

Grants in Australia 2012 - Results

About the survey

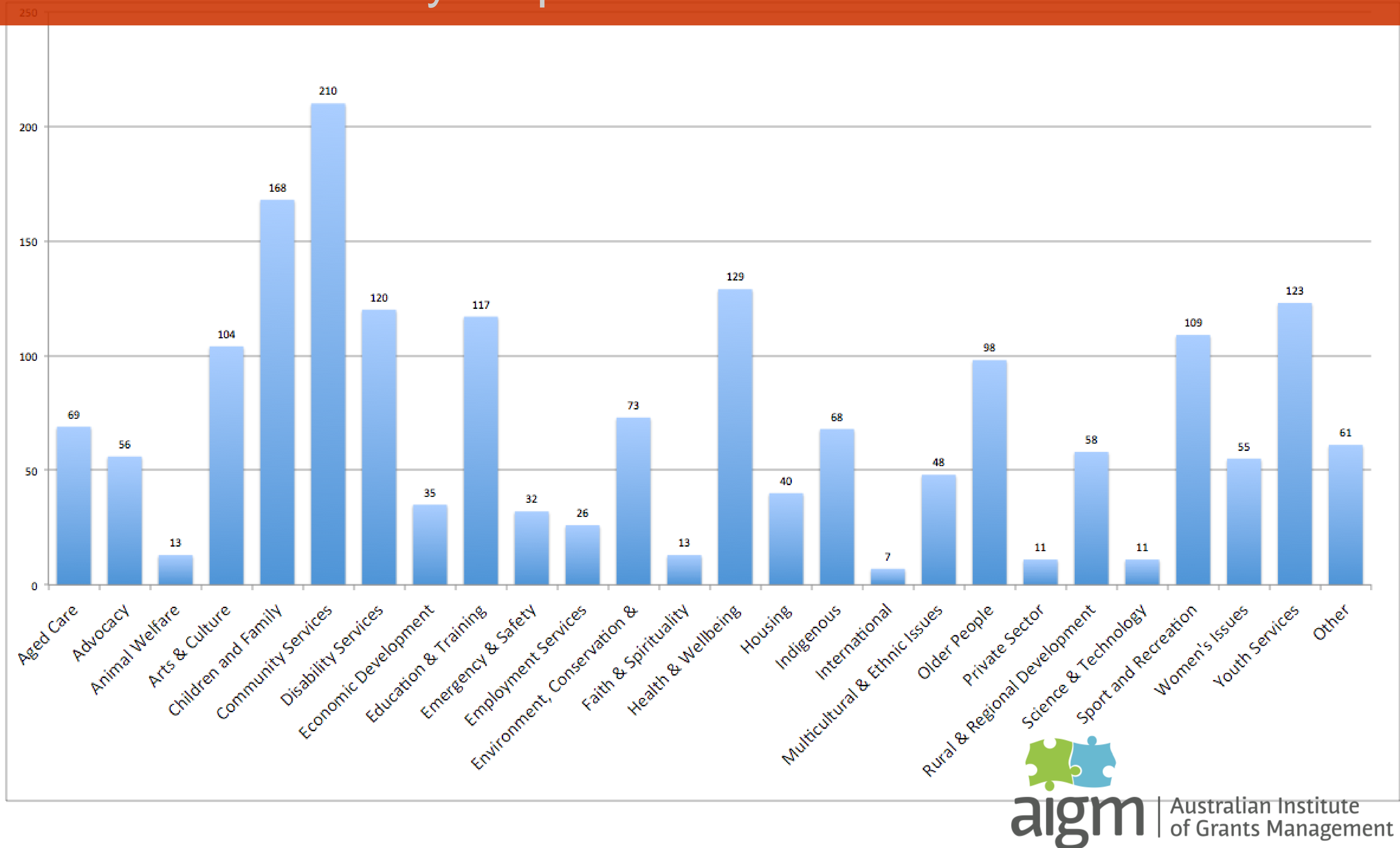
Between June 2012 and 31 July 2012 the Australian Institute of Grants Management (a division of Our Community) invited community groups across Australia to fill out a survey with questions about their experiences of, and interactions with, Australia's grantmakers.

A total of 534 organisations responded to the survey, which continues to make this one of the largest surveys of its kind in Australia. As in previous years, the results are revealing and insightful, and all grantmakers will benefit from reading what grantseekers have to say.

This year's survey has been mapped to the AIGM's [Grantmaking Manifesto](#), which guides our work to drive professionalisation of grantmaking.

