

The 2025 State of Grantseeking Report



This report highlights the latest trends in grantseeking and establishes essential benchmarks by which grantseekers and their organizations can measure their success.

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Executive Summary

The 2025 State of Grantseeking™ Report provides an in-depth analysis of the grantseeking landscape based on responses from 1,258 organizations actively pursuing grant funding in 2024.

The report reveals that a substantial majority of organizations are highly engaged in the grant application process, with more applications generally leading to a higher likelihood of success. It is evident that while private foundations continue to serve as the most frequent funding source, government awards deliver significantly higher award sizes—highlighting the importance of balancing the pursuit of “big money” with more regular, smaller awards. Organizational characteristics such as annual budget, staffing, and mission focus strongly influence grant outcomes; larger organizations tend to secure higher individual award amounts and more frequently rely on government funding, whereas nonprofits with more modest budgets typically lean on private and community foundations.

These insights provide a robust framework for nonprofit leaders seeking to refine their grantseeking strategies, allocate staff and time resources more effectively, and ultimately enhance organizational financial health.

Overall, this report speaks to the importance of targeting the right grantmakers. How can this report help your organization find the funding it needs?

Consider how this data can help your organization find the funding it needs by comparing your grantseeking efforts against the benchmarks provided for funder type and award size relative to your annual budget and mission. You may also wish to use our free [Benchmarker tool](#), which offers personalized information and insights drawn from the survey results.

And, investing in resources such as a [GrantStation Membership](#) can further empower your mission. With GrantStation, you gain access to over 150,000 funding profiles, 15,000 curated grant opportunities, proven strategies, and expert tools designed to simplify your search and help you achieve meaningful impact.



Key Findings

The survey underscores that nearly all respondents actively pursue grant opportunities, with a high percentage submitting multiple applications, therefore increasing the probability of winning awards. Organizations that submitted three or more applications saw significantly higher success rates compared to those submitting just one or two proposals.

Notably, private foundations continue to be a primary funding source, serving as the largest contributor for many organizations; however, government funders, though less frequent, generally offer substantially larger awards. The median largest individual award from government sources stands at \$300,000, in sharp contrast to the \$55,000 median from non-government entities.

Staffing and time investments remain critical factors in the grantseeking process, with lean teams (typically one to two individuals) managing the bulk of the work despite the complex and time-intensive nature of grant applications.

Organizations are advised to assess their grantseeking benchmarks by mission focus and budget size, as these factors influence both the type and size of awards received. Overall, the report emphasizes that strategic targeting of funders, coupled with realistic operational planning and investment in professional tools, can significantly enhance grantseeking efficiency and outcomes.

Grantseeking Activity

- 92.2% respondents applied for grant funding in 2024.
- Among the organizations with active grantseekers, 64.9% reported that one to two people were directly involved with the grant process.
- Compared to the same period in the prior year, 57% of respondents applied for more grants and 42.2% were awarded more grants. In addition, 40.6% reported the receipt of larger awards.
- Application rates varied by funder type; 81.3% of respondents applied for private foundation funding in 2024 while 38.5% applied for Federal funding.

- As the number of applications submitted increases, so does the likelihood of winning at least one grant. Organizations that applied for only one or two grants had a lower probability of receiving an award (67.4% and 79.5% respectively), while those that submitted six or more applications had success rates exceeding 95%.

Awards

- 48.9% of respondents reported grant funding as comprising 25% or less of their annual budget.
- Recurring grants were 10% or less of total grants for 43.8% of respondents, and 11% to 50% of total grants for 32.2% of respondents.
- The median total grant funding was \$246,800; the median largest individual award was \$100,000.
- 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 \$55,000.
- The median largest award from government funders (an aggregate of local, state, and Federal government) was \$300,000.
- The most frequently reported type of support for the largest award was project or program support (41.6%), followed closely by general support (24.2%).

Federal Government Awards

- Of all respondents to *The 2025 State of Grantseeking™ Survey*, 39% stated that their organizations receive Federal funding on a regular basis and 36.1% stated that they received Federal funding in 2024.
- The median largest award for the Federal government was \$516,800.
- Most organizations that received Federal funding in 2024 reported that their largest Federal award came in the form of grants (70.8%), contracts (8.9%), or another form (11.1%), including cooperative agreements and reimbursements.
- 43.8% of the funds for the largest Federal award originated directly from the Federal government; 27.2% originated as pass-through Federal funding via a state government.
- Among those whose largest federal award required matching, 38.7% said in-kind gifts (such as volunteer hours, donated goods, or staff time) could be counted.

- 57.7% 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 57.5% of respondents.
- The grant process requires staff. For 64.9% of respondents, one to two people were directly involved in the grantseeking process for the largest individual award, while for 25.5% of respondents, three to five people were directly involved.
- Once an award decision was determined, funders released the award monies quickly; 68.8% of respondents reported receiving the award within three months of notification.

Indirect/Administrative Costs

- Our respondents kept their costs low; 62.6% 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 (52.8%), reductions in staff house (25.8%), and reliance on volunteer labor (23.6%).
- Individual donations (33.9%) were the most frequent source of indirect/administrative funding.
- Only 4.4% of respondents reported that non-government funders would not cover any level of indirect/administrative costs.

Collaboration

- Most respondents (64%) did not participate in collaborative grantseeking in 2024.
- Of those respondents that did submit a collaborative grant application 35.7% reported winning an award.
- Increases in annual budget size, with the implied increases in staff and infrastructure, influenced collaborative activities. 57% of organizations with budgets of \$25,000,000 or more participated in collaborative grantseeking in 2024, whereas 15.3% of organizations with budgets under \$100,000 engaged in collaborative grantseeking during this period.

Challenges to Grantseeking

- Lack of time and/or staff (19.3%) continued to be the greatest challenge to grantseeking among respondents.
- Competition for finite monies (15.6%), difficulty in finding grant opportunities that matched with specific missions, locations, or programs (12.5%), building funder relationships (10.5%), and increased funder requirements (9.9%), and 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 \$24,000 for small organizations to over \$4,284,740 for extra-large organizations. The median size of the largest individual award ranged from \$10,000 for small organizations to over \$1,000,000 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 \$516,800, while the median largest award from corporate foundations was \$25,000.

Organization Mission Focus

- Award sizes varied by organizational mission. The median size of the largest award ranged from \$32,650 for Animal-Related organizations to over \$1 million for Educational Institutions. Civil Rights organizations received the lowest median total awards at \$59,500, while Educational Institutions had the highest at \$7.8 million.
- Private foundations were the main source of grant funding for most mission areas. However, state government was the top total funding source for Educational Institutions and Mental Health organizations, while Employment organizations most often received funding from the Federal government.

Grantseeking Activity

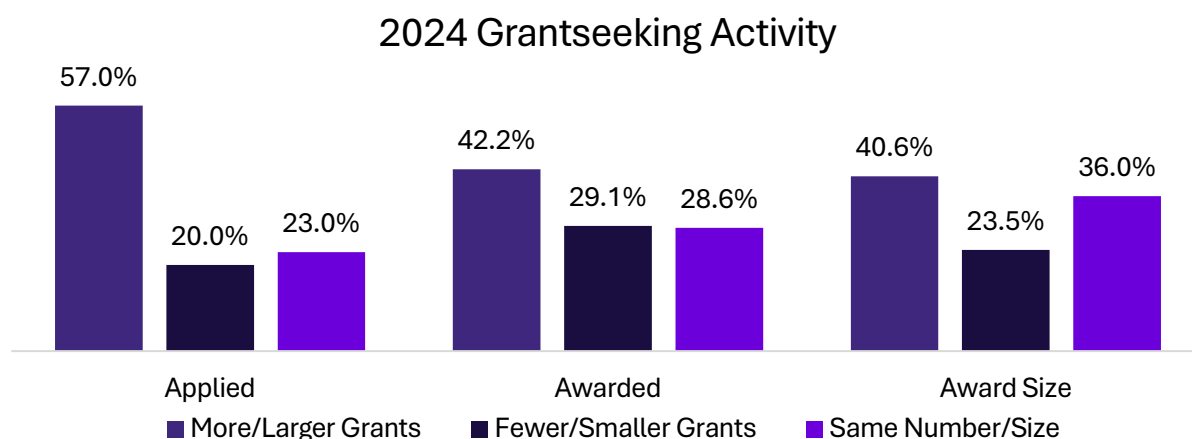
Respondents to the 2025 State of Grantseeking™ Survey were highly engaged in pursuing grant funding, with 92.2% submitting at least one application in 2024. This report, therefore, reflects the experiences and insights of an active grantseeking community.

Grant Funding Sources

Over time, respondents have reported a variety of grant funding sources. The most common were private foundations (80.8%), community foundations (69.2%), and corporations (57%). Donor-advised funds supported 35.4% of respondents, while 25.8% reported corporate gifts of products or services. Among government funders, state sources (51.6%) were more common than local (43.4%) or federal (38.9%) grants. Finally, 7.9% of respondents identified other channels—such as religious organizations, the United Way, civic entities, “other” nonprofits, and tribal funds—as significant sources of grant support.

Recent Activity

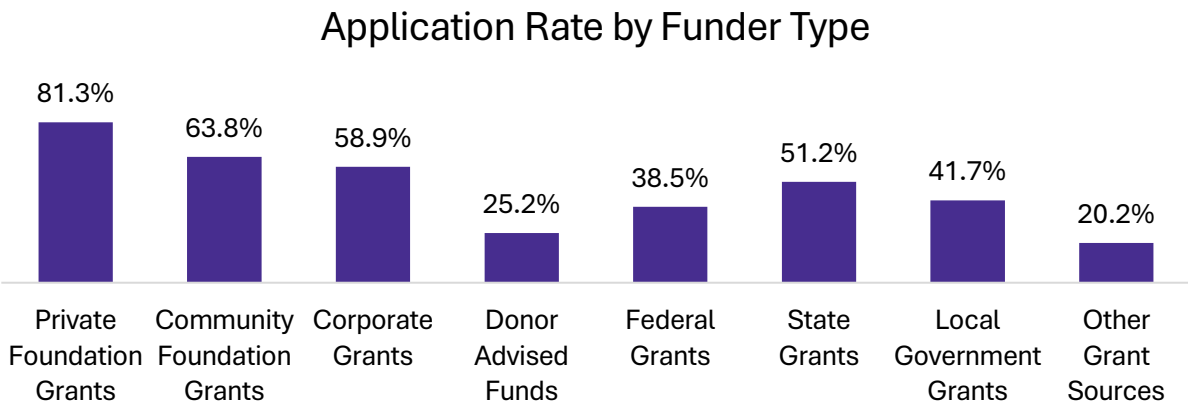
In 2024, 80% of respondents applied for either the same number of grants (23%) or more grants (57%) than in 2023. Meanwhile, 70.8% reported receiving the same number of grants (28.6%) or more grants (42.2%) compared to the prior year. Additionally, 76.6% stated that their organizations received awards of the same size (36%) or larger (40.6%).



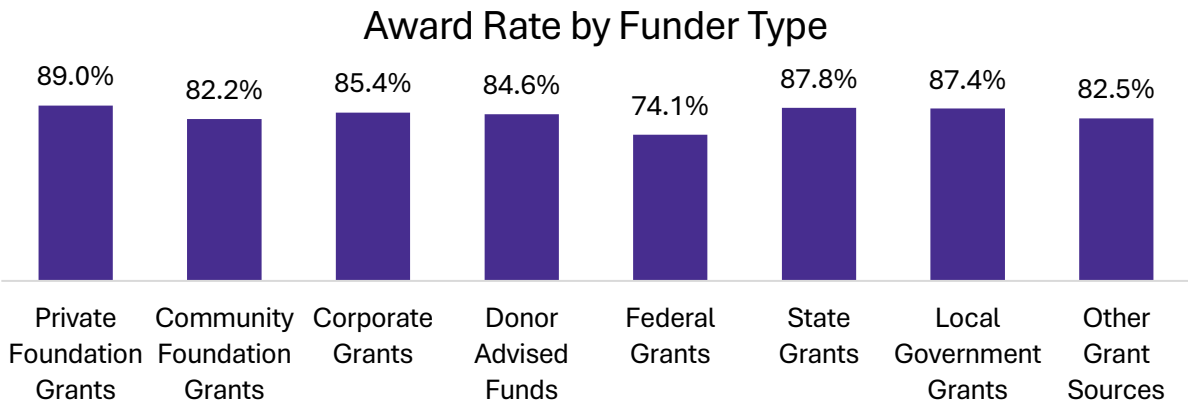
Application and Award Rates by Funding Source

The survey results demonstrated that application and award rates varied by funder type. In 2024, grantseekers most frequently applied to private foundations (81.3%), community foundations (63.8%), and corporate grantmakers (58.9%). Applications to

donor-advised funds were reported by 25.2% of respondents. Among government funding sources, state government application rates (51.2%) were higher than those of local government (41.7%) or the Federal government (20%). Respondents (20.2%) also applied to “other” grant sources (including religious organizations, the United Way, civic organizations, other nonprofit organizations, and tribal funds).



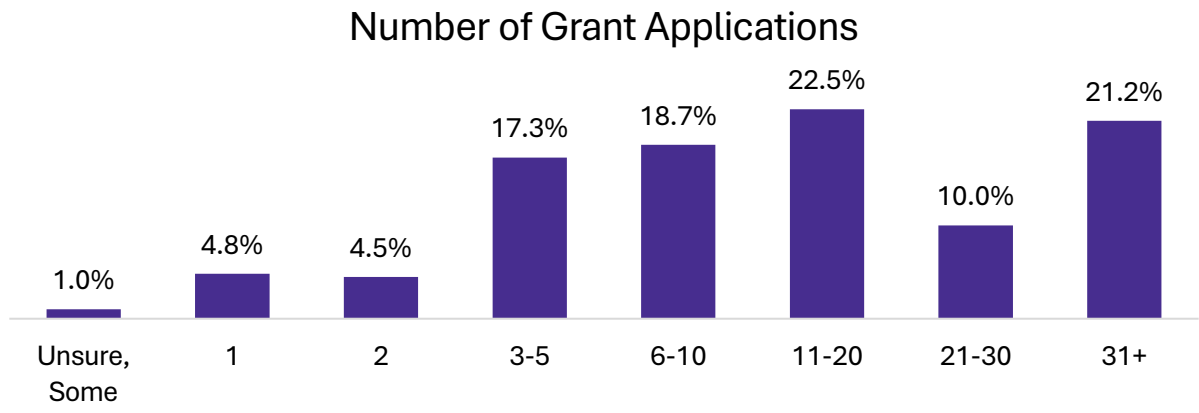
In 2024, the most frequent grant awards were reported from private foundations (89%), corporate grantmakers (85.4%), and community foundations (82.2%), followed closely by donor-advised funds (84.6%). Among government funding sources, award rates from state (87.8%) and local governments (87.4%) surpassed those from the Federal government (74.1%). Additionally, grant awards from "other" sources - including religious organizations, the United Way, civic organizations, other nonprofits, and tribal funds - were reported at a rate of 82.5%.



