Geographic Region

The Spring 2018 State of Grantseeking™ Report

GrantStation

Your Fast Track To Funding

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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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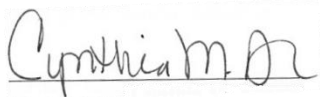
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INTRODUCTION

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.

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 reducing 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 during this period.

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. 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

COMPARISON BY GEOGRAPHIC REGION

An organization's geographic region is a factor influencing the grantseeking experience. When viewed through the lens of region, variations among organizational demographic profiles and grant management and strategy profiles help us to understand the state of grantseeking at a more granular and actionable level, and serve as a tool to assist in the 2018-2019 planning process.

This year we are again able to include data for Canadian and International organizations, in addition to organizations within the nine US Regional Divisions (USRDs). For Canadian and International respondents, Federal government funding references funding from national governments and state funding references provincial or other comparable geographic divisions.

For this report, geographic regions are defined as:

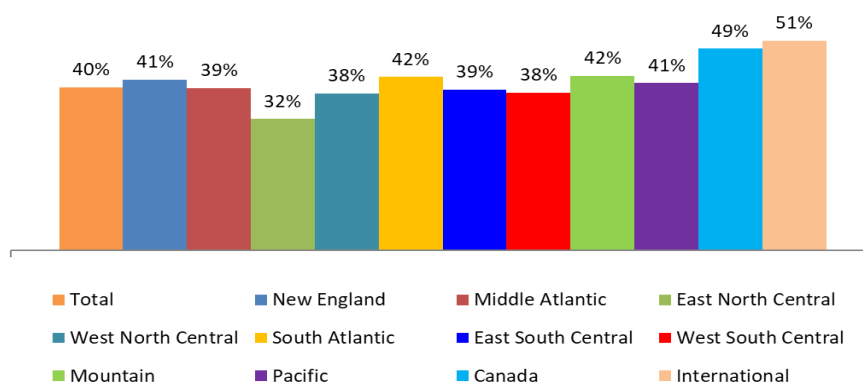| Geographic Region	States	Respondents
1-New England	Connecticut, Maine, Massachusetts, New Hampshire, Rhode Island, and Vermont	7%
2-Middle Atlantic	New Jersey, New York, and Pennsylvania	12%
3-East North Central	Illinois, Indiana, Michigan, Ohio, and Wisconsin	15%
4-West North Central	Iowa, Kansas, Minnesota, Missouri, Nebraska, North Dakota, and South Dakota	7%
5-South Atlantic	Delaware, Florida, Georgia, Maryland, North Carolina, South Carolina, Virginia, Washington D.C., and West Virginia	17%
6-East South Central	Alabama, Kentucky, Mississippi, and Tennessee	4%
7-West South Central	Arkansas, Louisiana, Oklahoma, and Texas	8%
8-Mountain	Arizona, Colorado, Idaho, Montana, Nevada, New Mexico, Utah, and Wyoming	9%
9-Pacific	Alaska, California, Hawaii, Oregon, and Washington	19%
Canada	All Canadian Provinces	1%
International	All Countries Other Than the United States and Canada	2%

GRANT ACTIVITY

ANNUAL BUDGET

Organizational size determined by annual budget is a key factor influencing the grantseeking experience. Larger budgets imply more staff, greater sustainability as evidenced by organizational age, and a more active grantseeking program. The median annual budget ranged from $200,000 for International organizations to $847,500 in the West North Central USRD.

Geographic Region	Median Annual Budget
Total	$575,000
1-New England	$570,534
2-Middle Atlantic	$620,000
3-East North Central	$663,280
4-West North Central	$847,500
5-South Atlantic	$610,000
6-East South Central	$400,000
7-West South Central	$641,821
8-Mountain	$383,790
9-Pacific	$568,612
Canada	$345,000
International	$200,000

GRANT FUNDING BUDGET CONTRIBUTION

Compared to all respondents (40%), grant funding was a greater percentage of the annual budget for Canadian (49%) and International (51%) organizations. Within the US, the South Atlantic (42%), East North Central (42%), New England (41%), and Pacific (41%) USRDs reported greater reliance on grants as a percentage of the annual budget.

Grant Funding Over 25% of Budget

Legend: Total 40%, New England 41%, Middle Atlantic 39%, East North Central 32%, West North Central 38%, South Atlantic 42%, East South Central 39%, West South Central 38%, Mountain 42%, Pacific 41%, Canada 49%, International 51%

APPLICATION AND AWARD RATES

Most respondents to the Spring 2018 Report (77%) submitted a grant application during the second half of 2017. Organizational grant application rates varied geographically, ranging from 63% of International organizations to 82% of New England organizations. Within the United States, grant application rates varied slightly by US Regional Division, ranging from 82% in the New England USRD to 74% in the West South Central USRD.

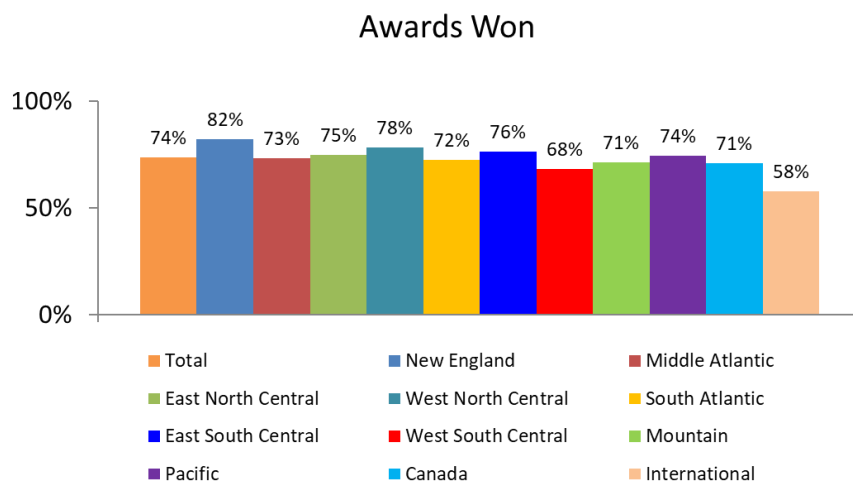## Application Rates

■ Total	■ New England	■ Middle Atlantic
■ East North Central	■ West North Central	■ South Atlantic
■ East South Central	■ West South Central	■ Mountain
■ Pacific	■ Canada	■ International
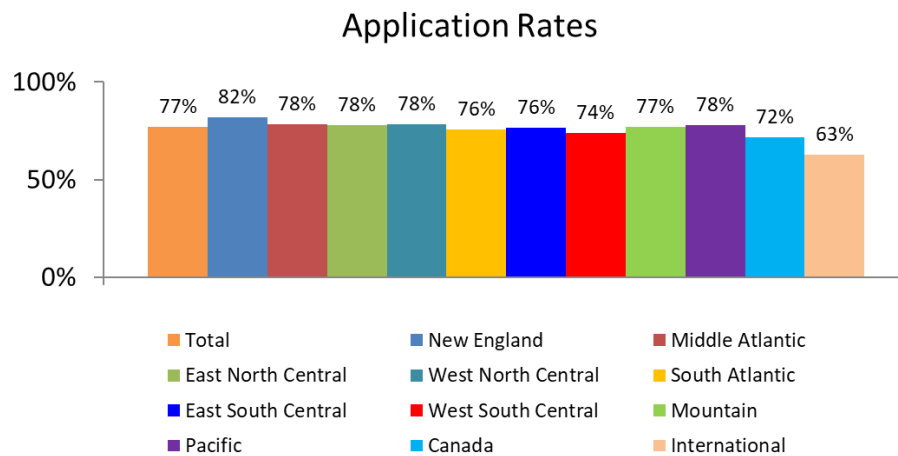
Of those organizations that submitted grant applications, 74% received at least one grant award. Organizational award frequency varied slightly by US Regional Division, ranging from 68% in the West South Central USRD to 82% in the New England USRD. Canadian organizations reported a 71% award rate, while International organizations reported a 58% award rate.

