

Nonprofit Finance Fund

2010 State of the Nonprofit Sector Survey

National Results March 2010



Question 1: In what state is your organization headquartered?

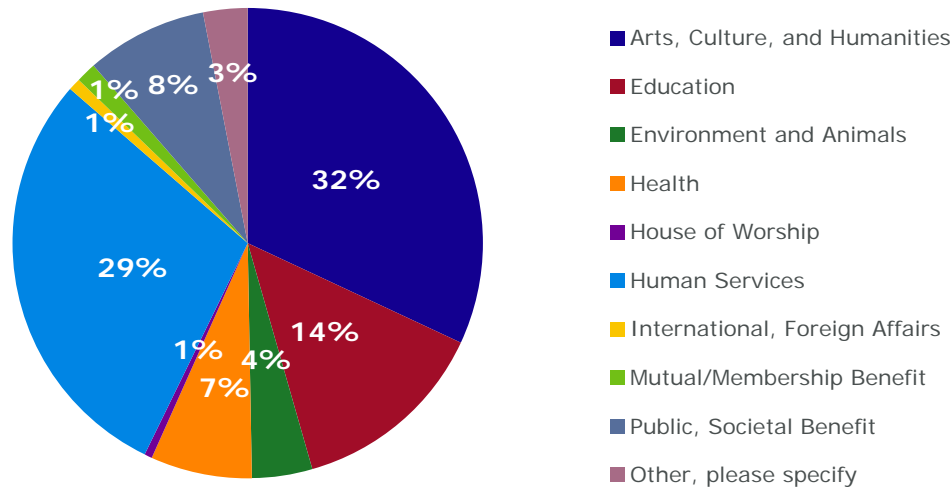
AK - 1 - 0%
AL - 4 - 0%
AR - 2 - 0%
AZ - 2 - 0%
CA - 106 - 8%
CO - 2 - 0%
CT - 112 - 9%
DC - 22 - 2%
DE - 5 - 0%
FL - 7 - 1%
GA - 27 - 2%
HI - 3 - 0%
IA - 2 - 0%
ID - 1 - 0%
IL - 31 - 2%
IN - 15 - 1%
KS - 2 - 0%
KY - 5 - 0%
LA - 3 - 0%
MA - 108 - 8%
MD - 14 - 1%
ME - 6 - 0%
MI - 29 - 2%
MN - 7 - 1%
MO - 14 - 1%
MS - 3 - 0%
MT - 4 - 0%
NC - 10 - 1%
ND - 19 - 1%
NE - 4 - 0%
NH - 202 - 15%
NJ - 70 - 5%
NM - 1 - 0%

NY - 238 - 18%
OH - 10 - 1%
OK - 1 - 0%
OR - 13 - 1%
PA - 68 - 5%
RI - 1 - 0%
SC - 3 - 0%
TN - 10 - 1%
TX - 15 - 1%
VA - 14 - 1%
VT - 22 - 2%
WA - 64 - 5%
WI - 6 - 0%
WV - 6 - 0%
WY - 1 - 0%
Total - 1315 - 100%

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

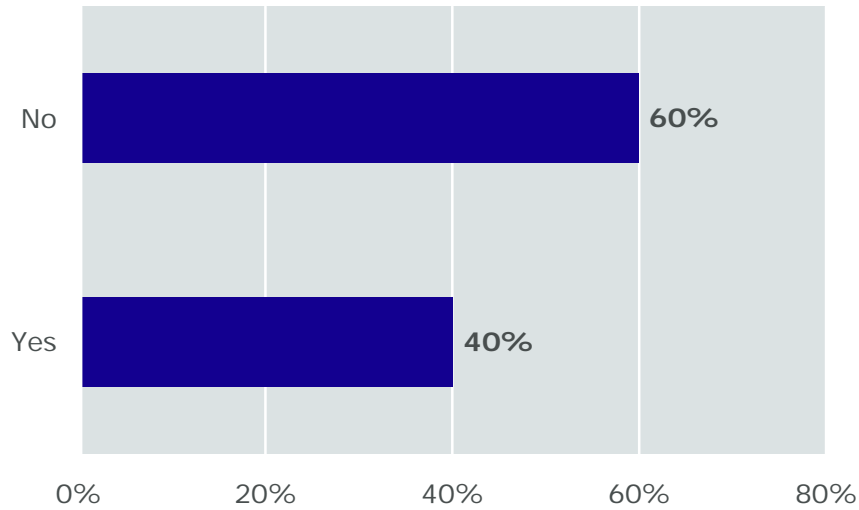
Question 3: What type of organization are you?

Sector Breakdown



Sectors:		
Arts, Culture, and Humanities	417	32%
Education	181	14%
Environment and Animals	55	4%
Health	90	7%
House of Worship	7	1%
Human Services	382	29%
International, Foreign Affairs	12	1%
Mutual/Membership Benefit	18	1%
Public, Societal Benefit	109	8%
Other, please specify	39	3%
Unknown, Unclassified	5	0%
Total	1315	100%

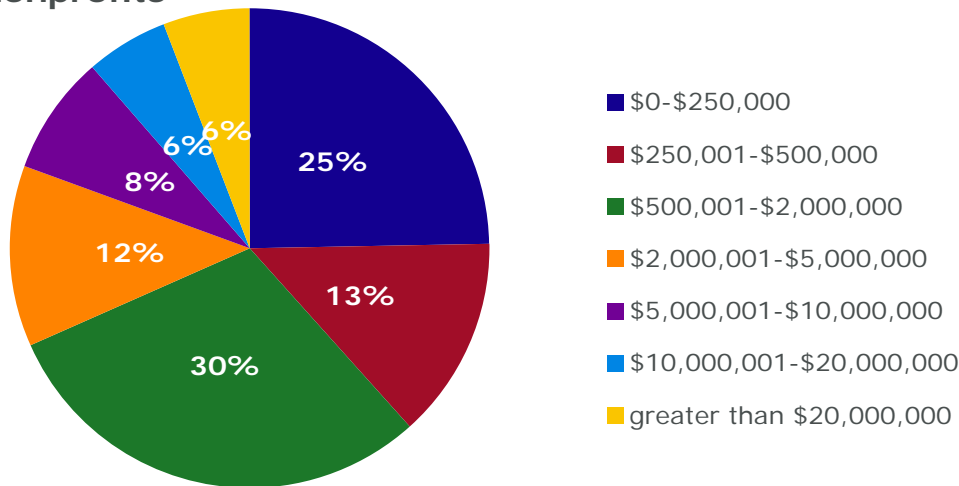
Question 4: Do you consider yourself a 'lifeline' organization (i.e., providing critical services to people in need)?



Lifeline organizations:		
No	788	60%
Yes	527	40%
Total	1315	100%

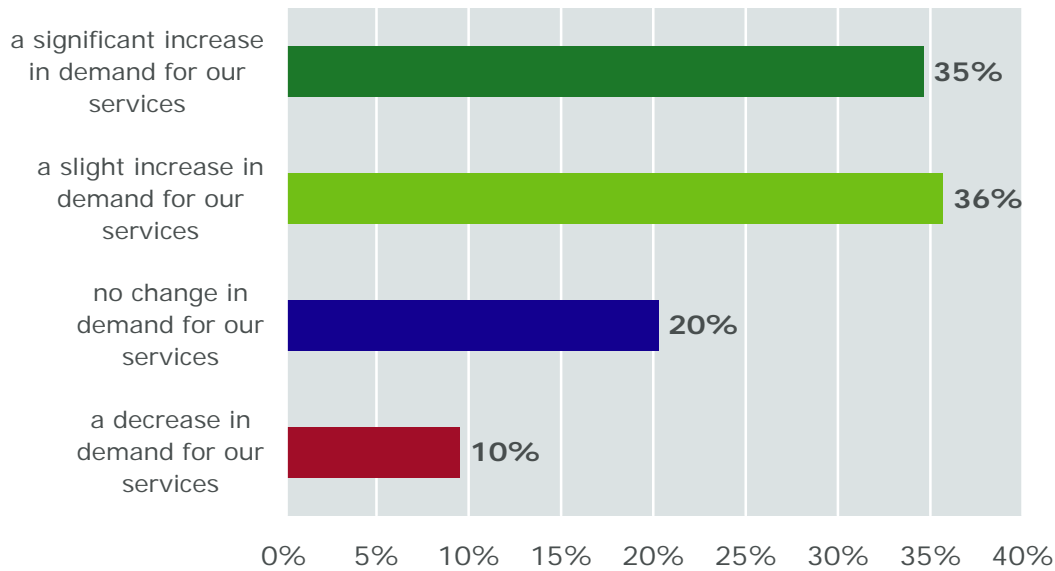
Question 5: What was your total annual operating expense in 2009?

