

Nonprofit Finance Fund
2025 State of the Nonprofit Sector Survey
June 2025



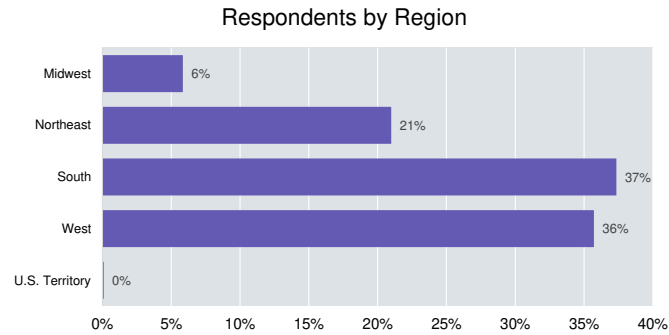
The State of the Nonprofit Sector Survey – Nonprofit Finance Fund’s tenth – collects data about US nonprofits’ health, including their collective challenges, successes, and the required investments to continue enriching millions of lives, and transforms this data into an accessible, evidence-based illustration of the sector’s current landscape and needs. The 2025 Survey, conducted in collaboration with EVITARUS and Ambit 360 Consulting, explored how nonprofits are faring in today’s changing environment and the investments needed to secure their long-term futures. From January 30 to March 14, 2025, we asked US nonprofit leaders a series of closed- and open-ended questions to understand the management, operational, and financial picture they navigated in 2024 and anticipated in 2025.

The results for each survey question are shown below. A total of 2,206 responses met our criteria for inclusion in the analysis. Because some questions were only shown to certain respondents (i.e., conditional questions) or were not answered (i.e., respondents selected ‘prefer not to answer’ or didn’t complete the survey), the number of responses (N=) varies by question. For conditional questions, we also note which group of respondents was asked the question.

Your Organization and the People You Serve

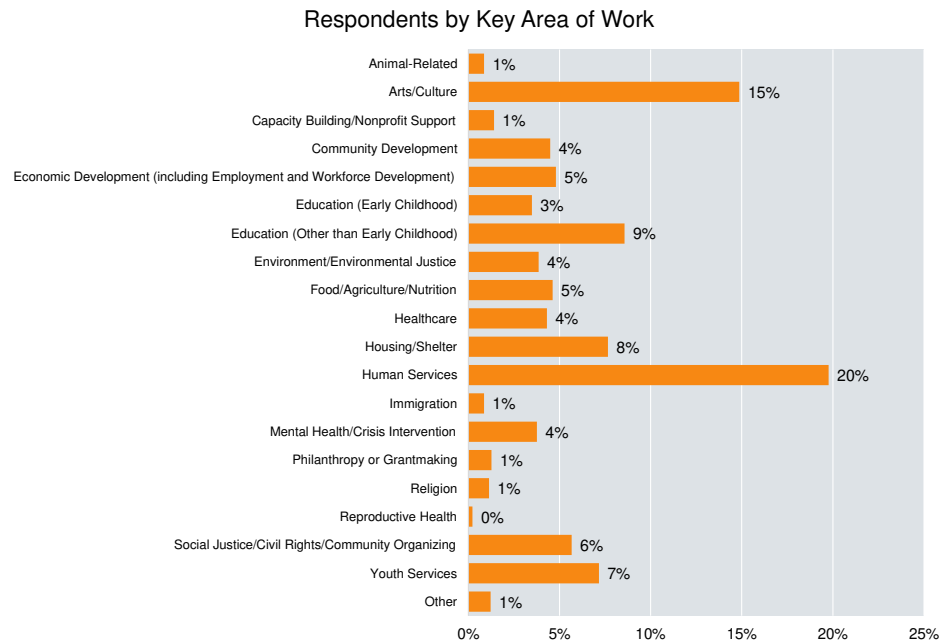
Respondents by State	Total #	% of Total
Alabama	2	0%
Alaska	4	0%
Arizona	24	1%
Arkansas	4	0%
California	506	23%
Colorado	70	3%
Connecticut	14	1%
Delaware	9	0%
Florida	22	1%
Georgia	323	15%
Hawaii	102	5%
Idaho	3	0%
Illinois	38	2%
Indiana	8	0%
Iowa	5	0%
Kansas	1	0%
Kentucky	6	0%
Louisiana	3	0%
Maine	25	1%
Maryland	16	1%
Massachusetts	56	3%
Michigan	22	1%
Minnesota	17	1%
Mississippi	4	0%
Missouri	4	0%
Montana	6	0%
Nebraska	2	0%
Nevada	2	0%
New Hampshire	11	0%
New Jersey	63	3%
New Mexico	1	0%
New York	162	7%
North Carolina	163	7%
North Dakota	0	0%
Ohio	22	1%
Oklahoma	9	0%
Oregon	17	1%
Pennsylvania	123	6%
Puerto Rico	1	0%
Rhode Island	2	0%
South Carolina	12	1%
South Dakota	0	0%
Tennessee	10	0%
Texas	177	8%
U.S. Virgin Islands	1	0%
Utah	4	0%
Vermont	7	0%
Virginia	27	1%
Washington	47	2%
Washington, D.C.	31	1%
West Virginia	6	0%
Wisconsin	10	0%
Wyoming	2	0%
Base = All Respondents	N= 2206	100%

In what region is your organization located?



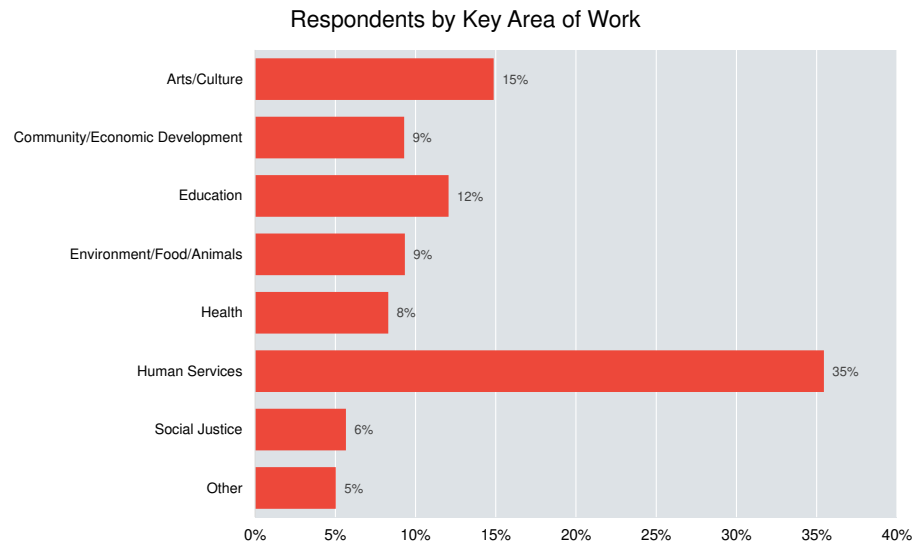
Region	Total #	% of Total
Midwest	129	6%
Northeast	463	21%
South	824	37%
West	788	36%
U.S. Territory	2	0%
Base = All Respondents	N= 2206	100%

What is your nonprofit organization's key area of work?



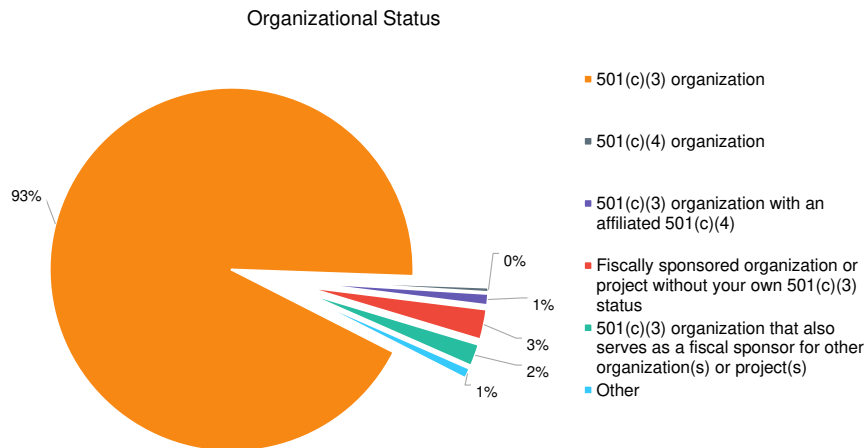
Key Area of Work	Total #	% of Total
Animal-Related	19	1%
Arts/Culture	328	15%
Capacity Building/Nonprofit Support	31	1%
Community Development	99	4%
Economic Development (including Employment and Workforce Development)	106	5%
Education (Early Childhood)	77	3%
Education (Other than Early Childhood)	189	9%
Environment/Environmental Justice	85	4%
Food/Agriculture/Nutrition	102	5%
Healthcare	95	4%
Housing/Shelter	169	8%
Human Services	436	20%
Immigration	19	1%
Mental Health/Crisis Intervention	83	4%
Philanthropy or Grantmaking	28	1%
Religion	25	1%
Reproductive Health	5	0%
Social Justice/Civil Rights/Community Organizing	125	6%
Youth Services	158	7%
Other	27	1%
Base = All Respondents	N= 2206	100%

What is your nonprofit organization's key area of work?



Key Area of Work - Consolidated	Total #	% of Total
Arts/Culture	328	15%
Community/Economic Development	205	9%
Education	266	12%
Environment/Food/Animals	206	9%
Health	183	8%
Human Services	782	35%
Social Justice	125	6%
Other	111	5%
Base = All Respondents	N= 2206	100%

Which one of the following best describes your organization?

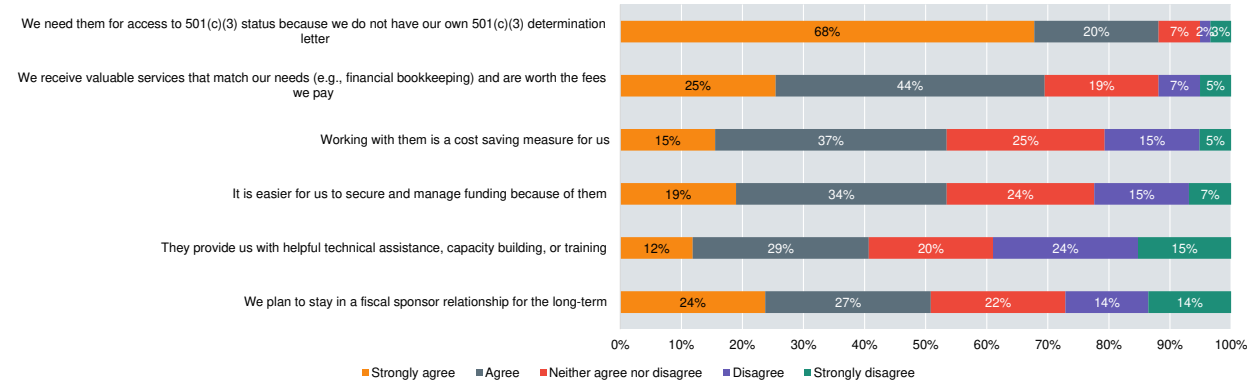


Organizational Status	Total #	% of Total
501(c)(3) organization	2053	93%
501(c)(4) organization	9	0%
501(c)(3) organization with an affiliated 501(c)(4)	22	1%
Fiscally sponsored organization or project without your own 501(c)(3) status	59	3%
501(c)(3) organization that also serves as a fiscal sponsor for other organization(s) or pr	43	2%
Other	20	1%
Base = All Respondents	N= 2206	100%

To what extent do you agree or disagree with each of the following statements about your fiscal sponsor?

