



Nonprofit Grant Funding in 2026

Trends, Priorities, and Smarter
Ways to Compete

07.15.2026



Today's Speakers



Adam Roth

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Agenda

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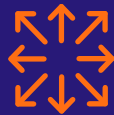
- 01. The current grant landscape**
- 02. Where funders are directing dollars and why it matters**
- 03. How strategic timing gives your organization a competitive edge**
- 04. Why AI is transforming how grant teams find opportunities**

The Current Grant Landscape



FUNDING AT SCALE

There are 12,390 live grants currently tracking across federal, state, local, and private sources, representing \$129.6B in available funding. That's the active opportunity pool right now. The question isn't scarcity. It's whether your team has the visibility to catch it.



FOUNDATIONS HOLDING STEADY

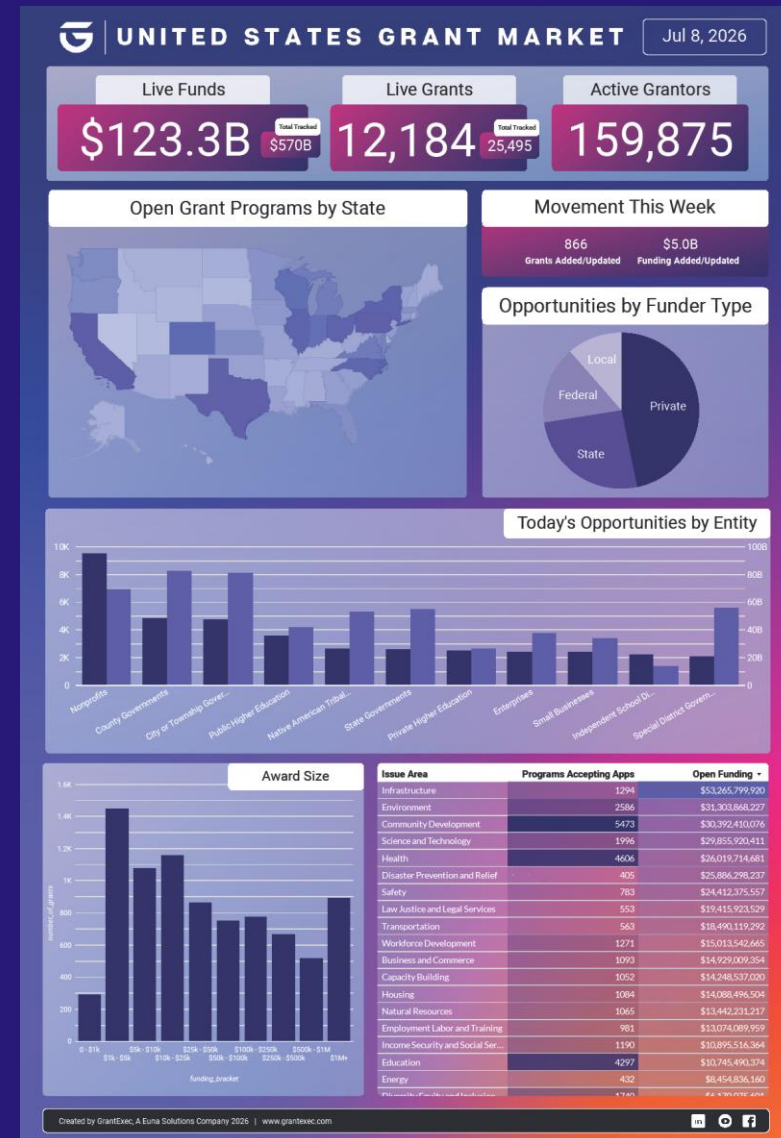
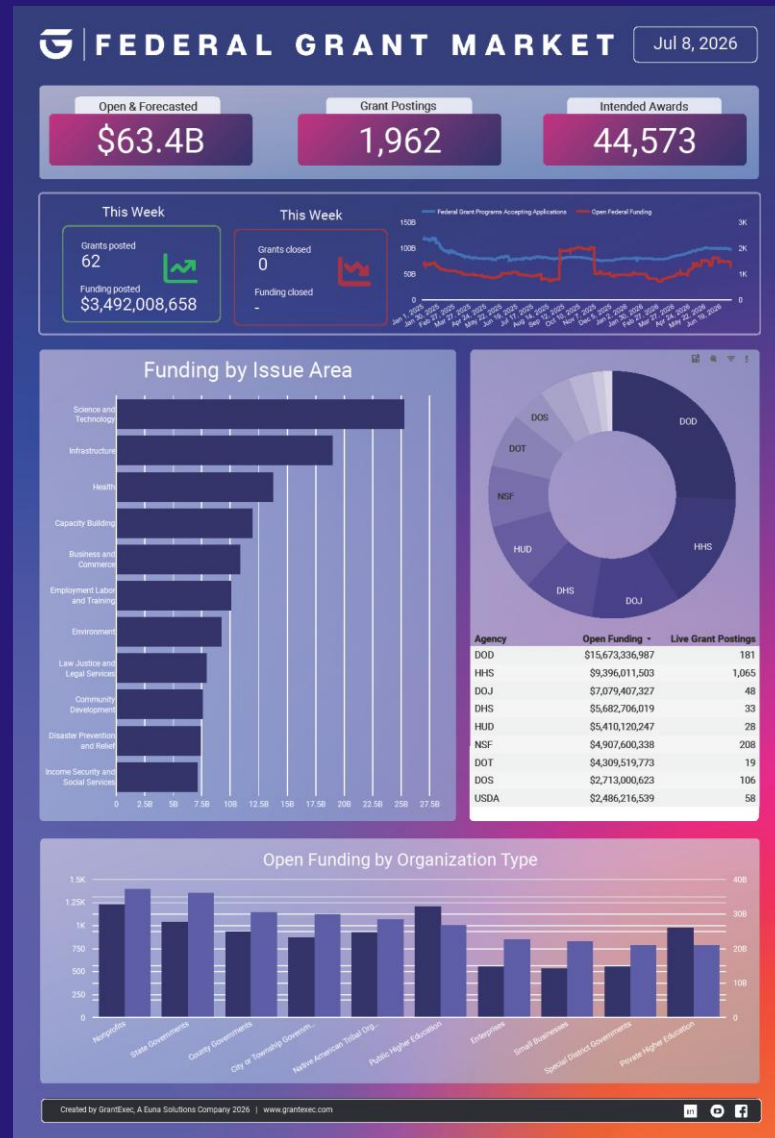
44.3% of U.S. foundations expect their giving to increase year-over-year in 2026, while 46.9% expect it to remain about the same and only 8.8% expect a decrease. This marks a significant shift from 2023-2025, when the share expecting to increase ranged from 23% to 37.3%. Foundations are moving capital deliberately.