Most respondents from small- to mid-sized nonprofits



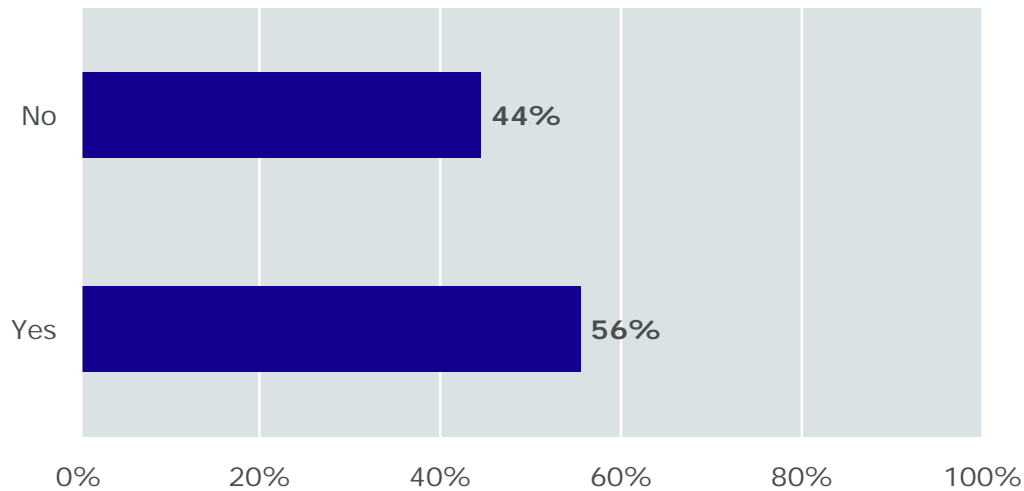
Operating expenses:		
\$0-\$250,000	326	25%
\$250,001-\$500,000	177	13%
\$500,001-\$2,000,000	397	30%
\$2,000,001-\$5,000,000	158	12%
\$5,000,001-\$10,000,000	107	8%
\$10,000,001-\$20,000,000	74	6%
greater than \$20,000,000	76	6%
Total	1315	100%

Question 6: In 2009, we experienced:



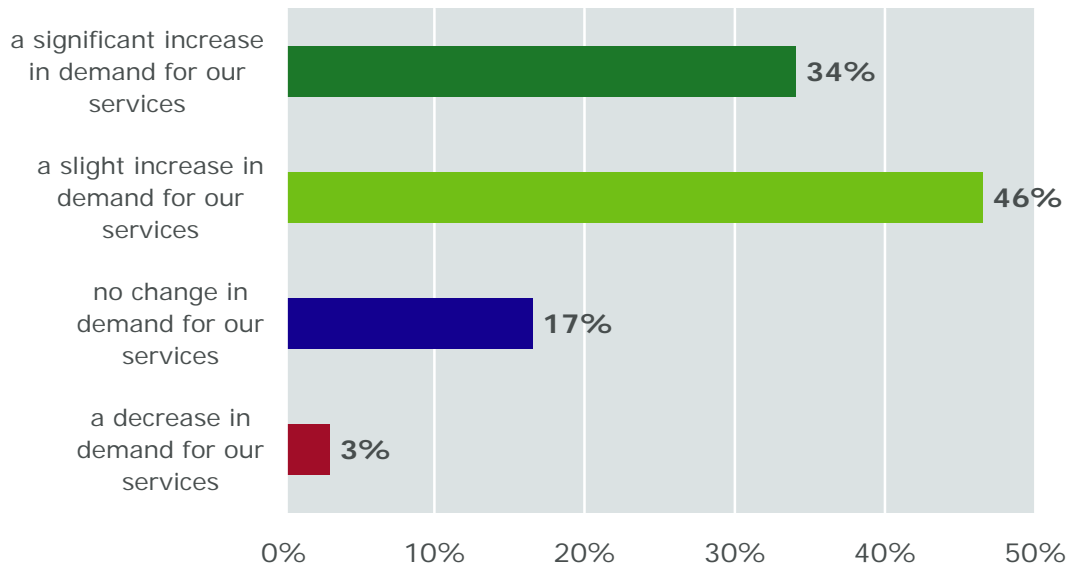
In 2009 we experienced:		
a significant increase in demand for our services	451	35%
a slight increase in demand for our services	465	36%
no change in demand for our services	264	20%
a decrease in demand for our services	124	10%
Total	1304	100%

Question 7: In 2009, were you able to fully meet demand for your services?



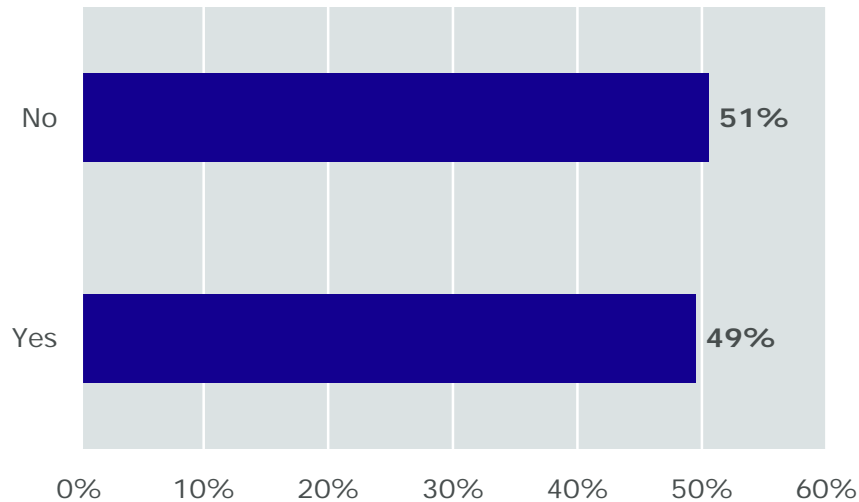
Able to meet 2009 service demand:		
No	577	44%
Yes	720	56%
Total	1297	100%

Question 8: In 2010, we anticipate:



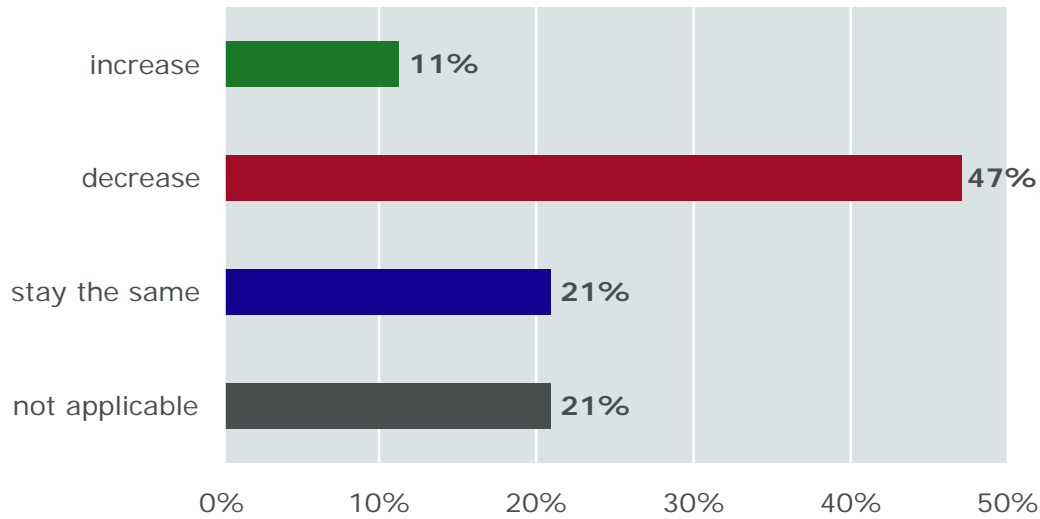
In 2010 we anticipate:		
a significant increase in demand for our services	443	34%
a slight increase in demand for our services	605	46%
no change in demand for our services	215	17%
a decrease in demand for our services	39	3%
Total	1302	100%

Question 9: In 2010, do you anticipate that you will be able to fully meet demand for your services?



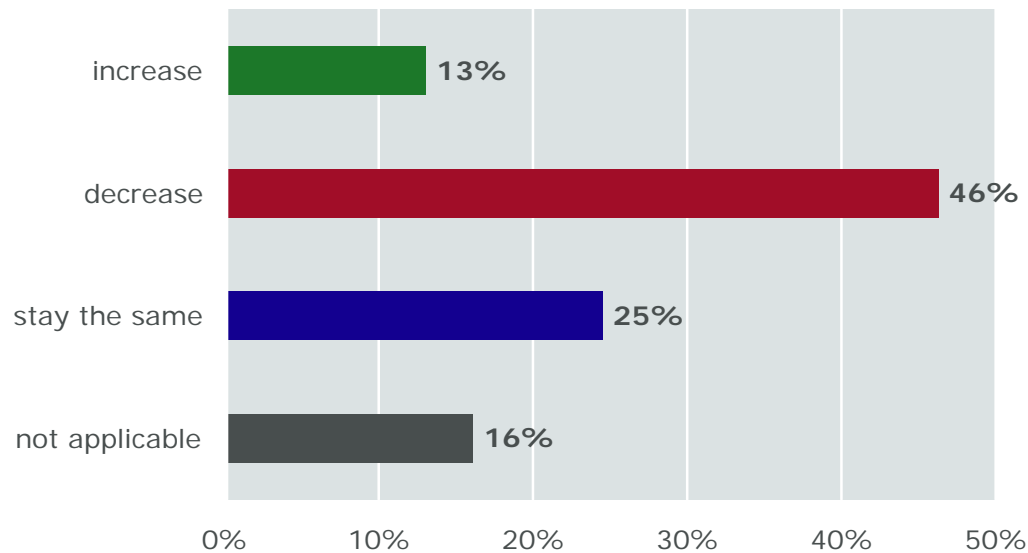
Anticipate being able to meet 2010 service demand?		
No	656	51%
Yes	642	49%
Total	1298	100%

Question 10: Government revenue will:



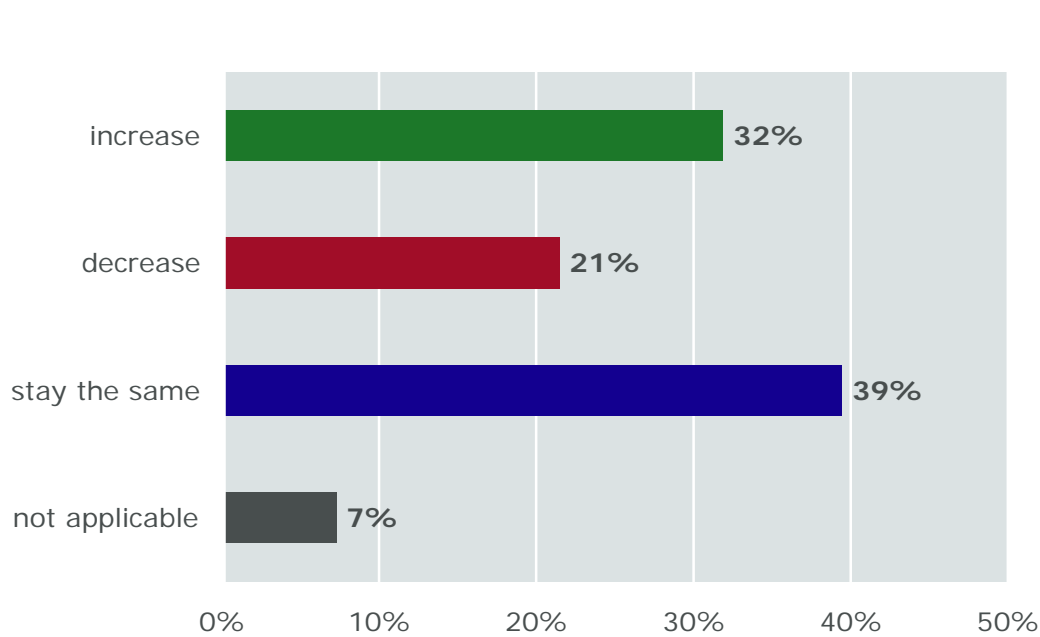
Government revenue will:			Excluding 'N/A'
			Government (79%)*
increase	147	11%	14%
decrease	615	47%	59%
stay the same	273	21%	26%
not applicable	273	21%	
Total	1308	100%	100%

Question 11: Foundation, United Way, and federation revenue will:



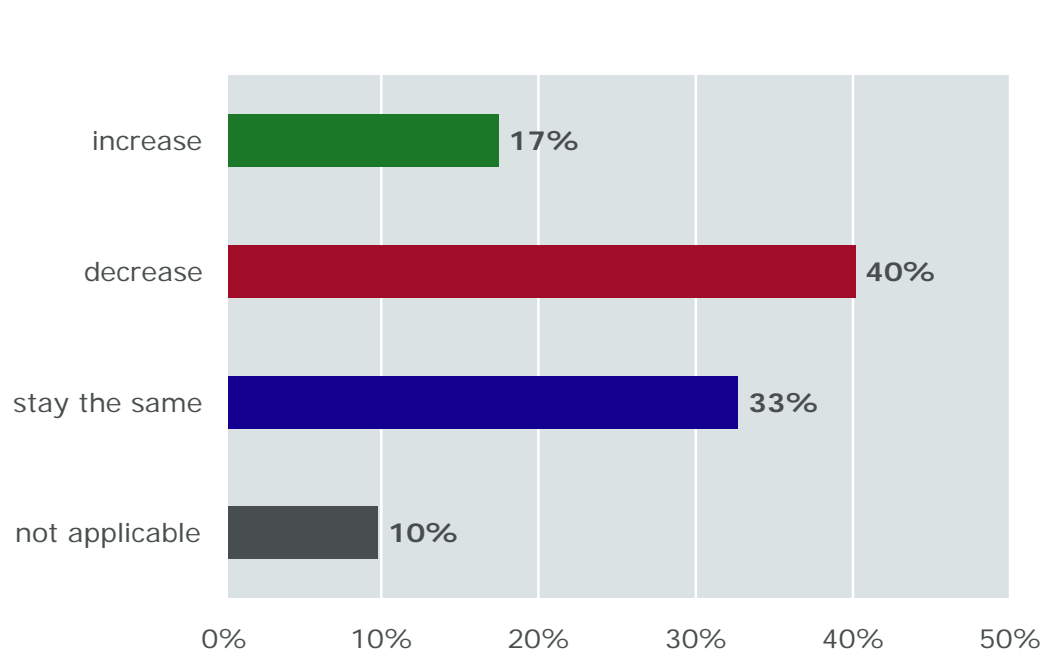
Foundation, United Way and federation revenue will:			Excluding 'N/A'
			Fdn, UW, Fed (84%)*
increase	171	13%	16%
decrease	606	46%	55%
stay the same	321	25%	29%
not applicable	211	16%	
Total	1309	100%	100%

Question 12: Individual & board member revenue will:



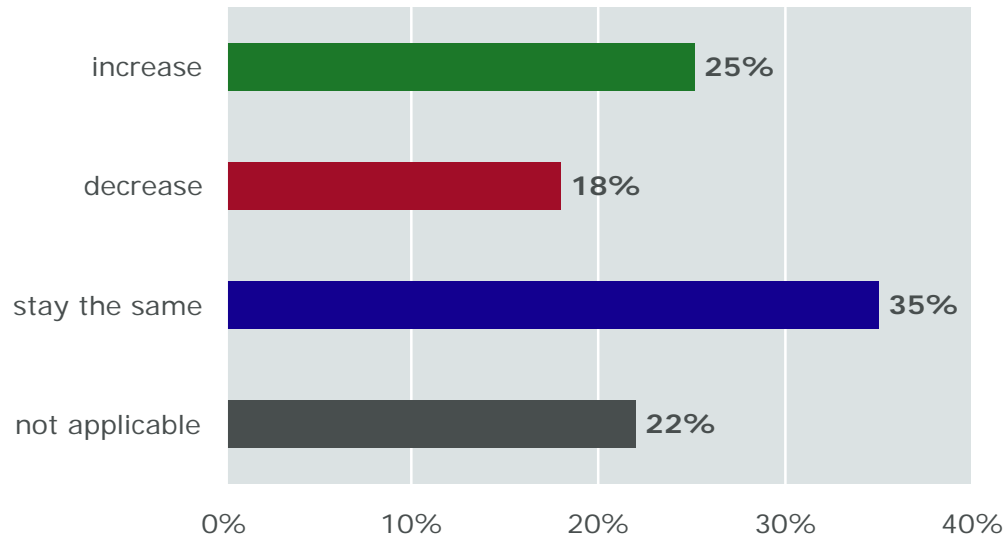
Individual & Board revenue will:			Excluding 'N/A'
			Indiv & Board (93%)*
increase	417	32%	34%
decrease	281	21%	23%
stay the same	516	39%	43%
not applicable	95	7%	
Total	1309	100%	100%

Question 13: Corporate giving & sponsorship revenue will:



Corporate giving and sponsorship will:			Excluding 'N/A'
			Corp giving, sp (90%)*
increase	227	17%	19%
decrease	522	40%	44%
stay the same	425	33%	36%
not applicable	127	10%	
Total	1301	100%	100%

Question 14: Revenue from tickets, fees, or other earned revenue will:

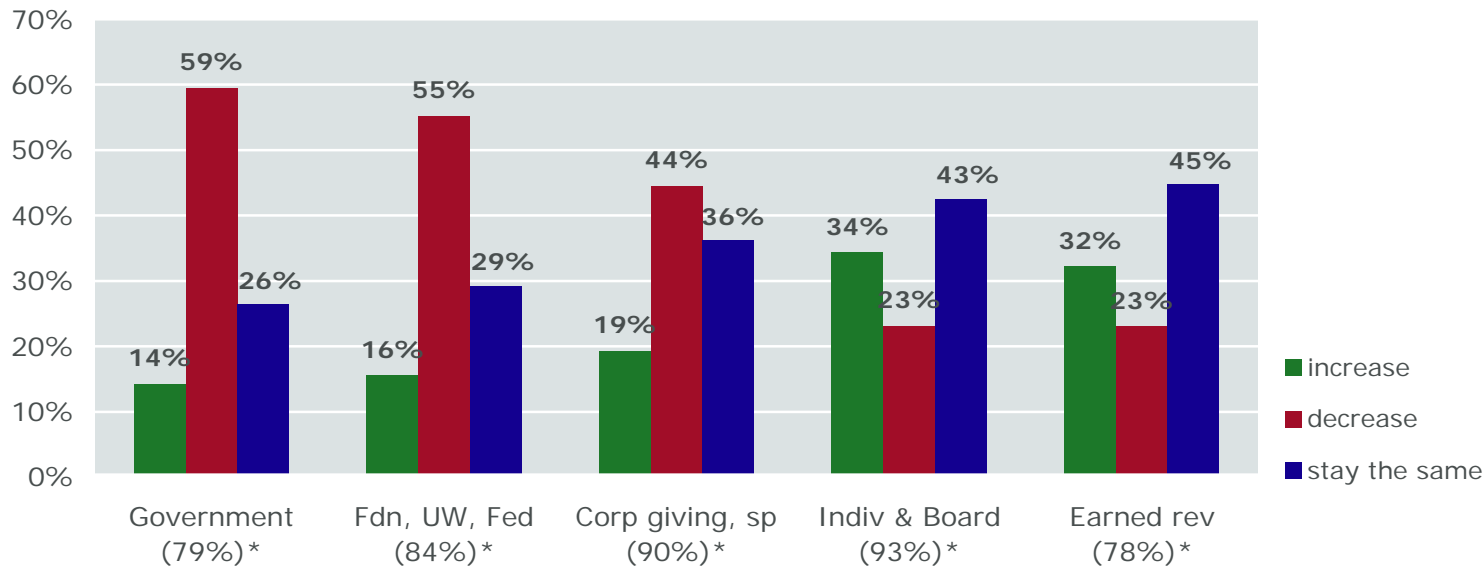


Earned revenue will:			Excluding 'N/A' Earned rev (78%)*
increase	327	25%	32%
decrease	234	18%	23%
stay the same	455	35%	45%
not applicable	286	22%	
Total	1302	100%	100%

How do 2010 revenue expectations compare across revenue sources?

