

The Spring 2018 State of Grantseeking™ Report



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We extend our appreciation to the underwriters for their invaluable support.



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We extend our appreciation to the following organizations and businesses for their generous support in promoting the survey.



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WASHINGTON NONPROFITS



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INTRODUCTION

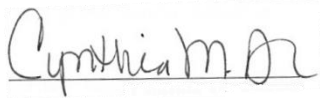
As a leader in the nonprofit sector, part of your job is to know about the latest trends and to apply lessons learned by others to the strategic development of your organization. We are here to help you do just that.

The primary objectives of the twice-yearly State of Grantseeking Report are to help you both understand the recent trends in grantseeking and identify benchmarks to help you measure your own success in the field.

This document, *The Spring 2018 State of Grantseeking™ Report*, is the result of the 16th semiannual informal survey of organizations conducted by GrantStation to help illustrate the current state of grantseeking in the U.S.

Underwritten by [Altum-PhilanTrack](#), [Foundant-GrantHub](#), the [Grant Professionals Association](#), [GrantVantage](#), and [TechSoup](#), this report looks at sources of grant funding through a variety of lenses, providing the reader with benchmarks to help them understand the grantseeking and grant giving landscape.

I would like to personally thank the 4,970 respondents who made this report possible. I hope that the information and benchmarks provided will assist each of you in your good work. Responding regularly to a twice-yearly survey takes commitment, and on behalf of the organizations that will benefit from this analysis and those of us at GrantStation, our underwriters, our advocates, and our collaborators, I thank you.

A handwritten signature in black ink, reading "Cynthia M. Adams". The signature is written in a cursive style with a horizontal line underneath the name.

Cynthia M. Adams

Founder and CEO

EXECUTIVE SUMMARY

The recent results of *The Spring 2018 State of Grantseeking™ Survey* suggest that the sector continues to struggle with a lack of staff and time for successful grantseeking.

These struggles relate to the most frequently reported techniques for lowering indirect/administrative costs; over half (54%) of our respondents reported that they had reduced indirect/administrative costs by eliminating staff, while 31% reported increased reliance on volunteer labor.

While it was reported that non-government funders will generally assist with indirect/administrative costs, they limit the amount that they are willing to cover. Only 3% of respondents reported that over 25% of these costs were paid by non-government funders, and just 18% of respondents reported general support as their largest award type.

However, for those organizations that do engage in active grantseeking, funding is available. According to *The Spring 2018 State of Grantseeking™ Report*, 63% of those organizations that submitted just one grant application won an award. In addition, submitting a higher number of applications increased the likelihood of winning awards. Eighty-nine percent of respondents who submitted three to five grant applications received at least one award, and 96% of those who submitted six to ten grant applications received at least one award. So, one way to increase your organization's chance of winning grant awards is to submit at least three grant applications.

Private foundations continue to be a funding source for most respondents; 75% reported that they received awards from private foundations. Although government awards are still “big money,” organizations should research today's private foundations to learn how they can fund projects or programs.

Another benchmark to consider before submitting an application is organizational age. Funders, particularly the Federal government, tend to look for proof of an organization's sustainability as evidenced by its age. Seventy-two percent of organizations that reported the Federal government as the source of their largest award were over twenty-five years old, compared to 42% of organizations that reported corporations as the source of their largest award.

Organizational collaboration may be another way to increase grantseeking success; it is encouraged by many funders. Keep in mind that an organization's annual budget, with the implied increases in staff and infrastructure in tandem with the increases in budget size, has an effect on collaborative activities. In the Spring 2018 Report, the budget entry point to participation in collaborative grantseeking was \$25,000,000. Fifty-five percent of organizations with budgets of \$25,000,000 or more participated in collaborative grantseeking in the last six months of 2017. In contrast, 21% of organizations with budgets under \$25,000,000 participated in collaborative grantseeking in the last half of 2017.

We at GrantStation hope the State of Grantseeking Reports help to alleviate some of the frustration among nonprofit organizations as they engage in grantseeking activities. Overall, this report speaks

to the importance of targeting the right grantmakers. How can this report help your organization find the funding it needs?

First, compare your organization's grantseeking to this report. (Other reports by mission focus, budget size, service area, and geographic region will be published in the near future, and will address more specific survey results.) Are there areas of performance where your organization excels, or where it could stand to improve? Next, set realistic expectations for the projected contribution of grant awards to your total budget, using the results of this survey as one of your guides.

Because these reports are meant to serve you and to help you determine where you need to focus your energy, you may consider setting aside time in your next Board of Directors meeting to discuss this report and how the information can be used to help you build a successful and resilient grant management strategy.

Finally, consider investing in tools to help organizational growth, such as Membership in GrantStation. At [GrantStation](#), we help you to keep your organization financially healthy through assistance in developing a strong grantseeking strategy. [Member Benefits](#) provide the tools for you to find new grant sources, build a strong grantseeking program, and write winning grant proposals.

Ellen C. Mowrer

President and COO, GrantStation

KEY FINDINGS

GRANTSEEKING ACTIVITY

- Eighty-two percent of respondents applied for grant funding during the last six months of 2017.
- Sixty percent of respondents reported grant funding as comprising 25% or less of their annual budget.
- Compared to the same period in the prior year, 41% of respondents applied for more grants and 33% were awarded more grants. In addition, 32% reported the receipt of larger awards.
- Application rates varied by funder type; 81% of respondents applied for private foundation funding in the last half of 2017.
- Applying for at least three grant awards increased the frequency of winning an award. Twenty-nine percent of organizations that submitted one or two applications won no awards. However, only 11% of organizations that submitted three to five applications won no awards, and 4% or fewer of organizations that submitted six or more applications won no awards.

AWARDS

- Fifty percent of the respondents to the Spring 2018 Report reported total awards of \$50,000 or less.
- The median of total grant funding was \$44,100; the median largest individual award was \$35,000.
- The median largest award from non-government funders was \$25,000 (an aggregate of private foundations, community foundations, corporate grantmakers, and “other” funding sources).
- The median largest award for government funders (an aggregate of local, state, and Federal government) was \$125,000.
- The most frequently reported type of support for the largest award was project or program support (40%), followed by general support (18%).

FEDERAL GOVERNMENT AWARDS

- Of all respondents to *The Spring 2018 State of Grantseeking™ Survey*, 33% stated that their organizations receive Federal funding on a regular basis, and 24% reported receiving Federal funding within the last six months of 2017.
- The largest award median for the Federal government was \$337,500.
- Most organizations that received Federal funding in the last six months of 2017 reported that their largest Federal award came in the form of grants (62%) or contracts (21%).

- Forty-seven percent of the funds for the largest Federal award originated directly from the Federal government; 37% originated as pass-through Federal funding via a state government.
- Thirty-nine percent of respondents reported that matching funds were required in their largest Federal award. Of those, 59% were allowed to use in-kind gifts toward the match total.
- Fifty-eight percent of respondents reported that their largest Federal award included indirect or administrative cost funding.

INDIRECT/ADMINISTRATIVE COSTS

- Compared to indirect/administrative costs for the prior year, 54% of respondents reported that these costs had remained the same, while 34% reported that these costs had increased. Indirect/administrative costs decreased for 12% of respondents.
- Respondents generally kept their costs low; 65% reported indirect/administrative costs as 20% or less of their total budgets.
- Over half (54%) of respondents reported that they had reduced indirect/administrative costs by eliminating staff, while 31% reported increased reliance on volunteer labor.
- Individual donations (41%) were the most frequent source of indirect/administrative funding, while foundation grants (11%) were the least frequent source.
- Only 9% of respondents reported that non-government funders would not cover any level of indirect/administrative costs. However, 35% of respondents reported an allowance of 10% or less for these costs.

COLLABORATION

- Most respondents (72%) did not participate in collaborative grantseeking in the last six months of 2017.
- Twenty-five percent of those respondents that did submit a collaborative grant application reported winning an award.
- Increases in annual budget size, with the implied increases in staff and infrastructure, influenced collaborative activities. Fifty-five percent of organizations with budgets of \$25,000,000 or more participated in collaborative grantseeking in the last six months of 2017, whereas only 11% of organizations with budgets under \$100,000 participated in collaborative grantseeking during this period.

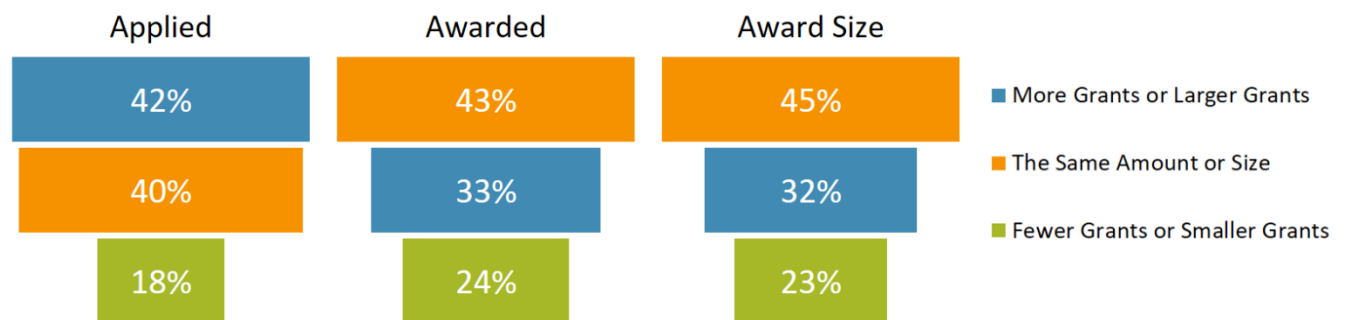
OTHER FINDINGS

- Lack of time and/or staff (21%) continued to be the greatest challenge to grantseeking among respondents. The challenges of adherence to varying funder practices and requirements (13%), and difficulty in finding grant opportunities that matched with specific missions, locations, or programs (13%) were among those most frequently mentioned.

GRANTSEEKING ACTIVITY

RECENT ACTIVITY

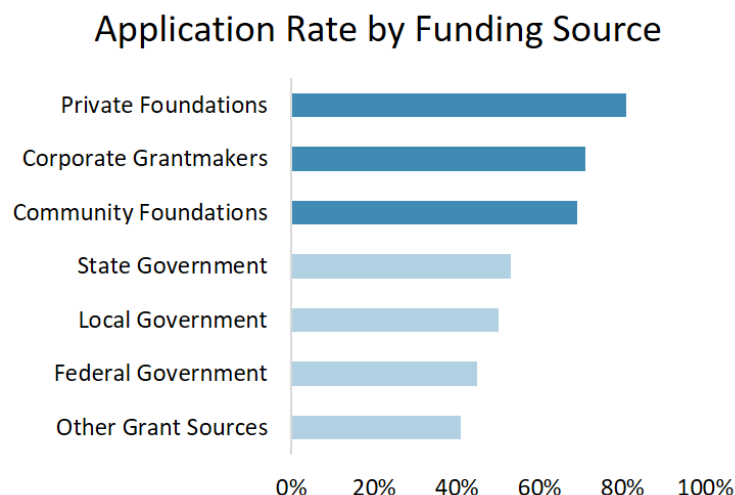
In the last half of 2017, 82% of respondents applied for the same number of grants (40%) or more grants (42%) than they did in the last half of 2016. Of respondent organizations, 76% were awarded the same number of grants (43%) or more grants (33%) compared to the prior year. Moreover, 77% of respondents reported that their organizations received awards of the same size (45%) or larger (32%).



Respondents were optimistic about the future; 49% expected to be awarded more grants in the following six months, and 35% expected to receive the same number of awards.

APPLICATION RATES

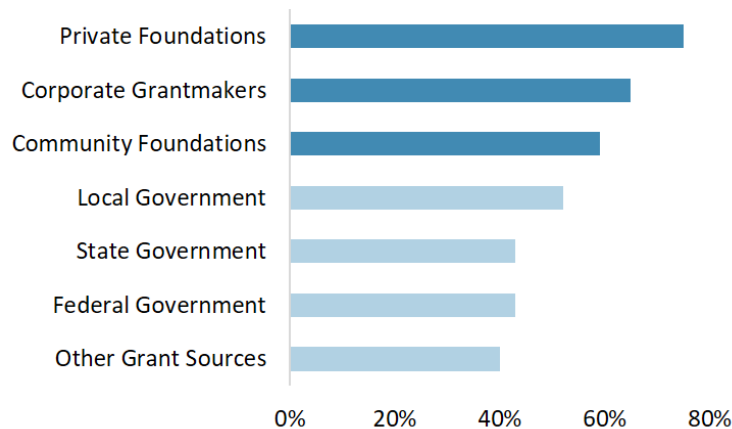
Application rates varied by funder type. Private foundations (81%), corporate grantmakers (71%), and community foundations (69%) are consistently reported as the funding sources most frequently applied to by grantseekers. Among government funding sources, state government application rates (53%) were higher than those of local government (50%) or Federal government (45%). Forty-one percent of respondents reported applying to “other” grant sources.



