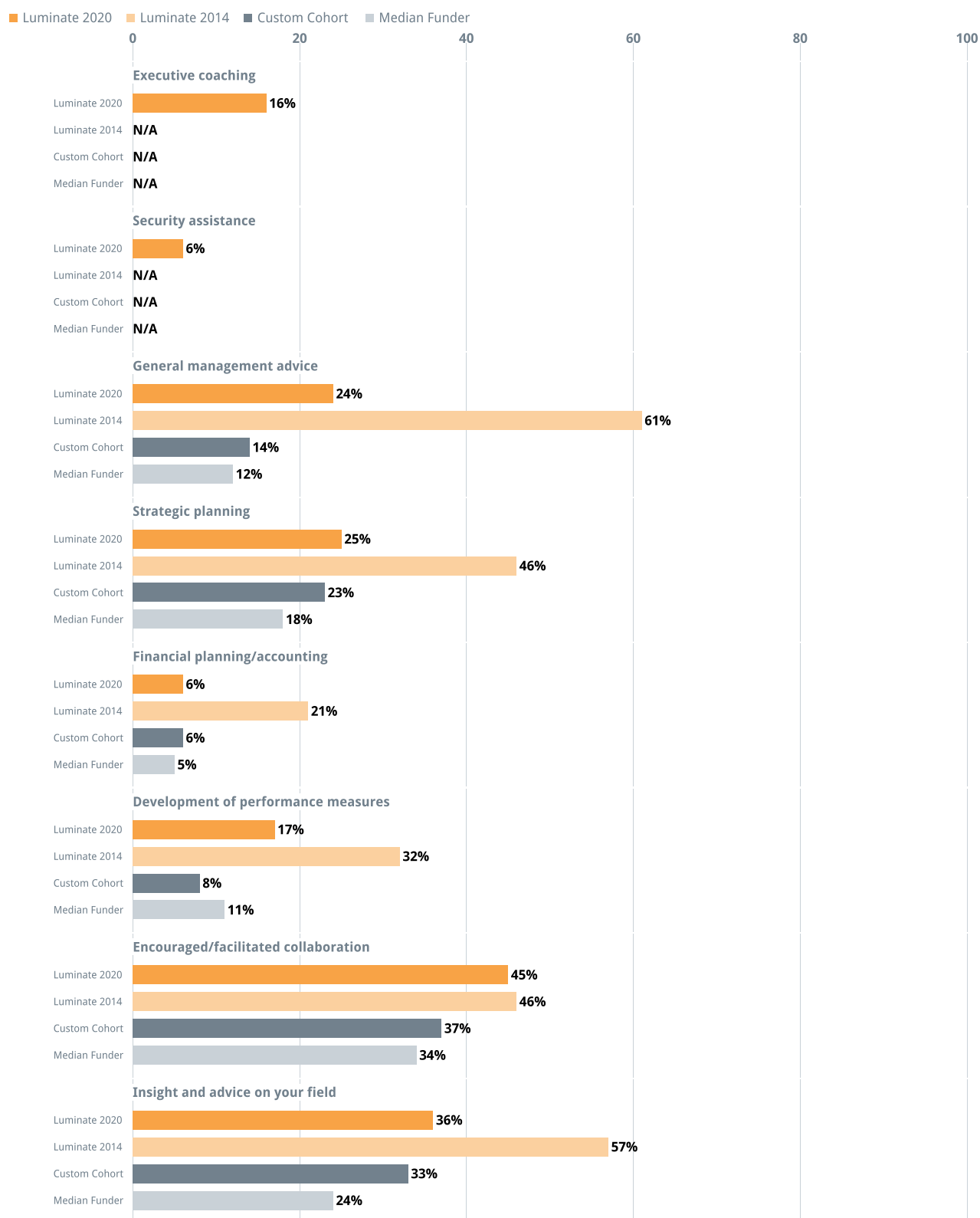
Non-monetary Assistance

In CEP's standard survey, grantees were asked to indicate whether they had received any of the following sixteen types of assistance provided directly or paid for by Luminate.

