

STATE OF GRANTSEEKING FACT SHEET

HEALTH CARE-FOCUSED ORGANIZATIONS

The *State of Grantseeking Fall 2011* is the third semi-annual informal survey of nonprofits conducted by GrantStation and PhilanTech to reveal the current state of grantseeking in the U.S. Between mid-August and early October 2011, 928 nonprofits of different sizes, in different geographies, representing different issue areas completed the survey online.

Health Care-focused organizations comprise 3.8% of nonprofit organizations in the United States¹ and 8.0% of survey participants with 74 respondents. Some key findings from the survey include:

- Compared with the first six months of 2010, 86% of respondents either applied for more grants (57%) or applied for the same number of grants.
- Those increased efforts only resulted in increased numbers of grant awards for 27% of respondents. 38% received the same number of grants and another 35% received fewer grant awards.
- The average size of the grants awarded stayed the same (37%) or increased (23%) for 60% of respondents.
- Health Care-focused organizations receive more awards from private foundations than from any other grant source. Compared to other organizations, Health Care-focused organizations receive more awards from private foundations (82% vs. 76%) and community foundations (70% vs. 61%). Health Care-focused organizations were less likely than other organizations to receive corporate in-kind gifts.
- Economic conditions present specific challenges to the grantseeking efforts of organizations focused on health care. Most frequently cited were increased competition for reduced grant funding, and ongoing changes in the requirements, formats, and operating environments of funders.
- Despite the stated challenges, nonprofits retain a sense of optimism about the next six months; 73% feel that they will receive the same number or more grants in during this period.
- 52% of Health Care-focused organizations submitted between three and ten grant requests. Compared to other organizations, Health Care-focused organizations were more likely to be awarded between three and ten grants (53% vs. 37%).

¹ Urban Institute, Number of Public Charities in the United States, 2010

All information derived from State of Grantseeking Survey conducted August – October 2011

- Organizations focused on health care rely less on funding from grants than other respondent organizations. 47% of Health Care-focused organizations received 10% or less of their funding from grants, as opposed to other organizations, where 36% received 10% or less of their funding from grants.
- Private foundations are the source of the largest awards for Health Care-focused organizations (38%), followed by federal government grants (26%) and state government grants (15%).
- The Spring 2011 largest award median, \$100,000, was nearly 41% higher than that of Spring 2010, \$71,000. The largest awards for Health Care-focused organizations in Spring 2011 ranged from \$5,000 to \$ 14,650,000.
- The smallest grants awarded to HealthCare-focused organizations had a median value of \$4,000 in Spring 2011, vs. \$2,500 in Spring 2010. The average award value increased to \$11,600 in Spring 2011, vs. \$5,215 in Spring 2010.

Methodology: This survey, and the corresponding report, present a ground level look at the state of grantseeking and were not scientifically conducted.

The survey was conducted online using Zoomerang. The survey was open from August 18, 2011 until October 2, 2011, and received 928 complete responses. For more information regarding the methodology, please go [here](#).

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ABOUT GRANTSTATION & PHILANTECH

GrantStation offers nonprofit organizations, educational institutions, and government agencies the opportunity to identify potential funding sources for their programs or projects as well as the resources to mentor these organizations through the grantseeking process. GrantStation provides access to searchable databases of private grantmakers that accept inquiries and proposals from a variety of organizations; profiles of Federal financial assistance programs; state-level financial and technical assistance provider resources; and a constantly growing database of international grantmakers.

Our Mission

GrantStation is a premiere online funding resource for organizations seeking grants throughout the world. Providing access to a comprehensive online database of grantmakers, GrantStation helps nonprofit organizations, educational institutions, and government agencies make smarter, better-informed grantseeking decisions. We are dedicated to creating a civil society by assisting the nonprofit sector in its quest to build healthy and effective communities.

PhilanTech is a mission-driven company dedicated to using technology to increase efficiency and impact in the social sector. PhilanTech is committed to the same values our clients hold and is therefore a founding B Corporation. B Corporations are setting the standard for social and environmental responsibility. PhilanTech is the only grants management provider to be afforded this certification.

About PhilanTrack

PhilanTrack® for Nonprofits is a secure web-based grants management system that streamlines the grants management process and enables nonprofits to easily view and manage grant-related information. PhilanTrack helps nonprofits manage grants efficiently from initial proposal through final progress report, saving time and money that can be redirected to the organization's programs and services. Contact us to learn more about PhilanTrack and how it can help your organization.



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