

# Current State of Grants Management

## ANNUAL GRANTS SURVEY RESULTS WEBINAR

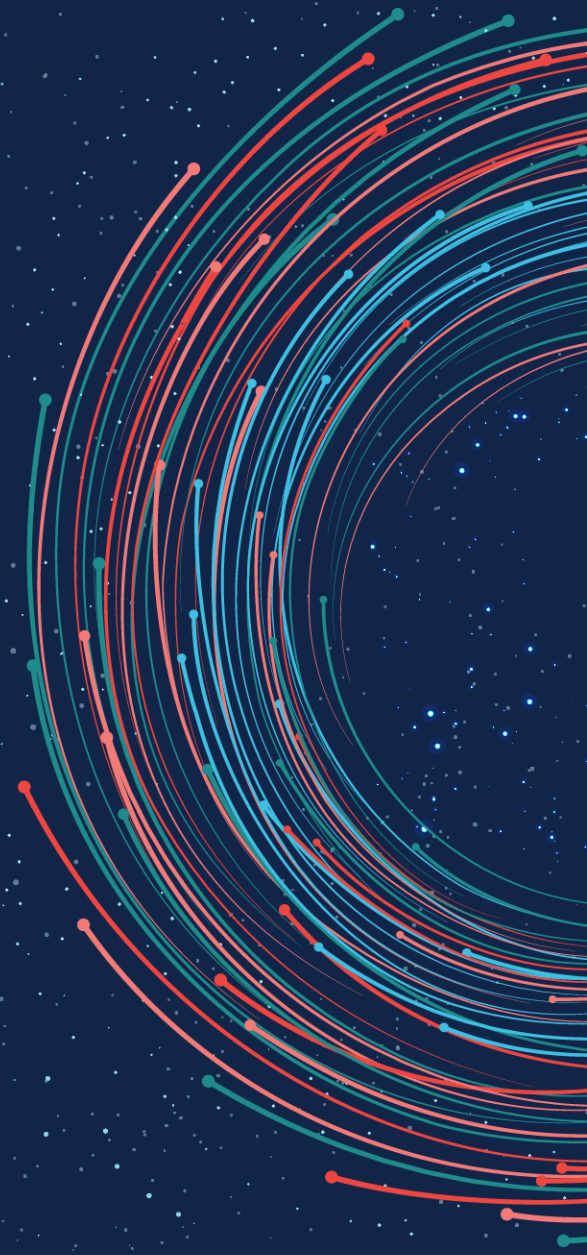


Trachtenberg School  
of Public Policy  
& Public Administration  
THE GEORGE WASHINGTON UNIVERSITY

**March 9, 2023**

PRESENTED BY:

**Heather Morgan**



# REI Systems, NGMA, and GWU Conduct an Annual Grants Survey



- Identify issues and priorities
- Let you see how you fit
- Help advocate for what you need



The **National Grants Management Association** provides tools and resources for grants professionals to support and maintain high levels of grants management competency and to establish standards of excellence for grants managers. Visit [ngma.org](http://ngma.org)

The **Trachtenberg School of Public Policy and Public Administration** is a focal point for public affairs education, research, and public service at the George Washington University. Visit [tspppa.gwu.edu](http://tspppa.gwu.edu)

**REI Systems** provides grant management solutions, analysis, and advice. We digitize government to produce healthier citizens, safer communities, and better lives. Visit [REIsystems.com](http://REIsystems.com)

# What are the Biggest Findings?

Many trends continued, while new legislation brings more challenges



**New legislation continues to challenge strained grant-making organizations**



**Modern, affordable, and adaptable grants management systems desired by both Grantors and Grantees**



**Performance improved for Federal Grants after drop from the prior two years due to Pandemic**



**Leadership buy-in needed to overcome current challenges with people, processes, and technology**



**Well-trained and capable staff remains a significant success factor**

# AGENDA



Introduction and Methodology



About the Respondents



Grants Lifecycle



Systems and Data



Training



Legislation and Directives



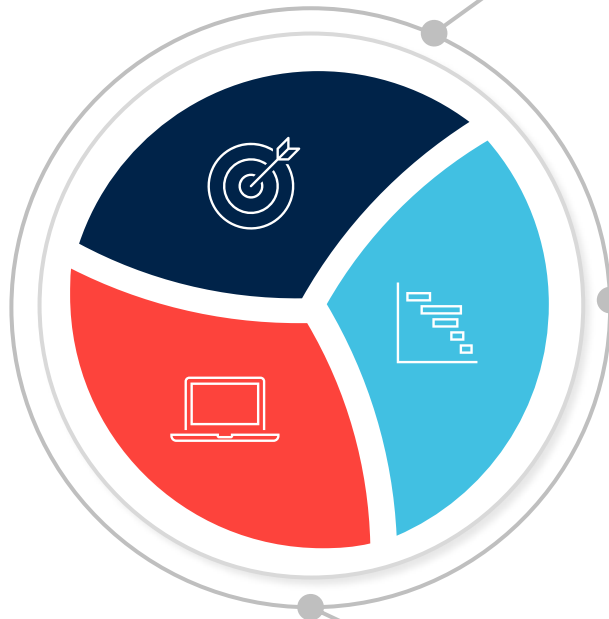
Success Factors and Challenges



Key Takeaways



# Introduction and Methodology



## Purpose

**Inform** the grants community of crosscutting issues and trends to **help improve** grants management and to **support advocates** for better grants management.

## Survey Design

GWU, REI, and NGMA developed a survey of grants managers in 2016 to help identify key practices, major challenges, and related topics that could help inform the grants management community. Revisions were made to the survey every year to maximize the opportunity to evaluate the trend of responses over time.

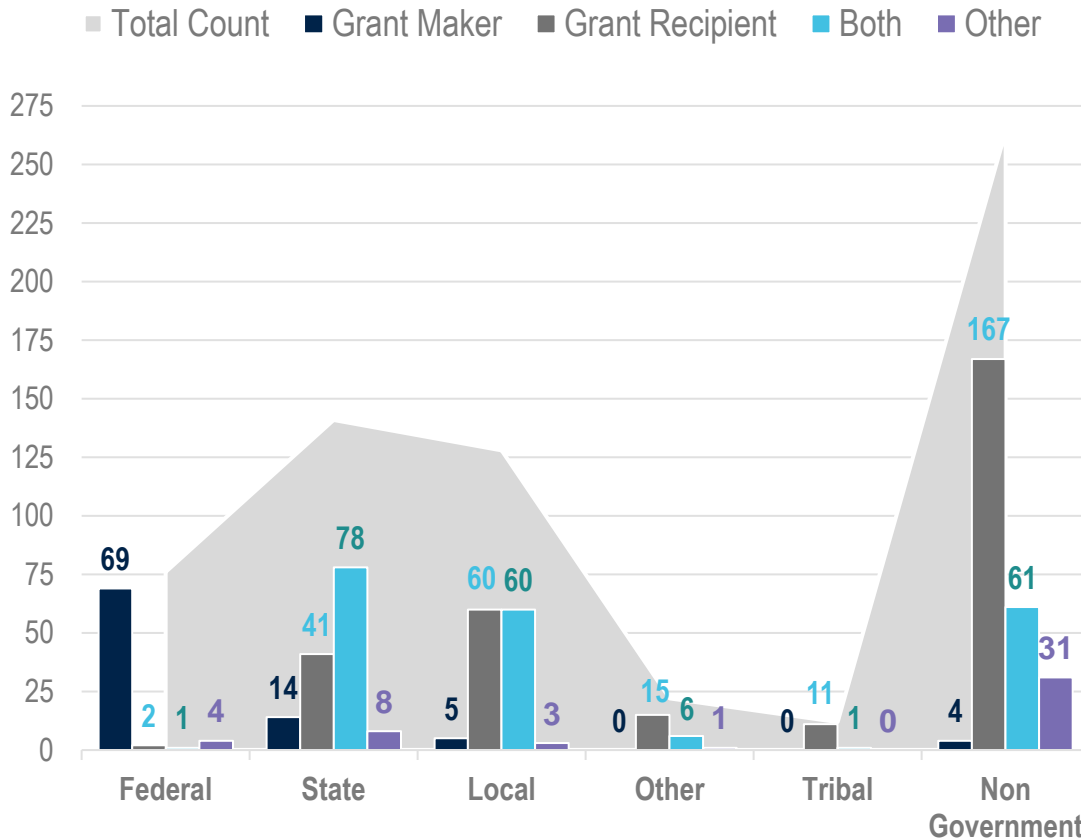
## Survey Administration

More than 15,000 professionals in grants management and related fields were invited to take the survey online.

