

2025 SURVEY OF TRENDS IN FAMILY PHILANTHROPY – DAF as PRIMARY VEHICLE

The National Center for Family Philanthropy (NCFP) has partnered with an independent research company, Prism Partners Group, to administer this survey, which will inform NCFP's third Trends in Family Philanthropy report. Conducted every five years, this trends research identifies emerging issues, changes in funding priorities and governance practices, innovative approaches to giving and decision-making, and anticipated future giving patterns and practices among US-based philanthropic families.

The Prism team members will keep all of the information you provide confidential and will be the only people to review and analyze it. We will report your information only in summary form.

We appreciate your time and willingness to participate! If you have any questions or concerns, or need additional assistance to complete the survey or would like to complete the survey on paper or by phone, please contact Prism Partners Group at trends2025@prismpartnersgroup.com.

DEFINITIONS

When we refer to "**family**" in the survey, we are referring to a person who is related to the founding donor(s) by blood, marriage or adoption. Those who are not family are referred to as "**independent**."

Also, we are using the word "philanthropy" or "philanthropies" to include shared family giving through a number of different vehicles, including private or pass-through foundations, donor-advised funds (DAF), LLCs, or another form of philanthropic intermediary. When responding to the entire survey, please respond in relation to your PRIMARY shared family philanthropic vehicle unless otherwise specified.

The survey will take approximately 20 minutes to complete. This is an extensive survey and we appreciate your time. You are contributing to an important survey that allows NCFP along with hundreds of philanthropies and philanthropic partners to better support family philanthropy by learning about the most recent trends and practices in family giving.

(For online entry) You may complete the survey in sections and over time - your survey responses will be saved.

Philanthropic Identity

1. Approximately <u>how many</u> giving vehicles does your family use, both individually and collectively? (report a number for each applicable option)

- Private foundation(s)
- ____ Donor-advised fund (DAF)
- ____ Family office structure
- ____ Other (specify) _____

2. What is your family's primary shared giving vehicle?

- \Box Foundation (501(c)(3))
- Commercial DAFs (Fidelity, Goldman Sachs, Charles Schwab, Vanguard, etc.)
- □ Community foundation DAF
- □ Independent National DAF (American Endowment Foundation, National Philanthropic Trust, National Christian Foundation, Jewish National Fund, etc.)
- □ Other type of DAF (please specify)
- □ LLC
- Other (please specify) _____

3. Why did you/your founder/your family choose this as your primary vehicle? (choose the top 3 reasons)

- □ Advised by a lawyer/estate planner
- □ Advised by a philanthropic consultant
- □ Advised by a business associate, colleague, or mentor
- □ Ability to give anonymously or privately
- □ Cost effective way to create a formal giving vehicle
- □ To create a vehicle for long-term family philanthropy legacy
- □ To support a specific community
- □ To support a specific cause
- $\hfill\square$ To create a vehicle to engage next generation in philanthropy
- $\hfill\square$ \hfill To minimize ongoing management and administrative costs of our giving
- □ To provide structure for the operations and governance of our giving
- Do not know founder is deceased and did not share this information with family
- Do not know
- Other (please specify) ______

4. When did the family create its primary vehicle?

- □ Before 1950
- Between 1950 and 1969
- □ Between 1970 and 1989
- □ Between 1990 and 2009
- □ Between 2010 and 2019
- □ During or after 2020

5. Does your family's primary giving vehicle focus its giving by geography, issue, racial/ethnic/cultural identity and/or faith? (select all that apply)

Geographically	If yes 🗲	Local National	
focused		Statewide International	
		Regional Other	
Issue focused	If yes 🗲	What issues?	
Racially/ethnically/ culturally focused	If yes 🗲	What race/ethnicity/culture?	
Faith-based focused	If yes 🗲	What faith(s)?	
None of the above we h	ave another	focus (please specify)	(Skip to 7)

6. If focused by geography, issue, racial/ethnic/cultural identity and/or faith/religious affiliation What are the primary reasons you developed this focus? (select all that apply)

- □ Founding donors' intent
- □ The family's current connection to community or issue
- The desire to direct resources for greatest impact
- □ A long history of funding in this area
- □ We have special expertise in the needs of the community/region or issue area
- □ The most pressing needs in the issues we support
- □ The family identifies racially/ethnically/culturally
- □ The family identifies religiously
- Other (please specify) ______

7. How much do you agree or disagree with the following statements?

	Strongly Disagree			Strongly Agree	
The internal operations of the family's philanthropy are effective.					
The philanthropy is having a significant impact on the issues it supports.					
The family members engaged in the philanthropy work well together.					