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

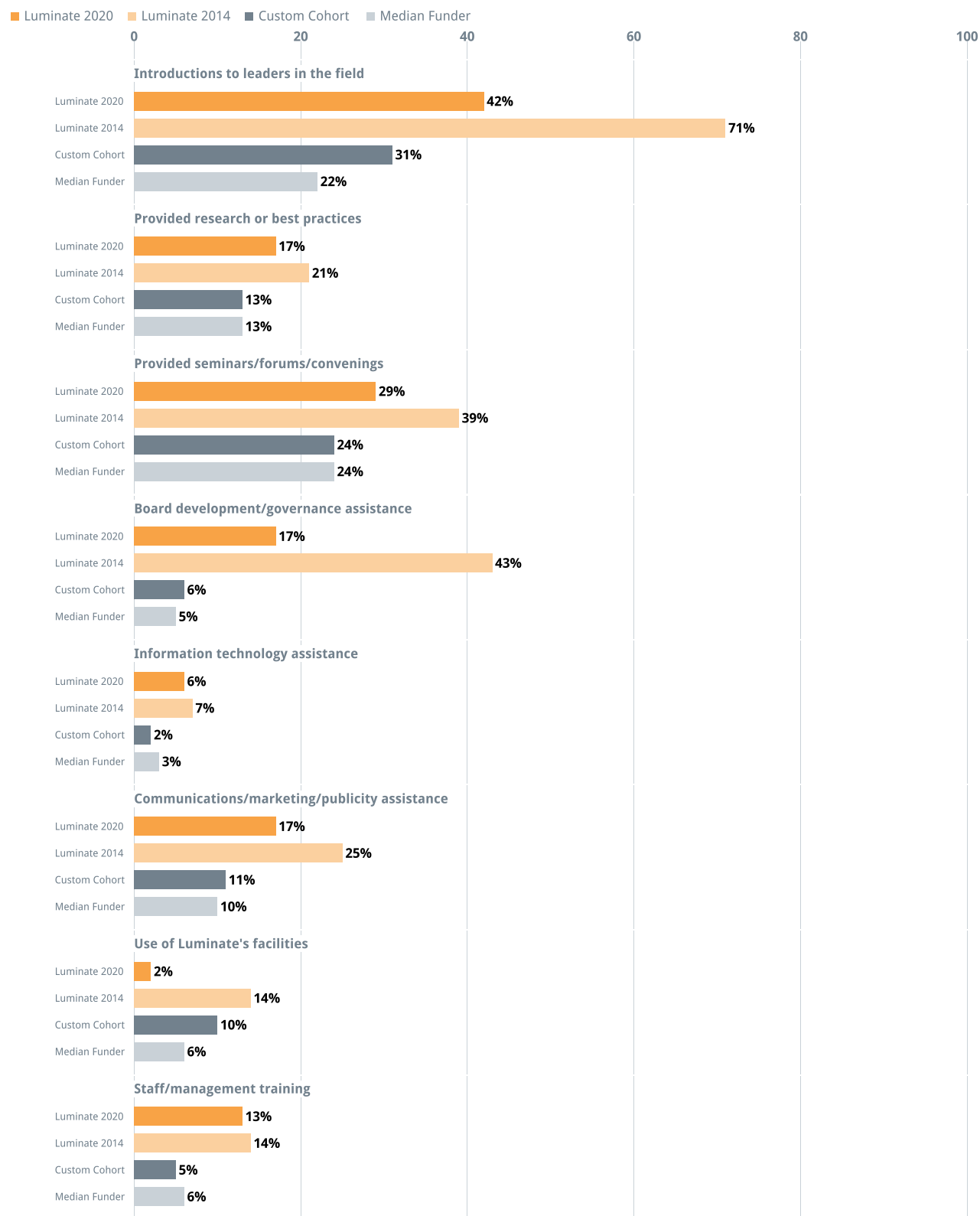
Luminate also added two custom options - executive coaching and security assistance - to this question. Data regarding the usage and helpfulness of all 18 types of support are displayed below.

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



Cohort: Custom Cohort Past results: on

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



Cohort: Custom Cohort Past results: on

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



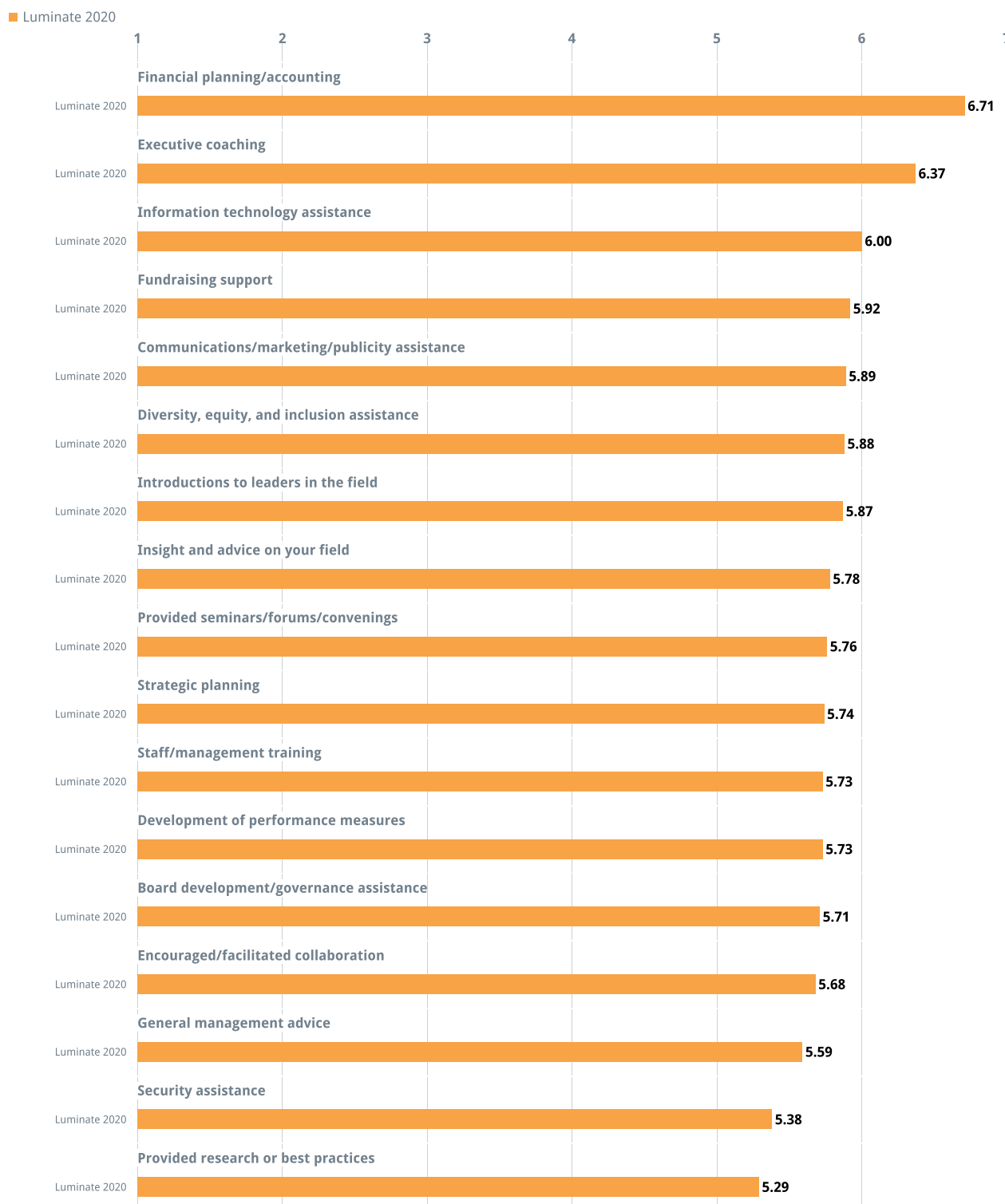
Cohort: Custom Cohort **Past results:** on