Awards Won

■ Total	■ New England	■ Middle Atlantic
■ East North Central	■ West North Central	■ South Atlantic
■ East South Central	■ West South Central	■ Mountain
■ Pacific	■ Canada	■ International

GRANT FUNDING SOURCES

Private foundations continued to be the most frequently cited source of grant awards for organizations of any geographic region. The geographic region with the highest rate of response for each funding source is highlighted in yellow.

Funding Sources	Total	New England	Middle Atlantic	East North Central	West North Central	South Atlantic
Private Foundation Grants	75%	82%	75%	76%	79%	73%
Community Foundation Grants	63%	68%	58%	67%	71%	61%
Corporate Grants	52%	50%	51%	53%	56%	51%
Corporate Gifts	27%	20%	26%	28%	29%	27%
Federal Grants	33%	31%	36%	31%	40%	34%
State Grants	42%	43%	52%	42%	54%	44%
Local Government Grants	36%	34%	39%	30%	40%	39%
Other Grant Sources	13%	13%	10%	12%	9%	13%

Funding Sources	East South Central	West South Central	Mountain	Pacific	Canada	International
Private Foundation Grants	74%	73%	75%	77%	56%	64%
Community Foundation Grants	61%	60%	60%	64%	54%	44%
Corporate Grants	53%	56%	53%	54%	42%	36%
Corporate Gifts	27%	30%	25%	28%	21%	18%
Federal Grants	37%	32%	36%	31%	46%	23%
State Grants	39%	37%	45%	35%	35%	18%
Local Government Grants	29%	30%	36%	42%	38%	24%
Other Grant Sources	9%	15%	12%	13%	21%	35%

- Compared to 75% of all respondents, New England USRD organizations (82%) reported the highest rate of funding from private foundations. South Atlantic and West South Central USRDs (each 73%), Canadian (56%), and International (64%) organizations reported the lowest rates of funding from private foundations.

- West North Central USRD organizations (71%) reported the highest rate of funding from community foundations. Middle Atlantic USRD (58%), Canadian (54%), and International (44%) organizations reported the lowest rates of funding from community foundations, compared to 63% of all respondents.

- Compared to 52% of all respondents, West North Central and West South Central USRD organizations (each 56%) reported the highest rate of funding from corporations. New England USRD (50%), Canadian (42%), and International (36%) organizations reported the lowest rates of funding from corporations.

- West South Central USRD organizations (30%) reported the highest rate of corporate gifts of products or services. New England USRD (20%) and International (18%) organizations reported the lowest rates of support from corporate gifts, compared to 27% of all respondents.

- Thirty-three percent of all respondents reported receiving Federal government funding. Of the geographic regions, the highest rate of Federal government funding was reported by

Canadian organizations (46%), whereas the lowest rates were reported by New England, East North Central, and Pacific USRDs (each 31%) and International (23%) organizations.

- West North Central USRD organizations (54%) reported the highest rate of funding from state/provincial government. Pacific USRD and Canadian organizations (each 35%) and International organizations (18%) reported the lowest rates of funding from state/provincial government, compared to 42% of all respondents.

- Thirty-six percent of all respondents reported receiving local government funding. Of the geographic regions, the highest rates of local government funding were reported by Pacific USRD organizations (42%), whereas the lowest rates were reported by East South Central USRD (29%) and International (24%) organizations.

- International organizations (35%) reported the highest rate of funding from "other" sources (including the United Nations, the European Union, the United Way, donor-advised funds, religious organizations, civic organizations, and tribal funds). West North Central and East South Central USRD organizations (both 9%) reported the lowest rate of funding from "other" sources, compared to 13% of all respondents.

The following chart reflects the median rate of all funding sources (private foundations through "other" grant sources) for each region. The chart helps to quantify each region's overall funding frequency in comparison to that of other regions.

Median Funding Frequency

Legend:
- Total
- New England
- Middle Atlantic
- East North Central
- West North Central
- South Atlantic
- East South Central
- West South Central
- Mountain
- Pacific
- Canada
- International
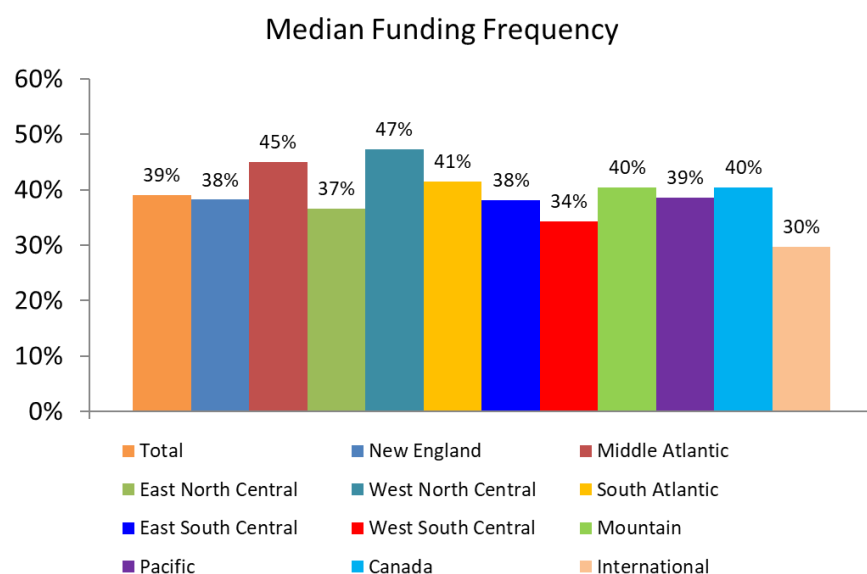
LARGEST SOURCE OF TOTAL FUNDING

When the largest source of total funding is viewed through the lens of geographic reach, differences in funding preferences become apparent. Canadian and International organizations reported funding trends that differed from those in the United States. Within the United States, variations in funding by US Regional Division were reported. The geographic region with the highest rate of response for each largest source of total funding is highlighted in yellow.

Largest Source of Total Funding	Total	New England	Middle Atlantic	East North Central	West North Central	South Atlantic
Private Foundation Grants	39%	46%	36%	38%	37%	35%
Community Foundation Grants	10%	12%	8%	13%	7%	12%
Corporate Grants	10%	13%	7%	14%	9%	9%
Federal Grants	14%	12%	11%	14%	17%	17%
State Grants	12%	8%	20%	10%	17%	12%
Local Government Grants	8%	5%	12%	5%	7%	8%
Other Grant Sources	7%	4%	6%	6%	6%	6%

| Largest Source of Total Funding	East South Central	West South Central	Mountain	Pacific	Canada	International
Private Foundation Grants	45%	39%	40%	43%	10%	49%
Community Foundation Grants	10%	10%	9%	9%	10%	9%
Corporate Grants	8%	7%	12%	11%	5%	9%
Federal Grants	23%	16%	11%	12%	20%	9%
State Grants	7%	15%	14%	6%	35%	0%
Local Government Grants	2%	7%	9%	12%	10%	7%
Other Grant Sources	5%	7%	6%	7%	10%	18%

- Thirty-nine percent of all respondents reported private foundations as the largest total funding source. Of the geographic regions, International organizations (49%) most frequently reported private foundations as the largest source of total funding, whereas the lowest rates were reported by Middle Atlantic USRD (36%) and Canadian (10%) organizations.

