Geographic Region

GrantStation Members Results

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.

OUR ADVOCATES

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

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OUR ADVOCATES

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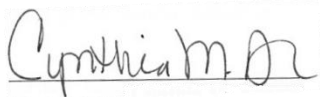
TABLE OF CONTENTS

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

As we reached nearly 5,000 respondents to *The Spring 2018 State of Grantseeking™ Survey*, it became apparent that the grantseeking process for GrantStation Members, either through direct Membership or through Membership via a Premium Licensing Partner (PLP), generally resulted in more positive outcomes than for non-members.

Within this report, participating GrantStation Members (1,392) are referred to as GS respondents, GS grantseekers, GS organizations, or GS Members; in comparative sections the entire body of 4,970 respondents is referred to as all respondents.

Compared to all respondents, GrantStation Members more frequently reported larger annual budgets, with the implied increases in staff and infrastructure, including the ability to invest time in grantseeking and grant management tools, which have a significant impact on grantseeking activity and success.

GS Members are active grantseekers. They more frequently applied for more grants than in the previous year (47%) than did all respondents (42%).

In general, submitting a higher number of applications increases the likelihood of winning awards. According to *The Spring 2018 State of Grantseeking™ Report*, out of all respondents, 66% of organizations that submitted just one grant application won an award, compared to 92% of respondents who submitted three to five applications and 97% of those who submitted six to ten applications. So, one way to increase your organization's chance of winning grant awards is to submit at least three grant applications.

GS Members are very successful at securing grants. During the last half of 2017, a total of 82% of GS respondents received at least one grant award (compared to 66% of all respondents). Compared to all respondents (33%), GS Members were more frequently awarded more grants than in the previous year (38%).

In addition, GS Members more frequently won awards of a larger size than the year before (34%) than did all respondents (32%). The median largest individual award for GS Members was $50,000, compared to $35,000 for all respondents. For GrantStation Members, the median award total was $68,900, compared to $44,100 for all respondents.

GS Members reported that grantseeking's greatest challenges stem from the lack of time and staff for grantseeking activities (20%). These struggles relate to the most frequently reported techniques for reducing indirect/administrative costs; over half (56%) of GS respondents reported that they had reduced indirect/administrative costs by eliminating staff, while 31% reported increased reliance on volunteer labor.

Even so, this report speaks to the importance of making the time to target the right grantmakers for your organization, and stresses the importance of submitting at least three grant applications every six months.

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 report 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 continued investment 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 GS organizations, in addition to GS organizations within the nine US Regional Divisions (USRDs). For Canadian and International GS 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:

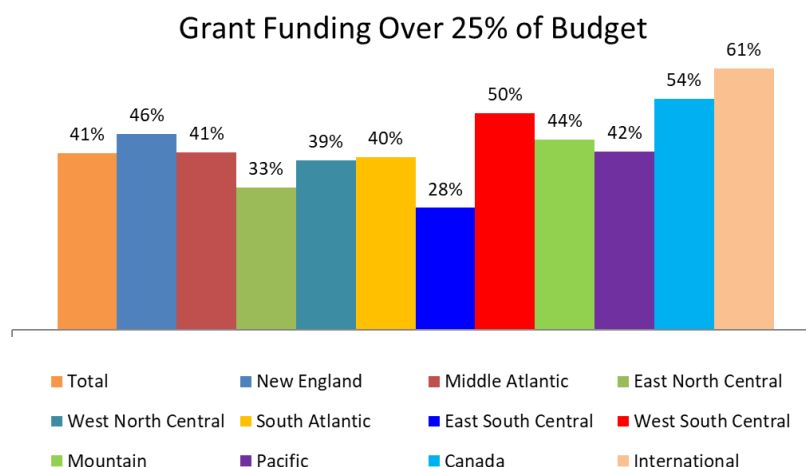| Geographic Region	States	GS Respondents
1-New England	Connecticut, Maine, Massachusetts, New Hampshire, Rhode Island, and Vermont	6%
2-Middle Atlantic	New Jersey, New York, and Pennsylvania	12%
3-East North Central	Illinois, Indiana, Michigan, Ohio, and Wisconsin	14%
4-West North Central	Iowa, Kansas, Minnesota, Missouri, Nebraska, North Dakota, and South Dakota	8%
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	5%
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	18%
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 of GS organizations ranged from $250,000 for International organizations to $1,355,507 in the West North Central USRD.

Geographic Region	Median Annual Budget
Total	$812,500
1-New England	$600,000
2-Middle Atlantic	$1,000,000
3-East North Central	$812,500
4-West North Central	$1,355,507
5-South Atlantic	$900,000
6-East South Central	$985,582
7-West South Central	$983,000
8-Mountain	$526,240
9-Pacific	$637,000
Canada	$400,000
International	$250,000

GRANT FUNDING BUDGET CONTRIBUTION

Compared to all GS respondents (41%), grant funding was a greater percentage of the annual budget for Canadian (54%) and International (61%) GS organizations. Within the US GS respondents, the West South Central (50%), New England (46%), Mountain (44%), and Pacific (42%) USRDs reported greater reliance on grants as a percentage of the annual budget.

Grant Funding Over 25% of Budget

Legend: Total (41%), New England (46%), Middle Atlantic (41%), East North Central (33%), West North Central (39%), South Atlantic (40%), East South Central (28%), West South Central (50%), Mountain (44%), Pacific (42%), Canada (54%), International (61%)

APPLICATION AND AWARD RATES

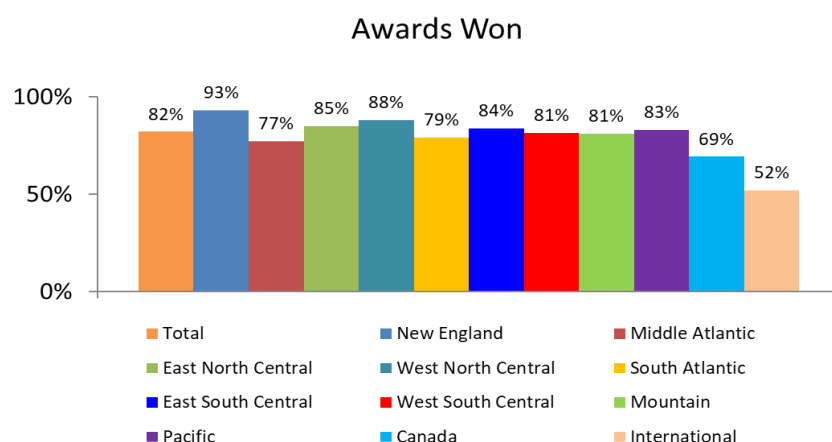Most respondents to the Spring 2018 Report (77%) submitted a grant application during the second half of 2017. A larger percentage of GS organizations (85%) submitted a grant application during the same period. GS organizational grant application rates varied geographically, ranging from 62% of Canadian GS organizations to 91% of New England GS organizations. Within the United States, GS grant application rates varied moderately by US Regional Division, ranging from 91% in the New England USRD to 81% in the West South Central USRD.