8. What were the primary philanthropy's approximate total assets in fiscal year 2023?

- Less than \$1 million
- □ \$50 to \$199.9 million
- □ \$1 to \$9.9 million
- □ \$200 to \$199.9 million
- □ \$10 to \$49.9 million
- □ \$500 million or more

9. Approximately how many grants did the primary philanthropy make in fiscal year 2023?

 $\hfill\square$ Fewer than 10

□ 100 to 199 □ 200 to 499

□ 10 to 24 □ 25 to 49

 \Box 200 to 49

□ 25 to 49 □ 50 to 99

- □ 500 or more
- 10. What was the approximate total amount of the philanthropy's giving in fiscal year 2023?
 - □ Less than \$100,000
- □ \$1 million to \$4.9 million
- □ \$100,000 to \$499,999
- □ \$500,000 to \$999,999
- □ \$5 million to \$10.0 million
 □ Over \$10 million

Governance and Decision-making

Please respond in relation to your PRIMARY shared family philanthropic vehicle unless otherwise specified.

- 11. Who is responsible for making decisions about giving and related strategies for the DAF? (please indicate the number of persons in each category)
 - _____ 1st generation/founding donor(s)
 - _____ 2nd generation
 - _____ 3rd generation
 - _____ 4th generation or beyond
 - _____ Independent advisors

11a. [If you reported one or more independent members in **11**]

Please describe who your independent members are and what experience and/or expertise they offer.)

11b. [If you reported one or more family members in 11] What do you feel is the most important added value of incorporating family members as fund advisors?

12. Aside from grant deliberation and decision-making, what are the three areas in which your DAF's advisors spend the most of their time and attention? (select only three)

- □ Planning and strategy development
- □ Evaluation and reflection on the philanthropy's work
- □ Site visits/community tours
- □ Learning about grantmaking and focus areas or issues
- □ Learning about governance and operations
- □ Governance of the philanthropy (board development, policies, etc.)
- □ Investment management
- □ Staff management/operations
- □ External/community relations
- □ Next-generation engagement
- Diversity, equity, and inclusion training/development
- Other (please specify) ______

13. How do the philanthropy's advisors learn about new ideas and approaches related to grantmaking, governance, issues in the community, etc.? (select all that apply)

- □ Presentations to the board by staff and/or board members
- Presentations to the board by outside experts
- □ Reading materials on these topics
- □ Participation in external learning opportunities (webinars, trainings, conferences, etc.)
- □ Site visits/community tours/meeting with those we serve/direct engagement with the communities we serve
- □ Participation in funder networks
- □ Participation on nonprofit boards
- Communications and interaction on social media
- □ Use of community or expert advisory groups or committees
- □ We have not engaged in any activities yet
- Other (please specify)

14. Does your DAF use any of the following committees or advisory groups? (select all that apply)

- □ Governance (such as board tenure, nomination, etc.)
- □ Investments
- □ Finance
- □ Program/grantmaking
- □ Management/personnel
- □ Next-generation/junior board
- □ Community/program advisory
- □ Diversity, equity, and inclusion
- □ Other (please specify) _
- □ We do not use committees or advisory groups

- 15. Discretionary grants are defined as those made at the discretion of individual advisors or other authorized individuals, without the standard approval process and/or review by the full board. In what cases does your philanthropy allow individual advisors to recommend discretionary grants for funding? (select all that apply)
 - □ No □ Yes (if yes, select all that apply)
 - □ Grants must be within the program areas of the philanthropy
 - Grants must meet the overall mission of the philanthropy
 - □ Grants can be in support of any issue
 - □ Grants must be approved by the advisors
 - Other (please specify) _____

