

The 2022 State of Grantseeking Key Findings Report



GrantStation
Your Fast Track To Funding



KEY FINDINGS

GRANTSEEKING ACTIVITY

- Ninety-one percent of respondents applied for grant funding in 2021.
- Among the organizations with active grantseekers, 75% reported that one to two people were directly involved with the grant process.
- Compared to the same period in the prior year, 58% of respondents applied for more grants and 46% were awarded more grants. In addition, 42% reported the receipt of larger awards.
- Application rates varied by funder type; 93% of respondents applied for private foundation funding in 2020 while 65% applied for Federal funding.
- 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, the percentage of organizations that won at least one award was high among organizations that submitted three to five applications (91%), six to ten applications (96%), or eleven or more applications (98-100%).

AWARDS

- Forty-nine percent of respondents reported grant funding as comprising 25% or less of their annual budget.
- Recurring grants were 10% or less of total grants for 40% of respondents, and 11% to 50% of total grants for 33% of respondents.
- The median of total grant funding was \$2,450,146; the median largest individual award was \$82,000.
- The median largest award from non-government funders (an aggregate of private foundations, community foundations, corporate grantmakers, and “other” funding sources) was \$37,000.
- The median largest award from government funders (an aggregate of local, state, and Federal government) was \$259,000.

- 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 24% of respondents.

FEDERAL GOVERNMENT AWARDS

- Of all respondents to *The 2022 State of Grantseeking™ Survey*, 39% stated that their organizations receive Federal funding on a regular basis and 37% received Federal funding in 2021.
- The largest award median for the Federal government was \$606,800.
- Most organizations that received Federal funding in 2021 reported that their largest Federal award came in the form of grants (66%) or contracts (14%).
- Forty-five 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.
- Twenty-five 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.
- Fifty-six percent of respondents reported that their largest Federal award included indirect or administrative cost funding.

DONOR-ADVISED FUND (DAF) AWARDS

- Among our respondents, 45% received DAF awards.
- Donor-advised funds provided 10% or less of total grant funding for 53% of respondents.

LARGEST AWARD LOGISTICS

- The grant cycle length—from proposal submission to award decision—for the largest grant award was between one and six months for 60% of respondents.
- The grant process takes staff. For 63% of respondents, one to two people were directly involved in the grantseeking process for the largest individual award, while 25% of respondents reported that three to five people were directly involved.
- The grant process takes time. Grant research took three days or fewer for 67% of respondents. Developing a strategic plan took three days or fewer for 52% of respondents, while writing the grant application took between two days and two weeks for 71% of respondents. Application submission took three days or fewer for 69% of respondents, and subsequent reporting requirements took three days or fewer for 53% of respondents.

- Once an award decision had been determined, funders released the award monies quickly; 68% of respondents reported receiving the award within three months of notification.

INDIRECT/ADMINISTRATIVE COSTS

- Compared to indirect/administrative costs for the prior year, 47% of respondents reported that these costs had remained the same, while 41% reported that these costs had increased. Indirect/administrative costs decreased for 12% of respondents.
- Respondents kept their costs low; 66% reported indirect/administrative costs as 20% or less of their total budgets.
- The most frequently reported indirect/administrative cost control techniques involved reductions in the number of staff (37%) or reductions in services and programs (33%).
- Individual donations (36%) were the most frequent source of indirect/administrative funding.
- Only 9% of respondents reported that non-government funders would not cover any level of indirect/administrative costs. However, 43% of respondents reported an allowance of 10% or less for these costs.

COLLABORATION

- Most respondents (65%) did not participate in collaborative grantseeking in 2021.
- Forty-two 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. Fifty-seven percent of organizations with budgets of \$25,000,000 or more participated in collaborative grantseeking in 2020, whereas 18% of organizations with budgets under \$100,000 engaged in collaborative grantseeking during this period.

CHALLENGES TO GRANTSEEKING

- Lack of time and/or staff (23%) continued to be the greatest challenge to grantseeking among respondents.
- Increased funder practices and requirements (15%), competition for finite monies (14%), building funder relationships (11%), and difficulty in finding grant opportunities that matched with specific missions, locations, or programs (11%) 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 \$12,500 for small organizations to over \$5.6 million for extra-large organizations. The median size of the largest individual award ranged from \$10,000 for small organizations to \$2.2 million for extra-large organizations.
- Federal and state government funding frequency generally increased with organizational budget size, whereas local government, community foundation, and “other” funding sources (including religious organizations, the United Way, donor-advised funds, civic organizations, and tribal funds) decreased in relation to budget size. Corporate funding was least frequently reported by extra-large organizations. Private foundation funding was most frequently reported by medium and large organizations.

ORGANIZATION MISSION FOCUS

- Award sizes varied by organizational mission focus. The median size of the largest individual award ranged from \$20,000 for Animal Related organizations to \$2.5 million for Educational Institutions. Community Improvement organizations reported a median award total of \$27,000, while Educational Institutions reported a median award total of \$3 million.
- Private foundations were the largest source of total grant funding for most mission focuses. The Federal government was the most frequently reported source of total grant funding for Educational Institutions, Healthcare, and Mental Health organizations.

The 2022 State of Grantseeking is Underwritten By:

