

Annual Grants Management Survey

Results and Analysis

FEBRUARY, 2019



Reliable. Effective. Innovative.



Contents

- Introduction and methodology
- About the respondents
- How grant managers spend their time
- Performance and burden
- Strongly supported issues... and those that are not
- Significant challenges and success factors
- Key takeaways

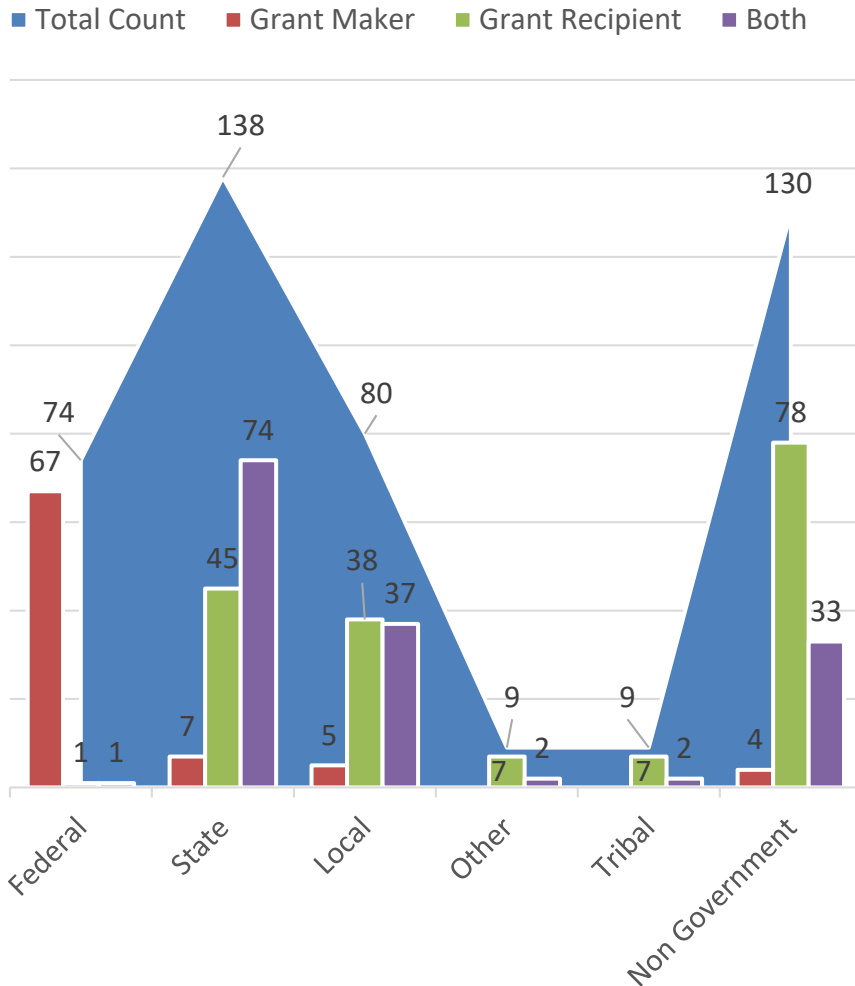
- **The National Grants Management Association** provides tools and resources for grants professionals to support and maintain high levels of grants management competency and to establish standards of excellence for grants managers. Visit ngma.org
- **The Trachtenberg School of Public Policy and Public Administration** is a focal point for public affairs education, research, and public service at the George Washington University. Visit tspppa.gwu.edu
- **REI Systems** provides grant management solutions, analysis and advice. We digitize government to produce healthier citizens, safer communities, and better lives. Visit reisystems.com

Introduction and methodology

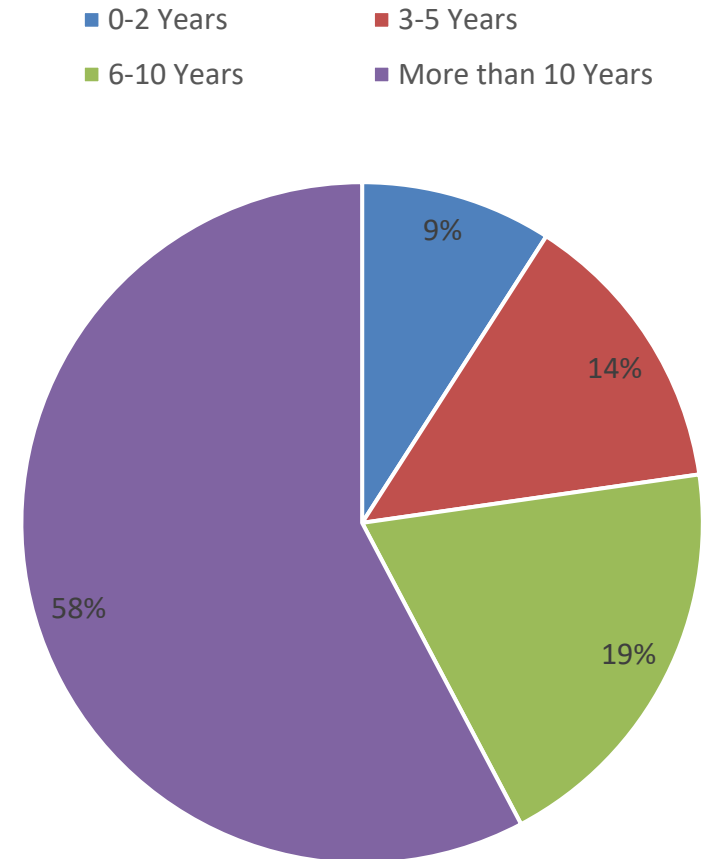
- **PURPOSE:** The purpose of the grants management survey and analysis is to inform the grants community of cross-cutting issues and trends so as to help improve grants management, and to support advocates for better grant management
- **SURVEY DESIGN:** GWU, REI, and NGMA developed a survey of grant managers in 2016 to help identify key practices, major challenges, and related topics that could help inform the grants management community. Few revisions were made to the survey for 2017 and 2018, so as to maximize the opportunity to evaluate the trend of responses over time
- **SURVEY ADMINISTRATION:**
 - During November 2018, we invited more than 5,000 professionals in grant management and related fields to take the survey online. Others (OMB, Grants.gov) also distributed the survey on our behalf
 - Those invited to respond included NGMA members, attendees of Grants Management Breakfast Forum events, and other grants professionals that REI and GWU have been able to identify. Those receiving the survey were encouraged to forward it to colleagues
 - Responses were anonymous

