The 2019 State of Grantseeking Report

GrantStation

Your Fast Track To Funding

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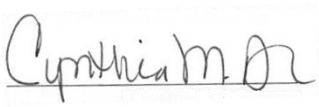
INTRODUCTION

This document, *The 2019 State of Grantseeking™ Report*, is the result of the 17th informal survey of organizations conducted by GrantStation to help illustrate the current state of grantseeking.

The primary objectives of the 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. 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.

Underwritten by Foundant-GrantHub, the Grant Professionals Association, 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 2,838 respondents who made this report possible. I hope that the information and benchmarks provided will assist each of you in your good work. This is an intensive survey that 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

According to *The 2019 State of Grantseeking™ Report*, grant funding is available for those organizations that engage in active grantseeking. Ninety percent of our respondents submitted at least one grant application in 2018, and of those 89% received at least one grant award.

Among organizations that submitted just one grant application, 75% won an award. In addition, submitting a higher number of applications increased the likelihood of winning awards. Ninety-four percent of 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.

Private foundations continue to be a funding source for most respondents; 82% reported that they received awards from private foundations. Private foundations were most frequently reported as the largest source of total funding (39%) and the source of the largest award (37%). Although government awards are still "big money," private foundations are more frequent funders.

The median largest individual award for all respondents was $69,100. This figure varied by grantmaker type, organizational annual budget, and mission focus.

For example, the median largest individual award received from community foundations was $10,800, while the median largest award from the Federal government was $425,000.

Within organizational budget ranges, the median largest individual award received by small organizations with budgets under $100,000 was $7,350, while extra-large organizations with annual budgets over $25 million reported a median largest award of $1 million.

Even an organization's mission focus has an impact on award size. Organizations with an Animal-Related mission reported a median largest award of $10,000, while the median largest award was $84,500 for Human Services organizations and $1,107,117 for Educational Institutions.

The opportunity cost–the in-depth knowledge, staff, and time required in the grant process–should be weighed against the size of an award and the likelihood of winning that award. The grant process takes an investment of days, and in many cases weeks, to complete applications. Research, submission, and reporting each took three days or fewer for 60% or more of respondents. Developing a strategic plan and writing the grant application each took five days or fewer for 60% or more of respondents.

However, respondent data continues to suggest that successful grantseeking is made more difficult by increased competition for finite award monies, overhead cost limitations, organizational staff and time limitations, and more.

These struggles relate to the most frequently reported techniques for lowering or maintaining indirect/administrative costs. Managing staff and volunteers, either through eliminating staff (44%), increased reliance on volunteer labor (39%), or reductions in staff hours (19%) were the most frequently reported indirect/administrative cost control techniques.

While it was reported that non-government funders will generally assist with indirect/administrative costs, they limit the amount that they are willing to cover. Only 4% of respondents reported that over 25% of these costs were paid by non-government funders, and just 20% of respondents reported general support as their largest award type.

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, and note the benchmarks for funder type and award size for your organization's annual budget and mission. Are there areas of performance where your organization excels, or where it could stand to improve? Next, using the results of this survey as one of your guides, set realistic expectations for both the projected contribution of grant awards to your total budget, and the time and staff required to engage in grantseeking.

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 grantseeking strategy.

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

Ellen C. Mowrer

President and COO, GrantStation

KEY FINDINGS

GRANTSEEKING ACTIVITY

- Ninety percent of respondents applied for grant funding in 2018.
- Among those organizations with active grantseekers, 74% reported that one to two people were directly involved with the grant process.
- Compared to the same period in the prior year, 53% of respondents applied for more grants and 44% were awarded more grants. In addition, 41% reported the receipt of larger awards.
- Application rates varied by funder type; 92% of respondents applied for private foundation funding in 2018.
- Applying for at least three grant awards increased the frequency of winning an award. Twenty-five percent of organizations that submitted one application won no awards. However, only 6% of organizations that submitted three to five applications won no awards. Of the organizations that submitted six or more applications, 2% or fewer won no awards.

AWARDS

- Fifty-three percent of respondents reported grant funding as comprising 25% or less of their annual budget.
- Total awards of $100,000 or more were reported by 56% of respondents.
- The median of total grant funding was $160,000; the median largest individual award was $69,100.
- The median largest award from non-government funders was $35,000 (an aggregate of private foundations, community foundations, corporate grantmakers, and “other” funding sources).
- The median largest award from government funders (an aggregate of local, state, and Federal government) was $223,450.
- The most frequently reported type of support for the largest award was project or program support (40%); general support was the largest award type for 20% of respondents.

FEDERAL GOVERNMENT AWARDS

- Of all respondents to *The 2019 State of Grantseeking™ Survey*, 40% stated that their organizations receive Federal funding on a regular basis.

- The largest award median for the Federal government was $425,000.
- Most organizations that received Federal funding in 2018 reported that their largest Federal award came in the form of grants (69%) or contracts (17%).
- Forty-eight percent of the funds for the largest Federal award originated directly from the Federal government; 34% originated as pass-through Federal funding via a state government.
- Thirty-eight percent of respondents reported that matching funds were required in their largest Federal award. Of those, 57% could use in-kind gifts toward the match total.
- Sixty percent of respondents reported that their largest Federal award included indirect or administrative cost funding.

INDIRECT/ADMINISTRATIVE COSTS

- Compared to indirect/administrative costs for the prior year, 50% of respondents reported that these costs had remained the same, while 38% reported that these costs had increased. Indirect/administrative costs decreased for 12% of respondents.
- Respondents generally kept their costs low; 64% reported indirect/administrative costs as 20% or less of their total budgets.
- Managing staff and volunteers, either through eliminating staff (44%), increased reliance on volunteer labor (39%), or reductions in staff hours (19%) were the most frequently reported indirect/administrative cost control techniques.
- Individual donations (37%) were the most frequent source of indirect/administrative funding, while government grants and contracts (13%) were the least frequent source.
- Only 9% of respondents reported that non-government funders would not cover any level of indirect/administrative costs. However, 39% of respondents reported an allowance of 10% or less for these costs.

COLLABORATION

- Most respondents (64%) did not participate in collaborative grantseeking in 2018.
- Thirty-seven percent of those respondents that did submit a collaborative grant application reported winning an award.
- Increases in annual budget size, with the implied increases in staff and infrastructure, influenced collaborative activities. Sixty percent of organizations with budgets of $25,000,000 or more participated in collaborative grantseeking in 2018, whereas only 15% of organizations with budgets under $100,000 sought grants collaboratively during this period.

CHALLENGES TO GRANTSEEKING

- Lack of time and/or staff (20%) continued to be the greatest challenge to grantseeking among respondents. Increased competition for finite monies (15%) and difficulty in finding grant opportunities that matched with specific missions, locations, or programs (15%) were also frequently cited as the greatest challenge to successful grantseeking.

ORGANIZATION ANNUAL BUDGET

- Larger organizations consistently reported larger award sizes. Median total awards ranged from $9,600 for small organizations to over $4 million for extra-large organizations. The median size of the largest individual award ranged from about $7,350 for small organizations to $1 million for extra-large organizations.
- Government funding frequency generally increased with organizational budget size, whereas corporate, community, and “other” funding sources (including religious organizations, the United Way, donor-advised funds, civic organizations, and tribal funds) decreased in relation to budget size.

ORGANIZATION MISSION FOCUS

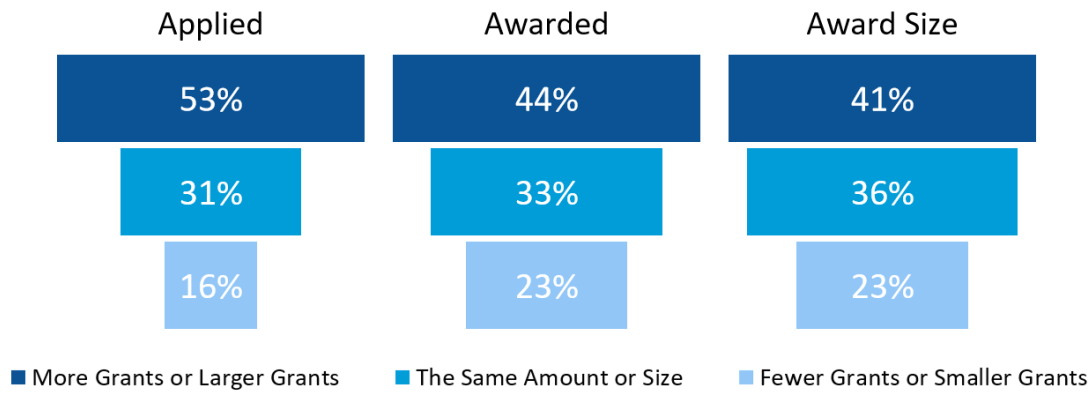
- Award sizes varied by organizational mission focus. Educational Institutions reported a median award total of $6.7 million, while Animal-Related organizations reported a median award total of $19,000. The median size of the largest individual award ranged from $10,000 for Animal-Related organizations to over $1 million for Educational Institutions.
- Private foundations were the largest source of total grant funding for organizations of every mission focus except for Educational Institutions and organizations with Mental Health and Public Benefit missions, for which the Federal government was the most frequently reported source of total grant funding.

GRANTSEEKING ACTIVITY

Respondents to *The 2019 State of Grantseeking™ Survey* actively pursued grant funding for their organizations; 90% submitted at least one grant application in 2018.

RECENT ACTIVITY

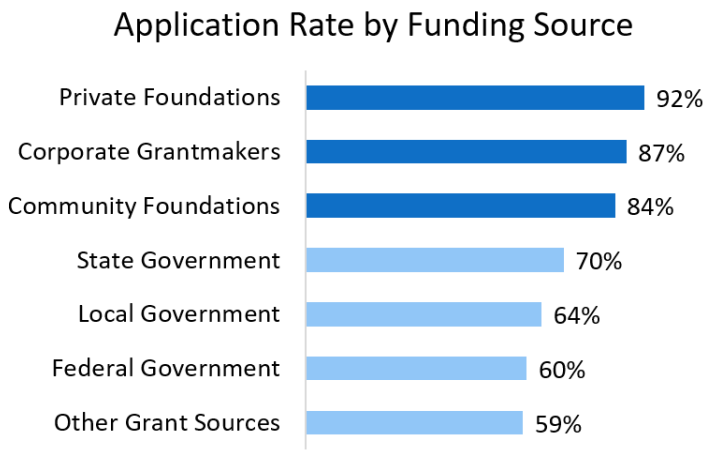
In 2018, 84% of respondents applied for the same number of grants (31%) or more grants (53%) than they did in 2017. Of respondent organizations, 77% were awarded the same number of grants (33%) or more grants (44%) compared to the prior year. Moreover, 77% of respondents reported that their organizations received awards of the same size (36%) or larger (41%).



Respondents were optimistic about the future; 53% expected to be awarded more grants in the following six months, and 32% expected to receive the same number of awards.

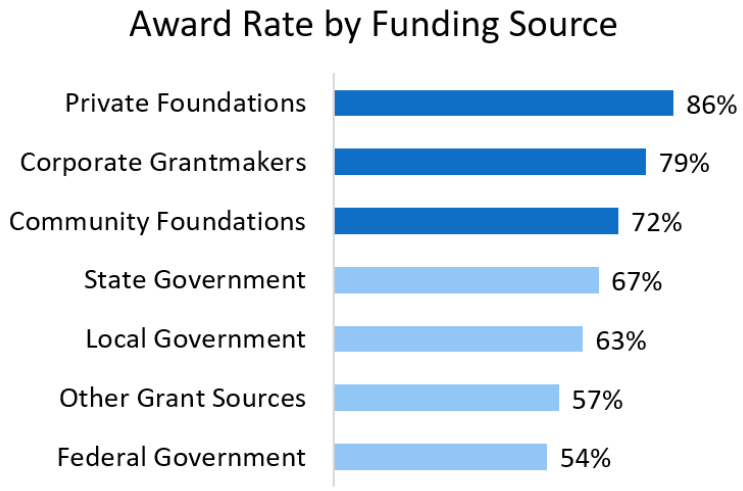
APPLICATION RATES

Application rates varied by funder type. Private foundations (92%), corporate grantmakers (87%), and community foundations (84%) were the funding sources most frequently applied to by grantseekers. Among government funding sources, state government application rates (70%) were higher than those of local government (64%) or Federal government (60%). Fifty-nine percent of respondents reported applying to "other" grant sources (including religious organizations, the United Way, donor-advised funds, civic organizations, and tribal funds).



AWARD RATES

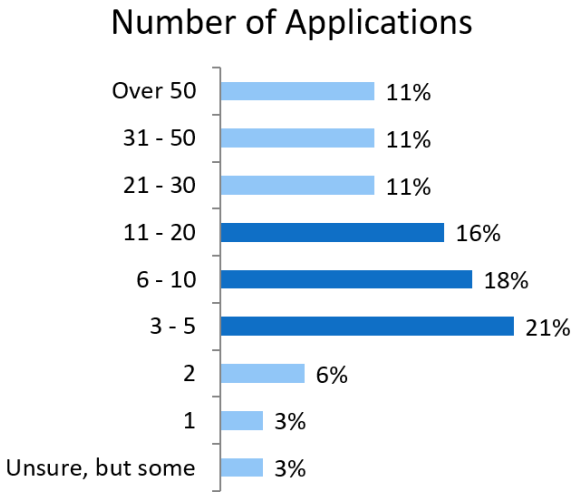
More frequent award rates were reported from private foundations (86%), corporate grantmakers (79%), and community foundations (72%). Among government funding sources, state government award rates (67%) were higher than those of local government (63%) and Federal government (54%). Awards from "other" grant sources (including religious organizations, the United Way, donor-advised funds, civic organizations, and tribal funds) were reported at a rate of 57%.



