

## Catholic Foundation Survey 2019

### 1. Welcome to Our Survey

Welcome!

This survey is for Catholic Operating Foundations, whether independent or not. We welcome all to participate and results will be provided in early May to all who purchase the results.

This survey has about 200 questions (depending on skip logic). It may take 90 minutes or more to complete.

The survey can be completed in stages, and saved for future input, up until the deadline. The "Next" button saves the information on that page. The URL is associated with the email sent from Survey Monkey and can be shared within each foundation.

Please have the following available to help you answer this Survey:

**Financial Summaries, including:**

- Assets at the beginning and end of your fiscal year
- Fundraising & Revenue Activities for the year
- Budget & Expenses for the year
- Planned Gift Statistics

**List of software used**

**Dashboard/Key Metrics**

**Strategic/Long-Range Plan**

**Knowledge of Key Marketing plans & effectiveness**

**Key Policies**

**Board/Governance**

**HR Benefits & PTO policies**

**Gift Acceptance Policies**

**Database Policies & Procedures**

**Grants Policies & Procedures**

At the end of this survey, we will ask if you are willing to share some key documents used. These documents will be made available to all who purchase the survey as an appendix, for information only. Contents will not be summarized or compared.

Thank you for participating. Through sharing of information we can all improve our ministry.

## Catholic Foundation Survey 2019

### 2. General

**\* 1. Year Foundation was established**

**\* 2. Organization Name**

**\* 3. Geographic area your foundation serves.**

**4. Size of Community**

# of Counties

# of Parishes

# of Catholic Households

# of Constituents in Database (Donors + Grant applicants + Other)

**\* 5. Chief Executive's Title**

**\* 6. Chief Executive's Start Date**

**\* 7. Name of Foundation's Chief Executive**

**\* 8. Primary Contact**

Main Contact Name (if different than above)

Main Contact Email Address

**\* 9. What is your Fiscal Year End?**

- December 31
- June 30
- Other

### 3. General - Key Statistics

We understand everyone has slightly different language for types of funds. Please fit your answer in the categories listed below as best you can. Here are some definitions to help.

Category	Definitions & Examples
Institutional Endowments	aka: "Designated" or "Beneficiary" These funds typically have one payee, grants/distributions are typically set by fund purpose and cannot be changed (example: one parish's fund cannot grant to a different parish). These funds are typically donor restricted and permanent.
Field of Interest Endowments	aka: "Area of Interest" These funds typically have multiple payees, grants/distributions are determined by the foundation (and may change over time) based on a set purpose that cannot be changed. These funds are also typically donor restricted and permanent, but recipients are determined by an open application process.
Scholarship Funds	Grants are typically determined based on student applications as opposed to a lump sum given to one institution. Three most common types are "needs based," "merit based," or "institution benchmark based." Although applications are often per student, payees are typically made to the institution. Most funds, but not all, are endowed.
Agency Funds	These are fund to which the foundation doesn't hold title. It acts as an investment/savings account that the beneficiary may still own and withdraw at any time for any purpose.
Donor Advised Funds	aka "DAFs" These funds are typically for consolidated giving. A selected advisor (typically the same person as the donor) can advise grants from the fund to valid 501c3 organizations only.
Unrestricted Endowment for Operations	An endowment to support the operations of the Foundation (non-reserve fund). The annual grants may go into either an operating reserve account or be spent on operating activities.
Unrestricted Endowment for Grantmaking	An endowment whose primary purpose is to make external grants without a set definition of grantee/purpose restricted by the donor. Typically the grant purposes are reviewed/adjusted from time to time as priorities change by the Board.
Other	Examples include... Building/Capital Improvement fund Charitable Gift Annuity (CGA) assets Other Testamentary Gifts Reserve Accounts

Please use your **Fiscal Year & Fiscal Year End** to answer the questions below.

Answers requiring numbers should not be formatted (example "\$50 Million" should be answered as "50000000")

**\* 10. What types of funds/products do you offer? (check all that apply)**

- Institutional Endowments
- Field of Interest Endowments
- Scholarship Funds
- Agency Funds
- Donor Advised Funds
- Unrestricted of Endowment for Operations
- Unrestricted Endowment for Grantmaking
- Life Products: Charitable Gift Annuities, Charitable Remainder Trusts, etc.
- Other (please specify)

**\* 11. Please describe your basic admin fee structure per fund type**

Institutional Endowments

Field of Interest Endowments

Scholarship Funds

Agency Funds

Donor Advised Funds

Unrestricted or Endowment for Operations

Unrestricted Endowment for Grantmaking (endowed Only)

Life Products: Charitable Gift Annuities, Charitable Remainder Trusts, etc.