- East North Central USRD organizations (13%) most frequently reported community foundations as the largest source of total funding. West North Central USRD organizations (7%) least frequently reported community foundations as the largest total funding source, compared to 10% of all respondents.

- Compared to 10% of all respondents, East North Central USRD organizations (14%) most frequently reported corporations as the largest source of total funding. Canadian organizations (5%) and Middle Atlantic and West South Central USRD organizations (each 7%) least frequently reported corporations as the largest total funding source.

- Fourteen percent of all respondents reported the Federal government as the largest total funding source. Of the geographic regions, East South Central USRD organizations (23%) most frequently reported the Federal government as the largest source of total funding. The lowest rates were reported by International organizations (9%) and Middle Atlantic and Mountain USRD organizations (each 11%).

- Canadian organizations (35%) most frequently reported state government as the largest source of total funding. Pacific USRD organizations (6%) least frequently reported state government as the largest total funding source, compared to 12% of all respondents. No International organizations reported state government as the largest source of total funding.

- Eight percent of all respondents reported local government as the largest total funding source. Of the geographic regions, Middle Atlantic and Pacific USRD organizations (each 12%) most frequently reported local government as the largest source of total funding, whereas the lowest rate was reported by East South Central USRD organizations (2%).

- International organizations (18%) most frequently reported "other" sources (including the United Nations, the European Union, the United Way, donor-advised funds, religious organizations, civic organizations, and tribal funds) as the largest source of total funding. New England USRD organizations (4%) least frequently reported "other" sources as the largest total funding source, compared to 7% of all respondents.

LARGEST INDIVIDUAL AWARDS

LARGEST AWARD LOGISTICS

The grant cycle length was predominately less than four months. A longer grant cycle of seven months or more was reported most frequently by International and Canadian organizations.
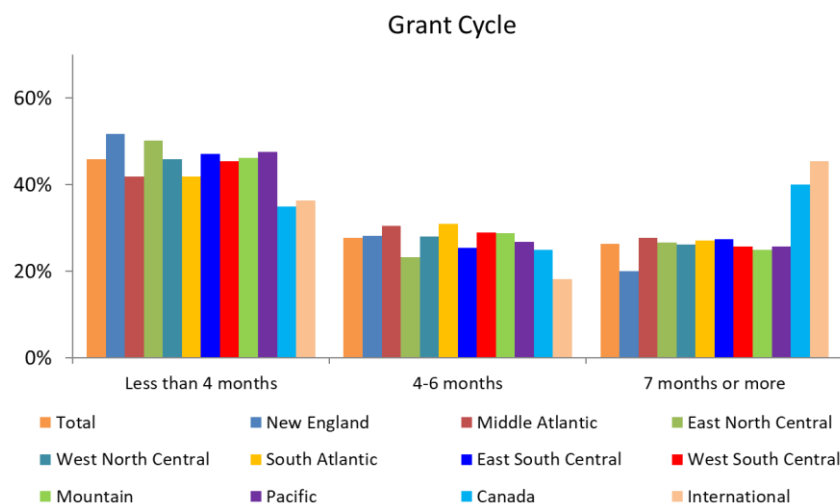

Once an award decision had been determined, funders generally released the award monies quickly, often in four or fewer months. Delayed receipt of award monies, taking seven months or more, was most frequently reported by Canadian and International organizations.

Award Cycle
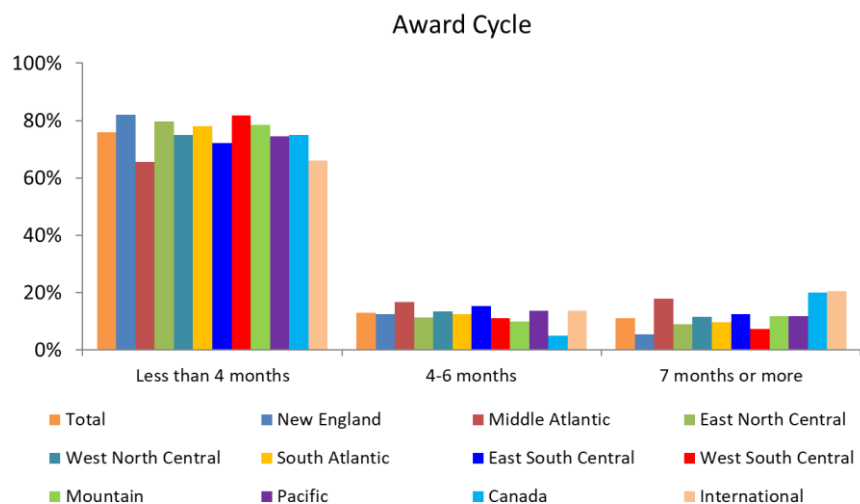
LARGEST AWARD SUPPORT TYPE

Organizations within each region most frequently reported receiving awards in the form of project/program support and general support.

Largest Award Support Type
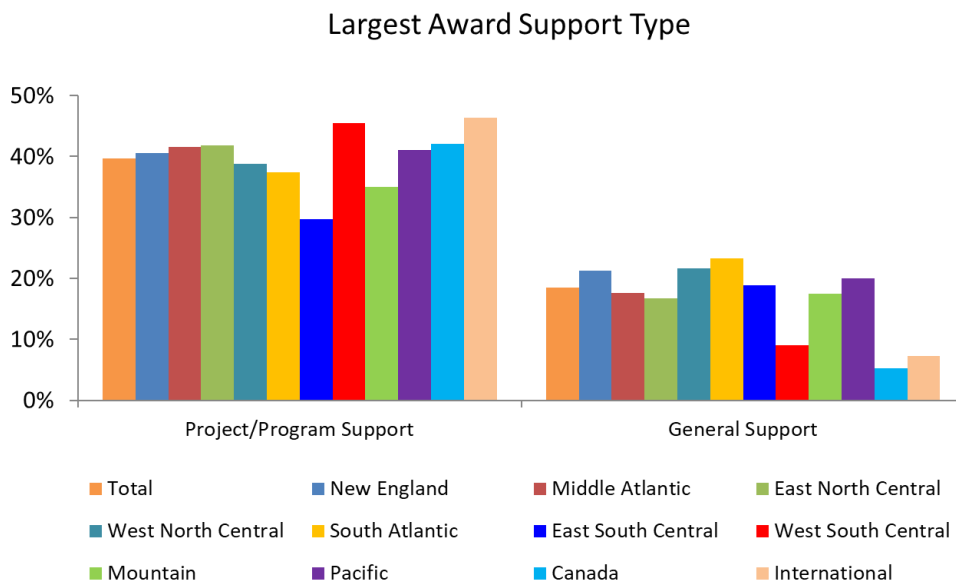
Few organizations reported receiving any other support type at rate of 10% or more. The exceptions were capacity building funds for Canadian organizations (16%) and other funding sources for East South Central USRD (15%) and Canadian organizations (11%).

LARGEST INDIVIDUAL AWARD SOURCE

When the source of the largest individual award is viewed through the lens of geographic region, differences in funding preferences become apparent. It is important to keep in mind the median largest award size from each funder.

Funding Sources	Median Largest Award
Private Foundation Grants	$30,000
Community Foundation Grants	$15,000
Corporate Grants	$11,000
Federal Government Grants	$337,500
State Government Grants	$82,500
Local Government Grants	$50,000
Other Grant Sources	$8,000

The geographic region with the highest rate of response for each largest individual award source is highlighted in yellow.