NUMBER OF GRANT APPLICATIONS

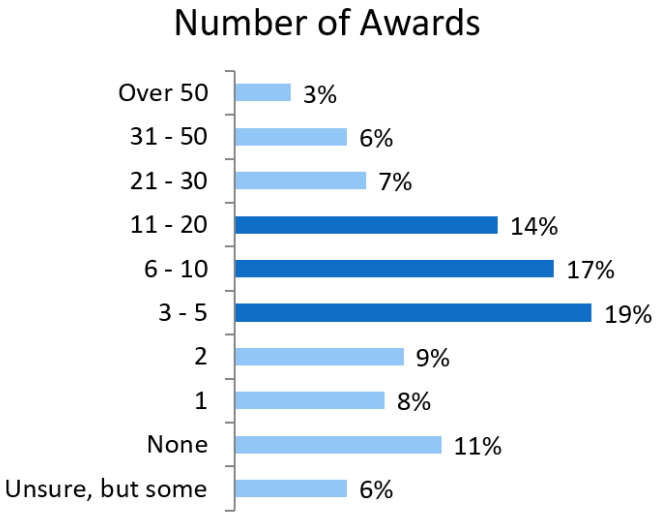
Most respondents (90%) applied for grant funding in 2018. Of those respondents that submitted a grant application during that time, most (39%) submitted between three and ten applications. One or two grant applications were submitted by 9% of respondents. Sixteen percent of respondents submitted between 11 and 20 grant applications. Each of the three highest ranges (21 to 30 applications, 31 to 50 applications, and 51 or more applications) was

reported by 11% of respondents. Some applications, of indeterminate quantity, were submitted by 3% of respondents.



NUMBER OF GRANT AWARDS

During 2018, a total of 89% of respondents received at least one grant award. Seventeen percent of respondents received one or two grant awards and 36% received between three and ten grant awards. Eleven or more grant awards were received by 30% of respondents, while 6% reported receiving some awards, but were unsure of the exact number. In this report, 11% of respondents reported receiving no awards.



GRANT APPLICATIONS VS. GRANT AWARDS

The relationship between applications submitted and awards won can be seen in the chart below. A larger number of applications was more likely to result in a larger number of awards. Some awards received in 2018 resulted from applications submitted at an earlier time, and some applications were submitted for which awards had not yet been determined.

Number of Awards	Number of Applications										
	Unsure -Some	1	2	3 - 5	6 - 10	11 - 20	21 - 30	31 - 40	41 - 50	51 - 60	Over 60
None	4	14	21	27	6	2	1	0	0	1	0
1	1	40	41	60	16	3	1	1	1	0	0
2	1	1	56	107	27	2	0	1	0	0	0
3 - 5	3	1	6	225	132	42	11	3	1	0	0
6 - 10	2	0	4	16	167	147	36	6	3	1	4
11 - 20	1	0	0	2	8	114	113	46	13	5	7
21 - 30	0	0	0	0	0	9	54	45	31	13	13
31 - 40	1	0	0	0	0	0	2	21	24	11	27
41 - 50	0	0	0	0	0	0	1	4	7	12	30
51 - 60	0	0	0	0	0	0	0	0	1	3	26
Over 60	0	0	0	0	0	0	1	0	2	2	48
Unsure-Some	56	1	1	14	10	7	6	4	3	2	6

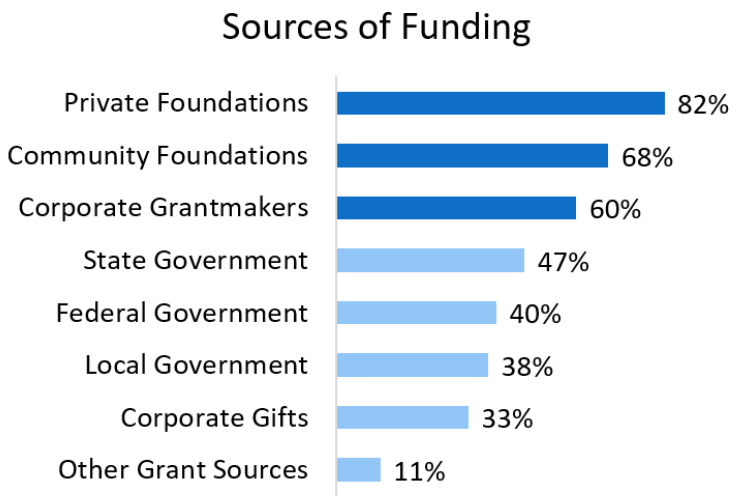
- One Application: 75% of respondents were awarded at least one grant.
- Two Applications: 84% of respondents were awarded at least one grant.
- Three to Five Applications: 94% of respondents were awarded at least one grant; 78% of respondents were awarded two to five grants.
- Six to Ten Applications: 98% of respondents were awarded at least one grant; 83% of respondents were awarded three to ten grants.
- 11 to 20 Applications: 99% of respondents were awarded at least one grant; 81% of respondents were awarded six to 20 grants.
- 21 to 30 Applications: 100% of respondents were awarded at least one grant; 74% of respondents were awarded 11 to 30 grants.
- 31 to 40 Applications: 100% of respondents were awarded at least one grant; 69% of respondents were awarded 11 to 30 grants.
- 41 to 50 Applications: 100% of respondents were awarded at least one grant; 64% of respondents were awarded 21 to 40 grants.
- 51 to 60 Applications: 98% of respondents were awarded at least one grant; 73% of respondents were awarded 21 to 50 grants.

- Over 60 Applications: 100% of respondents were awarded at least one grant; 81% of respondents were awarded over 30 grants.

Applying for at least three grant awards increases the frequency of winning an award. Applying for at least six grant awards almost ensures winning at least one award.

GRANT FUNDING SOURCES

Private foundations (82%), community foundations (68%), and corporations (60%) were the most frequently cited sources of grant awards. Corporate gifts of products or services were reported by 33% of respondents. Among government funders, state funding sources (47%) were reported more frequently than Federal (40%) and local (38%) funding sources. Other funding sources (including religious organizations, the United Way, donor-advised funds, civic organizations, and tribal funds) were reported by 11% of respondents.



STAFF

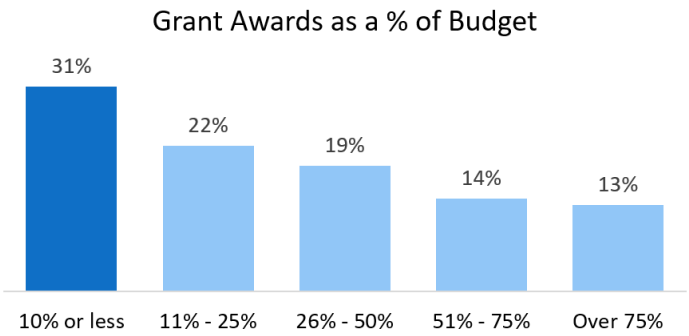
Organizational staff were the primary grantseekers for 71% of respondents. Board members (9%), contracted grantwriters (8%), and volunteers (7%) also held primary grantseeking responsibilities. Five percent of respondents did not have active grantseekers

Among those organizations with active grantseekers, 74% reported that one to two people were directly involved with the grant process. Three to five grantseekers were reported by 21% of respondents. Larger grant staff sizes of six to ten people (3%) and over 10 people (2%) were also reported.

TOTAL FUNDING

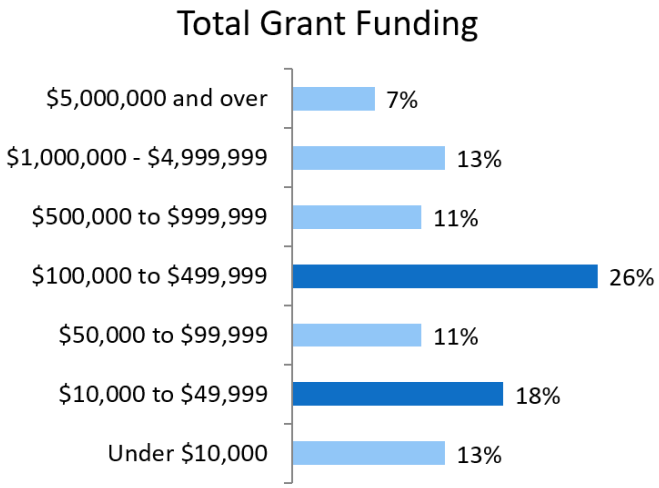
TOTAL GRANT FUNDING BUDGET CONTRIBUTION

Grant funding was 10% or less of the annual budget for 31% of respondents, and 11% to 25% of the budget for 22% of respondents. Grant funding comprised 26% to 50% of the budget for 19% of respondents, and 51% to 75% of the budget for 14% of respondents. Thirteen percent of respondents reported grant funding of 76% or more.



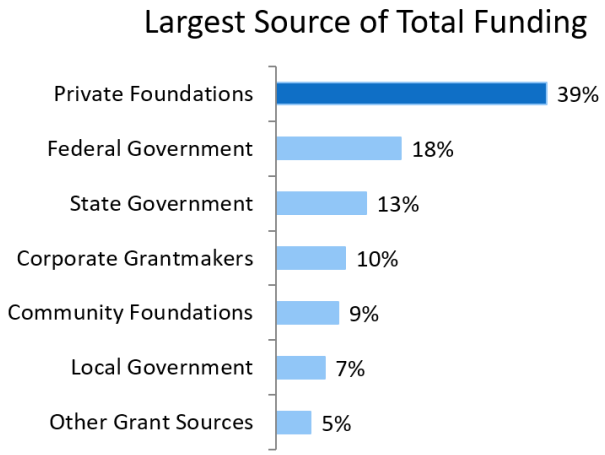
TOTAL GRANT FUNDING

Total awards under $10,000 were reported by 13% of respondents, while 18% reported total awards between $10,000 and $49,999. Eleven percent of respondents reported total grant awards between $50,000 and $99,999, whereas 26% of respondents reported total awards of $100,000 to $499,999. Total awards between $500,000 and $999,999 were reported by 11% of respondents, while 13% reported total awards of $1 million to $4,999,999. Seven percent of respondents reported total awards of $5 million or more. The median value of total awards was $160,000.



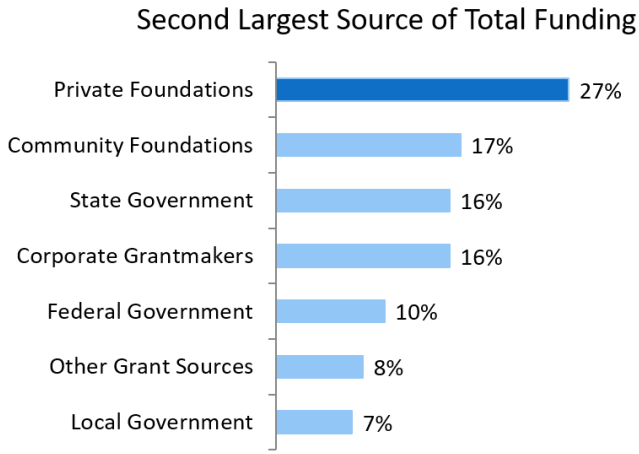
LARGEST SOURCE OF TOTAL FUNDING

Private foundations (39%) were the most frequently reported largest source of total grant funding, followed by the Federal government (18%). State government was the largest source of total funding for 13% of respondents, followed by corporate grants (10%) and community foundations (9%). Local government was reported as the largest source of total funding for 7% of respondents, and 5% reported "other" grant sources (including religious organizations, the United Way, donor-advised funds, civic organizations, and tribal funds) as their largest source of total funding.



SECOND LARGEST SOURCE OF TOTAL FUNDING

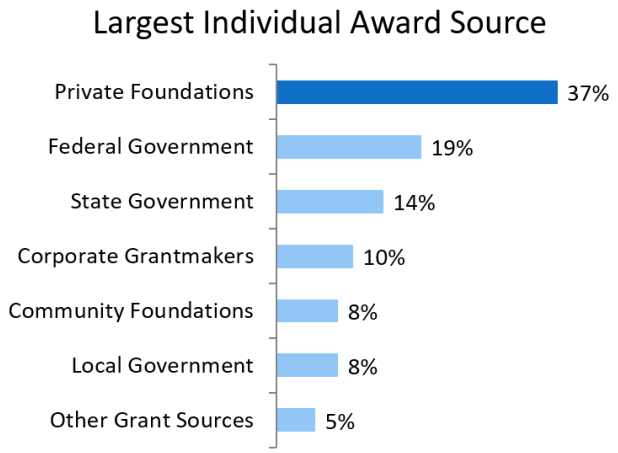
The second largest source of total funding was reported as private foundations by 27% of respondent organizations, followed by community foundations (17%), corporate grants (16%), and state government (16%). The Federal government (10%), other grant sources (8%), and local government (7%) were also reported as the second largest total funding source.



LARGEST AWARDS

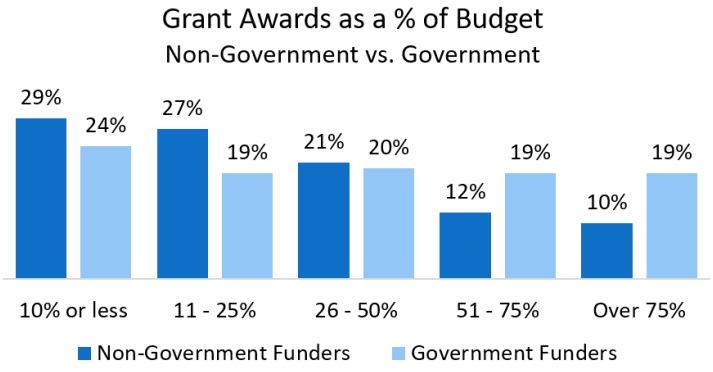
LARGEST INDIVIDUAL AWARD SOURCE

Private foundations (37%) were the most frequently reported source of the largest individual grant award, at a rate nearly double that of the next largest individual award source, the Federal government (19%). State government was the largest individual award source for 14% of respondents, followed by corporate grants (10%), community foundations (8%), and local government (8%). Five percent of respondents reported "other" grant sources (including religious organizations, the United Way, donor-advised funds, civic organizations, and tribal funds) as their largest individual award source.



