

State of Surrogacy 2023



Executive Summary

Executive Summary:

- **Surrogates are truly special.** The #1 and #2 most important factor to choosing to become a surrogate is "The desire to help a couple have a family" and "Calling to help others in need." Furthermore, they are more educated and have a higher household income than the average American woman.
- **Surrogates are HAPPY!** How Happy? 8 out of 10 surrogates stated to be "satisfied" or "very satisfied" with their overall journey; with a large majority, 83% of surrogates, stating they would consider being a repeat surrogate.
- **Key to Surrogacy Success? Strong family support.** The most important source of support for surrogates during their journey was family, 93% stating family as "important" or "very important".
- **Surrogacy benefits and base compensation both jumped.** Surrogacy benefits rose 35% from \$9,100 in 2019 to \$12,300 in 2023. Base compensation rose slower, but new base compensation expectations have also climbed from \$50,000 in 2023 to \$61,000 for future journeys a 22% increase.
- **Supermajority of surrogates did not experience postpartum depression and would consider surrogacy again.** 75% of surrogates did not experience postpartum depression or emotional challenges. 83% would consider surrogacy again, which is most likely because 80%+ had satisfactory journeys.
- **Strict stance on termination.** Only 3% allow for termination for cosmetic reasons – missing limb, minor deformity. 13% adhere to no termination at all with 50% allowing termination for major life threatening medical reasons, doctor recommendation only.

Executive Summary: Continued

- **Surrogates remain in high demand.** Consistent short surrogate match times, 30% within 3 months and 69% within 6 months; recent spike of 22% in base compensation expectations for future journeys and high first time transfer success rates reflect the on-going demand of qualified surrogates.
- **Surrogacy is a multi-year undertaking.** It takes an average of 12.6 months to go from consideration to being matched with an IP (intended parent). The average time from consideration to commitment is 7.1 months, and the average time from commitment to being matched is 5.5 months. This doesn't even take into account the attempts to get pregnant and the actual pregnancy and post-pregnancy recovery.
- **Majority of surrogates choose to work with an agency.** 54% of surrogate journeys used an agency versus 35% who managed it themselves and the remaining 12% were managed mainly by the IP.
- **1 in 2 surrogates willing to work with LGBTQ IPs.** 49% were willing to work with a same sex couple. In actuality, only 17% did so; which is likely due to the inability of independent surrogates to find such IPs.
- **Surrogates not seeking help for mental health issues.** Large majority of surrogates experienced no emotional issues, 75% and the frequency of postpartum depression is similar to that of the national average of 1 of 7 (14%) at (15%-17%). However, issues arise at the low rate receiving treatment, less than half at 46%. It is no wonder that the postpartum journey is the least satisfied part of the journey.
- **#1 Surrogate Pet Peeve.** Getting Back to Pre-Pregnancy Weight – 39% of surrogates stated that they struggled with getting back to pre-pregnancy weight. Surrogate post journey support in this area is need and lacking attention.

Methodology

- All data and insights captured via online survey
- 2023 survey completion captured from January 18, 2023 to February 24, 2023
- Overall sample size / n = 168 completions
- Please note that we ran a similar survey from December 6 to December 30, 2019 that had a sample size / n = 193 completions.
- We will at times compare 2023 results with 2019 results if they are applicable and provide trending insights.

Contents

- Surrogates background
- Pre journey findings
- During journey findings
- Post journey findings
- Compensation: Fees and benefits

Surrogate background

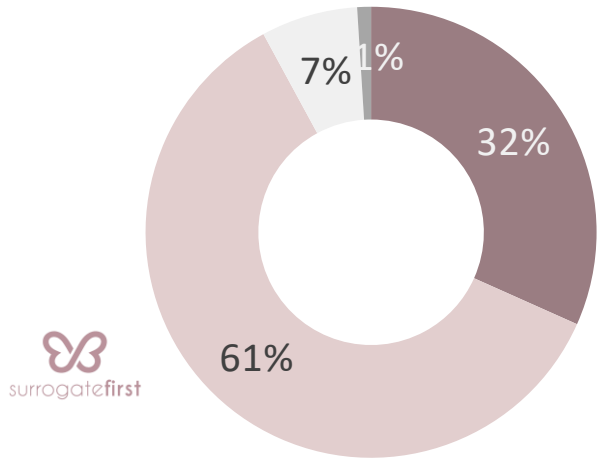
The majority of surrogates are 30-39 and live in City environments.

Age is not surprising since most surrogates need to have at least had one successful prior pregnancy to qualify to become a surrogate.



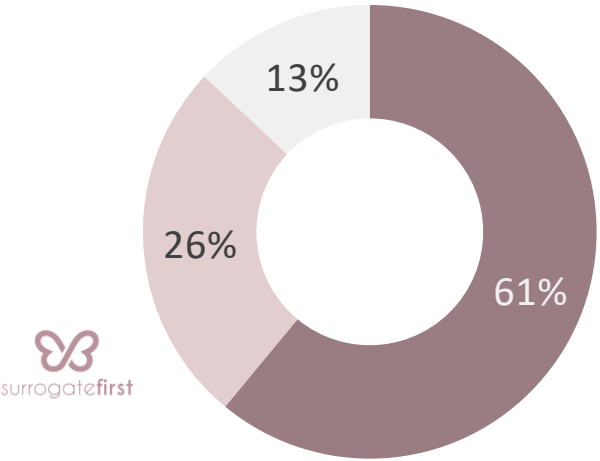
Age of surrogate

- 18-29
- 30-39
- 40-49
- 50+



During your most recent journey, what best describes the area you lived?

- City
- Suburb
- Rural



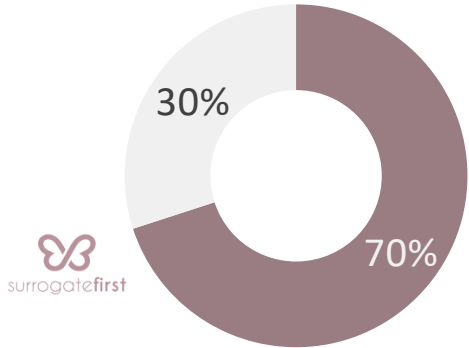
Supermajority of surrogates are married and white. In terms of religion, No religious preference and Christian/Evangelical were the most cited religion at 43% and 42%, respectively.

Both religious and non-religious people are drawn to become surrogates.



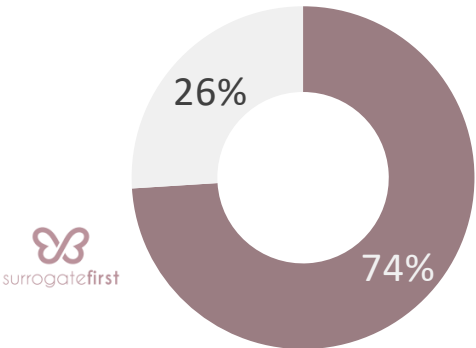
Marital status of surrogate

- Married
- Not Married



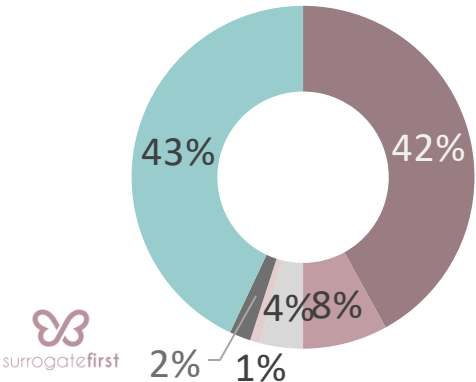
Race of surrogate

- White
- Other



Religion of surrogate

- Christian/Evangelical
- Protestant
- Catholic
- Jewish
- Other
- No religious preference



Almost half of surrogates have a 4-year degree or better along with a combined household income of \$75,000 or higher 50% of the time.

Plus 79% of surrogates' family are supportive of their surrogacy journey.

Surrogates are more educated than the average American populace. In 2022, only 39.6% of the US population had a 4-year degree or better*.