Respondents included a mix of federal, state/local and non-governmental grant mangers

440 Responses



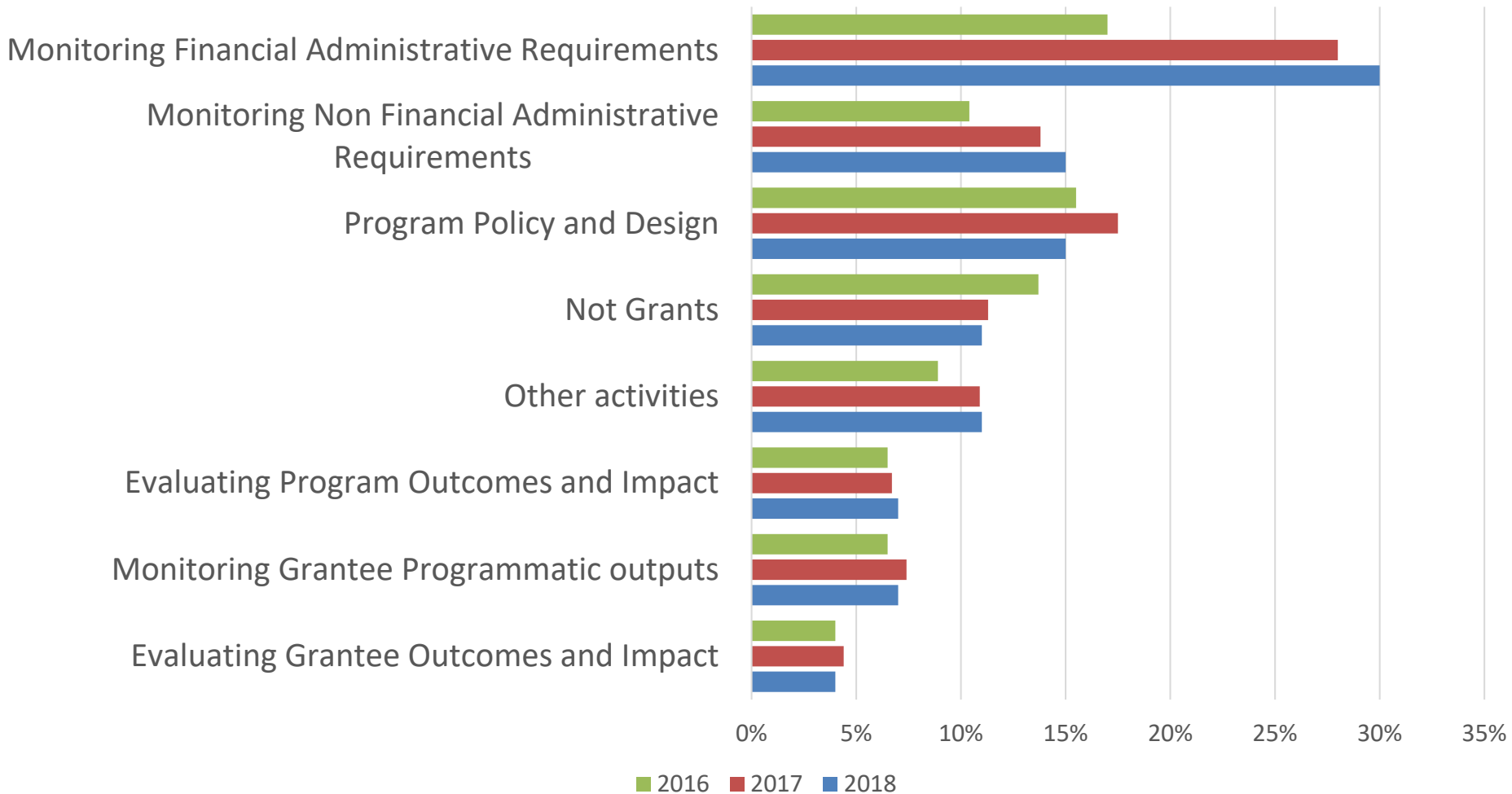
Years of Experience



How grant managers spend their time

Grant managers continue to spend the most time monitoring compliance

.. But less time helping improve performance



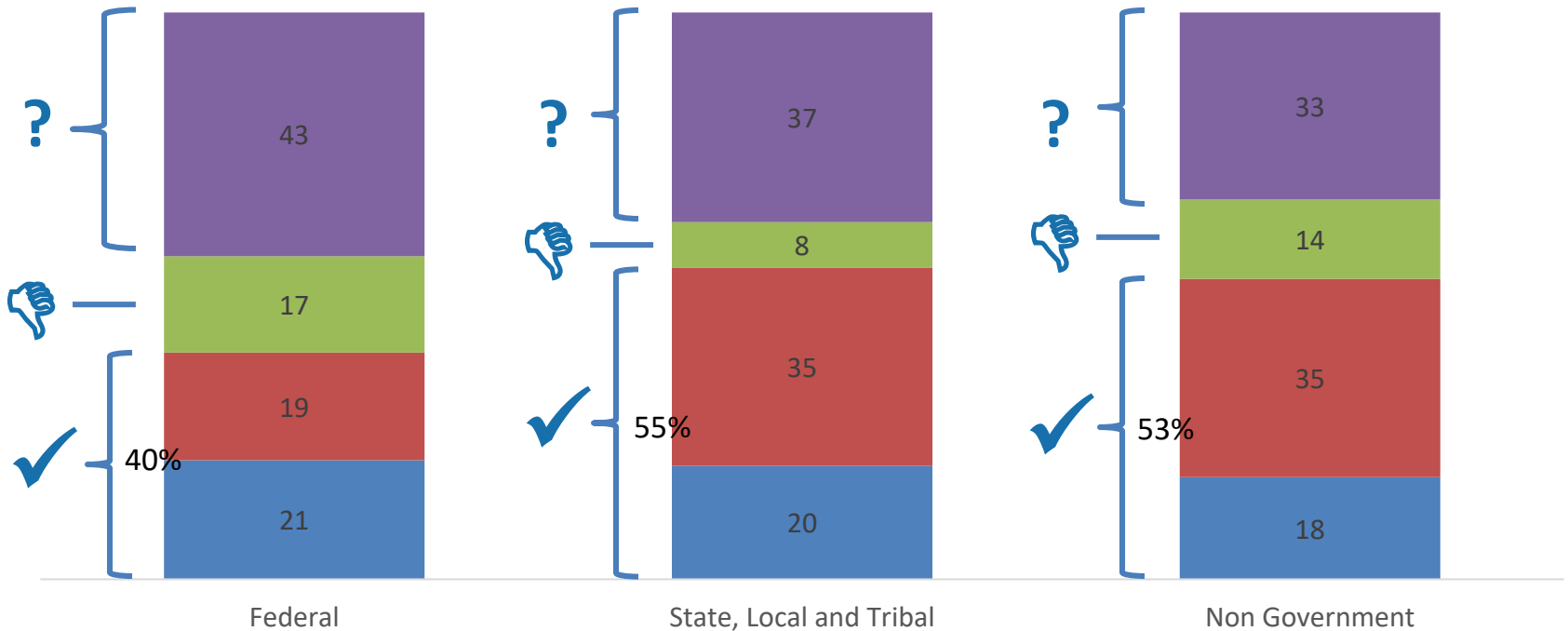
Performance and grantee burden

Most S&Ls say performance improved. More Feds can't measure or don't know

Non-governmental entities fall in between

Outcomes Improved over the last 12 months

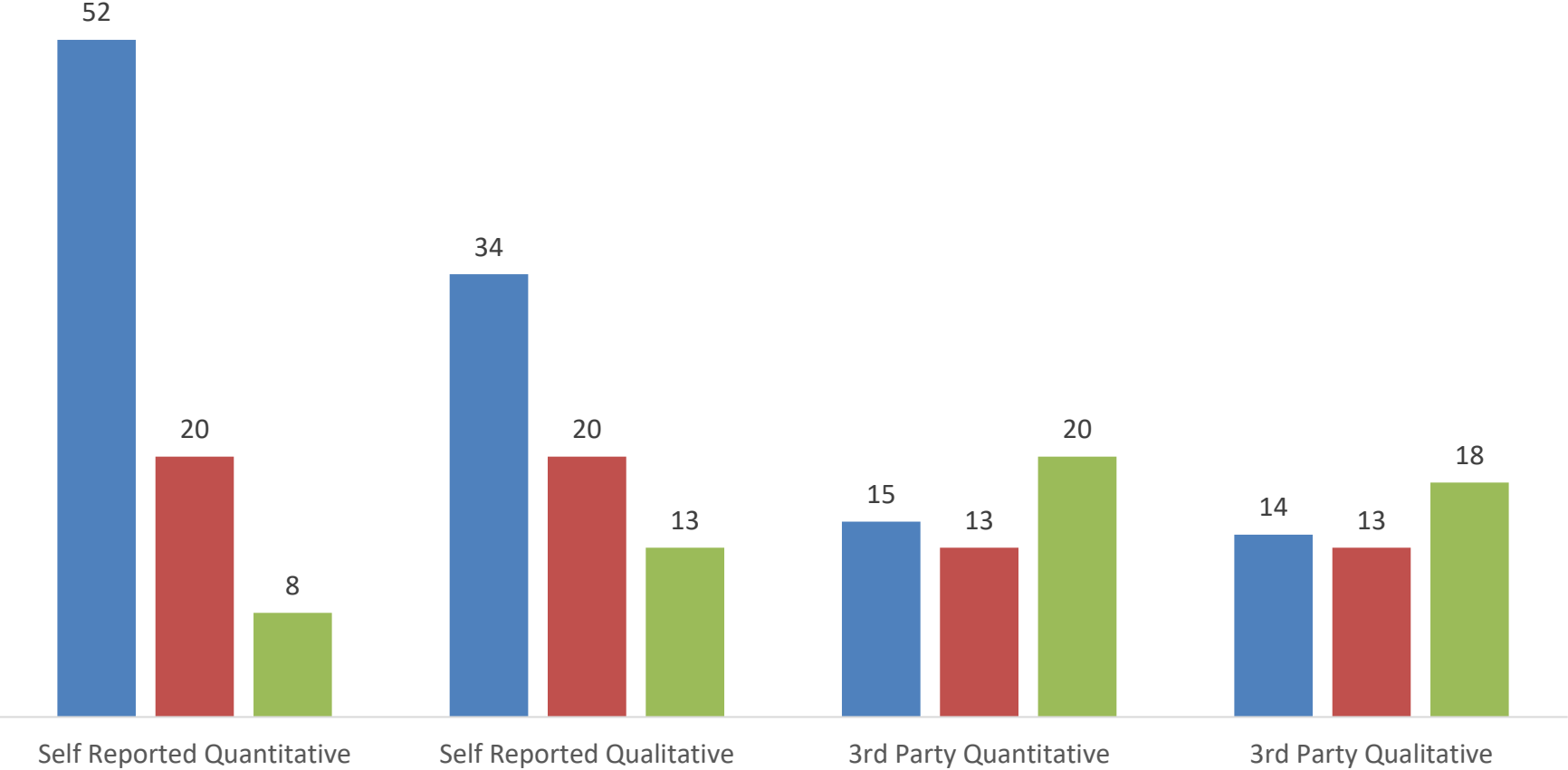
■ Yes < 5% ■ Yes > 5% ■ No ■ Don't Know



Self reported quarterly data is the most common data collection mechanism