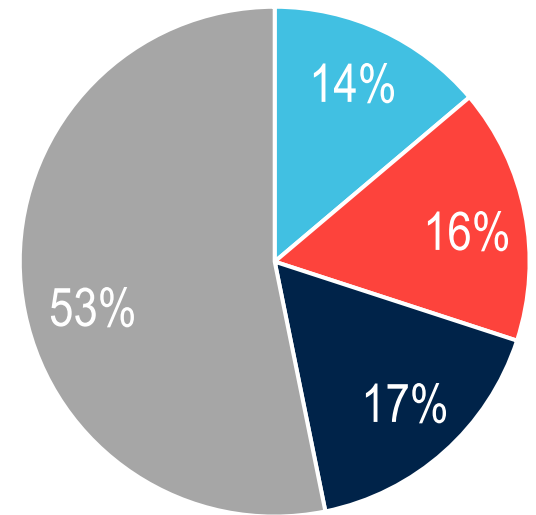
# Survey Demographics

# Respondents Included a Mix of Federal, State, Local, and Nonprofit Grants Managers

## 643 Responses



## Years of Experience

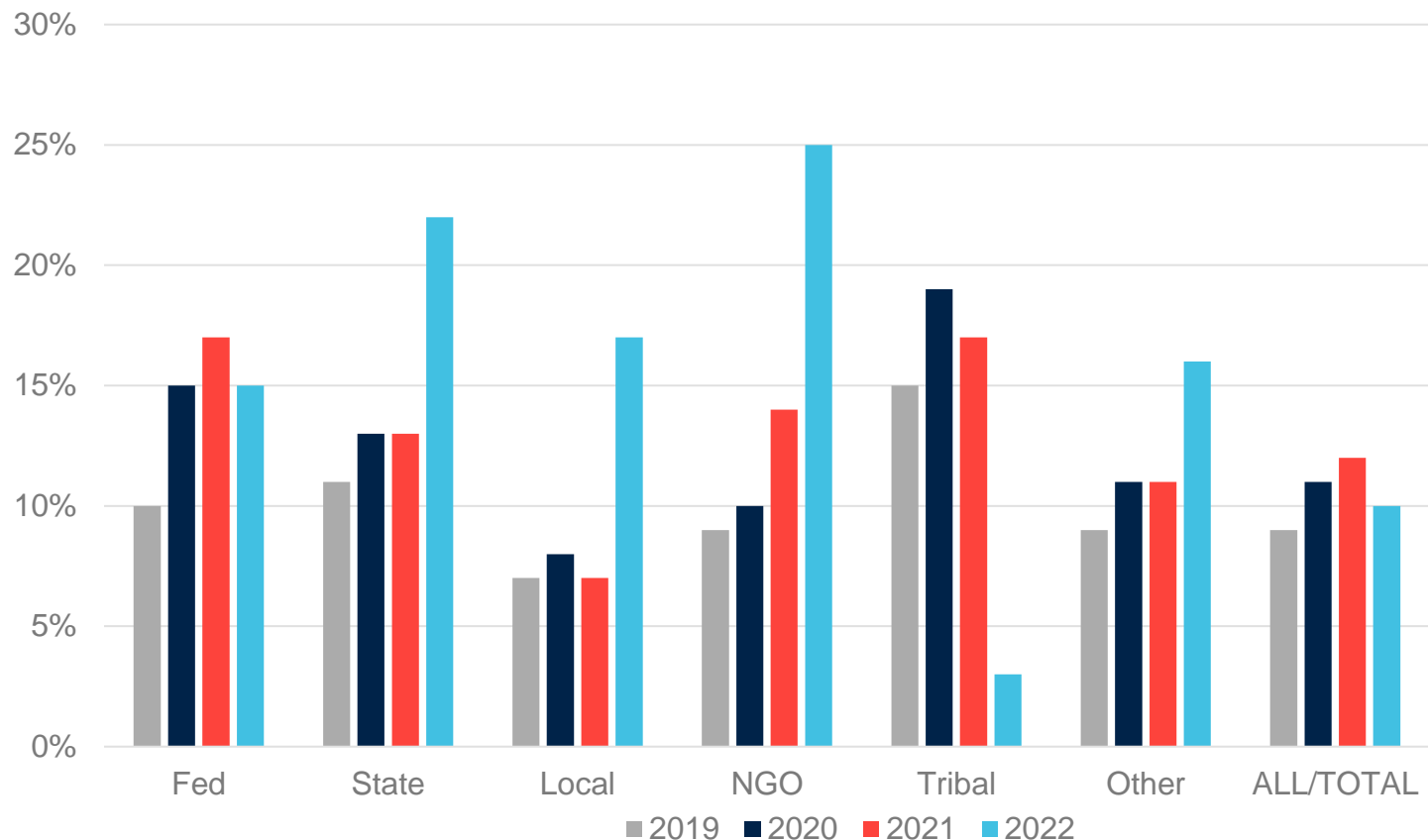




# Admin Spend on Grants Management Remains High

1.4. What percentage of the annual value of grants processed by your organization does [your organization's] administrative budget constitute?

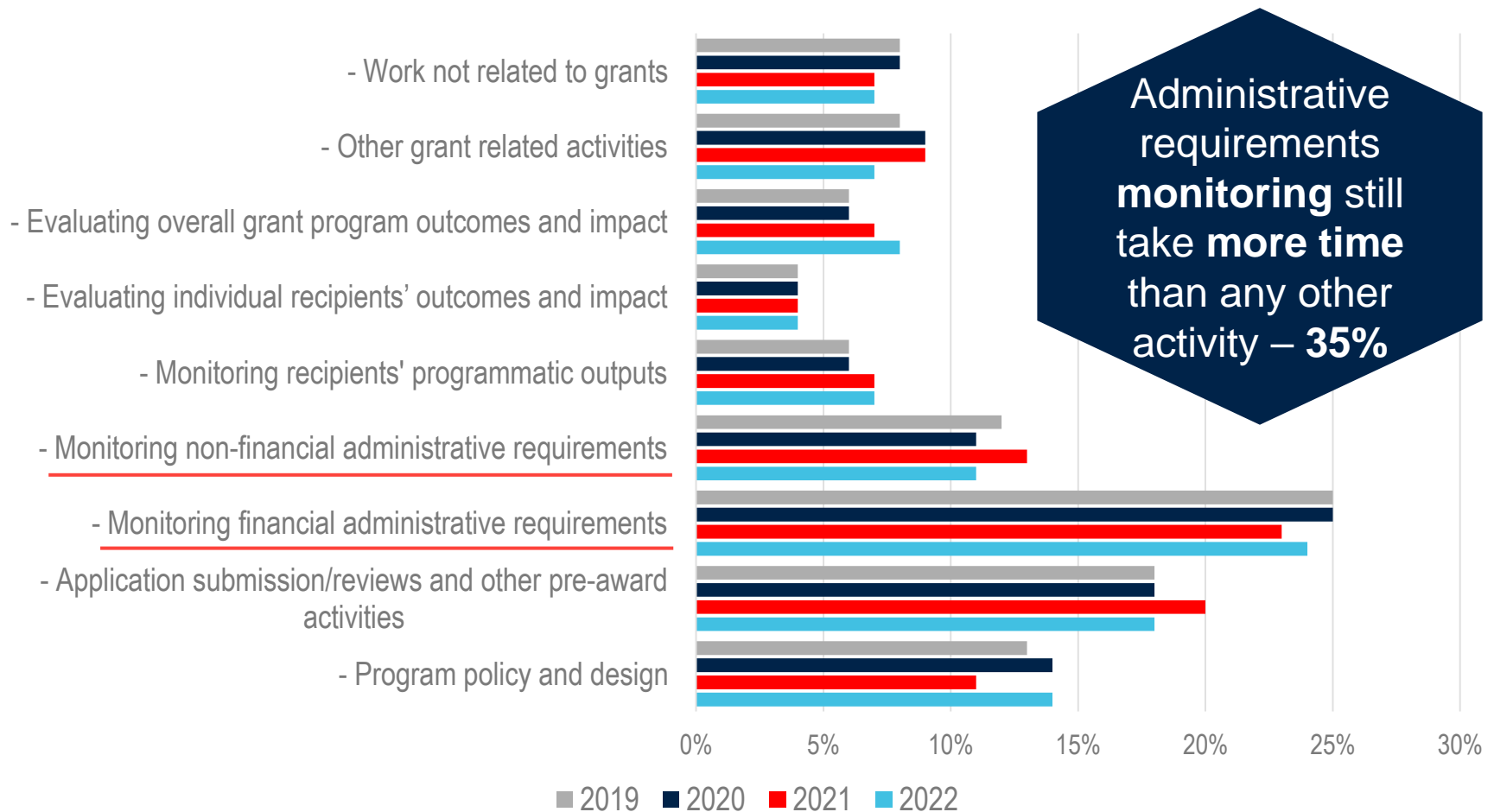
*Admin spending as a percent of grant value*



