

Nonprofit Finance Fund
2011 State of the Nonprofit Sector Survey
Generously Supported by Bank of America Charitable Foundation
National Results
March 2011

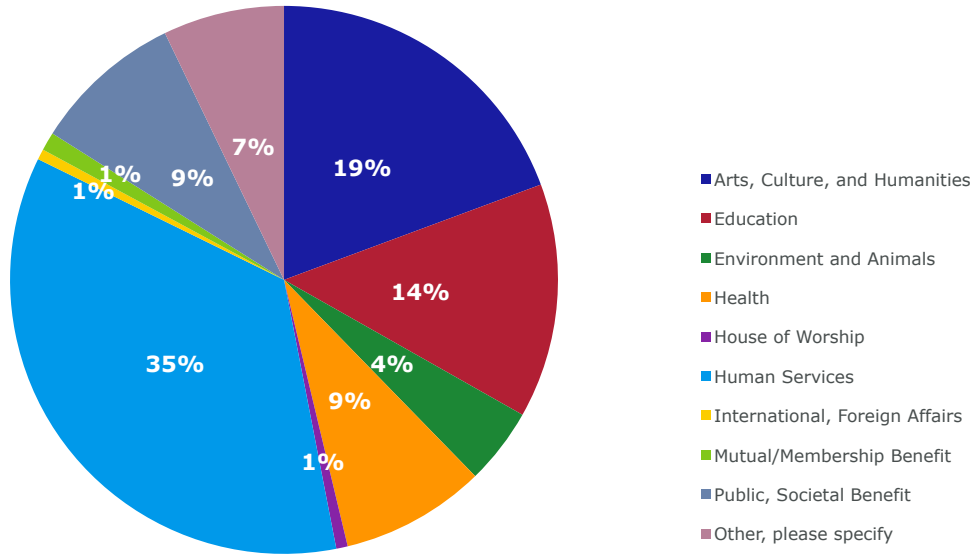


Question 1: In what state is your organization located?	
AK - 13 - 1%	
AL - 5 - 0%	
AR - 2 - 0%	
AZ - 20 - 1%	
CA - 480 - 25%	
CO - 19 - 1%	
CT - 71 - 4%	
DC - 36 - 2%	
DE - 2 - 0%	
FL - 40 - 2%	
GA - 18 - 1%	
HI - 29 - 1%	
IA - 9 - 0%	
ID - 4 - 0%	
IL - 45 - 2%	
IN - 15 - 1%	
KS - 6 - 0%	
KY - 4 - 0%	
LA - 8 - 0%	
MA - 102 - 5%	
MD - 38 - 2%	
ME - 10 - 1%	
MI - 253 - 13%	
MN - 21 - 1%	
MO - 14 - 1%	
MS - 3 - 0%	
MT - 2 - 0%	
NC - 20 - 1%	
ND - 1 - 0%	
NE - 9 - 0%	
NH - 47 - 2%	
NJ - 102 - 5%	
NM - 1 - 0%	
NV - 5 - 0%	
NY - 130 - 7%	
OH - 23 - 1%	
OK - 9 - 0%	
OR - 21 - 1%	
PA - 135 - 7%	
PR - 0 - 0%	
RI - 1 - 0%	
SC - 3 - 0%	
SD - 0 - 0%	
TN - 13 - 1%	
TX - 37 - 2%	
UT - 5 - 0%	
VA - 20 - 1%	
VT - 5 - 0%	
WA - 57 - 3%	
WI - 10 - 1%	
WV - 4 - 0%	
WY - 0 - 0%	
Other - 8 - 0%	
Total - 1935 - 100%	

Question 2: In what zip code is your organization located?

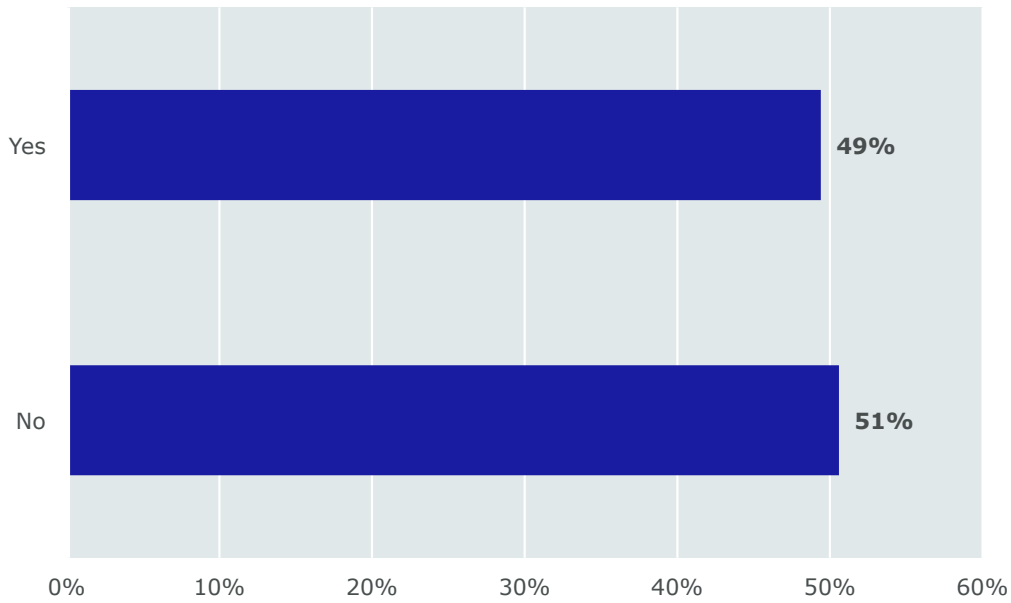
Question 3: What type of organization are you?

Organizational Sectors



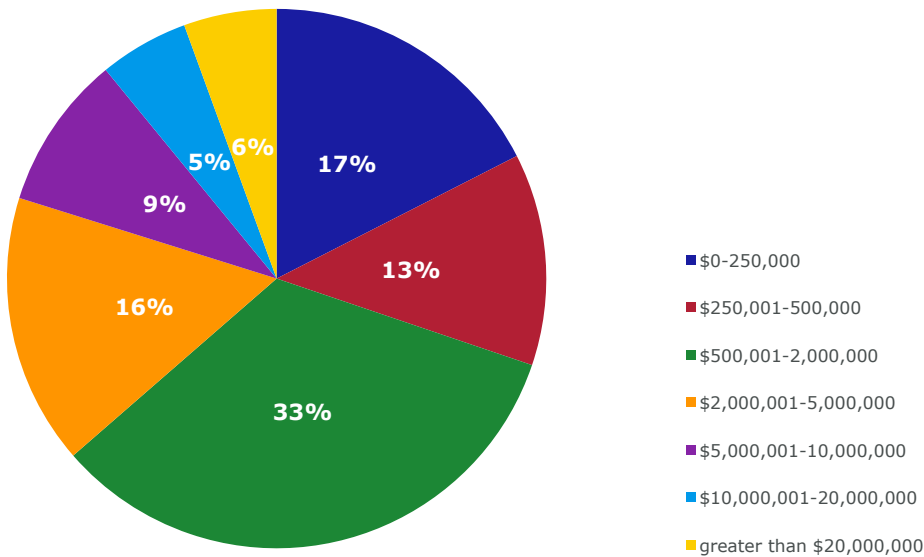
Question 4: Do you consider yourself a 'lifeline' organization (i.e., providing critical services to people in need)?

Are you a "lifeline" organization?



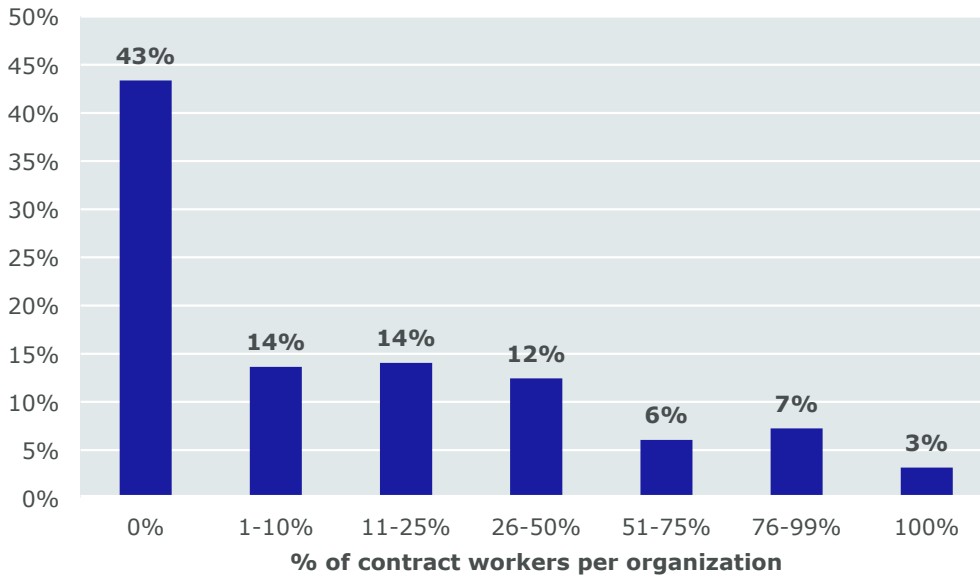
Question 5: What was your total annual operating expense in 2010?