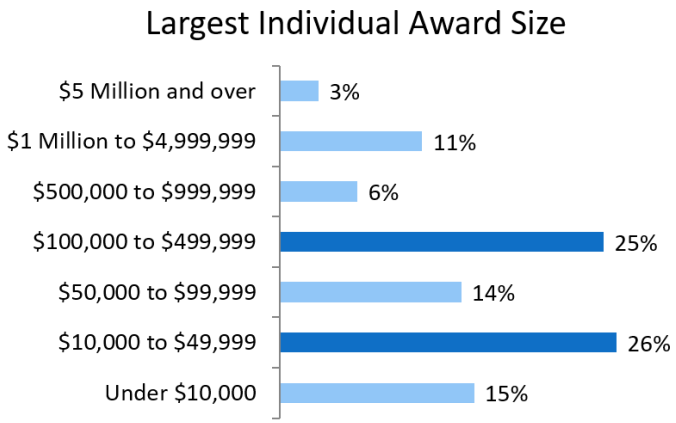
GRANT FUNDING BUDGET CONTRIBUTION

Organizations that reported government funders as the source of the largest award relied on grants to fund a larger portion of their annual budgets. Of organizations with the largest award funded by government sources, 38% reported that grants comprised over one half of their annual budgets, compared to 22% of organizations with the largest award funded by non-government sources.



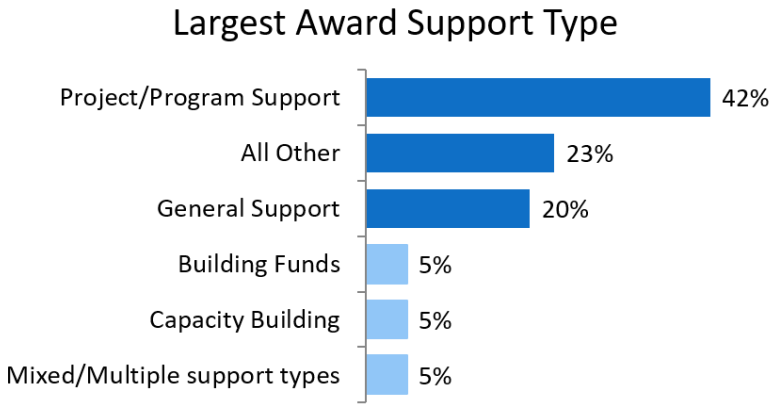
LARGEST AWARD SIZE

The median largest individual award for all respondents was $69,100. Eighty percent of respondents reported a largest individual award under $500,000. A largest individual award of under $10,000 was reported by 15% of respondents, while 26% reported a largest individual award of $10,000 to $49,999. Fourteen percent of respondents reported a largest individual award between $50,000 and $99,999, whereas 25% of respondents reported a largest individual award of $100,000 to $499,999. A largest individual award between $500,000 and $999,999 was reported by 6% of respondents, while 11% reported a largest individual award of $1 million to $4,999,999. Three percent of respondents reported a largest individual award of $5 million or more.



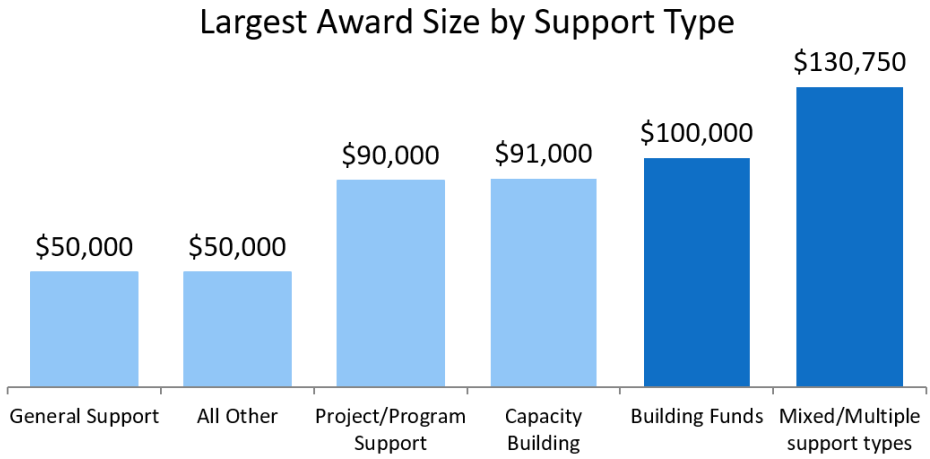
LARGEST AWARD SUPPORT TYPE

The largest award received by 42% of respondents was in the form of project or program support, followed by the "other" category (23%), comprised of any support type reported at a rate of less than 3%, including equipment, advocacy, and training programs. The largest award received by 20% of respondents was in the form of general support. Building funds, capacity building grants, and mixed support types were each reported by 5% of respondents.



LARGEST AWARD SIZE BY SUPPORT TYPE

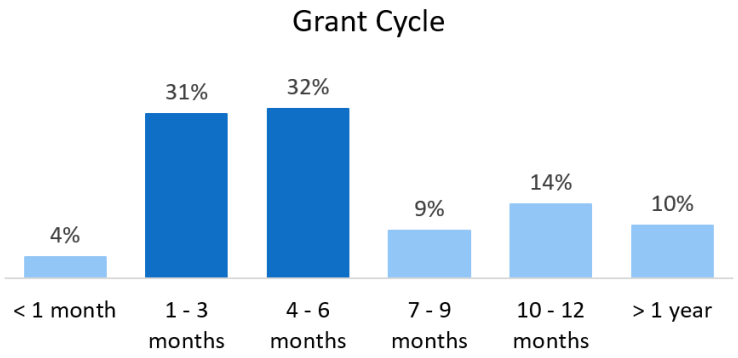
The amount of the median largest award varied by the type of support provided; of the most frequently reported types of support, the largest award size ranged from $50,000 to $130,750.



LARGEST AWARD LOGISTICS

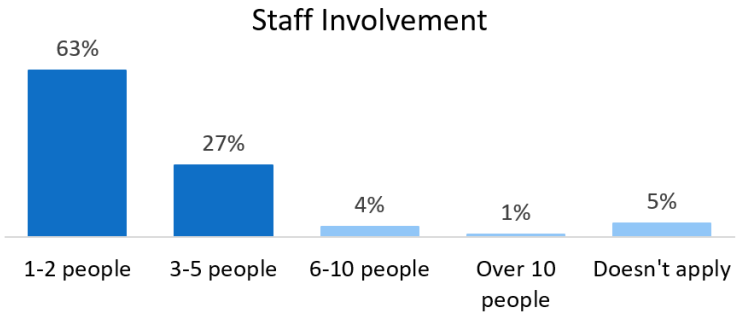
GRANT CYCLE

The grant cycle length—from proposal submission to award decision—for the largest grant award was between one and six months for 63% of respondents. A longer grant cycle of seven months or more was reported by 33% of respondents, while 4% reported a short grant cycle of less than a month.



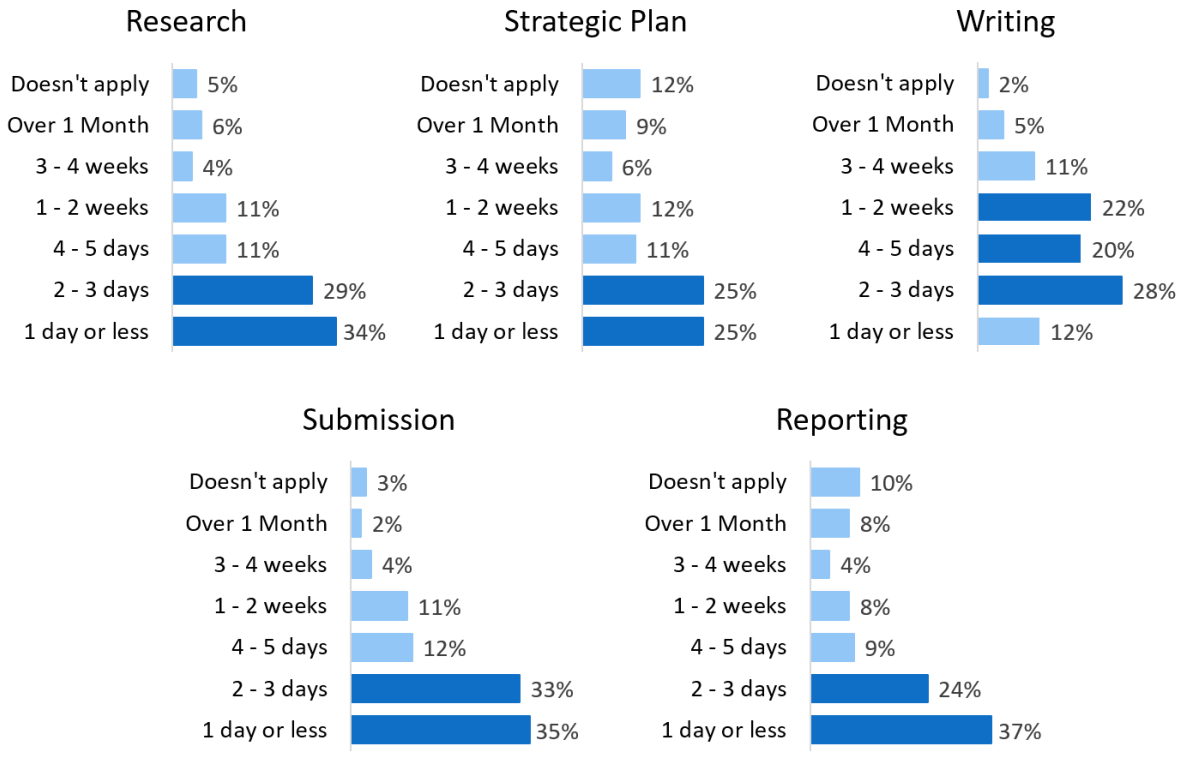
STAFF INVOLVEMENT

For 63% of respondents, one to two people were directly involved in the grantseeking process for the largest individual award, while 27% of respondents reported that three to five people were directly involved.



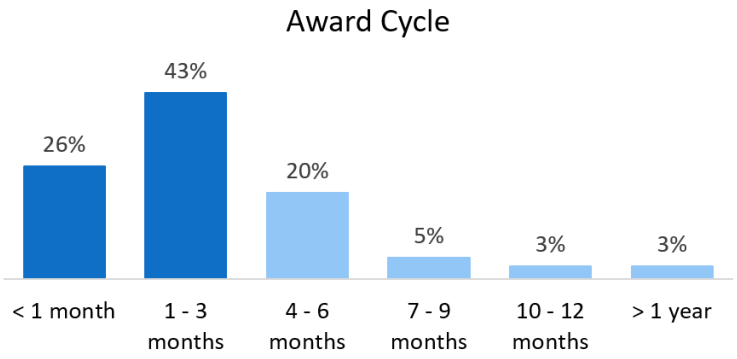
TIME ALLOCATION

When combined, the various facets of a grant application involve days of work. For the largest individual award, we asked respondents to tell us how much time was spent on research to support the statement of need, development of the strategic plan, writing the proposal, coordination of the attachments and submission, and post-award reporting. Research, submission, and reporting each took three days or fewer for 60% or more of respondents. Developing a strategic plan took three days or fewer for half of respondents, while writing the grant application took between two days and two weeks for 70% of respondents.



AWARD CYCLE

Once an award decision had been determined, funders released the award monies quickly; 69% of respondents reported receiving the award within three months of notification. Delayed receipt of award monies, taking four months or more, was reported by 31% of respondents.



GOVERNMENT FUNDING

GOVERNMENT FUNDING SOURCES

Among those respondents that reported government funding sources, state government (47%) was most frequently reported as a government funding source, followed by the Federal government (40%) and local government (38%).

GOVERNMENT LARGEST SOURCE OF TOTAL FUNDING

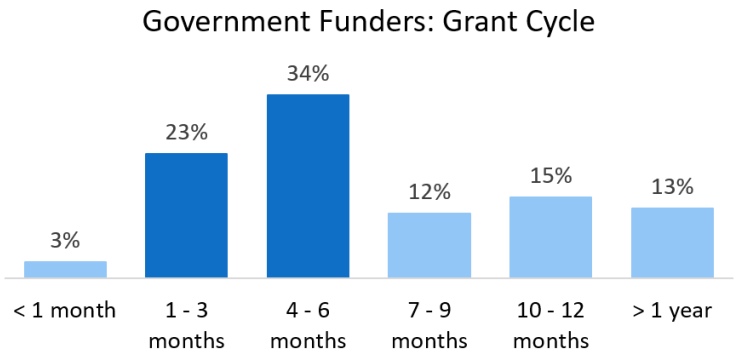
The Federal government (18%) was most frequently reported as the largest source of total government funding among government award recipients, followed by state government (13%) and local government (7%).

GOVERNMENT LARGEST INDIVIDUAL AWARD SOURCE

Among those respondents that reported government funding sources, the Federal government (19%) was most frequently reported as the largest individual award source, followed by state government (14%) and local government (8%).

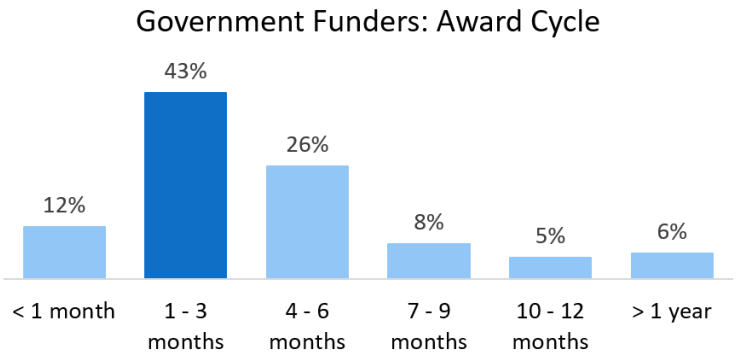
GOVERNMENT GRANT CYCLE

The government grant cycle length—from proposal submission to award decision—for the largest award was between one and six months for 57% of respondents, while 3% reported a short grant cycle of less than a month. A longer grant cycle of seven months or more was reported by 40% of respondents. The longer grant cycle reflects the government application process; the non-government application process took seven months or more for 27% of respondents.