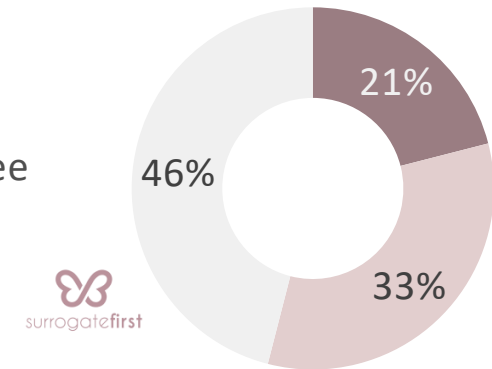
*Source: https://nces.ed.gov/programs/digest/d22/tables/dt22_104.20.asp?current=yes

**Note: income average was calculated using the following category weights: \$25,000, \$67,500, \$112,500, \$175,000



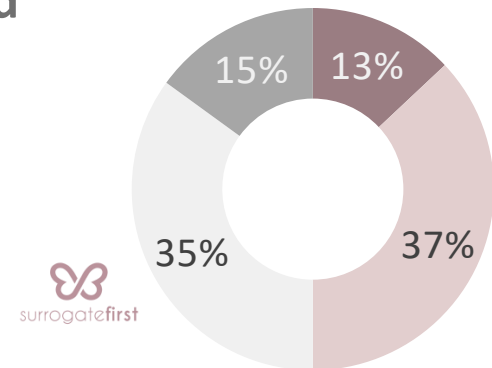
Education of surrogate

- High school diploma or less
- Vocational training/2-yr college degree
- 4-yr college degree or better



What is your combined household income?**

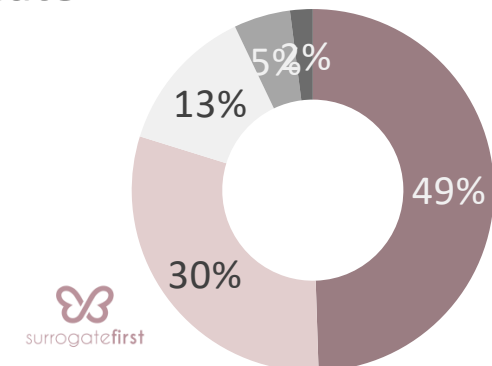
- Less than \$50K
- \$50K-\$75K
- \$75K-\$150K
- \$150K+



Average: \$94,000**

How supportive was your immediate family initially?

- Very supportive
- Supportive
- Neutral
- Unsupportive
- Very unsupportive

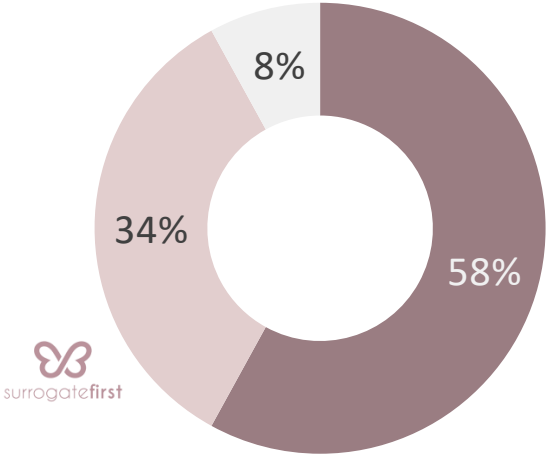


More than half of respondents just completed a journey within the last year. 59% also have only completed one journey thus far.



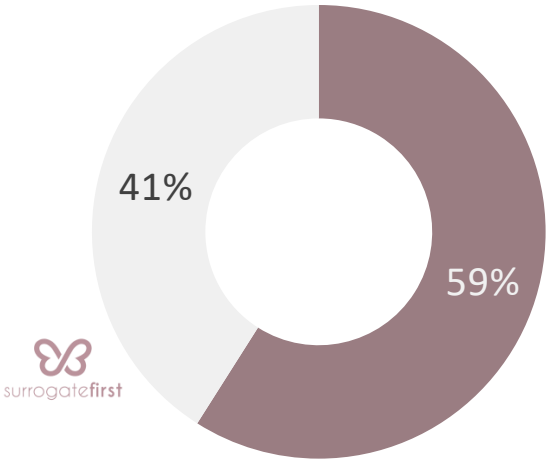
Have you ever been a surrogate?

- Yes, in the last year
- Yes, in the last five years
- Yes, more than five years ago



How many times have you been a surrogate?

- Just once
- Two or more times



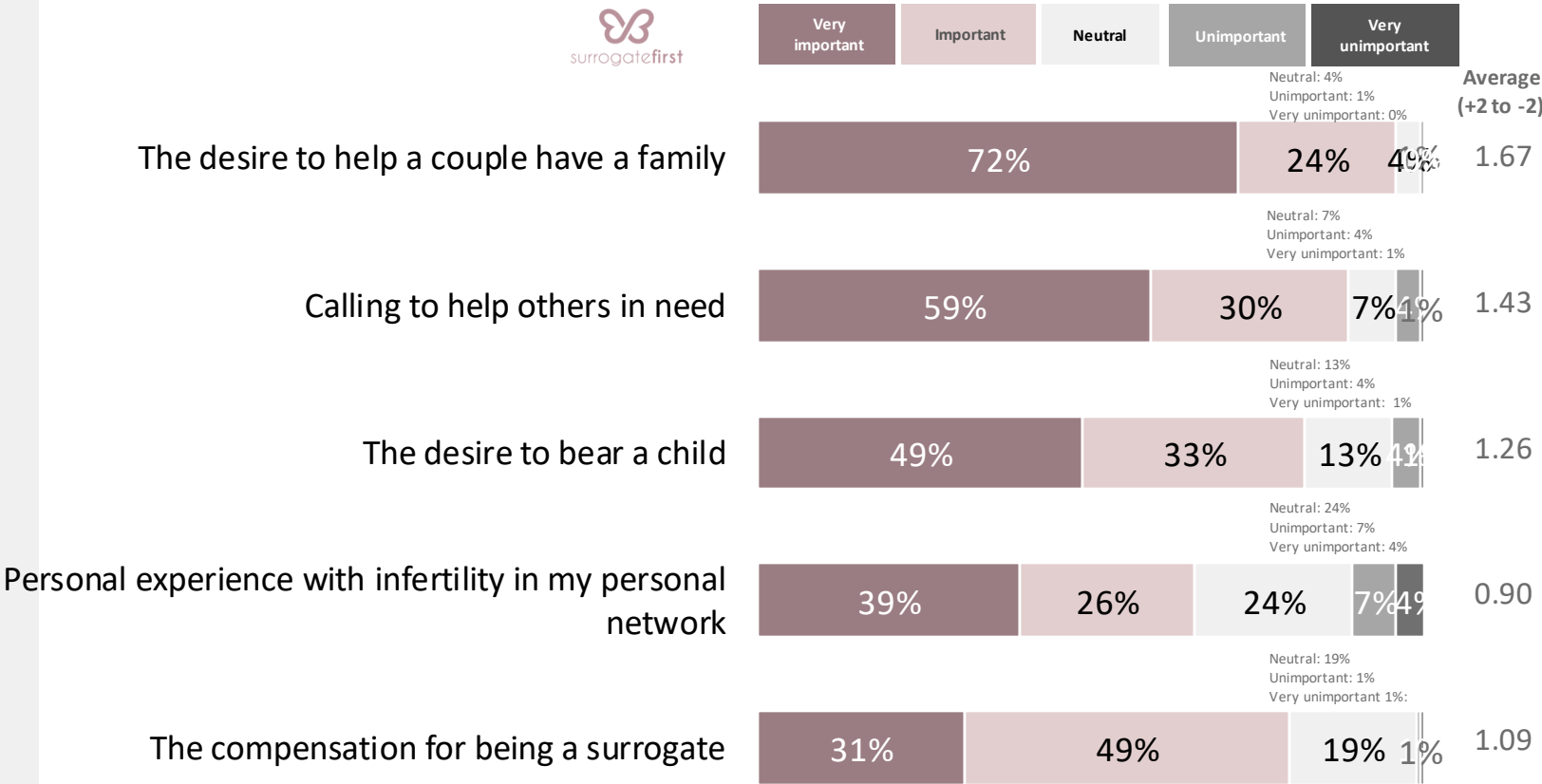
Surrogates are amazingly altruistic, and the #1 Very important factor in choosing to be a surrogate was “The desire to help a couple have a family” at 72%.

The #2 Very important factor was “Calling to help others in need” at 59%, which is similarly altruistic.

Many would be surprised that the least popular Very important factor was compensation at 31%.



How important were each of the following factors in terms of choosing to be a surrogate?



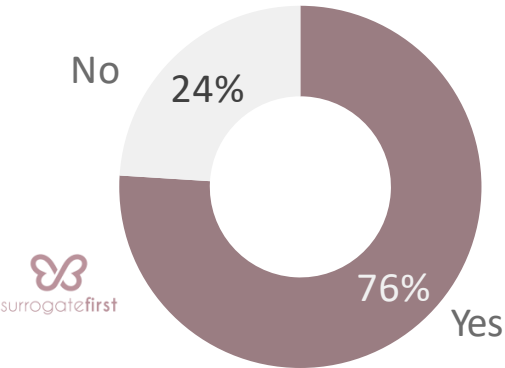
Pre journey findings

Surrogates were most open to work with a Traditional family ¾ of the time.

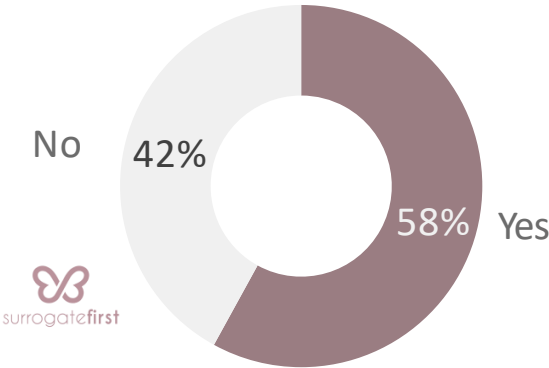
They were least willing to work with same sex couples at 49%.

