

The Spring 2015 State of Grantseeking™ Report Small Budget Fact Sheet

ANNUAL BUDGET: SMALL ORGANIZATIONS

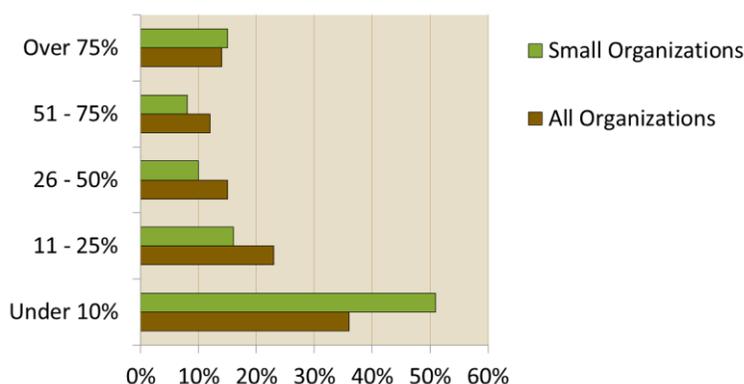
Organizations with small annual budgets under \$100,000 comprised 21% of survey participants, with 350 respondents. The information below reflects grantseeking activity during the last six months of 2014 (July through December).

Revenue Sources

Nonprofits raised funds from a number of sources. The Urban Institute (*The Nonprofit Sector in Brief: Public Charities, Giving, and Volunteering, 2014*) reported that fees for services and goods from private sources (50.0%) were the largest source of overall funding, followed by fees for services and goods from government sources (23.1%), private contributions (12.9%), government grants (9.2%), and investment and other income (4.8%). The *Spring 2015 State of Grantseeking™ Report* focuses on funding from non-government grant sources and government grants and contracts.

Grant Funding Budget Contribution

Small organizations relied on grant funding at a lower rate than other organizations. Over half of small organizations (51%) reported that grant awards contributed less than 10% of their budgets. Grants contributed over 25% of the annual budget for 33% of small organizations, compared to 41% of all respondents. Grant funding as a percentage of annual budget for small organizations trended upwards; 31% of small organizations reported that grants contributed over 25% of the budget in the Spring 2014 Report.



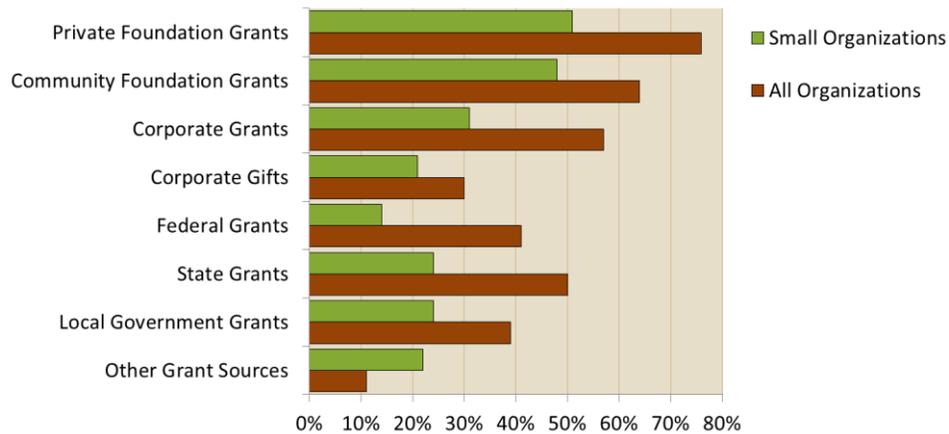
Application Rates

In the Spring 2015 Report, 60% of respondents from small organizations applied for grant funding during the last six months of 2014, compared to 83% of respondents from all organizations. Application rates corresponded to staff size. Small organizations were primarily staffed by volunteers (48%), employed less than one full-time equivalent (21%), or employed five or fewer people (29%). Of all respondents, 12% were staffed by volunteers, 7% employed less than one full-time equivalent, and 29% employed five or fewer people.