Number of Grant Applications

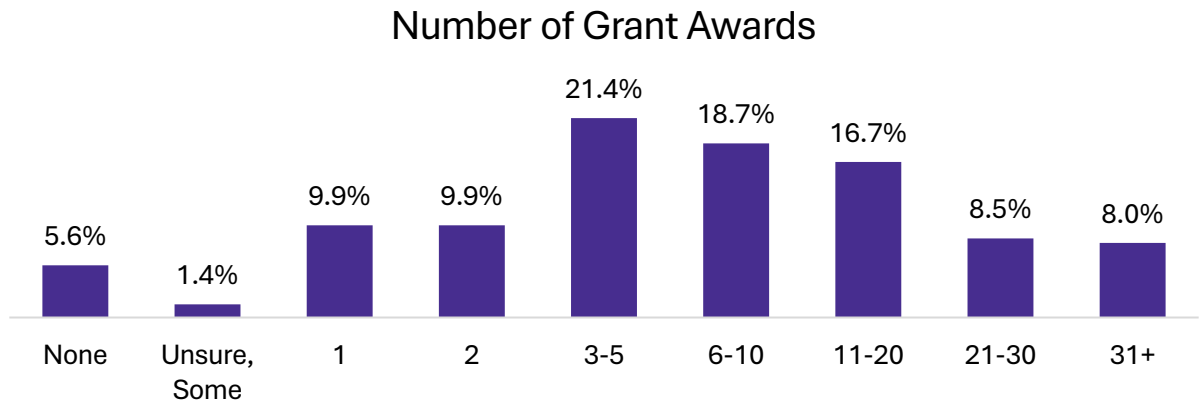
In 2024, 92.2% of respondents applied for grant funding. Among those who submitted at least one application, 36% applied for between three and ten grants, while 9.3% submitted one or two. Another 22.5% pursued 11–20 grants, and 10% submitted 21–30

applications. Over one in five (21.2%) went after 31 or more grants, and 1% were unsure of the exact number.



Number of Grant Awards

Overall, 94.5% of respondents secured at least one grant in 2024. Specifically, 19.8% received one or two, and 40.1% were awarded three to ten grants. Meanwhile, 25.2% received between 11 and 30 awards, and 8% reported more than 30 awards. An additional 1.4% were unsure of the exact number of grants received, and 5.6% indicated receiving no awards at all.

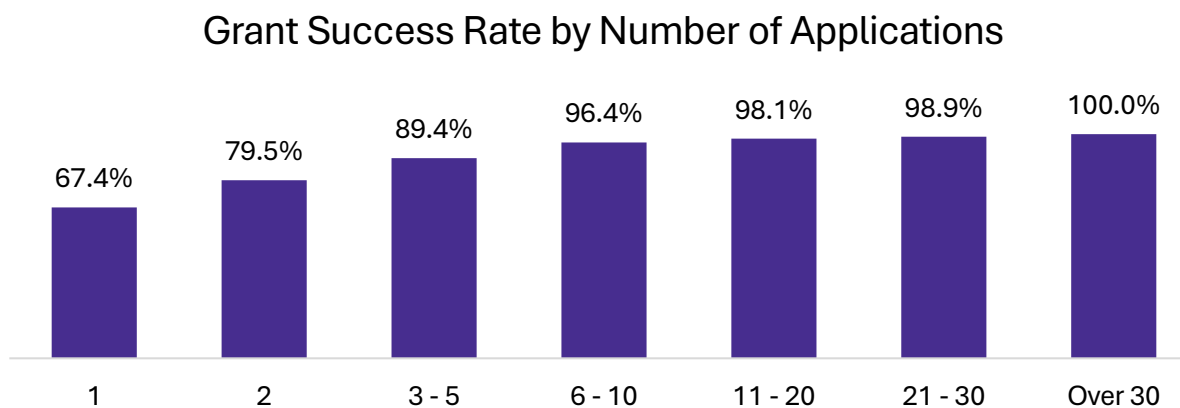


Grant Applications vs. Grant Awards

The chart below illustrates the direct relationship between the number of grant applications submitted and the number of awards received: organizations that submit more applications tend to secure more awards. It's also important to note that some 2024 awards were based on earlier submissions, and some 2024 applications were still awaiting a decision.

Number of Awards	Number of Applications						
	1	2	3 - 5	6 - 10	11 - 20	21 - 30	Over 30
None	14	8	16	6	4	1	0
1	27	12	31	9	7	1	0
2	0	17	41	19	9	1	0
3-5	1	2	61	78	35	5	5
6-10	0	0	0	51	90	14	8
11-20	0	0	0	1	52	51	42
21-30	0	0	0	1	2	12	60
31+	0	0	0	0	0	0	70
Unsure - Some	1	0	1	1	0	0	2

As the number of applications submitted increases, so does the likelihood of winning at least one grant. Organizations that applied for only one or two grants had a lower probability of receiving an award (67.4% and 79.5% respectively), while those that submitted six or more applications had success rates exceeding 95%. In other words, casting a wider net correlates strongly with securing at least one grant.

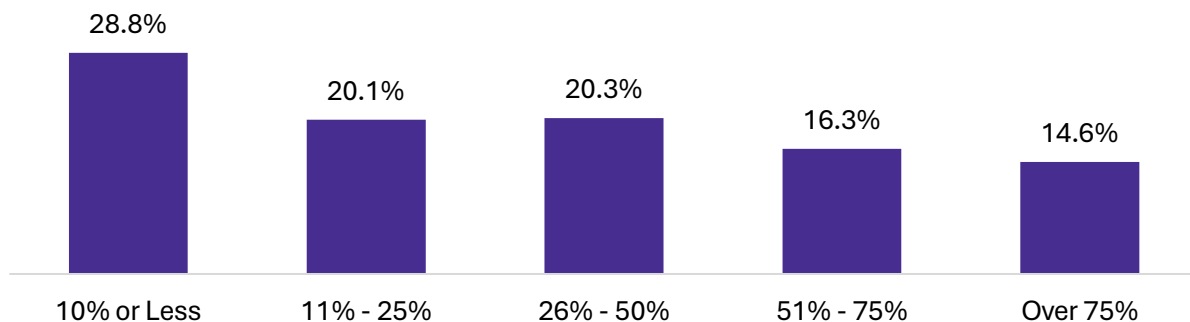


Grant Funding

Grant % of Funding

Nearly half of respondents (about 48.9% when we combine the 28.8% who rely on grants for 10% or less of their budget and the 20.1% who depend on grants for 11–25%) have a relatively modest reliance on grant funding. Another 20.3% of organizations fall into the mid-range, with grants making up 26–50% of their budget. Meanwhile, 16.3% rely on grants for most—but not all—of their budget (51–75%), and 14.6% reported that grants fund over three-quarters of their total annual budget.

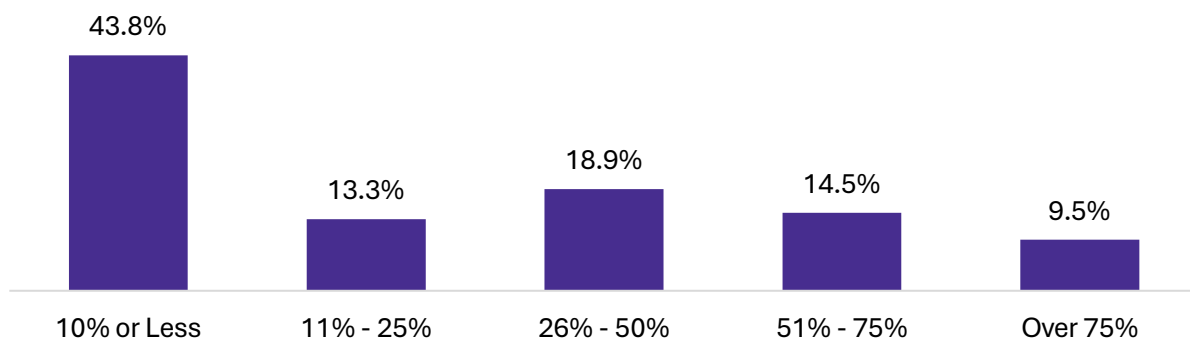
Total Grant Awards: % of Funding



Recurring Grants

Over half of respondents (57.1% when combining the 43.8% who receive 10% or less of their total grants through recurring awards and the 13.3% who get 11–25%) depend minimally on fixed, ongoing grant funding. Another 18.9% rely on recurring awards for 26–50% of their total grants, while almost a quarter (24%) report that most of their grant funding—51–75% or over 75%—comes from recurring grants.

Recurring Grant Awards: % of Funding

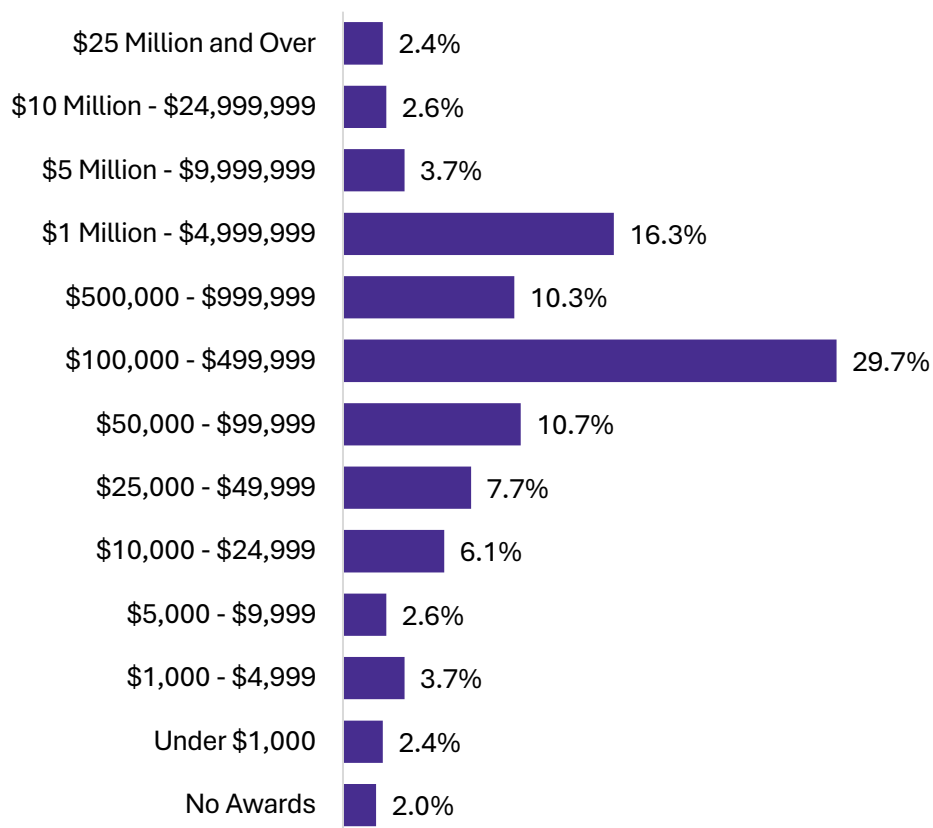


Total Grant Funding

Just under one-third of organizations (29.7%) reported total grant awards in the \$100,000–\$499,999 range, making it the largest single category. Another 16.3% received between \$1 million and \$5 million in grant funding, while slightly over 10% each fell into the \$50,000–\$99,999 and \$500,000–\$999,999 tiers. Between 6% and 8% reported awards of \$10,000–\$24,999 or \$25,000–\$49,999, and around 2% reported no awards at all. About 2–4% of respondents landed in each of the three smallest categories (under \$10,000), while the three highest categories (all above \$5 million) represented a total of 8.7% of respondents.

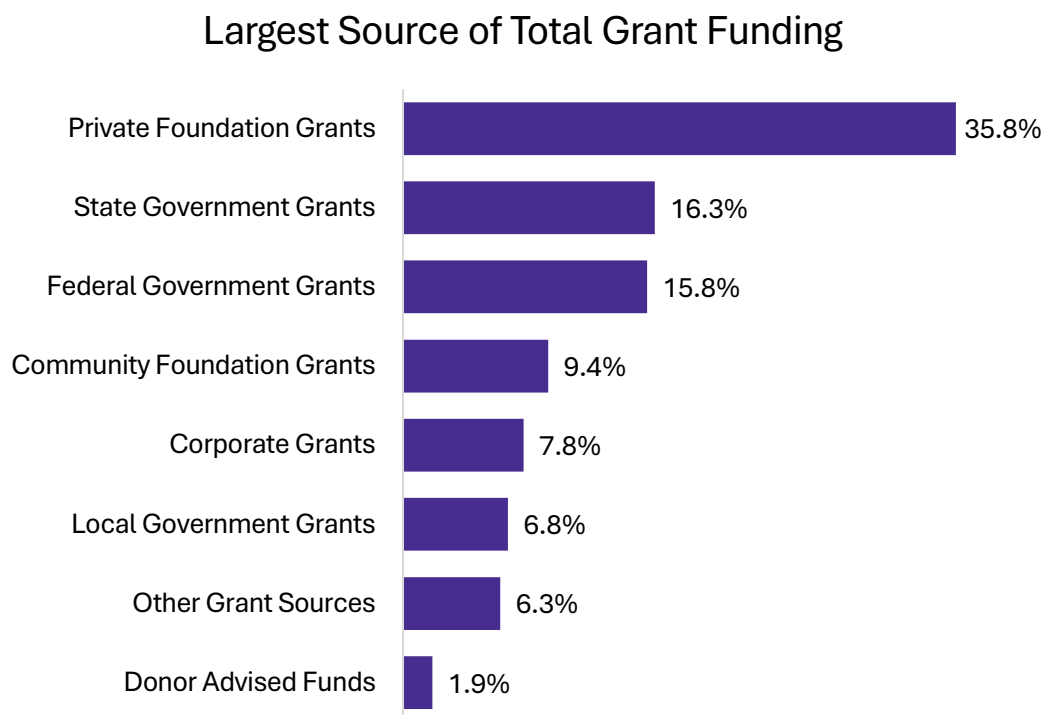
Overall, these figures paint a picture of highly varied grant portfolios, with a notable clustering of awards in the six-figure range and a smaller portion of organizations receiving very high or very low amounts. The median value of total awards was \$246,800 and the average value of total awards was \$6,809,275.

Total Grant Funding



Largest Source of Total Grant Funding

Private foundations were the most frequently reported largest source of total grant funding, cited by 35.8% of respondents. State government (16.3%) and the federal government (15.8%) followed close behind, while 9.4% named community foundations as their top source. Corporate grants led for 7.8% of respondents, and 6.8% relied primarily on local government grants. Donor-advised funds were the largest funding source for 1.9%, and an additional 6.3% identified “other” sources—including religious organizations, the United Way, civic groups, other nonprofits, fundraising initiatives, and tribal funds—as their main provider of grant support.