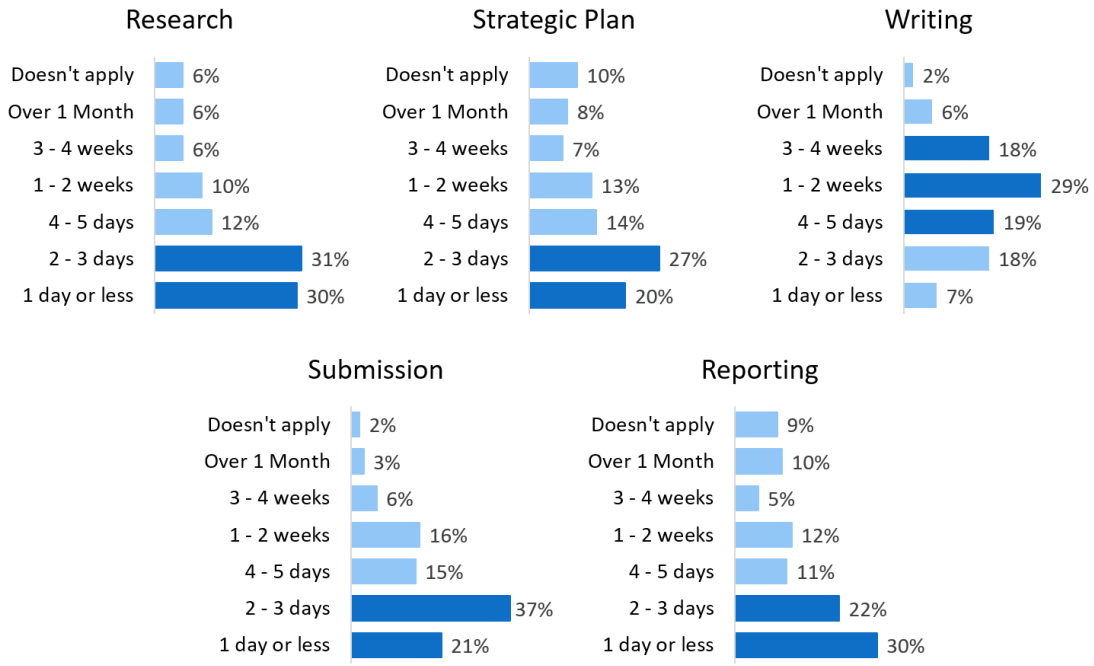
AWARD CYCLE

Once an award decision had been determined, funders released the award monies quickly; 55% of respondents reported receiving the award within three months of notification. Delayed receipt of award monies, taking four months or more, was reported by 45% of respondents. The longer award cycle reflects government processes; non-government release of award monies took four months or more for 22% of respondents.



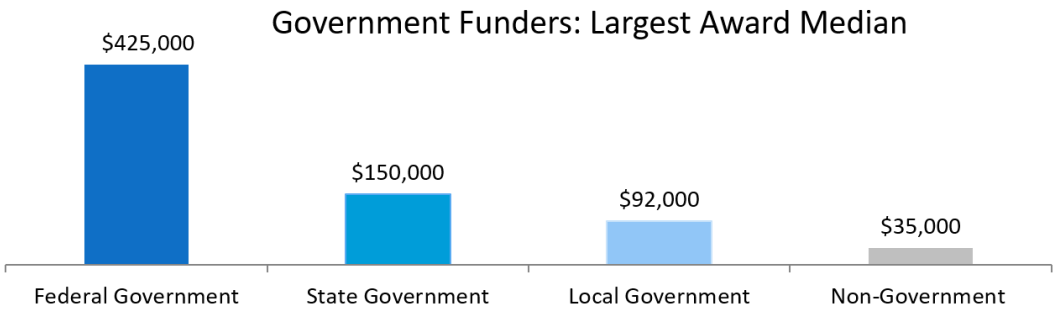
TIME ALLOCATION

For the largest individual award from a government funder, we asked respondents to tell us how much time was spent on research to support the statement of need, development of the strategic plan, writing the proposal, coordination of the attachments and submission, and post-award reporting. For most respondents, the various areas of the government grant process took three or fewer days. However, writing government grant applications took from four days to four weeks for 66% of respondents.



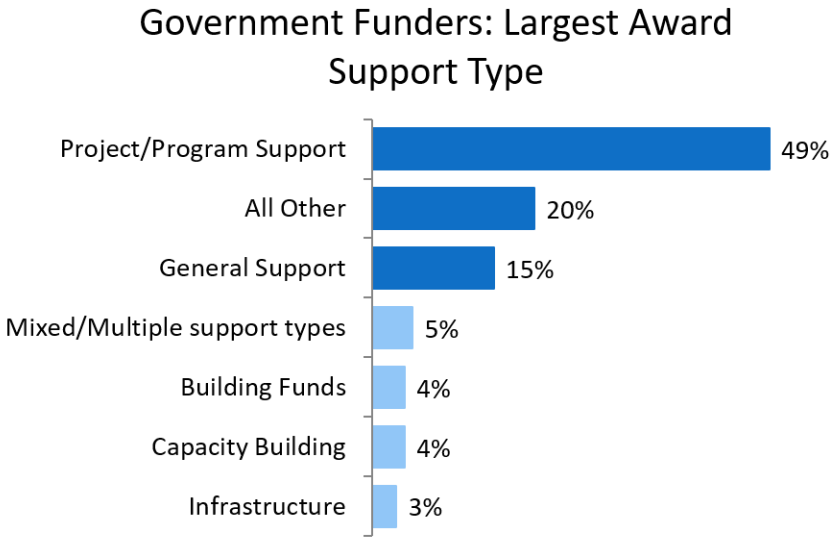
GOVERNMENT LARGEST AWARD SIZE

The largest individual award medians from government entities were higher than those from non-government funders. The largest individual award median was $425,000 for the Federal government, $150,000 for state government, and $92,000 for local government. In comparison, the largest award median from non-government funders (private foundations, community foundations, corporate grantmakers, and "other" sources, in aggregate) was $35,000.



GOVERNMENT LARGEST AWARD SUPPORT TYPE

The largest government award received by 49% of respondents was in the form of project or program support, followed by the "other" category (20%), comprised of any support type reported at a rate of less than 2%, including advocacy, collaborations, equipment, and training programs. The largest government award received by 15% of respondents was in the form of general support. Mixed support types were reported by 5% of respondents, while building funds and capacity building grants were each reported by 4% of respondents, and 3% reported infrastructure awards.



FEDERAL GOVERNMENT FUNDING

Forty percent of respondents reported that their organizations regularly receive Federal funding, and 35% stated that their organizations received Federal funding in 2018.

FEDERAL GOVERNMENT AWARD FORM

Those organizations that received Federal funding during 2018 reported that their largest Federal award came in the form of grants (69%), contracts (17%), or another form, including cooperative agreements and reimbursements (8%). Six percent were unsure of the form of funding.

FEDERAL GOVERNMENT AWARD ORIGIN

Forty-eight percent of the funds for the largest Federal award originated directly from the Federal government, while 34% originated as pass-through Federal funding via a state government. Eleven percent originated in another form, primarily pass-through funding from non-Federal levels of government, tribal agencies, or nonprofit organizations. Seven percent of respondents were unsure of where their Federal funding originated.

FEDERAL GOVERNMENT MATCHING FUNDS

Over half (53%) of respondents that received Federal funding reported that their largest Federal award did not require matching funds, whereas 38% reported that matching funds were a requirement of their largest Federal award. Nine percent of respondents that received Federal funding were unsure if matching funds were included as a requirement.

Of those organizations that received awards requiring matching funds, 57% could use in-kind gifts toward the match total, including volunteer hours, facilities usage, time and travel, and donations of goods and services.

Respondents most frequently reported a match of 11% to 25% (40%), or of 26% to 50% (23%). Two percent of respondents reported a 51% to 75% match, and 14% reported a match from 76% to 99%. A 100% one-to-one match was reported by 4% of respondents. Eight percent reported a match of 10% or less, and 9% of respondents were unsure of the match amount, if any.

FEDERAL GOVERNMENT INDIRECT/ADMINISTRATIVE COST FUNDING

The largest Federal award included indirect/administrative cost funding for 60% of respondents, while 28% reported that cost funding was not included, and 12% were unsure if this type of funding was included.

Of those respondents that did receive indirect/administrative cost funding, 47% reported that their largest Federal award included an allocation of 10% or less for indirect/administrative costs, and 16% reported that the award included 11% to 20% funding for these costs. Twelve

percent of respondents reported that their largest Federal award included funding of 21% or more for indirect/administrative costs, while 25% were unsure of the level of funding allocated to these costs.

FEDERAL GOVERNMENT REPORTING

Of the organizations that received Federal awards, 63% were required to report on outcomes or cost per unit for the largest award, while this type of reporting was not required for 20%. Seventeen percent of Federal award recipients were unsure of reporting requirements.

Of those respondents that received Federal awards requiring outcome or cost per unit reporting, the reporting was more detailed or time-consuming than in the past for 24%, whereas it was less detailed or time-consuming for 2%. There was no change in the reporting difficulty for 43% of respondents, and 31% of respondents were unsure as to the level of reporting difficulty.

RESPONDENTS BY GOVERNMENT LARGEST AWARD SOURCE

As illustrated by *The 2019 State of Grantseeking™ Survey* results, an organization's demographics can be defined by the source of the largest award. The following are typical organizations that received their largest award from each funder type.

ORGANIZATIONS FOR WHICH THE FEDERAL GOVERNMENT WAS THE LARGEST AWARD SOURCE:

Eighty-four percent of respondents from organizations for which the Federal government was the largest award source (FGLAS) were directly associated with their organizations as employees (35%) or at an executive level (49%). Nonprofits comprised 72% of FGLAS organizations, while educational institutions comprised 14%, and government or tribal agencies comprised 9%. Among respondents from educational institutions, 31% represented K-12 schools and 69% represented two- or four-year colleges and universities. FGLAS organizations most frequently reported employing over 200 people (25%), between one and five people (17%), and between 11 and 25 people (17%). Seventy percent of FGLAS organizations reported annual budgets of $1,000,000 and over; of those, 20% reported annual budgets of $25,000,000 and over. The median annual budget was $3,137,500. FGLAS organizations were older than other organizations; 40% were 26 to 50 years old and 34% were over 50 years old. Forty-eight percent of FGLAS organizations worked in a mix of service areas (rural, suburban, and urban) and 32% served urban areas. The most frequent geographic service reach for FGLAS organizations was multi-county (35%), one county (18%), or one state (12%). Human Services (31%), Education (17%), and Health (10%) were the most frequently reported mission focuses.

Fifty-six percent of these organizations reported a service population comprised of over 50% individuals/families at or below the poverty level.

ORGANIZATIONS FOR WHICH STATE GOVERNMENT WAS THE LARGEST AWARD SOURCE:

Eighty-six percent of respondents from organizations for which state government was the largest award source (SGLAS) were directly associated with their organizations as employees (35%) or at an executive level (51%). Nonprofits comprised 88% of SGLAS organizations, while educational institutions comprised 5%, and government or tribal agencies comprised 5%. Among respondents from educational institutions, 17% represented K-12 schools and 83% represented two- or four-year colleges and universities. SGLAS organizations most frequently reported employing one to five people (22%) or six to 25 people (28%). Fifty-seven percent of SGLAS organizations reported annual budgets of $1,000,000 and over; of those, 23% reported annual budgets between $1,000,000 and $4,999,999. The median annual budget was $1,202,000. Most SGLAS organizations were 26 to 50 years old (38%) or over 50 years old (30%). Thirty-eight percent of SGLAS organizations worked in a mix of service areas (rural, suburban, and urban), while 28% served urban areas and 22% served suburban locations. The most frequent geographic service reach for SGLAS organizations was multi-county (34%) or one county (23%). Human Services (32%), Arts, Culture, and Humanities (16%), and Education (13%) were the most frequently reported mission focuses. Fifty-one percent of these organizations reported a service population comprised of over 50% individuals/families at or below the poverty level.

ORGANIZATIONS FOR WHICH LOCAL GOVERNMENT WAS THE LARGEST AWARD SOURCE:

Eighty-six percent of respondents from organizations for which local government was the largest award source (LGLAS) were directly associated with their organizations as employees (27%) or at an executive level (59%). Nonprofits comprised 95% of LGLAS organizations. Most LGLAS organizations reported employing one to five people (32%) or six to 25 people (28%). LGLAS organizations most frequently reported annual budgets under $500,000 (38%), and between $1,000,000 and $4,999,999 (30%). The median annual budget was $928,225. Most LGLAS organizations were 11 to 25 years old (23%) or 26 to 50 years old (41%). Forty-seven percent served urban areas and 28% worked in a mix of service areas (rural, suburban, and urban). The most frequent geographic service reach for LGLAS organizations was multi-county (27%), one county (24%), or one city/town (17%). Arts, Culture, and Humanities (26%), Human Services (21%), and Youth Development (13%) were the most frequently reported mission focuses. Fifty-eight percent of these organizations reported a service population comprised of over 50% individuals/families at or below the poverty level.

NON-GOVERNMENT FUNDING

NON-GOVERNMENT FUNDING SOURCES

Among those respondents that reported non-government funding sources, private foundations (80%) were most frequently reported as a non-government funding source, followed by community foundations (69%) and corporate grantmakers (60%). Respondents also reported the receipt of corporate gifts (32%) and funding from "other" sources (8%).

NON-GOVERNMENT LARGEST SOURCE OF TOTAL FUNDING

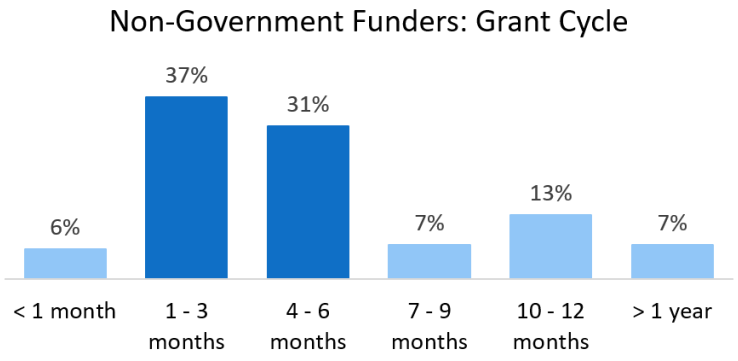
Among respondents that reported non-government funding sources, private foundations (60%) were most frequently reported as the largest total source of this type of funding, followed by corporate grantmakers (15%), community foundations (14%), and "other" grant sources (11%).

NON-GOVERNMENT LARGEST INDIVIDUAL AWARD SOURCE

Among those respondents that reported non-government funding sources, private foundations (61%) were most frequently reported as the largest individual award source, followed by corporate grantmakers (17%), community foundations (13%), and "other" grant sources (9%).

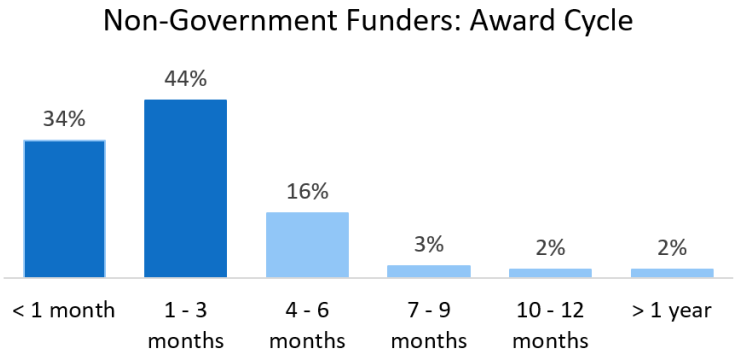
NON-GOVERNMENT GRANT CYCLE

The non-government grant cycle length—from proposal submission to award decision—for the largest award was between one and six months for 68% of respondents, while 6% reported a short grant cycle of less than a month. A longer grant cycle of seven months or more was reported by 27% of respondents. The shorter grant cycle for non-government funders reflects an application process that is often simpler than that of government applications; the government application process took seven months or more for 40% of respondents.



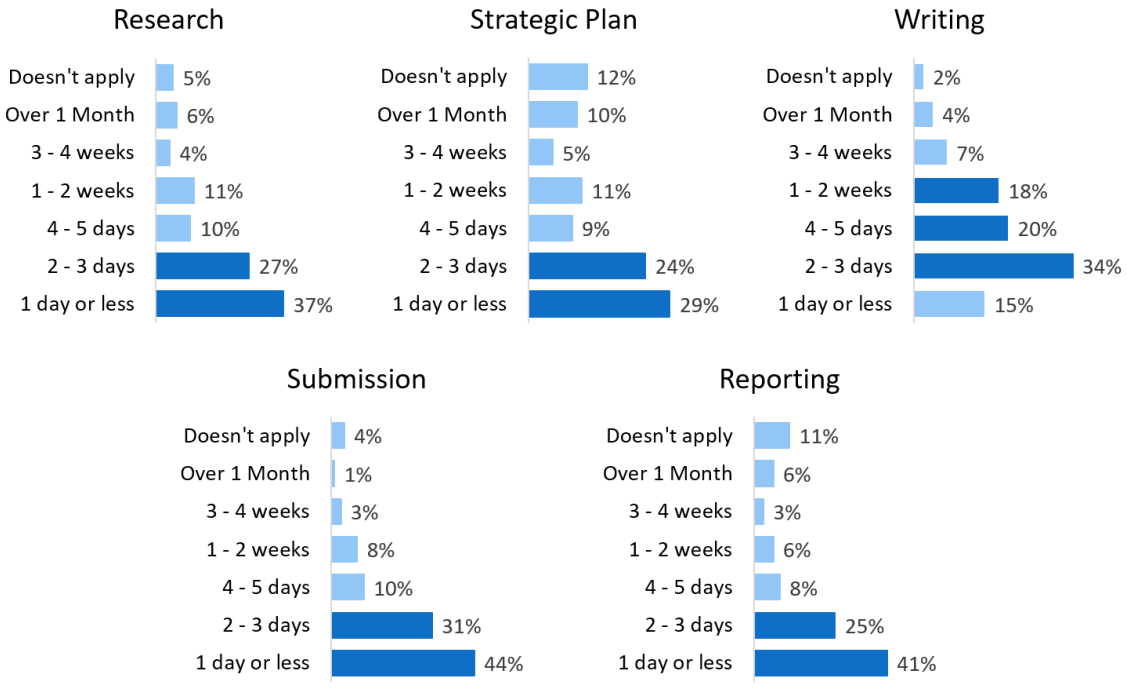
NON-GOVERNMENT AWARD CYCLE

Once an award decision had been determined, non-government funders generally released the award monies within three months of notification (78%). Delayed receipt of award monies, taking four months or more, was reported by 23% of respondents. This timing is significant, as delayed release of funds from government sources was reported by 45% of respondents.



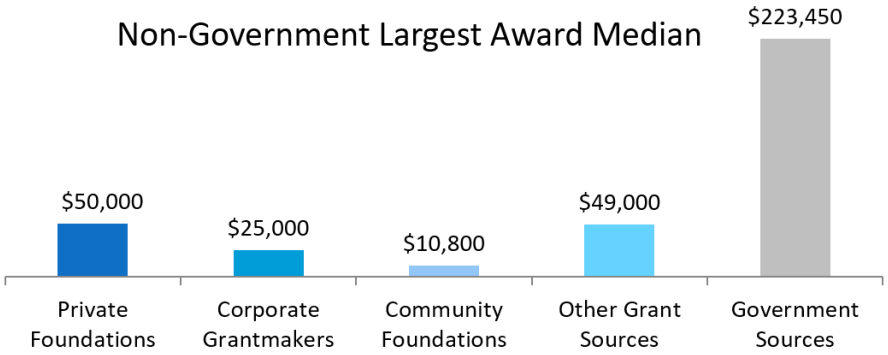
TIME ALLOCATION

For the largest individual award from a non-government funder, we asked respondents to tell us how much time was spent on research to support the statement of need, development of the strategic plan, writing the proposal, coordination of the attachments and submission, and post-award reporting. For most respondents, the various areas of the non-government grant process took three or fewer days. However, writing grant applications took from two days to two weeks for 72% of respondents.



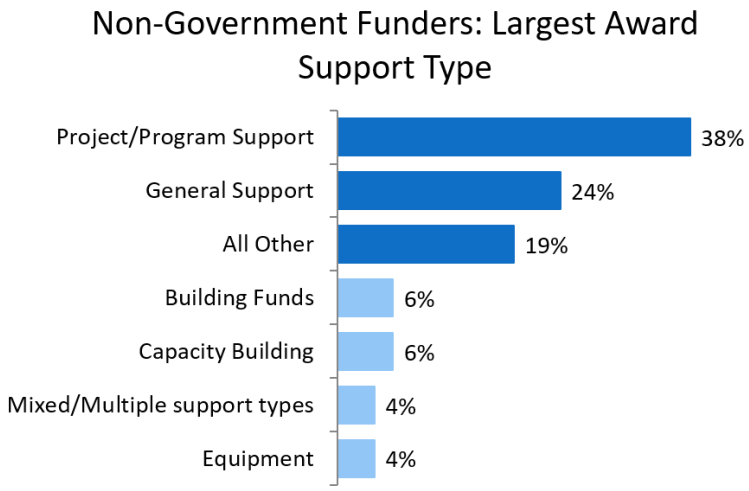
NON-GOVERNMENT LARGEST INDIVIDUAL AWARD SIZE

The largest individual award median from non-government entities was lower than that from government funders. The largest award median from private foundations was $50,000. From corporate grantmakers, the largest award median was $25,000. The largest award median from community foundations was $10,800, while that from "other" funding sources (including religious organizations, the United Way, donor-advised funds, civic organizations, and tribal funds) was $49,000. In comparison, the largest individual award median from government funders (an aggregate of Federal, state, and local government) was $223,450.



NON-GOVERNMENT LARGEST AWARD SUPPORT TYPE

The largest non-government award received by 38% of respondents was in the form of project or program support, which was followed by general support at 24%. Respondents also reported the largest non-government award type as building funds and capacity building (each 6%), and mixed/multiple support and equipment (each 4%). All other support types (19%) were individually reported at a rate of 2% or less.



RESPONDENTS BY LARGEST AWARD SOURCE

As illustrated by *The 2019 State of Grantseeking™ Survey* results, an organization's demographics can be defined by the source of the largest award. The following are typical organizations that received their largest award from each funder type.

ORGANIZATIONS FOR WHICH PRIVATE FOUNDATIONS WERE THE LARGEST AWARD SOURCE:

Eighty-six percent of respondents from organizations for which private foundations were the largest award source (PFLAS) were directly associated with their organizations as employees (26%) or at an executive level (60%). Nonprofits comprised 95% of PFLAS organizations. Among respondents from educational institutions (3%), 59% represented K-12 schools and 41% represented two- or four-year colleges and universities. PFLAS organizations most frequently reported employing one to five people (32%) or 11 to 25 people (28%). Fourteen percent of PFLAS organizations reported annual budgets between $100,000 and $249,999 and 14% reported annual budgets between $500,000 and $999,999; 27% reported annual budgets between $1,000,000 and $4,999,999. The median annual budget was $700,000. PFLAS organizations were 11 to 25 years old (25%) or 26 to 50 years old (30%). Fifty percent worked in a mix of service areas (rural, suburban, and urban), while 29% were located in urban areas. The most frequent geographic service reach for PFLAS organizations was multi-county (22%), multi-state (15%), or one county (14%). Human Services (23%), Arts, Culture, and Humanities (13%), and Education (11%) were the most frequently reported mission focuses. Forty-nine percent of PFLAS organizations reported a service population comprised of over 50% individuals/families at or below the poverty level.

ORGANIZATIONS FOR WHICH CORPORATIONS WERE THE LARGEST AWARD SOURCE:

Eighty-eight percent of respondents from organizations for which corporations were the largest award source (CLAS) were directly associated with their organizations as employees (22%) or at an executive level (66%). Nonprofits comprised 94% of CLAS organizations. CLAS organizations most frequently reported employing one to five people (41%) or being staffed by volunteers (17%). Most CLAS organizations reported annual budgets under $100,000 (25%), between $100,000 and $499,999 (31%), or between $1,000,000 and $4,999,999 (20%). The median annual budget was $326,000. Most CLAS organizations were 11 to 25 years old (29%) or 26 to 50 years old (26%). Fifty-nine percent worked in a mix of service areas (rural, suburban, and urban), while 22% were located in urban areas. The most frequent geographic service reach for CLAS organizations was multi-county (26%), one state (16%), or multi-state (13%). Human Services (21%), Education (14%), and Youth Development (11%) were the most frequently reported mission focuses. Forty-six percent of these organizations reported a service population comprised of over 50% individuals/families at or below the poverty level.

ORGANIZATIONS FOR WHICH COMMUNITY FOUNDATIONS WERE THE LARGEST AWARD SOURCE:

Eighty-three percent of respondents from organizations for which community foundations were the largest award source (CFLAS) were directly associated with their organizations as employees (14%) or at an executive level (69%). Nonprofits comprised 94% of CFLAS organizations. CFLAS organizations most frequently reported employing one to five people (35%) or being staffed by volunteers (24%). Thirty-six percent of CFLAS organizations reported annual budgets between $100,000 and $499,999 and 22% reported annual budgets under $50,000. The median annual budget was $255,000. Most CFLAS organizations were 11 to 25 years old (24%) or 26 to 50 years old (24%). Thirty-six percent worked in a mix of service areas (rural, suburban, and urban), while 29% were in a suburban service area and 24% were in an urban service area. The most frequent geographic service reach for CFLAS organizations was multi-county (24%), one county (19%), or multi-state (15%). Human Services (23%), Arts, Culture, and Humanities (18%), and Youth Development (11%) were the most frequently reported mission focuses. Forty-six percent of these organizations reported a service population comprised of over 50% individuals/families at or below the poverty level.

ORGANIZATIONS FOR WHICH "OTHER" SOURCES WERE THE LARGEST AWARD SOURCE:

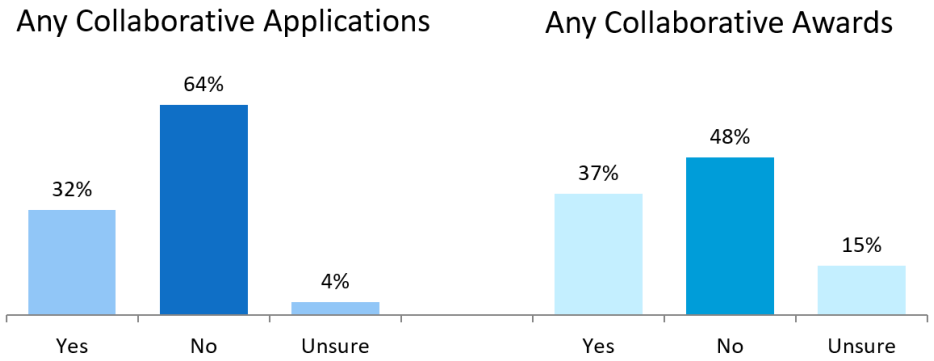
Eighty-seven percent of respondents from organizations for which "other" sources (including religious organizations, the United Way, donor-advised funds, civic organizations, and tribal

funds) were the largest award source (OLAS) were directly associated with their organizations as employees (24%) or at an executive level (63%). Nonprofits comprised 90% of OLAS organizations. OLAS organizations most frequently reported employing one to five people (36%), six to twenty-five people (23%), or being staffed by volunteers (13%). Twenty-four percent of OLAS organizations reported annual budgets under $100,000, and 31% reported annual budgets between $100,000 and $499,999; 21% reported annual budgets between $1,000,000 and $4,999,999. The median annual budget was $470,000. Most OLAS organizations were 11 to 25 years old (33%), or 26 to 50 years old (27%). Forty-nine percent worked in a mix of service areas (rural, suburban, and urban), while 25% were in urban service areas. The most frequent geographic service reach for OLAS organizations was multi-county (21%), one county (18%), or one state (15%). Human Services (23%), Education (11%), and Health (11%) were the most frequently reported mission focuses. Fifty-seven percent of these organizations reported a service population comprised of over 50% individuals/families at or below the poverty level.