Given the importance of non-monetary assistance to its approach, Luminate added a series of custom follow-up questions about non-monetary assistance. The data to those questions are displayed below, but do not have comparative data. The remainder of Luminate's custom questions are displayed in the following section titled "Custom Questions."

Note: For the following question, grantees were only asked to rate the helpfulness of supports they indicated receiving.

How helpful were each of these supports in strengthening your organization's work?

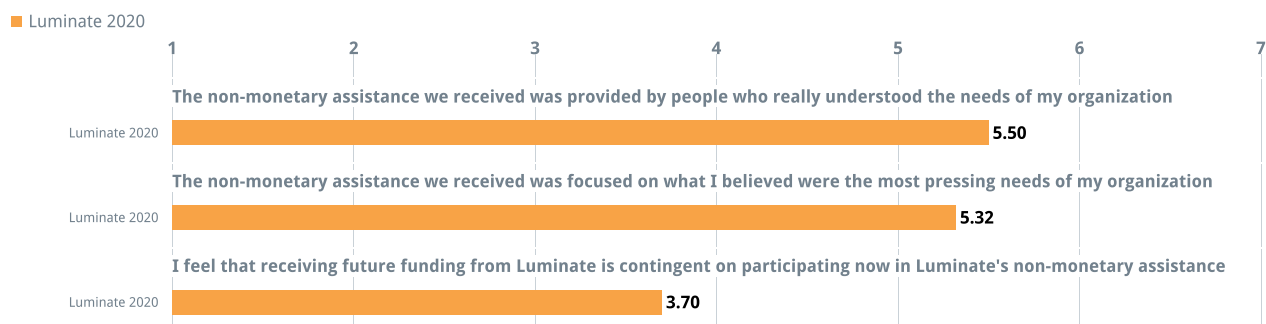
1 = Not at all helpful 7 = Extremely helpful



Cohort: None Past results: on

Please indicate how strongly you agree or disagree with each of the following statements.

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



Cohort: None Past results: on

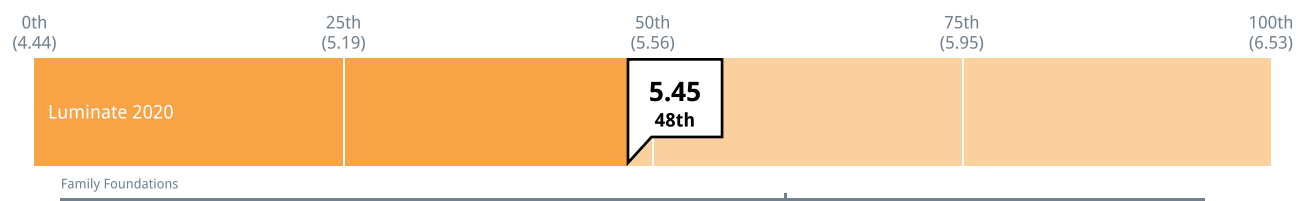
Overall, how would you evaluate the impact of all non-monetary assistance you received from Luminate relative to the financial contributions on your organization's ability to achieve its goals?

Luminate 2020

Non-monetary assistance was not at all important relative to financial contributions	37%
Non-monetary assistance was equally important as financial contributions	59%
Non-monetary assistance was significantly more important than financial contributions	3%

To what extent did Luminate's reputation lend credibility to your efforts to obtain additional funding from other sources?