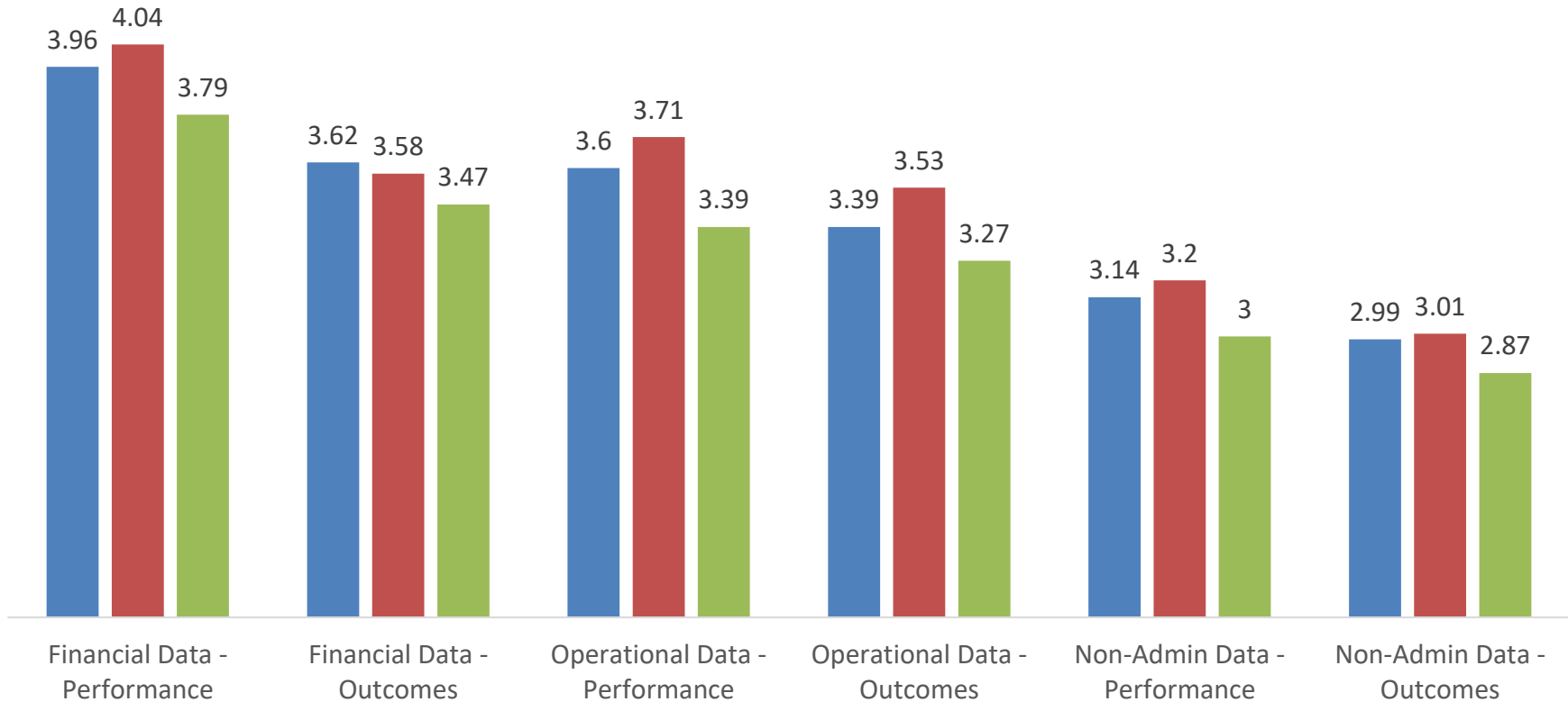
■ Quarterly ■ Annual ■ Episodic



Financial Data collected is the most timely, useful and reliable



■ Timely ■ Useful ■ Reliable

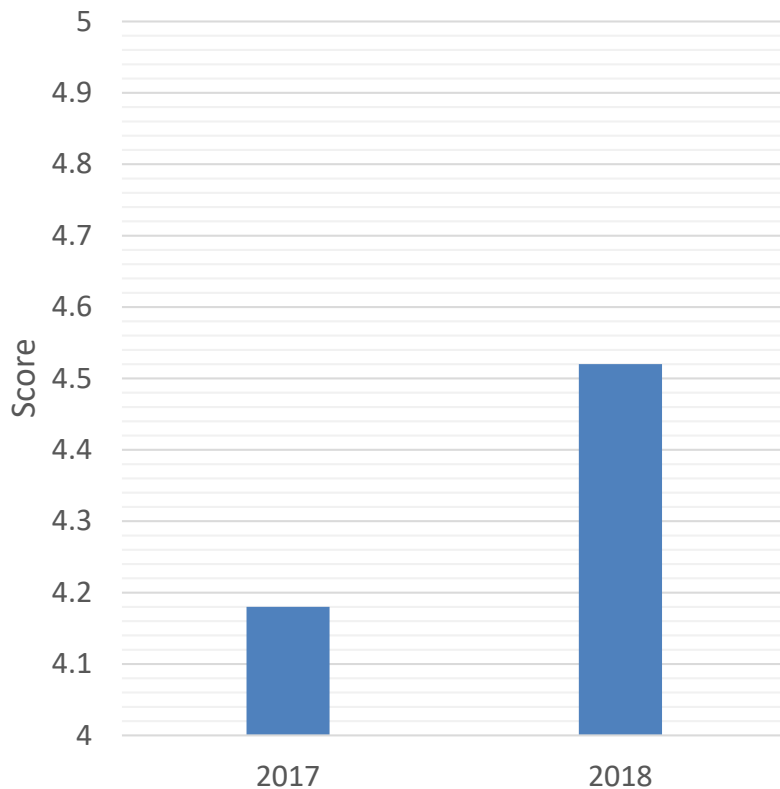


A modern, bright interior space, likely a lounge or meeting area. The ceiling is a high, vaulted structure made of glass panels supported by a