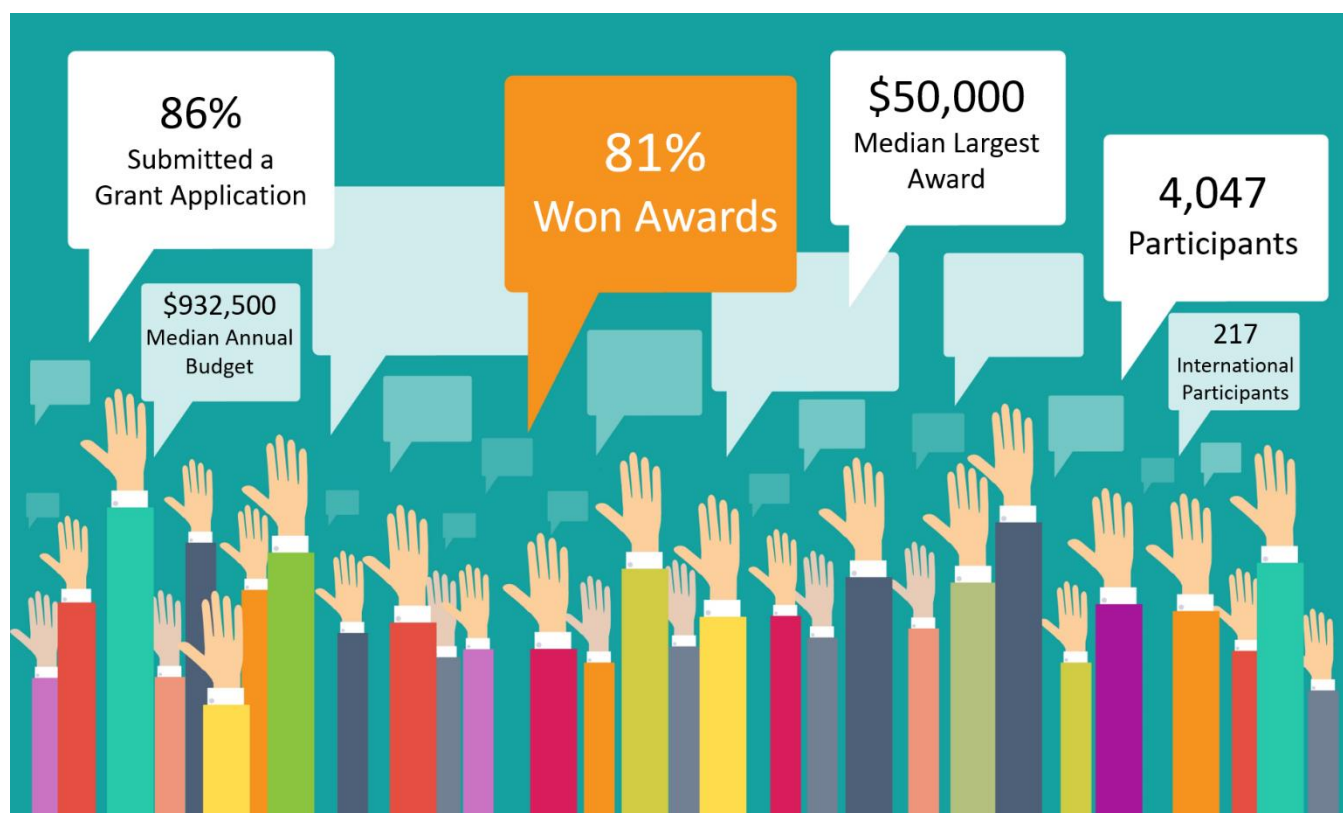


Geographic Region

The Fall 2017

State of Grantseeking™

Report



OUR UNDERWRITERS

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.



OUR ADVOCATES

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



OUR ADVOCATES

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



THE NONPROFIT
ASSOCIATION OF
OREGON



OUR ADVOCATES

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



CONTENTS

INTRODUCTION	8
EXECUTIVE SUMMARY	9
COMPARISON BY GEOGRAPHIC REGION	11
GRANT ACTIVITY	12
LARGEST SOURCE OF TOTAL FUNDING	16
LARGEST INDIVIDUAL AWARDS.....	18
COLLABORATIVE GRANTSEEKING	24
INDIRECT/ADMINISTRATIVE COSTS AND FUNDING.....	25
CHALLENGES TO GRANTSEEKING.....	27
SURVEY RESPONDENTS BY GEOGRAPHIC REGION	28
RESPONDENT DEMOGRAPHICS	34
METHODOLOGY.....	37
ABOUT GRANTSTATION	38
ABOUT THE UNDERWRITERS.....	39

INTRODUCTION

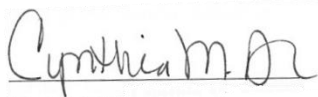
As a leader in the nonprofit sector part of your job is to know about the latest trends and to apply lessons learned by others to the strategic development of your organization. We are here to help you do just that.

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 Fall 2017 State of Grantseeking™ Report*, is the result of the 15th 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 4,047 respondents who made this report possible. I hope that the information and benchmarks provided will assist each of you in your good work. Responding regularly to a twice-yearly survey takes commitment, and on behalf of the organizations that will benefit from this analysis and those of us at GrantStation, our underwriters, our advocates, and our collaborators, I thank you.



Cynthia M. Adams

Founder and CEO

EXECUTIVE SUMMARY

The recent, grassroots results of *The Fall 2017 State of Grantseeking™ Survey* suggest that the sector is reflecting the atmosphere of uncertainty caused by Federal and state government program changes. Based on the results of this survey, we suggest that for 2018 you may want to project the same total number of awards as in 2017, and plan for no increase in the value of those awards.

However, be aware that grant funding is available. According to *The Fall 2017 State of Grantseeking™ Report*, 66% of those organizations that submitted just one grant application won an award. In addition, submitting a higher number of applications increased the likelihood of winning awards. Eighty-eight percent of our respondents who submitted three to five grant applications received at least one award, and 98% of those who submitted six to ten grant applications received at least one award.

So, one way to increase your organization's chance of winning grant awards is to submit at least three grant applications. Organizational grant application rates varied geographically, ranging from 79% of International organizations to 93% of Canadian organizations. Within the United States, grant application rates varied slightly by US Regional Division (USRD), ranging from 83% in the South Atlantic, East South Central, and Mountain USRDs to 89% in the West North Central USRD.

Private foundations continue to be a funding source for most respondents; 80% reported that they received awards from private foundations. Within geographic regions, New England and West North Central USRD organizations (each 87%) reported the highest rate of funding from private foundations, and East South Central USRD organizations (78%), Canadian organizations (58%) and International organizations (65%) reported the lowest rates of funding from private foundations. Although government awards are still "big money," organizations should research today's private foundations to learn how they can fund projects or programs.

Another benchmark to consider before submitting an application is organizational age. Funders (particularly the Federal government) tend to look for proof of an organization's sustainability as evidenced by its age. Over 80% of organizations that reported the Federal government as the source of their largest award were over twenty-five years old. However, 50% of organizations that reported corporations as the source of their largest award were over twenty-five years old. Thus, a younger organization may expect an award from a corporation more frequently than from the Federal government.

Organizational collaboration may be another way to increase grantseeking success; it is a trending topic and is encouraged by many funders. Keep in mind that an organization's annual budget, with the implied increases in staff and infrastructure in tandem with the increases in budget size, has an effect on collaborative activities. In the Fall 2017 Report, the budget entry

point to participation in collaborative grantseeking was \$25,000,000. Sixty-four percent of organizations with budgets of \$25,000,000 or more participated in collaborative grantseeking in the first six months of 2017. In comparison, 27% of organizations with budgets under \$25,000,000 participated in collaborative grantseeking in the first six months of 2017.

With just 18% of respondents reporting general support as their largest award type, grant funding for indirect/administrative costs is a continued challenge to organizations. Our respondents generally kept their costs low; 61% reported indirect/administrative costs as 20% or less of their total budgets. By geographic region, the percentage of organizations with indirect/administrative costs comprising 20% or less of the annual budget ranged from 51% of Canadian organizations to 67% of East South Central USRD organizations.

Respondents were asked, "How did you reduce your indirect/administrative costs?" Just over half (51%) reported that they reduced these costs by eliminating staff, while 31% reported increased reliance on volunteer labor. By geographic area, respondents reporting staff reductions ranged from 32% of International organizations to 69% of East North Central USRD organizations.

We at GrantStation hope the State of Grantseeking Reports help to alleviate some of the frustration among nonprofit organizations as they engage in grantseeking activities. Overall, this report speaks to the importance of targeting the right grantmakers. How can this report help your organization find the funding it needs?