Other Fund Types

**12. Do you have other types of fees? If so please explain**

Examples of other types of fees include (but are not limited to)

- Trustee Services
- Speaking Fees
- Other Service related revenue

**Catholic Foundation Survey 2019**

**4. General - Key Statistics**

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Please use your **Fiscal Year & Fiscal Year End** to answer the questions below.

Answers requiring numbers should not be formatted (example "\$50 Million" should be answered as "50000000")

**\* 13. Current invested assets by fund type (\$ amt)**

Institutional Endowments

Field of Interest Endowments

Scholarship Funds

Agency Funds

Donor Advised Funds

Unrestricted Endowment for Operations

Unrestricted Endowment for Grantmaking

Other

Total

**\* 14. Number of funds by fund type (at fiscal year end)**

Institutional Endowments

Field of Interest Endowments

Scholarship Funds

Agency Funds

Donor Advised Funds

Unrestricted Endowment for Operations

Unrestricted Endowment for Grantmaking

Other

Total



**\* 15. Dollar amount collected in most recent fiscal year by fund type**

Institutional Endowments

Field of Interest Endowments

Scholarship Funds

Agency Funds

Donor Advised Funds

Unrestricted Endowment for Operations

Unrestricted Endowment for Grantmaking

Other

Total

**\* 16. Number of new funds started in recent fiscal year by fund type**

Institutional Endowments

Field of Interest Endowments

Scholarship Funds

Agency Funds

Donor Advised Funds

Unrestricted Endowment for Operations

Unrestricted Endowment for Grantmaking

Other

Total

**\* 17. Dollar amount granted/disbursed/withdrawn in most recent fiscal year by fund type**

Institutional Endowments

Field of Interest Endowments

Scholarship Funds

Agency Funds

Donor Advised Funds

Unrestricted Endowment for Operations

Unrestricted Endowment for Grantmaking

Other

Total

**\* 18. Number of grants/disbursements/withdrawals in recent fiscal year by fund type**

Institutional Endowments

Field of Interest Endowments

Scholarship Funds

Agency Funds

Donor Advised Funds

Unrestricted Endowment for Operations

Unrestricted Endowment for Grantmaking

Other

Total

**Catholic Foundation Survey 2019**

**5. Independence**

**\* 19. Are you independent from the Arch/Diocese?**

Yes

No

**Catholic Foundation Survey 2019**

**6. Independence & Governance**

**20. Do you have a separate canonical designation?**

- Yes
- No

**21. If yes, what is it?**

- Public Juridic Person
- Autonomous Pious Foundation
- Other (please specify)

**22. Is your Foundation is included in 1946 IRS group ruling (\* in Official Catholic Directory)**

- Yes
- No

**\* 23. Do you have corporate members?**

- Yes
- No

**24. If you have corporate members, who are they?**

**\* 25. Please check all that apply:**

- The Bishop is on the Board
- The Bishop chairs the Board
- An auxiliary Bishop is on the Board
- A Vicar General or Moderator of the Curia on the Board
- Any arch/diocesan staff as ex officio (examples CFO, Director of Stewardship, etc.)
- Any other clergy on the Board
- Diocesan staff can be on the Board
- The Foundation shares space or other benefits with the arch/diocese
- Foundation employees are arch/diocesan employees
- Bishop approves all grants
- Bishop approves a majority of board members
- Bishop approves a minority of board members
- None of the Above
- Other, please explain here

**\* 26. Do you file a 990 separate from your local Arch/Diocese**

- Yes
- No

**\* 27. Has your independence directly benefited you from any Arch/Diocesan bankruptcy or litigation that you know of**

- Yes
- No
- Not Applicable

**\* 28. What is the role of the board?**

- Governance
- Advisory

**\* 29. What is the size of your Board?**

**\* 30. What is the CEO's role on the Board?**

- Voting Member
- Non-Voting Member
- Non-Member

**\* 31. To whom does the CEO officially report? (choose best answer)**

- Board chair
- Executive committee
- Entire board
- Arch/Diocesan executive
- Other (please describe)

