

Mission Focus

GrantStation Members Results

The Spring 2018 State of Grantseeking™ Report



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INTRODUCTION

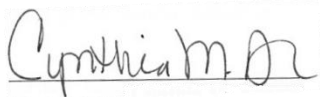
As a leader in the nonprofit sector, part of your job is to know about the latest trends and to apply lessons learned by others to the strategic development of your organization. We are here to help you do just that.

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". The signature is written in a cursive, flowing style. The first name "Cynthia" is written in a larger, more prominent script, followed by "M." and "Adams" in a slightly smaller, more compact script.

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

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.

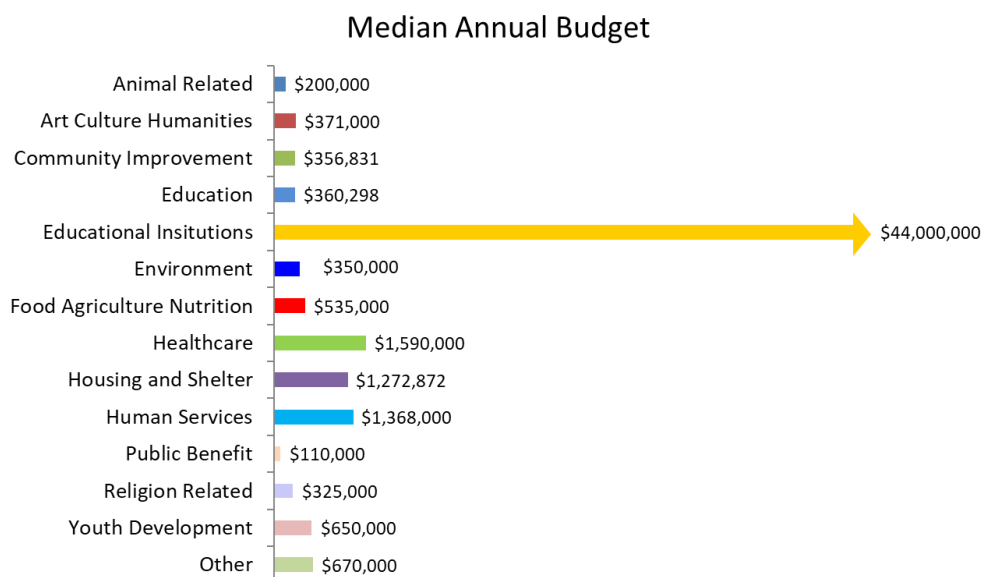
Of the 25 mission focus choices in the *Spring 2018 State of Grantseeking™ Survey*, which are based on the National Taxonomy of Exempt Entities Classification System, 14 comprised 89% of GS respondent organizations. For this report, we combined the remaining mission focuses (each of which had under 2% of our 1,382 GrantStation 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	3%
Art, Culture, and Humanities	11%
Community Improvement	6%
Education	8%
Educational Institutions	5%
Environment	4%
Food, Agriculture, and Nutrition	2%
Healthcare	7%
Housing and Shelter	3%
Human Services	25%
Public Benefit	2%
Religion Related	2%
Youth Development	9%
Other	11%

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 GS organizations ranged from \$110,000 for Public Benefit organizations to \$1,590,000 for Healthcare organizations. Educational Institutions were an outlier, reporting a median annual budget of \$44,000,000.



COMPARISON BY MISSION FOCUS

GRANT FUNDING BUDGET CONTRIBUTION

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

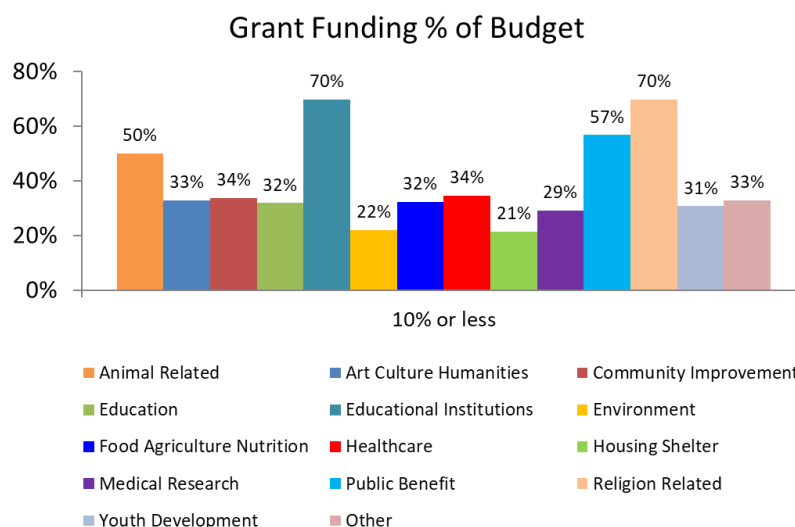
% of Budget	Animal Related	Art Culture Humanities	Community Improvement	Education	Educational Institutions	Environment	Food Agriculture Nutrition
10% or less	50%	33%	34%	32%	70%	22%	32%
11 - 25%	26%	35%	23%	19%	23%	25%	32%
26 - 50%	17%	17%	9%	22%	6%	16%	19%
51 - 75%	4%	8%	13%	12%	0%	18%	6%
Over 75%	2%	6%	21%	15%	2%	18%	10%

% of Budget	Healthcare	Housing Shelter	Human Services	Public Benefit	Religion Related	Youth Development	Other
10% or less	34%	21%	29%	57%	70%	31%	33%
11 - 25%	28%	23%	21%	20%	21%	19%	23%
26 - 50%	19%	28%	18%	3%	6%	23%	16%
51 - 75%	10%	21%	18%	3%	3%	13%	12%
Over 75%	9%	6%	14%	17%	0%	15%	16%

GS organizations that relied on grants to fund 50% or more of their annual budgets included Community Improvement organizations (34%), Environment organizations (36%), and Human Services organizations (32%)

The following chart, which illustrates the effect of mission focus on grant funding, shows the percentage of GS respondents that relied on grants to fund 10% or less of their annual budget.

Religion-Related organizations (70%), Educational Institutions (70%), and Public Benefit organizations (57%) were the mission types least likely to rely on grants.



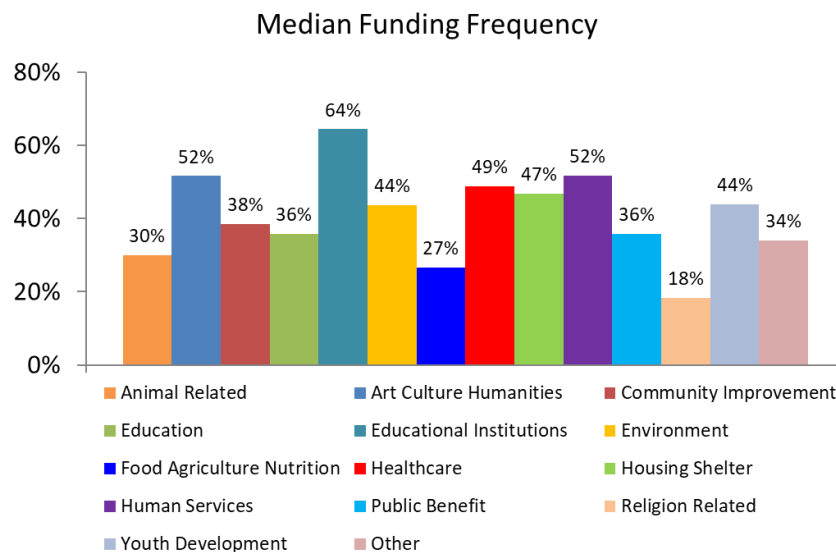
GRANT FUNDING SOURCES

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

Funding Sources	Animal Related	Art Culture Humanities	Community Improvement	Education	Educational Institutions	Environment	Food Agriculture Nutrition
Private Foundation Grants	78%	82%	65%	83%	89%	85%	73%
Community Foundation Grants	67%	74%	57%	63%	73%	62%	63%
Corporate Grants	53%	55%	45%	60%	71%	53%	67%
Corporate Gifts	44%	34%	27%	26%	38%	22%	27%
Federal Grants	7%	29%	37%	25%	68%	40%	23%
State Grants	16%	56%	38%	43%	61%	47%	27%
Local Government Grants	7%	49%	39%	28%	44%	24%	27%
Other Grant Sources	9%	8%	17%	10%	5%	5%	10%

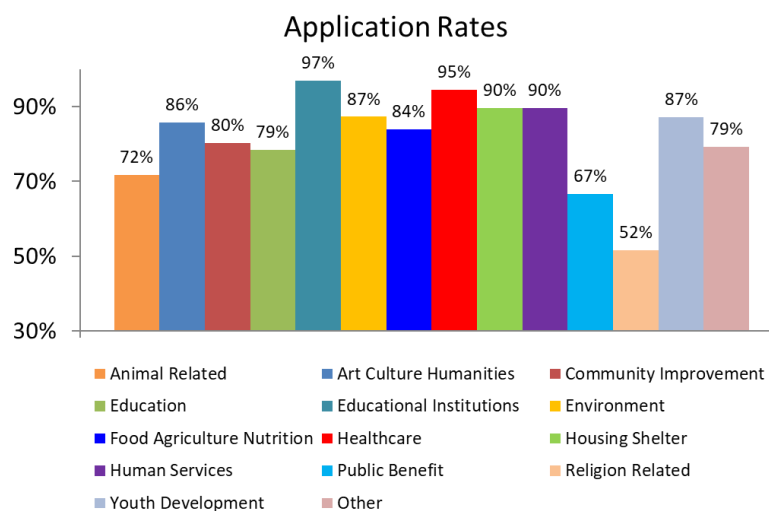
Funding Sources	Healthcare	Housing Shelter	Human Services	Public Benefit	Religion Related	Youth Development	Other
Private Foundation Grants	89%	94%	85%	61%	63%	85%	71%
Community Foundation Grants	78%	72%	78%	54%	47%	77%	55%
Corporate Grants	62%	89%	65%	32%	20%	76%	50%
Corporate Gifts	39%	40%	35%	18%	10%	35%	27%
Federal Grants	41%	38%	41%	39%	17%	32%	29%
State Grants	54%	38%	53%	46%	7%	40%	39%
Local Government Grants	43%	53%	50%	18%	0%	48%	23%
Other Grant Sources	8%	4%	10%	21%	30%	12%	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.



