



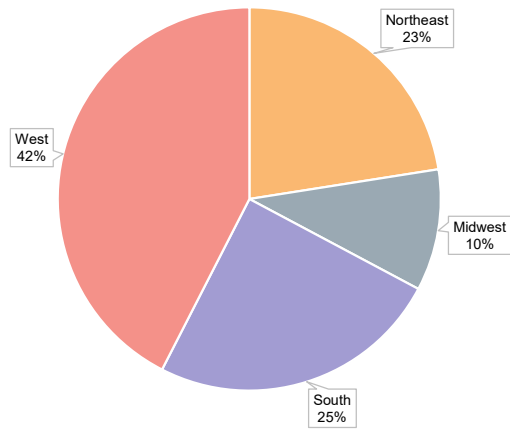
You Organization and the People You Serve

Respondents by state

Alabama	3	0%
Alaska	3	0%
Arizona	19	2%
Arkansas	1	0%
California	334	29%
Colorado	30	3%
Connecticut	15	1%
Delaware	23	2%
District Of Columbia	16	1%
Florida	32	3%
Georgia	7	1%
Hawaii	11	1%
Idaho	3	0%
Illinois	36	3%
Indiana	7	1%
Iowa	9	1%
Kansas	6	1%
Kentucky	8	1%
Louisiana	6	1%
Maine	5	0%
Maryland	9	1%
Massachusetts	57	5%
Michigan	25	2%
Minnesota	10	1%
Mississippi	0	0%
Missouri	7	1%
Montana	3	0%
Nebraska	4	0%
Nevada	4	0%
New Hampshire	26	2%
New Jersey	16	1%
New Mexico	9	1%
New York	98	8%
North Carolina	87	7%
North Dakota	0	0%
Ohio	15	1%
Oklahoma	16	1%
Oregon	14	1%
Pennsylvania	35	3%
Puerto Rico	1	0%
Rhode Island	7	1%
South Carolina	8	1%
South Dakota	0	0%
Tennessee	7	1%
Texas	41	4%
Utah	3	0%
Vermont	4	0%
Virginia	21	2%
Washington State	62	5%
West Virginia	3	0%
Wisconsin	1	0%
Wyoming	1	0%
N = All Respondents	1168	100%

Respondents by Region

Respondents by Region



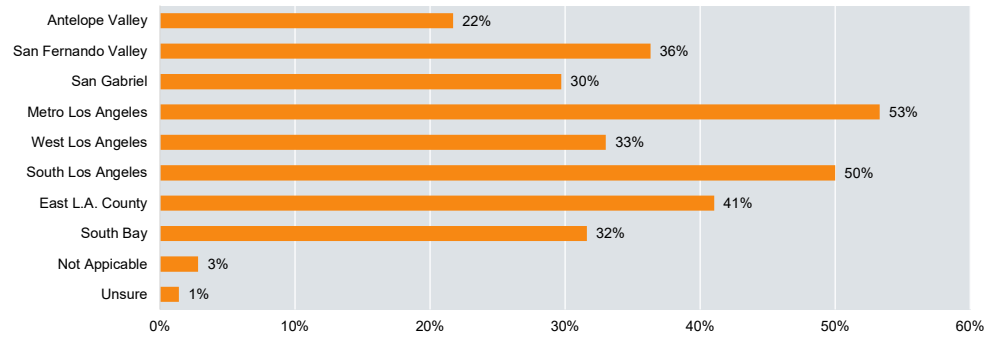
Regions*

Regions*	Total #	% of Total
Northeast	263	23%
Midwest	120	10%
South	289	25%
West	496	42%
N = All Respondents	1168	100%

[*following the US Census Bureau groupings](#)

In which of the following Service Planning Areas (S.P.A.) does your organization work?

Service Planning Areas

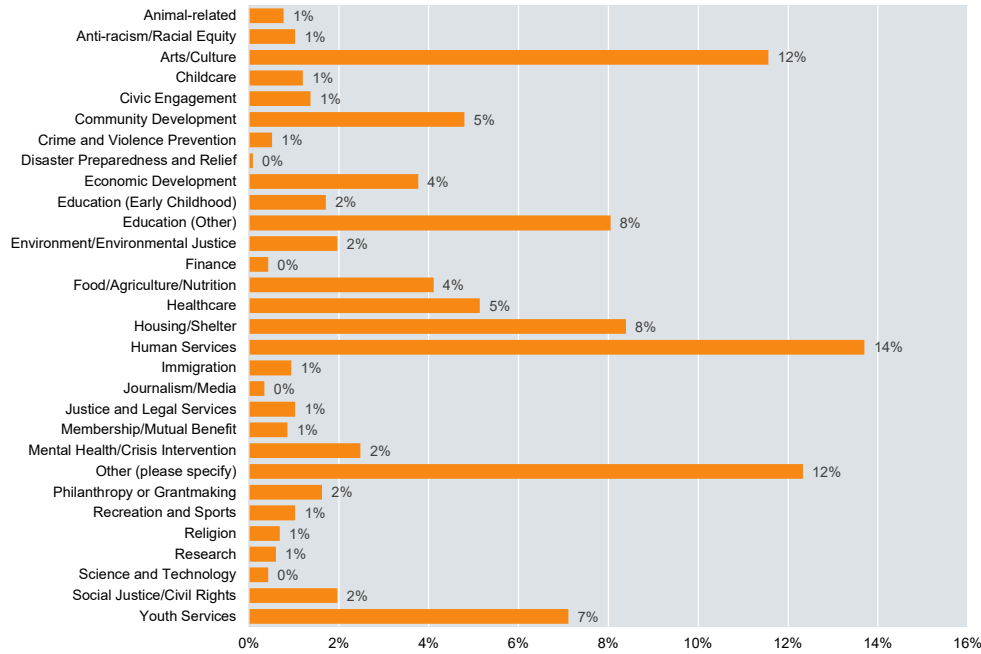


Service Planning Areas

Service Planning Areas	Total #	% of Total
Antelope Valley	46	22%
San Fernando Valley	77	36%
San Gabriel	63	30%
Metro Los Angeles	113	53%
West Los Angeles	70	33%
South Los Angeles	106	50%
East L.A. County	87	41%
South Bay	67	32%
Not Applicable	6	3%
Unsure	3	1%
N = LA Nonprofits	212	

What is your organization's key area of work?

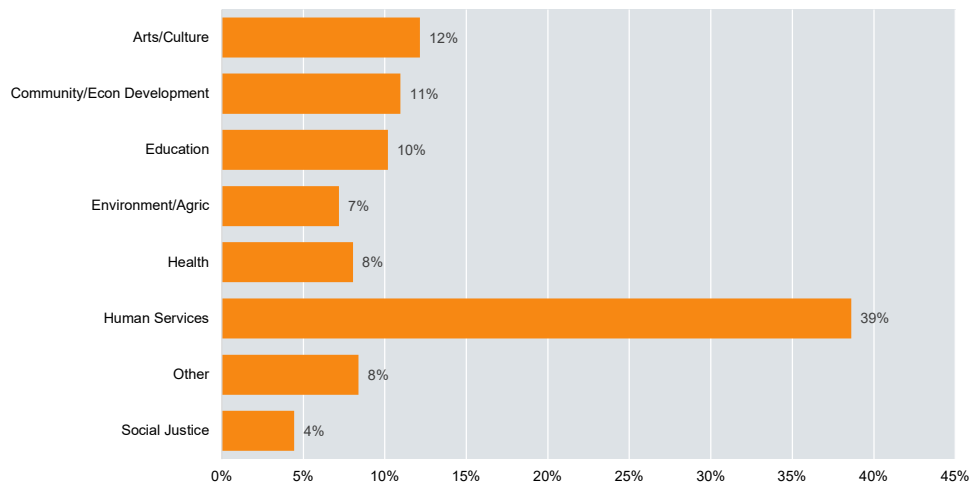
Respondents by Key Area of Work



Key Area of Work	Total #	% of Total
Animal-related	9	1%
Anti-racism/Racial Equity	12	1%
Arts/Culture	135	12%
Childcare	14	1%
Civic Engagement	16	1%
Community Development	56	5%
Crime and Violence Prevention	6	1%
Disaster Preparedness and Relief	1	0%
Economic Development	44	4%
Education (Early Childhood)	20	2%
Education (Other)	94	8%
Environment/Environmental Justice	23	2%
Finance	5	0%
Food/Agriculture/Nutrition	48	4%
Healthcare	60	5%
Housing/Shelter	98	8%
Human Services	160	14%
Immigration	11	1%
Journalism/Media	4	0%
Justice and Legal Services	12	1%
Membership/Mutual Benefit	10	1%
Mental Health/Crisis Intervention	29	2%
Other (please specify)	144	12%
Philanthropy or Grantmaking	19	2%
Recreation and Sports	12	1%
Religion	8	1%
Research	7	1%
Science and Technology	5	0%
Social Justice/Civil Rights	23	2%
Youth Services	83	7%
N = All Respondents	1168	100%

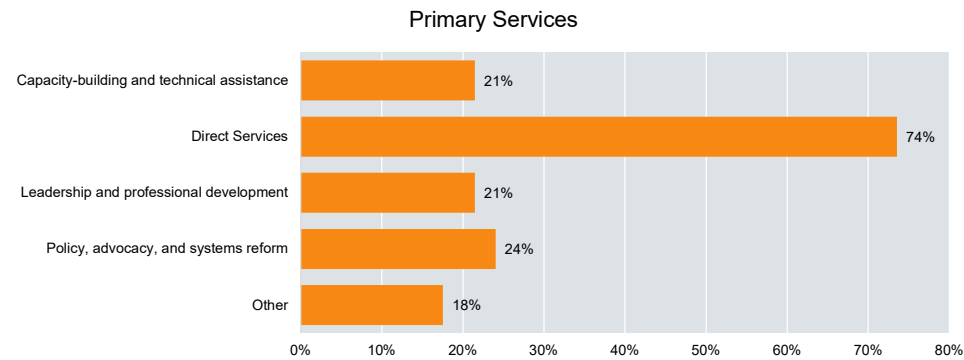
What is your organization's key area of work? (consolidated)

Respondents by Key Area of Work



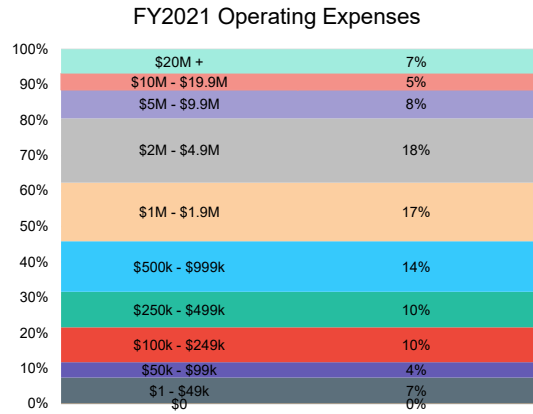
Key Area of Work (consolidated)	Total #	% of Total
Arts/Culture	142	12%
Community/Econ Development	128	11%
Education	119	10%
Environment/Agric	84	7%
Health	94	8%
Human Services	451	39%
Other	98	8%
Social Justice	52	4%
N = All Respondents	1168	100%

What are the primary services your organization provides?



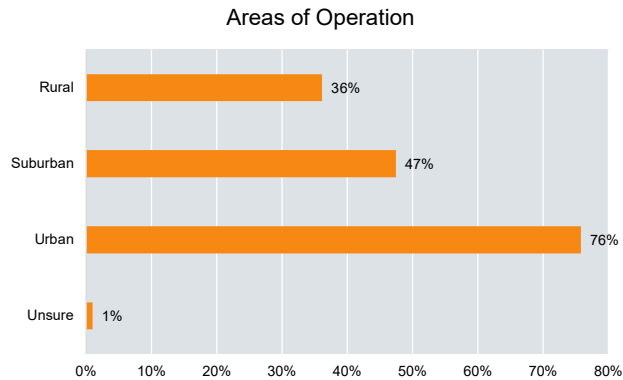
Primary Services	Total #	% of Total
Capacity-building and technical assistance	251	21%
Direct Services	859	74%
Leadership and professional development	251	21%
Policy, advocacy, and systems reform	281	24%
Other	205	18%
N = All Respondents	1168	

Approximately what were your organization's total operating expenses for Fiscal Year 2021 (FY2021)?



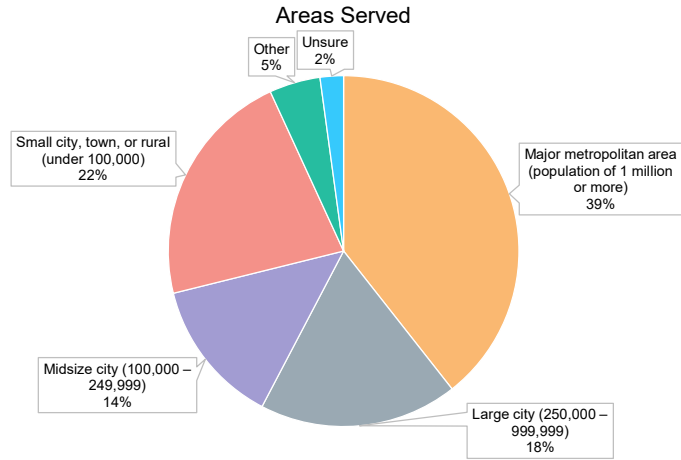
FY2021 Operating Expenses	Total #	% of Total
\$0	2	0%
\$1 to \$49,999	85	7%
\$50,000 to \$99,999	50	4%
\$100,000 to \$249,999	116	10%
\$250,000 to \$499,999	116	10%
\$500,000 to \$999,999	167	14%
\$1,000,000 to \$1,999,999	193	17%
\$2,000,000 to \$4,999,999	211	18%
\$5,000,000 to \$9,999,999	94	8%
\$10,000,000 to \$19,999,999	54	5%
\$20,000,000 or more	80	7%
N = All Respondents	1168	100%

Does your organization operate in rural, suburban, or urban areas?