16. Does the DAF have any of the following written governance documents? (select all that apply)

- □ Mission statement
- □ Vision statement
- □ Founder donor(s) or other donor(s) written or video legacy/intent statement
- □ Diversity, equity, and inclusion statement
- □ Advisor responsibilities/job description
- □ Criteria for advisors service
- □ Description of the role of the advisor chair
- □ Committee charters or descriptions
- □ Conflict of interest policy
- $\hfill\square$ Code of ethics for advisors
- □ Advisors compensation policy
- □ Travel/expense reimbursement policy
- □ Organizational values
- □ Advisors election, terms, and classification policy
- □ Advisors attendance policy (including virtual vs. in-person)
- $\hfill\square$ None of the above

17. Is one or more of the philanthropy's founding donor(s) still actively involved in the philanthropy?

- □ Yes
- □ No [Skip to 19]
- □ Not applicable: Founding donor(s) is/are deceased [Skip to 19]

18. To what extent is each of the following aspects of the founding donors' engagement a benefit or drawback?

	Considerable Drawback			Considerable Benefit	
They can share their values and interests					
They have connections in the community that benefit our work					
They plan on making additional donations to the philanthropy in the future					
They share their joy of philanthropy with younger family members					
They have relevant knowledge of our content area(s)					
Other board members tend to defer to them					
Founder(s) and other family members have different interests					
Founder(s) understanding or ability to relate to the current needs of the community/society					

19. Has your family decided to limit the life of the DAF?

- □ Yes [Skip to 21]
- □ No, but we revisit this question periodically [Go to 20]
- □ No, we decided to operate in perpetuity [Skip to 21]
- □ No, we have not made a decision at this time [Skip to 21]

20. How often do you revisit the lifespan of your DAF?

- □ At least annually
- \Box Every 2 5 years
- \Box Every 6 10 years

21. Please share any comments you have about why you have or have not decided to limit the philanthropy's life.

□ Prefer not to comment

22. In general, how closely do you feel that the founding donors' intent is followed at the philanthropy?

- □ Very closely
- □ Somewhat closely
- □ Not very closely
- □ There is lack of clarity or disagreement regarding the donors' intent
- Does not apply, the donor(s) did not have a specific intent

Leadership Development and Succession Planning

23. In what ways does the family philanthropy encourage younger generations of family members to participate? (select all that apply)

- □ We invite younger generation members to participate in discussions and decisions about board grants
- □ We invite younger generation members to participate in decision-making or governance
- □ We have a formal next-gen or junior board
- □ We encourage individual giving back to society as an explicit family value
- □ We provide discretionary or matching funds for grantmaking by younger generation
- □ We take younger family members on site visits
- □ We organize formal discussions on the core values of the family with younger generation members
- □ Other (please specify)
- □ None of the above: We are not engaging the next generation at this time. (Skip to 25)
- □ Not applicable: We have no next generation. (Skip to 25)

24. Which of the following generational dynamics affect the family philanthropy? (select all that apply)

- □ Older and younger generations are interested in different issues
- □ Older and younger generations have different values
- □ Younger generation does not have time to be actively involved
- □ Younger generation has moved away from the primary geographic location of the foundation's funding
- □ Conflicting political/social/religious views between generations
- □ Conflicting views about wealth between generations
- □ Older generation is reluctant to share decision-making power with younger generation
- □ Generations have different opinions about how to achieve results and impact with funds
- □ Younger generation does not value the legacy of the donor(s)
- □ Older generation does not perceive younger generation's input as valuable/important
- Generations have different opinions on what types of investments the foundation should hold
- □ Generations have different opinions on how transparent the foundation should be regarding its giving/grants
- Generations differ in their desire for technology (e.g., having a website, online grant application)
- □ Older and younger generations have different values and understanding of racial equity
- None of the above

25. To what extent do the following factors sustain family members' participation in the family philanthropy over time?

	Not At All	A Little	Moderate	A Lot
Stronger family relationships				
Impact of our giving				
Commitment to donors' and/or family's philanthropic legacy				
Opportunity to engage younger generations over time				

26. To what extent do the following factors impede family members' participation in the family philanthropy over time?

	Not At All	A Little	Moderate	A Lot
Geographic dispersion of family members				
Disinterest in focus areas among family members				
Dysfunctional family dynamics				
Phase of life/other commitments of family members				
Lack of results				
Lack of staffing				
Unclear/inadequate governance structure/policies				
Lack of planning for the future				
Disagreement about the primary goal/focus of the philanthropy				

Staffing

The next set of questions asks about your family philanthropy's staff. Staff are the family's advisors and staff; they are NOT staff of the DAF provider.