Application Rates

85% 91% 83% 86% 86% 83% 90% 81% 87% 85% 62% 70%

■ Total　■ New England　■ Middle Atlantic
■ East North Central　■ West North Central　■ South Atlantic
■ East South Central　■ West South Central　■ Mountain
■ Pacific　■ Canada　■ International
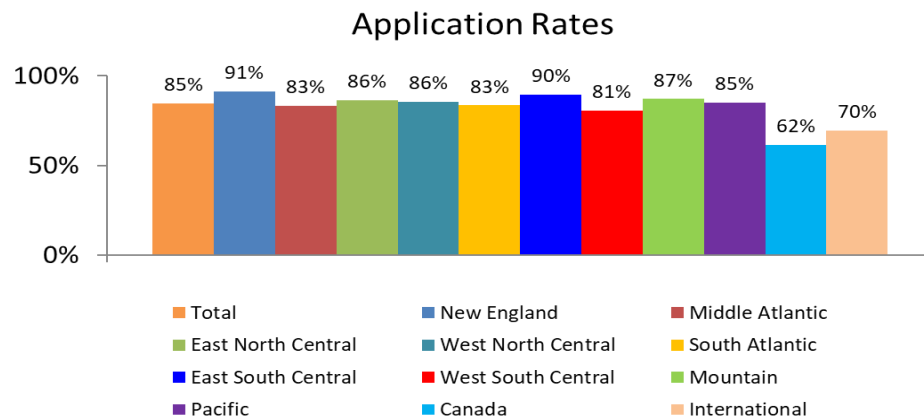
Of those organizations that submitted grant applications, 74% of all respondents received at least one grant award, whereas 82% of GS respondents received at least one grant award. GS organizational award frequency varied slightly by US Regional Division, ranging from 77% in the Middle Atlantic USRD to 93% in the New England USRD. Canadian GS organizations reported a 69% award rate, while International GS organizations reported a 52% award rate.

Awards Won

82% 93% 77% 85% 88% 79% 84% 81% 81% 83% 69% 52%

■ 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 GS 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	81%	88%	77%	83%	86%	79%
Community Foundation Grants	69%	77%	64%	76%	72%	64%
Corporate Grants	60%	54%	59%	62%	62%	57%
Corporate Gifts	32%	23%	31%	30%	32%	33%
Federal Grants	35%	37%	38%	33%	43%	36%
State Grants	46%	44%	54%	48%	61%	46%
Local Government Grants	39%	36%	42%	32%	47%	40%
Other Grant Sources	11%	9%	11%	10%	10%	13%

Funding Sources	East South Central	West South Central	Mountain	Pacific	Canada	International
Private Foundation Grants	79%	83%	77%	84%	67%	65%
Community Foundation Grants	67%	71%	71%	72%	67%	39%
Corporate Grants	64%	66%	60%	62%	33%	30%
Corporate Gifts	38%	36%	30%	35%	25%	4%
Federal Grants	41%	37%	34%	31%	50%	17%
State Grants	50%	45%	48%	35%	33%	22%
Local Government Grants	42%	37%	41%	43%	33%	26%
Other Grant Sources	6%	10%	10%	8%	25%	35%

- Compared to 81% of all GS respondents, New England USRD GS organizations (88%) reported the highest rate of funding from private foundations. Middle Atlantic and Mountain USRDs (each 77%), Canadian (67%), and International (65%) GS organizations reported the lowest rates of funding from private foundations.

- New England USRD GS organizations (77%) reported the highest rate of funding from community foundations. Middle Atlantic USRD (64%), South Atlantic (64%), Canadian (67%), and International (39%) organizations reported the lowest rates of funding from community foundations, compared to 69% of all GS respondents.

- Compared to 60% of all GS respondents, West South Central USRD GS organizations (66%) reported the highest rate of funding from corporations. New England USRD (54%), Canadian (33%), and International (30%) GS organizations reported the lowest rates of funding from corporations.

- East South Central USRD GS organizations (38%) reported the highest rate of corporate gifts of products or services. New England USRD (23%) and International (4%) GS organizations reported the lowest rates of support from corporate gifts, compared to 32% of all GS respondents.

- Thirty-five percent of all GS respondents reported receiving Federal government funding. Of the geographic regions, the highest rate of Federal government funding was reported by Canadian GS organizations (50%), whereas the lowest rates were reported by Pacific USRDs (31%) and International (17%) GS organizations.

- West North Central USRD GS organizations (61%) reported the highest rate of funding from state/provincial government. Pacific USRD (35%), Canadian (33%), and International (22%) GS organizations reported the lowest rates of funding from state/provincial government, compared to 46% of all GS respondents.

- Thirty-nine percent of all GS respondents reported receiving local government funding. Of the geographic regions, the highest rates of local government funding were reported by West North Central USRD GS organizations (47%), whereas the lowest rates were reported by East North Central USRD (32%) and International (26%) GS organizations.