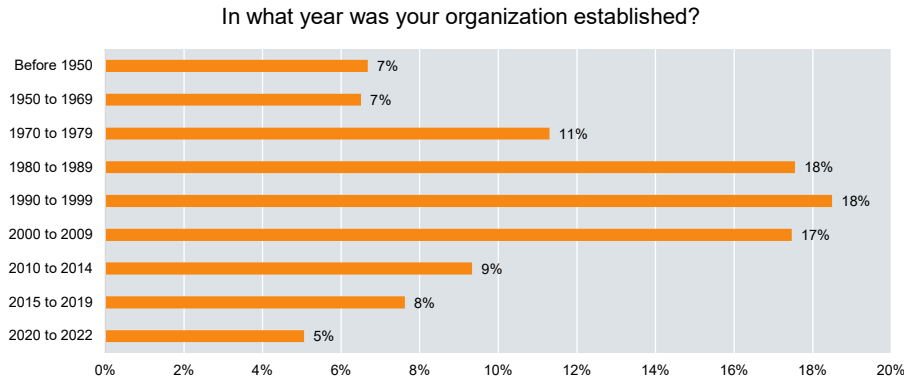
Areas of Operation	Total #	% of Total
Rural	422	36%
Suburban	554	47%
Urban	885	76%
Unsure	11	1%
N = All Respondents	1168	

Where are most of the people your organization serves located?



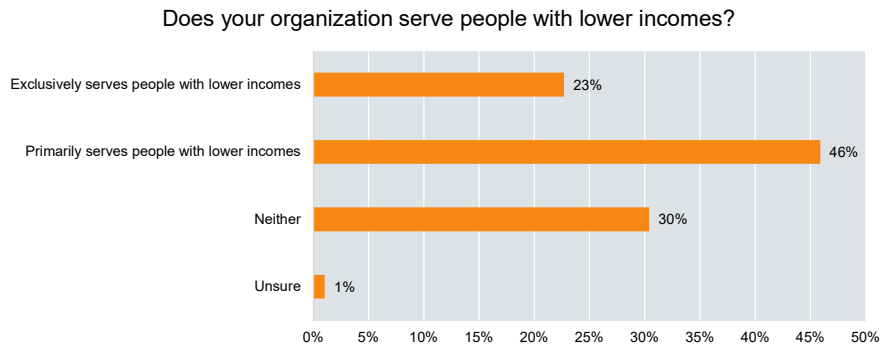
Areas Served	Total #	% of Total
Major metropolitan area (population of 1 million or more)	460	39%
Large city (250,000 – 999,999)	214	18%
Midsize city (100,000 – 249,999)	157	13%
Small city, town, or rural (under 100,000)	257	22%
Other	55	5%
Unsure	25	2%
N = All Respondents	1168	100%

In what year was your organization established?



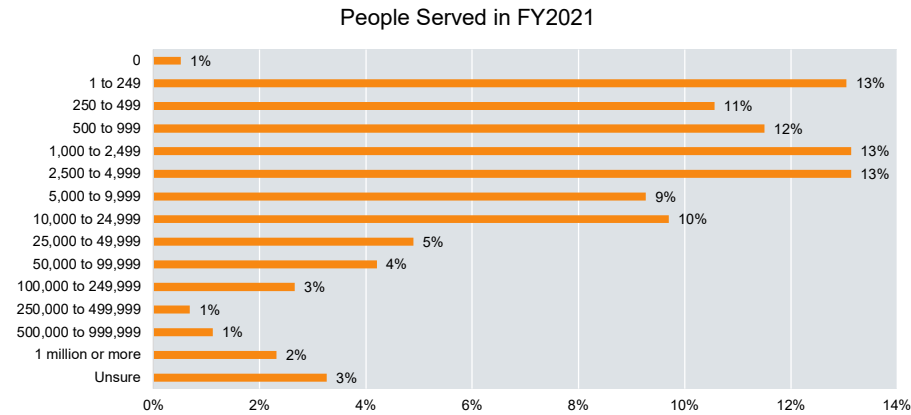
Year Established	Total #	% of Total
Before 1950	78	7%
1950 to 1969	76	7%
1970 to 1979	132	11%
1980 to 1989	205	18%
1990 to 1999	216	18%
2000 to 2009	204	17%
2010 to 2014	109	9%
2015 to 2019	89	8%
2020 to 2022	59	5%
N = All Respondents	1168	100%

Does your organization serve people with lower incomes?



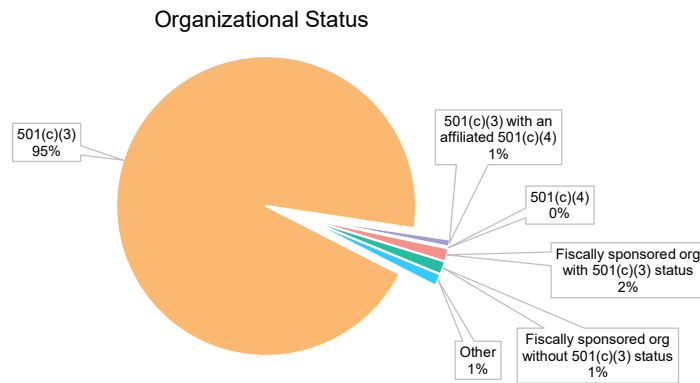
Serve people with lower incomes?	Total #	% of Total
Exclusively serves people with lower incomes	265	23%
Primarily serves people with lower incomes	536	46%
Neither	355	30%
Unsure	12	1%
N = All Respondents	1168	100%

Approximately how many people did your organization serve in FY2021



People Served in FY2021	Total #	% of Total
0	6	1%
1 to 249	152	13%
250 to 499	123	11%
500 to 999	134	12%
1,000 to 2,499	153	13%
2,500 to 4,999	153	13%
5,000 to 9,999	108	9%
10,000 to 24,999	113	10%
25,000 to 49,999	57	5%
50,000 to 99,999	49	4%
100,000 to 249,999	31	3%
250,000 to 499,999	8	1%
500,000 to 999,999	13	1%
1 million or more	27	2%
Unsure	38	3%
N = All Respondents	1165	100%

Which one of the following best describes your organization?

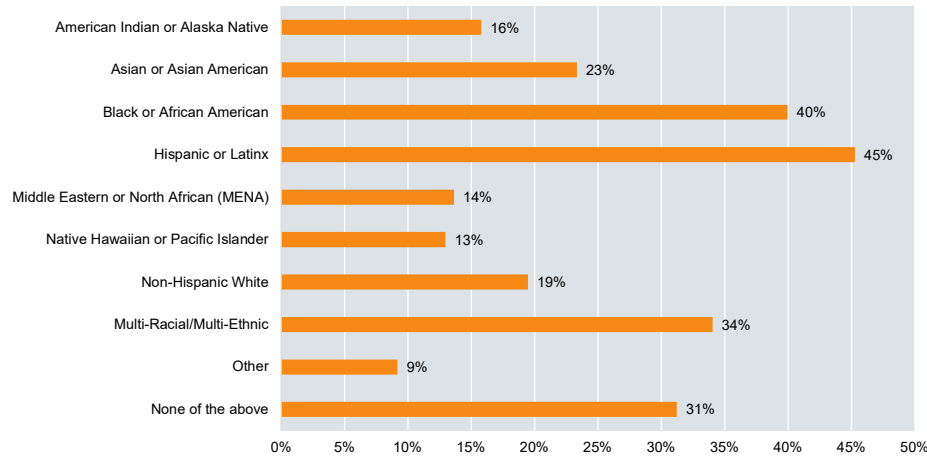


Organizational Status	Total #	% of Total
501(c)(3)	1108	95%
501(c)(3) with an affiliated 501(c)(4)	9	1%
501(c)(4)	2	0%
Fiscally sponsored org with 501(c)(3) status	17	1%
Fiscally sponsored org without 501(c)(3) status	17	1%
Other	15	1%
N = All Respondents	1168	100%

501(c)(3) organization	1108
Other	60

Does your organization provide services designed to specifically and directly benefit any of the following ethnic/racial groups?

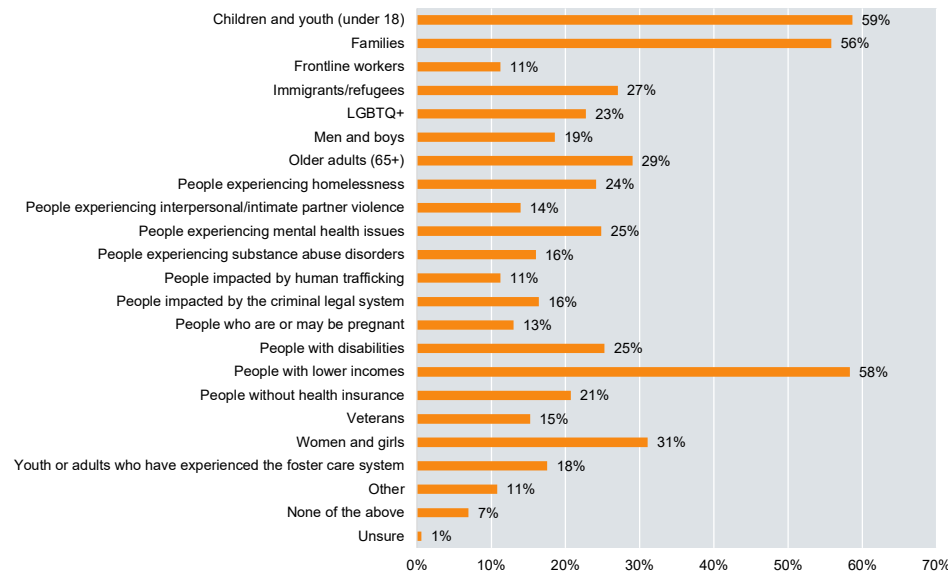
Specialized services - ethnic/racial group



Specialized services - ethnic/racial group	Total #	% of Total
American Indian or Alaska Native	184	16%
Asian or Asian American	272	23%
Black or African American	466	40%
Hispanic or Latinx	528	45%
Middle Eastern or North African (MENA)	159	14%
Native Hawaiian or Pacific Islander	151	13%
Non-Hispanic White	227	19%
Multi-Racial/Multi-Ethnic	397	34%
Other	107	9%
None of the above	364	31%
N = All Respondents	1166	

Does your organization provide services designed to specifically and directly benefit any of the following groups?

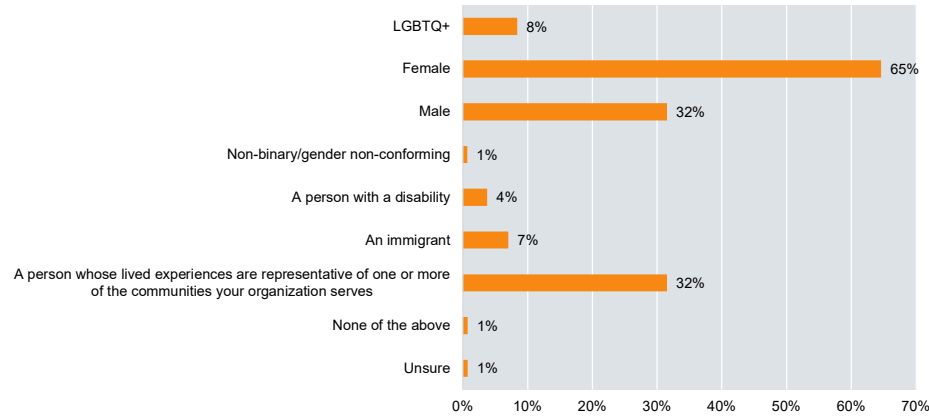
Specialized services



Specialized services	Total #	% of Total
Children and youth (under 18)	685	59%
Families	652	56%
Frontline workers	131	11%
Immigrants/refugees	316	27%
LGBTQ+	266	23%
Men and boys	217	19%
Older adults (65+)	339	29%
People experiencing homelessness	282	24%
People experiencing interpersonal/intimate partner violence	163	14%
People experiencing mental health issues	290	25%
People experiencing substance abuse disorders	187	16%
People impacted by human trafficking	131	11%
People impacted by the criminal legal system	192	16%
People who are or may be pregnant	152	13%
People with disabilities	295	25%
People with lower incomes	681	58%
People without health insurance	242	21%
Veterans	178	15%
Women and girls	363	31%
Youth or adults who have experienced the foster care system	205	18%
Other	126	11%
None of the above	81	7%
Unsure	7	1%
N = All Respondents	1168	

Does your organization's Executive Director/CEO/Managing Director identify as...?

Identify of ED/CEO/MD

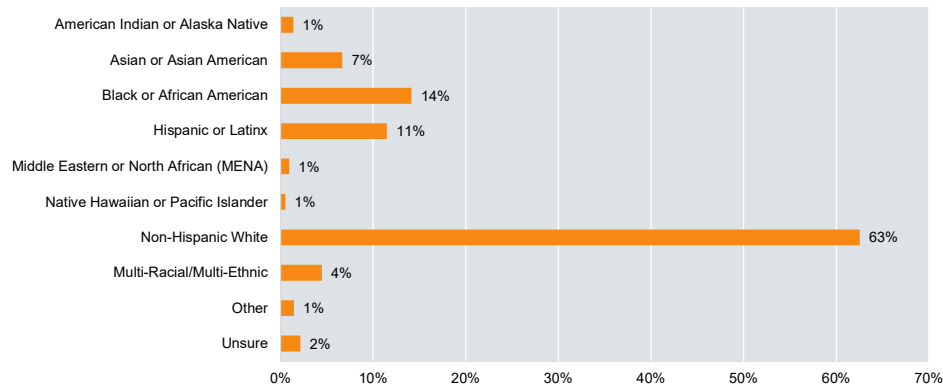


Identity of ED/CEO/MD

Identity	Total #	% of Total
LGBTQ+	98	8%
Female	754	65%
Male	368	32%
Non-binary/gender non-conforming	8	1%
A person with a disability	44	4%
An immigrant	82	7%
A person whose lived experiences are representative of one or more of the	368	32%
None of the above	9	1%
Unsure	9	1%
N = All Respondents	1168	

Does your organization's Executive Director/CEO/Managing Director identify as...?