# Grants Lifecycle

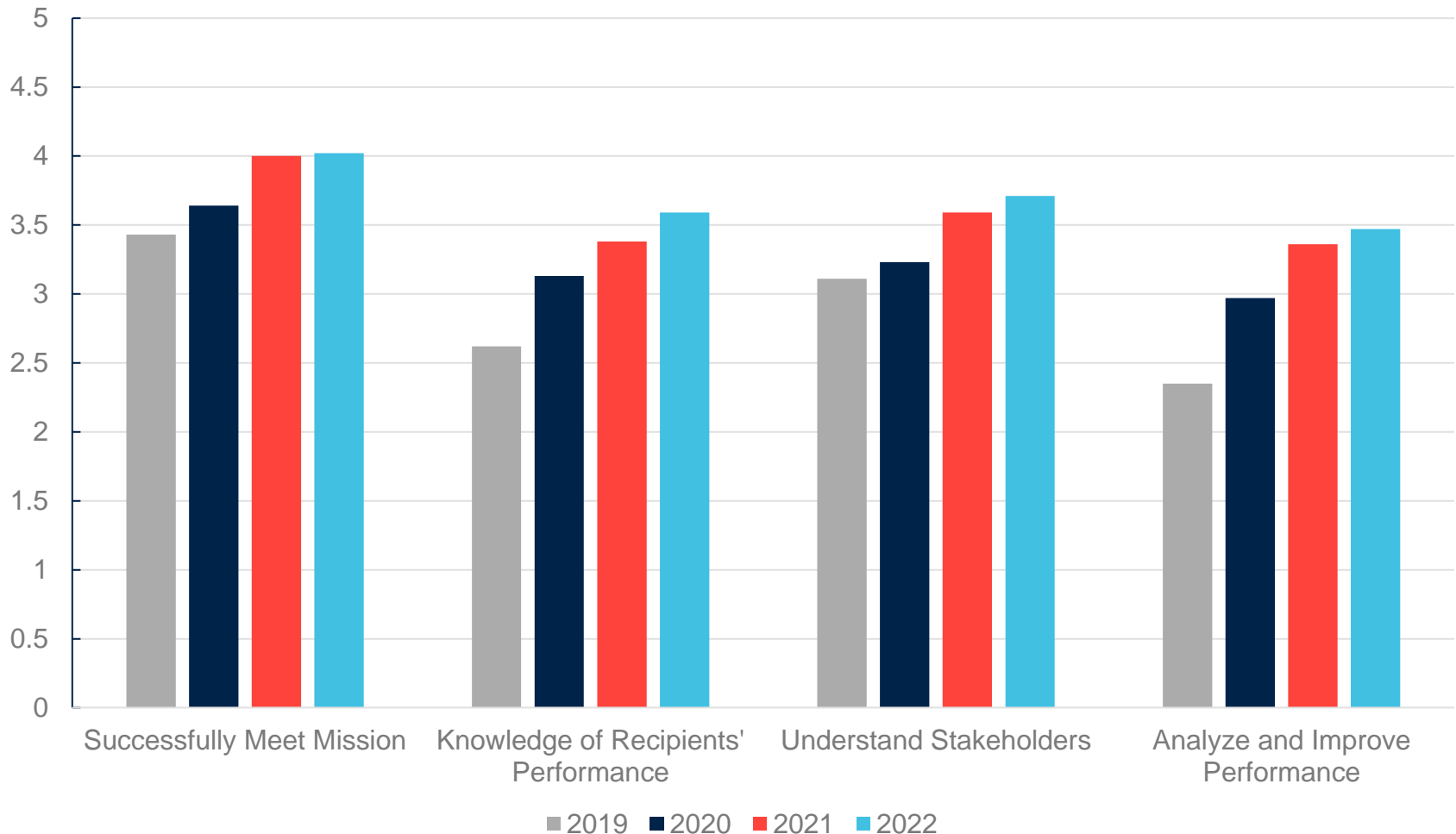
# Grants Managers' Work Is Consistent: The Biggest Task Is Still Compliance Monitoring

## 2.1. How much time do you spend on the following grants management activities?



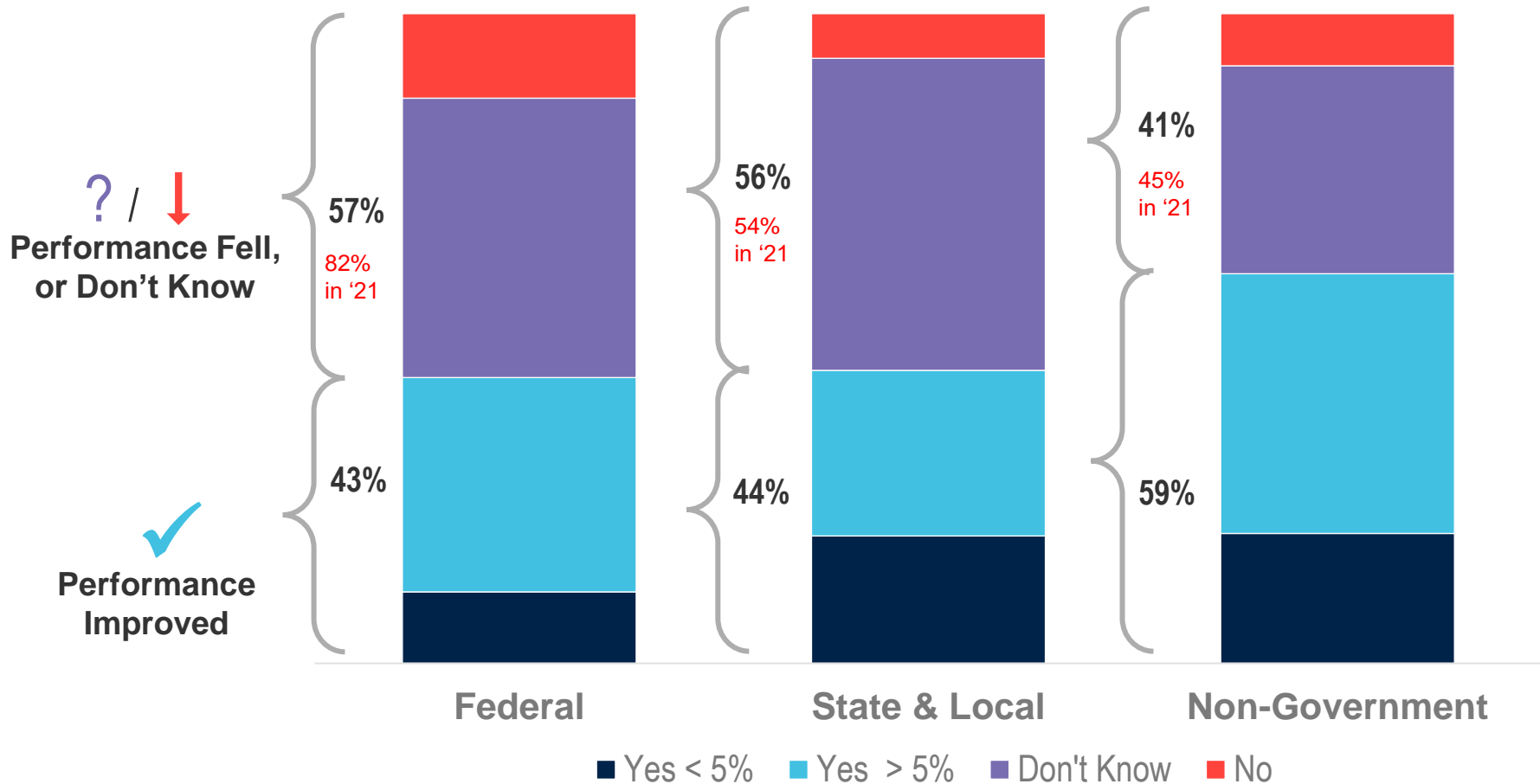
# Organizational Ability to Meet Mission Objectives Remains High

