



Cyndi MacKenzie

Consulting, LLC

Trust, Respect, Ethics, Growth



Artificial Intelligence Survey 2024

Open June 21 to July 15, 2024

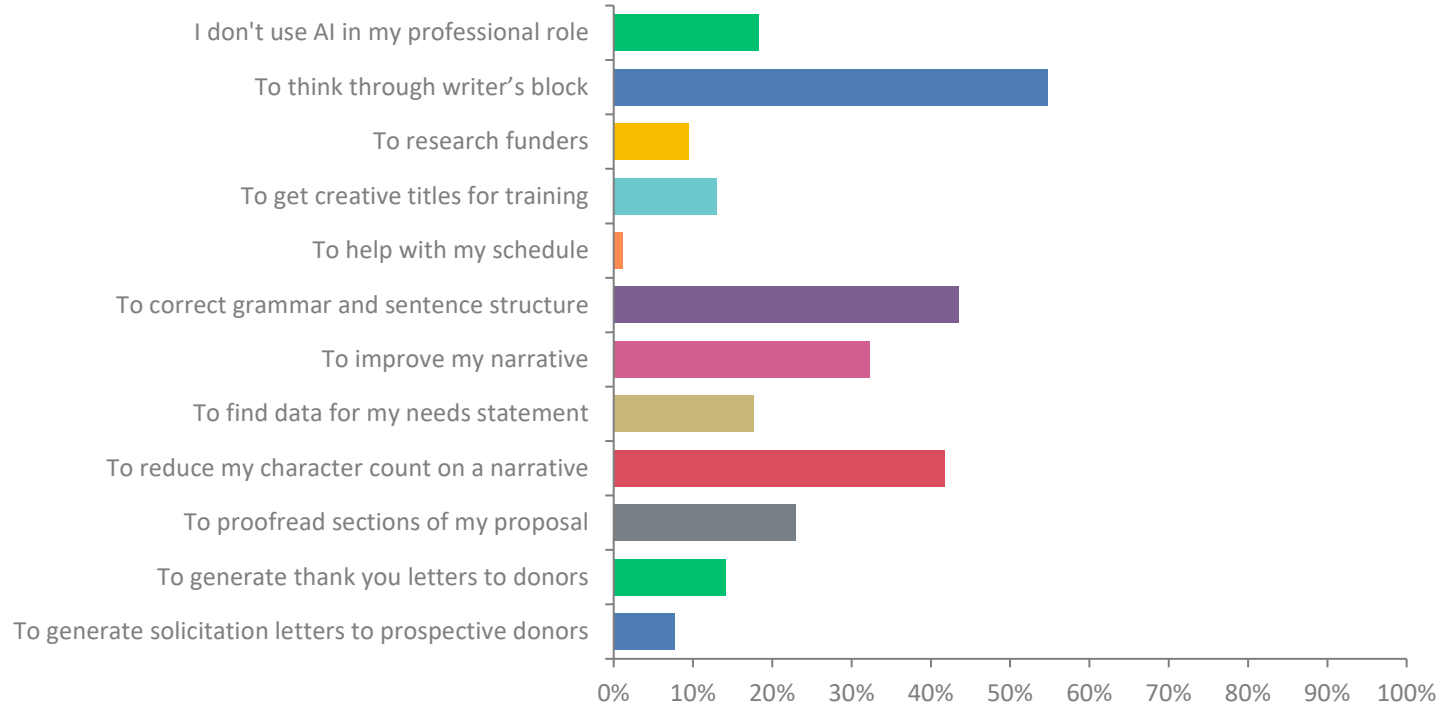
175 Respondents

Cyndi MacKenzie, GPC. (2024). Artificial Intelligence Survey 2024. Survey Monkey. Retrieved from <https://www.surveymonkey.com/r/6WZ69GV>.

© 2024 Cyndi MacKenzie Consulting, LLC

Q1: In what ways have you used AI that has helped you in your current grant professional role?

Answered: 170 Skipped: 5



Q1. Other Uses of AI

Answered: 27

Using AI

To generate email outlines when I need to convey complex information and not spend too much time on it; to create outlines for narratives; to see examples of things I need to create myself for a narrative (e.g. "Show me an example of a project timeline for engineering, designing, and constructing a paved trail in a community."); to identify elements of one-off, new things that I'm writing about in narratives (e.g. "what are the items that are typically included when developing a pro forma for a construction project?")

