ClimateWorks Foundation 2021 Grantee Perception Report

Generated on August 8, 2022

CEP

THE CENTER FOR
EFFECTIVE PHILANTHROPY

Key Ratings Summary

Interpreting Your Charts

Many of the charts in this report are shown in this format. See below for an explanation of the chart elements.
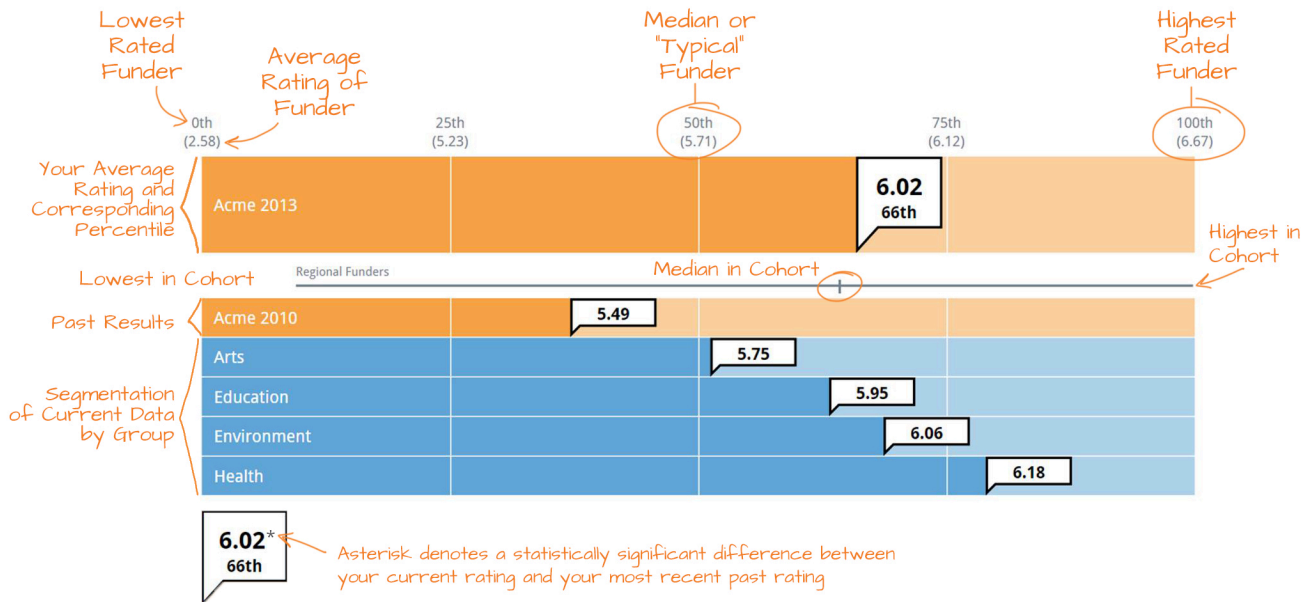
Missing data: Selected grantee ratings are not displayed in this report due to changes in the survey instrument, or when a question received fewer than ten responses.

The following chart highlights a selection of your key results. Each of these data points corresponds to an individual survey measure that is displayed with additional detail in the subsequent pages of this report.

Key Measures	Trend Data	Average Rating	Percentile Rank
Field Impact Impact on Grantees' Fields		5.79	49th Custom Cohort
Organizational Impact Impact on Grantees' Organizations		5.83	19th Custom Cohort
Approachability Comfort Approaching the Foundation		6.20	41st Custom Cohort
Communications Clarity of Communications		5.33	14th Custom Cohort
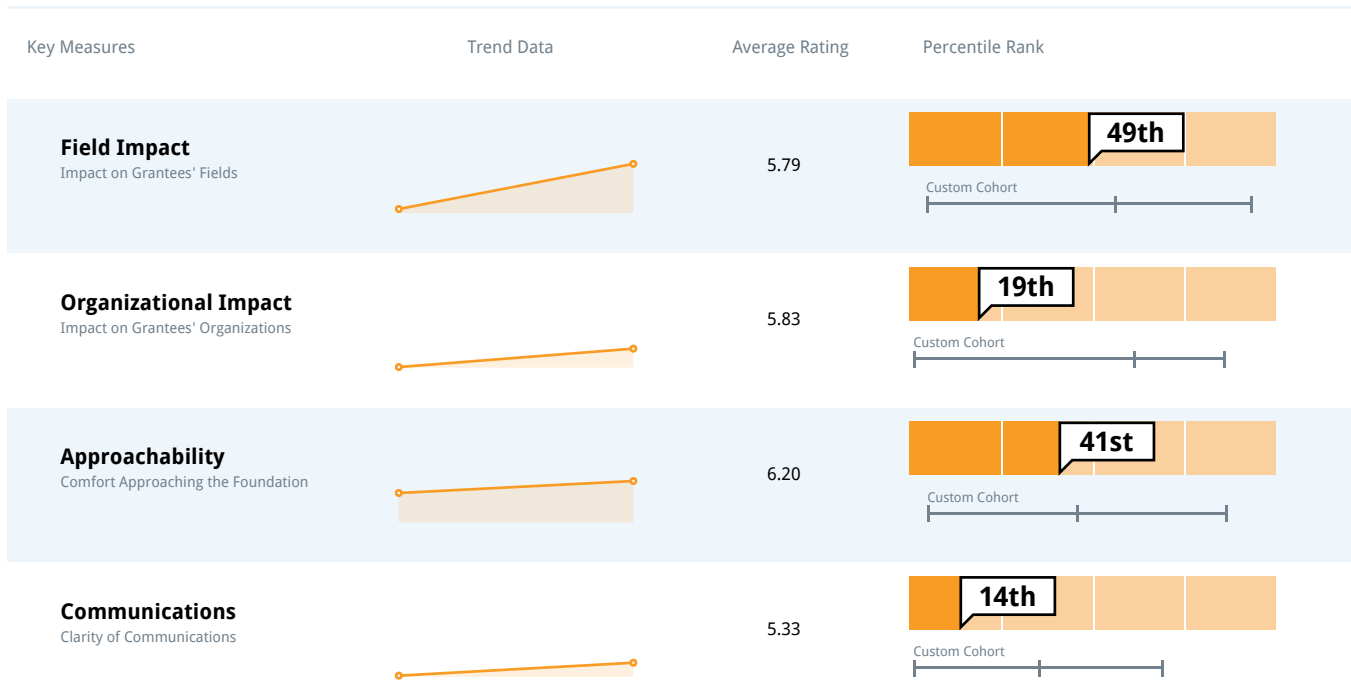
Key Measures	Trend Data	Average Rating	Percentile Rank
Selection Process Helpfulness of the Selection Process		4.87	**31st** Custom Cohort

Survey Population

Survey	Survey Fielded	Survey Population	Number of Responses Received	Survey Response Rate
ClimateWorks 2021	May and June 2021	237	126	53%
ClimateWorks 2017	September and October 2017	139	84	60%

Survey Year	Year of Active Grants
ClimateWorks 2021	2020
ClimateWorks 2017	2016-2017

Throughout this report, ClimateWorks Foundation's survey results are compared to CEP's broader dataset of more than 40,000 grantees built up over more than a decade of grantee surveys of more than 350 funders. The full list of participating funders can be found at https://cep.org/gpr-participants/.

In order to protect the confidentiality of respondents results are not shown when CEP received fewer than ten responses to a specific question.

Subgroups

In addition to showing ClimateWorks's overall ratings, this report shows ratings segmented by Program. The online version of this report also shows ratings segmented by Region, Organization Location, Grant Size, First-Time vs. Existing Grantee, Budget Size, Respondent Gender, Leadership Demographics (US Only), and Leadership Gender.

Program	Number of Responses
Carbon Dioxide Removal	18
Clean Energy Clean Air	13
Cooling	15
Finance	18
Transportation	24
Shipping/Governance & Diplomacy/Super Pollutants	18
Other: Food & Agriculture/Global Intelligence/Industry/Power/RCF/etc.	20

Region	Number of Responses
Global	63
Africa/Brazil/Latin America	10
Asia and Oceania/Indonesia	13
India/China	11
Europe/United States	29

Organization Location	Number of Responses
United States	73
European Countries	35
Other	18

Grant Size	Number of Responses
Less than $100K	26

Grant Size	Number of Responses
$100K - $249K	47
$250K - $499K	25
$500K - $999K	15
$1 million +	11

First-Time vs. Existing Grantee	Number of Responses
First-Time Grantee	45
Existing Grantee	79

Budget Size	Number of Responses
Less than $1M	26
$1M-$4.9M	39
$5M-$24.9M	21
$25M+	32

Respondent Gender	Number of Responses
Identifies as a Man	57
Identifies as a Woman	59

Leadership Demographics (US Only)	Number of Responses
Does not identify as White	20
Identifies as White	52

Leadership Gender	Number of Responses
Identifies as a Man	73
Identifies as a Woman	36

Subgroup Methodology and Differences

Grantee Data

Subgroup Methodology

Using the grantee list provided by ClimateWorks, CEP tagged grantees based on:

- **Program**
- **Region**
- **Organization Location**

Using data grantees provided in the survey, CEP tagged grantees based on:

- **Grant Size**
- **First-Time vs. Existing Grantee**
- **Budget Size**
- **Respondent Gender**
- **Leadership Demographics (US Only)**
- **Leadership Gender**

Subgroup Differences

Program: Grantees tagged as "Finance" rate significantly *lower* than other grantees on measures of the funder-grantee relationship, grant processes, their likelihood of having received unrestricted or nonmonetary support, and their agreement that the Foundation demonstrates an explicit commitment to diversity, equity, and inclusion in its work and that most Foundation staff embody a strong commitment to explicit commitment to diversity, equity, and inclusion.

Region: No group consistently rates higher or lower than others when segmented by Region.

Organization Location: No group consistently rates higher or lower than others when segmented by organization location.

Grant Size: No group consistently rates higher or lower than others when segmented by grant size.

First-Time vs. Existing Grantee: No group consistently rates higher or lower than others when grantees are segmented by first-time grantee versus existing grantee. However, consistently funded grantees rate significantly *higher* across the survey.

Budget Size: No group consistently rates higher or lower than others when segmented by grantee budget size.

Respondent Gender: No consistent significant differences emerge when segmenting results by respondent gender.

Leadership Demographics (US Only): No group consistently rates higher or lower than others when CEO/EDs are segmented by whether or not they identify as White.

Leadership Gender: No group consistently rates higher or lower than others when CEO/EDs are segmented by their gender.

Comparative Cohorts

Customized Cohort

ClimateWorks selected a set of 16 funders to create a smaller comparison group that more closely resembles ClimateWorks in scale and scope.

Custom Cohort
ClimateWorks Foundation
Energy Foundation
European Climate Foundation
Ford Foundation
Gordon and Betty Moore Foundation
IKEA Foundation
John D. and Catherine T. MacArthur Foundation
Margaret A. Cargill Philanthropies
Oak Foundation
Pisces Foundation
Porticus
Rockefeller Brothers Fund
Sea Change Foundation
The Children's Investment Fund Foundation
The David and Lucile Packard Foundation
The William and Flora Hewlett Foundation

Standard Cohorts

CEP also included 16 standard cohorts to allow for comparisons to a variety of different types of funders.

Strategy Cohorts

Cohort Name	Count	Description
Small Grant Providers	40	Funders with median grant size of $20K or less
Large Grant Providers	90	Funders with median grant size of $200K or more
High Touch Funders	36	Funders for which a majority of grantees report having contact with their primary contact monthly or more often
Intensive Non-Monetary Assistance Providers	42	Funders that provide at least 30% of grantees with comprehensive or field-focused assistance as defined by CEP
Proactive Grantmakers	82	Funders that make at least 90% of grants by invitation only
Responsive Grantmakers	100	Funders that make at most 10% of grants by invitation only
International Funders	55	Funders that fund outside of their own country
European Funders	25	Funders that are headquartered in Europe

Annual Giving Cohorts

Cohort Name	Count	Description
Funders Giving Less Than $5 Million	58	Funders with annual giving of less than $5 million
Funders Giving $50 Million or More	70	Funders with annual giving of $50 million or more

Foundation Type Cohorts

Cohort Name	Count	Description
Private Foundations	158	All private foundations in the GPR dataset
Family Foundations	76	All family foundations in the GPR dataset
Community Foundations	34	All community foundations in the GPR dataset
Health Conversion Foundations	29	All health conversation foundations in the GPR dataset
Corporate Foundations	20	All corporate foundations in the GPR dataset

Other Cohorts

Cohort Name	Count	Description
Funders Outside the United States	39	Funders that are primarily based outside the United States
Recently Established Foundations	78	Funders that were established in 2000 or later
Funders Surveyed During COVID-19	77	Funders who surveyed grantees during COVID-19 (GPR only)

Grantmaking Characteristics

Foundations make different choices about the ways they organize themselves, structure their grants, and the types of grantees they support. The following charts and tables show some of these important characteristics. The information is based on self-reported data from funders and grantees, and further detail is available in the Contextual Data section of this report.

Median Grant Size

0th ($3K)	25th ($38K)	50th ($100K)	75th ($225K)	100th ($3300K)

ClimateWorks 2021 — **$200K** 70th

Custom Cohort

ClimateWorks 2017 — **$250K**
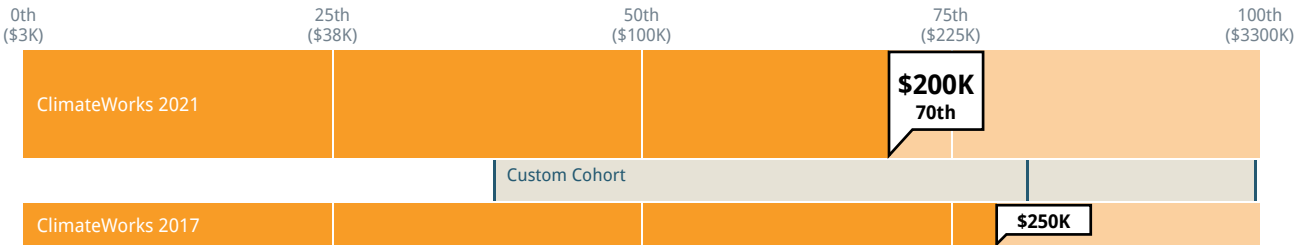
Cohort: Custom Cohort   **Past results:** on   **Subgroup:** None

Average Grant Length

0th (1.0yrs)	25th (1.8yrs)	50th (2.2yrs)	75th (2.6yrs)	100th (7.9yrs)

1.6yrs* 15th ClimateWorks 2021

Custom Cohort

1.3yrs ClimateWorks 2017
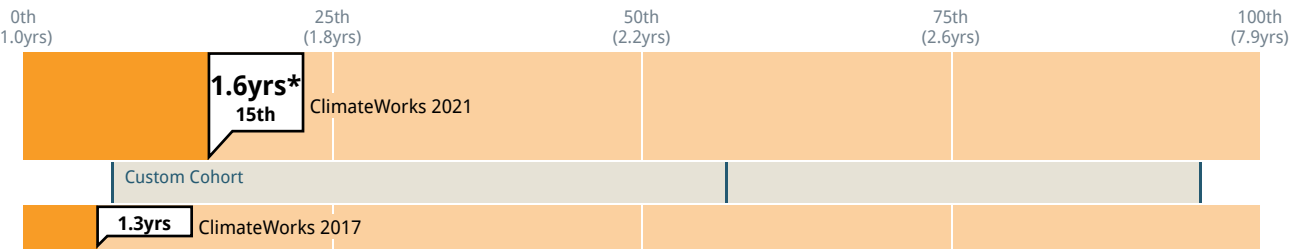
Cohort: Custom Cohort   **Past results:** on   **Subgroup:** None

Median Organizational Budget

0th ($0.1M)	25th ($0.9M)	50th ($1.5M)	75th ($3.0M)	100th ($30.0M)

ClimateWorks 2021 — **$2.9M** 72nd

Custom Cohort

ClimateWorks 2017 — **$5.0M**
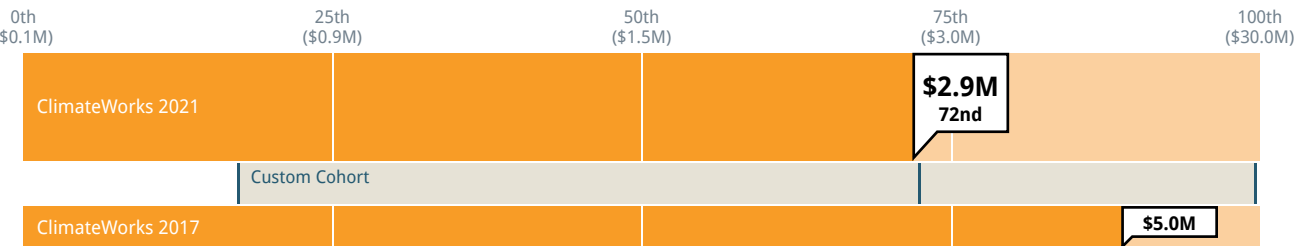
Cohort: Custom Cohort   **Past results:** on   **Subgroup:** None

Selected Cohort: Custom Cohort

Grant History	ClimateWorks 2021	ClimateWorks 2017	Average Funder	Custom Cohort
Percentage of first-time grants	36%	27%	29%	30%

Selected Cohort: Custom Cohort				
Program Staff Load	**ClimateWorks 2021**	**ClimateWorks 2017**	**Median Funder**	**Custom Cohort**
Dollars awarded per program full-time employee	$1.5M	$3M	$2.7M	$3.5M
Applications per program full-time employee	6	6	26	8
Active grants per program full-time employee	16	16	30	19

Proportion of Unrestricted Funding

Proportion of grantees responding 'No, this funding was not restricted to a specific use (i.e. general operating, core support)'
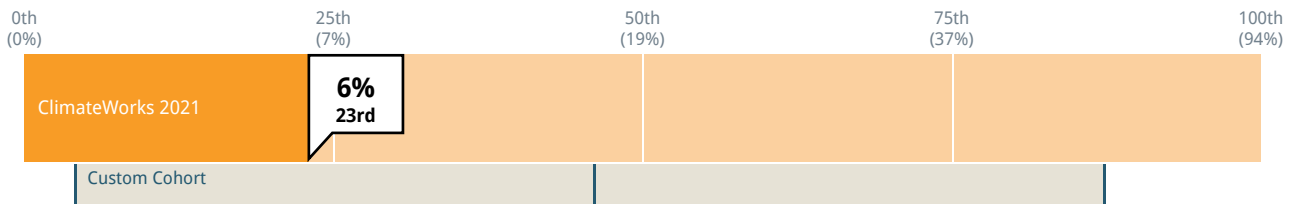
Cohort: Custom Cohort   **Past results:** on   **Subgroup:** None

Proportion of grantees receiving multi-year unrestricted grants

Proportion of grantees responding 'No, this funding was not restricted to a specific use (i.e. general operating, core support)' and report receiving grants for two years or longer
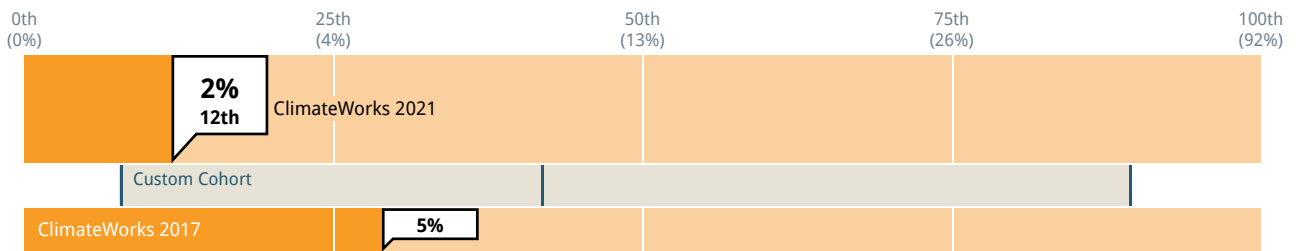
Cohort: Custom Cohort   **Past results:** on   **Subgroup:** None

Impact on and Understanding of Grantees' Fields

Overall, how would you rate the Foundation's impact on your field?

