



ANNOTATED NGO'S SURVEY

August 11, 2015
200 Respondents

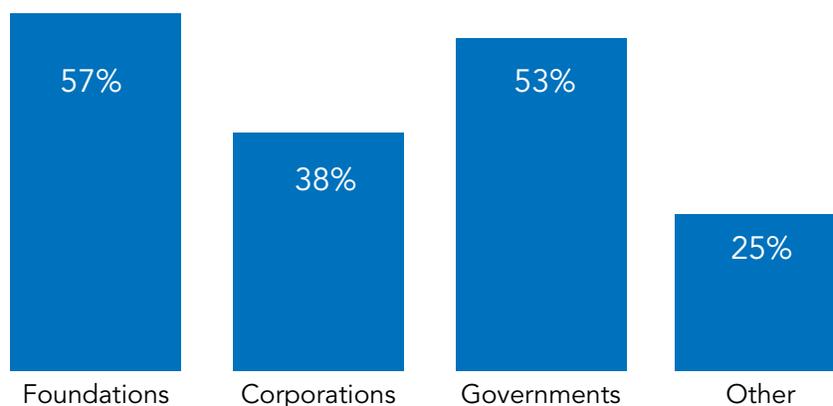
Survey Intro:

Open Road is interested in how foundations address contingency funding among their grantee portfolio and in how NGOs manage the need for contingency funding. In this survey, contingency funding refers to the unexpected need for additional funding due to disruptive events that threaten the success of the project. Open Road is also interested in how well NGO's and funders communicate when a project is disrupted by an unforeseen event. To thank you for your participation we will be sharing the results and inviting you to participate in a webinar on this topic conducted by Laurie Michaels, the Founder of Open Road Alliance and Warren Cormier, CEO of Boston Research Technologies. Please be assured your answers are anonymous and held in complete confidentiality. Your responses will be combined with all other respondents to produce a nationwide profile.

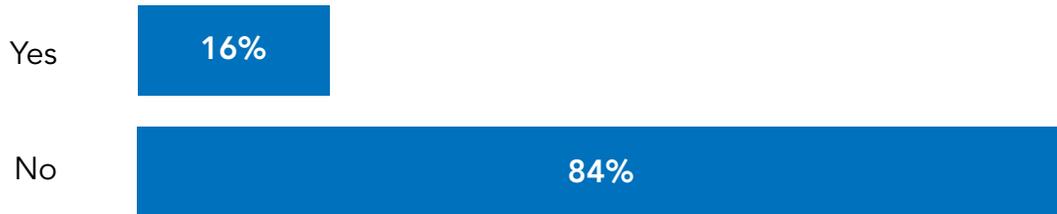
The next few questions are referring to any other requests for additional funding during the lifetime of the grant related to unforeseen disruptive events. We are not including catastrophic natural disasters such as, for example, the earthquakes in Nepal and Haiti in which there are requests for funding for disaster relief. The requests we are interested in are related to specific projects for which money has already been granted.



1. From what types of funders does [organization name] receive at least 20% of its annual funding? Select category below if it is a perfect match, otherwise record answer. Accept multiples.



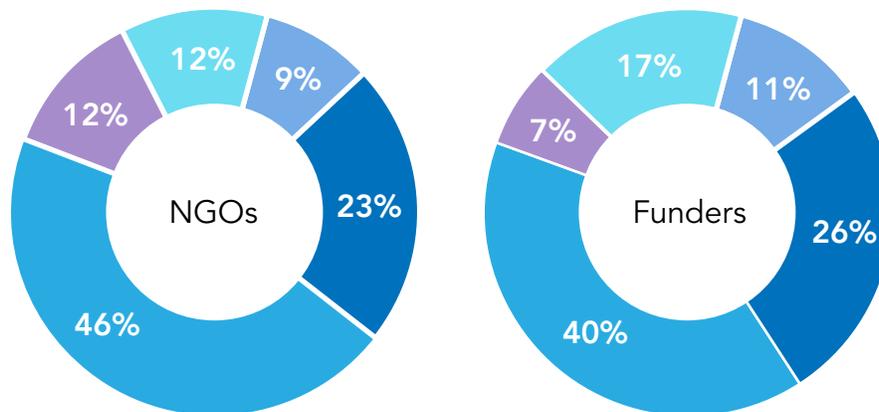
2. In the past 12 months, have any of your projects required additional funds beyond the original budget due to disruptive events?