First, compare your organization's grantseeking to this report. Are there areas of performance where your organization excels, or where it could stand to improve? Next, set realistic expectations for the projected contribution of grant awards to your total budget, using the results of this survey as one of your guides. We also suggest that you review the State of Grantseeking Reports by Annual Budget and Mission Focus.

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

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

Ellen C. Mowrer

President, 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 planning process.

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

For this report, geographic regions are defined as:

Geographic Region	States	Respondents
1-New England	Connecticut, Maine, Massachusetts, New Hampshire, Rhode Island, and Vermont	6%
2-Middle Atlantic	New Jersey, New York, and Pennsylvania	13%
3-East North Central	Illinois, Indiana, Michigan, Ohio, and Wisconsin	13%
4-West North Central	Iowa, Kansas, Minnesota, Missouri, Nebraska, North Dakota, and South Dakota	7%
5-South Atlantic	Delaware, Florida, Georgia, Maryland, North Carolina, South Carolina, Virginia, Washington D.C., and West Virginia	16%
6-East South Central	Alabama, Kentucky, Mississippi, and Tennessee	4%
7-West South Central	Arkansas, Louisiana, Oklahoma, and Texas	10%
8-Mountain	Arizona, Colorado, Idaho, Montana, Nevada, New Mexico, Utah, and Wyoming	9%
9-Pacific	Alaska, California, Hawaii, Oregon, and Washington	16%
Canada	All Canadian Provinces	2%
International	All Countries Other Than the United States and Canada	5%

GRANT ACTIVITY

ANNUAL BUDGET

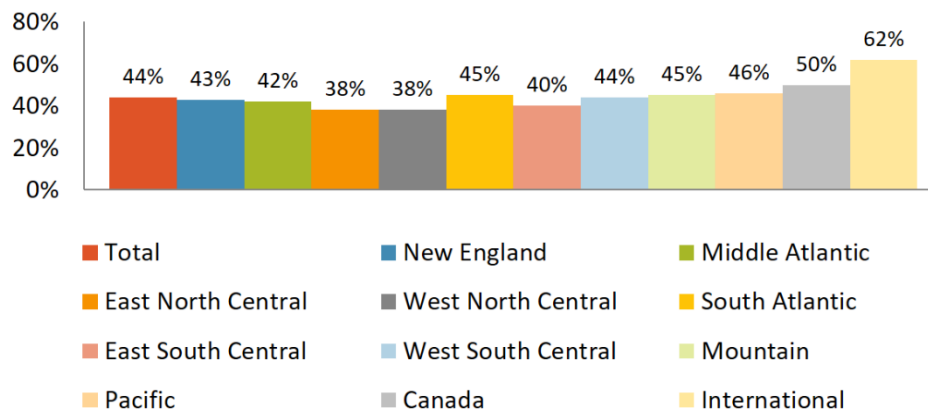
Organizational size determined by annual budget is a key factor influencing the grantseeking experience. Larger budgets imply more staff, greater sustainability as evidenced by organizational age, and a more active grantseeking program. The median annual budget ranged from \$137,500 for International organizations to \$1,734,125 in the West North Central USRD.

Geographic Region	Median Annual Budget
Total	\$932,500
1-New England	\$985,000
2-Middle Atlantic	\$1,048,000
3-East North Central	\$1,200,000
4-West North Central	\$1,734,125
5-South Atlantic	\$780,000
6-East South Central	\$740,000
7-West South Central	\$1,200,000
8-Mountain	\$717,250
9-Pacific	\$1,100,000
Canada	\$750,000
International	\$137,500

GRANT FUNDING BUDGET CONTRIBUTION

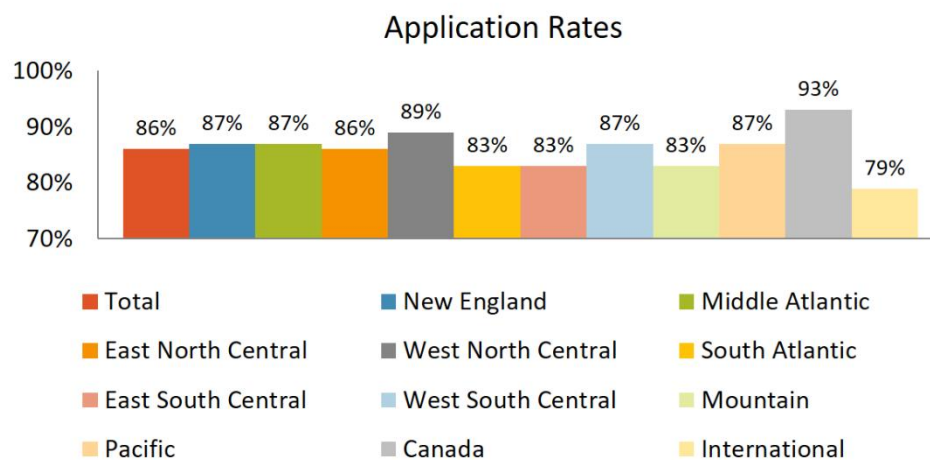
Compared to all respondents (44%), grant funding was a greater percentage of the annual budget for Canadian (50%) and International (62%) organizations. Within the US, the South Atlantic (45%), Mountain (45%), and Pacific (46%) USRDs reported greater reliance on grants as a percentage of the annual budget.

Grant Funding Over 25% of Budget

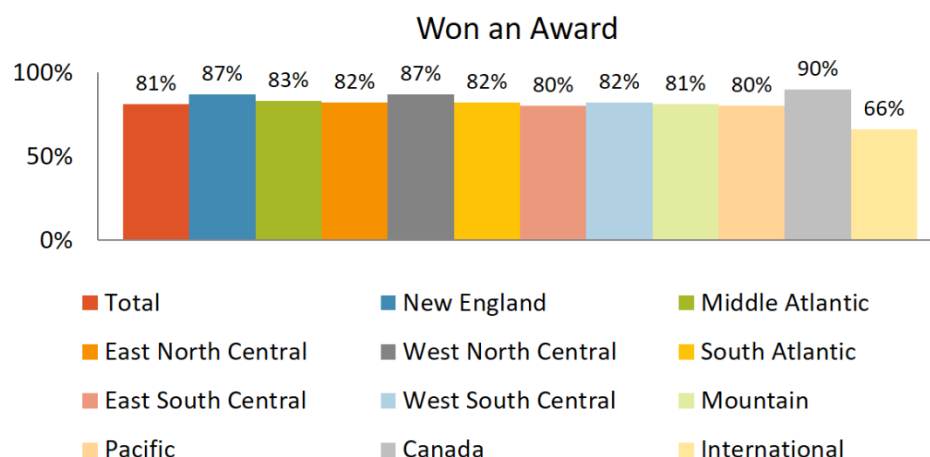


APPLICATION AND AWARD RATES

Most respondents to the Fall 2017 Report (86%) submitted a grant application during the first half of 2017. Organizational grant application rates varied geographically, ranging from 79% of International organizations to 93% of Canadian organizations. Within the United States, grant application rates varied slightly by US Regional Division, ranging from 83% in the South Atlantic, East South Central, and Mountain USRDs to 89% in the West North Central USRD.



Of those organizations that submitted grant applications, 81% received at least one grant award. Organizational award frequency varied slightly by US Regional Division, ranging from 80% in the East South Central and Pacific USRDs to 87% in the New England and West North Central USRDs. Canadian organizations reported a 90% award rate, while International organizations reported a 66% award rate.



GRANT FUNDING SOURCES

Private foundations continued to be the most frequently cited source of grant awards for organizations of any geographic region.