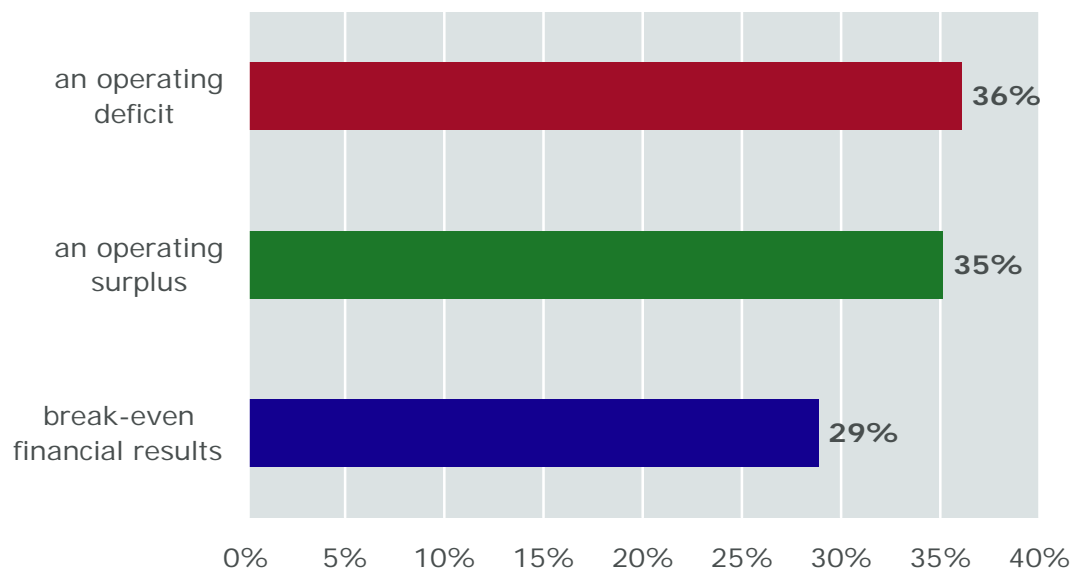
2010 Revenue Expectations

Excludes 'Not Applicable' Responses



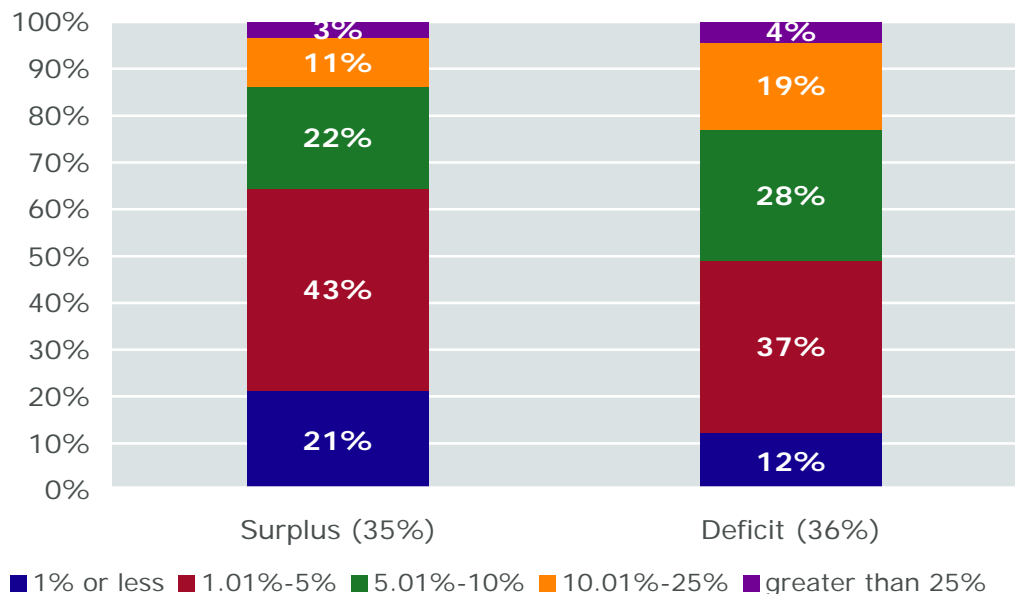
*Percentage of respondents receiving revenue from this source. Figures shown in the graph exclude responses marked "Not Applicable" for this question.

Question 15: We finished our fiscal year ending in 2009 with:



Finished FY 2009 with:		
an operating deficit	471	36%
an operating surplus	459	35%
break-even financial results	377	29%
Total	1307	100%

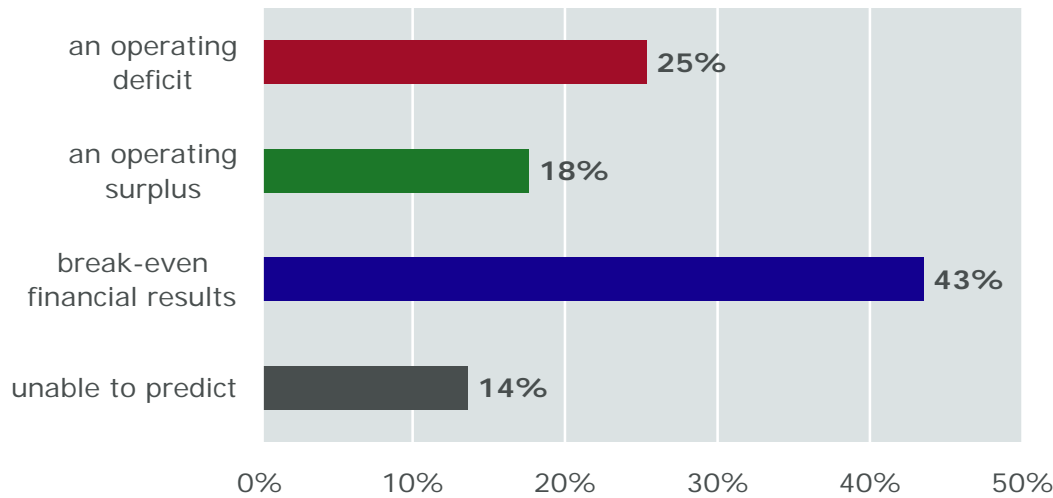
Question 16: If you finished your fiscal year ending in 2009 with a deficit or surplus, please approximate it as a percent of annual expense:



2009: Surplus		
1% or less	95	21%
1.01%-5%	193	43%
5.01%-10%	97	22%
10.01%-25%	47	11%
greater than 25%	15	3%
Total	447	100%

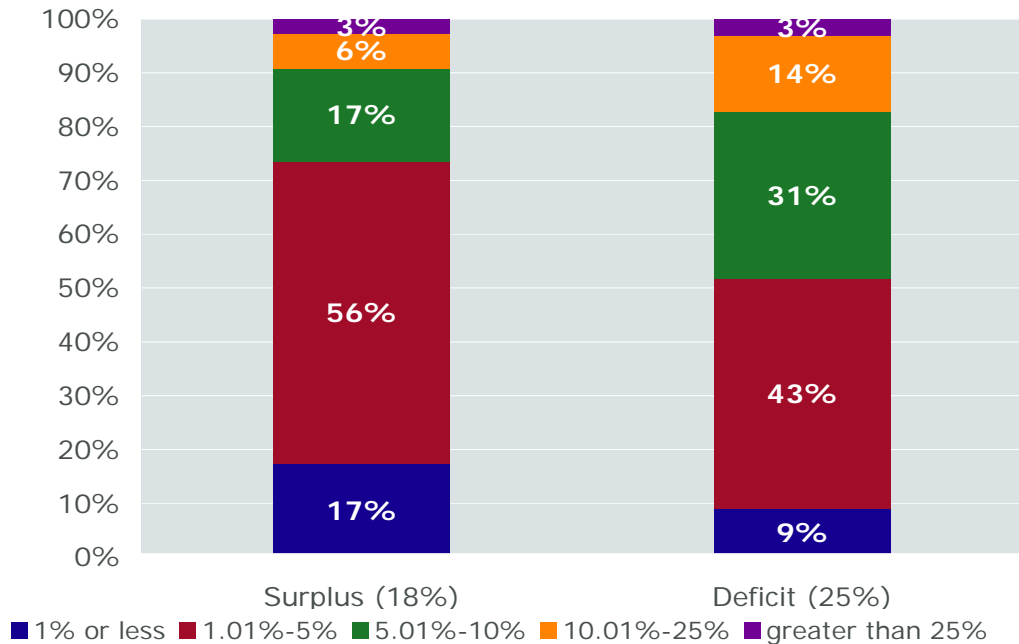
2009: Deficit		
1% or less	57	12%
1.01%-5%	170	37%
5.01%-10%	129	28%
10.01%-25%	87	19%
greater than 25%	20	4%
Total	463	100%

Question 17: For our fiscal year ending in 2010, we currently anticipate that we will end the year with:



Expected 2010:		
an operating deficit	328	25%
an operating surplus	228	18%
break-even financial results	563	43%
unable to predict	176	14%
Total	1295	100%

Question 18: If you anticipate a deficit or surplus for your fiscal year ending in 2010, please estimate it as a percent of your annual expense:

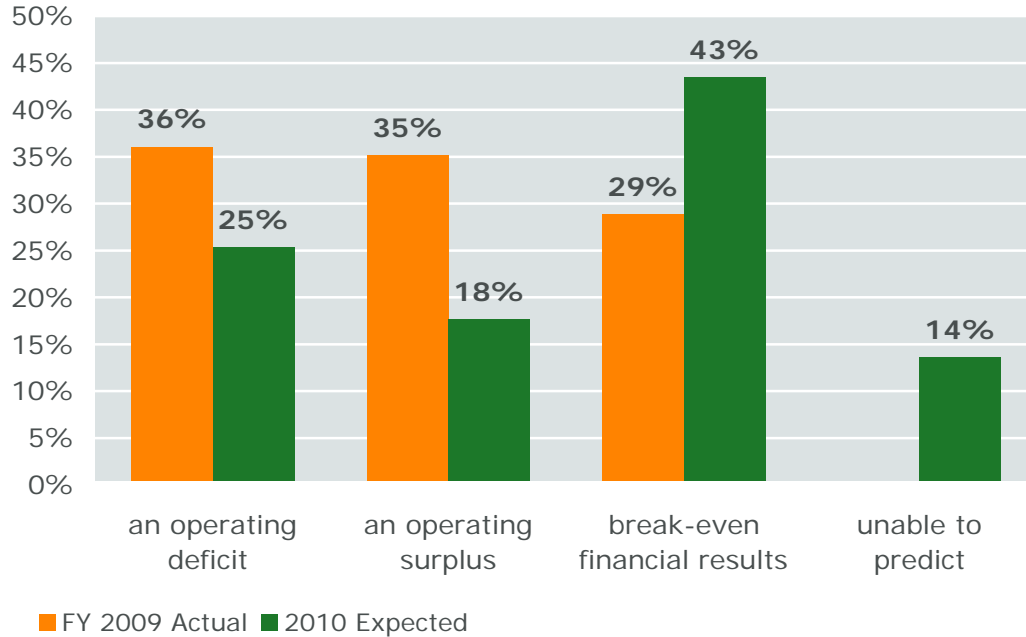


2010: Surplus		
1% or less	38	17%
1.01%-5%	123	56%
5.01%-10%	38	17%
10.01%-25%	14	6%
greater than 25%	6	3%
Total	219	100%

2010: Deficit		
1% or less	29	9%
1.01%-5%	139	43%
5.01%-10%	101	31%
10.01%-25%	46	14%
greater than 25%	10	3%
Total	325	100%

How do 2009 fiscal year results compare to 2010 expectations?

