

Mission Focus

The Spring 2018 State of Grantseeking™ Report



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INTRODUCTION

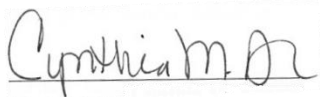
As a leader in the nonprofit sector, part of your job is to know about the latest trends and to apply lessons learned by others to the strategic development of your organization. We are here to help you do just that.

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", written over a light blue horizontal line.

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

MISSION FOCUS DEFINITION

The organizational experience determined by mission focus is a key factor influencing grantseeking activities. When viewed through the lens of mission focus, variations among grant management and strategy profiles and organizational demographic profiles help us to understand the current state of grantseeking at a more granular and actionable level, and serve as a tool to assist in the 2018-19 planning process.

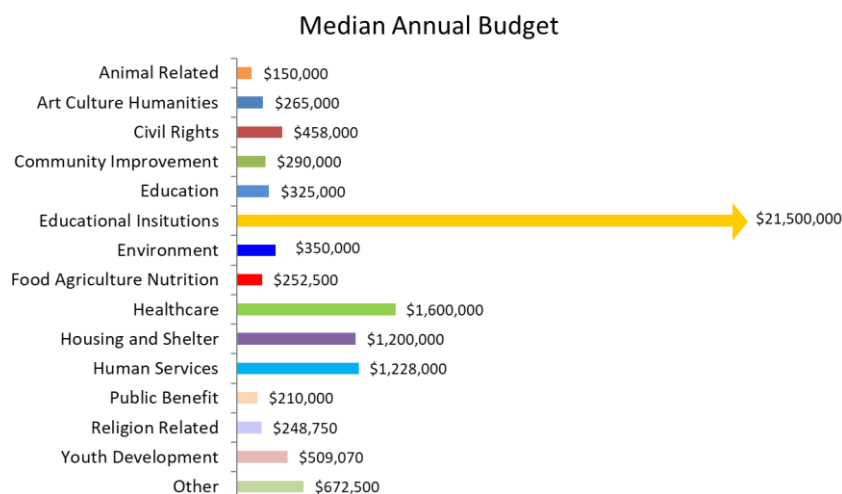
Of the 25 mission focus choices in the *Spring 2018 State of Grantseeking™ Survey*, which are based on the National Taxonomy of Exempt Entities Classification System, 15 comprised 90% of respondent organizations. For this report, we combined the remaining mission focuses (each of which had under 2% of our 4,970 respondents) into the Other mission focuses category. In addition, we separated Educational Institutions from the Education mission focus. For this report, mission focus classifications are defined as:

Mission Focus	Respondents
Animal Related	4%
Art, Culture, and Humanities	12%
Civil Rights	2%
Community Improvement	5%
Education	8%
Educational Institutions	4%
Environment	4%
Food, Agriculture, and Nutrition	3%
Healthcare	7%
Housing and Shelter	4%
Human Services	21%
Public Benefit	3%
Religion Related	5%
Youth Development	8%
Other	10%

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 for nonprofit organizations ranged from \$150,000 for Animal-Related organizations to \$1,600,000 for Healthcare organizations. Educational Institutions were an outlier, reporting a median annual budget of \$21,500,000.



COMPARISON BY MISSION FOCUS

GRANT FUNDING BUDGET CONTRIBUTION

Grant funding as a percentage of the annual budget varied by mission focus.

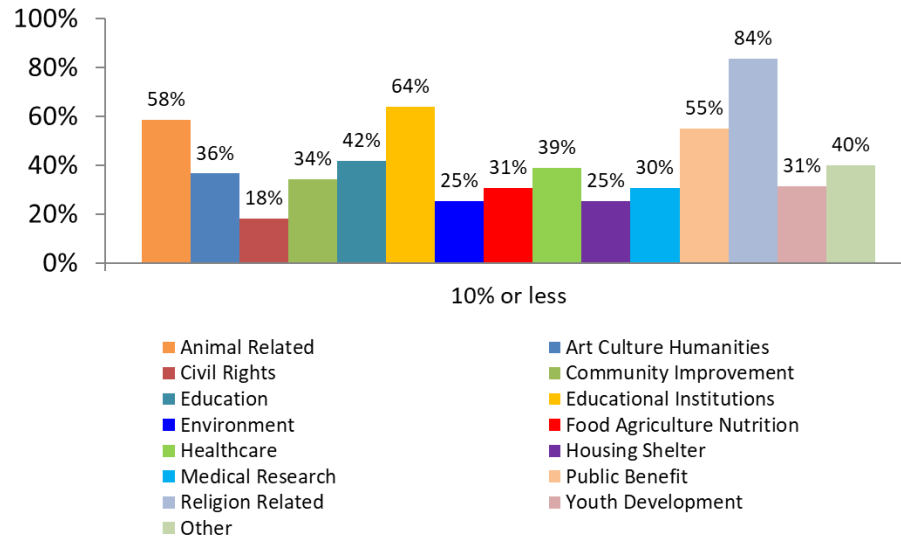
% of Budget	Animal Related	Art Culture Humanities	Civil Rights	Community Improvement	Education	Educational Institutions	Environment	Food Agriculture Nutrition
10% or less	58%	36%	18%	34%	42%	64%	25%	31%
11 - 25%	21%	32%	11%	20%	19%	21%	25%	23%
26 - 50%	14%	20%	16%	11%	17%	11%	16%	23%
51 - 75%	5%	7%	15%	15%	10%	1%	20%	11%
Over 75%	2%	5%	40%	20%	13%	2%	14%	12%

% of Budget	Healthcare	Housing Shelter	Human Services	Public Benefit	Religion Related	Youth Development	Other
10% or less	39%	25%	30%	55%	84%	31%	40%
11 - 25%	23%	23%	20%	17%	10%	22%	19%
26 - 50%	17%	19%	19%	8%	3%	19%	15%
51 - 75%	10%	22%	16%	7%	2%	15%	13%
Over 75%	11%	12%	14%	13%	2%	12%	13%

Organizations that relied on grants to fund 50% or more of their annual budgets included Civil Rights organizations (55%), Community Improvement organizations (35%), Environment organizations (34%), and Housing and Shelter organizations (34%)

The following chart, which illustrates the effect of mission focus on grant funding, shows the percentage of respondents that relied on grants to fund 10% or less of their annual budget. Religion-Related organizations (84%), Educational Institutions (64%), and Animal-Related organizations (58%) were the mission types least likely to rely on grants.