27. Who is responsible for the grantmaking operations of the philanthropy? (select all that apply)

- □ Unpaid family member
- □ Paid family member
- □ Unpaid independent member
- □ Paid independent member
- □ Advisors/consultants/advisory firm
- □ Family office staff member
- Other (please specify) ______

Philanthropic Giving

Please respond in relation to your PRIMARY shared family philanthropic vehicle unless otherwise specified.

28. In the past two years, what was the philanthropy's approximate annual payout rate? (select one)

- $\hfill\square$ 0.1 to 4.9% of the corpus
- □ 5.0% of the corpus
- $\hfill\square$ 5.1 to 6.0% of the corpus
- □ 6.1 to 8.0% of the corpus
- \Box 8.1 to 10.0% of the corpus
- $\hfill\square$ 10.1 to 20.0% of the corpus
- $\hfill\square$ 20.1 to 30.0% of the corpus
- □ More than 30% of the corpus
- □ 100% of the corpus, we are a pass-through

29. Was this payout percentage an increase or decrease compared to 2019?

- □ Increase [Go to 29a]
- Decrease [Go to 29a]
- □ No change [Skip to 30]

29a. By approximately how much? _____

30. In addition to the family's primary shared philanthropic vehicle, do individual family members give in any of the following ways? (select all that apply)

- □ Other private or operating foundation(s)
- Donor-advised funds at community foundations
- Donor-advised funds affiliated with financial institutions
- □ Donor-advised funds at other institutions/organizations
- □ Supporting organization(s)
- □ Social venture funds
- □ Family business contributions
- □ Giving circles
- □ Corporate giving tied to family business
- □ Direct support of nonprofit organizations
- □ Other public (e.g., regranting public charities)
- Other (please specify) _____
- $\hfill\square$ None of the above
- Don't know

31. Does the family use any of the following criteria or guidelines to guide its giving? (select all that apply)

- □ Program areas that reflect issues the philanthropy supports
- □ Strategies/approaches for creating change on issues the philanthropy supports (including theory of change or strategic plan)
- □ Targets or measurable goals in relation to issues the philanthropy supports
- □ Diversity, equity, and inclusion goals or strategies
- □ Social justice
- Other (please specify) ______
- □ None of the above
- Don't know

32. Please rate how the following factors influence the philanthropy's general giving approach.

	Not At All	A Little	Moderate	A Lot
The philanthropy's historic funding patterns				
Founding donors' values and wishes				
Family's values and wishes				
Interests of individual family members				
Philanthropy's mission/program areas				
Needs of grant seekers				
Response to community needs/trends				
Fluctuation in the market				
Public spending priorities				
Diversity, equity, and inclusion considerations				

33. Has the family had discussions about the source of the family's wealth and how it could inform its strategy?

- □ Yes
- □ No
- \Box No, but we are considering it.

34. If yes, please describe how so.

35. Does the philanthropy do any of the following? (select all that apply)

- □ Provide multi-year grants
- □ Provide general operating support grants
- □ Provide capacity-building grants or assistance
- □ Provide support for individual leaders and social entrepreneurs
- □ Operate programs directly
- □ Support or promote peer-to-peer nonprofit learning
- □ Co-fund projects with other funders (e.g., participate in funder collaboratives)
- □ Exploring or using mission-related/impact investing [Go to 35a]
- □ None of these

IF CHECKED MISSION-RELATED/IMPACT INVESTING

35a. Which of the following types of investing does the philanthropy do? (check all that apply)

- □ Program-related investments—debt [Go to 35b]
- □ Program-related investments—equity [Go to 35b]
- □ Mission-related private investments [Go to 35b]
- □ Mission-related or ESG public investments [Go to 35b]
- □ We are exploring mission-related/impact investments but we have not yet made these types of

investments [Go to 36]

- 35b. Does your philanthropy have a target percentage for mission-related/impact investing?
 - a. Yes [Go to 35c]
 - b. No [Skip to 36]

35c. What is the target percentage? ____

35d. Please indicate whether you have achieved the target or are working toward it.

