



SHARED LEARNING

To be an effective philanthropic partner, it helps to know what others are funding and more importantly the needs of nonprofits in our community. The Oishei Foundation prides itself on offering resources beyond its grantmaking, including being more transparent with information that can assist stakeholders in their decision-making. The following report highlights the most compelling responses from surveys conducted by Oishei beginning in 2012, where 11 local funders and 98 nonprofits shared additional insight on their strategies and organizational needs.

Survey #1: WNY Foundations – Organizational Development Needs (n=11)



- ➔ **Three-fifths** provide funding to organizations throughout “All of WNY”
- ➔ **37%** were classified as either an independent or family foundation
- ➔ **80%** have been in operation for over 10 years
- ➔ **64%** reported net assets of less than \$50 million
- ➔ **Over-half** indicated they have fewer than 5 paid staff members

Q1: What categories do you fund? *(Check all that apply)*

Only one out of every four local funders is actively engaged in funding programs/initiatives tied to racial disparities. According to a 2015 report produced by the Partnership for the Public Good, Buffalo is the sixth most segregated large metro in the nation based on a dissimilarity index¹ of 73.2%.

82%

Self-Sufficiency
/ Education

55%

General Operating Support
Organizational Capacity Bldg.
Community Building
Arts & Culture

46%

Scholarships
Regional Assets
Economic Development
Health/Medical Research

27%

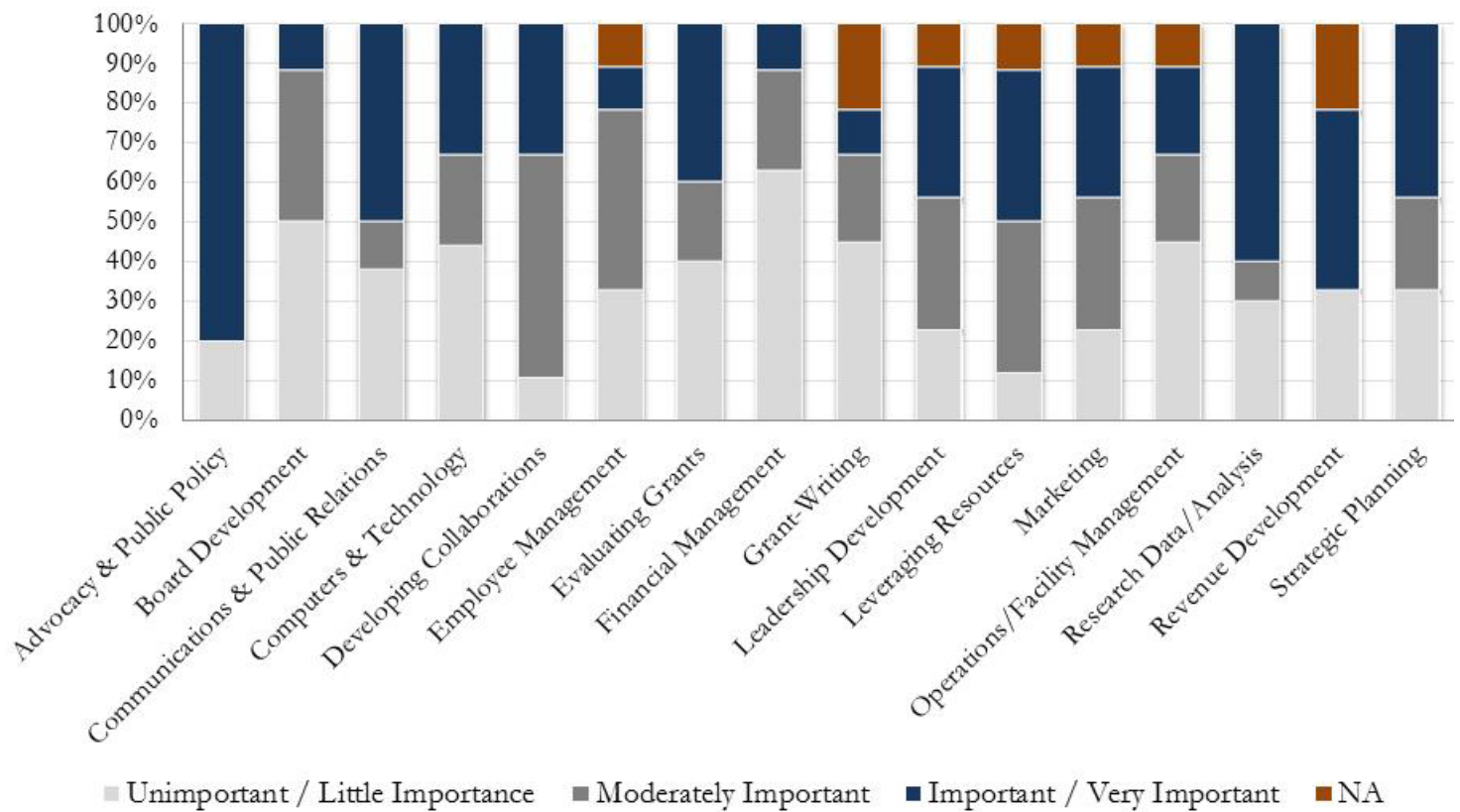
Racial Disparities

¹ Demographic measure of inequality that represents the percentage of one racial group that would need to relocate to another geographic area in order to have equal distribution.