Grant Funding Sources

In the last six months of 2014, small organizations reported sources of funding at rates ranging from 14% to 51%, compared to 15% to 60% in the first six months of 2014. The most frequently cited sources of grant awards for small organizations continued to be private foundations and community foundations. Small

organizations received awards from “other” sources (including religious organizations, the United Way, donor-advised funds, civic organizations, and individual donors) at a higher rate (22%) than did all respondent organizations (11%).

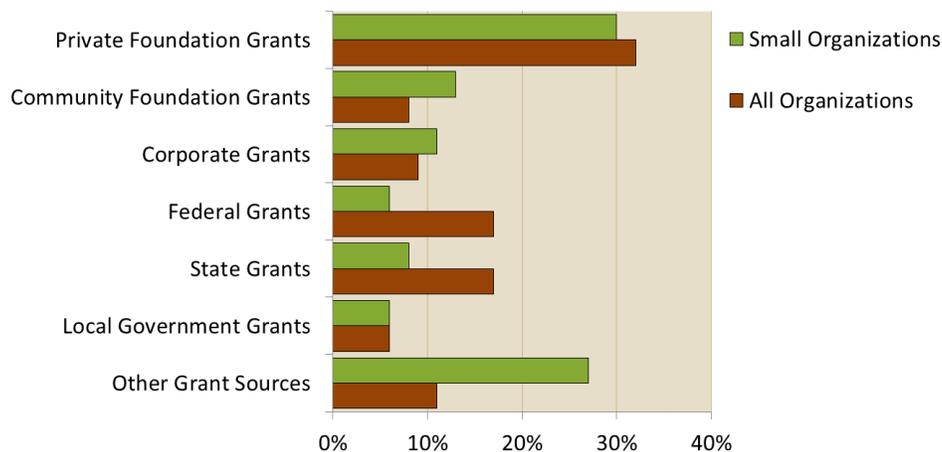


Number of Grant Applications, Online Applications, and Awards

- Most small organizations (60%) submitted at least one grant application during the last half of 2014. Of the small organizations that applied for funding, 79% submitted five or fewer grant applications, compared to 54% of all respondents.
- Most small organizations (57%) submitted an online grant application during the last six months of 2014. Small organizations that did not submit any online applications received fewer awards than organizations that included online applications within their grantseeking application mix. No awards were received by 74% of small organizations that submitted no online applications, while 72% of small organizations that submitted online applications received at least one award.
- During the last half of 2014, 52% of small organizations reported the receipt of at least one grant award, compared to 80% of all respondents.

Largest Source of Total Funding

Private foundations, “other” grant sources, and community foundations were most frequently reported as the largest source of total grant funding for small organizations.



Small Organizations

Largest source of total funding trends for organizations with budgets under \$100,000:

- ↓ Private foundations were the largest total funding source for 30% of respondents, a 25% increase from the Spring 2014 Report, and a 9% decrease from the Fall 2014 Report.
- ↑ Community foundations were the largest total funding source for 13% of respondents, a 24% decrease from the Spring 2014 Report, and an 8% increase from the Fall 2014 Report.
- Corporate grants were the largest total funding source for 11% of respondents, a 27% decrease from the Spring 2014 Report, and the same rate as in the Fall 2014 Report.
- Federal government grants were the largest total funding source for 6% of respondents in the Spring 2014, Fall 2014, and Spring 2015 Reports.
- ↓ State government grants were the largest total funding source for 8% of respondents, an 11% decrease from the Spring 2014 Report, and a 27% decrease from the Fall 2014 Report.
- ↓ Local government grants were the largest total funding source for 6% of respondents, a 50% decrease from the Spring 2014 Report, and a 25% decrease from the Fall 2014 Report.
- ↑ Other grant sources were the largest total funding source for 27% of respondents, a 42% increase from the Spring 2014 Report, and a 59% increase from the Fall 2014 Report.