2.2. What is your assessment of how well equipped your organization and its operational environment is?



# Federal Grant Performance Significantly Improving After Last Year's Decrease Due to Pandemic

2.4. Have your organization's/your recipients' outcomes improved over the past 12 months?

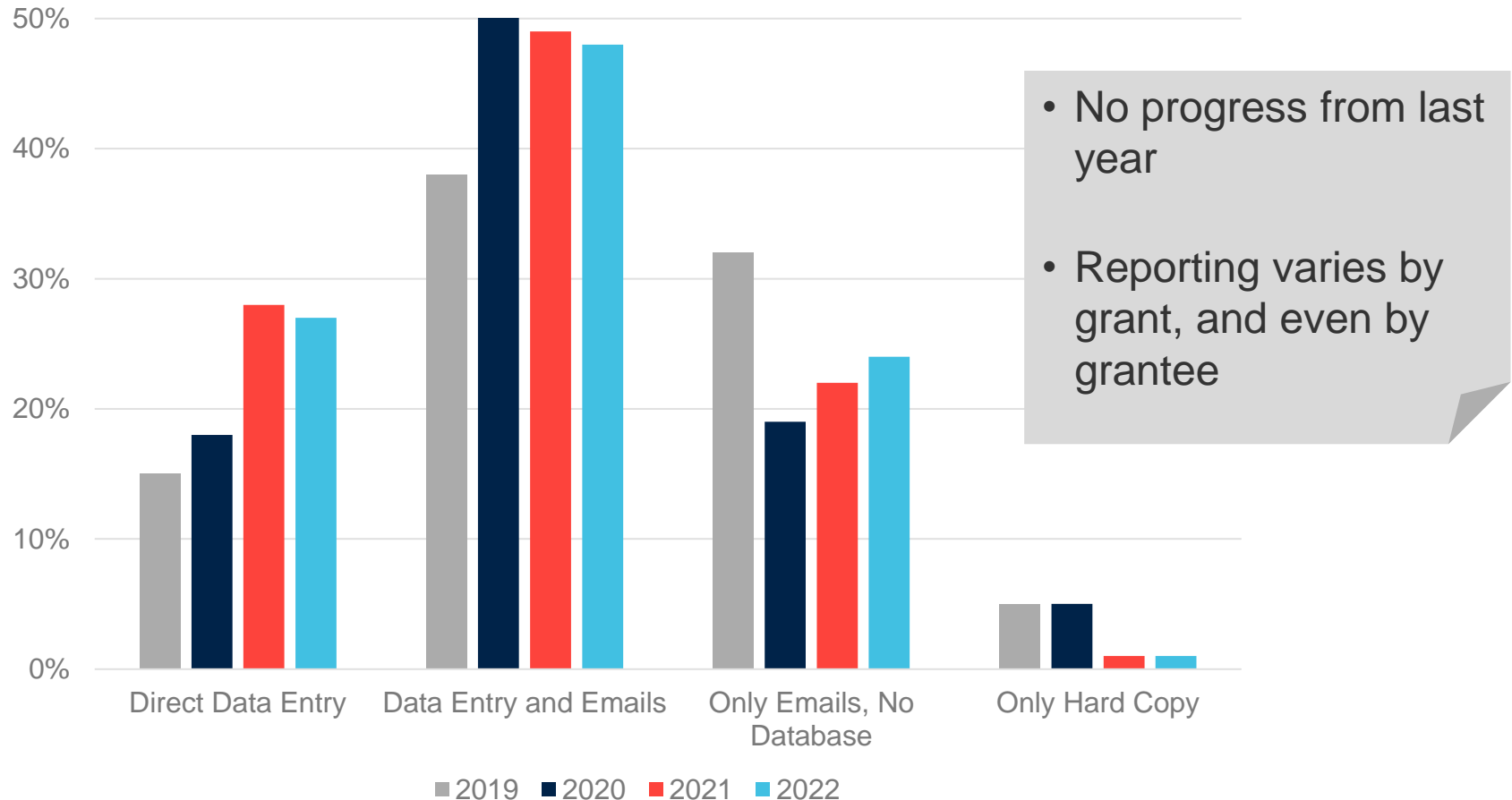




# Systems and Data

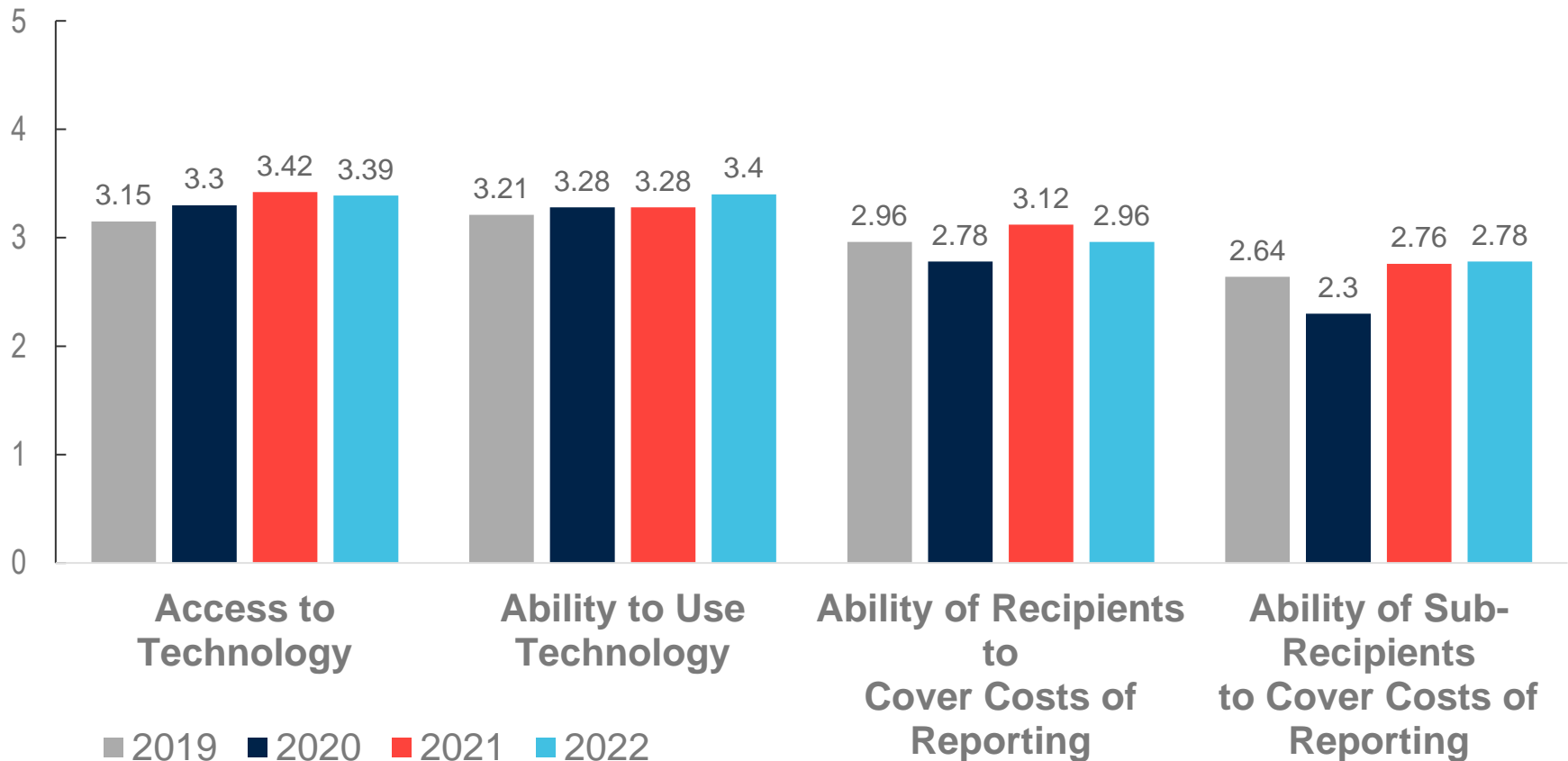
# Grant Reporting Automation Needs More Attention