Largest Individual Award Source	Total	New England	Middle Atlantic	East North Central	West North Central	South Atlantic
Private Foundation Grants	39%	46%	35%	35%	32%	35%
Community Foundation Grants	10%	11%	7%	12%	8%	13%
Corporate Grants	11%	17%	8%	15%	9%	10%
Federal Grants	13%	10%	9%	13%	18%	15%
State Grants	12%	8%	20%	12%	17%	14%
Local Government Grants	8%	4%	14%	5%	10%	8%
Other Grant Sources	6%	4%	6%	7%	7%	5%

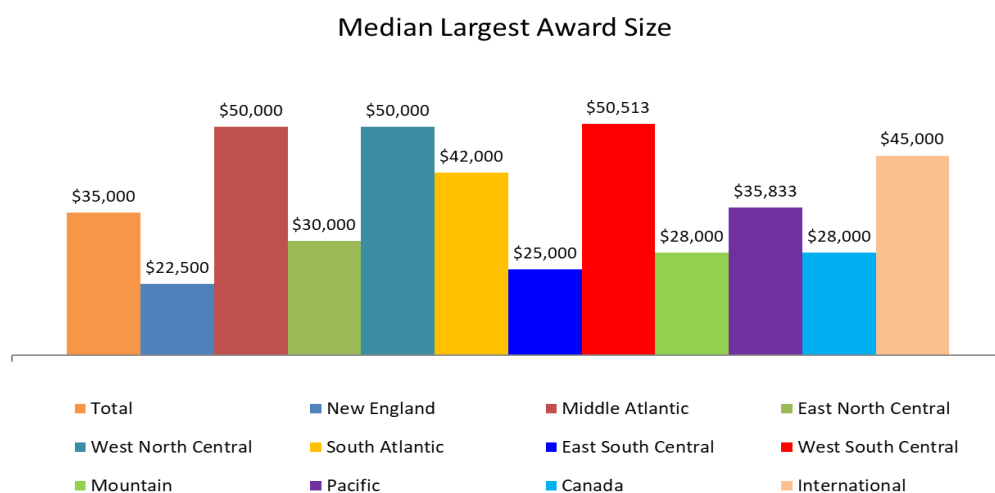| Largest Individual Award Source	East South Central	West South Central	Mountain	Pacific	Canada	International
Private Foundation Grants	46%	37%	40%	44%	11%	57%
Community Foundation Grants	12%	10%	9%	8%	21%	10%
Corporate Grants	9%	10%	13%	12%	5%	2%
Federal Grants	22%	17%	11%	12%	16%	10%
State Grants	5%	15%	14%	7%	26%	0%
Local Government Grants	2%	5%	8%	12%	11%	7%
Other Grant Sources	5%	7%	5%	6%	11%	14%

- Thirty-nine percent of all respondents reported private foundations as the largest individual award source. Of the geographic regions, International organizations (57%) most frequently reported private foundations as the largest individual award source. The lowest rates were reported by West North Central USRD (32%) and Canadian (11%) organizations.

- Canadian organizations (21%) most frequently reported community foundations as the largest individual award source. Middle Atlantic USRD organizations (7%) least frequently reported community foundations as the largest individual award source, compared to 10% of all respondents.

- Compared to 11% of all respondents, New England USRD organizations (17%) most frequently reported corporations as the largest individual award source. Middle Atlantic

USRD (8%), Canadian (5%), and International (2%) organizations least frequently reported corporations as the largest individual award source.

- Thirteen percent of all respondents reported the Federal government as the largest individual award source. Of the geographic regions, East South Central USRD organizations (22%) most frequently reported the Federal government as the largest individual award source. The lowest rate was reported by Middle Atlantic USRD organizations (9%).

- Middle Atlantic USRD (20%) and Canadian (26%) organizations most frequently reported state government as the largest individual award source. East South Central USRD organizations (5%) least frequently reported state government as the largest individual award source, compared to 12% of all respondents. No International organizations reported state government as the largest award source.

- Eight percent of all respondents reported local government as the largest individual award source. Of the geographic regions, Middle Atlantic USRD organizations (14%) most frequently reported local government as the largest individual award source, whereas the lowest rate was reported by East South Central USRD organizations (2%).

- Canadian (11%) and International (14%) organizations most frequently reported "other" sources (including the United Nations, the European Union, the United Way, donor-advised funds, religious organizations, civic organizations, and tribal funds) as the largest individual award source. New England USRD organizations (4%) least frequently reported "other" sources as the largest individual award source, compared to 6% of all respondents.

LARGEST AWARD BENCHMARKS

The median largest award varied by region. The median largest award size ranged from $22,500 for New England USRD organizations to $50,513 for West South Central USRD organizations.

Median Largest Award Size

Legend:
- Total
- New England
- Middle Atlantic
- East North Central
- West North Central
- South Atlantic
- East South Central
- West South Central
- Mountain
- Pacific
- Canada
- International

Bar values: $35,000, $22,500, $50,000, $30,000, $50,000, $42,000, $25,000, $50,513, $28,000, $35,833, $28,000, $45,000

The following chart shows the largest individual award by geographic region, including the median and average figures and the lowest and highest reported award amounts.

Largest Individual Award	Total	New England	Middle Atlantic	East North Central	West North Central	South Atlantic
Lowest $	$40	$700	$250	$43	$100	$100
Highest $	$975,000,000	$10,000,000	$11,000,000	$5,000,000	$12,000,000	$975,000,000
Median $	$35,000	$22,500	$50,000	$30,000	$50,000	$42,000
Average $	$942,035	$264,336	$242,239	$183,003	$388,333	$3,747,458

Largest Individual Award	East South Central	West South Central	Mountain	Pacific	Canada	International
Lowest $	$250	$40	$50	$250	$2,700	$500
Highest $	$5,000,000	$17,500,000	$140,000,000	$23,000,000	$435,000	$500,000
Median $	$25,000	$50,513	$28,000	$35,833	$28,000	$45,000
Average $	$240,717	$576,966	$1,403,604	$343,475	$65,897	$76,613

COLLABORATIVE GRANTSEEKING

COLLABORATION BY GEOGRAPHIC REGION

Geographic region had some effect on collaborative grantseeking activities. However, annual budget, with the implied increases in staff and infrastructure in tandem with the increases in budget size, had a more significant effect on 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. In comparison, 11% to 40% of organizations with budgets under $25,000,000 participated in collaborative grantseeking during this period.

International (38%) organizations reported collaborative grantseeking more frequently than did organizations in the United States and Canada.