Grant Funding Sources	Total	New England	Middle Atlantic	East North Central	West North Central	South Atlantic
Private Foundations	80%	86%	84%	82%	86%	76%
Community Foundations	64%	72%	62%	70%	76%	63%
Corporate Grants	60%	62%	65%	65%	64%	58%
Corporate Gifts	32%	29%	32%	37%	33%	32%
Federal Government	46%	44%	44%	46%	48%	48%
State Government	52%	56%	59%	52%	60%	50%
Local Government	43%	42%	48%	40%	45%	48%
Other Sources	10%	8%	10%	10%	9%	8%

Grant Funding Sources	East South Central	West South Central	Mountain	Pacific	Canada	International
Private Foundations	74%	83%	80%	83%	58%	65%
Community Foundations	56%	67%	64%	63%	63%	35%
Corporate Grants	56%	61%	58%	60%	46%	42%
Corporate Gifts	27%	34%	35%	32%	29%	12%
Federal Government	51%	50%	47%	43%	48%	32%
State Government	51%	56%	52%	44%	56%	37%
Local Government	35%	36%	39%	46%	62%	24%
Other Sources	11%	7%	9%	9%	17%	26%

- Compared to 80% of all respondents, New England and West North Central USRD organizations (each 86%) reported the highest rate of funding from private foundations. East South Central USRD (74%), Canadian (58%) and International (65%) organizations reported the lowest rates of funding from private foundations.
- West North Central USRD organizations (76%) reported the highest rate of funding from community foundations. East South Central USRD (56%) and International (35%) organizations reported the lowest rates of funding from community foundations, compared to 64% of all respondents.
- Compared to 60% of all respondents, Middle Atlantic and East North Central USRD organizations (each 65%) reported the highest rate of funding from corporations. East South Central USRD (56%), Canadian (46%), and International (42%) organizations reported the lowest rates of funding from corporations.
- East North Central USRD organizations (37%) reported the highest rate of corporate gifts of products or services. East South Central (27%) and International (12%) organizations reported the lowest rates of support from corporate gifts, compared to 32% of all respondents.
- Forty-six percent of all respondents reported receiving Federal government funding. Of the geographic regions, the highest rate of Federal government funding was reported by East South Central USRD organizations (51%), whereas the lowest rates were reported by Pacific USRD (43%) and International (32%) organizations.
- West North Central USRD organizations (60%) reported the highest rate of funding from state/provincial government. Pacific USRD (44%) and International (37%) organizations reported the lowest rates of funding from state/provincial government, compared to 52% of all respondents.

- Forty-three percent of all respondents reported receiving local government funding. Of the geographic regions, the highest rates of local government funding were reported by Canadian organizations (62%) and Middle Atlantic and South Atlantic USRD organizations (each 48%), whereas the lowest rates were reported by East South Central USRD (35%) and International (24%) organizations.
- International organizations (26%) reported the highest rate of funding from “other” sources (including the United Nations, the European Union, the United Way, donor-advised funds, religious organizations, civic organizations, and tribal funds). West South Central USRD organizations (7%) reported the lowest rate of funding from “other” sources, compared to 10% of all respondents.

LARGEST SOURCE OF TOTAL FUNDING

When the largest source of total funding is viewed through the lens of geographic reach, differences in funding preferences become apparent. Canadian and International organizations reported funding trends that differed from those in the United States. Within the United States, variations in funding by US Regional Division were reported.

Largest Source of Total Funding	Total	New England	Middle Atlantic	East North Central	West North Central	South Atlantic
Private Foundations	34%	39%	36%	33%	32%	29%
Community Foundations	8%	5%	5%	13%	7%	10%
Corporate Grants	9%	4%	11%	11%	8%	12%
Federal Government	22%	23%	16%	20%	26%	23%
State Government	14%	20%	17%	13%	14%	15%
Local Government	7%	2%	8%	6%	8%	8%
Other Sources	5%	6%	7%	4%	4%	3%

Largest Source of Total Funding	East South Central	West South Central	Mountain	Pacific	Canada	International
Private Foundations	20%	32%	39%	40%	18%	33%
Community Foundations	9%	7%	7%	7%	6%	11%
Corporate Grants	13%	8%	9%	7%	3%	8%
Federal Government	20%	34%	26%	20%	21%	13%
State Government	24%	16%	11%	10%	24%	13%
Local Government	5%	3%	5%	12%	9%	3%
Other Sources	8%	3%	3%	4%	18%	19%

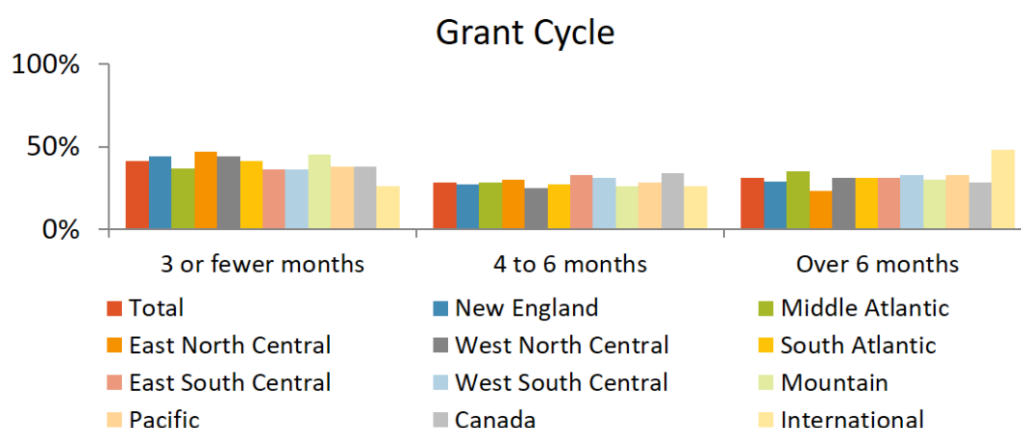
- Thirty-four percent of all respondents reported private foundations as the largest total funding source. Of the geographic regions, Pacific USRD organizations (40%) most frequently reported private foundations as the largest source of total funding, whereas the lowest rates were reported by East South Central USRD (20%) and Canadian (18%) organizations.
- East North Central USRD organizations (13%) most frequently reported community foundations as the largest source of total funding. New England and Middle Atlantic USRD organizations (each 5%) least frequently reported community foundations as the largest total funding source, compared to 8% of all respondents.
- Compared to 9% of all respondents, East South Central USRD organizations (13%) most frequently reported corporations as the largest source of total funding. Canadian (3%) and New England USRD (4%) organizations least frequently reported corporations as the largest total funding source.
- Twenty-two percent of all respondents reported the Federal government as the largest total funding source. Of the geographic regions, West South Central USRD organizations (34%) most frequently reported the Federal government as the largest source of total funding, whereas the lowest rates were reported by Middle Atlantic USRD (16%) and International (13%) organizations.

- East South Central USRD and Canadian organizations (each 24%) most frequently reported state government as the largest source of total funding. Mountain USRD (11%) and Pacific USRD (10%) organizations least frequently reported state government as the largest total funding source, compared to 14% of all respondents.
- Seven percent of all respondents reported local government funding as the largest total funding source. Of the geographic regions, Pacific USRD organizations (12%) most frequently reported local government as the largest source of total funding, whereas the lowest rate was reported by New England USRD organizations (2%).
- Canadian (18%) and International (19%) 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 source of total funding. South Atlantic, West South Central, and Mountain USRD organizations (each 3%) least frequently reported “other” sources as the largest total funding source, compared to 5% of all respondents.

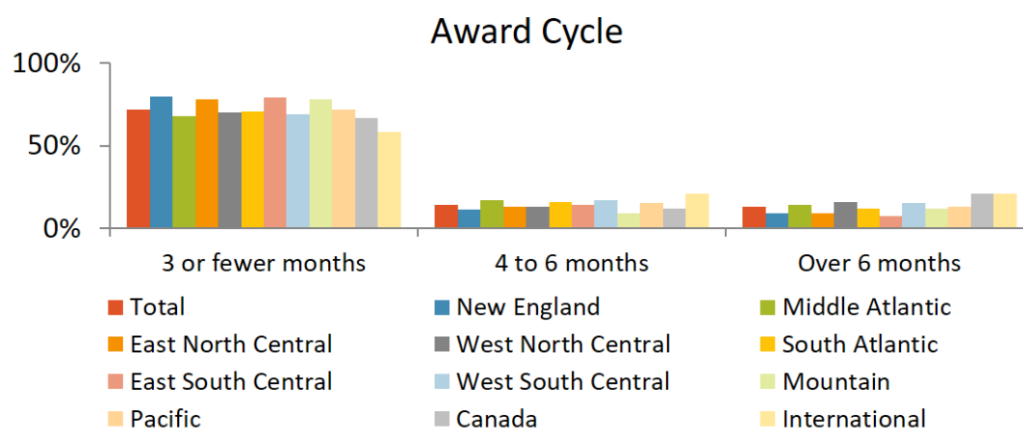
LARGEST INDIVIDUAL AWARDS

LARGEST AWARD LOGISTICS

The grant cycle length was predominately from one to three months or four to six months. A longer grant cycle of seven months or more was reported most frequently by International organizations.



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



LARGEST AWARD SUPPORT TYPE

Among the survey's 25 support type choices, the most frequently reported support types for the largest award, each selected by at least 6% of respondents within one geographic region, are

shown in the following chart. Of the geographic regions reporting at 0%, some respondents may have selected that option, but not in sufficient quantities to round to 1% of respondents.

