

The 2024 State of Grantseeking Report



Our Underwriters

We extend our appreciation to these underwriters for their invaluable support.



FOUNDANT
technologies

CAMPAIGN
COUNSEL.ORG

techsoup

Giving Payroll

 **ARNOVA**
ASSOCIATION FOR RESEARCH ON NONPROFIT ORGANIZATIONS AND VOLUNTARY ACTION



Key Findings

Grantseeking Activity

- Ninety-one percent of respondents applied for grant funding in 2023.
- Among the 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, 60% of respondents applied for more grants and 45% were awarded more grants. In addition, 45% reported the receipt of larger awards.
- Application rates varied by funder type; 92% of respondents applied for private foundation funding in 2023 while 64% applied for Federal funding.
- Applying for at least three grant awards increased the frequency of winning an award. Thirty-eight 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 (88%), six to ten applications (96%), or eleven or more applications (97-100%).

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 44% of respondents, and 11% to 50% of total grants for 32% of respondents.
- The median total grant funding was \$170,000; the median largest individual award was \$75,000.
- The median largest award from non-government funders (an aggregate of private foundations, community foundations, corporate grantmakers, donor-advised funds, and “other” funding sources) was \$42,500.
- The median largest award from government funders (an aggregate of local, state, and Federal government) was \$263,500.

- The most frequently reported type of support for the largest award was general support (33%), followed closely by project or program support (32%).

Federal Government Awards

- Of all respondents to *The 2024 State of Grantseeking™ Survey*, 40% stated that their organizations receive Federal funding on a regular basis and 33% stated that they received Federal funding in 2023.
- The largest award median for the Federal government was \$615,000.
- Most organizations that received Federal funding in 2023 reported that their largest Federal award came in the form of grants (64%), contracts (12%), or another form (15%), including cooperative agreements and reimbursements.
- Forty-seven percent of the funds for the largest Federal award originated directly from the Federal government; 24% originated as pass-through Federal funding via a state government.
- Thirty-two percent of respondents reported that matching funds were required in their largest Federal award. Of those, 38% reported a match of 25% or less.
- Fifty-seven percent of respondents reported that their largest Federal award included indirect or administrative cost funding.

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 58% of respondents.
- The grant process requires staff. For 64% of respondents, one to two people were directly involved in the grantseeking process for the largest individual award, while for 24% of respondents, three to five people were directly involved.
- The grant process takes time. Grant research took three days or fewer for 64% of respondents. Project design and planning took three days or fewer for 51% of respondents, while writing the grant application took between two days and two weeks for 69% of respondents. Application submission took three days or fewer for 70% of respondents and reporting requirements took three days or fewer for 59% of respondents. Post-award monitoring took three days or fewer for 41% of respondents, whereas it wasn't applicable for 19% of respondents.
- Once an award decision had been determined, funders released the award monies quickly; 67% of respondents reported receiving the award within three months of notification.

Indirect/Administrative Costs

- Compared to indirect/administrative costs for the prior year, 40% of respondents reported that these costs had remained the same, while 51% reported that these costs had increased. Indirect/administrative costs decreased for 9% of respondents.
- Respondents kept their costs low; 64% 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 (39%), reliance on volunteer labor (34%), and “other” reduction techniques (20%) including cost savings through hiring freezes, virtual work, and non-replacement of technology.
- Individual donations (36%) were the most frequent source of indirect/administrative funding.
- Only 8% of respondents reported that non-government funders would not cover any level of indirect/administrative costs. However, 42% of respondents reported an allowance of 10% or less for these costs and 27% were unsure of cost coverage.

Collaboration

- Most respondents (67%) did not participate in collaborative grantseeking in 2023.
- Thirty-four 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-three percent of organizations with budgets of \$25,000,000 or more participated in collaborative grantseeking in 2023, whereas 17% of organizations with budgets under \$100,000 engaged in collaborative grantseeking during this period.

Challenges to Grantseeking

- Lack of time and/or staff (21%) continued to be the greatest challenge to grantseeking among respondents.
- Difficulty in finding grant opportunities that matched with specific missions, locations, or programs (15%), increased funder requirements (14%), competition for finite monies (10%), and building funder relationships (9%) 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 \$17,000 for small organizations to over \$3.5 million for very large and extra-large organizations. The median size of the largest individual award ranged from \$10,000 for small organizations to over \$1.8 million for extra-large organizations.
- Extra-large organizations reported a much greater frequency of Federal government grants. Organizations should note that the median largest award size is substantially higher for government sources and consider these trends when setting realistic grantseeking expectations based on organizational size. For example, the median largest award for Federal grants was \$615,000, while the median largest award from community foundations was \$25,000.

Organization Mission Focus

- Award sizes varied by organizational mission focus. The median size of the largest individual award ranged from \$20,000 for Religion Related organizations to \$1 million for Educational Institutions. Religion Related organizations reported a median award total of \$21,500, while Educational Institutions reported a median award total of \$2.5 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, Housing and Shelter organizations, and Public Benefit organizations.

Methodology

The 2024 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 2023. For visual brevity, response rates are rounded to the nearest whole number; totals will range from 98% to 102%.

The 2024 State of Grantseeking™ Survey was open from February 10, 2024, through March 31, 2024, and received 2,306 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 2024 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](#). The lead underwriters were [Foundant Technologies](#) and the [Grant Professionals Association](#). Additional underwriters included [ARNOVA](#), [CampaignCounsel.org](#), [Giving Payroll](#), and [TechSoup](#). The survey was also 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 2024 State of Grantseeking™ Report* in oral or written format, presentations, texts, online, or other contexts, please contact Ellen at ellen.mowrer@grantstation.com.

Descriptive Statistics

Descriptive statistics is 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.

About GrantStation



- GrantStation databases include private grantmakers (U.S., Canadian, and international), U.S. federal government programs, and lists of U.S. state government and Canadian government agencies that provide support. Our team of researchers creates high-quality, current funder profiles, curated with the human touch.
- Finding funders for your organization shouldn't take time you don't have, move staff away from mission-driven priorities, or cost a ton of money.
- GrantStation profiles grantmakers that accept inquiries, and features what they will fund this year and in the future. Go beyond search engine inquiries, data scraping, and 990 mining with your GS Membership.
- At GrantStation, you can search through thousands of grant opportunities, all active and accepting proposals in the coming year! Get the tools you need to secure your funding this year and beyond at GrantStation.
- We make sure that your GrantStation Membership is valuable, and affordable, on purpose.
- Keep abreast of the most current grant opportunities by signing up for our free weekly newsletter, the *GrantStation Insider*. ([Sign up here.](#))
- Win awards to fund your mission. Visit the GrantStation website and [join today!](#)