COLLABORATIVE GRANTSEEKING

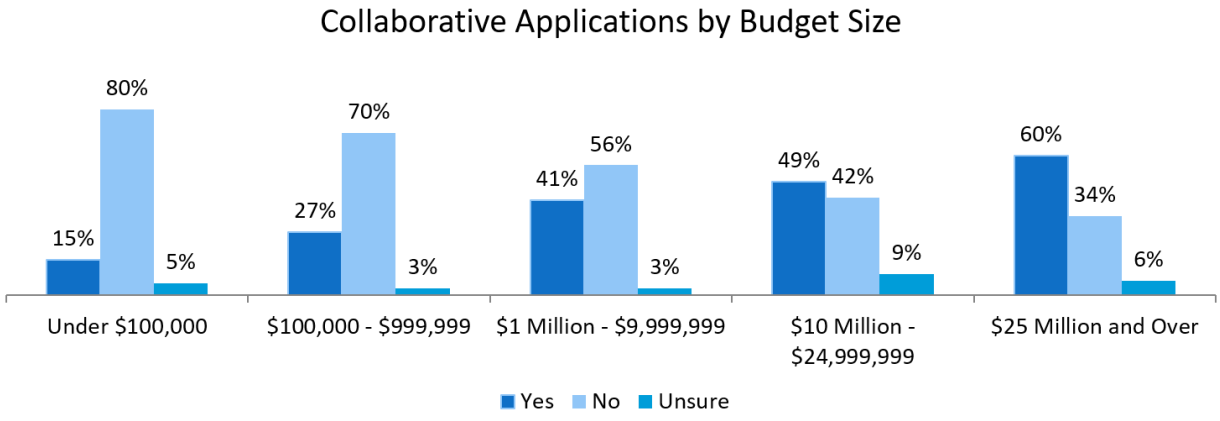
PARTICIPATION AND AWARDS

Collaborative grantseeking—several organizations joining together to submit grant applications for joint activities or programs—is a trending topic. Most respondents (64%) did not participate in collaborative grantseeking in 2018. Thirty-seven percent of those respondents that did submit a collaborative grant application reported winning an award.



COLLABORATION BY ANNUAL BUDGET

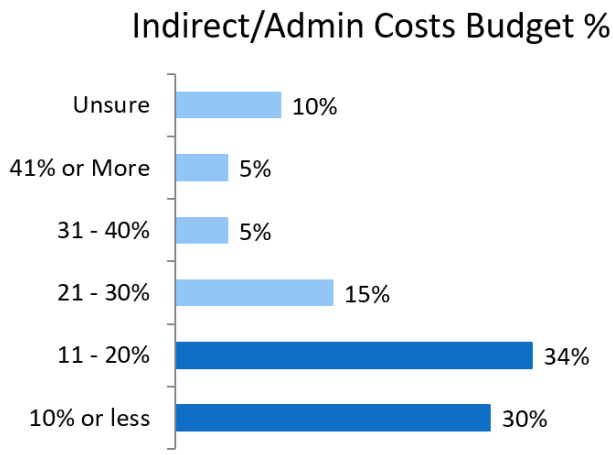
Increases in annual budget size, with the implied increases in staff and infrastructure, influenced collaborative activities. Sixty percent of organizations with budgets of $25,000,000 or more participated in collaborative grantseeking in 2018, whereas only 15% of organizations with budgets under $100,000 participated in collaborative grantseeking during this period.



INDIRECT/ADMINISTRATIVE COST FUNDING

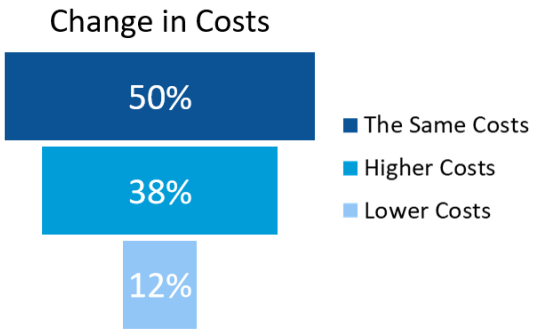
INDIRECT/ADMINISTRATIVE COSTS AS A PERCENTAGE OF BUDGET

Our respondents generally kept their costs low; 64% reported indirect/administrative costs as 20% or less of their total budgets. Only 25% of survey respondents reported these costs as over 20% of their budgets, while 10% were unsure of the budget percentage of their organization's indirect/administrative costs.



INDIRECT/ADMINISTRATIVE COST TRENDS

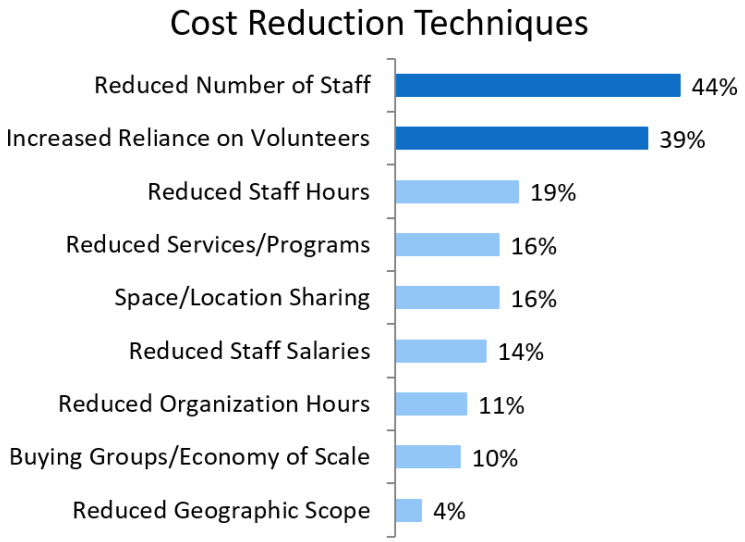
Compared to indirect/administrative costs for the prior year, 50% of respondents reported that these costs had remained the same, while 38% reported that these costs had increased. Indirect/administrative costs decreased for 12% of respondents.



INDIRECT/ADMINISTRATIVE COST CONTROLS

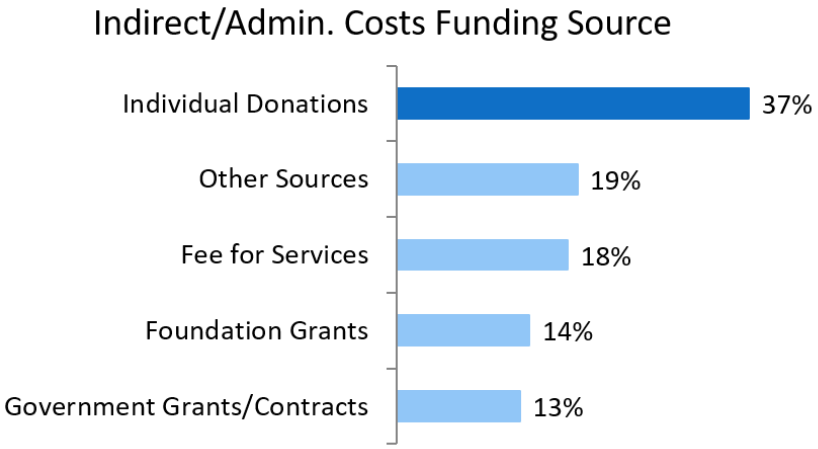
Respondents were asked, "How did you reduce your indirect/administrative costs?" and were able to report multiple techniques. Managing staff and volunteers, either through eliminating staff (44%) or through increased reliance on volunteer labor (39%) were the most frequently

reported indirect/administrative cost control techniques. Reductions in staff hours (19%), reductions in services and programs (16%), and participation in space or location sharing (16%) were also frequently reported cost controls. In addition, respondents controlled and reduced these costs by reducing staff salaries (14%), decreasing organization hours (11%), participating in buying groups (10%), and reducing their organization's geographic scope (4%).



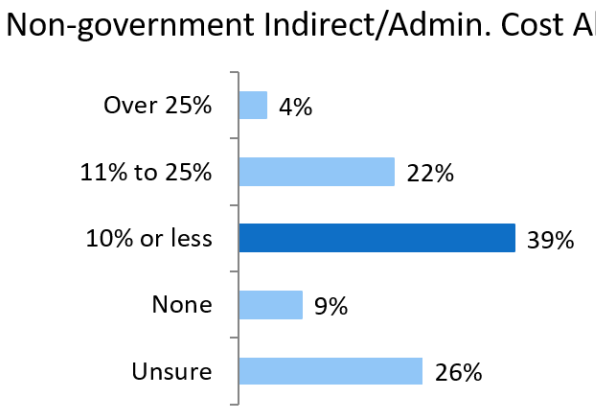
INDIRECT/ADMINISTRATIVE COST FUNDING SOURCES

Individual donations (37%) were the most frequent source of indirect/administrative funding, while government grants and contracts (13%) were the least frequent source. Within the "other" sources category (19%), fundraisers, tax revenue, major donors, and general funds were cited as some of the sources of indirect/administrative funding. Fees for services (18%) and foundation grants (14%) were also sources of funding for these costs.



INDIRECT/ADMINISTRATIVE COST FUNDING LIMITATIONS

Respondents reported that non-government funders will generally assist with indirect/administrative costs, although they limit the amount that they are willing to cover. Thirty-nine percent of respondents reported an allowance of 10% or less for these costs, and 22% reported an allowance of 11% to 25% for these costs. Nine percent of respondents reported that non-government funders would not cover indirect/administrative costs, while 26% were unsure of the coverage level. Only 4% of respondents reported that non-government funders allocated over 25% of the budget for these costs.



CHALLENGES TO GRANTSEEKING

We asked, “What, in your opinion, is the greatest challenge to successful grantseeking?” Respondents continued to report that grantseeking’s greatest challenges stem from the lack of time and staff for grantseeking activities (20%).

Increased competition for finite monies (15%) and difficulty in finding grant opportunities that matched with specific missions, locations, or programs (15%) were also frequently cited as the greatest challenge to successful grantseeking. The response rates for the challenges of adherence to varying funder practices and requirements (13%) and building funder relationships (10%) spoke to the importance of grantseeker-grantmaker relationships. The remaining challenges were each reported by 5% or fewer of respondents.

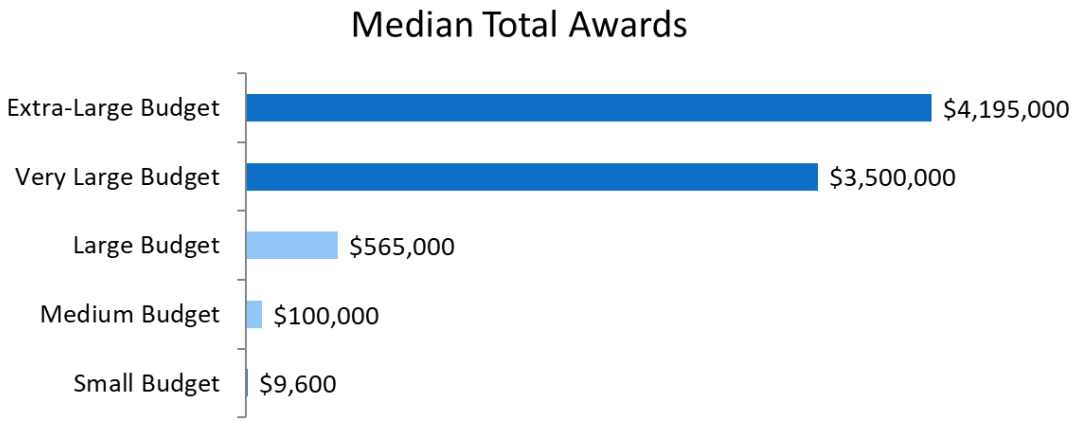
ORGANIZATION ANNUAL BUDGET

Organizational size determined by annual budget appears to be a key factor influencing the grantseeking experience. The variations in funding by budget size emphasize the importance of comparing your organization to organizations with similar annual budget ranges. For this report, organizational budget ranges are defined as:

Budget Range	Range Name	% of Respondents	Median Budget
Under $100,000	Small	19%	$40,000
$100,000 - $999,999	Medium	35%	$350,000
$1 Million - $9,999,999	Large	31%	$2,770,350
$10 Million - $24,999,999	Very Large	7%	$14,500,000
$25 Million and Over	Extra-Large	9%	$65,000,000