metal frame. The floor is light-colored wood. In the foreground, several white armchairs are arranged in a semi-circle. In the background, there is a reception desk with a sign that reads "REI SYSTEMS". The overall atmosphere is clean, professional, and well-lit.

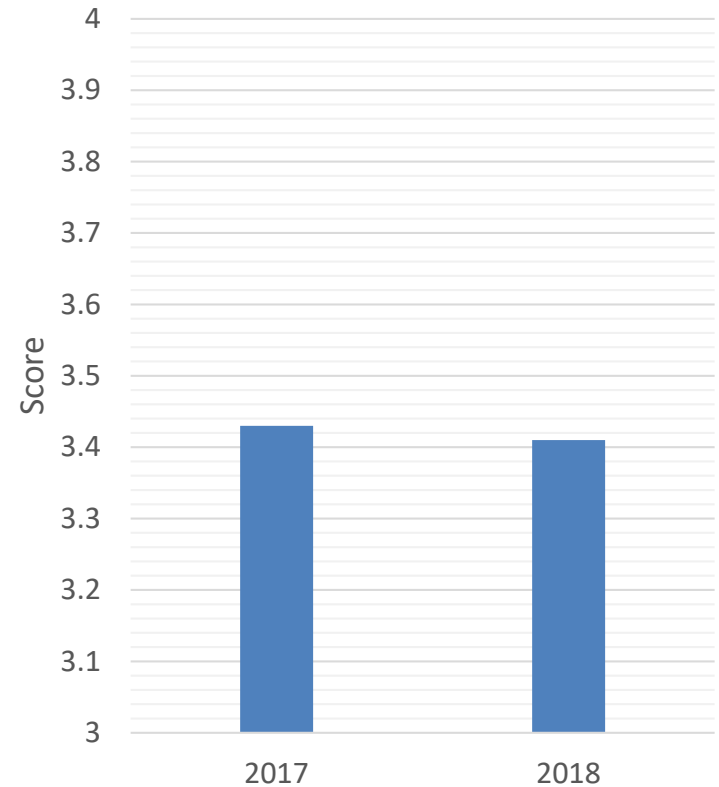
Strongly supported issues – and those that are not...