What types of intended parents (IPs) were you willing to work with?

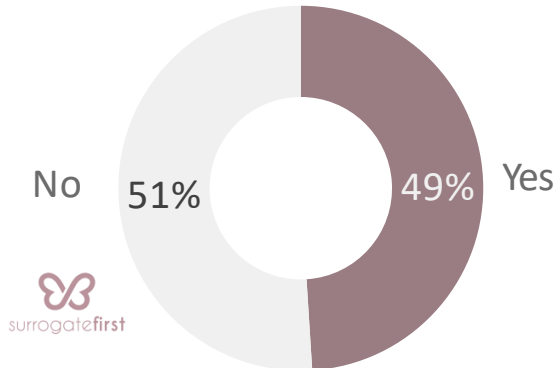
Traditional family



Single parent



Same sex couple

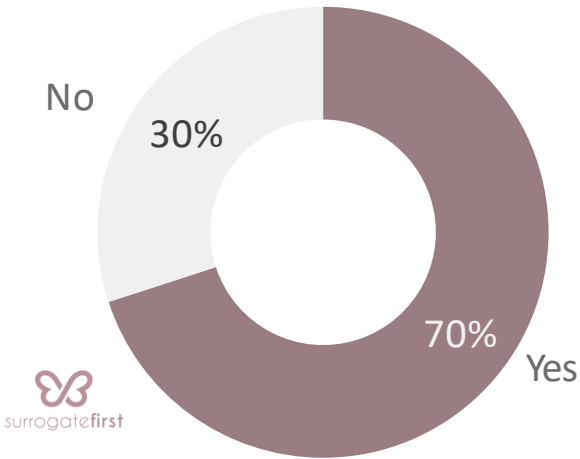


Surrogates place less emphasis on intended parent country of origin when selecting a good match.

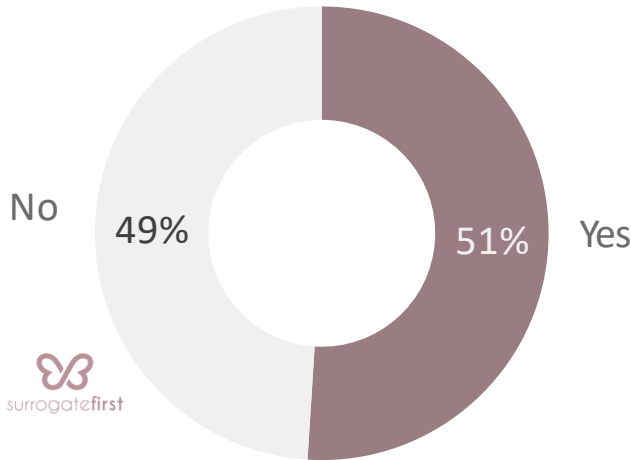
However it is not surprising that surrogates are 37% more willing to work with Domestic U.S. family.

What types of intended parents (IPs) were you willing to work with?

Domestic U.S. family



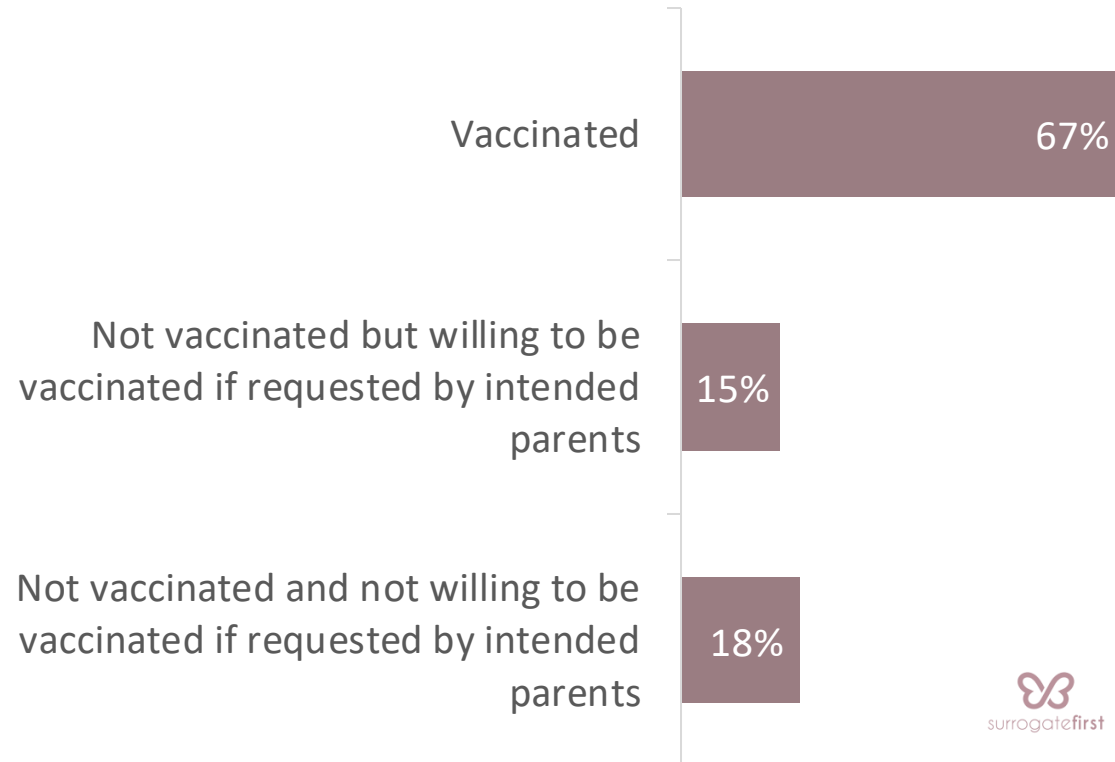
International family



Surrogates are vaccinated at a lower rate than the adult US population at 67% versus 79.1% of the US population adult population who completed the primary series*.

Roughly half of the unvaccinated surrogates would be willing to get vaccinated if requested by intended parents.

What is your outlook on COVID-19 vaccination?



Most surrogates have some termination stance. 50% only for life threatening reasons, 34% upon IPs' request.

What is your termination stance?

Termination for major life threatening medical reasons, doctor recommended only

50%

Termination at intended parents discretion

34%

Termination for cosmetic reasons - missing limb, minor deformity

3%

No termination at all

13%

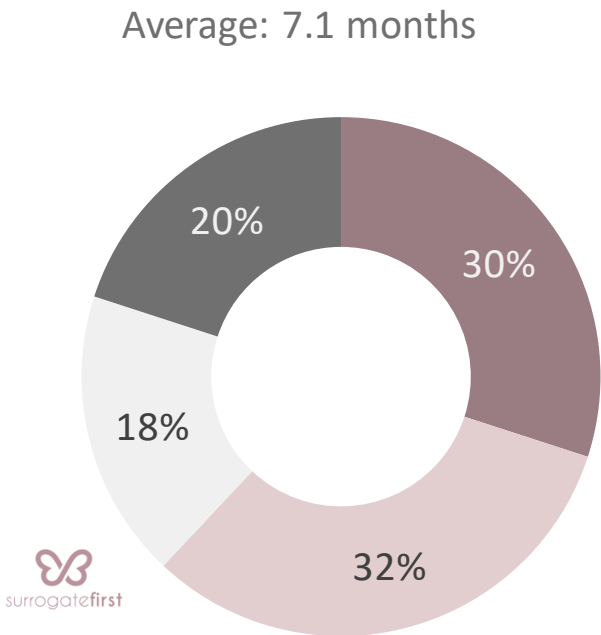


Surrogates research a lot, on average more than 6 months, before committing to surrogacy.

The most cited time frame from first consideration to final decision was 3-6 months.

How long was it from the time you first considered becoming a surrogate until your final decision to do it?

- Less than 3 months
- 3-6 months
- 6 months - 1 year
- More than 1 year



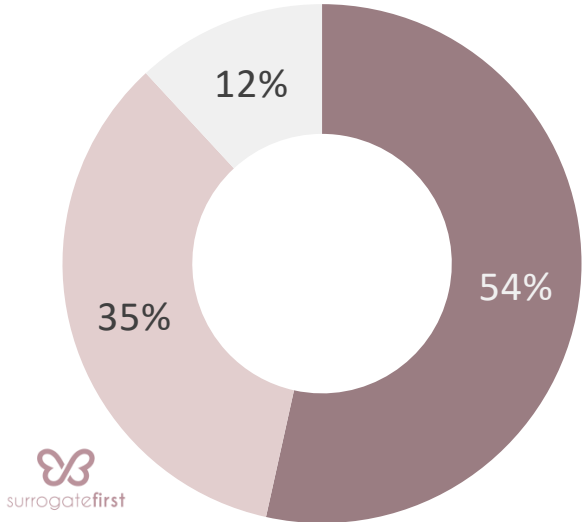
*Note: Average was calculated using the following category weights:
less than 3 months = 1.5, 3-6 months = 4.5, 6 months to 1 year = 9,
More than 1 year = 18.