AWARD RATES

More frequent award rates were reported from private foundations (75%), corporate grantmakers (65%), and community foundations (59%). Among government funding sources, local government award rates (52%) were higher than those of state and Federal government (each 43%). Awards from “other” grant sources (including religious organizations, the United Way, donor-advised funds, civic organizations, and tribal funds) were reported at a rate of 40%.

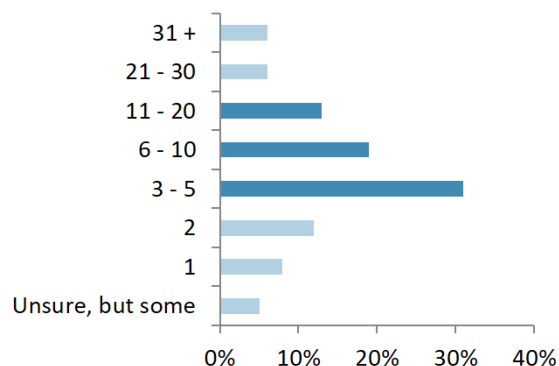
Award Rate by Funding Source



NUMBER OF GRANT APPLICATIONS

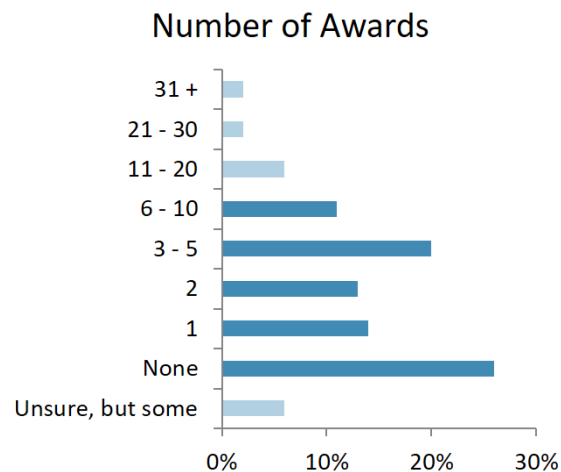
Most respondents (77%) applied for grant funding during the last six months of 2017. Of those respondents that submitted a grant application during that time, most (63%) submitted between three and 20 grant applications. One or two grant applications were submitted by 20% of respondents. Twelve percent of respondents submitted 21 or more grant applications. Some applications, of indeterminate quantity, were submitted by 5% of respondents. Of the respondents who submitted a grant application during the last half of 2017, 94% submitted at least one online application, and of these, 30% submitted all their grant applications online.

Number of Applications



NUMBER OF GRANT AWARDS

During the last half of 2017, a total of 74% of respondents received at least one grant award. Twenty-seven percent of respondents received one or two grant awards and 31% received between three and ten grant awards. Eleven or more grant awards were received by 10% of respondents, while 6% reported receiving some awards, but were unsure of the exact number. In this report, 26% of respondents reported receiving no awards.



GRANT APPLICATIONS VS. GRANT AWARDS

The relationship between applications submitted and awards won can be seen in the chart below. A larger number of applications was more likely to result in a larger number of awards. Some awards received in the last half of 2017 resulted from applications submitted at an earlier time, and some applications were submitted for which awards had not yet been determined.

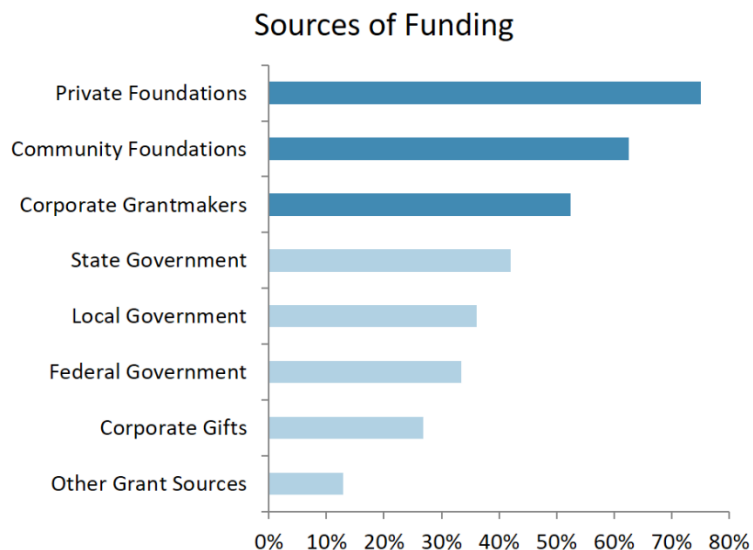
Number of Awards	Number of Applications						
	1	2	3 - 5	6 - 10	11 - 20	21 - 30	31 +
None	87	86	98	21	6	2	2
1	125	131	139	16	5	1	2
2	16	118	231	60	10	1	2
3-5	6	14	393	241	71	10	7
6-10	2	2	33	161	165	43	13
11-20	1	0	3	19	83	73	46
21-30	0	0	1	0	12	20	34
31+	0	0	1	1	2	6	63

- One Application: 63% of respondents were awarded at least one grant.
- Two Applications: 75% of respondents were awarded at least one grant.
- Three to Five Applications: 89% of respondents were awarded at least one grant; 69% of respondents were awarded two to five grants.
- Six to Ten Applications: 96% of respondents were awarded at least one grant; 77% of respondents were awarded three to ten grants.
- 11 to 20 Applications: 98% of respondents were awarded at least one grant; 77% of respondents were awarded three to 20 grants.
- 21 to 30 Applications: 99% of respondents were awarded at least one grant; 87% of respondents were awarded six to 30 grants.
- Over 30 Applications: 99% of respondents were awarded at least one grant; 85% of respondents were awarded over 11 grants.

Applying for at least three grant awards increases the frequency of winning an award. Twenty-nine percent of organizations that submitted one or two applications won no awards. However, only 11% of organizations that submitted three to five applications won no awards, and 4% or fewer of organizations that submitted six or more applications won no awards.

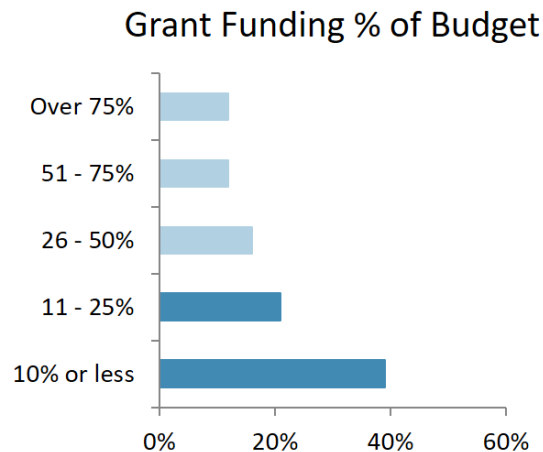
GRANT FUNDING SOURCES

Private foundations (75%), community foundations (63%), and corporations (52%) continued to be the most frequently cited sources of grant awards. Among government funders, state (42%) and local (36%) funding sources were reported more frequently than Federal funding (33%). Other funding sources (including religious organizations, the United Way, donor-advised funds, civic organizations, and tribal funds) were reported by 13% of respondents.



GRANT FUNDING BUDGET CONTRIBUTION

Grant funding was 10% or less of the annual budget for 39% of respondents, and 11 to 25% of the budget for 21% of respondents. Grant funding was 26 to 50% of the budget for 16% of respondents, and 24% reported grant funding of 51% or more.



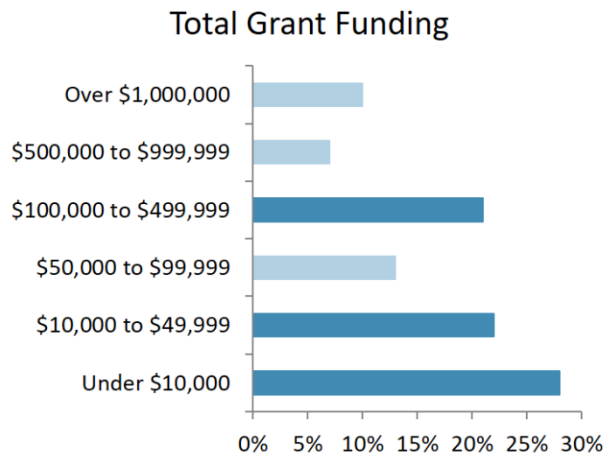
SUMMARY

Sixty percent of respondents reported grant funding as 25% or less of their annual budget. However, most respondents (77%) reported applying for grant awards, and of those, 74% of respondents received at least one grant award. Organizations most frequently applied to and reported funding from private foundations, community foundations, and corporations. Among government funding sources, organizations more frequently applied to and received funding from state and local sources than Federal sources. Applying for at least three grant awards increased the frequency of winning an award; only 11% of organizations that submitted three to five applications won no awards, and 4% or fewer of organizations that submitted six or more applications won no awards.

TOTAL FUNDING AND LARGEST AWARDS

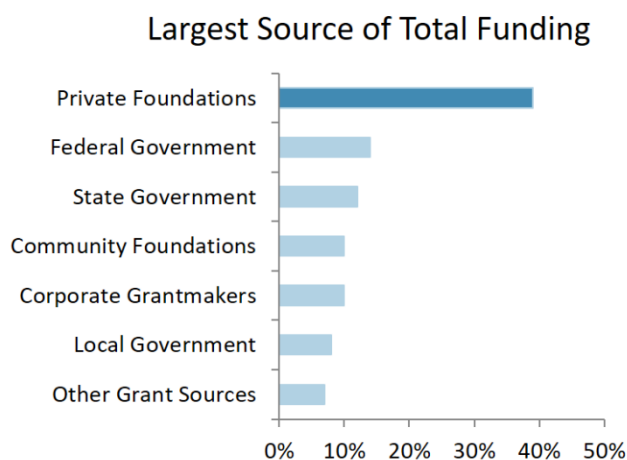
TOTAL GRANT FUNDING

Half of the respondents (50%) reported total awards under \$50,000, while 21% reported total awards between \$100,000 and \$499,999. The median award total was \$44,100.



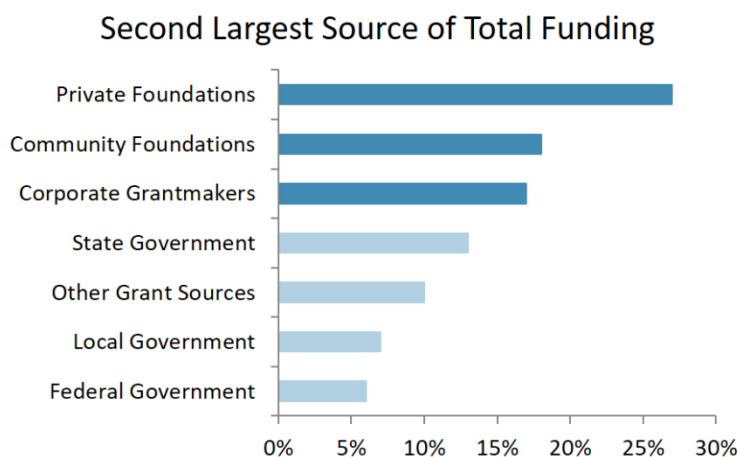
LARGEST SOURCE OF TOTAL FUNDING

Private foundations (39%) were by far the most frequently reported largest source of total grant funding, followed by the Federal government (14%). State government was the largest source of total funding for 12% of respondents, followed by community foundations and corporate grants (each 10%). Local government was reported as the largest source of total funding for 8% of respondents, and 7% reported “other” grant sources (including religious organizations, the United Way, donor-advised funds, civic organizations, and tribal funds) as their largest source of total funding.