Grant Funding % of Budget



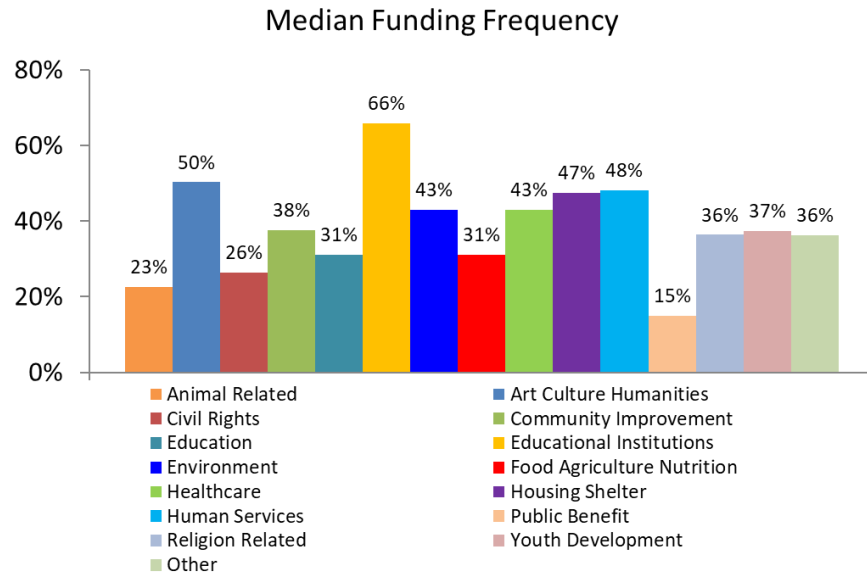
GRANT FUNDING SOURCES

Grant funding sources varied by mission focus. The mission with the highest rate of response for each funding source is highlighted in yellow in the following chart.

Funding Sources	Animal Related	Art Culture Humanities	Civil Rights	Community Improvement	Education	Educational Institutions	Environment	Food Agriculture Nutrition
Private Foundation Grants	73%	77%	74%	62%	71%	86%	83%	75%
Community Foundation Grants	49%	65%	59%	59%	56%	68%	60%	65%
Corporate Grants	44%	51%	38%	44%	48%	65%	46%	55%
Corporate Gifts	29%	23%	12%	24%	23%	39%	24%	27%
Federal Grants	5%	28%	27%	36%	24%	67%	40%	30%
State Grants	12%	57%	26%	39%	37%	67%	48%	27%
Local Government Grants	6%	50%	24%	36%	25%	41%	30%	32%
Other Grant Sources	16%	8%	24%	17%	16%	6%	6%	9%

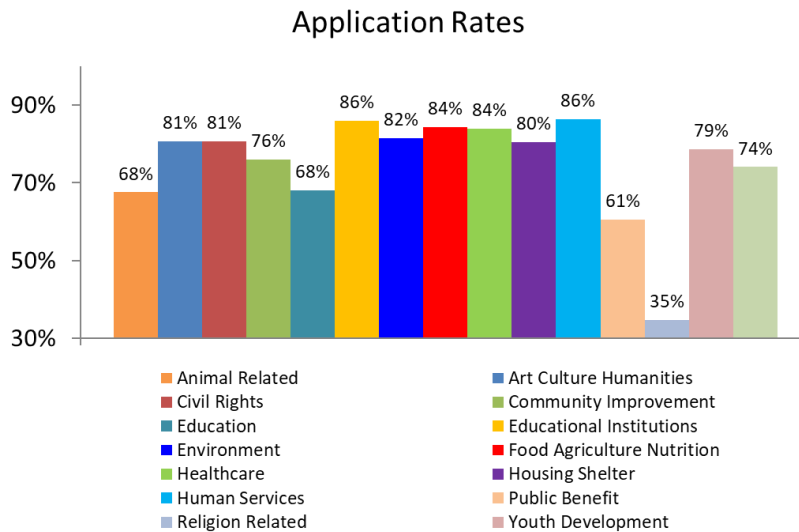
Funding Sources	Healthcare	Housing Shelter	Human Services	Public Benefit	Religion Related	Youth Development	Other
Private Foundation Grants	82%	80%	81%	52%	54%	80%	70%
Community Foundation Grants	66%	70%	73%	58%	34%	71%	53%
Corporate Grants	56%	66%	62%	38%	18%	65%	48%
Corporate Gifts	30%	37%	31%	21%	12%	31%	25%
Federal Grants	40%	43%	40%	36%	8%	30%	33%
State Grants	47%	40%	48%	42%	7%	35%	39%
Local Government Grants	36%	52%	48%	23%	2%	39%	28%
Other Grant Sources	9%	9%	11%	20%	33%	13%	14%

The following chart reflects the median rate of all funding sources (private foundations through “other” grant sources) for each mission focus. The chart helps to quantify each mission’s overall funding frequency in comparison to that of other missions.



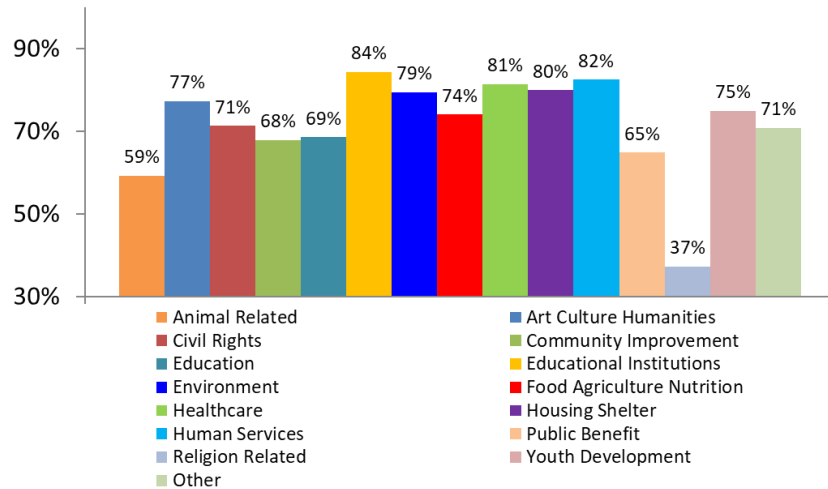
APPLICATION RATES AND GRANT AWARDS

Most respondents to the Spring 2018 Report (77%) submitted a grant application during the second half of 2017. Application rates ranged from 35% for Religion-Related missions to 86% for Educational Institutions and Human Services missions.



During the second half of 2017, 74% of respondents who applied for at least one grant received at least one grant award. The rate of winning an award varied by mission focus. Religion-Related organizations reported the lowest rate (37%), while Educational Institutions reported the highest rate of winning at least one grant award (84%).

Awards Won



LARGEST SOURCE OF TOTAL FUNDING

The largest source of total grant funding varied by mission focus. Private foundations and the Federal government were most frequently reported as the largest source of total grant funding.