- \Box Achieved the target
- □ Working toward achieving the target
- 36. Has the philanthropy taken any steps to expand from grantmaking to becoming an active learning institution (such as regularly bringing in outside speakers to board meetings, providing specialized training for board and staff members, conducting group site visits, integrating grantee and community feedback into operations and grantmaking, NCFP Programs etc.)?
 - □ Yes [Go to 37]
 - □ No, but we are exploring this [Skip to 38]
 - □ No, and have no plans to explore this [Skip to 38]

37. Please select the activities you are engaged in to become an active learning institution.

- □ Regularly bringing in outside speakers to fund meetings (at least once a year)
- □ Providing specialized training for fund advisors and/or staff members (at least once a year)
- □ Conducting group site visits
- □ Integrating grantee and community feedback into operations and grantmaking
- □ Using NCFP programs and resources
- □ Attending philanthropic-focused conferences
- □ Evaluating the outcomes of grantmaking strategies
- □ Gathering feedback from grantees about their experiences
- Other (please specify) ______

Philanthropic Practices

38. Does the philanthropy assess the impact of its own work in any of the following ways? (select all that apply)

- □ Yes, we do the following:
 - □ Assess individual grant outcomes
 - □ Strive to assess our impact on issues or program areas
 - □ Strive to assess the total impact of the philanthropy's giving
 - □ Assess the role and performance of the board
 - □ Assess the role and performance of the staff
 - □ Solicit direct feedback from our grantees and/or the communities we serve
 - □ Assess diversity, equity, inclusion outcomes
 - □ Analyze the racial/ethnic or other demographics of our grantee organizations
 - We assess the impact in other ways (please specify)
- □ No...
 - □ But we are exploring how to assess our impact
 - □ We do not assess the impact of our giving

Interaction with Others

Please respond in relation to your PRIMARY shared family philanthropic vehicle unless otherwise specified.

39. Do the philanthropy leaders formally integrate any of the following outside perspectives into the grantmaking process and/or governance structures? (select all that apply)

- □ Community leaders
- □ Issue-area experts
- □ Diversity, equity, and inclusion experts/specialists
- □ Prior grantees
- □ Other grantmaking philanthropies
- □ The general public
- □ Beneficiaries (members of the community who benefit from the grant)
- □ Other (please specify) _
- □ No, we do not integrate outside perspectives

40. Which of the following apply to the philanthropy? (select all that apply)

- □ We communicate information about our giving priorities via our website/other vehicles
- □ We communicate information about our giving process (e.g., dates when proposals are due or when decisions will be made, etc.) via our website or other vehicles
- □ We communicate explicitly about our diversity, equity, and inclusion goals
- □ We accept unsolicited letters of inquiry and/or unsolicited proposals
- We tell grant applicants the reasons that their proposal was declined
- $\hfill\square$ We solicit feedback from our grantees
- $\hfill\square$ None of the above

41. Which of the following tools and channels does the philanthropy use to communicate with external audiences? (select all that apply)

- Electronic newsletter/email
- □ Printed reports (e.g., annual report, other)
- □ Website
- □ X (Twitter)
- □ LinkedIn
- □ Facebook
- □ Instagram
- □ Blog
- Other (please specify)

Future Directions

We are interested in learning about the future plans and directions of family philanthropies. In the questions below, we will ask you about possible changes to the governance and staff, philanthropy assets, giving plans, and approaches to evaluation and transparency.

42. Within the next four years, do you anticipate or are you considering any of the following changes regarding your philanthropy? (select all that apply)

- □ Receive additional assets
- □ Reduce assets significantly
- □ Change investment strategy
- □ Institute mission or impact investing
- Expand mission or impact investing
- □ Align investment assets with social/family values
- □ Increase payout rate
- □ Decrease payout rate
- Other (please specify) ______
- $\hfill\square$ None of the above

43. Within the next four years, do you anticipate or are you considering any of the following changes regarding <u>your giving practices</u>? (select all that apply)