The most popular choice to manage their surrogacy experience was via a surrogacy agency 54% of the time.

The second most popular choice was Independent, I managed it myself mainly at 35%.

How did you manage your surrogacy experience?

- I used an agency
- Independent, I managed it myself mainly
- Independent, my intended parents managed mainly

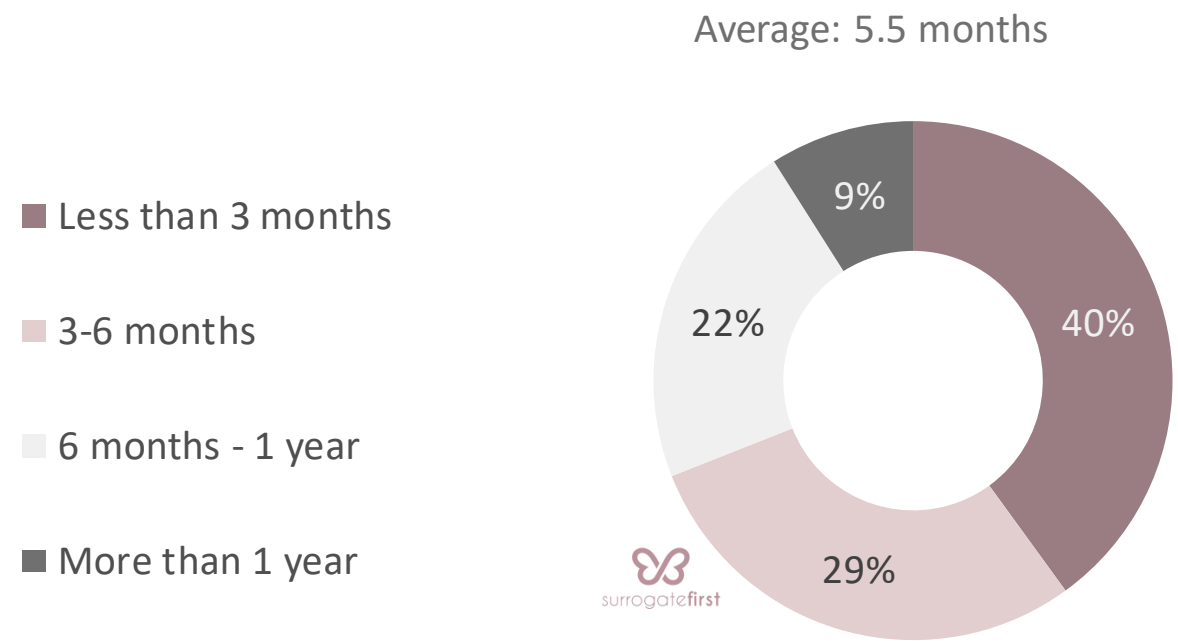


During journey findings

Surrogates remain in high demand with short match times at 5.5 months, resulting in long intended parents waitlists.

After deciding to become a surrogate, 69% were matched within 6 months; and 40% within 3 months.

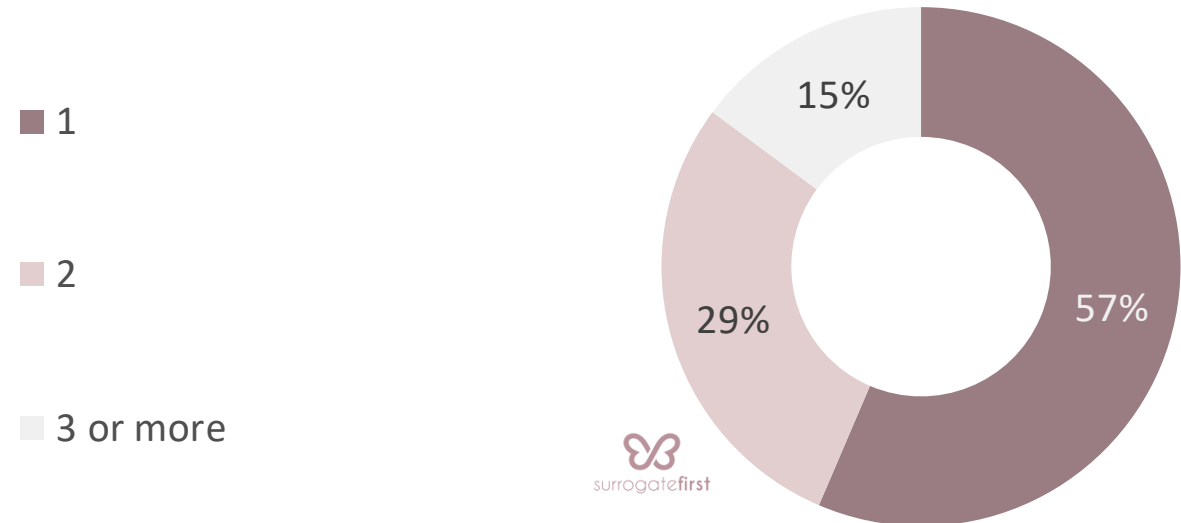
How long was it from the time you decided to become a surrogate until you were matched with a family?



Surrogacy IVF transfer success rates higher than national average*.

In about 9 out of 10 cases, a maximum of two attempts were needed for the surrogate to become pregnant with 57% succeeding the first time.

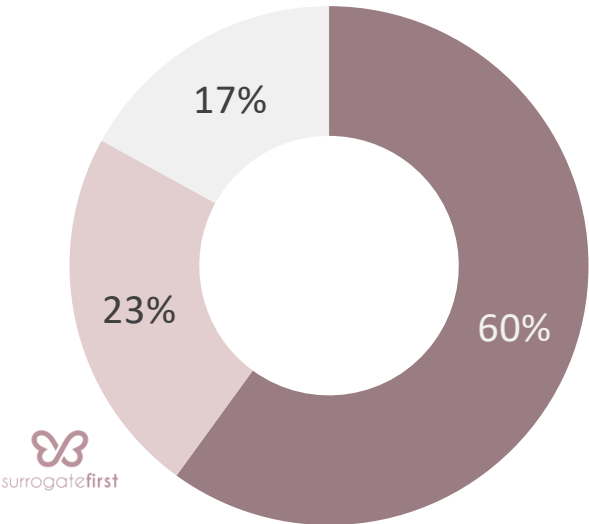
How many attempts were required before you successfully became pregnant?



3 out of 5 surrogates worked with a traditional family as IPs, about a quarter worked with a single parent, and 17% worked with a same sex couple.

What type of intended parents (IPs) did you work with?

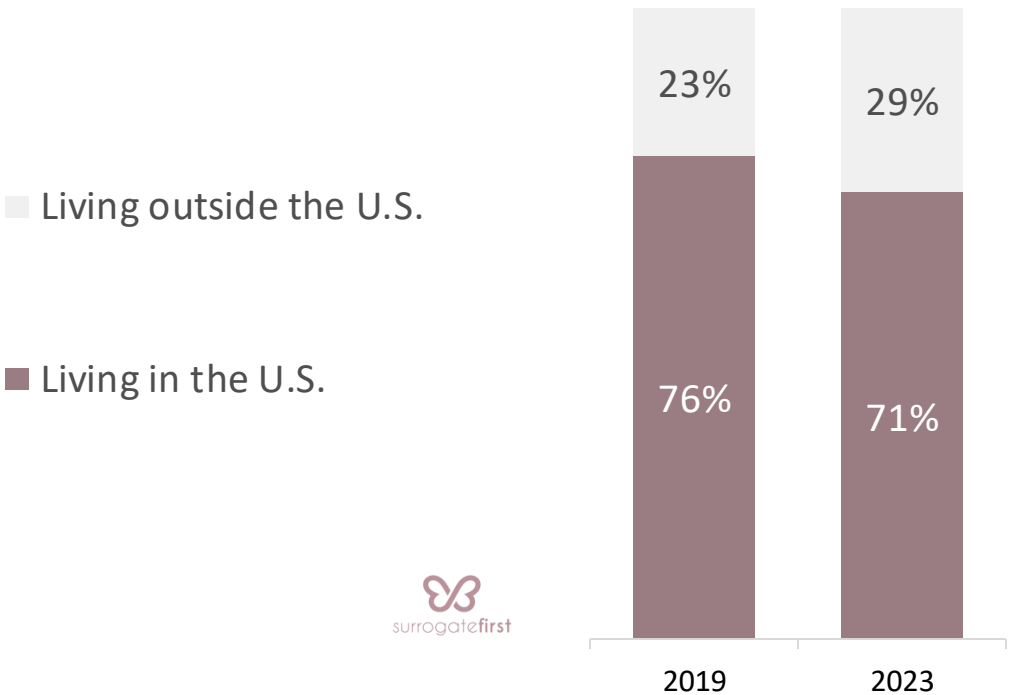
- Traditional family
- Single parent
- Same sex couple



Saw a 26% increase of surrogates working with international intended parents from 24% in 2019 to 29% in 2023.

Given the high quality bar of the US and more open surrogacy regulations, we believe this trend will continue in the future.