Q1. Other Uses of AI

Answered: 27

Not Using AI

I don't think AI should be a tool to generate thank you letters or solicitation letters - that's the job of a professional similar to AI not writing a grant proposal. From my experience donor centric and community centric style of writing and highly emotionally engaging story telling has not been included into AI

I prefer to use my own data and the organization's data and not pull from public sources/Internet.

Q1. Other Uses of AI

Answered: 27

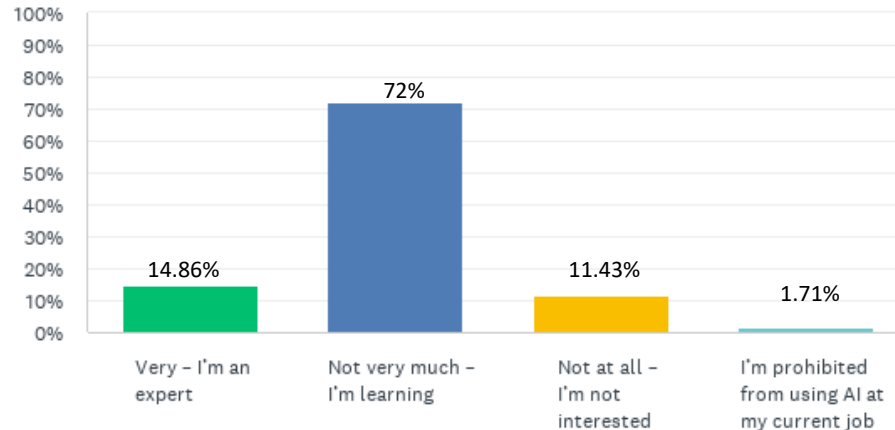
- Generate a letter documenting **proof of a 1:1 match**
- Developing **outcomes** with proposed target percentages as a conversation starter with program staff
- To do **math calculations**
- **Citations** for regulations/laws/rules
- **Translation**
- To develop **survey questions**
- Create **Titles for Projects and the Grant Program**
- **Summarize** NOFOs and RFPs
- **Tone and Comprehension**
- **Letter of Support**
- **Closed AI:** I put entire NOFOs and previous successful applications into a GPT, which I can then ask specific questions about the application. I double check this in the paper document.

Cyndi MacKenzie, GPC. (2024). Artificial Intelligence Survey 2024. Survey Monkey. Retrieved from <https://www.surveymonkey.com/r/6WZ69GV>.