Sector breakdown

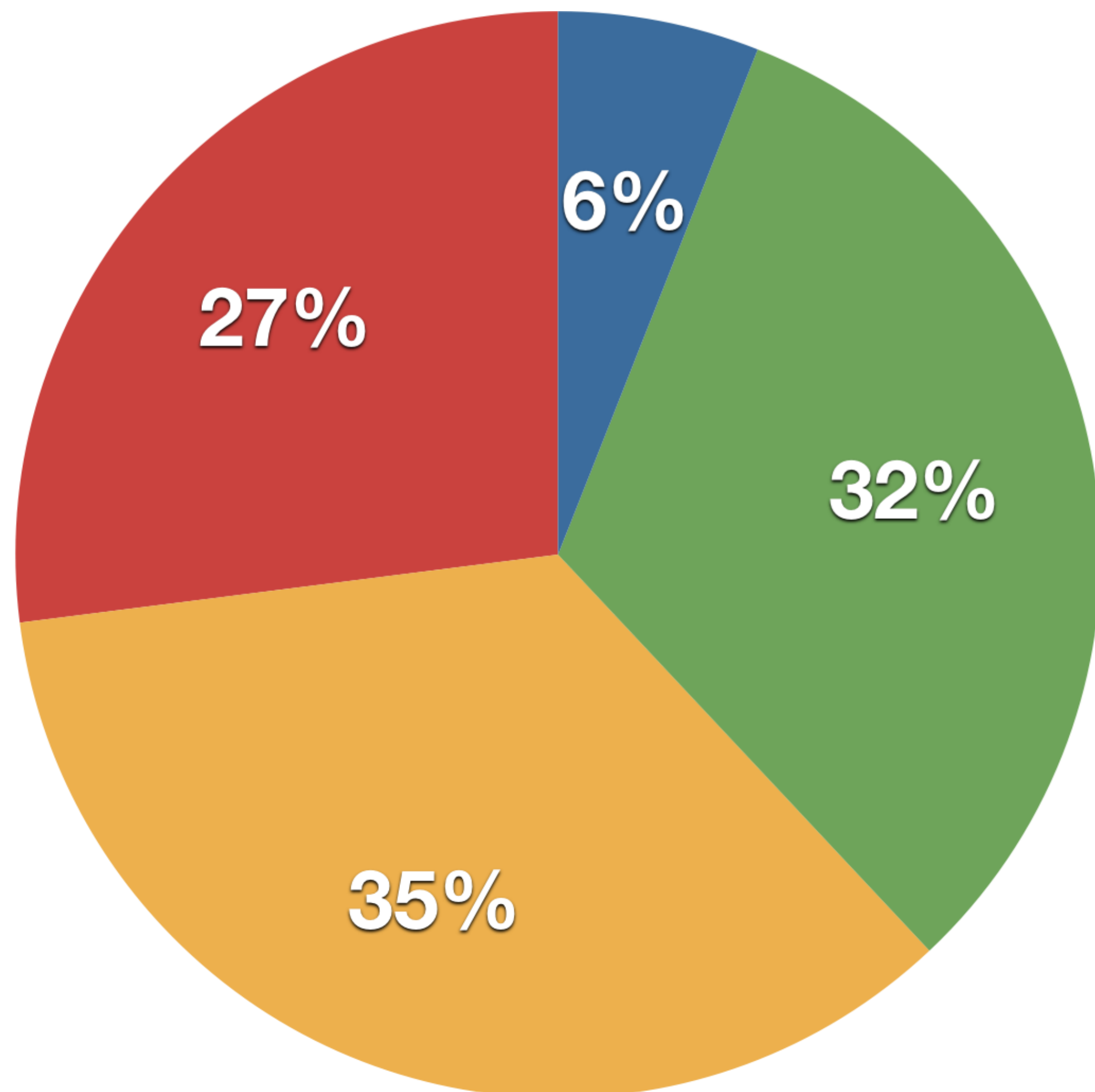
Profile of the survey respondents



Annual budget & State

Profile of the survey respondents

Annual Budget



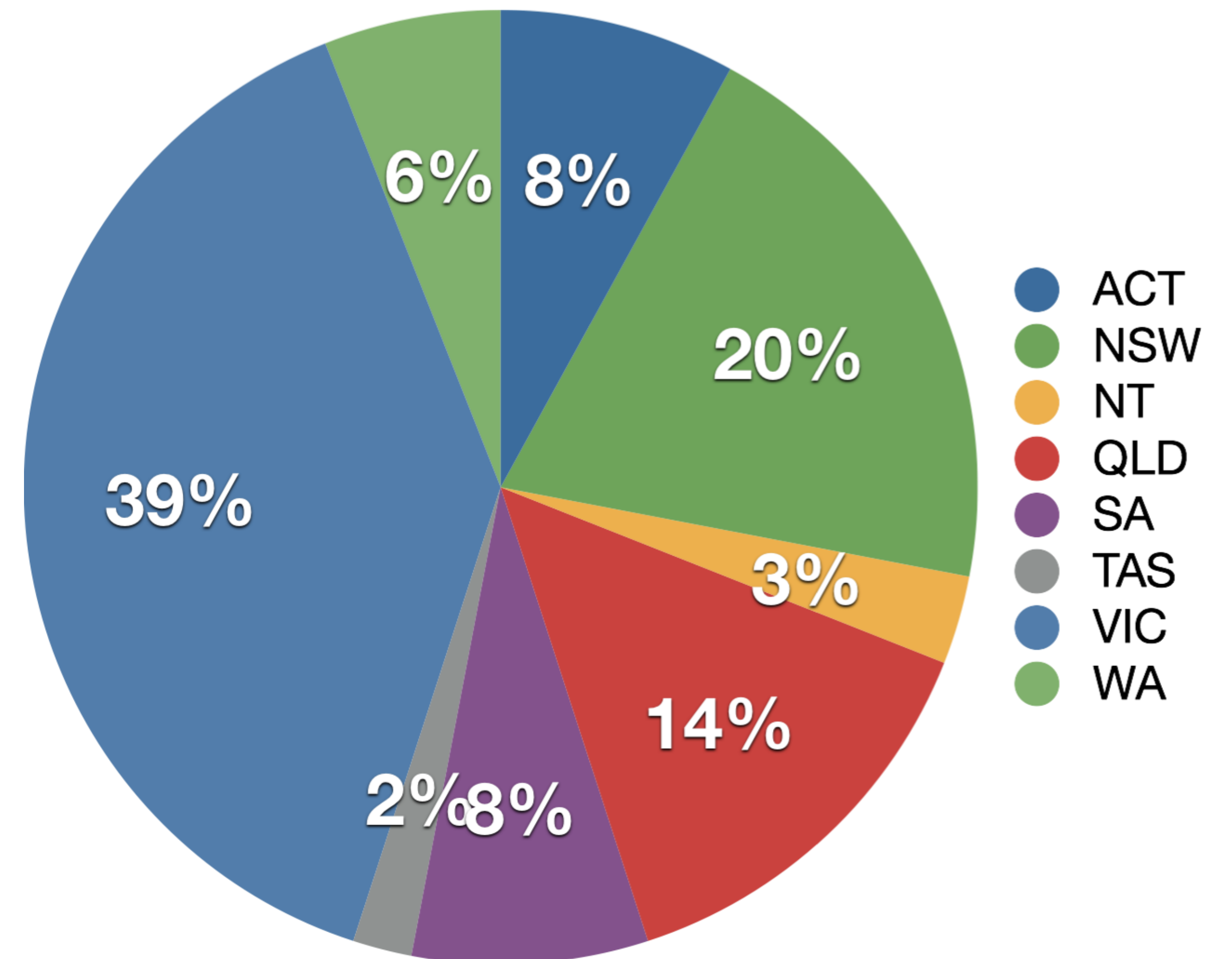
Don't know / Wont say

Medium (\$100,000 - \$1 million)

Large (\$1 million +)

Small (\$100,000 or less)

State



ACT
NSW
NT
QLD
SA
TAS
VIC
WA



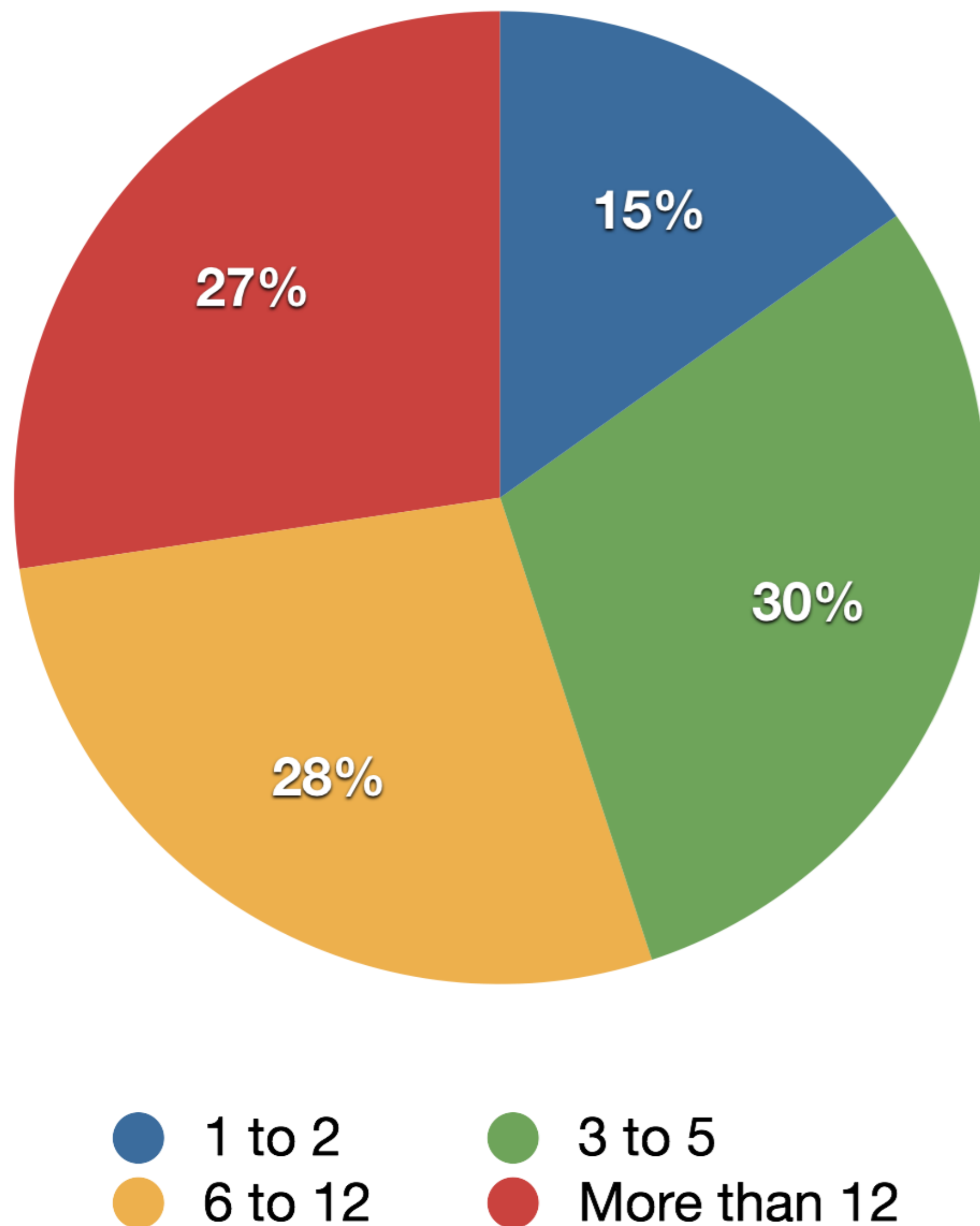
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Australian Institute
of Grants Management