The mission with highest rate of response for each source of funding is highlighted in yellow in the following chart.

Largest Source of Total Funding	Animal Related	Art Culture Humanities	Civil Rights	Community Improvement	Education	Educational Institutions	Environment	Food Agriculture Nutrition
Private Foundation Grants	56%	41%	48%	30%	39%	33%	50%	49%
Community Foundation Grants	16%	13%	7%	14%	11%	4%	8%	6%
Corporate Grants	16%	9%	7%	12%	13%	4%	6%	10%
Federal Grants	1%	4%	10%	13%	7%	41%	19%	12%
State Grants	4%	12%	12%	9%	15%	14%	13%	4%
Local Government Grants	1%	15%	2%	11%	7%	0%	2%	9%
Other Grant Sources	6%	7%	14%	11%	8%	4%	2%	9%

Largest Source of Total Funding	Healthcare	Housing Shelter	Human Services	Public Benefit	Religion Related	Youth Development	Other
Private Foundation Grants	43%	35%	36%	17%	49%	42%	39%
Community Foundation Grants	7%	7%	10%	21%	12%	12%	7%
Corporate Grants	9%	16%	8%	9%	9%	14%	12%
Federal Grants	20%	17%	19%	23%	1%	8%	16%
State Grants	14%	5%	14%	19%	4%	9%	11%
Local Government Grants	2%	14%	10%	4%	0%	8%	7%
Other Grant Sources	4%	5%	3%	6%	25%	7%	9%

- Private foundations were most frequently the largest source of total grant funding for organizations of every mission focus except for Educational Institutions and Public Benefit

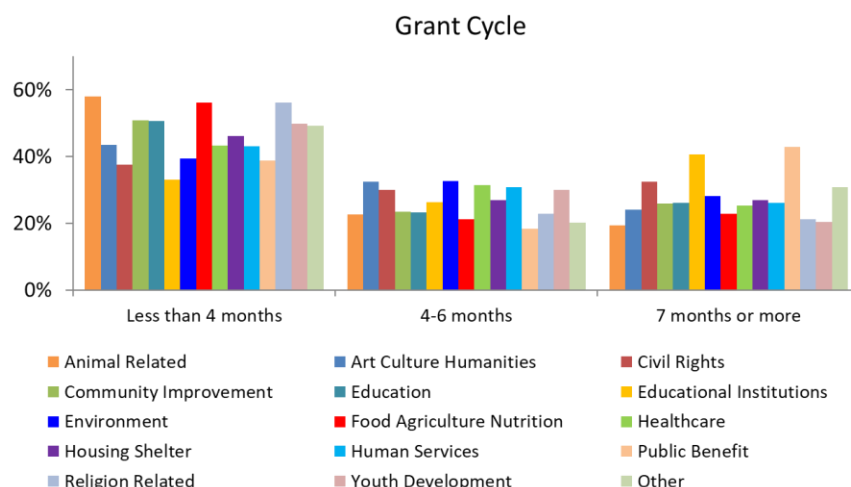
missions. Animal-Related organizations (56%) most frequently reported private foundations as the largest source of total funding, while Public Benefit focused organizations (17%) least frequently reported private foundations as the largest source of total funding.

- Community foundations were most frequently reported as the largest source of total funding by Public Benefit organizations (21%), while Educational Institutions (4%) least frequently reported community foundations as the largest source of total funding.
- Corporations were most frequently reported as the largest source of total funding by both Animal-Related organizations and Housing and Shelter organizations (each 16%). Educational Institutions (4%) least frequently reported corporations as the largest total funding source.
- The Federal government was most frequently reported as the largest source of total funding by Educational Institutions (41%). Animal-Related and Religion-Related organizations (each 1%) least frequently reported the Federal government as the largest total funding source.
- State government was most frequently reported as the largest source of total funding by Public Benefit organizations (19%). Animal-Related organizations, Religion-Related organizations, and Food, Agriculture, and Nutrition organizations (each 4%) least frequently reported state government as the largest total funding source.
- Local government was most frequently reported as the largest source of total funding by Art, Culture, and Humanities organizations (15%), while Animal-Related organizations (1%) least frequently reported local government as the largest total funding source. No Educational Institutions or Religion-Related organizations reported local government as the largest source of total funding.
- Other funding sources were most frequently reported as the largest source of total funding by Religion-Related organizations (25%). Environment organizations (2%) least frequently reported “other” funding sources as the largest total funding source.

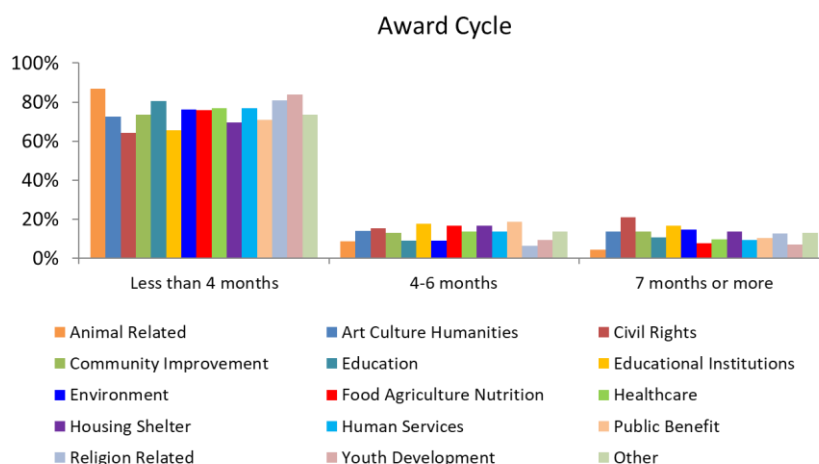
LARGEST INDIVIDUAL AWARDS

LARGEST AWARD LOGISTICS

The grant cycle length—from proposal submission to award decision—for the largest grant award varied by mission focus. A shorter grant cycle of less than four months was reported most frequently by Animal-Related organizations (58%). A longer grant cycle of seven months or more was reported most frequently by Public Benefit organizations (43%).