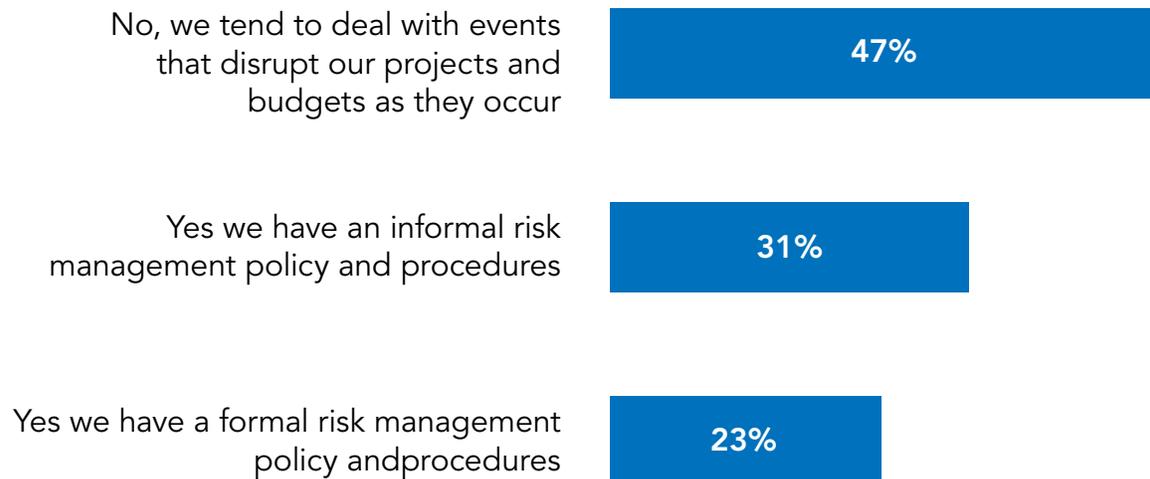
3. In the past 12 months, how many of your projects have required additional funds beyond the original budget due to disruptive events?



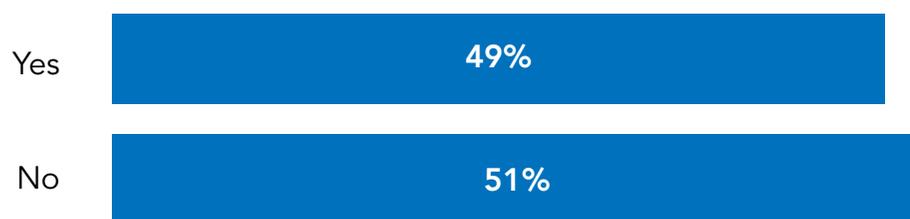
4. In the next 12 months, how likely is it that any of your projects will require additional funds beyond their original grant due to disruptive events?



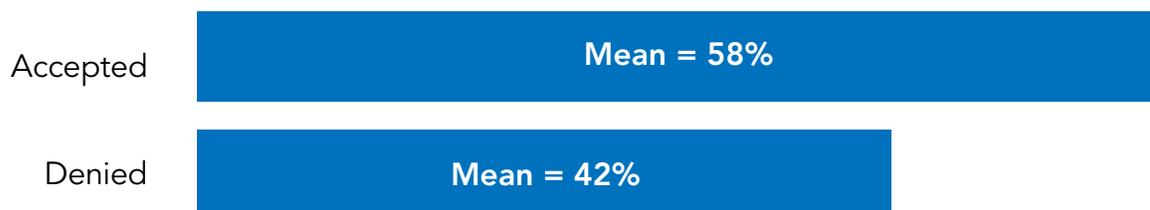
5. Does [organization name] keep detailed records and analyze past experiences regarding the need for additional funds? Would you say...?