1 = No impact   **7** = Significant positive impact
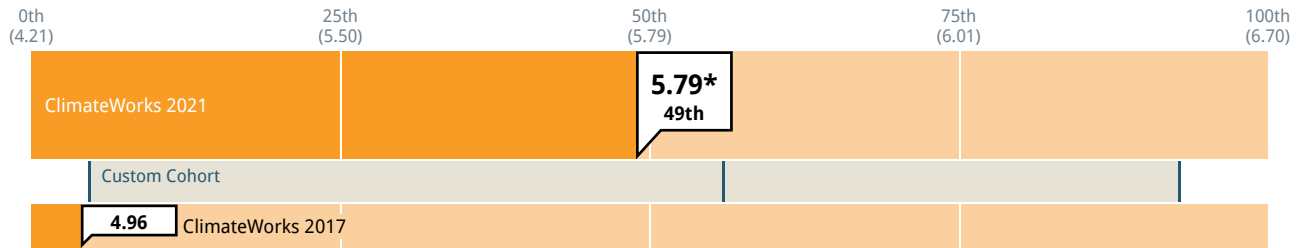
0th (4.21)	25th (5.50)	50th (5.79)	75th (6.01)	100th (6.70)

ClimateWorks 2021 — **5.79*** 49th

Custom Cohort

ClimateWorks 2017 — **4.96**

Cohort: Custom Cohort   **Past results:** on   **Subgroup:** None

How well does the Foundation understand the field in which you work?

1 = Limited understanding of the field   **7** = Regarded as an expert in the field

0th (4.66)	25th (5.47)	50th (5.71)	75th (5.94)	100th (6.63)

ClimateWorks 2021 — **6.03*** 83rd

Custom Cohort

ClimateWorks 2017 — **5.70**
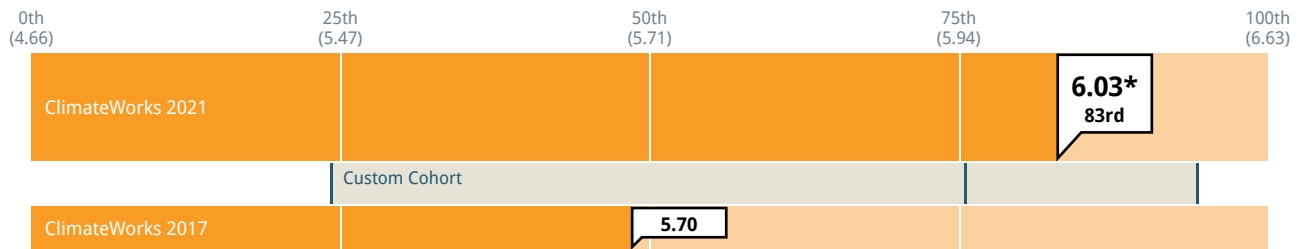
Cohort: Custom Cohort   **Past results:** on   **Subgroup:** None

Advancing Knowledge and Public Policy

To what extent has the Foundation advanced the state of knowledge in your field?

1 = Not at all **7** = Leads the field to new thinking and practice

0th (3.58)	25th (4.77)	50th (5.14)	75th (5.47)	100th (6.44)

ClimateWorks 2021 — **5.63*** 86th

Custom Cohort

ClimateWorks 2017 — **4.95**
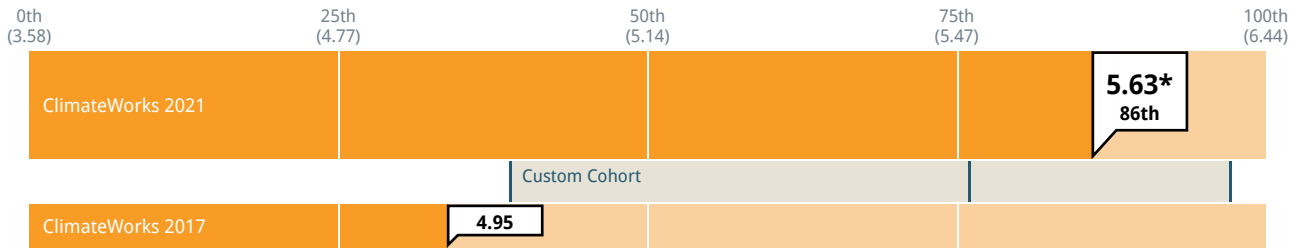
Cohort: Custom Cohort **Past results:** on **Subgroup:** None

To what extent has the Foundation affected public policy in your field?

1 = Not at all **7** = Major influence on shaping public policy
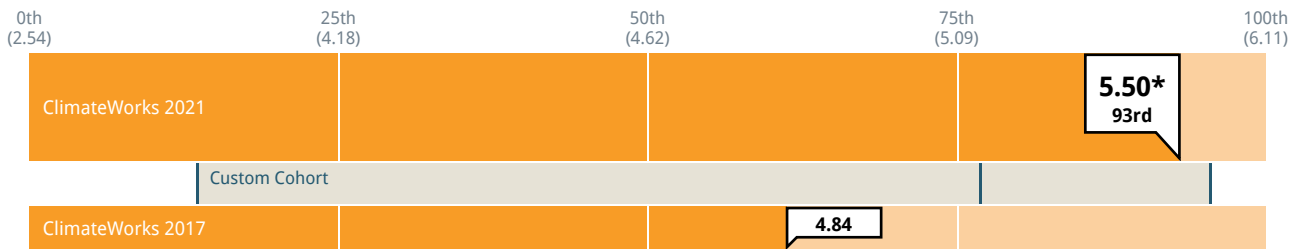
0th (2.54)	25th (4.18)	50th (4.62)	75th (5.09)	100th (6.11)

ClimateWorks 2021 — **5.50*** 93rd

Custom Cohort

ClimateWorks 2017 — **4.84**

Cohort: Custom Cohort **Past results:** on **Subgroup:** None

Impact on and Understanding of Grantees' Local Communities

Overall, how would you rate the Foundation's impact on your local community?

1 = No impact **7** = Significant positive impact
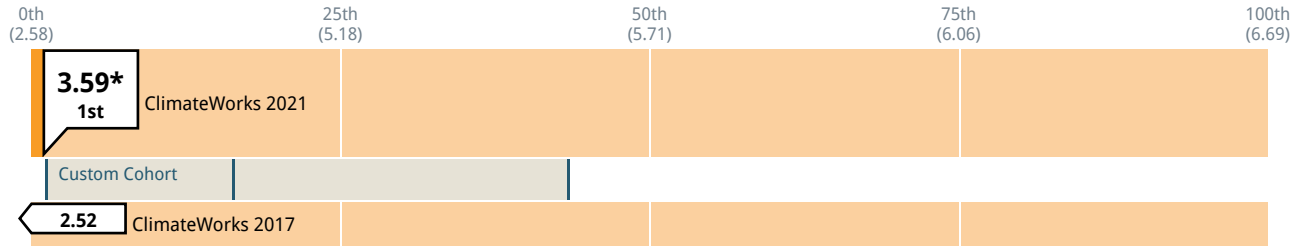
0th (2.58)	25th (5.18)	50th (5.71)	75th (6.06)	100th (6.69)

3.59*
1st ClimateWorks 2021

Custom Cohort

2.52 ClimateWorks 2017

Cohort: Custom Cohort　**Past results:** on　**Subgroup:** None

How well does the Foundation understand the local community in which you work?

1 = Limited understanding of the community **7** = Regarded as an expert on the community
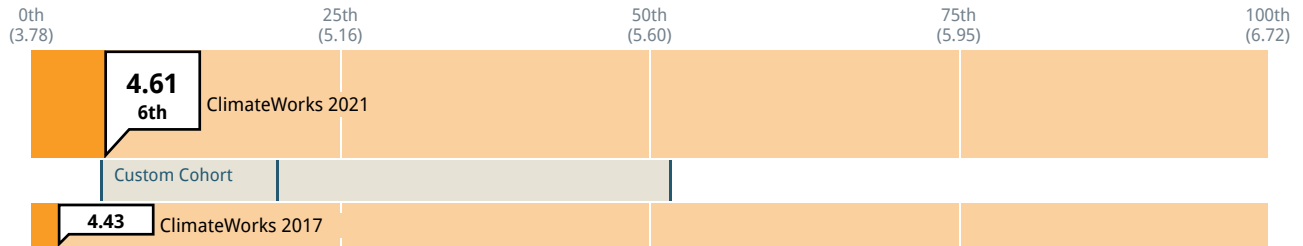
0th (3.78)	25th (5.16)	50th (5.60)	75th (5.95)	100th (6.72)

4.61
6th ClimateWorks 2021

Custom Cohort

4.43 ClimateWorks 2017

Cohort: Custom Cohort　**Past results:** on　**Subgroup:** None

Impact on and Understanding of Grantees' Organizations

Overall, how would you rate the Foundation's impact on your organization?

1 = No impact   **7** = Significant positive impact
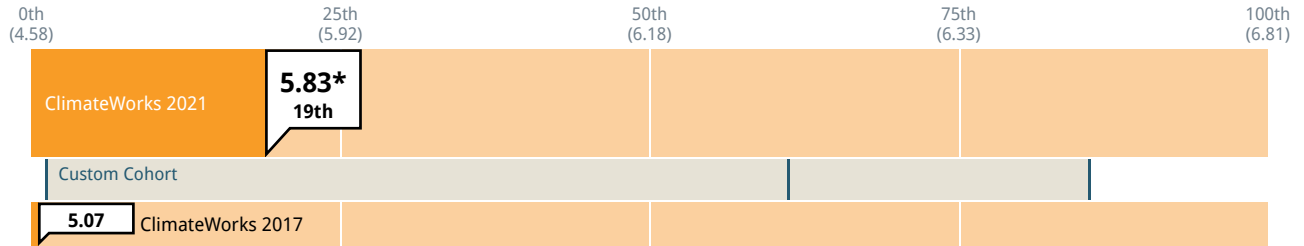
	0th (4.58)	25th (5.92)	50th (6.18)	75th (6.33)	100th (6.81)

ClimateWorks 2021 — **5.83*** 19th

Custom Cohort

5.07 ClimateWorks 2017

Cohort: Custom Cohort   **Past results:** on   **Subgroup:** None

How well does the Foundation understand your organization's strategy and goals?

1 = Limited understanding   **7** = Thorough understanding

	0th (3.69)	25th (5.59)	50th (5.79)	75th (6.00)	100th (6.60)

ClimateWorks 2021 — **5.56** 21st

Custom Cohort

5.43 ClimateWorks 2017
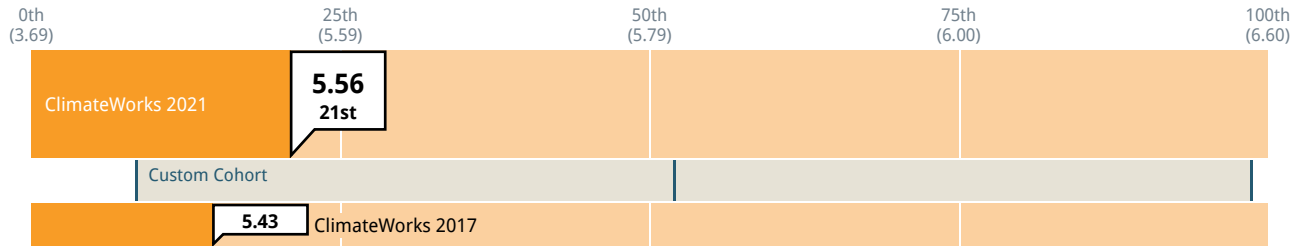
Cohort: Custom Cohort   **Past results:** on   **Subgroup:** None

Grantee Challenges

How aware is the Foundation of the challenges that your organization is facing?

1 = Not at all aware   **7** = Extremely aware

0th	25th	50th	75th	100th
(4.00)	(5.07)	(5.32)	(5.54)	(6.29)

ClimateWorks 2021

4.96
19th

Custom Cohort

4.93   ClimateWorks 2017
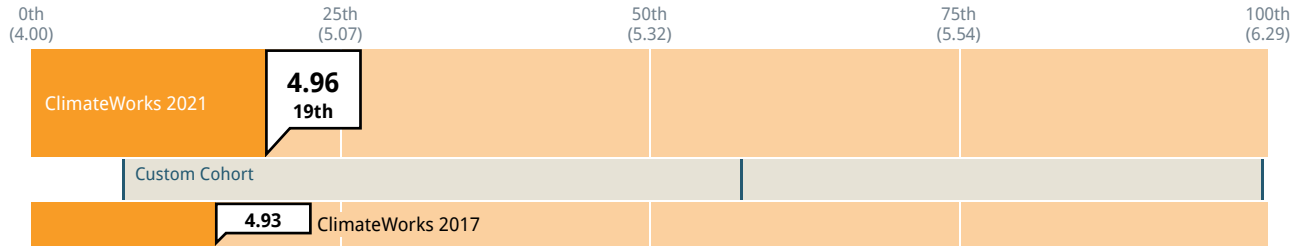
Cohort: Custom Cohort   **Past results:** on   **Subgroup:** None

Funder-Grantee Relationships

How comfortable do you feel approaching the Foundation if a problem arises?

1 = Not at all comfortable	7 = Extremely comfortable

0th (4.80)	25th (6.08)	50th (6.25)	75th (6.40)	100th (6.84)

ClimateWorks 2021 — **6.20** 41st

Custom Cohort

ClimateWorks 2017 — 6.12
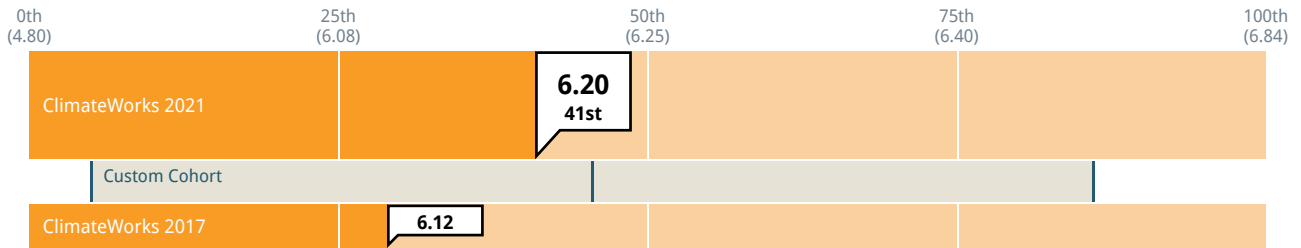
Cohort: Custom Cohort   **Past results:** on   **Subgroup:** None

Overall, how responsive was Foundation staff?