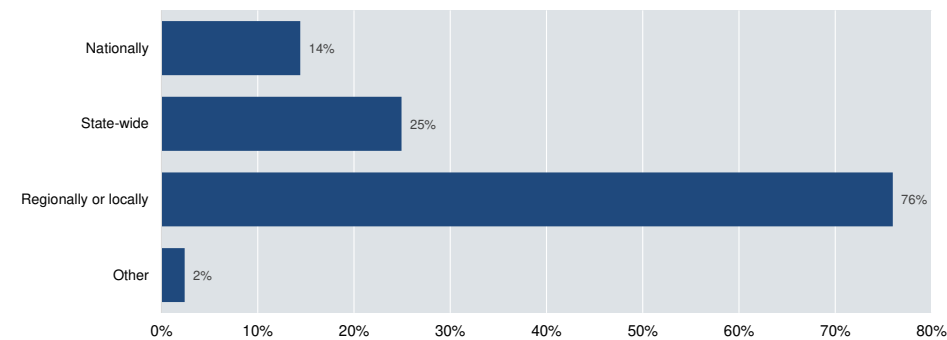
Relationship with Fiscal Sponsor

Base = Fiscally-Sponsored Respondents Without Own 501(c)(3) N= 59



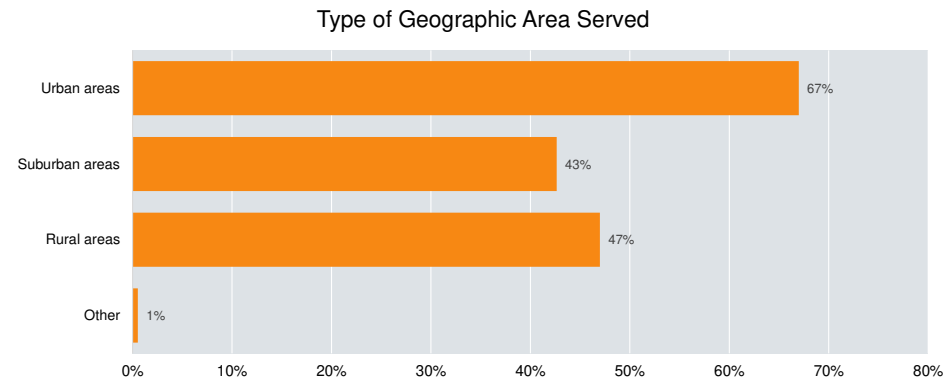
Which geographic areas does your organization primarily serve? (select all that apply)

Scope of Geographic Area Served



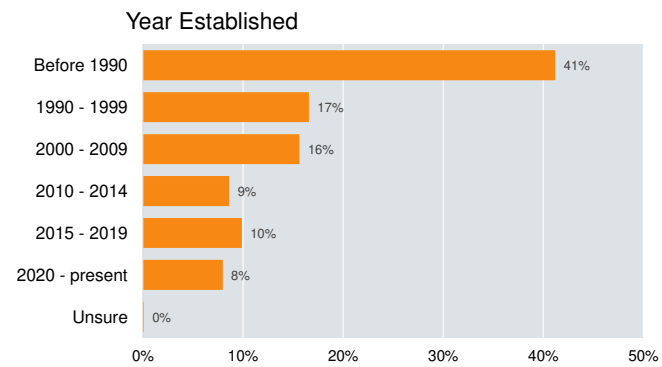
Geographic Area Served - Scope	Total #	% of Total
Nationally	281	14%
State-wide	486	25%
Regionally or locally	1480	76%
Other	47	2%
Base = Respondents Who Selected At Least One Geographic Scope Response Option	N= 1948	

Which geographic areas does your organization primarily serve? (select all that apply)



Geographic Area Served - Type	Total #	% of Total
Urban areas	633	67%
Suburban areas	403	43%
Rural areas	444	47%
Other	5	1%
Base = Respondents Who Selected At Least One Geographic Type	N=	945

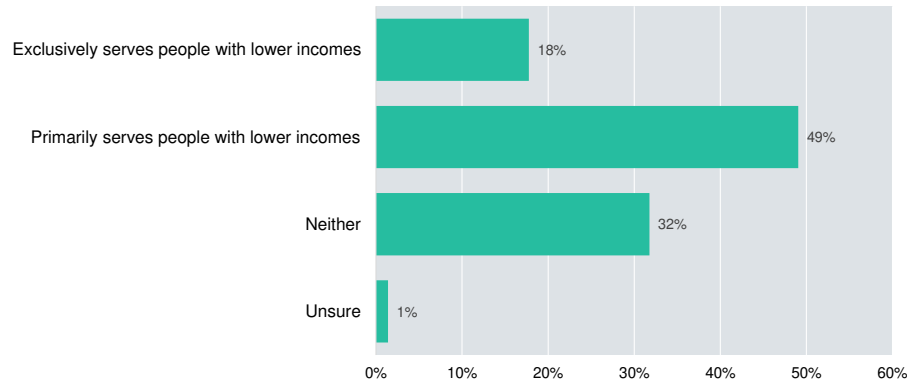
In what year was your organization established?



Year Established	Total #	% of Total
Before 1990	909	41%
1990 - 1999	366	17%
2000 - 2009	345	16%
2010 - 2014	190	9%
2015 - 2019	218	10%
2020 - present	176	8%
Unsure	2	0%
Base = All Respondents	N=	2206

Does your organization serve people with lower incomes?

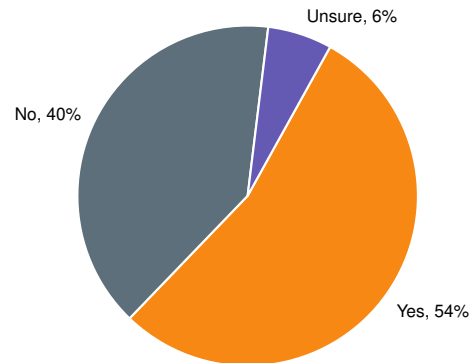
Serve People with Lower Incomes?



Serve People with Lower Incomes?	Total #	% of Total
Exclusively serves people with lower incomes	392	18%
Primarily serves people with lower incomes	1082	49%
Neither	701	32%
Unsure	31	1%
Base = All Respondents	N= 2206	100%

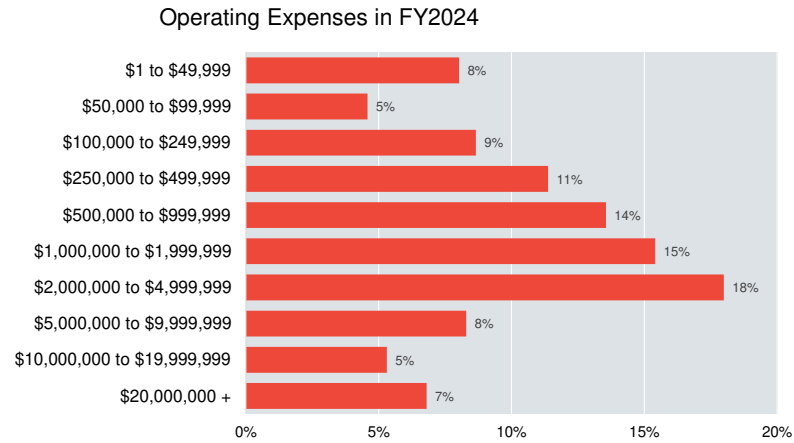
Does your organization primarily serve communities of color?

Primarily Serve Communities of Color?



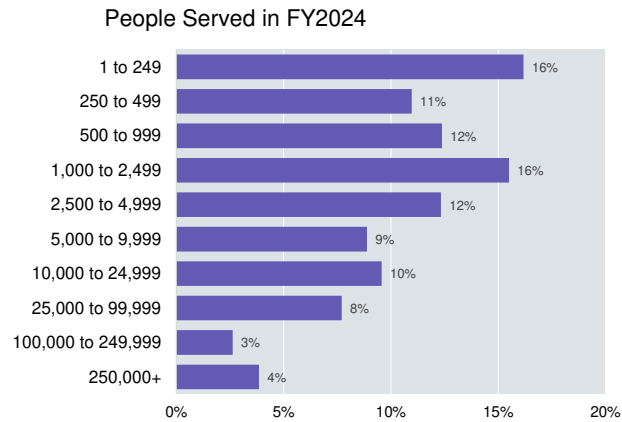
Primarily Serve Communities of Color?	Total #	% of Total
Yes	1142	54%
No	838	40%
Unsure	129	6%
Base = All Respondents	N= 2109	100%

Approximately what were your organization's total operating expenses for Fiscal Year 2024 (FY2024)?



Operating Expenses in FY2024	Total #	% of Total
\$1 to \$49,999	177	8%
\$50,000 to \$99,999	101	5%
\$100,000 to \$249,999	191	9%
\$250,000 to \$499,999	251	11%
\$500,000 to \$999,999	299	14%
\$1,000,000 to \$1,999,999	340	15%
\$2,000,000 to \$4,999,999	397	18%
\$5,000,000 to \$9,999,999	183	8%
\$10,000,000 to \$19,999,999	117	5%
\$20,000,000 +	150	7%
Base = All Respondents	N= 2206	100%

Approximately how many people did your organization serve in FY2024?



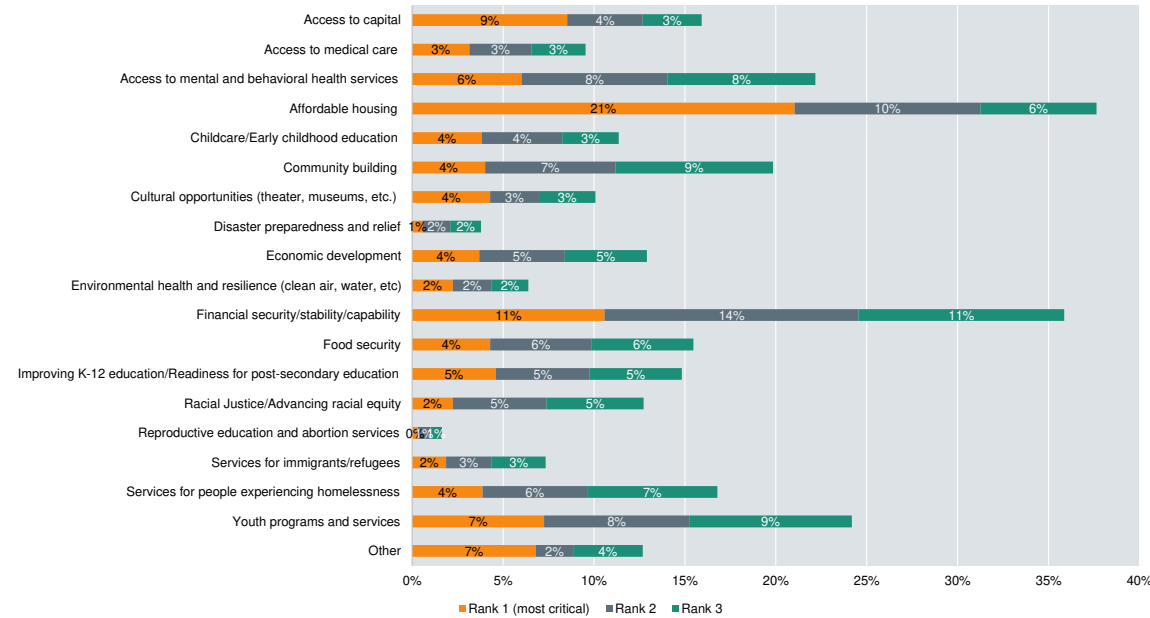
People Served in FY2024	Total #	% of Total
1 to 249	357	16%
250 to 499	242	11%
500 to 999	273	12%
1,000 to 2,499	342	16%
2,500 to 4,999	272	12%
5,000 to 9,999	196	9%
10,000 to 24,999	211	10%
25,000 to 99,999	170	8%
100,000 to 249,999	58	3%
250,000+	85	4%
Base = All Respondents	N= 2206	100%

What are the three most critical needs of the broader community in which your organization does most of its work?

