



helping business help our community
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Nonprofit Finance Fund's and Business Volunteers Unlimited's Nonprofit Survey- Northeast Ohio

August 2009

Please tell us a little more about your organization:		
1. My organization serves the following areas (please check all that apply):		
City of Cleveland	52	50%
Cuyahoga County	67	65%
Lorain County	40	39%
Medina County	28	27%
Summit County	31	30%
Geauga County	30	29%
Lake/Ashtabula County	35	34%
State of Ohio	17	17%
Other, please specify	34	33%

2. In what ZIP code is your organization headquartered?

3. What type of organization are you? (Please check all that apply)		
Arts, Culture, and Humanities	20	19%
Education	34	33%
Environment and Animals	8	8%
Faith-based	10	10%
Health	23	22%
Human Services	49	48%
International, Foreign Affairs	2	2%
Mutual/Membership Benefit	3	3%
Public, Societal Benefit	26	25%
Unknown, Unclassified	5	5%

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

Yes	57	55%
No	46	45%
Total	103	100%

5. What is your total operating expense?

\$0-\$100,000	6	6%
\$100,000-\$500,000	33	32%
\$500,000-\$1,000,000	16	16%
\$1,000,000-\$5,000,000	38	37%
\$5,000,000-\$10,000,000	5	5%
\$10,000,000-\$20,000,000	1	1%
greater than \$20,000,000	4	4%
Total	103	100%

6. How many paid, full-time equivalent employees work for your organization?

0-5	38	37%
6-15	31	30%
16-30	8	8%
31-50	10	10%
50-100	11	11%
more than 100	5	5%
Total	103	100%

7. Do you primarily serve low-to-moderate income populations?

Yes	69	67%
No	34	33%
Total	103	100%

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

8. In the first six months of 2009, we experienced:

a significant increase in demand for our services	37	36%
a slight increase in demand for our services	34	33%
no change in demand for our services	23	22%
a decrease in demand for our services	9	9%
Total	103	100%

9. For the last six months of 2009 and in 2010, we anticipate:

a significant increase in demand for our services	44	43%
a slight increase in demand for our services	38	37%
no change in demand for our services	16	16%
a decrease in demand for our services	4	4%
Total	102	100%

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

11. Please respond to the best of your ability. In 2010, we anticipate: (check all that apply)

an increase in revenue/monies received from government sources	21	20%
a decrease in revenue/monies received from government sources	37	36%
no change in revenue/monies received from government sources	11	11%
N/A: we receive no government funding	34	33%
an increase in revenue/monies received from foundations	18	17%
a decrease in revenue/monies received from foundations	60	58%
no change in revenue/monies received from foundations	12	12%
N/A: we receive no funding from foundations	9	9%
an increase in donations from individuals/corporations	33	32%
a decrease in donations from individuals/corporations	40	39%
no change in donations from individuals/corporations	28	27%
N/A: we receive no donations from individuals/corporations	1	1%
an increase in earned revenue/monies	38	37%
a decrease in earned revenue/monies	25	24%
no change in earned revenue/monies	18	17%
N/A: we receive no earned revenue/monies	12	12%

12. We ended the most recent fiscal year with:

an operating deficit	37	36%
an operating surplus	36	35%
break-even financial results, where revenue matched expenses	30	29%
Total	103	100%

13. If you ended the most recent fiscal year with a deficit or surplus, please approximate it as a percentage of your annual budget:

less than 1%	11	14%
1.1%-5%	36	47%
5.1%-10%	13	17%
10.1%-25%	11	14%
greater than 25%	5	7%
Total	76	100%

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

15. For 2009 (or the 2009/2010 fiscal year), we currently anticipate that we will end the year with:

an operating deficit	33	32%
an operating surplus	18	17%
break-even financial results, where revenue matches expenses	36	35%
We are unable to predict our 2009 financial results	16	16%
Total	103	100%