1 = No impact 7 = Significant positive impact

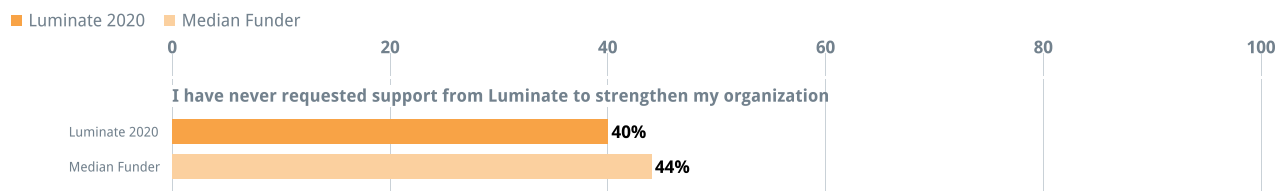


Cohort: Family Foundations Past results: on Subgroup: None

Requesting Support for Grantees' Organizations

The following question was recently added to the grantee survey and depicts comparative data from 78 funders in the dataset.

Have you ever requested support from Luminate to help strengthen your organization?



Cohort: None Past results: on

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

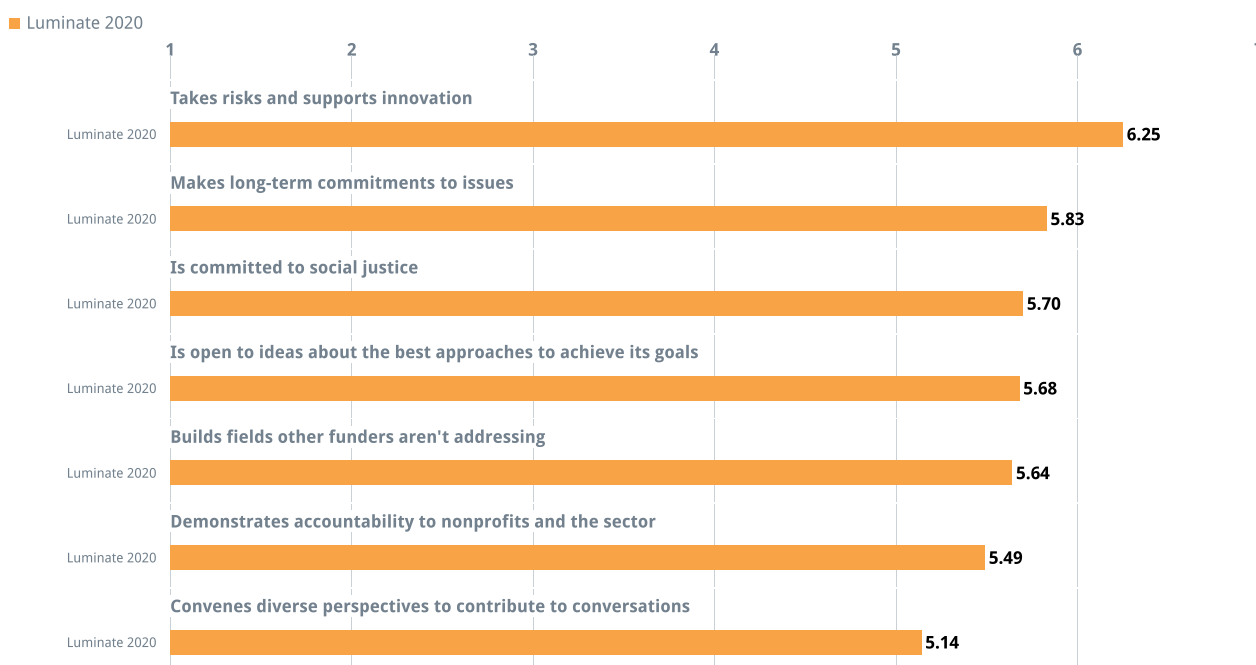


Cohort: None Past results: on

Custom Questions

Please indicate how strongly you associate Luminate with each of the following characteristics: Luminate...

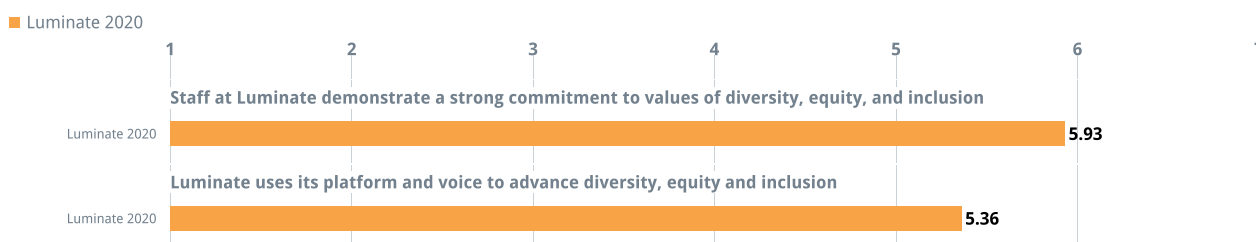
1 = Do not associate with Luminate 7 = Strongly associate with Luminate



Cohort: None Past results: on

How strongly do you agree or disagree with the following statements:

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



Cohort: None Past results: on

Grantees' Organization Characteristics

How long has your organization been in operation?

Luminate 2020

Less than 1 year	2%
1 to 4 years	21%
5 to 9 years	33%
10 years or more	44%

How many people work at your organization?

Luminate 2020

5 or less	13%
6 to 10	14%
11 to 20	23%
21 to 50	33%
More than 50	17%

Grantees' Open-Ended Comments

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

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

Luminate also added two custom open-ended questions:

- "In your work and organization, which diversity, equity, and inclusion issues are the most relevant and important?"
- "Beyond its grant(s) to your organization, what is one specific piece of non-monetary assistance Luminate could provide that would help your organization increase its impact?"

