



# Research Your Interests

## How do you solve problems you care about?

“This GAP Analysis proved to be a valuable and practical tool for giving effectively in the fight against domestic trafficking. It’s a blessing to know the research is serving to inform and help other givers as well.”

- Client from California

On a ride home from work, Tim Thompson heard a shocking report on the radio about domestic sex trafficking. An ER doctor identified a victim when he detected a tracking device implanted under her skin. Tim was disgusted and wanted to do something about it. So he called Excellence in Giving.

Since Sex Trafficking had become the issue du jour in America during the past decade, Tim asked a strategic question: what gaps still exist for donors to address?

### Understand Root Causes and Strategic Gaps

Excellence in Giving reviewed topical studies, interviewed sector leaders, and completed brand new primary research to answer that question. We debunked urban legends like “only 100 beds exist to care for 100,000 trafficking victims in the USA” and defined positive and negative trends to inform how Tim could give strategically. Here are the key findings:

- About 100 charities focus the majority of their work on domestic sex trafficking, but that number more than doubled from 2011 to 2016 fueled by the 161% increase in private funding from 2010 to 2014
- 88% of trafficking survivors saw healthcare workers while enslaved, but only 4% of medical personnel are trained to recognize and respond to signs of trafficking

- Sex traffickers believe selling sex is safer than selling drugs, and “Johns” who pay for sex fearlessly post online about the sexual favors received at 6,339 illicit massage parlors in the USA

The goal of our research is not just to understand an issue or categorize contributing factors to the problem, but to acquire actionable intelligence. Good research leads to smarter giving.

### Identify Nonprofits with Real Solutions

The resulting study of the Fight Against Domestic Sex Trafficking was praised by sector leaders and specialists in the FBI. We ended each report section with specific recommendations about which charities to support

**500** Charities | in the *Excellence in Giving* Nonprofit Analytics database

for more effective advocacy, prevention, intervention, and restoration work. Tim got the direction he needed to address this dark and delicate issue with confidence his gifts would advance the most strategic solutions to the problem.