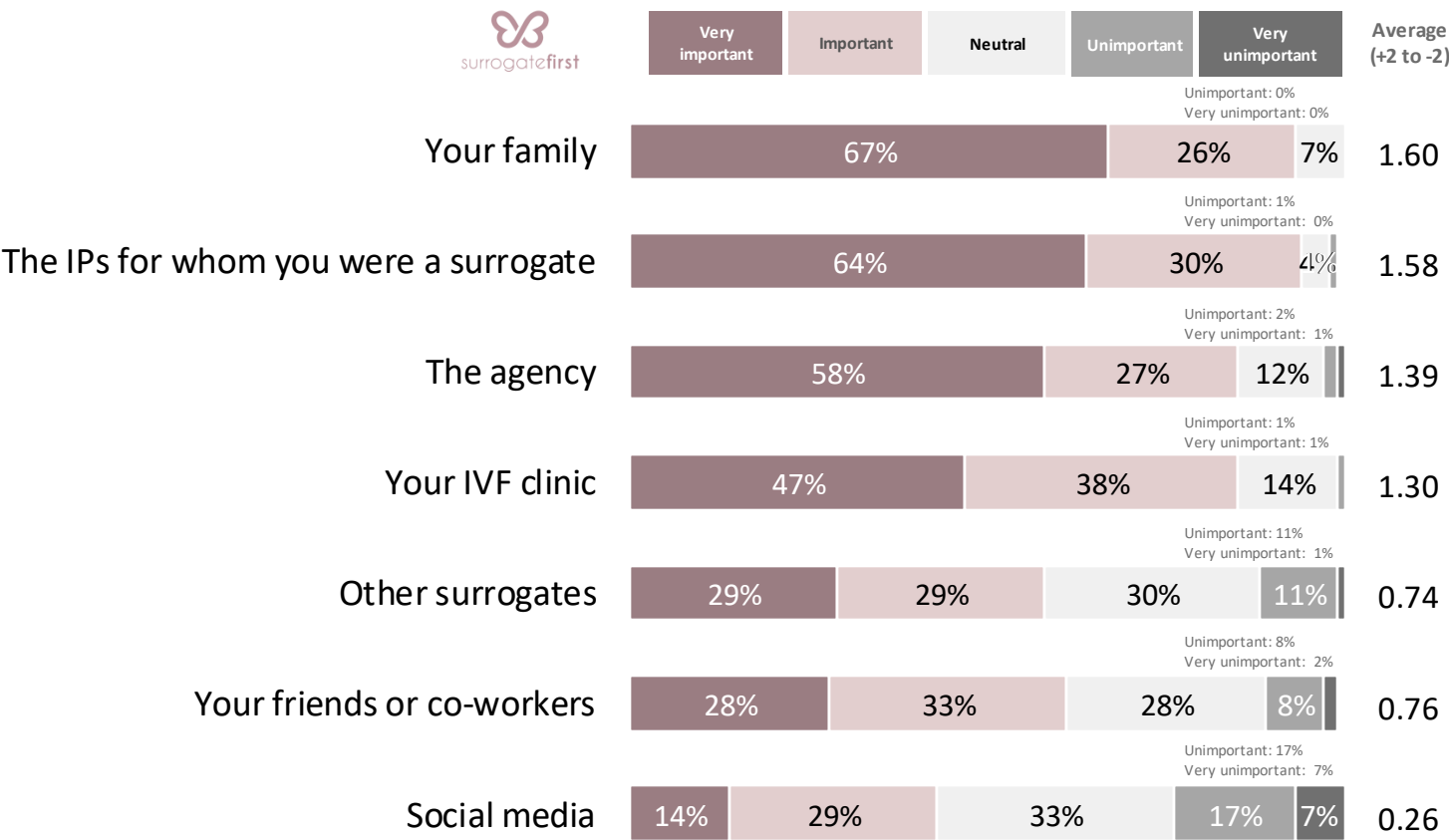
Were the intended parent(s) living in the U.S. or outside?



Healthy personal relationships are key to surrogate support.

The surrogates’ family and the IPs were the #1 and #2, respectively, most important for supporting during the surrogacy experience.

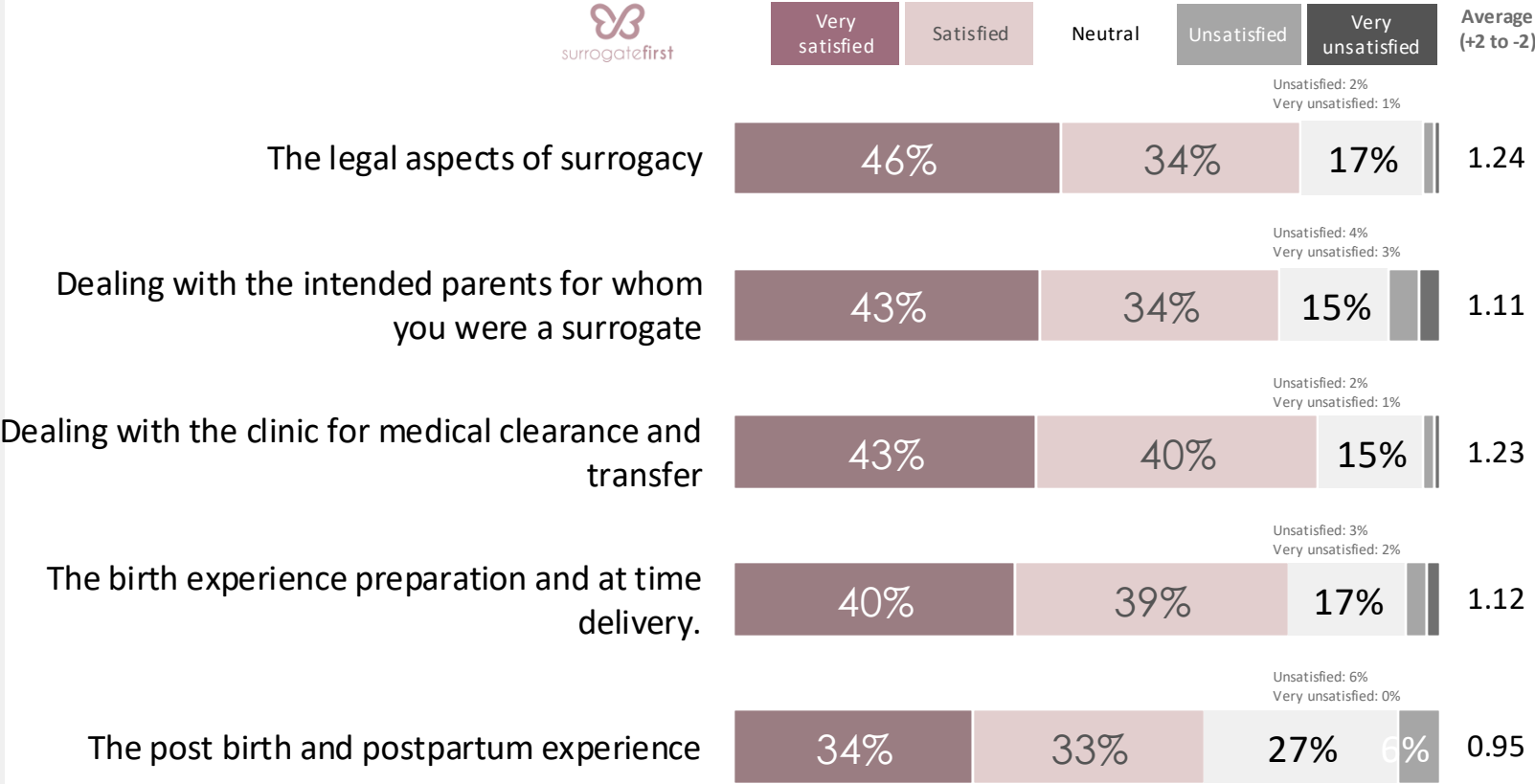
How important were each of the following in terms of supporting you during your surrogacy experience?



Overall surrogates were highly satisfied with most aspects of the experience, particularly with legal aspects, IP interaction and clinic dealings.

The least satisfactory aspects was the post birth and postpartum experience.