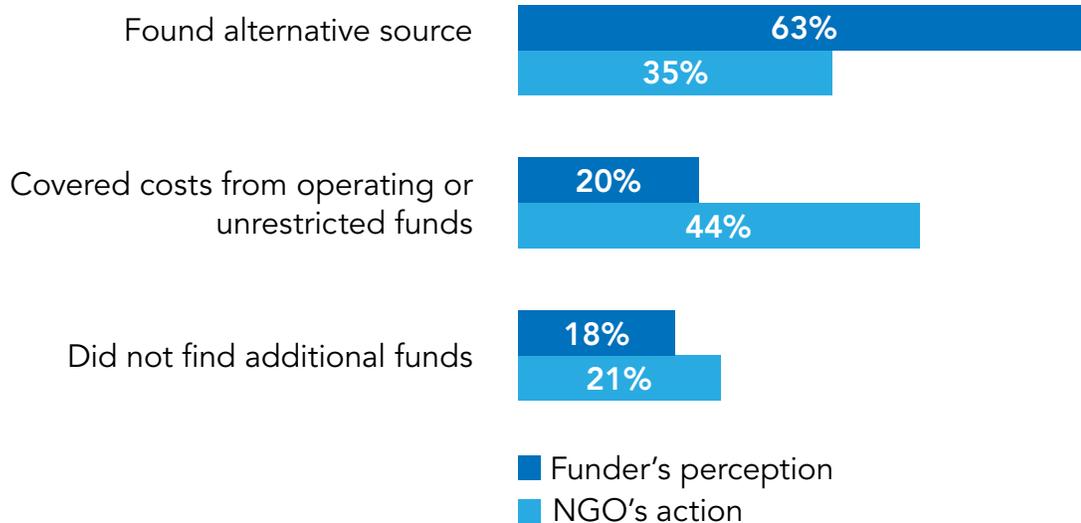
6. Have you ever approached a funder with a request for additional funds off-cycle?



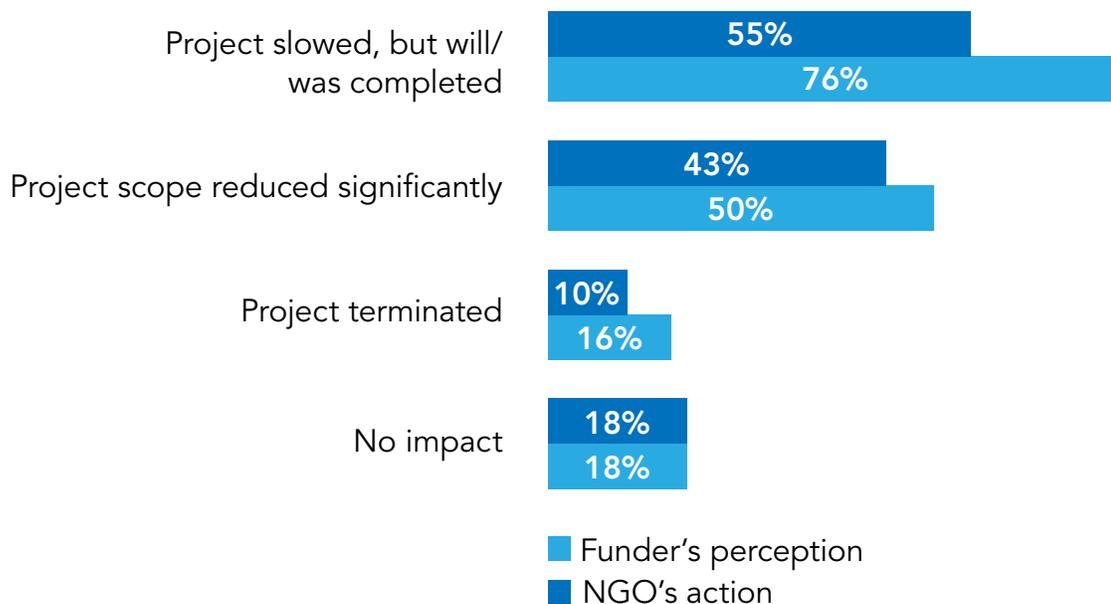
7. What percent of those cases were denied as opposed to accepted?