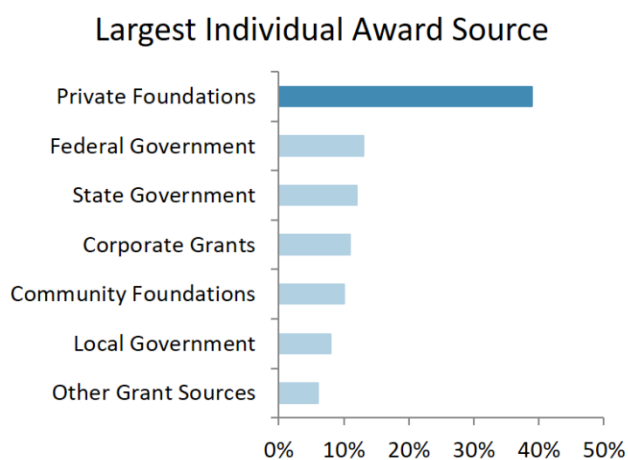
SECOND LARGEST SOURCE OF TOTAL FUNDING

The second largest source of total funding was reported as private foundations by 27% of respondent organizations, followed by community foundations (18%), corporate grants (17%), and state government (13%). Other grant sources (10%), local government (7%) and the Federal government (6%) were also reported as the second largest total funding source.



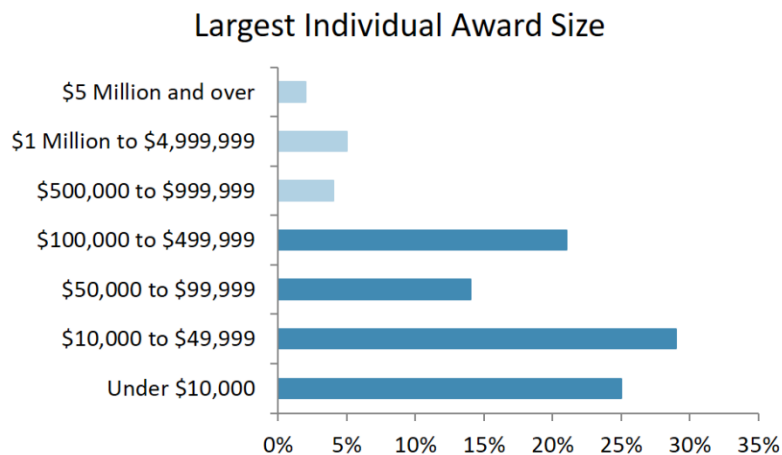
LARGEST INDIVIDUAL AWARD SOURCE

Private foundations (39%) were the most frequently reported source of the largest individual grant award, at a rate three times greater than the next largest individual award source, the Federal government (13%). State government was the largest individual award source for 12% of respondents, followed by corporate grants (11%) and community foundations (10%). Local government was reported as the largest individual award source for 8% of respondents, and 6% reported “other” grant sources (including religious organizations, the United Way, donor-advised funds, civic organizations, and tribal funds) as their largest individual award source.



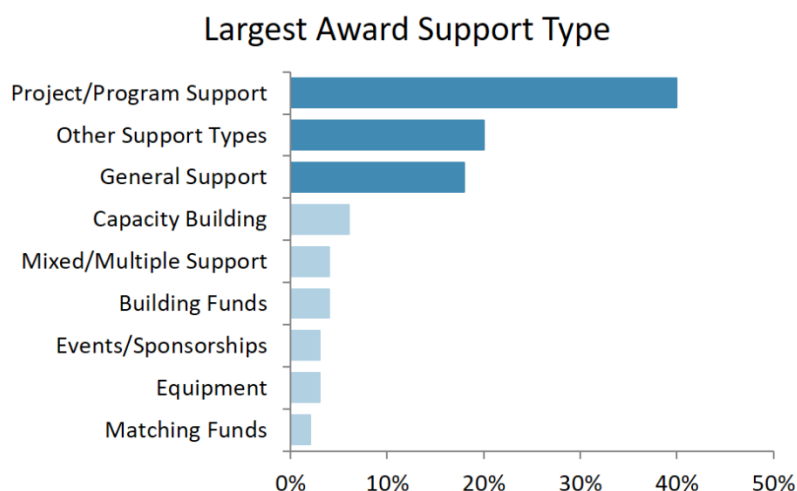
LARGEST AWARD SIZE

The median largest individual award for all respondents was \$35,000; 89% of respondents reported a largest individual award under \$500,000. A largest individual award under \$10,000 was reported by 25% of respondents, while 29% reported a largest individual award of \$10,000 to \$49,999. Fourteen percent of respondents reported a largest individual award between \$50,000 and \$99,999, whereas 21% of respondents reported a largest individual award of \$100,000 to \$499,999. A largest individual award between \$500,000 and \$999,999 was reported by 4% of respondents, while 5% reported a largest individual award of \$1 million to \$4,999,999. Two percent of respondents reported a largest individual award of \$5 million or more.



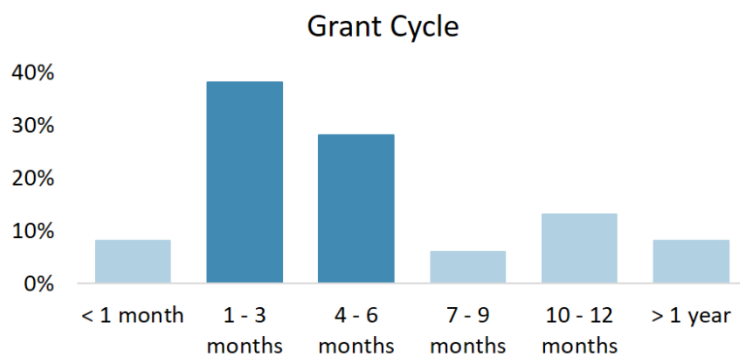
LARGEST AWARD SUPPORT TYPE

The largest award received by 40% of respondents was in the form of project or program support, followed by the “other” category (20%), comprised of any support type reported at a rate of less than 2%, including advocacy, collaborations, infrastructure, and training programs. The largest award received by 18% of respondents was in the form of general support.

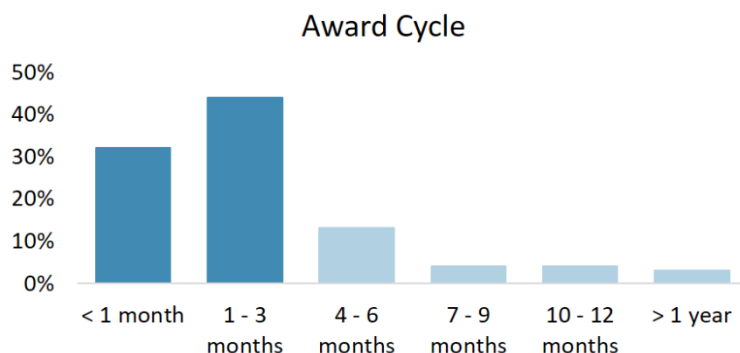


LARGEST AWARD LOGISTICS

The grant cycle length—from proposal submission to award decision—for the largest grant award was between one and six months for 66% of respondents. A longer grant cycle of seven months or more was reported by 26% of respondents, while 8% reported a short grant cycle of less than a month.



Once an award decision had been determined, funders released the award monies quickly; 76% of respondents reported receiving the award within three months of notification. Delayed receipt of award monies, taking four months or more, was reported by 24% of respondents.



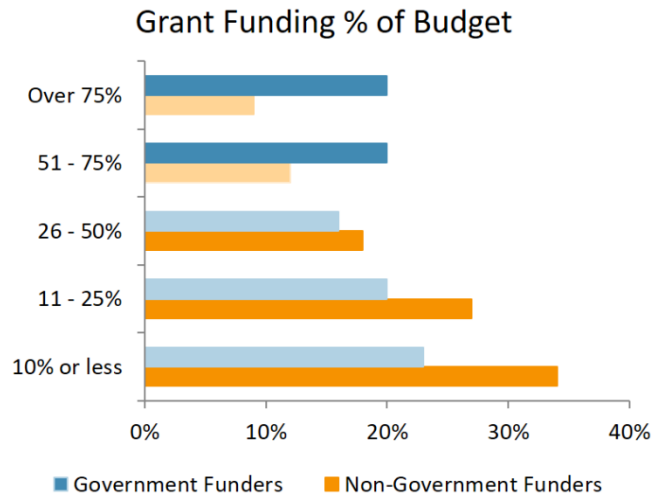
SUMMARY

Half of the respondents (50%) reported total awards under \$50,000, while 21% reported total awards between \$100,000 and \$499,999. The median award total was \$44,100. Private foundations continue to be the most frequently reported largest source of total funding (39%), second largest source of total funding (27%), and source of the largest individual grant award (39%). The median largest individual award for all respondents was \$35,000; 89% of respondents reported a largest individual award under \$500,000. The largest individual award was in the form of project or program support for 40% of respondents. Sixty-six percent of respondents reported a grant cycle length—from proposal submission to award decision—between one and six months, and 76% of respondents reported a speedy release of award monies, within three months of notification.

GOVERNMENT FUNDING

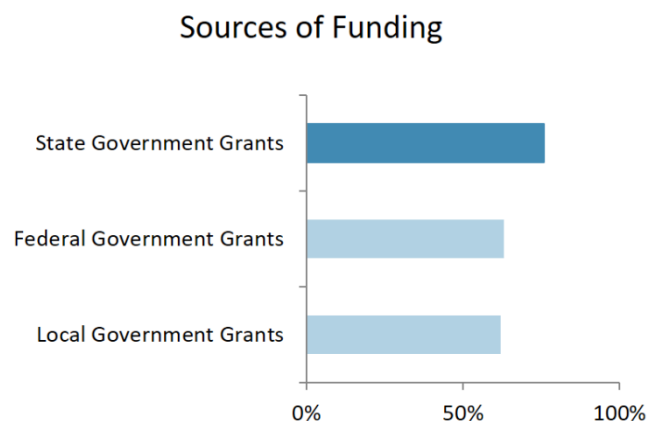
GOVERNMENT GRANT FUNDING BUDGET CONTRIBUTION

Organizations that reported government funders as the source of the largest award relied on grants to fund a larger portion of their annual budgets. Of organizations with the largest award funded by government sources, 40% reported that grants comprised over one half of their annual budgets, compared to 21% of organizations with the largest award funded by non-government sources.



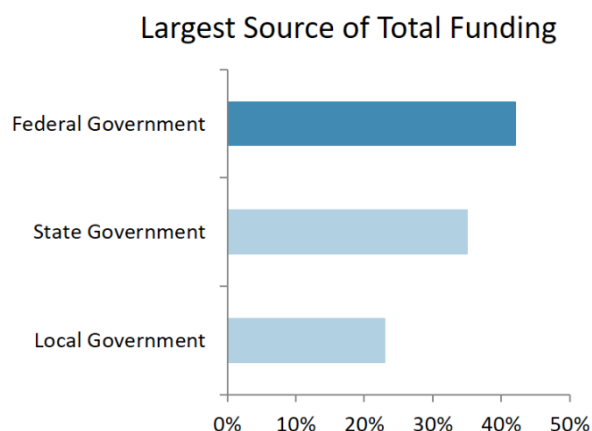
GOVERNMENT FUNDING SOURCES

Among those respondents that reported government funding sources, state government (76%) was most frequently reported as a government funding source, followed by the Federal government (63%) and local government (62%).



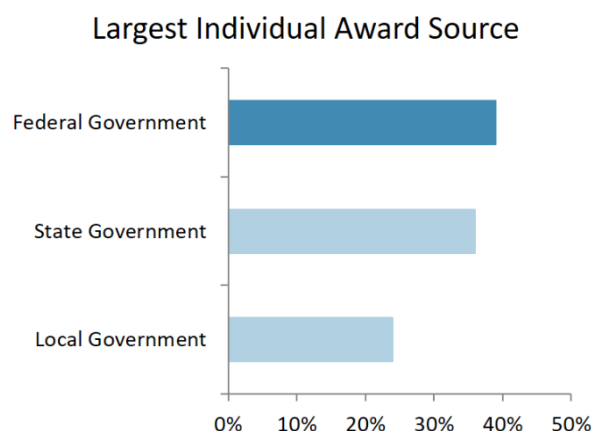
GOVERNMENT LARGEST SOURCE OF TOTAL FUNDING

The Federal government (42%) was most frequently reported as the largest source of total government funding among government award recipients, followed by state government (35%) and local government (23%).