Q2: Please rank by level of importance your foundation’s needs/areas of improvement.

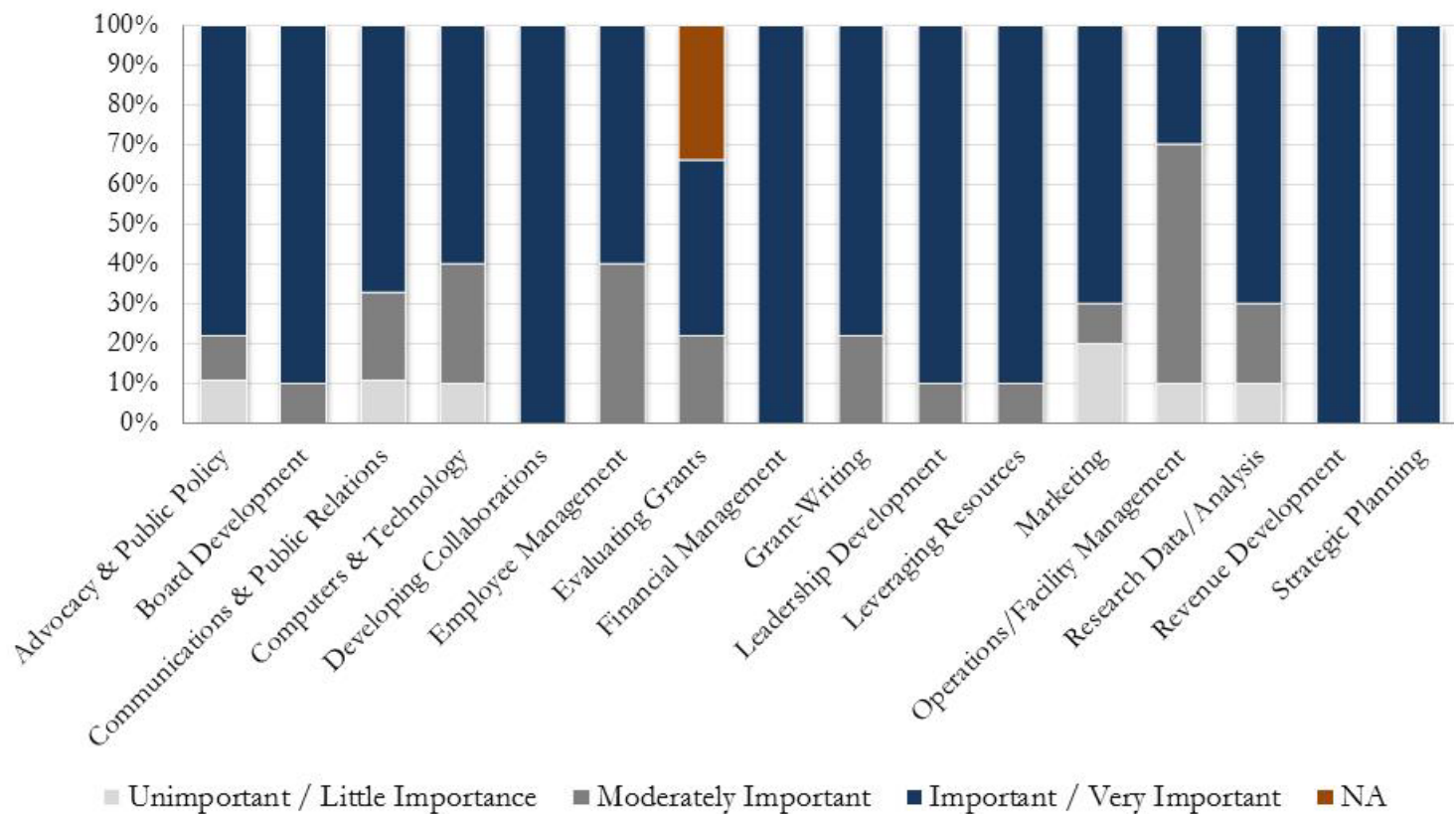
Among surveyed foundations, the three most important needs/areas of improvement include Advocacy and Public Policy (80% of respondents), followed by Research Data/Analysis (60%) and Communications /Public Relations (50%). Based on this information it is evident that area foundations continue to be focused on creating long-term sustainable impact, whether it is playing an active role in shaping advocacy/public policy, remaining knowledgeable about critical issues in the community or communicating opportunities and successes.