Largest Award Support Type	Total	New England	Middle Atlantic	East North Central	West North Central	South Atlantic
Advocacy	2%	0%	2%	2%	0%	2%
Building Funds	3%	4%	4%	3%	6%	2%
Capacity Building	4%	5%	3%	4%	4%	4%
Conferences/Seminars/Workshops	1%	0%	1%	0%	0%	0%
General Support	18%	20%	17%	19%	10%	25%
Infrastructure	2%	3%	0%	1%	5%	2%
Mixed/Multiple	3%	2%	4%	3%	4%	2%
Project/Program	44%	49%	47%	51%	51%	43%
Training Programs	2%	0%	0%	1%	4%	1%

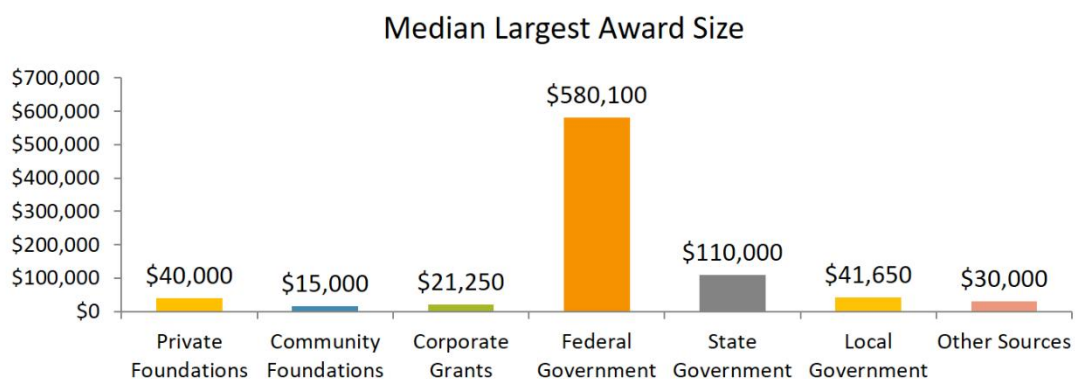
Largest Award Support Type	East South Central	West South Central	Mountain	Pacific	Canada	International
Advocacy	1%	2%	2%	1%	3%	10%
Building Funds	3%	3%	2%	5%	0%	4%
Capacity Building	4%	6%	6%	5%	9%	14%
Conferences/Seminars/Workshops	1%	1%	1%	0%	0%	6%
General Support	18%	18%	20%	19%	6%	6%
Infrastructure	1%	1%	1%	0%	6%	4%
Mixed/Multiple	3%	4%	2%	0%	0%	8%
Project/Program	40%	37%	44%	43%	45%	26%
Training Programs	6%	2%	3%	2%	3%	0%

- Advocacy support was most frequently reported as the type of the largest award by International organizations (10%), compared to 2% of all respondents. New England and West North Central USRD organizations (each 0%) least frequently reported advocacy support as the type of the largest award.
- Building funds were most frequently reported as the type of the largest award by West North Central USRD organizations (6%), compared to 3% of all respondents. Canadian organizations (0%) least frequently reported building funds as the type of the largest award.
- Four percent of all respondents reported capacity building as the support type of the largest award. Of the geographic regions, International organizations (14%) most frequently reported capacity building as the largest award support type, whereas the lowest rate was reported by Middle Atlantic USRD organizations (3%).
- One percent of all respondents reported conferences/seminars/workshops as the support type of the largest award. Of the geographic regions, International organizations (6%) most frequently reported conferences/seminars/workshops as the largest award support type. The lowest rate was reported by New England, East North Central, West North Central, South Atlantic, and Pacific USRD organizations as well as Canadian organizations (each 0%).

- General support was most frequently reported as the type of the largest award by South Atlantic USRD organizations (25%), compared to 18% of all respondents. Canadian and International organizations (each 6%) least frequently reported general support as the type of the largest award.
- Infrastructure support was most frequently reported as the type of the largest award by Canadian organizations (6%), compared to 2% of all respondents. Middle Atlantic and Pacific USRD organizations (each 0%) least frequently reported general support as the type of the largest award.
- Compared to all respondents (3%), mixed/multiple support was most frequently reported as the type of the largest award by International organizations (8%). Pacific USRD and Canadian organizations (each 0%) least frequently reported mixed/multiple support as the type of the largest award.
- Forty-four percent of all respondents reported project or program support as the type of the largest award. Of the geographic regions, East North Central and West North Central USRD organizations (each 51%) most frequently reported project or program support as the largest award type. The lowest rates were reported by West South Central USRD (37%) and International (26%) organizations.
- Training programs were most frequently reported as the type of the largest award by East South Central USRD organizations (6%), compared to 2% of all respondents. Middle Atlantic USRD and International organizations (each 0%) least frequently reported training programs as the type of the largest award.

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.



Largest Individual Award Source	Total	New England	Middle Atlantic	East North Central	West North Central	South Atlantic
Private Foundations	33%	36%	38%	31%	29%	28%
Community Foundations	9%	7%	5%	14%	13%	10%
Corporate Grants	10%	8%	10%	12%	16%	12%
Federal Government	22%	19%	16%	20%	10%	23%
State Government	15%	23%	18%	12%	19%	15%
Local Government	7%	1%	8%	5%	6%	9%
Other Sources	5%	7%	5%	5%	8%	4%

Largest Individual Award Source	East South Central	West South Central	Mountain	Pacific	Canada	International
Private Foundations	24%	31%	38%	37%	12%	33%
Community Foundations	10%	6%	9%	8%	9%	11%
Corporate Grants	14%	9%	7%	9%	6%	5%
Federal Government	18%	32%	24%	21%	15%	16%
State Government	25%	13%	15%	10%	30%	11%
Local Government	6%	3%	5%	11%	9%	2%
Other Sources	4%	6%	2%	5%	18%	22%

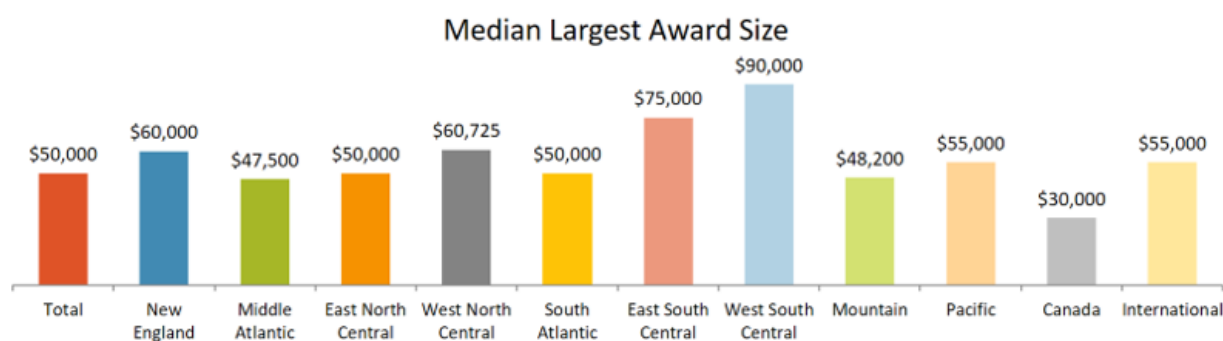
- Thirty-three percent of all respondents reported private foundations as the largest individual award source. Of the geographic regions, Middle Atlantic and Mountain USRD organizations (each 38%) most frequently reported private foundations as the largest individual award source. The lowest rates were reported by East South Central USRD (24%) and Canadian (12%) organizations.
- East North Central USRD organizations (14%) most frequently reported community foundations as the largest individual award source. Middle Atlantic USRD organizations (5%) least frequently reported community foundations as the largest individual award source, compared to 9% of all respondents.
- Compared to 10% of all respondents, West North Central USRD organizations (16%) most frequently reported corporations as the largest individual award source. Mountain USRD (7%), Canadian (6%), and International (5%) organizations least frequently reported corporations as the largest individual award source.
- Twenty-two percent of all respondents reported the Federal government as the largest individual award source. Of the geographic regions, West South Central USRD organizations (32%) most frequently reported the Federal government as the largest individual award source. The lowest rate was reported by West North Central USRD organizations (10%).
- East South Central USRD (25%) and Canadian (30%) organizations most frequently reported state government as the largest individual award source. Pacific USRD (10%) and International (11%) organizations least frequently reported state government as the largest individual award source, compared to 15% of all respondents.
- Seven percent of all respondents reported local government funding as the largest individual award source. Of the geographic regions, Pacific USRD organizations (11%)

most frequently reported local government as the largest individual award source, whereas the lowest rate was reported by New England USRD organizations (1%).

- Canadian (18%) and International (22%) 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. Mountain USRD organizations (2%) least frequently reported “other” sources as the largest individual award source, compared to 5% of all respondents.

LARGEST AWARD BENCHMARKS

The median largest award varied by region.