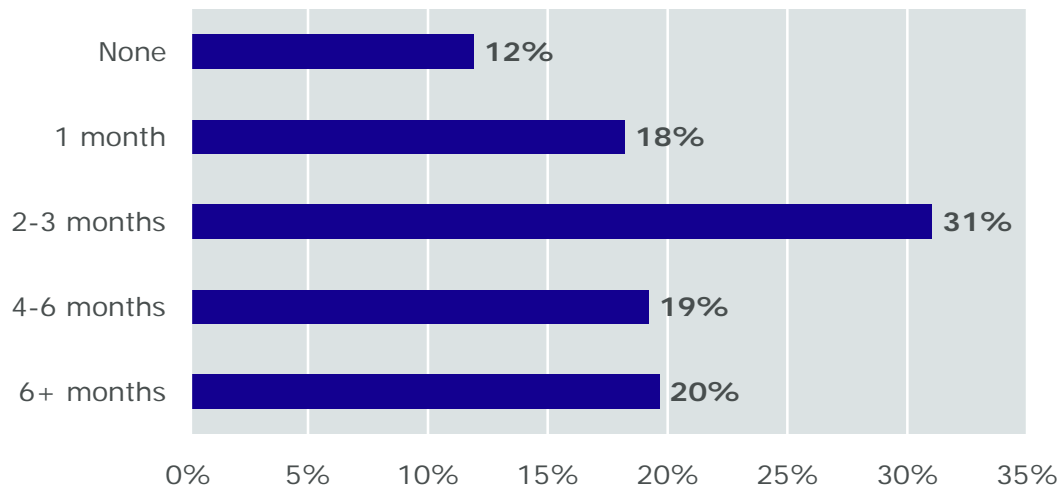
2009 vs. 2010 Operating Results



	FY 2009	2010
2009 vs. 2010 financial results:	Actual	Expected
an operating deficit	36%	25%
an operating surplus	35%	18%
break-even financial results	29%	43%
unable to predict		14%
Total	100%	100%

Question 19: How much cash (including reserves) does your organization have readily available?

Months of cash:

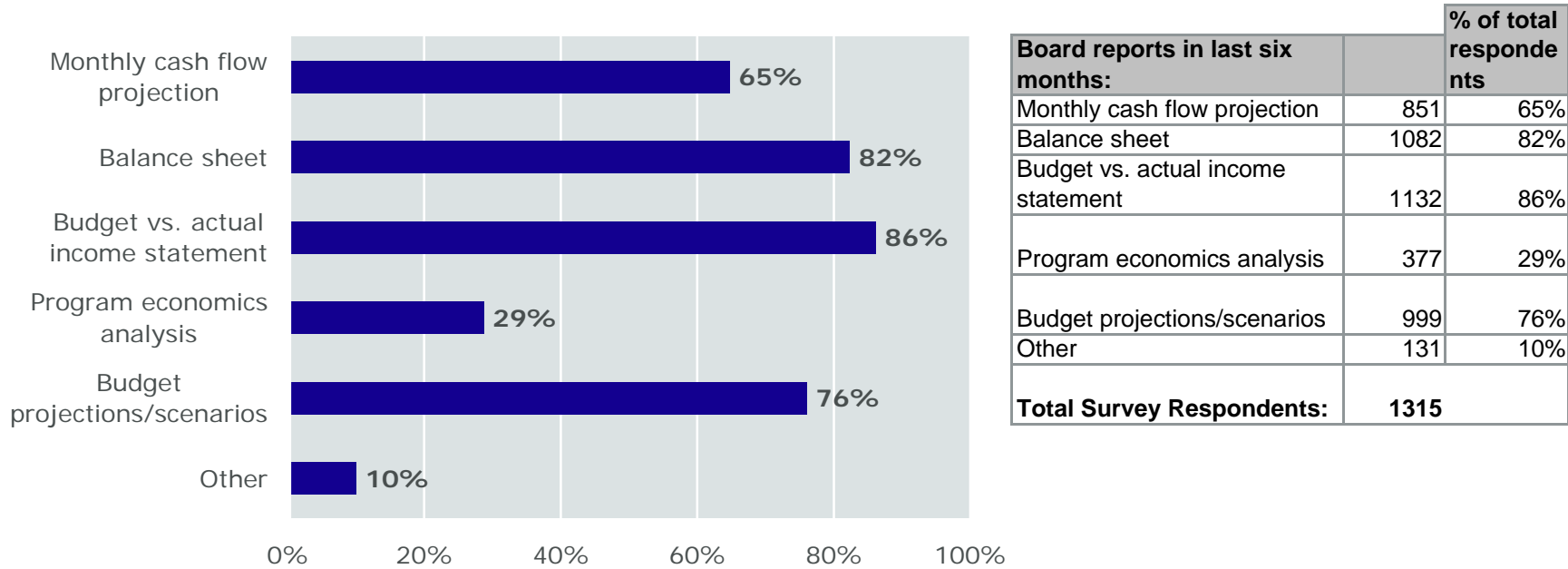


Months of cash:		
None	155	12%
1 month	237	18%
2-3 months	404	31%
4-6 months	250	19%
6+ months	256	20%
Total	1302	100%

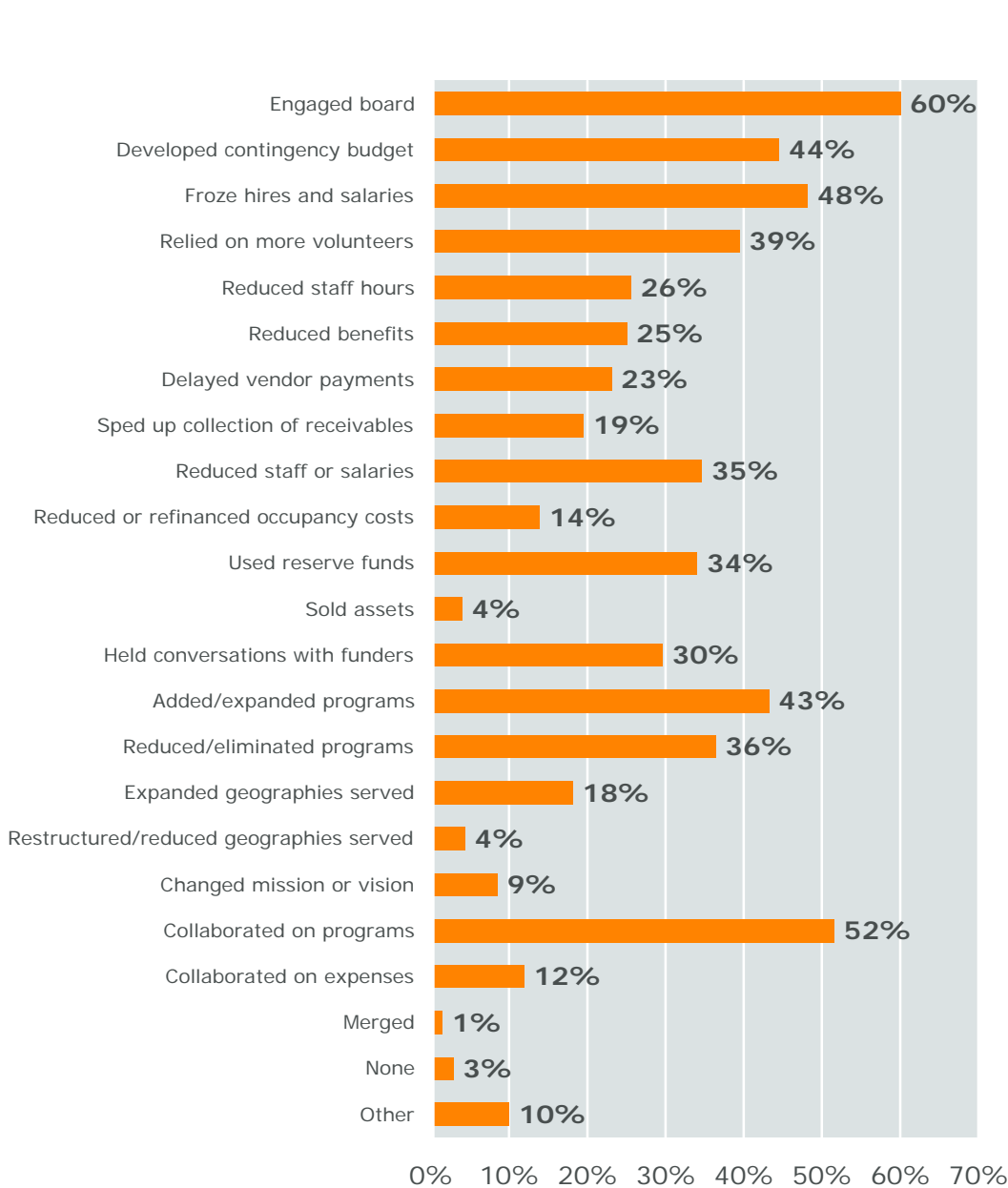
Question 20: What percent did your revenue grow or contract between your fiscal year-end 2008 and your fiscal year-end 2009?