TOTAL FUNDING

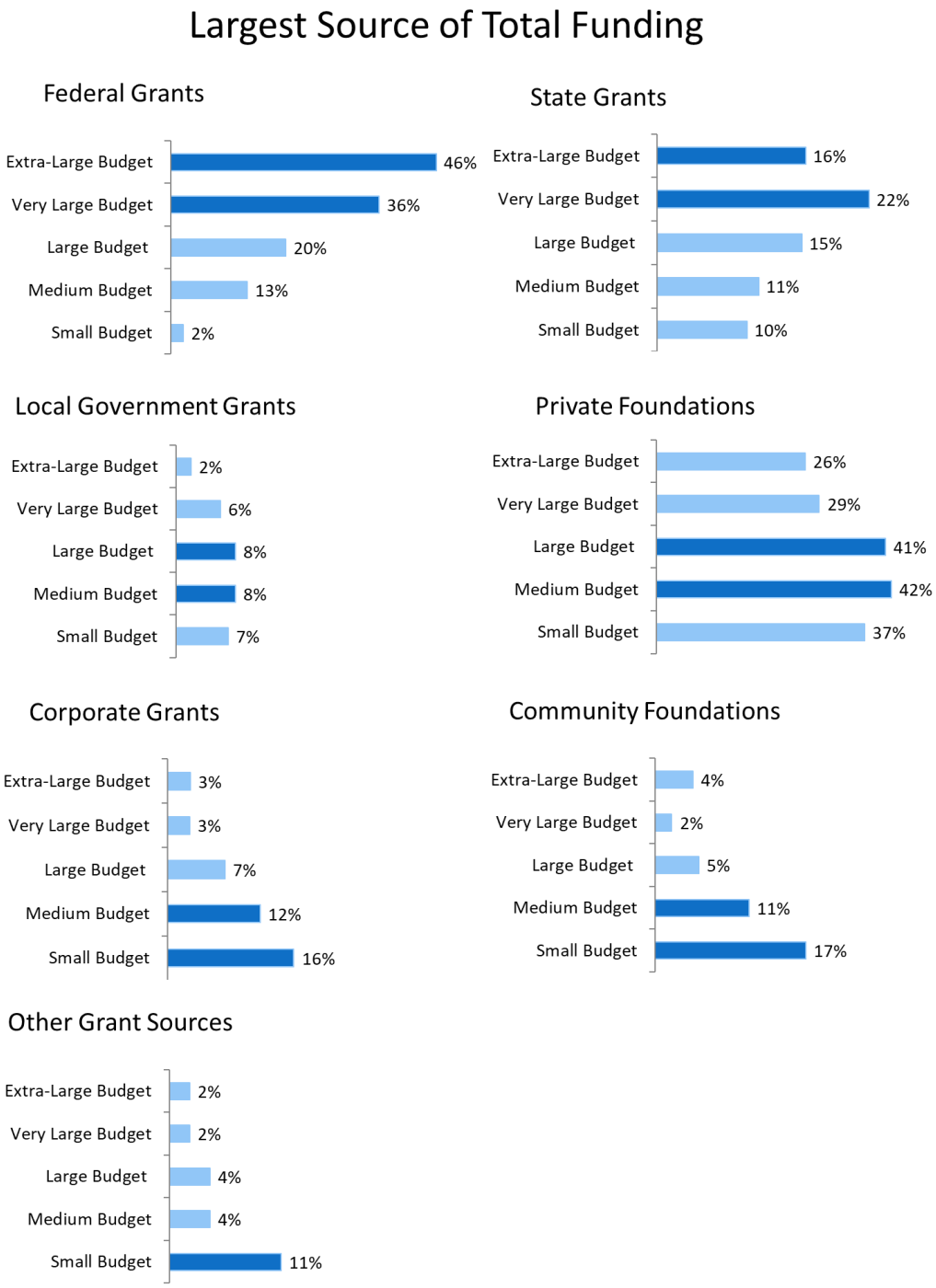
Larger organizations consistently reported higher total awards. The median value of total awards was $160,000. However, there were substantial differences by budget range. Median total awards ranged from over $4 million for extra-large organizations to under $10,000 for small organizations.



LARGEST SOURCE OF TOTAL FUNDING

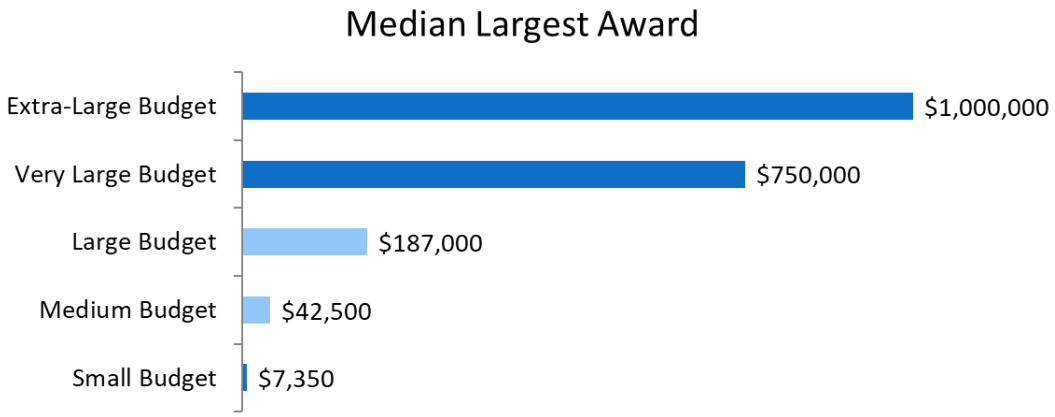
The largest source of total funding varied by organizational size. Government funding frequency generally increased with organizational budget size, whereas funding from corporations,

community foundations, and “other” funding sources (including religious organizations, the United Way, donor-advised funds, civic organizations, and tribal funds) decreased in relation to budget size. Private foundations and local government grants were the most frequently cited source of grant awards for large and medium organizations but more evenly distributed across all organizational sizes. Small organizations more frequently received support from “other” sources of funding than organizations of all other sizes.



LARGEST INDIVIDUAL AWARD

Just as with total award sizes, larger organizations consistently reported larger individual award sizes. The median largest individual award was $69,100 for all survey respondents. When broken out by budget size, the median largest individual award ranged from $7,350 for small organizations to $1 million for extra-large organizations.



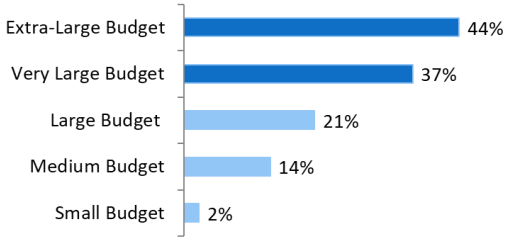
LARGEST INDIVIDUAL AWARD SOURCE

Organizations reported variations in the largest individual award source based on organizational budget size. Extra-large and very large organizations reported a greater frequency of government grants. Organizations should note the median largest award size is substantially higher for government sources and consider these trends when setting realistic grantseeking expectations based on organizational size. The median largest award for Federal grants was $425,000. Small, medium, and large organizations most frequently reported private foundation grants as the largest award source. The median largest award for private foundation grants was $50,000.

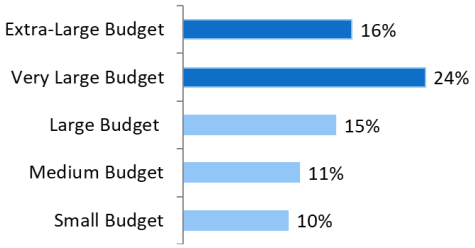
The response rate for each source of funding, by organizational budget size, is listed in the following chart.

Largest Individual Award Source

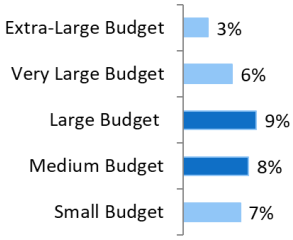
Federal Grants



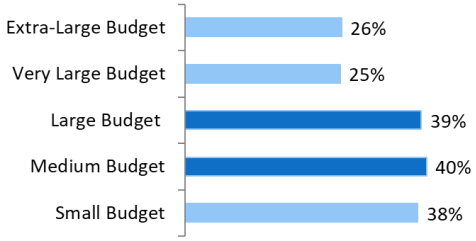
State Grants



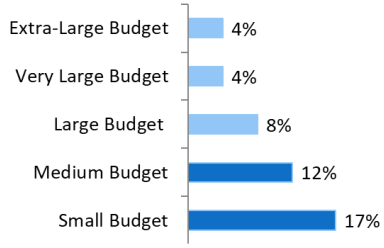
Local Government Grants



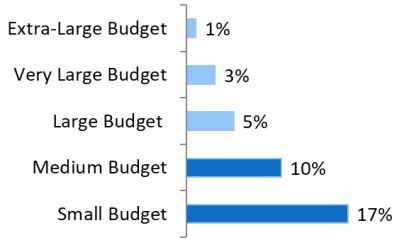
Private Foundations



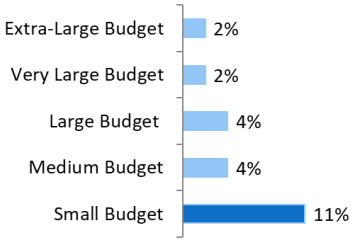
Corporate Grants



Community Foundations



Other Grant Sources



ORGANIZATION MISSION FOCUS

Organizational mission focus is an important factor influencing grantseeking activities. Just as with organizational budget, variations in grant funding and sources become pronounced when viewed through the lens of mission focus.

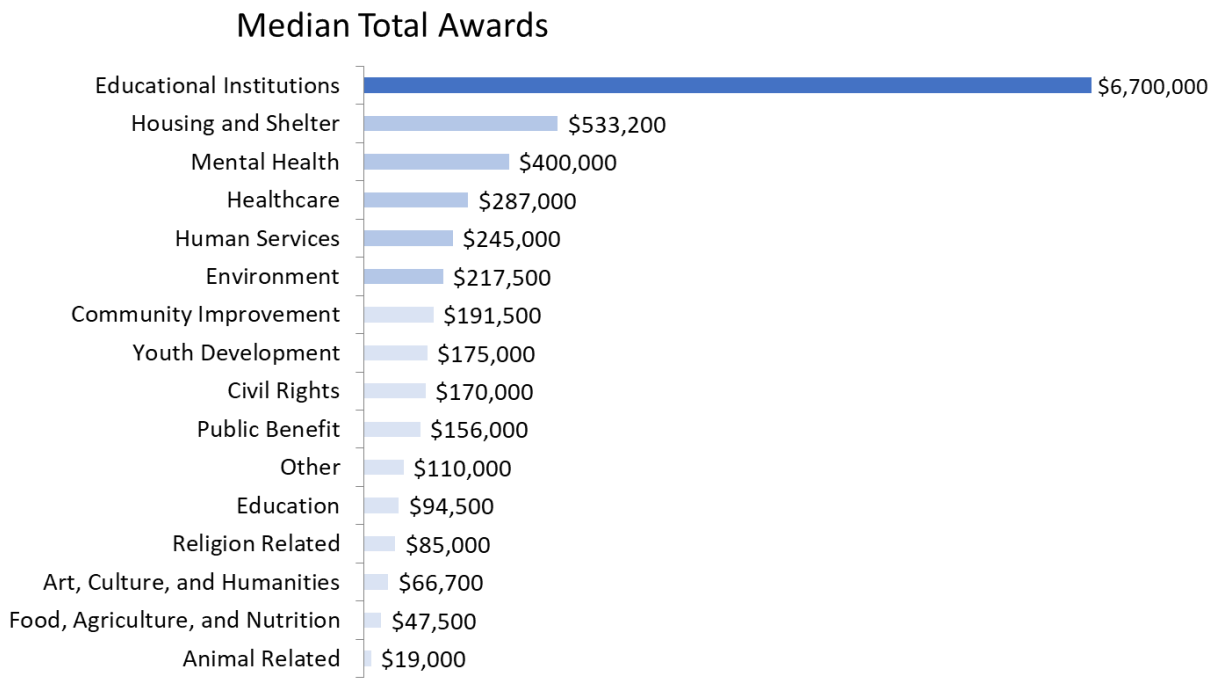
Of the 25 mission focus choices in *The 2019 State of Grantseeking™ Survey*, which are based on the National Taxonomy of Exempt Entities Classification System, 15 comprised 92% of respondent organizations. We combined the remaining mission focuses (each of which had under 2% of our 2,839 respondents) into the Other mission focuses category. For this report, mission focus classifications are defined as:

Mission Focus	% of Respondents	Median Budget Amount
Human Services	25%	$1,476,580
Art, Culture, and Humanities	12%	$601,500
Youth Development	8%	$600,000
Education	8%	$454,500
Other	8%	$488,500
Healthcare	8%	$1,650,000
Community Improvement	5%	$280,500
Educational Institutions	5%	$48,500,000
Animal Related	5%	$444,600
Housing and Shelter	4%	$1,600,000
Public Benefit	3%	$700,000
Environment	3%	$1,300,000
Food, Agriculture, and Nutrition	3%	$258,000
Religion Related	2%	$418,500
Mental Health	2%	$2,150,000
Civil Rights	2%	$500,000

TOTAL FUNDING

There were substantial differences in the median value of total awards by organizational mission focus. Educational Institutions reported a median award total of $6.7 million, an outlier in total funding. Organizations with the other mission focuses studied in this report noted smaller total funding amounts. Housing and Shelter organizations had a median award total of $533,200, while Animal-Related organizations reported a median award total of $19,000.

The following chart shows the median size of total grant awards reported by mission focus.



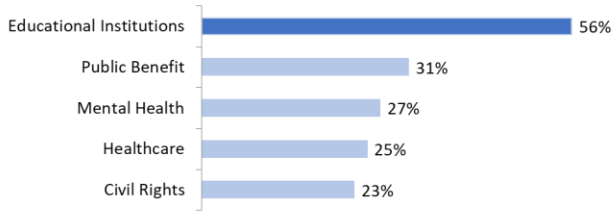
LARGEST SOURCE OF TOTAL FUNDING

The largest source of total grant funding varied by mission focus. Private foundations were most frequently the largest source of total grant funding for organizations of every mission focus except for Educational Institutions, Mental Health, and Public Benefit missions, for which the Federal government was the most frequently reported source of total grant funding.

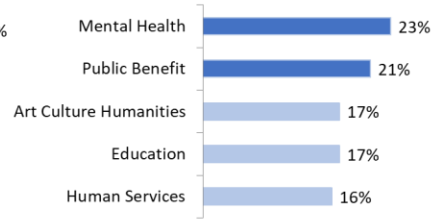
The missions with the highest rate of response for each source of funding are listed in the following chart.