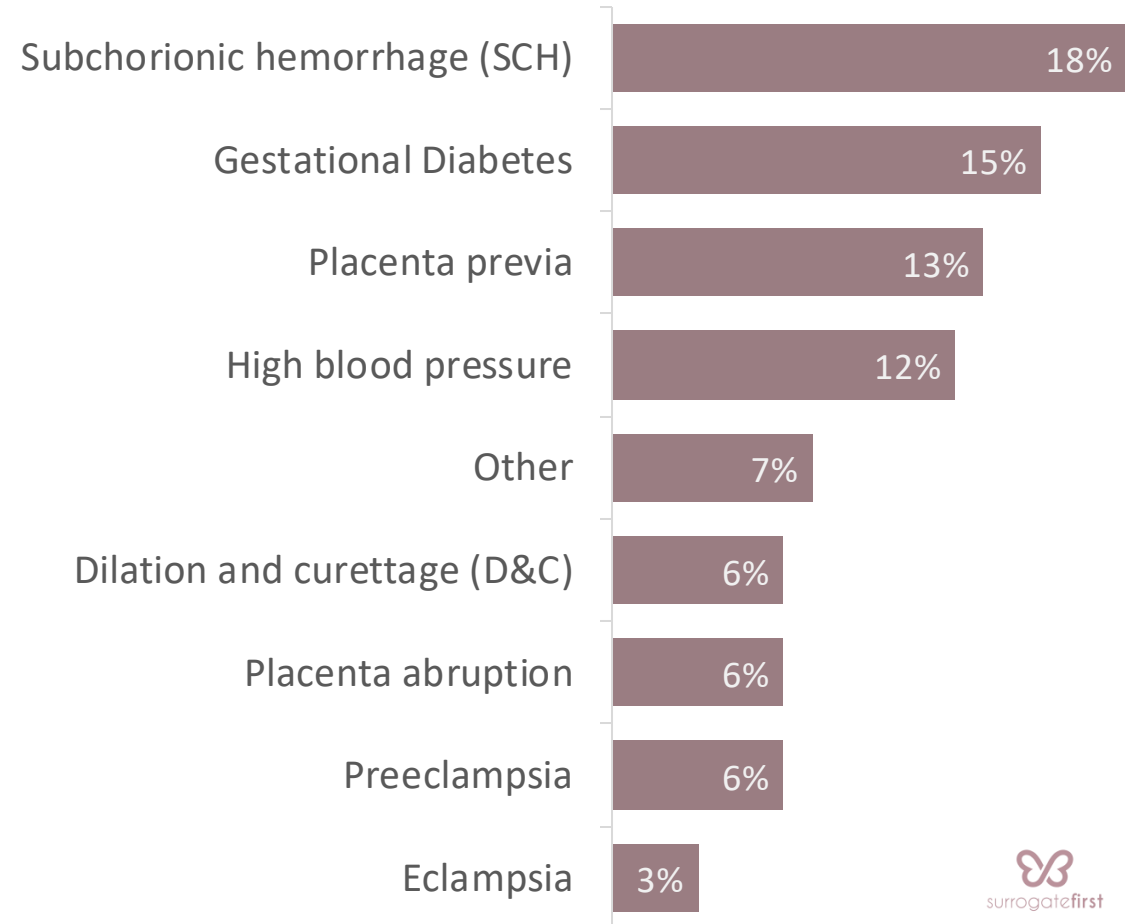
How satisfied were you with each of the following aspects of your most recent surrogacy experience?



Majority of surrogates (61%) experienced no complications during pregnancy.

SCH, Gestational Diabetes, placenta previa and high blood pressure were the most common complications (12%-18%).

Did you experience any of the following pregnancy complications?

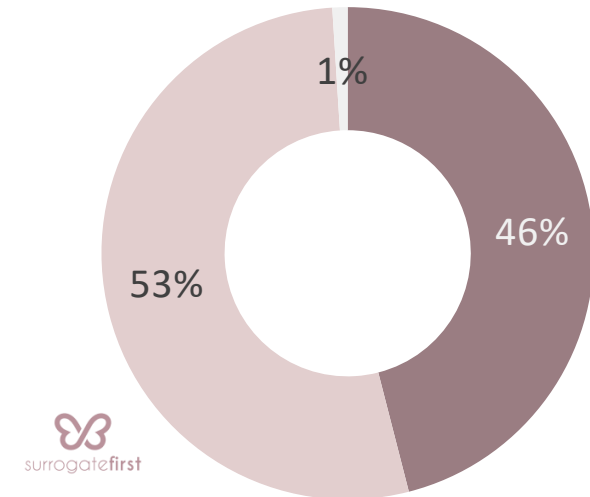


Almost universally, surrogates desired to remain in contact with IP family well past birth.

99% of surrogates responded that they wanted Some to Frequent communication with their IPs within 12 months after birth.

What is the ideal level of communication with your intended parent(s) / surrogate baby (within 12 months after birth)?

- Frequent communication
- Some communication
- None



Post journey findings

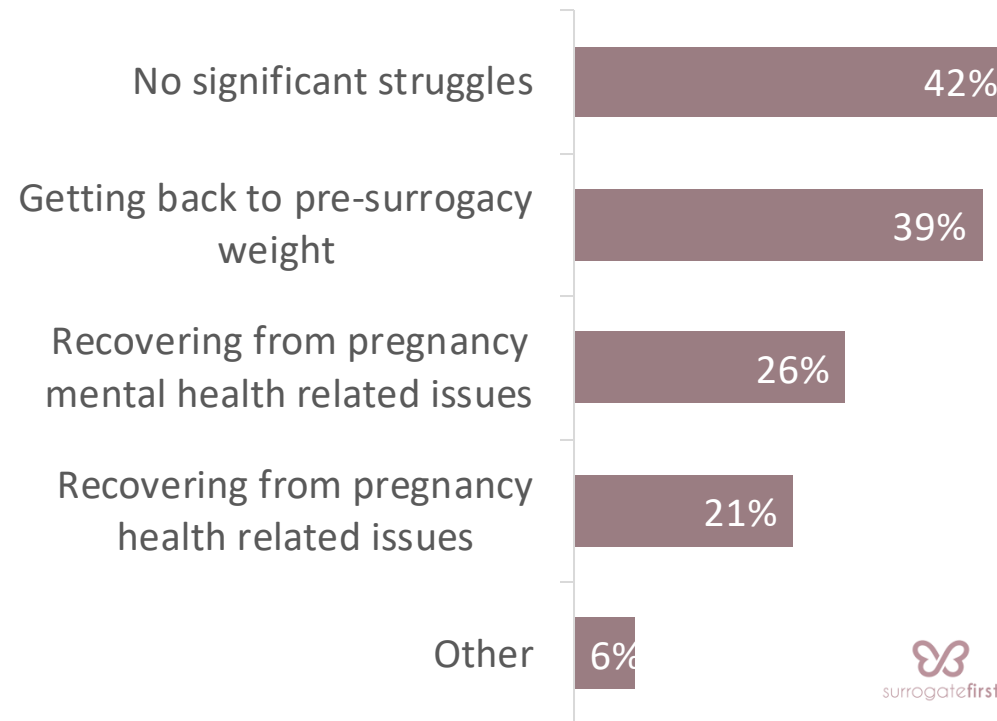
Surrogates' #1 struggle post-pregnancy is getting back to pre-surrogacy weight.

Post-pregnancy, 42% had no struggle, but 39% struggled with getting back to pre-pregnancy weight.

Mental health issues and health issues were less common but still concerning.

1 in 4 surrogates struggle with mental health issues post-pregnancy.

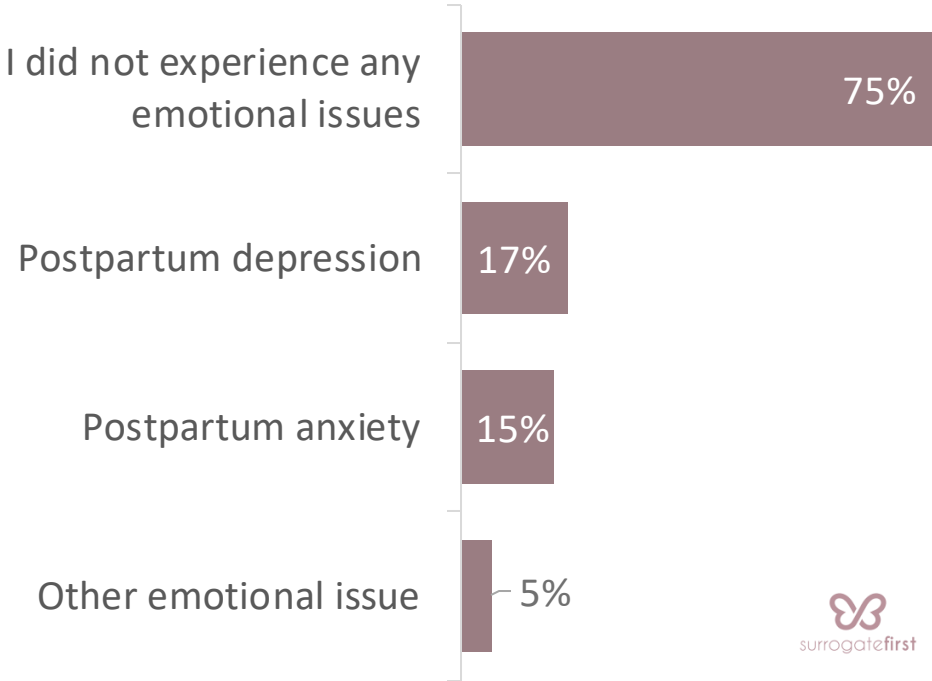
What types of struggles did you experience post-pregnancy?



Supermajority (75%) did not experience any emotional issues as a result of their pregnancy.

Surrogates' rate of postpartum depression at 17% is in-line with US average of 10% to 20%*.

Did you experience postpartum depression, postpartum anxiety, or other emotional issues as a result of your pregnancy?