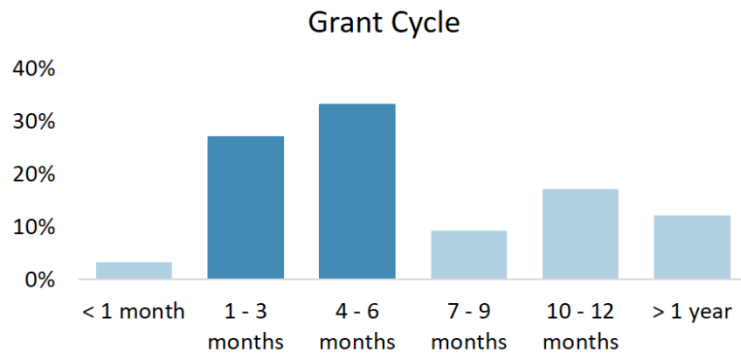
GOVERNMENT LARGEST INDIVIDUAL AWARD SOURCE

Among those respondents that reported government funding sources, the Federal government (39%) was most frequently reported as the largest individual award source, followed by state government (36%) and local government (24%).

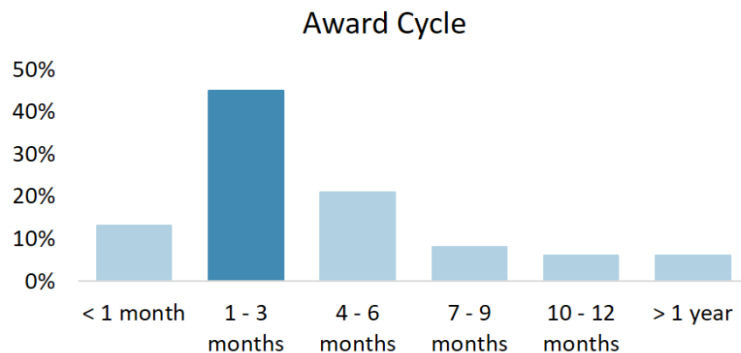


GOVERNMENT LARGEST AWARD LOGISTICS

The government grant cycle length—from proposal submission to award decision—for the largest award was between one and six months for 59% of respondents, while 3% reported a short grant cycle of less than a month. A longer grant cycle of seven months or more was reported by 38% of respondents. The longer grant cycle reflects the government application process; the non-government application process took seven months or more for 20% of respondents.

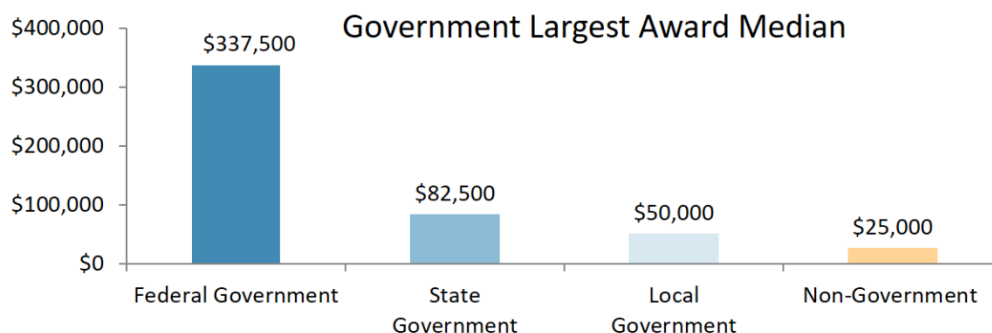


Once an award decision had been determined, the government often released the award monies within three months of notification (58%). Delayed receipt of award monies, taking four months or more, was reported by 42% of respondents. This time frame is significant, as 85% of funds from non-government sources were released within three months of notification.



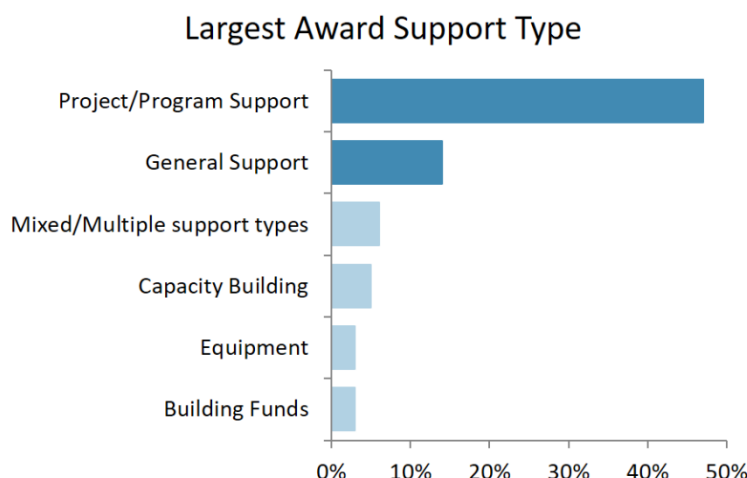
GOVERNMENT LARGEST AWARD SIZE

The largest individual award medians from government entities were higher than those from non-government funders. The largest individual award median was \$337,500 for the Federal government, \$82,500 for state government, and \$50,000 for local government. In comparison, the largest award median from non-government funders (private foundations, community foundations, corporate grantmakers, and “other” sources, in aggregate) was \$25,000.



GOVERNMENT LARGEST AWARD SUPPORT TYPE

The largest government award received by 47% of respondents was in the form of project or program support, followed by general support at 14%. Also reported were mixed/multiple support types (6%), capacity building (5%), equipment (3%), and building funds (3%). All other support types (22%) were individually reported at a rate of 2% or less.



SUMMARY

Organizations that reported government funders as the source of the largest award relied on grants to fund a larger portion of their annual budgets, and reported larger awards. Of organizations with the largest award funded by government sources, 40% reported that grants comprised over one half of their annual budgets, compared to 21% of organizations with the largest award funded by non-government sources.

The largest individual award medians from government entities were higher than those from non-government funders. The largest individual award median was \$337,500 for the Federal government, \$82,500 for state government, and \$50,000 for local government, compared to \$25,000 from non-government funders. The largest individual award from government sources was in the form of project or program support for 47% of survey respondents.

Fifty-nine percent of respondents reported a government grant cycle length between one and six months, while 3% reported a cycle of less than a month and 38% reported a longer cycle of seven months or more. The longer grant cycle reflects the government application process; the non-government application process took seven months or more for 20% of respondents. Once an award decision had been determined, the government often released the award monies within three months of notification (45%). Delayed receipt of award monies, taking four months or more, was reported by 42% of respondents. This time frame is significant, as 85% of funds from non-government sources were released within three months of notification.

FEDERAL GOVERNMENT FUNDING

Thirty-three percent of respondents reported that their organizations regularly receive Federal funding, and 24% stated that their organizations received Federal funding within the last six months of 2017.

FEDERAL GOVERNMENT AWARD FORM

Those organizations that received Federal funding from July through December of 2017 reported that their largest Federal award came in the form of grants (62%), contracts (21%), or another form, including cooperative agreements and reimbursements (8%). Eight percent were unsure of the form of funding.

FEDERAL GOVERNMENT AWARD ORIGIN

Forty-seven percent of the funds for the largest Federal award originated directly from the Federal government, while 37% originated as pass-through Federal funding via a state government. Ten percent originated in another form, primarily pass-through funding from a non-Federal level of government or a nonprofit organization. Six percent of respondents were unsure of where their Federal funding originated.

FEDERAL GOVERNMENT MATCHING FUNDS

Half (50%) of respondents that received Federal funding reported that their largest Federal award did not require matching funds, whereas 39% reported that matching funds were a requirement of their largest Federal award. Ten percent of respondents that received Federal funding were unsure if matching funds were included as a requirement.

Of those organizations that received awards requiring matching funds, 59% were allowed to use in-kind gifts toward the match total, including volunteer hours, facilities usage, time and travel, and donations of goods and services. Respondents most frequently reported a match of 11% to 25% (41%) or 26% to 50% (18%). Twelve percent reported a match of 10% or less, and 19% reported a match of over 50%. Ten percent of respondents were unsure of the match amount, if any.

FEDERAL GOVERNMENT INDIRECT/ADMINISTRATIVE COST FUNDING

The largest Federal award included indirect/administrative cost funding for 58% of respondents, while 30% reported that cost funding was not included, and 12% were unsure if this type of funding was included.

Of those respondents that did receive indirect/administrative cost funding, 43% reported that their largest Federal award included an allocation of 10% or less for indirect/administrative costs, and 17% reported that the award included 11% to 20% funding for these costs. Thirteen percent of respondents reported that their largest Federal award included funding of 21% or more for indirect/administrative costs, while 27% were unsure of the level of funding allocated to these costs.

FEDERAL GOVERNMENT REPORTING

Of organizations that received Federal awards, 57% were required to report on outcomes or cost per unit for the largest award, while this type of reporting was not required for 24%. Nineteen percent of Federal award recipients were unsure of reporting requirements.

Of those respondents that received Federal awards requiring outcome or cost per unit reporting, the reporting was more detailed or time-consuming than in the past for 23%, whereas it was less detailed or time-consuming for 2%. There was no change in the reporting difficulty for 42% of respondents, and 33% of respondents were unsure as to the level of reporting difficulty.

RESPONDENTS BY GOVERNMENT LARGEST AWARD SOURCE

As illustrated by *The Fall 2018 State of Grantseeking™* Survey results, an organization's demographics can be defined by the source of the largest award. The following are typical organizations that received their largest award from each funder type.

ORGANIZATIONS FOR WHICH THE FEDERAL GOVERNMENT WAS THE LARGEST AWARD SOURCE:

Eighty-four percent of respondents from organizations for which the Federal government was the largest award source (FGLAS) were directly associated with their organizations as employees (36%) or at an executive level (48%). Nonprofits comprised 71% of FGLAS organizations, while educational institutions comprised 14%, and government or tribal agencies comprised 12%. Among respondents from educational institutions, 19% represented K-12 schools and 81% represented two- or four-year colleges and universities. FGLAS organizations most frequently reported employing over 200 people (30%), between one and five people (18%), and between 26 and 75 people (15%). Sixty-seven percent of FGLAS organizations reported annual budgets of \$1,000,000 and over; of those, 25% reported annual budgets of \$25,000,000 and over. The median annual budget was \$ 3,100,000. FGLAS organizations were older than other organizations; 38% were 26 to 50 years old and 34% were over 50 years old. Forty-six percent of FGLAS organizations were located in a mix of service area types (rural, suburban, and urban). The most frequent geographic service reach for FGLAS organizations was multi-county (30%), one state (17%), or one county (16%). Human Services (29%) and Education (16%) were the most frequently reported mission focuses. Fifty-five percent of these organizations reported a service population comprised of over 50% individuals/families at or below the poverty level.

ORGANIZATIONS FOR WHICH STATE GOVERNMENT WAS THE LARGEST AWARD SOURCE:

Eighty-six percent of respondents from organizations for which state government was the largest award source (SGLAS) were directly associated with their organizations as employees (31%) or at an executive level (55%). Nonprofits comprised 84% of SGLAS organizations, while educational institutions comprised 4%, and government or tribal agencies comprised 7%. Among respondents from educational institutions, 58% represented K-12 schools and 42% represented two- or four-year colleges and universities. SGLAS organizations most frequently reported employing one to five people (21%) or six to 25 people (28%). Fifty percent of SGLAS organizations reported annual budgets of \$1,000,000 and over; of those, 22% reported annual budgets between \$1,000,000 and \$4,999,999. The median annual budget was \$1,016,500. Most SGLAS organizations were 26 to 50 years old (34%) or over 50 years old (30%). Forty-six percent of SGLAS organizations were located in a mix of service area types (rural, suburban, and urban). The most frequent geographic service reach for SGLAS organizations was multi-county (34%) or one county (18%). Human Services (28%), Arts, Culture, and Humanities (15%), and Education (14%) were the most frequently reported mission focuses. Fifty-two percent of these organizations reported a service population comprised of over 50% individuals/families at or below the poverty level.