Most respondents from small- to mid-sized nonprofits



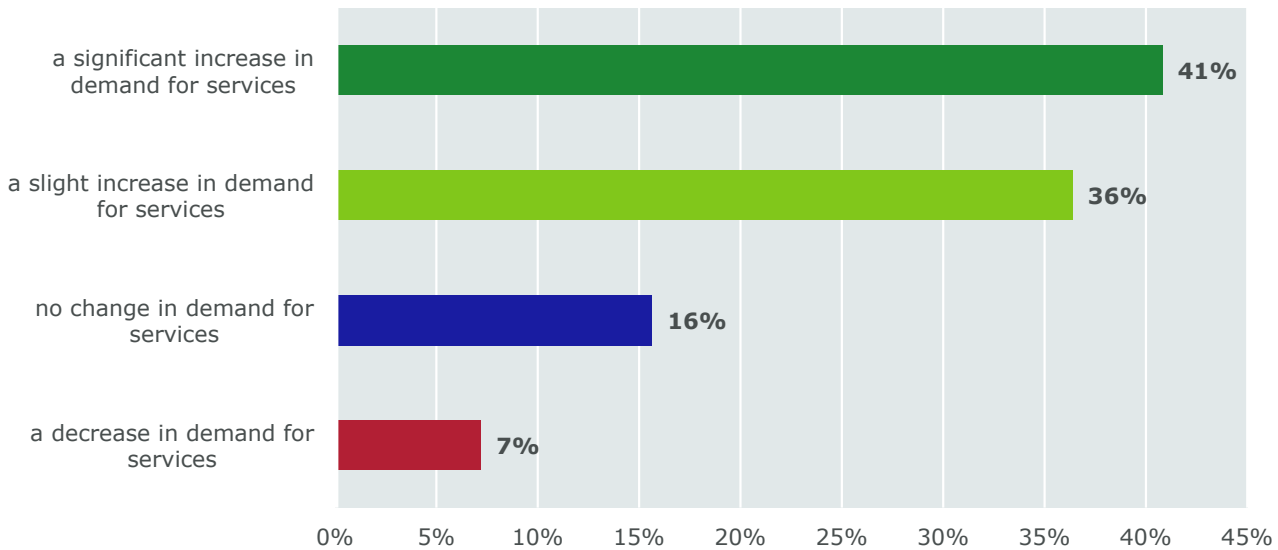
Question 6: What percentage of your organization's workforce is made up of contract workers?

% of contract workers



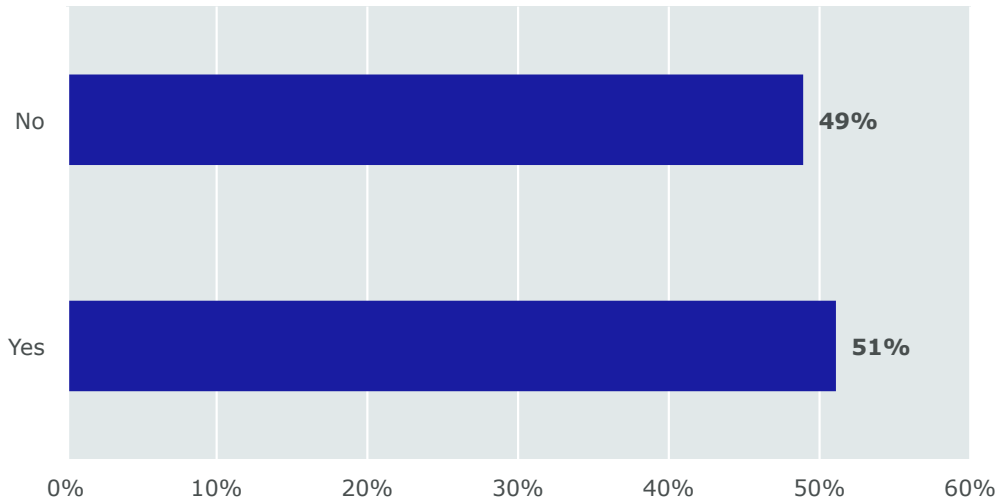
Question 7: In 2010, did you experience:

In 2010 did you experience:



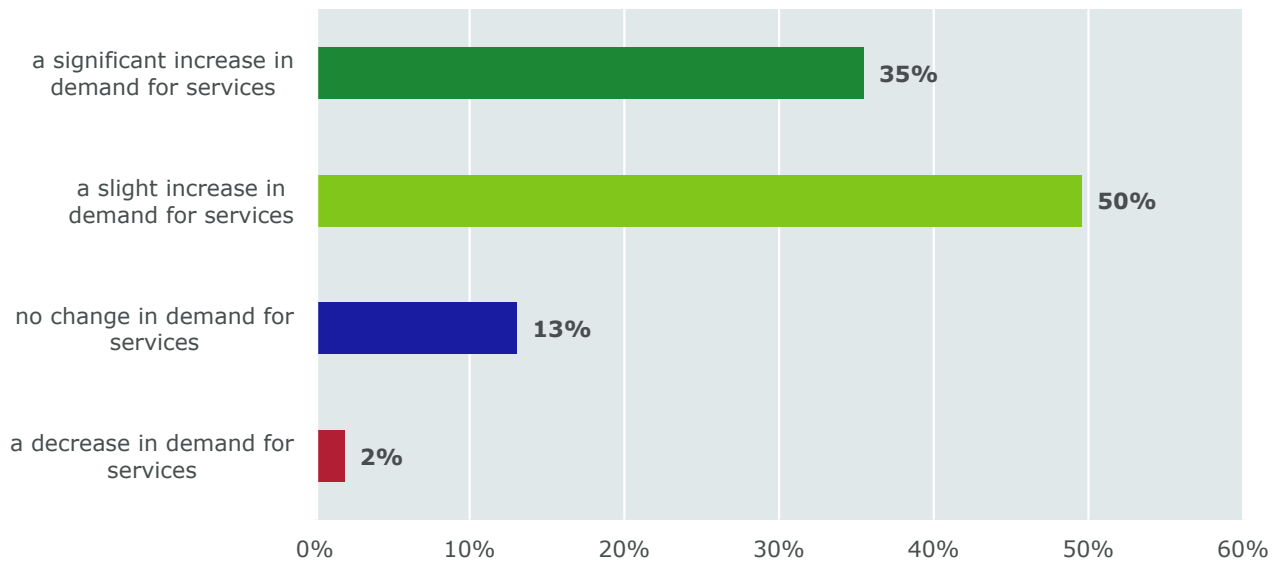
Question 8: In 2010, were you able to fully meet demand for your services?

In 2010, were you fully able to meet demands for service?



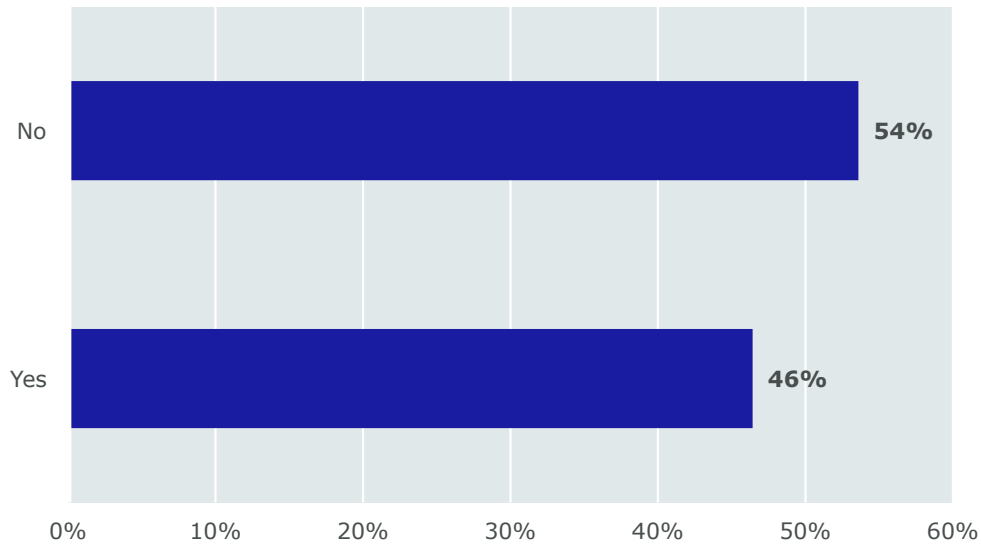
Question 9: In 2011, we anticipate:

Anticipated for 2011:



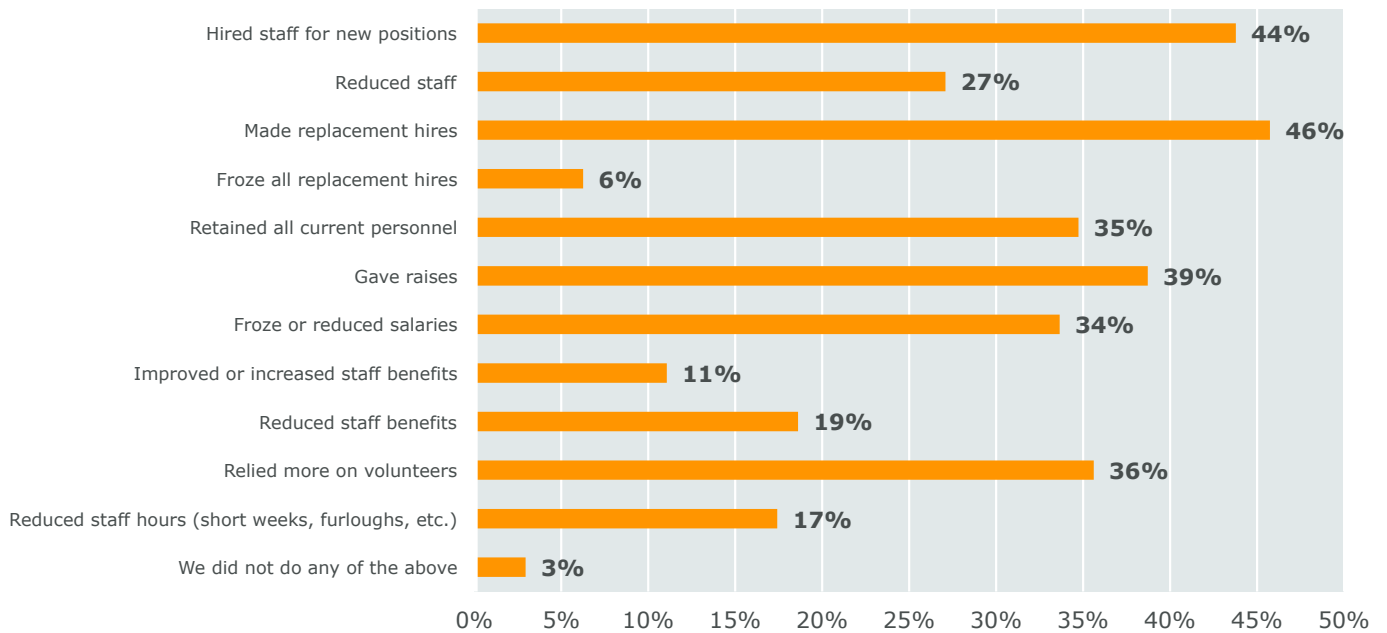
Question 10: In 2011, do you anticipate that you will be able to fully meet demand for your services?

Able to meet demand for service in 2011?



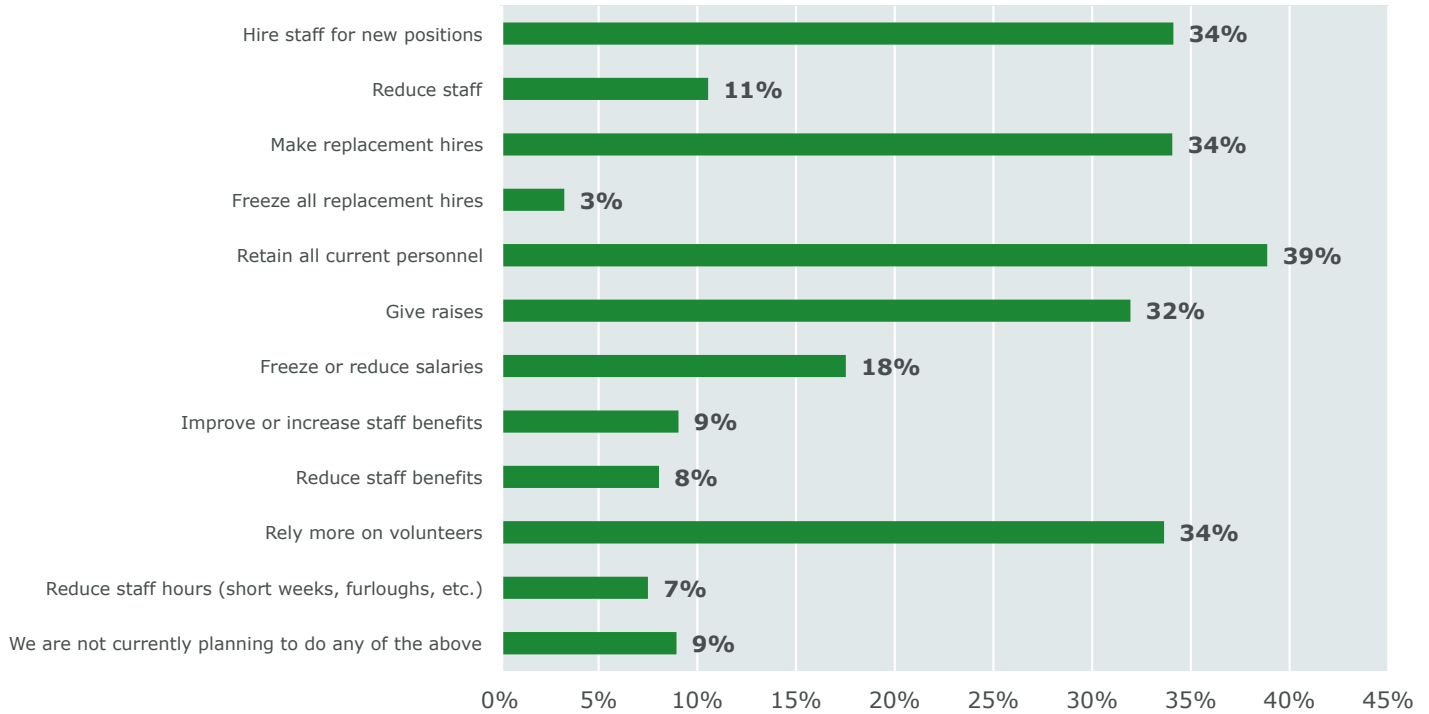
Question 11: Have you taken any of the following personnel-related actions in the last 12 months? Please check all that apply:

Personnel actions taken in the last 12 months



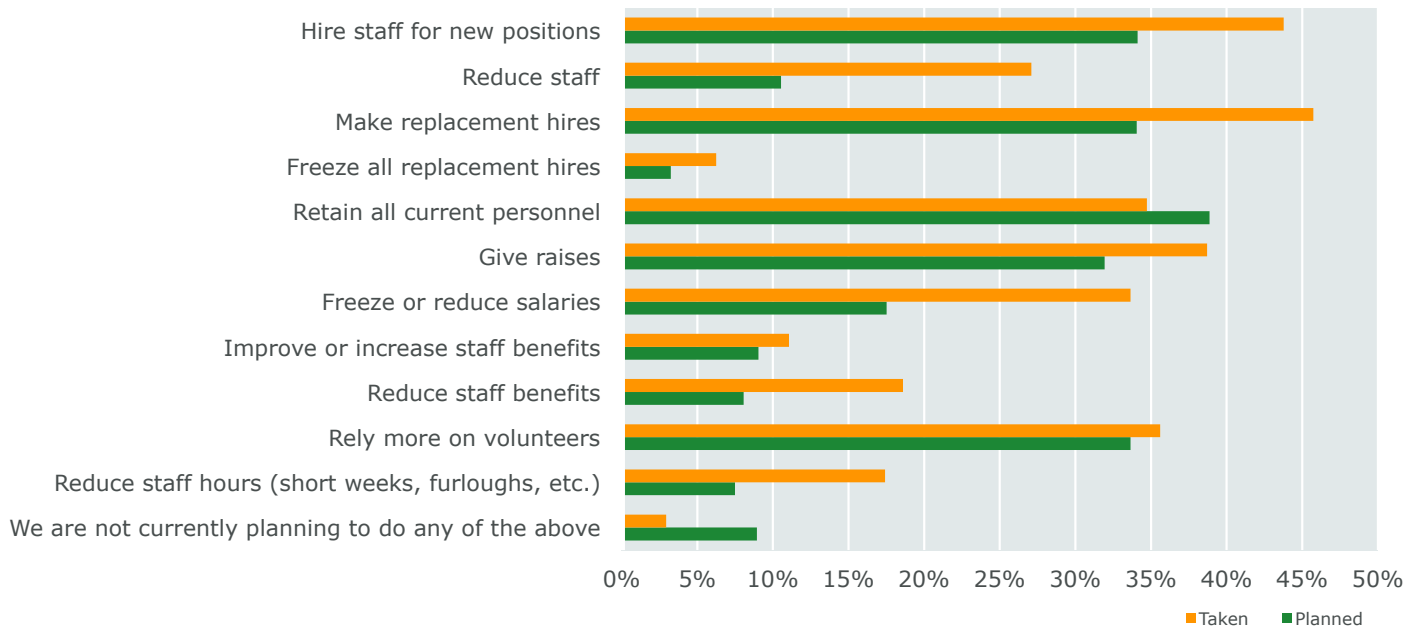
Question 12: Do you plan to take any of the following personnel-related actions in the next 12 months? Please check all actions below that you are planning. Please include all activities that will be new in the next 12 months, as well as any that you will repeat or continue:

Personnel actions planned for next 12 months



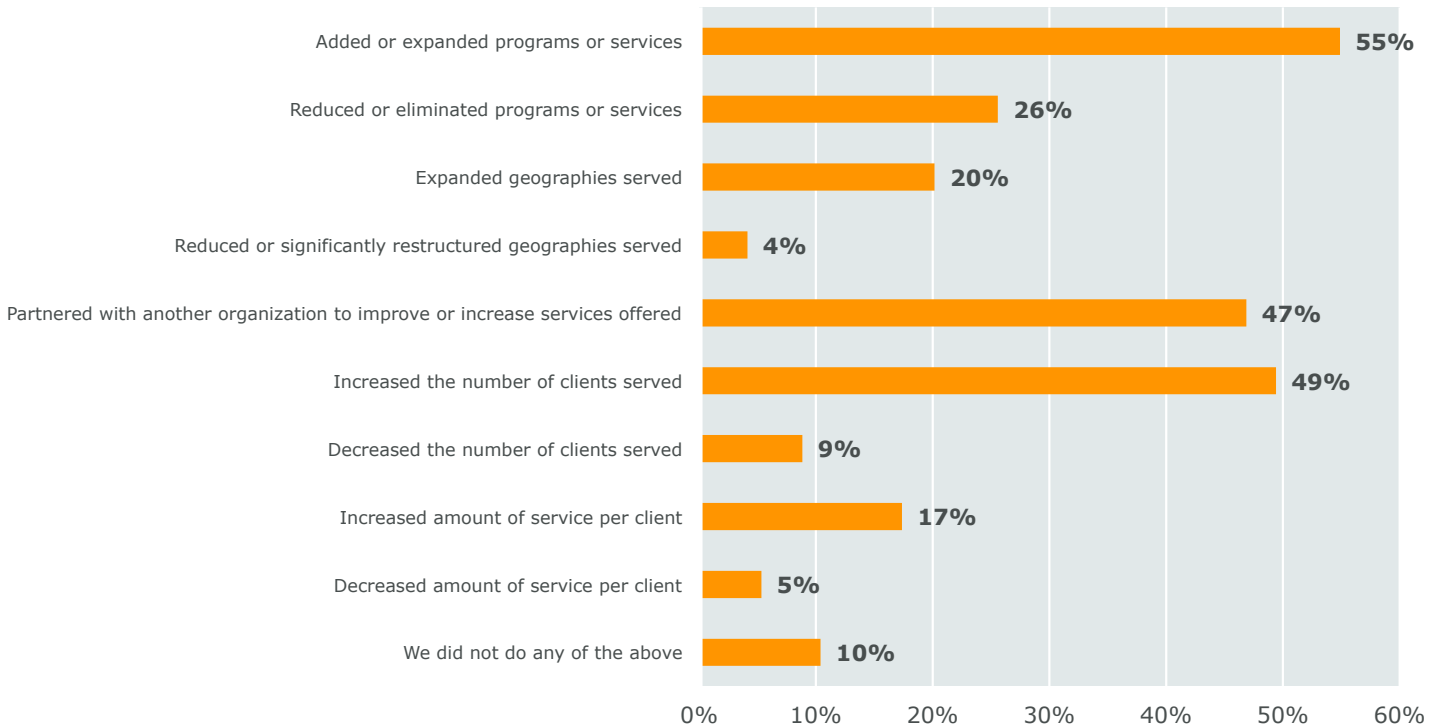
Personnel actions you've taken in last 12 months vs. those you're planning in next 12 months

