

STATE OF GRANTSEEKING FACT SHEET

HUMAN SERVICES-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.

Human Services-focused organizations comprise 8.7% of nonprofit organizations in the United States¹ and 12.4% of survey participants with 115 respondents. Some key findings from the survey include:

- Compared with the first six months of 2010, 86% of respondents either applied for more grants (50%) or applied for the same number of grants.
- Those increased efforts only resulted in increased numbers of grant awards for 29% of respondents. 41% received the same number of grants and another 30% received fewer grant awards.
- The average size of the grants awarded stayed the same (35%) or increased (26%) for 61% of respondents.
- Human Services-focused organizations receive more awards from private foundations than from any other grant source. Compared to other organizations, Human Services-focused organizations received more grants from all sources, including corporate grants (71% vs. 55%), local government grants (55% vs. 40%), and corporate in-kind gifts (52% vs. 39%).
- Economic conditions present specific challenges to the grantseeking efforts of organizations focused on human services. Most frequently cited were the decline in state and federal funding for human services, reductions in resources (staff and time) due to budget cuts, and the need to write more grants, many of which resulted in lower awards than in the past.
- Despite the stated challenges, nonprofits retain a sense of optimism about the next six months; 74% feel that they will receive the same number or more grants in during this period.
- Compared to other organizations, Human Services-focused organizations were more likely to request six or more grants (69% vs. 53%), and to be awarded three to 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 human services rely more on funding from grants than other respondent organizations; 39% of Human Services-focused organizations received over half of their funding from grants. 57% of Human Services-focused organizations received 25% or more of their funding from grants, as opposed to other organizations, where 43% received 25% or more of their funding from grants.
- The top sources of grant funding for Human Services-focused organizations were private foundations (82%), community foundations (73%), and corporations (71%). Over 50% of Human Services-focused organizations also listed corporate in-kind gifts and local, state, and federal government grants as funding sources.
- Private foundations are the source of the largest awards for Human Services-focused organizations (32%), followed by federal government grants (25%) and state government grants (15%).
- The Spring 2011 largest award median, \$55,000, was larger than the Spring 2010 award median, \$50,000. The largest awards for Human Services-focused organizations in Spring 2011 ranged from \$1,500 to \$24,000,000.
- The smallest grants awarded had a median value of \$1,000 in Spring 2011 and \$1,500 in Spring 2010. The average award value increased to almost \$5,000 in Spring 2011, vs. \$3,083 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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