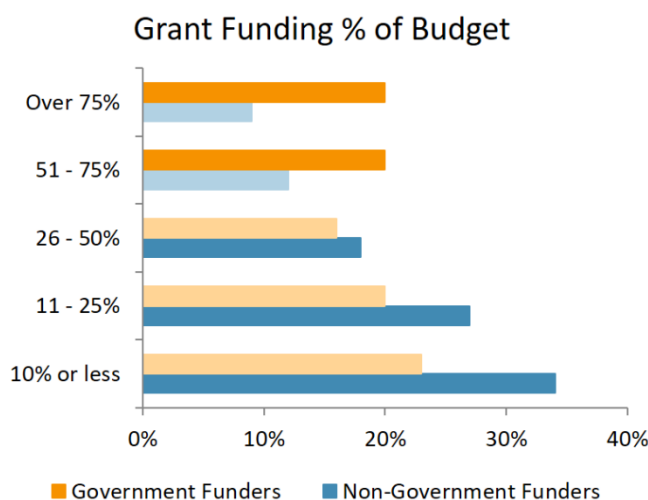
ORGANIZATIONS FOR WHICH LOCAL GOVERNMENT WAS THE LARGEST AWARD SOURCE:

Eighty-four percent of respondents from organizations for which local government was the largest award source (LGLAS) were directly associated with their organizations as employees (21%) or at an executive level (63%). Nonprofits comprised 96% of LGLAS organizations. Most LGLAS organizations reported employing one to five people (34%) or six to 25 people (25%). LGLAS organizations most frequently reported annual budgets under \$250,000 (36%), between \$250,000 and \$999,999 (24%), and between \$1,000,000 and \$4,999,999 (24%). The median annual budget was \$620,000. Most LGLAS organizations were 11 to 25 years old (26%) or 26 to 50 years old (35%). Fifty-two percent were located in urban areas; the most frequent geographic service reach for LGLAS organizations was multi-county (30%) or one county (16%). Human Services (27%) and Arts, Culture, and Humanities (27%) were the most frequently reported mission focuses. Forty-nine percent of these organizations reported a service population comprised of over 50% individuals/families at or below the poverty level.

NON-GOVERNMENT FUNDING

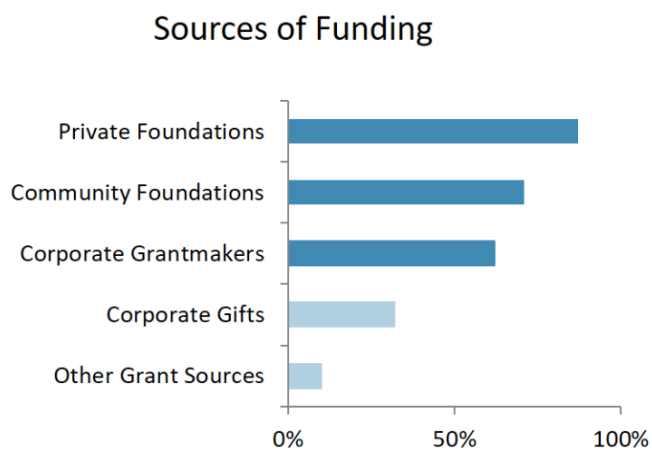
NON-GOVERNMENT GRANT FUNDING BUDGET CONTRIBUTION

Organizations that reported non-government funders as the source of the largest award relied on grants to fund a smaller portion of their annual budgets. Of organizations with the largest award funded by non-government sources, 79% reported that grants comprised one half or less of their annual budgets, compared to 60% of organizations with the largest award funded by government sources.



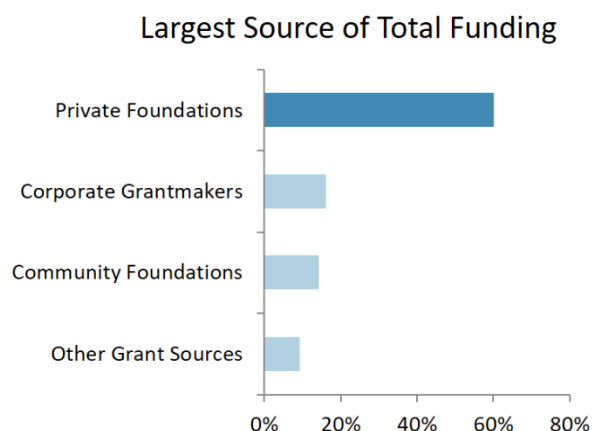
NON-GOVERNMENT FUNDING SOURCES

Among those respondents that reported non-government funding sources, private foundations (87%) were most frequently reported as a non-government funding source, followed by community foundations (71%) and corporate grantmakers (62%). Respondents also reported the receipt of corporate gifts (32%) and funding from “other” sources (10%).



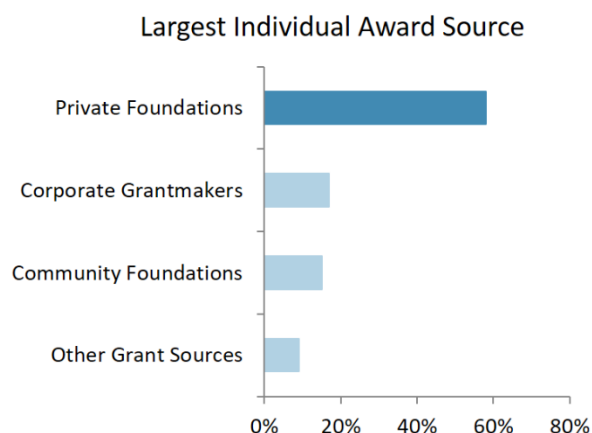
NON-GOVERNMENT LARGEST SOURCE OF TOTAL FUNDING

Among respondents that reported non-government funding sources, private foundations (60%) were most frequently reported as the largest total source of this type of funding, followed by corporate grantmakers (16%), community foundations (14%), and “other” grant sources (9%).



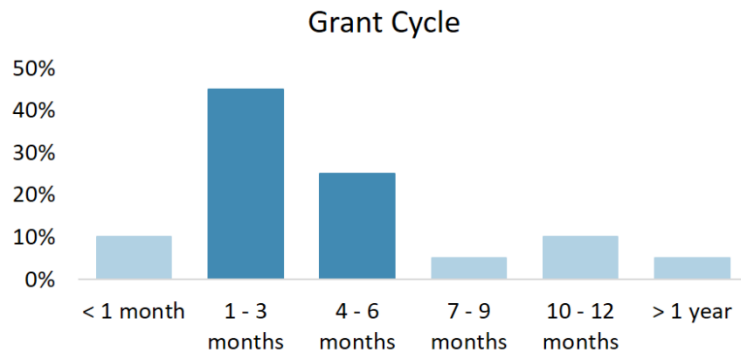
NON-GOVERNMENT LARGEST INDIVIDUAL AWARD SOURCE

Among those respondents that reported non-government funding sources, private foundations (58%) were most frequently reported as the largest individual award source, followed by corporate grantmakers (17%), community foundations (15%), and “other” grant sources (9%).

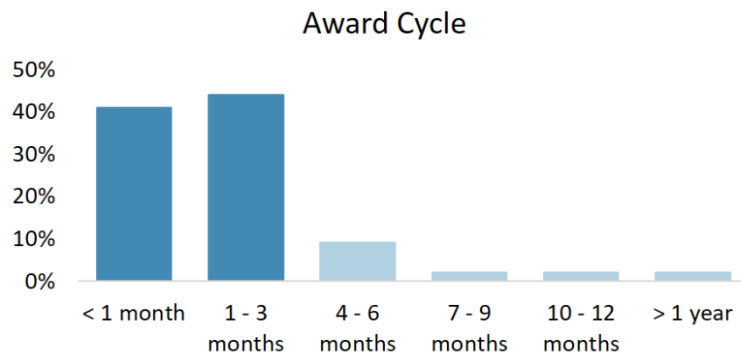


NON-GOVERNMENT LARGEST AWARD LOGISTICS

The non-government grant cycle length—from proposal submission to award decision—for the largest award was between one and six months for 70% of respondents, while 10% reported a short grant cycle of less than a month. A longer grant cycle of seven months or more was reported by 20% of respondents. The shorter grant cycle reflects an application process that is often simpler than that of government applications; the government application process took seven months or more for 38% of respondents.

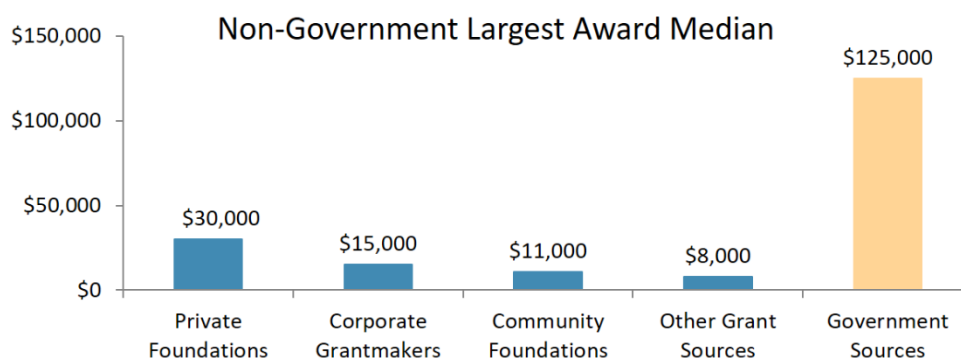


Once an award decision had been determined, non-government funders generally released the award monies within three months of notification (85%). Delayed receipt of award monies, taking four months or more, was reported by 15% of respondents. This timing is significant, as 58% of funds from government sources were released within three months of notification.



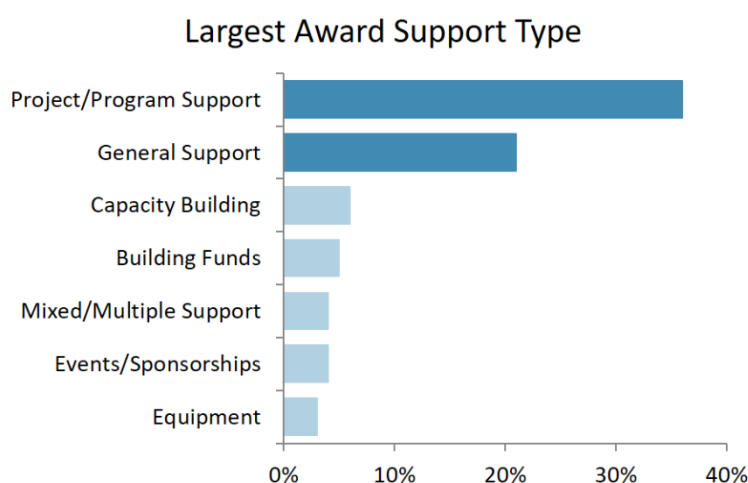
NON-GOVERNMENT LARGEST INDIVIDUAL AWARD SIZE

The largest individual award median from non-government entities was lower than that from government funders. The largest award median from private foundations was \$30,000. From corporate foundations, the largest award median was \$15,000. The largest award median from community foundations was \$11,000, while that from “other” funding sources was \$8,000. In comparison, the largest individual award median from government funders (an aggregate of Federal, state, and local government) was \$125,000.



NON-GOVERNMENT LARGEST AWARD SUPPORT TYPE

The largest non-government award received by 36% of respondents was in the form of project or program support, which was followed by general support at 21%. Respondents also reported the largest non-government award type as capacity building (6%), building funds (5%), mixed/multiple support and events/sponsorships (each 4%), and equipment (3%). All other support types (21%) were individually reported at a rate of 2% or less.



SUMMARY

Organizations that reported non-government funders as the source of the largest award relied on grants to fund a smaller portion of their annual budgets. Of these organizations, 79% reported that grants comprised less than one half of their annual budgets, compared to 60% of organizations with the largest award funded by government sources. The largest individual award median from non-government entities was lower than that from government funders. The largest award medians from private foundations and corporate grantmakers were \$30,000 and \$15,000, respectively. From community foundations, the largest award median was \$11,000, while it was \$8,000 from “other” funding sources. In comparison, the largest individual award median from government funders (an aggregate of Federal, state, and local government) was \$125,000.

The individual largest award from non-government funders was in the form of project or program support for 36% of respondents. The non-government grant cycle length for the largest award was between one and six months for 70% of respondents, while 10% reported a grant cycle of less than a month and 20% reported a grant cycle of seven months or more. The shorter grant cycle reflects an application process that is often simpler than that of government applications, which took seven months or more for 38% of respondents. Once an award decision had been determined, non-government funders generally released the award monies within three months of notification (85%). Delayed receipt of award monies, taking four months or more, was reported by 15% of respondents. This timing is significant, as 58% of funds from government sources were released within three months of notification.