- ↑ New England organizations reported a median largest award of \$60,000, a 140% increase (+\$35,000) from both the Spring 2017 and Fall 2016 Reports.
- ↓ Middle Atlantic organizations reported a median largest award of \$47,500, a 5% decrease (-\$2,500) from the Spring 2017 Report, and a 24% decrease from the Fall 2016 Report.
- ↑ East North Central organizations reported a median largest award of \$50,000, a 25% increase (+\$10,000) from the Spring 2017 Report, and the same size as in the Fall 2016 Report.
- ↓ West North Central organizations reported a median largest award of \$60,725, a 30% decrease (-\$26,275) from the Spring 2017 Report, and a 21% increase from the Fall 2016 Report.
- ↓ South Atlantic organizations reported a median largest award of \$50,000, a 15% decrease (-\$8,750) from the Spring 2017 Report, and a 15% decrease from the Fall 2016 Report.

- ↓ East South Central organizations reported a median largest award of \$75,000, a 6% decrease (-\$5,000) from the Spring 2017 Report, and a 79% increase from the Fall 2016 Report.
- ↑ West South Central organizations reported a median largest award of \$90,000, a 27% increase (+\$19,000) from the Spring 2017 Report, and a 6% increase from the Fall 2016 Report.
- ↑ Mountain organizations reported a median largest award of \$48,200, a 75% increase (+\$20,700) from the Spring 2017 Report, and a 21% increase from the Fall 2016 Report.
- ↑ Pacific organizations reported a median largest award of \$55,000, a 24% increase (+\$10,775) from the Spring 2017 Report and a 10% increase from the Fall 2016 Report.
- Canadian organizations reported a median largest award of \$30,000. There are no comparatives, as this is a new category.
- International organizations reported a median largest award of \$55,000. There are no comparatives, as this is a new category.

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

Largest Award	All Respondents	New England	Middle Atlantic	East North Central	West North Central	South Atlantic
Lowest \$	\$100	\$259	\$100	\$500	\$500	\$250
Highest \$	\$150 Million	\$10 Million	\$29.4 Million	\$8.6 Million	\$25 Million	\$150 Million
Median \$	\$50,000	\$60,000	\$47,500	\$50,000	\$60,725	\$50,000
Average \$	\$795,908	\$517,271	\$556,908	\$360,478	\$657,858	\$1,214,332

Largest Award	East South Central	West South Central	Mountain	Pacific	Canada	International
Lowest \$	\$500	\$250	\$400	\$500	\$250	\$3,000
Highest \$	\$72 Million	\$25 Million	\$36 Million	\$50 Million	\$3.2 Million	\$6 Million
Median \$	\$75,000	\$90,000	\$48,200	\$55,000	\$30,000	\$55,000
Average \$	\$1,731,071	\$962,766	\$737,527	\$911,858	\$486,297	\$513,814

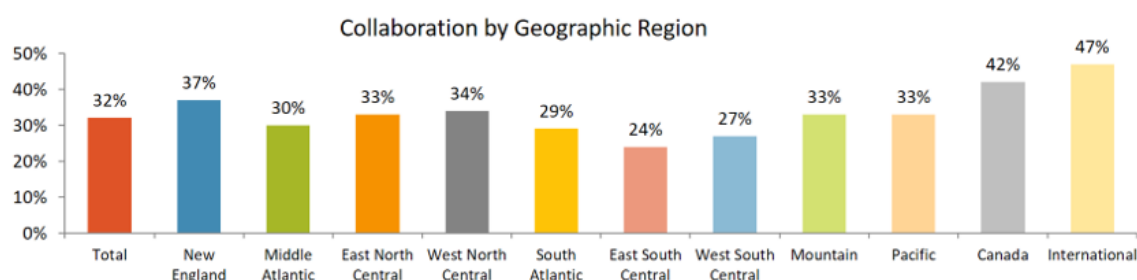
COLLABORATIVE GRANTSEEKING

COLLABORATION BY GEOGRAPHIC REGION

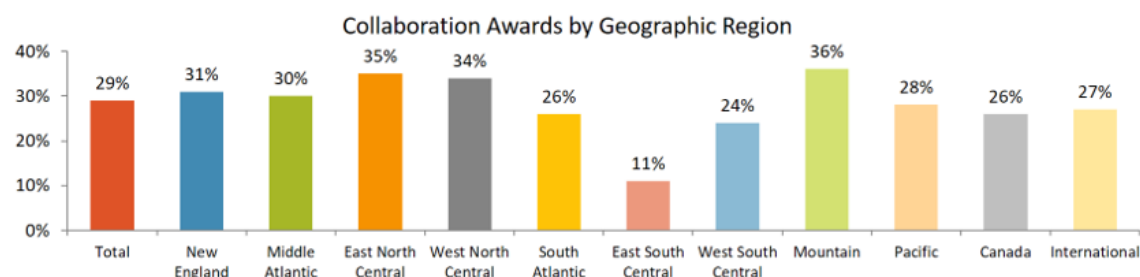
Geographic region had some effect on collaborative grantseeking activities. However, annual budget, with the implied increases in staff and infrastructure in tandem with the increases in budget size, had a more significant effect on collaborative activities.

Sixty-four percent of organizations with budgets of \$25,000,000 or more participated in collaborative grantseeking in the first six months of 2017, whereas only 15% of organizations with budgets under \$100,000 participated in collaborative grantseeking during this period.

Canadian (42%) and International (47%) organizations reported collaborative grantseeking more frequently than did organizations in the United States.



Of those organizations that did submit a collaborative application, organizations in the Mountain USRD (36%) most frequently reported winning a collaborative award, while organizations in the East South Central USRD (11%) least frequently reported winning a collaborative award.



INDIRECT/ADMINISTRATIVE COSTS AND FUNDING

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

By geographic region, indirect/administrative costs comprising 20% or less of the annual budget ranged from 52% of Canadian organizations to 68% of East South Central USRD organizations.

Indirect/Administrative Cost Budget Percentage	Total	New England	Middle Atlantic	East North Central	West North Central	South Atlantic
0% - 10%	27%	21%	26%	27%	22%	28%
11% - 20%	34%	36%	37%	35%	37%	31%
21% - 30%	13%	10%	11%	11%	12%	14%
31% - 40%	5%	6%	5%	6%	5%	5%
41% or more	9%	13%	8%	6%	11%	9%
Unsure	12%	14%	13%	16%	13%	13%

Indirect/Administrative Cost Budget Percentage	East South Central	West South Central	Mountain	Pacific	Canada	International
0% - 10%	35%	26%	34%	28%	14%	30%
11% - 20%	33%	32%	26%	38%	38%	36%
21% - 30%	11%	16%	19%	10%	22%	15%
31% - 40%	5%	5%	4%	5%	5%	2%
41% or more	5%	14%	7%	7%	11%	3%
Unsure	12%	8%	9%	12%	11%	14%

For 33% of all respondents, these costs were most frequently funded by individual donations. By geographic region, indirect/administrative costs funded by individual donations ranged from 20% of International organizations to 40% of East South Central USRD organizations.

Indirect/Administrative Cost Funding Source	Total	New England	Middle Atlantic	East North Central	West North Central	South Atlantic
Foundation Grants	13%	7%	12%	9%	13%	15%
Government Grants or Contracts	20%	22%	20%	17%	24%	18%
Fees for Services	18%	24%	23%	21%	21%	16%
Individual Donations	33%	27%	30%	35%	29%	37%
Other	17%	20%	16%	18%	14%	14%

Indirect/Administrative Cost Funding Source	East South Central	West South Central	Mountain	Pacific	Canada	International
Foundation Grants	13%	14%	11%	12%	8%	35%
Government Grants or Contracts	12%	25%	17%	18%	31%	28%
Fees for Services	10%	17%	17%	15%	25%	6%
Individual Donations	40%	29%	34%	36%	25%	20%
Other	26%	15%	22%	20%	11%	11%

INDIRECT/ADMINISTRATIVE COST FUNDING LIMITATIONS

The percentage of indirect/administrative costs allowed by non-government funders was 10% or less of an award for 48% of all respondents. By geographic region, an allowance of 10% or

less for these costs ranged from 44% of Middle Atlantic and West South Central USRD organizations to 61% of International organizations.