Top 3 Critical Needs of the Community in Which Organization Works

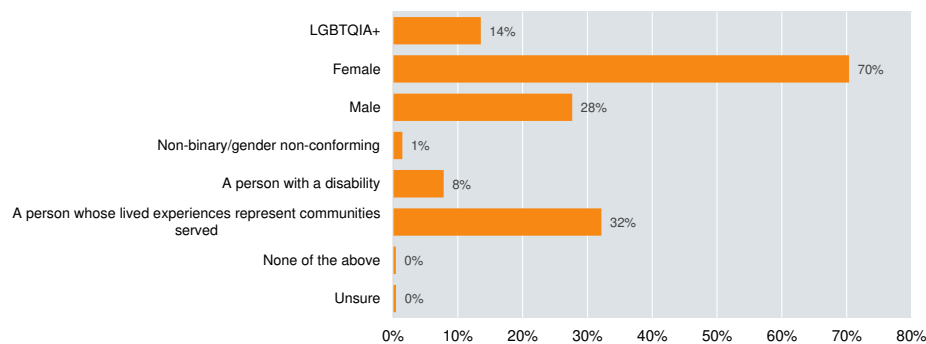
Base = All Respondents

N= 2192



Does your organizational leader (Executive Director/CEO/President) identify as...? (select all that apply)

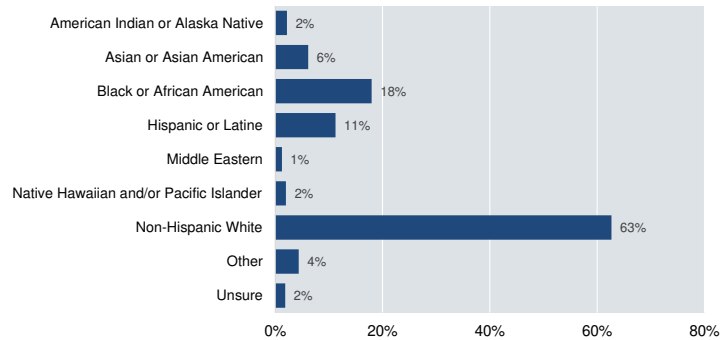
Identity of Organizational Leader



Identity of Organizational Leader	Total #	% of Total
LGBTQIA+	293	14%
Female	1521	70%
Male	598	28%
Non-binary/gender non-conforming	31	1%
A person with a disability	169	8%
A person whose lived experiences represent communities served	695	32%
None of the above	9	0%
Unsure	10	0%
Base = All Respondents	N= 2162	

Does your organizational leader (Executive Director/CEO/President) identify as...? (select all that apply)

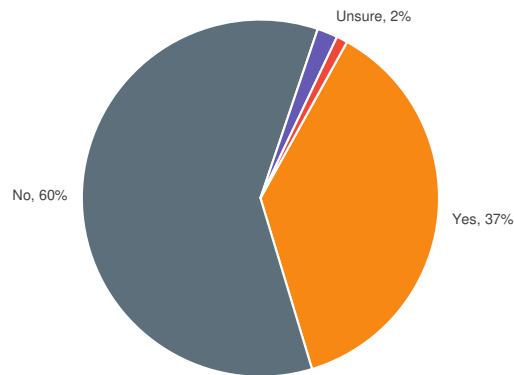
Identity of Organizational Leader - Race/Ethnicity



Identity of Organizational Leader - Race/Ethnicity	Total #	% of Total
American Indian or Alaska Native	46	2%
Asian or Asian American	129	6%
Black or African American	378	18%
Hispanic or Latine	236	11%
Middle Eastern	26	1%
Native Hawaiian and/or Pacific Islander	42	2%
Non-Hispanic White	1318	63%
Other	92	4%
Unsure	39	2%
Base = All Respondents	N= 2103	

Does your organizational leader (Executive Director/CEO/President) identify as a person of color?

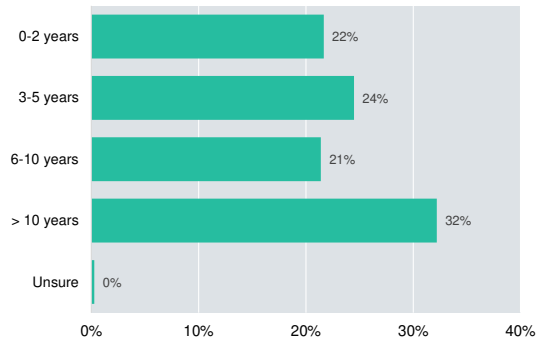
Does your Organizational Leader Identify as a Person of Color?



Identity of Organizational Leader - Person of Color	Total #	% of Total
Yes	784	37%
No	1259	60%
Unsure	39	2%
Other	21	1%
Base = All Respondents	N= 2103	100%

How long has your organizational leader (Executive Director/CEO/President) held that position at your organization?

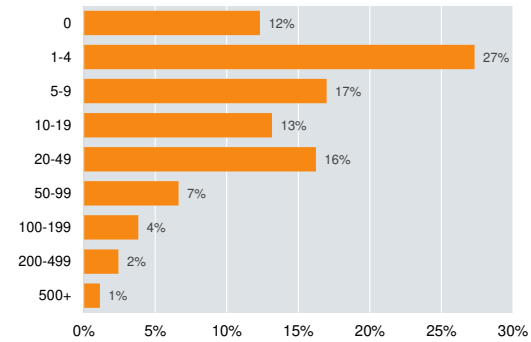
Tenure of Organizational Leader



Tenure of Organizational Leader	Total #	% of Total
0-2 years	477	22%
3-5 years	539	24%
6-10 years	471	21%
> 10 years	709	32%
Unsure	6	0%
Base = All Respondents	N= 2202	100%

How many full time staff did you employ in FY2024?

Full Time Staff in FY2024

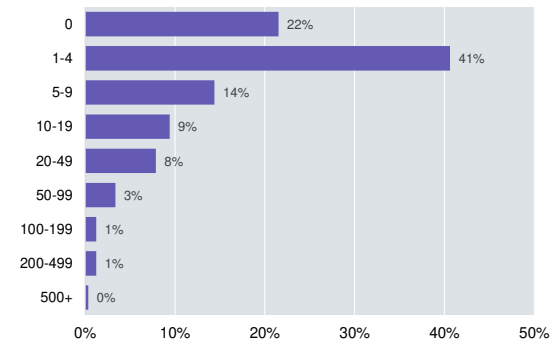


Full Time Staff in FY2024

	Total #	% of Total
0	249	12%
1-4	552	27%
5-9	343	17%
10-19	266	13%
20-49	328	16%
50-99	134	7%
100-199	77	4%
200-499	49	2%
500+	23	1%
Base = All Respondents	N= 2021	100%

How many part time staff did you employ in FY2024?

Part Time Staff in FY2024

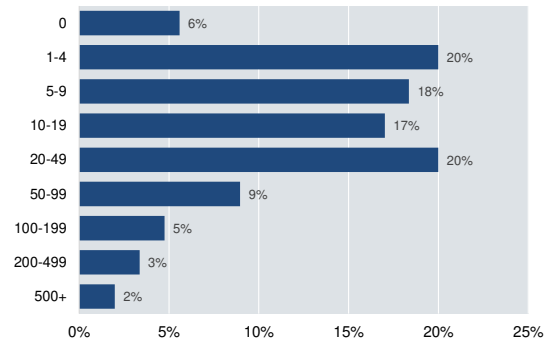


Part Time Staff in FY2024

	Total #	% of Total
0	435	22%
1-4	821	41%
5-9	291	14%
10-19	190	9%
20-49	159	8%
50-99	68	3%
100-199	25	1%
200-499	25	1%
500+	7	0%
Base = All Respondents	N= 2021	100%

How many total staff (full time and part time) did you employ in FY2024?

Total Staff (Full Time and Part Time) in FY2024

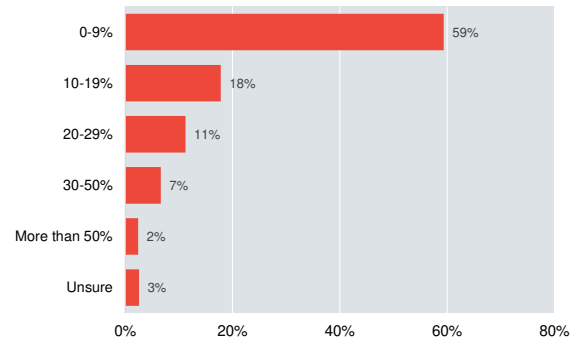


Total Staff (Full Time and Part Time) in FY2024

	Total #	% of Total
0	113	6%
1-4	404	20%
5-9	371	18%
10-19	344	17%
20-49	404	20%
50-99	181	9%
100-199	96	5%
200-499	68	3%
500+	40	2%
Base = All Respondents	N= 2021	100%

Thinking about staff turnover, approximately what percentage of the staff left your organization in FY2024?

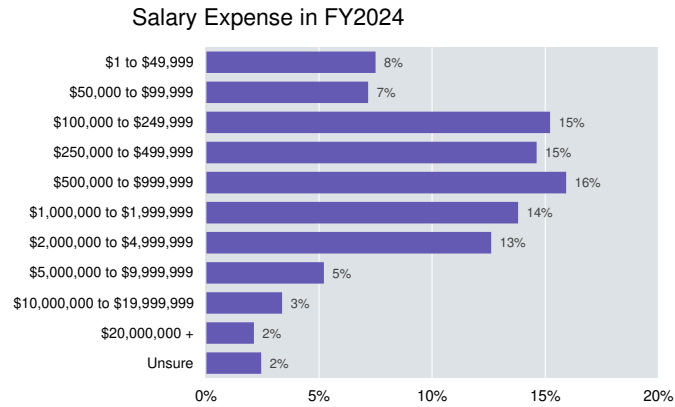
Staff Turnover in FY2024



Staff Turnover in FY2024

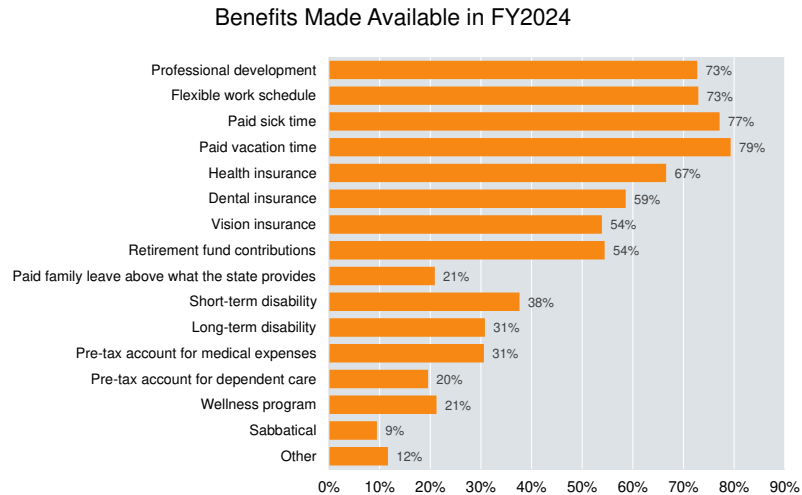
	Total #	% of Total
0-9%	1183	59%
10-19%	355	18%
20-29%	224	11%
30-50%	132	7%
More than 50%	48	2%
Unsure	51	3%
Base = All Respondents	N= 1993	100%

Approximately what was the total amount your organization paid in salaries in FY2024?