1 = Not at all responsive	7 = Extremely responsive
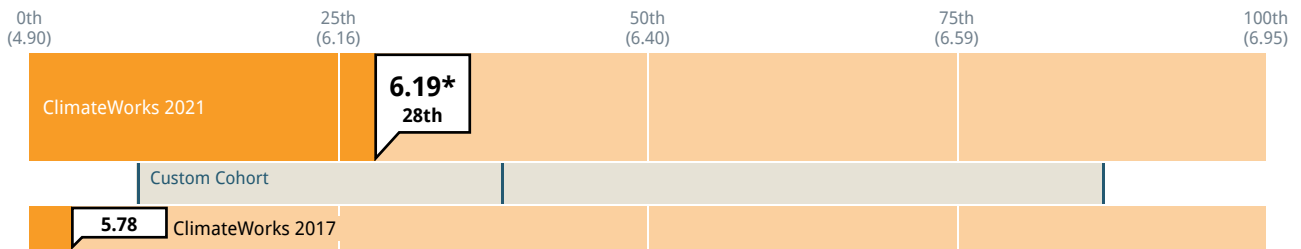
0th (4.90)	25th (6.16)	50th (6.40)	75th (6.59)	100th (6.95)

ClimateWorks 2021 — **6.19*** 28th

Custom Cohort

ClimateWorks 2017 — 5.78

Cohort: Custom Cohort   **Past results:** on   **Subgroup:** None

To what extent did the Foundation exhibit trust in your organization's staff during this grant?
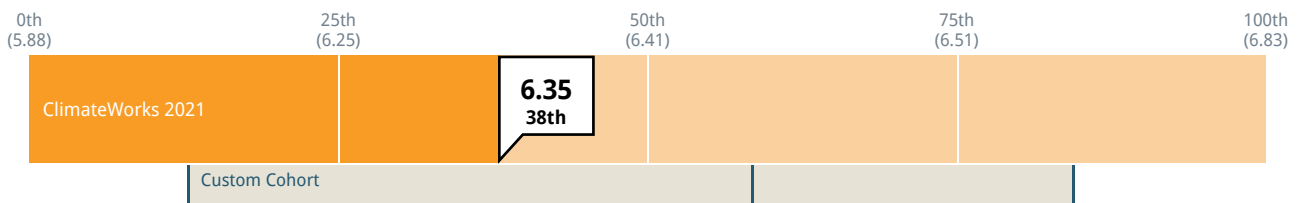
1 = Not at all	4 = Somewhat	7 = To a great extent

0th (5.88)	25th (6.25)	50th (6.41)	75th (6.51)	100th (6.83)

ClimateWorks 2021 — **6.35** 38th

Custom Cohort

Cohort: Custom Cohort   **Past results:** on   **Subgroup:** None

To what extent did the Foundation exhibit candor about the Foundation's perspectives on your work during this grant?
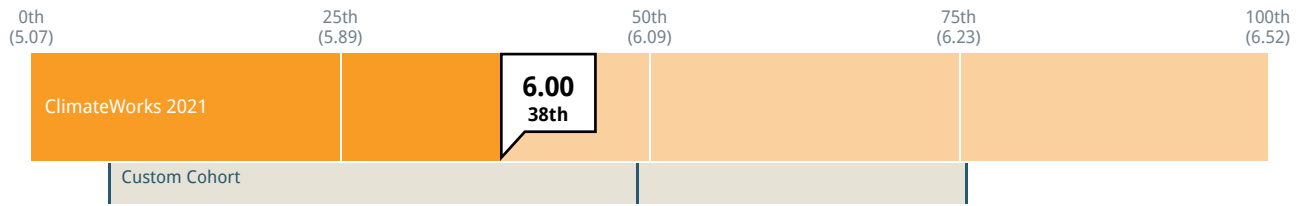
1 = Not at all   4 = Somewhat   7 = To a great extent

| 0th (5.07) | 25th (5.89) | 50th (6.09) | 75th (6.23) | 100th (6.52) |

ClimateWorks 2021 — **6.00** 38th

Custom Cohort

Cohort: Custom Cohort   **Past results:** on   **Subgroup:** None

To what extent did the Foundation exhibit respectful interaction during this grant?
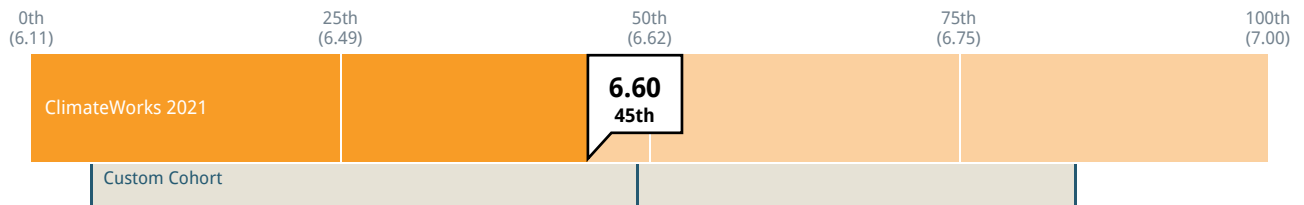
1 = Not at all   4 = Somewhat   7 = To a great extent

| 0th (6.11) | 25th (6.49) | 50th (6.62) | 75th (6.75) | 100th (7.00) |

ClimateWorks 2021 — **6.60** 45th

Custom Cohort

Cohort: Custom Cohort   **Past results:** on   **Subgroup:** None

To what extent did the Foundation exhibit compassion for those affected by your work during this grant?

1 = Not at all   4 = Somewhat   7 = To a great extent

| 0th (5.41) | 25th (6.24) | 50th (6.42) | 75th (6.58) | 100th (6.94) |

6.01 8th — ClimateWorks 2021
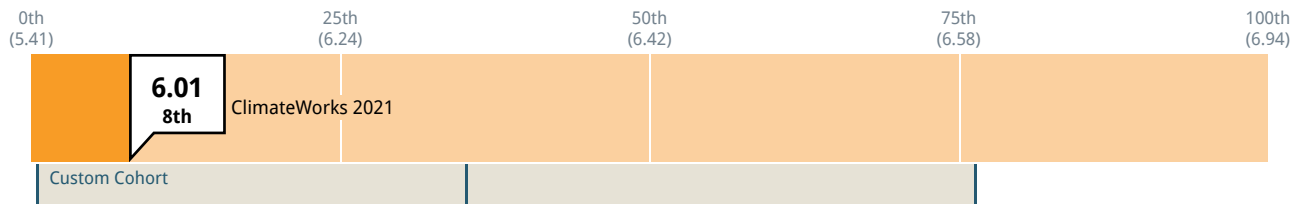
Custom Cohort

Cohort: Custom Cohort   **Past results:** on   **Subgroup:** None

Interaction Patterns

How often do/did you have contact with your primary contact during this grant?

Legend: ■ Yearly or less often ■ Once every few months ■ Monthly or more often

	Yearly or less often	Once every few months	Monthly or more often
ClimateWorks 2021	5%	60%	35%
ClimateWorks 2017	4%	54%	43%
Custom Cohort	9%	60%	31%
Average Funder	18%	55%	27%
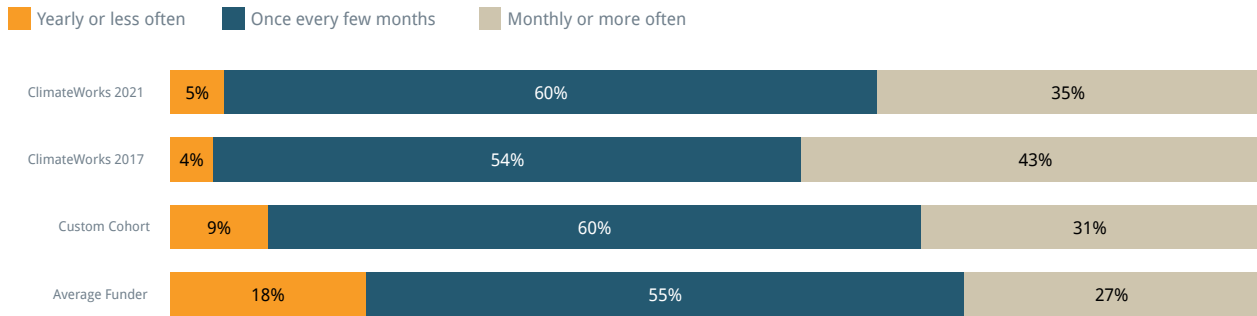
Cohort: Custom Cohort   **Past results:** on

Who most frequently initiated the contact you had with your primary contact?

Legend: ■ Primary Contact ■ Both of equal frequency ■ Grantee

	Primary Contact	Both of equal frequency	Grantee
ClimateWorks 2021	10%	58%	32%
ClimateWorks 2017	4%	55%	42%
Custom Cohort	12%	58%	30%
Average Funder	17%	51%	32%
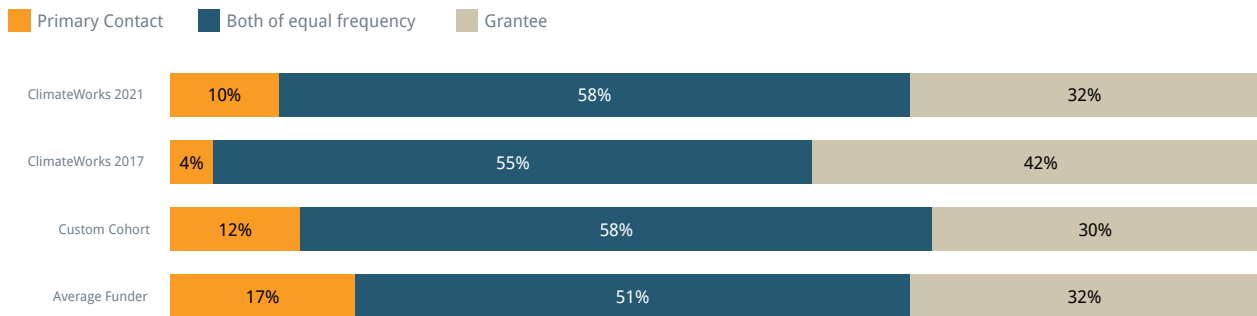
Cohort: Custom Cohort   **Past results:** on

Has your main contact at the Foundation changed in the past six months?

Proportion of grantees responding 'Yes'

0th (0%)	25th (6%)	50th (14%)	75th (24%)	100th (90%)

ClimateWorks 2021 — 25%* 76th

Custom Cohort

ClimateWorks 2017 — 8%
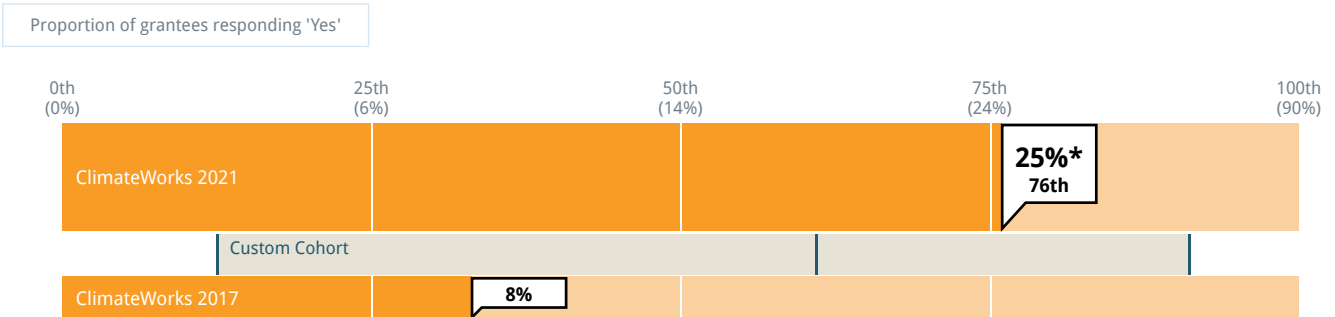
Cohort: Custom Cohort   **Past results:** on   **Subgroup:** None

Communication

How clearly has the Foundation communicated its goals and strategy to you?

1 = Not at all clearly   **7** = Extremely clearly

0th (3.65)	25th (5.48)	50th (5.74)	75th (5.95)	100th (6.48)

5.33*
14th   ClimateWorks 2021

Custom Cohort

4.47   ClimateWorks 2017
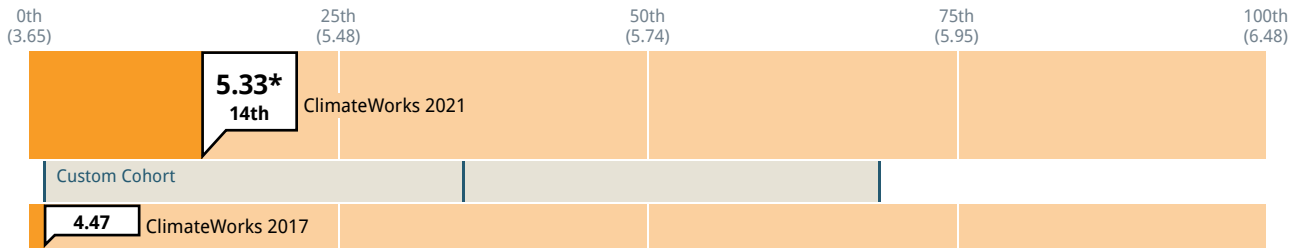
Cohort: Custom Cohort   **Past results:** on   **Subgroup:** None

How consistent was the information provided by different communication resources, both personal and written, that you used to learn about the Foundation?

1 = Not at all consistent   **7** = Completely consistent

0th (3.89)	25th (5.75)	50th (5.98)	75th (6.18)	100th (6.59)

ClimateWorks 2021   **5.68***
19th

Custom Cohort

5.32   ClimateWorks 2017
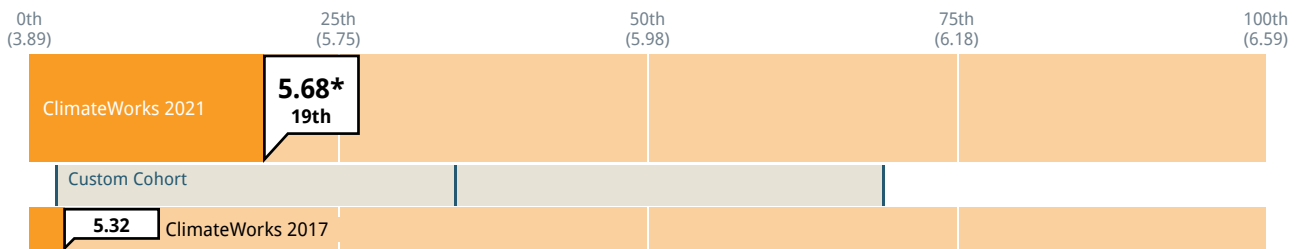
Cohort: Custom Cohort   **Past results:** on   **Subgroup:** None

The following question was recently added to the grantee survey and depicts comparative data from 75-100 funders in the grantee dataset.

How well do you understand the way in which the work funded by this grant fits into the Foundation's broader efforts?

1 = Limited understanding   **7** = Thorough understanding

■ ClimateWorks 2021   ■ Median Funder

Understanding of fit into the Foundation's broader efforts

	1	2	3	4	5	6	7
ClimateWorks 2021					**5.11**		
Median Funder					**5.48**		
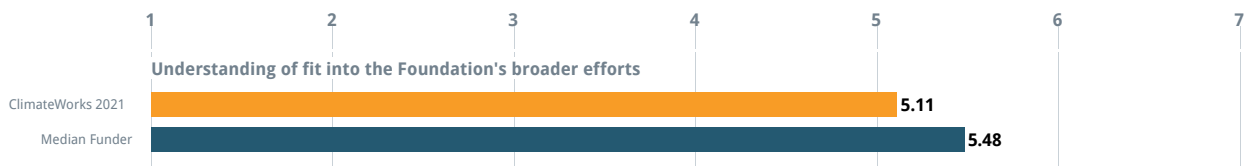
Cohort: None   **Past results:** on

Openness

To what extent is the Foundation open to ideas from grantees about its strategy?

1 = Not at all   **7** = To a great extent

0th (4.14)	25th (5.12)	50th (5.37)	75th (5.58)	100th (6.34)

ClimateWorks 2021 — **5.42*** 56th

Custom Cohort

4.90 ClimateWorks 2017
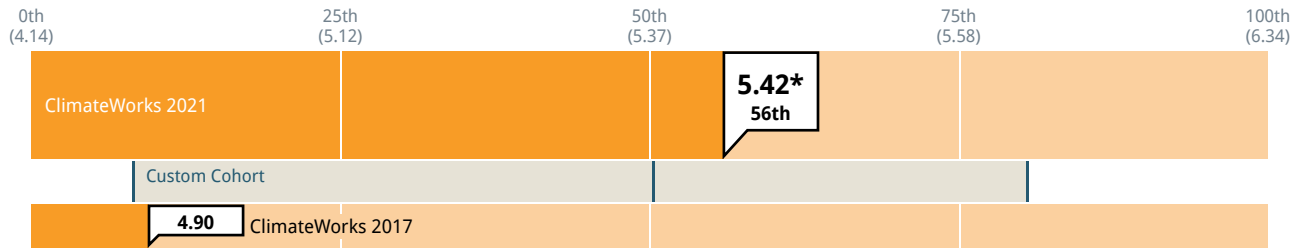
Cohort: Custom Cohort   **Past results:** on   **Subgroup:** None

Top Predictors of Relationships

CEP's research has shown that the strongest predictors of the strength of funder-grantee relationships are transparency and understanding.

Seven related measures of understanding, together create the larger construct that CEP refers to as "understanding". The understanding summary measure below is an average of ratings on the following measures:

- ClimateWorks's understanding of partner organizations' **strategy and goals**
- ClimateWorks's awareness of partner **organizations' challenges**
- ClimateWorks's understanding of the **fields** in which partners work
- ClimateWorks's understanding of partners' **local communities**
- ClimateWorks's understanding of the **social, cultural, or socioeconomic factors** that affect partners' work
- ClimateWorks's understanding of intended **beneficiaries' needs**
- Extent to which ClimateWorks's **funding priorities** reflect a deep understanding of partners' intended beneficiaries' needs

Understanding Summary Measure

1 = Very negative   **7** = Very positive

0th (4.05)	25th (5.48)	50th (5.67)	75th (5.84)	100th (6.36)

ClimateWorks 2021 — **5.42*** 20th

Custom Cohort

ClimateWorks 2017 — **5.01**
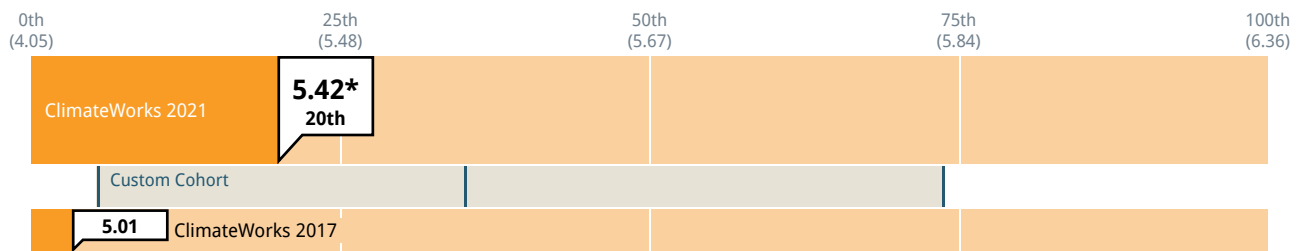
Cohort: Custom Cohort   **Past results:** on   **Subgroup:** None

Overall, how transparent is the Foundation with your organization?