- □ Adopt a new giving strategy
- □ Expand giving priorities
- □ Focus or narrow giving program
- □ Give fewer, larger grants
- □ Initiate/increase multi-year grants
- □ Initiate/increase public-policy activities
- □ Initiative/increase general operating/unrestricted grants
- □ Initiate/increase capacity building support
- □ Initiate/expand support for emerging nonprofits
- $\hfill\square$ Apply a racial equity perspective to giving
- □ Use of participatory grantmaking
- Other (please specify) ______
- $\hfill\square$ None of the above

44. Within the next four years, do you anticipate or are you considering any of the following changes regarding <u>evaluation and transparency</u>? (select all that apply)

- □ Increase transparency by expanding reporting about the philanthropy
- □ Increase transparency by reporting on the demographics of board, staff, and/or grantees
- □ Initiate/expand data collection on the philanthropy's outcomes or impacts
- □ Initiate/expand evaluation of grantees or clusters of grantees
- □ Initiate/expand opportunities for grantees to provide feedback or input
- □ Other (please specify) _
- $\hfill\square$ None of the above

45. In the next three to four years, what do you see as the greatest challenges and opportunities facing the family philanthropy?

46. Please indicate if the philanthropy is associated with or uses the resources of...

- National organizations/associations (such as Council on Foundations, Exponent Philanthropy, Philanthropy Roundtable, Grantmakers for Effective Organizations, etc.)
- □ Regional or community organizations/associations (such as state or community philanthropic networks)
- □ Issue/population-related organizations/associations (such as Early Childhood Funders Collaborative, Hispanics in Philanthropy)
- □ None of these
- Other networks or resources: ______

[IF ASSOCIATED WITH AT LEAST ONE TYPE OF ORGANIZATION/ASSOCIATION IN 50]

46a. Please indicate which of the following organizations or associations the philanthropy associates with. (select all that apply)

National organizations/associations

- □ Center for Effective Philanthropy
- □ Council on Foundations
- □ Exponent Philanthropy
- □ Foundation Center
- □ Grantmakers for Effective Organizations
- □ Mission Investors Exchange
- □ National Center for Family Philanthropy
- □ National Committee for Responsive Philanthropy
- □ National Network of Consultants to Grantmakers
- □ Philanthropy Roundtable
- □ Philanthropy Together
- □ Resource Generation
- □ The Gathering
- □ Other (please specify)

46b. Please share what regional or community organizations/associations you are associated with or uses the resources of.

46c. Issue/population-related organizations/associations

- □ Asian Americans/Pacific Islanders in Philanthropy
- □ A Philanthropic Partnership for Black Communities (ABFE)
- □ Africa Grantmakers' Affinity Group
- □ Early Childhood Funders Collaborative
- □ Economic Opportunity Funders
- □ Emerging Practitioners in Philanthropy
- □ Fund the People
- □ Funders' Committee for Civic Participation
- □ Funders Concerned About AIDS
- □ Funders for LGBTQ Issues
- □ Funders for Reproductive Equity
- □ Funders' Network for Smart Growth and Livable Communities

- □ Funders Together to End Homelessness
- $\hfill\square$ Grantmakers Concerned with Immigrants and Refugees
- □ Grantmakers in Aging
- □ Health and Environmental Funders Network
- □ Hispanics in Philanthropy
- □ International Funders for Indigenous Peoples
- □ Jewish Funders Network
- □ Media Impact Funders
- □ Native Americans in Philanthropy
- □ Neighborhood Funders Group
- □ Philanthropy for Active Civic Engagement
- □ Sustainable Agriculture and Food Systems Funders
- □ Technology Affinity Group
- □ United Philanthropy Forum
- □ Women's Funding Network
- Other (please specify) ______

47. Please tell us if you have additional comments or concerns about family philanthropy.

Thank you for taking time to complete this survey! We greatly appreciate the time and effort you made to share your practices and experience with family philanthropy. If you would like a complimentary copy of the report, or would like to participate in an NCFP interview about trends in family philanthropy to complement the survey findings, please let us know by checking the box. You will need to share your name organization and email address. Prism Partners Group, the organization that collected these data, will not share your identified survey responses with NCFP.

- □ I would like to receive a complimentary copy of the NCFP Trends 2025 Report
- □ I am interested in being interviewed by NCFP about the trends found through this research

Name	
Foundation Name	
Email Address	