**\* 32. What is the Board and committee's role in deciding compensation? (choose best answer)**

- Decide CEO compensation only
- Decide CEO and executive staff compensation
- Decide all staff compensation
- Overall budget only

**\* 33. What committees are currently active at your Foundation? (check all that apply)**  
**Please try to fit your committees into the categories below as much as possible before filling out "Other."**

- Executive
- Finance (with or without Investment)
- Investment only
- Marketing/Development/Communications
- Gift Acceptance/Special Gifts
- Grants/Awards
- Audit
- Nominating/Membership
- Strategic Planning/Long-range Plan
- Events
- Emeritus
- Board Development/Engagement
- Others (please specify)

**\* 34. Do you have non-board members serving on committees?**

- Yes
- No

**\* 35. Do you have non-Catholic board members?**

- Yes
- No

**\* 36. Do you have non-Catholic committee members?**

- Yes
- No



**37. Normally, board members are found through parishes, advisors, and direct connections. If you have a unique way of finding board member prospects, please describe it here.**

**\* 38. How long is your term for board membership?**

- 1 year
- 2 years
- 3 years
- 4 years
- >4 years
- Hybrid (i.e. one 4 year term followed by one 2 year term)
- Open-ended

**\* 39. How many terms can a board member serve?**

- 1
- 2
- 3
- 4
- >4

**\* 40. Do you have a documented strategic plan/long-range plan?**

- Yes
- No

## Catholic Foundation Survey 2019

### 9. Strategic Plan

**41. How often (in years) do you refresh your strategic plan/long-range plan?**

42. How many years does your strategic plan/long-range plan encompass?

## Catholic Foundation Survey 2019

### 10. Financial Information

43. How often does the board go out for bids on auditors?

- 3 years
- 5 years
- As needed
- Other (please specify)

\* 44. What is your total annual budget?

Fill this the question below however you would fill out section IX (9) of the 990 form (lines 5-26)

\* 45. What is your total annual budget by the categories below?

Development/Marketing  
Expenses

Program Related  
Expenses (excluding  
actual grants)

Operations &  
Management Expenses

\* 46. What is your budget as a percentage of invested assets? Don't include % sign, answer b/w 0 - 100 with as many decimal places as you know (example 12.5 = 12.5%)

\* 47. What is your payroll (excluding benefits) as a percentage of your total budget? Don't include % sign, answer b/w 0 - 100 with as many decimal places as you know (example 12.5 = 12.5%)

**\* 48. What is the size of your staff?**

Number of Full Time  
Staff

Number of Part Time  
Staff

**\* 49. Please list total Full Time Equivalent (FTE).**

Use formula:  $\text{Hrs PT work week} / \text{Hrs FT work week} = \% \text{ FTE}$

(Example: 2 FT + 1 PT who works 25hrs/40hrs = total FTE of 2.625)

**\* 50. What are your total assets per FTE?**

**\* 51. How many funds do you have per FTE?**

**52. Do you model FTE growth? (e.g. based on number of funds, size of assets)**

Yes

No

**\* 53. What is your total in administration fees as a percentage of budgeted revenue? Don't include % sign, answer b/w 0 - 100 with as many decimal places as you know (example 12.5 = 12.5%)**

**\* 54. What is your total in administration fees as a percentage of average total assets? Don't include % sign, answer with as many decimal places as you know (example 12.5 = 12.5%)**

**\* 55. What percentage of your operating budget is covered by fees? Don't include % sign, answer b/w 0 - 100 with as many decimal places as you know (example 12.5 = 12.5%)**

**56. If fees cover less than 100% of your operating budget, what are your other sources of revenue (aka "how do you cover your operating expenses")? Please check all that apply.**

- Operating endowment
- Unrestricted donations
- Events
- Service revenue
- Arch/Diocesan supplement
- Board member donations
- Operating reserve
- Other (please specify)

**\* 57. Do you maintain an operating reserve?**

- Yes
- No

**Catholic Foundation Survey 2019**

**11. Operating Reserve**

**58. What is the size of your operating reserve, in dollars?**

**59. What is the size of your operating reserve as a percentage of annual budget? Don't include % sign (example 12.5 = 12.5%)**