1 = Not at all transparent   **7** = Extremely transparent

0th (3.69)	25th (5.55)	50th (5.81)	75th (5.98)	100th (6.55)

5.39* 13th — ClimateWorks 2021

Custom Cohort

5.03 ClimateWorks 2017
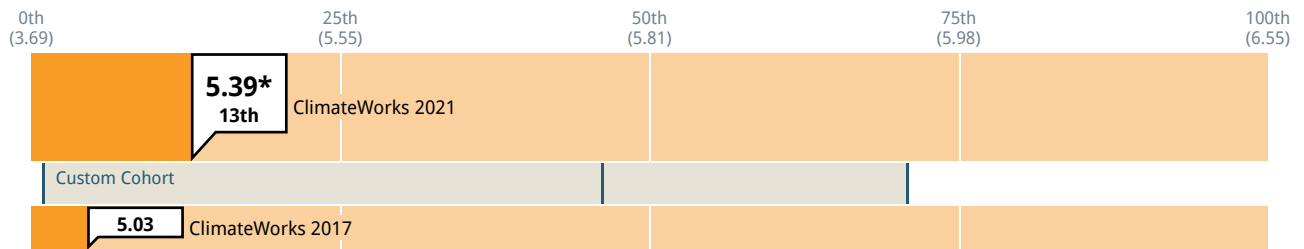
Cohort: Custom Cohort   **Past results:** on   **Subgroup:** None

Funder Response to Current Challenges

The subsequent questions were recently added to the grantee survey and depict data from 25-50 funders in CEP's dataset.

Note: "Movements for greater equity" was shown only to international grantees, and "Movement for racial justice" was shown only to domestic grantees.

Are you aware of any action the Foundation has taken in response to the COVID-19 pandemic?

■ Yes ■ No ■ Don't know
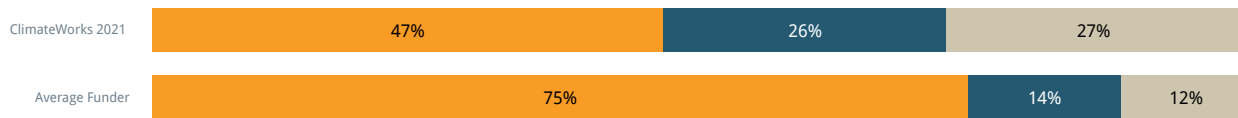
	Yes	No	Don't know
ClimateWorks 2021	47%	26%	27%
Average Funder	75%	14%	12%

Cohort: None   **Past results:** on

Are you aware of any action the Foundation has taken in response to the movement for racial justice?

■ Yes ■ No ■ Don't know
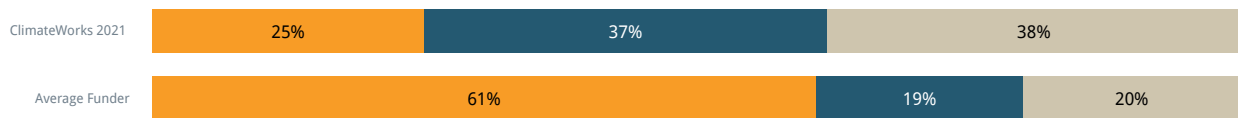
	Yes	No	Don't know
ClimateWorks 2021	25%	37%	38%
Average Funder	61%	19%	20%

Cohort: None   **Past results:** on

Are you aware of any action the Foundation has taken in response to movements for greater equity for historically disadvantaged groups?

■ Yes ■ No ■ Don't know

	Yes	No	Don't know
ClimateWorks 2021	40%	28%	32%
Average Funder	56%	21%	23%

Cohort: None   **Past results:** on

How would you rate the effectiveness of the Foundation's response to the following:

1 = Not at all effective   7 = Extremely effective

🟧 ClimateWorks 2021   🟦 Median Funder
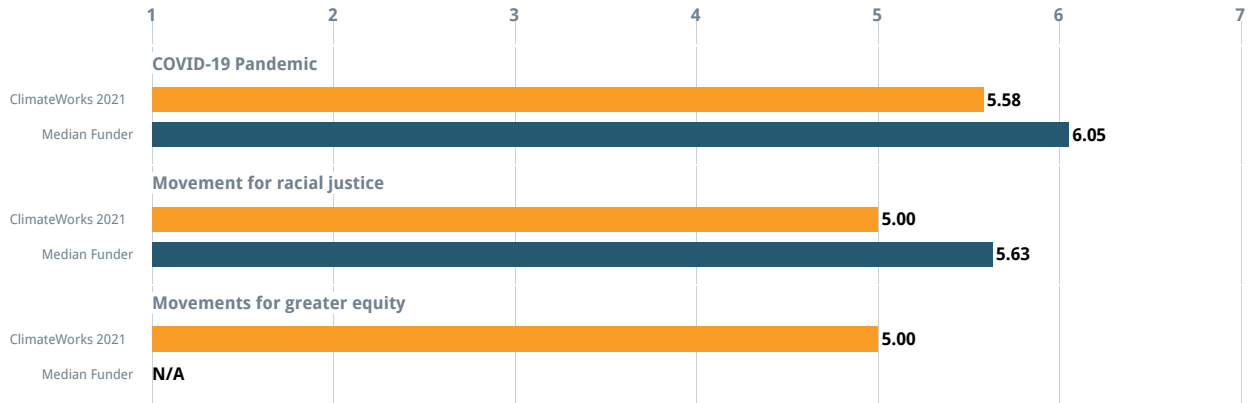
Cohort: None   **Past results:** on

Beneficiaries and Contextual Understanding

How well does the Foundation understand the social, cultural, or socioeconomic factors that affect your work?

1 = Limited understanding   **7** = Thorough understanding

| 0th (4.24) | 25th (5.45) | 50th (5.68) | 75th (5.90) | 100th (6.54) |

5.28 12th ClimateWorks 2021

Custom Cohort

5.07 ClimateWorks 2017
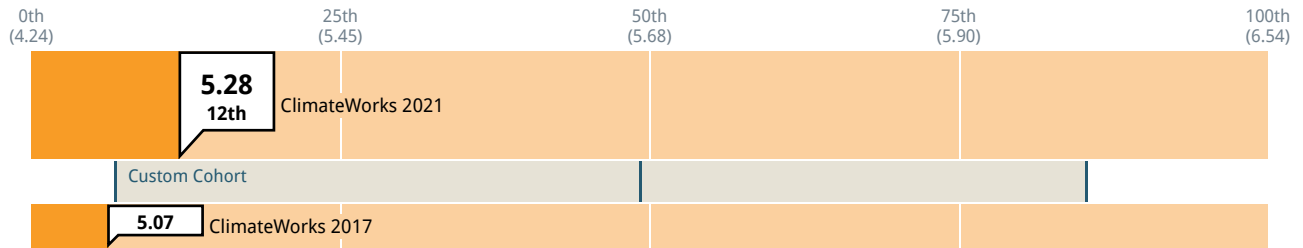
Cohort: Custom Cohort   **Past results:** on   **Subgroup:** None

In the following questions, we use the term "beneficiaries" to refer to those your organization seeks to serve through the services and/or programs it provides. Beneficiaries are often called end users, clients, constituents, or participants.

How well does the Foundation understand your intended beneficiaries' needs?

1 = Limited understanding   **7** = Thorough understanding

| 0th (4.00) | 25th (5.48) | 50th (5.68) | 75th (5.87) | 100th (6.46) |

ClimateWorks 2021   **5.40* 20th**

Custom Cohort

4.90 ClimateWorks 2017
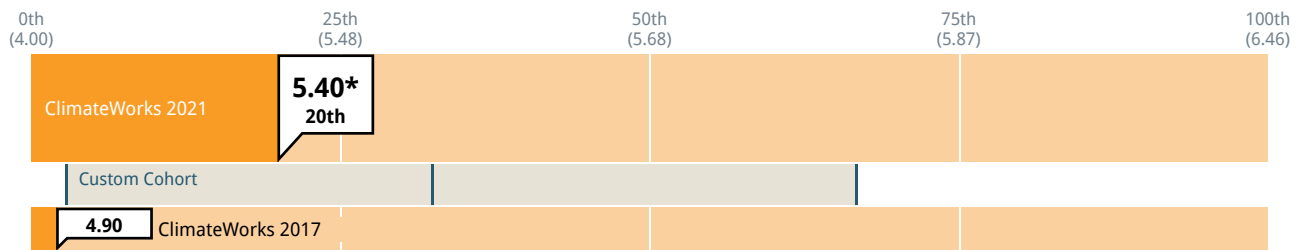
Cohort: Custom Cohort   **Past results:** on   **Subgroup:** None

To what extent do the Foundation's funding priorities reflect a deep understanding of your intended beneficiaries' needs?

1 = Not at all   **7** = To a great extent

| 0th (3.77) | 25th (5.35) | 50th (5.57) | 75th (5.81) | 100th (6.45) |

5.19* 14th ClimateWorks 2021

Custom Cohort

4.68 ClimateWorks 2017
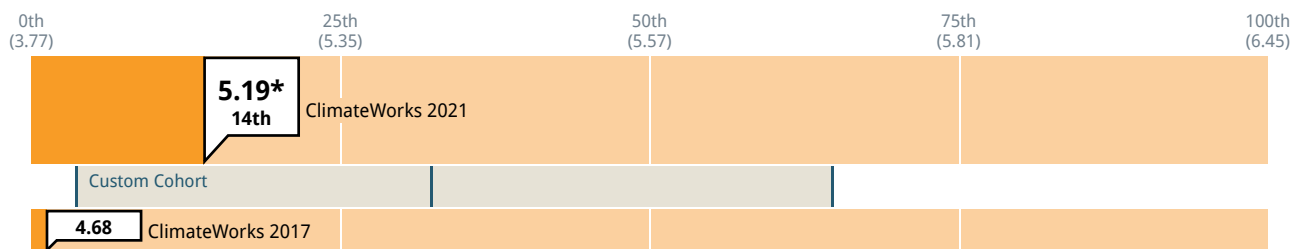
Cohort: Custom Cohort   **Past results:** on   **Subgroup:** None

Diversity, Equity, Inclusion and Grantee Demographics

The subsequent question was recently added to the grantee survey and depicts data from 50-75 funders in CEP's dataset.

Please rate the extent to which you agree or disagree with the following statements about diversity, equity, and inclusion:

1 = Strongly disagree   **4** = Neither agree nor disagree   **7** = Strongly agree

■ ClimateWorks 2021   ■ Median Funder

	1	2	3	4	5	6	7

Overall, most staff I have interacted with at the Foundation embody a strong commitment to diversity, equity, and inclusion

ClimateWorks 2021 — **5.50**
Median Funder — **6.20**

I believe that the Foundation is committed to combatting racism

ClimateWorks 2021 — **5.35**
Median Funder — **6.09**

Overall, the Foundation demonstrates an explicit commitment to diversity, equity, and inclusion in its work

ClimateWorks 2021 — **4.84**
Median Funder — **5.90**

The Foundation has clearly communicated what diversity, equity, and inclusion means for its work

ClimateWorks 2021 — **4.58**
Median Funder — **5.59**

Cohort: None   **Past results:** on

Primary Beneficiary of Grant

The subsequent question was recently added to the grantee survey and depicts data from 50-75 funders in CEP's dataset.

Are the efforts funded by this grant primarily meant to benefit historically disadvantaged groups?

🟧 Yes ■ No ⬜ Don't know

	Yes	No	Don't know
ClimateWorks 2021	17%	71%	12%
Average Funder	70%	24%	7%

Cohort: None   **Past results:** on

The following questions are asked only of grantees who answer "yes" to the question above. They were recently added to the grantee survey and depict data from approximately 25-50 funders in CEP's dataset.

Specifically, are any of the following populations the primary intended beneficiaries of the efforts funded by this grant?

■ ClimateWorks 2021   ■ Median Funder

African American or Black individuals or communities
- ClimateWorks 2021: 69%
- Median Funder: 69%

Hispanic or Latina, Latino, or Latinx individuals or communities
- ClimateWorks 2021: 62%
- Median Funder: 64%

Asian or Asian American individuals or communities
- ClimateWorks 2021: 54%
- Median Funder: 40%

Multiracial and/or Multi-ethnic individuals or communities
- ClimateWorks 2021: 54%
- Median Funder: 53%

Women
- ClimateWorks 2021: 46%
- Median Funder: 46%

American Indian, Alaska Native, or Indigenous individuals or communities
- ClimateWorks 2021: 38%
- Median Funder: 39%

Middle Eastern or North African individuals or communities
- ClimateWorks 2021: 23%
- Median Funder: 27%

Pacific Islander or Native Hawaiian individuals or communities
- ClimateWorks 2021: 15%
- Median Funder: 24%

Individuals with disabilities
- ClimateWorks 2021: 15%
- Median Funder: 32%

Members of the LGBTQIA (Lesbian, Gay, Bisexual, Transgender, Queer, Intersex, and Asexual) community
- ClimateWorks 2021: 8%
- Median Funder: 29%

None of the above
- ClimateWorks 2021: 0%
- Median Funder: 0%

Don't know
- ClimateWorks 2021: 0%
- Median Funder: 0%

Cohort: None   **Past results:** on

Respondent Demographics

Selected Cohort: Custom Cohort				

Job Title of Respondents	ClimateWorks 2021	ClimateWorks 2017	Average Funder	Custom Cohort
Executive Director	26%	21%	47%	36%
Other Senior Management	26%	30%	17%	23%
Project Director	23%	20%	13%	20%
Development Director	6%	12%	9%	8%
Other Development Staff	12%	11%	8%	10%
Volunteer	0%	0%	2%	0%
Other	7%	5%	5%	2%

Note: Survey questions about respondents' demographics were recently modified or added to match best practices, and depict comparative data from 50-75 funders in the dataset. Demographic questions related to grantees' POC and racial/ethnic identity are only asked of respondents in the United States.

Survey language and response options for questions about race and ethnicity are guided by best practices shared by National Institutes of Health, Pew Research Center, Psi Chi Journal of Psychological Research, and the US Census Bureau.

Survey language and response options for questions about gender and LGBTQIA identity are guided by best practices shared by Funders For LGBTQ Issues, HRC Foundation's Welcoming Schools, and the Williams Institute of the University of California – Los Angeles School of Law.

Survey respondents are asked to share their gender identities in a check-all-that-apply question. Each chart has the option of showing the average ratings of respondents who selected only "man," only "woman," multiple gender identities, "non-binary," "gender non-conforming," "prefer to self-identify," and "prefer not to say" - as long as that response option had at least 10 respondents.

Please select the option that represents how you describe yourself:

■ ClimateWorks 2021 ■ Median Funder

Gender non-conforming
- ClimateWorks 2021: 2%
- Median Funder: 0%

Man
- ClimateWorks 2021: 46%
- Median Funder: 30%

Non-binary
- ClimateWorks 2021: 2%
- Median Funder: 1%

Woman
- ClimateWorks 2021: 48%
- Median Funder: 65%

Prefer to self-identify
- ClimateWorks 2021: 0%
- Median Funder: 0%

Prefer not to say
- ClimateWorks 2021: 4%
- Median Funder: 3%
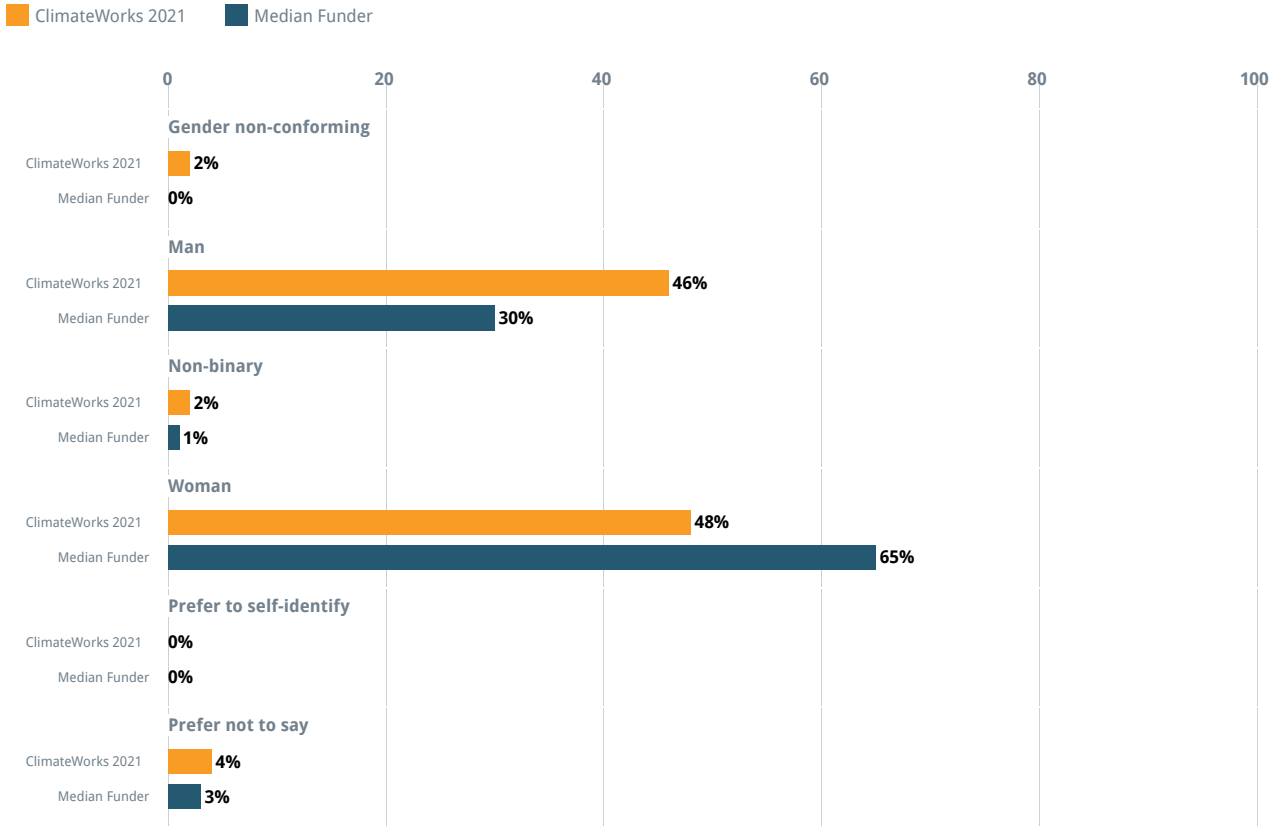
Cohort: None   **Past results:** on

How would you describe your race and/or ethnicity?