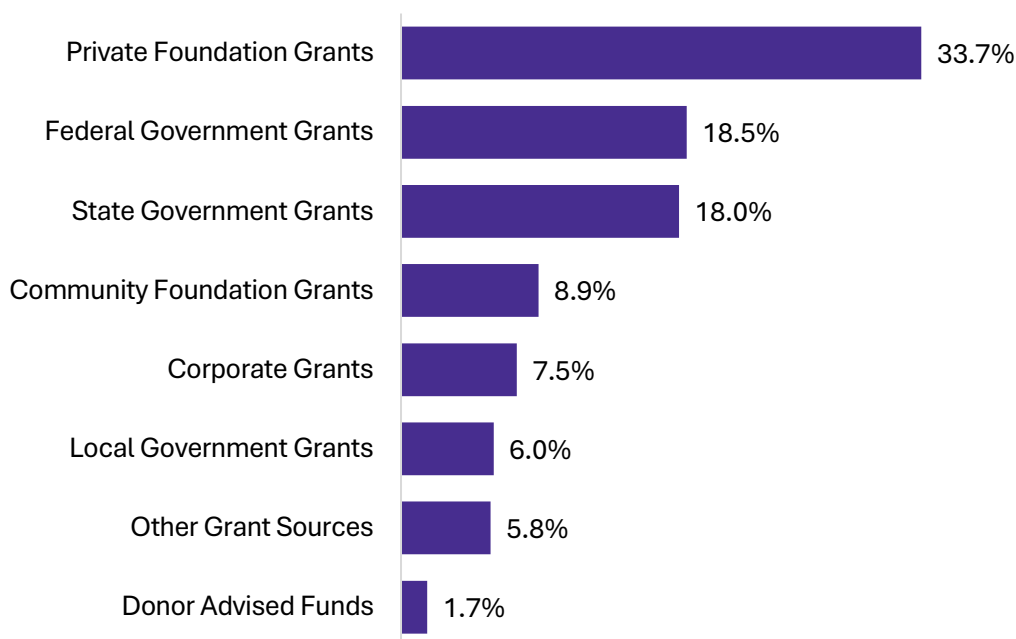


Largest Awards

Largest Individual Grant Award Source

Private foundations were the most frequently reported source of the largest individual grant award, cited by 33.7% of respondents. The federal government was next at 18.5%, followed closely by state government at 18%. Community foundation grants served as the top individual award for 8.9%, while 7.5% turned to corporate grants and 6% relied on local government grants. Donor-advised funds were the largest individual award source for 1.7% of respondents. Finally, 5.8% reported “other” grant sources—such as religious organizations, the United Way, civic groups, other nonprofits, or fundraising initiatives—as their primary source for the largest individual award.

Largest Individual Award Source



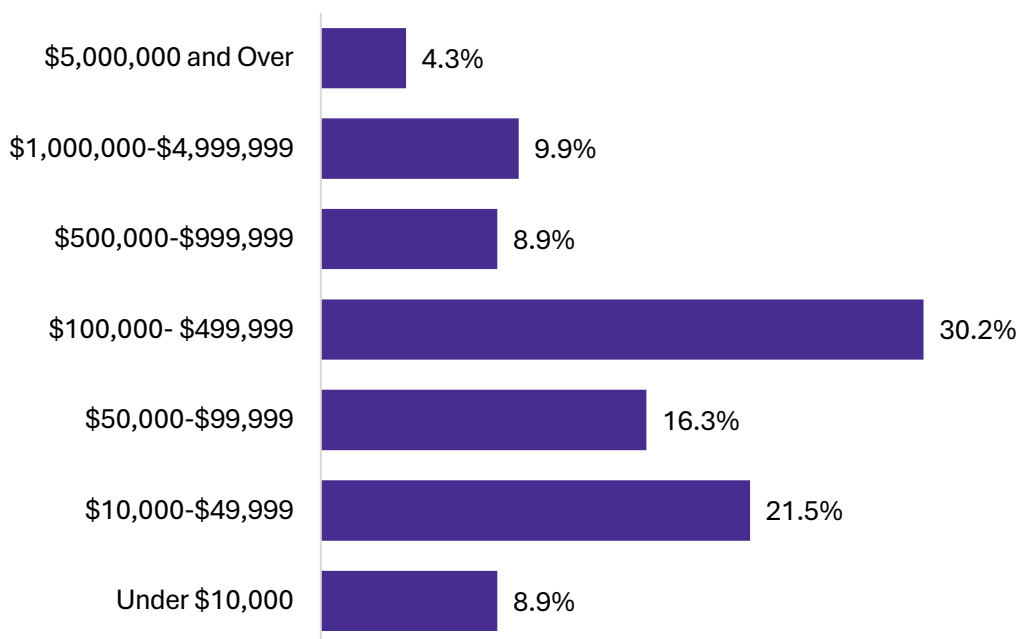
Largest Individual Grant Award Size

The median largest individual grant award for all respondents was \$100,000 and the average largest individual grant award was \$1,118,200.

More than three-quarters of respondents (76.9%) reported a largest individual grant award under \$500,000. Specifically, 8.9% said their largest award was under \$10,000, 21.5% reported \$10,000–\$49,999, 16.3% reported \$50,000–\$99,999, and 30.2% said

\$100,000–\$499,999. At higher levels, 8.9% received \$500,000–\$999,999, 9.9% reported \$1 million–\$4,999,999, and 4.3% secured \$5 million or more.

Largest Individual Award Size



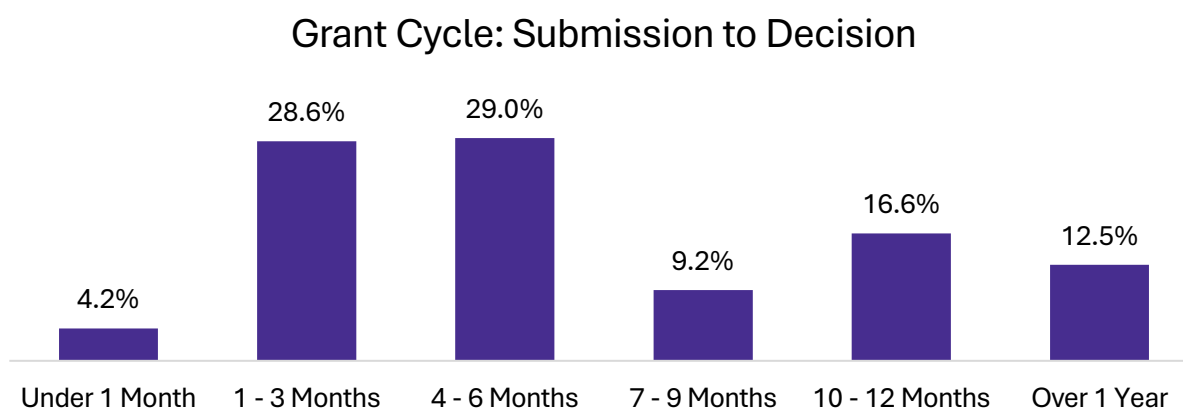
Largest Award Support Type

Of the 25 types of support identified 65.8% of respondents indicated that their largest award fell into project/program support (41.6%) or general support (24.2%). Capacity building (8.9%), building funds (4.4%), and infrastructure (3.6%) were next in line. The remaining 20 categories each drew fewer than 3% of responses, totaling 17.3% grouped as “other.”

Largest Award Logistics

Grant Cycle Timing

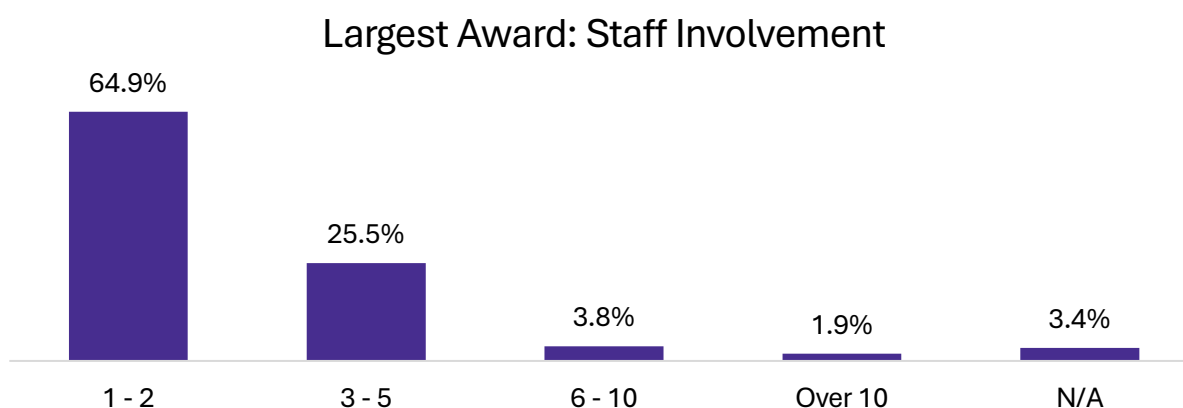
Among respondents, 57.5% reported that the entire grant cycle—from proposal submission to award decision—for their largest grant lasted between one and six months, while 25.8% indicated a longer cycle of seven to 12 months, and 4.1% noted a particularly short cycle of less than one month. Another 12.4% experienced a grant cycle of over a year.



Once the award decision had been made, most funders disbursed the funds promptly: 66.8% of respondents received their awards within three months of notification, 18.3% waited four to six months, and 14.8% reported a release time of seven or more months.

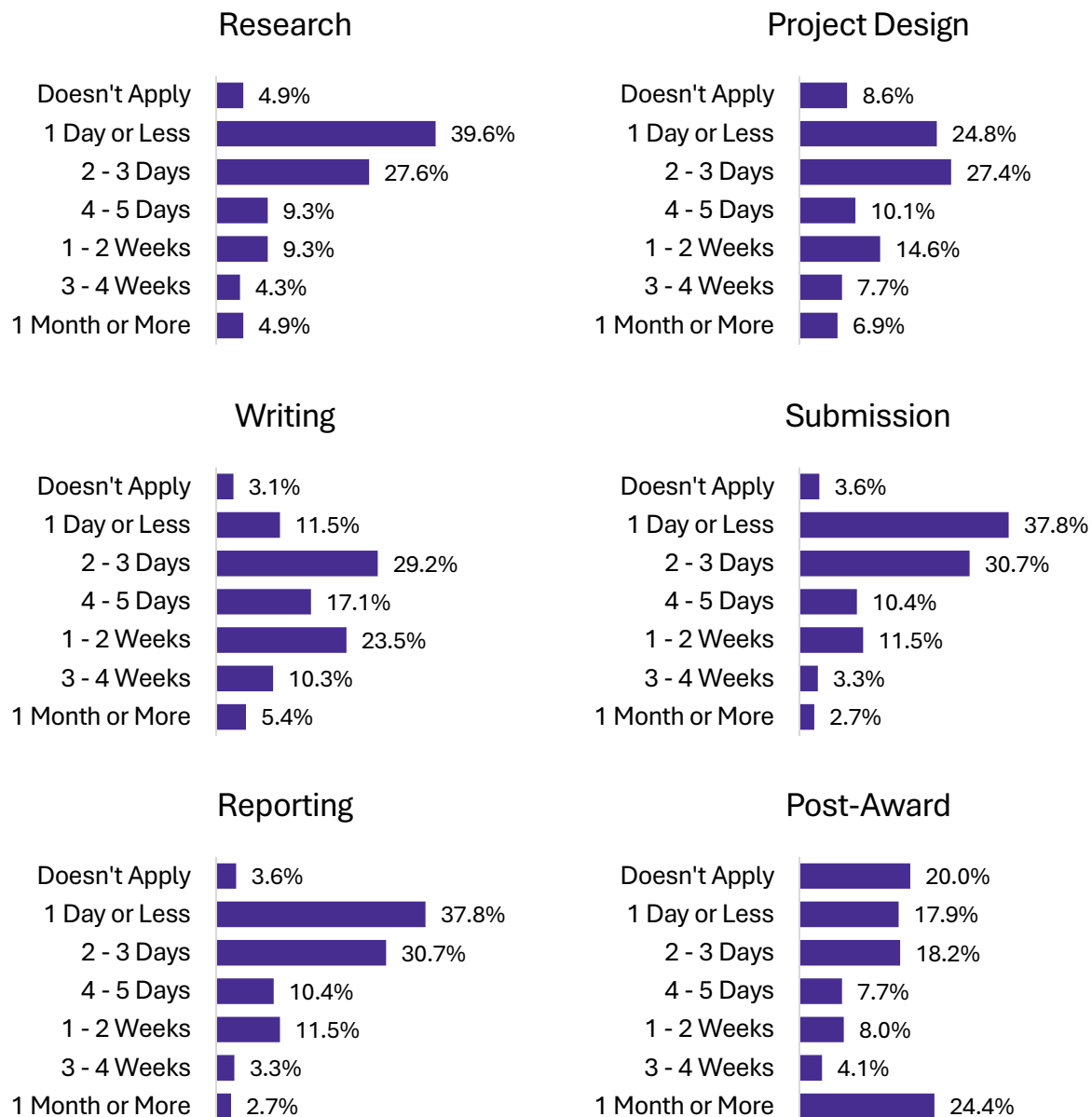
Direct Staff Involvement

Among respondents, 64.9% indicated that one to two individuals were directly involved in the grantseeking process for the largest individual award, while 25.5% had three to five people involved, and 5.7% reported a team of six or more. Another 3.4% noted that no staff members were directly involved in the grantseeking process.



Time Allocation

When combined, the various facets of a grant application involve days to weeks of work. For the largest individual award, we asked respondents to tell us how much time was spent on research to support the statement of need, project design, writing the proposal, coordination of the attachments and submission, reporting, and post-award monitoring.



Government Funding

Government Funding Sources

Among respondents who reported receiving government funding, state government was the most common source (51.6%), followed by local government (43.4%) and the federal government (38.9%)

Government Largest Source of Total Funding

Among those same government award recipients, 36.8% indicated that state government represented their largest source of total funding, closely followed by the federal government (36.5%) and local government (14%). Another 12.8% cited non-government sources as the largest share of their total funding.

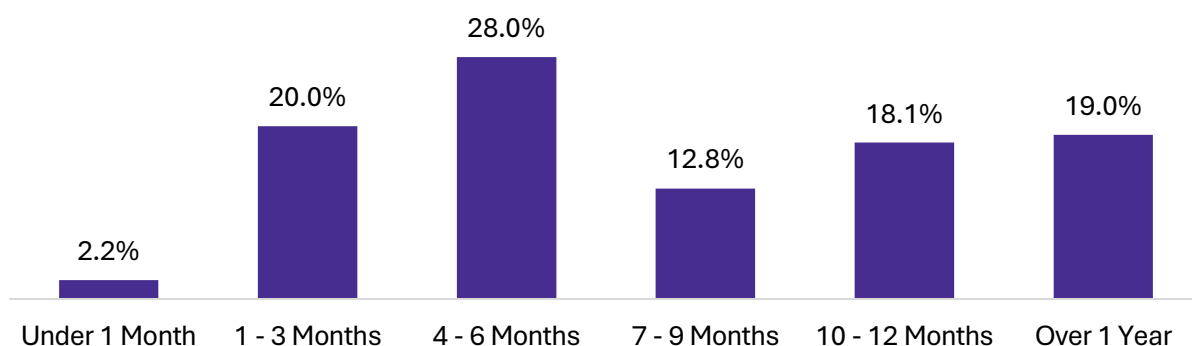
Government Largest Individual Award Source

When asked about the largest individual award, 43.3% of respondents who received government funding indicated it came from the federal government, while 42.4% credited state government and 14.2% reported local government.

Government Grant Application Cycle Timing

From proposal submission to award decision, 48% of respondents experienced a government grant cycle of one to six months, and 2.2% reported a turnaround of less than a month. However, 49.9% noted a cycle of seven months or more, reflecting the extended timeline common for government grants. By comparison, non-government grant processes took seven or more months for 30% of respondents.