©2024 Cyndi MacKenzie Consulting, LLC

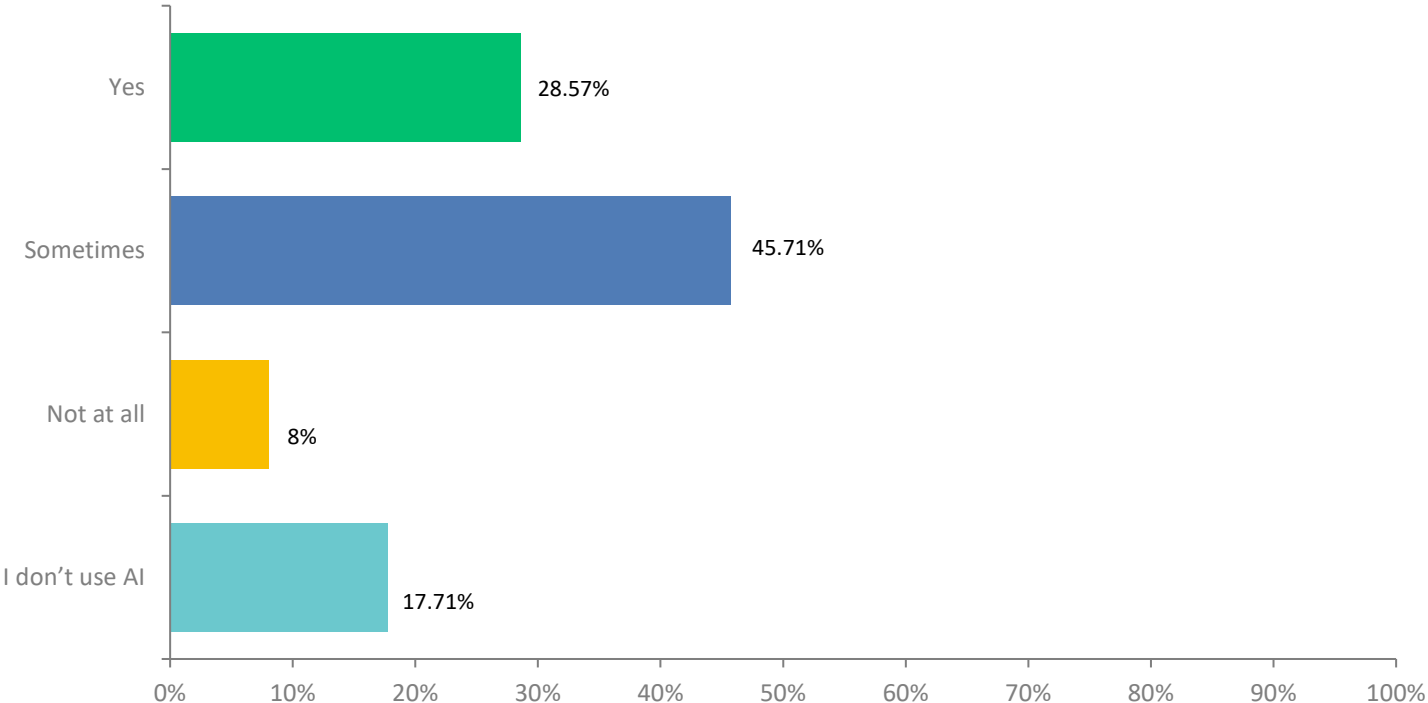
Answered: 175 Skipped: 0

Q2 How comfortable are you with using AI/LLMs in your work?



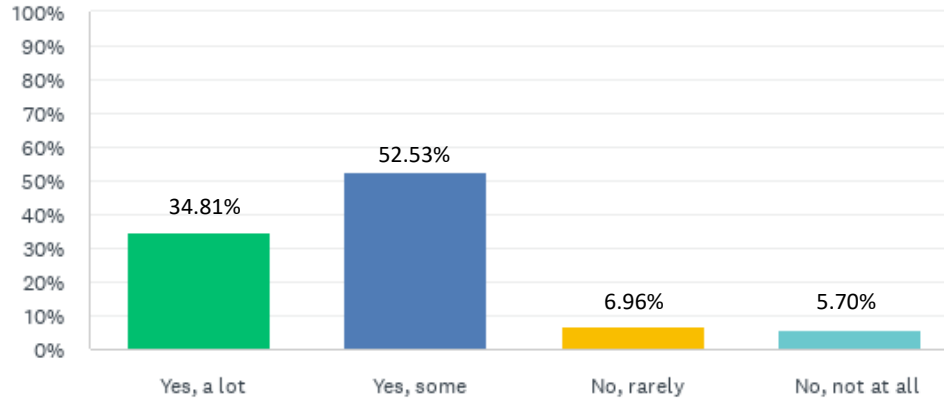
Q3: When using AI, do you find it effective in saving time on grant professional tasks?

Answered: 175 Skipped: 0



Answered: 158 Skipped: 17

Q4 When using AI tools, do you find you spend a lot of time editing what it produces?