■ ClimateWorks 2021   ■ Median Funder

0   20   40   60   80   100

African American or Black

ClimateWorks 2021 — **0%**
Median Funder — **8%**

American Indian, Alaska Native, or Indigenous

ClimateWorks 2021 — **0%**
Median Funder — **1%**

Asian or Asian American

ClimateWorks 2021 — **8%**
Median Funder — **6%**

Hispanic or Latina, Latino, or Latinx

ClimateWorks 2021 — **5%**
Median Funder — **7%**

Middle Eastern or North African

ClimateWorks 2021 — **1%**
Median Funder — **1%**

Multiracial and/or Multi-ethnic

ClimateWorks 2021 — **0%**
Median Funder — **3%**

Pacific Islander or Native Hawaiian

ClimateWorks 2021 — **0%**
Median Funder — **0%**

White

ClimateWorks 2021 — **75%**
Median Funder — **72%**

Race and/or ethnicity not included above

ClimateWorks 2021 — **0%**
Median Funder — **1%**

Prefer not to say

ClimateWorks 2021 — **11%**
Median Funder — **3%**

Cohort: None   **Past results:** on

The following question was recently added to the grantee survey and depicts comparative data from 75-100 funders in the dataset.

Selected Cohort: None		
Do you identify as a person of color?	**ClimateWorks 2021**	**Average Funder**
Yes	11%	21%
No	81%	75%
Prefer not to say	8%	5%

The following questions were recently added to the grantee survey and depict comparative data from 25-50 funders in the dataset.

Selected Cohort: None		
Are you transgender?	**ClimateWorks 2021**	**Average Funder**
Yes	0%	1%
No	96%	95%
Prefer not to say	4%	3%

Selected Cohort: None		
Do you identify as a member of the LGBTQIA (Lesbian, Gay, Bisexual, Transgender, Queer, Intersex, and Asexual) community?	**ClimateWorks 2021**	**Average Funder**
Yes	14%	11%
No	83%	84%
Prefer not to say	3%	4%

Selected Cohort: None		
Do you identify as an individual with a disability?	**ClimateWorks 2021**	**Average Funder**
Yes	2%	5%
No	94%	91%
Prefer not to say	5%	4%

Organization ED/CEO Demographics

Note: Survey questions about CEO/Executive Director demographics were recently modified or added to match best practices. Demographic questions related to POC and racial/ethnic identity are only asked of organizations based in the United States.

The subsequent question depicts comparative data from 50-75 funders in CEP's dataset.

Please select the option that represents how the CEO/Executive Director of your organization describes themselves:

█ ClimateWorks 2021   █ Median Funder

Gender non-conforming
- ClimateWorks 2021: 2%
- Median Funder: 0%

Man
- ClimateWorks 2021: 59%
- Median Funder: 41%

Non-binary
- ClimateWorks 2021: 1%
- Median Funder: 0%

Woman
- ClimateWorks 2021: 29%
- Median Funder: 48%

Prefer to self-identify
- ClimateWorks 2021: 0%
- Median Funder: 0%

Don't know
- ClimateWorks 2021: 3%
- Median Funder: 2%

Prefer not to say
- ClimateWorks 2021: 4%
- Median Funder: 2%

Not applicable (e.g., more than one CEO/Executive Director, or other leadership structure)
- ClimateWorks 2021: 2%
- Median Funder: 2%

Cohort: None   **Past results:** on

The subsequent questions were recently added to the grantee survey and depict data from fewer than 25 funders in CEP's dataset.

How would you describe the race and/or ethnicity of the CEO/Executive Director of your organization?

■ ClimateWorks 2021   ■ Median Funder

African American or Black
- ClimateWorks 2021: 0%
- Median Funder: 12%

American Indian, Alaska Native, or Indigenous
- ClimateWorks 2021: 0%
- Median Funder: 1%

Asian or Asian American
- ClimateWorks 2021: 12%
- Median Funder: 6%

Hispanic or Latina, Latino, or Latinx
- ClimateWorks 2021: 4%
- Median Funder: 7%

Middle Eastern or North African
- ClimateWorks 2021: 0%
- Median Funder: 1%

Multiracial and/or Multi-ethnic
- ClimateWorks 2021: 0%
- Median Funder: 2%

Pacific Islander or Native Hawaiian
- ClimateWorks 2021: 0%
- Median Funder: 0%

White
- ClimateWorks 2021: 72%
- Median Funder: 65%

Race and/or ethnicity not included above
- ClimateWorks 2021: 0%
- Median Funder: 1%

Don't know
- ClimateWorks 2021: 2%
- Median Funder: 1%

Prefer not to say
- ClimateWorks 2021: 7%
- Median Funder: 3%

Not applicable (e.g., more than one CEO/Executive Director, or other leadership structure)
- ClimateWorks 2021: 2%
- Median Funder: 2%

Cohort: None   **Past results:** on

Selected Cohort: None

Does the CEO/Executive Director of your organization identify as a person of color?	ClimateWorks 2021	Average Funder
Yes	9%	27%
No	76%	67%
Don't know	13%	5%
Prefer not to say	3%	1%

Grant Processes

How helpful was participating in the Foundation's selection process in strengthening the organization/program funded by the grant?

1 = Not at all helpful   **7** = Extremely helpful
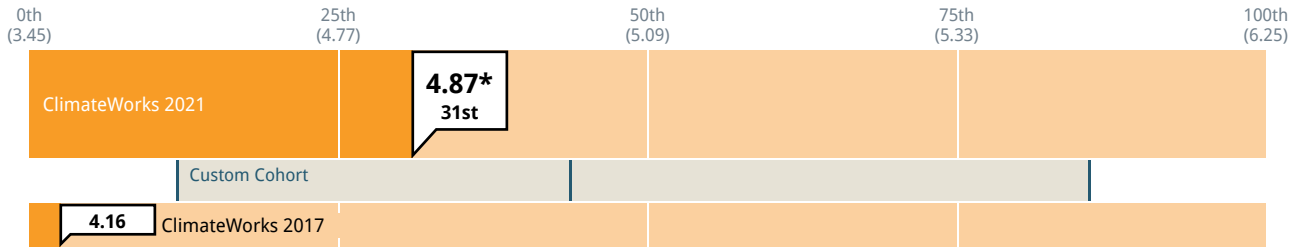
Cohort: Custom Cohort   **Past results:** on   **Subgroup:** None

Selection Process

Did you submit a proposal for this grant?

■ Submitted a proposal   ■ Did not submit a proposal

ClimateWorks 2021	99%	
ClimateWorks 2017	94%	6%
Custom Cohort	97%	
Average Funder	94%	6%
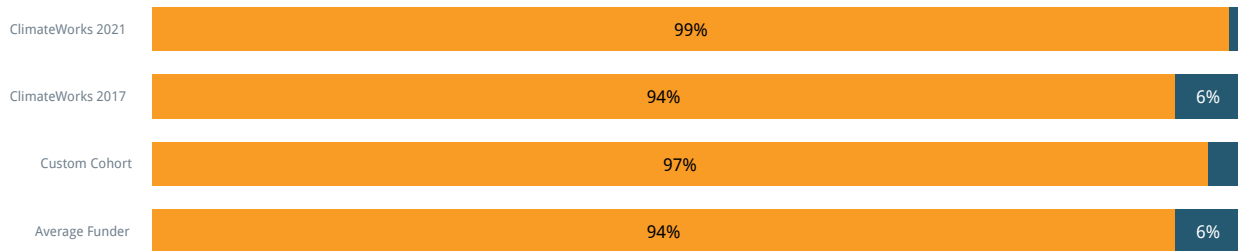
Cohort: Custom Cohort   **Past results:** on

As you developed your grant proposal, how much pressure did you feel to modify your organization's priorities in order to create a grant proposal that was likely to receive funding?

1 = No pressure   **7** = Significant pressure

0th (1.29)	25th (2.01)	50th (2.25)	75th (2.49)	100th (4.24)

ClimateWorks 2021 — **2.43** 70th

Custom Cohort

ClimateWorks 2017 — 2.51
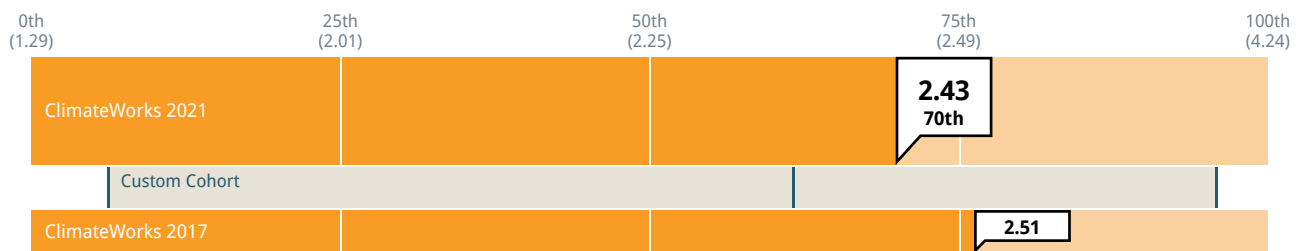
Cohort: Custom Cohort   **Past results:** on   **Subgroup:** None

Time Between Submission and Clear Commitment

"How much time elapsed from the submission of the grant proposal to clear commitment of funding?"

Selected Cohort: Custom Cohort

Time Elapsed from Submission of Proposal to Clear Commitment of Funding	ClimateWorks 2021	ClimateWorks 2017	Average Funder	Custom Cohort
Less than 3 months	65%	56%	62%	64%
4 - 6 months	29%	40%	29%	26%
7 - 12 months	6%	4%	7%	8%
More than 12 months	0%	0%	2%	2%

Selected Subgroup: None

Time Elapsed from Submission of Proposal to Clear Commitment of Funding (By Subgroup)
Less than 3 months
4 - 6 months
7 - 12 months
More than 12 months

Reporting and Evaluation Process

Definition of Reporting and Evaluation

- "Reporting" - ClimateWorks's standard oversight, monitoring, and grant reporting.
- "Evaluation" - formal activities *beyond reporting* undertaken by ClimateWorks to assess or learn about a grant, a program, or ClimateWorks's efforts.

At any point during the application or the grant period, did the Foundation and your organization exchange ideas regarding how your organization would assess the results of the work funded by this grant?

Proportion of grantees responding 'Yes'

	0th (18%)	25th (57%)	50th (69%)	75th (80%)	100th (100%)

ClimateWorks 2021 — **72%*** **56th**

Custom Cohort

ClimateWorks 2017 — **55%**
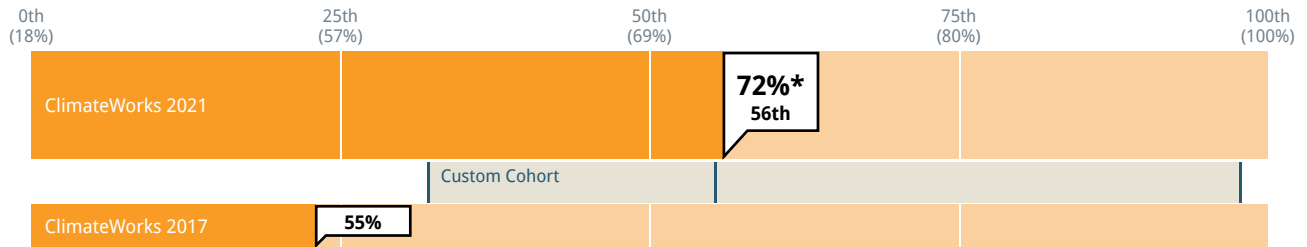
Cohort: Custom Cohort   **Past results:** on   **Subgroup:** None

Participation in Reporting and/or Evaluation Processes

- ■ Participated in a reporting process only
- ■ Participated in an evaluation process only
- ■ Participated in both a reporting and an evaluation process
- ■ Participated in neither a reporting nor an evaluation process

	Reporting only	Evaluation only	Both	Neither
ClimateWorks 2021	76%		9%	13%
ClimateWorks 2017	62%		28%	10%
Custom Cohort	64%		23%	12%
Average Funder	57%		30%	13%
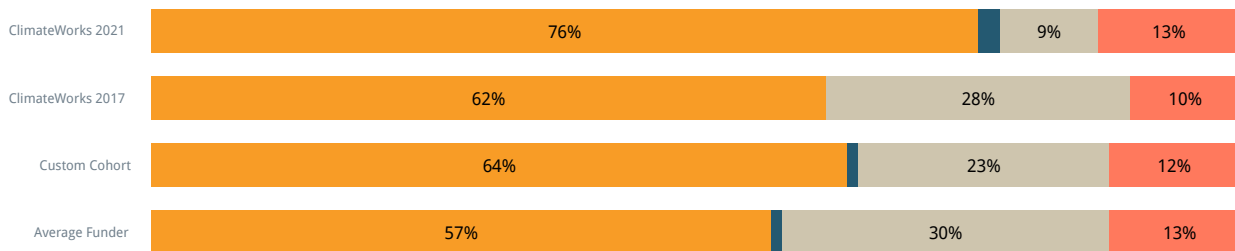
Cohort: Custom Cohort   **Past results:** on

Reporting Process

The following questions were only asked of grantees that indicated having participated in a reporting process. See the "Reporting and Evaluation Process" page for data on the proportion of grantees participating in this process.

To what extent was the Foundation's reporting process straightforward?

1 = Not at all   **7** = To a great extent
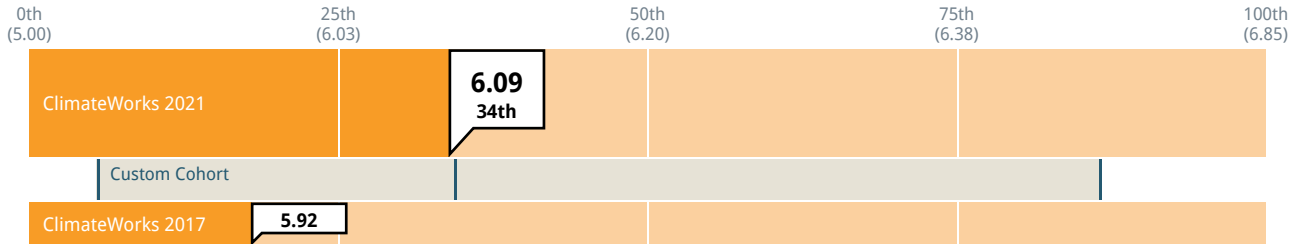
	0th (5.00)	25th (6.03)	50th (6.20)	75th (6.38)	100th (6.85)
ClimateWorks 2021		**6.09** / **34th**			
Custom Cohort					
ClimateWorks 2017	**5.92**				

Cohort: Custom Cohort   **Past results:** on   **Subgroup:** None

To what extent was the Foundation's reporting process adaptable, if necessary, to fit your circumstances?

1 = Not at all   **7** = To a great extent
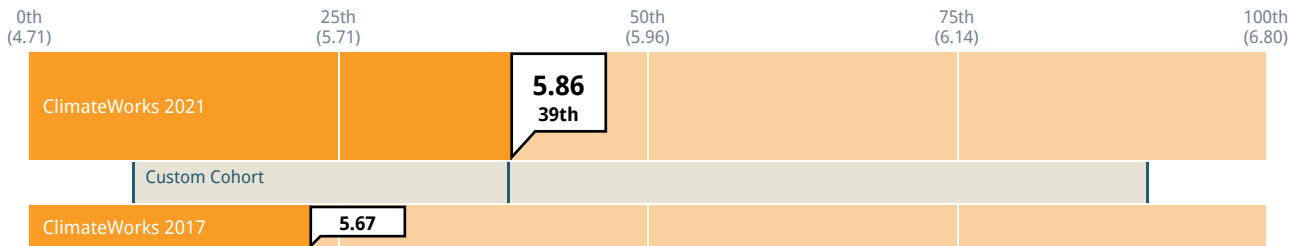
	0th (4.71)	25th (5.71)	50th (5.96)	75th (6.14)	100th (6.80)
ClimateWorks 2021		**5.86** / **39th**			
Custom Cohort					
ClimateWorks 2017	**5.67**				

Cohort: Custom Cohort   **Past results:** on   **Subgroup:** None

To what extent was the Foundation's reporting process relevant, with questions and measures pertinent to the work funded by this grant?

1 = Not at all   **7** = To a great extent
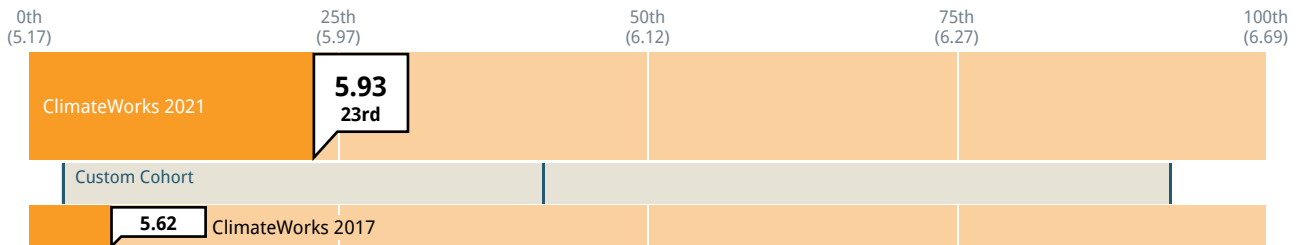
	0th (5.17)	25th (5.97)	50th (6.12)	75th (6.27)	100th (6.69)
ClimateWorks 2021		**5.93** / **23rd**			
Custom Cohort					
ClimateWorks 2017	**5.62**				

Cohort: Custom Cohort   **Past results:** on   **Subgroup:** None

To what extent was the Foundation's reporting process a helpful opportunity for you to reflect and learn?