- International GS 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). East South Central (6%) and Pacific (8%) USRD GS organizations reported the lowest rate of funding from "other" sources, compared to 11% 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

Values: Total 43%, New England 41%, Middle Atlantic 48%, East North Central 40%, West North Central 54%, South Atlantic 43%, East South Central 46%, West South Central 41%, Mountain 45%, Pacific 39%, Canada 33%, International 28%

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 GS 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 GS 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	41%	51%	33%	38%	38%	38%
Community Foundation Grants	8%	10%	8%	11%	2%	11%
Corporate Grants	11%	12%	9%	15%	9%	11%
Federal Grants	14%	11%	12%	16%	19%	18%
State Grants	13%	7%	24%	11%	21%	10%
Local Government Grants	8%	5%	12%	6%	7%	7%
Other Grant Sources	5%	5%	3%	4%	3%	5%

Largest Source of Total Funding	East South Central	West South Central	Mountain	Pacific	Canada	International
Private Foundation Grants	54%	44%	39%	45%	11%	73%
Community Foundation Grants	5%	9%	8%	8%	11%	0%
Corporate Grants	7%	3%	9%	13%	11%	0%
Federal Grants	21%	15%	13%	12%	22%	0%
State Grants	9%	18%	20%	5%	33%	0%
Local Government Grants	2%	6%	6%	11%	11%	7%
Other Grant Sources	2%	4%	4%	6%	0%	20%

- Forty-one percent of all GS respondents reported private foundations as the largest total funding source. Of the geographic regions, International GS organizations (73%) most frequently reported private foundations as the largest source of total funding, whereas the lowest rates were reported by Middle Atlantic USRD (33%) and Canadian (11%) GS organizations.

- Community foundations were most frequently reported as the largest source of total funding by East North Central USRD, South Atlantic USRD, and Canadian GS organizations (each 11%). West North Central USRD organizations (2%) least frequently reported community foundations as the largest total funding source, compared to 8% of all GS respondents. No International GS organizations reported community foundations as the largest source of total funding.

- Compared to 11% of all GS respondents, East North Central USRD GS organizations (15%) most frequently reported corporations as the largest source of total funding. West South Central USRD GS organizations (3%) least frequently reported corporations as the largest total funding source. No International GS organizations reported corporations as the largest source of total funding.

- Fourteen percent of all GS respondents reported the Federal government as the largest total funding source. Of the geographic regions, Canadian GS organizations (22%) most frequently reported the Federal government as the largest source of total funding. The lowest rates

were reported by New England USRD organizations (11%). No International GS organizations reported the Federal government as the largest source of total funding.

- Canadian GS organizations (33%) most frequently reported state government as the largest source of total funding. Pacific USRD GS organizations (5%) least frequently reported state government as the largest total funding source, compared to 13% of all GS respondents. No International GS organizations reported state government as the largest source of total funding.

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

- International GS organizations (20%) 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. East South Central USRD GS organizations (2%) least frequently reported "other" sources as the largest total funding source, compared to 5% of all GS respondents. No Canadian GS organizations reported "other" sources as the largest source of total funding.

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 GS organizations.


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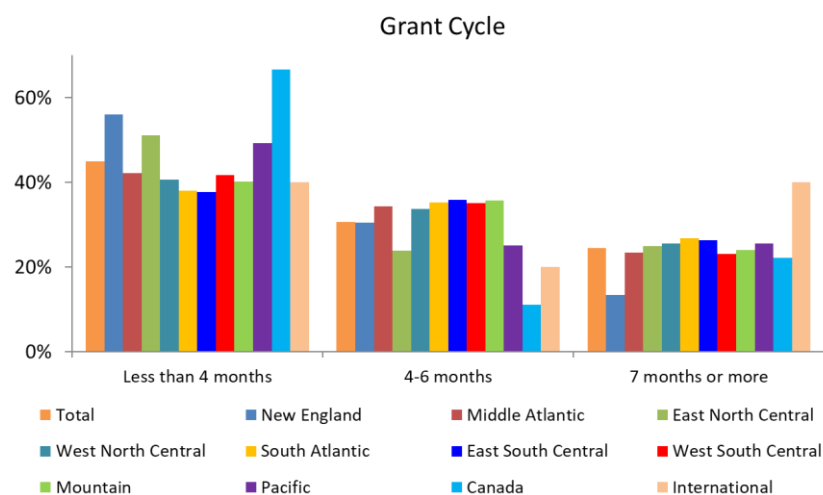
Once an award decision had been determined, funders generally released the award monies quickly, often in four or fewer months. Delayed receipt of award monies, taking seven months or more, was most frequently reported by Canadian and International GS organizations.