Salary Expense in FY2024	Total #	% of Total
\$1 to \$49,999	138	8%
\$50,000 to \$99,999	132	7%
\$100,000 to \$249,999	280	15%
\$250,000 to \$499,999	269	15%
\$500,000 to \$999,999	293	16%
\$1,000,000 to \$1,999,999	254	14%
\$2,000,000 to \$4,999,999	232	13%
\$5,000,000 to \$9,999,999	96	5%
\$10,000,000 to \$19,999,999	62	3%
\$20,000,000 +	39	2%
Unsure	45	2%
Base = All Respondents	N= 1840	100%

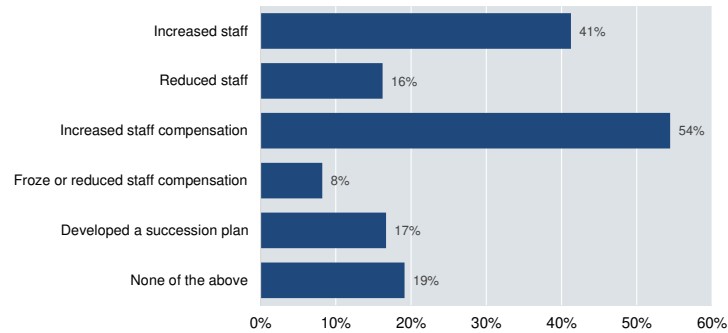
Which benefits did your organization make available to staff in FY2024? (select all that apply)



Benefits Made Available in FY2024	Total #	% of Total
Professional development	1470	73%
Flexible work schedule	1474	73%
Paid sick time	1559	77%
Paid vacation time	1603	79%
Health insurance	1346	67%
Dental insurance	1184	59%
Vision insurance	1089	54%
Retirement fund contributions	1100	54%
Paid family leave above what the state provides	422	21%
Short-term disability	760	38%
Long-term disability	622	31%
Pre-tax account for medical expenses	618	31%
Pre-tax account for dependent care	395	20%
Wellness program	429	21%
Sabbatical	191	9%
Other	235	12%
Base = All Respondents	N= 2021	

In FY2024, did your organization take any of the following staff-related actions? (select all that apply)

Staff-Related Actions Taken in FY2024

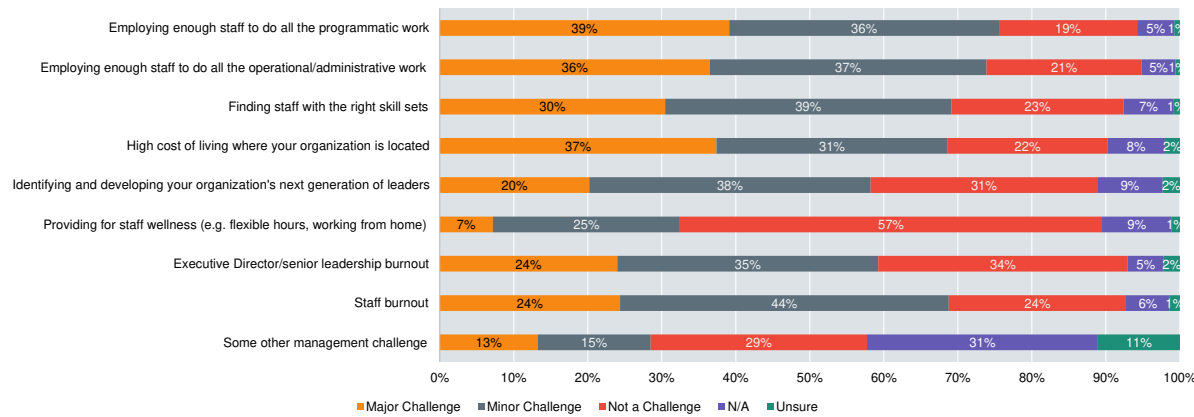


Staff-Related Actions Taken in FY2024

	Total #	% of Total
Increased staff	819	41%
Reduced staff	322	16%
Increased staff compensation	1081	54%
Froze or reduced staff compensation	163	8%
Developed a succession plan	331	17%
None of the above	380	19%
Base = All Respondents	N= 1986	

Did your organization experience any of the following management challenges in FY2024? (select all that apply)

Management Challenges in FY2024

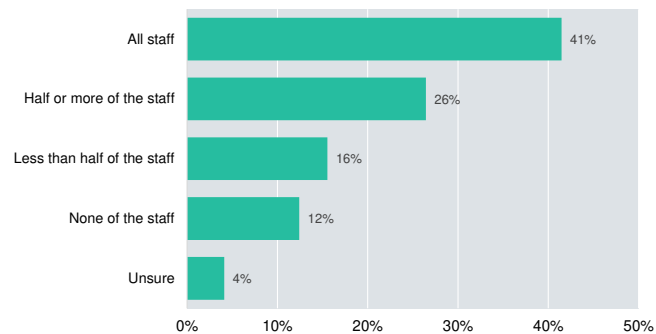


Base = All Respondents

N= 1984

Many nonprofits face challenges raising sufficient revenue to meet expenses, including staff salaries that meet local living wage standards. How much of your full time staff is your organization able to pay a living wage?

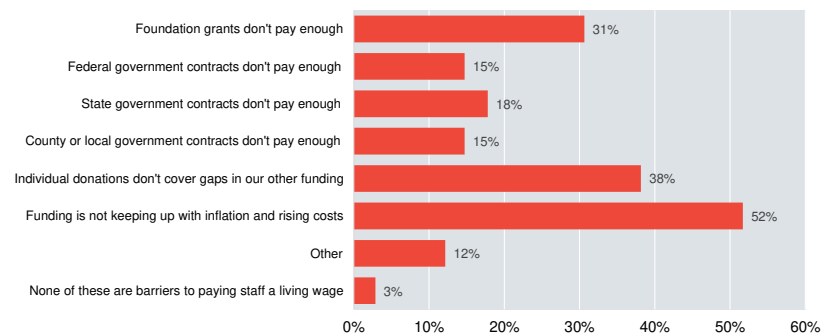
Full Time Staff Paid a Living Wage



Full Time Staff Paid a Living Wage	Total #	% of Total
All staff	784	41%
Half or more of the staff	500	26%
Less than half of the staff	294	16%
None of the staff	235	12%
Unsure	78	4%
Base = All Respondents	N= 1891	100%

What are the top two structural barriers that make it difficult to pay living wages to all of your organization's staff?

Top Two Barriers to Paying All Staff a Living Wage

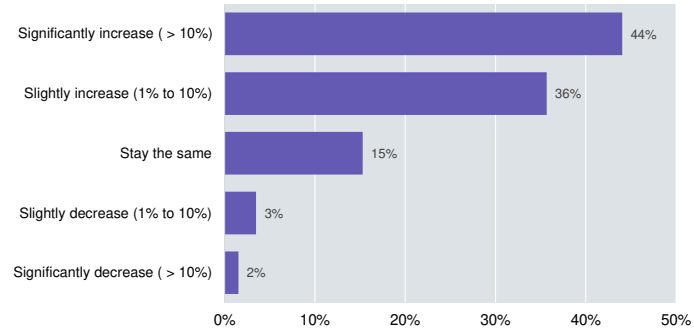


Top Two Barriers to Paying All Staff a Living Wage	Total #	% of Total
Foundation grants don't pay enough	310	31%
Federal government contracts don't pay enough	149	15%
State government contracts don't pay enough	180	18%
County or local government contracts don't pay enough	149	15%
Individual donations don't cover gaps in our other funding	386	38%
Funding is not keeping up with inflation and rising costs	523	52%
Other	123	12%
None of these are barriers to paying staff a living wage	29	3%
Base = Respondents Unable to Pay All Full Time Staff a Living Wage	N= 1012	

Responding to the Current Landscape

As compared to FY2023, did the amount of demand for your organization's services in FY2024...?

Between FY2023 and FY2024, Did Service Demand...



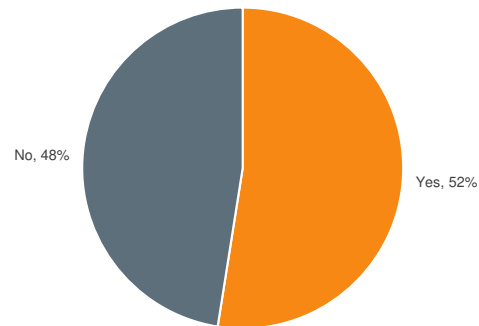
Between FY2023 and FY2024, Did Service Demand...

Total #	% of Total
895	44%
725	36%
311	15%
71	3%
31	2%
N= 2033	100%

Base = All Respondents

In FY2024, was your organization able to fully meet the demand for its services?

Able to Meet Service Demand in FY2024?



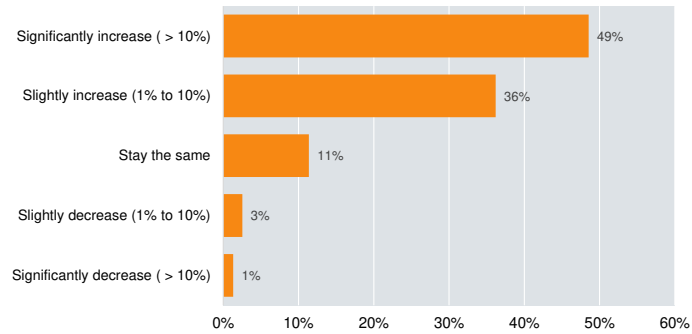
Able to Meet Service Demand in FY2024?

Total #	% of Total
1063	52%
962	48%
N= 2025	100%

Base = All Respondents

In FY2025, do you anticipate the amount of demand for your organization's services will...?

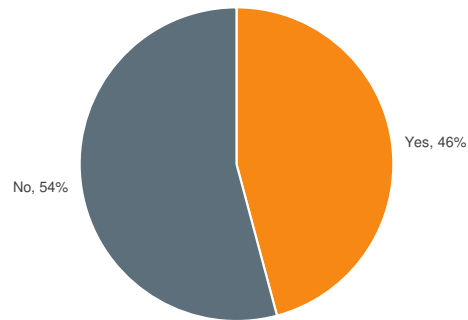
Anticipated Service Demand in FY2025



Anticipated Service Demand in FY2025	Total #	% of Total
Significantly increase (> 10%)	990	49%
Slightly increase (1% to 10%)	738	36%
Stay the same	232	11%
Slightly decrease (1% to 10%)	52	3%
Significantly decrease (> 10%)	27	1%
Base = All Respondents	N= 2039	100%

In FY2025, do you anticipate your organization will be able to fully meet the demand for its services?

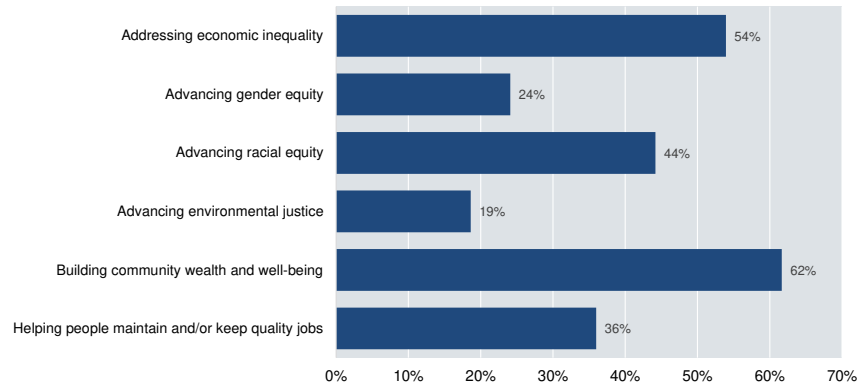
Able to Meet Service Demand in FY2025?