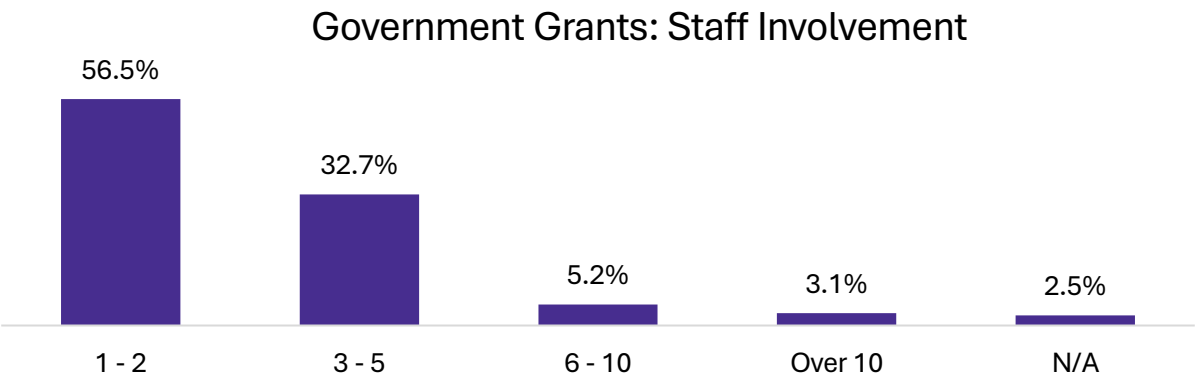
Government Grant Cycle: Submission to Decision



Staff Involvement

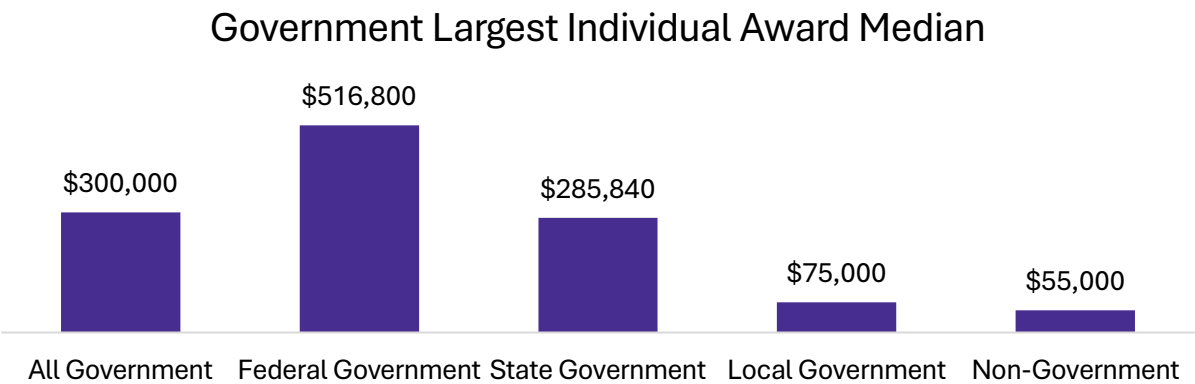
For the largest individual government award, 56.5% of respondents indicated that one to two people were involved in the grantseeking process, while 32.7% reported three to

five people, and 8.3% said six or more were involved. Some respondents (2.5%) reported no dedicated staff for this process. In comparison, for non-government awards, 72.2% of respondents indicated that just one to two people were directly involved.



Government Largest Award Size

Medians for the largest individual awards from government entities—at \$300,000 overall—were higher than those from non-government funders. Federal sources offered the highest median (\$516,800), followed by state (\$285,840) and local (\$75,000) government. In contrast, the median for the largest individual award from non-government funders (covering private and community foundations, corporate grantmakers, donor-advised funds, and “other” sources) was \$55,000.



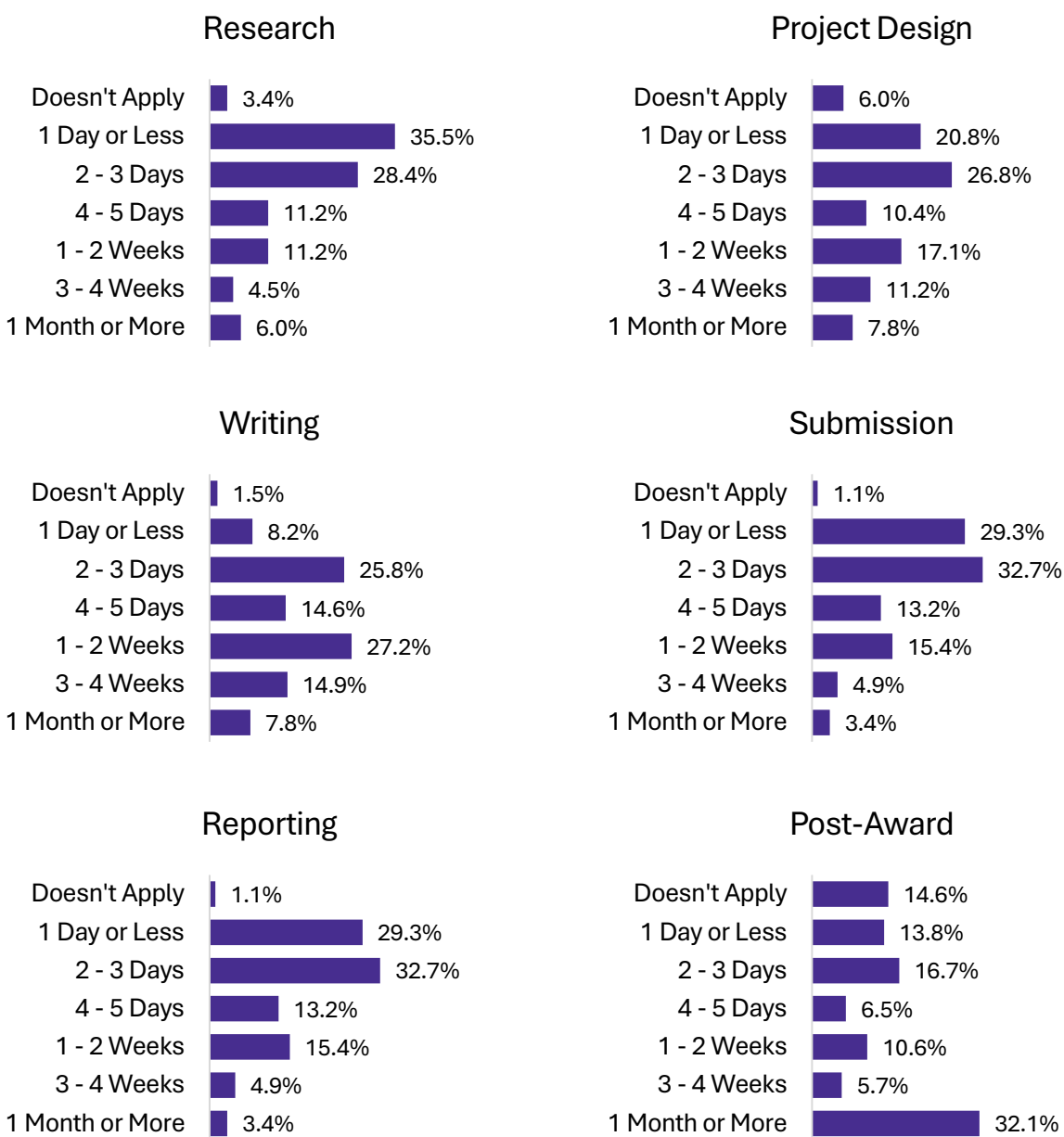
Government Largest Award Support Type

Among the 25 identified support types, the most common designation for the largest award was project/program support (49.2%), followed by general support (16.2%). Next in line were capacity building (6.8%), infrastructure (5.2%), building funds (4.5%), and

mixed support (4.2%). The remaining 19 categories each accounted for under 4% of responses, collectively comprising 13.9% under “other.”

Government Funding Time Allocation

For their largest government award, respondents detailed the time allocated to key stages—including research for the statement of need, project design, proposal writing, coordination of attachments and submission, reporting, and post-award monitoring. The majority indicated that these activities collectively required five days or less.



Federal Government Funding

Nearly 39% of respondents reported that their organizations regularly receive Federal funding, and 36.1% stated that their organizations received Federal funding in 2024.

Federal Government Award Type

Organizations that received Federal funding during 2024 reported that their largest Federal award came in the form of grants (70.8%), contracts (8.9%), or another form (11.1%), including cooperative agreements and reimbursements. Another 9.2% were unsure of the type of funding.

Federal Government Award Size

Organizations that received Federal funding during 2024 reported a median award of \$250,000. Median awards, by quartile were \$30,000, \$129,725, \$524,250, and \$2,932,379. The median value of the largest individual award from the Federal government was \$516,800.

Federal Government Award Origin

Regarding the origin of this funding, 43.8% said it came directly from the federal government, while 27.2% said it was passed through a state government. Another 21% noted pass-through funding from local government, tribal agencies, or nonprofit organizations, and 8% were unsure of the source.

Federal Government Matching Funds

Among those whose largest federal award required matching, 38.7% said in-kind gifts (such as volunteer hours, donated goods, or staff time) could be counted, 35.2% indicated no required match, and 26.2% were unsure.

Federal Government Indirect/Administrative Cost Funding

More than half of respondents (57.7%) said their largest federal award included indirect or administrative cost funding, 28.4% said it did not, and 13.9% were unsure. A direct cost agreement was included for 26.8% of respondents, while 41.8% said there was no agreement and 31.4% were unsure whether one was part of the award. Among recipients of indirect or administrative cost funding, 40.8% said the allocation was 10% or less, 20.8% reported 11% to 20%, and 10% said 21% or more. Another 28.4% were unsure of their exact allocation.

Respondents by Largest Government Award Source

According to The 2025 State of Grantseeking™ Survey, the source of an organization's largest award can be closely linked to its demographic profile. The survey identifies representative organizations that received their largest award from each type of government funder. As part of your grantseeking strategy, consider targeting funders whose history of awards aligns with organizations that share demographic characteristics with yours.

Organizations for Which the Federal Government Was the Largest Award Source

Among respondents representing organizations where the Federal government was the primary funding source (FGLAS), 32.9% served as employees and 51.1% held executive roles, while 7.7% were employed by a government entity and 4.9% worked as consultants. In terms of organizational type, nonprofits accounted for 72.7% of FGLAS organizations, followed by educational institutions at 11.9% (with 8.4% of those representing two- or four-year colleges and universities). Government or tribal entities made up 11.9% of respondents, and 3.5% identified with other business or organizational types.

Regarding staffing, 30.8% of FGLAS organizations employed over 200 people, 22.4% had between one and five employees, and 15.4% employed between 26 and 75 individuals. Financially, 66% of these organizations reported annual budgets of \$1,000,000 or more; among these, 30.4% had budgets of \$25,000,000 or more. FGLAS organizations reported a median annual budget of \$3,000,000.

FGLAS organizations also tended to be older than their counterparts, with 21% established between 11 and 25 years ago, 27.3% between 26 and 50 years ago, and 44.1% over 50 years ago. In terms of service areas, 53.2% operated across rural, suburban, and urban environments, while 18.9% served exclusively urban areas; rural and suburban areas were each reported by 14% of respondents. The most common geographic service reach was multi-county (29.4%), followed by a single state (16.1%) and a single county (14%).

Finally, the primary mission focuses for FGLAS organizations were Human Services (27%), Education (16.3%), and Health (8.5%).

Organizations for Which State Government Was the Largest Award Source

Among organizations for which the state government was the largest award source (SGLAS), 80% of respondents indicated direct ties to their organizations—35.7% as employees and 44.3% in executive roles—while consultants comprised 10.7% of responses. Nonprofits accounted for 79.9% of SGLAS organizations, with educational

institutions representing 10.8% (73.3% of which were two- or four-year colleges and universities), and government or tribal entities making up 5%.

Staffing levels varied, with organizations most commonly reporting one to five employees (23.6%), six to ten employees (11.4%), or 11 to 25 employees (15.7%). Regarding annual budgets, 23% of respondents had budgets between \$250,000 and \$999,999, 29.5% between \$1,000,000 and \$4,999,999, and 15.8% reported budgets of \$25,000,000 or more. Overall, more than 60% of SGLAS organizations had annual budgets of \$1,000,000 or higher, with a median annual budget of \$1,467,500.

In terms of organizational maturity, 12.9% were 11 to 25 years old, 37.9% were 26 to 50 years old, and 37.1% were over 50 years old. Service areas were diverse: 42.9% operated across rural, suburban, and urban settings, 24.3% served exclusively urban areas, and 22.1% focused on suburban locales. Geographically, the most common service reaches were multi-county regions (36.4%), followed by a single county (20.7%) and a single state (10.7%).

Finally, the predominant mission focuses reported were Human Services (22.5%), Education (17.4%), and Art, Culture, and Humanities (14.5%).

Organizations for Which Local Government Was the Largest Award Source

For organizations for which local government was the largest award source (LGLAS), 78.7% of respondents were directly affiliated with their organizations—25.5% as employees and 53.2% in executive roles. Nonprofits dominated this segment, comprising 95.7% of LGLAS organizations.

In terms of staffing, 38.3% of LGLAS organizations reported having one to five employees, 17% employed between six and 25 people, and 14.9% had staffing levels ranging from 26 to 75 employees. Additionally, 10.6% operated with an all-volunteer staff, while 12.8% reported staffing that equated to less than one full-time equivalent.

Regarding financial resources, the most reported annual budgets were between \$100,000 and \$499,999 (31.9%), \$500,000 and \$999,999 (23.4%), and \$1,000,000 to \$4,999,999 (14.9%), with a median annual budget of \$495,000.

Organizational maturity varied, with 23.4% of LGLAS organizations between 11 and 25 years old, 29.8% between 26 and 50 years old, and 14.9% between 51 and 100 years old. In terms of service areas, 51.1% served urban locales, 27.7% served suburban areas, and 19.2% operated across a mix of rural, suburban, and urban environments. The most frequent geographic service reach was multi-county (27.7%), followed by one county (25.5%) and one city/town (14.9%).

Mission focus among LGLAS organizations was led by Human Services (25.5%), followed by Art, Culture, and Humanities (21.3%), and Youth Development (12.8%).

Non-Government Funding

Non-Government Funding Sources

Among respondents reporting non-government funding sources, private foundations were most frequently identified (80.8%), followed by community foundations (69.2%), corporate grantmakers (57%), and donor-advised funds (35.4%). Additionally, 25.8% noted receiving corporate gifts, while 7.9% cited support from “other” sources.

Non-Government Largest Source of Total Funding

Within this group, private foundations emerged as the largest overall source of funding for 55.8% of respondents. Community foundations (14.8%), corporate grantmakers (13.5%), donor-advised funds (3.4%), and “other” grant sources (9%) were less commonly reported. Additionally, 3.6% of respondents identified government funders as their largest total funding source even among non-government funding channels.

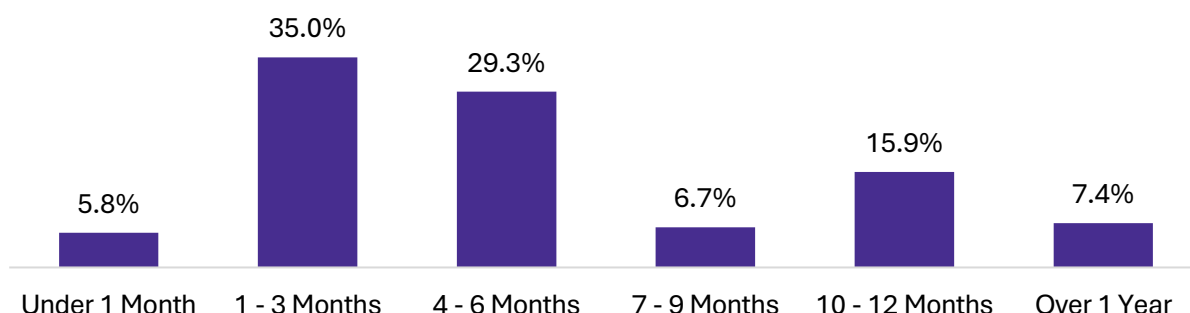
Non-Government Largest Individual Award Source

When considering the largest individual awards, private foundations were again predominant, reported by 58.6% of respondents. This was followed by community foundations (15.4%), corporate grantmakers (13%), donor-advised funds (3%), and “other” grant sources (10.1%).