Of all survey topics, Respondents feel strongly about:

STATES AND FEDS SHOULD SHARE DATA AND AUTOMATE INTERACTIONS MORE



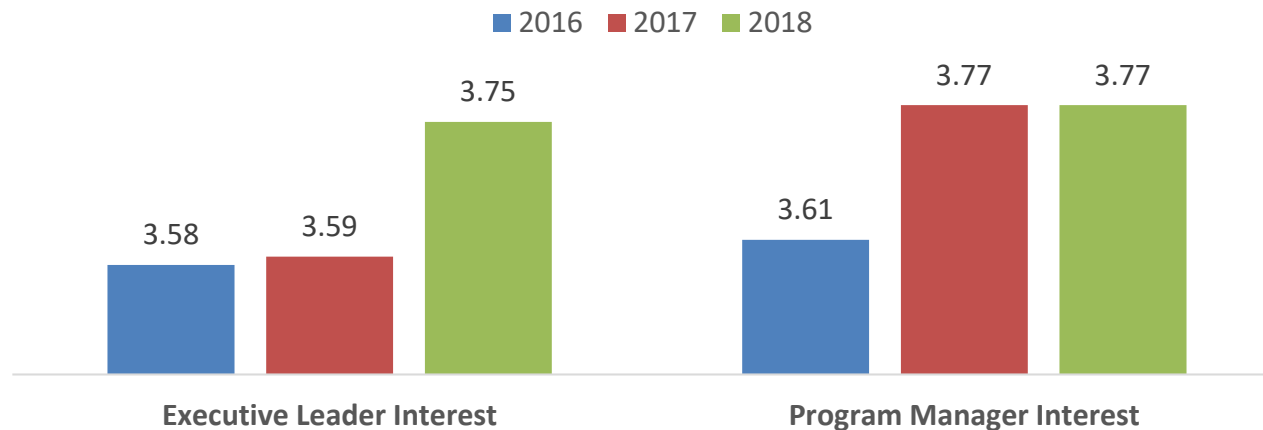
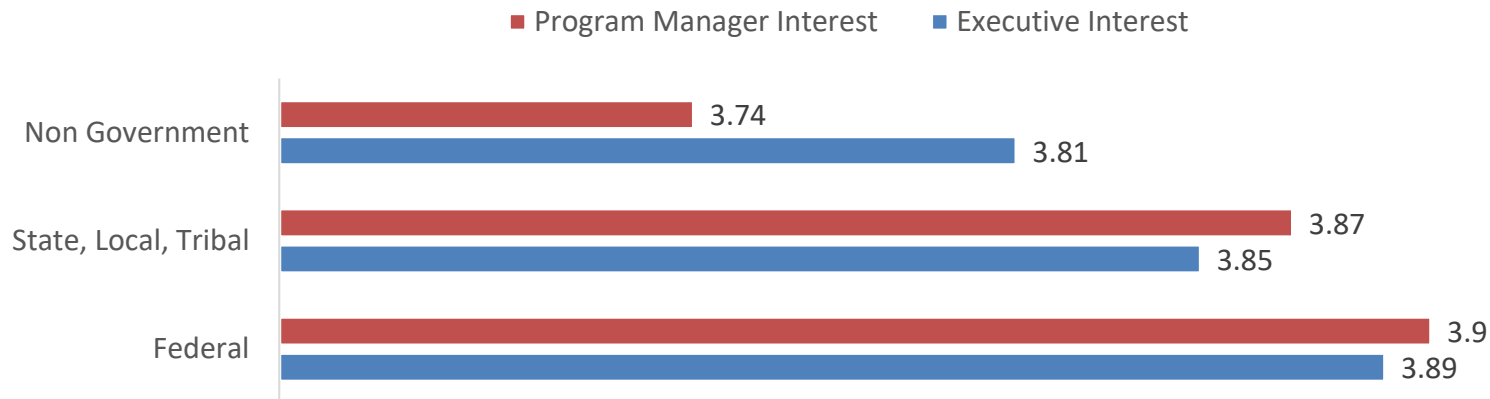
CURRENTLY USE A RISK-BASED STRATEGY TO MONITOR GRANTEES



Leadership is interested in data and analytics

Interest in data and analytics is higher across sectors and over time

Scores

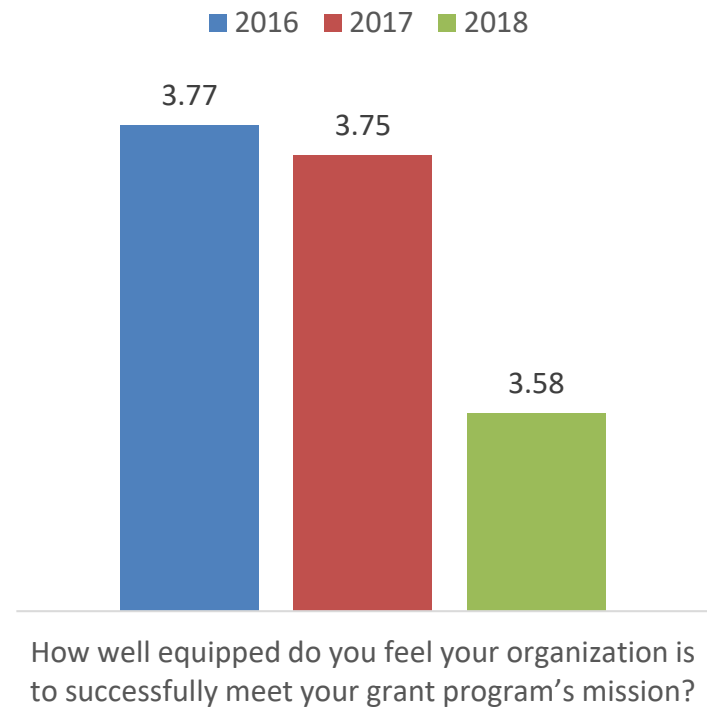


Respondents also seek improvement

DISSATISFIED WITH DATA AND ANALYTIC SKILLS AVAILABLE FOR...