**Catholic Foundation Survey 2019**

**12. Employee compensation and benefits**

**\* 60. How do you determine salary increases?**

- Cost of living only
- Benchmarking
- Other (please specify)

**61. If you benchmark, what national sources do you recommend?**

**\* 62. In which positions is there a variable component of compensation? (choose best answer)**

- CEO only
- CEO & select employees
- All full time employees
- All employees
- No employees

**63. What benchmarks are tied to the compensation of your major gift officers? (please check all that apply)**

- N/A
- Number of touches/visits
- Number of new donations
- Dollar amount of new donations
- Number of new signed testamentary intentions
- Other key performance standards (please specify)

**\* 64. What benefits do you offer your full-time employees? (check all that apply)**

- Retirement account
- Employer matching for retirement
- Employer contributions other than match for retirement/pension
- Employer funded Health Savings/Flex Spending Account
- Health insurance
- Life insurance
- Additional insurance for STD, LTD, or AD&D
- Personal development/education
- Other (please specify)

**\* 65. What number of paid holidays do you provide to full-time employees?**

**\* 66. Do you combine vacation & sick days into one paid-time-off (PTO) category?**

- Yes
- No

**67. Do you offer the following CEO-only benefits? (please check all that apply)**

- Deferred compensation
- Car allowance
- Professional liability insurance
- Professional membership dues/classes
- Cell phone use
- Personal financial planning services
- Additional vacation time
- Other (please specify)

68. If you belong to any associations which you believe have great value, please list them.

## Catholic Foundation Survey 2019

### 13. IT/Software

69. Please identify the software packages you use for the following purposes.

Please put "N/A" for categories which you do not use a software package, and list which version not just vendor (example: "RE7" or "RENXT" not "Blackbaud").

Customer Relationship Management

Financials

Grantmaking Database

User Web Portal (e.g. Donor Central, Not WordPress)

Online Gift Processing

Email Marketing (e.g. Constant Contact)

Intranet Communications (e.g. Slack)

\* 70. How much do you spend annually on software? Please answer as a number (example: represent "\$50K" as "50000" without punctuation)

**\* 71. Do you plan to make any changes in your software in the next 12 months? If so, why?**

- No
- Yes (please explain)

**72. Do you plan to make any changes in who hosts your software in the next 12 months? If so, why?**

- No
- Yes (please explain)

**73. Who in your office does data entry for your CRM? (check all that apply)**

**Please try to fit staff into the following categories as best you can before choosing "Other."**

- We don't use a CRM
- CEO
- Major gift officers
- Other development staff
- Administrative personnel
- Data entry personnel
- Volunteers
- Other (please specify)

## Catholic Foundation Survey 2019

### 14. Blackbaud

**\* 74. Do you use Blackbaud?**

- Yes
- No



**Catholic Foundation Survey 2019**

**15. Blackbaud (Cloud)**

**75. Are you running Blackbaud products in a cloud environment?**

Yes

No

**Catholic Foundation Survey 2019**

**16. Blackbaud (Cloud)**

**76. Which products and what version of the software are you running?**

**77. Who hosts your cloud environment?**

**78. Do you do any testing internally prior to installing a new update?**

Yes

No

**79. Who does your internal testing?**

**80. How much do you spend annually on Blackbaud products and services?**

**Catholic Foundation Survey 2019**

**17. Marketing**

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**81. What is your "elevator pitch?" (maximum of 200 words)**

**82. What general marketing/outreach do you do throughout the year? (please check all that apply)**  
**These are messages about the Foundation generally, not specific fund, event, or program promotions.**

- Annual mailing/letters
- Annual Report/Newsletter
- Quarterly mailings
- Quarterly emails
- Monthly emails
- Weekly or more frequent emails
- Other (please specify)

**\* 83. Please rate the effectiveness of each marketing channel for advertising and building awareness of your Foundation on a scale of 1-5 with 1 being not at all effective and 5 being highly effective. Mark "N/A" any channel that you don't use.**

	1	2	3	4	5	N/A
Catholic newspaper	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Local newspaper	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Parish bulletins	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Other print media (e.g. magazines, other local publications)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Social media (organic)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Social media (paid)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Direct mail (letters, postcards, etc.)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Mass email	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Radio	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Television	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