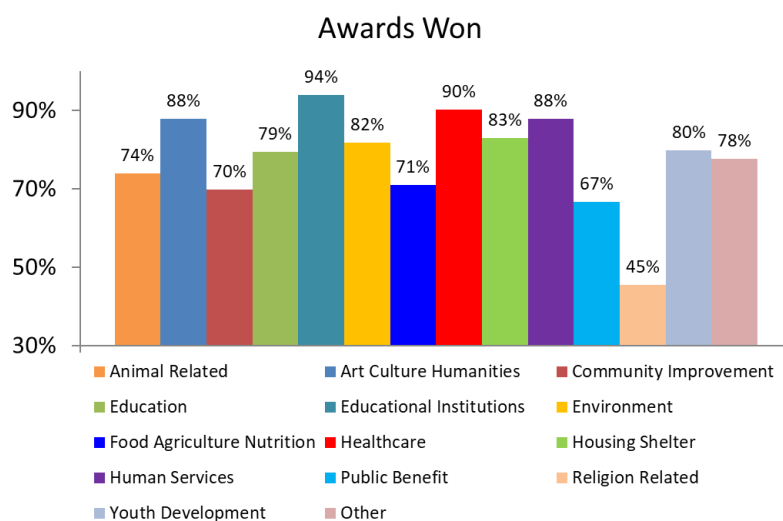
APPLICATION RATES AND GRANT AWARDS

Eighty-five percent of GS respondents to the Spring 2018 Report, compared to 77% of all respondents, submitted a grant application during the second half of 2017. GS application rates ranged from 52% for Religion-Related missions to 97% for Educational Institutions. Among all respondents, application rates ranged from 35% for Religion-Related missions to 86% for Educational Institutions and Human Services missions.



During the second half of 2017, 82% of GS respondents and 74% of all respondents who applied for at least one grant received at least one grant award. The rate of winning an award varied by mission focus. Of GS respondents, Religion-Related organizations reported the lowest rate (45%), while Educational Institutions reported the highest rate of winning at least one grant award (94%). Among

all respondents, Religion-Related organizations reported the lowest rate (37%), while Educational Institutions reported the highest rate of winning at least one grant award (84%).



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 the 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	Community Improvement	Education	Educational Institutions	Environment	Food Agriculture Nutrition
Private Foundation Grants	56%	47%	33%	47%	31%	53%	46%
Community Foundation Grants	12%	9%	11%	9%	5%	7%	4%
Corporate Grants	24%	11%	11%	13%	3%	4%	17%
Federal Grants	0%	4%	13%	8%	41%	20%	17%
State Grants	9%	12%	7%	12%	15%	13%	0%
Local Government Grants	0%	10%	13%	8%	0%	2%	8%
Other Grant Sources	0%	5%	11%	3%	5%	0%	8%

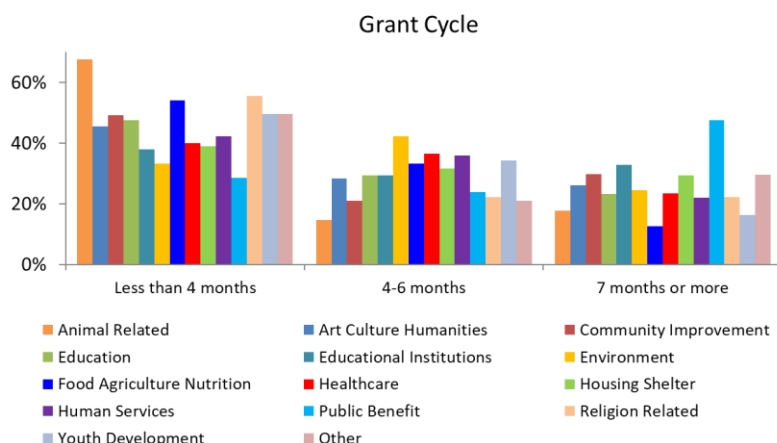
Largest Source of Total Funding	Healthcare	Housing Shelter	Human Services	Public Benefit	Religion Related	Youth Development	Other
Private Foundation Grants	43%	40%	38%	15%	56%	45%	41%
Community Foundation Grants	8%	9%	9%	20%	17%	6%	4%
Corporate Grants	9%	19%	8%	15%	6%	15%	13%
Federal Grants	20%	12%	17%	30%	0%	7%	13%
State Grants	16%	7%	16%	15%	6%	12%	13%
Local Government Grants	1%	12%	10%	0%	0%	10%	5%
Other Grant Sources	3%	2%	2%	5%	17%	5%	11%

- 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 and Religion-Related organizations (each 56%) most frequently reported private foundations as the largest source of total funding, while Public Benefit organizations (15%) 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 (20%), while Food, Agriculture, and Nutrition organizations and Other missions (each 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 Animal-Related organizations (24%). Educational Institutions (3%) 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%), while Art, Culture, and Humanities organizations (4%) least frequently reported the Federal government as the largest source of total funding. No Animal-Related organizations or Religion-Related organizations reported the Federal government as the largest total funding source.
- State government was most frequently reported as the largest source of total funding by Healthcare and Human Services organizations (each 16%), while Religion-Related organizations (6%) least frequently reported state government as the largest total funding source. No Food, Agriculture, and Nutrition organizations reported state government as the largest source of total funding.
- Local government was most frequently reported as the largest source of total funding by Community Improvement organizations (13%), while Healthcare organizations (1%) least frequently reported local government as the largest total funding source. No Animal-Related organizations, Educational Institutions, Public benefit organizations, 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 (17%). Housing and Shelter organizations (2%) and Human Services organizations (2%) least frequently reported “other” funding sources as the largest total funding source. No Animal-Related organizations or Environment organizations reported “other” funding sources as the largest total funding source.

