# Did I make a •bad grant? . grant badly? Or make a Mae Hong Rockefeller Philanthropy Advisors Grantmakers for Effective Organizations The Learning Conference 2013

**ad**•**jec**•**tive** \'a-jik-tiv *also* 'a-jə-tiv\ *n*. any member of a class of words that modify <u>nouns and pronouns</u>, primarily by describing a particular quality of the word they are modifying

**ad**•**verb**  $\ \$  ad- $\ varb \ n$ . any member of a class of words that function as modifiers of verbs or clauses

#### **The Observer Effect**

## to observe something is to change it



#### FUNDER PROTECTION PROGRAM

### "More Money?! But you didn't do anything!"

Case #1



Note: Funder's identity concealed for her own safety.

# The Ask: \$100,000

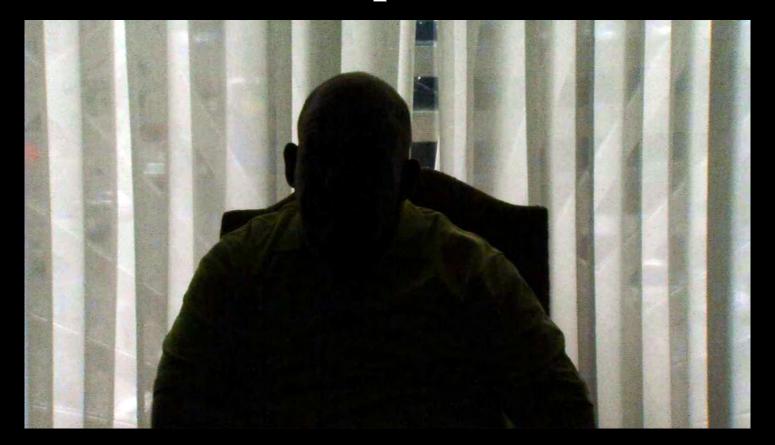
# The Actual: \$25,000

## Verdict:



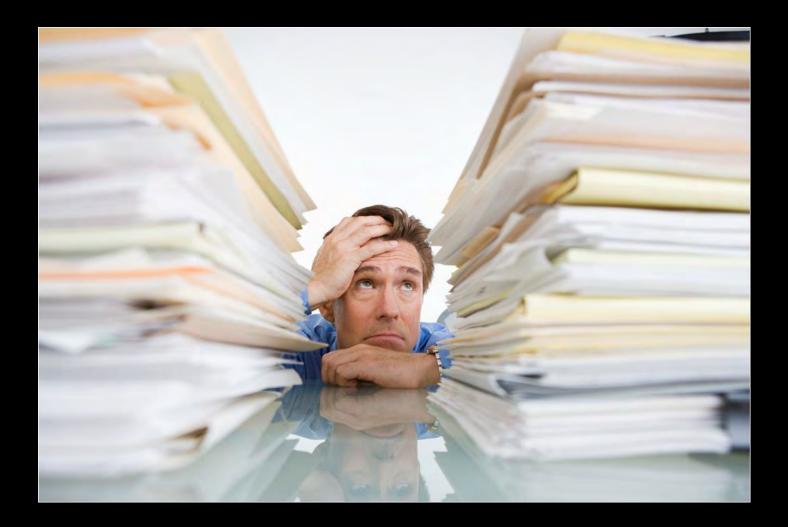


#### The "Helicopter" Funder



Note: Funder has been relocated to an undisclosed location far, far from reality

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## Verdict:



### Case #3



"bad, bad grantee!"

Note: Funder has sequestered himself in an alternate universe where he is the King.

# Terms of the grant agreement

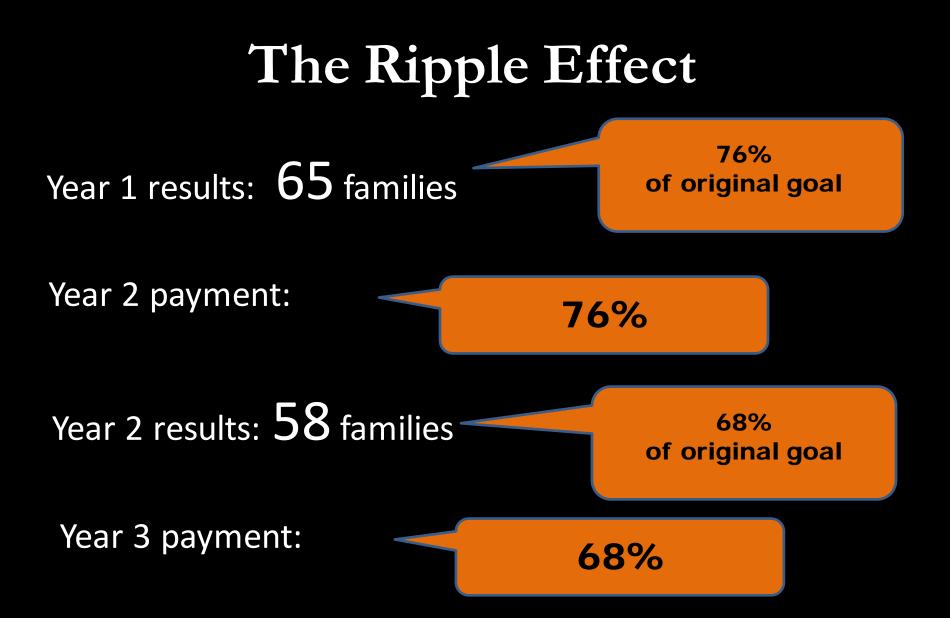
- 3-year grant of \$ 225,000
- Year 1: \$100,000 to serve 85 families
- Year 2: \$75,000 to serve 85 MORE families
- Year 3: \$50,000 to serve 85 MORE families

#### Grantee "Performance"

Year 1 results: 65 families

76% of original goal





#### Year 3 results: 54 families

68% of original goal

"meh"

#### <u>TOTAL:</u> 177 families 69% of original goal

## Verdict:



### But they all had their reasons

Ask/Actual Mismatch

"But that's not our role"

### Helicopter Funder

"We want to be close to the work so we can be helpful"



"We hold our grantees accountable"

GRANTS I BALDINY