Largest Individual Award Source, Size and Benchmarks

Largest Award Source

Small organizations more frequently reported sources with lower medians as their largest award source than did larger organizations. For example, community foundations (with a median largest award size of \$10,000) were the source of the largest award for 18% of small organizations, vs. 1% of extra-large organizations. For all organizations, regardless of budget size, the median largest individual award varied by funding source:

Largest Award Source	Median Largest Award	Small	Medium	Large	Extra-Large
Private Foundation Grants	\$25,000	32%	40%	37%	29%
Community Foundation Grants	\$10,000	18%	11%	7%	1%
Corporate Grants	\$20,000	13%	13%	8%	2%
Federal Grants	\$283,272	5%	9%	21%	43%
State Grants	\$122,870	7%	15%	18%	21%
Local Government Grants	\$38,750	7%	7%	7%	2%
Other Grant Sources	\$24,000	17%	5%	2%	2%

Largest Award Size

Largest Grant Award	Small	Medium	Large	Extra-Large
Under \$10,000	69%	21%	6%	4%
\$10,000 to \$49,999	23%	44%	20%	8%
\$50,000 to \$99,999	5%	18%	18%	5%
\$100,000 to \$499,999	3%	15%	35%	39%
\$500,000 to \$999,999	0%	1%	9%	16%
Over \$1,000,000	0%	1%	12%	29%

- A largest award under \$10,000 was reported by 69% of small organizations, a rate over three times that of medium organizations and over 90% more frequent than that of large or extra-large organizations.
- Largest awards between \$10,000 and \$49,999 were reported by 23% of small organizations.
- Eight percent of small organizations reported a largest award over \$50,000, compared to 35% of medium organizations, 74% of large organizations, and 89% of extra-large organizations.

Largest Award Benchmarks

The median largest award for small organizations was \$5,000. Compared to both the Spring 2014 and Fall 2014 Reports, the median largest award for small organizations showed no change.

Largest Award Size	Small			Largest Award Size	Medium		
	Spring 2015	Fall 2014	Spring 2014		Spring 2015	Fall 2014	Spring 2014
Lowest \$	\$250	\$10	\$35	Lowest \$	\$60	\$58	\$169
Highest \$	\$642,692	\$2 Million	\$1.5 Million	Highest \$	2.1 Million	\$2.15 Million	\$850,000
Median \$	\$5,000	\$5,000	\$5,000	Median \$	\$25,000	\$25,000	\$26,500
Average \$	\$17,196	\$36,098	\$27,666	Average \$	\$70,748	\$64,529	\$69,196

Largest Award Size	Large			Largest Award Size	Extra-Large		
	Spring 2015	Fall 2014	Spring 2014		Spring 2015	Fall 2014	Spring 2014
Lowest \$	\$570	\$150	\$1,500	Lowest \$	\$100	\$75	\$7,785
Highest \$	\$18 Million	\$40 Million	\$21 Million	Highest \$	\$20 Million	\$25 Million	\$80 Million
Median \$	\$116,000	\$125,000	\$100,000	Median \$	\$400,000	\$350,000	\$570,000
Average \$	\$488,031	\$577,580	\$467,141	Average \$	\$1,437,101	\$1,717,310	\$4,313,667

Survey Respondents by Budget Size

As illustrated by the *Spring 2015 State of Grantseeking™ Survey* results, organizational size determined by annual budget is the greatest factor influencing the grantseeking experience. Annual budget size defines the demographic characteristics of an organization, including staff size. Budget size also tends to correlate with the age of an organization.

Small Organizations

Annual organizational budgets under \$100,000:

Sixty-three percent of respondents from small organizations were directly associated with their organizations at an executive level. Nonprofit organizations comprised 88% of small organizations. Twenty-nine percent of small organizations employed one to five people and 21% employed less than one full-time equivalent, while 48% of small organizations were staffed by volunteers. Most small organizations were less than 25 years old (82%) and 33% were located in a mix of service area types (rural, suburban, and urban). Arts, Culture, and Humanities (17%), Education (14%), and Human Services (14%) were the most frequently reported mission focuses.

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THE SPRING 2015 STATE OF GRANTSEEKING™ SURVEY AND REPORT ADVOCATES

We extend our appreciation to the following organizations and businesses for their generous support in promoting the survey.



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