Able to Meet Service Demand in FY2025?	Total #	% of Total
Yes	910	46%
No	1075	54%
Base = All Respondents	N= 1985	100%

Are any of these major focus areas for your organization? (select all that apply)

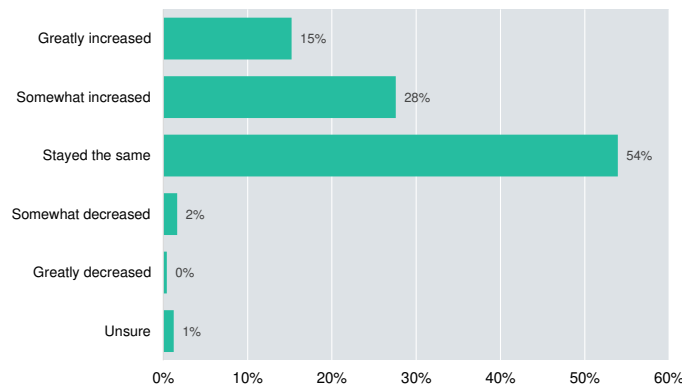
Major Focus Areas



Major Focus Areas	Total #	% of Total
Addressing economic inequality	895	54%
Advancing gender equity	400	24%
Advancing racial equity	733	44%
Advancing environmental justice	309	19%
Building community wealth and well-being	1023	62%
Helping people maintain and/or keep quality jobs	597	36%
Base = All Respondents	N= 1659	

To what extent, if at all, has your organization's focus on advancing racial equity changed over the last year?

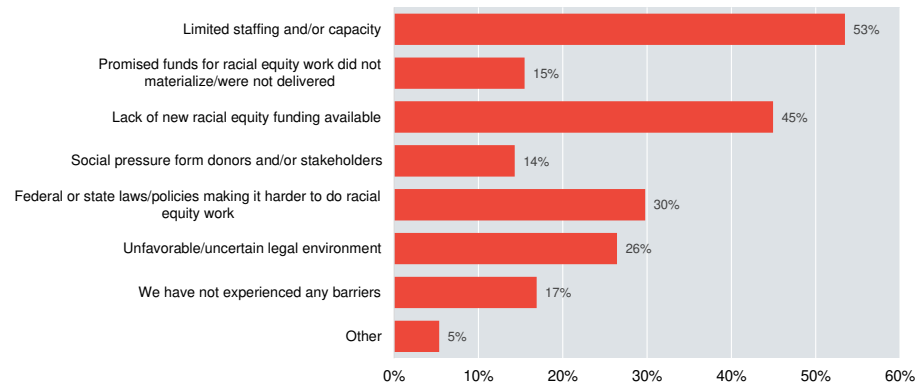
Change in Focus on Advancing Racial Equity Over the Last Year



Change in Focus on Advancing Racial Equity Over the Last Year	Total #	% of Total
Greatly increased	111	15%
Somewhat increased	201	28%
Stayed the same	393	54%
Somewhat decreased	12	2%
Greatly decreased	3	0%
Unsure	9	1%
Base = Respondents with a Major Focus on Advancing Racial Equity	N= 729	100%

What, if any, barriers did you experience in advancing racial equity in FY2024? (select all that apply)

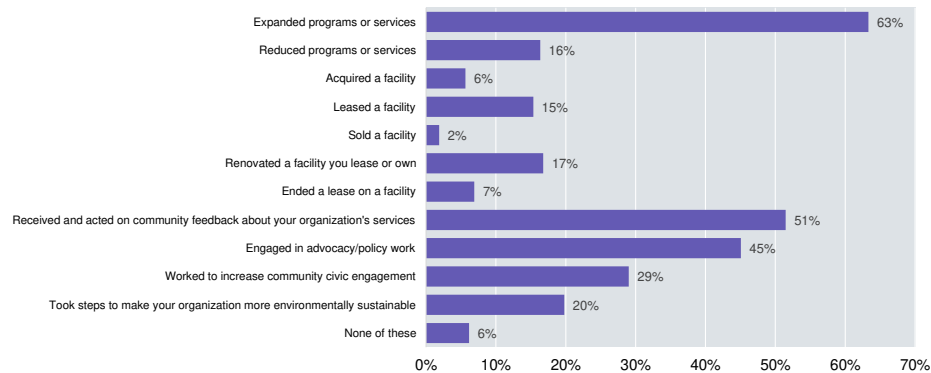
Barriers to Advancing Racial Equity in FY2024



Barriers to Advancing Racial Equity in FY2024	Total #	% of Total
Limited staffing and/or capacity	370	53%
Promised funds for racial equity work did not materialize/were not delivered	107	15%
Lack of new racial equity funding available	311	45%
Social pressure from donors and/or stakeholders	99	14%
Federal or state laws/policies making it harder to do racial equity work	206	30%
Unfavorable/uncertain legal environment	183	26%
We have not experienced any barriers	117	17%
Other	37	5%
N = Respondents with a Major Focus on Advancing Racial Equity	N= 692	

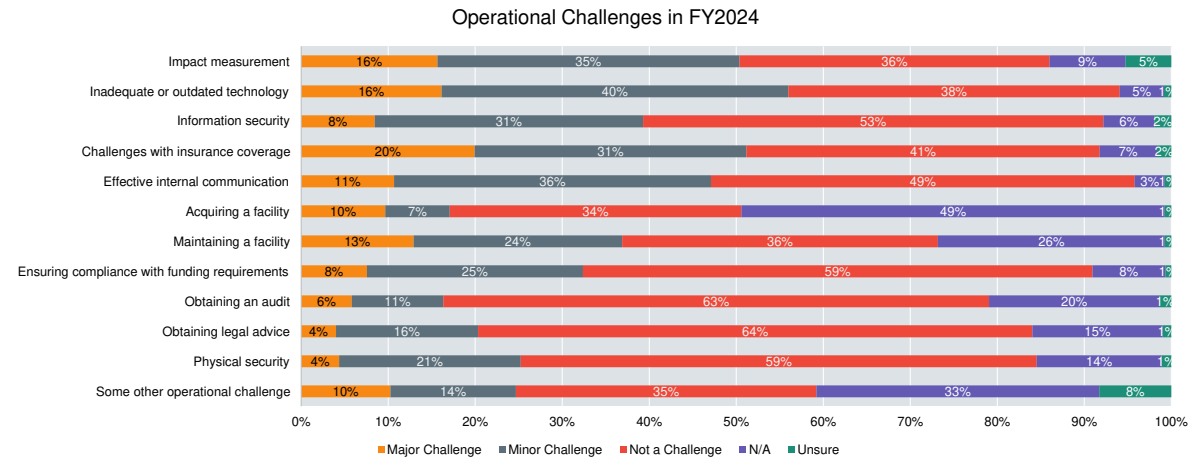
In FY2024, did your organization take any of the following actions? (select all that apply)

Operational Actions Taken in FY2024



Operational Actions Taken in FY2024	Total #	% of Total
Expanded programs or services	1283	63%
Reduced programs or services	331	16%
Acquired a facility	114	6%
Leased a facility	311	15%
Sold a facility	38	2%
Renovated a facility you lease or own	340	17%
Ended a lease on a facility	140	7%
Received and acted on community feedback about your organization's services	1043	51%
Engaged in advocacy/policy work	913	45%
Worked to increase community civic engagement	588	29%
Took steps to make your organization more environmentally sustainable	401	20%
None of these	125	6%
Base = All Respondents	N= 2026	

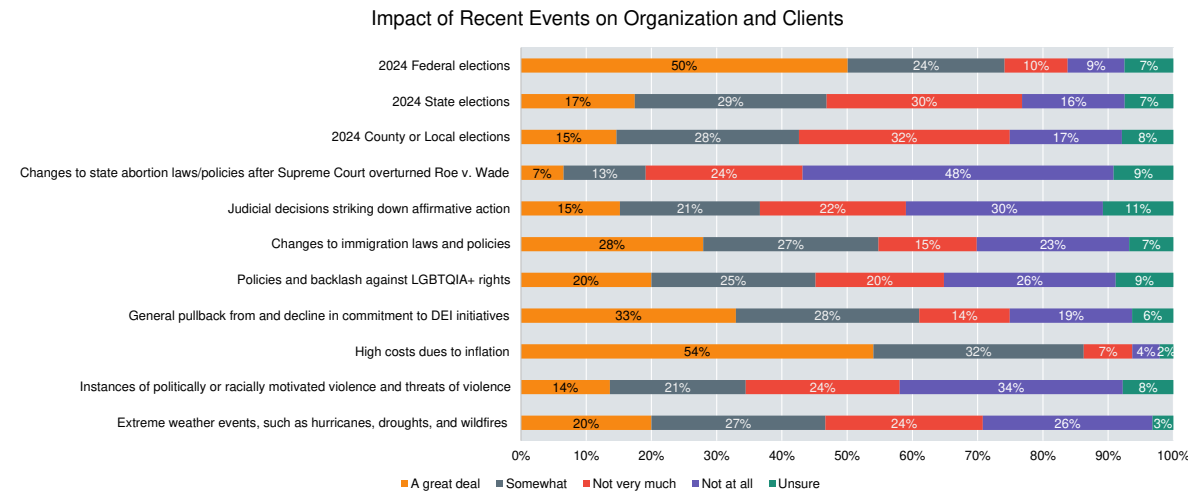
Did your organization experience any of the following operational challenges in FY2024? (select all that apply)



Base = All Respondents

N= 2005

To what extent did the following impact your organization and the clients you serve? (select all that apply)



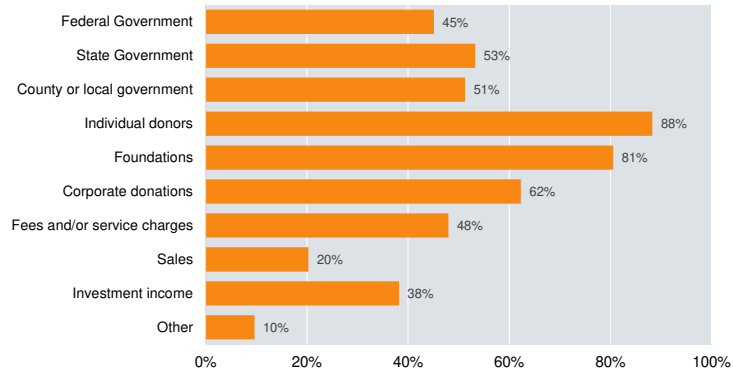
Base = All Respondents

N= 1980

Your Organization's Financial Story

What were the sources of your organization's FY2024 revenue? (select all that apply)

Revenue Sources in FY2024

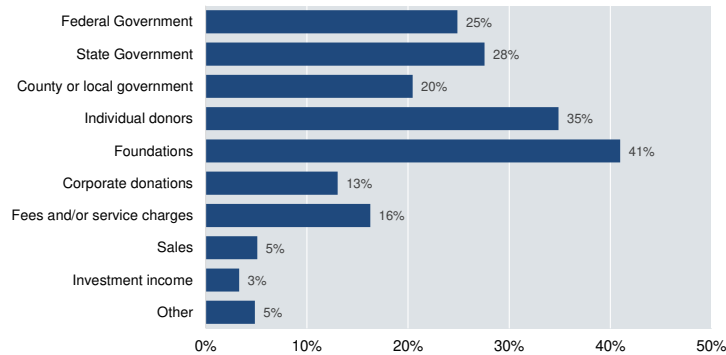


Revenue Sources in FY2024

	Total #	% of Total
Federal Government	930	45%
State Government	1098	53%
County or local government	1057	51%
Individual donors	1820	88%
Foundations	1660	81%
Corporate donations	1284	62%
Fees and/or service charges	989	48%
Sales	419	20%
Investment income	788	38%
Other	199	10%
Base = All Respondents	N= 2061	

What were the two largest sources of your organization's FY2024 revenue?