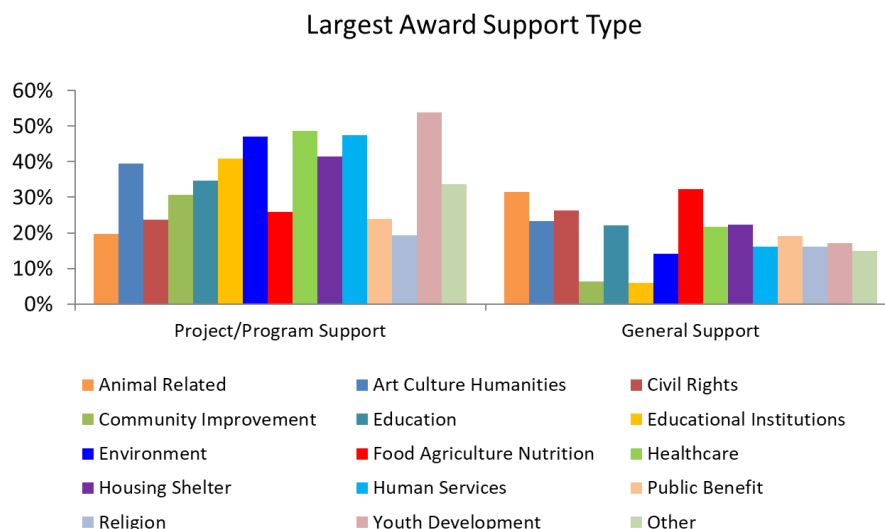


Once an award decision had been determined, funders generally released the award monies quickly. Receipt of award monies in less than four months was reported by most organizations, at rates ranging from 64% (Civil Rights organizations) to 87% (Animal-Related organizations). Delayed receipt of award monies, taking seven months or more, was reported most frequently by Civil Rights organizations (21%).



LARGEST AWARD SUPPORT TYPE

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



Few organizations reported receiving any other support type at rate of 10% or more. The exceptions were capacity building funds for Community Improvement organizations (20%) and Civil Rights organizations (13%); building funds for Housing and Shelter organizations (10%); advocacy funds for Civil Rights organizations (18%); and other funding sources for Animal-Related organizations (12%), Educational Institutions (13%), and Religion-Related organizations (16%).

LARGEST INDIVIDUAL AWARD SOURCE

When the source of the largest individual award is viewed through the lens of mission focus, differences in funding preferences become apparent.

Private foundations were the most frequent source of the largest individual award for organizations of every mission focus, excluding Educational Institutions, for which the Federal government was the largest award source.

In addition, an organization's budget size also impacts the source of the largest individual award.

Community foundations, corporations, "other" grant sources, and local government tend to fund at rates in inverse proportion to budget size, while the rates of Federal and state government funding increase in proportion to budget size. Private foundations fund organizations with small or extra-large budgets at a lower rate than they fund organizations with medium, large, or very large budgets.

The mission focus with the highest rate of response for each source of funding is highlighted in yellow in the following chart.

Largest Individual Award Source	Animal Related	Art Culture Humanities	Civil Rights	Community Improvement	Education	Educational Institutions	Environment	Food Agriculture Nutrition
Private Foundation Grants	55%	36%	50%	28%	39%	34%	45%	50%
Community Foundation Grants	16%	13%	8%	17%	9%	2%	8%	8%
Corporate Grants	16%	9%	10%	12%	17%	5%	10%	10%
Federal Grants	1%	4%	8%	15%	6%	41%	19%	11%
State Grants	4%	14%	10%	9%	15%	13%	13%	3%
Local Government Grants	1%	17%	3%	11%	7%	0%	3%	10%
Other Grant Sources	5%	6%	13%	9%	8%	4%	2%	8%

Largest Individual Award Source	Healthcare	Housing Shelter	Human Services	Public Benefit	Religion Related	Youth Development	Other
Private Foundation Grants	43%	32%	36%	24%	50%	42%	40%
Community Foundation Grants	4%	10%	10%	24%	11%	12%	5%
Corporate Grants	8%	17%	10%	4%	12%	14%	13%
Federal Grants	19%	16%	16%	22%	3%	8%	16%
State Grants	17%	8%	15%	13%	5%	11%	11%
Local Government Grants	3%	13%	10%	4%	2%	9%	5%
Other Grant Sources	5%	4%	4%	7%	18%	5%	10%

For reference, below is the median largest award size by funding source.

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

LARGEST AWARD BENCHMARKS

The median size of the largest grant award is a key benchmark to measure grantseeking success. The median largest award size is strongly impacted by mission focus, ranging from \$5,000 for Animal-Related organizations to \$118,000 for Educational Institutions.

The following chart shows, by mission focus, the lowest and highest dollar awards, median award size, and average award size for the largest grant award.

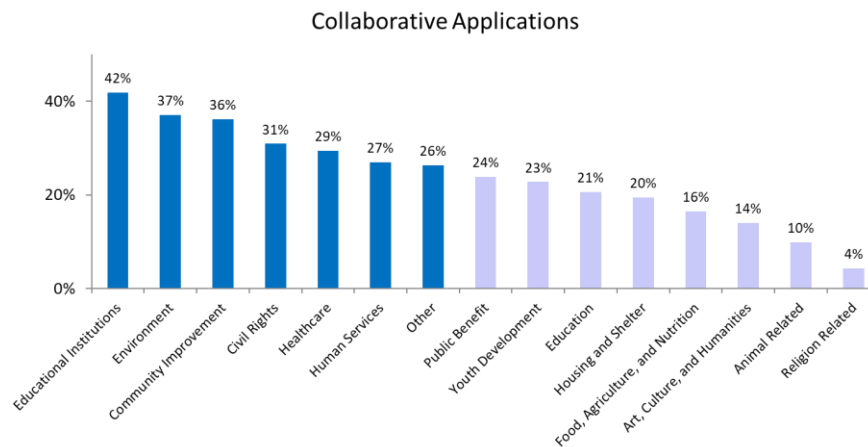
Median Largest Award	Animal Related	Art Culture Humanities	Civil Rights	Community Improvement	Education	Educational Institutions	Environment	Food Agriculture Nutrition
Lowest \$	\$500	\$100	\$2,000	\$43	\$200	\$2,000	\$500	\$1,000
Highest \$	\$5,000,000	\$17,500,000	\$1,200,000	\$12,000,000	\$15,000,000	\$140,000,000	\$3,000,000	\$3,000,000
Median \$	\$5,000	\$15,000	\$54,000	\$55,944	\$30,000	\$118,000	\$46,000	\$15,000
Average \$	\$159,653	\$160,051	\$152,111	\$311,243	\$480,566	\$3,505,051	\$174,942	\$121,467

Median Largest Award	Healthcare	Housing Shelter	Human Services	Public Benefit	Religion Related	Youth Development	Other
Lowest \$	\$500	\$2,000	\$100	\$500	\$50	\$250	\$100
Highest \$	\$30,000,000	\$10,000,000	\$975,000,000	\$2,699,559	\$200,000	\$23,000,000	\$6,400,000
Median \$	\$53,500	\$48,000	\$50,000	\$33,500	\$5,500	\$30,000	\$60,000
Average \$	\$750,718	\$257,312	\$2,612,036	\$284,788	\$30,849	\$238,189	\$377,577

COLLABORATIVE GRANTSEEKING

Annual budget, with the implied increases in staff and infrastructure in tandem with the increases in budget size, had a 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. The mission focus with the largest budget size—Educational Institutions—had the highest rate of collaborative grant applications (42%).