Collaborative Applications
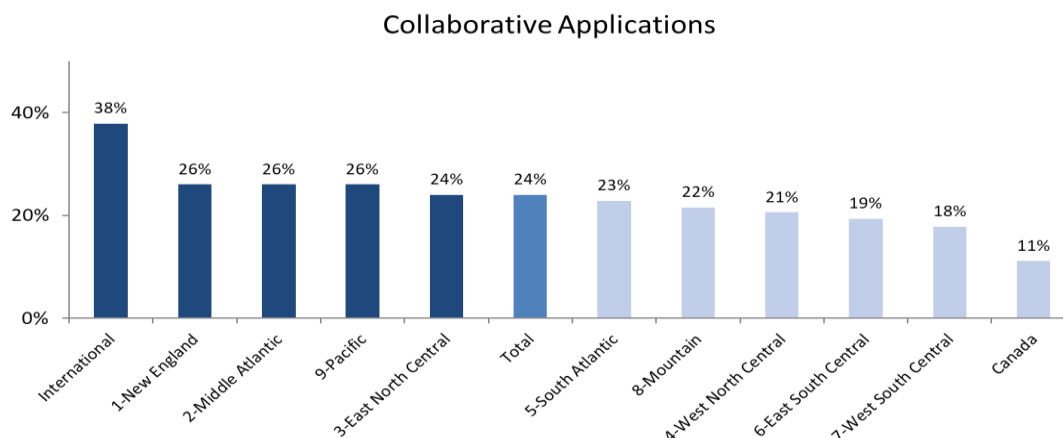
Geographic region appeared to have an impact on collaborative activities beyond budget size. New England USRD organizations, with a comparatively lower median annual budget of $570,534, reported a comparatively higher rate of collaborative grantseeking (26%). Pacific USRD organizations also reported comparatively higher rates of collaborative grantseeking (26%) in relation to a lower median annual budget size ($568,612). Conversely, organizations in the West North Central USRD (21%) reported comparatively lower rates of collaborative grantseeking in relation to a larger median annual budget size ($847,500).

Mission Focus	Median Budget	Collaborative Application	Collaborative Grant Won
Total	$575,000	24%	25%
1-New England	$570,534	26%	30%
2-Middle Atlantic	$620,000	26%	24%
3-East North Central	$663,280	24%	26%
4-West North Central	$847,500	21%	23%
5-South Atlantic	$610,000	23%	26%
6-East South Central	$400,000	19%	26%
7-West South Central	$641,821	18%	21%
8-Mountain	$383,790	22%	21%
9-Pacific	$568,612	26%	28%
Canada	$345,000	11%	14%
International	$200,000	38%	19%

INDIRECT/ADMINISTRATIVE COSTS AND FUNDING

Sixty-five percent of all respondents reported that indirect/administrative costs comprised 20% or less of their annual budget. By geographic region, indirect/administrative costs comprising 20% or less of the annual budget ranged from 53% of International organizations to 73% of Mountain USRD organizations.

Indirect/Admin. Cost Budget %	Total	New England	Middle Atlantic	East North Central	West North Central	South Atlantic
0-10%	34%	34%	29%	33%	29%	35%
11-20%	31%	31%	32%	26%	31%	33%
21-30%	13%	13%	14%	15%	14%	14%
31-40%	5%	6%	6%	6%	4%	3%
41% or more	5%	5%	6%	7%	7%	4%
Unsure	11%	11%	13%	13%	15%	10%

Indirect/Admin. Cost Budget %	East South Central	West South Central	Mountain	Pacific	Canada	International
0-10%	37%	35%	44%	33%	31%	32%
11-20%	24%	31%	29%	37%	35%	21%
21-30%	13%	13%	8%	11%	12%	18%
31-40%	3%	5%	6%	4%	4%	7%
41% or more	7%	5%	3%	6%	8%	8%
Unsure	15%	10%	11%	10%	12%	13%

For 41% of all respondents, these costs were most frequently funded by individual donations. By geographic region, indirect/administrative costs funded by individual donations ranged from 32% of Canadian organizations to 43% (each) of New England, East North Central, and South Atlantic USRD organizations.

Indirect/Admin. Cost Funding Source	Total	New England	Middle Atlantic	East North Central	West North Central	South Atlantic
Foundation Grants	11%	9%	11%	11%	10%	9%
Government Grants	13%	11%	18%	11%	18%	12%
Fees for Services	17%	19%	19%	16%	20%	15%
Individual Donations	41%	43%	34%	43%	38%	43%
Other	19%	18%	19%	19%	15%	21%

Indirect/Admin. Cost Funding Source	East South Central	West South Central	Mountain	Pacific	Canada	International
Foundation Grants	10%	13%	13%	12%	4%	21%
Government Grants	14%	11%	14%	12%	24%	7%
Fees for Services	15%	14%	15%	18%	12%	16%
Individual Donations	39%	42%	42%	41%	32%	37%
Other	21%	21%	17%	17%	28%	19%

INDIRECT/ADMINISTRATIVE COST FUNDING LIMITATIONS

The percentage of indirect/administrative costs allowed by non-government funders was 10% or less of an award for 44% of all respondents. By geographic region, an allowance of 10% or less for these costs ranged from 30% of Canadian organizations to 53% of Mountain USRD organizations.

Indirect/Admin. Cost Funding Limitations	Total	New England	Middle Atlantic	East North Central	West North Central	South Atlantic
0%	9%	10%	8%	9%	12%	9%
1% - 10%	35%	31%	39%	33%	36%	36%
11% - 25%	19%	20%	17%	17%	15%	19%
26% or more	3%	4%	4%	3%	2%	3%
Unsure	33%	36%	32%	37%	36%	34%

Indirect/Admin. Cost Funding Limitations	East South Central	West South Central	Mountain	Pacific	Canada	International
0%	9%	10%	13%	8%	13%	7%
1% - 10%	34%	34%	40%	34%	17%	31%
11% - 25%	14%	21%	16%	22%	17%	34%
26% or more	2%	1%	4%	5%	4%	3%
Unsure	41%	33%	28%	31%	50%	24%

INDIRECT/ADMINISTRATIVE COST CONTROLS

If their costs were lower than in the prior period, respondents were asked, "How did you reduce your indirect/administrative costs?" Most respondents (54%) reported staff reductions as the most frequent cost control technique. By geographic area, respondents reporting staff reductions ranged from 39% of International organizations to 77% of Middle Atlantic USRD organizations. All Canadian organizations reported an increased reliance on volunteer labor.

Indirect/Admin. Cost Controls	Total	New England	Middle Atlantic	East North Central	West North Central	South Atlantic
Reduced services/programs offered	19%	35%	20%	29%	15%	21%
Reduced organization hours	9%	12%	3%	19%	12%	10%
Reduced organization geographic scope	6%	0%	3%	2%	8%	6%
Reduced staff salaries	17%	18%	20%	17%	4%	25%
Reduced number of staff	54%	59%	77%	60%	69%	50%
Reduced staff hours	21%	47%	23%	26%	15%	26%
Increased reliance on volunteer labor	31%	47%	23%	24%	8%	32%
Buying groups/economy of scale	8%	0%	3%	7%	8%	9%
Space/location sharing	14%	0%	13%	12%	23%	18%

Indirect/Admin. Cost Controls	East South Central	West South Central	Mountain	Pacific	Canada	International
Reduced services/programs offered	11%	10%	21%	17%	0%	6%
Reduced organization hours	6%	10%	8%	2%	0%	6%
Reduced organization geographic scope	0%	3%	8%	9%	0%	17%
Reduced staff salaries	28%	10%	8%	19%	0%	6%
Reduced number of staff	61%	45%	54%	43%	0%	39%
Reduced staff hours	22%	10%	17%	15%	0%	11%
Increased reliance on volunteer labor	22%	31%	42%	36%	100%	56%
Buying groups/economy of scale	22%	7%	0%	13%	0%	6%
Space/location sharing	17%	14%	4%	11%	0%	22%

CHALLENGES TO GRANTSEEKING

Among all respondents, the top three challenges to grantseeking were the lack of time and staff, researching and finding grants, and funder practices and requirements.

Twenty-one percent of all respondents reported that grantseeking's greatest challenges stemmed from the lack of time and staff for grantseeking activities. By geographic area, respondents reporting a lack of time and/or staff as the greatest challenge ranged from 10% of International organizations to 35% of Canadian organizations.