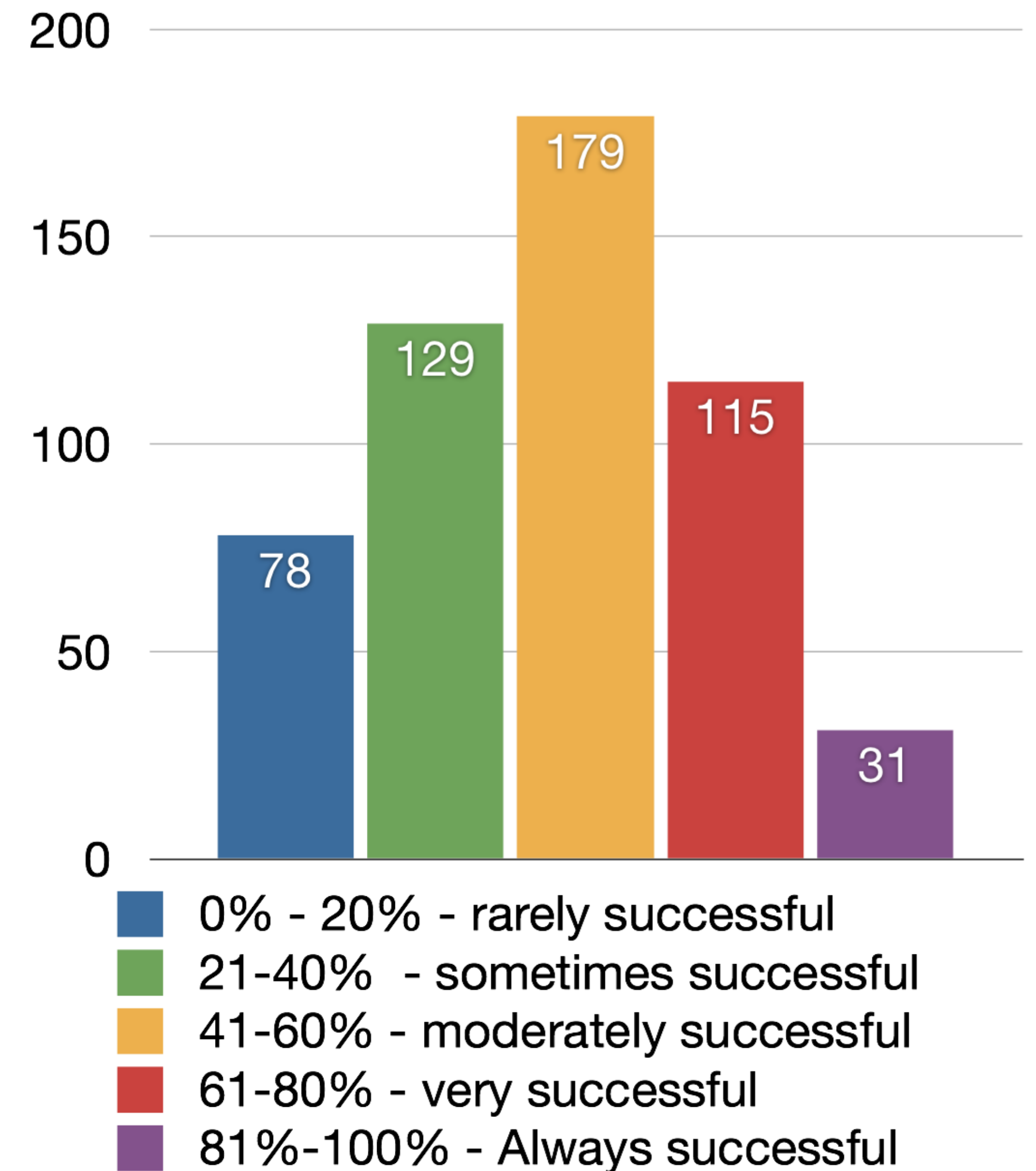
Trial and Error

Profile of the survey respondents

The number of grants applied for in the last year

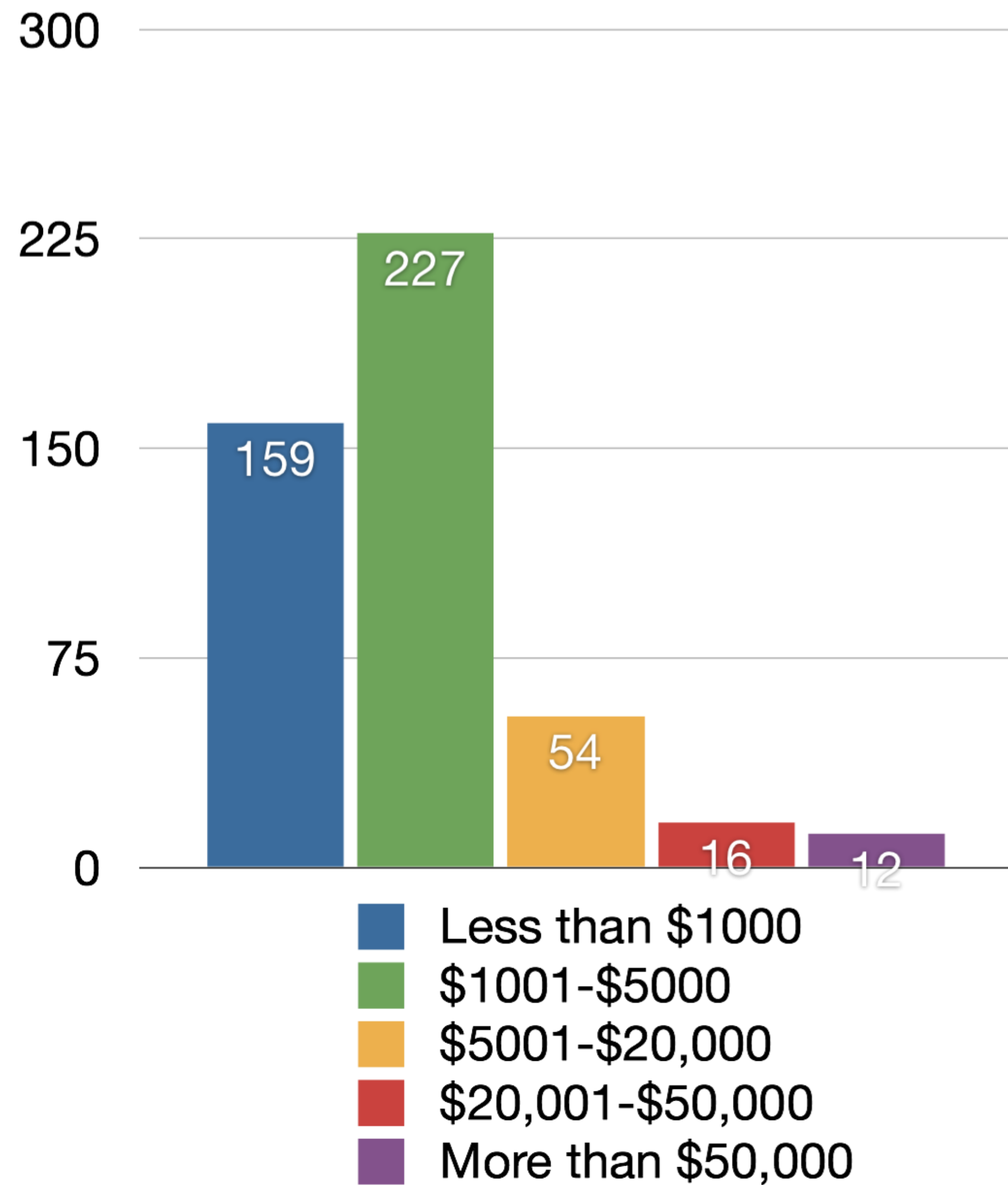


The grantseekers typical success-rate

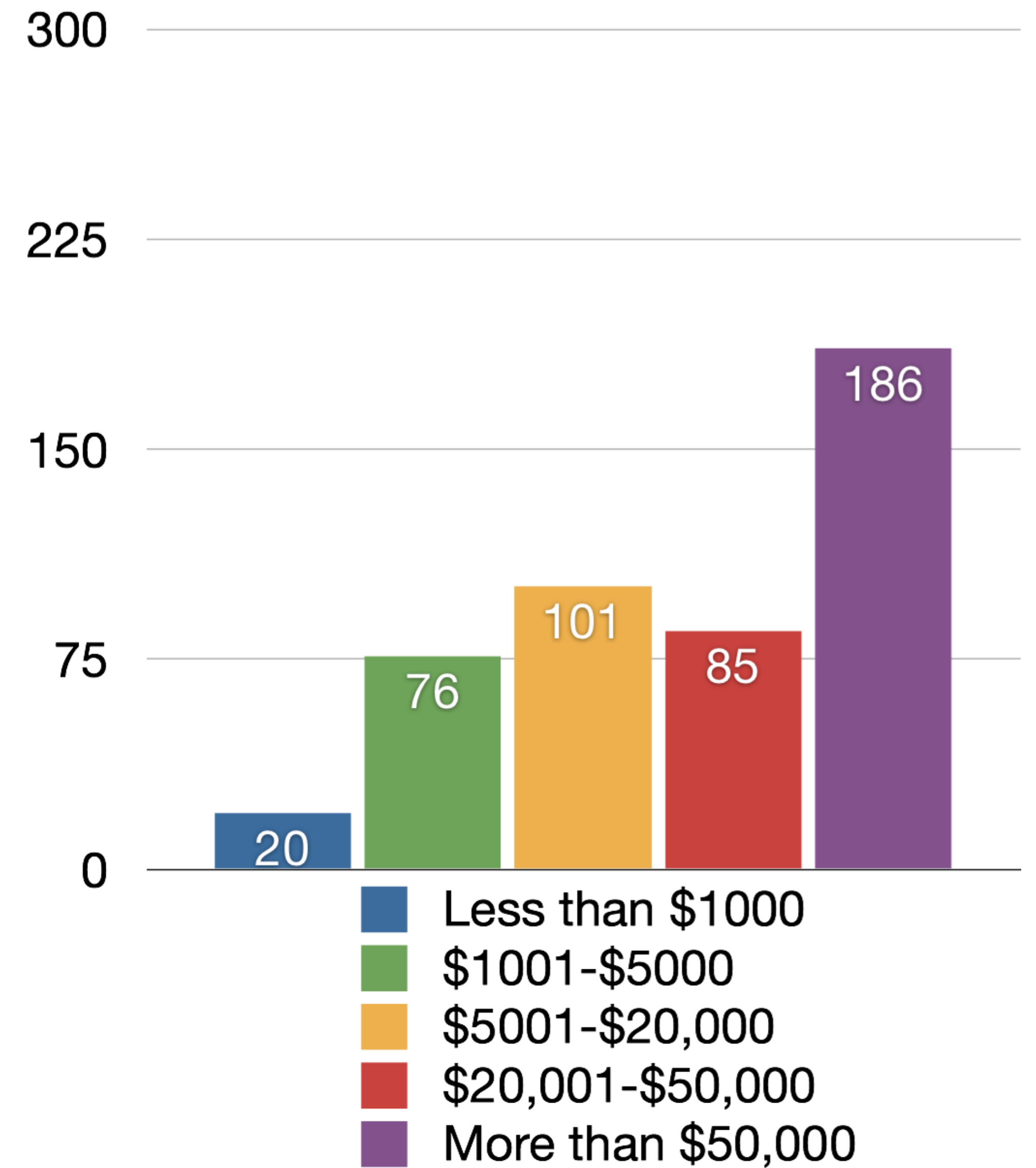


Grant Size

Value of the **SMALLEST** grant applied for



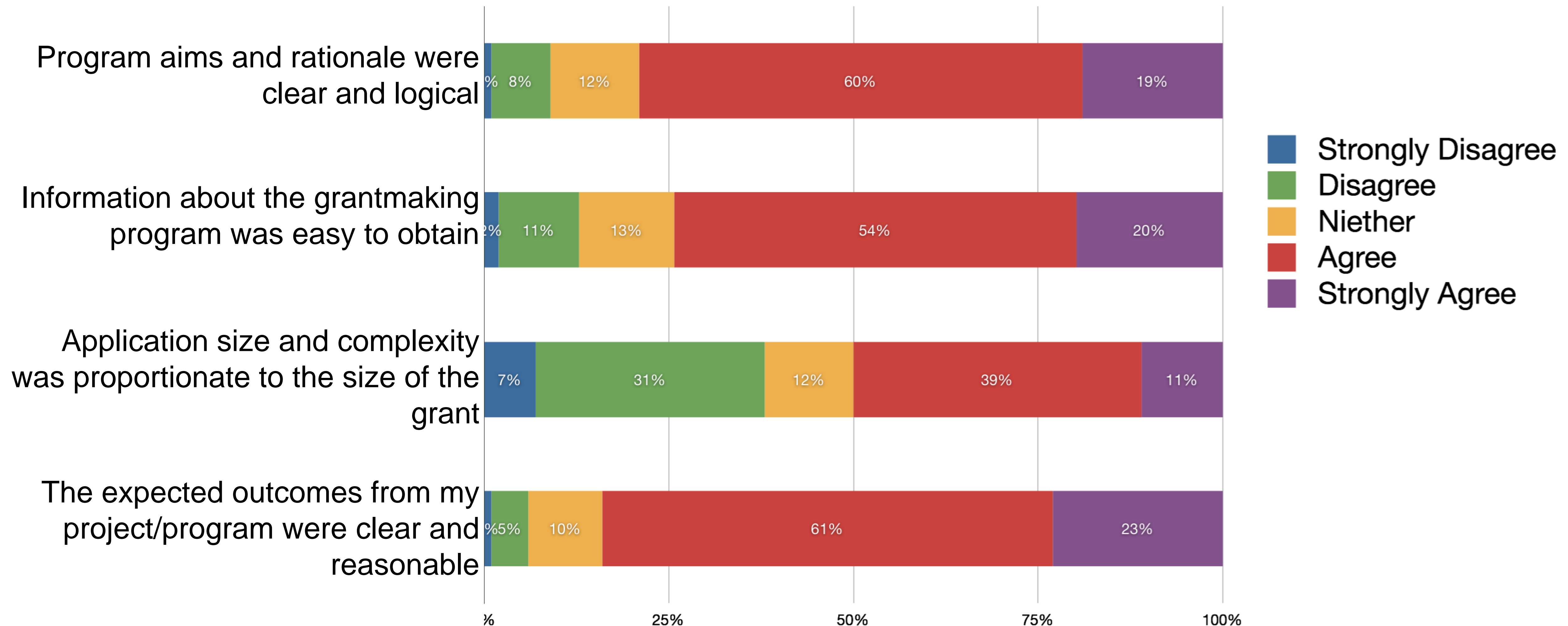
Value of the **LARGEST** grant applied for



Grantseeking

Grantseekers experience of grantmakers and their programs