RESPONDENTS BY LARGEST AWARD SOURCE

As illustrated by *The Spring 2018 State of Grantseeking™* Survey results, an organization's demographics can be defined by the source of the largest award. The following are typical organizations that received their largest award from each funder type.

ORGANIZATIONS FOR WHICH PRIVATE FOUNDATIONS WERE THE LARGEST AWARD SOURCE:

Eighty-six percent of respondents from organizations for which private foundations were the largest award source (PFLAS) were directly associated with their organizations as employees (29%) or at an executive level (57%). Nonprofits comprised 93% of PFLAS organizations. PFLAS organizations most frequently reported employing one to five people (29%) or 11 to 25 people (30%). Twenty-nine percent of PFLAS organizations reported annual budgets between \$100,000 and \$499,999; 26% reported annual budgets between \$1,000,000 and \$4,999,999. The median annual budget was \$860,000. PFLAS organizations were 11 to 25 years old (25%) or 26 to 50 years old (30%). Forty-four percent were located in a mix of service area types (rural, suburban, and urban), while 32% were located in urban areas. The most frequent geographic service reach for PFLAS organizations was multi-county (25%) or international (13%). Human Services (21%), Arts, Culture, and Humanities (12%), and Education (11%) were the most frequently reported mission focuses. Fifty-one percent of PFLAS organizations reported a service population comprised of over 50% individuals/families at or below the poverty level.

ORGANIZATIONS FOR WHICH COMMUNITY FOUNDATIONS WERE THE LARGEST AWARD SOURCE:

Seventy-seven percent of respondents from organizations for which community foundations were the largest award source (CFLAS) were directly associated with their organizations as employees (20%) or at an executive level (57%). Nonprofits comprised 94% of CFLAS organizations. CFLAS organizations most frequently reported employing one to five people (36%) or were staffed by volunteers (18%). Thirty-five percent of CFLAS organizations reported annual budgets between \$100,000 and \$499,999 and 31% reported annual budgets under \$1,000,000. The median annual budget was \$247,750. Most CFLAS organizations were 11 to 25 years old (26%) or 26 to 50 years old (29%). Thirty-seven percent were located in a mix of service area types (rural, suburban, and urban), while 26% were located in a suburban service area and 25% were located in an urban service area. The most frequent geographic service reach for CFLAS organizations was multi-county (27%) or one county (18%). Human Services (23%), Arts, Culture, and Humanities (17%), and Youth Development (10%) were the most frequently reported mission focuses. Forty-three percent of these organizations reported a service population comprised of over 50% individuals/families at or below the poverty level.

ORGANIZATIONS FOR WHICH CORPORATIONS WERE THE LARGEST AWARD SOURCE:

Eighty-five percent of respondents from organizations for which corporations were the largest award source (CLAS) were directly associated with their organizations as employees (21%) or at an

executive level (64%). Nonprofits comprised 96% of CLAS organizations. CLAS organizations most frequently reported employing one to five people (33%) or 11 to 75 people (25%). Most CLAS organizations reported annual budgets under \$100,000 (23%), between \$100,000 and \$499,999 (27%), or between \$1,000,000 and \$4,999,999 (18%). The median annual budget was \$535,000. Most CLAS organizations were 11 to 25 years old (29%) or 26 to 50 years old (29%). Forty-eight percent were located in a mix of service area types (rural, suburban, and urban), while 25% were located in suburban areas. The most frequent geographic service reach for CLAS organizations was multi-county (22%), one county (14%), or international (14%). Human Services (22%), Education (14%), and Arts, Culture, and Humanities (11%) were the most frequently reported mission focuses. Forty-five percent of these organizations reported a service population comprised of over 50% individuals/families at or below the poverty level.

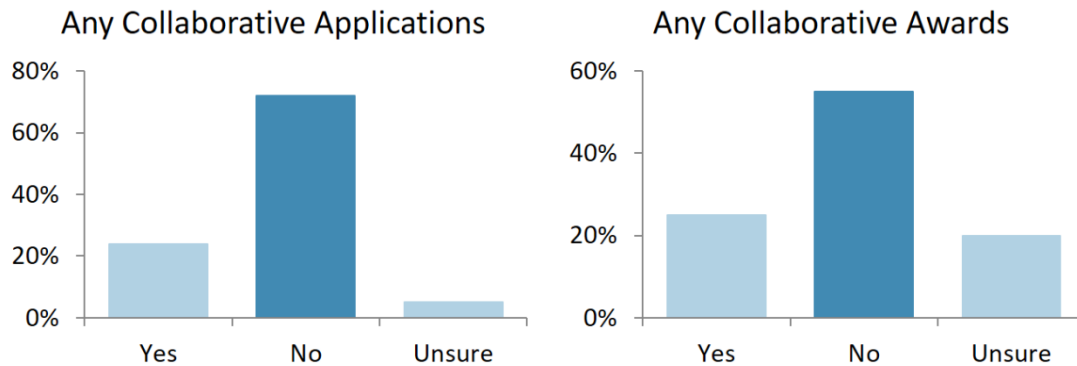
ORGANIZATIONS FOR WHICH “OTHER” SOURCES WERE THE LARGEST AWARD SOURCE:

Seventy-five percent of respondents from organizations for which “other” sources (including religious organizations, the United Way, donor-advised funds, civic organizations, and tribal funds) were the largest award source (OLAS) were directly associated with their organizations as employees (13%) or at an executive level (62%). Nonprofits comprised 87% of OLAS organizations. OLAS organizations most frequently reported employing one to five people (32%), or being staffed by volunteers (27%). Forty-five percent of OLAS organizations reported annual budgets under \$100,000, and 17% reported annual budgets between \$100,000 and \$249,999. The median annual budget was \$132,325. Most OLAS organizations were one to five years old (18%), 11 to 25 years old (28%), or 26 to 50 years old (17%). Fifty percent were located in a mix of service area types (rural, suburban, and urban), while 22% were located in urban areas. The most frequent geographic service reach for OLAS organizations was multi-county (21%), one state (13%), or international (13%). Human Services (13%), Education (13%), and Arts, Culture, and Humanities (13%) were the most frequently reported mission focuses. Forty-six percent of these organizations reported a service population comprised of over 50% individuals/families at or below the poverty level.

COLLABORATIVE GRANTSEEKING

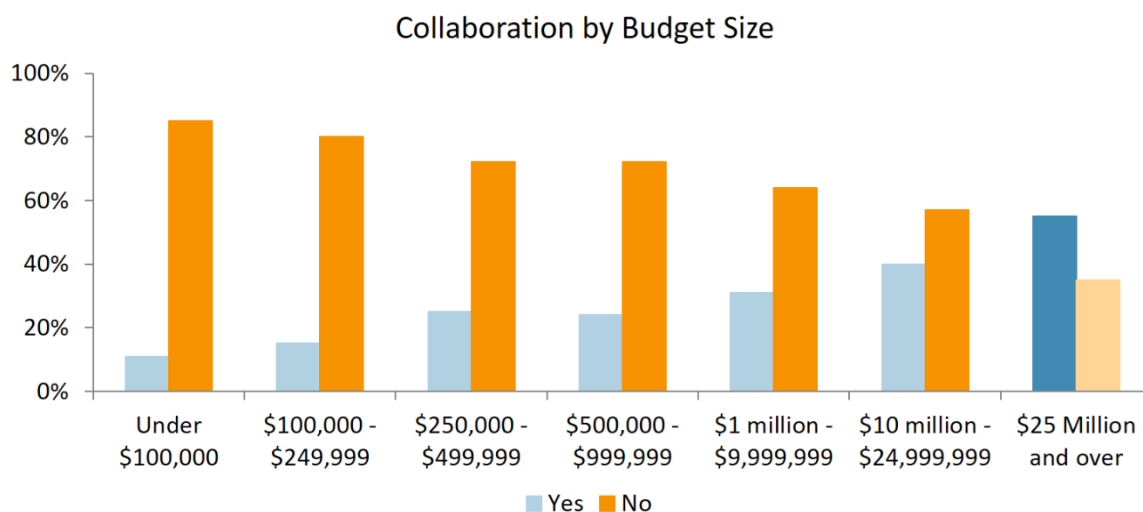
PARTICIPATION AND AWARDS

Collaborative grantseeking—several organizations joining together to submit grant applications for joint activities or programs—is a trending topic. Most respondents (72%) did not participate in collaborative grantseeking in the last six months of 2017. Twenty-five percent of those respondents that did submit a collaborative grant application reported winning an award.



COLLABORATION BY ANNUAL BUDGET

Increases in annual budget size, with the implied increases in staff and infrastructure, influenced collaborative activities. Fifty-five percent of organizations with budgets of \$25,000,000 or more participated in collaborative grantseeking in the last six months of 2017, whereas only 11% of organizations with budgets under \$100,000 participated in collaborative grantseeking during this period. Not shown in this chart are the 5% of respondents who were unsure if their organizations participated in collaborative grantseeking,



RESPONDENT COMMENTARY

As always, we asked survey respondents to share their experiences, expertise, and opinions. There were many similarities in comments from those who participated in collaborative grantseeking and those who did not. Many comments focused on the additional staff and time required to manage collaborative grantseeking, and some questioned the cost versus the benefit.

A SAMPLE OF REPRESENTATIVE COMMENTS FROM RESPONDENTS WHO PARTICIPATED IN COLLABORATIVE GRANTSEEKING FOLLOWS:

- Collaborative efforts are very productive when the guidelines and understandings are clearly stated from the beginning.
- I feel grant professionals follow the guidelines and "suggestions" of funders. More and more funders are requiring or favoring collaboration. To be successful, you submit projects that fit the funder's priorities.
- It's positive in that it strengthens capacity and the overall application.
- It can be helpful in the impact of the grant dollars but can result in extra paperwork and need for coordination between agencies.
- If it's done well, it can be a boon. If it's just a requirement for the sake of publicity, or to receive funding, or because it is the "du jour" area getting funded, then it hurts more than it helps.
- It's essential if it's carefully and strategically carried out.
- It's time-consuming, difficult, and adds to overhead costs.

A SAMPLE OF REPRESENTATIVE COMMENTS FROM RESPONDENTS WHO DID NOT PARTICIPATE IN COLLABORATIVE GRANTSEEKING FOLLOWS:

- We collaborate by providing direct services to the constituents of other organizations. Attempts to share funds have always ended up with more focus on who gets what than the mission at hand.
- We prefer to apply separately as it complicates the bookkeeping, but collaborative projects are great.
- If it creates efficiencies instead of more administrative headaches and allows us to improve programming or serve more people, then we are for it.
- We have done this in the past and are open to it, though it has its complications when your organization is not the grantee. In every instance we have had trouble getting paid under the grant. Once the grantee took nearly a year to pay us! If we do it again, I would prefer to be the lead agency.
- It can be great if the size of the grants to collaborate on are large enough to enable good coordination, etc. In our experience, too many folks want the collaboration, but aren't willing to fund it at levels that are sustainable.
- Collaboration benefits the community but is hard to manage at a staff level.

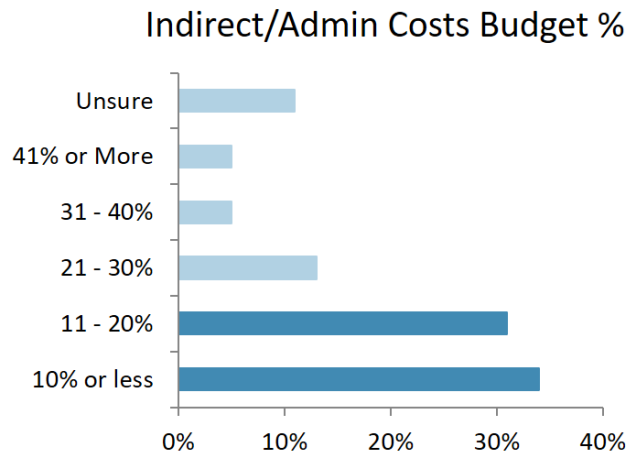
SUMMARY

Most respondents (72%) did not participate in collaborative grantseeking in the last six months of 2017. Twenty-five percent of those respondents that did submit a collaborative grant application reported winning an award. Increases in annual budget size, with the implied increases in staff and infrastructure, influenced collaborative activities. Fifty-five percent of organizations with budgets of \$25,000,000 or more participated in collaborative grantseeking in the last six months of 2017, whereas only 11% of organizations with budgets under \$100,000 participated in collaborative grantseeking during this period. According to respondent commentary, the increased management and reporting involved with collaborative grantseeking can be overwhelming for organizations with smaller staff sizes.