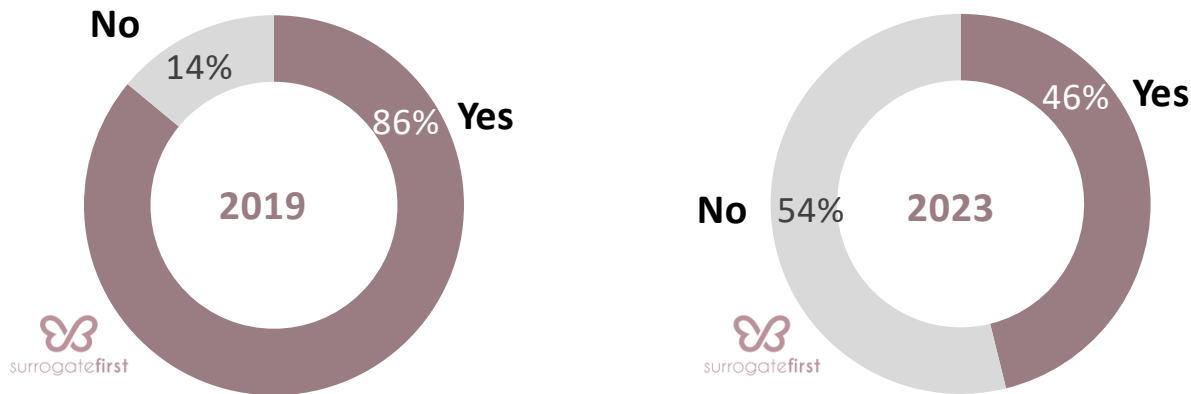


Surrogates failing to seek treatment for emotional issues.

Less than 50% of surrogates, who experienced emotional issues as a result of their pregnancy received treatment for it.

A stark contrast compared to 2019 response of 85% receiving treatment.

Did you receive treatment for the emotional issues that were a result of your pregnancy?*



*Amongst surrogates, who experienced emotional issues

About 3 out of 5 had resources allocated for counselling to deal with emotional issues.

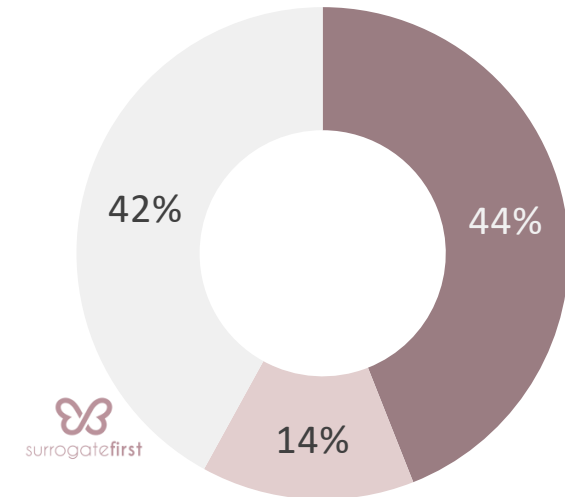
The treatment was typically paid by the agency/IP.

Surprising more than 2 in 5 had no resources whatsoever allocated to counselling.

With high rates of anxiety and depression, question should be addressed if professional mental health support should be a mandatory benefit required in surrogacy agreements.

Did you have resources allocated to receive professional counselling for your emotional issues?

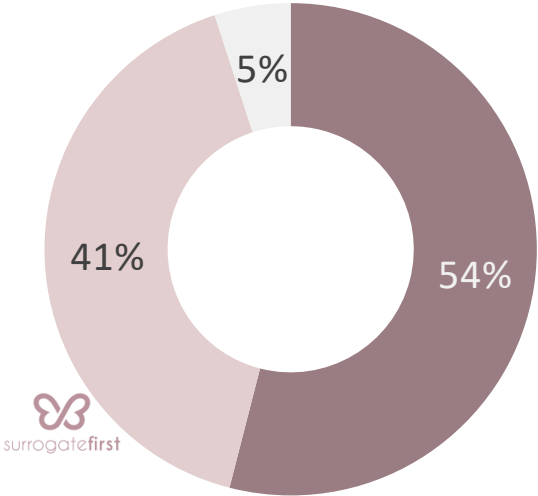
- Yes - the agency / intended parent(s) paid for it
- Yes - self-paid
- No



Almost all surrogates remained in communication with the IPs and the baby within 12 months after birth.

After your most recent journey, how much communication did you have with your intended parent(s) / surrogate baby (within 12 months after birth)?

- Frequent communication
- Some communication
- None



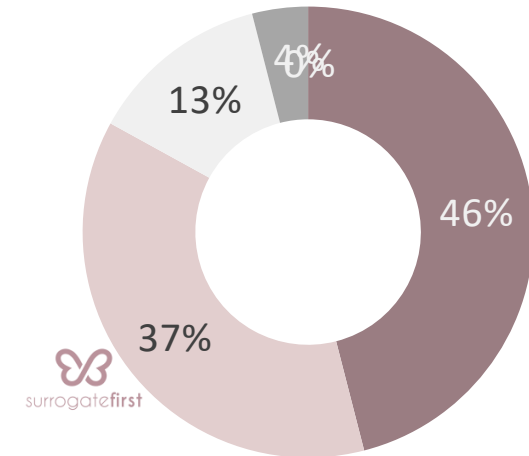
4 out of 5 surrogates are satisfied with their surrogacy experience, and 83% would consider being a surrogate again.

Given all the details, moving parts, and length of a journey, it is still surprising that the supermajority would considering doing it again to help others.

This reflects the strong motivation and pure intentions of surrogates to help others.

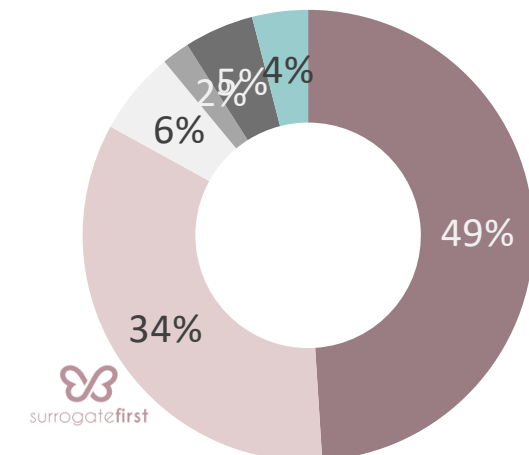
How satisfied were you with your most recent surrogacy experience?

- Very satisfied
- Satisfied
- Neutral
- Unsatisfied
- Very unsatisfied



If the opportunity arises will you consider being a surrogate again?

- Definitely consider it
- Probably consider it
- Probably not consider it
- Definitely not consider it
- No, I am retired
- Not sure

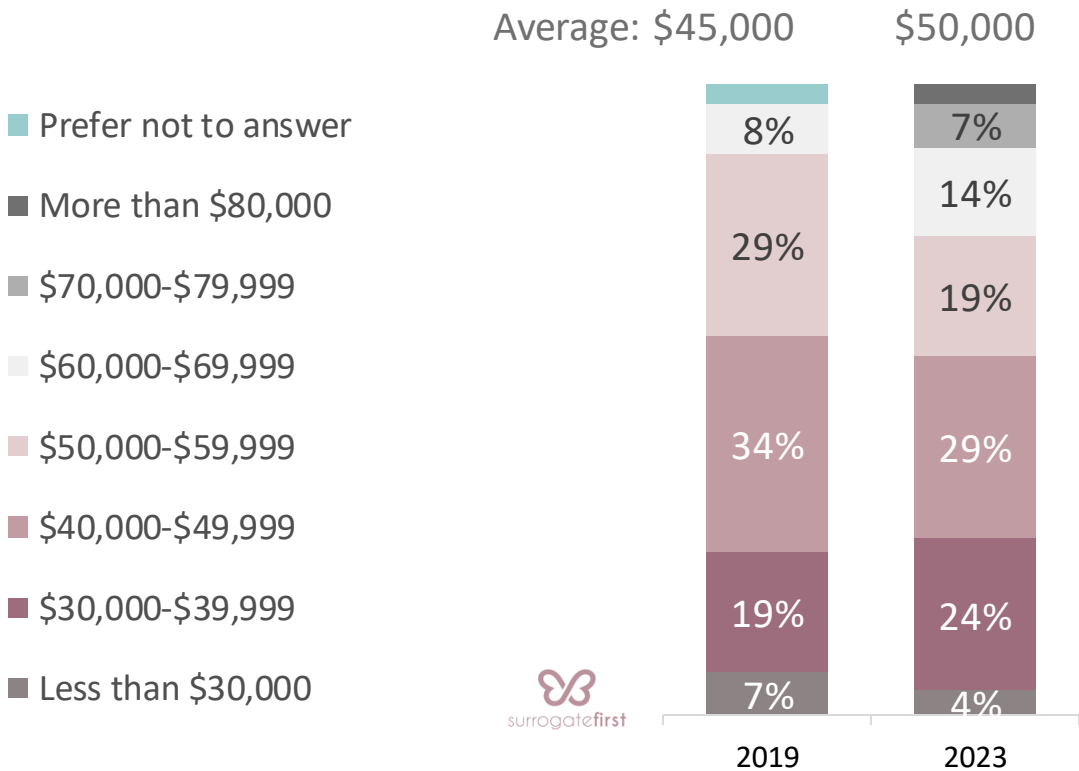


Compensation: fees and benefits

Surrogate base compensation increased 11% from 2019 to 2023.