Respondents reported researching and finding grants and varying funder practices and requirements (each 13%) as additional challenges to grantseeking. By geographic area, respondents reporting researching and finding grants as the greatest challenge ranged from 8% of Middle Atlantic USRD organizations to 17% of West North Central USRD organizations. Respondents reporting funder practices and requirements as the greatest challenge ranged from 3% of International organizations to 15% (each) of East North Central and Pacific USRD organizations.

Challenges to Grantseeking	Total	New England	Middle Atlantic	East North Central	West North Central	South Atlantic
Competition	11%	16%	14%	11%	11%	10%
Reduced Funding	7%	7%	8%	6%	7%	6%
Economic Conditions	5%	4%	3%	5%	6%	5%
Funder Practices/Requirements	13%	14%	13%	15%	12%	11%
Internal Organizational Issues	4%	3%	3%	5%	3%	5%
Lack of Time and/or Staff	21%	25%	22%	22%	21%	21%
We Need a Grantwriter	8%	5%	9%	8%	7%	7%
Funder Relationship Building	8%	8%	8%	6%	7%	9%
Research, Finding Grants	13%	13%	8%	14%	17%	15%
Writing Grants	4%	3%	4%	4%	5%	7%
Other Challenges	5%	4%	7%	4%	5%	5%

Challenges to Grantseeking	East South Central	West South Central	Mountain	Pacific	Canada	International
Competition	9%	12%	12%	10%	23%	7%
Reduced Funding	5%	9%	7%	5%	4%	11%
Economic Conditions	6%	6%	4%	5%	4%	15%
Funder Practices/Requirements	9%	11%	13%	15%	4%	3%
Internal Organizational Issues	8%	4%	5%	3%	0%	4%
Lack of Time and/or Staff	20%	19%	22%	19%	35%	10%
We Need a Grantwriter	8%	7%	8%	9%	8%	11%
Funder Relationship Building	10%	8%	8%	9%	4%	13%
Research, Finding Grants	16%	13%	11%	13%	15%	15%
Writing Grants	3%	5%	4%	3%	4%	8%
Other Challenges	5%	6%	5%	8%	0%	1%

SURVEY RESPONDENTS BY GEOGRAPHIC REGION

As illustrated by the *Spring 2018 State of Grantseeking™ Survey* results, geographic region has an influence on the grantseeking experience.

New England Regional Division

The New England US Regional Division (7% of respondents) is comprised of the states of Connecticut, Maine, Massachusetts, New Hampshire, Rhode Island, and Vermont. Fifty-two percent of respondents from New England organizations were directly associated with their organizations at an executive level, and 91% of respondents represented nonprofit organizations. Of respondents from educational institutions, 83% represented colleges or universities. The majority of New England respondent organizations relied on staff members (65%) to fill the role of primary grantseeker. Thirty-two percent of New England organizations employed one to five people, while 23% employed six to 25 people. Fifty-five percent reported that 10% or less of their organization (staff, management, and board) was comprised of persons of color. Annual budgets over $1,000,000 were reported by 35% of respondents, whereas 24% reported budgets under $100,000. The median annual budget was $570,534. Most New England organizations were between 11 and 50 years old (57%). Thirty-six percent of New England organizations were located in a mix of service area types (rural, suburban, and urban) and 20% were located in urban service areas; the most frequent geographic service reach was multi-city/town (22%) or one state (15%). The most frequently reported mission focuses for New England organizations were Human Services (17%), Art, Culture, and Humanities (16%), and Education (12%). Forty-one percent of these organizations reported a service population comprised of more than 50% individuals/families at or below the poverty level, whereas 15% said poverty level was not applicable to their mission.

Middle Atlantic Regional Division

The Middle Atlantic US Regional Division (12% of respondents) is comprised of the states of New Jersey, New York, and Pennsylvania. Fifty-six percent of Middle Atlantic respondents were directly associated with their organizations at an executive level, and 89% represented nonprofit organizations. Of respondents from educational institutions, 44% represented colleges or universities. The majority of Middle Atlantic respondent organizations relied on staff members (64%) to fill the role of primary grantseeker. Twenty-four percent of Middle Atlantic organizations employed one to five people, while 23% were staffed by six to 25 people, and 12% employed over 200 people. Forty-four percent reported that 10% or less of their organization (staff, management, and board) self-identified as persons of color. Annual budgets over $1,000,000 were reported by 45% of respondents, and 22% reported budgets under $100,000. The median annual budget was $620,000. Most Middle Atlantic organizations were between 26 and 50 years old (29%), 51 and 100 years old (19%), or over 100 years old (12%). Thirty-six percent of Middle Atlantic organizations were located in a mix of service area types (rural, suburban, and urban) and 30% were located in urban service areas; the most frequent geographic service reach was multi-county (29%) or one county (12%). The most frequently reported mission focuses for Middle Atlantic organizations were Human Services (24%), Education and Educational Institutions (17%), and Art, Culture, and Humanities (14%). Forty-three percent of these organizations reported a service population comprised of more

than 50% individuals/families at or below the poverty level, whereas 11% said poverty level was not applicable to their mission.

East North Central Regional Division

The East North Central US Regional Division (15% of respondents) is comprised of the states of Illinois, Indiana, Michigan, Ohio, and Wisconsin. Fifty-four percent of East North Central respondents were directly associated with their organizations at an executive level, and 85% of respondents represented nonprofit organizations. Of respondents from educational institutions, 43% represented colleges or universities. The majority of East North Central respondent organizations relied on staff members (66%) to fill the role of primary grantseeker. Twenty-five percent of East North Central organizations employed one to five people, while 23% employed six to 25 people, and 9% were staffed by over 200 people. Forty-nine percent reported that 10% or less of their organization (staff, management, and board) self-identified as persons of color. Annual budgets over $1,000,000 were reported by 40% of respondents, while 25% reported budgets under $100,000. The median annual budget was $663,280. Most East North Central organizations were between 26 and 50 years old (26%), 11 and 25 years old (20%), or 51 and 100 years old (17%). Forty percent of East North Central organizations were located in a mix of service area types (rural, suburban, and urban) and 30% were located in urban service areas; the most frequent geographic service reach was multi-county (29%) or one state (12%). The most frequently reported mission focuses for East North Central organizations were Education and Educational Institutions (21%), Human Services (21%), and Art, Culture, and Humanities (11%). Forty-six percent of these organizations reported a service population comprised of more than 50% individuals/families at or below the poverty level, whereas 13% said poverty level was not applicable to their mission.

West North Central Regional Division

The West North Central US Regional Division (7% of respondents) is comprised of the states of Iowa, Kansas, Minnesota, Missouri, Nebraska, North Dakota, and South Dakota. Forty-six percent of West North Central respondents were directly associated with their organizations at an executive level, and 85% of respondents represented nonprofit organizations. Of respondents from educational institutions, 56% represented colleges or universities. The majority of West North Central respondent organizations relied on staff members (68%) to fill the role of primary grantseeker. Twenty-four percent of West North Central organizations employed one to five people, while 12% were staffed by 26 to 75 people, and 15% employed over 200 people. Forty-nine percent reported that 10% or less of their organization (staff, management, and board) self-identified as persons of color. Annual budgets over $1,000,000 were reported by 48% of respondents, whereas 19% reported budgets under $100,000. The median annual budget was $847,500. Most West North Central organizations were between 26 and 50 years old (28%), 51 to 100 years old (21%), or over 100 years old (14%). Forty-three percent of West North Central organizations were located in a mix of service area types (rural, suburban, and urban) and 25% were located in urban service areas; the most frequent geographic service reach was multi-county (30%) or multi-state (18%). The most frequently reported mission focuses for West North Central organizations were Human Services (25%), Education and Educational Institutions (13%), and Art, Culture, and Humanities (13%). Forty-five percent of these organizations reported a service population comprised of more than 50% individuals/families at or below the poverty level, whereas 12% said poverty level was not applicable to their mission.

