**Table 5.3.1 Have you ever used David Lamb's Prospect Research Page?**

|  |  |  |  |
| --- | --- | --- | --- |
|  | No Answer | Yes | No |
| Entire sample | 0,00% | 53,33% | 46,67% |

**Table 5.3.2 Have you ever used David Lamb's Prospect Research Page? Broken out by FTE Fundraisers**

|  |  |  |
| --- | --- | --- |
| FTE Fundraisers | Yes | No |
| less than 4 | 50,00% | 50,00% |
| 5 - 10 | 50,00% | 50,00% |
| 10 - 25 | 53,85% | 46,15% |
| more than 25 | 62,50% | 37,50% |

**Table 5.3.3 Have you ever used David Lamb's Prospect Research Page? Broken out by Type of Organization**

|  |  |  |
| --- | --- | --- |
| Type of Organization | Yes | No |
| Library | 60,00% | 40,00% |
| College | 48,28% | 51,72% |
| Museum | 60,00% | 40,00% |
| Foundation | 66,67% | 33,33% |

**Table 5.3.4 Have you ever used David Lamb's Prospect Research Page? Broken out by College or Other Non-Profit**

|  |  |  |
| --- | --- | --- |
| College or Other Non-Profit | Yes | No |
| Public College | 50,00% | 50,00% |
| Private College | 46,67% | 53,33% |
| Not an Educational Institution | 66,67% | 33,33% |

**Table 14.1 Has your organization paid for any formal training of any kind into researching wealthy donors likely to give to your organization or cause?**

|  |  |  |  |
| --- | --- | --- | --- |
|  | No Answer | Yes | No |
| Entire sample | 24,44% | 46,67% | 28,89% |

**Table 14.2 Has your organization paid for any formal training of any kind into researching wealthy donors likely to give to your organization or cause? Broken out by FTE Fundraisers**

|  |  |  |  |
| --- | --- | --- | --- |
| FTE Fundraisers | No Answer | Yes | No |
| less than 4 | 33,33% | 50,00% | 16,67% |
| 5 - 10 | 33,33% | 25,00% | 41,67% |
| 10 - 25 | 23,08% | 46,15% | 30,77% |
| more than 25 | 0,00% | 75,00% | 25,00% |

**Table 14.3 Has your organization paid for any formal training of any kind into researching wealthy donors likely to give to your organization or cause? Broken out by Type of Organization**

|  |  |  |  |
| --- | --- | --- | --- |
| Type of Organization | No Answer | Yes | No |
| Library | 40,00% | 60,00% | 0,00% |
| College | 24,14% | 44,83% | 31,03% |
| Museum | 0,00% | 40,00% | 60,00% |
| Foundation | 33,33% | 50,00% | 16,67% |

**Table 14.4 Has your organization paid for any formal training of any kind into researching wealthy donors likely to give to your organization or cause? Broken out by College or Other Non-Profit**

|  |  |  |  |
| --- | --- | --- | --- |
| College or Other Non-Profit | No Answer | Yes | No |
| Public College | 22,22% | 55,56% | 22,22% |
| Private College | 26,67% | 33,33% | 40,00% |
| Not an Educational Institution | 25,00% | 50,00% | 25,00% |

# What are your preferred means for researching trends in corporate philanthropy?

1. company websites, news articles
2. We have news alerts set up with several sources, and I also monitor philanthropic publications and social-media feeds on a daily basis.
3. Hearsay
4. news sources
5. Most of our prospects are sole proprietors and this is unavailable information.
6. Area business journals and fund raising publications
7. News media alerts, business media
8. foundation directory.com
9. Newspaper databases, Imagine Canada
10. Foundation Directory, Chronicle of Philanthropy
11. Online
12. "Trends" mean little to me; of more value is the knowledge of exactly to whom grants are given, how much and for what purposes in the past 5 years of corporate giving. Each corporation should be researched on its own merits, not "trends".
13. Chronicle of Philanthropy, APRA, Listservs, Best Practice research conducted by WealthEngine and Blackbaud
14. Reading the annual CECP report.
15. Chronicle of Philanthropy
16. None
17. google alerts on corporate prospects
18. We don't do much in this area.
19. None
20. News items.
21. None
22. Not currently handled by the Research Dept.
23. Review of monthly giving; review of white papers and reports; direct research on specific industries4
24. Corporate Social Responsibility, mission and objectives of the company. University of Hertfordshire is a business facing University with strong link with local businesses, esp Hatfield Business Park, Shire Park in Welwyn Garden City and other business parks around Herts and surrounding counties. We also have a team who specialise in enterprise/business development who work with companies on a wide range of projects (e.g. KTP, consultancies, research projects, collaborations, social enterprise)
25. Corporate philanthropy is done by others at my institution.
26. Foundation Directory
27. Combination of informal survey and reading Arts in Business reports.