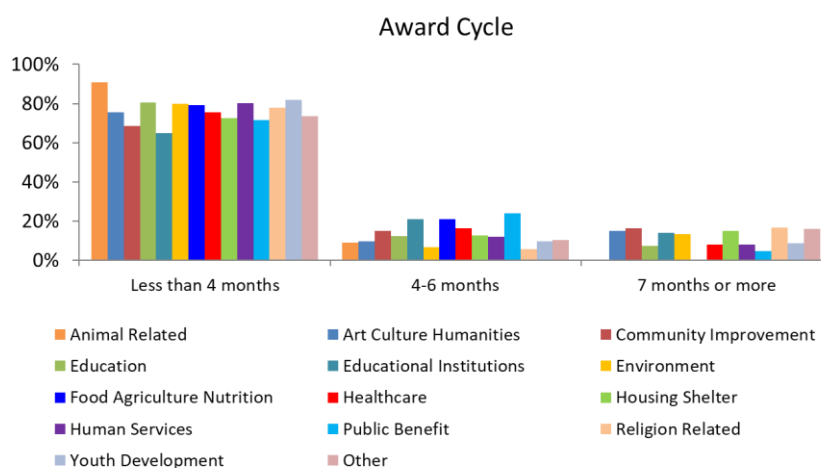
LARGEST INDIVIDUAL AWARDS

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 (68%). A longer grant cycle of seven months or more was reported most frequently by Public Benefit organizations (48%).

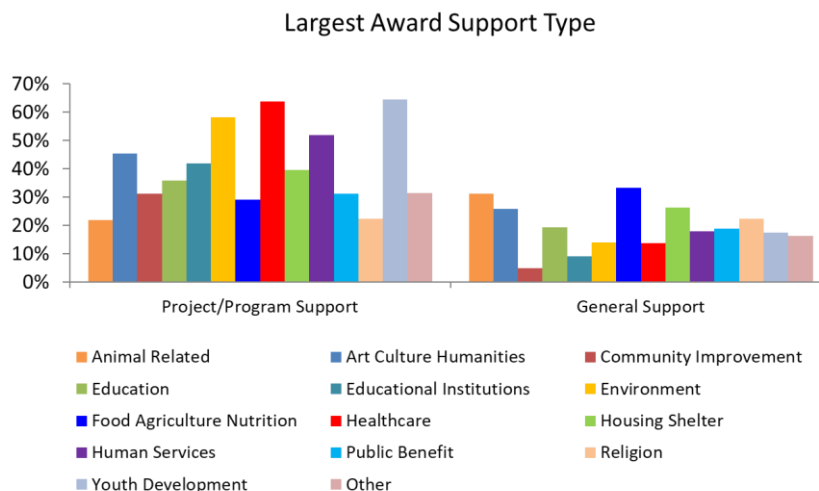


Once an award decision had been determined, funders generally released the award monies quickly. Receipt of award monies in less than four months was reported by most organizations, at rates ranging from 65% (Educational Institutions) to 91% (Animal-Related organizations). Delayed receipt of award monies, taking seven months or more, was reported most frequently by Religion-Related organizations (17%).



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 (21%) and Public Benefit organizations (19%), building funds for Housing and Shelter organizations (11%) and Public Benefit organizations (19%), equipment funds for Educational Institutions (11%), and other funding sources for Educational Institutions (13%) and Religion-Related organizations (11%).

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	Community Improvement	Education	Educational Institutions	Environment	Food Agriculture Nutrition
Private Foundation Grants	50%	41%	31%	47%	33%	46%	52%
Community Foundation Grants	18%	12%	19%	8%	3%	7%	4%
Corporate Grants	24%	11%	13%	17%	5%	11%	17%
Federal Grants	0%	5%	15%	8%	42%	24%	13%
State Grants	9%	16%	8%	8%	13%	11%	0%
Local Government Grants	0%	11%	8%	6%	0%	2%	9%
Other Grant Sources	0%	5%	6%	5%	3%	0%	4%

Largest Individual Award Source	Healthcare	Housing Shelter	Human Services	Public Benefit	Religion Related	Youth Development	Other
Private Foundation Grants	40%	29%	36%	29%	56%	46%	41%
Community Foundation Grants	3%	15%	10%	18%	17%	7%	3%
Corporate Grants	9%	20%	9%	6%	11%	13%	15%
Federal Grants	20%	12%	15%	29%	0%	5%	13%
State Grants	19%	10%	18%	6%	6%	14%	14%
Local Government Grants	3%	12%	9%	0%	0%	12%	2%
Other Grant Sources	6%	2%	3%	12%	11%	4%	12%

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 \$150,000 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	Community Improvement	Education	Educational Institutions	Environment	Food Agriculture Nutrition
Lowest \$	\$500	\$500	\$1,000	\$500	\$2,000	\$2,500	\$3,000
Highest \$	\$5,000,000	\$1,750,000	\$12,000,000	\$15,000,000	\$140,000,000	\$2,000,000	\$3,000,000
Median \$	\$5,000	\$15,000	\$75,000	\$30,000	\$150,000	\$47,000	\$30,000
Average \$	\$257,232	\$75,297	\$400,580	\$595,208	\$4,697,195	\$155,847	\$243,553