8. We know it depends on the specific project, but generally, what has happened to projects when you are denied a request for additional funding? Please tell which, of the following statements describes what happened with funding? (Allow one response)



9. Please tell which, of the following statements describes the effect on those projects? Answer Yes/No for each option. All percentages reflect Yes answers.



10. What percentage of your funders have you found are sympathetic to the possibility that unforeseen events could possibly require additional funding?

Mean = 47%

11. What percentage of your funders have you found willing to provide [organization name with additional funding when the need arises?

Mean = 39%

12. Have you ever had a funder decide not to follow through on funds they had committed to [organization name]?

Yes

20%

No

80%

13. What percentage of RFPs that you complete ask you to detail during the application process the possibility that your project will require additional funding because of a disruptive event?

Non-Profits

13%

87%

Funders

24%

76%

■ Ask

■ Don't ask

14. In your role at [organization name] how comfortable do you feel discussing the possible need for additional funding with your funders during the proposal process?

Scale	Percent
Very Comfortable	35%
Somewhat Comfortable	25%
It's not an Issue	29%
Somewhat Uncomfortable	7%
Very Uncomfortable	6%

* 77% of funders said that their NGO's feel comfortable discussing the possible need for additional funding during the proposal process

15. In your role at [organization name] how comfortable do you feel discussing the possible need for additional funding with your funders during the proposal process?

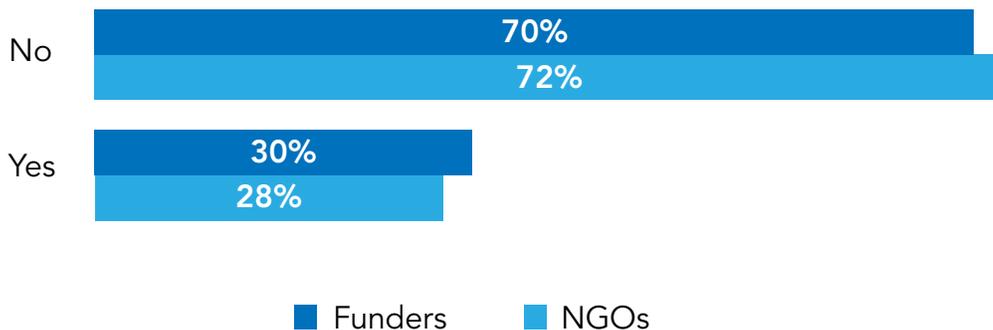
Scale	Percent
Very Comfortable	28%
Somewhat Comfortable	24%
It's not an Issue	27%
Somewhat Uncomfortable	14%
Very Uncomfortable	8%

* 57% of funders said that their NGO's feel comfortable discussing the possible need for additional funding after the grant has been made

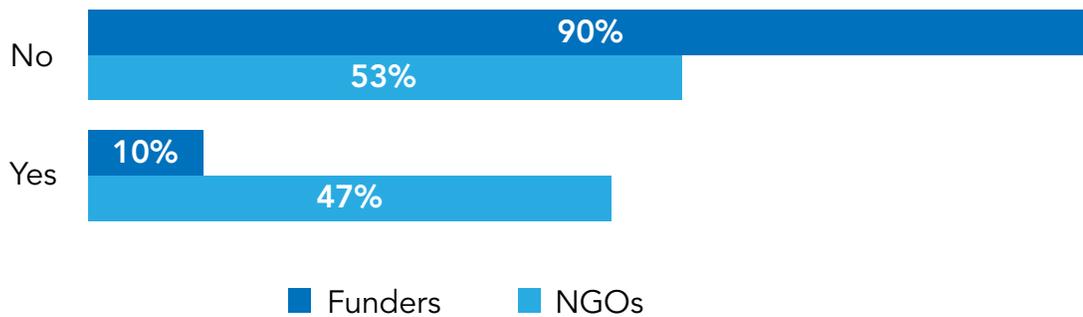
16. Does [organization name] have a risk management policy? By that, I mean an established practice, policy, or procedures to handle unscripted events and may require contingency funding?