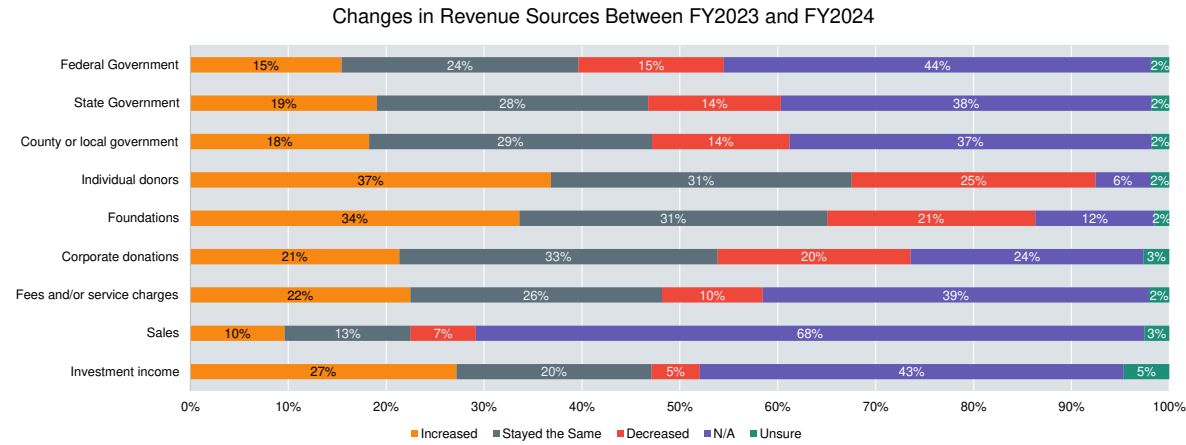
Two Largest Revenue Sources in FY2024



Two Largest Revenue Sources in FY2024

	Total #	% of Total
Federal Government	511	25%
State Government	566	28%
County or local government	420	20%
Individual donors	716	35%
Foundations	841	41%
Corporate donations	268	13%
Fees and/or service charges	334	16%
Sales	105	5%
Investment income	68	3%
Other	100	5%
Base = All Respondents	N= 2053	

As compared to FY2023, how, if at all, has your organization's revenue from the following sources changed in FY2024?

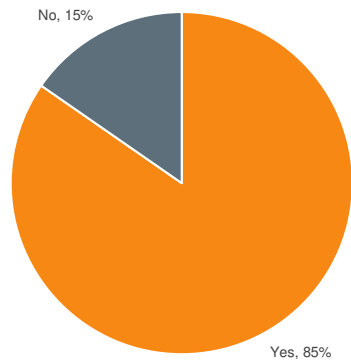


Base = All Respondents

N = 2054

Has your organization ever applied for a government grant or contract?

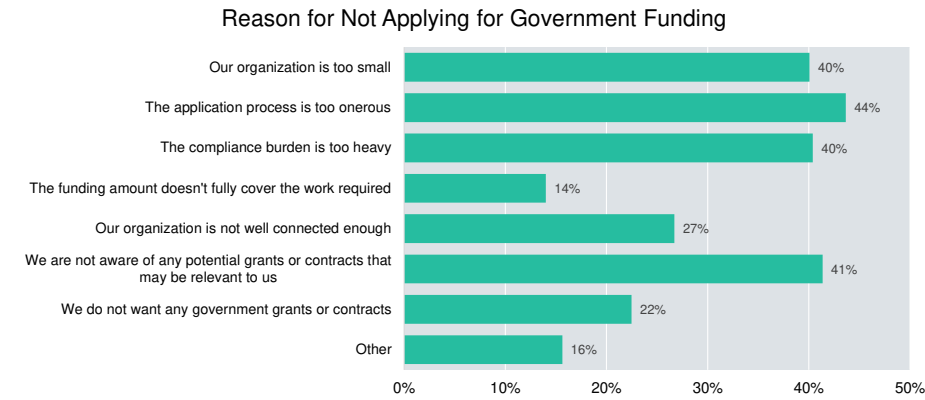
Ever Applied for a Government Grant or Contract?



Ever Applied for a Government Grant or Contract?

Ever Applied for a Government Grant or Contract?	Total #	% of Total
Yes	1732	85%
No	314	15%
Base = All Respondents	N= 2046	100%

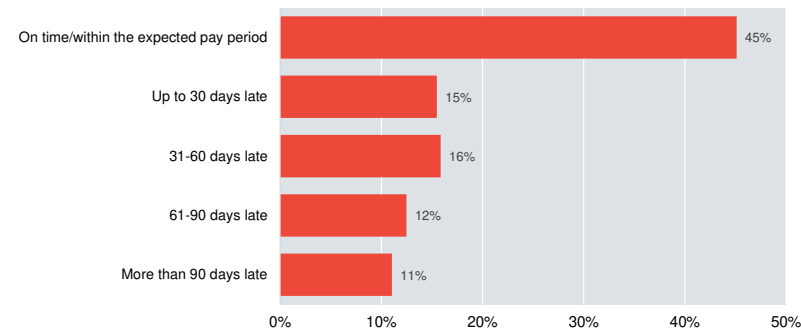
You indicated that your organization has never applied for government funding. Please indicate the reasons you have not. (select all that apply)



Reason for Not Applying for Government Funding	Total #	% of Total
Our organization is too small	123	40%
The application process is too onerous	134	44%
The compliance burden is too heavy	124	40%
The funding amount doesn't fully cover the work required	43	14%
Our organization is not well connected enough	82	27%
We are not aware of any potential grants or contracts that may be relevant to us	127	41%
We do not want any government grants or contracts	69	22%
Other	48	16%
Base = Respondents Who Never Applied for Government Funding	N= 307	

After submitting an invoice for services rendered on a FY2024 government grant or contract, when did you typically receive payment?

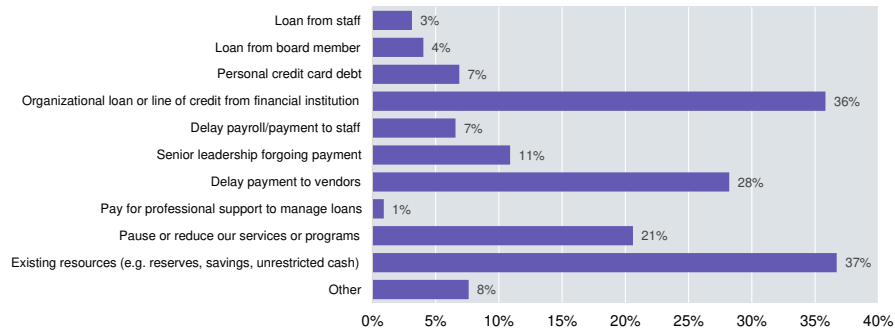
How Long Did it Take to Receive Payment from Gov't in FY2024?



How Long Did it Take to Receive Payment from Gov't in FY2024?	Total #	% of Total
On time/within the expected pay period	600	45%
Up to 30 days late	206	15%
31-60 days late	211	16%
61-90 days late	166	12%
More than 90 days late	147	11%
Base = Respondents Receiving Government Funding in FY2024	N= 1330	100%

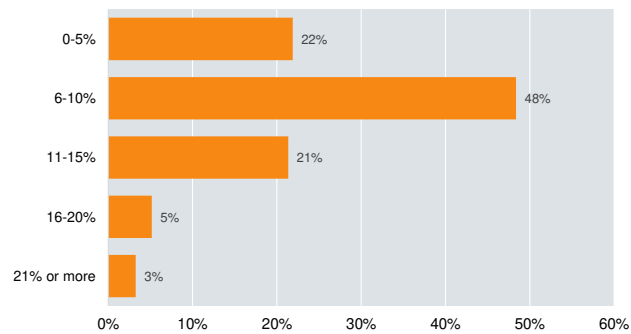
How have you coped with government payment delays? (select all that apply)

How Have You Coped with Government Payment Delays?



Thinking about government grants or contracts you received in FY2024, what was the typical indirect rate you were allowed to charge?

What Indirect Rate Were You Allowed to Charge in FY2024?

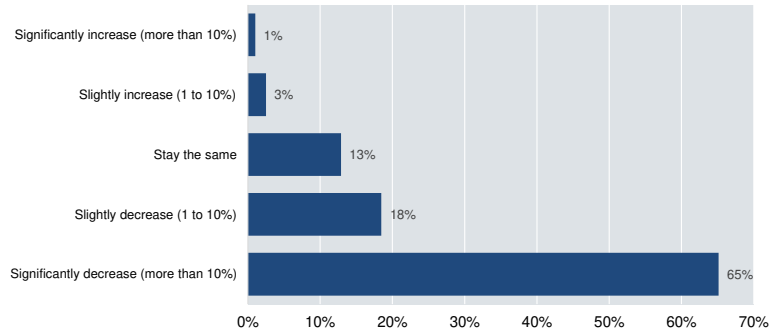


How Have You Coped with Government Payment Delays?	Total #	% of Total
Loan from staff	21	3%
Loan from board member	27	4%
Personal credit card debt	46	7%
Organizational loan or line of credit from financial institution	240	36%
Delay payroll/payment to staff	44	7%
Senior leadership forgoing payment	73	11%
Delay payment to vendors	189	28%
Pay for professional support to manage loans	6	1%
Pause or reduce our services or programs	138	21%
Existing resources (e.g. reserves, savings, unrestricted cash)	246	37%
Other	51	8%
Base = Respondents Receiving Late Government Payment in FY2024	N= 670	

What Indirect Rate Were You Allowed to Charge in FY2024?	Total #	% of Total
0-5%	242	22%
6-10%	535	48%
11-15%	236	21%
16-20%	57	5%
21% or more	36	3%
Base = Respondents Receiving Government Funding in FY2024	N= 1106	100%

As a result of 2024 election results, we believe our government funding will:

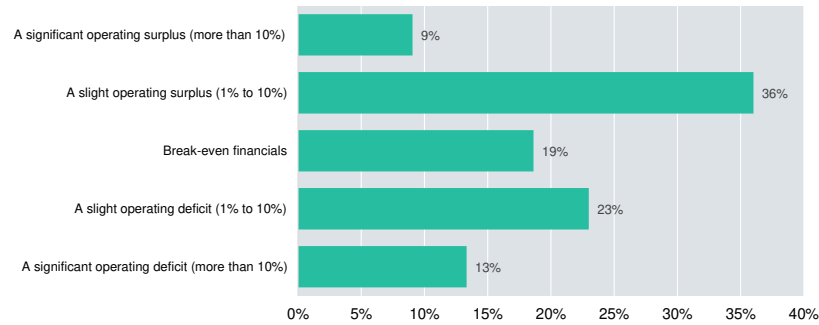
Anticipated Change in Gov't Funding as a Result of 2024 Election



Anticipated Change in Gov't Funding as a Result of 2024 Election	Total #	% of Total
Significantly increase (more than 10%)	14	1%
Slightly increase (1 to 10%)	34	3%
Stay the same	175	13%
Slightly decrease (1 to 10%)	251	18%
Significantly decrease (more than 10%)	885	65%
Base = Respondents Receiving Government Funding in FY2024	N= 1359	100%

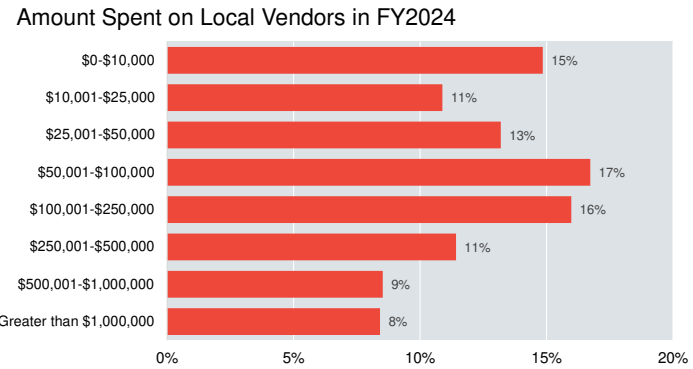
Did your organization finish FY2024 with:

Operating Results in FY2024



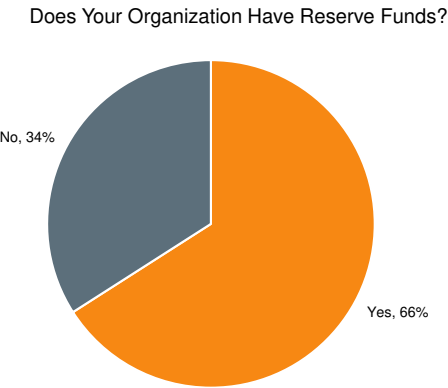
Operating Results in FY2024	Total #	% of Total
A significant operating deficit (more than 10%)	259	13%
A slight operating deficit (1% to 10%)	447	23%
Break-even financials	362	19%
A slight operating surplus (1% to 10%)	700	36%
A significant operating surplus (more than 10%)	176	9%
Base = All Respondents	N= 1944	100%

What is your best estimate of the total amount of money you spent in FY2024 on buying services, food, or other supplies (e.g., restaurants, printing, facility rental, professional services such as accounting, taxes, marketing) from local vendors?