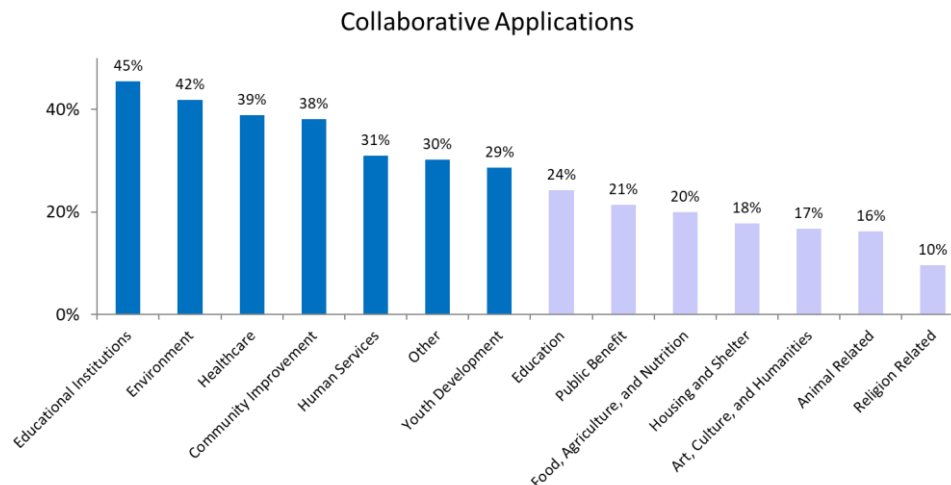
Median Largest Award	Healthcare	Housing Shelter	Human Services	Public Benefit	Religion Related	Youth Development	Other
Lowest \$	\$1,000	\$2,000	\$250	\$1,500	\$50	\$1,500	\$700
Highest \$	\$30,000,000	\$10,000,000	\$11,000,000	\$2,699,559	\$150,000	\$1,000,000	\$4,767,000
Median \$	\$80,000	\$57,000	\$60,000	\$62,500	\$20,000	\$40,000	\$75,000
Average \$	\$1,004,548	\$439,262	\$394,776	\$457,797	\$30,223	\$110,590	\$294,510

Compared to all respondents, GS respondents reported a higher median largest award in several mission categories, including: Community Improvement, Environment, Healthcare, Housing and Shelter, Human Services, Public Benefit, Religion Related, Youth Development, Other organizations, and Food, Agriculture, and Nutrition.

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-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. The mission focus with the largest budget size—Educational Institutions—had the highest rate of collaborative grant applications (45%).



Mission focus also appeared to have an impact on collaborative activities beyond budget size for GS organizations. Community Improvement organizations, with a comparatively lower median annual budget of \$356,831, reported a comparatively higher rate of collaborative grantseeking (38%). Environment organizations also reported comparatively higher rates of collaborative grantseeking (42%) in relationship to lower median annual budget sizes. Conversely, GS organizations focused on Housing and Shelter (18%) reported comparatively lower rates of collaborative grantseeking in relationship to larger median annual budget sizes.

Mission Focus	Median Budget	Collaborative Application	Collaborative Grant Won
Animal Related	\$200,000	16%	26%
Art, Culture, and Humanities	\$371,000	17%	20%
Community Improvement	\$356,831	38%	35%
Education	\$360,298	24%	31%
Educational Institutions	\$44,000,000	45%	39%
Environment	\$447,500	42%	36%
Food, Agriculture, and Nutrition	\$535,000	20%	31%
Healthcare	\$1,590,000	39%	52%
Housing and Shelter	\$1,272,872	18%	22%
Human Services	\$1,368,000	31%	35%
Public Benefit	\$110,000	21%	17%
Religion Related	\$325,000	10%	11%
Youth Development	\$650,000	29%	33%
Other	\$670,000	30%	26%

INDIRECT/ADMINISTRATIVE COSTS AND FUNDING

INDIRECT/ADMINISTRATIVE COSTS AS A PERCENTAGE OF BUDGET

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

Animal-Related organizations (81%) and Housing and Shelter organizations (80%) most frequently reported that indirect/administrative costs comprised 20% or less of their annual budgets.

Educational Institutions (39%) and Art, Culture, and Humanities organizations (56%) least frequently reported that indirect/administrative costs comprised 20% or less of their annual budgets.

Indirect/Admin. Cost Budget %	Animal Related	Art Culture Humanities	Community Improvement	Education	Educational Institutions	Environment	Food Agriculture Nutrition
0-10%	61%	27%	33%	34%	24%	34%	35%
11-20%	20%	29%	31%	30%	15%	40%	32%
21-30%	11%	24%	14%	13%	17%	13%	19%
31-40%	0%	6%	4%	3%	11%	8%	3%
41% or more	4%	5%	5%	7%	14%	2%	6%
Unsure	4%	8%	14%	12%	20%	4%	3%

Indirect/Admin. Cost Budget %	Healthcare	Housing Shelter	Human Services	Public Benefit	Religion Related	Youth Development	Other
0-10%	32%	24%	34%	43%	33%	28%	38%
11-20%	40%	56%	40%	27%	24%	42%	32%
21-30%	12%	9%	11%	7%	12%	16%	6%
31-40%	4%	4%	4%	7%	0%	7%	7%
41% or more	2%	0%	3%	7%	9%	1%	5%
Unsure	10%	7%	6%	10%	21%	6%	11%

INDIRECT/ADMINISTRATIVE COST FUNDING SOURCES

Individual donations (41%) were the most frequent source of indirect/administrative funding for GS organizations, 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 GS organizations except Educational Institutions, Healthcare organizations, and Public Benefit organizations.

Indirect/Admin. Cost Funding Source	Animal Related	Art Culture Humanities	Community Improvement	Education	Educational Institutions	Environment	Food Agriculture Nutrition
Foundation Grants	7%	14%	22%	21%	3%	13%	10%
Government Grants	0%	8%	15%	14%	34%	13%	17%
Fees for Services	20%	19%	19%	13%	33%	17%	13%
Individual Donations	58%	35%	27%	33%	6%	50%	47%
Other	16%	24%	17%	20%	23%	6%	13%

Indirect/Admin. Cost Funding Source	Healthcare	Housing Shelter	Human Services	Public Benefit	Religion Related	Youth Development	Other
Foundation Grants	10%	9%	12%	10%	3%	17%	16%
Government Grants	16%	4%	18%	17%	0%	13%	14%
Fees for Services	33%	13%	14%	10%	6%	17%	15%
Individual Donations	28%	49%	41%	24%	85%	38%	37%
Other	13%	24%	16%	38%	6%	15%	18%

INDIRECT/ADMINISTRATIVE COST FUNDING LIMITATIONS

GS Members reported that non-government funders will generally assist with indirect/administrative costs, although they limit the amount that they are willing to cover. Forty-one percent of GS respondents reported an allowance of 10% or less for these costs, and 21% reported an allowance of 11% to 25% for these costs. Nine percent of GS respondents reported that non-government funders would not cover indirect/administrative costs, while 26% were unsure of the coverage level. Only 3% of respondents reported that over 25% of these costs were paid by non-government funders.