Largest Source of Total Funding

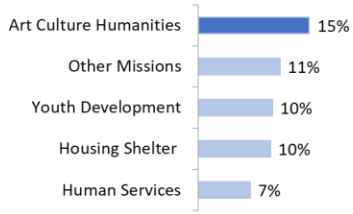
Federal Grants



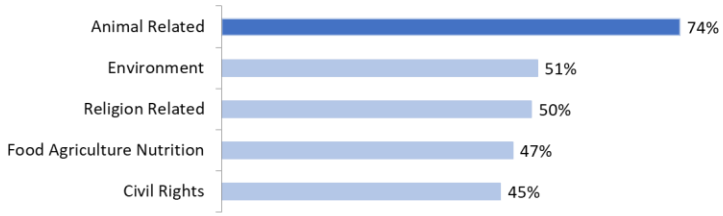
State Grants



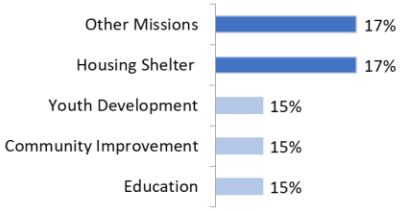
Local Government Grants



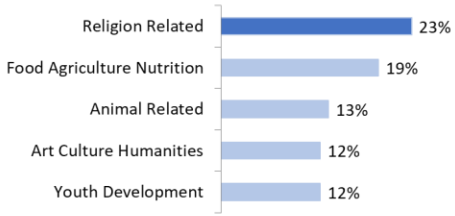
Private Foundations



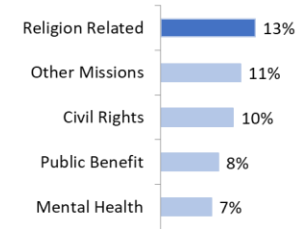
Corporate Grants



Community Foundations



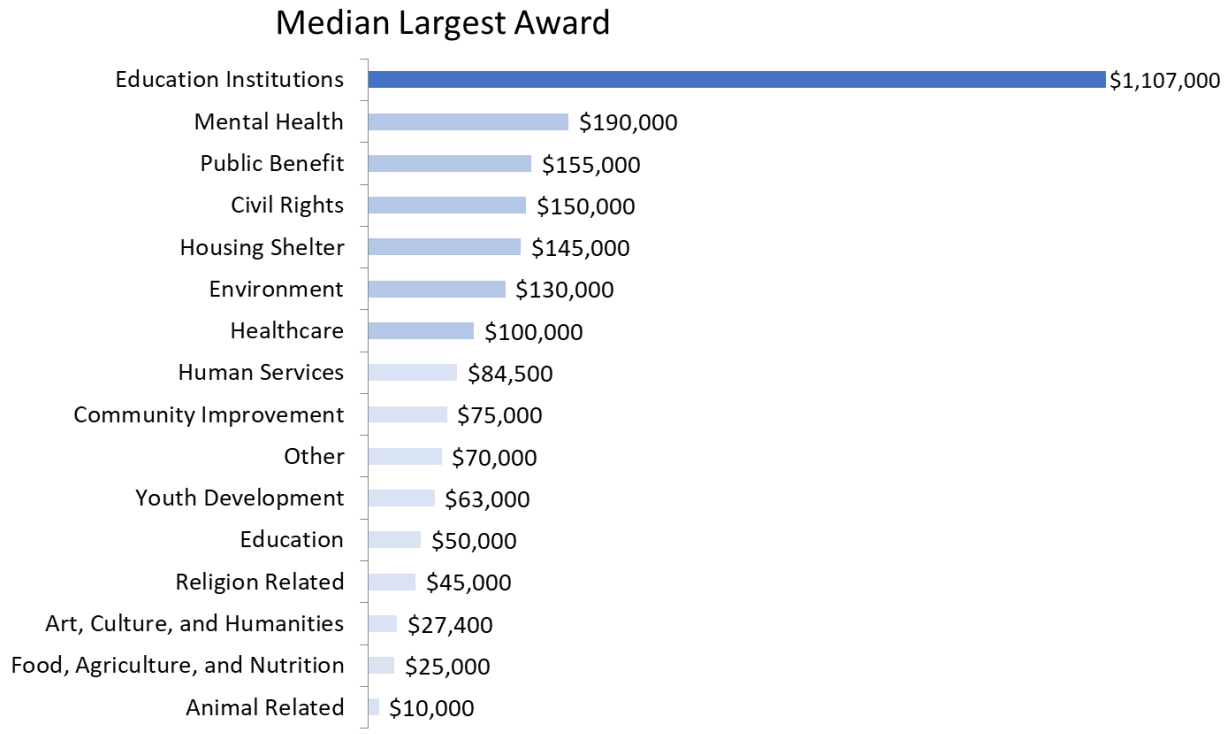
Other Grant Sources



LARGEST INDIVIDUAL AWARD

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 $10,000 for Animal-Related organizations to over $1 million for Educational Institutions. The median largest individual award for all respondents was $69,100.

The following chart shows, by mission focus, the median award size for the largest individual grant award.



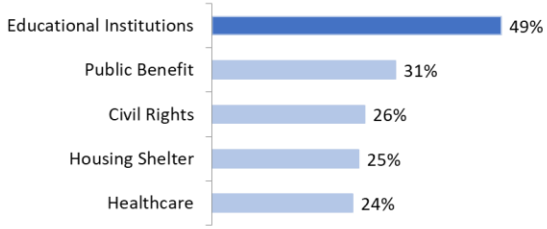
LARGEST INDIVIDUAL AWARD SOURCE

As with the largest source of total grant funding, private foundations were the most frequent source of the largest individual award for organizations of every mission focus, excluding Educational Institutions and Public Benefit missions. The Federal government was the largest award source for those missions. Again, remember the median largest award size is substantially higher for government sources and factor in these trends when setting realistic grantseeking expectations.

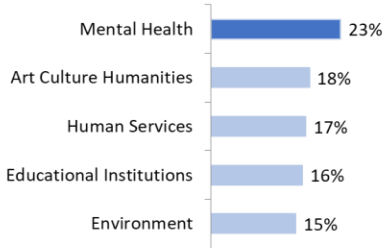
The missions with the highest rate of response for each source of funding are listed in the following chart.

Largest Individual Award Source

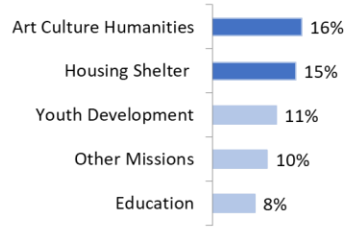
Federal Grants



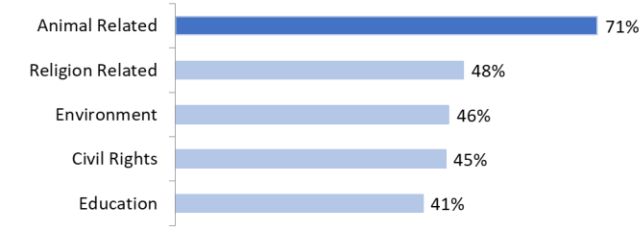
State Grants



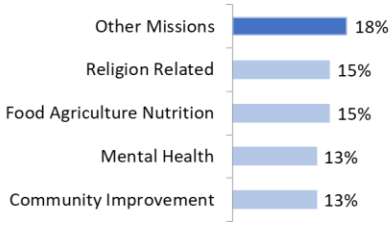
Local Government Grants



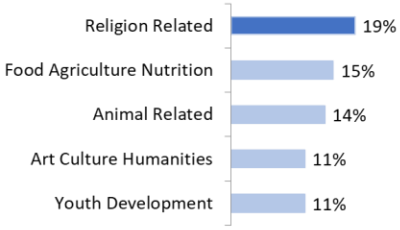
Private Foundations



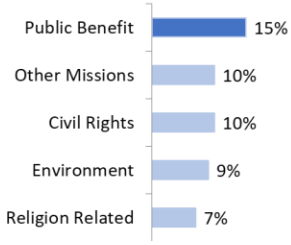
Corporate Grants



Community Foundations



Other Grant Sources



RESPONDENT DEMOGRAPHICS

ORGANIZATIONAL AFFILIATION

Of the respondents to *The 2019 State of Grantseeking™ Survey*, 92% were directly associated with the organizations they represented as executives (54%), employees (29%), board members (6%), or volunteers (3%). Consultants (6%) and government employees (2%) comprised the remaining 8% of respondents.

TYPE OF ORGANIZATION

Most respondents represented nonprofit organizations (88%). Other nonprofit respondents included educational institutions (6%) and government entities and tribal organizations (3%). The remainder (4%) included businesses and consultants. Among respondents from educational institutions, 30% represented K-12 schools and 70% represented two- or four-year colleges and universities.

ORGANIZATIONAL AGE

Organizations ten years of age or under comprised 20% of respondents. Organizational ages of 11 to 25 years were reported by 24% of respondents, while 32% reported organizational ages of 26 to 50 years. Organizations of 51 to 100 years of age comprised 16% of respondents, and 8% of respondents were from organizations over 100 years of age.

ANNUAL BUDGET

Respondent organizations reported the following annual budgets: less than $100,000 (19%), between $100,000 and $499,999 (23%), between $500,000 and $999,999 (12%), between $1 million and $4,999,999 (24%), between $5 million and $9,999,999 (7%), between $10 million and $24,999,999 (7%), and $25 million and over (9%). The median annual budget of respondent organizations was $886,000.

STAFF SIZE

All-volunteer organizations comprised 12% of respondents. Less than one full-time equivalent employee was reported by 6% of respondents. One to five people were employed by 28% of respondent organizations. Twenty-four 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 10% employed over 200 people.

PRIMARY GRANTSEEKER

Most respondent organizations relied on staff members (71%) to fill the role of primary grantseeker. Board members (9%), volunteers (7%), and contract grantwriters (8%) were also cited as the primary grantseeker. Five percent of respondent organizations were not engaged with active grantseekers.

GRANTSEEKING STAFF SIZE

Most respondent organizations relied on one or two staff members (70%) as grantseeking resources. Three to five people were tasked as grantseekers by 20% of respondent organizations. Three percent of respondent organizations identified six to ten grantseeking staff members, and 2% employed over ten grant professionals. This question was not applicable for 5% of respondents.

STAFF ETHNICITY

Respondents were asked, “What percentage of your organization (staff, management, and board) self-identify as persons of color?” For 41% of respondents, less than 10% of their organization was comprised of persons of color. Organizations reporting 11% to 50% persons of color comprised 32% of respondents, and 16% of respondents were from organizations with 51% or more persons of color on their staff, management, or board. This question was not applicable for 11% of respondents.

LOCATION

Within the United States, respondents came from all 50 states, the District of Columbia, and three territories. In addition, respondents from seven Canadian provinces participated, and 41 respondents were from countries outside of the United States and Canada.

SERVICE AREA

The 2019 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 8% 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 30% of respondents. In addition, 45% 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 10% of respondents, while organizations with a national geographic reach comprised 8%. A multi-state organizational reach was reported by 11% of respondents, and 12% reported an individual-state reach. A multi-county reach was reported by 26% of respondents, while a one-county reach was reported by 17%. Nine percent of respondents reported a multi-city or town organizational reach, while 6% reported a geographic reach within an individual city or town. 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 33% of 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 17% of respondents. Service to those in poverty at a rate of 11% to 25% was reported by 14% of respondents, while 7% reported a service rate of 10% or less to those in poverty. This question was not applicable for 12% 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 (49%) of the respondent organizations reported one of three mission focuses: Human Services (25%), Education (12%), and Arts, Culture, and Humanities (12%). The next most frequent mission focus responses were Youth Development (8%), Health (8%), Community Improvement (5%), Animal Related (5%), and Housing and Shelter (4%). Public and Society Benefit, Environment, and Food, Agriculture, and Nutrition were each reported by 3% of respondents. The Religion Related, Mental Health, and Civil Rights missions were each reported by 2% of respondents. The remaining mission focuses, reported at a rate of under 2%, were aggregated into the category of Other (6%).

METHODOLOGY

The 2019 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 year 2018. For the purpose of visual brevity, response rates are rounded to the nearest whole number; totals will range from 98% to 102%.

The 2019 State of Grantseeking™ Survey was open from February 11, 2019, through March 31, 2019, and received 2,838 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 2019 State of Grantseeking ™ Report* uses focused survey results, including data 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 Foundant-GrantHub, the Grant Professionals Association, 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 2019 State of Grantseeking ™ Report* in oral or written format, presentations, texts, online, or other contexts, please contact Ellen Mowrer at ellen.mowrer@grantstation.com.

Statistical Definitions

- Descriptive statistics: The branch of statistics devoted to the exploration, summary, and presentation of data. The State of Grantseeking Reports use descriptive statistics to report survey findings. Because this survey was not scientifically conducted, inference—the process of deducing properties of the underlying population—is not used.
- Mean: The sum of a set of numbers, divided by the number of entries in a set. The mean is sometimes called the average.
- Median: The middle value in a set of numbers.
- Frequency: How often a number is present in a set.
- Percentage: A rate per hundred. For a variable with n observations, of which the frequency of a certain characteristic is r, the percentage is 100*r/n.
- Population: A collection of units being studied.

ABOUT GRANTSTATION

Serving both individuals and partners that represent hundreds of thousands of grantseekers, GrantStation is a premier suite of online resources for nonprofits, municipalities, tribal groups, and educational institutions. We write detailed and comprehensive profiles of grantmakers, both private and governmental, and organize them into searchable databases (U.S., Canadian, and International).

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

- Do you struggle to identify new funding sources? We've done the research for you.
- Does the lack of time limit your ability to submit grant requests? We have tutorials on creating time and making space for grant proposals.
- Do you have a grants strategy? We offer a three-pronged approach to help you develop an overall strategy for 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

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.

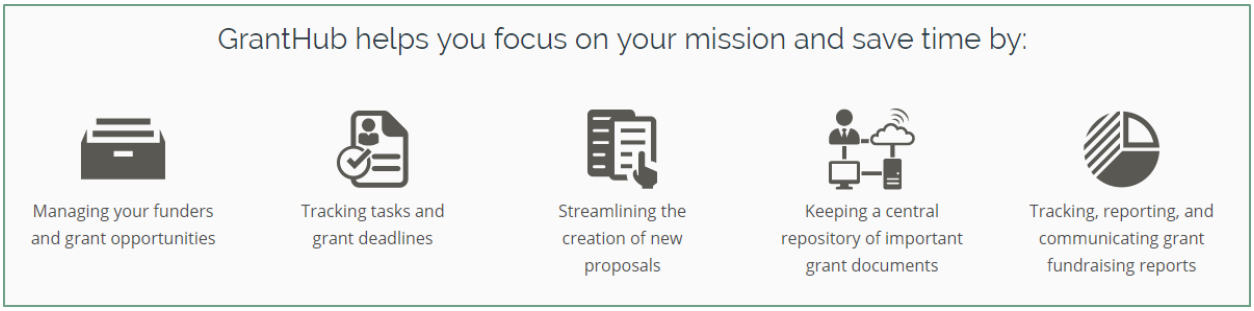
GrantHub is an easy-to-use, low cost, grant management solution. Designed to manage your pipeline of funding opportunities, streamline proposal creation, and track your grant deadlines, reports, and tasks—GrantHub provides convenient, secure access to centralized grant and funder information. GrantHub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

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