Mission focus also appeared to have an impact on collaborative activities beyond budget size. Community Improvement organizations, with a comparatively lower median annual budget of \$290,000, reported a comparatively higher rate of collaborative grantseeking (36%). Environment organizations also reported comparatively higher rates of collaborative grantseeking (37%) in relation to lower median annual budget sizes. Conversely, organizations focused on Housing and Shelter (20%) reported comparatively lower rates of collaborative grantseeking in relation to larger median annual budget sizes.

Mission Focus	Median Budget	Collaborative Application	Collaborative Grant Won
Animal Related	\$150,000	10%	17%
Art, Culture, and Humanities	\$265,000	14%	13%
Civil Rights	\$458,000	31%	27%
Community Improvement	\$290,000	36%	31%
Education	\$325,000	21%	24%
Educational Institutions	\$21,500,000	42%	37%
Environment	\$390,000	37%	37%
Food, Agriculture, and Nutrition	\$252,500	16%	17%
Healthcare	\$1,600,000	29%	37%
Housing and Shelter	\$1,200,000	20%	23%
Human Services	\$1,228,000	27%	28%
Public Benefit	\$210,000	24%	20%
Religion Related	\$248,750	4%	3%
Youth Development	\$509,070	23%	25%
Other	\$672,500	26%	28%

INDIRECT/ADMINISTRATIVE COSTS AND FUNDING

INDIRECT/ADMINISTRATIVE COSTS AS A PERCENTAGE OF BUDGET

Sixty-five percent of all respondents reported that indirect/administrative costs comprised 20% or less of their annual budget.

Animal-Related organizations (79%) and Housing and Shelter organizations (76%) most frequently reported that indirect/administrative costs comprised 20% or less of their annual budgets.

Educational Institutions (45%) and Art, Culture, and Humanities organizations (53%) least frequently reported that indirect/administrative costs comprised 20% or less of their annual budgets.

Indirect/Admin. Cost Budget %	Animal Related	Art Culture Humanities	Civil Rights	Community Improvement	Education	Educational Institutions	Environment	Food Agriculture Nutrition
0-10%	60%	28%	24%	34%	35%	30%	36%	39%
11-20%	19%	25%	46%	26%	30%	15%	31%	32%
21-30%	7%	24%	6%	15%	11%	12%	13%	12%
31-40%	3%	5%	10%	3%	4%	10%	7%	4%
41% or more	2%	6%	6%	8%	6%	13%	3%	5%
Unsure	9%	11%	8%	13%	14%	20%	10%	8%

Indirect/Admin. Cost Budget %	Healthcare	Housing Shelter	Human Services	Public Benefit	Religion Related	Youth Development	Other
0-10%	34%	36%	33%	41%	25%	34%	34%
11-20%	36%	40%	40%	19%	25%	33%	31%
21-30%	8%	7%	12%	4%	11%	17%	11%
31-40%	4%	5%	4%	4%	5%	5%	6%
41% or more	6%	2%	4%	10%	13%	1%	6%
Unsure	12%	11%	7%	21%	21%	10%	11%

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 overall. By mission focus, individual donations were the most frequent source of indirect/administrative funding for all organizations except Educational Institutions.

Indirect/Admin. Cost Funding Source	Animal Related	Art Culture Humanities	Civil Rights	Community Improvement	Education	Educational Institutions	Environment	Food Agriculture Nutrition
Foundation Grants	7%	10%	20%	20%	15%	3%	13%	17%
Government Grants	1%	7%	8%	14%	12%	33%	15%	8%
Fees for Services	18%	20%	10%	19%	14%	29%	13%	13%
Individual Donations	57%	37%	41%	30%	38%	12%	49%	51%
Other	17%	26%	20%	18%	21%	22%	11%	11%

Indirect/Admin. Cost Funding Source	Healthcare	Housing Shelter	Human Services	Public Benefit	Religion Related	Youth Development	Other
Foundation Grants	10%	11%	11%	11%	2%	15%	12%
Government Grants	14%	15%	16%	12%	1%	14%	15%
Fees for Services	30%	13%	15%	5%	4%	16%	20%
Individual Donations	30%	40%	42%	36%	83%	40%	34%
Other	16%	22%	16%	36%	9%	15%	19%

INDIRECT/ADMINISTRATIVE COST FUNDING LIMITATIONS

Overall, 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. Only 3% of respondents reported that over 25% of these costs were paid by non-government funders.

Housing and Shelter organizations (9%) and Food, Agriculture, and Nutrition organizations (6%) most frequently reported that non-government funders allowed over 25% of an award for indirect/administrative costs.

Religion-Related organizations (62%) and Public Benefit organizations (52%) most frequently reported that they were unsure if non-government funders allowed a percentage of an award for indirect/administrative costs.

Indirect/Admin. Cost Funding Limitations	Animal Related	Art Culture Humanities	Civil Rights	Community Improvement	Education	Educational Institutions	Environment	Food Agriculture Nutrition
0%	23%	12%	4%	7%	7%	10%	8%	6%
1% - 10%	21%	31%	29%	36%	33%	52%	41%	26%
11% - 25%	12%	18%	24%	25%	19%	14%	20%	21%
26% or more	0%	3%	4%	2%	2%	4%	5%	6%
Unsure	43%	36%	39%	31%	39%	20%	26%	40%

Indirect/Admin. Cost Funding Limitations	Healthcare	Housing Shelter	Human Services	Public Benefit	Religion Related	Youth Development	Other
0%	11%	14%	7%	7%	10%	8%	8%
1% - 10%	39%	36%	41%	28%	15%	36%	38%
11% - 25%	17%	20%	23%	12%	10%	21%	15%
26% or more	2%	9%	4%	0%	3%	5%	3%
Unsure	32%	19%	26%	52%	62%	30%	35%

INDIRECT/ADMINISTRATIVE COST CONTROLS

Respondents were asked, “How did you reduce your indirect/administrative costs?” The majority of organizations most frequently reported reducing the number of staff members as a cost control method.