Award Cycle
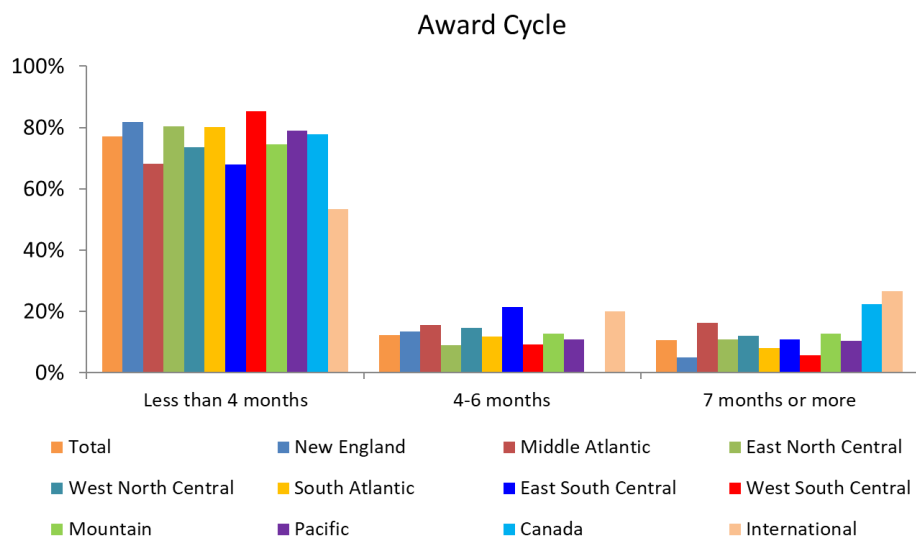
LARGEST AWARD SUPPORT TYPE

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

Largest Award Support Type
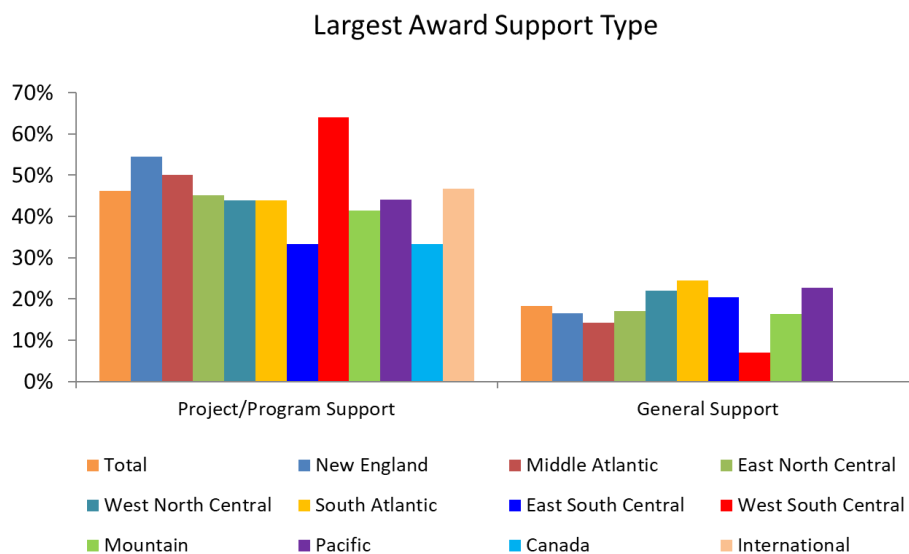
Few GS organizations reported receiving any other support type at rate of 10% or more. The exceptions were capacity building funds for East South Central USRD (11%) and Canadian (22%) GS organizations and other funding sources for East South Central USRD GS organizations (13%).

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	40%	51%	33%	36%	38%	35%
Community Foundation Grants	9%	9%	6%	13%	5%	12%
Corporate Grants	12%	15%	11%	15%	5%	12%
Federal Grants	14%	11%	11%	15%	19%	16%
State Grants	14%	6%	22%	12%	24%	15%
Local Government Grants	7%	3%	15%	5%	6%	7%
Other Grant Sources	5%	5%	3%	4%	5%	3%

| Largest Individual Award Source	East South Central	West South Central	Mountain	Pacific	Canada	International
Private Foundation Grants	53%	37%	38%	45%	11%	73%
Community Foundation Grants	7%	9%	8%	8%	22%	7%
Corporate Grants	9%	9%	10%	14%	11%	0%
Federal Grants	22%	17%	14%	10%	11%	0%
State Grants	4%	19%	20%	6%	33%	0%
Local Government Grants	2%	6%	6%	9%	11%	7%
Other Grant Sources	4%	3%	4%	7%	0%	13%

- Forty percent of all GS respondents reported private foundations as the largest individual award source. Of the geographic regions, East South Central GS organizations (53%) most frequently reported private foundations as the largest individual award source. The lowest rates were reported by Middle Atlantic USRD (33%) and Canadian (11%) GS organizations.

- Canadian GS organizations (22%) most frequently reported community foundations as the largest individual award source. West North Central USRD GS organizations (5%) least

frequently reported community foundations as the largest individual award source, compared to 9% of all GS respondents.

- Compared to 12% of all GS respondents, New England and East North Central USRD GS organizations (each 15%) most frequently reported corporations as the largest individual award source. West North Central USRD GS organizations (5%) least frequently reported corporations as the largest individual award source. No International GS organizations reported corporations as the largest source of total funding.

- Fourteen percent of all GS respondents reported the Federal government as the largest individual award source. Of the geographic regions, East South Central USRD GS organizations (22%) most frequently reported the Federal government as the largest individual award source. The lowest rate was reported by Pacific USRD organizations (10%). No International GS organizations reported the Federal government as the largest source of total funding.

- Canadian GS organizations (33%) most frequently reported state government as the largest individual award source. East South Central USRD GS organizations (4%) least frequently reported state government as the largest individual award source, compared to 14% of all respondents. No International GS organizations reported state government as the largest award source.

- Seven percent of all respondents reported local government as the largest individual award source. Of the geographic regions, Middle Atlantic USRD GS organizations (15%) most frequently reported local government as the largest individual award source, whereas the lowest rate was reported by East South Central USRD organizations (2%).

- International (13%) GS 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. Middle Atlantic, South Atlantic, and West South Central USRD GS organizations (each 3%) least frequently reported "other" sources as the largest individual award source, compared to 5% of all respondents. No Canadian GS organizations reported "other" sources as the largest individual award source.

LARGEST AWARD BENCHMARKS

The median largest award varied by region. The median largest award size ranged from $25,000 for East South Central USRD GS organizations to $89,500 for West North Central USRD GS organizations.

Median Largest Award Size
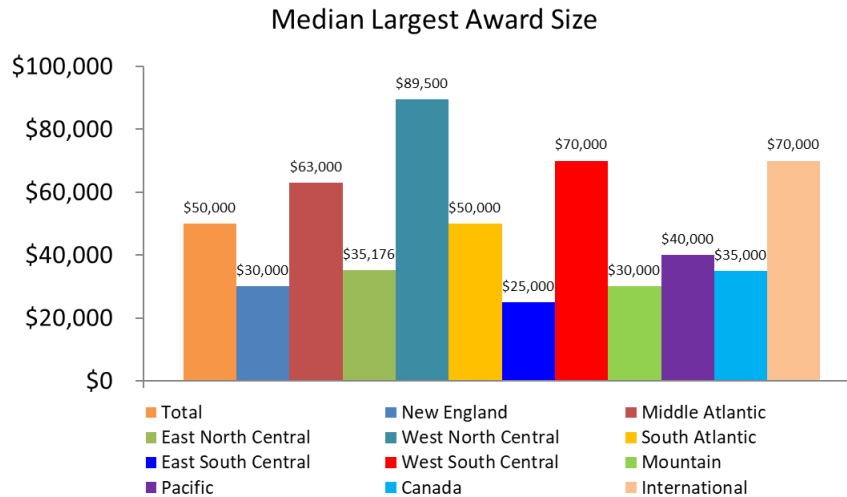
The following chart shows the largest individual award for GS organizations by geographic region, including the median and average figures and the lowest and highest reported award amounts. Compared to all respondents, GS respondents reported a higher or equivalent median largest award in all regions.

Largest Indivdual Award	Total	New England	Middle Atlantic	East North Central	West North Central	South Atlantic
Lowest $	$50	$1,000	$250	$500	$500	$250
Highest $	$140,000,000	$10,000,000	$11,000,000	$4,100,000	$12,000,000	$30,000,000
Median $	$50,000	$30,000	$63,000	$35,176	$89,500	$50,000
Average $	$532,529	$370,895	$354,190	$170,964	$571,555	$524,975

Largest Indivdual Award	East South Central	West South Central	Mountain	Pacific	Canada	International
Lowest $	$1,000	$40	$50	$500	$15,000	$1,500
Highest $	$5,000,000	$12,157,121	$140,000,000	$15,000,000	$435,000	$500,000
Median $	$25,000	$70,000	$30,000	$40,000	$35,000	$70,000
Average $	$309,635	$564,919	$2,004,426	$322,614	$84,094	$129,872

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-eight percent of GS organizations with budgets of $25,000,000 or more participated in collaborative grantseeking in the last six months of 2017, whereas only 17% of GS respondents with budgets under $100,000 participated in collaborative grantseeking during this period.