Non-Government Grant Application Cycle Timing

From proposal submission to award decision, 64.2% of respondents experienced a government grant cycle of one to six months, and 5.8% reported a turnaround of less than a month. However, 30% noted a cycle of seven months or more. By comparison, government grant processes took seven or more months for 49.9% of respondents, reflecting the extended timeline common for government grants.

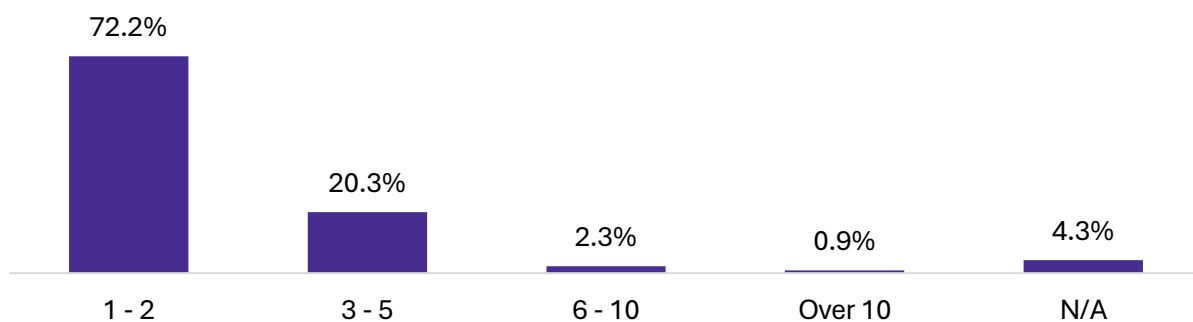
Non-Government Grant Cycle: Submission to Decision



Staff Involvement

For the largest individual non-government award, 72.2% of respondents indicated that one to two individuals were directly involved in the grantseeking process. An additional 20.3% reported the involvement of three to five team members, while 3.2% noted that six or more individuals were involved. Only 4.3% of respondents reported no direct staff involvement. In comparison, government awards tend to engage more staff, with 56.5% of respondents indicating the involvement of one to two people in their grantseeking process.

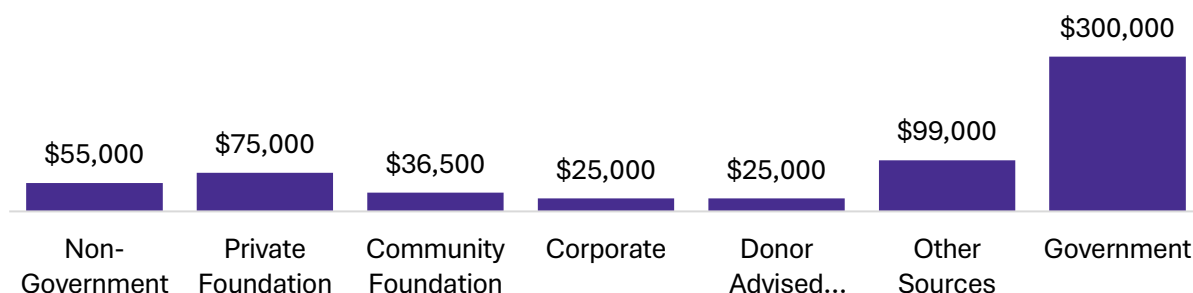
Non-Government Grants: Staff Involvement



Non-Government Largest Award Size

Medians for the largest individual awards from non-government entities averaged \$55,000 overall, lower than those from government funders. Specifically, private foundations reported a median largest award of \$75,000, while corporate grantmakers and donor-advised funds each yielded \$25,000. Community foundations offered a median of \$36,500, and "other" funding sources - including religious organizations, the United Way, civic organizations, other nonprofits, and tribal funds - reported a median of \$99,000. In contrast, government funders provided a substantially higher median largest award of \$300,000.

Non-Government Largest Individual Award Median

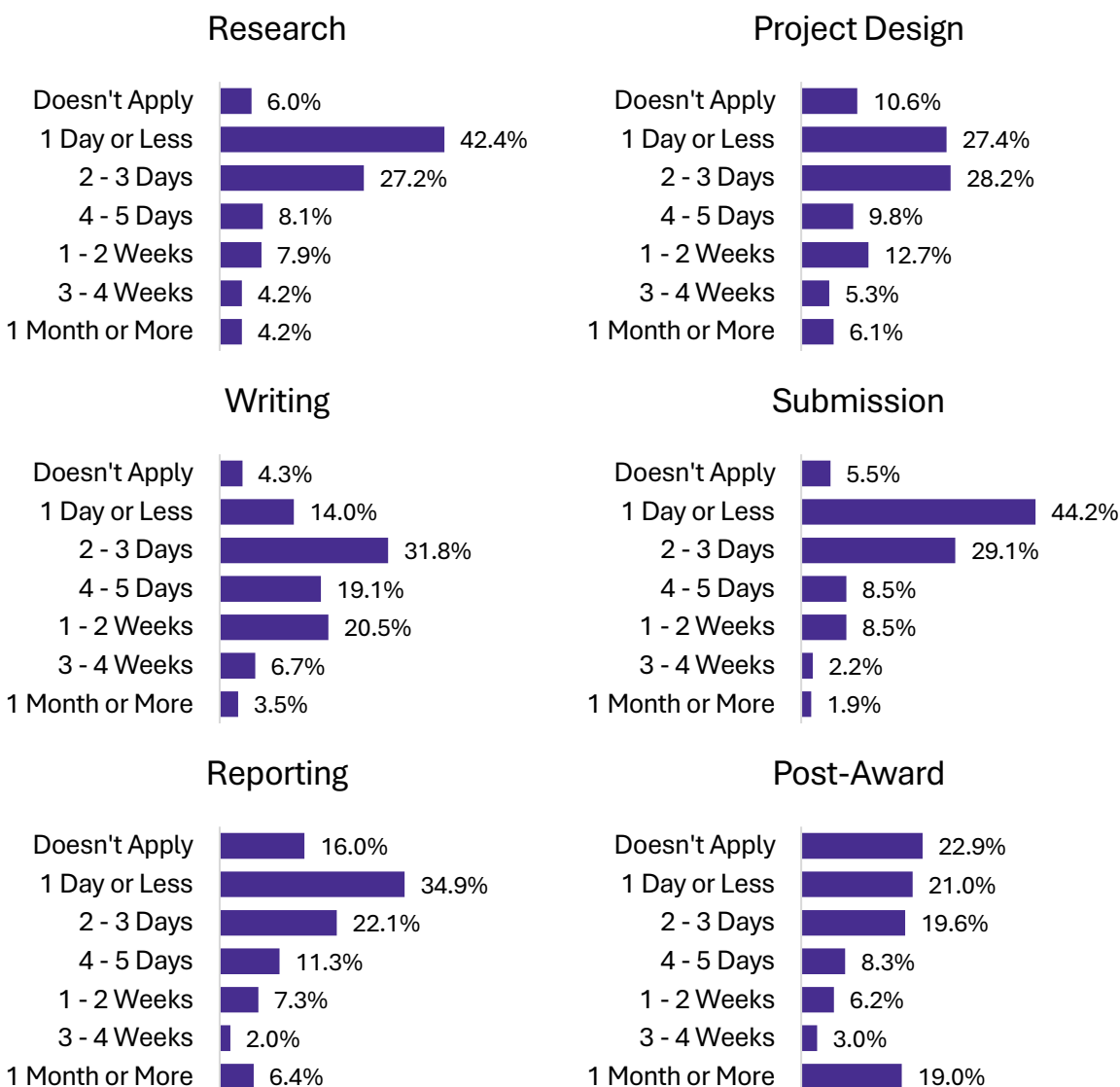


Non-Government Largest Award Support Type

Among the 25 identified support types, the most frequently designated for the largest award was project or program support (36.2%), followed by general support (30.2%). Capacity building was reported by 10.6% of respondents, while building funds accounted for 4.5%. The remaining 21 categories each received less than 4% of responses, collectively comprising 18.8% under "other."

Non-Government Funding Time Allocation

For their largest non-government award, respondents outlined the time devoted to key stages: researching the statement of need, designing the project, writing the proposal, coordinating attachments and submission, as well as reporting and post-award monitoring. The majority reported that these combined activities required three days or less.



Respondents by Largest Non-Government Award Source

According to The 2025 State of Grantseeking™ Survey, the demographic characteristics of respondent organizations are closely linked to the source of their largest award. The data highlights representative organizations by funder type, illustrating typical profiles for each category. You can use this information to strategically target funders that have supported organizations with demographics similar to your own.

Organizations for Which Private Foundations Were the Largest Award Source

Most survey respondents representing organizations where private foundations served as the largest award source (PFLAS) were directly associated with their organizations, with 29.8% serving as employees and 56.1% holding executive roles. Nearly all PFLAS organizations were nonprofits, accounting for 96.2% of the responses.

In terms of staffing, many organizations reported employing between one and five people (34.7%) or between six and 25 people (28.6%). Regarding annual budgets, 24.9% of these organizations reported ranges from \$100,000 to \$499,999, while 16.1% fell within the \$500,000 to \$999,999 bracket. An additional 31.8% of respondents indicated that their annual budgets were between \$1,000,000 and \$4,999,999. The median annual budget for PFLAS organizations was \$946,000.

When considering organizational longevity, many PFLAS organizations were between 11 and 25 years old (31%), while others were between 26 and 50 years old (28.6%) or more than 50 years old (22.9%). These organizations served diverse geographic areas; 43.5% operated across a mix of rural, suburban, and urban settings, 31.7% served exclusively urban areas, and 17.2% focused on suburban locales. The most common geographic service reach was multi-county, accounting for 31.3% of responses, followed by service within one county (13.7%) or one state (13.4%).

In terms of mission focus, the primary areas were Human Services (20.1%), Art, Culture, and Humanities (14.7%), and Education (11.2%).

Organizations for Which Community Foundations Were the Largest Award Source

Among survey respondents representing organizations where community foundations were the largest award source (CFLAS), a substantial majority—82.6%—were directly associated with their organizations, with 26.1% serving as employees and 55.5% in executive roles. Nearly all these organizations were nonprofits, comprising 94.2% of the CFLAS sample.

In terms of staffing, CFLAS organizations most reported having one to five employees (50.7%), while 14.5% operated with less than a full-time equivalent and 13% relied

entirely on volunteer staff. Regarding financial resources, a quarter of CFLAS organizations reported annual budgets under \$100,000, while approximately 43.5% had budgets between \$100,000 and \$499,999. Thirteen percent reported annual budgets between \$500,000 and \$999,999, and 18.9% reported budgets of \$1,000,000 or more. The median annual budget for CFLAS organizations was \$300,000.

Organizational age varied, with 34.8% of CFLAS organizations being between one and ten years old, 30.4% between 11 and 25 years old, and 20.3% between 26 and 50 years old. In terms of service areas, 37.7% operated across a mix of rural, suburban, and urban settings, while 23.2% served urban areas exclusively, 27.5% focused on suburban locales, and 11.6% served rural areas. The most frequently noted geographic service reach was multi-county (24.6%), followed by one county (23.2%) and one state (20.3%).

In terms of mission focus, Human Services was the most reported at 24.6%, followed by Health at 11.6% and Education at 10.1%.

Organizations for Which Corporations Were the Largest Award Source

Among survey respondents representing organizations for which corporations served as the largest award source (CLAS), a vast majority, 84.5%, were directly associated with their organizations. Of these, 19% held non-executive roles and 65.5% occupied executive-level positions. Nearly all these organizations were nonprofits, making up 94.8% of the CLAS reporters.

In terms of staffing, the most common range was one to five employees, reported by 33.3% of organizations. An additional 24.6% reported having six to 25 employees, while 14% relied exclusively on volunteers. Staffing levels of 26 or more were reported by 22.8% of organizations. Regarding financial resources, annual budgets varied considerably. Twenty-seven point six percent of organizations reported budgets below \$250,000; 37.9% reported budgets ranging from \$250,000 to \$999,999; 17.2% had budgets between \$1,000,000 and \$4,999,999; and another 17.2% had budgets exceeding \$5,000,000. The median annual budget for CLAS organizations was \$487,500.

Organizational age also varied, with 19% being between one and ten years old, 29.3% between 11 and 25 years old, and 34.5% falling within the 26 to 50-year range. Regarding service areas, 46.6% operated in a mix of rural, suburban, and urban settings, 24.1% served predominantly urban areas, and 22.1% focused on suburban locales. The most common geographic service reach was multi-county (25.9%), followed by one county (20.7%) and multi-state operations (15.5%).

Mission focus among CLAS organizations was led by Human Services at 22.4%, while Art, Culture, and Humanities and Animal-Related initiatives each accounted for 10.3% of responses.

Organizations for Which Donor-Advised Funds Were the Largest Award Source

For organizations for which donor-advised funds were the largest award source (DLAS), a significant majority of survey respondents (84.6%) were directly involved with their organizations. Among these, 15.4% were employees, 61.5% held executive positions, and 7.7% served as volunteers. Nonprofits made up 100% of DLAS organizations.

In terms of staffing, the most frequent levels were having one to five employees (46.2%), followed by six to ten employees (14.4%), and organizations staffed entirely by volunteers (23.1%). Most of these organizations (61.5%) reported annual budgets below \$500,000, with no DLAS organization reporting a budget of \$10,000,000 or higher; the median annual budget was \$400,000.

Most DLAS organizations had been in operation for periods ranging from 11 to 25 years (23.1%) to 26 to 50 years (46.1%). Regarding service areas, 61.5% operated across a mix of rural, suburban, and urban settings, while 38.5% focused solely on urban communities. The most common geographic service reaches were international (23.1%), one county (23.1%), multi-county (15.4%), and national (15.4%).

Mission focus among DLAS organizations was led by Art, Culture, and Humanities (23.1%), followed by Food, Agriculture, and Nutrition (15.4%).

Organizations for Which "Other" Sources Were the Largest Award Source

Survey respondents representing organizations for which "other" sources, including religious organizations, the United Way, civic organizations, other nonprofit organizations, and tribal funds, were the largest award source (OLAS) included 17.8% serving as employees, 60% in executive roles, 8.9% as board members, and 6.7% as volunteers. Nearly all these organizations were nonprofits (95.6%).

They mostly employed one to five people (28.9%), operated with volunteer staff (22.2%), or had less than one full-time equivalent staff member (15.6%). In terms of financial resources, 62.2% reported annual budgets below \$500,000, while 15.6% had budgets ranging from \$1,000,000 to \$4,999,999. The median annual budget for OLAS organizations was \$375,000.

