HIGHLIGHTS
2017 Key Metrics for Philanthropy-Serving Organizations

United Philanthropy Forum’s first-ever 2017 Key Metrics for Philanthropy-Serving Organizations report provides comprehensive benchmarking data and analyses on the finances, membership, services and programs, operations, and governance of regional and national1 philanthropy-serving organizations (PSOs). Key findings include:

PSO Diversity
- **PSO boards are more diverse than nonprofit boards overall but less diverse than U.S. population.** Two-thirds of PSO board members (67%) identify as white, compared to 84% of nonprofit board members in the country. However, PSO boards are not as diverse as the population of the United States, which is 61% white, suggesting that PSOs need to make additional progress to reflect the full diversity of the country on their boards.
- **Most PSOs have strategies and resources focused on diversity, equity, and inclusion.** Nearly three-quarters (74%) of PSOs report having guiding principles or a strategic plan referencing diversity, equity, and/or inclusion (DEI), while a nearly equal number (68%) report having at least one staff member with job duties that include a focus on DEI.

PSO Finances
- **Restricted grants are largest source of PSO revenue.** For PSOs overall, restricted grants represented the single largest share of their revenue (31%), followed by member dues (26%) and unrestricted grant support (21%). Smaller PSOs are far more dependent on member dues than larger PSOs.
- **Nearly half of PSO expenses (47%) go to employee salaries and benefits,** consistent with the average share reported by ASAE for nonprofit associations overall (49%). Regional PSOs reported slightly higher combined salary and benefits expenses than national PSOs, but national PSOs reported spending far more on consulting support.
- **PSOs optimistic on their economic outlook.** Three out of five PSOs (60%) indicated that their budgets would be higher in 2017 compared to 2016. Only 7% expect their budgets to be lower, and the balance (33%) anticipate that their budgets will remain about the same.

PSO Membership Renewal & Growth
- **PSOs have positive outlook on membership growth.** Half of all PSOs expect to see an increase in institutional members in the current fiscal year and just 5% expect their membership to decline.

To learn more, go to www.unitedphilforum.org/keymetrics

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1 “National” PSOs focus on a funding issue, population group, philanthropic practice, or type of funder.