Identify of ED/CEO/MD - Ethnicity

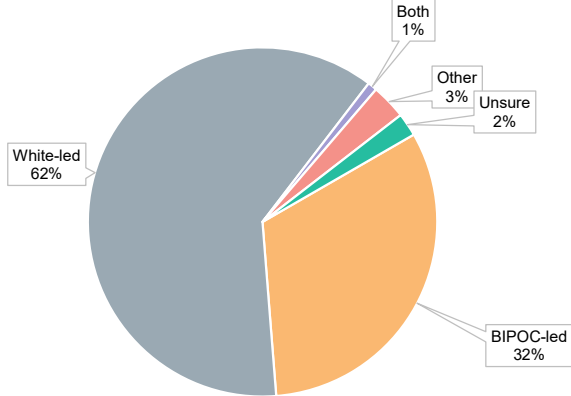


Identity of ED/CEO/MD - Ethnicity

Ethnicity	Total #	% of Total
American Indian or Alaska Native	16	1%
Asian or Asian American	78	7%
Black or African American	165	14%
Hispanic or Latinx	134	11%
Middle Eastern or North African (MENA)	11	1%
Native Hawaiian or Pacific Islander	6	1%
Non-Hispanic White	729	63%
Multi-Racial/Multi-Ethnic	52	4%
Other	17	1%
Unsure	25	2%
N = All Respondents	1166	

White-led vs BIPOC-led Organizations

White-led vs BIPOC-led Organizations

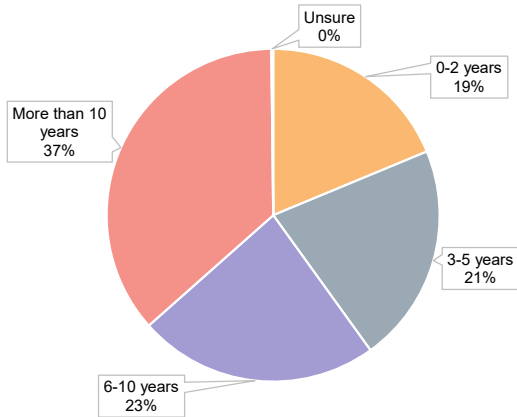


White-led vs BIPOC-led Organizations

BIPOC-led	374	32%
White-led	719	62%
Both	10	1%
Other	38	3%
Unsure	25	2%
N = All Respondents	1166	100%

How long has your organization's Executive Director/CEO/Managing Director served in their current position?

Tenure of ED/CEO/MD

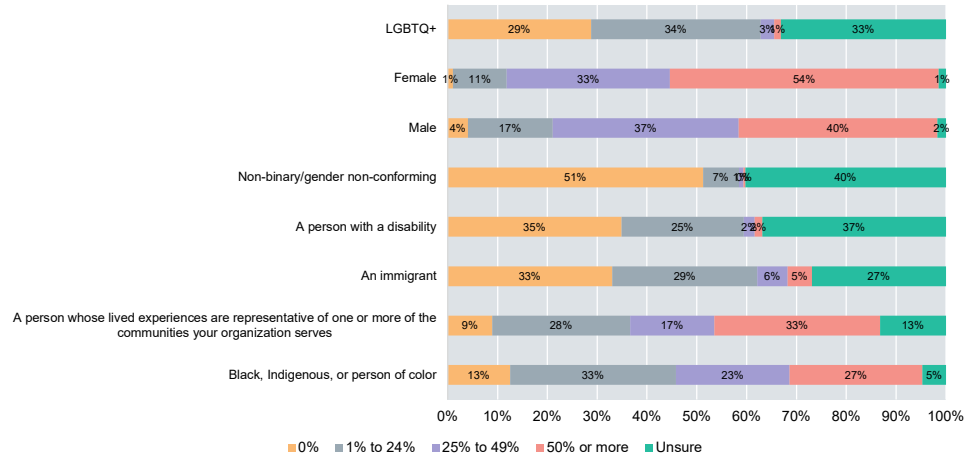


Tenure of ED/CEO/MD

Tenure Category	Total #	% of Total
0-2 years	219	19%
3-5 years	249	21%
6-10 years	273	23%
More than 10 years	425	36%
Unsure	2	0%
N = All Respondents	1168	100%

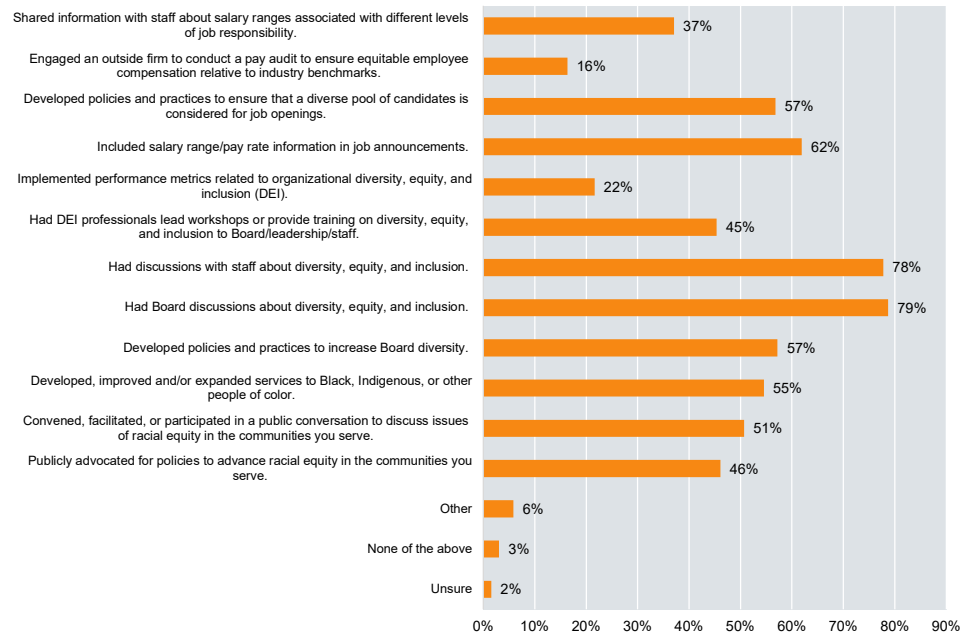
Approximately what percentage of your board identifies as...?

Board Diversity



When it comes to addressing diversity, equity, and inclusion, has your organization done any of the following?

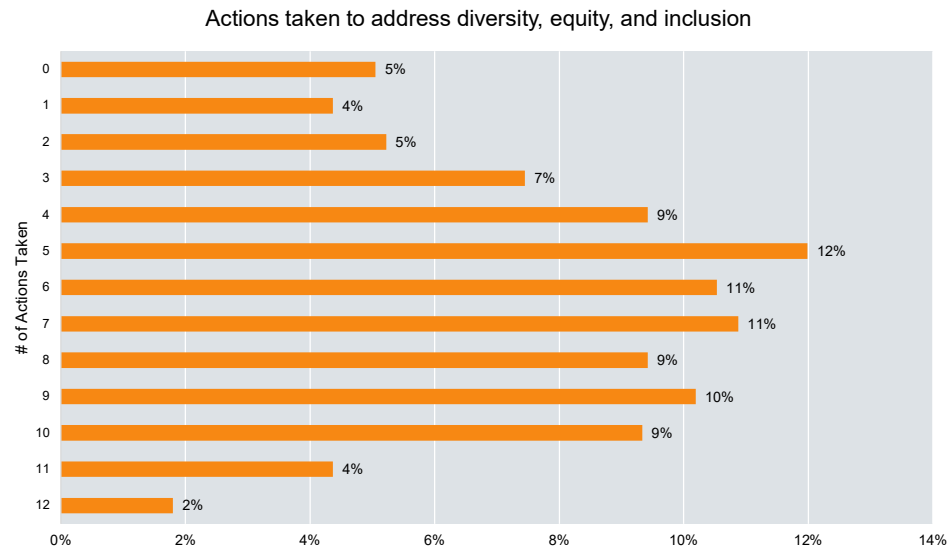
Actions taken to address diversity, equity, and inclusion



Actions taken to address diversity, equity, and inclusion

Action	Total #	% of Total
Shared information with staff about salary ranges associated with different levels of job responsibility.	433	37%
Engaged an outside firm to conduct a pay audit to ensure equitable employee compensation relative to industry benchmarks.	191	16%
Developed policies and practices to ensure that a diverse pool of candidates is considered for job openings.	663	57%
Included salary range/pay rate information in job announcements.	723	62%
Implemented performance metrics related to organizational diversity, equity, and inclusion (DEI).	253	22%
Had DEI professionals lead workshops or provide training on diversity, equity, and inclusion to Board/leadership/staff.	530	45%
Had discussions with staff about diversity, equity, and inclusion.	908	78%
Had Board discussions about diversity, equity, and inclusion.	919	79%
Developed policies and practices to increase Board diversity.	668	57%
Developed, improved and/or expanded services to Black, Indigenous, or other people of color.	637	55%
Convened, facilitated, or participated in a public conversation to discuss issues of racial equity in the communities you serve.	592	51%
Publicly advocated for policies to advance racial equity in the communities you serve.	538	46%
Other	68	6%
None of the above	36	3%
Unsure	18	2%
N = All Respondents	1168	

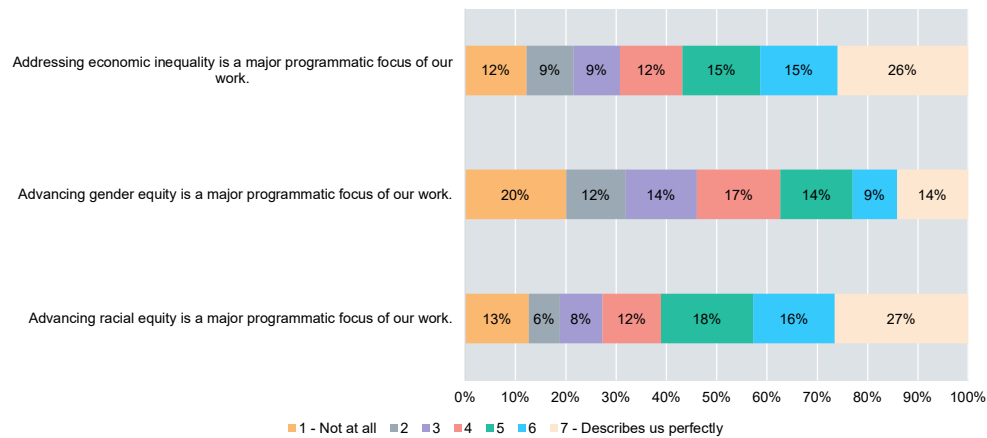
Number of actions taken to address diversity, equity, and inclusion



Number of actions taken to address diversity, equity, and inclusion	Total #	% of Total
0	59	5%
1	51	4%
2	61	5%
3	87	7%
4	110	9%
5	140	12%
6	123	11%
7	127	11%
8	110	9%
9	119	10%
10	109	9%
11	51	4%
12	21	2%
N = All Respondents	1168	100%

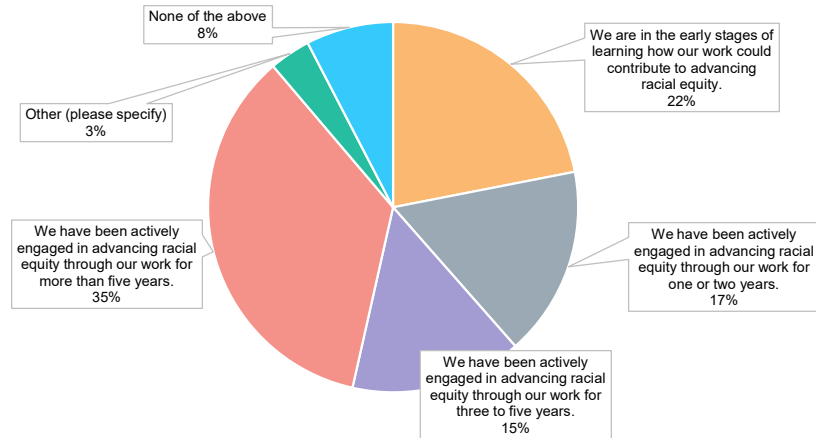
On a scale of 1 to 7, where 1 means "Not at all" and 7 means "Describes us perfectly," how well do each of the following statements describe your organization?

Programmatic Focus



Which of the following statements best describes your organization?

Advancing Racial Equity

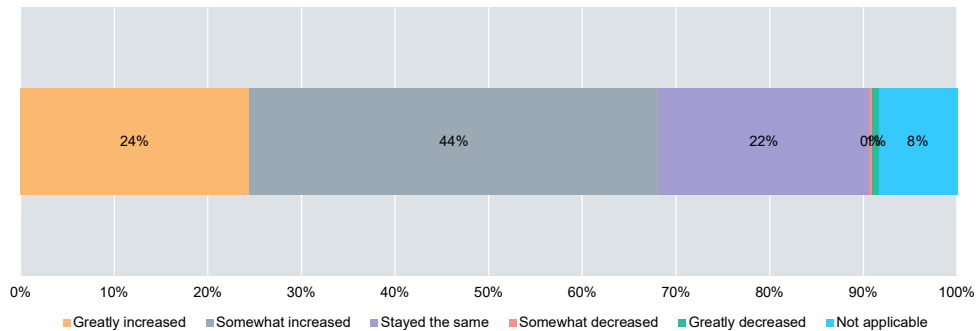


Advancing racial equity

	Total #	% of Total
We are in the early stages of learning how our work could contribute to advancing racial equity.	256	22%
We have been actively engaged in advancing racial equity through our work for one or two years.	194	17%
We have been actively engaged in advancing racial equity through our work for three to five years.	175	15%
We have been actively engaged in advancing racial equity through our work for more than five years.	412	35%
Other (please specify)	42	4%
None of the above	89	8%
N = All Respondents	1168	100%

To what extent, if at all, has your organization's focus on advancing racial equity changed over the past two years (since the beginning of 2020)?