INDIRECT/ADMINISTRATIVE COST FUNDING

INDIRECT/ADMINISTRATIVE COSTS AS A PERCENTAGE OF BUDGET

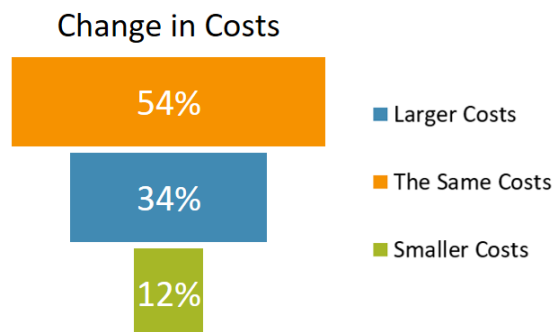
Our respondents generally kept their costs low; 65% reported indirect/administrative costs as 20% or less of their total budgets. Only 23% of survey respondents reported these costs as over 20% of their budgets, while 12% were unsure of the budget percentage of their organization's indirect/administrative costs.



INDIRECT/ADMINISTRATIVE COST TRENDS

Compared to indirect/administrative costs for the prior year, 54% of respondents reported that these costs had remained the same, while 34% reported that these costs had increased.

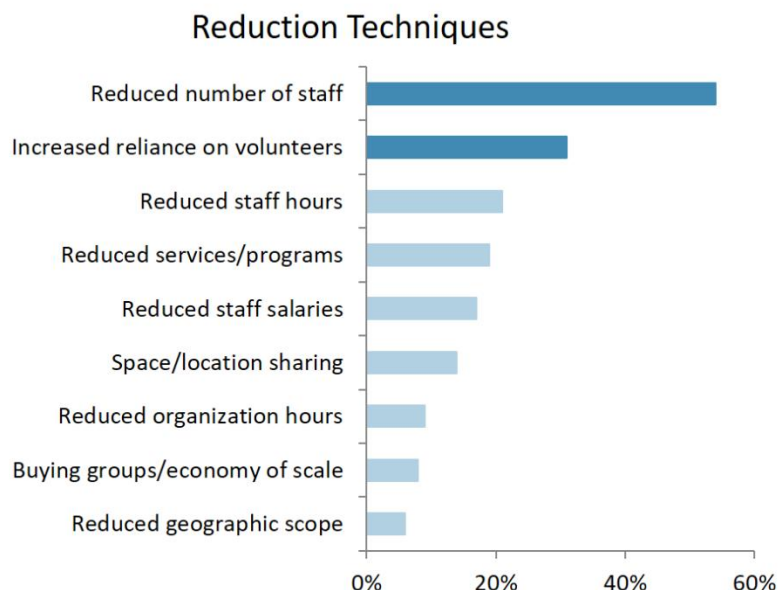
Indirect/administrative costs decreased for 12% of respondents.



INDIRECT/ADMINISTRATIVE COST CONTROLS

Respondents were asked, "How did you reduce your indirect/administrative costs?" Over half (54%) reported that they had reduced indirect/administrative costs by eliminating staff, while 31% reported increased reliance on volunteer labor.

Reductions in staff hours (21%), services and programs (19%), and staff salaries (17%) reduced indirect and administrative costs. In addition, respondents reduced these costs by participating in space or location sharing (14%), reducing organization hours (9%), participating in buying groups (8%), and reducing their organization's geographic scope (6%).



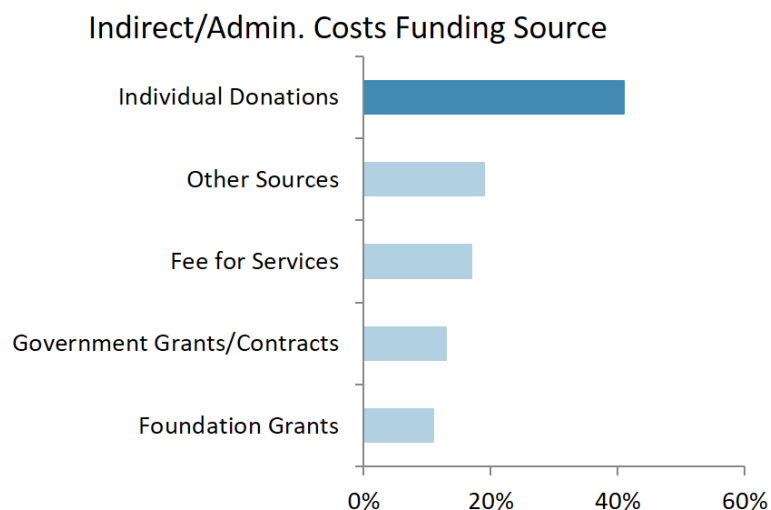
A SAMPLE OF REPRESENTATIVE COMMENTS FROM SURVEY RESPONDENTS FOLLOWS:

- We previously had multiple layers of administrative entities. We have downsized both our programming and administrative layers.
- We replaced a retired full-time employee with a part-timer and spread duties around.
- All administrative affiliates are volunteers, so we can manage administrative costs.
- We downsized from ten to six employees.
- We eliminated one part-time administrative staff member that worked 24 hours per week. In addition, we reduced staff salaries by eliminating the mileage allowance of \$200 per month.
- Our new office staff is more efficient and resourceful. We've started turning off electronics and adjusting heating/cooling for being away three days a week. A lot of small things have added up to some savings.
- We eliminated employee health insurance, disallowed all overtime, and cut out leases/rentals of office supplies that were unnecessary. The health insurance elimination is a short-term measure, but we hope to reinstate it once we procure additional funding. We also relied heavily on volunteers to help with administrative tasks to free staff to focus on outreach and relationship building. We also streamlined administrative processes.
- We moved to a less expensive location.

- There has been a reduction of employees, with those jobs being distributed among the remaining people. Also, higher paying positions were removed, and people were put in those positions who receive significantly less compensation while also doing the existing job and parts of other jobs. We are all trying to pull together and make this work—and worried after each board meeting who is the next to be let go.
- We heavily utilize our volunteer board members.
- Every program area determined their 2017 budget; staff had ownership of the budget and so they spent wisely and within the budget.
- There are fewer employees, one of whom is part time now, and we are maintaining low salaries.
- We're using EOS as a management system and have identified and streamlined many processes.
- We lost three staff/faculty members and haven't replaced them yet. We just moved people around and divided responsibilities until we can replace them, or they are able to come back.
- We cancelled non-necessary items such as an expensive phone/fax system and went with cheaper options.
- Due to having some positions vacant for longer than anticipated and coming in under budget in maintenance and repairs, we were able to reduce our overhead percentage by 1%.

INDIRECT/ADMINISTRATIVE COST FUNDING SOURCES

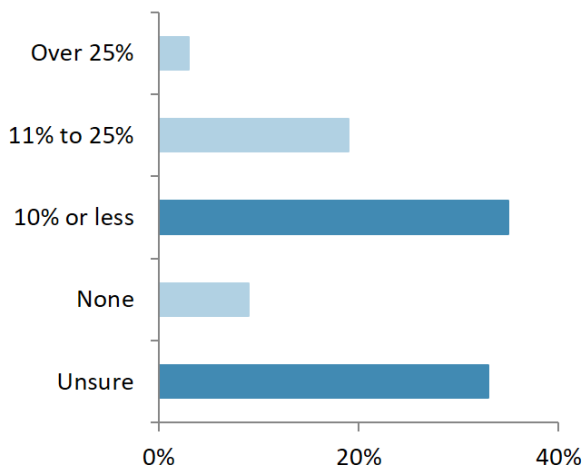
Individual donations (41%) were the most frequent source of indirect/administrative funding, while foundation grants (11%) were the least frequent source. Within the “other” sources category (19%), fundraisers, tax revenue, major donors, and general funds were cited as some of the sources of indirect/administrative funding. Fees for services (17%) and government grants and contracts (13%) were also frequent sources of funding for these costs.



INDIRECT/ADMINISTRATIVE COST FUNDING LIMITATIONS

Respondents reported that non-government funders will generally assist with indirect/administrative costs, although they limit the amount that they are willing to cover. Thirty-five percent of respondents reported an allowance of 10% or less for these costs, and 19% reported an allowance of 11 to 25% for these costs. Nine percent of respondents reported that non-government funders would not cover indirect/administrative costs, while 33% were unsure of the coverage level. Only 3% of respondents reported non-government funders allocated over 25% of the budget for these costs.

Non-government Indirect/Admin. Cost Allowance %



SUMMARY

Our respondents generally kept their costs low; 65% reported indirect/administrative costs as 20% or less of their total budgets. These costs rarely decreased. Compared to indirect/administrative costs for the prior year, 54% of respondents reported that these costs had remained the same, while 34% reported that these costs had increased. Reductions in staff were the main cost-control technique, with over half of respondents (54%) reporting that they had reduced indirect/administrative costs by eliminating staff, and 31% reporting increased reliance on volunteer labor. Individual donations (41%) were the most frequent source of indirect/administrative funding. Grantmakers tend not to fund these costs; only 3% were reported to have allocated over 25% of the budget for indirect/administrative costs.

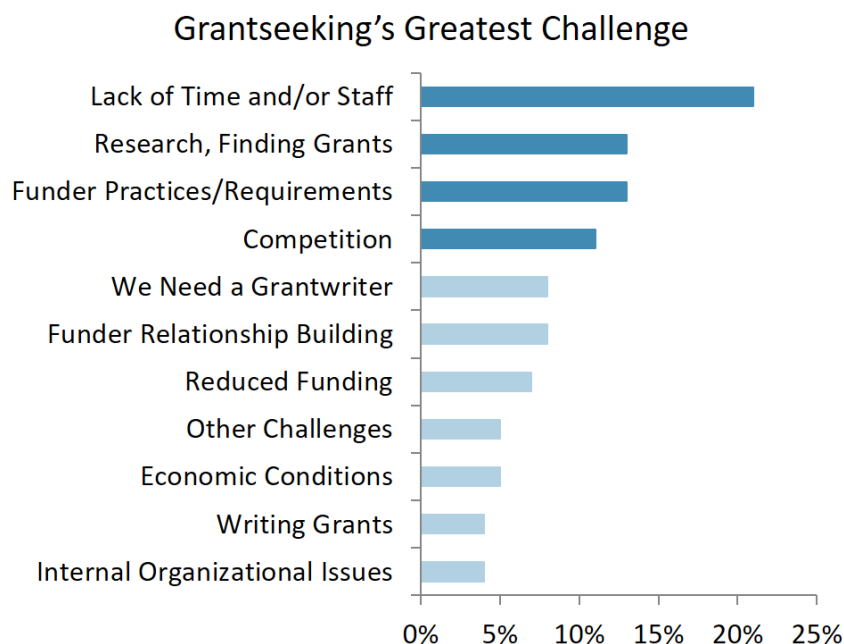
CHALLENGES TO GRANTSEEKING

We asked, “What, in your opinion, is the greatest challenge to successful grantseeking?”

Respondents continued to report that grantseeking’s greatest challenges stem from the lack of time and staff for grantseeking activities (21%).

Adherence to varying funder practices and requirements (13%), and difficulty in finding grant opportunities that matched with specific missions, locations, or programs (13%) were also frequently cited as the greatest challenge to successful grantseeking. Increased competition for finite monies (11%), building funder relationships (8%), the need for a grantwriter (8%), and reduced funding (7%) were also reported as challenges to grantseeking.

The remaining challenges were each reported by 5% or fewer of respondents.



RESPONDENT COMMENTARY

The majority of respondents shared their frustration with the fact that more responsibilities were placed on fewer staff members, resulting in little time to devote to grantseeking. This lack of time and staff increases the perception that funder practices are arduous, and adds to the sense of disconnect between organizations and funders, the government, and the community as a whole. Many respondents across all focus areas stated that there was limited funding for their specific mission, and many respondents told us that there is a greater need for non-restricted funding, regardless of mission focus. Some respondents also referenced the changing political landscape and the proposed state and Federal funding reductions and resulting confusion. Respondent commentary on grantseeking challenges stretched to 191 pages. This word cloud, which gives

greater prominence to words that appear more frequently in source text, was created using their comments.