CONFIDENCE IN ABILITY TO MEET GRANT PROGRAM MISSION IS HIGH, BUT HAS SLIPPED A LITTLE



Feedback mechanisms for grant making and reporting count on mandatory reports rely on the annual reporting process

- 79% of respondents rely mostly on the annual reporting process for feedback from grantees (score: 4.1/5)
- 60% rely heavily on ad-hoc email exchanges (score: 3.6/5)
- 35% of respondents rely on regular calls or site visits (score: 3/5)

Grant Reporting automation still has some ways to go

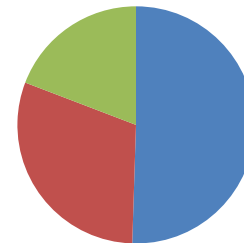


- 74% of respondents said grantees still email in some or all grants documents for reporting
- 32% have a centralized system, while 39% have a program specific system to report into
- 29% said that a lot of data re-entry (more than 50%) is needed into the Agency database(s)

Satisfaction with Grants Systems is low

- Moderate satisfaction with **Access to Technology** (score:3.1/5) and **Usage of Technology** (score: 2.9/5)
- Most dissatisfaction is with the ability of grantees (score: 1.94/5) and sub-grantees (score: 1.38/5) to cover the **costs of the software** needed to report into the Federal grants management system.

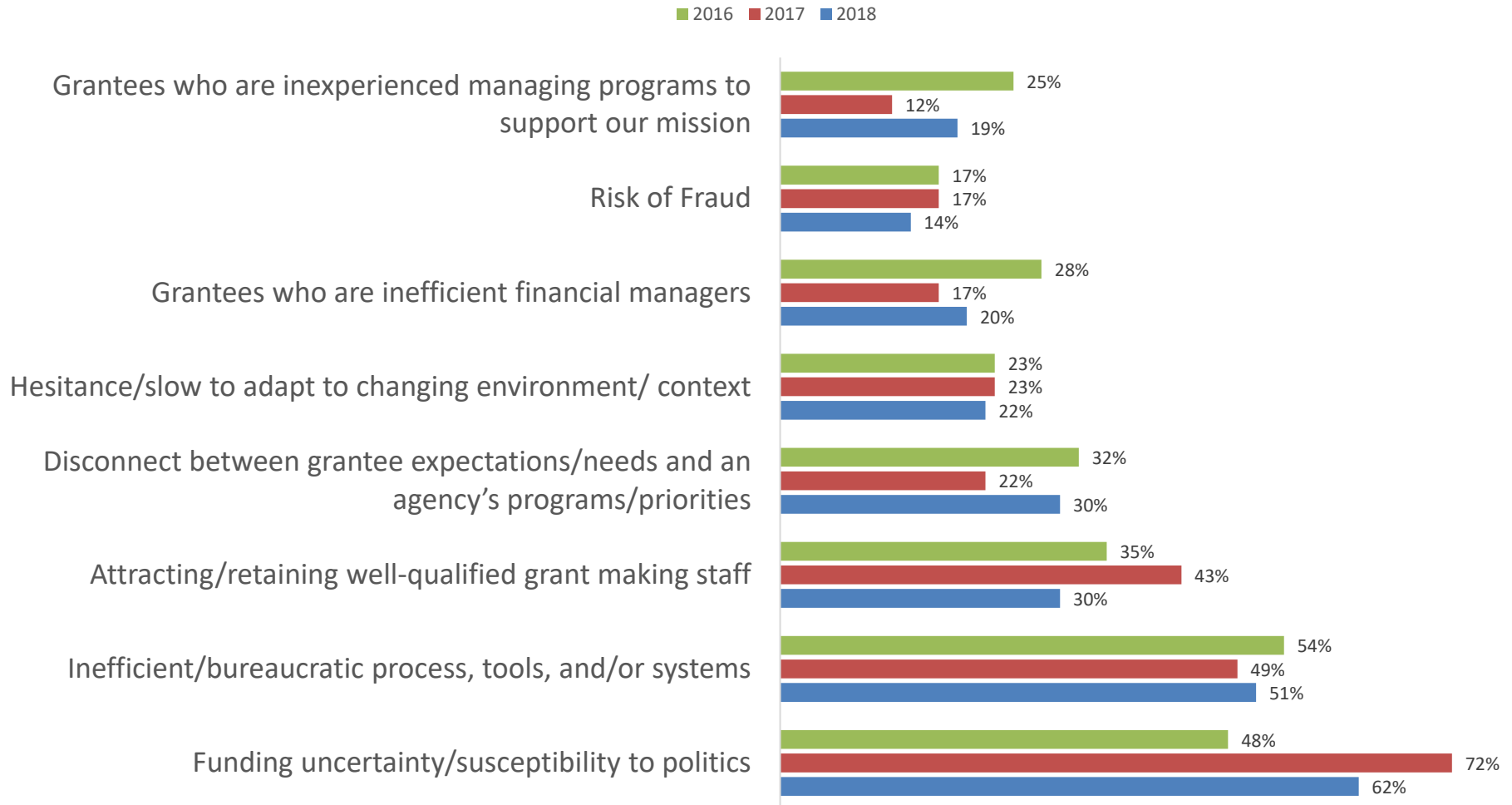
— Breakout of score by Respondent type:



■ State and Local ■ Non Government ■ Federal

Significant challenges and success factors

Challenges are still daunting, but the uncertainty of 2017 has calmed a bit



Qualified staff, tech assistance, and performance oversight are key to success

■ 2018 ■ 2017 ■ 2016

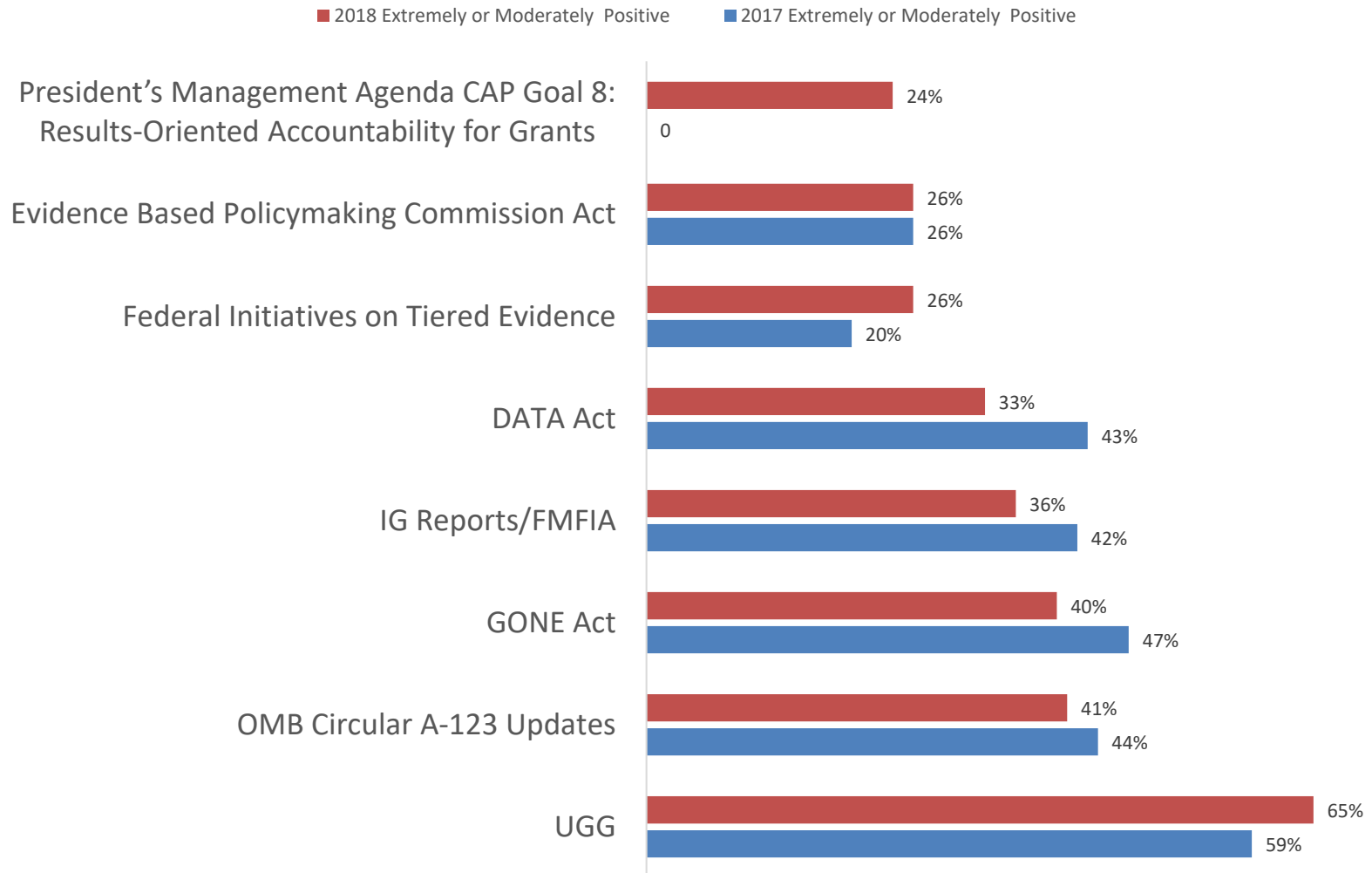


Key Takeaways

Key Takeaways

- Grant managers spend more time monitoring compliance than any other activity, and this increased in 2018
- 43% of federal respondents can't measure performance, or don't know if performance improved in 2018 (over 50% of state, local & NGO respondents say performance improved)
- Grant managers want data sharing/automated Fed-state interactions more than any other priority
- Grant managers aren't happy with access to technology, and costs of software needed to report to the Fed gov't

Grants directives are well-received, though CAP Goal 8 is not yet mature





S Y S T E M S

Reliable. Effective. Innovative.

www.reisystems.com

45335 Vintage Park Plaza
Sterling, VA 20166

First Last

(703) 555-5555

first.last@reisystems.com