South Atlantic Regional Division

The South Atlantic US Regional Division (17% of respondents) is comprised of the states of Delaware, Florida, Georgia, Maryland, North Carolina, South Carolina, Virginia, West Virginia, and Washington, D.C. Fifty-six percent of South Atlantic respondents were directly associated with their organizations at an executive level, and 89% of respondents represented nonprofit organizations. Of respondents from educational institutions, 41% represented colleges or universities. The majority of South Atlantic respondent organizations relied on staff members (63%) to fill the role of primary grantseeker. Thirty percent of South Atlantic organizations employed one to five people, while 21% were staffed by six to 25 people, and 17% relied on an all-volunteer staff. Thirty-three percent reported that 10% or less of their organization (staff, management, and board) self-identified as persons of color. Annual budgets over $1,000,000 were reported by 37% of respondents, whereas 26% reported budgets under $100,000. The median annual budget was $610,000. Most South Atlantic organizations were 11 to 25 years old (25%), 26 to 50 years old (28%), or 51 to 100 years old (12%). Forty-four percent of South Atlantic organizations were located in a mix of service area types (rural, suburban, and urban) and 28% were located in urban service areas; the most frequent geographic service reach was multi-county (26%) or one-county (16%). The most frequently reported mission focuses for South Atlantic organizations were Human Services (23%), Art, Culture, and Humanities (11%), and Education and Educational Institutions (10%). Fifty-one percent of these organizations reported a service population comprised of more than 50% individuals/families at or below the poverty level, whereas 9% said poverty level was not applicable to their mission.

East South Central Regional Division

The East South Central US Regional Division (4% of respondents) is comprised of the states of Alabama, Kentucky, Mississippi, and Tennessee. Fifty-four percent of East South Central respondents were directly associated with their organizations at an executive level, and 84% of respondents represented nonprofit organizations. Of respondents from educational institutions, 31% represented colleges or universities. The majority of East South Central respondent organizations relied on staff members (70%) to fill the role of primary grantseeker. Thirty percent of East South Central organizations employed one to five people, while 19% were staffed by six to 25 people, and 6% employed over 200 people. Forty-seven percent reported that 10% or less of their organization (staff, management, and board) self-identified as persons of color. Annual budgets over $1,000,000 were reported by 35% of respondents, whereas 31% reported budgets under $100,000. The median annual budget was $400,000. Most East South Central organizations were between 11 and 25 years old (23%), between 26 and 50 years old (22%), or six to ten years old (19%). Forty percent of East South Central organizations were located in a mix of service area types (rural, suburban, and urban) and 25% were located in urban service areas; the most frequent geographic service reach was multi-county (27%), multi-state (18%), or one state (15%). The most frequently reported mission focuses for East South Central organizations were Education and Educational Institutions (19%), Human Services (18%), and Art, Culture, and Humanities (9%). Fifty percent of these organizations reported a service population comprised of more than 50% individuals/families at or below the poverty level, whereas 9% said poverty level was not applicable to their mission.

West South Central Regional Division

The West South Central US Regional Division (8% of respondents) is comprised of the states of Arkansas, Louisiana, Oklahoma, and Texas. Fifty-six percent of West South Central respondents were directly associated with their organizations at an executive level, and 85% of respondents represented nonprofit organizations. Of respondents from educational institutions, 59% represented colleges or universities. The majority of West North Central respondent organizations relied on staff members (63%) to fill the role of primary grantseeker. Thirty percent of West South Central organizations employed one to five people, while 19% were staffed by six to 25 people, and 11% employed over 200 people. Thirty-five percent reported that 10% or less of their organization (staff, management, and board) self-identified as persons of color. Annual budgets over $1,000,000 were reported by 40% of respondents, whereas 25% reported budgets under $100,000. The median annual budget was $641,821. Most West South Central organizations were 11 to 25 years old (21%), 26 to 50 years old (26%), or 51 to 100 years old (19%). Thirty-four percent of West South Central organizations were located in urban service areas and 43% were located in a mix of service area types (rural, suburban, and urban); the most frequent geographic service reach was multi-county (26%) or one state (14%). The most frequently reported mission focuses for West South Central organizations were Human Services (22%), Education and Educational Institutions (16%), and Art, Culture, and Humanities (10%). Fifty-one percent of these organizations reported a service population comprised of more than 50% individuals/families at or below the poverty level, whereas 11% said poverty level was not applicable to their mission.

Mountain Regional Division

The Mountain US Regional Division (9% of respondents) is comprised of the states of Arizona, Colorado, Idaho, Montana, Nevada, New Mexico, Utah, and Wyoming. Fifty-five percent of Mountain respondents were directly associated with their organizations at an executive level, and 89% of respondents represented nonprofit organizations. Of respondents from educational institutions, 57% represented colleges or universities. The majority of Mountain respondent organizations relied on staff members (63%) to fill the role of primary grantseeker. Twenty-six percent of Mountain organizations employed one to five people, while 21% were staffed by six to 25 people, and 8% employed over 200 people. Fifty percent reported that 10% or less of their organization (staff, management, and board) self-identified as persons of color. Annual budgets over $1,000,000 were reported by 33% of respondents, whereas 44% reported budgets under $100,000. The median annual budget was $383,790. Most Mountain organizations were between 11 and 25 years old (23%), or between 26 and 50 years old (32%). Forty-five percent of Mountain organizations were located in a mix of service area types (rural, suburban, and urban) and 25% were located in urban service areas; the most frequent geographic service reach was multi-county (21%) or one state (19%). The most frequently reported mission focuses for Mountain organizations were Human Services (23%), Education and Educational Institutions (11%), and Art, Culture, and Humanities (11%). Forty-six percent of these organizations reported a service population comprised of more than 50% individuals/families at or below the poverty level, whereas 15% said poverty level was not applicable to their mission.

Pacific Regional Division

The Pacific US Regional Division (19% of respondents) is comprised of the states of Alaska, California, Hawaii, Oregon, and Washington. Fifty-eight percent of Pacific respondents were directly associated with their organizations at an executive level, and 91% of respondents represented nonprofit organizations. Of respondents from educational institutions, 40% represented colleges or universities. The majority of Pacific respondent organizations relied on staff members (60%) to fill the role of primary grantseeker. Twenty-nine percent of Pacific organizations employed one to five people, while 24% were staffed by six to 25 people, and 8% employed over 200 people. Thirty-five percent reported that 10% or less of their organization (staff, management, and board) self-identified as persons of color. Annual budgets over $1,000,000 were reported by 37% of respondents, whereas 24% reported budgets under $100,000. The median annual budget was $568,612. Most Pacific organizations were 11 to 25 years old (29%), 26 to 50 years old (28%), or 51 to 100 years old (12%). Forty-two percent of Pacific organizations were located in a mix of service area types (rural, suburban, and urban) and 33% were located in urban service areas; the most frequent geographic service reach was multi-county (24%), one county (19%), or international (14%). The most frequently reported mission focuses for Pacific organizations were Human Services (20%), Education and Educational Institutions (12%), and Art, Culture, and Humanities (14%). Twenty-one percent of these organizations reported a service population comprised of more than 50% individuals/families at or below the poverty level, whereas 12% said poverty level was not applicable to their mission.