## 3.2 How would you describe the method used by your grantees to submit reporting?



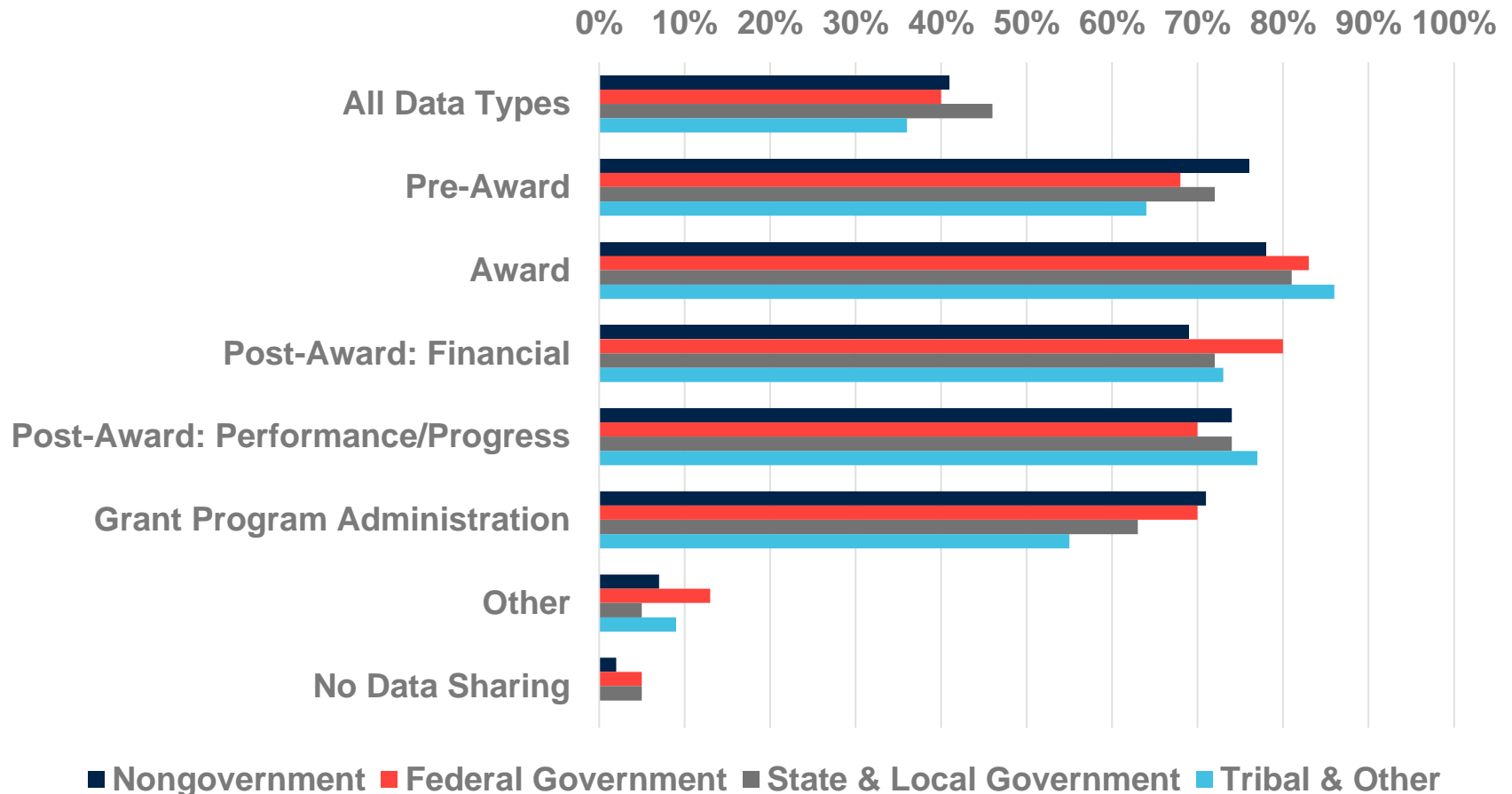
# Satisfaction with Technology and Ability of Recipients to Cover Costs Remains Consistent from Year-to-Year

3.1 If you have a Grants Management System (GMS), please rate your satisfaction with the technology, your program, or your organization's use of it and the costs for your staff, recipients, and sub-recipients to use it.



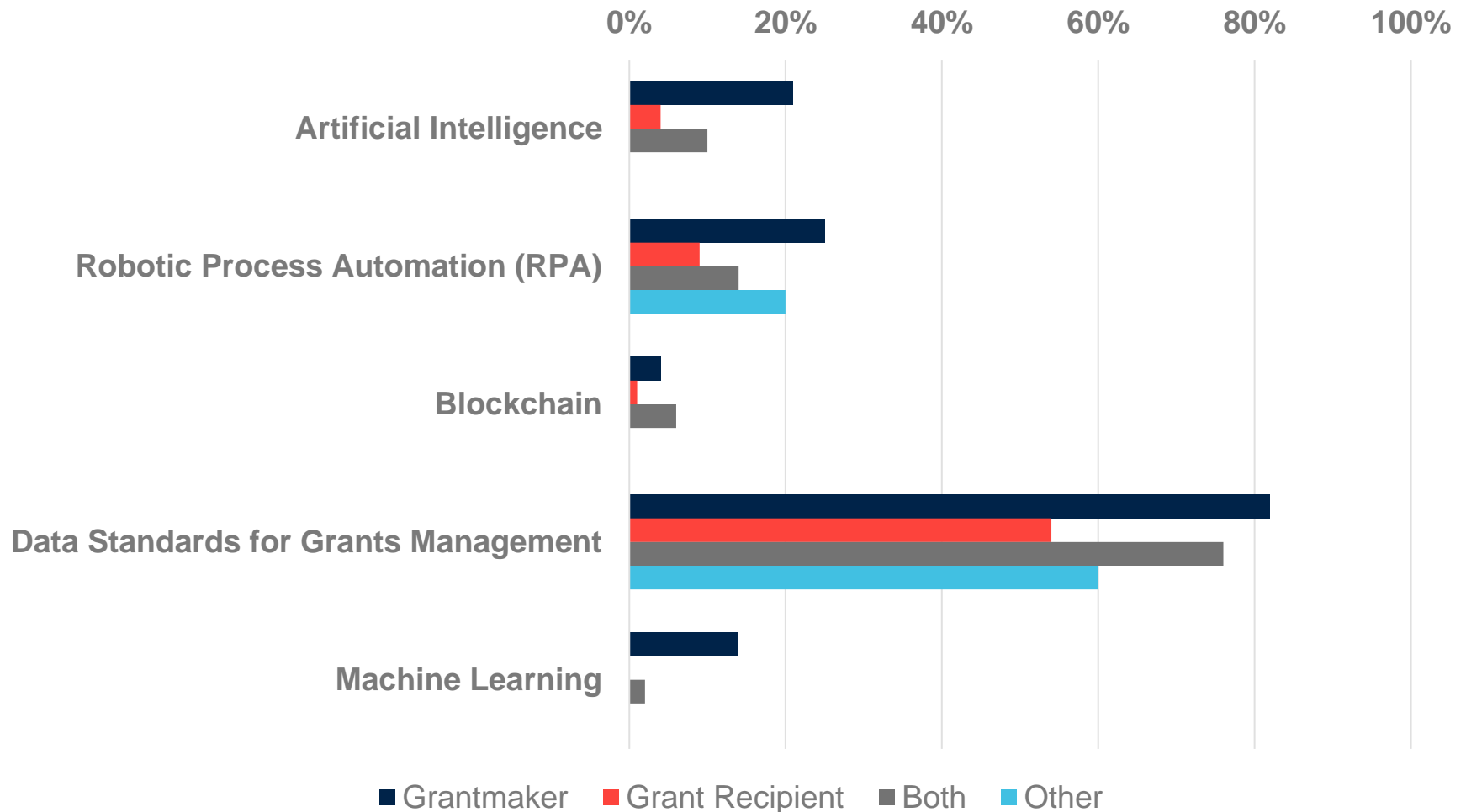
# There Is Strong Agreement on the Importance of Automated Data Sharing

