

Recommended Grant Prospecting Platforms + Cost

1. Instrumentl (Best all-in-one / premium)

Cost (as of March 2026):

- \$299/mo (standard tier): 10 projects (unique programs or agencies)
- \$499/mo (pro tier): 20 projects (unique programs or agencies)
- \$899/mo (advanced tier): 40 projects (unique programs or agencies)

Database: 450k+ funders

- AI-powered matching + ongoing prospect alerts
- Combines prospecting + tracking + grant management
- Strong analytics + peer funder insights

2. Candid (Foundation Directory / GuideStar)

Cost: \$2,995/year

Database: ~1.9M orgs + 3M grant records

- Gold standard dataset
- Excellent geographic & historical giving data
- Limitations: Less workflow / tracking vs newer tools

3. GrantStation (Best budget option)

Cost: \$199/year or \$299/2 years (discounted)

Database: 150k+ funders

- Very affordable
- Includes unique funders (giving circles, civic groups)
- Limitations: Less sophisticated matching/automation
- If you join the [Grant Professionals Association](#), this platform is included

4. Grantmakers Open Source

Cost: absolutely free!

Database: open source platform driven by IRS 990 data.

- No cost – great for new consultants and smaller organizations
- Access to all funders with a filed 990 on record
- Limitations: Difficult to research funders based on focus areas; most powerful for agencies/consultants who already have a prospect list and need to deeper dive into pre-determined funders