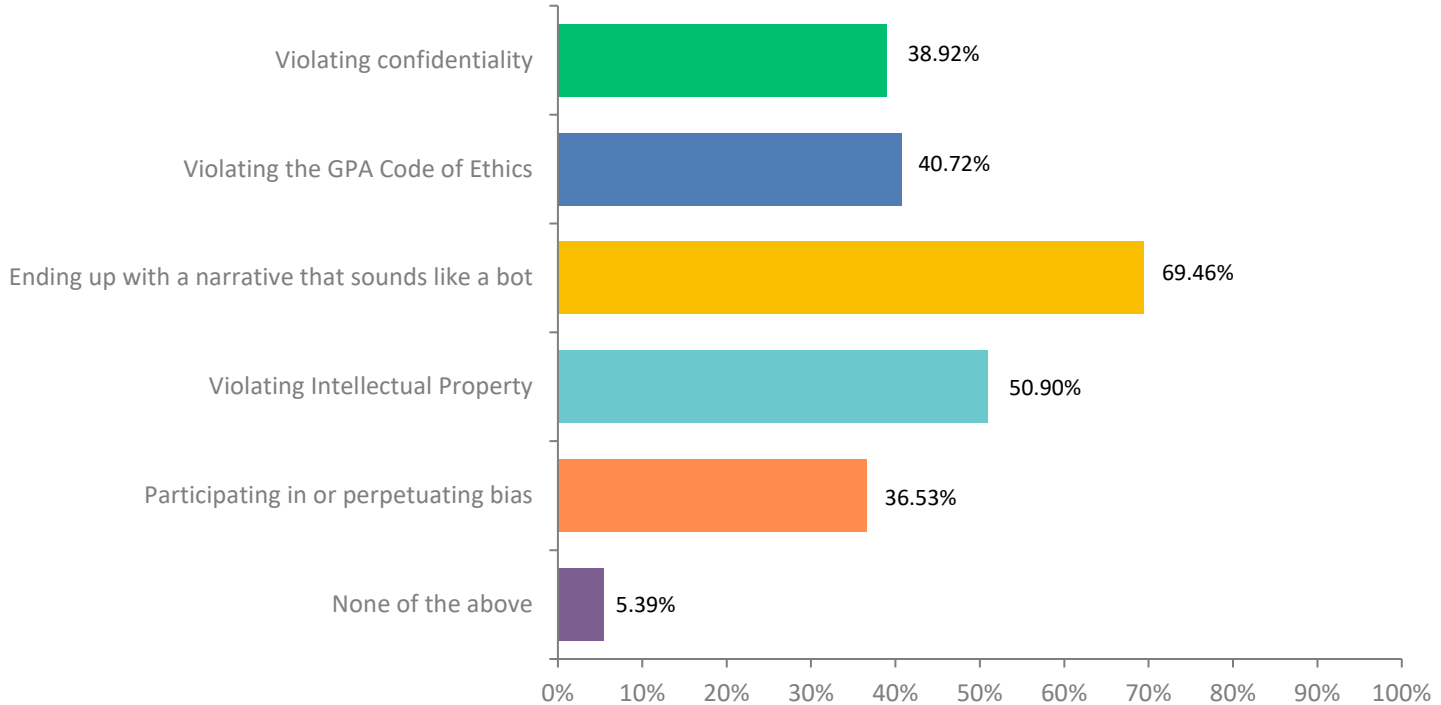


Cyndi MacKenzie, GPC. (2024). Artificial Intelligence Survey 2024. Survey Monkey. Retrieved from <https://www.surveymonkey.com/r/6WZ69GV>.

© 2024 Cyndi MacKenzie Consulting, LLC

Q5: What are your biggest concerns about using AI?