Focus on advancing racial equity since 2020



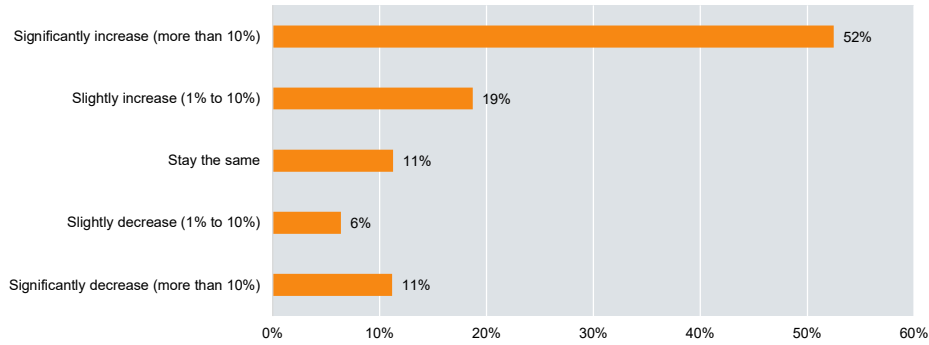
Focus on advancing racial equity since 2020

	Total #	% of Total
Greatly increased	285	24%
Somewhat increased	512	44%
Stayed the same	261	22%
Somewhat decreased	5	0%
Greatly decreased	8	1%
Not applicable	97	8%
N = All Respondents	1168	100%

The Past Two Years and the Year to Come

Between the end of FY2019 and the end of FY2021, did the overall amount of demand for your organization's services:

Between FY2019 and FY2021, service demand...

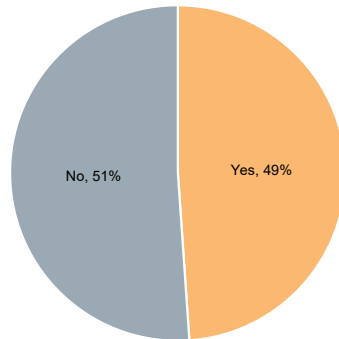


Between FY2019 and FY2021, service demand...

Between FY2019 and FY2021, service demand...	Total #	% of Total
Significantly increase (more than 10%)	592	52%
Slightly increase (1% to 10%)	211	19%
Stay the same	127	11%
Slightly decrease (1% to 10%)	72	6%
Significantly decrease (more than 10%)	126	11%
N = All Respondents	1128	100%

Between the end of FY2019 and the end of FY2021, was your organization able to fully meet demand for its services?

Able to meet demand?

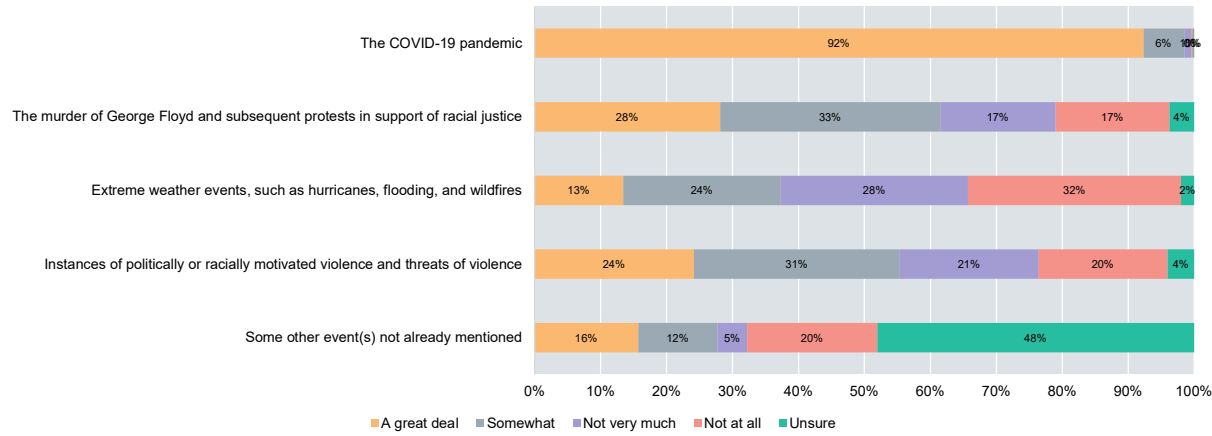


Able to meet demand?

Able to meet demand?	Total #	% of Total
Yes	552	49%
No	577	51%
N = All Respondents	1129	100%

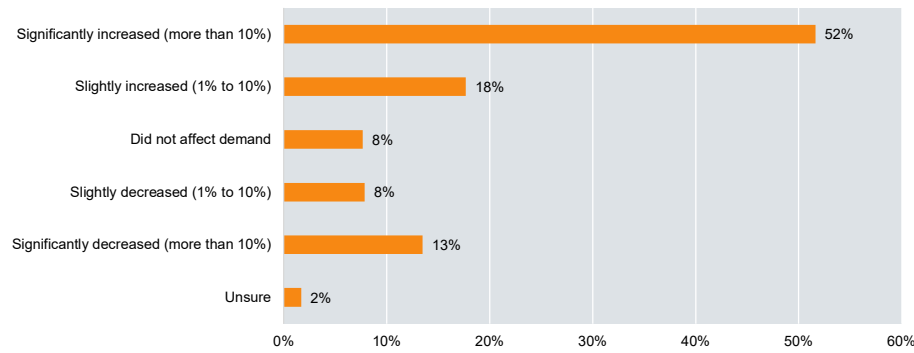
To what extent did each of the following impact your organization and the clients you serve?

Impact of current events



As a result of the COVID pandemic, how did the overall amount of demand for your organization's services change, if at all?

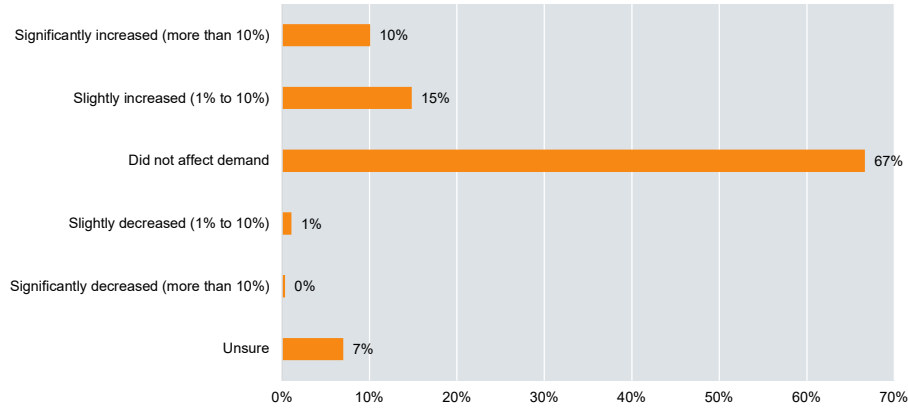
As a result of COVID, service demand...



As a result of COVID, service demand...	Total #	% of Total
Significantly increased (more than 10%)	578	52%
Slightly increased (1% to 10%)	198	18%
Did not affect demand	86	8%
Slightly decreased (1% to 10%)	88	8%
Significantly decreased (more than 10%)	151	13%
Unsure	19	2%
N = All Respondents	1120	100%

As a result of the events surrounding George Floyd's murder, how did the overall amount of demand for your organization's services change, if at all?

As a result of events surrounding George Floyd's murder, service demand...

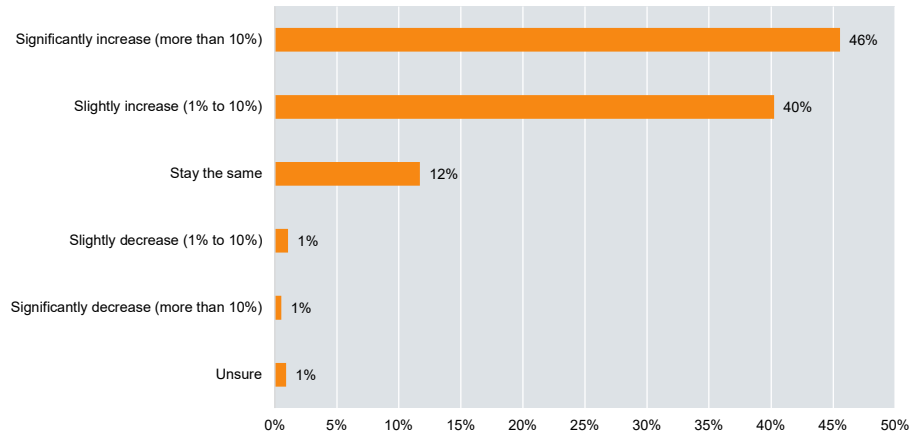


As a result of events surrounding George Floyd's murder, service demand...

	Total #	% of Total
Significantly increased (more than 10%)	112	10%
Slightly increased (1% to 10%)	165	15%
Did not affect demand	742	67%
Slightly decreased (1% to 10%)	12	1%
Significantly decreased (more than 10%)	4	0%
Unsure	78	7%
N = All Respondents	1113	100%

As compared to FY2021, do you anticipate the amount of demand for your organization's services in FY2022 will:

Anticipated FY2022 service demand

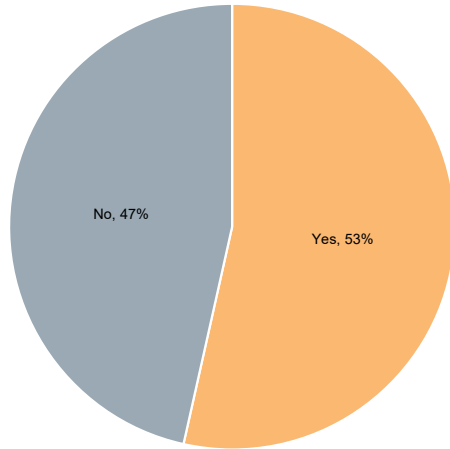


Anticipated FY2022 service demand

	Total #	% of Total
Significantly increase (more than 10%)	506	46%
Slightly increase (1% to 10%)	447	40%
Stay the same	130	12%
Slightly decrease (1% to 10%)	12	1%
Significantly decrease (more than 10%)	6	1%
Unsure	10	1%
N = All Respondents	1111	100%

In FY2022, do you anticipate your organization will be able to fully meet demand for its services?

Able to meet FY2022 demand?

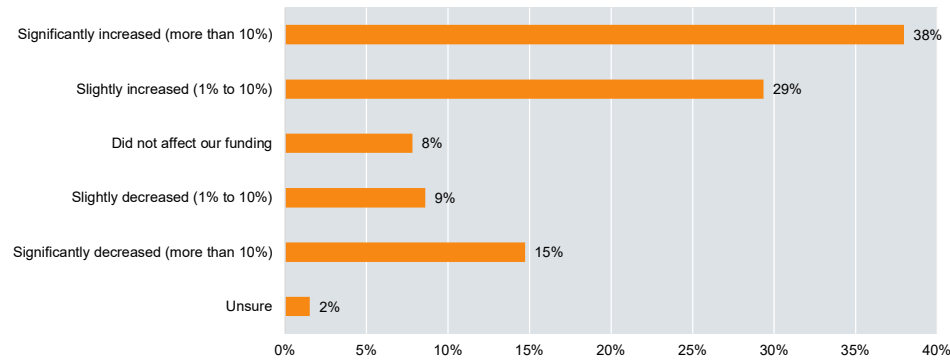


Able to meet FY2022 demand?

	Total #	% of Total
Yes	597	53%
No	519	47%
N = All Respondents	1116	100%

As a result of the COVID pandemic, how did funding for your organization change, if at all?

As a result of COVID, our funding...

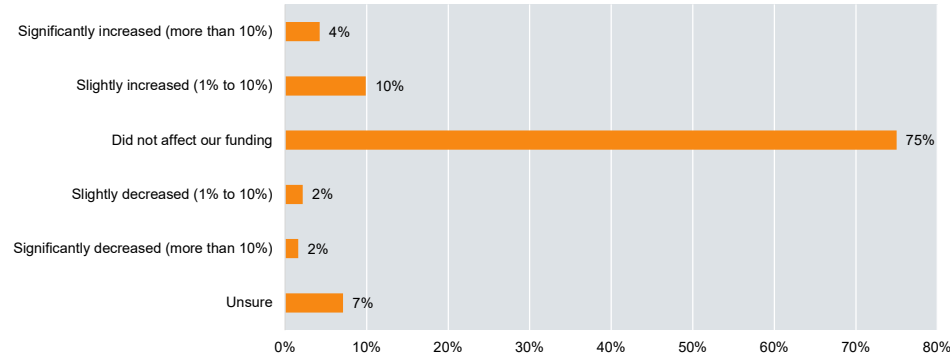


As a result of COVID, our funding...

	Total #	% of Total
Significantly increased (more than 10%)	423	38%
Slightly increased (1% to 10%)	327	29%
Did not affect our funding	87	8%
Slightly decreased (1% to 10%)	96	9%
Significantly decreased (more than 10%)	164	15%
Unsure	17	2%
N = All Respondents	1114	100%

As a result of the events surrounding George Floyd's murder, how did funding for your organization change, if at all?

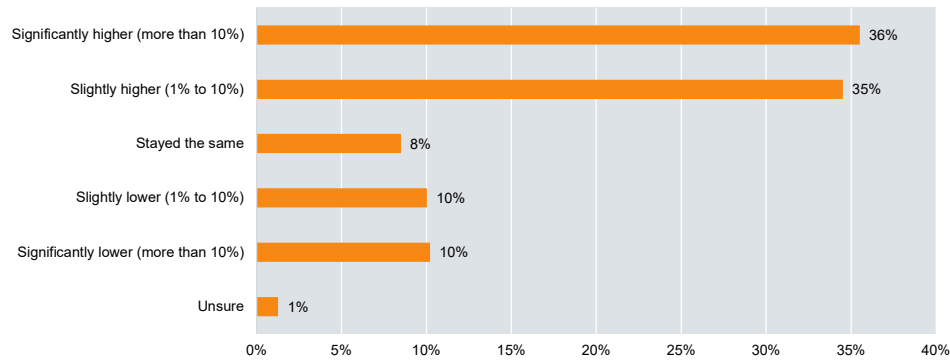
As a result of events surrounding George Floyd's murder, our funding...