Indirect/Administrative Cost Allowance Percentage	Total	New England	Middle Atlantic	East North Central	West North Central	South Atlantic
10% or less	48%	48%	44%	49%	52%	46%
11 - 25%	21%	24%	22%	19%	20%	18%
Over 25%	5%	3%	3%	4%	4%	6%
Unsure	26%	25%	31%	28%	25%	30%

Indirect/Administrative Cost Allowance Percentage	East South Central	West South Central	Mountain	Pacific	Canada	International
10% or less	53%	44%	49%	47%	47%	61%
11 - 25%	23%	24%	18%	24%	25%	21%
Over 25%	5%	10%	5%	4%	6%	4%
Unsure	19%	22%	28%	25%	22%	13%

INDIRECT/ADMINISTRATIVE COST CONTROLS

If their costs were lower than in the prior period, respondents were asked, "How did you reduce your indirect/administrative costs?" Most respondents (51%) reported staff reductions as the most frequent cost control technique. By geographic area, respondents reporting staff reductions ranged from 32% of International organizations to 69% of East North Central USRD organizations. No Canadian organizations reported indirect/administrative costs lower than the prior period.

Reduction Technique	Total	New England	Middle Atlantic	East North Central	West North Central	South Atlantic
Reduced services/programs offered	22%	18%	19%	34%	26%	21%
Reduced organization hours	11%	6%	13%	14%	0%	12%
Reduced organization geographic scope	5%	0%	0%	10%	4%	0%
Reduced staff salaries	19%	12%	16%	17%	13%	24%
Reduced number of staff	51%	59%	61%	69%	61%	33%
Reduced staff hours	21%	12%	26%	28%	26%	17%
Increased reliance on volunteer labor	31%	18%	26%	34%	9%	29%
Buying groups/economy of scale	7%	6%	0%	7%	4%	7%
Space/location sharing	12%	24%	13%	10%	0%	17%

Reduction Technique	East South Central	West South Central	Mountain	Pacific	Canada	International
Reduced services/programs offered	8%	24%	29%	24%	n/a	14%
Reduced organization hours	0%	14%	5%	22%	n/a	0%
Reduced organization geographic scope	0%	3%	10%	2%	n/a	23%
Reduced staff salaries	0%	14%	14%	26%	n/a	36%
Reduced number of staff	38%	66%	52%	48%	n/a	32%
Reduced staff hours	31%	21%	14%	26%	n/a	9%
Increased reliance on volunteer labor	38%	28%	52%	31%	n/a	50%
Buying groups/economy of scale	0%	14%	5%	11%	n/a	14%
Space/location sharing	15%	0%	14%	17%	n/a	14%

CHALLENGES TO GRANTSEEKING

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

Eighteen percent of all respondents reported that grantseeking's greatest challenges stemmed from the lack of time and staff for grantseeking activities, although this was reported at the lowest frequency within the past eight reports. By geographic area, respondents reporting lack of time and/or staff as the greatest challenge ranged from 11% of East South Central USRD organizations to 41% of Canadian organizations.

Grantseeking's Greatest Challenge	Total	New England	Middle Atlantic	East North Central	West North Central	South Atlantic
Competition	15%	22%	18%	15%	18%	15%
Reduced funding	10%	7%	10%	13%	13%	8%
Economic conditions	7%	12%	7%	3%	3%	5%
Funder practices and requirements	12%	10%	13%	11%	12%	13%
Internal organizational issues	5%	5%	4%	5%	4%	4%
Lack of time and/or staff	18%	17%	17%	21%	20%	16%
Need for a grantwriter	6%	3%	6%	6%	2%	7%
Relationship building with funders	8%	7%	8%	8%	7%	10%
Research, finding grants	11%	7%	10%	11%	12%	13%
Writing grants	4%	3%	2%	2%	4%	4%
Other	6%	8%	4%	5%	6%	5%

Grantseeking's Greatest Challenge	East South Central	West South Central	Mountain	Pacific	Canada	International
Competition	10%	11%	18%	14%	13%	15%
Reduced funding	16%	9%	12%	8%	3%	10%
Economic conditions	9%	10%	8%	8%	15%	7%
Funder practices and requirements	14%	7%	8%	15%	8%	13%
Internal organizational issues	3%	4%	6%	6%	3%	3%
Lack of time and/or staff	11%	18%	16%	17%	41%	12%
Need for a grantwriter	9%	9%	6%	5%	3%	9%
Relationship building with funders	4%	7%	9%	8%	3%	9%
Research, finding grants	9%	11%	10%	10%	8%	12%
Writing grants	8%	5%	3%	3%	3%	7%
Other	5%	8%	4%	7%	3%	3%

Increased competition for finite monies (15%) has placed greater emphasis on strict adherence to varying funder practices and requirements (12%). By geographic area, respondents reporting competition as the greatest challenge ranged from 10% of East South Central USRD organizations to 22% of New England USRD organizations. Respondents reporting funder practices and requirements as the greatest challenge ranged from 7% of West South Central USRD organizations to 15% of Pacific USRD organizations.

Many respondents mentioned the difficulty in finding grant opportunities that matched with their specific mission, location, or program (11%), regardless of their focus, service area, or interests. Reduced funding (10%) was reported at the highest rate since the Spring 2014 Report.

SURVEY RESPONDENTS BY GEOGRAPHIC REGION

As illustrated by the *Fall 2017 State of Grantseeking™ Survey* results, geographic region has an influence on the grantseeking experience.

NEW ENGLAND REGIONAL DIVISION

The New England Regional Division (6% of respondents) is comprised of the states of Connecticut, Maine, Massachusetts, New Hampshire, Rhode Island, and Vermont. Forty-six percent of respondents from New England organizations were directly associated with their organizations at an executive level, and 82% of respondents represented nonprofit organizations. Of respondents from educational institutions, 86% represented colleges or universities. The majority of New England respondent organizations relied on staff members (76%) to fill the role of primary grantseeker. Twenty-six percent of New England organizations employed one to five people, while 22% employed over 200 people. Fifty-two 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 56% of respondents, whereas 8% reported budgets under \$100,000. The median annual budget was \$985,000. Most New England organizations were between 26 and 50 years old (32%) or over 100 years old (22%). Forty percent of New England 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 was multi-city/town (22%), international (16%), or multi-state (15%). The most frequently reported mission focuses for New England organizations were Education (19%), Human Services (17%), and Art, Culture, and Humanities (13%). Forty percent of these organizations reported a service population comprised of more than 50% individuals/families at or below the poverty level, whereas 19% said poverty level was not applicable to their mission.

MIDDLE ATLANTIC REGIONAL DIVISION

The Middle Atlantic Regional Division (13% of respondents) is comprised of the states of New Jersey, New York, and Pennsylvania. Fifty-one percent of Middle Atlantic respondents were directly associated with their organizations at an executive level, and 79% represented nonprofit organizations. Of respondents from educational institutions, 77% represented colleges or universities. The majority of Middle Atlantic respondent organizations relied on staff members (76%) to fill the role of primary grantseeker. Twenty-one percent of Middle Atlantic organizations employed one to five people, while 25% were staffed by six to 25 people, and 23% employed over 200 people. Forty-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 56% of respondents, and 12% reported budgets under \$100,000. The median annual budget was \$1,048,000. Most Middle Atlantic organizations were between 26 and 50 years old (30%), 51 and 100 years old (19%), or over 100 years old (18%). Forty-two percent of Middle Atlantic organizations were located in a mix of service area types (rural, suburban, and urban) and 30% were located in urban service areas; the most frequent

geographic service reach was multi-county (27%) or international (18%). The most frequently reported mission focuses for Middle Atlantic organizations were Human Services (21%), Education and Educational Institutions (19%), and Art, Culture, and Humanities (14%). Forty-three percent of these organizations reported a service population comprised of more than 50% individuals/families at or below the poverty level, whereas 15% said poverty level was not applicable to their mission.

EAST NORTH CENTRAL REGIONAL DIVISION

The East North Central Regional Division (13% of respondents) is comprised of the states of Illinois, Indiana, Michigan, Ohio, and Wisconsin. Fifty-one percent of East North Central respondents were directly associated with their organizations at an executive level, and 75% of respondents represented nonprofit organizations. Of respondents from educational institutions, 89% represented colleges or universities. The majority of East North Central respondent organizations relied on staff members (77%) to fill the role of primary grantseeker. Twenty-two percent of East North Central organizations employed one to five people, while 21% employed six to 25 people, and 21% were staffed by over 200 people. Forty-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 55% of respondents, while 14% reported budgets under \$100,000. The median annual budget was \$1,200,000. Most East North Central organizations were between 26 and 50 years old (29%), over 100 years old (20%), or between 11 and 25 years old (18%). Forty-four percent of East North Central organizations were located in a mix of service area types (rural, suburban, and urban) and 30% were located in urban service areas; the most frequent geographic service reach was multi-county (28%) or international (17%). The most frequently reported mission focuses for East North Central organizations were Education and Educational Institutions (21%), Human Services (19%), and Art, Culture, and Humanities (9%). Forty-two percent of these organizations reported a service population comprised of more than 50% individuals/families at or below the poverty level, whereas 17% said poverty level was not applicable to their mission.