SHIFTING FEDERAL PICTURE

73% of nonprofits report increased demand for their services alongside significant increases in staff burnout, financial distress signals, and difficulty raising funds from both government and foundations. Organizations diversified across federal, state, local, and private sources were better positioned to weather volatility.

The Current Grant Landscape

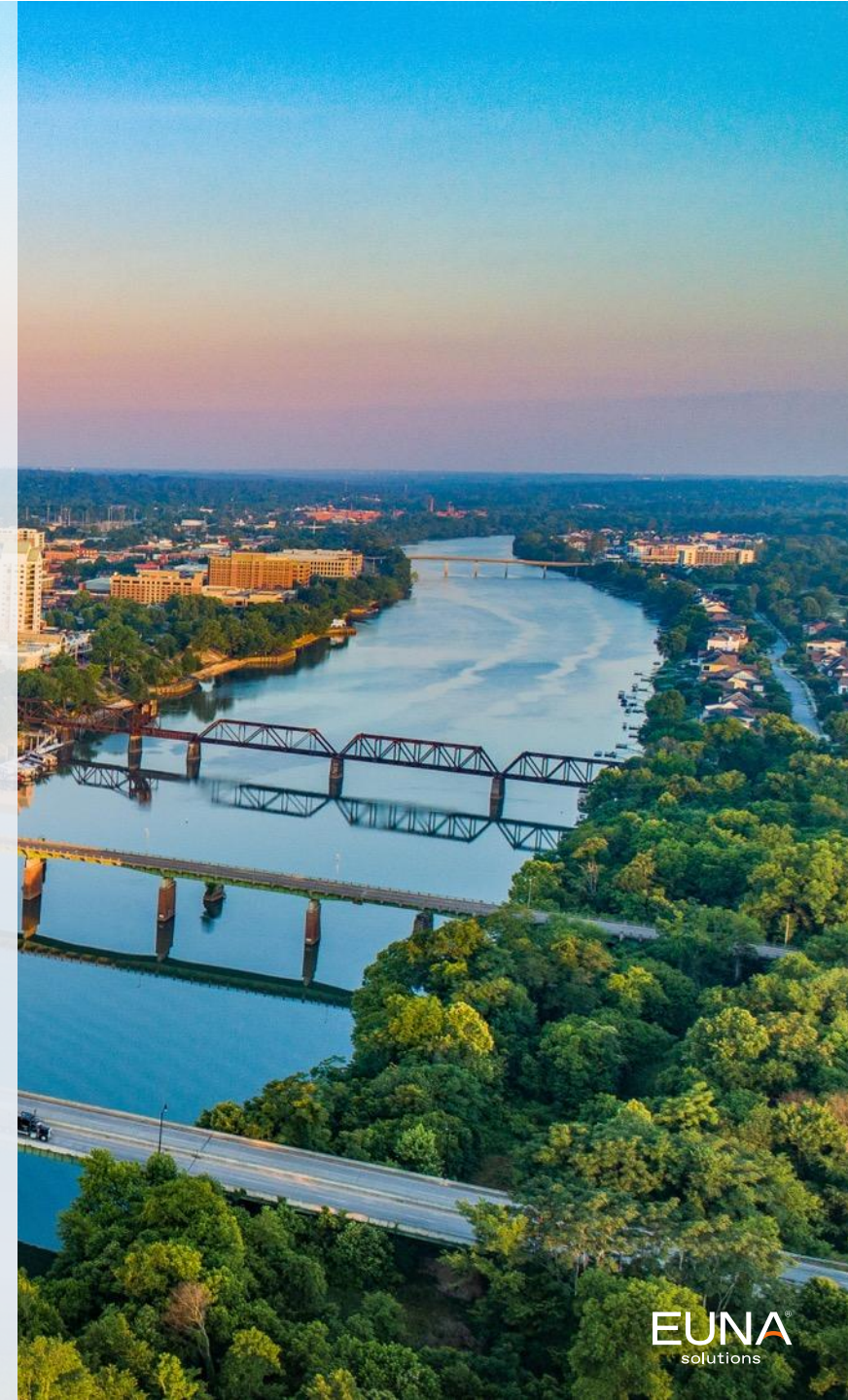


Where Funders Are Directing Dollars and Why It Matters



Given the current funding climate, what can organizations do differently to stay competitive for grants?

If two-thirds of grants are going to specific programs, what does that mean for how nonprofits should be framing their asks right now?