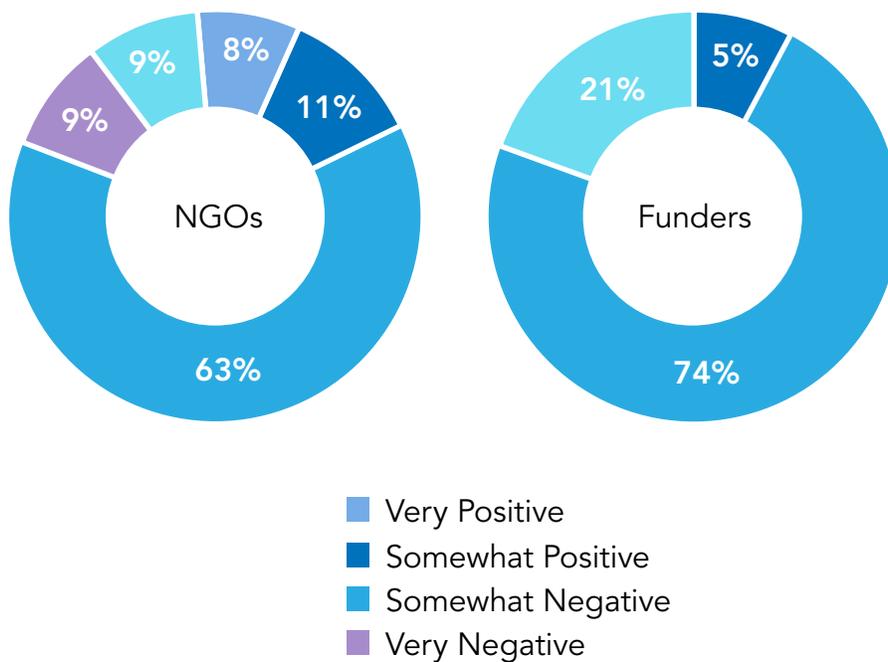
17. Does [organization name] have a clear policy or procedure to follow when you communicate with your funders about the need for additional funding in the event of unexpected circumstances?



18. If you go to your funders with a request for additional grant money in the event of unexpected circumstances, do you feel it impacts their likelihood of awarding you future grants?



19. Is that impact...?

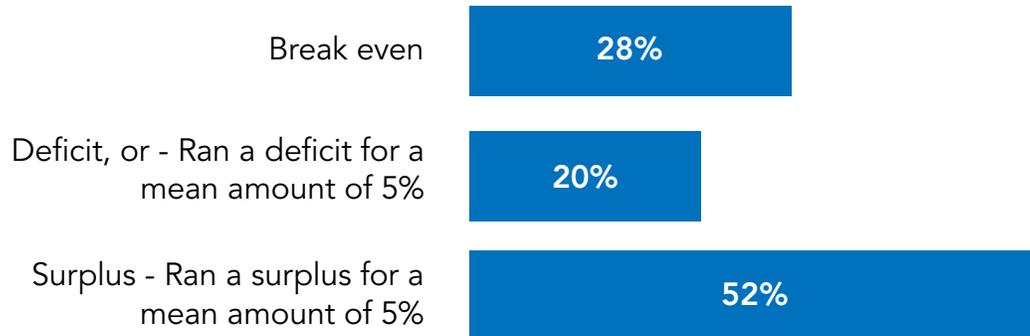


FIRMOGRAPHICS

20. What is your fiscal year operating budget?

Mean = \$5.1 Million
Median = \$1.1 Million

21. Did you end fiscal year 2014 with a:



22. How many months of GOS do you typically have available in your general accounts?

Mean = 3 months
11% have none

23. How many full-time employees does [organization name] have?

Mean = 23
Median = 6