WEST NORTH CENTRAL REGIONAL DIVISION

The West North Central Regional Division (7% of respondents) is comprised of the states of Iowa, Kansas, Minnesota, Missouri, Nebraska, North Dakota, and South Dakota. Forty-five percent of West North Central respondents were directly associated with their organizations at an executive level, and 81% of respondents represented nonprofit organizations. Of respondents from educational institutions, 79% represented colleges or universities. The majority of West North Central respondent organizations relied on staff members (85%) to fill the role of primary grantseeker. Twenty percent of West North Central organizations employed one to five people, while 19% were staffed by 26 to 75 people, and 24% employed over 200 people. Fifty-one 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 65% of respondents, whereas 11% reported budgets under \$100,000. The median annual budget was \$1,734,125. Most West North Central organizations were between 26 and 50 years

old (31%), 51 to 100 years old (22%), or over 100 years old (21%). Fifty percent of West North Central 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 (33%) or multi-state (19%). The most frequently reported mission focuses for West North Central organizations were Human Services (28%), Education and Educational Institutions (16%), and Healthcare (12%). Forty-nine percent of these organizations reported a service population comprised of more than 50% individuals/families at or below the poverty level, whereas 11% said poverty level was not applicable to their mission.

SOUTH ATLANTIC REGIONAL DIVISION

The South Atlantic Regional Division (16% of respondents) is comprised of the states of Delaware, Florida, Georgia, Maryland, North Carolina, South Carolina, Virginia, West Virginia, and Washington, D.C. Forty-nine percent of South Atlantic respondents were directly associated with their organizations at an executive level, and 78% of respondents represented nonprofit organizations. Of respondents from educational institutions, 85% represented colleges or universities. The majority of South Atlantic respondent organizations relied on staff members (72%) to fill the role of primary grantseeker. Twenty-four percent of South Atlantic organizations employed one to five people, while 19% were staffed by six to 25 people, and 17% employed over 200 people. Twenty-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 52% of respondents, whereas 16% reported budgets under \$100,000. The median annual budget was \$780,000. Most South Atlantic organizations were 11 to 25 years old (22%), 26 to 50 years old (29%), or 51 to 100 years old (15%). Forty-five percent of South Atlantic organizations were located in a mix of service area types (rural, suburban, and urban) and 30% were located in urban service areas; the most frequent geographic service reach was multi-county (26%) or international (17%). The most frequently reported mission focuses for South Atlantic organizations were Human Services (23%), Education and Educational Institutions (14%), and Art, Culture, and Humanities (12%). Forty-seven percent of these organizations reported a service population comprised of more than 50% individuals/families at or below the poverty level, whereas 10% said poverty level was not applicable to their mission.

EAST SOUTH CENTRAL REGIONAL DIVISION

The East South Central Regional Division (4% of respondents) is comprised of the states of Alabama, Kentucky, Mississippi, and Tennessee. Forty-six percent of East South Central respondents were directly associated with their organizations at an executive level, and 76% of respondents represented nonprofit organizations. Of respondents from educational institutions, 57% represented colleges or universities. The majority of East South Central respondent organizations relied on staff members (71%) to fill the role of primary grantseeker. Twenty-one percent of East South Central organizations employed one to five people, while 20% were staffed by six to 25 people, and 20% employed over 200 people. Forty-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 48% of respondents, whereas 20% reported budgets under \$100,000. The median annual budget was \$740,000. Most East South Central organizations were between 26 and 50 years old (26%), over 100 years old (18%), or 11 to 25 years old (16%). Fifty-five percent of East South Central organizations were located in a mix of service area types (rural, suburban, and urban) and 18% were located in suburban service areas; the most frequent geographic service reach was multi-county (22%), multi-state (17%), or one state (15%). The most frequently reported mission focuses for East South Central organizations were Education and Educational Institutions (22%), Human Services (20%), and Art, Culture, and Humanities (9%). Forty-three percent of these organizations reported a service population comprised of more than 50% individuals/families at or below the poverty level, whereas 12% said poverty level was not applicable to their mission.

WEST SOUTH CENTRAL REGIONAL DIVISION

The West South Central Regional Division (10% of respondents) is comprised of the states of Arkansas, Louisiana, Oklahoma, and Texas. Fifty-five percent of West South Central respondents were directly associated with their organizations at an executive level, and 72% of respondents represented nonprofit organizations. Of respondents from educational institutions, 87% represented colleges or universities. The majority of West North Central respondent organizations relied on staff members (81%) to fill the role of primary grantseeker. Twenty-two percent of West South Central organizations employed one to five people, while 21% were staffed by six to 25 people, and 23% employed over 200 people. Twenty-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 58% of respondents, whereas 9% reported budgets under \$100,000. The median annual budget was \$1,200,000. Most West South Central organizations were 11 to 25 years old (21%), 26 to 50 years old (27%), or 51 to 100 years old (22%). Forty-one percent of West South Central organizations were located in urban service areas and 41% were located in a mix of service area types (rural, suburban, and urban); the most frequent geographic service reach was multi-county (36%) or international (14%). The most frequently reported mission focuses for West South Central organizations were Human Services (22%), Education and Educational Institutions (20%), and Healthcare (11%). Forty-four percent of these organizations reported a service population comprised of more than 50% individuals/families at or below the poverty level, whereas 13% said poverty level was not applicable to their mission.

MOUNTAIN REGIONAL DIVISION

The Mountain Regional Division (9% of respondents) is comprised of the states of Arizona, Colorado, Idaho, Montana, Nevada, New Mexico, Utah, and Wyoming. Forty-eight percent of Mountain respondents were directly associated with their organizations at an executive level, and 78% of respondents represented nonprofit organizations. Of respondents from educational institutions, 82% represented colleges or universities. The majority of Mountain respondent organizations relied on staff members (70%) to fill the role of primary grantseeker. Twenty-seven percent of Mountain organizations employed one to five people, while 23% were staffed

by six to 25 people, and 14% employed over 200 people. Fifty-one 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 47% of respondents, whereas 19% reported budgets under \$100,000. The median annual budget was \$717,250. Most Mountain organizations were between 11 and 25 years old (22%), or between 26 and 50 years old (32%). Forty-nine percent of Mountain organizations were located in a mix of service area types (rural, suburban, and urban) and 26% were located in urban service areas; the most frequent geographic service reach was one county (20%), multi-county (18%), or one state (17%). The most frequently reported mission focuses for Mountain organizations were Human Services (18%), Education and Educational Institutions (14%), and Art, Culture, and Humanities (10%). Forty-two percent of these organizations reported a service population comprised of more than 50% individuals/families at or below the poverty level, whereas 15% said poverty level was not applicable to their mission.

PACIFIC REGIONAL DIVISION

The Pacific Regional Division (16% of respondents) is comprised of the states of Alaska, California, Hawaii, Oregon, and Washington. Fifty-one percent of Pacific respondents were directly associated with their organizations at an executive level, and 81% of respondents represented nonprofit organizations. Of respondents from educational institutions, 84% represented colleges or universities. The majority of Pacific respondent organizations relied on staff members (72%) to fill the role of primary grantseeker. Twenty-seven percent of Pacific organizations employed one to five people, while 20% were staffed by six to 25 people, and 17% employed over 200 people. Thirty-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 54% of respondents, whereas 14% reported budgets under \$100,000. The median annual budget was \$1,100,000. Most Pacific organizations were 11 to 25 years old (25%), 26 to 50 years old (31%), or 51 to 100 years old (17%). Forty percent of Pacific 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 was multi-county (24%), one county (18%), or international (17%). The most frequently reported mission focuses for Pacific organizations were Human Services (20%), Education and Educational Institutions (16%), and Art, Culture, and Humanities (13%). Forty-eight percent of these organizations reported a service population comprised of more than 50% individuals/families at or below the poverty level, whereas 13% said poverty level was not applicable to their mission.