Answered: 167 Skipped: 8



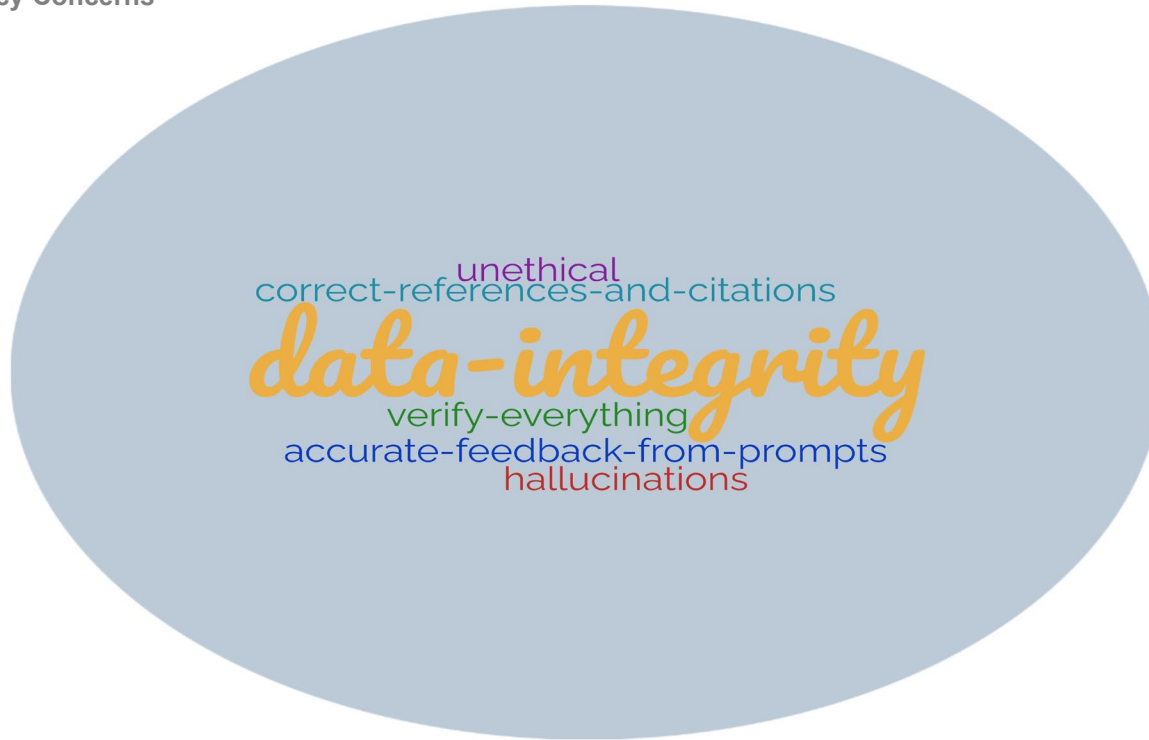
Q5. Other Ethical Concerns (please specify)

Answered: 34; Personal Concerns

- ✓ I worry about folks thinking grant writing is "easy" and can just be done with AI! It hasn't happened yet with grants, but I've seen some emails that are clearly written by AI that the writer is very proud of but are robotic and more importantly still lacking context/generating more questions.
- ✓ All of it! AI is still in such an infancy stage that I want to be really thoughtful and strategic with how I and my organization implements it so not to establish processes that will be negative in the future. But I also recognize that it would be a mistake to not make use of the benefits now.
- ✓ Younger grant pros relying too much on AI which will set a lower standard in our profession.
- ✓ Environmental impact of servers running AI - it uses a LOT of energy!

Q5. Other Ethical Concerns (please specify)

Answered: 34: Accuracy Concerns



Q5. Other Ethical Concerns (please specify)

Answered: 34: **Compliance Concerns**

- ✓ That funders indicate they will reject a proposal if AI has been used.
- ✓ Violating terms of the grant.
- ✓ Our organization is still evaluating whether or not to allow use of AI
- ✓ I don't use it for work in post award or compliance, so my concerns would lean towards pre-award using it and a violation for it popping up on my side.

Q5. Other Ethical Concerns (please specify)

Answered: 34: Open AI Concerns

My concerns
related to
Open AI
are...

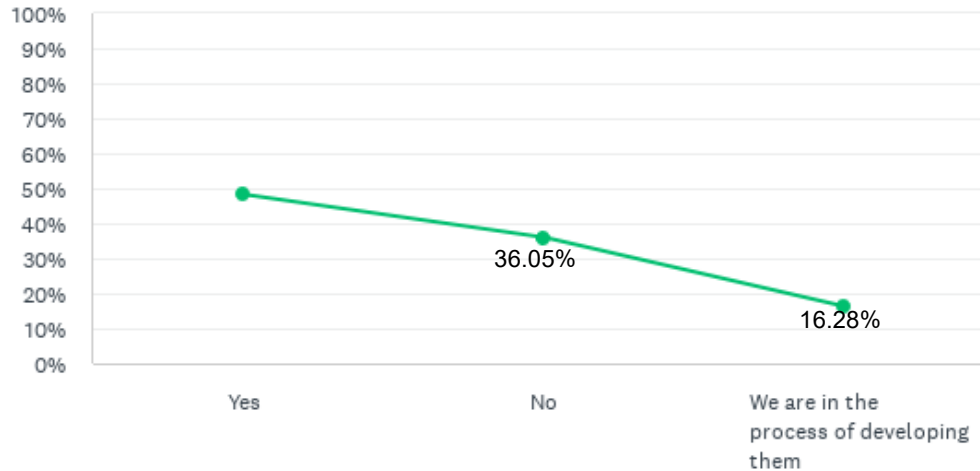
Training the AI

Having narrative responses that will duplicate or be very close to someone else using AI ending up with text that duplicates competitors' application