Housing and Shelter organizations (7%) and Food, Agriculture, and Nutrition organizations (10%) most frequently reported that non-government funders allowed over 25% of an award for indirect/administrative costs.

Religion-Related organizations (50%) and Animal-Related organizations (42%) 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	Community Improvement	Education	Educational Institutions	Environment	Food Agriculture Nutrition
0%	27%	12%	7%	8%	9%	4%	3%
1% - 10%	18%	31%	40%	45%	53%	44%	32%
11% - 25%	13%	24%	27%	23%	14%	26%	19%
26% or more	0%	3%	0%	3%	5%	0%	10%
Unsure	42%	31%	26%	22%	20%	26%	35%

Indirect/Admin. Cost Funding Limitations	Healthcare	Housing Shelter	Human Services	Public Benefit	Religion Related	Youth Development	Other
0%	10%	13%	7%	10%	13%	4%	8%
1% - 10%	46%	51%	46%	41%	22%	40%	35%
11% - 25%	21%	20%	22%	14%	16%	25%	18%
26% or more	1%	7%	4%	0%	0%	3%	4%
Unsure	22%	9%	21%	34%	50%	28%	35%

INDIRECT/ADMINISTRATIVE COST CONTROLS

GS respondents were asked, “How did you reduce your indirect/administrative costs?” The majority of GS 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	Community Improvement	Education	Educational Institutions	Environment	Food Agriculture Nutrition
Reduced services/programs offered	0%	28%	11%	8%	40%	60%	20%
Reduced organization hours	0%	11%	11%	17%	20%	0%	0%
Reduced organization geographic scope	0%	11%	0%	17%	0%	0%	0%
Reduced staff salaries	14%	28%	22%	25%	0%	0%	0%
Reduced number of staff	29%	72%	33%	50%	100%	60%	40%
Reduced staff hours	14%	33%	44%	25%	20%	0%	0%
Increased reliance on volunteer labor	57%	33%	44%	25%	0%	40%	20%
Buying groups/economy of scale	43%	0%	0%	8%	0%	20%	40%
Space/location sharing	0%	6%	22%	8%	0%	0%	0%

Indirect/Admin. Cost Controls	Healthcare	Housing Shelter	Human Services	Public Benefit	Religion Related	Youth Development	Other
Reduced services/programs offered	9%	11%	24%	0%	0%	13%	33%
Reduced organization hours	9%	0%	12%	0%	0%	0%	8%
Reduced organization geographic scope	9%	0%	6%	0%	0%	13%	8%
Reduced staff salaries	0%	11%	12%	50%	33%	0%	8%
Reduced number of staff	55%	11%	59%	50%	33%	80%	67%
Reduced staff hours	0%	22%	18%	25%	0%	0%	25%
Increased reliance on volunteer labor	18%	67%	32%	25%	67%	27%	17%
Buying groups/economy of scale	9%	22%	9%	0%	0%	7%	0%
Space/location sharing	27%	22%	15%	0%	0%	7%	25%

CHALLENGES TO GRANTSEEKING

We asked, “What, in your opinion, is the greatest challenge to successful grantseeking?” Twenty percent of GS Members reported that grantseeking’s greatest challenges stem from the lack of time and staff for grantseeking activities. Adherence to varying funder practices and requirements (13%), competition for finite monies (13%), and difficulty in finding grant opportunities that matched with specific missions, locations, or programs (12%) were also frequently cited by GS Members as the greatest challenge to successful grantseeking.

Grantseeking's Greatest Challenge



GRANTSEEKING CHALLENGES BY MISSION FOCUS

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

Challenges to Grantseeking	Animal Related	Art Culture Humanities	Community Improvement	Education	Educational Institutions	Environment	Food Agriculture Nutrition
Competition	20%	10%	9%	12%	14%	13%	10%
Reduced Funding	2%	10%	7%	7%	8%	7%	0%
Economic Conditions	2%	5%	3%	5%	8%	2%	0%
Funder Practices/Requirements	7%	13%	10%	17%	12%	16%	23%
Internal Organizational Issues	0%	6%	6%	4%	6%	4%	6%
Lack of Time and/or Staff	39%	28%	17%	16%	21%	22%	19%
We Need a Grantwriter	0%	6%	9%	5%	8%	9%	10%
Funder Relationship Building	9%	9%	14%	8%	11%	9%	10%
Research, Finding Grants	11%	9%	13%	11%	8%	13%	13%
Writing Grants	7%	2%	7%	8%	0%	2%	3%
Other Challenges	4%	4%	3%	8%	6%	4%	6%

Challenges to Grantseeking	Healthcare	Housing Shelter	Human Services	Public Benefit	Religion Related	Youth Development	Other
Competition	16%	10%	15%	10%	0%	18%	8%
Reduced Funding	10%	10%	10%	0%	0%	5%	7%
Economic Conditions	4%	0%	6%	10%	0%	11%	7%
Funder Practices/Requirements	16%	31%	13%	13%	9%	10%	9%
Internal Organizational Issues	7%	2%	4%	3%	6%	6%	6%
Lack of Time and/or Staff	21%	8%	16%	27%	33%	16%	20%
We Need a Grantwriter	4%	10%	6%	10%	6%	6%	6%
Funder Relationship Building	7%	10%	8%	7%	18%	11%	10%
Research, Finding Grants	10%	8%	14%	7%	21%	9%	18%
Writing Grants	1%	4%	3%	7%	3%	3%	3%
Other Challenges	3%	4%	5%	7%	3%	5%	5%

We asked GS Members 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 and 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 an arts performance organization to qualify for grants unless they have an "inside relationship" with the decision makers.