Q3: Please rank by level of importance what your foundation views as organizational development needs in the nonprofit community?

Foundations in general are closely tied to their grantmaking, therefore their experiences can offer a unique perspective on the organizational needs of local nonprofits. Among the 16 available responses for this question, four in particular were singled out by all 11 foundations (100%) as being the most important organizational development needs in the nonprofit community; **Developing Collaborations, Financial Management, Revenue Development and Strategic Planning.**





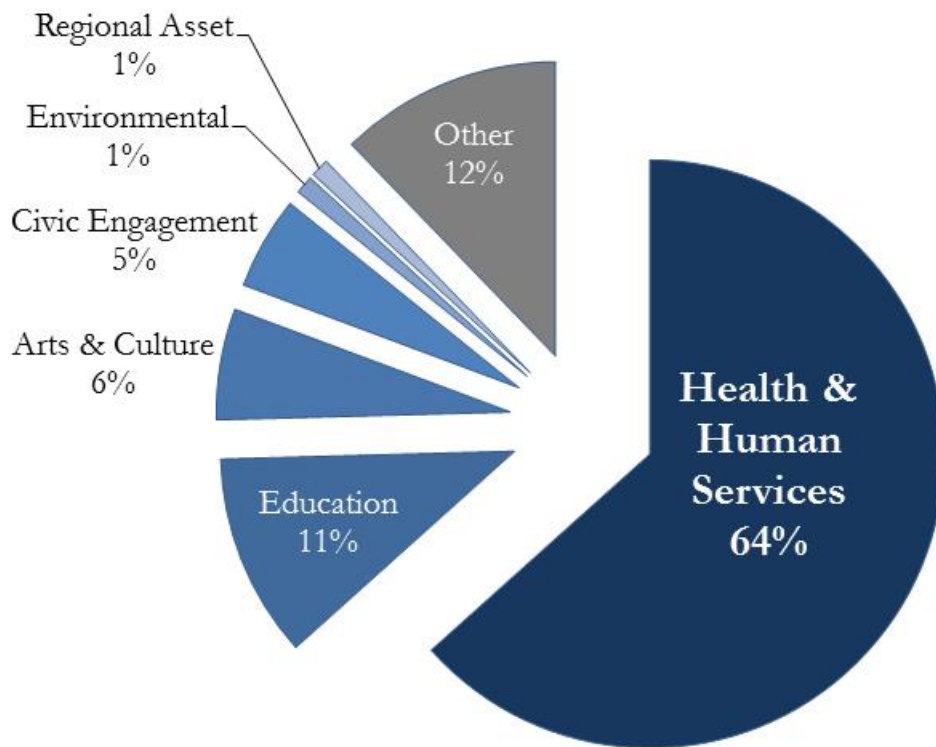
Survey #2: WNY Nonprofits – Organizational Development Needs (n=98)



- ➔ **48%** provide services to “All of WNY”
- ➔ **86%** have been in operation for over 10 years
- ➔ **Nearly-half** indicated they have an annual operating budget \geq \$1 million
- ➔ **Over 40%** have either not conducted or are not aware that they have conducted a needs assessment
- ➔ **66%** indicated “funding” as their primary barrier to accessing organizational development services.

Q1: What type of nonprofit organization are you?

The largest percentage of nonprofits participating in the survey (64%) reside in the Health & Human Services sector, followed by Education (11%) and Arts & Culture (6%).





Q2: Whom does your organization primarily serve? *(Check all that apply)*

The majority of nonprofits featured in this survey (72%) primarily serve individuals in need of services, support or assistance, indicative of nearly two-thirds representing the health and human services sector.

72%

Individuals in need of services, support or assistance

39%

The WNY community

20%

Other (youth, refugees, veterans, disabled, etc.)

15%

Nonprofit organizations

Q3: Please rank by level of importance your organization's needs.

Similar to foundations, nonprofits were also asked to identify their most important organizational development needs, which they indicated as being **Revenue Development (84% of respondents), Grant Writing or Fundraising (82%), Communications & Public Relations (76%) and Marketing (76%)**. Based on this information, a few discrepancies exist between what foundations view as a priority and what is considered most important among nonprofits. This further emphasizes the importance of conducting an independent needs assessment, specific to identifying and prioritizing the organizational needs of the nonprofit beyond pre-conceived assumptions.