1 = Not at all   **7** = To a great extent

0th (4.56)	25th (5.65)	50th (5.86)	75th (6.08)	100th (6.48)

ClimateWorks 2021 — **5.69*** 28th

Custom Cohort

5.26 — ClimateWorks 2017
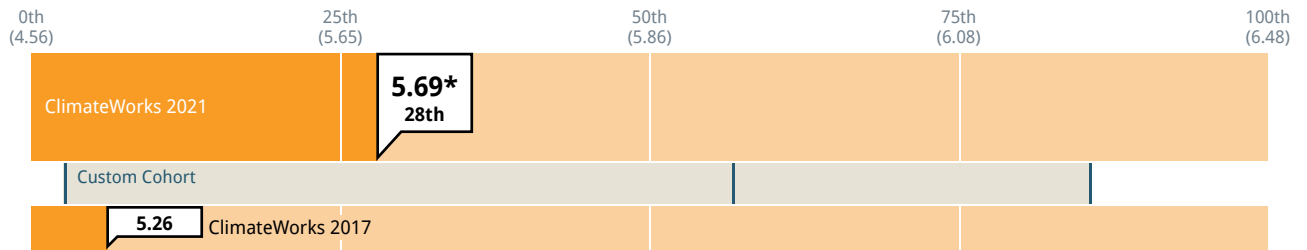
Cohort: Custom Cohort   **Past results:** on   **Subgroup:** None

Evaluation Process

The following questions were only asked of grantees that indicated having participated in an evaluation process. See the "Reporting and Evaluation Process" page for data on the proportion of grantees participating in this process.

Who was primarily responsible for carrying out the evaluation?

- Evaluation staff at the Foundation
- Evaluation staff at your organization
- External evaluator, chosen by the Foundation
- External evaluator, chosen by your organization

ClimateWorks 2021	33%	42%	25%	
ClimateWorks 2017	29%	24%	35%	12%
Custom Cohort	27%	28%	29%	17%
Average Funder	25%	47%	16%	13%
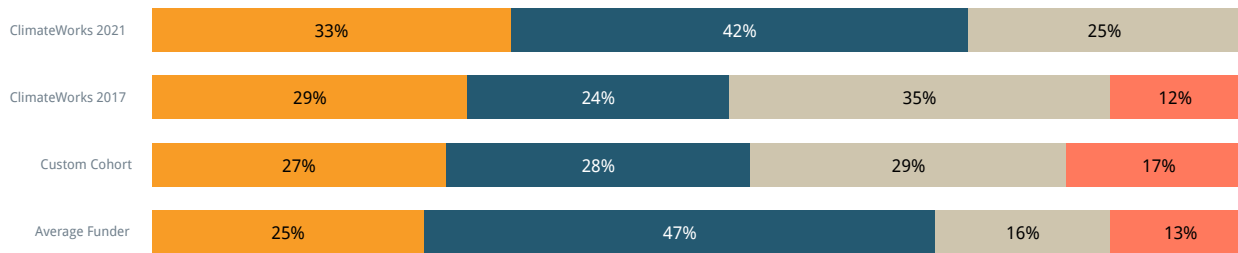
Cohort: Custom Cohort   **Past results:** on

To what extent did the evaluation incorporate input from your organization in the design of the evaluation?

1 = Not at all   **7** = To a great extent
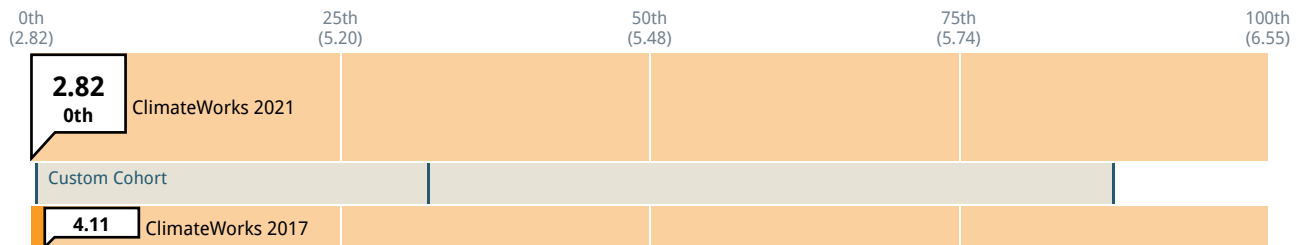
0th (2.82)	25th (5.20)	50th (5.48)	75th (5.74)	100th (6.55)

2.82 0th ClimateWorks 2021

Custom Cohort

4.11 ClimateWorks 2017

Cohort: Custom Cohort   **Past results:** on   **Subgroup:** None

To what extent did the evaluation result in your organization making changes to the work that was evaluated?

1 = Not at all   **7** = To a great extent

0th (2.78)	25th (4.45)	50th (4.77)	75th (5.07)	100th (6.00)

3.36 1st ClimateWorks 2021

Custom Cohort

3.74 ClimateWorks 2017
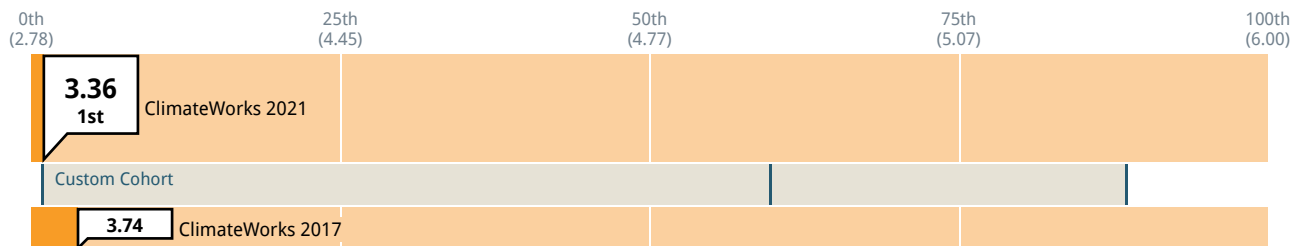
Cohort: Custom Cohort   **Past results:** on   **Subgroup:** None

Dollar Return and Time Spent on Processes

Dollar Return: Median grant dollars awarded per process hour required

Includes total grant dollars awarded and total time necessary to fulfill the requirements over the lifetime of the grant

0th ($0.3K)	25th ($1.6K)	50th ($2.5K)	75th ($5.0K)	100th ($29.8K)

ClimateWorks 2021 — **$4.5K** **72nd**

Custom Cohort

ClimateWorks 2017 — **$5.7K**
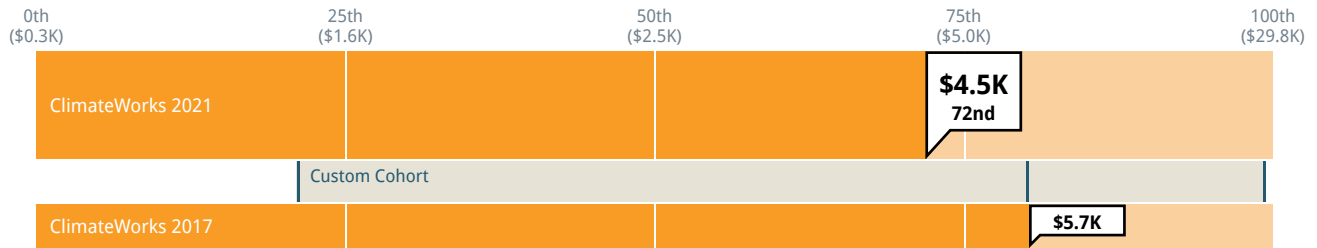
Cohort: Custom Cohort   **Past results:** on   **Subgroup:** None

Median Grant Size

0th ($3K)	25th ($38K)	50th ($100K)	75th ($225K)	100th ($3300K)

ClimateWorks 2021 — **$200K** **70th**

Custom Cohort

ClimateWorks 2017 — **$250K**
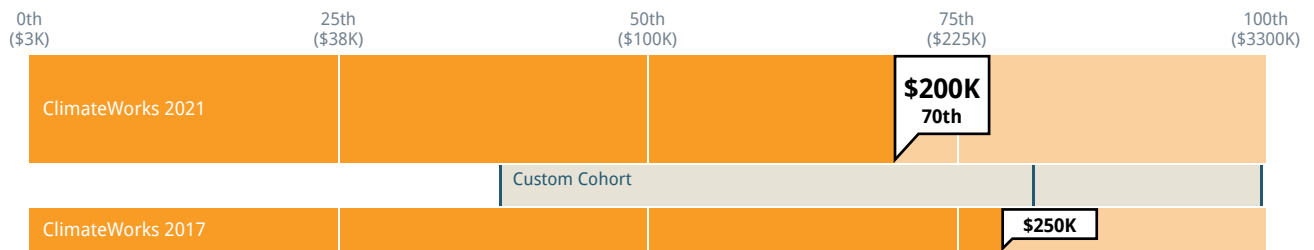
Cohort: Custom Cohort   **Past results:** on   **Subgroup:** None

Median hours spent by grantees on funder requirements over grant lifetime

0th (7hrs)	25th (20hrs)	50th (30hrs)	75th (50hrs)	100th (304hrs)

ClimateWorks 2021 — **46hrs** **68th**

Custom Cohort

ClimateWorks 2017 — **40hrs**
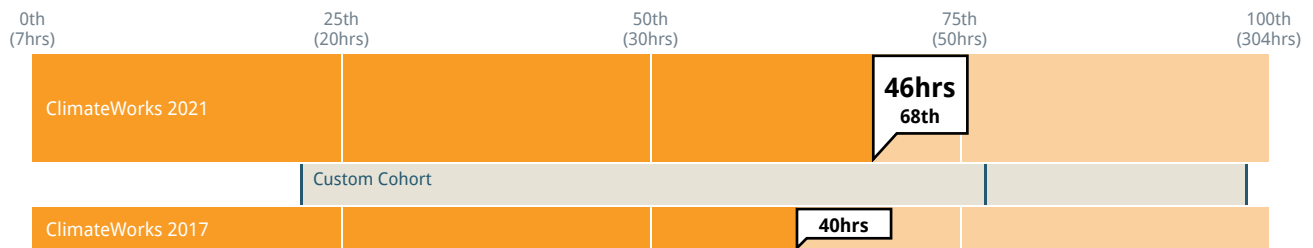
Cohort: Custom Cohort   **Past results:** on   **Subgroup:** None

Time Spent on Selection Process

Median Hours Spent on Proposal and Selection Process
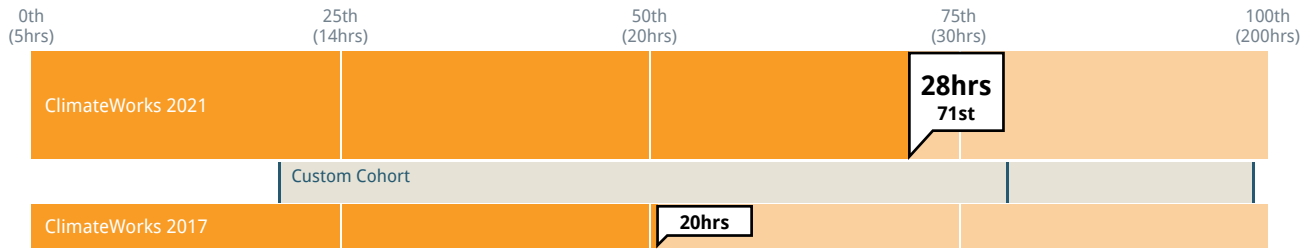
Cohort: Custom Cohort   **Past results:** on   **Subgroup:** None

Selected Cohort: Custom Cohort				
Time Spent On Proposal And Selection Process	**ClimateWorks 2021**	**ClimateWorks 2017**	**Average Funder**	**Custom Cohort**
1 to 9 hours	10%	13%	22%	10%
10 to 19 hours	20%	23%	21%	15%
20 to 29 hours	20%	25%	17%	15%
30 to 39 hours	12%	5%	7%	8%
40 to 49 hours	15%	14%	11%	15%
50 to 99 hours	14%	12%	11%	17%
100 to 199 hours	2%	5%	6%	11%
200+ hours	7%	3%	3%	8%

Selected Subgroup: None	
Time Spent On Proposal And Selection Process (By Subgroup)	
1 to 9 hours	
10 to 19 hours	
20 to 29 hours	
30 to 39 hours	
40 to 49 hours	
50 to 99 hours	
100 to 199 hours	
200+ hours	

Time Spent on Reporting and Evaluation Process

Median Hours Spent on Monitoring, Reporting and Evaluation Process Per Year
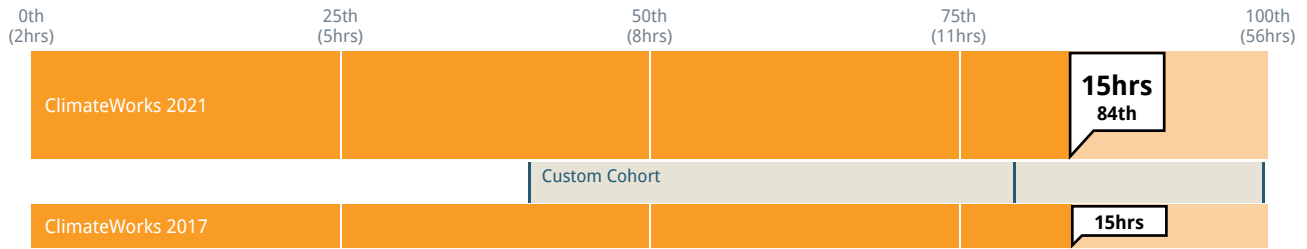
0th (2hrs)	25th (5hrs)	50th (8hrs)	75th (11hrs)	100th (56hrs)

ClimateWorks 2021 — **15hrs** 84th

Custom Cohort

ClimateWorks 2017 — **15hrs**

Cohort: Custom Cohort   **Past results:** on   **Subgroup:** None

Selected Cohort: Custom Cohort

Time Spent On Monitoring, Reporting, And Evaluation Process (Annualized)	ClimateWorks 2021	ClimateWorks 2017	Average Funder	Custom Cohort
1 to 9 hours	32%	33%	54%	36%
10 to 19 hours	27%	26%	20%	23%
20 to 29 hours	15%	14%	10%	14%
30 to 39 hours	8%	9%	3%	5%
40 to 49 hours	4%	7%	4%	5%
50 to 99 hours	4%	9%	5%	8%
100+ hours	9%	3%	5%	8%

Selected Subgroup: None	
Time Spent On Monitoring, Reporting, And Evaluation Process (Annualized) (By Subgroup)	
1 to 9 hours	
10 to 19 hours	
20 to 29 hours	
30 to 39 hours	
40 to 49 hours	
50 to 99 hours	
100+ hours	

Non-Monetary Assistance

The following questions were recently added to the grantee survey and depict comparative data from 25-50 funders in the dataset.

Did you receive any non-monetary support from the Foundation during this grant period?

■ Yes ■ No

ClimateWorks 2021	39%	61%
Average Funder	42%	58%

Cohort: None   **Past results:** on

How would you describe the benefit - to your organization or work - of any non-monetary support that you received?

■ No benefit ■ A minor benefit ■ A moderate benefit ■ A major benefit
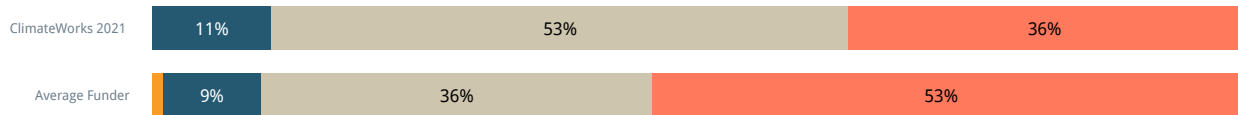
ClimateWorks 2021	11%	53%	36%
Average Funder	9%	36%	53%

Cohort: None   **Past results:** on

The following question was recently added to the grantee survey and depicts comparative data from over 100 funders in the dataset.

Have you ever requested support from the Foundation to help strengthen your organization?

■ ClimateWorks 2021 ■ Custom Cohort ■ Median Funder

I have never requested support from the Foundation to strengthen my organization

ClimateWorks 2021	68%
Custom Cohort	49%
Median Funder	42%
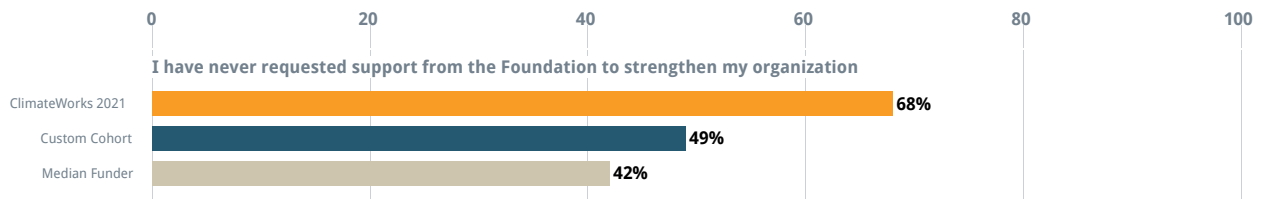
Cohort: Custom Cohort   **Past results:** on

If you have ever requested support from the Foundation to help strengthen your organization, how did you determine what specific support to ask for?