To download the full set of grantee comments and suggestions, please refer to the "Attachments" dropdown menu at the top right of your report. Please note that some comments may be redacted or removed to protect the confidentiality of respondents.

CEP's Qualitative Analysis

CEP thoroughly reviews each comment submitted and conducts comprehensive qualitative analysis on two of these questions in the GPR.

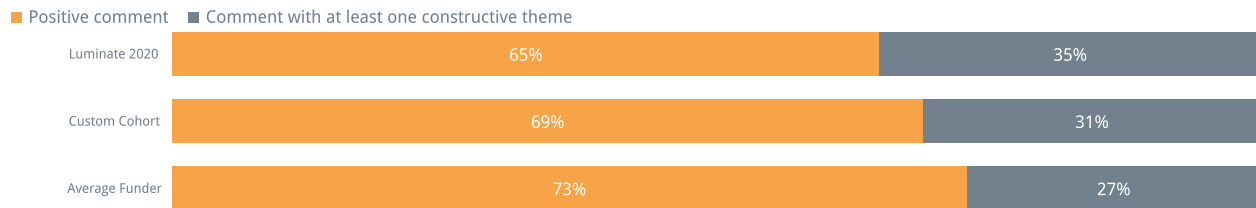
The following pages outline the results of CEP's analyses.

Quality of Processes, Interactions and Communications

Grantees were asked to comment on the quality of Luminate'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 Luminate's Processes, Interactions, and Communications



Cohort: Custom Cohort Past results: on

Grantees' Suggestions

Grantees were asked to provide any suggestions for how Luminate could improve. The 127 grantees that responded to the survey provided 75 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
Non-monetary Assistance	33%
Funder Communications	13%
Proposal and Selection Processes	13%
Funder-Grantee Interactions	11%
Grantmaking Characteristics	11%
Reporting and Evaluation Processes	5%
Other	13%

Selected Comments

Grantees were asked to provide any suggestions for how Luminate could improve. The 127 grantees that responded to the survey provided a total of 75 distinct suggestions. These suggestions were thematically categorized by CEP and grouped into the topics below.

Non-monetary Assistance (33% N=25)

- Facilitate Grantee Convenings (N = 15)
 - "Luminate could pool its grantees and encourage to set a platform where we all can exchange best practices and learn mutually."
 - "It would be great if Luminate organised regular meet and greet sessions in its countries of focus, so that the team connects with a wider potential group of grantees."
 - "More convening of experts in the area to bring people together and develop strategies or share intelligence and ideas."
 - "More interaction between organizations that are part of its donation portfolio. More spaces to share common practices, success stories and challenges. More spaces to learn about organizational challenges."
 - "I'd love to see Luminate facilitate more interaction between and among their grantees through gatherings, perhaps organized topically."
- Build Grantees' Organizational Capacity (N = 8)
 - "Luminate could provide specific instances for training people within its portfolio on key issues, both in terms of management and security, or specific content."
 - "Luminate could provide more technical assistance such as training on infographic and data visualisation."
 - "More support in a non-financial sense e.g. with governance, executive coaching, training, IT."
 - "We could (or had the expectation to) benefit more from Luminate's structure in different areas (communications, technology, etc.)."
- Introductions to Additional Donors (N = 2)
 - "Perhaps Luminate could play a more direct role in helping strategise and broker for diversified like funders."

Funder Communications (13% N=10)

- Clearer Communications about Luminate's Goals and Strategy (N = 10)
 - "Increased transparency regarding Luminate's funding priorities and grantees/investees would be a helpful improvement. This would make it easier for us to understand mission alignment and opportunities to increase the impact of our mutually supported work."
 - "If I was to offer one way to improve it would be in taking grantees aside to explain in off-the-record terms more detail about where Luminate would like the see the organization going. Perhaps Luminate is too cautious about stepping on toes or offering advice in a more straightforward way."
 - "We'd appreciate a conversation about our strategy and needs for the next two years, even if it's only to share ideas and no further support materialises. We, as a young organisation, need to learn the strategy of funders to see whether our goals are compatible."
 - "A bit more clarity in the original approach."
 - "Stronger communication about priorities at local level."

Proposal and Selection Processes (13% N=10)

- Clearer Communications about Guidelines and Timelines (N = 6)
 - "More clarity in terms of when to submit ideas, how those ideas should be received and what they are looking to assess would be really useful."
 - "Clearer processes, timelines, application forms."
 - "I'd say the proposal process could be clearer and more transparent."
- Streamline Processes (N = 4)
 - "Faster proposal processing/selection time."
 - "Make the proposal submission process simpler, less detailed and less time-consuming."

Funder-Grantee Interactions (11% N=8)

- More Frequent Interactions (N = 3)
 - "Look to converse with the partners on a regular basis."
- Alleviate Power Dynamics (N = 2)
 - "Not treating all conversations as if we're pitching for money."
- Other (N = 3)

Grantmaking Characteristics (11% N=8)

- Grant Length (N = 4)
 - "It would be helpful to have longer term horizons (multi year commitments) so we can better plan and recruit and retain talent."
 - "To give longer grants."