Is it really saving me any time at all?; Open-source scares me- the implications that our data could be out in the world- so I use a closed source AI

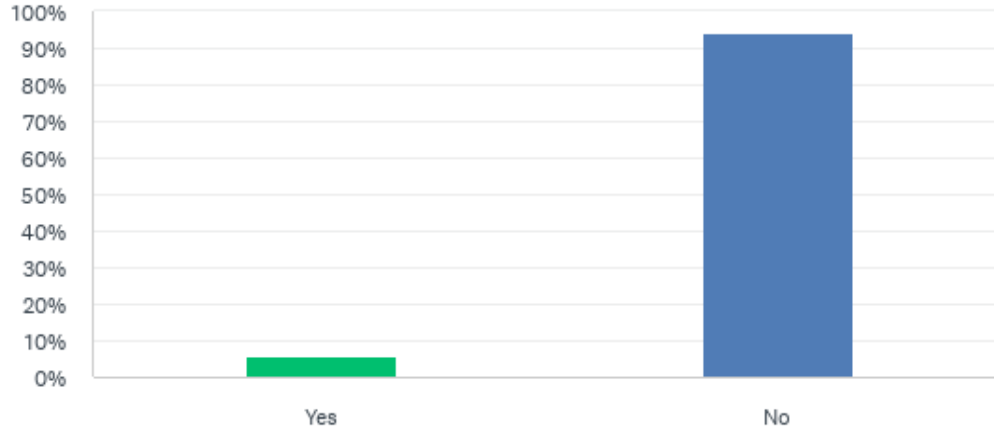
Answered: 172 Skipped: 3

Q6 Does your organization have policies regarding the use of data privacy, use, and/or sharing?



Answered: 175 Skipped: 0

Q7 Have you seen any grant applications that prohibit the use of AI in the proposal?



Q7. If yes, which funder prohibited the use of AI?

Answered:11

Kentucky Dept of Ed

Library of Congress

State Ed Agency

NIH Must Disclose Use

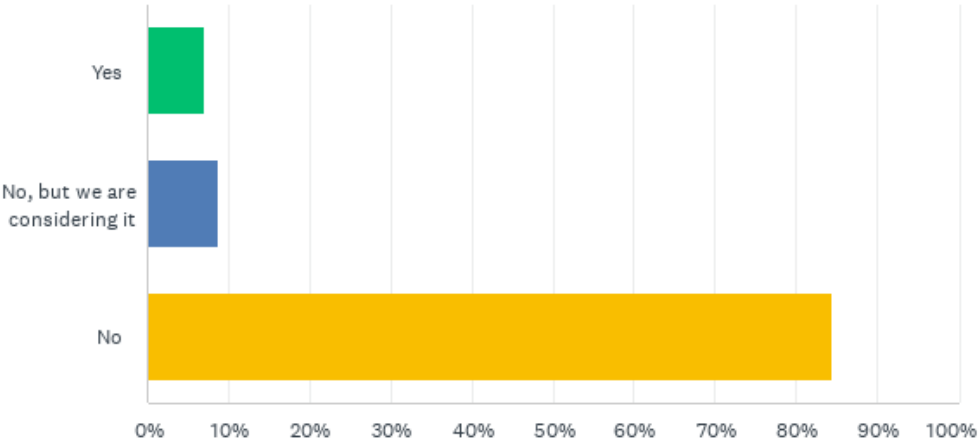
Federal Grant (not specified)

Smaller Organizations

Cannot Recall Name (4)

How Would They Know? (learning challenge disadvantage)

