

# Nonprofit Finance Fund's Nonprofit Survey- Michigan Organizations

## Zoomerang Survey Results

March 2009



**Please tell us a little more about your organization:**

**1. In what state is your organization located?**

AL	0	0%
AK	0	0%
AZ	0	0%
AR	0	0%
CA	0	0%
CO	0	0%
CT	0	0%
DE	0	0%
DC	0	0%
FL	0	0%
GA	0	0%
HI	0	0%
ID	0	0%
IL	0	0%
IN	0	0%
IA	0	0%
KS	0	0%
KY	0	0%
LA	0	0%
ME	0	0%
MD	0	0%
MA	0	0%
MI	47	100%
MN	0	0%
MS	0	0%
MO	0	0%
MT	0	0%
NE	0	0%
NV	0	0%
NH	0	0%
NJ	0	0%
NM	0	0%
NY	0	0%
NC	0	0%
ND	0	0%
OH	0	0%
OK	0	0%
OR	0	0%
PA	0	0%
RI	0	0%
SC	0	0%
SD	0	0%
TN	0	0%

TX	0	0%
UT	0	0%
VT	0	0%
VA	0	0%
WA	0	0%
WV	0	0%
WI	0	0%
WY	0	0%
<b>Total</b>	<b>47</b>	<b>100%</b>

**2. In what ZIP code is your organization located?**

**3. What type of organization are you?**

Arts, Culture, and Humanities	4	9%
Education	3	6%
Environment and Animals	1	2%
Health	6	13%
Human Services	23	49%
International, Foreign Affairs	0	0%
Public, Societal Benefit	5	11%
Religion Related	1	2%
Mutual/Membership Benefit	0	0%
Unknown, Unclassified	4	9%
<b>Total</b>	<b>47</b>	<b>100%</b>

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

Yes	29	62%
No	18	38%
<b>Total</b>	<b>47</b>	<b>100%</b>

**5. What is your total operating expense?**

\$0-\$250,000	3	6%
\$250,000-\$500,000	6	13%
\$500,000-\$2,000,000	13	28%
\$2,000,000-\$5,000,000	7	15%
\$5,000,000-\$10,000,000	9	19%
\$10,000,000-\$20,000,000	3	6%
greater than \$20,000,000	6	13%
<b>Total</b>	<b>47</b>	<b>100%</b>

6. How many paid, full-time equivalent employees work for your organization?		
0-5	9	19%
6-15	8	17%
16-30	6	13%
31-50	9	19%
50-100	6	13%
more than 100	9	19%
<b>Total</b>	<b>47</b>	<b>100%</b>

7. Do you primarily serve low-to-moderate income populations?		
Yes	31	66%
No	16	34%
<b>Total</b>	<b>47</b>	<b>100%</b>

**How is the current economy affecting your organization, your funding, and the people you serve?  
Please respond to each of the following:**

8. In 2008, we experienced:		
a significant increase in demand for our services	18	39%
a slight increase in demand for our services	14	30%
no change in demand for our services	8	17%
a decrease in demand for our services	6	13%
<b>Total</b>	<b>46</b>	<b>100%</b>

9. In 2009, we anticipate:		
a significant increase in demand for our services	24	52%
a slight increase in demand for our services	10	22%
no change in demand for our services	7	15%
a decrease in demand for our services	5	11%
<b>Total</b>	<b>46</b>	<b>100%</b>

**10. Please roughly estimate the percentage of revenue accounted for by each of the revenue sources below:**

<b>11. Please respond to the best of your ability. In 2009, we anticipate: (check all that apply)</b>		
an increase in revenue/monies received from government sources	9	20%
a decrease in revenue/monies received from government sources	18	39%
no change in revenue/monies received from government sources	7	15%
N/A: we receive no government funding	11	24%
an increase in revenue/monies received from foundations	6	13%
a decrease in revenue/monies received from foundations	25	54%
no change in revenue/monies received from foundations	9	20%
N/A: we receive no funding from foundations	2	4%
an increase in donations from individuals	14	30%
a decrease in donations from individuals	26	57%
no change in donations from individuals	4	9%
N/A: we receive no donations from individuals	0	0%
an increase in earned revenue/monies	13	28%
a decrease in earned revenue/monies	17	37%
no change in earned revenue/monies	8	17%
N/A: we receive no earned revenue/monies	7	15%

<b>12. We ended the most recent fiscal year with:</b>		
an operating deficit	16	36%
an operating surplus	15	33%
break-even financial results, where revenue matched expenses	14	31%
<b>Total</b>	<b>45</b>	<b>100%</b>