Question 21: What percent do you expect your revenue will grow or contract between your fiscal year-end 2009 and your fiscal year-end 2010?

Question 22: Within the last six months, have you prepared any of the following reports for your management and/or board? If so, please check all that apply.

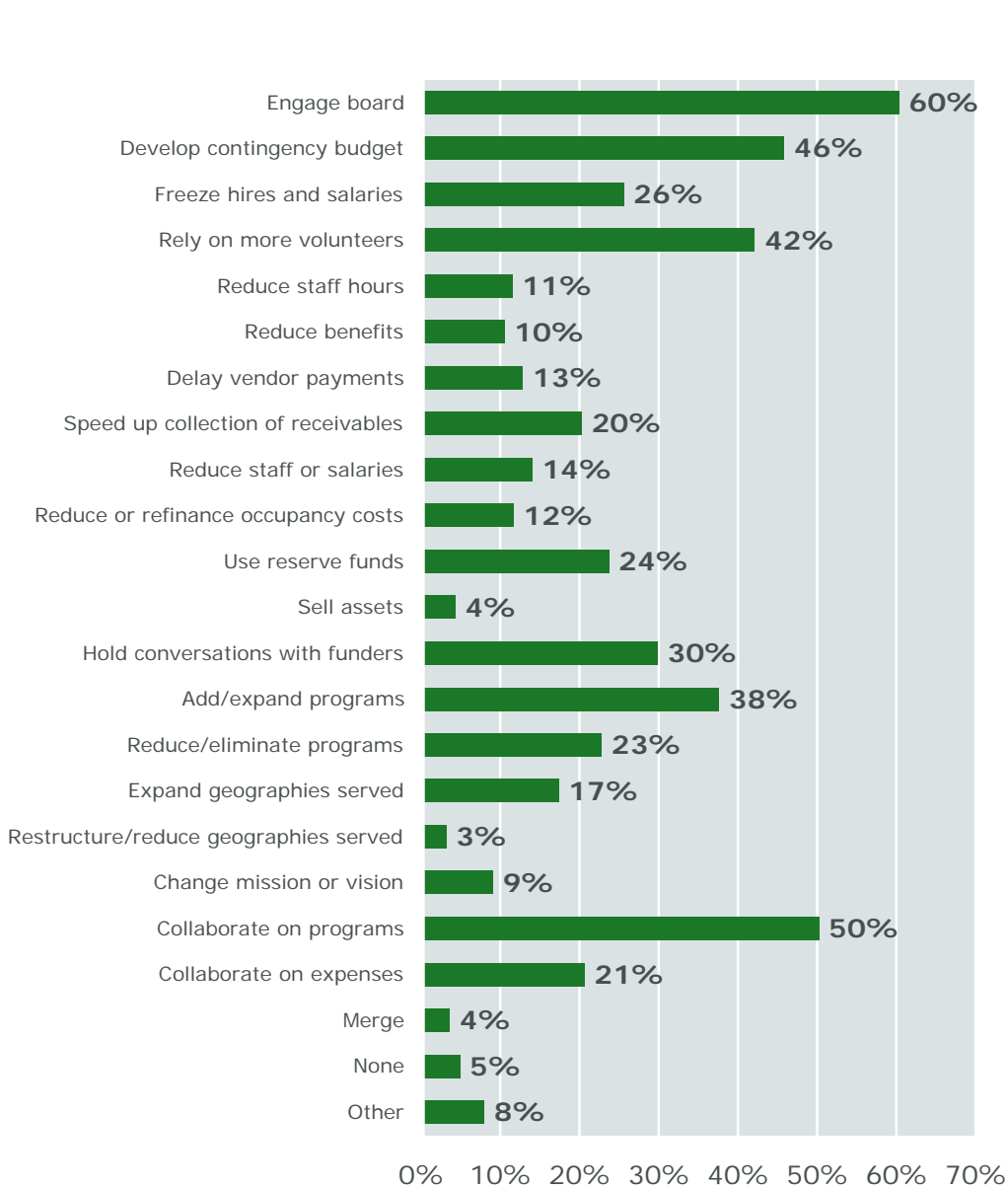


Question 23: Have you taken any of the following actions in the last 12 months? Please check all that apply:



Actions taken in the last 12 months:		% of total survey respondents
Engaged board	789	60%
Developed contingency budget	585	44%
Froze hires and salaries	633	48%
Relied on more volunteers	518	39%
Reduced staff hours	336	26%
Reduced benefits	329	25%
Delayed vendor payments	303	23%
Sped up collection of receivables	256	19%
Reduced staff or salaries	455	35%
Reduced or refinanced occupancy costs	182	14%
Used reserve funds	447	34%
Sold assets	52	4%
Held conversations with funders	389	30%
Added/expanded programs	568	43%
Reduced/eliminated programs	478	36%
Expanded geographies served	238	18%
Restructured/reduced geographies served	57	4%
Changed mission or vision	112	9%
Collaborated on programs	678	52%
Collaborated on expenses	156	12%
Merged	19	1%
None	37	3%
Other	131	10%
Total Survey Respondents	1315	

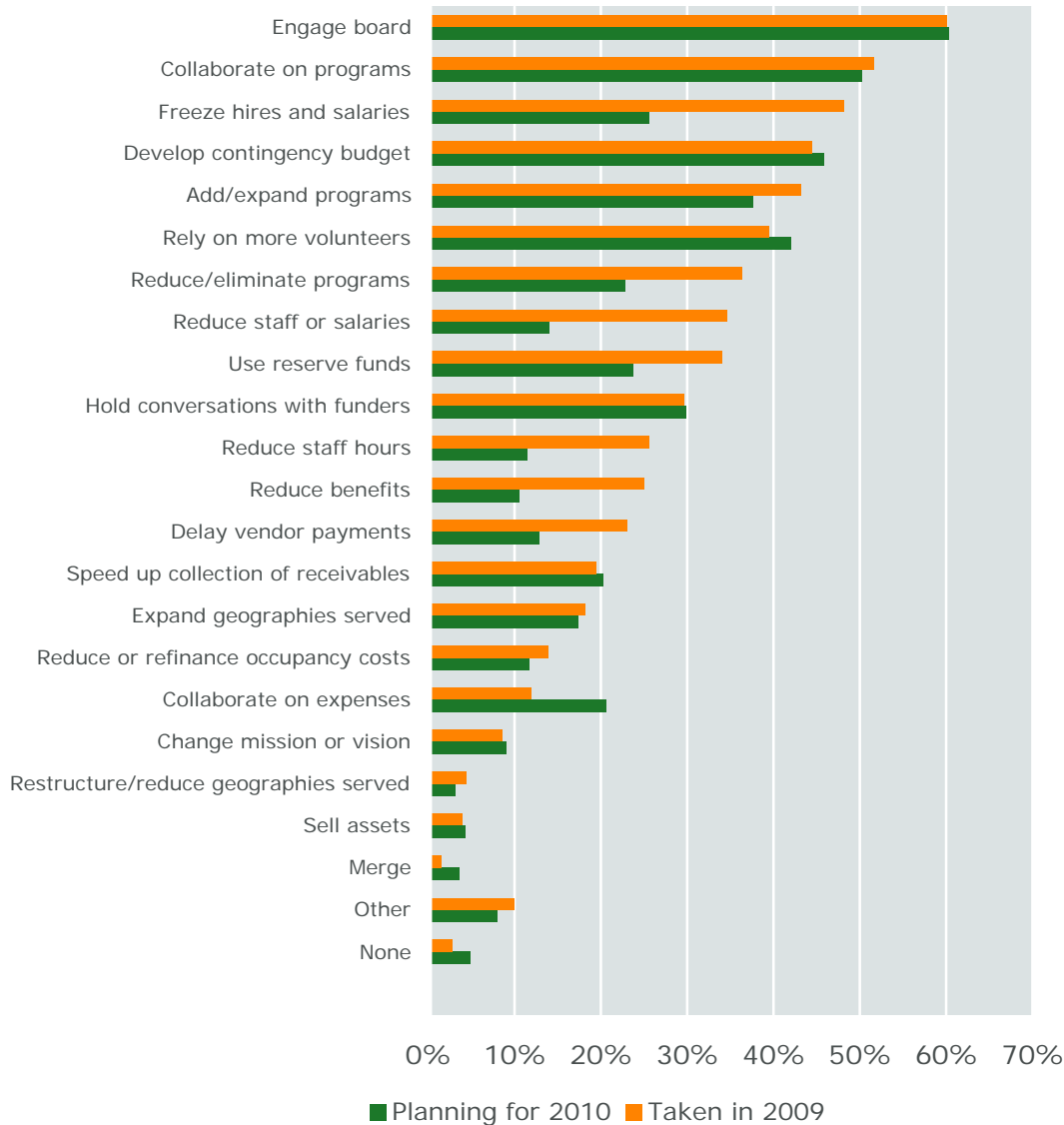
Question 24: Do you plan to take any of the following actions in the next 12 months? If so, please check all actions that you are planning. Please include all activities that will be new for your organization in the next 12 months, as well as any that you will repeat or continue from the previous 12 months:



Actions planned for the next 12 months:		% of total survey respondents
Engage board	793	60%
Develop contingency budget	602	46%
Freeze hires and salaries	336	26%
Rely on more volunteers	553	42%
Reduce staff hours	151	11%
Reduce benefits	138	10%
Delay vendor payments	168	13%
Speed up collection of receivables	266	20%
Reduce staff or salaries	184	14%
Reduce or refinance occupancy costs	153	12%
Use reserve funds	311	24%
Sell assets	56	4%
Hold conversations with funders	392	30%
Add/expand programs	494	38%
Reduce/eliminate programs	299	23%
Expand geographies served	228	17%
Restructure/reduce geographies served	41	3%
Change mission or vision	119	9%
Collaborate on programs	660	50%
Collaborate on expenses	271	21%
Merge	47	4%
None	64	5%
Other	104	8%
Total Survey Respondents	1315	

How do actions planned for 2010 compare to actions taken in 2009?

