Consultant Salary & Benefits Survey Results

Tuesday, June 6, 2017
Executive Summary

In April of 2017, GPA conducted a salary and benefit survey of grant professionals who serve as consultants. The survey was distributed through Google Forms to all active GPA members and our mailing list of non-members via email; seventy-four (74) responses were received.

This is the sixth annual consultant survey done by GPA. The 2017 survey used questions from last year’s consultant survey for comparison and trending purposes. A strong response rate provides answers to the question,

“Who is a Typical Consultant?”

- Earns $79.13 per hour as a full-time consultant and $68.46 per hour as a part-time consultant.
- Writes less than 50 grant proposals a year.
- States that s/he has a funding success rate of 57%.
- If manages grants, manages 1-10 grants per year and spends 1-20% of their time managing grants.
- Female (87.8%), between 40-45 years old (21.6%).
- Holds a Graduate or Professional Degree (60.8%).
- Works in an urban area (60.8%).
- Has been in the grants field for 15-20 years (24.3%) and considers him or herself an advanced practitioner with regard to skill level (66.2%).
- Works as a consultant for a Non-profit agency (56.8%) or an Arts/Culture Organization (31.1%).
- Has a business that has 0-5 employees (89.2%), an annual operating budget of under $50,000 (52.7%), and is considered a relatively established business (33.8%).
- Has an average of 1-10 clients (87.9%)
- Concentrates on writing proposals to local foundations (26.0%)
Additional key findings include:

- A significant number of grant consultants (46.0%) reported having a higher income as grant professional consultants than as an employee.
- The majority of consultants (59.4%) reinvest between 1-20% of their yearly income back into their business to sustain or grow it.
- There are strong positive correlations between salary and years of experience, annual operating budget, and number of years in business.
- There are no apparent correlations between salary and an individual’s proposal success rate.
- There are slight positive correlations between proposal success rates and years in the grants field.
- There are no apparent correlations between success rate and skill level or success rate by size of business.