- Grant Type (N = 3)
 - "I would just suggest Luminate to support its partners more with core funding, this will make partner organizations more sustainable and independent in their general work."
- Other (N = 1)

Reporting and Evaluation Processes (5% N=4)

- Streamline Processes (N = 3)
 - "Annual reporting instead of semi-annual reporting."
- Other (N = 1)

Other (13% N=10)

- Focus on Diversity, Equity, and Inclusion (N = 2)
 - "Luminate should do a better job changing some of the makeup of its staff in *leadership* positions. Some of its decisions (such as launching the all-white Reset fund recently) are completely tone deaf to the society and community it purports to serve."
- Opportunities to Collaborate with Other Organizations on Proposals (N = 2)
 - "Luminate could also relaunch the United Nations small seed support funds to promote cooperation on projects between different organizations."
- Other (N = 6)

Contextual Data

Grantmaking Characteristics

Length of Grant Awarded	Luminate 2020	Luminate 2014	Median Funder	Custom Cohort
Average grant length	2.1 years	2.9 years	2.2 years	2.4 years

Length of Grant Awarded	Luminate 2020	Luminate 2014	Average Funder	Custom Cohort
1 year	21%	15%	43%	26%
2 years	41%	15%	24%	36%
3 years	34%	52%	20%	28%
4 years	3%	7%	4%	5%
5 or more years	1%	11%	8%	5%

Was the funding you received restricted to a specific use?	Luminate 2020	Average Funder
No, this funding was not restricted to a specific use (i.e. general operating, core support)	49%	22%
Yes, this funding was restricted to a specific use (e.g. supported a specific program, project, capital need, etc.)	51%	78%

Grant Size

Grant Amount Awarded	Luminate 2020	Luminate 2014	Median Funder	Custom Cohort
Median grant size	\$500K	\$1000K	\$100K	\$279K

Grant Amount Awarded	Luminate 2020	Luminate 2014	Average Funder	Custom Cohort
Less than \$10K	6%	0%	9%	2%
\$10K - \$24K	1%	0%	12%	3%
\$25K - \$49K	2%	0%	13%	5%
\$50K - \$99K	6%	4%	15%	12%
\$100K - \$149K	6%	7%	9%	10%
\$150K - \$299K	20%	7%	16%	21%
\$300K - \$499K	9%	4%	9%	16%
\$500K - \$999K	26%	26%	8%	16%
\$1MM and above	25%	52%	9%	16%

Median Percent of Budget Funded by Grant (Annualized)	Luminate 2020	Luminate 2014	Median Funder	Custom Cohort
Size of grant relative to size of grantee budget	17%	21%	4%	7%

Grantee Characteristics

Operating Budget of Grantee Organization	Luminate 2020	Luminate 2014	Median Funder	Custom Cohort
Median Budget	\$1.5M	\$2.2M	\$1.6M	\$1.7M

Operating Budget of Grantee Organization	Luminate 2020	Luminate 2014	Average Funder	Custom Cohort
<\$100K	7%	0%	8%	5%
\$100K - \$499K	14%	15%	18%	15%
\$500K - \$999K	14%	19%	13%	15%
\$1MM - \$4.9MM	41%	46%	30%	34%
\$5MM - \$24MM	19%	15%	19%	20%
>=\$25MM	6%	4%	12%	12%

Funding Relationship

Pattern of Grantees' Funding Relationship with Luminate	Luminate 2020	Luminate 2014	Average Funder	Custom Cohort
First grant received from Luminate	66%	48%	29%	38%
Consistent funding in the past	29%	41%	54%	47%
Inconsistent funding in the past	5%	11%	18%	15%

Funding Status	Luminate 2020	Luminate 2014	Median Funder	Custom Cohort
Percent of grantees currently receiving funding from Luminate	85%	92%	82%	86%

Grantee Demographics

Job Title of Respondents	Luminate 2020	Luminate 2014	Average Funder	Custom Cohort
Executive Director	57%	71%	47%	46%
Other Senior Management	22%	4%	17%	19%
Project Director	9%	14%	13%	14%
Development Director	8%	0%	8%	8%
Other Development Staff	4%	0%	8%	8%
Volunteer	1%	0%	1%	0%
Other	0%	11%	5%	5%

Please select the option that represents how you best describe yourself:	Luminate 2020	Luminate 2014	Average Funder	Custom Cohort
Female	44%	29%	63%	53%
Male	53%	57%	34%	43%
Prefer to self-identify	0%	0%	0%	0%
Prefer not to say	2%	14%	3%	3%

Funder Characteristics

Financial Information	Luminate 2020	Median Funder	Custom Cohort
Total assets	\$75M	\$244.9M	\$2287M
Total giving	\$55M	\$17.5M	\$81.4M

Funder Staffing	Luminate 2020	Median Funder	Custom Cohort
Total staff (FTEs)	44	16	62
Percent of staff who are program staff	50%	42%	44%

Grantmaking Processes	Luminate 2020	Median Funder	Custom Cohort
Proportion of grants that are invitation-only	100%	43%	92%
Proportion of grantmaking dollars that are invitation-only	100%	60%	95%

Additional Survey Information

On many questions in the grantee survey, grantees are allowed to select “don’t know” or “not applicable” if they are not able to provide an alternative answer. In addition, some questions in the survey are only displayed to a select group of grantees for which that question is relevant based on a previous response.