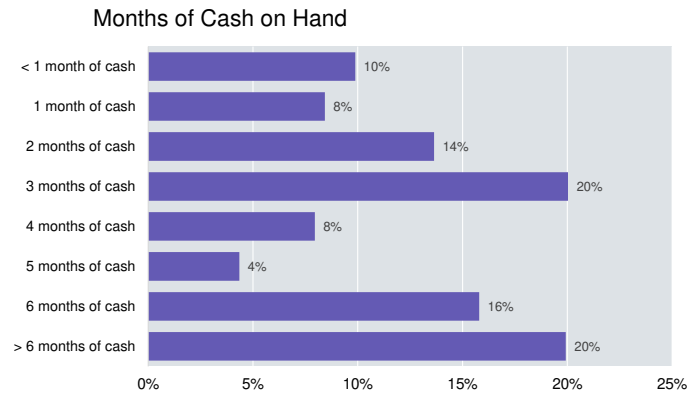
Amount Spent on Local Vendors in FY2024	Total #	% of Total
\$0-\$10,000	277	15%
\$10,001-\$25,000	203	11%
\$25,001-\$50,000	246	13%
\$50,001-\$100,000	312	17%
\$100,001-\$250,000	298	16%
\$250,001-\$500,000	213	11%
\$500,001-\$1,000,000	159	9%
Greater than \$1,000,000	157	8%
Base = All Respondents	N= 1865	100%

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



Does Your Organization Have Reserve Funds?	Total #	% of Total
Yes	1282	66%
No	662	34%
Base = All Respondents	N= 1944	100%

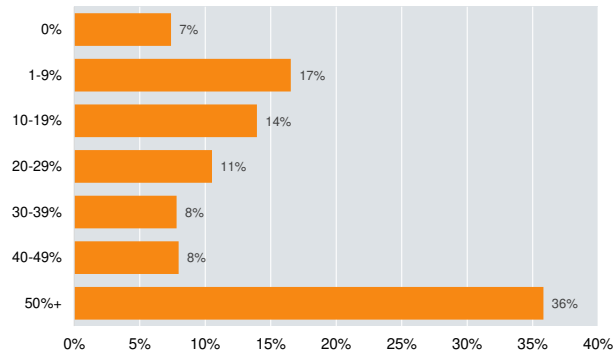
Approximately how many months of cash does your organization have on hand, not including any cash held in a separate reserve fund?



Months of Cash on Hand	Total #	% of Total
< 1 month of cash	184	10%
1 month of cash	157	8%
2 months of cash	254	14%
3 months of cash	373	20%
4 months of cash	148	8%
5 months of cash	81	4%
6 months of cash	294	16%
> 6 months of cash	371	20%
Base = All Respondents	N= 1862	100%

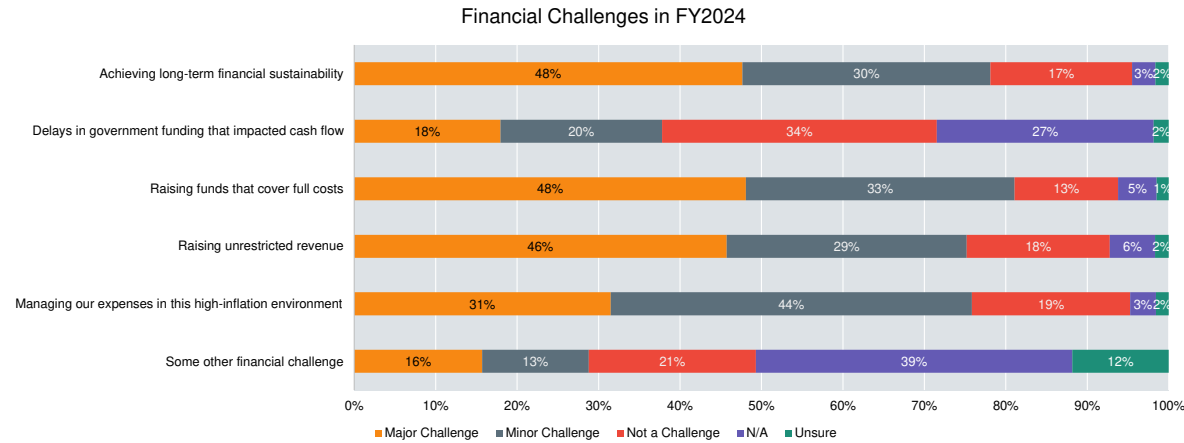
In FY2024, approximately what percentage of your total grants and donations were unrestricted?

Percentage of Unrestricted Grants and Donations in FY2024



Percentage of Unrestricted Grants and Donations in FY2024	Total #	% of Total
0%	140	7%
1-9%	313	17%
10-19%	264	14%
20-29%	199	11%
30-39%	148	8%
40-49%	151	8%
50%+	678	36%
Base = All Respondents	N= 1893	100%

Did your organization experience any of the following financial challenges in FY2024?

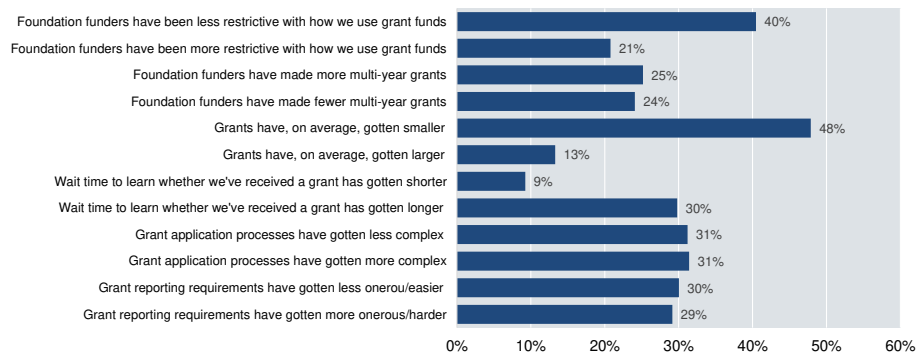


Base = All Respondents

N= 1967

The COVID-19 pandemic had a significant effect on funding practices, and we're interested in how they have changed over time. How have you seen foundation funding practices change from late 2022 to today? (select all that apply)

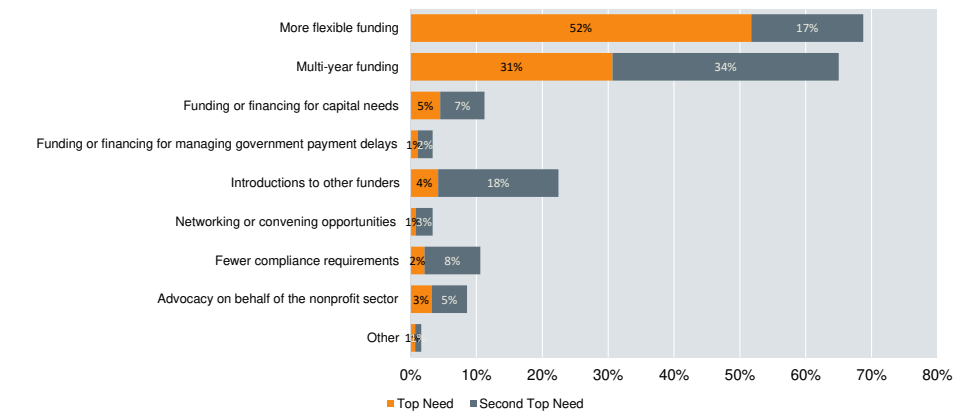
Changes in Foundation Funding Practices Since Late 2022



Changes in Foundation Funding Practices Since Late 2022	Total #	% of Total
Foundation funders have been less restrictive with how we use grant funds	551	40%
Foundation funders have been more restrictive with how we use grant funds	283	21%
Foundation funders have made more multi-year grants	343	25%
Foundation funders have made fewer multi-year grants	328	24%
Grants have, on average, gotten smaller	652	48%
Grants have, on average, gotten larger	181	13%
Wait time to learn whether we've received a grant has gotten shorter	126	9%
Wait time to learn whether we've received a grant has gotten longer	406	30%
Grant application processes have gotten less complex	425	31%
Grant application processes have gotten more complex	428	31%
Grant reporting requirements have gotten less onerous/easier	409	30%
Grant reporting requirements have gotten more onerous/harder	397	29%
Base = Respondents Receiving Foundation Funding in FY2024	N= 1362	

What does your organization need most from foundation funders to help you best deliver on your mission? While many of these needs may apply to your organization, please select your top two needs.

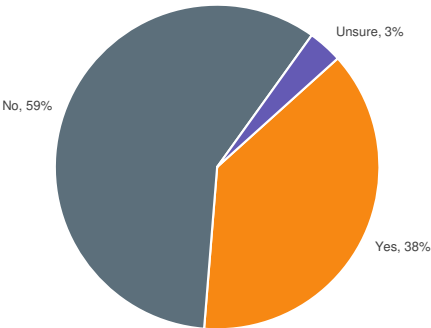
Top Two Needs from Foundation Funders



Base = Respondents Receiving Foundation Funding in FY2024 N= 1549

Does your organization currently have loans and/or lines of credit?

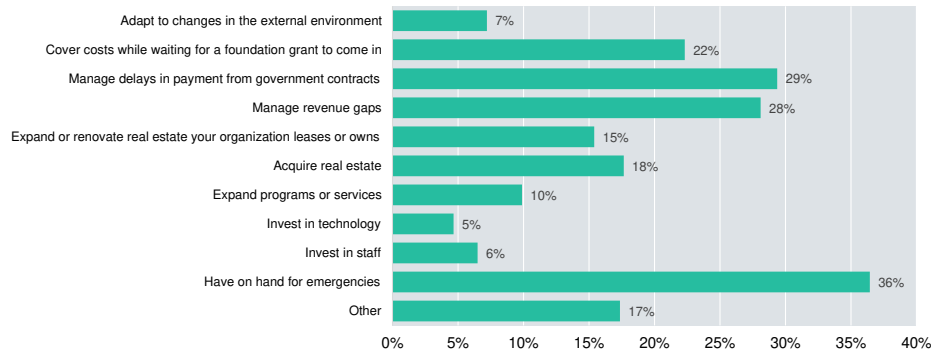
Have Loans and/or Lines of Credit?