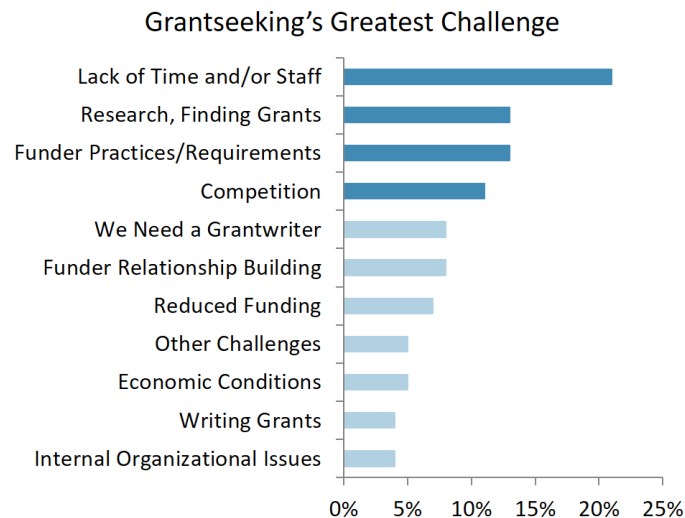
Cost reduction techniques, by mission focus, are as follows.

Indirect/Admin. Cost Controls	Animal Related	Art Culture Humanities	Civil Rights	Community Improvement	Education	Educational Institutions	Environment	Food Agriculture Nutrition
Reduced services/programs offered	8%	23%	50%	35%	7%	38%	33%	22%
Reduced organization hours	0%	15%	0%	9%	17%	13%	11%	0%
Reduced organization geographic scope	8%	8%	0%	0%	7%	0%	0%	0%
Reduced staff salaries	8%	20%	0%	26%	28%	0%	22%	11%
Reduced number of staff	25%	65%	50%	48%	45%	88%	67%	33%
Reduced staff hours	17%	28%	0%	35%	34%	13%	11%	22%
Increased reliance on volunteer labor	58%	40%	0%	35%	28%	13%	22%	22%
Buying groups/economy of scale	33%	3%	0%	0%	3%	0%	11%	22%
Space/location sharing	0%	8%	0%	22%	14%	13%	0%	0%

Indirect/Admin. Cost Controls	Healthcare	Housing Shelter	Human Services	Public Benefit	Religion Related	Youth Development	Other
Reduced services/programs offered	4%	21%	22%	0%	0%	14%	25%
Reduced organization hours	9%	14%	10%	0%	0%	5%	8%
Reduced organization geographic scope	9%	7%	6%	0%	0%	10%	5%
Reduced staff salaries	13%	21%	13%	43%	25%	0%	18%
Reduced number of staff	52%	29%	60%	43%	50%	62%	60%
Reduced staff hours	4%	29%	22%	29%	25%	0%	15%
Increased reliance on volunteer labor	30%	50%	32%	14%	38%	38%	18%
Buying groups/economy of scale	9%	21%	8%	0%	13%	5%	8%
Space/location sharing	22%	21%	17%	0%	13%	10%	20%

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%).



GRANTSEEKING CHALLENGES BY MISSION FOCUS

The most frequent challenge to grantseeking for most organizational mission focuses was a lack of time and/or staff. Other challenges mentioned most frequently by at least one mission focus included researching and finding grants and funder practices and requirements.

Challenges to Grantseeking	Animal Related	Art Culture Humanities	Civil Rights	Community Improvement	Education	Educational Institutions	Environment	Food Agriculture Nutrition
Competition	15%	11%	0%	10%	13%	14%	11%	12%
Reduced Funding	3%	7%	2%	6%	4%	8%	9%	4%
Economic Conditions	3%	5%	2%	4%	7%	9%	5%	1%
Funder Practices/Requirements	8%	14%	18%	10%	15%	11%	14%	16%
Internal Organizational Issues	1%	4%	6%	5%	5%	5%	4%	5%
Lack of Time and/or Staff	29%	23%	22%	19%	21%	23%	21%	30%
We Need a Grantwriter	10%	7%	8%	12%	6%	7%	7%	4%
Funder Relationship Building	4%	8%	8%	11%	7%	9%	9%	9%
Research, Finding Grants	16%	11%	26%	14%	11%	10%	13%	12%
Writing Grants	6%	5%	4%	5%	6%	0%	2%	4%
Other Challenges	5%	5%	4%	4%	6%	6%	5%	4%

Challenges to Grantseeking	Healthcare	Housing Shelter	Human Services	Public Benefit	Religion Related	Youth Development	Other
Competition	11%	11%	13%	10%	3%	14%	8%
Reduced Funding	10%	8%	8%	1%	3%	5%	8%
Economic Conditions	3%	3%	6%	7%	2%	8%	6%
Funder Practices/Requirements	16%	23%	14%	7%	6%	11%	9%
Internal Organizational Issues	8%	2%	3%	6%	4%	4%	5%
Lack of Time and/or Staff	23%	13%	18%	29%	28%	20%	19%
We Need a Grantwriter	6%	13%	7%	9%	13%	8%	8%
Funder Relationship Building	7%	6%	9%	6%	7%	11%	9%
Research, Finding Grants	9%	12%	14%	15%	22%	10%	16%
Writing Grants	3%	4%	4%	6%	7%	4%	5%
Other Challenges	4%	7%	5%	3%	7%	6%	7%

We asked survey participants to tell us more about their organizations' challenges to grantseeking. This word cloud, which gives greater prominence to words that appear more frequently in source text, was formed with those answers.



A sample of representative comments from survey respondents follows:

- Our greatest need is for general operating costs (salaries), and most grants available are for specific programs. Little to no funding is available for staff salaries, particularly for religious organizations.
- We are finding that there are fewer funders in our focus areas and the grant requirements are becoming much more specific.
- We struggle to find time to identify good matches with grantmakers.
- We have very limited staff and time, and 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, poverty-level school 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 a performing arts organization to qualify for grants unless they have an inside relationship with the decision makers.

- Our challenges include a small staff and a lack of time for researching and finding grants for our mission.
- 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 the new concerns but are not recognized (by funders) for their efforts.
- 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.
- 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 requirements we've never had before, is a real challenge.

SURVEY RESPONDENTS BY MISSION FOCUS

As illustrated by the *Spring 2018 State of Grantseeking™ Survey* results, mission focus is a factor influencing the grantseeking experience. The following are typical organizations from each mission focus.

ANIMAL RELATED

Fifty-eight percent of respondents from Animal-Related organizations were directly associated with their organizations at an executive level, and 98% of respondents represented nonprofit organizations. Fourteen percent of Animal-Related organizations employed one to five people, while 51% were staffed by volunteers and 9% employed less than one full-time equivalent. Annual budgets under \$500,000 were reported by 77% of respondents. The median annual budget was \$150,000. Most Animal-Related organizations were from one to five years old (24%), six to ten years old (23%), or 11 to 25 years old (25%). Forty-seven percent of these organizations were located in a mix of service area types (rural, suburban, and urban); the most frequent geographic service reach for Animal-Related organizations was multi-state (29%). Fifteen percent of these organizations reported a service population comprised of more than 50% individuals/families at or below the poverty level, while 23% reported that the question was not applicable to their mission.