Collaborative Applications
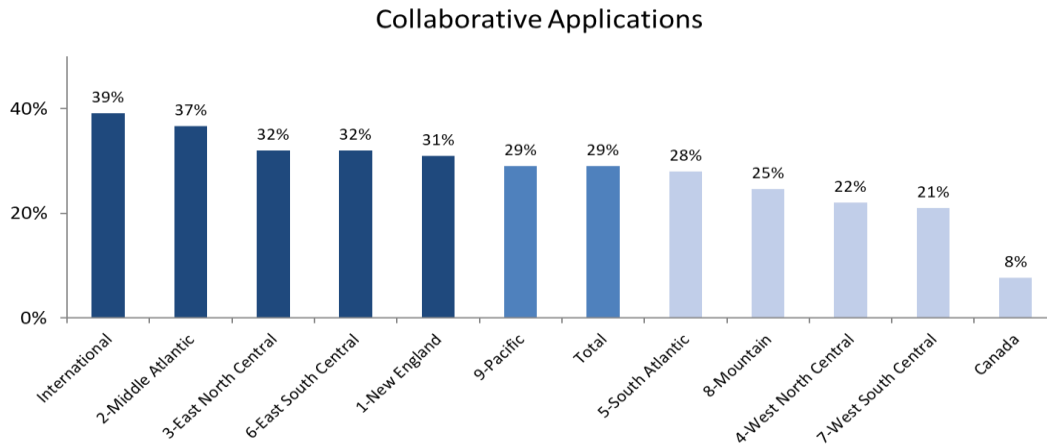
Geographic region appeared to have an impact on collaborative activities beyond budget size. International GS organizations, with a comparatively lower median annual budget of $250,000, reported a comparatively higher rate of collaborative grantseeking (39%). New England USRD GS organizations also reported comparatively higher rates of collaborative grantseeking (31%) in relation to a lower median annual budget size ($600,000). Conversely, GS organizations in the West North Central USRD (22%) reported comparatively lower rates of collaborative grantseeking in relation to a larger median annual budget size ($1,355,507).

Mission Focus	Median Budget	Collaborative Application	Collaborative Grant Won
Total	$812,500	29%	32%
1-New England	$600,000	31%	40%
2-Middle Atlantic	$1,000,000	37%	29%
3-East North Central	$812,500	32%	38%
4-West North Central	$1,355,507	22%	20%
5-South Atlantic	$900,000	28%	33%
6-East South Central	$985,582	32%	44%
7-West South Central	$983,000	21%	25%
8-Mountain	$526,240	25%	25%
9-Pacific	$637,000	29%	35%
Canada	$400,000	8%	14%
International	$250,000	39%	28%

INDIRECT/ADMINISTRATIVE COSTS AND FUNDING

Sixty-eight percent of all GS 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 43% of International GS organizations to 76% of Pacific USRD GS organizations.

Indirect/Admin. Cost Budget %	Total	New England	Middle Atlantic	East North Central	West North Central	South Atlantic
0-10%	33%	34%	32%	26%	22%	35%
11-20%	35%	40%	39%	32%	38%	34%
21-30%	14%	10%	10%	18%	19%	15%
31-40%	5%	5%	5%	7%	4%	3%
41% or more	4%	3%	6%	6%	4%	4%
Unsure	9%	8%	9%	11%	13%	9%

Indirect/Admin. Cost Budget %	East South Central	West South Central	Mountain	Pacific	Canada	International
0-10%	36%	38%	42%	35%	31%	26%
11-20%	27%	31%	29%	41%	23%	17%
21-30%	16%	14%	9%	11%	23%	13%
31-40%	3%	7%	9%	4%	8%	13%
41% or more	4%	5%	2%	4%	8%	9%
Unsure	13%	4%	9%	5%	8%	22%

For 38% of all GS respondents, these costs were most frequently funded by individual donations. By geographic region, indirect/administrative costs funded by individual donations ranged from 25% of Canadian GS organizations to 41% of New England USRD GS organizations.

Indirect/Admin. Cost Funding Source	Total	New England	Middle Atlantic	East North Central	West North Central	South Atlantic
Foundation Grants	13%	11%	11%	11%	11%	11%
Government Grants	14%	15%	20%	13%	19%	14%
Fees for Services	18%	19%	18%	21%	20%	15%
Individual Donations	38%	41%	33%	40%	36%	37%
Other	17%	14%	18%	15%	13%	23%

Indirect/Admin. Cost Funding Source	East South Central	West South Central	Mountain	Pacific	Canada	International
Foundation Grants	12%	19%	13%	15%	0%	30%
Government Grants	15%	11%	17%	11%	17%	4%
Fees for Services	15%	15%	15%	20%	25%	13%
Individual Donations	32%	40%	37%	40%	25%	39%
Other	25%	16%	18%	14%	33%	13%

INDIRECT/ADMINISTRATIVE COST FUNDING LIMITATIONS

The percentage of indirect/administrative costs allowed by non-government funders was 10% or less of an award for 50% of all GS respondents. By geographic region, an allowance of 10% or less for these costs ranged from 27% of Canadian GS organizations to 54% of West North Central USRD GS organizations.