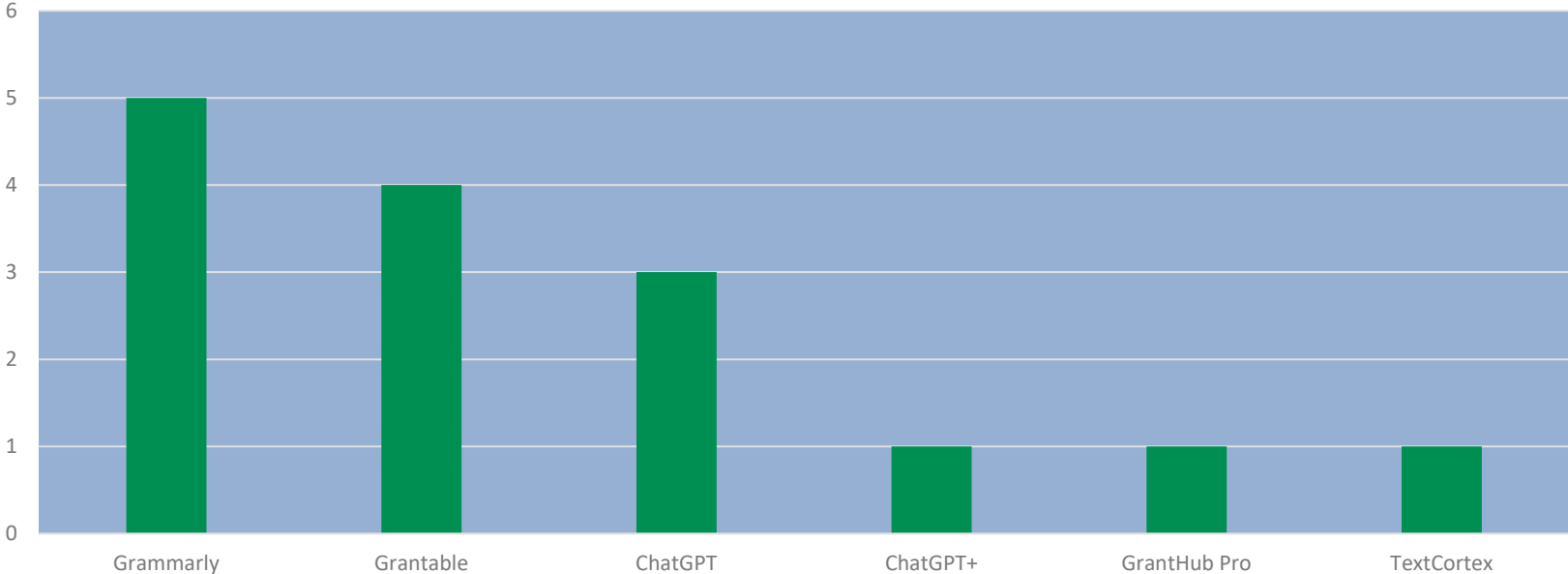
Q8 Has your organization engaged in paid agreements for the use of AI tools specifically for the grant profession or fundraising efforts?



Q8. Which AI tool do you use?