■ ClimateWorks 2021　■ Custom Cohort　■ Median Funder

Based on what the Foundation told your organization to request

ClimateWorks 2021	9%
Custom Cohort	19%
Median Funder	19%

Based on what your organization believes the Foundation would be willing to fund

ClimateWorks 2021	15%
Custom Cohort	24%
Median Funder	27%

Based on what your organization needs

ClimateWorks 2021	22%
Custom Cohort	33%
Median Funder	41%

Based on the results of an assessment or evaluation

ClimateWorks 2021	2%
Custom Cohort	9%
Median Funder	11%
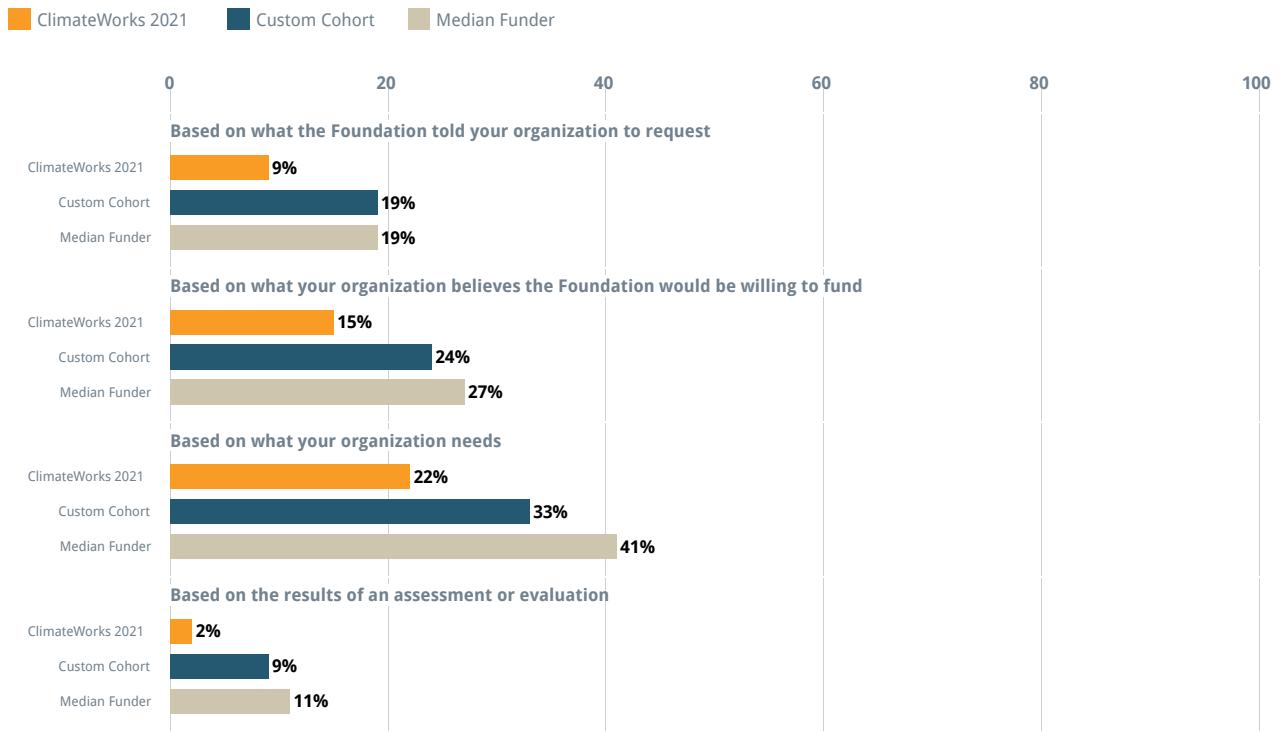
Cohort: Custom Cohort　　**Past results:** on

Customized Questions

ClimateWorks custom questions are presented in the following pages, grouped thematically

Full Cost

Which best describes the process used to set an indirect cost rate for this project?

■ ClimateWorks 2021

We provided an indirect rate, which the Foundation accepted
ClimateWorks 2021 — **44%**

The Foundation provided an indirect rate, without opportunity for discussion
ClimateWorks 2021 — **23%**

We settled on an indirect rate in discussion with Foundation staff
ClimateWorks 2021 — **16%**

In determining grant amount, we did not specifically address indirect costs
ClimateWorks 2021 — **17%**

Cohort: None   **Past results:** on

How strongly do you agree or disagree with the following statements about how indirect and direct costs were set?

1 = Strongly disagree   **4** = Neither agree nor disagree   **7** = Strongly agree

■ ClimateWorks 2021

The process was straightforward.
ClimateWorks 2021 — **6**

My organization has an accurate understanding of the indirect costs associated with this work.
ClimateWorks 2021 — **6**

The final indirect rate was fair to my organization.
ClimateWorks 2021 — **5.6**
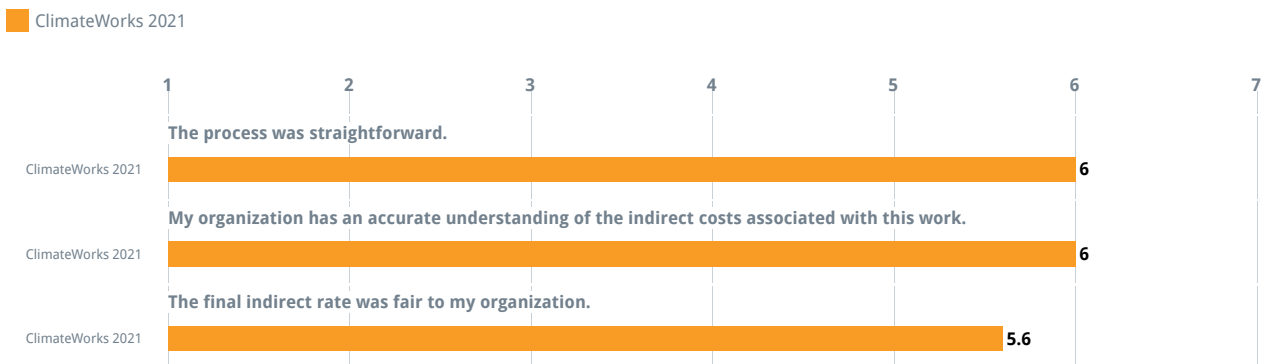
Cohort: None   **Past results:** on

To what extent did the grant cover the full costs of the work it was meant to fund (or the costs of its share of work in a multi-funder project)?

■ ClimateWorks 2021

The grant covered its direct and indirect costs plus extra that allows the organization to thrive over the long term (e.g., additions to reserves, assets, working capital, etc.)

ClimateWorks 2021 — **5%**

The grant covered direct and indirect costs, but no more

ClimateWorks 2021 — **50%**

The grant covered the direct costs of the work, but not all indirect costs

ClimateWorks 2021 — **32%**

This grant did not cover even the direct costs of the work

ClimateWorks 2021 — **11%**

Not Applicable : This multi-funder project was ultimately not fully funded, so a question of what costs this grant covered is not applicable

ClimateWorks 2021 — **2%**

Cohort: None   **Past results:** on

Non-Monetary Support

We'd like to hear more about any non-monetary support you received from ClimateWorks staff or from someone paid by ClimateWorks. Please select all types of non-monetary assistance for the implementation of the work under the program and/or to achieve program goals.

■ ClimateWorks 2021

Helped expand networks or make connections with experts/ funders/ other organizations/ leaders in the field to support relationship building/coordination
ClimateWorks 2021 — **68%**

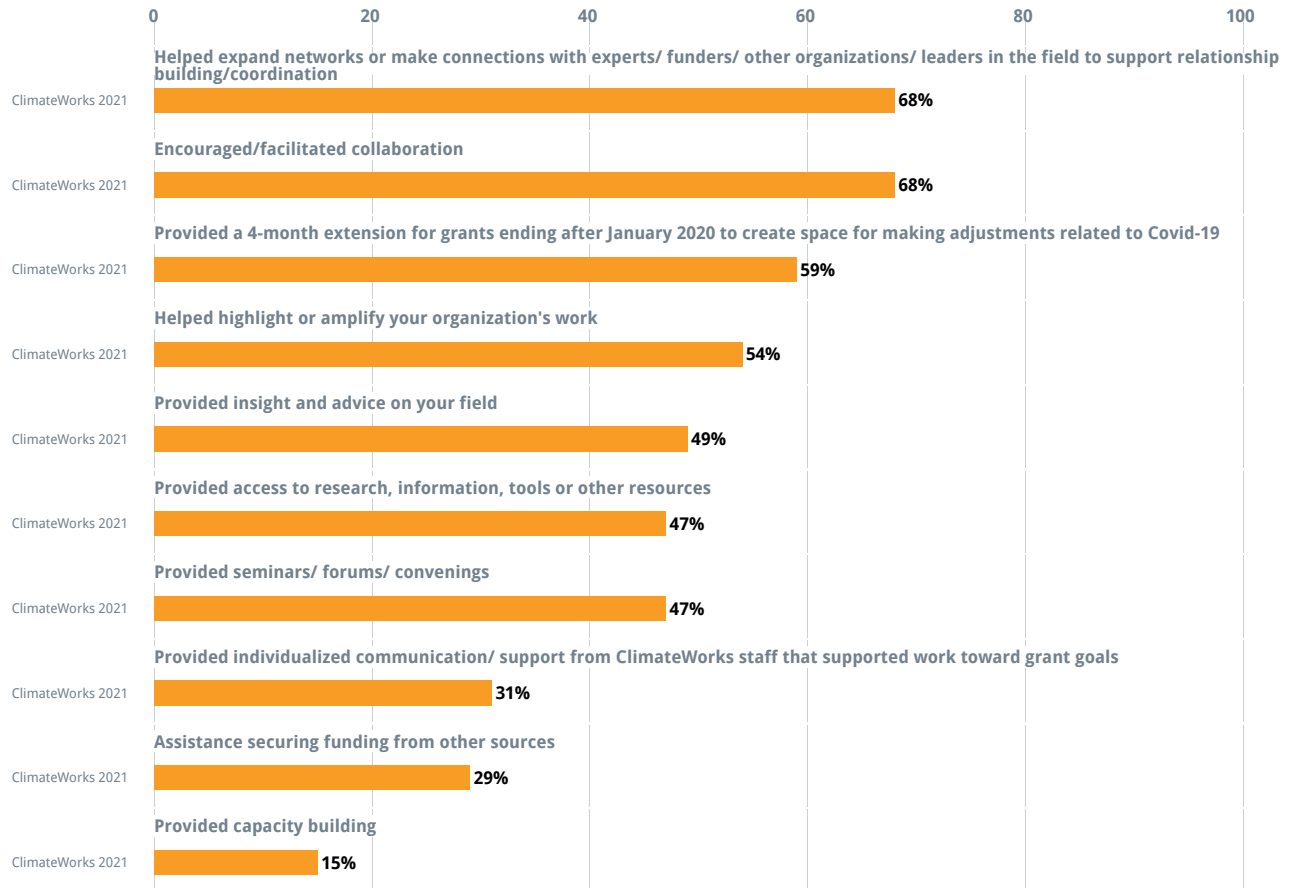**Encouraged/facilitated collaboration**
ClimateWorks 2021 — **68%**

Provided a 4-month extension for grants ending after January 2020 to create space for making adjustments related to Covid-19
ClimateWorks 2021 — **59%**

Helped highlight or amplify your organization's work
ClimateWorks 2021 — **54%**

Provided insight and advice on your field
ClimateWorks 2021 — **49%**

Provided access to research, information, tools or other resources
ClimateWorks 2021 — **47%**

Provided seminars/ forums/ convenings
ClimateWorks 2021 — **47%**

Provided individualized communication/ support from ClimateWorks staff that supported work toward grant goals
ClimateWorks 2021 — **31%**

Assistance securing funding from other sources
ClimateWorks 2021 — **29%**

Provided capacity building
ClimateWorks 2021 — **15%**

Cohort: None   **Past results:** on

Please indicate how useful each type of non-monetary assistance was for the implementation of the work under the program and/or to achieving program goals.

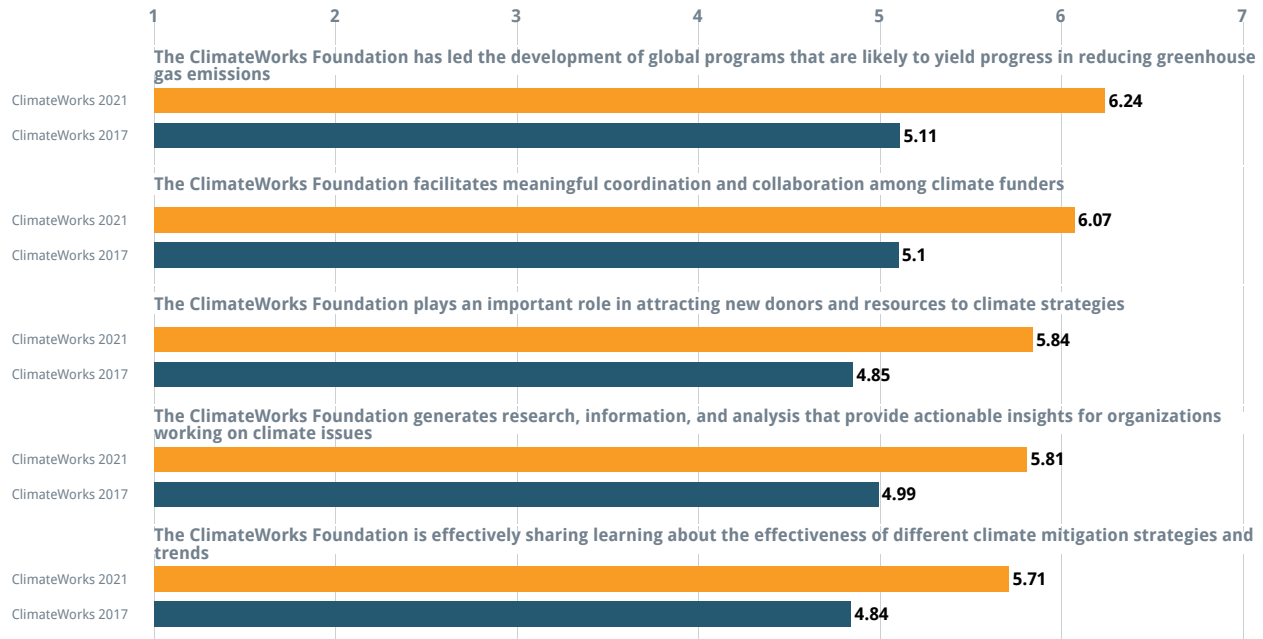1 = Not at all helpful   7 = Extremely helpful

■ ClimateWorks 2021

	1	2	3	4	5	6	7

Assistance securing funding from other sources
ClimateWorks 2021 — 6.36

Provided a 4-month extension for grants ending after January 2020 to create space for making adjustments related to Covid-19
ClimateWorks 2021 — 6.29

Provided capacity building
ClimateWorks 2021 — 6.25

Helped expand networks or make connections with experts/ funders/ other organizations/ leaders in the field to support relationship building/coordination
ClimateWorks 2021 — 6.16

Provided seminars/ forums/ convenings
ClimateWorks 2021 — 5.93

Helped highlight or amplify your organization's work
ClimateWorks 2021 — 5.88

Encouraged/facilitated collaboration
ClimateWorks 2021 — 5.86

Provided insight and advice on your field
ClimateWorks 2021 — 5.81

Provided individualized communication/ support from ClimateWorks staff that supported work toward grant goals
ClimateWorks 2021 — 5.72

Provided access to research, information, tools or other resources
ClimateWorks 2021 — 5.62

Cohort: None   **Past results:** on

Agreement/Disagreement

Thinking about the ClimateWorks Foundation's efforts to mobilize philanthropy, please indicate how strongly you disagree or agree with the following statements:

1 = Strongly disagree   **4** = Neither agree nor disagree   **7** = Strongly agree

🟧 ClimateWorks 2021   🟦 ClimateWorks 2017

1　　　　2　　　　3　　　　4　　　　5　　　　6　　　　7

The ClimateWorks Foundation has led the development of global programs that are likely to yield progress in reducing greenhouse gas emissions

ClimateWorks 2021 — **6.24**
ClimateWorks 2017 — **5.11**

The ClimateWorks Foundation facilitates meaningful coordination and collaboration among climate funders

ClimateWorks 2021 — **6.07**
ClimateWorks 2017 — **5.1**

The ClimateWorks Foundation plays an important role in attracting new donors and resources to climate strategies

ClimateWorks 2021 — **5.84**
ClimateWorks 2017 — **4.85**

The ClimateWorks Foundation generates research, information, and analysis that provide actionable insights for organizations working on climate issues

ClimateWorks 2021 — **5.81**
ClimateWorks 2017 — **4.99**

The ClimateWorks Foundation is effectively sharing learning about the effectiveness of different climate mitigation strategies and trends

ClimateWorks 2021 — **5.71**
ClimateWorks 2017 — **4.84**

Cohort: None   **Past results:** on

Please indicate how strongly you agree or disagree with the following statements:

1 = Strongly disagree   **4** = Neither agree nor disagree   **7** = Strongly agree

🟧 ClimateWorks 2021

1　　　　2　　　　3　　　　4　　　　5　　　　6　　　　7

I believe that our grant from ClimateWorks resulted in impact that otherwise would not have been created

ClimateWorks 2021 — **6.25**

ClimateWorks provided funding that we would not have been able to secure from other funders

ClimateWorks 2021 — **5.87**

ClimateWorks made contacts or introduced us to experts, funders, partners, government or corporate decision-makers or others that we would not have had access to otherwise

ClimateWorks 2021 — **5.12**

Cohort: None   **Past results:** on

Grantees' Open-Ended Comments

In the Grantee Perception Report survey, CEP asks four open-ended questions:

1. "Please comment on what you think the Foundation could do to make even more of a difference in responding to the pandemic, the movement for racial justice, or other related issues - for your beneficiaries, your organization, or your fields or communities."
2. "Please comment on the quality of the Foundation's processes, interactions, and communications."
3. "Thinking beyond the grant you received, please comment on how the Foundation influences your field, community, or organization."
4. "What specific improvements would you suggest that would make the Foundation a better funder?"

In addition to these four questions, ClimateWorks added four custom open-ended questions for grantees:

1. What types of non-monetary support from CWF would be most useful in supporting your mitigation work and achieving program goals, and please tell us more about the benefit – to your organization or work – of any non-monetary support that you received.
2. Please let us know if you have any feedback on the process for submitting your proposal and required documents (clarity of instructions, experience with the Fluxx grants database, etc.)
3. What three words come to mind when you think of ClimateWorks Foundation?
4. Is there anything else you would like ClimateWorks to know?

To download the full set of grantee comments and suggestions, please refer to the "Attachments" dropdown menu at the top right of your report. Please note that some comments may be redacted or removed to protect the confidentiality of respondents.