- Our challenges include a small staff, a lack of time, and researching and finding grants for our mission.
- 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 to do 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 GS organizations from each mission focus.

ANIMAL RELATED

Sixty-three percent of GS respondents from Animal-Related organizations were directly associated with their organizations at an executive level, and 100% of GS respondents represented nonprofit organizations. Eleven percent of Animal-Related organizations employed one to five people, while 50% were staffed by volunteers and 9% employed less than one full-time equivalent. Annual budgets under \$500,000 were reported by 80% of GS respondents. The median annual budget was \$200,000. Most Animal-Related organizations were from one to five years old (24%), six to ten years old (20%), or 11 to 25 years old (22%). Forty-four percent of these GS 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 (26%). Twenty percent of these GS 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.

ART, CULTURE, AND HUMANITIES

Fifty-one percent of GS respondents from Art, Culture, and Humanities organizations were directly associated with their organizations at an executive level, and 96% of GS respondents represented nonprofit organizations. Forty-three percent of Art, Culture, and Humanities organizations employed one to five people. Annual budgets between \$100,000 and \$499,999 were reported by 35% of GS respondents, and annual budgets between \$500,000 and \$4,999,999 were reported by 34% of GS respondents. The median annual budget was \$371,000. Most Art, Culture, and Humanities organizations were between 11 and 50 years old (56%). Thirty-five percent of these GS 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 Art, Culture, and Humanities organizations was multi-county (23%) or multi-state (16%). Fourteen percent of these GS 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.

COMMUNITY IMPROVEMENT

Fifty-eight percent of GS respondents from Community Improvement organizations were directly associated with their organizations at an executive level, and 90% of GS respondents represented nonprofit organizations. Thirty-one percent of Community Improvement organizations employed one to five people, while 26% employed six to 25 people. Annual budgets under \$500,000 were reported by 64% of GS respondents, and annual budgets between \$500,000 and \$4,999,999 were reported by 28% of GS respondents. The median annual budget was \$356,831. About half of Community Improvement organizations were between 11 and 50 years old (51%). Thirty percent of these organizations were located in a mix of service area types (rural, suburban, and urban), while 27% were located in suburban service areas. The most frequent geographic service reach for Community

Improvement organizations was one county (15%) or one city (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, while 6% reported that the question was not applicable to their mission.

EDUCATION

Fifty-nine percent of GS respondents from Education organizations were directly associated with their organizations at an executive level, and 86% of GS respondents represented nonprofit organizations. Forty percent of Education organizations employed one to five people, while 22% employed six to 25 people. Fifty-six percent of respondents reported annual budgets under \$500,000, whereas 35% reported annual budgets between \$500,000 and \$4,999,999. The median annual budget was \$360,298. Most Education organizations were between 11 and 50 years old (53%). Thirty-four percent of these GS organizations were located in urban service areas, while 37% 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 (21%) or one county (13%). Fifty-nine percent of these GS 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.

EDUCATIONAL INSTITUTIONS

Thirty-nine percent of GS respondents from Educational Institutions were directly associated with their organizations at an executive level. Among GS respondent institutions, 39% were K-12 schools, while 27% were two-year colleges, and 33% were four-year colleges or universities. Forty-two percent of Educational Institutions employed over 200 people. Annual budgets of \$25,000,000 and over were reported by 43% of respondents. The median annual budget was \$147,518,201. Most Educational Institutions were over 50 years old (59%). Twenty-eight percent of these GS organizations were located in a mix of service area types (rural, suburban, and urban), and 39% were located in urban service areas. The most frequent geographic service reach for Educational Institutions was multi-county (28%) or international (14%). 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.

ENVIRONMENT

Sixty-four percent of GS respondents from Environment organizations were directly associated with their organizations at an executive level, and 93% of GS respondents represented nonprofit organizations. Thirty-three percent of Environment organizations employed one to five people, while 29% employed six to 25 people. Fifty-one percent of GS respondents reported annual budgets under \$500,000, while 35% reported annual budgets between \$500,000 and \$4,999,999. The median annual budget was \$447,500. Most Environment organizations were between 11 and 50 years old (67%). Fifty-five percent of these GS 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 (25%) or international (25%). Fourteen percent of these GS organizations reported a service population comprised of more than 50% individuals/families at or below the poverty level, while 33% reported that the question was not applicable to their mission.

FOOD, AGRICULTURE, AND NUTRITION

Fifty-eight percent of GS respondents from Food, Agriculture, and Nutrition organizations were directly associated with their organizations at an executive level, and 97% of GS respondents represented nonprofit organizations. Forty-two percent of Food, Agriculture, and Nutrition organizations employed one to five people, while 26% employed six to 25 people, and 10% employed less than one full-time equivalent. Fifty-three percent of GS respondents reported annual budgets under \$500,000, while 33% reported annual budgets between \$500,000 and \$4,999,999. The median annual budget was \$535,000. Most Food, Agriculture, and Nutrition organizations were between 11 and 50 years old (61%). Fifty-two percent of these 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 for Food, Agriculture, and Nutrition organizations was multi-county (26%) or one county (16%). Seventy-one percent of these GS organizations reported a service population comprised of more than 50% individuals/families at or below the poverty level, while 6% reported that the question was not applicable to their mission.