Personnel: actions taken vs. actions planned



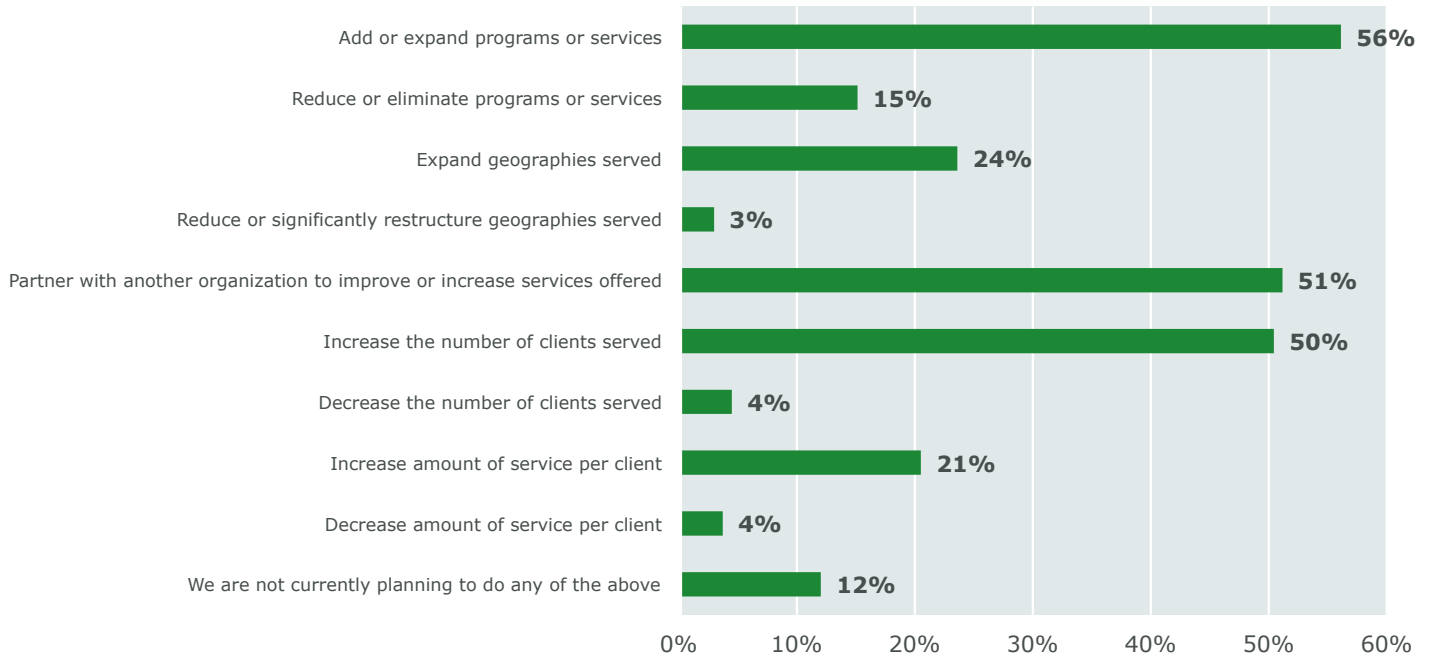
Question 13: Have you taken any of the following actions related to service delivery in the last 12 months? Check all that apply:

Service-related actions taken in last 12 months

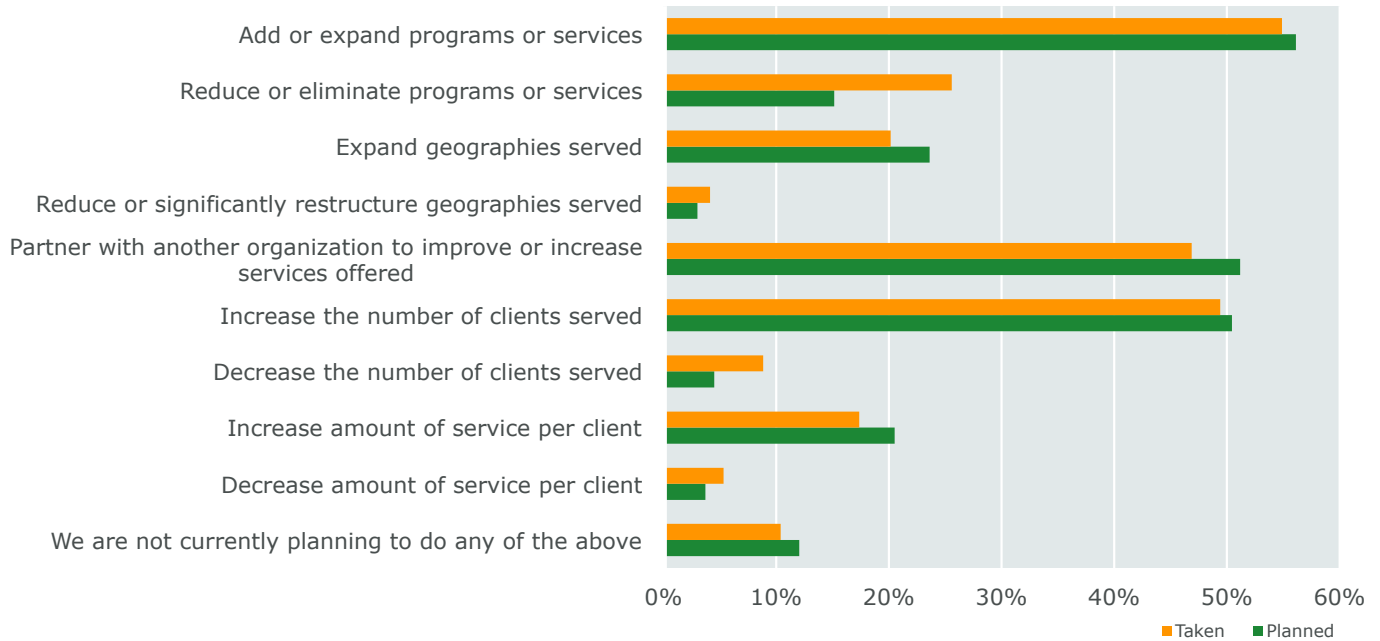


Question 14: Do you plan to take any of the following actions related to service delivery in the next 12 months? Please check all actions below that you are planning. Please include all activities that will be new in the next 12 months, as well as any that you will repeat or continue:

Service-related actions planned for next 12 months

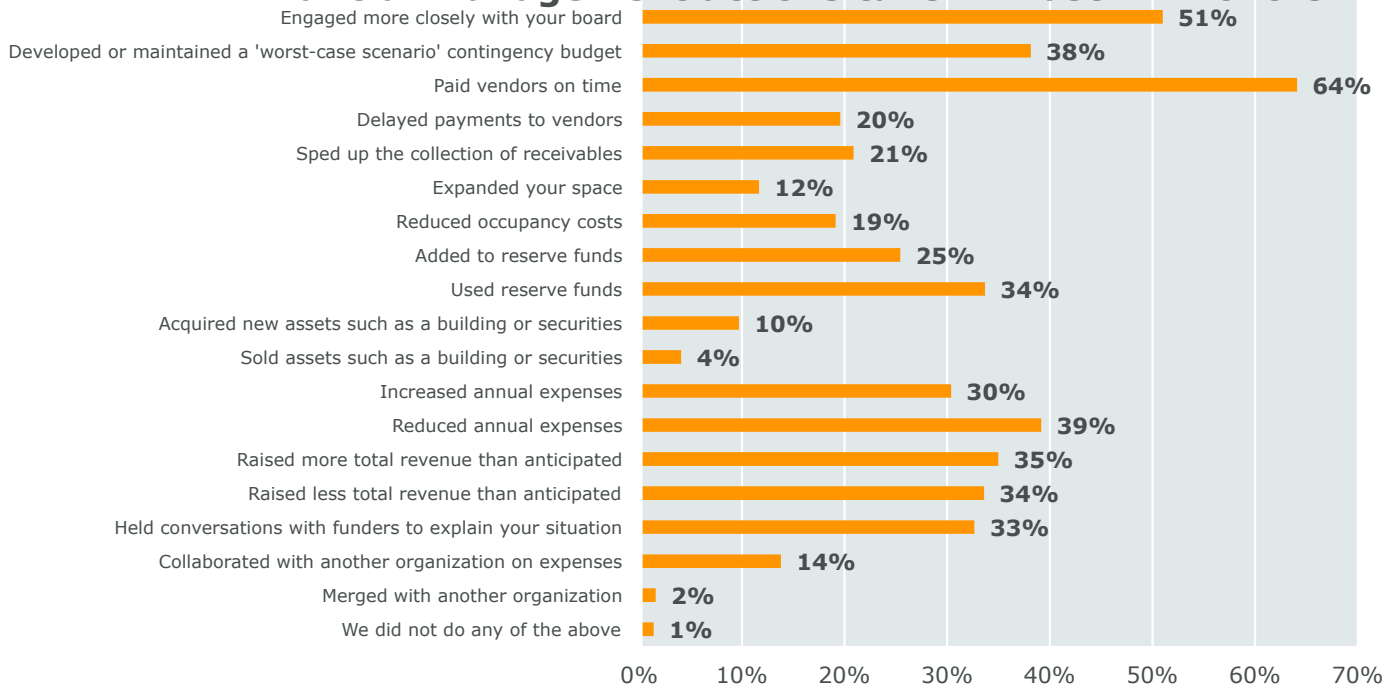


Service-related: actions taken vs. actions planned



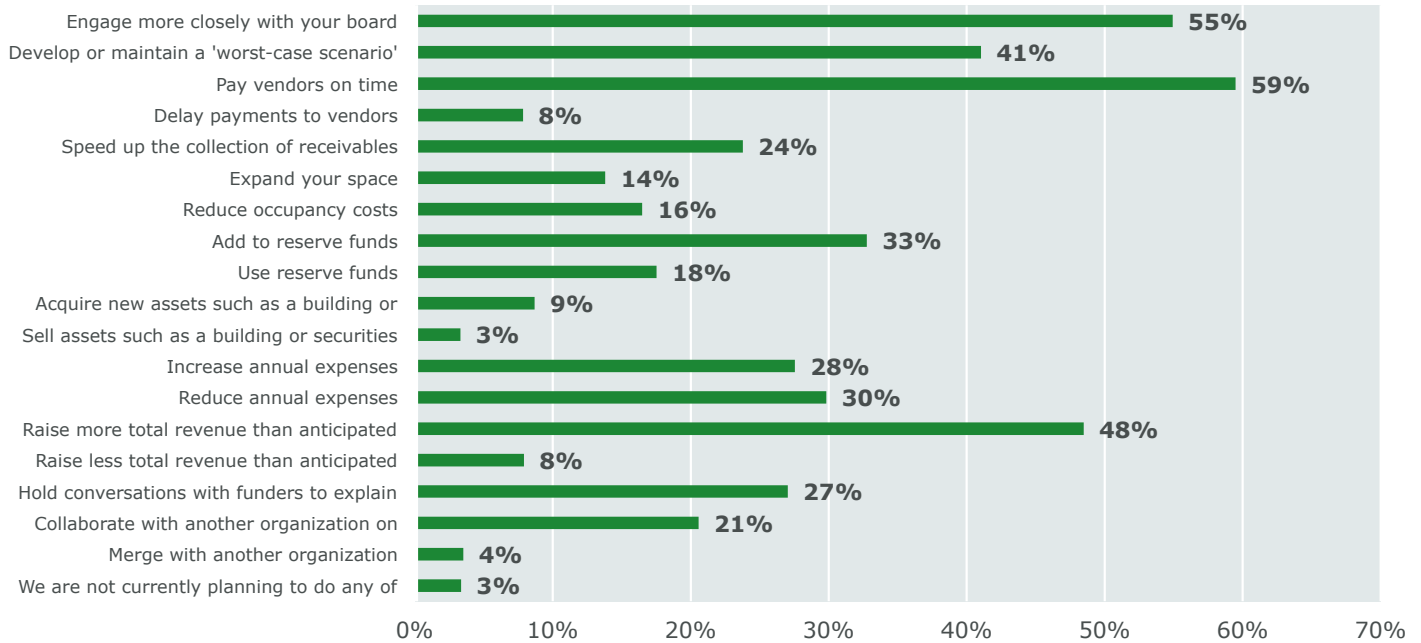
Question 15: Have you taken any of the following actions related to your organization's financial management in the last 12 months? Please check all that apply:

Financial management actions taken in last 12 months



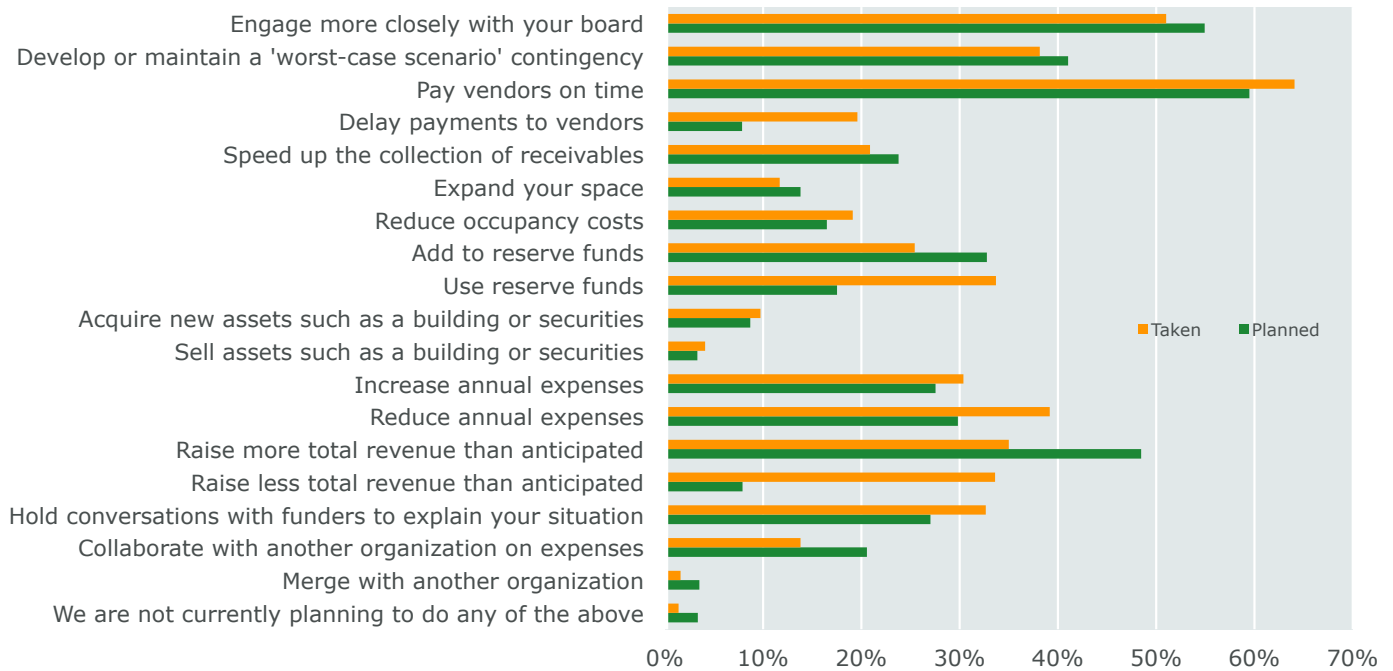
Question 16: Do you plan to take any of these actions related to your org's financial management in the next 12 months? Please check all actions below that you are planning, including all that will be new in the next 12 months, as well as any that you will repeat or continue:

Financial management actions planned for next 12 mos



Financial management actions you've taken in last 12 months vs. those you're planning in next 12 months

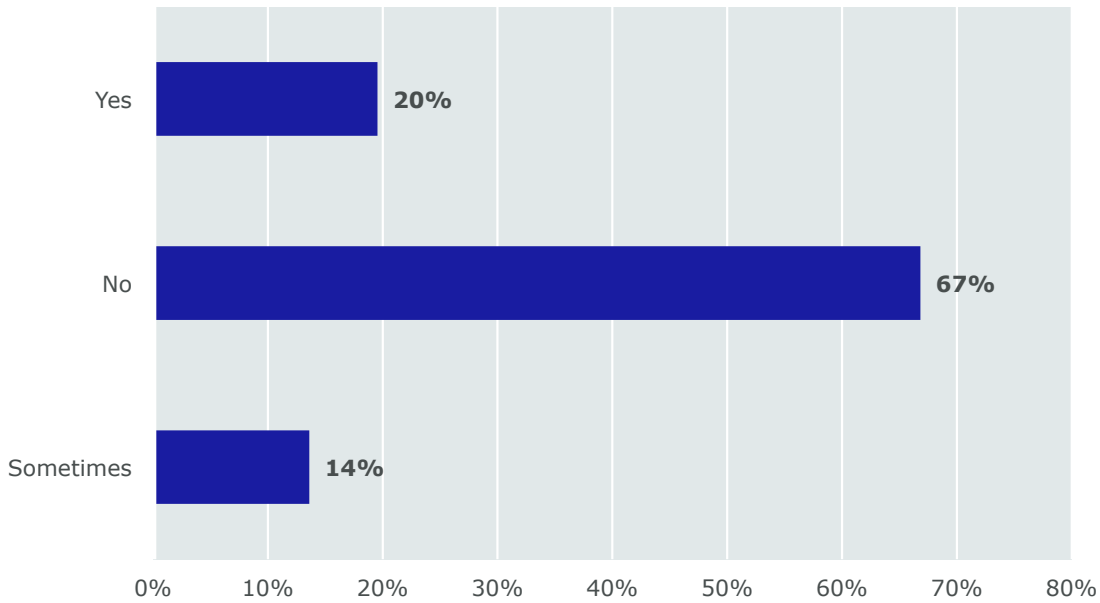
Financial management: actions taken vs. planned



Question 17: With regard to your organization's finances or business practice, what action or change are you most proud of about how your nonprofit responded to economic conditions in 2010?

Question 18: If you receive federal government funding or contracts: Does the federal government pay your organization for the full cost of services?

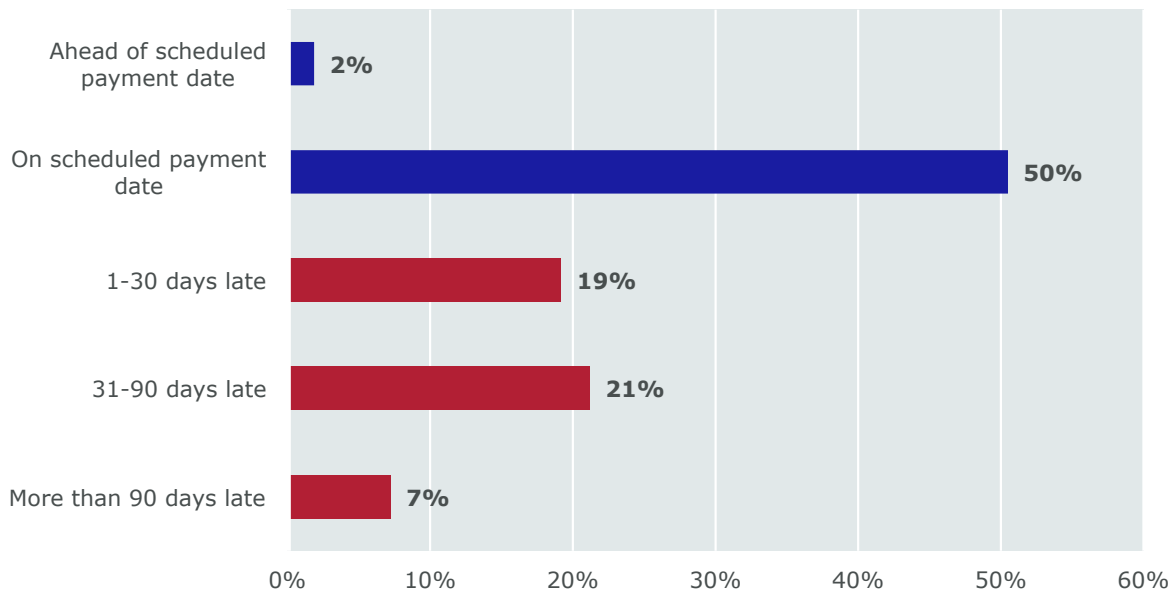
Federal government pays for full cost of services?



Question 19: If you answered 'No' to Question 18, why not?