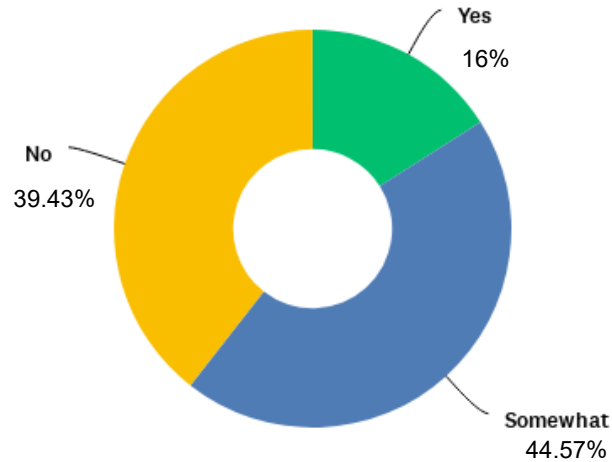
Answered: 12

7% of Respondents Are Using These AI Tools



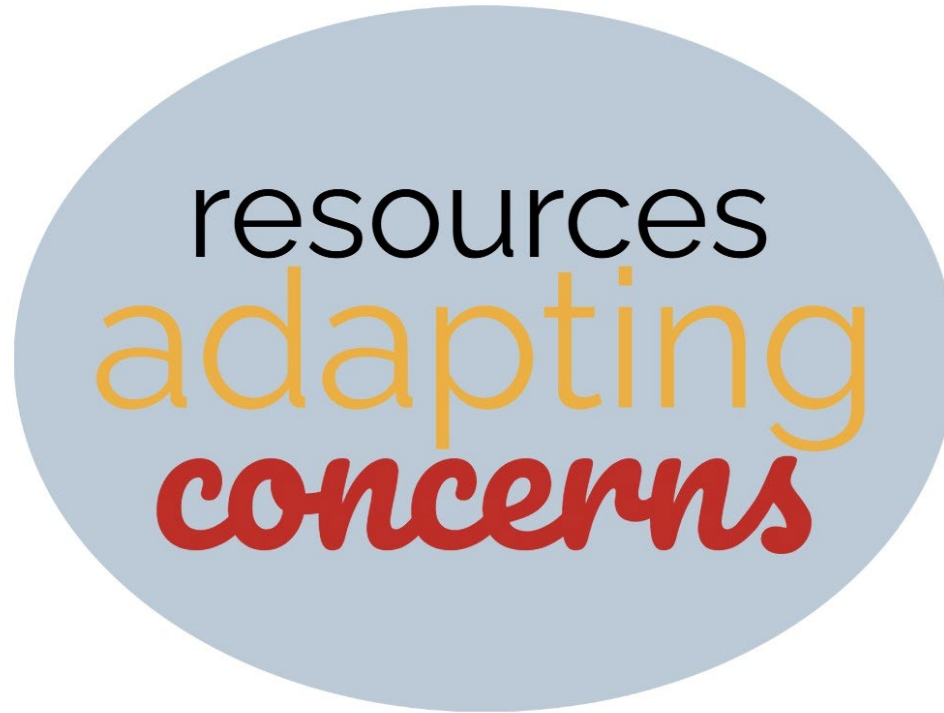
Answered: 175 Skipped: 0

Q9 Do you understand about open-source models of AI and closed AI models?



Q10. Is there anything else you would like to share about AI in the grant profession?

Answers: 53



Q10. Is there anything else you would like to share about AI in the grant profession?

Answered: 53; Adapting

- ✓ AI provides more access to formulating good LOIs and grant proposals for folks with a very limited background in fundraising. If someone understands AI and uses it responsibly, it should be celebrated.
- ✓ It is extremely helpful when trying to work on proposals where I don't know a lot about the topic. For example; I knew very little about cyber competition teams and needed a starting place and AI helped with information that I then used to craft some sections.
- ✓ I'm becoming more open to the idea. We have all used spellcheck and Grammarly and they are considered uses of AI. With guardrails and limitations, it can be used as another tool for grant writers, but I wouldn't depend on it.
- ✓ We have developed custom GPTs that are specific to our grant writing needs as well as looking for bias in narratives and storytelling

Q10. Is there anything else you would like to share about AI in the grant profession?

Answered: 53; Concerns

- It is a field that is growing and changing so fast, it seems difficult to keep up.
- I think that AI presents exciting opportunities for small nonprofits often in marginalized communities to apply for grants that were previously unavailable to them. Having said that, I am concerned about the possibility of inaccurate information and systematized bias in AI.
- Re privacy - we are bound by HIPPA regulations, so some data & all patient information is strictly limited & can't be disclosed.
- I have concerns about long term advancements of AI and the need for regulation of some facets of AI. I'm talking with experts on AI how do we balance use of AI so human input is greater than AI input?
- I should learn more but here is my take: computers have logic, but they do not have reason. I must be culturally sensitive, and I am uncomfortable with AI.

Q10. Is there anything else you would like to share about AI in the grant profession?

Answered: 53; Resources

- Where can you get training?
- I am extremely interested in how other consultants are talking with their clients about how they are using AI. Do you have to get permission from the client or disclose? Do you charge the same amount for using AI and if you are doing the writing/editing yourself?
- Training in the effective use of AI for grant writing needs to be free. Putting this resource behind a paywall will perpetuate inequities and delay proficiency for smaller nonprofits and independent writers.
- There needs to be more transparency around how grantmakers are using it review applications
- What services count as AI — is the Editor in Word AI? Grammarly? **YES**



Cyndi MacKenzie
Consulting, LLC
Trust, Respect, Ethics, Growth



Artificial Intelligence Survey 2024

Cyndi MacKenzie, GPC. (2024). Artificial Intelligence Survey 2024. Survey Monkey. Retrieved from <https://www.surveymonkey.com/r/6WZ69GV>.

© 2024 Cyndi MacKenzie Consulting, LLC