Canada

Canada (1% of respondents) is comprised of the provinces and territories of Alberta, British Columbia, Manitoba, New Brunswick, Newfoundland and Labrador, Nova Scotia, Ontario, Prince Edward Island, Quebec, Saskatchewan, Northwest Territories, Nunavut, and Yukon. Seventy-one percent of Canadian respondents were directly associated with their organizations at an executive level, and 96% of respondents represented nonprofit organizations. Of respondents from educational institutions, 100% represented colleges or universities. The majority of Canadian respondent organizations relied on staff members (65%) to fill the role of primary grantseeker. Twenty-nine percent of Canadian organizations employed one to five people, while 22% were staffed by six to 25 people. Forty-five percent reported that 10% or less of their organization (staff, management, and board) self-identified as persons of color. Annual budgets over $1,000,000 were reported by 25% of respondents, and 25% reported budgets under $100,000. The median annual budget was $345,000. Most Canadian organizations were between 11 and 25 years old (27%), or between 26 and 50 years old (41%). Thirty-eight percent of Canadian organizations were located in a mix of service area types (rural, suburban, and urban) and 31% were located in urban service areas; the most frequent geographic service reach was multi-city/town (20%) or international (13%). The most frequently reported mission focuses for Canadian organizations were Art, Culture, and Humanities (13%), Youth Development (14%), and Human Services (20%). Fifty percent of these organizations reported a service population comprised of more than 50% individuals/families at or below the poverty level, whereas 9% said poverty level was not applicable to their mission.

International

International (2% of respondents) is comprised of all countries other than the United States or Canada. Fifty-six percent of International respondents were directly associated with their

organizations at an executive level, and 92% of respondents represented nonprofit organizations. Of respondents from educational institutions, 100% represented colleges or universities. The majority of International respondent organizations relied on staff members (50%) to fill the role of primary grantseeker. Twenty-three percent of International organizations employed one to five people, while 23% employed six to 25 people, and 10% were staffed by over 200 people. Twenty-two percent reported that 10% or less of their organization (staff, management, and board) self-identified as persons of color. Annual budgets over $1,000,000 were reported by 23% of respondents, whereas 37% reported budgets under $100,000. The median annual budget was $200,000. Most International organizations were between one and ten years old (34%) or 11 to 25 years old (34%). Fifty percent of International organizations were located in a mix of service area types (rural, suburban, and urban) and 18% were located in urban service areas; the most frequent geographic service reach was national (36%) or international (20%). The most frequently reported mission focuses for International organizations were Community Improvement (16%) and Healthcare (12%). Fifty percent of these organizations reported a service population comprised of more than 50% individuals/families at or below the poverty level, whereas 16% said poverty level was not applicable to their mission.

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 Art, 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*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).

At GrantStation, we are dedicated to creating a civil society by assisting the nonprofit sector in its quest to build healthy and effective communities. We provide the tools for you to find new grant sources, build a strong grantseeking program, and write winning grant proposals.

- Do you struggle to identify new funding sources? We've done the research for you.

- Does the lack of time limit your ability to submit grant requests? We have tutorials on creating time and making space for grant proposals.

- Do you have a grants strategy for 2018? We offer a three-pronged approach to help you develop an overall strategy to adopting a powerful grantseeking program.

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Keep abreast of the most current grant opportunities by signing up for our free weekly newsletter, the *GrantStation Insider*. (Sign up here.)

ABOUT THE UNDERWRITERS

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.

Our work has received distinction and awards including: the Deloitte Fast 50 award two years in a row, the Inc. 5000 list for five years including 2016, an Excellence.gov finalist, and recognition as a 2015 Computerworld Premier IT Leader.

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Nurturing What's Possible™

GrantHub is an easy-to-use, low cost, grant management solution. Designed to manage your pipeline of funding opportunities, streamline proposal creation, and track your grant deadlines, reports, and tasks—GrantHub provides convenient, secure access to centralized grant and funder information. GrantHub is a simple and affordable solution for nonprofit organizations and grant consultants.

Are you still using a combination of spreadsheets, calendars, files, and manual tracking systems?
There's a better way. GrantHub manages all your tasks, applications, reports, and important grant documents. Plus, it sends you email reminders for your application deadlines and report due dates!

Go to https://grantseekers.foundant.com/free-trial/ to sign up for a 14-day free trial!

GrantHub is an intuitive grant management solution specifically designed to increase your efficiency and funding success by:
- managing grant opportunities and pipelines;
- tracking tasks / deadlines / awards;
- streamlining proposal creation and submission; and,
- providing convenient, centralized access to grant and funder information.

GrantHub helps you focus on your mission and save time by:

Managing your funders and grant opportunities · Tracking tasks and grant deadlines · Streamlining the creation of new proposals · Keeping a central repository of important grant documents · Tracking, reporting, and communicating grant fundraising reports

GrantHub—an online grant management solution for grantseekers—is powered by Foundant Technologies, creator of the powerful online grant management system for grantmakers, Grant Lifecycle Manager (GLM), and the complete software solution for community foundations, CommunitySuite.

Welcome Home Grant Professional!

Are you searching for a place where you can connect with other grant professionals in the industry or find helpful ways to grow professionally? The Grant Professionals Association (GPA) is that place! The Grant Professionals Association, a nonprofit membership association, builds and supports an international community of grant professionals committed to serving the greater public good by practicing the highest ethical and professional standards.

You will find over 2,800 other grant professionals just like you. You can connect with your peers via GrantZone (GPA's private online community) to share best practices, ask questions, and develop relationships.

You will have access to resources to help you succeed professionally by way of conferences and webinars, a professional credential (GPC), an annual journal, weekly news articles, chapters, product discounts, and more! When you join GPA, you will receive a free subscription to GrantStation!

GPA is THE place for grant professionals. Now is the time for you to belong to an international membership organization that works to advance the profession, certify professionals, and fund professionalism. Receive your discount by using the discount code "GPA-25" when joining. Find out more at www.GrantProfessionals.org. Your association home awaits you.

Built by Grant Managers, For Grant Managers

GrantVantage gives project managers a complete, top-down view of all grants, contracts, sub-awards, objectives, performance measures, activities, and staff assignments. Our dynamic dashboards enable you to see all financial and performance summary data in one place.

We've Raised the Bar!

There's no need to employ high-cost developers! We've designed a commercial off-the-shelf Grant Management Solution that is totally configurable to your needs and integrated with Microsoft products. Save your time, money, and staff resources managing grants.

Implementation

Implementation of our grant management software is easy. As a cloud-based service, there's no software to install and no servers to manage. The GrantVantage system is easy for your organization to adopt. We provide training and data migration services to ensure you don't miss a step during the transition.

Training

Our world-class trainers have experience working with federal, state, and tribal governments, domestic and international intermediaries, foundations, colleges and universities, and community health and nonprofit organizations. Our team has provided training to organizations and on projects throughout the continental U.S., Alaska, Canada, the Pacific Basin, Latin America, Europe, and Russia

Integration

GrantVantage integrates with many existing and widely-used financial management systems, so you don't have to change how you're currently managing any of your back-office processes or systems. Our integration team will ensure a smooth flow of data in and out of your GrantVantage system.

A trusted partner for three decades, TechSoup (meet.techsoup.org) is a nonprofit social enterprise that connects organizations and people with the resources, knowledge, and technology they need to change the world.

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With 69 partner nonprofits, we manage a unique philanthropy program that brings together over 100 tech companies to provide technology donations to NGOs globally. We have reached 965,000+ nonprofits and distributed technology products and grants valued at $9.5 billion. U.S. nonprofits can find out more at www.techsoup.org.

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