Organizational ages varied, with 44% being ten years old or younger, 33.1% between 11 and 25 years old, and 20% between 26 and 50 years old. Service areas were diverse: 53.3% operated across a mix of rural, suburban, and urban settings, 31.1% served urban areas exclusively, 8.9% focused on suburban regions, and 6.7% served rural areas. The

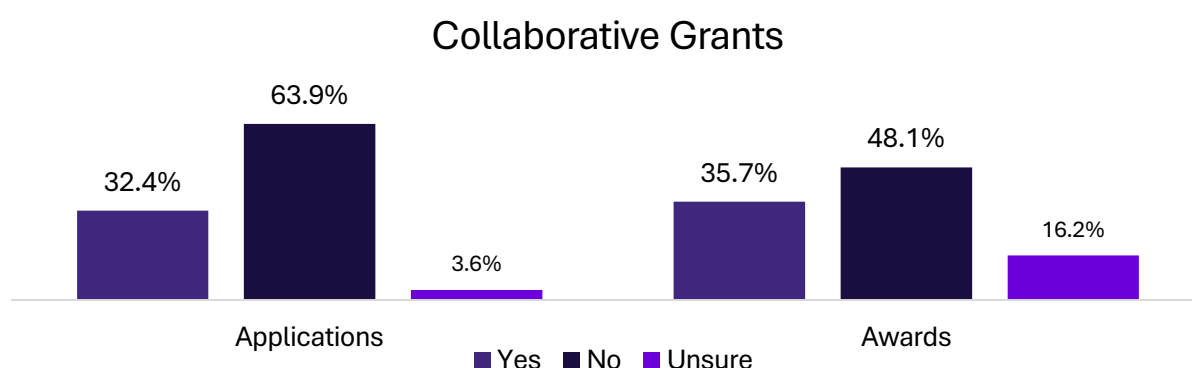
most common geographic service reaches were within one county (24.4%), multi-county (22.2%), or across multiple cities or towns (15.6%).

The primary mission focuses included Human Services (26.7%), Art, Culture, and Humanities (26.7%), and Youth Development (11.1%).

Collaborative Grantseeking

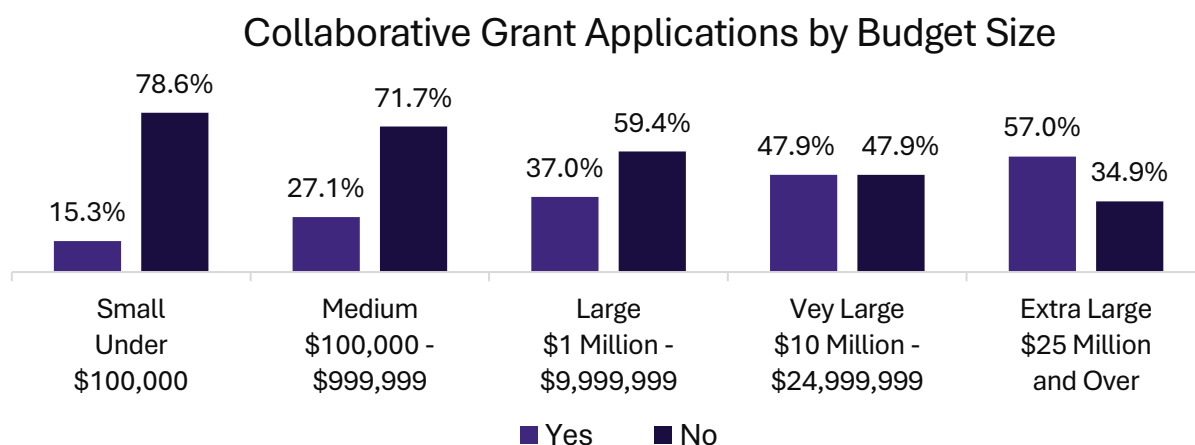
Participation and Awards

Collaborative grantseeking—organizations joining together to submit grant applications for joint activities or programs—is a technique often favored by funders. Many funders feel collaboration among nonprofits increases the effectiveness of awards. Most respondents (64%) did not participate in collaborative grantseeking in 2024. Of those respondents that did submit a collaborative grant application 35.7% reported winning an award.



Collaboration by Annual Budget

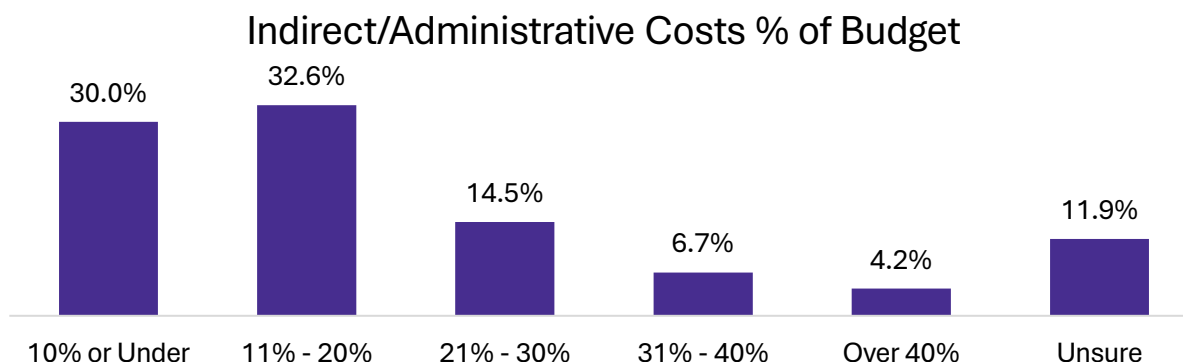
Larger annual budgets, which often translate to expanded staffing and infrastructure, fostered greater collaborative grantseeking. In 2024, 57% of organizations with budgets of \$25,000,000 or more reported collaborating on grantseeking, compared to only 15.3% of those with budgets under \$100,000. Meanwhile, 1.1% to 8.1% of respondents were unsure of their collaborative status.



Indirect/Administrative Cost Funding

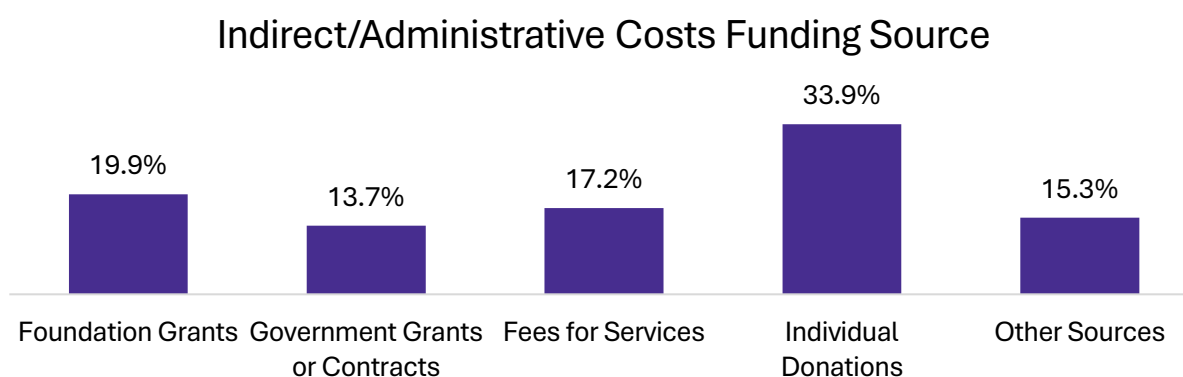
Indirect/Administrative Costs as a Percentage of Budget

Our respondents kept their costs low; 62.6% reported indirect/administrative costs as 20% or less of their total budgets.



Indirect/Administrative Cost Funding Sources

Individual donations (33.9%) emerged as the most frequent source of indirect or administrative funding, followed by foundation grants at 19.9%. Fees for services accounted for 17.2%, while 15.3% of respondents relied on “other” sources, such as fundraisers, tax revenue, major donors, and general funds. Government grants and contracts were cited by 14% of respondents to cover these costs.

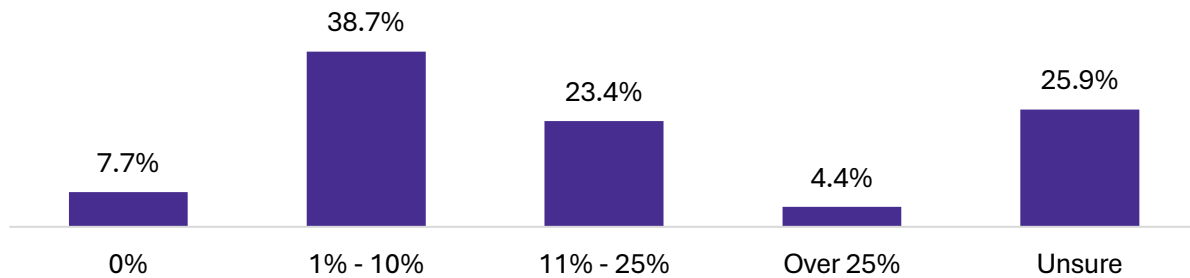


Indirect/Administrative Cost Non-Government Funder Limitations

Although many non-government funders do assist with indirect or administrative costs, they often limit the portion they are willing to cover. Over 60% of respondents noted allowances of 25% or less, including 38.7% who cited 10% or less and 23.4% who reported 11% to 25%. Meanwhile, 7.7% said non-government funders would not cover these costs at all, and 25.9% were unsure about coverage levels. Only 4.4% of respondents indicated that non-government funders allocated more than 25% of the

budget to indirect or administrative cost

Non-Government Funder Cost Allowance



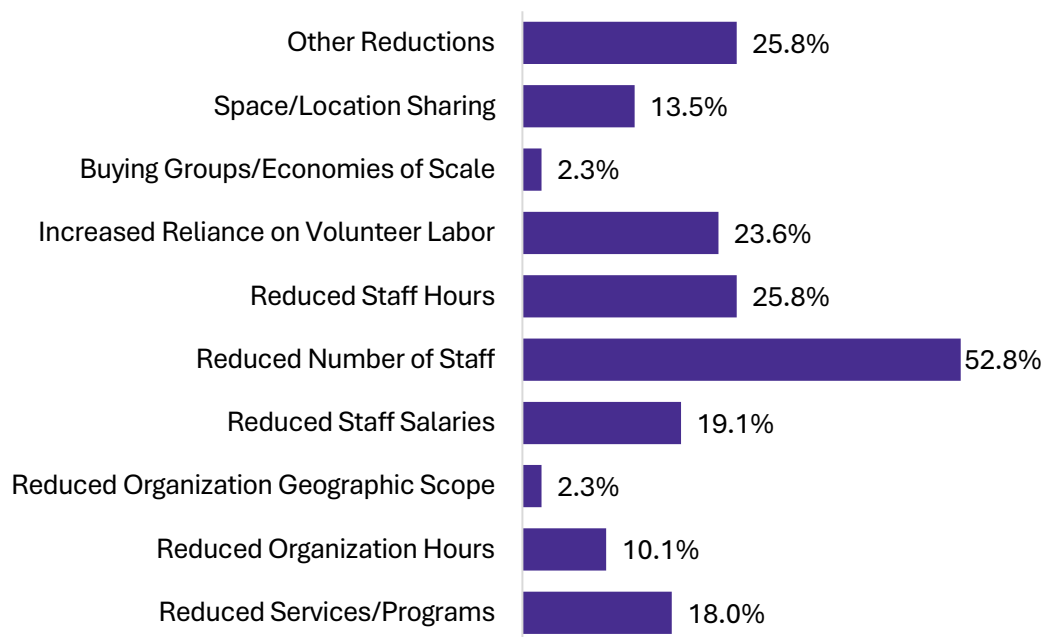
Indirect/Administrative Cost Change

For 2024, 44% of respondents reported increased indirect/administrative costs. These costs remained the same for 46.9% of respondents, while 9.1% of respondents reported a decrease in indirect/administrative costs.

Indirect/Administrative Cost Controls

Respondents were asked how they reduced their indirect or administrative costs, and among those who selected "other," some noted streamlined processes or adjustments to consultant positions—either adding or removing them—as key strategies.

Cost Reduction Techniques



Challenges to Grantseeking

We asked respondents for their thoughts on what their greatest challenge was to successful grantseeking.

Among the grantseeking challenges reported by respondents, the most significant was a lack of time and/or staff at 19.3%, followed by competition for finite awards at 15.6% and researching and finding grants at 12.5%. Relationship building with funders was cited by 10.5%, and 9.9% pointed to funder practices and requirements. A range of “other” issues, such as closed-door policies, lack of mission support, and a changing landscape of requirements, accounted for 7.2%, while reduced funding stood at 7.1%. Economic conditions were cited by 5.6% of respondents, internal organizational problems by 4.4%, writing grant proposals by 4%, and the need for a grants specialist by 3.8%.

Grantseeking Challenges



Organization Annual Budget

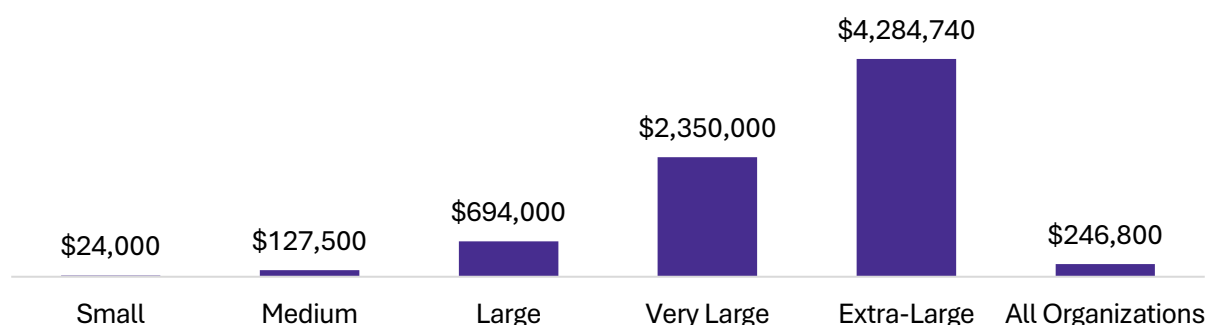
Organizational budget size is a key factor in shaping the grantseeking experience. Variations in funding across different budget tiers underscore the importance of comparing your organization to peers of a similar scale. For this report, budget ranges are defined as follows:

Budget Range	Range Name	Median Budget	% of Respondents
Under \$100,000	Small	\$40,000	13.8%
\$100,000 - \$999,999	Medium	\$385,125	36.9%
\$1 Million - \$9,999,999	Large	\$2,700,000	31.6%
\$10 Million - \$24,999,999	Very Large	\$14,648,325	7%
\$25 Million and Over	Extra-Large	\$55,798,000	10.7%

Total Funding

Larger organizations consistently reported higher total grant awards, with the overall median coming in at \$246,800. However, significant differences emerged by budget range: small organizations reported a median total award of \$24,000, while extra-large organizations approached \$4.3 million.

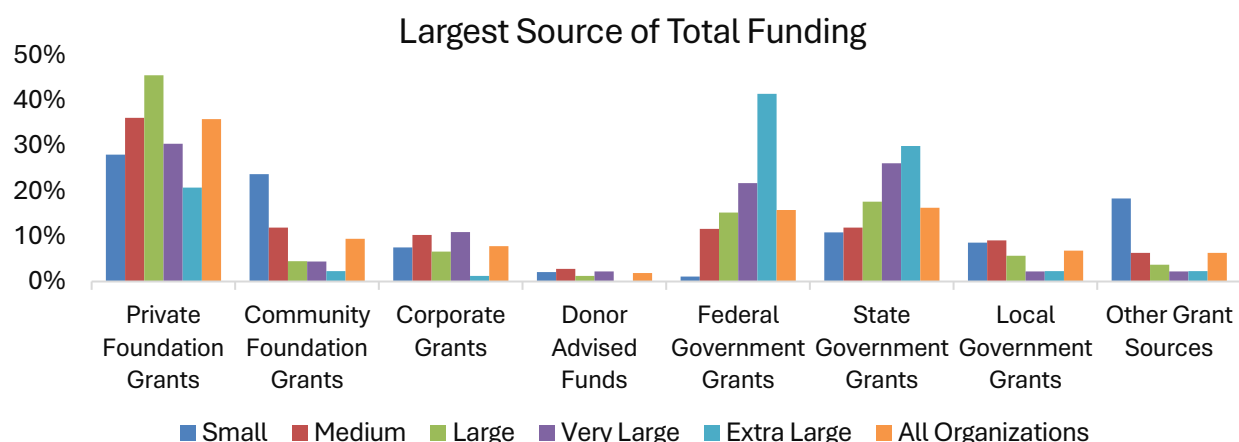
Median Total Awards by Budget Size



Largest Source of Total Funding

The largest source of total funding varied significantly by organizational budget size. Federal and state government grants were more commonly named by organizations with larger budgets, rising from just over 1% for federal funding among small organizations to over 40% for extra-large organizations, and from about 11% for state funding among small organizations to nearly 30% for extra-large ones. By contrast, funding from local government, community foundations, and “other” sources—

including religious organizations, United Way, civic organizations, and tribal funds—tended to be more prominent among smaller organizations and declined as budgets grew. Private foundations remained a frequent source of total funding across all budget sizes, even though the share was highest for large organizations and lower for the smallest and largest groups. Donor-advised funds were rarely cited as the largest funding source, and corporate grants were particularly infrequent among extra-large organizations. The table below shows how each source of funding breaks down by organizational budget size.