3.5 What kind of data should local, state, and tribal governments and federal agencies share in an automated manner?



# Few Grantmakers and Recipients Are Leveraging Latest Advances in Technology Related to Data

3.6 Do you currently leverage any of the following in your Grants Management Systems?



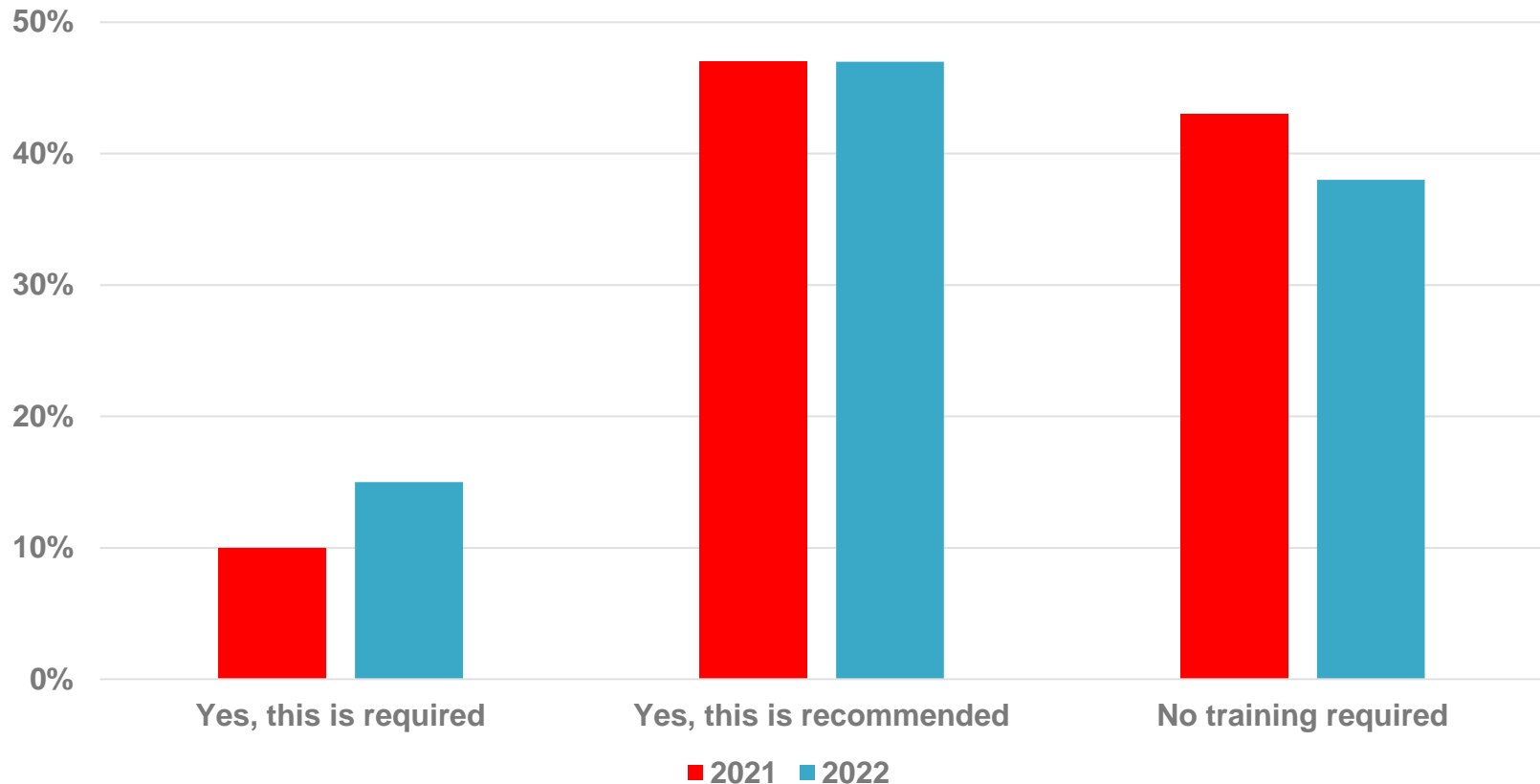


# Training

# About Half of Organizations Offer Grant Training to Grant Recipients

Requiring Training Increased, While No Training Decreased

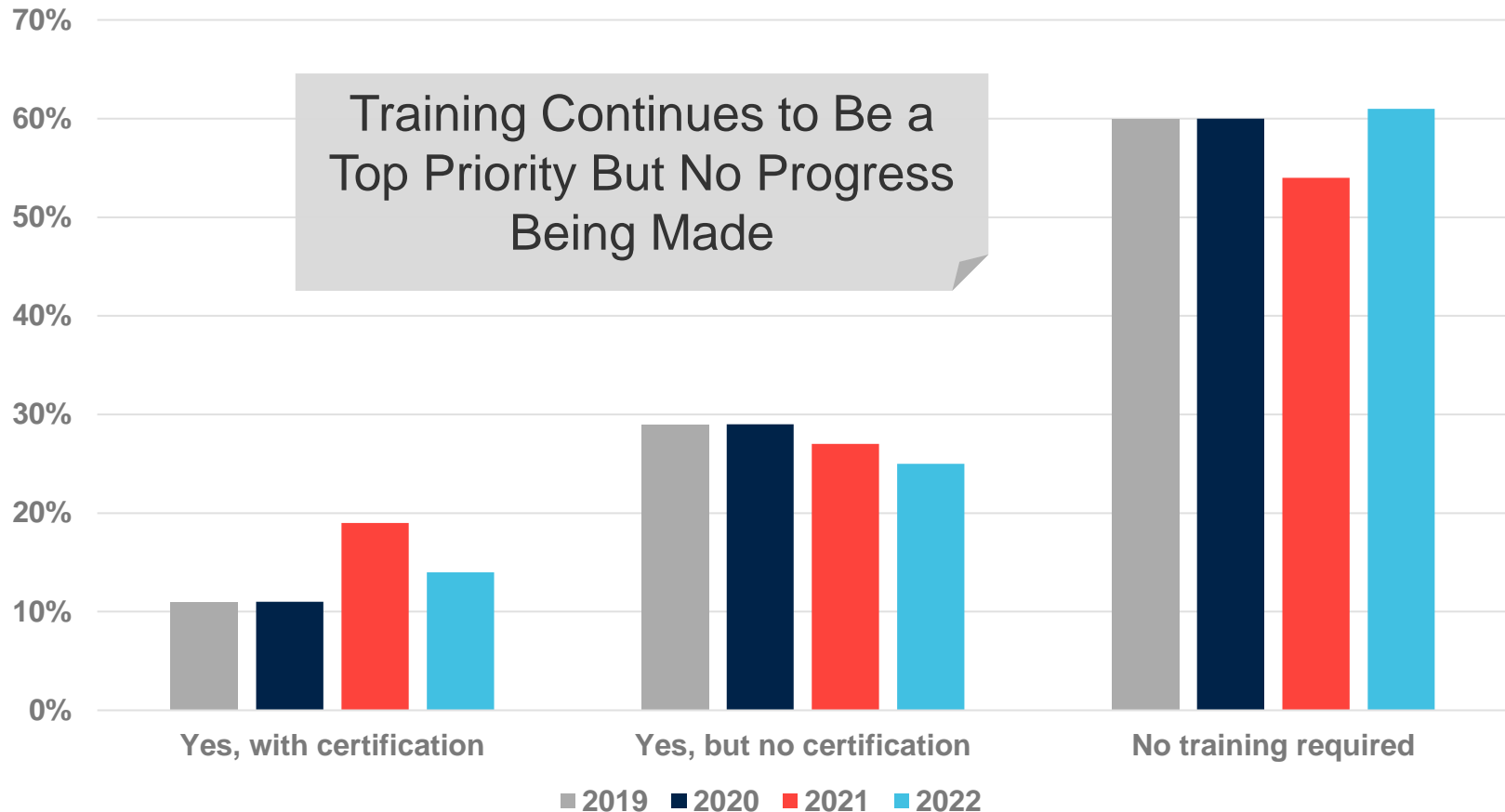
4.2 Does your organization provide grant training to grant recipients or sub-recipients?



# Few Organizations Require That Their Staff Receive Grants Management Training

And Percentage Requiring Certification Has Dropped

## 4.1 Does your organization require formal grant training of your staff?

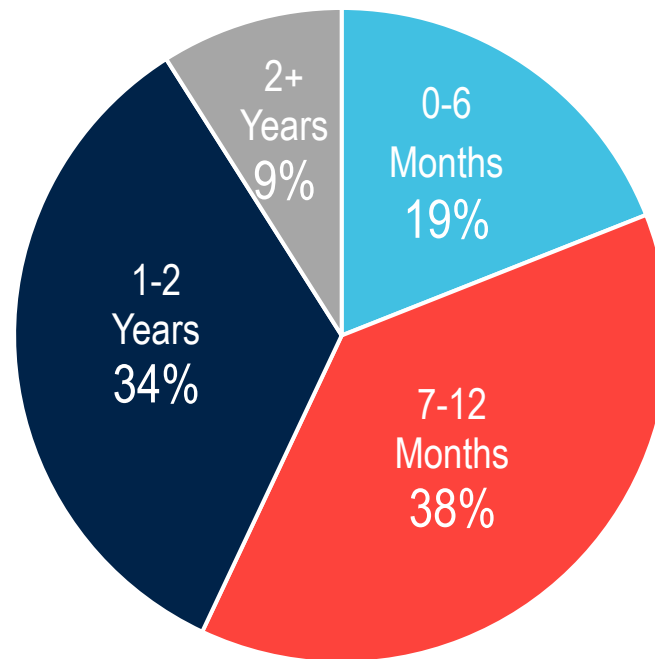


# Training New Resources Takes Significant Time

34% Indicated It Takes Between 1-2 Years To Fully Train

4.6 In your estimation, how long does it typically take to fully train or ramp up a new resource to independently execute grants management actions?