ART, CULTURE, AND HUMANITIES

Fifty-four percent of respondents from Art, Culture, and Humanities organizations were directly associated with their organizations at an executive level, and 96% of respondents represented nonprofit organizations. Thirty-eight percent of Art, Culture, and Humanities organizations employed one to five people. Annual budgets between \$100,000 and \$499,999 were reported by 33% of respondents, and annual budgets between \$500,000 and \$4,999,999 were reported by 28% of respondents. The median annual budget was \$265,000. Most Art, Culture, and Humanities organizations were between 11 and 50 years old (55%). Thirty-two percent of these organizations were located in a mix of service area types (rural, suburban, and urban) and 35% were located in urban service areas. The most frequent geographic service reach for Art, Culture, and Humanities organizations was multi-county (23%) or multi-state (14%). Eleven percent of these organizations reported a service population comprised of more than 50% individuals/families at or below the poverty level, while 17% reported that the question was not applicable to their mission.

CIVIL RIGHTS

Sixty-one percent of respondents from Civil Rights organizations were directly associated with their organizations at an executive level, and 99% of respondents represented nonprofit organizations. Twenty-seven percent of Civil Rights organizations employed one to five people, while 33% employed six to 25 people. Annual budgets under \$500,000 were reported by 56% of respondents, and annual budgets between \$500,000 and \$4,999,999 were reported by 33% of respondents. The median annual budget was \$458,000. Most Civil Rights organizations were between 11 and 50 years old (51%). Fifty-nine percent of these organizations were located in a mix of service area types (rural, suburban, and urban), while 28% were located in urban service areas. The most frequent geographic service reach for Civil Rights organizations was national (26%) or one state (22%). Sixty-four percent

of these organizations reported a service population comprised of more than 50% individuals/families at or below the poverty level, while 15% reported that the question was not applicable to their mission.

COMMUNITY IMPROVEMENT

Fifty-nine percent of respondents from Community Improvement organizations were directly associated with their organizations at an executive level, and 89% of respondents represented nonprofit organizations. Thirty-three percent of Community Improvement organizations employed one to five people, while 23% employed six to 25 people. Annual budgets under \$500,000 were reported by 61% of respondents, and annual budgets between \$500,000 and \$4,999,999 were reported by 27% of respondents. The median annual budget was \$290,000. About half of the Community Improvement organizations were between 11 and 50 years old (49%). Thirty-four percent of these organizations were located in a mix of service area types (rural, suburban, and urban), while 27% were located in urban service areas. The most frequent geographic service reach for Community Improvement organizations was multi-county (23%) or one city (13%). Forty-eight percent of these organizations reported a service population comprised of more than 50% individuals/families at or below the poverty level, while 8% reported that the question was not applicable to their mission.

EDUCATION

Sixty percent of respondents from Education organizations were directly associated with their organizations at an executive level, and 84% of respondents represented nonprofit organizations. Thirty-two percent of Education organizations employed one to five people, while 24% employed six to 25 people. Fifty-nine percent of respondents reported annual budgets under \$500,000, whereas 31% reported annual budgets between \$500,000 and \$4,999,999. The median annual budget was \$325,000. Most Education organizations were between 11 and 50 years old (52%). Thirty-one percent of these organizations were located in urban service areas, while 33% were located in a mix of service area types (rural, suburban, and urban). The most frequent geographic service reach for Education organizations was multi-county (17%) or one state (13%). Forty-five percent of these organizations reported a service population comprised of more than 50% individuals/families at or below the poverty level, while 10% reported that the question was not applicable to their mission.

EDUCATIONAL INSTITUTIONS

Fifty percent of respondents from Educational Institutions were directly associated with their organizations at an employee level. Among respondent institutions, 44% were K-12 schools, while 18% were two-year colleges, and 38% were four-year colleges or universities. Fifty-two percent of Educational Institutions employed over 200 people. Annual budgets of \$25,000,000 and over were reported by 46% of respondents. The median annual budget was \$21,500,000. Most Educational Institutions were over 50 years old (60%). Thirty-four percent of these organizations were located in a mix of service area types (rural, suburban, and urban), and 37% were located in urban service areas. The most frequent geographic service reach for Educational Institutions was multi-county (23%) or international (26%). Twenty-five percent of these organizations reported a service population comprised of more than 50% individuals/families at or below the poverty level, while 13% reported that the question was not applicable to their mission.

ENVIRONMENT

Fifty-four percent of respondents from Environment organizations were directly associated with their organizations at an executive level, and 92% of respondents represented nonprofit organizations. Thirty-three percent of Environment organizations employed one to five people, while 28% employed six to 25 people. Fifty-seven percent of respondents reported annual budgets under \$500,000, while 31% reported annual budgets between \$500,000 and \$4,999,999. The median annual budget was \$390,000. Most Environment organizations were between 11 and 50 years old (69%). Fifty-four percent of these organizations were located in a mix of service area types (rural, suburban, and urban); the most frequent geographic service reach for Environment organizations was multi-county (26%) or international (17%). Thirteen percent of these organizations reported a service population comprised of more than 50% individuals/families at or below the poverty level, while 31% reported that the question was not applicable to their mission.

FOOD, AGRICULTURE, AND NUTRITION

Fifty-five percent of respondents from Food, Agriculture, and Nutrition organizations were directly associated with their organizations at an executive level, and 94% of respondents represented nonprofit organizations. Thirty-three percent of Food, Agriculture, and Nutrition organizations employed one to five people, while 23% employed six to 25 people, and 14% employed less than one full-time equivalent. Sixty-three percent of respondents reported annual budgets under \$500,000, while 25% reported annual budgets between \$500,000 and \$4,999,999. The median annual budget was \$252,500. Most Food, Agriculture, and Nutrition organizations were between 11 and 50 years old (58%). Forty-two percent of these organizations were located in a mix of service area types (rural, suburban, and urban), and 25% were located in suburban service areas. The most frequent geographic service reach for Food, Agriculture, and Nutrition organizations was multi-county (22%) or one county (21%). Seventy-four percent of these organizations reported a service population comprised of more than 50% individuals/families at or below the poverty level, while 3% reported that the question was not applicable to their mission.