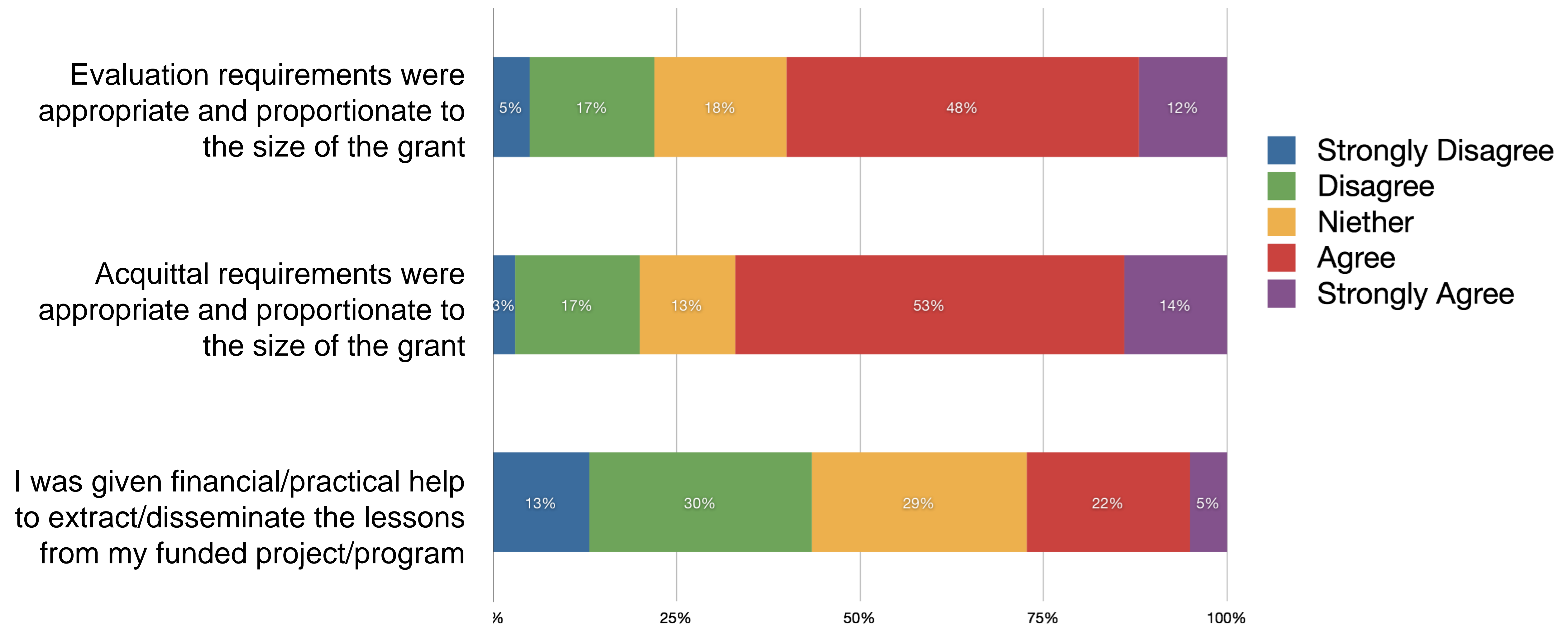
Overall grantseekers were generally satisfied with how grant programs were designed and the information grantmakers provided about them. That said, a continuing issue this year is that only 50% of grantseekers thought the application form was appropriate for the size of grant, suggesting that many grantmakers are still asking for too much, or irrelevant, information in their application process.



