



THE 2019 STATE OF GRANTSEEKING REPORT

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 remaining categories, 2% or fewer of organizations that submitted six or more applications 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 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.