**\* 84. In addition to English, for which of these languages do you have marketing materials? (please check all that apply)**

- Spanish
- Chinese (including Mandarin & Cantonese)
- Vietnamese
- Tagalog (Filipino)
- French
- Korean
- Russian
- German
- Hindi
- Portuguese
- Italian
- Polish
- None (materials in English only)
- Other (please identify)

**Catholic Foundation Survey 2019**

**18. Marketing Activities**

**For the next four questions, please provide your top two marketing activities for each category**

**85. Now gifts to endowments**

**86. Planned gifts**

**87. Unrestricted gifts**

**88. Donor Advised Funds**

**\* 89. Do you do a direct mail or annual appeal to support operations?**

Yes

No

**\* 90. Do you do a direct mail or annual appeal to support endowments?**

Yes

No

**\* 91. Did you participate in the #iGiveCatholic recently?**

Yes

No

**92. If so, would you do it again?**

Yes

No

N/A

**\* 93. Did you participate in Giving Tuesday recently?**

Yes

No

**94. If so, would you do it again?**

Yes

No

N/A

19. Marketing/Fund Raising

**\* 95. What types of non-fundraising events do you do regularly? Regularly means the event takes place at least every 3 years. (Please check all that apply)**

- None
- Legacy Society Event
- Beneficiary Event
- Investment Briefing
- Annual Foundation Gala/Event
- Speaker Series
- Grantee Event
- Other (please specify)

**\* 96. What types of fundraising events do you do regularly? Regularly means the event takes place at least every 3 years. (please check all that apply)**

- None
- Golf Tournament
- Gala
- Fun Run
- Special Events with Bishop
- Other (please specify)

**97. If you don't do regular fundraising events, please explain why.**

**\* 98. How do you staff fundraising events? (choose the best answer)**

- Use contractor/consultant for event coordination
- Employ dedicated special events staff
- Events are in someone's job description on staff
- Split workload among existing staff (not standard job duty)
- Other (no description necessary)
- None of the above

**Catholic Foundation Survey 2019**

**20. Fund Development**

**\* 99. What fund development services do you provide for your Arch/Diocese? (please check all that apply)**

- Annual appeal
- Campaign administration
- Planned giving support
- None of the above
- Other (please specify)

**\* 100. What types of "unique gifts" (apart from cash & marketable securities) do you accept? (please check all that apply)**

- None (only cash & marketable securities are accepted)
- S Corp
- LLC
- Real Estate
- Other tangible property (art, jewelry, etc.)
- Mineral rights
- Grain
- Livestock
- Cryptocurrency (Bitcoin, etc.)
- Other (please specify)

## Catholic Foundation Survey 2019

### 21. Marketing Software/Service

**\* 101. Do you use any planned giving marketing software/service, such as Crescendo or Stelter?**

- Yes
- No

## Catholic Foundation Survey 2019

### 22. Marketing Software

**102. Which company do you use for planned giving marketing?**



**103. Which of their services do you use?**

**104. Would you recommend working with them? Why or why not?**

## Catholic Foundation Survey 2019

### 23. Planned Giving

**\* 105. Have you ever promoted planned gifts?**

- No
- Yes (please enter the year you started)

**106. How would you describe your planned giving program?**

- We do not have one
- We have one, but it's inactive
- New, we're just getting started
- Well established

## Catholic Foundation Survey 2019

### 24. Planned Giving

**107. How many documented Legacy/Testamentary Gifts intentions do you have total (with the donor still alive)?**

**108. Of those, how many have an estimated value in your system?**

109. If you know, what is the total estimated value of those testamentary Gifts?

110. How many confirmed planned gifts did you learn about in your last fiscal year?

111. Of those in the last fiscal year, how many have an estimated value in your system?

112. If you know, what is the total estimated value of new testamentary gifts in the last fiscal year?

113. How many bequests/life products matured in your last fiscal year?

114. What was the value of the bequests/life products that matured in your last fiscal year?

115. How many bequest/life products matured over the last 3 fiscal years?

116. What was the value of the bequests/life products that matured over the last 3 fiscal years?

117. How do you confirm that a donor has made a planned gift? (choose the least restrictive option you use to count/track)

- Copy of planned gift document (i.e. copy of will or trust agreement)
- Signed commitment form
- Verbal commitment
- N/A