As a result, there are some measures where only a subset of responses is included in the reported results. The table below shows the number of responses included on each of these measures. The total number of respondents to Luminate's grantee survey was 127.

Question Text	Number of Responses
Overall, how would you rate Luminate's impact on your field?	120
How well does Luminate understand the field in which you work?	124
To what extent has Luminate advanced the state of knowledge in your field?	113
To what extent has Luminate affected public policy in your field?	87
Overall, how would you rate Luminate's impact on your local community?	91
How well does Luminate understand the local community in which you work?	92
How well does Luminate understand the social, cultural, or socioeconomic factors that affect your work?	127
How well does Luminate understand your organization's strategy and goals?	125
How consistent was the information provided by different communication resources, both personal and written, that you used to learn about Luminate?	117
How well do you understand the way in which the work funded by this grant fits into Luminate's broader efforts?	123
How often do/did you have contact with your program officer during this grant?	126
Who most frequently initiated the contact you had with your program officer during this grant?	126
Did Luminate conduct a site visit during the selection process or during the course of this grant?	118
Has your main contact at Luminate changed in the past six months?	126
Did you submit a proposal to Luminate for this grant?	126
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?	115
How much time elapsed from the submission of the grant proposal to clear commitment of funding?	109
Are you currently receiving funding from Luminate?	124
Which of the following best describes the pattern of your organization's funding relationship with Luminate?	125
How well does Luminate understand your intended beneficiaries' needs?	119
To what extent do Luminate's funding priorities reflect a deep understanding of your intended beneficiaries' needs?	118
Have you participated in a reporting or evaluation process?	126
To what extent was Luminate's reporting process...Adaptable, if necessary, to fit your circumstances?	99
To what extent was Luminate's reporting process...A helpful opportunity for you to reflect and learn?	100
To what extent was Luminate's reporting process...Relevant, with questions and measures pertinent to the work funded by this grant?	96
To what extent was Luminate's reporting process...Straightforward?	100
To what extent was Luminate's reporting process...Aligned appropriately to the timing of your work ?	0
Did Luminate provide financial support for the evaluation?	21
To what extent did the evaluation...Result in you making changes to the work that was evaluated?	24
To what extent did the evaluation...Incorporate your input in the design of the evaluation?	23
To what extent did the evaluation...Generate information that you believe will be useful for other organizations?	23
Funder-Grantee Relationships Summary Measure	114
Understanding Summary Measure	116

Question Text	Number of Responses
To what extent did Luminate exhibit the following during this grant...Trust in your organization's staff	127
To what extent did Luminate exhibit the following during this grant...Candor about Luminate's perspectives on your work	127
To what extent did Luminate exhibit the following during this grant...Respectful interaction	127
To what extent did Luminate exhibit the following during this grant...Compassion for those affected by your work	126
Was the funding you received restricted to a specific use?	126
If you have ever requested support from Luminate to help strengthen your organization, how did you determine what specific support to ask for?	
Based on what Luminate told your organization to request	126
Based on what your organization believes Luminate would be willing to fund	126
Based on what your organization needs	126
Based on the results of an assessment or evaluation	126
Not applicable - I have never requested support from Luminate to strengthen my organization	126
Please indicate all types of non-monetary assistance, if any, you received from Luminate (or a third party paid for by Luminate) associated with this funding. General management advice	127
Please indicate all types of non-monetary assistance, if any, you received from Luminate (or a third party paid for by Luminate) associated with this funding. Strategic planning	127
Please indicate all types of non-monetary assistance, if any, you received from Luminate (or a third party paid for by Luminate) associated with this funding. Financial planning/accounting	127
Please indicate all types of non-monetary assistance, if any, you received from Luminate (or a third party paid for by Luminate) associated with this funding. Development of performance measures	127
Please indicate all types of non-monetary assistance, if any, you received from Luminate (or a third party paid for by Luminate) associated with this funding. Encouraged/facilitated collaboration	127
Please indicate all types of non-monetary assistance, if any, you received from Luminate (or a third party paid for by Luminate) associated with this funding. Insight and advice on your field	127
Please indicate all types of non-monetary assistance, if any, you received from Luminate (or a third party paid for by Luminate) associated with this funding. Introductions to leaders in the field	127
Please indicate all types of non-monetary assistance, if any, you received from Luminate (or a third party paid for by Luminate) associated with this funding. Provided research or best practices	127
Please indicate all types of non-monetary assistance, if any, you received from Luminate (or a third party paid for by Luminate) associated with this funding. Provided seminars/forums/convenings	127
Please indicate all types of non-monetary assistance, if any, you received from Luminate (or a third party paid for by Luminate) associated with this funding. Board development/governance assistance	127
Please indicate all types of non-monetary assistance, if any, you received from Luminate (or a third party paid for by Luminate) associated with this funding. Information technology assistance	127
Please indicate all types of non-monetary assistance, if any, you received from Luminate (or a third party paid for by Luminate) associated with this funding. Communications/marketing/publicity assistance	127
Please indicate all types of non-monetary assistance, if any, you received from Luminate (or a third party paid for by Luminate) associated with this funding. Use of Luminate's facilities	127
Please indicate all types of non-monetary assistance, if any, you received from Luminate (or a third party paid for by Luminate) associated with this funding. Staff/management training	127
Please indicate all types of non-monetary assistance, if any, you received from Luminate (or a third party paid for by Luminate) associated with this funding. Fundraising support	127
Please indicate all types of non-monetary assistance, if any, you received from Luminate (or a third party paid for by Luminate) associated with this funding. Diversity, equity, and inclusion assistance	127
Please indicate all types of non-monetary assistance, if any, you received from Luminate (or a third party paid for by Luminate) associated with this funding. Executive coaching	127
Please indicate all types of non-monetary assistance, if any, you received from Luminate (or a third party paid for by Luminate) associated with this funding. Security assistance	127
Overall, how would you evaluate the impact of all non-monetary assistance you received from Luminate relative to the financial contributions on your organization's ability to achieve its goals?	86