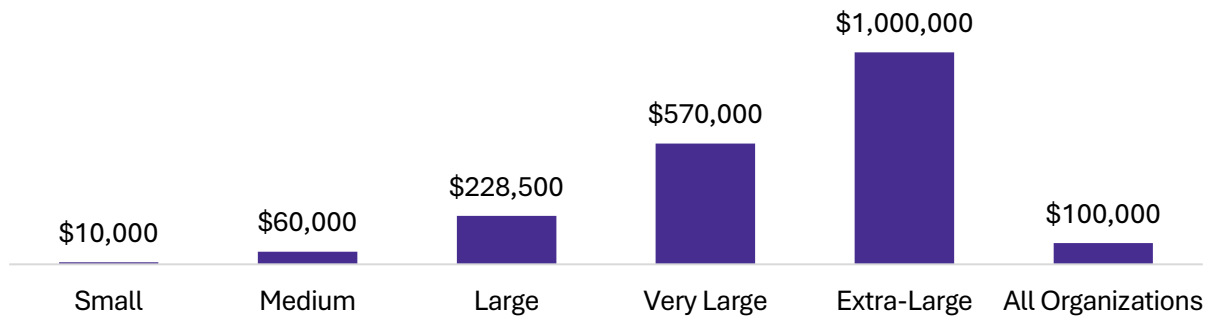


Largest Total Funding Source	Organization Budget Size					
	Small	Medium	Large	Very Large	Extra-Large	All
Private Foundation Grants	28%	36.1%	45.5%	30.4%	20.7%	35.8%
Community Foundation Grants	23.7%	11.9%	4.5%	4.4%	2.3%	9.4%
Corporate Grants	7.5%	10.3%	6.6%	10.9%	1.2%	7.8%
Donor Advised Funds	2.1%	2.8%	1.2%	2.2%	0%	1.9%
Federal Government Grants	1.1%	11.6%	15.2%	21.7%	41.4%	15.8%
State Government Grants	10.8%	11.9%	17.6%	26.1%	29.9%	16.3%
Local Government Grants	8.6%	9.1%	5.7%	2.2%	2.3%	6.8%
Other Grant Sources	18.3%	6.3%	3.7%	2.2%	2.3%	6.3%

Largest Individual Award

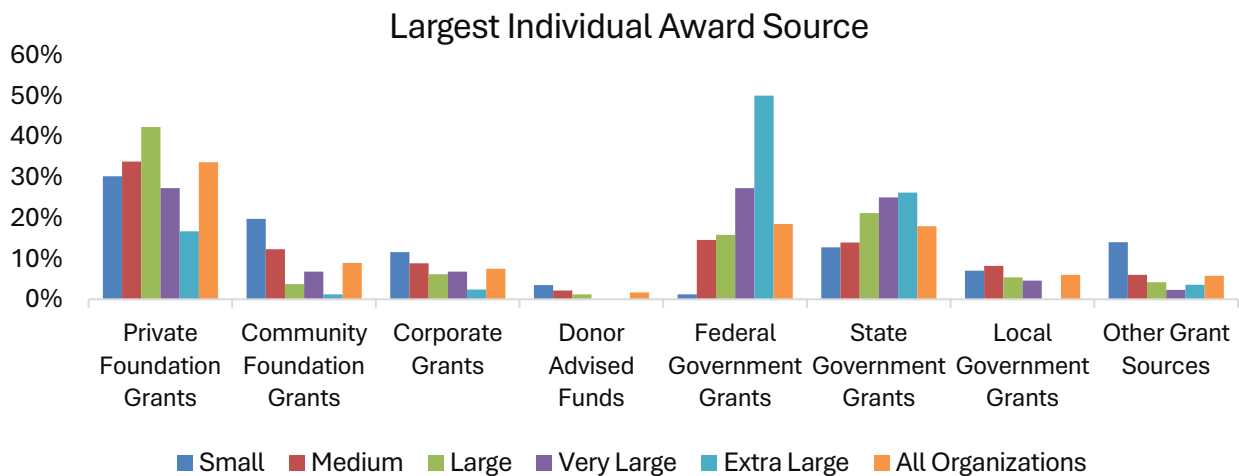
Larger organizations consistently secured higher-value individual awards, with the median for all respondents at \$100,000. When examined by budget size, medians ranged from \$10,000 for small organizations to \$1,000,000 for extra-large organizations.

Largest Individual Award Median by Budget Size



Largest Individual Award Source

As organizational budgets grow, federal grants account for a larger share of the largest individual awards, rising from just over 1% among small organizations to half among extra-large ones. State government grants also follow a similar upward trend, climbing from 12.8% of small organizations to 26.2% among the largest. Meanwhile, private foundation grants, a common largest funding source at lower budget levels, become less prevalent as budgets increase—dropping from 30.2% for small organizations to 16.7% for extra-large organizations. Community foundation grants, along with “other” sources such as religious organizations and nonprofit intermediaries, appear most significant for smaller budgets and diminish in prominence among larger ones. Corporate grants are relatively modest across most budget sizes and are especially rare among extra-large organizations. Overall, these patterns highlight the growing role of government grants for organizations with bigger budgets and the continued reliance on private and community foundations among smaller groups.



Largest Individual Funding Source	Organization Budget Size					
	Small	Medium	Large	Very Large	Extra Large	All
Private Foundation Grants	30.2%	33.9%	42.3%	27.3%	16.7%	33.7%
Community Foundation Grants	19.8%	12.3%	3.7%	6.8%	1.2%	8.9%
Corporate Grants	11.6%	8.9%	6.2%	6.8%	2.4%	7.5%
Donor Advised Funds	3.5%	2.2%	1.2%	0%	0%	1.7%
Federal Government Grants	1.2%	14.6%	15.8%	27.3%	50%	18.5%
State Government Grants	12.8%	13.9%	21.2%	25%	26.2%	18%
Local Government Grants	7%	8.2%	5.4%	4.6%	0%	6%
Other Grant Sources	14%	6%	4.2%	2.3%	3.6%	5.8%

Respondents by Annual Budget Size

As shown by The 2025 State of Grantseeking™ Survey results, a respondent organization's demographics and grantseeking experience often reflect its annual budget size. Because budget size typically indicates organizational age, experience, and the scale of staff and programs, it has a substantial impact on grantseeking outcomes. The following examples represent typical organizations across different budget ranges. As part of your own grantseeking strategy, you may find it beneficial to seek out funders that have historically awarded grants to organizations with demographics like yours.

Organizations with Small Annual Budgets Under \$100,000

Among organizations with budgets under \$100,000, 65.6% of respondents identified as Executive Directors, C-level employees, Directors, Founders, or Managers, while 12.3% were board members. Most (94.4%) were nonprofits. Over half (54%) reported having all-volunteer staff, 23.3% employed less than one full-time equivalent, and 19% employed one to five people. Their median annual budget was \$40,000. These smaller organizations also tended to be younger, with 74.1% operating for 25 years or less and a notable share in the sub-five years (33.3%) and 11-25-years-old (27.2%) ranges.

Regarding service areas, 33.5% indicated serving a mix of rural, suburban, and urban regions, while 27.3% were urban-only, 23.6% suburban-only, and 15.5% rural-only. The most common geographic reach was multi-county (17.8%), followed by single-county (15.4%) and multi-city or town (13.6%). Small organizations most frequently focused on Human Services (15.5%), Education (14.3%), Art, Culture, and Humanities (13%), Community Improvement (11.2%), and Youth Development (10.6%) missions.

Organizations with Medium Annual Budgets Between \$100,000 and \$999,999

Among organizations with medium annual budgets (between \$100,000 and \$999,999), nearly 90% of survey respondents were directly associated with their organizations at an executive level (65.1%), as employees (14.3%), volunteers (5.5%), or board members (4.6%). The majority (94.9%) were nonprofits. Most reported employing one to five people (62.4%) or six to ten (15.9%), and the median annual budget was \$385,125. In terms of organizational age, 25.1% were ten years old or younger, 35.9% ranged from 11 to 25 years, and 26.4% were between 26 and 50 years old.

Nearly half (43%) served a mix of rural, suburban, and urban areas, while 24.8% focused on urban areas, 21.2% on suburban, and 11% on rural communities. The most common geographic reach was multi-county (28.1%), followed by single-county (16.8%) and single-state (15.9%). Medium organizations most frequently focused on Human

Services (22.5%), Art, Culture, and Humanities (16.4%), Education (8.1%), and Youth Development (8.1%) missions.

Organizations with Large Annual Budgets Between \$1 Million and \$9,999,999

Among organizations with annual budgets ranging from \$1 million to \$9,999,999, 40.8% of respondents identified as employees, 43.7% as executives, and 11% as consultants. Most (90.1%) were nonprofits. Typical staffing levels fell between six and ten employees (16.1%), 11 to 25 (28.5%), or 26 to 75 (32.3%), and the median annual budget stood at \$2.7 million. In terms of age, these large organizations were often 11 to 25 years old (22.8%), 26 to 50 (36.7%), or 51 to 100 (23.3%).

A mixed service area—rural, suburban, and urban—was reported by 46.1%, while 34.9% focused primarily on urban communities and 15.8% on suburban communities. Geographic reach most commonly covered multiple counties (31.9%), followed by single-county (18.2%) and single-state (12.9%) coverage. The leading mission focuses were Human Services (24.2%), Youth Development (13.2%), Education (9.7%), and Art, Culture, and Humanities (9.7%).

Organizations with Very Large Annual Budgets Between \$10 Million and \$24,999,999

Among organizations with very large budgets (\$10 million to \$24,999,999), 59% of survey respondents identified as employees and 26.5% as executives. The majority (83.1%) were nonprofits, while 10.8% were educational institutions, two-thirds of which were two or four year colleges and universities. Staffing levels most commonly fell between 26 and 75 employees (19.2%), 76 and 125 (28.9%), or 126 and 200 (25.3%), with some exceeding 200 (15%). The median annual budget was \$14,648,325. Regarding organizational age, 33.7% were 26 to 50 years old, 41.2% were 51 to 100, and 18.1% were over 100.

Over half (50.6%) served a combination of rural, suburban, and urban areas, while 26.5% focused on urban and 15.7% on suburban communities. The most common geographic reach was multi-county (32.5%), followed by single-county (13.3%) and multi-city or town (12.1%). Human Services (25.3%), Education (13.3%), and Housing and Shelter (10.8%) were the most frequently reported mission focuses.

Organizations with Extra-Large Annual Budgets of \$25 Million and Over

Among organizations with extra-large annual budgets (\$25 million and over), 62.7% of respondents identified as employees and 21.4% as executives, while 13.5% represented government entities. Half of these organizations were nonprofits, one-third were educational institutions, and 14.3% were tribal or government entities. Of the educational institutions, 88.1% were two- or four-year colleges and universities. Most extra-large organizations (81.8%) employed over 200 people, and their median annual

budget stood at \$55,798,000. Regarding organizational age, 15.1% were 26 to 50 years old, 43.7% ranged from 51 to 100, and 35.7% were over 100 years old.

Over half (56.4%) served a mix of rural, suburban, and urban areas, while 20.6% focused on urban communities, 11.9% on suburban areas, and 11.1% on rural areas. The most common geographic reach was multi-county (29.4%), followed by international (15.1%), multi-state (13.5%), and single county (11.9%). The leading mission focuses for extra-large organizations were Education (35.8%), Human Services (23.6%), and Health (17.9%).

Organization Mission Focus

An organization's mission focus significantly influences its grantseeking activities. Differences in funding levels and sources highlight the value of comparing your organization to peers with similar missions.

In The 2024 State of Grantseeking™ Survey, based on the National Taxonomy of Exempt Entities Classification System, 15 of the 25 listed mission focuses accounted for 93.8% of respondents. The remaining, each representing less than 2%, were grouped into an "Other Missions" category. Mission focus classifications used in this report are defined below.

Mission Focus	Median Budget	% of Respondents
Animal Related	\$534,669	3.3%
Art, Culture, and Humanities	\$429,000	11.6%
Civil Rights	\$573,500	2.2%
Community Improvement	\$400,000	5.6%
Education	\$490,000	7%
Educational Institutions	\$44,500,000	5.8%
Employment Related	\$625,000	2.1%
Environment	\$425,000	3.1%
Food, Agriculture, and Nutrition	\$1,300,000	4.2%
Healthcare	\$1,112,500	7.3%
Housing and Shelter	\$2,000,000	5.8%
Human Services	\$972,143	22.2%
Mental Health	\$1,100,000	2%
Other Missions	\$373,487	6.2%
Public Benefit	\$1,200,000	2.3%
Youth Development	\$1,200,000	9.4%

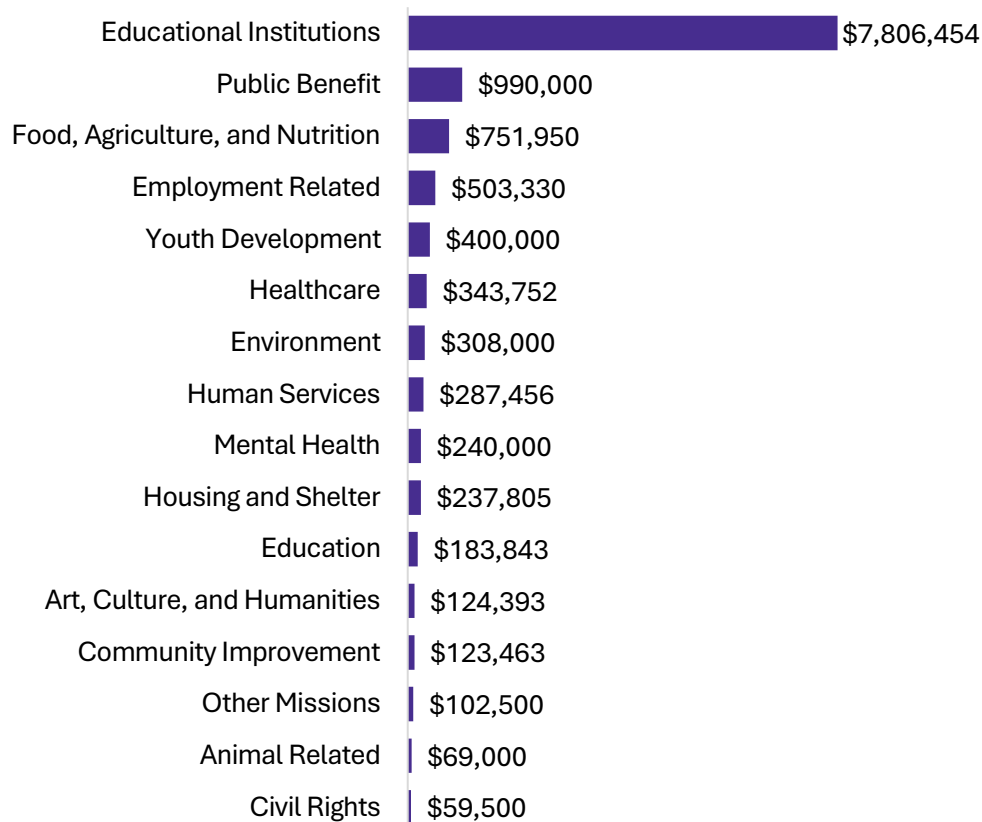
Total Funding

The median total award amount varied by mission focus. Educational Institutions stood out with a median of \$7.8 million, while Public Benefit organizations reported \$990,000. Most mission areas had median totals below \$500,000, with Civil Rights organizations reporting the lowest median total award amount at \$59,500.