CEP's Qualitative Analysis

CEP thoroughly reviews each comment submitted and conducts comprehensive qualitative analysis on two of the standard questions in the GPR.
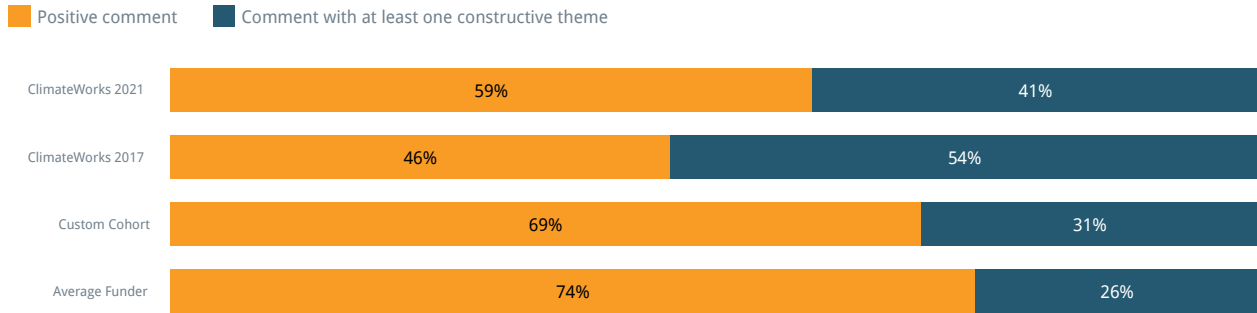
The following pages outline the results of CEP's analyses.

Quality of Processes, Interactions and Communications

Grantees were asked to comment on the quality of ClimateWorks's processes, interactions, and communications. Their comments were then categorized by the nature of their content, specifically whether the content is positive, neutral or constructive.

For a comment to be categorized as constructive, there must have been at least one constructive topic in its content.

Positivity of Comments about the Quality of the Foundation's Processes, Interactions, and Communications

■ Positive comment   ■ Comment with at least one constructive theme

ClimateWorks 2021	59%	41%
ClimateWorks 2017	46%	54%
Custom Cohort	69%	31%
Average Funder	74%	26%

Cohort: Custom Cohort   **Past results:** on

Grantees' Suggestions

Grantees were asked to provide any suggestions for how the Foundation could improve. The 126 grantees that responded to the survey provided 74 constructive suggestions. These suggestions were thematically categorized by CEP and grouped into the topics below.

Proportion of Grantee Suggestions by Topic

Topic of Suggestion	Proportion
Grantmaking Characteristics	28%
External Impact	15%
Communications	14%
Non-Monetary Assistance	12%
Processes	12%
Diversity, Equity, Inclusion	5%
Interactions	5%
Impact on and Understanding of Grantee Organizations	4%
Other	4%

Selected Comments

Grantees were asked to provide any suggestions for how the Foundation could improve. The 126 grantees that responded to the survey provided a total of 74 distinct suggestions. These suggestions were thematically categorized by CEP and grouped into the topics below.

Grantmaking Characteristics (28% N=21)

- Multi-Year Support (N = 11)

  ◦ "Grants should be longer than 2 years - this is insufficient time to get the traction that is needed for nearly any project."
  ◦ "My only suggestion is that we would appreciate the ability to strategically grow our organization beyond the boundaries of project-specifc, one-year or two-year grants."
  ◦ "Give grants that last more than one year."

- General Operating Support (N = 4)

  ◦ "The Foundation could extend general support to smaller organizations that lack the resources, on issues of strategy development, and long-term planning."

- Size (N = 4)

  ◦ "It should be committing more money to more aggressive campaigns and strategies..."

- Other (N = 2)

External Impact (15% N=11)

- Orientation (N = 8)

  ◦ "The only thing that comes to mind is that it would be greatly beneficial to fighting the climate crisis, if the Foundation could consider dedicating some of its funds to supporting capital investment in non-mature technology with proven potential for climate mitigation."
  ◦ "More open programs towards larger diversity of Latin American countries."

- Field and Community Understanding (N = 3)

  ◦ "Rather than simply focusing on climate, thinking about how project impacted communities could use help outside of simply improvement to climate policies."

Communications (14% N=10)

- More Consistent & Clear Communication (N = 10)

  ◦ "More consistent communication with grantees."
  ◦ "Clearer communication on long-term plans and intent to renew or reshape annual funding support."
  ◦ "Communication from the foundation and about their strategies, policies would be appreciated so that we have a clearer overview of the foundation's priorities and work and can more easily find areas of alignment for funding opportunities."

Non-Monetary Assistance (12% N=9)

- Collaboration Opportunities (N = 6)

  ◦ "One suggestion would be for the Foundation to host annual strategy workshops with its grantees..."
  ◦ "...Support grantees on communication and network at the international level."

- Other (N = 3)

Processes (12% N=9)

- Streamline & Flexibility (N = 7)

  ◦ "Slightly less onerous proposal process and faster processing of grant material."
  ◦ "...Bundling/streamline reporting for organizations that receive multiple smaller grants."

- Other (N = 2)

Diversity, Equity, Inclusion (5% N=4)

- Orientation & Commitment (N = 4)

  ◦ "More of a focus on racial equity and equity in the US. and in CA, where there is a lot of leadership but still an unwillingness to directly address or talk about racism, systemic racism in our programs and policies."

Interactions (5% N=4)

- More Opportunities to Connect (N = 3)
    - "Increasing program staff capacity to ensure quality grantee interactions and increased opportunity for co-creation with grantees."
- Other (N = 1)

Impact on and Understanding of Grantee Organizations (4% N=3)

- Foundation's Understanding of Grantees' Organizations & Capacity Building (N = 3)
    - "Provide technical support and capacity building to grass root organizations and local government."

Other (4% N=3)

- Other (N = 3)

Contextual Data

Please note that all information below is based on self-reported data from grantees.

Grantmaking Characteristics

Selected Cohort: Custom Cohort				
Length of Grant Awarded	**ClimateWorks 2021**	**ClimateWorks 2017**	**Median Funder**	**Custom Cohort**
Average grant length	1.6 years	1.3 years	2.2 years	2.3 years

Selected Cohort: Custom Cohort				
Length of Grant Awarded	**ClimateWorks 2021**	**ClimateWorks 2017**	**Average Funder**	**Custom Cohort**
0 - 1.99 years	67%	77%	47%	43%
2 - 2.99 years	20%	14%	22%	23%
3 - 3.99 years	8%	5%	19%	21%
4 - 4.99 years	3%	2%	4%	5%
5 - 50 years	2%	1%	8%	8%

Selected Cohort: Custom Cohort			
Proportion of Unrestricted Funding	**ClimateWorks 2021**	**Average Funder**	**Custom Cohort**
No, this funding was not restricted to a specific use (i.e. general operating, core support)	6%	24%	19%
Yes, this funding was restricted to a specific use (e.g. supported a specific program, project, capital need, etc.)	94%	76%	81%

Grantmaking Characteristics - By Subgroup

Selected Subgroup: None	
Length of Grant Awarded (By Subgroup)	
Average grant length	

Selected Subgroup: None	
Length of Grant Awarded (By Subgroup)	
0 - 1.99 years	
2 - 2.99 years	
3 - 3.99 years	
4 - 4.99 years	
5 - 50 years	

Selected Subgroup: None	
Proportion of Unrestricted Funding (By Subgroup)	
No, this funding was not restricted to a specific use (i.e. general operating, core support)	
Yes, this funding was restricted to a specific use (e.g. supported a specific program, project, capital need, etc.)	

Grant Size

Selected Cohort: Custom Cohort				
Grant Amount Awarded	**ClimateWorks 2021**	**ClimateWorks 2017**	**Median Funder**	**Custom Cohort**
Median grant size	$200K	$250K	$100K	$279K

Selected Cohort: Custom Cohort				
Grant Amount Awarded	**ClimateWorks 2021**	**ClimateWorks 2017**	**Average Funder**	**Custom Cohort**
Less than $10K	1%	2%	9%	2%
$10K - $24K	2%	2%	12%	2%
$25K - $49K	3%	5%	13%	5%
$50K - $99K	15%	9%	14%	12%
$100K - $149K	11%	15%	9%	9%
$150K - $299K	35%	22%	16%	18%
$300K - $499K	12%	21%	9%	13%
$500K - $999K	12%	12%	8%	14%
$1MM and above	9%	11%	9%	25%

Selected Cohort: Custom Cohort				
Median Percent of Budget Funded by Grant (Annualized)	**ClimateWorks 2021**	**ClimateWorks 2017**	**Median Funder**	**Custom Cohort**
Size of grant relative to size of grantee budget	4%	3%	4%	6%

Grant Size - By Subgroup

Selected Subgroup: None
Grant Amount Awarded (By Subgroup)
Median grant size

Selected Subgroup: None
Grant Amount Awarded (By Subgroup)
Less than $10K
$10K - $24K
$25K - $49K
$50K - $99K
$100K - $149K
$150K - $299K
$300K - $499K
$500K - $999K
$1MM and above

Selected Subgroup: None
Median Percent of Budget Funded by Grant (Annualized) (By Subgroup)
Size of grant relative to size of grantee budget

Grantee Characteristics

Selected Cohort: Custom Cohort				
Operating Budget of Grantee Organization	**ClimateWorks 2021**	**ClimateWorks 2017**	**Median Funder**	**Custom Cohort**
Median Budget	$2.9M	$5M	$1.5M	$2.9M

Selected Cohort: Custom Cohort				
Operating Budget of Grantee Organization	**ClimateWorks 2021**	**ClimateWorks 2017**	**Average Funder**	**Custom Cohort**
<$100K	1%	1%	8%	5%
$100K - $499K	16%	3%	19%	13%
$500K - $999K	5%	5%	13%	10%
$1MM - $4.9MM	33%	38%	30%	31%
$5MM - $24MM	18%	31%	18%	21%
>=$25MM	27%	22%	12%	20%

Grantee Characteristics - By Subgroup

Selected Subgroup: None
Operating Budget of Grantee Organization (By Subgroup)
Median Budget

Selected Subgroup: None
Operating Budget of Grantee Organization (By Subgroup)
<$100K
$100K - $499K
$500K - $999K
$1MM - $4.9MM
$5MM - $24MM
>=$25MM

Funding Relationship

Selected Cohort: Custom Cohort

Funding Status	ClimateWorks 2021	ClimateWorks 2017	Median Funder	Custom Cohort
Percent of grantees currently receiving funding from the Foundation	90%	78%	82%	90%

Selected Cohort: Custom Cohort

Pattern of Grantees' Funding Relationship with the Foundation	ClimateWorks 2021	ClimateWorks 2017	Average Funder	Custom Cohort
First grant received from the Foundation	36%	27%	29%	30%
Consistent funding in the past	45%	47%	54%	54%
Inconsistent funding in the past	19%	26%	18%	16%

Funding Relationship - by Subgroup

Selected Subgroup: None	
Funding Status (By Subgroup)	
Percent of grantees currently receiving funding from the Foundation	

Selected Subgroup: None	
Pattern of Grantees' Funding Relationship with the Foundation (By Subgroup)	
First grant received from the Foundation	
Consistent funding in the past	
Inconsistent funding in the past	

Funder Characteristics

Selected Cohort: Custom Cohort

Financial Information	ClimateWorks 2021	ClimateWorks 2017	Median Funder	Custom Cohort
Total assets	$174.5M	$86.7M	$243M	$3023.5M
Total giving	$47.5M	$60M	$18.3M	$220.1M

Selected Cohort: Custom Cohort

Funder Staffing	ClimateWorks 2021	ClimateWorks 2017	Median Funder	Custom Cohort
Total staff (FTEs)	85	57	17	94
Percent of staff who are program staff	38%	35%	43%	49%

Selected Cohort: Custom Cohort

Grantmaking Processes	ClimateWorks 2021	ClimateWorks 2017	Median Funder	Custom Cohort
Proportion of grants that are invitation-only	100%	95%	43%	100%
Proportion of grantmaking dollars that are invitation-only	100%	90%	60%	100%

Additional Survey Information

On many questions in the grantee survey, grantees are allowed to select "don't know" or "not applicable" if they are not able to provide an alternative answer. In addition, some questions in the survey are only displayed to a select group of grantees for which that question is relevant based on a previous response.

As a result, there are some measures where only a subset of responses is included in the reported results. The table below shows the number of responses included on each of these measures. The total number of respondents to ClimateWorks's grantee survey was 126.

Question Text	Number of Responses
Overall, how would you rate the Foundation's impact on your field?	122
How well does the Foundation understand the field in which you work?	121
To what extent has the Foundation advanced the state of knowledge in your field?	119
To what extent has the Foundation affected public policy in your field?	107
Overall, how would you rate the Foundation's impact on your local community?	73
How well does the Foundation understand the local community in which you work?	69
How well does the Foundation understand the social, cultural, or socioeconomic factors that affect your work?	112
How well does the Foundation understand your organization's strategy and goals?	120
How consistent was the information provided by different communication resources, both personal and written, that you used to learn about the Foundation?	99
How well do you understand the way in which the work funded by this grant fits into the Foundation's broader efforts?	123
How often do/did you have contact with your program officer during this grant?	125
Who most frequently initiated the contact you had with your program officer during this grant?	125
Has your main contact at the Foundation changed in the past six months?	122
Did you receive any non-monetary support from the Foundation during this grant period?	119
Did you submit a proposal to the Foundation for this grant?	125
As you developed your grant proposal, how much pressure did you feel to modify your organization's priorities in order to create a grant proposal that was likely to receive funding?	124
How much time elapsed from the submission of the grant proposal to clear commitment of funding?	117
Are you currently receiving funding from the Foundation?	124
Which of the following best describes the pattern of your organization's funding relationship with the Foundation?	124
How well does the Foundation understand your intended beneficiaries' needs?	108
To what extent do the Foundation's funding priorities reflect a deep understanding of your intended beneficiaries' needs?	100
Have you participated in a reporting or evaluation process?	120
To what extent was the Foundation's reporting process...Adaptable, if necessary, to fit your circumstances?	95
To what extent was the Foundation's reporting process...A helpful opportunity for you to reflect and learn?	102
To what extent was the Foundation's reporting process...Relevant, with questions and measures pertinent to the work funded by this grant?	100
To what extent was the Foundation's reporting process...Straightforward?	100
Did the Foundation provide financial support for the evaluation?	8
To what extent did the evaluation...Result in you making changes to the work that was evaluated?	11
To what extent did the evaluation...Incorporate your input in the design of the evaluation?	11
Understanding Summary Measure	98
To what extent did the Foundation exhibit the following during this grant…Trust in your organization's staff	126
To what extent did the Foundation exhibit the following during this grant…Candor about the Foundation's perspectives on your work	125
To what extent did the Foundation exhibit the following during this grant…Respectful interaction	126

Question Text	Number of Responses
To what extent did the Foundation exhibit the following during this grant…Compassion for those affected by your work	124
Was the funding you received restricted to a specific use?	126
If you have ever requested support from the Foundation to help strengthen your organization, how did you determine what specific support to ask for?	
Based on what the Foundation told your organization to request	125
Based on what your organization believes the Foundation would be willing to fund	125
Based on what your organization needs	125
Based on the results of an assessment or evaluation	125
Not applicable - I have never requested support from the Foundation to strengthen my organization	125
Please rate the extent to which you agree or disagree with the following statements about Diversity, Equity and Inclusion:	
The Foundation has clearly communicated what Diversity, Equity and Inclusion means for its work	101
Overall, the Foundation demonstrates an explicit commitment to Diversity, Equity and Inclusion in its work	98
Overall, most staff I have interacted with at the Foundation embody a strong commitment to Diversity, Equity and Inclusion	101
I believe that the Foundation is committed to combatting racism	91
Are the efforts funded by this grant primarily meant to benefit historically disadvantaged groups?	124
Demographic Questions	
How would you describe the race and/or ethnicity of the CEO/Executive Director of your organization?	72
Does the CEO/Executive Director of your organization identify as a person of color?	70
Please select the option that represents how the CEO/Executive Director of your organization describes themselves?	123
COVID-19	
How would you rate the effectiveness of the Foundation's response to the COVID-19 pandemic?	45
How would you rate the effectiveness of the Foundation's response to the movement for racial justice?	11
How would you rate the effectiveness of the Foundation's response to movements for greater equity for historically disadvantaged groups?	12
Custom Questions	
To what extent did the grant cover the full costs of the work it was meant to fund (or the costs of its share of work in a multi-funder project)?	111
How strongly do you agree or disagree with the following statements about how indirect and direct costs were set?	
The final indirect rate was fair to my organization.	96
The process was straightforward.	101
My organization has an accurate understanding of the indirect costs associated with this work.	100
Thinking about the ClimateWorks Foundation's efforts to mobilize philanthropy, please indicate how strongly you disagree or agree with the following statements:	
The ClimateWorks Foundation facilitates meaningful coordination and collaboration among climate funders	99
The ClimateWorks Foundation generates research, information, and analysis that provide actionable insights for organizations working on climate issues	111
The ClimateWorks Foundation has led the development of global programs that are likely to yield progress in reducing greenhouse gas emissions	109
The ClimateWorks Foundation is effectively sharing learning about the effectiveness of different climate mitigation strategies and trends	108
The ClimateWorks Foundation plays an important role in attracting new donors and resources to climate strategies	93
Please indicate how strongly you agree or disagree with the following statements:	
ClimateWorks provided funding that we would not have been able to secure from other funders	119
I believe that our grant from ClimateWorks resulted in impact that otherwise would not have been created	122
ClimateWorks made contacts or introduced us to experts, funders, partners, government or corporate decision-makers or others that we would not have had access to otherwise	121

About CEP and Contact Information

Mission:

CEP provides data, feedback, programs, and insights to help individual and institutional donors improve their effectiveness. We do this work because we believe effective donors, working collaboratively and thoughtfully, can profoundly contribute to creating a better and more just world.

Vision:

We seek a world in which pressing social needs are more effectively addressed.

We believe improved performance of philanthropic funders can have a profoundly positive impact on nonprofit organizations and the people and communities they serve.

Although our work is about measuring results, providing useful data, and improving performance, our ultimate goal is improving lives. We believe this can only be achieved through a powerful combination of dispassionate analysis and passionate commitment to creating a better society.

About the GPR

Since 2003, the Grantee Perception Report® (GPR) has provided funders with comparative, candid feedback based on grantee perceptions. The GPR is the only grantee survey process that provides comparative data, and is based on extensive research and analysis. Hundreds of funders of all types and sizes have commissioned the GPR, and tens of thousands of grantees have provided their perspectives to help funders improve their work. CEP has surveyed grantees in more than 150 countries and in 8 different languages.

The GPR's quantitative and qualitative data helps foundation leaders evaluate and understand their grantees' perceptions of their effectiveness, and how that compares to their philanthropic peers.

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