**Appendix B: Sample characteristics in national perspective**

This Appendix provides more information concerning our approach to organising the survey data, and relating it to national administrative data from the Charity Commission. The distribution of responses corresponded reasonably closely to the national pattern of organisations in this field, though responses were predominantly from smaller and medium-sized organisations. We classify our respondents into size bands according to income (£0 – 10000; £10 – 100K; £100K – 1Mn); these are widely used in analyses of the UK voluntary sector. Insufficient numbers of responses were received from larger organisations, and most of our analyses focus on these three categories. As well as ICNPO and income, we were able to classify organisations according to other criteria: an approximation to their age, measured by how long they had been on the Register of Charities; the index of deprivation for the locality in which the charity was based; the actual expenditure of the organisation.

As shown in Table 1, the overall distribution of survey responses corresponded reasonably closely to the national pattern of organisations in this field on several characteristics. For example , approximately 70% of organisations are located in relatively less deprived areas (1st,2nd and 3rd quintile). Also, a large proportion of charities (67%) mainly focus on providing services in their local area (one local authority). In both these cases the distribution of organisations is very similar to the position for charities as a whole. In terms of the age distribution there are some differences. We focussed on constructing survey weights for responses to adjust for over- and underrepresentation by income size and charity subsector class. We first calculated the number of charities registered by the Charity Commission based on each organisation’s income (3 categories) and ICNPO (5 categories) classification. This gives 15 subgroups. Then we work out the proportion of charities in each cell of this classification. We repeat the same process with the survey dataset. Then the weight is the inverse of the ratio of the survey proportion to the population proportion. For example, if the proportion of charities in a particular cell was 10% and the survey proportion was 5%, then we would assign a weight of 2 (i.e. 1 /(5/10)). Thus we are weighting in inverse proportion to the distribution of responses within these ICNPO and size categories.