Salary and Benefit Survey Results

Tuesday, June 6, 2017
Executive Summary

In April of 2017, GPA conducted a salary and benefits survey of grant professionals. The survey was distributed to all active GPA members as well as our non-member and prospective lists; 375 responses were received. This response rate is helpful in generalizing the results of the survey to the population of grant professionals as a whole, as well as guarding the results from statistical anomalies, making the results more accurate.

This is the eleventh annual survey of its kind. In 2017, the GPA Salary Survey was expanded to collect benefit information of responding grant professionals as well as data on proposals funded versus proposals written. New data points and a strong response rate provide answers to the question,

“Who is a typical grant professional?”

- Earns $63,609 per year as a full-time employee and with an option to receive health insurance through their employer (95.4%)
- Writes 21-50 grant proposals and/or manages 1-20 grants per year
- States that s/he has a funding success rate of 56%
- Spends 11%-20% of his/her time managing grants
- Female (88.3%), between 34-50 years old (46.7%)
- Holds a Graduate or Professional Degree (60.8%)
- Works typically as a Grant Proposal Writer (writes proposal, includes research, budget preparation & evaluation – 40.5%) or a Grant Coordinator (proposal development and grants/project/fiscal management – 30.4%)
- Is employed full-time in a job where all or most of his/her functions are related to grants (82.9%)
- Works in an urban area (62.1%)
- Has been in the grants field for 5-10 years (23.2%) and considers him or herself a mid-career (43.2%) to an advanced practitioner in regards to skill level (41.6%)
- Works for a nonprofit agency (28.0%), government agency (local, state or federal – 13.3%), or college/university/research institute (11.2%)
- Works for an organization who employees over 250 employees (47.5%) with an annual operating budget of more than $20 million (49.6%), at which approximately four and a half individuals work within the grant department
- Earns an average of 27 Paid Time Off (PTO) days per year
- Receives health insurance (95.4%), dental insurance (93.0%), and vision insurance (83.9%)
- Received additional benefits from their organization that includes long term disability, long term care, and short term disability
Additional key findings include:

- There are strong positive correlations between salary and age, years of experience, skill level, size of organization, and the number of years the organization has been in existence.
- There are no apparent correlations between salary and an individual’s proposal success rate or the percentage of an organization’s annual operating budget that is comprised of grants.
- There are no apparent correlations between success rate and skill level or success rate by size or organization.
- There are no apparent correlations between proposal success rates and years in the grants field.