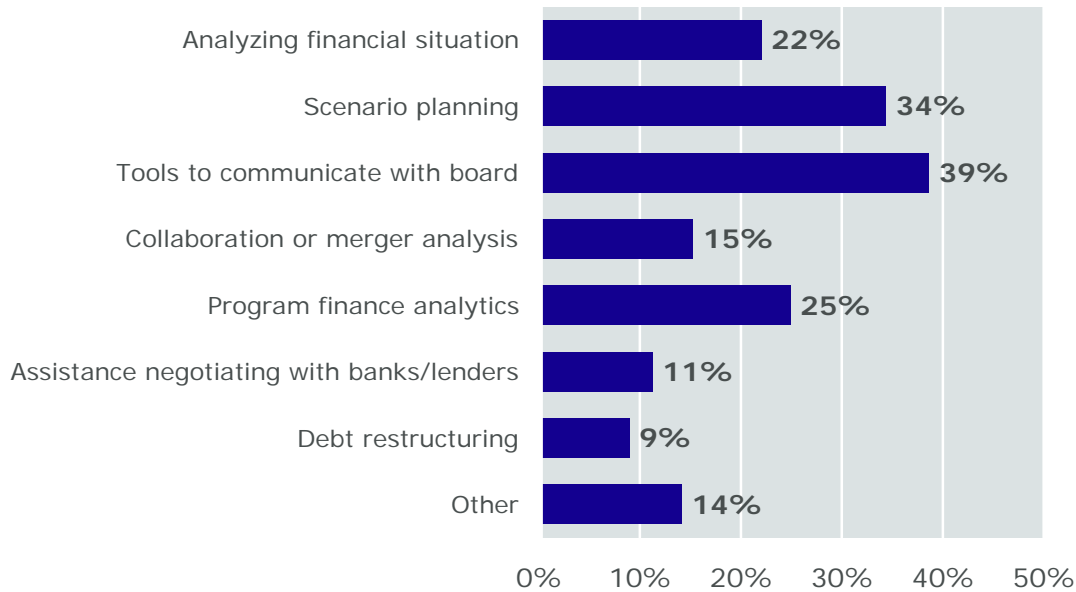
Responding to Economic Challenges



Actions	Planning for 2010	Taken in 2009
None	5%	3%
Other	8%	10%
Merge	4%	1%
Sell assets	4%	4%
Restructure/reduce geographies served	3%	4%
Change mission or vision	9%	9%
Collaborate on expenses	21%	12%
Reduce or refinance occupancy costs	12%	14%
Expand geographies served	17%	18%
Speed up collection of receivables	20%	19%
Delay vendor payments	13%	23%
Reduce benefits	10%	25%
Reduce staff hours	11%	26%
Hold conversations with funders	30%	30%
Use reserve funds	24%	34%
Reduce staff or salaries	14%	35%
Reduce/eliminate programs	23%	36%
Rely on more volunteers	42%	39%
Add/expand programs	38%	43%
Develop contingency budget	46%	44%
Freeze hires and salaries	26%	48%
Collaborate on programs	50%	52%
Engage board	60%	60%

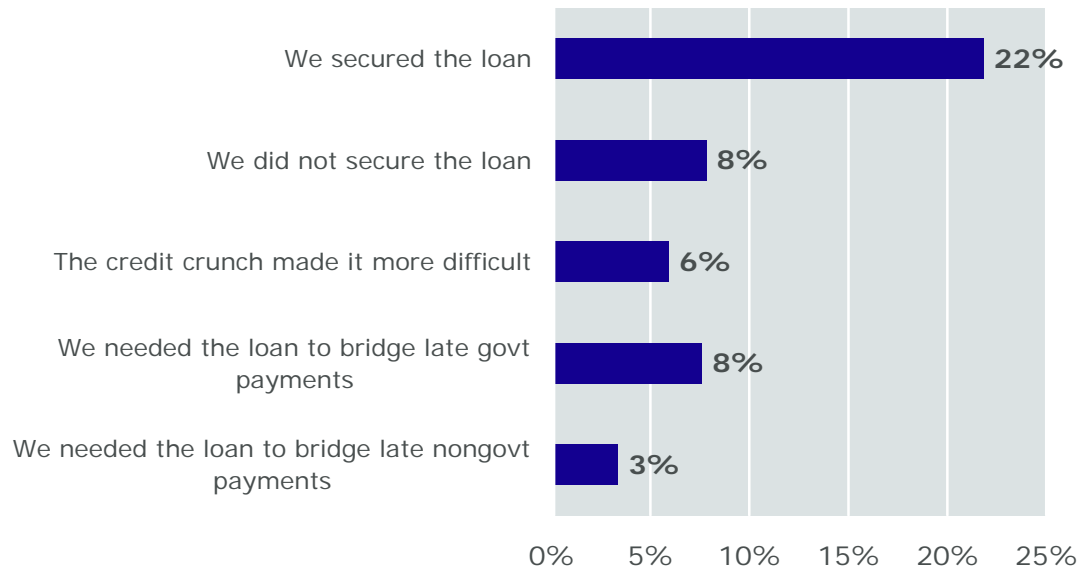
Question 25: With regard to your organization's finances or business practices, what action or change are you most proud of about how your nonprofit responded to economic challenges in 2009? Please briefly describe, as specifically as possible...

Question 26: Which of the following types of technical assistance would be helpful now to your organization? Please check all that apply.



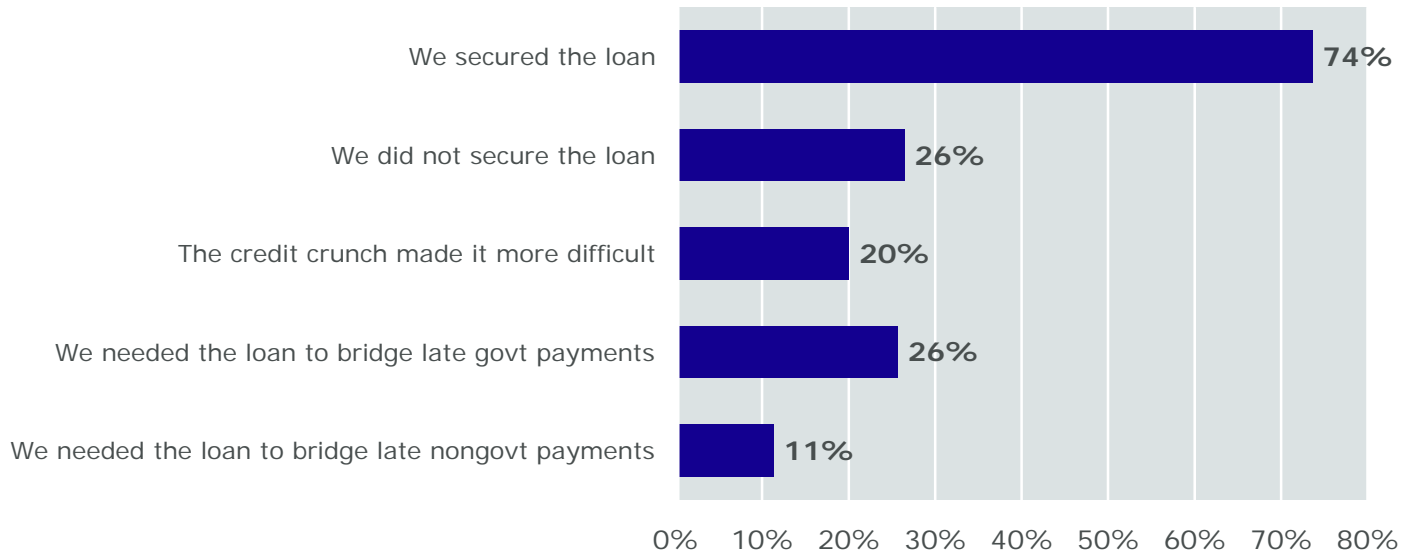
Helpful TA:		% of total survey respondents
Analyzing financial situation	289	22%
Scenario planning	451	34%
Tools to communicate with board	507	39%
Collaboration or merger analysis	200	15%
Program finance analytics	327	25%
Assistance negotiating with banks/lenders	147	11%
Debt restructuring	117	9%
Other	185	14%
Total Survey Respondents:	1315	

Question 27: If you have applied for a loan or line of credit in the last 12 months, please check all statements with which you agree.



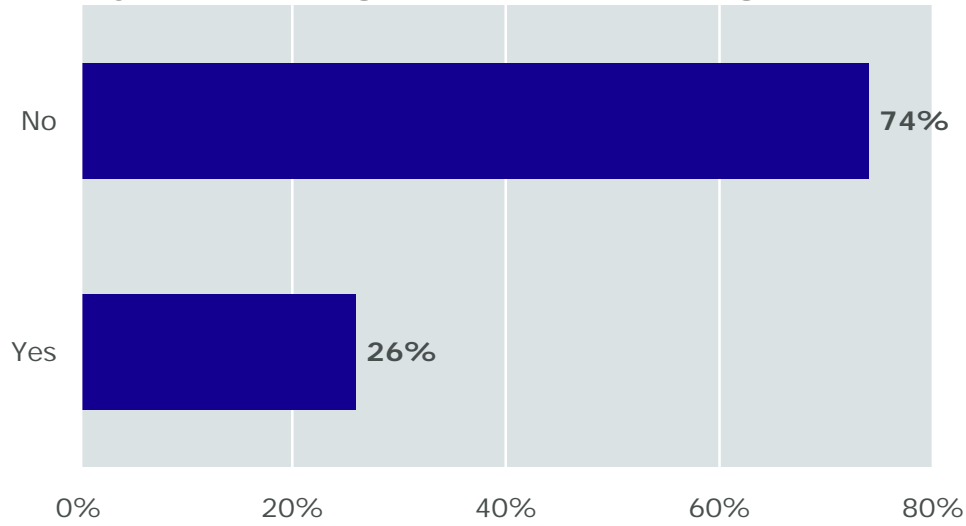
Applied for a loan:		% of total survey respondents
We secured the loan	287	22%
We did not secure the loan	103	8%
The credit crunch made it more difficult	78	6%
We needed the loan to bridge late govt payments	100	8%
We needed the loan to bridge late nongovt payments	44	3%
Total Survey Respondents:	1315	
Total That Applied as % of Total Respondents:	30%	

30% of survey respondents applied for a loan in the last 12 months. What did those 30% experience?