If you would like to add a comment:

## 25. Legacy Society

**\* 118. Do you have a legacy society?**

- Yes
- No

## Catholic Foundation Survey 2019

## 26. Legacy Society

**119. How many members do you have in your legacy society? (please count a couple/family as one member)**

**120. How does someone qualify to be a member of the society? (check all that apply)**

- Bequest - outright gift to beneficiary other than the Foundation
- Bequest - outright gift to the Foundation
- Bequest - endowed gift
- CGAs & CRTs with the Foundation
- Large now gift to an endowment
- Only with advance notice (opt in policy)
- All realized/matured gifts
- Other (please describe)

**121. What is the minimum size of a "now" gift to an endowment that makes a person eligible for the legacy society? If this is not one of the ways people can join your society, please put "N/A"**

**122. What benefits do you offer to members? (e.g. annual Bishop's event, pin, certificate, etc.)**

**123. How do you keep in touch with members throughout the year? (check all that apply)**

- Annual letter
- Regular emails specifically about the society/legacy giving
- Regular emails about your foundation in general
- Society-wide events
- Smaller gatherings
- If you have other ways, please list them.

**Catholic Foundation Survey 2019**

**27. Charitable Gift Annuities**

**\* 124. Do you have a Charitable Gift Annuity (CGA) program?**

- Yes
- No

**Catholic Foundation Survey 2019**

**28. Charitable Gift Annuities**

**125. How many CGAs do you have in total?**

**126. How many new CGAs were opened in your last fiscal year?**

**127. What trend do you see in CGAs in the last 3 years?**

- No Change
- Increasing Demand
- Decreasing Demand

**128. What percentage of CGA assets are underwater?**

**129. Do you purchase annuities to cover CGA payouts?**

- Yes, to cover all CGA payouts
- Yes, to cover some of the CGA payouts
- None

**130. If you re-insure, what insurance company(ies) do you work with?**

**131. What are your fees on CGAs?**

**132. Can you identify any bequests that came ONLY because of a CGA?**

- Yes
- No

**133. Overall, would you recommend having a CGA program? Why/Why not?**

## Catholic Foundation Survey 2019

### 29. Professional Advisors

**\* 134. Do you have a specific marketing program for professional advisors? (CPAs, estate planning attorneys, wealth advisors, insurance advisors)**

- Yes
- No

## Catholic Foundation Survey 2019

## 30. Professional Advisors

**135. Please rate the following in terms of effectiveness for reaching professional advisors on a scale of 1-5 with one being not at all effective and 5 being highly effective. Please put N/A for any with which you have no experience.**

	1	2	3	4	5	N/A
Targeted mailings	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Targeted e-communications	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Receptions/small gatherings	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Formal annual gathering with speaker	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Lunches & coffees	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
"Lunch & learns" at firms	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Advisor steering committee/circle without paid participation	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Advisor steering committee/circle with paid participation	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

**136. If you have found other effective method(s) for reaching professional advisors, please list them here.**

**137. Do you host events which provide continuing education credits for advisors?**

- No events
- No credits, but still have events
- Law credits only
- CPA credits only
- Both credits

## 31. Donor Advised Funds (DAF)

**\* 138. How do you communicate grantmaking opportunities to your current DAF holders? (check all that apply)**

- We do not communicate grantmaking opportunities to DAF holders
- Email
- Mailed letter/postcard
- Phone calls
- In-person meetings
- Online donor portal
- Events
- Other (please specify)

**\* 139. How often do you send direct communications about grantmaking opportunities to DAF holders?**

- N/A, we don't have DAFs
- More frequently than monthly
- Monthly
- Quarterly
- Twice a year
- Annually
- We don't but should
- If you communicate these messages a different frequency, please describe.