**13. If you ended the most recent fiscal year with a deficit or surplus, please approximate:**

**14. This data is based on the fiscal year ending:**

<b>15. For 2009 (or the 2008/2009 fiscal year), we currently anticipate that we will end the year with:</b>		
an operating deficit	15	33%
an operating surplus	10	22%
break-even financial results, where revenue matches expenses	15	33%
We are unable to predict our 2009 financial results	6	13%
<b>Total</b>	<b>46</b>	<b>100%</b>

**16. If you anticipate a deficit or surplus for 2009 (or the 2008/2009 fiscal year), please approximate:**

<b>17. How would you describe your current financial situation? Please check all that apply.</b>		
We are concerned about meeting next month's expenses	4	9%
We are concerned with meeting expenses for 2009	16	35%
We should be able to cover 2009 expenses, but are feeling uncertain about 2010	18	39%
We anticipate being able to cover expenses in both 2009 and 2010	12	26%

<b>18. What has been your experience over the last 6 months with receiving government funding?</b>		
We are not experiencing delays in receiving funding	11	24%
We are experiencing our typical delays in receiving funding	17	38%
We are experiencing longer than usual delays in receiving funding	5	11%
We do not have any government funding	12	27%
<b>Total</b>	<b>45</b>	<b>100%</b>

<b>19. To successfully weather the current economy, please check all actions below that you have taken in the last 12 months or are planning to take in the next 12 months:</b>		
Develop a 'worst-case scenario' contingency budget	30	65%
Reduce staff or salaries	31	67%
Freeze all hires and current staff salaries	26	57%
Reduce staff hours (short weeks, furloughs, etc.)	14	30%
Reduce staff benefits	20	43%
Reduce or eliminate programs	18	39%
Collaborate with another organization to provide programs	24	52%
Collaborate with another organization to reduce administrative expenses	10	22%
Merge with another organization	2	4%
Reduce or refinance occupancy costs	12	26%
Sell assets such as a building or securities	6	13%
Use reserve funds	25	54%
Delay payments to vendors	10	22%
Speed up the collection of receivables	8	17%
Engage more closely with your board through more frequent reports and meetings when necessary	21	46%
Hold conversations with funders to explain your situation and projections and/or to discuss the use of currently restricted grants	15	33%
We are not doing any of the above	3	7%
Other, please specify	6	13%

<b>20. Have you applied for a loan or line of credit in the last 12 months, or are you in the process of applying for one?</b>		
Yes	18	39%
No	17	37%
We're considering it	2	4%
No, because we already have one in place	9	20%
<b>Total</b>	<b>46</b>	<b>100%</b>

**21. If you answered 'Yes', please check all statements with which you agree.**

We secured the loan/line of credit.	12	63%
The need for a loan/line of credit is a result of the economic recession.	6	32%
The economic recession made/ is making it more difficult for our organization to secure a loan/ line of credit.	7	37%
I am confident we will secure the loan/line of credit.	4	21%
I am not confident we will secure the loan/line of credit.	2	11%

**22. If you already have a line of credit, are you having difficulty accessing funds and/or have the funds available to you been reduced?**

Yes	4	13%
No	26	87%
<b>Total</b>	<b>30</b>	<b>100%</b>

**23. As you start 2009, how much cash do you have available, including any reserves, that is readily available or earmarked for a rainy day?**

None	1	2%
Enough to cover 1 month of expenses	11	25%
Enough to cover 2-3 months of expenses	15	34%
Enough to cover 4-6 months of expenses	7	16%
Enough to cover more than 6 months of expenses	10	23%
<b>Total</b>	<b>44</b>	<b>100%</b>

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

Assistance analyzing your current financial situation	12	31%
Financial scenario planning	18	46%
Tools to communicate your financial picture to board and/or funders	19	49%
Merger feasibility analysis	10	26%
Program finance analytics (revenue/expense breakdown per program)	13	33%
Assistance negotiating with banks or other lenders	10	26%
Other, please specify	6	15%

**25. Do you expect the economic recession to:**

Have a short-to-medium term financial negative effect (less than 2 years) on your organization	17	38%
Have a long-term negative financial effect (2+ years) on your organization before you eventually return to your pre-recession state	12	27%
Force your organization to permanently adjust to a new financial reality	14	31%
N/A: Our finances have not been and likely will not be negatively impacted by the recession	2	4%
<b>Total</b>	<b>45</b>	<b>100%</b>

**26. What challenges specific to your organization or programs are you facing as a result of the recession? Please briefly describe, and please be as specific as possible:**