As a result of events surrounding George Floyd's murder, our funding..	Total #	% of Total
Significantly increased (more than 10%)	47	4%
Slightly increased (1% to 10%)	110	10%
Did not affect our funding	834	75%
Slightly decreased (1% to 10%)	24	2%
Significantly decreased (more than 10%)	18	2%
Unsure	79	7%
N = All Respondents	1112	100%

Overall, as compared to FY2019, how would you describe your organization's current level of funding?

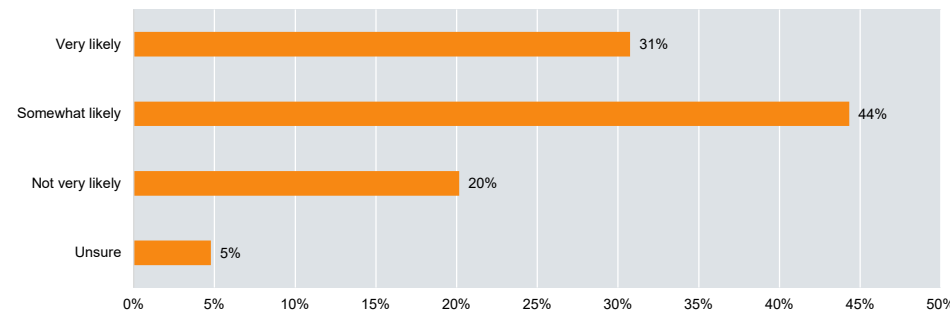
Compared to FY2019, our current funding is...



Compared to FY2019, our current funding is...	Total #	% of Total
Significantly higher (more than 10%)	393	36%
Slightly higher (1% to 10%)	382	35%
Stayed the same	94	8%
Slightly lower (1% to 10%)	111	10%
Significantly lower (more than 10%)	113	10%
Unsure	14	1%
N = All Respondents	1107	100%

How likely do you think it is that this higher level of funding will be sustained during FY2022?

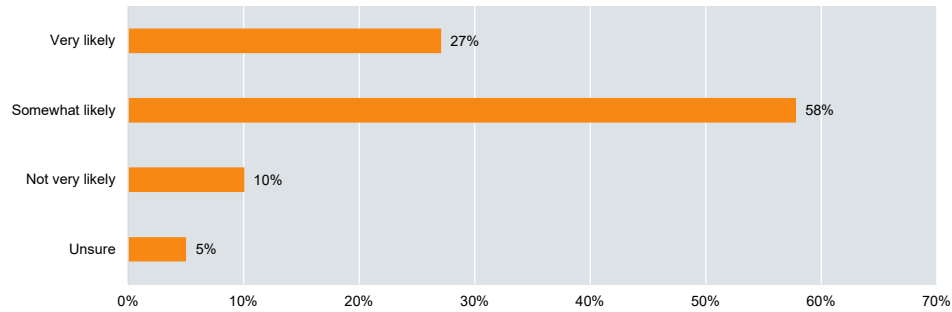
Likelihood of sustaining current funding level in FY2022



Likelihood of sustaining current funding level in FY2022	Total #	% of Total
Very likely	238	31%
Somewhat likely	343	44%
Not very likely	156	20%
Unsure	37	5%
N = Orgs with current funding higher than FY2019	774	100%

How likely do you think it is that this higher level of funding will be sustained beyond FY2022?

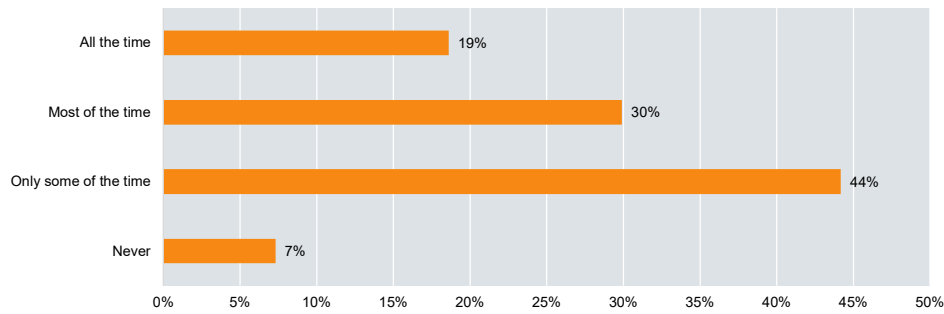
Likelihood of sustaining current funding level beyond FY2022



Likelihood of sustaining current funding level beyond FY2022	Total #	% of Total
Very likely	156	27%
Somewhat likely	333	58%
Not very likely	58	10%
Unsure	29	5%
N = Orgs with current funding higher than FY2019 with likelihood of sust	576	100%

Since the COVID pandemic began, how frequently have your employees carried out duties outside of their job description?

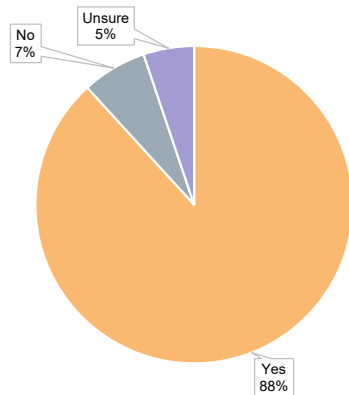
Our employees carry out duties outside of their job description...



Our employees carry out duties outside of their job description...	Total #	% of Total
All the time	206	19%
Most of the time	331	30%
Only some of the time	489	44%
Never	81	7%
N = All Respondents	1107	100%

In the wake of the pandemic, did your organization develop any new or different ways of working that improved its ability to achieve its mission or led to other positive outcomes (either internal or external)?

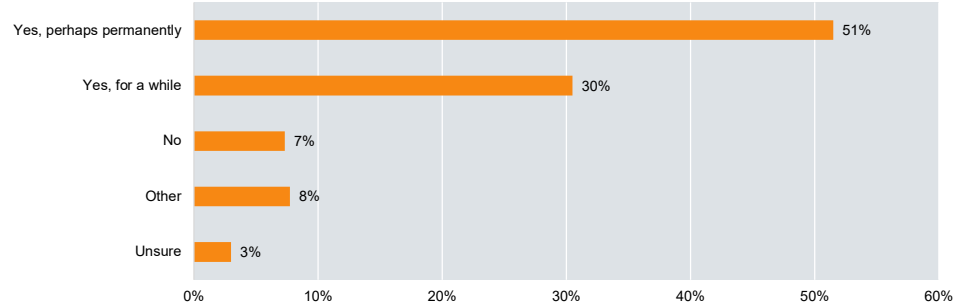
Developed new/improved ways of working in the wake of COVID?



Developed new/improved ways of working in the wake of COVID?	Total #	% of Total
Yes	974	88%
No	73	7%
Unsure	57	5%
N = All Respondents	1104	100%

Do you expect to continue working this way after the pandemic subsides?

Do you expect to continue working this way?

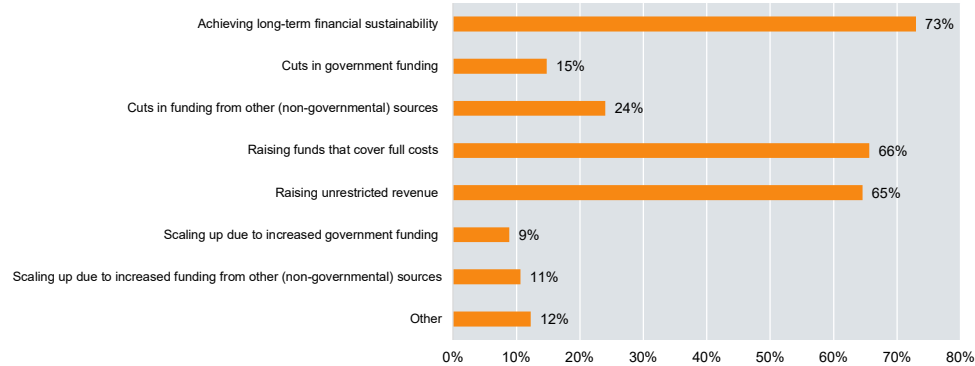


Do you expect to continue working this way?

	Total #	% of Total
Yes, perhaps permanently	500	51%
Yes, for a while	296	30%
No	71	7%
Other	75	8%
Unsure	29	3%
N = Orgs that developed new ways of working in the pandemic	971	100%

What are the 3 greatest financial challenges your organization faces?

Top 3 financial challenges

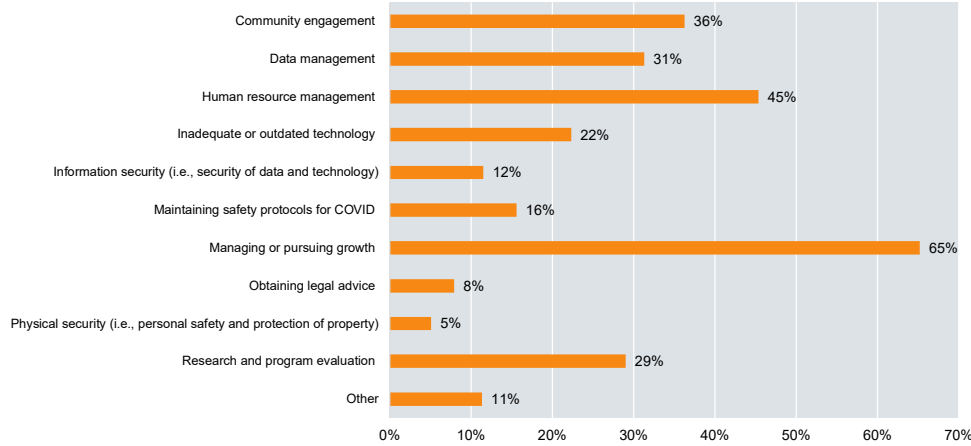


Top 3 financial challenges

	Total #	% of Total
Achieving long-term financial sustainability	805	73%
Cuts in government funding	163	15%
Cuts in funding from other (non-governmental) sources	265	24%
Raising funds that cover full costs	724	66%
Raising unrestricted revenue	712	65%
Scaling up due to increased government funding	98	9%
Scaling up due to increased funding from other (non-governmental) sources	117	11%
Other	135	12%
N = All Respondents	1103	

What are the 3 greatest operational challenges your organization faces?

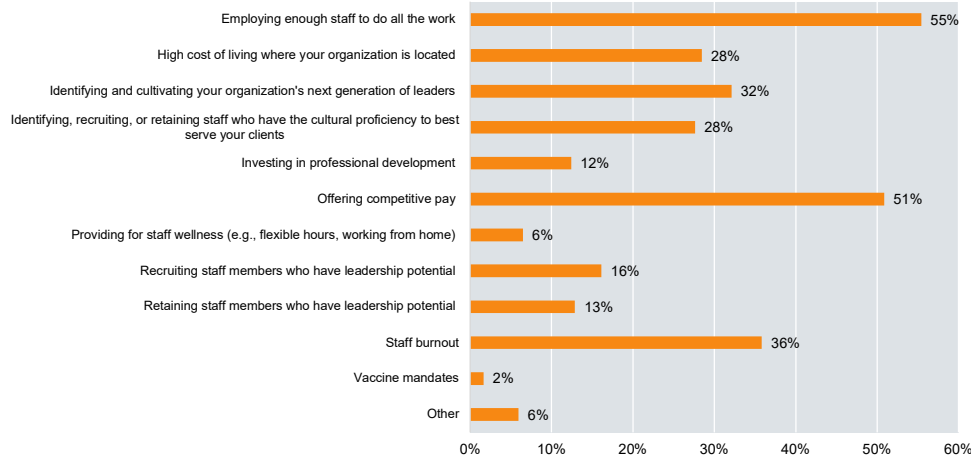
Top 3 operational challenges



Top 3 operational challenges	Total #	% of Total
Community engagement	400	36%
Data management	345	31%
Human resource management	500	45%
Inadequate or outdated technology	246	22%
Information security (i.e., security of data and technology)	127	12%
Maintaining safety protocols for COVID	172	16%
Managing or pursuing growth	719	65%
Obtaining legal advice	87	8%
Physical security (i.e., personal safety and protection of property)	56	5%
Research and program evaluation	320	29%
Other	125	11%
N = All Respondents	1103	

What are the 3 greatest staff management challenges your organization faces?

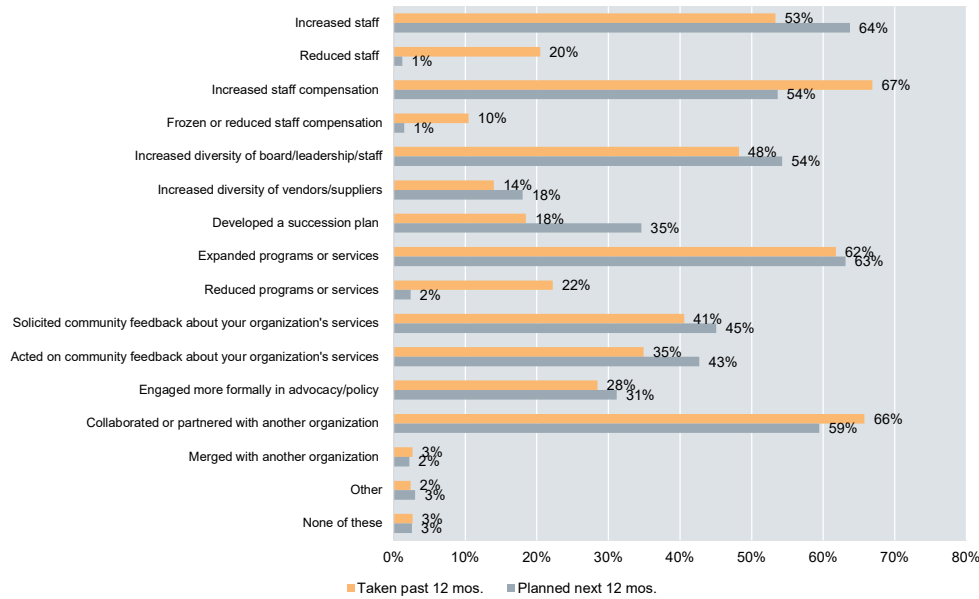
Top 3 staff management challenges



Top 3 staff management challenges	Total #	% of Total
Employing enough staff to do all the work	608	55%
High cost of living where your organization is located	312	28%
Identifying and cultivating your organization's next generation of leaders	352	32%
Identifying, recruiting, or retaining staff who have the cultural proficiency to best serve your clients	303	28%
Investing in professional development	136	12%
Offering competitive pay	558	51%
Providing for staff wellness (e.g., flexible hours, working from home)	71	6%
Recruiting staff members who have leadership potential	177	16%
Retaining staff members who have leadership potential	141	13%
Staff burnout	393	36%
Vaccine mandates	18	2%
Other	65	6%
N = All Respondents	1097	

Since March 2020, has your organization taken or planned to take any of these actions?