Surrogates received on average \$50,000 as compensation (2019: \$46,000), with the most common range being \$40,000-\$50,000.

Approximately how much base compensation did you receive for being a surrogate?



*Note: average was calculated using the following category weights: \$25,000, \$35,000, \$45,000, \$55,000, \$65,000, \$75,000, \$85,000.

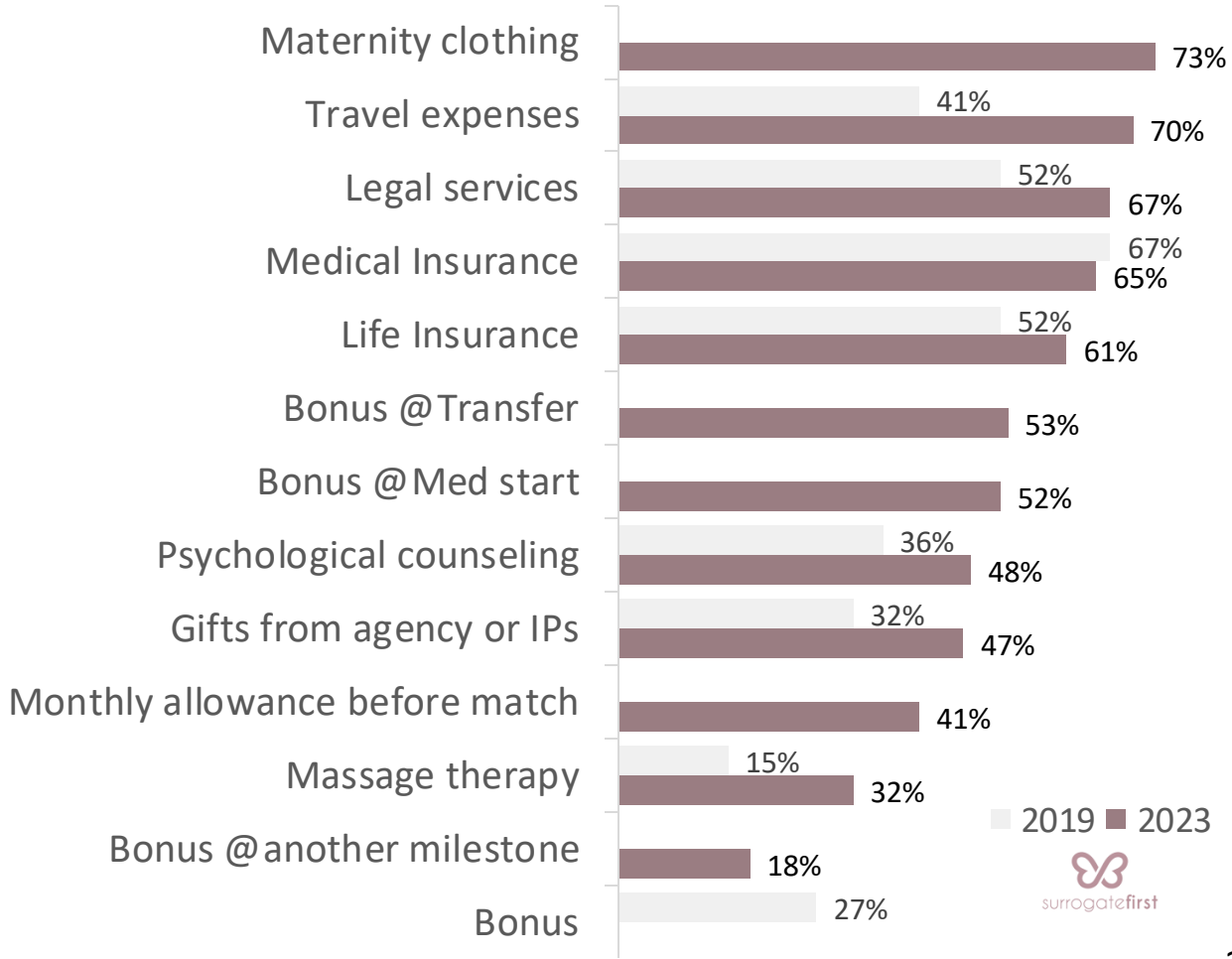
Surrogate benefit values have increased by 35% from 2019 to 2023.

Surrogates most often receive maternity clothes and travel expenses than in 2019. Around 60% receive medical insurance, life insurance and legal services. Bonuses at different milestones have become much more common, too.



Besides the base pay, what types of surrogacy benefits did you receive?

Total value of benefits (estimated, excluding travel):
2019: \$9,100
2023: \$12,300

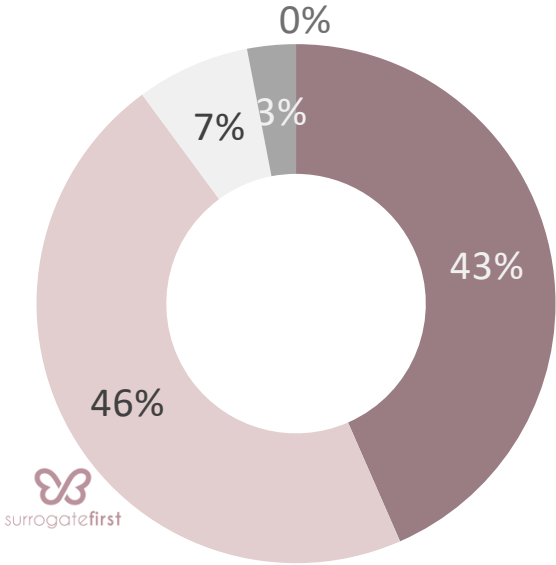


Surrogates were overwhelming satisfied with their compensation with 89% either Satisfied or Very Satisfied.

Only a very minor minority were unsatisfied with their compensation.

How satisfied were you with the compensation for being a surrogate?

- Very satisfied
- Satisfied
- Neutral
- Unsatisfied
- Very unsatisfied

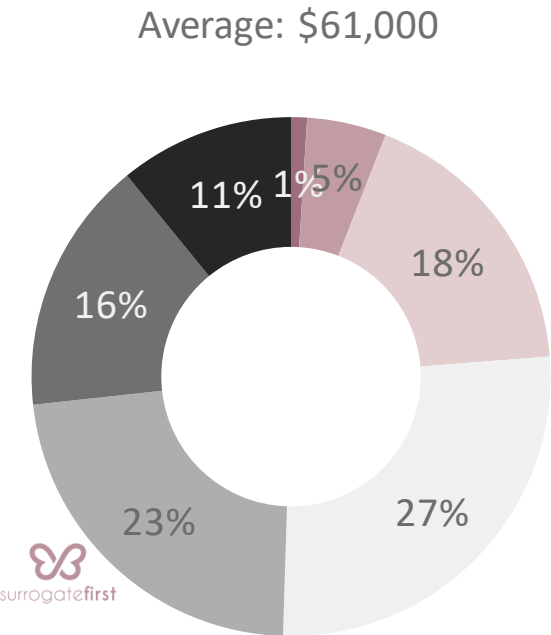


The average base compensation expectation will jump 22% to \$61,000 for future journeys in 2023.

Average base compensation was \$50,000 for prior or completed journeys in 2023.

If you were a surrogate this year, what would be your base compensation expectation?

- Less than \$30,000
- \$30,000-\$39,999
- \$40,000-\$49,999
- \$50,000-\$59,999
- \$60,000-\$69,999
- \$70,000-\$79,999
- More than \$80,000



*Note: average was calculated using the following category weights: \$25,000, \$35,000, \$45,000, \$55,000, \$65,000, \$75,000, \$85,000.

Recap

- **#1 Reason to become a Surrogate was "to help start a family"**
- **Surrogates love being surrogates**
- **Surrogate base compensation is rising with an estimated 22% increase in 2023**
- **49% of surrogates willing to work with same sex IPs**
- **Strict termination stance when on journey mainly due to religious beliefs**
- **Supermajority did not experience post-partum depression and would consider another journey**



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Surrogates 3 Next Steps

1. Free Surrogate [Consultation](#) – speak to an experienced surrogate before you decide.
2. See if you Qualify & Apply - initial [Surrogate Application](#) takes just 3 minutes to complete!
3. Surrogate [Compensation Calc](#) – 10 questions to determine your potential total compensation package.

Intended Parents 3 Next Steps

1. Free Intended Parent [Consultation](#) – speak to a surrogacy professional to answer all your questions.
2. Apply to become an [Intended Parent](#) – join our waitlist risk free with no upfront financial obligations.
3. Surrogacy [Cost Calc](#) – most comprehensive tool to assist you plan for your surrogacy journey. .