Indirect/Admin. Cost Funding Limitations	Total	New England	Middle Atlantic	East North Central	West North Central	South Atlantic
0%	9%	9%	7%	8%	12%	8%
1% - 10%	41%	38%	46%	39%	42%	43%
11% - 25%	21%	22%	18%	21%	20%	20%
26% or more	3%	3%	3%	2%	2%	2%
Unsure	26%	27%	27%	30%	25%	26%

Indirect/Admin. Cost Funding Limitations	East South Central	West South Central	Mountain	Pacific	Canada	International
0%	9%	6%	13%	9%	9%	4%
1% - 10%	39%	45%	41%	37%	18%	35%
11% - 25%	17%	25%	19%	25%	27%	39%
26% or more	2%	1%	4%	5%	9%	0%
Unsure	33%	23%	24%	24%	36%	22%

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 GS respondents (56%) reported staff reductions as the most frequent cost control technique. By geographic area, GS respondents reporting staff reductions ranged from 11% of International organizations to 75% of Middle Atlantic USRD organizations. All Canadian GS 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	20%	43%	8%	30%	9%	21%
Reduced organization hours	9%	29%	0%	20%	9%	4%
Reduced organization geographic scope	7%	0%	8%	5%	9%	4%
Reduced staff salaries	13%	0%	8%	10%	0%	25%
Reduced number of staff	56%	57%	75%	70%	64%	64%
Reduced staff hours	19%	57%	17%	25%	18%	14%
Increased reliance on volunteer labor	31%	43%	25%	15%	18%	29%
Buying groups/economy of scale	9%	0%	8%	5%	9%	14%
Space/location sharing	12%	0%	8%	15%	18%	14%

Indirect/Admin. Cost Controls	East South Central	West South Central	Mountain	Pacific	Canada	International
Reduced services/programs offered	15%	15%	27%	21%	0%	0%
Reduced organization hours	8%	8%	13%	0%	0%	11%
Reduced organization geographic scope	0%	8%	13%	8%	0%	22%
Reduced staff salaries	15%	8%	7%	21%	0%	11%
Reduced number of staff	69%	54%	47%	42%	0%	11%
Reduced staff hours	23%	8%	20%	17%	0%	11%
Increased reliance on volunteer labor	31%	15%	47%	42%	100%	56%
Buying groups/economy of scale	23%	8%	0%	13%	0%	0%
Space/location sharing	23%	15%	7%	8%	0%	0%

CHALLENGES TO GRANTSEEKING

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

Twenty percent of all GS respondents reported that grantseeking's greatest challenges stemmed from the lack of time and staff for grantseeking activities. By geographic area, GS respondents reporting a lack of time and/or staff as the greatest challenge ranged from 4% of International organizations to 31% of Canadian organizations.

Competition and varying funder practices and requirements (each 13%) add additional challenges to grantseeking. By geographic area, GS respondents reporting competition as the greatest challenge ranged from 4% of International organizations to 31% of Canadian organizations. GS respondents reporting funder practices and requirements as the greatest challenge ranged from 4% of International organizations to 17% of Pacific USRD organizations.

Challenges to Grantseeking	Total	New England	Middle Atlantic	East North Central	West North Central	South Atlantic
Competition	13%	16%	12%	12%	12%	11%
Reduced Funding	8%	10%	9%	8%	11%	9%
Economic Conditions	5%	2%	4%	4%	5%	7%
Funder Practices/Requirements	13%	13%	12%	14%	15%	11%
Internal Organizational Issues	5%	4%	3%	7%	5%	6%
Lack of Time and/or Staff	20%	20%	20%	23%	15%	19%
We Need a Grantwriter	6%	2%	10%	6%	5%	4%
Funder Relationship Building	9%	11%	8%	7%	5%	11%
Research, Finding Grants	12%	12%	8%	14%	20%	14%
Writing Grants	4%	6%	3%	3%	2%	5%
Other Challenges	5%	3%	10%	5%	6%	3%

Challenges to Grantseeking	East South Central	West South Central	Mountain	Pacific	Canada	International
Competition	9%	14%	17%	12%	31%	4%
Reduced Funding	3%	11%	7%	5%	0%	17%
Economic Conditions	9%	7%	6%	6%	8%	0%
Funder Practices/Requirements	6%	16%	13%	17%	8%	4%
Internal Organizational Issues	8%	7%	5%	3%	0%	4%
Lack of Time and/or Staff	24%	19%	17%	21%	31%	4%
We Need a Grantwriter	8%	3%	8%	8%	8%	17%
Funder Relationship Building	14%	5%	12%	11%	0%	22%
Research, Finding Grants	12%	8%	8%	11%	8%	22%
Writing Grants	5%	5%	3%	2%	8%	4%
Other Challenges	3%	4%	5%	5%	0%	0%

GS 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 (6% of respondents) is comprised of the states of Connecticut, Maine, Massachusetts, New Hampshire, Rhode Island, and Vermont. Fifty percent of GS respondents from New England organizations were directly associated with their organizations at an executive level, and 91% of GS respondents represented nonprofit organizations. Of GS respondents from educational institutions, 67% represented colleges or universities. The majority of New England GS respondent organizations relied on staff members (72%) to fill the role of primary grantseeker. Thirty-three percent of New England GS organizations employed one to five people, while 24% employed six to 25 people. Sixty 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 41% of GS respondents, whereas 19% reported budgets under $100,000. The median annual budget was $600,000. Most New England GS organizations were between 11 and 50 years old (57%). Thirty-seven percent of New England GS organizations were located in a mix of service area types (rural, suburban, and urban) and 26% were located in suburban service areas; the most frequent geographic service reach was multi-city/town (22%) or one state (22%). The most frequently reported mission focuses for New England GS organizations were Human Services (18%), Art, Culture, and Humanities (11%), and Education (15%). Forty-six percent of these GS 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.

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. Sixty-three percent of Middle Atlantic GS respondents were directly associated with their organizations at an executive level, and 90% represented nonprofit organizations. Of GS respondents from educational institutions, 67% represented colleges or universities. The majority of Middle Atlantic GS respondent organizations relied on staff members (70%) to fill the role of primary grantseeker. Twenty percent of Middle Atlantic GS organizations employed one to five people, while 23% were staffed by six to 25 people, and 12% employed over 200 people. Thirty-six 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 GS respondents, and 21% reported budgets under $100,000. The median annual budget was $1,000,000. Most Middle Atlantic GS organizations were between 26 and 50 years old (30%), 51 and 100 years old (15%), or over 100 years old (11%). Forty-three percent of Middle Atlantic GS 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-county (30%) or one county (15%). The most frequently reported mission focuses for Middle Atlantic GS organizations were Human Services (33%), Education and Educational Institutions (13%), and Art, Culture, and Humanities (9%). Fifty-five percent of these GS 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 NORTH CENTRAL REGIONAL DIVISION