## Duration Required to Fully Train



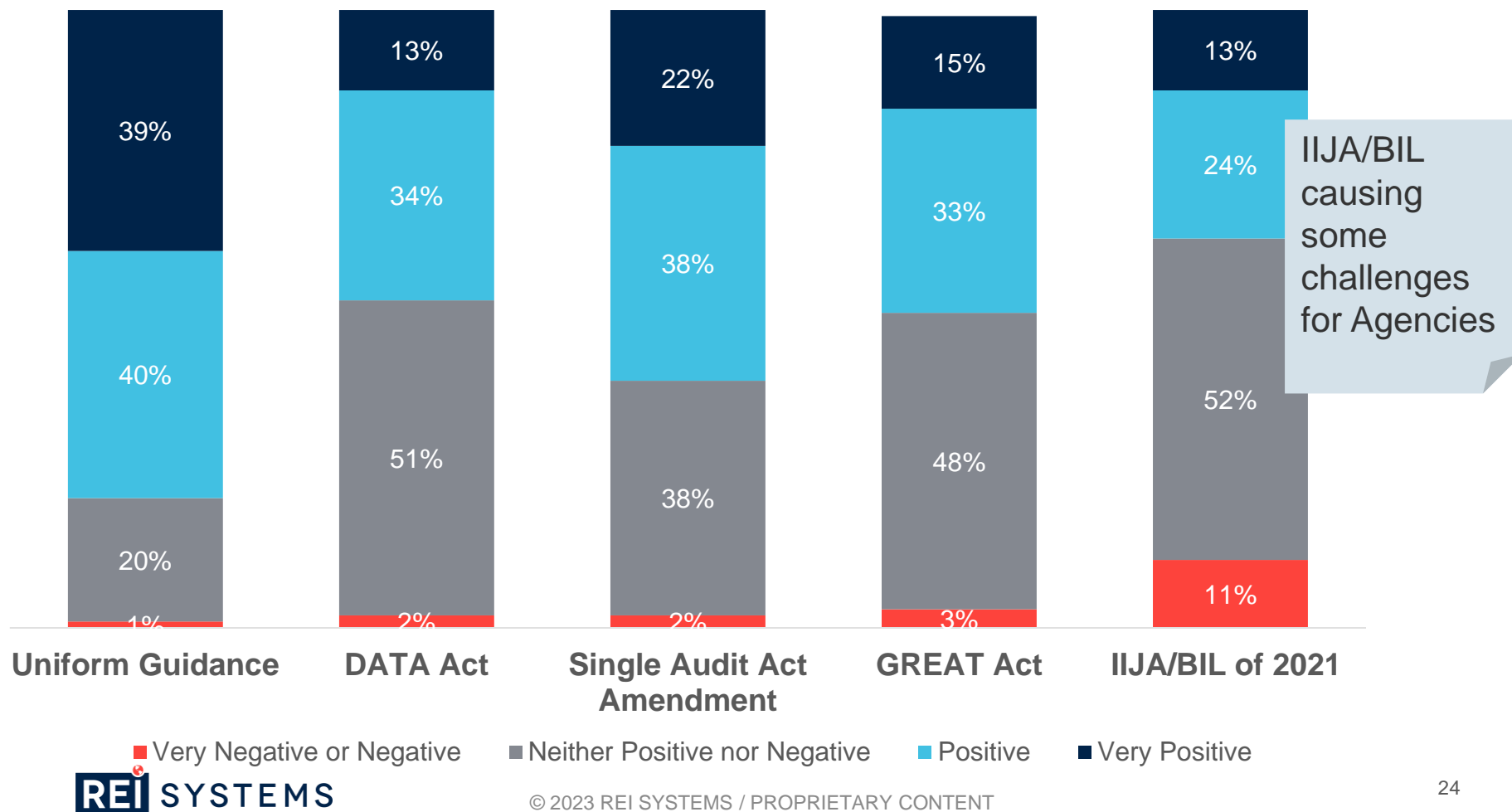


# Legislation and Directives



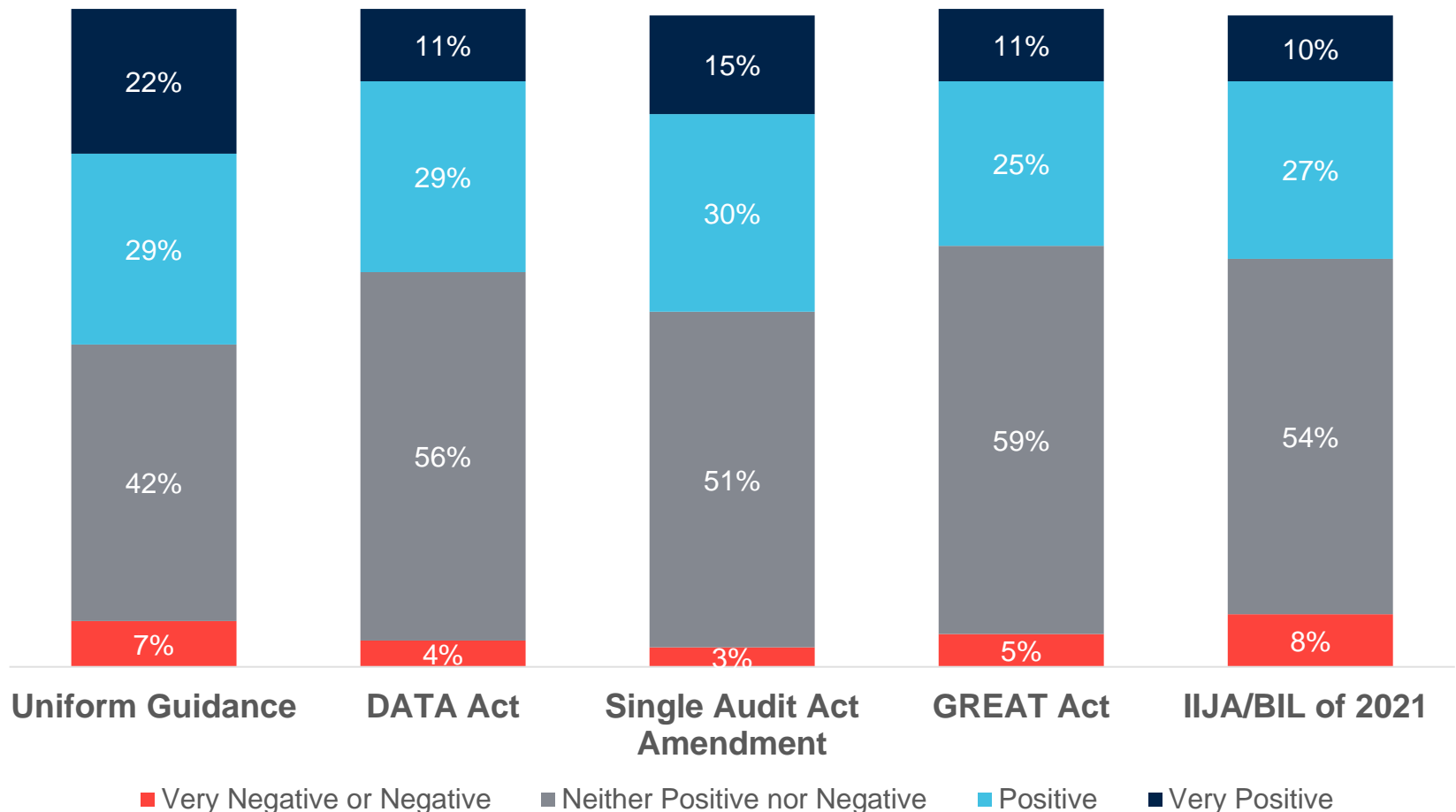
# Federal Legislation and Executive Directives Have Had a Moderate Impact on Grants Management

5.1 Please rate the impact of each of the following federal legislative and/or executive branch directives on your **day-to-day grants management**.



# Federal Legislation and Executive Directives Have Had a Smaller Impact on Recipient Innovation

5.2 Please rate the impact of each of the following federal legislative and/or executive branch directives on **recipient innovation**.

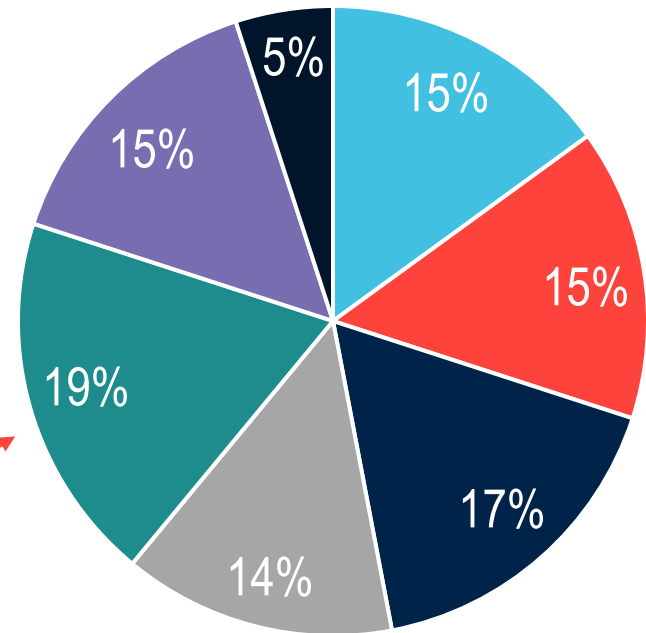


# Multiple IIJA/BIL Legislation Impacts, with Adapting to New Reporting Requirements Marginally Higher

5.3 If you rated the IIJA/BIL legislation anything other than 'Not Familiar', select the biggest area(s) of impact to your processes.