Question 28: Has your organization been a direct recipient of government stimulus funding?

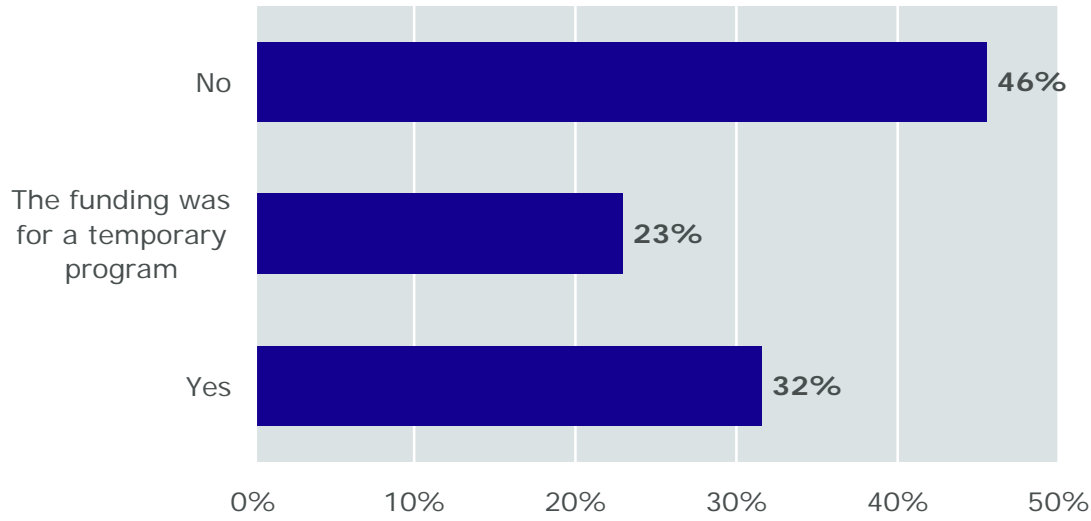
Have you received govt. stimulus funding?



Government stimulus funding:		
No	960	74%
Yes	337	26%
Total	1297	100%

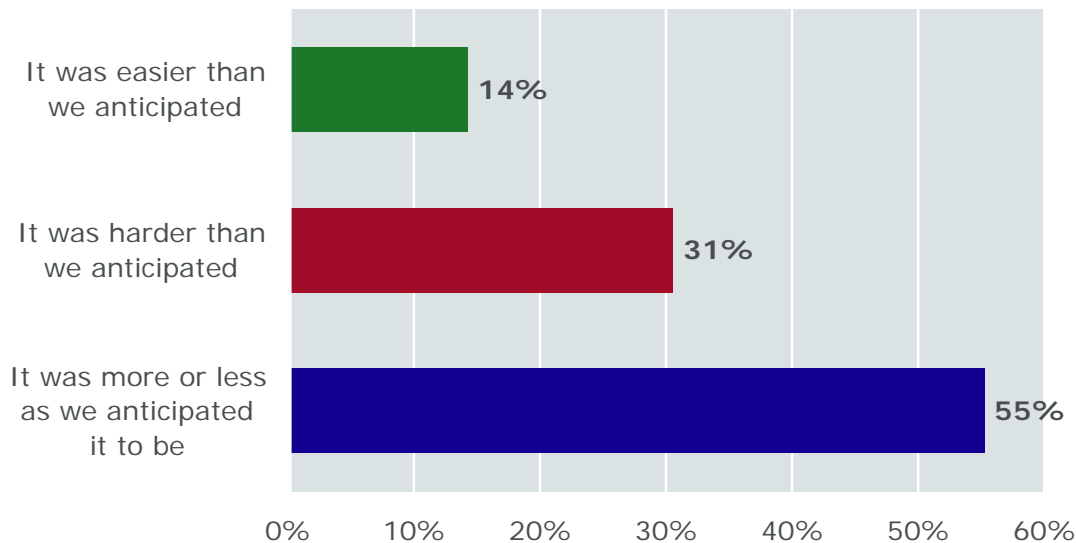
**Question 29: If you answered 'Yes' to question 28:
Once government stimulus funding goes away, do you anticipate that you'll be able to replace this money with funding from other sources?**

Will you be able to replace stimulus money?



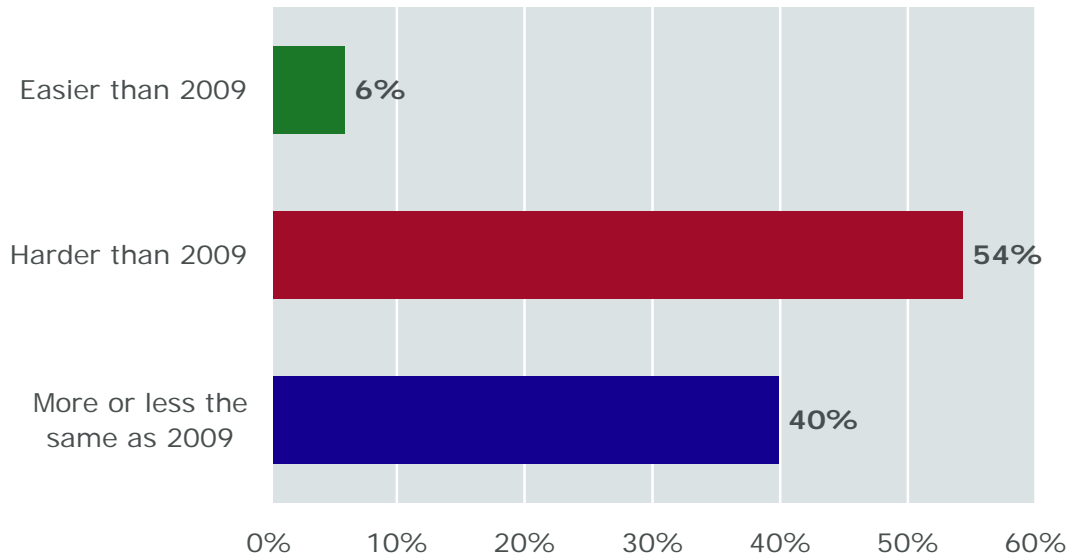
Replace stimulus money:		
No	153	46%
The funding was for a temporary program	77	23%
Yes	106	32%
Total	336	100%

Question 30: Looking back, how would you characterize your organization's financial experience in 2009?



How would you characterize 2009:		
It was easier than we anticipated	186	14%
It was harder than we anticipated	399	31%
It was more or less as we anticipated it to be	722	55%
Total:	1307	100%

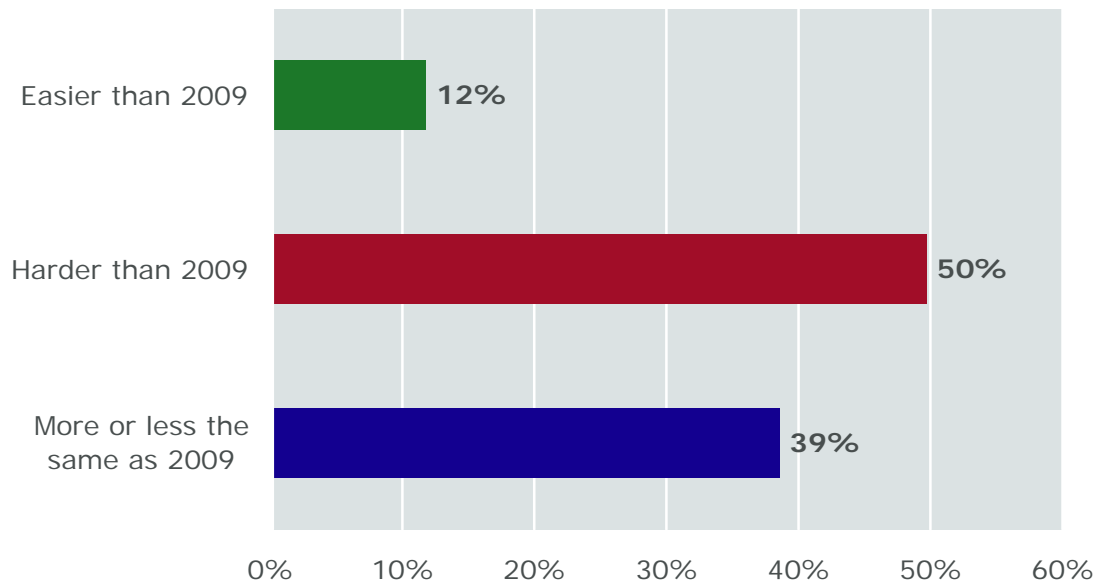
Question 31: For 2010, what is your financial outlook for the people you serve? For the people we serve, 2010 will be:



For the people you serve, 2010 will be:		
Easier than 2009	76	6%
Harder than 2009	700	54%
More or less the same as 2009	514	40%
Total	1290	100%

Question 32: What is your financial outlook for your organization in 2010? For our organization, 2010 will be:

Financial outlook for organization in 2010:



For your organization, 2010 will be:		
Easier than 2009	152	12%
Harder than 2009	641	50%
More or less the same as 2009	497	39%
Total	1290	100%