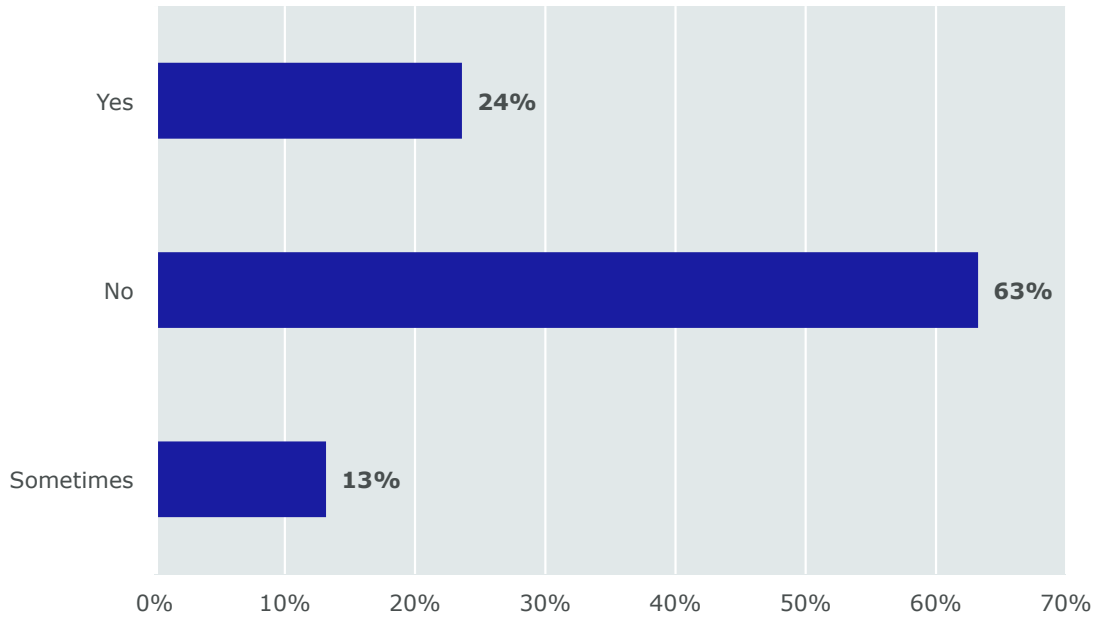
Question 20: How many days after submitting an invoice do you usually receive payment from the federal government for contracted services?

When do you receive payment from the federal govt?



Question 21: If you receive state or local government funding or contracts: Does the state and/or local government pay your organization for the full cost of services?

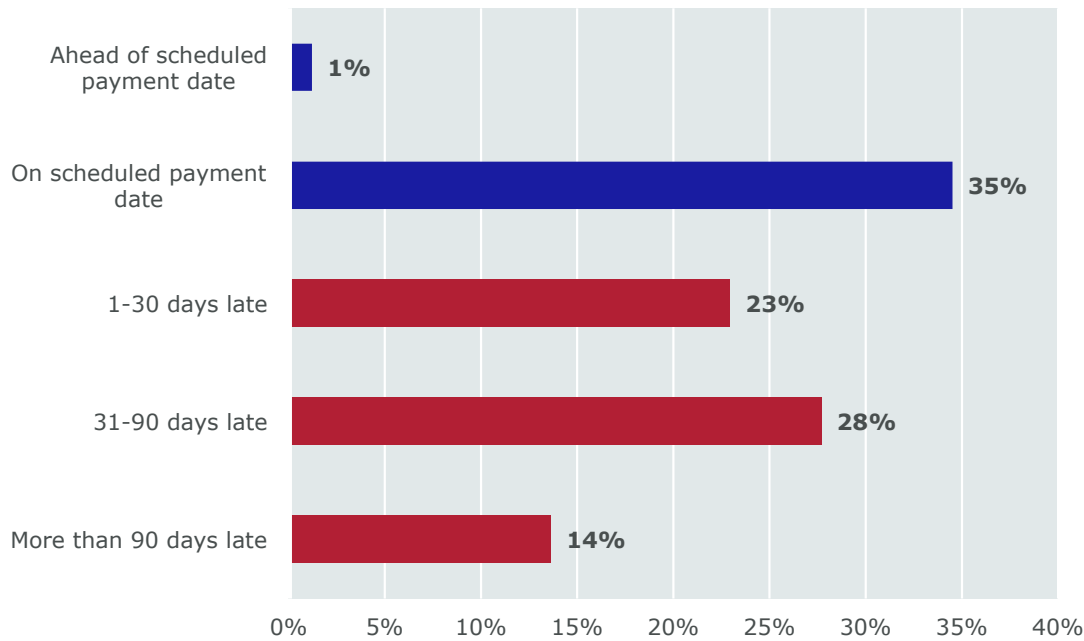
State/local government pay for full cost of services?



Question 22: If you answered 'No' to Question 21, why not?

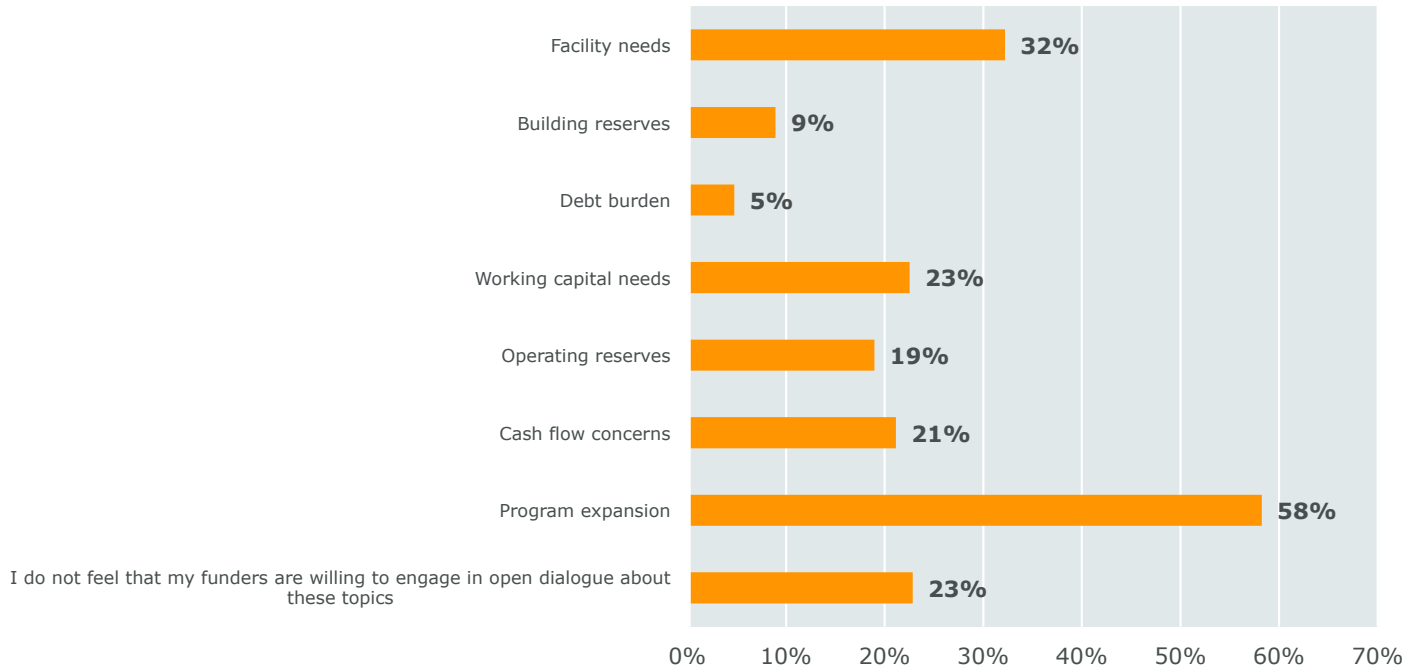
Question 23: How many days after submitting an invoice do you usually receive payment from the state and/or local government for contracted services?

When do you receive state/local govt payment?



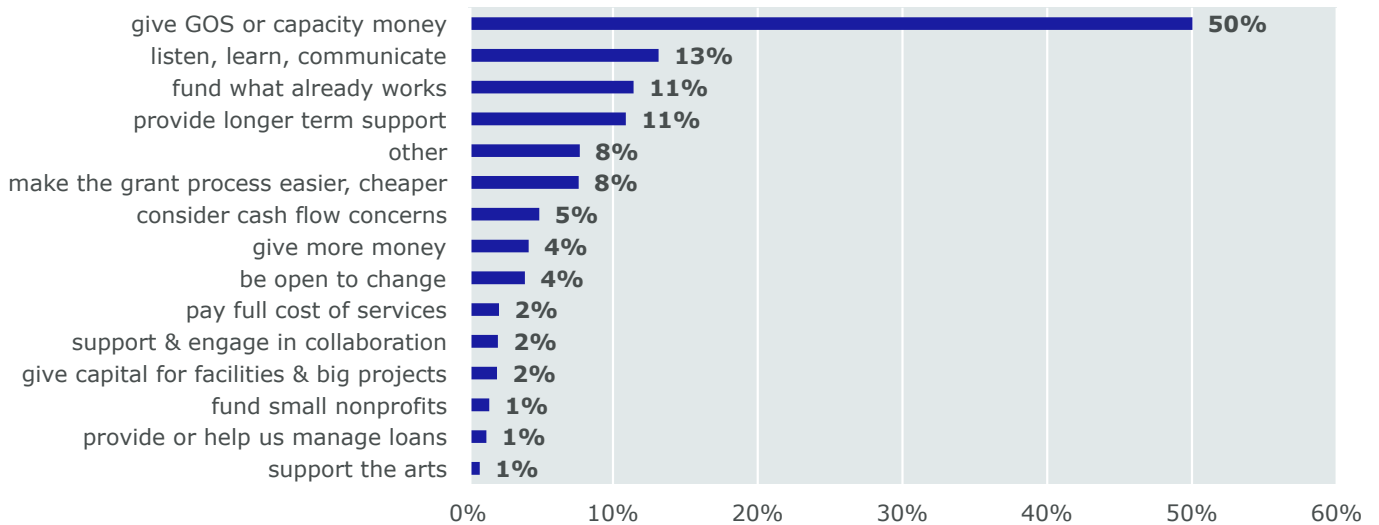
Question 24: Overall, do you feel the majority of your individual and institutional funders are willing to engage in open dialogue regarding funding for (please check all that apply):

My NPO can have open dialogue with funders about:



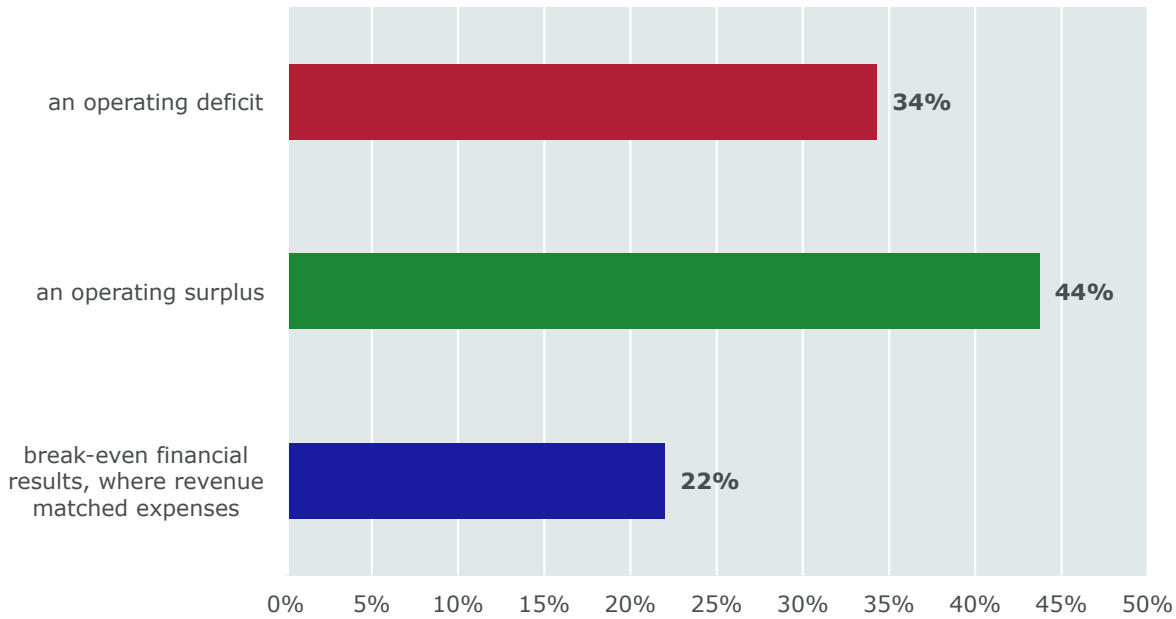
Question 25: What could foundations/non-government funders do differently that would be most helpful to your organization? Please complete the following statement: "If I could ask funders to do one thing differently, it would be _____"

What can funders do differently?



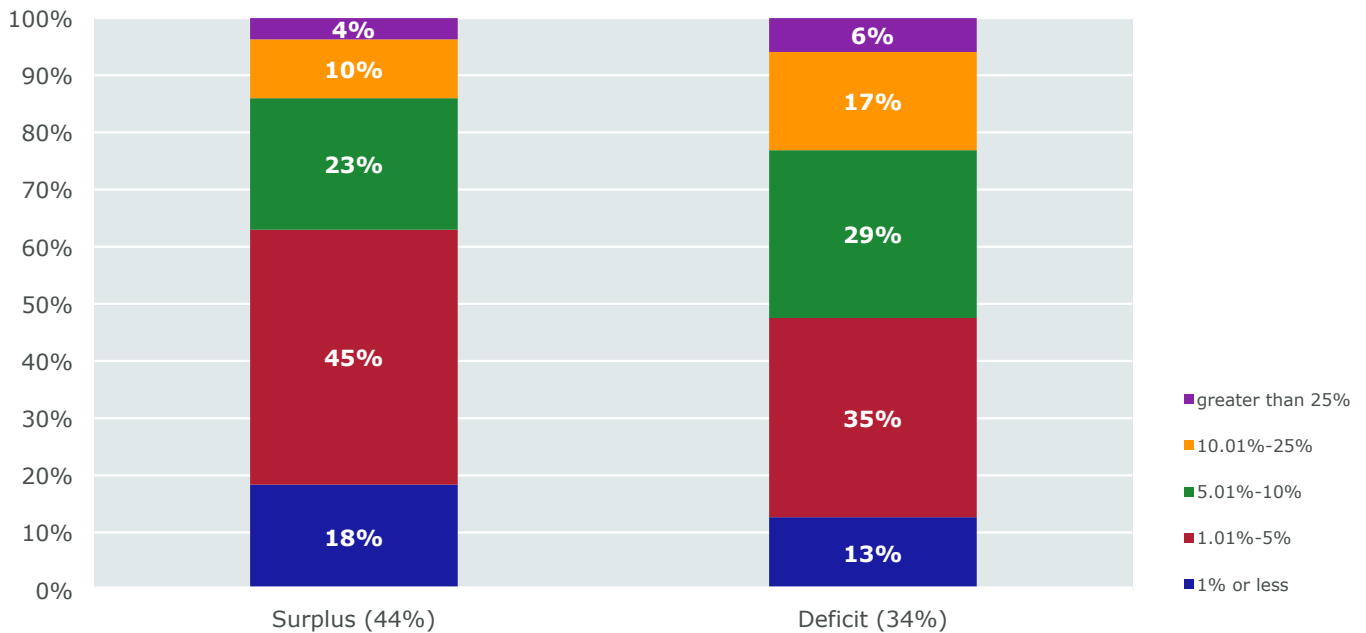
Question 26: Did you finish your fiscal year ending in 2010 with:

We ended 2010 fiscal year with:



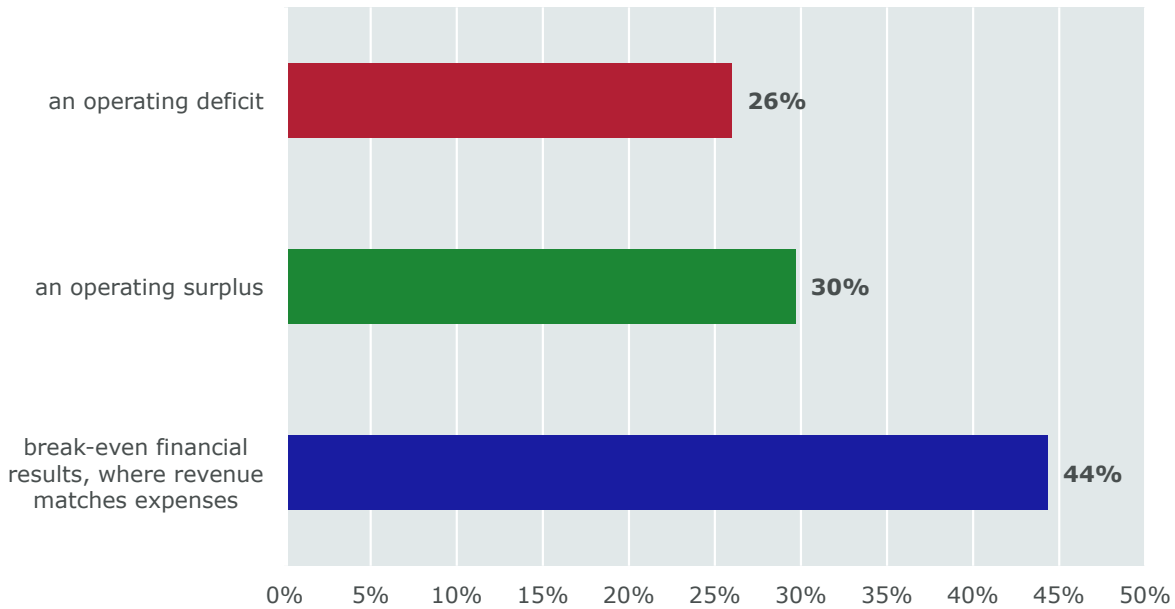
Question 27: If you finished your fiscal year ending in 2010 with deficit or surplus, please approximate it as a % of annual expense:

Percentage surplus/deficit for FY 2010



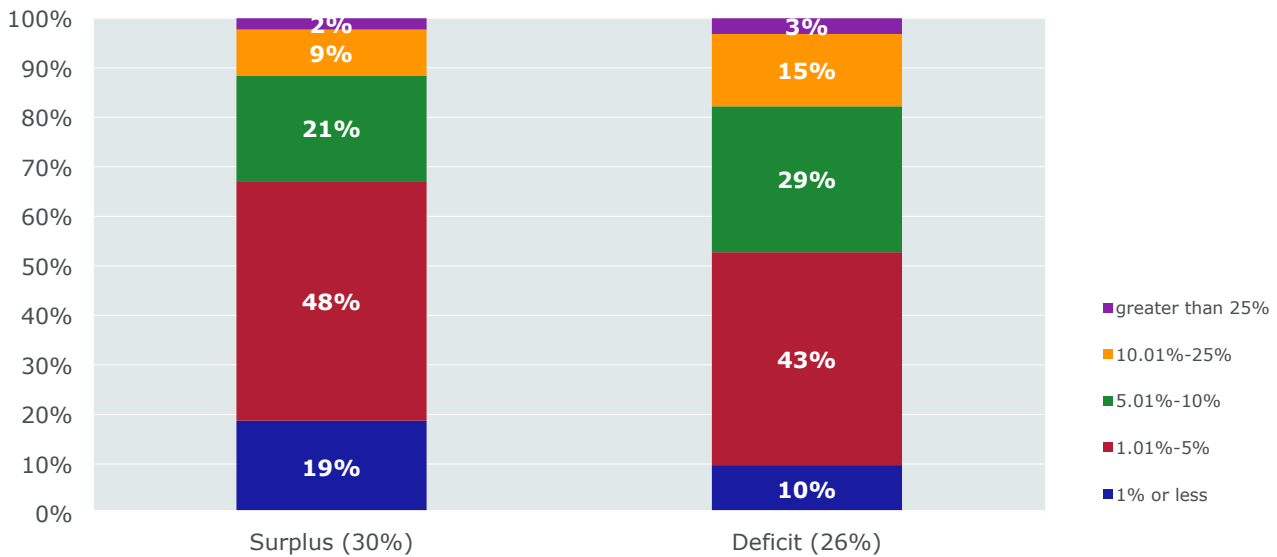
Question 28: For your fiscal year ending in 2011, do you currently anticipate that you will end the year with:

We anticipate ending fiscal year 2011 with:



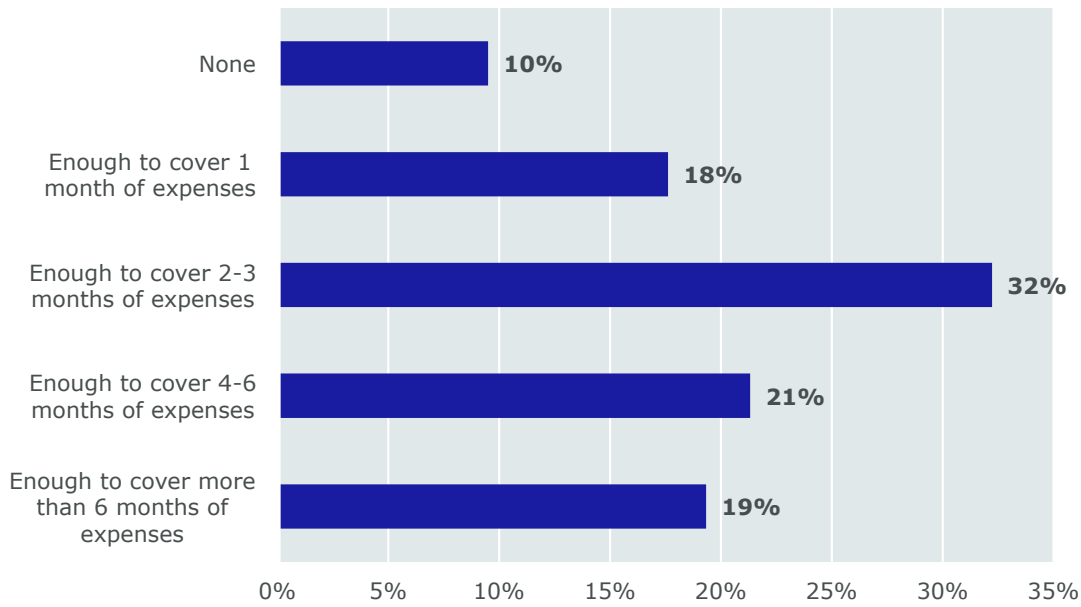
Question 29: If you anticipate deficit or surplus for your fiscal year ending in 2011, please estimate it as a % of your annual expense:

Anticipated percentage surplus/deficit for FY 2011



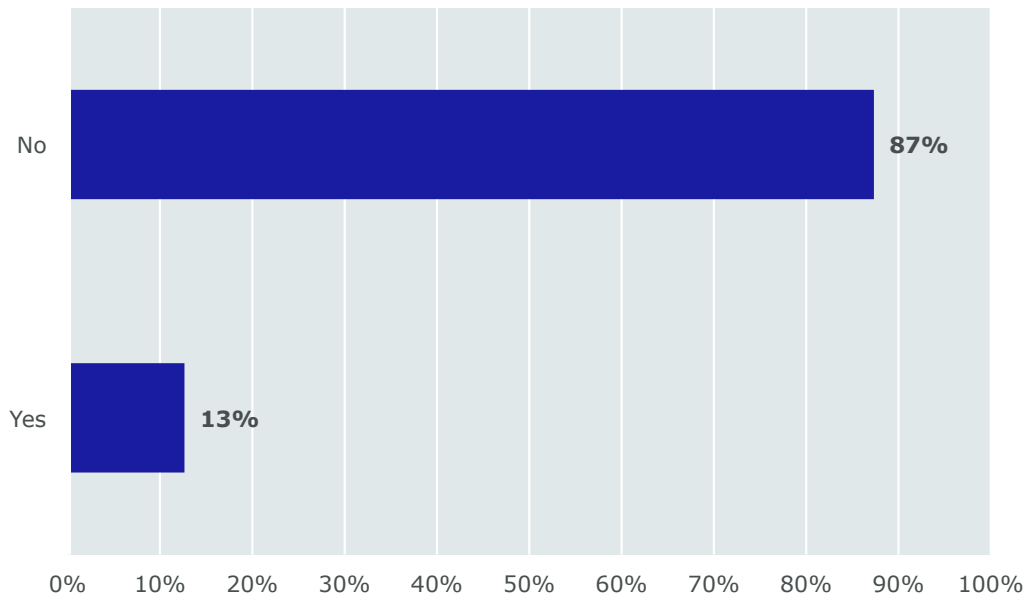
Question 30: How much cash (including reserves) does your organization have readily available?

Months of cash:



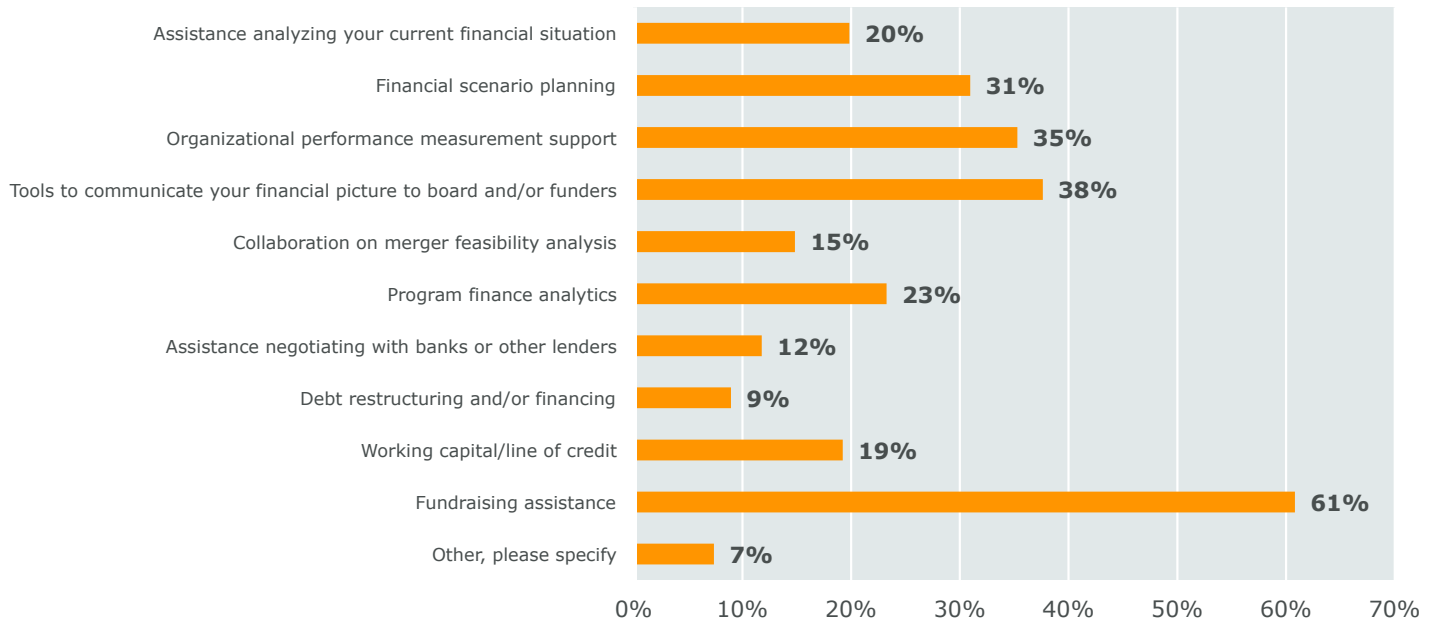
Question 31: The recession has been declared officially over. For your organization, does it feel that it has ended?

Does it feel like the recession has ended?



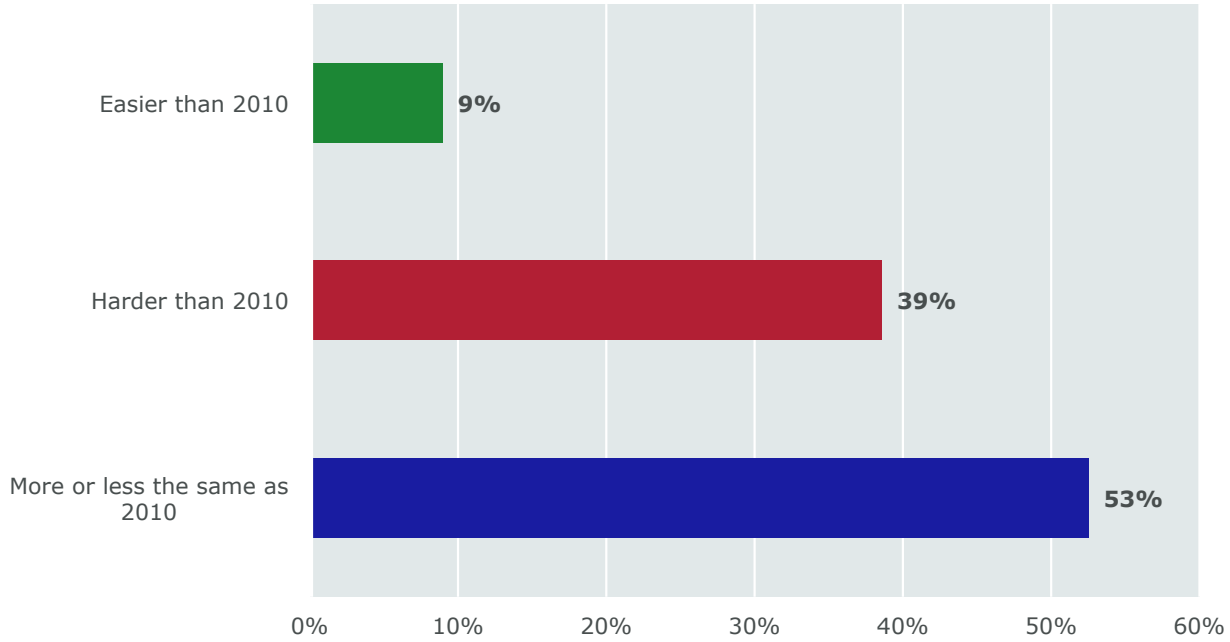
Question 32: Which of the following types of technical assistance and/or capital access services would be helpful now to your organization? Please check all that apply.

Helpful technical assistance or capital access services



Question 33: For 2011, what is your financial outlook for the people you serve? For the people you serve, 2011 will be:

2011 financial outlook for the people you serve



Question 34: What is your financial outlook for your organization in 2011? For your organization, 2011 will be:

2011 financial outlook for your organization