## Type of Impact

- No familiarity with grants application process (new applicants)
- Not enough administrative budget
- Urgency in issuing/receiving the funding
- Inadequate grants management technology
- Adapting to new reporting requirements
- No change



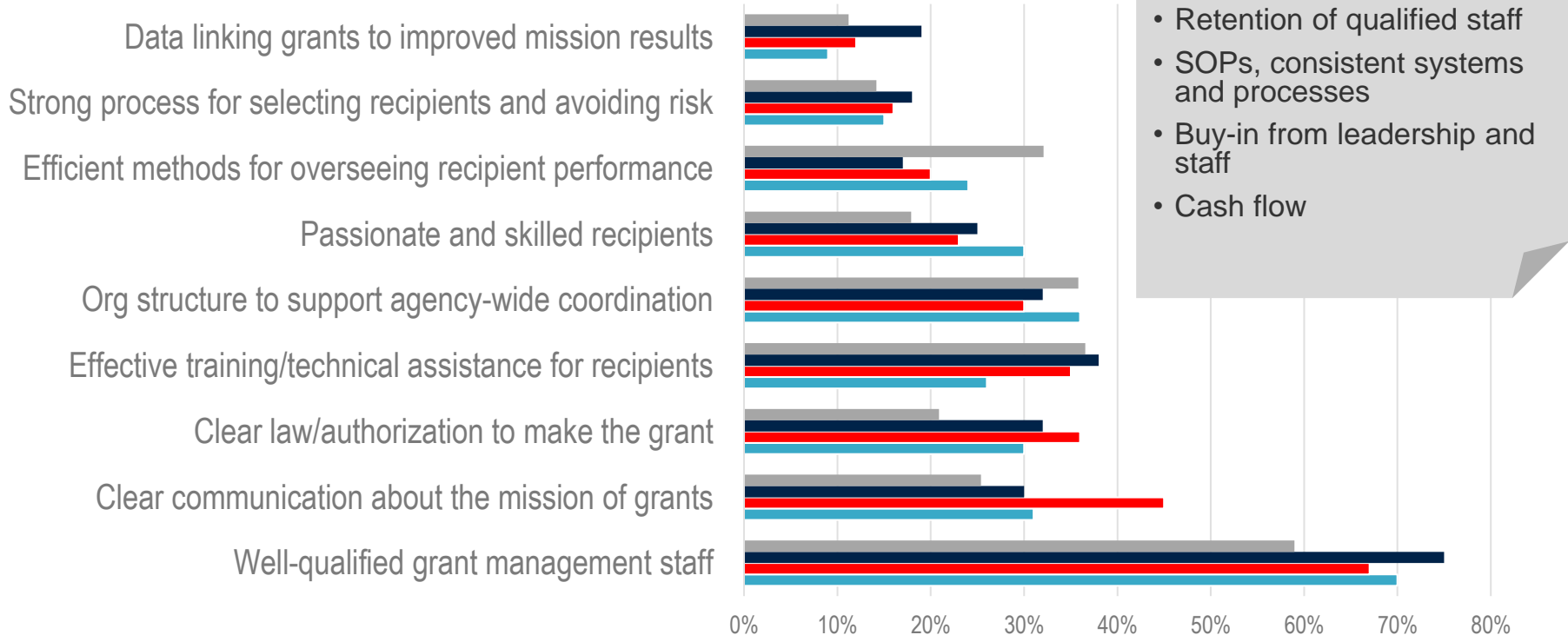
# Success Factors and Challenges

# Successes

6.1. What are the **most significant factors in the success(es)** your organization has had in grants management in recent years?

Qualified staff remains the key to success, and the impact of passionate and skilled recipients increased.

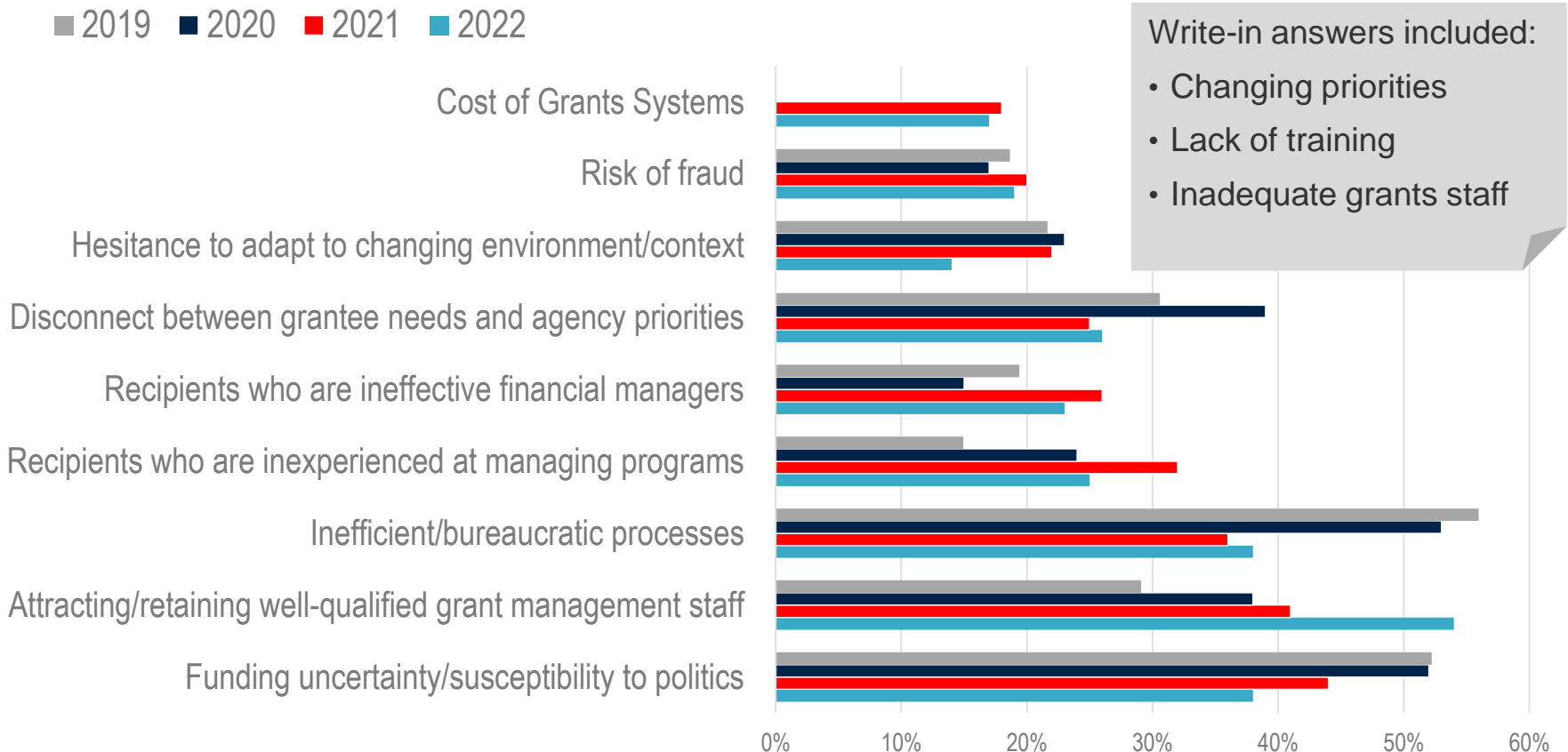
■ 2019 ■ 2020 ■ 2021 ■ 2022



# Challenges

## 6.2. What do you think are the **most significant challenges** facing grants management?

Concerns over retaining well qualified staff significantly increased while funding uncertainty challenges and recipient inexperience declined





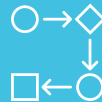
# Suggestions from Survey Respondents – Priorities for Effort to Improve

6.4. What should be the **highest priorities/best ways** to improve grant management?



## PEOPLE

- Well-trained and capable staff with on-going training
- Capacity Building
- Increased and clear communications
- Support from Leadership



## PROCESS

- Standardize and streamline processes and reporting
- Better collaboration and coordination
- Reduce bureaucratic blocks
- Enhance transparency



## TECHNOLOGY

- Affordable and adaptable
- Unified, full-lifecycle GMS
- Automation and standardization in data reporting
- Integration with financial systems

# Top Priorities

### 6.5. What are your **top 5 priorities** over the next 3 years?

Increasing staff, more training, and streamlining processes continue to be priorities.



# Key Takeaways

# Takeaways from Our Analysis

**1** The IIJA/BIL Legislation introduced challenges including adapting to new reporting requirements

**2** Performance up 25% for Federal Grants after last year's drop due to Pandemic

**3** 70% said that qualified staff is the most significant success factor for grants management and 54% said retaining them is the biggest challenge

**4** Grant Makers and Grant Recipients want more standardization and simplification

**5** No progress with grant reporting automation despite the desire to fully automate

**6** People, processes, and technology continue to be heavy focus areas for improvement



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RESULTS WEBINAR

## Thank you!



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