Grantseeking

Grantseekers experience of grantmakers and their programs

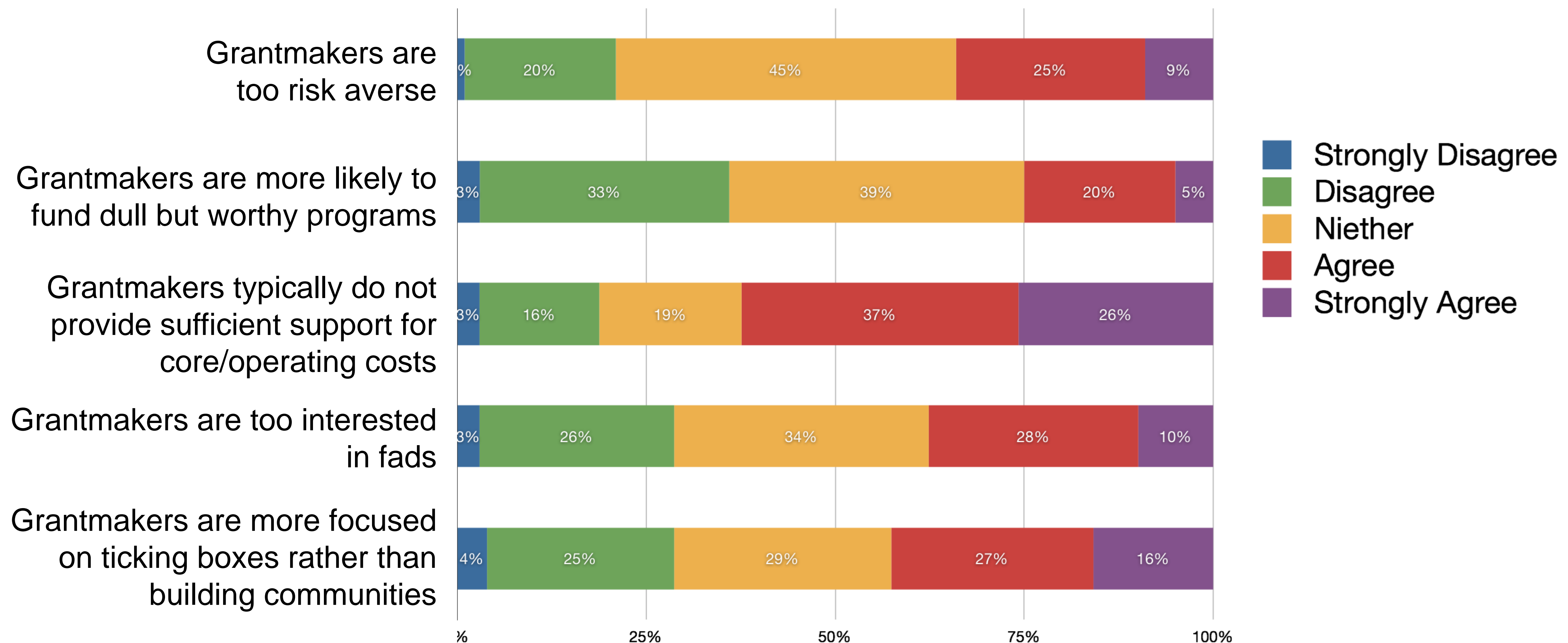
A positive for grantmakers is that grantseekers found the evaluation and acquittal processes were on the whole appropriate given the size of grant; however, grantmakers can still do more with the grants they make by providing grantseekers with the opportunity to share the lessons learnt through the project with other potential grant seekers.



Value for Money

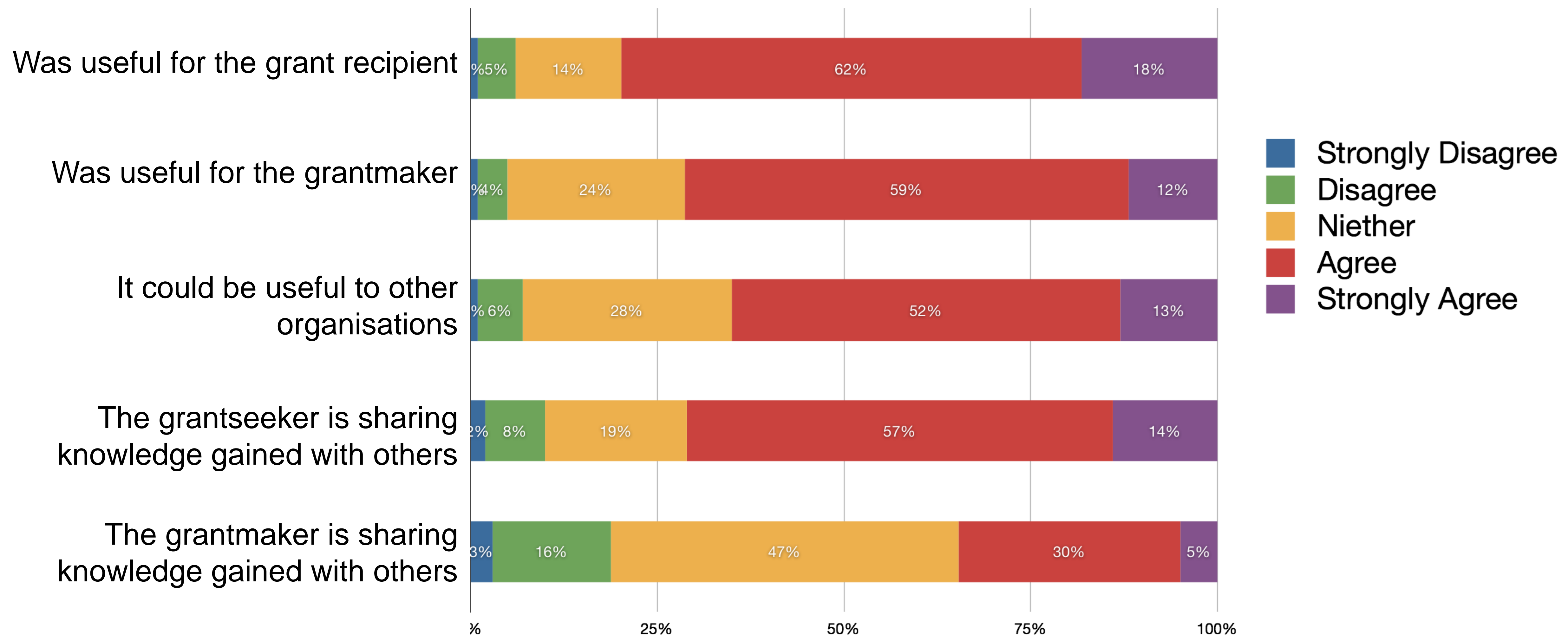
Grantseekers experience of grantmakers and their programs

The loudest and clearest message to come from this year's survey is that grant programs fail to cover core operating costs and that this is a significant issue for a large proportion of grantseekers. Other areas identified by grantseekers include grantmakers taking greater risks and to not being driven by fads or designing a program with the primary goal of making the grantmakers life easier.



