Philanthropy and MN’s Nonprofit Sector
Changes in Philanthropy

- **Who is Giving** - Less money overall from individuals, coming from fewer people

Changes in Philanthropy

- How People are Giving
  - Donor Advised Funds
  - Bcorps and LLCs doing charitable work
  - “Venture philanthropy”

Source: National Philanthropic Trust 2018 DAF Annual Report
MN’s Nonprofit Sector

- 92% of MN nonprofits have annual budgets <$5 million
- Of those, 30% had 90% or more of total revenue from contributions
Equity and Participatory Approaches

- Who benefits? Does it reinforce current inequities?
- Philanthropy that engages those impacted by the work:
  - Grassroots Fundraising
  - Participatory Grantmaking
  - Community wealth building

Image credit: https://www.issuelab.org/new-special-collection-participatory-grantmaking
MCN’s Upcoming Work

- Public Policies to Expand Charitable Giving Incentives
- Donor Advised Funds Working Group Resources
- GrantAdvisor
- Resources (Grants Directory, MN Foundations event)
- Research (Nonprofit Economy Report)
Happy birthday, GrantAdvisor!

In the past two years...

>420 reviews about 77 MN Foundations
36 MN Foundations appointed key contacts
Number of reviews written by state
Top 5 MN Foundations

Overall Score

1. Charles K Blandin Foundation - Grand Rapids, MN - 18 Survey Respondents
- “Reach out to a program officer and build a personal relationship. They're extremely accessible, and it'll be worth your time.”

2. Minneapolis Foundation - Minneapolis, MN - 12 Survey Respondents
- “Call and talk to the program officers at the foundation before you move forward with a grant request. They are very transparent, straight shooters who”

3. Medica Foundation - Minnetonka, MN - 11 Survey Respondents
- “Call the funder first and make sure it seems likely that your project will be considered eligible before applying.”

4. Pohlad Family Foundation - Minneapolis, MN - 11 Survey Respondents
- “Grant is involved and could be in two parts. The first may be (depending on the grant) is to write an LOI then if you are selected as we were, a full”

5. Mary's Pence - Saint Paul, MN - 10 Survey Respondents
- “You have to have a program that supports women in the U.S. Although we were told we could reapply for a program in Haiti, they did not fund us in 201”
Top 5 MN Foundations Most Reviewed

<table>
<thead>
<tr>
<th>Foundation</th>
<th># of Respondents</th>
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<tbody>
<tr>
<td>Otto Bremer Trust</td>
<td>38</td>
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<tr>
<td>Bush Foundation</td>
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<tr>
<td>Wells Fargo Foundation</td>
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<td>Blandin Foundation</td>
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Find a Funder

Advanced Search

Sort By
- Funder Accessibility
- Hours Per Application
- Needs Reviews
- Overall Score
- Recently Reviewed
- Success in Meeting Goals

Filter By Location
- City
- Zip Code

Filter By Tags
- Positive leader in the field
- gives more than money
- Risk taker
- Culturally sensitive
- Insightful
- Likes site visits
- "Gets" nonprofits and issues
- Openminded
- Responsive
- Inadvertently exerts negative influence in the field
- Doesn't provide resources beyond money
- Doesn't "get" nonprofits and issues
Overview

What was the overall relationship with the funder?

- 86% (Smiley Face)
- 14% (Sad Face)

How many hours did the grant application process take?

- Less than 5 hours: 3
- 5 to 10 hours: 6
- 10 to 15 hours: 2
- More than 15 hours: 4

Median: 8 hours

How would you rate this funder's accessibility?

- 60% (Smiley Face)
- 40% (Sad Face)

How successfully do you think the funder is accomplishing its current philanthropic goals?

- 75% (Smiley Face)
- 25% (Sad Face)

Top descriptors for this funder

- Builds relationships: 9
- Friendly: 7
- Responsive: 6
- Worth the time to pitch: 6
- Gives more than money: 4
- Openminded: 4
- "Gets" nonprofit: 2

May 03, 2019

Grant Applicant - applied in 2019

3Mgives is very dedicated to enhancing the philanthropy experience for their employees. They align all of their giving (grants, in-kind, sponsorships) with employee participation. Best tactic is to engage 3M employees and encourage them to be advocates for your organization. It's benefited us in many ways - volunteerism, increased giving, constant in-kind donations, board leadership, and more.