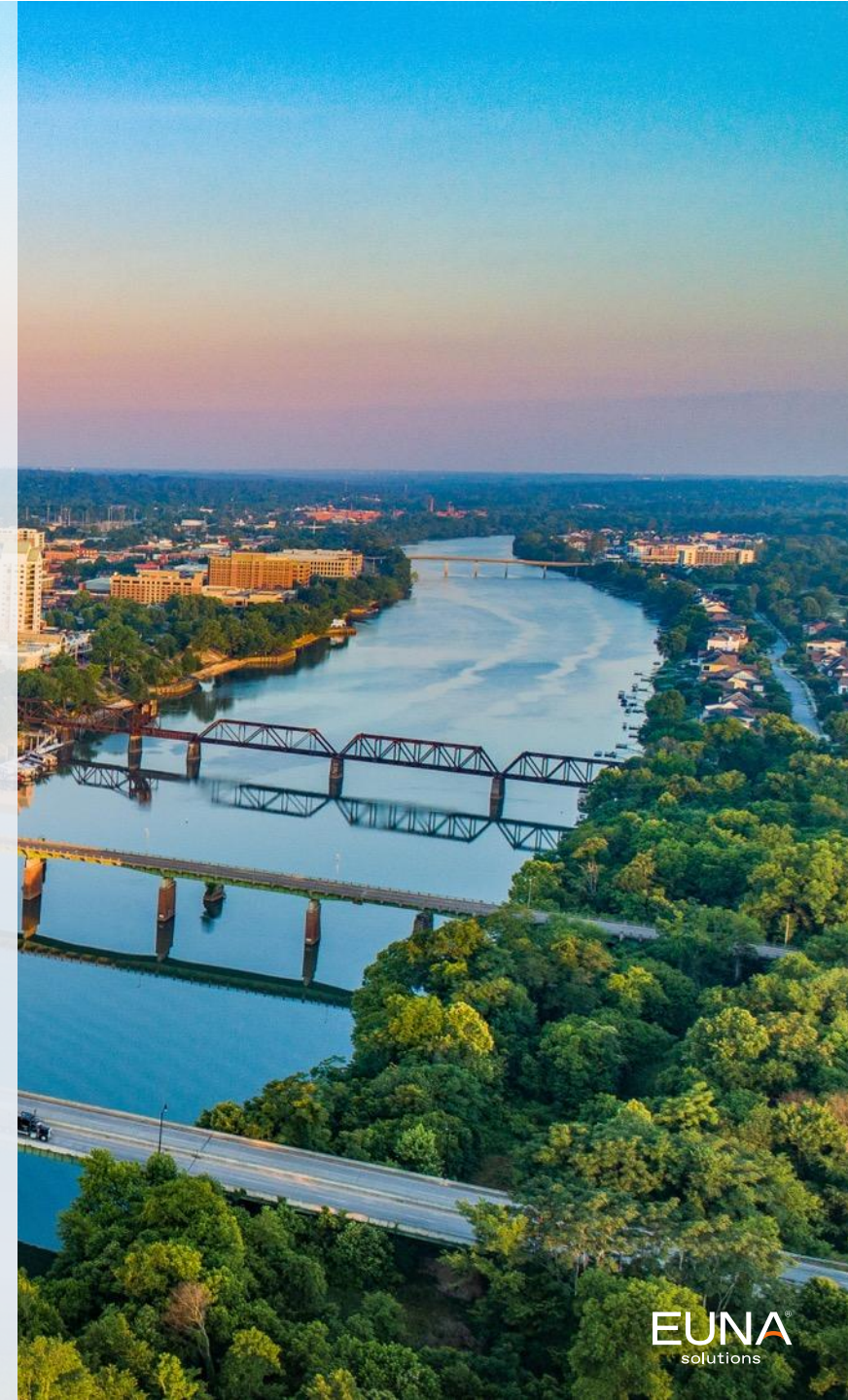


How Strategic Timing and New Tools Gives Your Organization a Competitive Advantage



What does "starting early" actually look like in practice, a phone call, a letter of inquiry, utilization of AI, something else?

For a grant team that's already stretched thin, how do you make the case internally to invest time in Q1-Q3 relationship building instead of just chasing what's open right now?