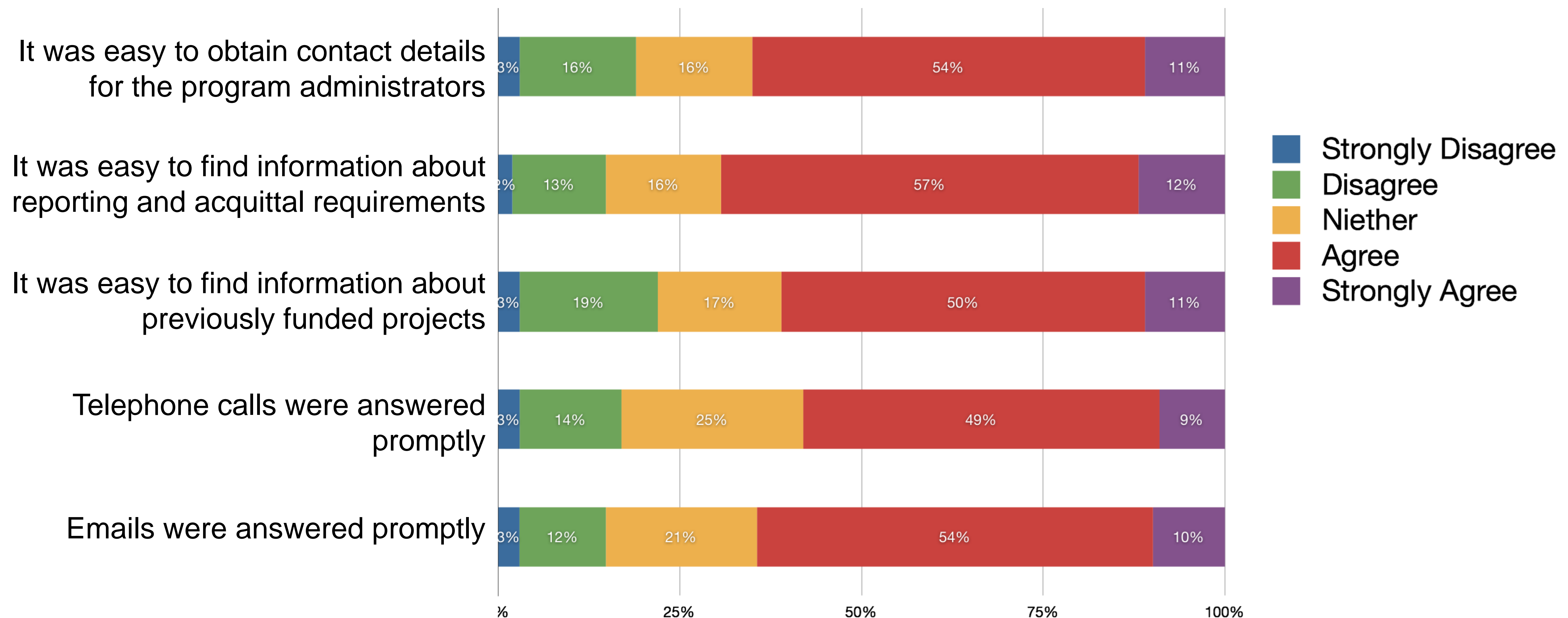
Evaluation

Only 57% of grant recipients had undertaken an evaluation of their project. For those that did the experience was overwhelmingly a positive one, and which provided useful learnings for both the grantseeker and presumably the grantmaker. Grantmakers could however improve their dissemination of the useful lessons learnt from the projects they fund.



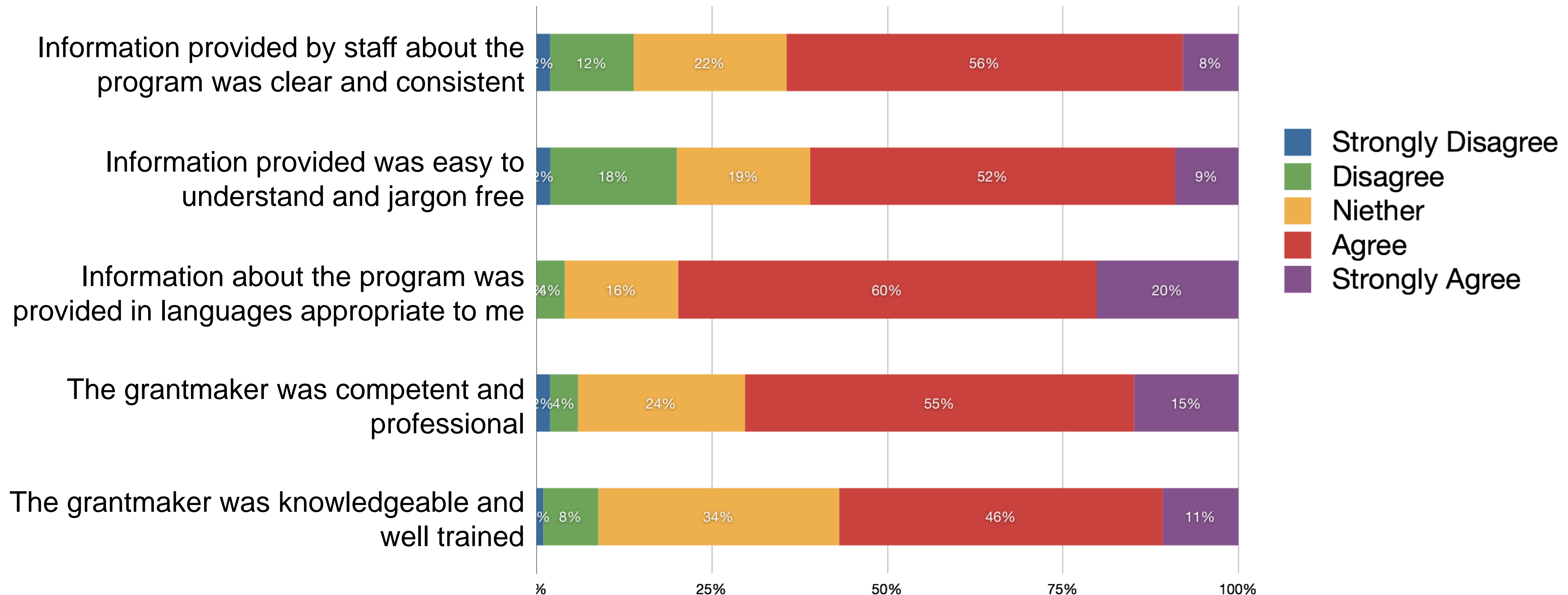
Communication

Two thirds of grantseekers found it easy to obtain the information they needed. The timeliness of responses from grantmakers be it by email or telephone was also acceptable; however, on both counts there is still room for improvement by some grantmakers.