Have Loans and/or Lines of Credit?	Total #	% of Total
Yes	732	38%
No	1131	59%
Unsure	66	3%
Base = All Respondents	N= 1929	100%

How has your organization used its loans and/or lines of credit? (select all that apply)

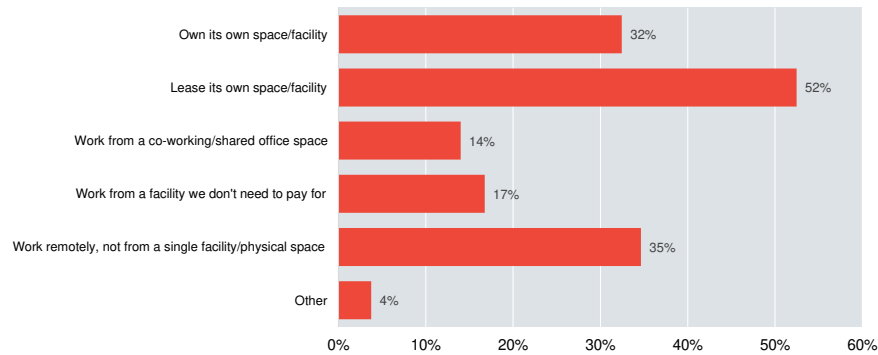
Use of Loans and/or Lines of Credit



Use of Loans and/or Lines of Credit	Total #	% of Total
Adapt to changes in the external environment	51	7%
Cover costs while waiting for a foundation grant to come in	158	22%
Manage delays in payment from government contracts	208	29%
Manage revenue gaps	199	28%
Expand or renovate real estate your organization leases or owns	109	15%
Acquire real estate	125	18%
Expand programs or services	70	10%
Invest in technology	33	5%
Invest in staff	46	6%
Have on hand for emergencies	258	36%
Other	123	17%
Base = Respondents with Loans and/or Lines of Credit	N= 708	

In FY2024, did your organization...? (select all that apply)

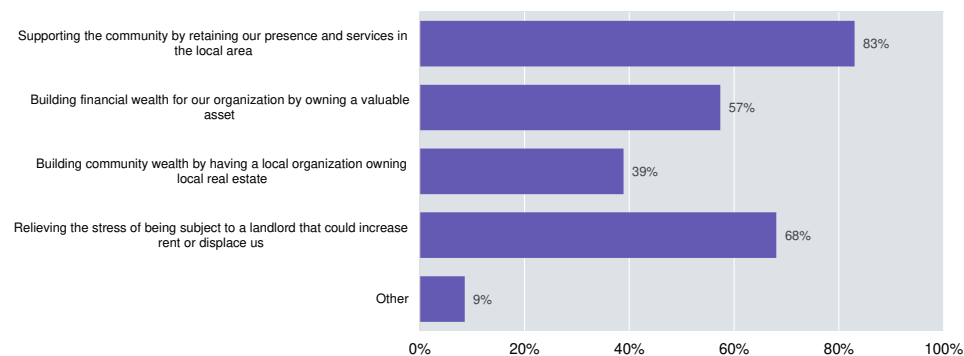
In FY2024, Did your Organization...?



In FY2024, Did Your Organization...?	Total #	% of Total
Own its own space/facility	624	32%
Lease its own space/facility	1009	52%
Work from a co-working/shared office space	269	14%
Work from a facility we don't need to pay for	322	17%
Work remotely, not from a single facility/physical space	666	35%
Other	72	4%
Base = All Respondents	N= 1923	

What do you see as the benefits to your organization and/or your community of owning your facility? (select all that apply)

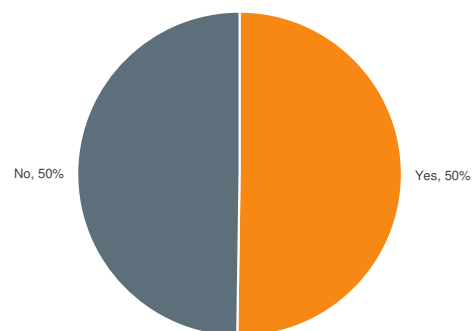
Benefits to Organization and/or Community of Owning a Facility



Benefits to Organization and/or Community of Owning a Facility	Total #	% of Total
Supporting the community by retaining our presence and services in the local area	512	83%
Building financial wealth for our organization by owning a valuable asset	354	57%
Building community wealth by having a local organization owning local real estate	240	39%
Relieving the stress of being subject to a landlord that could increase rent or displace us	420	68%
Other	53	9%
Base = Respondents Who Own a Facility	N= 617	

Would your organization like to own it's own facility?

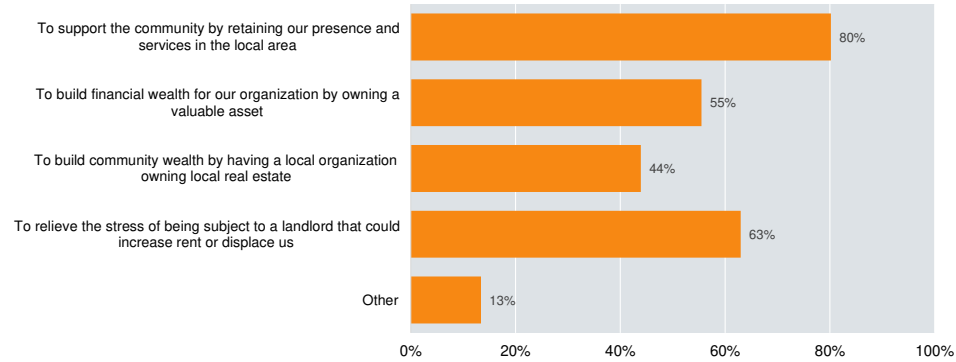
Would You Like to Own a Facility?



Would Your Organization Like to Own a Facility?	Total #	% of Total
Yes	660	50%
No	654	50%
Base = Respondents Who Do Not Own a Facility	N= 1314	100%

Why would your organization like to own its facility? (select all that apply)

Why Would Your Organization Like to Own a Facility?

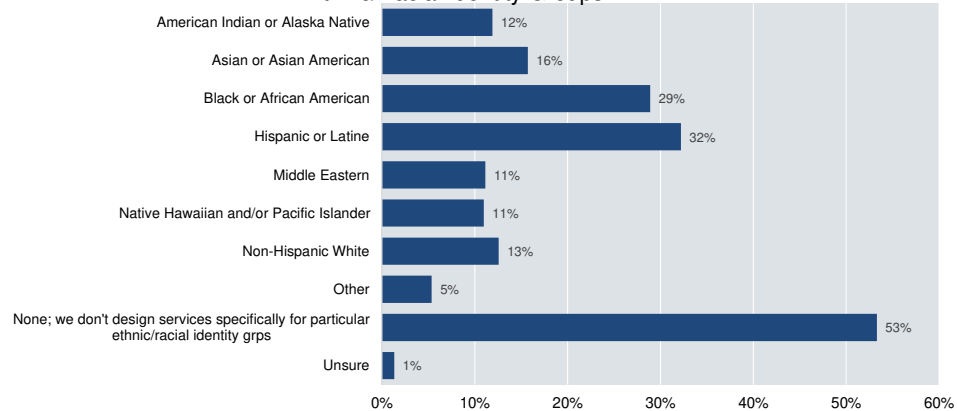


Why Would Your Organization Like to Own a Facility?

	Total #	% of Total
To support the community by retaining our presence and services in the local area	526	80%
To build financial wealth for our organization by owning a valuable asset	364	55%
To build community wealth by having a local organization owning local real estate	288	44%
To relieve the stress of being subject to a landlord that could increase rent or displace u	413	63%
Other	88	13%
Base = Respondents Who Do Not Own a Facility And Would Like To	N= 656	

Does your organization intentionally provide services designed to specifically and directly serve any of the following ethnic/racial groups? (select all that apply)

We Provide Services Designed to Specifically and Directly Serve These Ethnic/Racial Identity Groups:

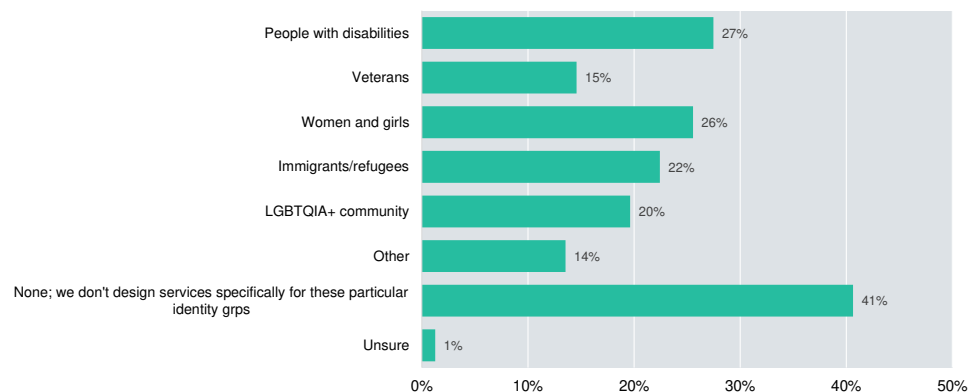


We Provide Services Designed to Specifically and Directly Serve These Ethnic/Racial Identity Groups:

	Total #	% of Total
American Indian or Alaska Native	216	12%
Asian or Asian American	285	16%
Black or African American	524	29%
Hispanic or Latine	584	32%
Middle Eastern	202	11%
Native Hawaiian and/or Pacific Islander	199	11%
Non-Hispanic White	228	13%
Other	97	5%
None; we don't design services specifically for particular ethnic/racial identity grps	967	53%
Unsure	24	1%
Base = All Respondents	N= 1814	

Does your organization intentionally provide services designed to specifically and directly serve any of the following groups? (select all that apply)

We Provide Services Designed to Specifically and Directly Serve These Identity Groups:



We Provide Services Designed to Specifically and Directly Serve These Identity Groups:	Total #	% of Total
People with disabilities	501	27%
Veterans	266	15%
Women and girls	466	26%
Immigrants/refugees	409	22%
LGBTQIA+ community	358	20%
Other	247	14%
None; we don't design services specifically for these particular identity grps	741	41%
Unsure	23	1%

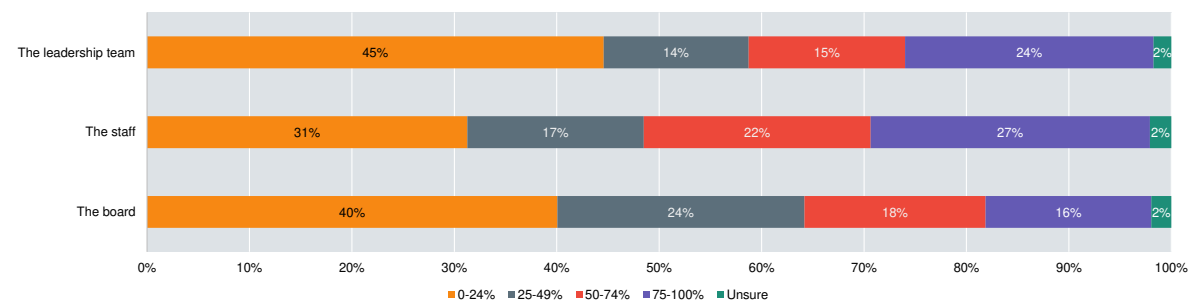
Base = All Respondents

N=

1823

What percentage of each of the following groups at your organization identifies as people of color?

Percentage of Leadership Team/Staff/Board Identifying as People of Color



Base = All Respondents

N=

1796