The East North Central US Regional Division (14% of respondents) is comprised of the states of Illinois, Indiana, Michigan, Ohio, and Wisconsin. Fifty-seven percent of East North Central GS respondents were directly associated with their organizations at an executive level, and 86% of GS respondents represented nonprofit organizations. Of GS respondents from educational institutions, 67% represented colleges or universities. The majority of East North Central GS respondent organizations relied on staff members (76%) to fill the role of primary grantseeker. Twenty-five percent of East North Central GS organizations employed one to five people, while 27% employed six to 25 people, and 8% were staffed by 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 44% of GS respondents, while 19% reported budgets under $100,000. The median annual budget was $812,500. Most East North Central GS organizations were between 26 and 50 years old (30%), 11 and 25 years old (20%), or 51 and 100 years old (17%). Forty-two percent of East North Central GS organizations were located in a mix of service area types (rural, suburban, and urban) and 27% were located in urban service areas; the most frequent geographic service reach was multi-county (36%) or multi-state (12%). The most frequently reported mission focuses for East North Central GS organizations were Human Services (23%), Education and Educational Institutions (12%), and Youth Development (12%). Forty-nine percent of these GS 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 (8% of respondents) is comprised of the states of Iowa, Kansas, Minnesota, Missouri, Nebraska, North Dakota, and South Dakota. Thirty-eight percent of West North Central GS respondents were directly associated with their organizations at an executive level, and 88% of respondents represented nonprofit organizations. Of GS respondents from educational institutions, 83% represented colleges or universities. The majority of West North Central GS respondent organizations relied on staff members (77%) to fill the role of primary grantseeker. Twenty-three percent of West North Central GS organizations employed one to five people, while 18% were staffed by 26 to 75 people, and 13% employed over 200 people. Thirty-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 54% of GS respondents, whereas 9% reported budgets under $100,000. The median annual budget was $1,355,507. Most West North Central GS organizations were between 26 and 50 years old (31%), 51 to 100 years old (22%), or over 100 years old (14%). Forty-five percent of West North Central GS organizations were located in a mix of service area types (rural, suburban, and urban) and 27% were located in urban service areas; the most frequent geographic service reach was multi-county (33%) or multi-state (21%). The most frequently reported mission focuses for West North Central GS organizations were Human Services (32%), Education and Educational Institutions (17%), and Art, Culture, and Humanities (16%). Forty-nine percent of these GS 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.

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-four percent of South Atlantic GS respondents were directly associated with their organizations at an executive level, and 88% of GS respondents represented nonprofit organizations. Of GS respondents from educational institutions, 80% represented colleges or universities. The majority of South Atlantic GS respondent organizations relied on staff members (73%) to fill the role of primary grantseeker. Twenty-seven percent of South Atlantic GS organizations employed one to five people, while 10% were staffed by six to 25 people, and 12% 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 43% of GS respondents, whereas 19% reported budgets under $100,000. The median annual budget was $900,000. Most South Atlantic GS organizations were 11 to 25 years old (23%), 26 to 50 years old (31%), or 51 to 100 years old (15%). Forty-three percent of South Atlantic GS 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 (30%) or one-county (30%). The most frequently reported mission focuses for South Atlantic GS organizations were Human Services (23%), Art, Culture, and Humanities (13%), and Youth Development (11%). Fifty-five percent of these GS organizations reported a service population comprised of more than 50% individuals/families at or below the poverty level, whereas 7% said poverty level was not applicable to their mission.

EAST SOUTH CENTRAL REGIONAL DIVISION

The East South Central US Regional Division (5% of respondents) is comprised of the states of Alabama, Kentucky, Mississippi, and Tennessee. Thirty-seven percent of East South Central GS respondents were directly associated with their organizations at an executive level, and 82% of GS respondents represented nonprofit organizations. Of GS respondents from educational institutions, 25% represented colleges or universities. The majority of East South Central GS respondent organizations relied on staff members (79%) to fill the role of primary grantseeker. Twenty-eight percent of East South Central GS organizations employed one to five people, while 21% were staffed by six to 25 people, and 11% employed over 200 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 44% of GS respondents, whereas 17% reported budgets under $100,000. The median annual budget was $985,582. Most East South Central GS organizations were between 11 and 25 years old (24%), between 26 and 50 years old (28%), or six to ten years old (13%). Forty-five percent of East South Central GS 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-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 (23%), Human Services (29%), and Art, Culture, and Humanities (15%). Fifty-five percent of these GS 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. Sixty-three percent of West South Central GS respondents were directly associated with their organizations at an executive level, and 90% of GS respondents represented nonprofit organizations. Of GS respondents from educational institutions, 75% represented colleges or universities. The majority of West North Central GS respondent organizations relied on staff members (80%) to fill the role of primary grantseeker. Forty percent of West South Central organizations employed one to five people, while 16% were staffed by six to 25 people, and 7% employed over 200 people. 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 42% of respondents, whereas 15% reported budgets under $100,000. The median annual budget was $983,000. Most West South Central GS organizations were 11 to 25 years old (22%), 26 to 50 years old (30%), or 51 to 100 years old (18%). Thirty-four percent of West South Central GS organizations were located in urban service areas and 49% 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 county (26%). The most frequently reported mission focuses for West South Central GS organizations were Human Services (34%), Education and Educational Institutions (14%), and Art, Culture, and Humanities (10%). Fifty-five percent of these GS 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.

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 GS respondents were directly associated with their organizations at an executive level, and 87% of GS respondents represented nonprofit organizations. Of GS respondents from educational institutions, 50% represented colleges or universities. The majority of Mountain GS respondent organizations relied on staff members (70%) to fill the role of primary grantseeker. Twenty-seven percent of Mountain GS organizations employed one to five people, while 15% were staffed by six to 25 people, and 8% 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 37% of GS respondents, whereas 25% reported budgets under $100,000. The median annual budget was $526,240. Most Mountain GS organizations were between 11 and 25 years old (23%), or between 26 and 50 years old (31%). Forty-nine percent of Mountain GS 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 (20%). The most frequently reported mission focuses for Mountain GS organizations were Human Services (27%), Education and Educational Institutions (12%), and Art, Culture, and Humanities (9%). Forty-nine percent of these GS organizations reported a service population comprised of more than 50% individuals/families at or below the poverty level, whereas 14% said poverty level was not applicable to their mission.