CANADA

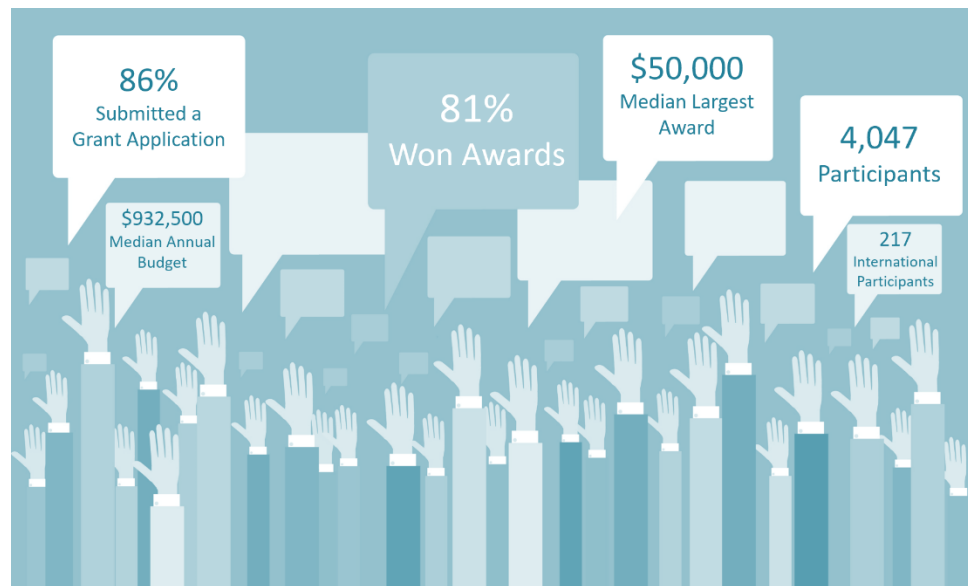
Canada (2% of respondents) is comprised of the provinces and territories of Alberta, British Columbia, Manitoba, New Brunswick, Newfoundland and Labrador, Nova Scotia, Ontario, Prince Edward Island, Quebec, Saskatchewan, Northwest Territories, Nunavut, and Yukon. Sixty percent of Canadian respondents were directly associated with their organizations at an executive level, and 89% of respondents represented nonprofit organizations. Of respondents

from educational institutions, 100% represented colleges or universities. The majority of Canadian respondent organizations relied on staff members (80%) to fill the role of primary grantseeker. Thirty-seven percent of Canadian organizations employed one to five people, while 32% were staffed by six to 25 people. Forty-one 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 41% of respondents, whereas 13% reported budgets under \$100,000. The median annual budget was \$750,000. Most Canadian organizations were between 11 and 25 years old (23%), or between 26 and 50 years old (53%). Thirty-five percent of Canadian 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 was international (23%) or national (21%). The most frequently reported mission focuses for Canadian organizations were Art, Culture, and Humanities (21%), Human Services (21%), and Healthcare (9%). Thirty-one percent of these organizations reported a service population comprised of more than 50% individuals/families at or below the poverty level, whereas 15% said poverty level was not applicable to their mission.

INTERNATIONAL

International (5% of respondents) is comprised of all countries other than the United States or Canada. Thirty-four percent of International respondents were directly associated with their organizations at an executive level, and 63% of respondents represented nonprofit organizations. Of respondents from educational institutions, 100% represented colleges or universities. The majority of International respondent organizations relied on staff members (66%) to fill the role of primary grantseeker. Twenty-nine percent of International organizations employed one to five people, while 20% employed six to 25 people, and 36% were staffed by over 200 people. Twenty-two percent reported that 10% or less of their organization (staff, management, and board) self-identified as persons of color. Annual budgets over \$1,000,000 were reported by 42% of respondents, whereas 32% reported budgets under \$100,000. The median annual budget was \$137,500. Most International organizations were between one and ten years old (32%) or 11 to 25 years old (26%). Fifty percent of International 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 national (40%) or international (37%). The most frequently reported mission focuses for International organizations were Medical Research (16%), Healthcare (14%), and Education and Educational Institutions (13%). Forty-seven percent of these organizations reported a service population comprised of more than 50% individuals/families at or below the poverty level, whereas 19% said poverty level was not applicable to their mission.

RESPONDENT DEMOGRAPHICS



ORGANIZATIONAL AFFILIATION

Of the respondents, 90% were directly associated with the organizations they represented as executives (47%), employees (36%), board members (5%), or volunteers (3%). Consultants (5%) and government employees (5%) comprised the remaining 10% of respondents.

TYPE OF ORGANIZATION

Most respondents (95%) represented nonprofit organizations (75%), educational institutions (15%), or government entities and tribal organizations (5%). The remainder (5%) included businesses and consultants. Among respondents from educational institutions, 14% represented K-12 schools and 86% represented two- or four-year colleges and universities.

ORGANIZATIONAL AGE

Organizations ten years of age or under comprised 19% of respondents. Organizational ages of 11 to 25 years were reported by 21% of respondents, while 29% reported organizational ages of 26 to 50 years. Organizations from 51 to 100 years of age comprised 17% of respondents, and 14% of respondents comprised organizations over 100 years of age.

ANNUAL BUDGET

Respondent organizations reported annual budgets less than \$100,000 (15%), between \$100,000 and \$499,999 (23%), between \$500,000 and \$999,999 (9%), between \$1 million and \$4,999,999 (22%), between \$5 million and \$9,999,999 (7%), between \$10 million and \$24,999,999 (8%), and \$25 million and over (17%). The median annual budget of respondent organizations was \$932,500.

STAFF SIZE

One to five people were employed by 24% of respondent organizations. Twenty-one percent of respondent organizations employed six to 25 people, while 11% employed 26 to 75 people. Nine percent of respondent organizations employed 76 to 200 people, and 20% employed over 200 people. Less than one full-time equivalent employee was reported by 6% of respondents. All-volunteer organizations comprised 8% of respondents.

STAFF ETHNICITY

Respondents were asked, "What percentage of your organization (staff, management, and board) self-identify as persons of color?" For 38% of respondents, less than 10% of their organization was comprised of persons of color. Organizations reporting 11% to 50% persons of color comprised 34% of respondents, and 14% of respondents were from organizations with 51% or more persons of color on their staff, management, or board. This question was not applicable for 13% of respondents.

PRIMARY GRANTSEEKER

Most respondent organizations relied on staff members (74%) to fill the role of primary grantseeker. Board members (7%), volunteers (5%), and contract grantwriters (7%) were also cited as the primary grantseeker. Seven percent of respondent organizations were not engaged with active grantseekers.

LOCATION

Within the United States, respondents came from all 50 states, the District of Columbia, and two territories. In addition, respondents from eight Canadian provinces participated, and 160 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 7% of respondents. Seventeen percent of respondents reported cluster/suburban service areas containing between 2,500 and 50,000 people. Urban service areas containing over 50,000 people were reported by 32% of respondents. In addition, 44% of respondents reported a service area comprised of a combination of these population-defined areas.

GEOGRAPHIC REACH

Organizations with an international, continental, or global geographic reach comprised 17% of respondents, while organizations with a national geographic reach comprised 9%. Multi-state organizational reach was reported by 11% of respondents, and 11% reported an individual-state reach. A multi-county reach was reported by 24% of respondents, and a one-county reach was reported by 12%. Eight percent of respondents reported a multi-city organizational reach,

while 6% reported a geographic reach within an individual city. In addition, 2% of respondents reported a reach comprised of other geographic or municipal divisions.

POVERTY LEVEL

Respondents were asked, "What percentage of your service recipients/clients/program participants are comprised of individuals/families at or below the poverty level?" Service to individuals or families in poverty was reported at a rate of 76% or more by 30% of respondents, while 15% reported serving those in poverty at a rate of 51% to 75%. Service to individuals or families in poverty at a rate of 26% to 50% was reported by 16% of respondents. Service to those in poverty at a rate of 11% to 25% was reported by 16% of respondents, while 10% reported a service rate of 10% or less to those in poverty. This question was not applicable for 14% of respondents.

MISSION FOCUS

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

Almost half (48%) of the respondent organizations reported one of three mission focuses: Human Services (20%), Education (17%), and Art, Culture, and Humanities (11%). The next most frequent mission focus responses were Health (9%), Youth Development (6%), Community Improvement (5%), and Medical Research (4%). Housing and Shelter, Environment, and Animal Related were each reported by 3% of respondents. Food, Agriculture, and Nutrition, Public and Society Benefit, Civil Rights, and Religion-Related missions were each reported by 2% of respondents. The remaining mission focuses, reported at a rate of under 2% by respondent organizations, were aggregated into the category of Other (11%).

METHODOLOGY

The Fall 2017 State of Grantseeking™ Report presents a trending, 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 and trending grantseeking activity during the first six months of 2017 (January through June). For the purpose of visual brevity, response rates are rounded to the nearest whole number; totals will range from 99% to 102%.

The Fall 2017 State of Grantseeking™ Survey was open from August 15, 2017, through September 30, 2017, and received 4,047 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 to GrantStation and GrantStation partners. Due to the variation in respondent organizations over time, using focused survey results, for example reports by mission focus or budget size, may provide a more beneficial resource for 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 Fall 2017 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.
- Maximum: The highest value in a set of numbers.
- 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.
- Minimum: The lowest value in a set of numbers.
- Mode: The most common or frequent number in a set.
- 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 premiere 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.

See what [others are saying](#) about GrantStation, and [join today!](#)

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

[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 2,600 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.