Question Text	Number of Responses
How many people work at your organization?	126
How long has your organization been in operation?	126
How helpful were each of these supports in strengthening your organization's work? General management advice	29
How helpful were each of these supports in strengthening your organization's work? Strategic planning	31
How helpful were each of these supports in strengthening your organization's work? Financial planning/accounting	7
How helpful were each of these supports in strengthening your organization's work? Development of performance measures	22
How helpful were each of these supports in strengthening your organization's work? Encouraged/facilitated collaboration	56
How helpful were each of these supports in strengthening your organization's work? Insight and advice on your field	46
How helpful were each of these supports in strengthening your organization's work? Introductions to leaders in the field	53
How helpful were each of these supports in strengthening your organization's work? Provided research or best practices	21
How helpful were each of these supports in strengthening your organization's work? Provided seminars/forums/convenings	37
How helpful were each of these supports in strengthening your organization's work? Board development/governance assistance	21
How helpful were each of these supports in strengthening your organization's work? Information technology assistance	7
How helpful were each of these supports in strengthening your organization's work? Communications/marketing/publicity assistance	19
How helpful were each of these supports in strengthening your organization's work? Use of Luminate's facilities	3
How helpful were each of these supports in strengthening your organization's work? Staff/management training	15
How helpful were each of these supports in strengthening your organization's work? Fundraising support	24
How helpful were each of these supports in strengthening your organization's work? Diversity, equity, and inclusion assistance	8
How helpful were each of these supports in strengthening your organization's work? Executive coaching	19
How helpful were each of these supports in strengthening your organization's work? Security assistance	8
Please indicate how strongly you associate Luminate with each of the following characteristics: Luminate... Is committed to social justice	126
Please indicate how strongly you associate Luminate with each of the following characteristics: Luminate... Builds fields other funders aren't addressing	126
Please indicate how strongly you associate Luminate with each of the following characteristics: Luminate... Convenes diverse perspectives to contribute to conversations	125
Please indicate how strongly you associate Luminate with each of the following characteristics: Luminate... Demonstrates accountability to nonprofits and the sector	126
Please indicate how strongly you associate Luminate with each of the following characteristics: Luminate... Is open to ideas about the best approaches to achieve its goals	124
Please indicate how strongly you associate Luminate with each of the following characteristics: Luminate... Makes long-term commitments to issues	126
Please indicate how strongly you associate Luminate with each of the following characteristics: Luminate... Takes risks and supports innovation	126
How strongly do you agree or disagree with the following statements: Luminate uses its platform and voice to advance diversity, equity and inclusion	125
How strongly do you agree or disagree with the following statements: Staff at Luminate demonstrate a strong commitment to values of diversity, equity, and inclusion	126
To what extent did Luminate's reputation lend credibility to your efforts to obtain additional funding from other sources?	107
Please indicate how strongly you agree or disagree with each of the following statements: I feel that receiving future funding from Luminate is contingent on participating now in Luminate's non-monetary assistance	105
Please indicate how strongly you agree or disagree with each of the following statements: The non-monetary assistance we received was provided by people who really understood the needs of my organization	103
Please indicate how strongly you agree or disagree with each of the following statements: The non-monetary assistance we received was focused on what I believed were the most pressing needs of my organization	102

About CEP and Contact Information

Mission:

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

Vision:

We seek a world in which pressing social needs are more effectively addressed.

We believe improved performance of philanthropic funders can have a profoundly positive impact on nonprofit organizations and the people and communities they serve.

Although our work is about measuring results, providing useful data, and improving performance, our ultimate goal is improving lives. We believe this can only be achieved through a powerful combination of dispassionate analysis and passionate commitment to creating a better society.

About the GPR

Since 2003, the Grantee Perception Report® (GPR) has provided funders with comparative, candid feedback based on grantee perceptions. The GPR is the only grantee survey process that provides comparative data, and is based on extensive research and analysis. Hundreds of funders of all types and sizes have commissioned the GPR, and tens of thousands of grantees have provided their perspectives to help funders improve their work. CEP has surveyed grantees in more than 150 countries and in 8 different languages.

The GPR's quantitative and qualitative data helps foundation leaders evaluate and understand their grantees' perceptions of their effectiveness, and how that compares to their philanthropic peers.

Contact Information

Jordan Metro, Associate Manager
(415) 391-3070 ext. 175
jordanm@cep.org

Alice Mei, Senior Analyst
(415) 391-3070 ext. 217
alicem@cep.org