HEALTHCARE

Fifty-seven percent of GS respondents from Healthcare organizations were directly associated with their organizations at an executive level, and 93% of GS respondents represented nonprofit organizations. Twenty-one percent of Healthcare organizations employed one to five people, whereas 23% were staffed by over 200 people. Twenty-nine percent of GS respondents reported annual budgets between \$1,000,000 and \$4,999,999, and 21% reported annual budgets of \$25,000,000 and over. The median annual budget was \$1,590,000. Most Healthcare organizations were between 26 and 100 years old (54%). Sixty-three percent of these organizations were located in a mix of service area types (rural, suburban, and urban), while 17% 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 GS 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.

HOUSING AND SHELTER

Fifty-six percent of GS respondents from Housing and Shelter organizations were directly associated with their organizations at an executive level, and 95% of GS respondents represented nonprofit organizations. Twenty-three percent of Housing and Shelter organizations employed one to five people, while 25% employed 11 to 25 people. Forty-three percent of GS respondents reported annual budgets between \$1,000,000 and \$4,999,999, and 28% reported annual budgets between \$100,000 and \$999,999. The median annual budget was \$1,272,872. Most Housing and Shelter organizations were between 11 and 50 years old (67%). Thirty-five percent of these GS organizations were located in urban service areas, while 29% were located in suburban service areas. The most frequent geographic service reach for Housing and Shelter organizations was multi-county (27%) or one county (40%). Ninety-four percent of these GS organizations reported a service population comprised of more than 50% individuals/families at or below the poverty level.

HUMAN SERVICES

Fifty-six percent of GS respondents from Human Services organizations were directly associated with their organizations at an executive level, and 98% of GS respondents represented nonprofit organizations. Twenty-one percent of Human Services organizations employed one to five people, while 16% employed 11 to 25 people, and 16% employed 26 to 75 people. Annual budgets between \$1,000,000 and \$4,999,999 were reported by 25% of GS respondents, while 28% of GS respondents reported annual budgets of \$5,000,000 or more. The median annual budget was \$1,368,000. Most Human Services organizations were between 11 and 50 years old (60%). Forty-three percent of these GS organizations were located in a mix of service area types (rural, suburban, and urban) and 32% were located in urban service areas. The most frequent geographic service reach for Human Services organizations was multi-county (38%) or one county (18%). Seventy-four percent of these GS 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

Fifty-three percent of GS respondents from Public Benefit organizations were directly associated with their organizations at an executive level, while 13% were employees. Seventy percent of GS respondents represented nonprofit organizations; 30% represented government or tribal entities. Twenty-three percent of Public Benefit organizations employed one to five people, while 30% were staffed entirely by volunteers, and 30% employed over 200 people. Annual budgets over \$25,000,000 were reported by 20% of GS respondents. Sixty-three percent of GS respondents reported annual budgets below \$500,000. The median annual budget was \$110,000. Most Public Benefit organizations were between one and 10 years old (37%) or over 50 years old (37%). Thirty-seven percent of these GS 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 Public Benefit organizations was one city/town (27%) or one county (17%). Thirty-seven percent of these GS 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.

RELIGION RELATED

Forty-five percent of GS respondents from Religion-Related organizations were directly associated with their organizations at an executive level, and 85% of GS respondents represented nonprofit organizations. Forty-eight percent of Religion-Related organizations employed one to five people, while 9% of respondents reported an all-volunteer staff. Sixty-seven percent of GS 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 \$325,000. Most Religion-Related organizations were between 11 and 50 years old (36%) or over 50 years old (25%). Thirty-six percent of these 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 for Religion-Related organizations was international (30%) or one city/town (18%). Twenty-seven percent of these GS

organizations reported a service population comprised of more than 50% individuals/families at or below the poverty level, while 24% reported that the question was not applicable to their mission.

YOUTH DEVELOPMENT

Sixty-one percent of GS respondents from Youth Development organizations were directly associated with their organizations at an executive level, and 96% of GS respondents represented nonprofit organizations. Twenty-nine percent of Youth Development organizations employed one to five people, while 22% employed six to 25 people. Forty-eight percent of GS respondents reported annual budgets below \$500,000, while 38% reported annual budgets between \$500,000 and \$4,999,999. The median annual budget was \$650,000. About half of the Youth Development organizations were between 11 and 50 years old (49%). Fifty-three percent of these 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 for Youth Development organizations was multi-county (26%) or one county (15%). Seventy percent of these GS 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.

OTHER FOCUSES

The category of Other organizations is comprised of those mission focuses without sufficient respondents for statistical veracity. Forty-eight percent of GS respondents from Other organizations were directly associated with their organizations at an executive level, and 84% of GS respondents represented nonprofit organizations. Twenty-eight percent of Other GS organizations employed one to five people, while 25% employed six to 25 people. Fourteen percent reported an all-volunteer staff. Annual budgets between \$500,000 and \$4,999,999 were reported by 29% of GS respondents, while 51% reported annual budgets under \$500,000. The median annual budget was \$670,000. Most Other organizations were between 11 and 50 years old (45%) or between 51 and 100 years old (15%). Fifty-eight percent of these GS 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 (16%) or one state (19%). Forty-one percent of these GS organizations reported a service population comprised of more than 50% individuals/families at or below the poverty level, while 19% reported that the question 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.

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).



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.

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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.

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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
			★ Unparalleled Career Development
			★ Countless Networking Opportunities



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.