A SAMPLE OF REPRESENTATIVE COMMENTS FROM SURVEY RESPONDENTS FOLLOWS:

- The stringency put on various organizations under different government rules and regulations, and the priority area(s) of organizations vs. donor agencies are the biggest challenges to overcome.
- We are in a small community and many regional or national grantmakers focus on larger markets.
- Handling the increased compliance requirements while having the same number of staff members is a challenge.
- Our greatest need is for general operating costs (salaries), and most grants available are for specific programs. Little to any funding is available for staff salaries, particularly for religious organizations.
- Several of the issues above apply. Research is very time-consuming. Writing grants has become easier with online processing, but it is still time-consuming. Lack of staff to write grants is always an issue. Also, smaller charities are always competing with the large, national ones. If your annual budget is not high enough, they do not want to hear from you. Well, if my budget was higher, I might not need the grant!
- We are finding that there are fewer funders in our focus areas and the grant requirements are becoming much more specific.
- We often don't have the time to work on new initiatives that come with grant projects. I would love to do more but too often we are focused on our current projects.
- We have two challenges: raising funds for expansion and replacing aging technology.
- Funders need to be more accessible and more transparent about their practices (as they ask of us). Funders need to make the process easier. Why ask the same budget questions year over year when you already have the information? Just ask if there are significant changes.

Also, if you ask a nonprofit to put in the hours to fill out a lengthy application year after year (some are RIDICULOUSLY long and repetitive), then I expect you to put in the hours to actually read what I wrote or to actually get to know my organization and come for a visit when I've asked every year. It's insulting when you realize they didn't read your details or know the scope of your work. Finally, the insistence of funders to fund projects and not general funding is outdated and needs to be challenged more. I wish more grantmakers would positively influence each other on the importance of general funding.

- We need more time to establish and maintain relationships with potential donors.
- We struggle to find time to identify good matches with grantmakers.
- Our national organization does not take a consistent approach to grantseeking, which is something we hope to address in 2018.
- Funding sources are shrinking, and competition is expanding.
- There is a lack of awareness of appropriate grant sources.
- Board members are disconnected; we support activities across the globe with little local input or buy-in.
- We are a staff of three with limited grantwriting skills. We've worked with volunteer grantwriters, but as volunteers, they don't seem able to prioritize their work with us. The grants we have applied for, while successful for the most part, take a staff person's full time and attention.
- We have very limited staff and time. Diversity on the board and other requirements for grants make it much more difficult, even though we have an education program that serves very diverse and poverty-level students. Some funders are now wishing to fund "large life-changing" grants or capital expenditures rather than general program support. This makes it very difficult for an arts performance organization to qualify for grants unless they have an inside relationship with the decision makers.
- Our challenges include a small staff, a lack of time, and researching and finding grants for our mission.
- We are seeking funds for technical solutions for which the funders may not have a clear understanding.
- With increased focus on equity and voice and "nothing for us without us," funders seem to prefer less organized applicants. Established organizations are dinosaurs who can't possibly navigate the new concerns, which is a problem for those organizations who are trying to embrace these concerns but are not recognized (by funders) for their efforts.
- We have had a lot of staff turnover in the last year. Many of our managers and team leaders are new and do not yet have a firm grasp on what funding is needed and where.
- We find few to no grants applicable to the work we do.

- It is a highly competitive environment with very focused grantmaking.
- We need to make connections with local foundations and expand our grant requests.
- Grantmaking seems to be based on relationships, and it's challenging to build those relationships effectively and efficiently. For instance, how do you know when you're wasting your time vs. when there is real potential? So much is also about timing. Did you connect with the person when they were ready to receive new grantees or at the wrong part of the cycle? Do you stay on their radar when they are ready?
- We do not have staff or volunteers to seek out and write grant proposals for us. As I'm the only person responsible for the day-to-day operations of the organization, it is often too much for me to take on.
- Our organization is struggling with finding reliable people willing to take on the roles needed to complete and acquire grants.
- Despite our funding needs, we have few staff members, limited time, limited funders/funding sources, and competition for time, resources, personnel, etc.
- The biggest issue right now for our organization is that funders have moved away from the type of funding we have traditionally been awarded (i.e. charitable funds to cover services for the vulnerable in our community). We are (currently) a strictly charitable endeavor and right now that is hard to justify to a grantor or other funder. Figuring out how to approach this, both to give us access to higher level government grants and to solidify our processes to meet new requirements, is a real challenge.

RESPONDENT DEMOGRAPHICS



ORGANIZATIONAL AFFILIATION

Of the respondents, 92% were directly associated with the organizations they represented as executives (54%), employees (26%), board members (8%), or volunteers (4%). Consultants (5%) and government employees (3%) comprised the remaining 8% of respondents.

TYPE OF ORGANIZATION

Most respondents (96%) represented nonprofit organizations (87%), educational institutions (5%), or government entities and tribal organizations (4%). The remainder (4%) included businesses and consultants. Among respondents from educational institutions, 43% represented K-12 schools and 57% represented two- or four-year colleges and universities.

ORGANIZATIONAL AGE

Organizations ten years of age or under comprised 26% of respondents. Organizational ages of 11 to 25 years were reported by 23% of respondents, while 28% reported organizational ages of 26 to 50 years. Organizations of 51 to 100 years of age comprised 15% of respondents, and 8% of respondents were from organizations over 100 years of age.

ANNUAL BUDGET

Respondent organizations reported the following annual budgets: less than \$100,000 (25%), between \$100,000 and \$499,999 (25%), between \$500,000 and \$999,999 (11%), between \$1 million and \$4,999,999 (20%), between \$5 million and \$9,999,999 (6%), between \$10 million and \$24,999,999 (5%), and \$25 million and over (8%). The median annual budget of respondent organizations was \$575,000.

STAFF SIZE

All-volunteer organizations comprised 16% of respondents. Less than one full-time equivalent employee was reported by 8% of respondents. One to five people were employed by 28% of respondent organizations. Twenty-two percent of respondent organizations employed six to 25 people, while 10% employed 26 to 75 people. Seven percent of respondent organizations employed 76 to 200 people, and 9% employed over 200 people.

STAFF ETHNICITY

Respondents were asked, “What percentage of your organization (staff, management, and board) self-identify as persons of color?” For 41% of respondents, less than 10% of their organization was comprised of persons of color. Organizations reporting 11% to 50% persons of color comprised 29% of respondents, and 16% of respondents were from organizations with 51% or more persons of color on their staff, management, or board. This question was not applicable for 13% of respondents.

PRIMARY GRANTSEEKER

Most respondent organizations relied on staff members (63%) to fill the role of primary grantseeker. Board members (12%), volunteers (10%), and contract grantwriters (7%) were also cited as the primary grantseeker. Seven percent of respondent organizations were not engaged with active grantseekers.

LOCATION

Within the United States, respondents came from all 50 states, the District of Columbia, and five territories. In addition, respondents from eight Canadian provinces participated, and 104 respondents were from countries outside of the United States and Canada.

SERVICE AREA

The State of Grantseeking Report utilizes the Census Bureau’s population-based area classification. Rural service areas containing fewer than 2,500 people were reported by 9% of respondents. Twenty-one percent of respondents reported cluster/suburban service areas containing between 2,500 and 50,000 people. Urban service areas containing over 50,000 people were reported by 29% of respondents. In addition, 41% of respondents reported a service area comprised of a combination of these population-defined areas.

GEOGRAPHIC REACH

Organizations with an international, continental, or global geographic reach comprised 11% of respondents, while organizations with a national geographic reach comprised 8%. Multi-state organizational reach was reported by 10% of respondents, and 12% reported an individual-state reach. A multi-county reach was reported by 25% of respondents, while a one-county reach was reported by 14%. Ten percent of respondents reported a multi-city organizational reach, while 8% reported a geographic reach within an individual city. In addition, 2% of respondents reported a reach comprised of other geographic or municipal divisions.

POVERTY LEVEL

Respondents were asked, “What percentage of your service recipients/clients/program participants are comprised of individuals/families at or below the poverty level?” Service to individuals or families in poverty was reported at a rate of 76% or more by 32% of respondents, while 15% reported serving those in poverty at a rate of 51% to 75%. Service to individuals or families in poverty at a rate of 26% to 50% was reported by 16% of respondents. Service to those in poverty at a rate of 11% to 25% was

reported by 15% of respondents, while 10% reported a service rate of 10% or less to those in poverty. This question was not applicable for 11% of respondents.

MISSION FOCUS

The 25 major codes (A to Y) from the NTEE Classification System, developed by the National Center for Charitable Statistics, were utilized as mission focus answer choices. Each mission focus choice had some respondents.

Almost half (46%) of the respondent organizations reported one of three mission focuses: Human Services (21%), Education (13%), and Arts, Culture, and Humanities (12%). The next most frequent mission focus responses were Youth Development (8%), Health (7%), Community Improvement (5%), and Religion Related (5%). Animal Related, Housing and Shelter, and Environment were each reported by 4% of respondents. The Food, Agriculture, and Nutrition mission focus was reported by 3% of respondents, and the Public and Society Benefit, Civil Rights, Employment, and Mental Health missions were each reported by 2% of respondents. The remaining mission focuses, reported at a rate of under 2%, were aggregated into the category of Other (6%).

METHODOLOGY

The Spring 2018 State of Grantseeking™ Report presents a ground-level look at the grantseeking experience, and focuses on funding from non-government grant sources and government grants and contracts. The information in this report, unless otherwise specified, reflects recent grantseeking activity during the last six months of 2017 (July through December). For the purpose of visual brevity, response rates are rounded to the nearest whole number; totals will range from 98% to 102%.

The Spring 2018 State of Grantseeking™ Survey was open from February 15, 2018, through March 31, 2018, and received 4,970 responses. The survey was conducted online using Survey Monkey, and was not scientifically conducted. Survey respondents are a nonrandom sample of organizations that self-selected to take the survey based on their affiliation with GrantStation and GrantStation partners. Due to the variation in respondent organizations over time, this report does not include trends. *The Spring 2018 State of Grantseeking™ Report* uses focused survey results, such as reports by mission focus or budget size, to provide a resource more closely matched to your specific organization.

This report was produced by [GrantStation](#), and underwritten by [Altum-PhilanTrack](#), [Foundant-GrantHub](#), the [Grant Professionals Association](#), [GrantVantage](#), and [TechSoup](#). In addition, it was promoted by many generous partner organizations via emails, e-newsletters, websites, and various social media outlets. Ellen C. Mowrer, Diana Holder, and Juliet Vile wrote, edited, and contributed to the report.

For media inquiries or permission to use the information contained in *The Spring 2018 State of Grantseeking™ Report* in oral or written format, presentations, texts, online, or other contexts, please contact Ellen Mowrer at ellen.mowrer@grantstation.com.

STATISTICAL DEFINITIONS

- Descriptive statistics: The branch of statistics devoted to the exploration, summary, and presentation of data. The State of Grantseeking Reports use descriptive statistics to report survey findings. Because this survey was not scientifically conducted, inference—the process of deducing properties of the underlying population—is not used.
- Mean: The sum of a set of numbers, divided by the number of entries in a set. The mean is sometimes called the average.
- Median: The middle value in a set of numbers.
- Frequency: How often a number is present in a set.
- Percentage: A rate per hundred. For a variable with n observations, of which the frequency of a certain characteristic is r, the percentage is $100 \times r/n$.
- Population: A collection of units being studied.

ABOUT GRANTSTATION



Serving over 30,000 individual grantseekers and hundreds of partners that represent hundreds of thousands of grantseekers, [GrantStation](#) is a premier suite of online resources for nonprofits, municipalities, tribal groups, and educational institutions. We write detailed and comprehensive profiles of grantmakers, both private and governmental, and organize them into searchable databases (U.S., Canadian, and International).



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Altum is an award-winning software development and information technology company with expertise in health information technology (IT), grants management, and performance management solutions. Since 1997, Altum has provided innovative software products and services to both philanthropic and government organizations.

Altum offers industry-leading grants management solutions. Altum's products include proposalCENTRAL®, an online grantmaking website shared by many government, nonprofit, and private grantmaking organizations; PhilanTrack® for Grantmakers, an online grantmaking website that streamlines the grants process for grantmakers and their grantees; and PhilanTrack® for Grantseekers, an online solution that helps grantseeking organizations better manage the grants they're pursuing.

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Tracking tasks and grant deadlines



Streamlining the creation of new proposals



Keeping a central repository of important grant documents



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