HEALTHCARE

Fifty-seven percent of respondents from Healthcare organizations were directly associated with their organizations at an executive level, and 95% of respondents represented nonprofit organizations. Twenty-three percent of Healthcare organizations employed one to five people, whereas 22% were staffed by over 200 people. Twenty-seven percent of respondents reported annual budgets between \$1,000,000 and \$4,999,999, and 18% reported annual budgets of \$25,000,000 and over. The median annual budget was \$1,600,000. Most Healthcare organizations were between 11 and 50 years old (54%). Fifty-three percent of these organizations were located in a mix of service area types (rural, suburban, and urban), while 25% were located in urban service areas. The most frequent geographic service reach for Healthcare organizations was multi-county (34%) or one county (17%). Fifty-four percent of these organizations reported a service population comprised of more than 50% individuals/families at or below the poverty level, while 8% reported that the question was not applicable to their mission.

HOUSING AND SHELTER

Fifty-eight percent of respondents from Housing and Shelter organizations were directly associated with their organizations at an executive level, and 95% of respondents represented nonprofit organizations. Thirty percent of Housing and Shelter organizations employed one to five people, while 21% employed 11 to 25 people. Twenty-seven percent of respondents reported annual budgets between \$1,000,000 and \$4,999,999, and 26% reported annual budgets between \$250,000 and \$999,999. The median annual budget was \$1,200,000. Most Housing and Shelter organizations were between 11 and 50 years old (65%). Thirty-four percent of these organizations were located in urban service areas, while 32% were located in suburban service areas. The most frequent geographic service reach for Housing and Shelter organizations was multi-county (31%) or one county (30%). Eighty-five percent of these organizations reported a service population comprised of more than 50% individuals/families at or below the poverty level, while 2% reported that the question was not applicable to their mission.

HUMAN SERVICES

Fifty-nine percent of respondents from Human Services organizations were directly associated with their organizations at an executive level, and 97% of respondents represented nonprofit organizations. Twenty-one percent of Human Services organizations employed one to five people, while 15% employed 11 to 25 people, and 15% employed 26 to 75 people. Annual budgets between \$1,000,000 and \$4,999,999 were reported by 26% of respondents, while 24% of respondents reported annual budgets of \$5,000,000 or more. The median annual budget was \$1,648,924. Most Human Services organizations were between 11 and 50 years old (57%). Forty-three percent of these organizations were located in a mix of service area types (rural, suburban, and urban) and 29% were located in urban service areas. The most frequent geographic service reach for Human Services organizations was multi-county (34%) or one county (19%). Seventy-five percent of these organizations reported a service population comprised of more than 50% individuals/families at or below the poverty level, while 4% reported that the question was not applicable to their mission.

PUBLIC BENEFIT

Forty-six percent of respondents from Public Benefit organizations were directly associated with their organizations at an executive level, while 16% were employees. Sixty-seven percent of Public Benefit respondents represented nonprofit organizations and 26% represented government or tribal entities. Twenty-five percent of Public Benefit organizations employed one to five people, while 28% were staffed entirely by volunteers, and 15% were staffed by over 200 people. Annual budgets over \$25,000,000 were reported by 15% of respondents. Twenty-two percent of respondents reported annual budgets between \$500,000 and \$9,999,999, and 57% reported annual budgets below \$500,000. The median annual budget was \$210,000. Most Public Benefit organizations were between 11 and 50 years old (28%) or over 50 years old (36%). Thirty-three percent of these organizations were located in a mix of service area types (rural, suburban, and urban), while 27% were located in urban service areas. The most frequent geographic service reach for Public Benefit organizations was one city/town (21%) or one county (16%). Twenty-eight percent of these organizations reported a service population comprised of more than 50% individuals/families at or below the poverty level, while 18% reported that the question was not applicable to their mission.

RELIGION RELATED

Forty-two percent of respondents from Religion-Related organizations were directly associated with their organizations at an executive level, and 86% of respondents represented nonprofit organizations. Fifty percent of Religion-Related organizations employed one to five people, while 16% percent of respondents reported an all-volunteer staff. Seventy-two percent of respondents reported annual budgets below \$500,000, while 12% reported annual budgets between \$1,000,000 and \$4,999,999. The median annual budget was \$248,750. Most Religion-Related organizations were between 11 and 50 years old (40%) or over 50 years old (43%). Thirty-six percent of these organizations were located in a mix of service area types (rural, suburban, and urban) and 32% were located in suburban service areas. The most frequent geographic service reach for Religion-Related organizations was international (25%) or multi-county (15%). Twenty-seven percent of these organizations reported a service population comprised of more than 50% individuals/families at or below the poverty level, while 13% reported that the question was not applicable to their mission.

YOUTH DEVELOPMENT

Sixty percent of respondents from Youth Development organizations were directly associated with their organizations at an executive level, and 96% of respondents represented nonprofit organizations. Twenty-nine percent of Youth Development organizations employed one to five people, while 20% employed six to 25 people. Fifty-seven percent of respondents reported annual budgets below \$500,000, while 32% reported annual budgets between \$500,000 and \$4,999,999. The median annual budget was \$509,070. About half of the Youth Development organizations were between 11 and 50 years old (47%). Forty-four percent of these organizations were located in a mix of service area types (rural, suburban, and urban) and 34% were located in urban service areas. The most frequent geographic service reach for Youth Development organizations was multi-county (24%) or one city/town (14%). Sixty-eight percent of these organizations reported a service population comprised of more than 50% individuals/families at or below the poverty level, while 5% reported that the question was not applicable to their mission.

OTHER FOCUSES

The category of Other organizations is comprised of those mission focuses without sufficient respondents for statistical veracity. Fifty-four percent of respondents from Other organizations were directly associated with their organizations at an executive level, and 88% of respondents represented nonprofit organizations. Twenty-seven percent of Other organizations employed one to five people and 27% employed six to 25 people. Seventeen percent reported an all-volunteer staff. Annual budgets between \$500,000 and \$4,999,999 were reported by 34% of respondents, while 47% of respondents reported annual budgets under \$500,000. The median annual budget was \$672,500. Most Other organizations were between 11 and 50 years old (49%) or between 51 and 100 years old (16%). Fifty-three percent of these organizations were located in a mix of service area types (rural, suburban, and urban); the most frequent geographic service reach for Other organizations was multi-county (21%) or one state (17%). Forty-one percent of these organizations reported a service population comprised of more than 50% individuals/families at or below the poverty level, while 20% reported that the question 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 $100 \times r/n$.
- 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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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.

www.altum.com

Nurturing What's Possible™



GRANTHUB

[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.

BUILD YOUR PROFESSIONAL SUCCESS WITH		Grant Professionals Association.	★ On-point Education Programs
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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.



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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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