**140. What specific marketing programs do you have for reaching/educating potential new Donor Advised Fund holders?**

**\* 141. Do you track how you acquire gifts to a DAF?**

- Yes
- No

**142. If yes, please share which categories.**

## Catholic Foundation Survey 2019

### 32. Investments

**\* 143. How many investment pools do you have/promote?**

**\* 144. How many investment managers do you have?**

**\* 145. Do you count each mutual fund as a separate investment manager?**

- Yes
- No

**146. If you have more than one investment manager, do you use an investment consultant to manage the managers?**

- No
- Yes (please provide name of consultant below)



**147. How often does the Board solicit bids on investment consultants?**

- 3 years
- 5 years
- As needed
- Other (please describe)

**\* 148. Do you follow USCCB guidelines for Catholic investing?**

- Yes
- No

**\* 149. Do you do impact investing?**

- No
- Yes (please describe what you are doing below)

**Catholic Foundation Survey 2019**

**33. Investments - Special**

**\* 150. Do you allow outside investment managers (outside of structured pools)?**

- Yes
- No

**Catholic Foundation Survey 2019**

**34. Investments - Outside Investment Managers**

**These three questions are only for custom or special arrangements outside of your normally marketed investment options. A custom arrangement is when a donor/organization wants to keep their current investment advisor, but transfer ownership to the Foundation.**

151. What is the minimum amount for outside investment management arrangements?

152. How many of these arrangements do you have?

153. How do you monitor outside managers for alignment with your Investment Policy Statement?

**Catholic Foundation Survey 2019**

**35. Investments Endowment Pool**

**Please fill out the following information based on "Endowment Pool Only"**  
**Defined as: the largest investment pool which holds the majority of your endowments**  
**If you have endowments in multiple pools, use the largest pool**

(If you allow other types of funds in the pool mentioned above, it is OK to supply entire investment pool data not just on endowment funds)

\* 154. What is your total investment expenses as % of assets?  
(answer in bps or "basis points" 0.5% = 50bps = answer of "50")

\* 155. This expense includes (check all that apply)

- Consultant fees
- Custodian fees
- Active manager fees
- Mutual fund/Index fund expense ratios
- Other (please specify)

**\* 156. What percent of your endowment pool is actively managed versus passively managed (index fund)?**

**Please enter as whole numbers ("60%" is entered as "60") and total must equal 100**

Active

Passive

**157. What is your asset allocation for your endowment pool?**

**Please enter as whole numbers ("60%" is entered as "60") and total must equal 100**

Equities

Fixed Income

Hedge fund &  
Alternative investments

Cash

Other

**\* 158. Please provide the portfolio's returns for the periods ending 12/31/18, net of investment fees.  
(Enter as % not \$ value, to as many decimal places as you have.)**

12 months

3 years

5 years

10 years

**\* 159. Which spending method do you employ for endowments?**

- Moving average
- Percentage of beginning or ending balance
- Income based
- Inflation based
- Other (please describe)

Definitions/Examples of grant calculation methods:

Method	Example/Definition
Moving Average	5% based on average of last 12 quarterly balances
% of single point in time	5% based on 6/30 balance
Income Based	spend 100% of only dividend & interest income earned that year
Inflation Based	Grant 103% of what was granted the prior year

**160. If you use a moving average method, what time period do you use? Choose an answer based on # of data points you use. (please skip if this doesn't apply)**

- 12 Quarters
- 16 Quarters
- 20 Quarters
- 3 Years
- 4 Years
- 5 Years
- 36 Months
- 48 Months
- 60 Months
- N/A
- Other (please specify both # and frequency of periods used)

**161. What % do you use for determining grants?**

**(This assumes you use either percentage of beginning/ending market value or moving average. Please skip if this does not apply to you.) If you use a range (example 3-5%), please choose the most common % used over the last 3 years.**

**162. Please comment on the percent that you use above (examples: we have a range, we have not to exceed restrictions, we use prior year spending to influence the rate, etc.)**

**163. Please comment on income based, inflation based, or other methods used for calculating grants from endowments. (skip if this doesn't apply)**

## Catholic Foundation Survey 2019

### 36. Grants

**164. Please provide a qualitative description of your overall grants priorities. (max 250 characters)**

**\* 165. Do you require reports/outcome tracking from the following types of grantees? (please check all that apply)**

- No reports required from any grantees
- Designated/institutional grants
- Filed of interest/competitive grants
- Unrestricted fund for grantmaking
- Other grants (please describe)

**166. Do you give beneficiaries the choice to reinvest some or all of their annual disbursement from a designated/institutional endowment?**

- Yes
- No

**167. Do you have strategic goals for your unrestricted funds?**

- Yes
- No

## Catholic Foundation Survey 2019

### 37. Grants - Unrestricted

**168. Who develops the strategic goals for your unrestricted grants?**

- Board
- Committee
- Staff
- Other (please describe)