PACIFIC REGIONAL DIVISION

The Pacific US Regional Division (18% of respondents) is comprised of the states of Alaska, California, Hawaii, Oregon, and Washington. Fifty-nine percent of Pacific GS respondents were directly associated with their organizations at an executive level, and 91% of respondents represented nonprofit organizations. Of GS respondents from educational institutions, 60% represented colleges or universities. The majority of Pacific GS respondent organizations relied on staff members (66%) to fill the role of primary grantseeker. Thirty percent of Pacific GS organizations employed one to five people, while 24% were staffed by six to 25 people, and 9% employed over 200 people. Thirty-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 43% of GS respondents, whereas 17% reported budgets under $100,000. The median annual budget was $637,000. Most Pacific GS organizations were 11 to 25 years old (29%), 26 to 50 years old (29%), or 51 to 100 years old (15%). Forty-four percent of Pacific GS 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 (25%) or one county (17%). The most frequently reported mission focuses for Pacific GS organizations were Human Services (21%), Education and Educational Institutions (13%), and Art, Culture, and Humanities (12%). Forty-nine percent of these GS organizations reported a service population comprised of more than 50% individuals/families at or below the poverty level, whereas 8% 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. Sixty-nine percent of Canadian GS respondents were directly associated with their organizations at an executive level, and 100% of GS respondents represented nonprofit organizations. The majority of Canadian GS respondent organizations relied on staff members (54%) to fill the role of primary grantseeker. Thirty-nine percent of Canadian GS organizations employed one to five people, while 23% were staffed by all volunteers. Sixty-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 15% of GS respondents, and 15% reported budgets under $100,000. The median annual budget was $400,000. Most Canadian GS organizations were between 11 and 25 years old (31%), or between 26 and 50 years old (54%). Fifty-four percent of Canadian GS organizations were located in a mix of service area types (rural, suburban, and urban) and 23% were located in urban service areas; the most frequent geographic service reach was international (23%). The most frequently reported mission focuses for Canadian GS organizations were Youth Development (31%) and Healthcare (15%). Forty-six percent of these GS organizations reported a service population comprised of more than 50% individuals/families at or below the poverty level, whereas 8% 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. Sixty-one percent of International GS respondents were directly associated with their organizations at an executive level, and 91% of GS respondents represented nonprofit organizations. Forty-seven percent of International GS respondent organizations relied on staff members to fill the role of primary grantseeker, while 26% relied on board members. Nineteen percent of International GS organizations employed one to five people, while 24% employed six to 25 people, and 10% were staffed by over 200 people. Thirteen 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 17% of GS respondents, whereas 30% reported budgets under $100,000. The median annual budget was $250,000. Most International GS organizations were between one and ten years old (30%) or 11 to 25 years old (39%). Forty-four percent of International GS organizations were located in a mix of service area types (rural, suburban, and urban) and 39% were located in rural service areas; the most frequent geographic service reach was national (35%) or international (22%). The most frequently reported mission focuses for International GS organizations were Community Improvement (30%) and Human Services (13%). Sixty-four percent of these GS 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.

GS MEMBER DEMOGRAPHICS

ORGANIZATIONAL AFFILIATION

Of GS respondents, 91% were directly associated with the organizations they represented as executives (55%), employees (27%), board members (6%), or volunteers (3%). Consultants (7%) and government employees (2%) comprised the remaining 9% of respondents.

TYPE OF ORGANIZATION

Most GS respondents (97%) represented nonprofit organizations (89%), educational institutions (5%), or government entities and tribal organizations (3%). The remainder (3%) included businesses and consultants. Among respondents from educational institutions, 37% represented K-12 schools and 63% represented two- or four-year colleges and universities.

ORGANIZATIONAL AGE

GS organizations ten years of age or under comprised 24% of respondents. Organizational ages from 11 to 25 years old were reported by 23% of GS respondents, while 30% reported organizational ages of 26 to 50 years. Organizations from 51 to 100 years of age comprised 15% of GS respondents, and 8% of GS respondents were from organizations over 100 years old.

ANNUAL BUDGET

GS respondent organizations reported the following annual budgets: less than $100,000 (19%), between $100,000 and $499,999 (25%), between $500,000 and $999,999 (13%), between $1 million and $4,999,999 (21%), between $5 million and $9,999,999 (7%), between $10 million and $24,999,999 (6%), and $25 million and over (9%). The median annual budget of GS respondent organizations was $812,500.

STAFF SIZE

All volunteer organizations comprised 11% of GS respondents. Less than one full-time equivalent employee was reported by 7% of GS respondents. One to five people were employed by 28% of GS respondent organizations. Twenty-four percent of GS organizations employed six to 25 people, while 12% employed 26 to 75 people. Eight percent of GS respondent organizations employed 76 to 200 people, and 10% 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 GS respondents, less than 10% of their organization was comprised of persons of color. GS organizations reporting 11% to 50% persons of color comprised 31% of respondents, and 17% of GS respondents were from organizations with 51% or more persons of color on their staff, management, or board. This question was not applicable for 11% of GS respondents.

PRIMARY GRANTSEEKER

Most GS respondent organizations relied on staff members (72%) to fill the role of primary grantseeker. Board members (9%), volunteers (6%), and contract grantwriters (9%) were also cited as the primary grantseeker. Four percent of GS respondent organizations were not engaged with active grantseekers.

LOCATION

Within the United States, GS respondents came from all 50 states, the District of Columbia, and three territories. In addition, GS respondents from four Canadian provinces participated, and 23 GS 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 GS respondents. Eighteen percent of GS organizations 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 GS respondents. In addition, 44% of GS organizations 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 10% of GS respondents, while organizations with a national geographic reach comprised 9%. Multi-state organizational reach was reported by 11% of GS respondents, and 12% reported an individual-state reach. A multi-county reach was reported by 27% of GS organizations, while a one-county reach was reported by 15%. Eight percent of GS respondents reported a multi-city organizational reach, while 7% reported a geographic reach within an individual city. In addition, 2% of GS organizations 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 35% of GS respondents, while 17% 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 GS organizations. Service to those in poverty at a rate of 11%

to 25% was reported by 14% of GS respondents, while 9% reported a service rate of 10% or less to those in poverty. This question was not applicable for 10% of GS organizations.

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.](mailto: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.

www.altum.com

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.

Need tech on a nonprofit budget?

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.

Interested in in-depth training tailored to nonprofits and public libraries?

TechSoup offers a range of options from free webinars to TechSoup Courses tackling nonprofits' most pressing tech questions. Sign up for expert-led tech training at https://techsoup.course.tc/.

Want to chat in person?

Our free NetSquared events connect nonprofits, tech experts, and community leaders. They offer a supportive community, hands-on learning, and networking for everybody who wants to use technology for social good. Find a free event near you at www.netsquared.org.