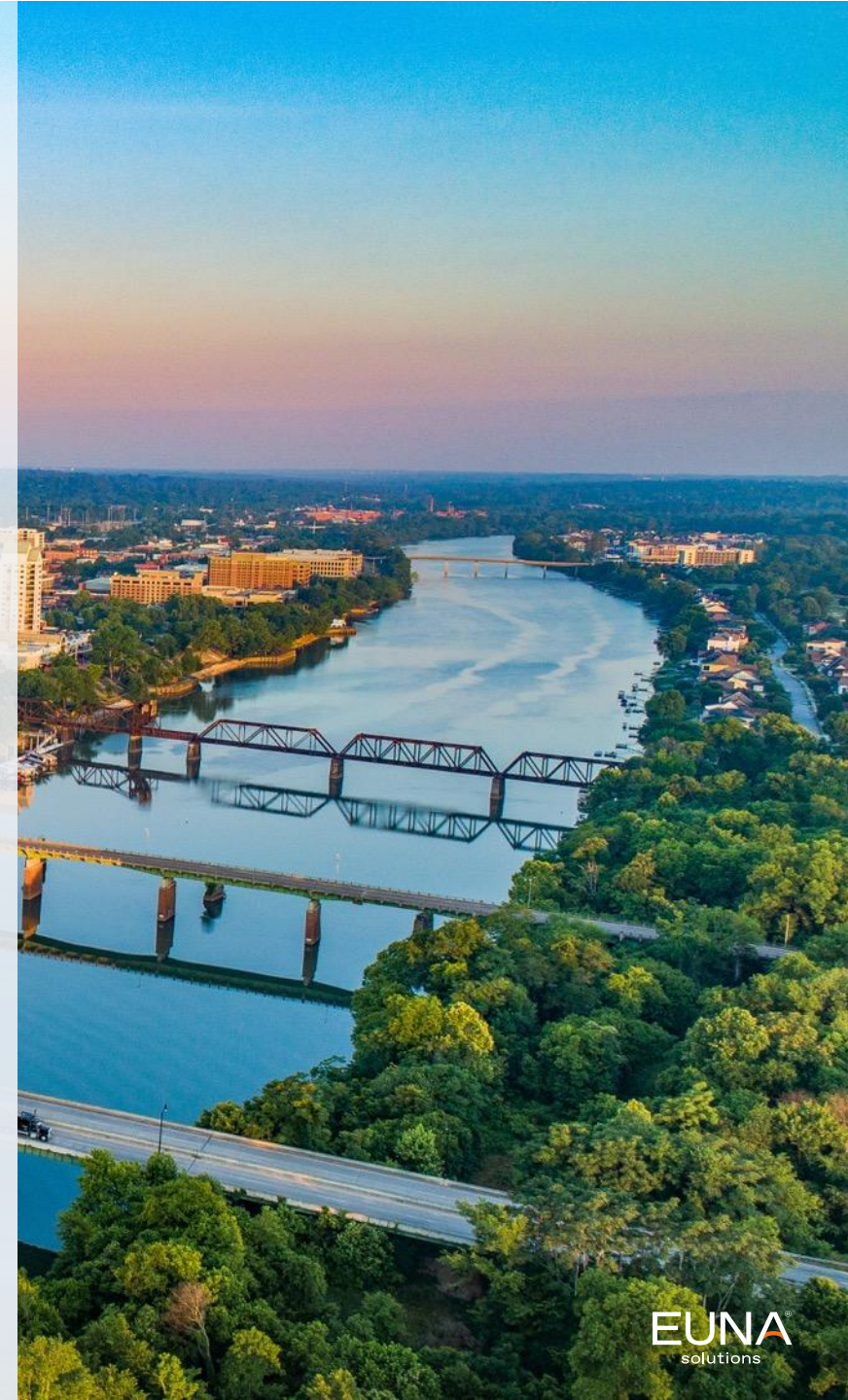


Why AI Is Transforming How Grant Teams Find Opportunities



What's the actual bottleneck for most teams right now, finding the right grants, or having the bandwidth to act on the ones they've already found?

As AI takes over more of the discovery and matching work, what should grant professionals be doing with the time that frees up?



Key Learnings

- \$129.6B in active grant funding with 12,390 live opportunities isn't a scarcity problem
- Nonprofits are facing increased demand alongside difficulty raising funds—foundations are stepping in with optimism
- 44% of foundations expect to increase giving in 2026; general operating support is rising (40% of grants in 2024)
- Relationship building has to happen well before Q4 when most funding activity concentrates
- AI is freeing up grant teams to focus on strategy and relationships instead of manual searching



2026 State of Grants Management and Technology Report

The report includes deeper analysis of the trends shaping grants management, and practical recommendations organizations can use to strengthen their programs.

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The background image shows a modern cable-stayed bridge with a pedestrian walkway in the foreground. In the distance, across a body of water, is a city skyline featuring a prominent clock tower, likely Big Ben in London. The scene is captured during twilight or dusk, with a blue and purple color palette. The word "Questions?" is centered in white text, with a short orange horizontal line below it.

Questions?