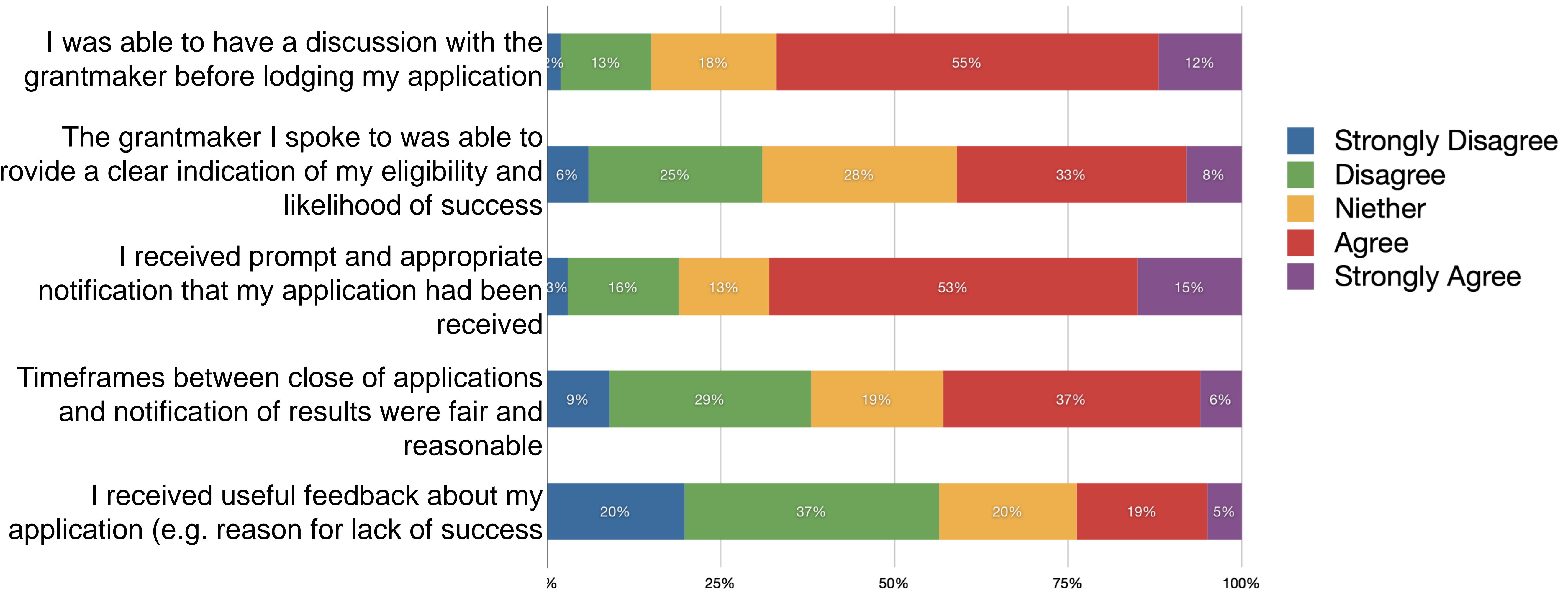
Communication

70% of grantseekers found the grantmakers they dealt with were both professional and competent; however, this should be contrasted with the view that just under half of the grantmakers were actually knowledgeable and well trained, suggesting that grantmakers could do more to ensure their frontline staff can answer grantseekers specific questions. There is also a continuing need to strip unnecessary jargon and use plain language in grantmaking guidelines and application forms.



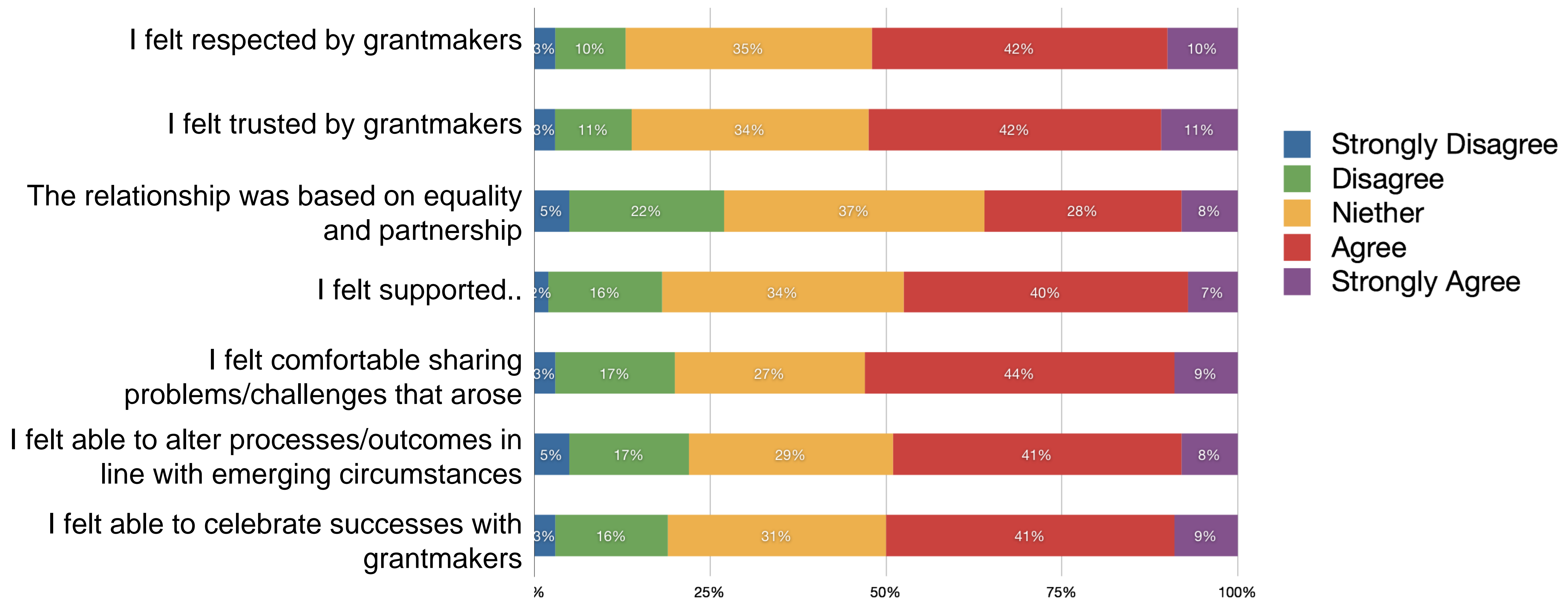
Communication

The positive takeaways from these results are that grantseekers are able to communicate with grantmakers before lodging their application and that they receive prompt notification when their application is submitted. The areas for improvement include shortening the timeframe between submission and notification of decision, providing useful feedback to applicants and being able to provide an indication of eligibility and likelihood of success before submission.



Relationship

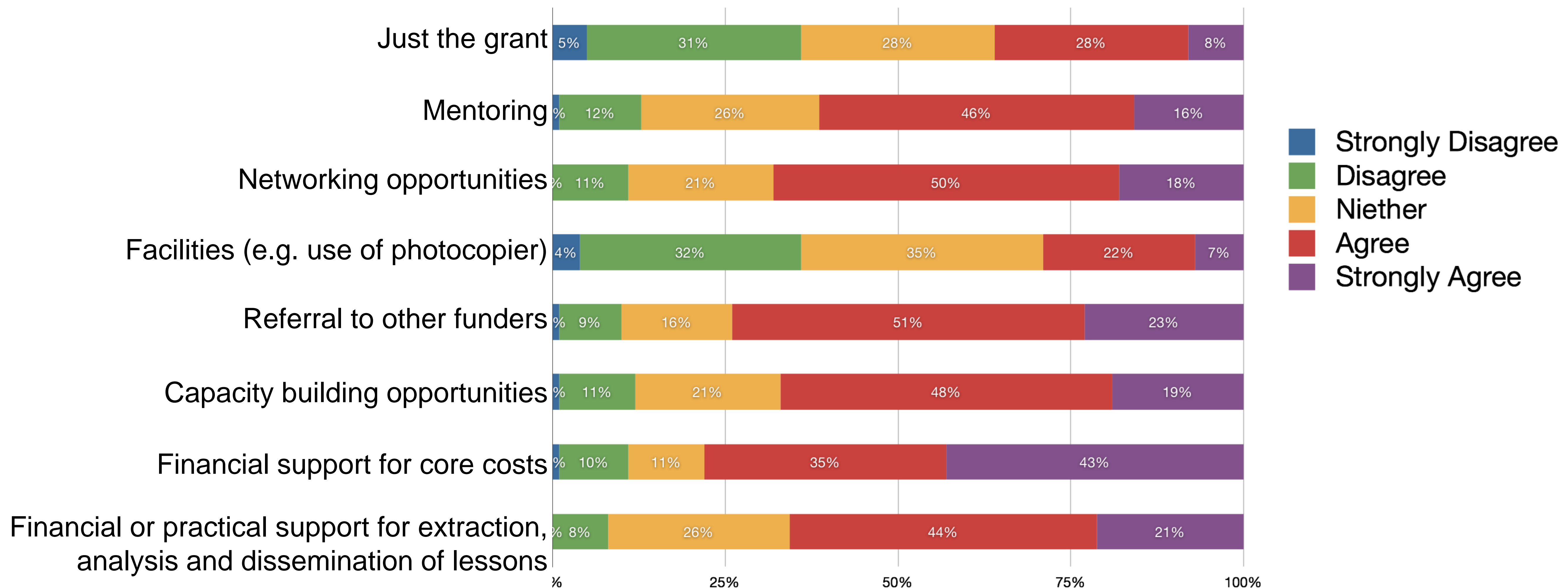
When it comes to the relationship between grantmakers and grantseekers the glass is either half full or half empty, either way there is still a lot of room for improvement as only 50% of applicants agree that their relationship with grantmakers is based on respect and that they feel comfortable and trusted.