Actions Taken and Planned



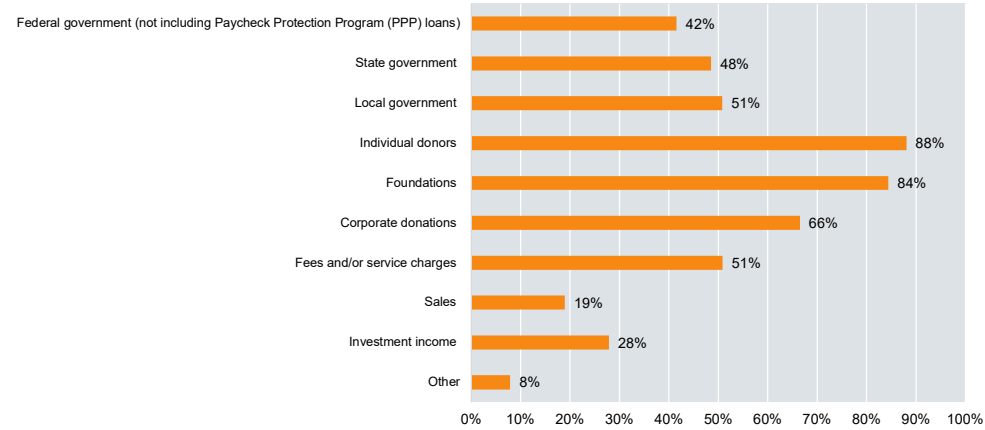
Actions:

	Taken past 12 mos.		Planned next 12 mos.	
Increased staff	586	53%	700	64%
Reduced staff	225	20%	13	1%
Increased staff compensation	735	67%	589	54%
Frozen or reduced staff compensation	115	10%	16	1%
Increased diversity of board/leadership/staff	530	48%	596	54%
Increased diversity of vendors/suppliers	154	14%	198	18%
Developed a succession plan	203	18%	380	35%
Expanded programs or services	679	62%	693	63%
Reduced programs or services	244	22%	26	2%
Solicited community feedback about your organization's services	446	41%	495	45%
Acted on community feedback about your organization's services	384	35%	469	43%
Engaged more formally in advocacy/policy	313	28%	342	31%
Collaborated or partnered with another organization	723	66%	653	59%
Merged with another organization	29	3%	24	2%
Other	26	2%	33	3%
None of these	29	3%	28	3%
N = All Respondents	1099		1098	

Your Organization's Financial Story

What were the sources of your organization's FY2021 revenue?

Sources of FY2021 revenue

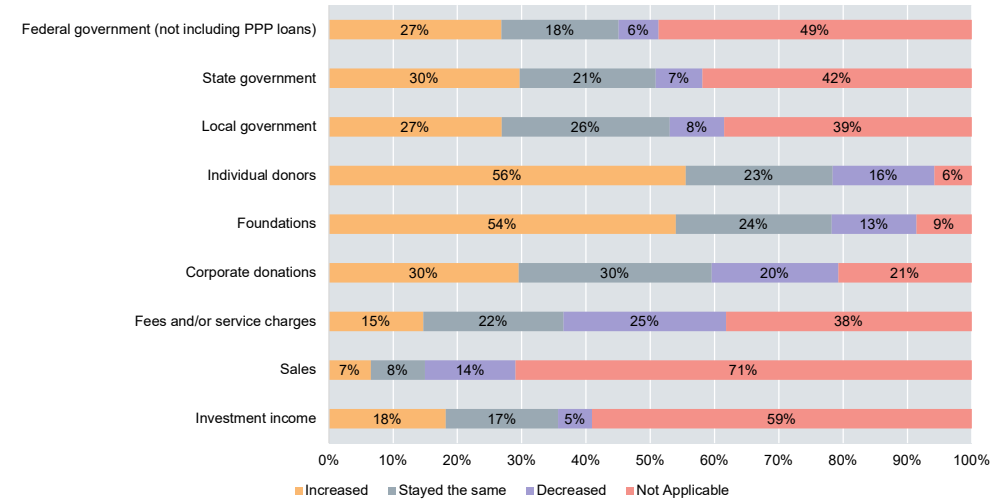


Sources of FY2021 revenue

Source	Total #	% of Total
Federal government (not including Paycheck Protection Program (PPP) loans)	455	42%
State government	531	48%
Local government	556	51%
Individual donors	964	88%
Foundations	924	84%
Corporate donations	728	66%
Fees and/or service charges	557	51%
Sales	207	19%
Investment income	305	28%
Other	86	8%
N = All Respondents	1095	

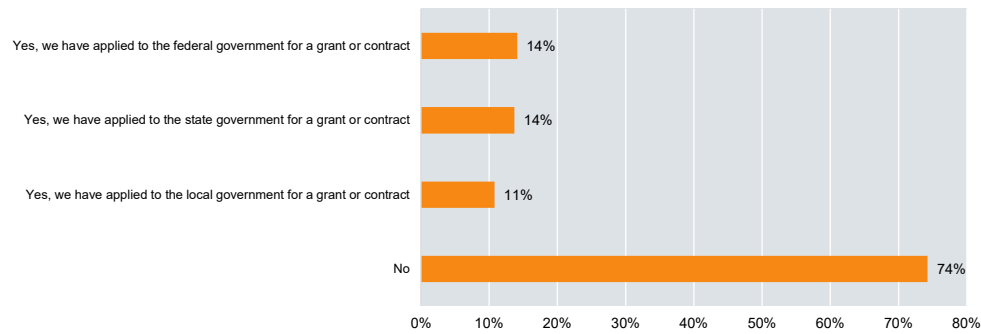
Since March 2020, how, if at all, has your organization's revenue from the following sources changed?

Changes in revenue sources since March 2020



Aside from PPP loans, has your organization ever applied for a government grant or contract?

Applied for a gov grant or contract?

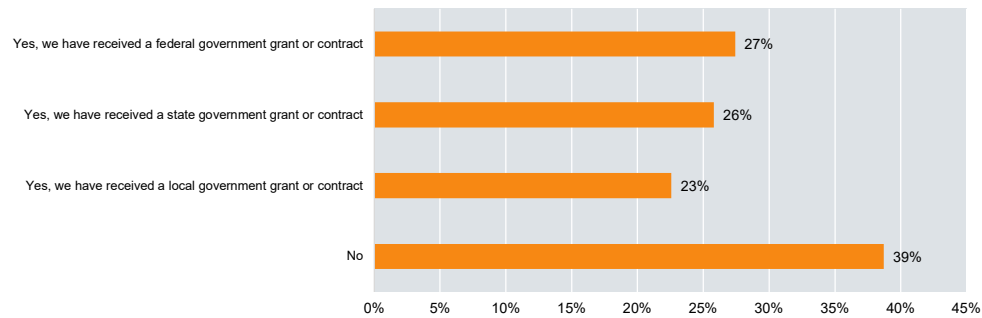


Applied for a gov grant or contract?

Response	Total #	% of Total
Yes, we have applied to the federal government for a grant or contract	34	14%
Yes, we have applied to the state government for a grant or contract	33	14%
Yes, we have applied to the local government for a grant or contract	26	11%
No	179	74%
N = Orgs that did not receive revenue from gov in 2020 or 2021	241	

Has your organization received any government grants or contracts?

Received gov grant or contract?

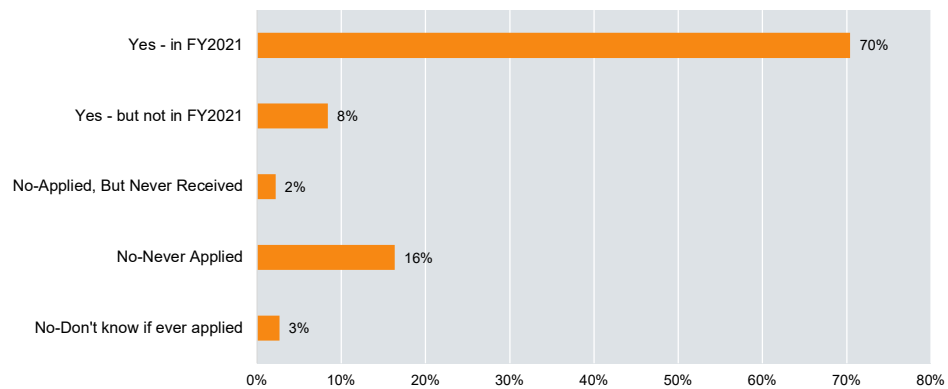


Received gov grant or contract?

Response	Total #	% of Total
Yes, we have received a federal government grant or contract	17	27%
Yes, we have received a state government grant or contract	16	26%
Yes, we have received a local government grant or contract	14	23%
No	24	39%
N = Orgs that have applied for gov funding other than PPP	62	

Has your organization ever received government funding?

Has your organization ever received gov funding?

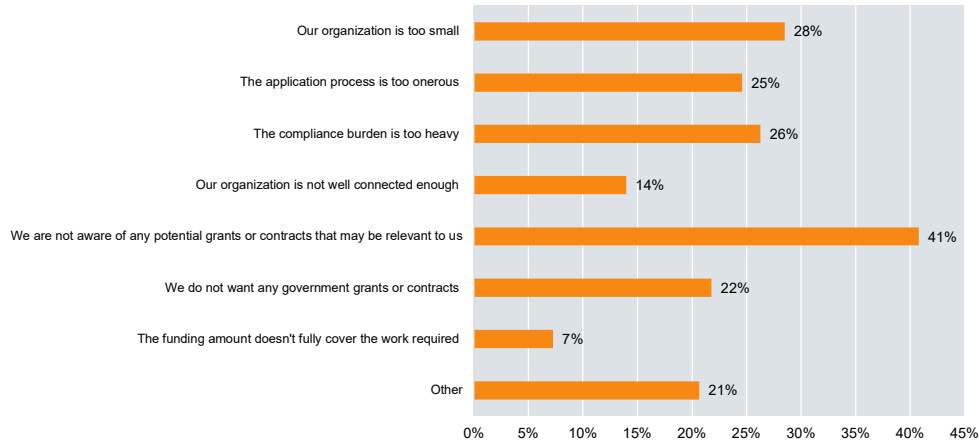


Ever received gov funding?

Response	Total #	% of Total
Yes - in FY2021	771	70%
Yes - but not in FY2021	92	8%
No-Applied, But Never Received	24	2%
No-Never Applied	179	16%
No-Don't know if ever applied	29	3%
N = All Respondents	1095	100%

Why hasn't your organization applied for a government grant or contract, other than a PPP loan?

Why haven't you applied for a gov grant or contract?



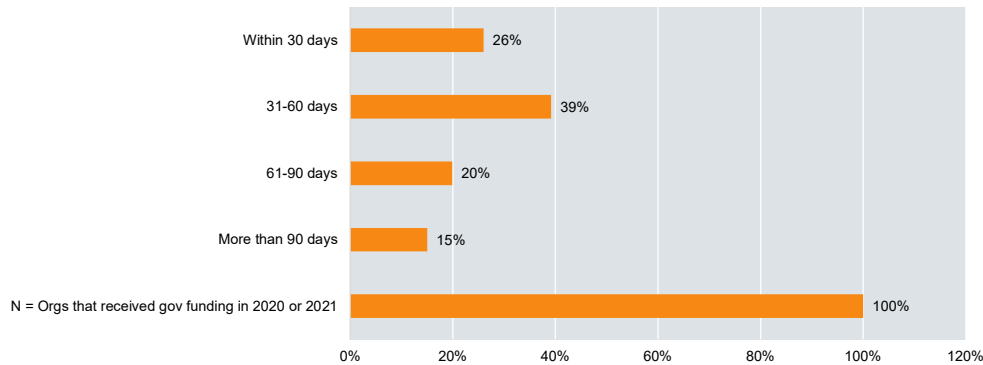
Why haven't you applied for a gov grant or contract?

	Total #	% of Total
Our organization is too small	51	28%
The application process is too onerous	44	25%
The compliance burden is too heavy	47	26%
Our organization is not well connected enough	25	14%
We are not aware of any potential grants or contracts that may be relevant to us	73	41%
We do not want any government grants or contracts	39	22%
The funding amount doesn't fully cover the work required	13	7%
Other	37	21%

N = Orgs that have not applied for gov funding other than PPP **179**

After submitting an invoice for services rendered on a government grant or contract, about how long does it usually take for your organization to receive payment from the government?

How long does it take to receive gov grant/contract payment?

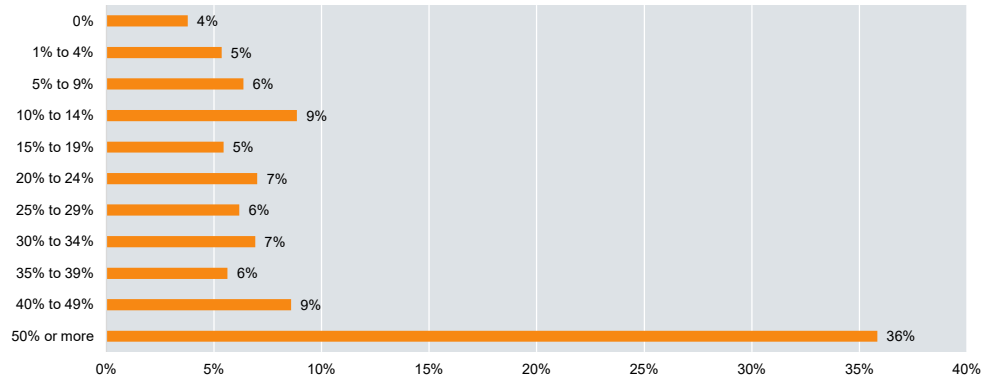


How long does it take to receive gov grant/contract payment?