**169. How often do you update the strategic goals for unrestricted grants?**

- Annually
- Every 3 years
- Every 5 years
- As needed

**170. How often do you allow grantees to apply for unrestricted grants?**

- Once a year
- Twice a year
- Once a quarter
- Any time
- Other (please describe)

**Catholic Foundation Survey 2019**

**38. Grants - Donor Advised Funds**

**\* 171. Do you make Donor Advised Funds grants?**

- Yes
- No

39. Grants - Donor Advised

**172. What information do you track about DAF grant recipient organizations? (e.g. Catholic/non-Catholic, service area, NTEE code, etc.)**

**173. Do you allow DAF grants to (check all that apply):**

- Non-Catholic organizations
- Non-local organizations (anywhere outside of local arch/diocesan area)
- International organizations (directly)
- International organizations (via a facilitator)
- None of the above

**174. What is the minimum requirement/guideline for the percentage of a DAF's grants that must/should go to Catholic organizations? (put "none" if you don't have a guideline)**

**175. What is the minimum requirement or guideline for the percentage of DAF grants that must/should go to local (within Arch/Diocesan boundaries) organizations? (put "none" if you don't have a guideline)**

**176. If you allow grants to non-Catholic organizations, what is your reason/criteria for approving that organization? (e.g. does not go against Catholic teachings vs. is closely aligned with Catholic purpose)**

**177. If you allow grants to non-Catholic organizations, how do you determine that a grantee's practices are consistent or inconsistent with Catholic values?**

**178. Please list organizations to which you have declined to grant and why you made that decision.**

**179. How often can a DAF grant?**

- As often as requested
- Once per month
- Once a quarter
- Twice a year
- Once a year

**180. What is the minimum dollar amount per grant?**

**181. In the last fiscal year, what were DAF grants as a percentage of the beginning balance of DAFs?**

**182. Do you require periodic grants for DAFs?**

- No
- Annually
- Every 3 years
- Other (please describe)

**183. What is your policy for determining whether a DAF is inactive?**



**\* 184. Would you be willing to pay for membership in a formalized Catholic Foundation association? Benefits may include repository for shared resources, group pricing discounts, more formalized data sharing.**

Yes

No

**185. Would your Foundation be interested in participating in any of the following affinity groups? (please check all that apply)**

Operations & Database

Development & Marketing

Finance & Investing

Grants

Executive & Board Development

Other (please list)

## Catholic Foundation Survey 2019

### 41. Uploads

**186. Please check all that you have, even if you choose not to upload them.**

Metrics Dashboard: for Board review

Metrics Dashboard: for Staff review

Strategic/Long Range Plan

IT Policy

Database Policies & Procedures

Gift Acceptance Policy

Grants Policies & Procedures

**Please upload each of them if you are willing to share them with us.**

**Size limits are 16MB per file.**

**187. Board of Directors' Metrics Dashboard**

Choose File

No file chosen

**188. Staff's Metrics Dashboard**

Choose File

No file chosen

**189. Summary of your strategic plan**

Choose File

No file chosen

**190. Organizational chart (or a list of positions with job descriptions)**

Choose File

No file chosen

**191. Please upload your PTO policy, or describe it below**

Choose File

No file chosen

**192. Please describe your PTO policy if you did not upload a copy.**

**193. IT policy**

Choose File

No file chosen

**194. Database policies & procedures manual**

Choose File

No file chosen

**195. Gift Acceptance policy**

Choose File

No file chosen

**196. Grants policies & procedures**

Choose File

No file chosen

**197. Please upload a list of your Investment pools, with descriptions.**

Choose File

No file chosen

42. Summary

**Congratulations! You made it to the end. We'd like you to answer a few questions about the survey so that we can improve future ones.**

**\* 198. I found this survey difficult to answer.**

Completely disagree	Somewhat disagree	Neither agree nor disagree	Somewhat agree	Completely agree
<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

**\* 199. I found this survey thorough and complete.**

Completely disagree	Somewhat disagree	Neither agree nor disagree	Somewhat agree	Completely agree
<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

**200. How can we improve future questionnaires?**

**201. What questions do you wish we had asked?**

Thank you for submitting your response