Grantmakers should...

What grantseekers believe grantmakers should provide

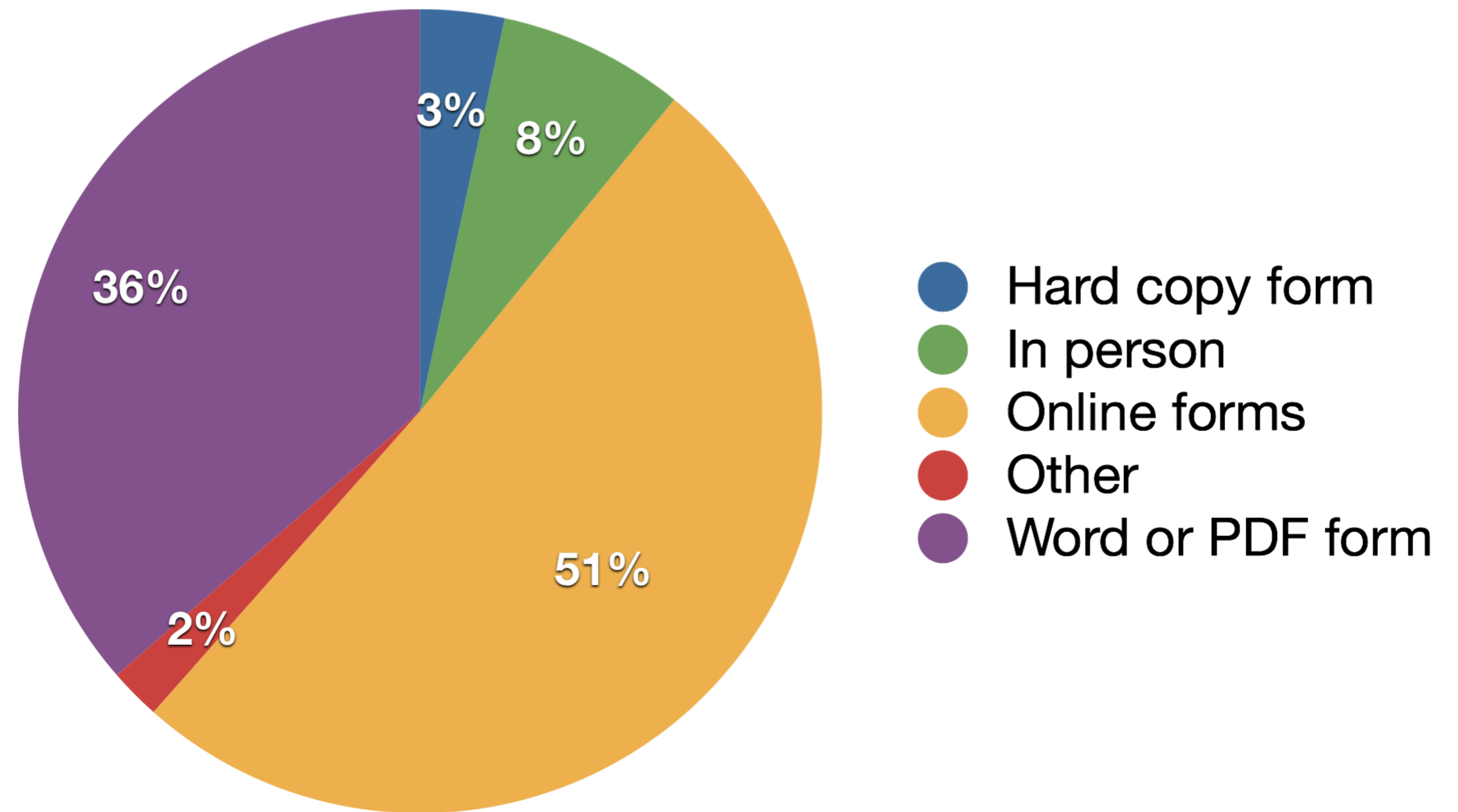
There is an even split amongst grantseekers on whether grantmakers should just provide the grant, with 36% agreeing and 36% disagreeing with this proposition. What is clear is that most grantseekers do not need facilities provided to them. What grantseekers would like to receive is referrals to other grantmakers, networking opportunities support for core costs and opportunities for capacity building.



Efficiency

How grantseekers wish to apply for grants

The days of sending in hard copy application forms are well and truly over (only 3% prefer hardcopy). Over 85% of applicants prefer some form of electronic form, with the majority preferring online web based forms to Word or PDF forms.



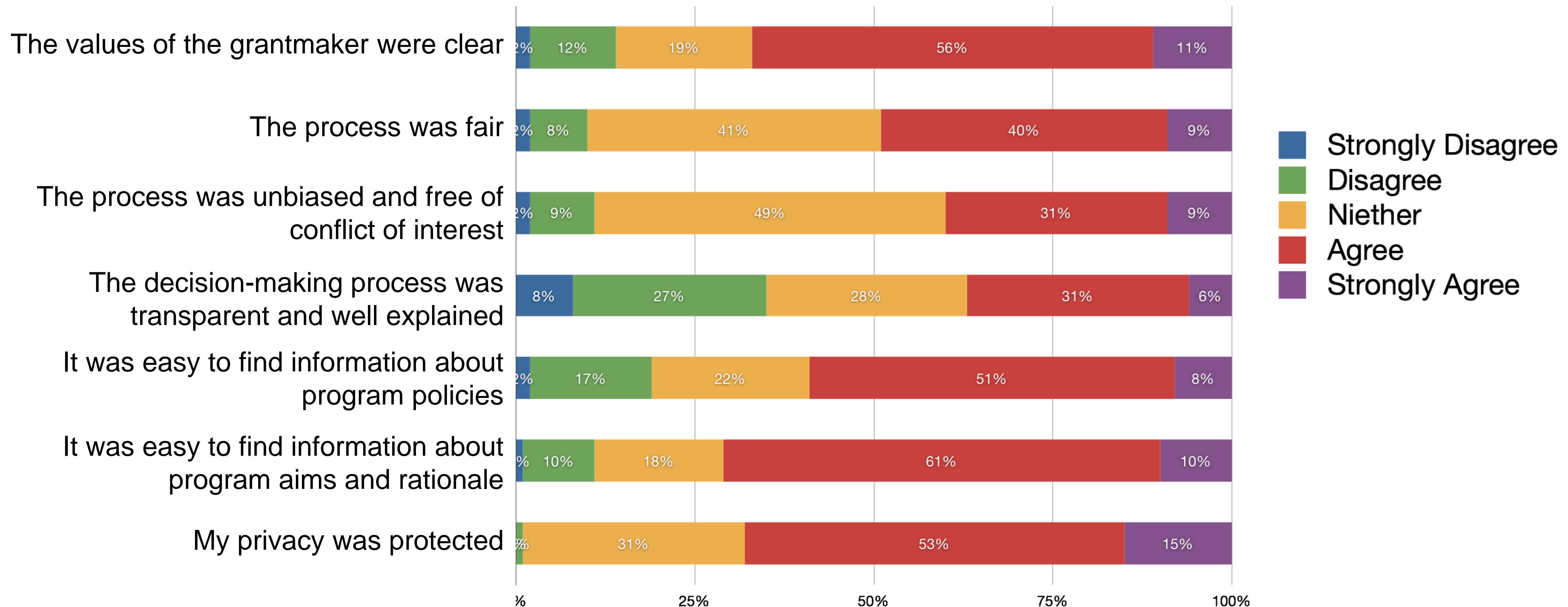
Efficiency

Why grantseekers say you should go online



Ethics

While grantseekers found it easy to find information on the design and rationale of a program, they are far from convinced about the integrity of the process that grantmakers employ in deciding which applications to fund. Just under half of grantseekers believe the process is fair and only 40% feel that the process is unbiased and free of conflicts of interests. Most troubling is that a third of grantseekers did not feel that the grantmaking process was transparent or well explained.



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