	Total #	% of Total
Within 30 days	182	26%
31-60 days	274	39%
61-90 days	139	20%
More than 90 days	105	15%
N = Orgs that received gov funding in 2020 or 2021	700	100%

In FY2021, approximately what percentage of your total funding (grants and donations) was unrestricted?

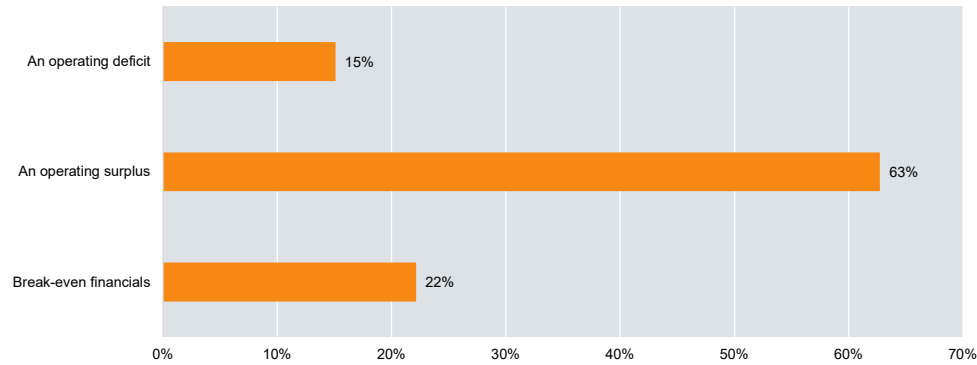
% of unrestricted funding in FY2021



% of unrestricted funding in FY2021	Total #	% of Total
0%	41	4%
1% to 4%	58	5%
5% to 9%	69	6%
10% to 14%	96	9%
15% to 19%	59	5%
20% to 24%	76	7%
25% to 29%	67	6%
30% to 34%	75	7%
35% to 39%	61	6%
40% to 49%	93	9%
50% or more	388	36%
N = All Respondents	1083	100%

Did your organization finish FY2021 with:

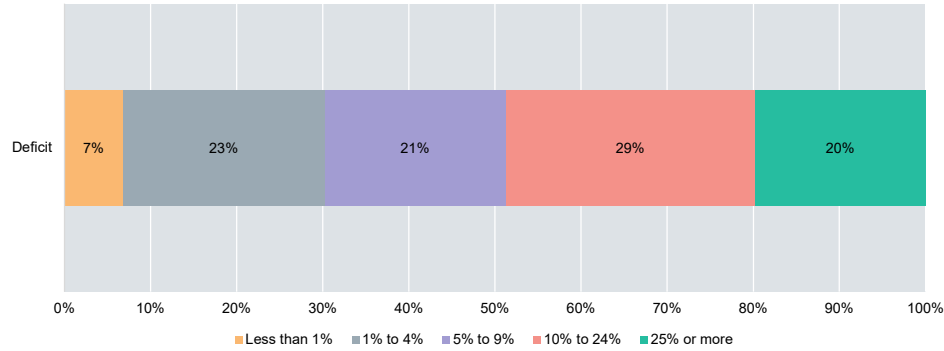
FY2021 operating results



FY2021 operating results	Total #	% of Total
An operating deficit	163	15%
An operating surplus	677	63%
Break-even financials	239	22%
N = All Respondents	1079	100%

Please estimate the FY2021 deficit as a percentage of your organization's FY2021 operating expenses

FY2021 deficit as a % of operating expenses

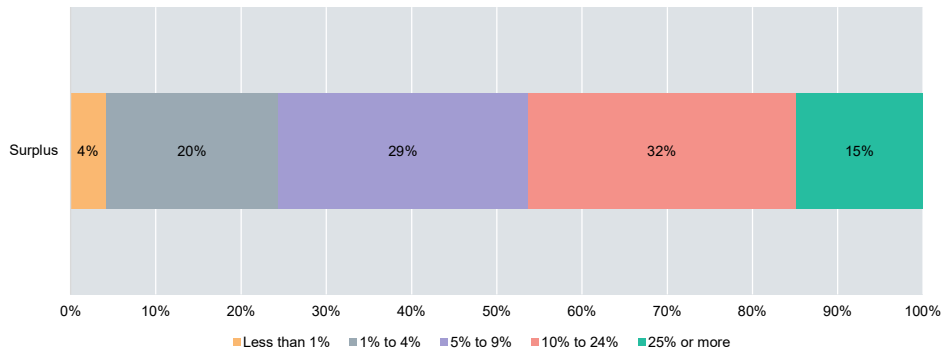


FY2021 deficit as a % of operating expenses

	Total #	% of Total
Less than 1%	11	7%
1% to 4%	38	23%
5% to 9%	34	21%
10% to 24%	47	29%
25% or more	32	20%
N = Orgs with a FY2021 operating deficit	162	100%

Please estimate the FY2021 surplus as a percentage of your organization's FY2021 operating expenses

FY2021 surplus as a % of operating expenses

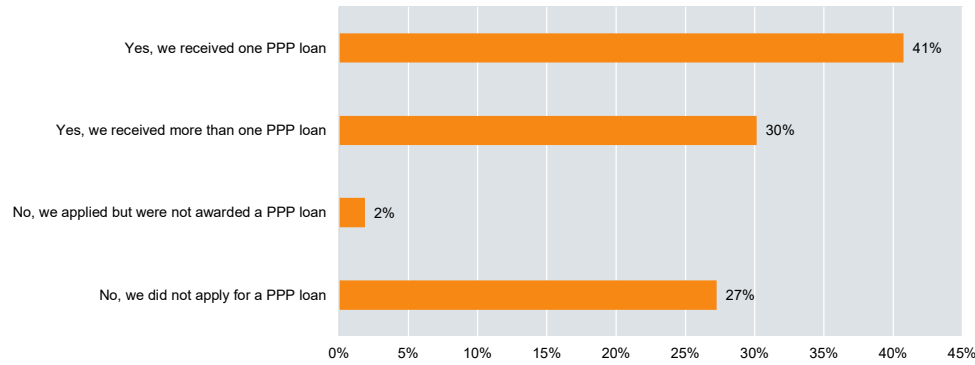


FY2021 surplus as a % of operating expenses

	Total #	% of Total
Less than 1%	28	4%
1% to 4%	136	20%
5% to 9%	197	29%
10% to 24%	212	32%
25% or more	100	15%
N = Orgs with a FY2021 operating surplus	673	100%

Did your organization receive one or more Paycheck Protection Program (PPP) loans?

Did you receive a PPP loan?

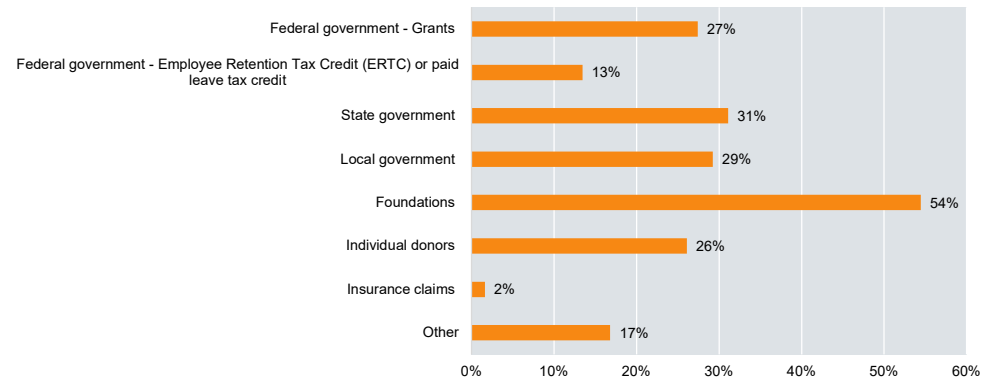


Did you receive a PPP loan?

	Total #	% of Total
Yes, we received one PPP loan	438	41%
Yes, we received more than one PPP loan	324	30%
No, we applied but were not awarded a PPP loan	20	2%
No, we did not apply for a PPP loan	293	27%
N = All Respondents	1075	100%

Has your organization received emergency or one-time COVID-related funding from any of the sources listed below?

COVID-related funding received

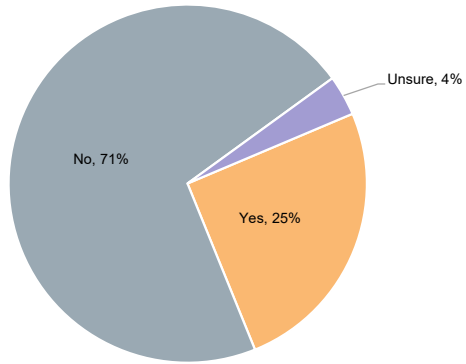


COVID-related funding received

	Total #	% of Total
Federal government - Grants	269	27%
Federal government - Employee Retention Tax Credit (ERTC) or paid leave tax credit	132	13%
State government	305	31%
Local government	287	29%
Foundations	534	54%
Individual donors	256	26%
Insurance claims	16	2%
Other	165	17%
N = All Respondents	981	

Does your organization currently have loans and/or lines of credit, including Economic Injury Disaster Loans (EIDL), but not including PPP and other forgivable loans?

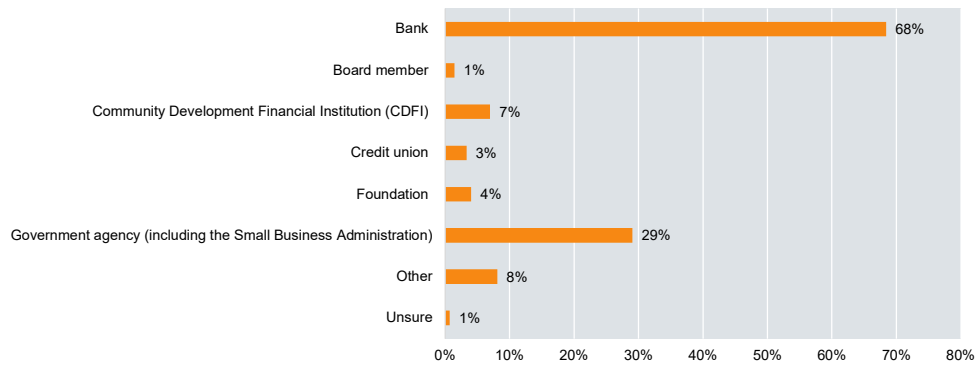
Have loans/lines of credit other than PPP?



Have loans/lines of credit other than PPP?	Total #	% of Total
Yes	272	25%
No	766	71%
Unsure	39	4%
N = All Respondents	1077	100%

Who provided the loans and/or lines of credit?

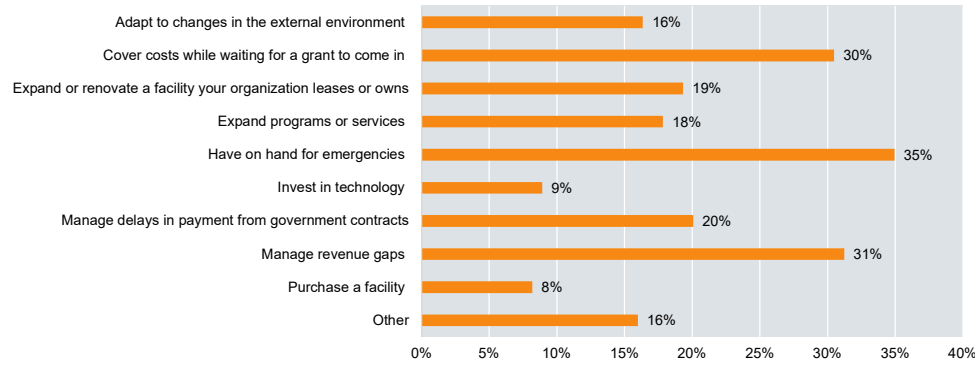
Who provided the loans/lines of credit?



Who provided the loans/lines of credit?	Total #	% of Total
Bank	186	68%
Board member	4	1%
Community Development Financial Institution (CDFI)	19	7%
Credit union	9	3%
Foundation	11	4%
Government agency (including the Small Business Administration)	79	29%
Other	22	8%
Unsure	2	1%
N = Orgs that currently have loans/lines of credit other than PPP	272	

How was your organization used its loans and/or lines of credit?