The overall median across all respondents was \$246,800. Note that the median value of total awards tends to be significantly higher when sourced from government entities—an important consideration when setting realistic grantseeking expectations.

The chart below presents median total grant awards by mission focus.

Median Total Funding by Mission Focus

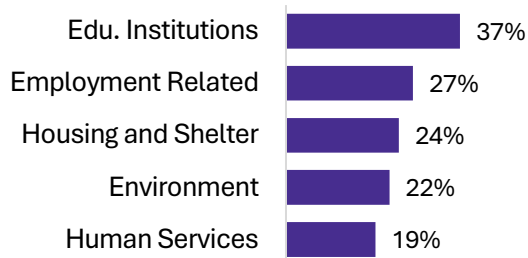


Largest Source of Total Funding

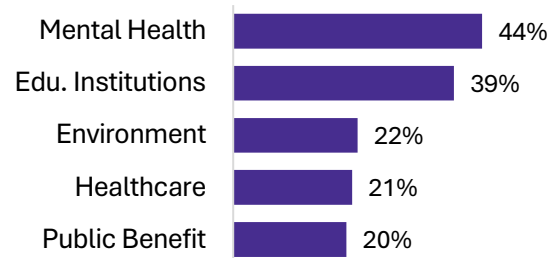
Private foundations were most frequently reported as the largest source of total grant funding for organizations. Over 45% of Animal Related, Education, Civil Rights, and Other Mission organizations reported private foundations as the largest source of total grant funding. The Federal government was the most frequently reported largest source of total grant funding for Employment Related organizations. The State government was the largest source of total funding for Mental Health missions and Educational Institutions.

The chart below lists the missions with the highest response rate by funding source of total grant funding.

Federal Grants



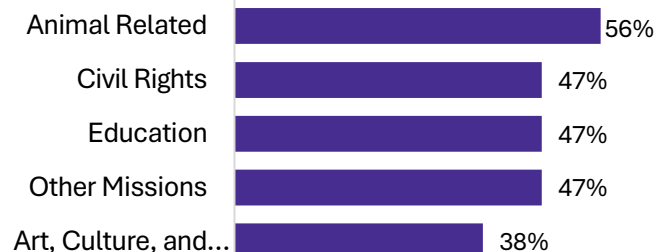
State Grants



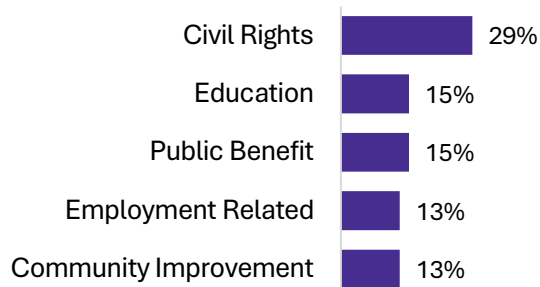
Local Government



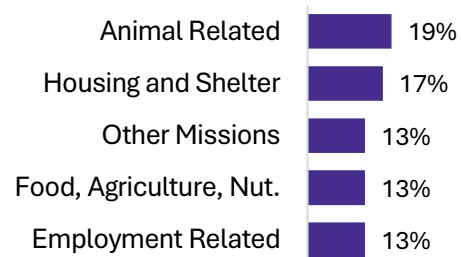
Private Foundations



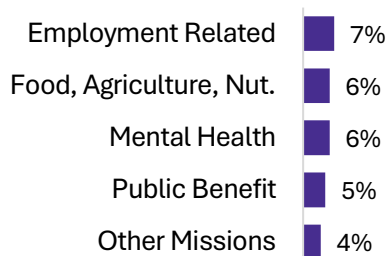
Community Foundations



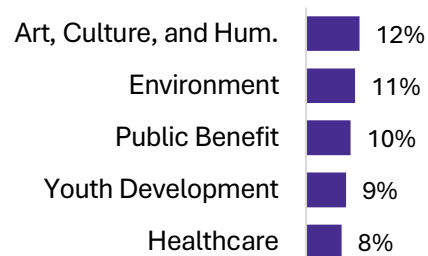
Corporate Grants



Donor-Advised Funds



Other Grant Sources



Largest Individual Award

The size of the median largest individual award varies by mission focus, from \$32,650 for Animal Related organizations to over \$1 million for Educational Institutions. Most mission types reported a median largest award below \$200,000. Across all respondents, the median was \$100,000.

The chart below displays the median size of the largest individual grant award by mission focus.

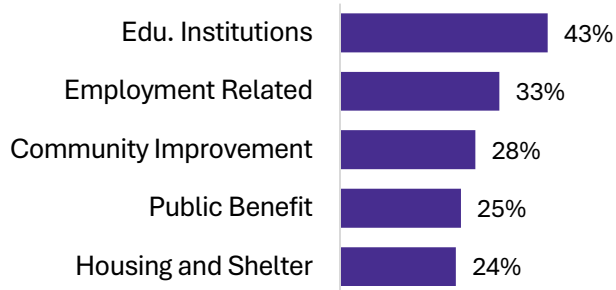


Largest Individual Award Source

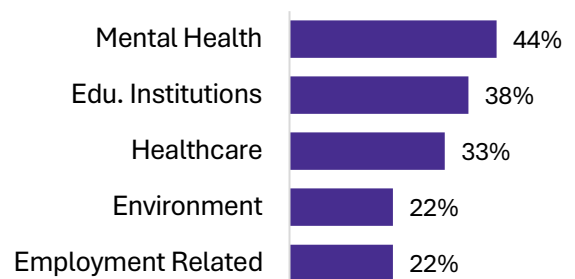
Private foundations were the most common source of the largest individual award, with 13 out of 16 mission focus categories reporting them as the top source. Educational Institutions and Employment Related organizations most frequently cited the Federal government, while Mental Health organizations were the only mission focus to most often report the state government as their largest individual award source.

The chart below lists the missions with the highest response rate for each funding source of the largest individual award.

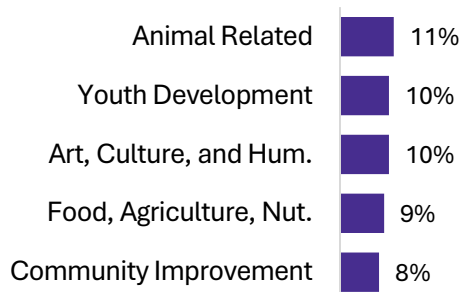
Federal Grants



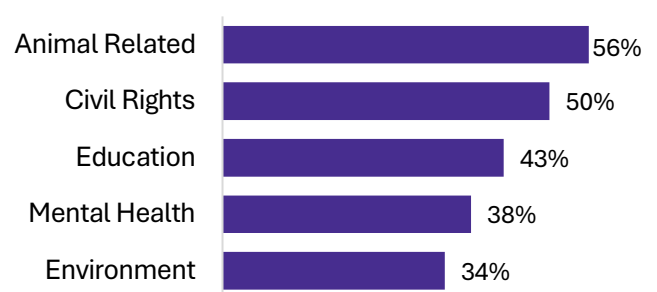
State Grants



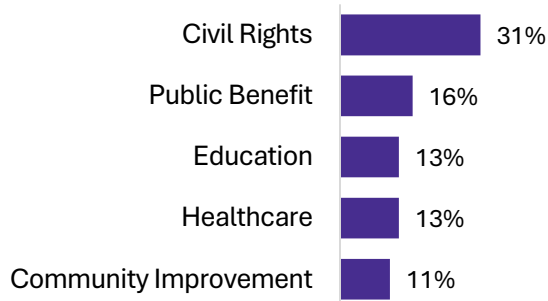
Local Government



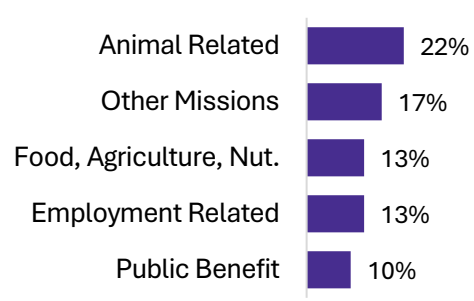
Private Foundations



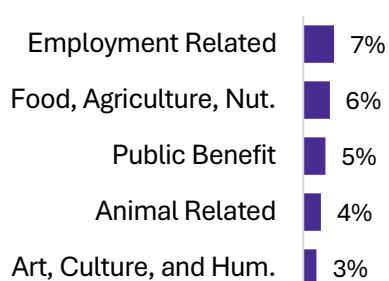
Community Foundations



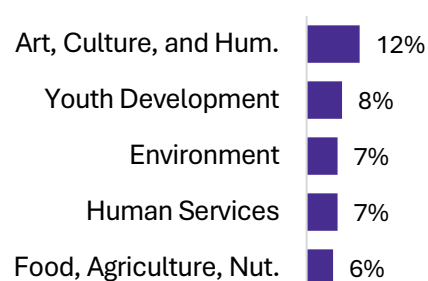
Corporate Grants



Donor-Advised Funds



Other Grant Sources



Respondent Demographics

Demographic Overview

These demographics create a multifaceted picture of the organizations surveyed, offering context for interpreting their grantseeking experiences and needs.

Who: Primarily nonprofit leaders or staff representing well-established organizations, each with over 25 years of community impact.

What: Missions frequently center on human services, education, arts, culture, humanities, or youth development.

Where: Organizations span the United States (with California taking the lead), as well as Canada and other regions abroad, serving both urban and rural communities.

Size: Annual budgets vary widely, from under \$50,000 to over \$25 million, though most fall between \$250,000 and \$5 million. Staff ranges from all-volunteer teams to organizations with over 200 full-time employees.

Grant Teams: Typically, 1–2 individuals handle grant activities, reflecting lean yet dedicated teams.

Affiliation with the Organization

When asked about their relationship to the organization they represent, half of respondents (50.4%) said they hold executive or managerial position—such as Executive Director, C-level leader, Director, or Founder—while 30.5% identified themselves as employees. Another 9.1% serve as external consultants or grants specialists, and smaller groups reported being board members (3.7%), volunteers (3.5%), or employees of a government entity (2.83%).

Organization Type

Most respondents (86.7%) work within nonprofit organizations, with 6.3% representing educational institutions and 3.5% affiliated with government or tribal agencies. For-profit businesses account for 1.4% of the respondent pool, and libraries make up just 0.6%. Fewer than 2% described their organization type as “other,” and none reported being independent consultants representing organizations.

Educational Institutions in Detail

Of the 79 participants who identified as educational institutions, about one-third (31.3%) represented public two-year colleges, 26.3% came from private colleges or universities, and 16.3% from public colleges or universities. The remainder indicated affiliation with private or public K–12 schools and, in a few cases, private two-year colleges.

Age of Organizations

In terms of organizational longevity, 27.8% have been around for 26–50 years, and 19.4% have a history spanning 51–100 years. Additionally, 8.9% have been in operation for over a century. More recent organizations include those 6–10 years old (9.6%) and 1–5 years old (8.5%), while less than 1% are under a year old.

Headquarters Location

Most respondents are based in the United States, with California (8.7%), Illinois (6.3%), Texas (5.6%), Florida (4.1%), and New York (3.9%) being especially prominent. A handful of respondents (around 1.3%) operate in Canadian provinces such as Alberta, British Columbia, and Ontario, while approximately 1.8% indicated an international location outside the U.S. or Canada.

Organizational Focus

Respondents were asked to identify their organization's primary focus based on NTEE categories. The largest share (22.2%) cited human services. Education (12.9%) and art, culture, and humanities (11.6%) were also prevalent, followed by youth development (9.4%). Health organizations (7.3%), housing and shelter (5.8%), and community improvement (5.6%) emerged as additional focal points. Other categories such as environmental protection, food/nutrition, mental health, and various niche areas made up smaller but important slices of the total.

Service Area

When describing the populations they serve, respondents were nearly evenly split between strictly urban (27.8%), suburban (18.4%), rural (9.3%), and mixed-population areas (44.5%).

Geographically, 28.3% serve multiple counties, 16.2% operate within one county, and another 9.2% serve more than one city or town. Some organizations function on a multi-state (9%), national (8%), or international (7.6%) scale.

Organizational Budget

Budgets vary widely. About 23.4% of respondents report budgets between \$1 million and \$5 million, while 12.6% each fall into the \$500,000–\$999,999 and \$250,000–\$499,999 ranges. At opposite ends of the spectrum, roughly 8.1% operate with less than \$50,000 annually, and 10.7% oversee budgets of \$25 million or more. Another 7% report budgets in the \$10 million–\$24.99 million range. The median budget of all respondents was \$854,000; the average budget was \$8,843,720.

Staff Size and Grantseeking Roles

In terms of paid staff (full-time equivalents), a little under 30% (28.6%) of organizations have one to five full-time equivalent employees, while 9.9% rely entirely on volunteers and 6.5% have less than one FTE. On the larger end, 11.3% report having more than 200 full-time employees.

For grantseeking responsibilities, the majority (73.4%) relied on in-house staff, while 9.4% contracted with external grant specialists. A smaller percentage depended solely on board members (7.7%) or volunteers (6.3%) for grant activities.

When asked about the number of staff dedicated to grant-related tasks, 75.3% indicated that one to two staff members handled grant activities, and 16.6% reported having three to five staff members involved. Only 2.7% have six to ten people dedicated to grants, and fewer still (1.8%) have more than ten.

Methodology

The 2025 State of Grantseeking™ Report offers a comprehensive look at the grantseeking experience with a dual focus on non-government funding sources and government grants and contracts. Unless otherwise noted, the data reflects grantseeking activities during 2024. For clarity in visual presentations, response rates have been rounded to the nearest decimal, resulting in totals that may range from 99% to 101%.

Survey Administration and Sample

The survey was administered online via SurveyMonkey in March 2025 and received 1,258 responses. It is important to note that the survey was not conducted using a randomized scientific methodology; instead, respondents represent a nonrandom sample of organizations that are self-selected based on their affiliation with GrantStation and its partners. The report utilizes descriptive statistics and targeted survey data—including breakdowns by mission focus and budget size—to offer insights that are tailored to the specific characteristics of various organizations.

Underwriting and Production

This report was produced by GrantStation. The lead underwriter was the Grant Professionals Association, with additional underwriting support from CampaignCounsel.org and TechSoup.

Authorship and Inquiries

Ellen C. Mowrer and Juliet Vile were responsible for writing, editing, and contributing to the report. For media inquiries or permission to use any portion of *The 2025 State of Grantseeking™ Report* in oral or written presentations, online content, or other formats, please contact Ellen: ellen.mowrer@grantstation.com.

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