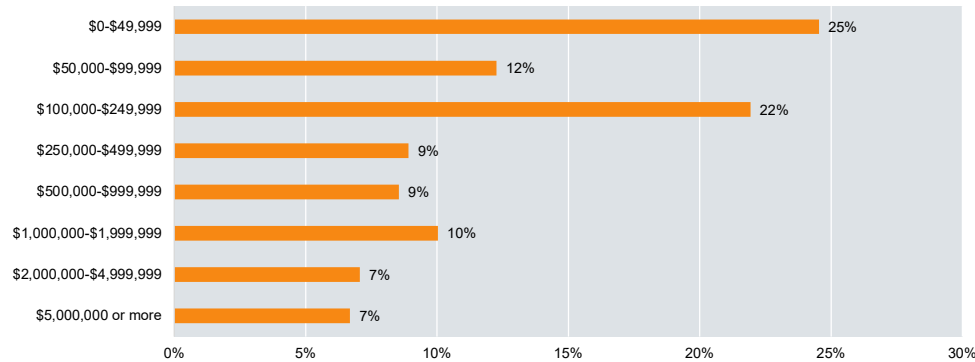
Uses of loans/lines of credit



Uses of loans/lines of credit	Total #	% of Total
Adapt to changes in the external environment	44	16%
Cover costs while waiting for a grant to come in	82	30%
Expand or renovate a facility your organization leases or owns	52	19%
Expand programs or services	48	18%
Have on hand for emergencies	94	35%
Invest in technology	24	9%
Manage delays in payment from government contracts	54	20%
Manage revenue gaps	84	31%
Purchase a facility	22	8%
Other	43	16%
N = Orgs that currently have loans/lines of credit other than PPP	269	

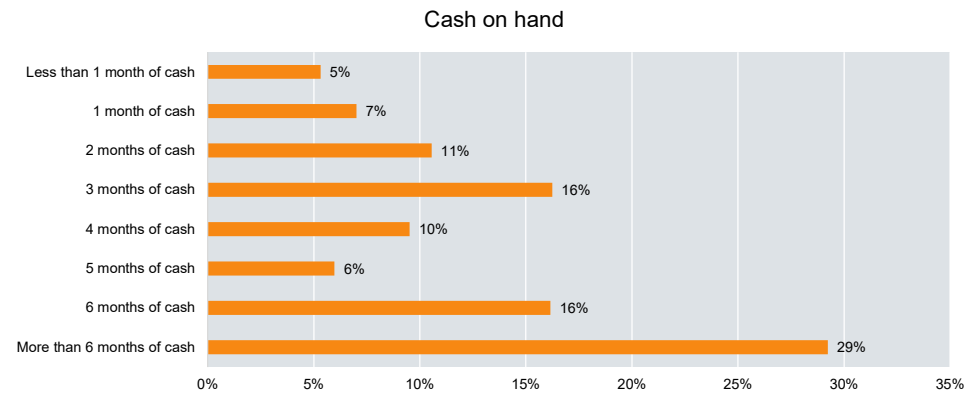
Approximately how much debt does your organization currently have outstanding and/or available from loans and/or lines of credit?

Current debt outstanding and/or available



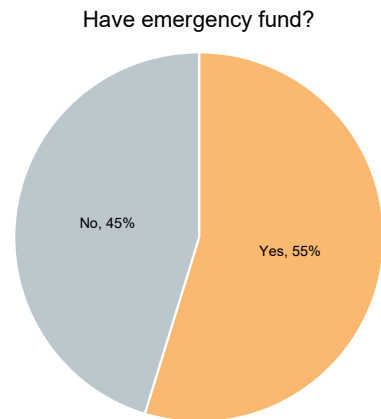
Current debt outstanding and/or available	Total #	% of Total
\$0-\$49,999	66	25%
\$50,000-\$99,999	33	12%
\$100,000-\$249,999	59	22%
\$250,000-\$499,999	24	9%
\$500,000-\$999,999	23	9%
\$1,000,000-\$1,999,999	27	10%
\$2,000,000-\$4,999,999	19	7%
\$5,000,000 or more	18	7%
N = Orgs that currently have loans/lines of credit other than PPP	269	100%

Approximately how many months of cash does your organization have on hand, not including any cash held in a separate reserve fund?



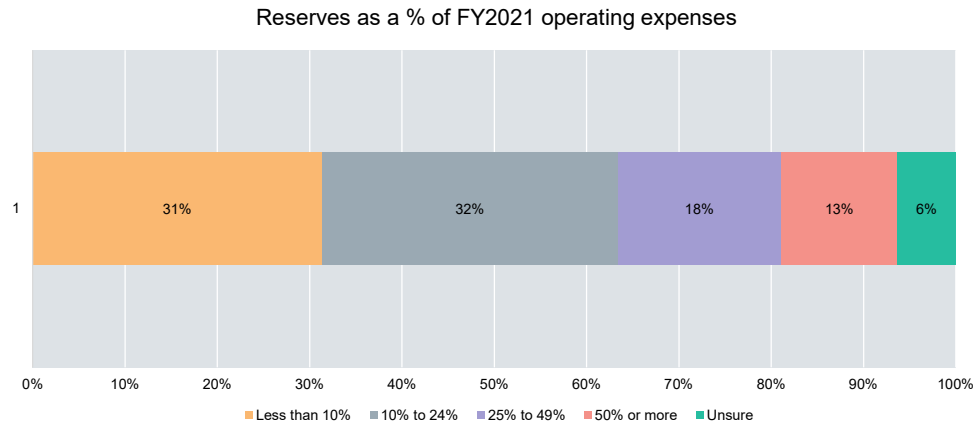
Cash on hand	Total #	% of Total
Less than 1 month of cash	57	5%
1 month of cash	75	7%
2 months of cash	113	11%
3 months of cash	174	16%
4 months of cash	102	10%
5 months of cash	64	6%
6 months of cash	173	16%
More than 6 months of cash	313	29%
N = All Respondents	1071	100%

Does your organization have reserve funds specifically designated for emergencies and/or opportunities, separate from operating cash on hand?



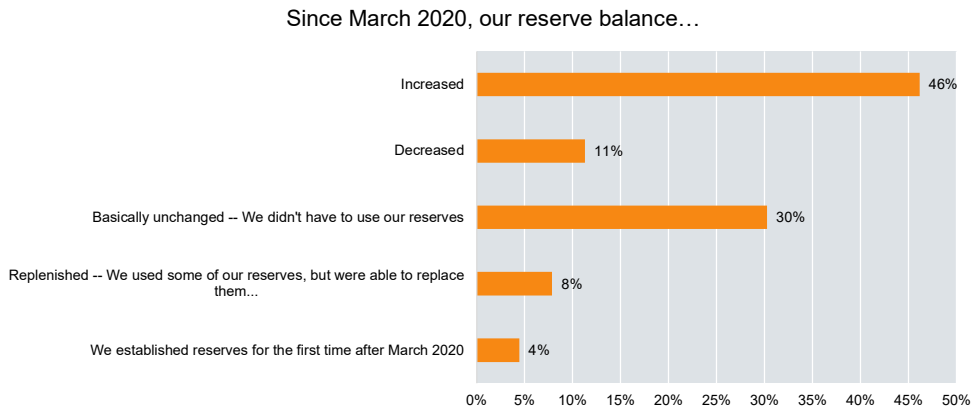
Have emergency fund?	Total #	% of Total
Yes	588	55%
No	486	45%
N = All Respondents	1074	100%

Approximately what percentage of your organization's FY2021 operating expenses do these reserves represent?



Reserves as a % of FY2021 operating expenses	Total #	% of Total
Less than 10%	184	31%
10% to 24%	188	32%
25% to 49%	104	18%
50% or more	74	13%
Unsure	37	6%
N = Orgs that have reserve funds	587	100%

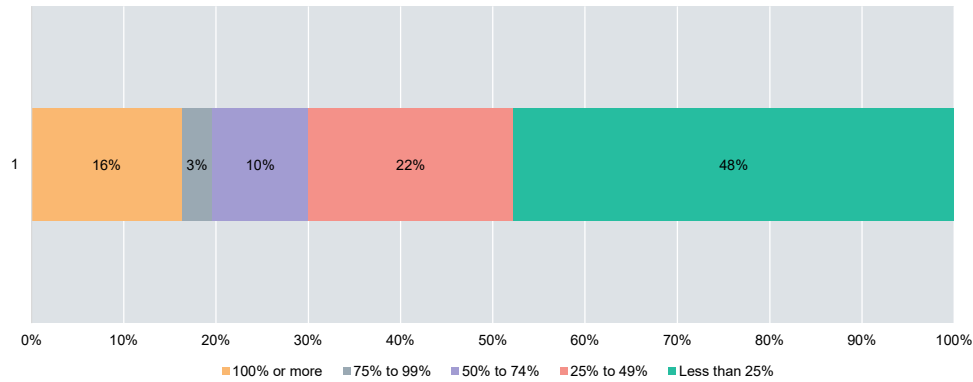
Since March 2020, how has the organization's reserve balance changed?



Since March 2020, our reserve balance...	Total #	% of Total
Increased	270	46%
Decreased	66	11%
Basically unchanged -- We didn't have to use our reserves	177	30%
Replenished -- We used some of our reserves, but were able to replace them...	46	8%
We established reserves for the first time after March 2020	26	4%
N = Orgs that have reserve funds	585	100%

By how much has your organization's reserve balance increased since March 2020?

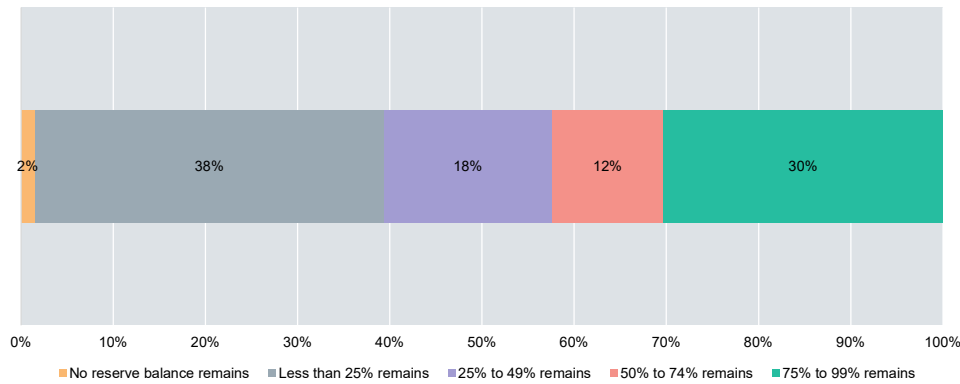
Since March 2020, our reserve balance has increased by...



Since March 2020, our reserve balance has increased by...	Total #	% of Total
100% or more	44	16%
75% to 99%	9	3%
50% to 74%	28	10%
25% to 49%	60	22%
Less than 25%	129	48%
N = Orgs whose reserve balance has increased since March 2020	270	100%

By how much has your organization's reserve balance decreased since March 2020?

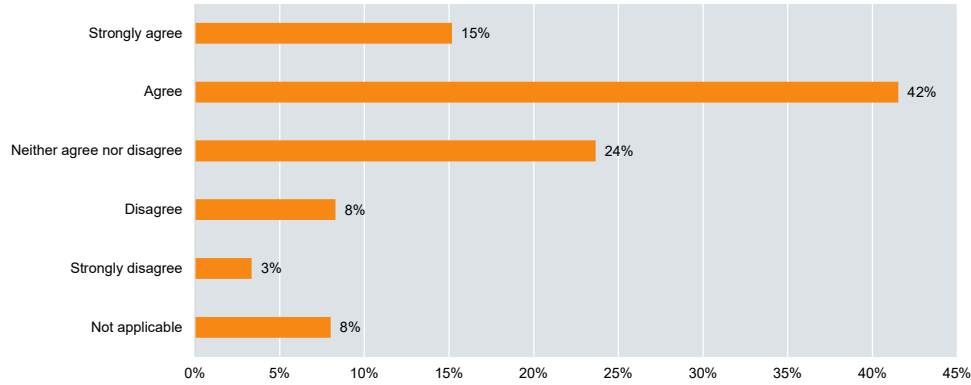
Since March 2020, our reserve balance has decreased by...



Since March 2020, our reserve balance has decreased by...	Total #	% of Total
No reserve balance remains	1	2%
Less than 25% remains	25	38%
25% to 49% remains	12	18%
50% to 74% remains	8	12%
75% to 99% remains	20	30%
N = Orgs whose reserve balance has decreased since March 2020	66	100%

Since March 2020, foundation funders have been more flexible with how we use funds

Foundation funders have been more flexible since March 2020

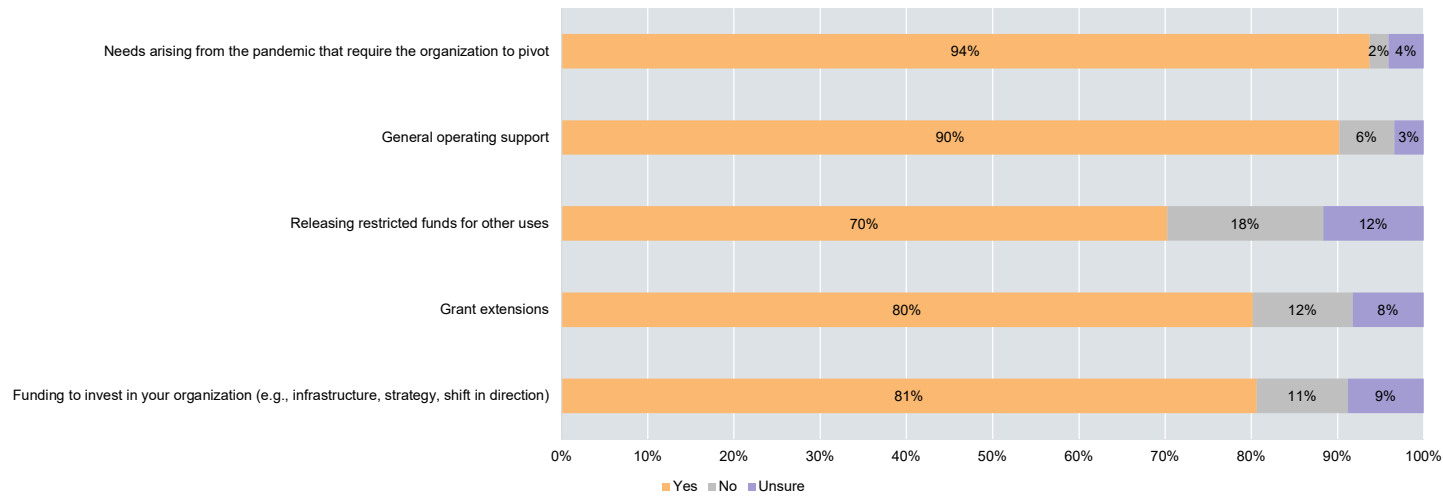


Foundation funders have been more flexible since March 2020

	Total #	% of Total
Strongly agree	163	15%
Agree	446	42%
Neither agree nor disagree	254	24%
Disagree	89	8%
Strongly disagree	36	3%
Not applicable	86	8%
N = All Respondents	1074	100%

Are you comfortable talking with foundation funders about each of the following topics?

I'm comfortable speaking with foundation funders about...



Are you comfortable talking with government funders about each of the following topics?

I'm comfortable speaking with gov funders about...