16. If you anticipate a deficit or surplus for 2009 (or the 2009/2010 fiscal year), please approximate it as a percentage of your annual budget:

less than 1%	7	12%
1.1%-5%	27	48%
5.1%-10%	15	27%
10.1%-25%	5	9%
greater than 25%	2	4%
Total	56	100%

17. How would you describe your current financial situation? Please check all that apply.

We are concerned about meeting next month's expenses	12	12%
We are concerned with meeting expenses for 2009	20	19%
We should be able to cover 2009 expenses, but are feeling uncertain about 2010	48	47%
We anticipate being able to cover expenses in both 2009 and 2010	30	29%

18. What has been your experience over the last 6 months with receiving government funding?

We are not experiencing delays in receiving funding	23	22%
We are experiencing our typical delays in receiving funding	20	19%
We are experiencing longer than usual delays in receiving funding	20	19%
We do not have any government funding	40	39%
Total	103	100%

19. To successfully weather the current economy, please check all actions below that you have taken in the last 12 months:

Developed a 'worst-case scenario' contingency budget	53	51%
Reduced staff or salaries	49	48%
Froze all hires and current staff salaries	47	46%
Reduced staff hours (short weeks, furloughs, etc.)	27	26%
Reduced staff benefits	29	28%
Reduced or eliminated programs	39	38%
Collaborated with another organization to provide programs	46	45%
Collaborated with another organization to reduce administrative expenses	14	14%
Merged with another organization	2	2%
Reduced or refinanced occupancy costs	18	17%
Sold assets such as a building or securities	3	3%
Used reserve funds	29	28%
Used endowment principal	3	3%
Delayed payments to vendors	26	25%
Sped up the collection of receivables	17	17%
Engaged more closely with your board through more frequent reports and meetings when necessary	58	56%
Held conversations with funders to explain your situation and projections and/or to discuss the use of currently restricted grants	35	34%
We didn't do any of the above	8	8%
Other, please specify	26	25%

20. To successfully weather the current economy, please check all actions below that you are planning to take in the next 12 months. Please include all activities that will be new for your organization in the next 12 months, as well as any that you will repeat or continue from the previous 12 months:

Develop a 'worst-case scenario' contingency budget	55	53%
Reduce staff or salaries	22	21%
Freeze all hires and current staff salaries	32	31%
Reduce staff hours (short weeks, furloughs, etc.)	21	20%
Reduce staff benefits	26	25%
Reduce or eliminate programs	29	28%
Collaborate with another organization to provide programs	57	55%
Collaborate with another organization to reduce administrative expenses	27	26%
Merge with another organization	9	9%
Reduce or refinance occupancy costs	19	18%
Sell assets such as a building or securities	7	7%
Use reserve funds	35	34%
Use endowment principal	3	3%
Delay payments to vendors	12	12%
Speed up the collection of receivables	18	17%
Engage more closely with your board through more frequent reports and meetings when necessary	57	55%
Hold conversations with funders to explain your situation and projections and/or to discuss the use of currently restricted grants	51	50%
We are not doing any of the above	5	5%
Other, please specify	13	13%

21. 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?		
Yes	16	16%
No	70	69%
We're considering it	4	4%
No, because we already have one in place	12	12%
Total	102	100%

22. If you answered 'Yes', please check all statements with which you agree.		
We secured the loan/line of credit.	14	70%
The need for a loan/line of credit is a result of the economic recession.	5	25%
The economic recession made/ is making it more difficult for our organization to secure a loan/ line of credit.	5	25%
I am confident we will secure the loan/line of credit.	2	10%
I am not confident we will secure the loan/line of credit.	1	5%

23. 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	5	11%
No	39	89%
Total	44	100%

24. As of July 1, 2009, how much cash do you have available, including any reserves, which is readily available?		
None	3	3%
Enough to cover 1 month of expenses	16	16%
Enough to cover 2-3 months of expenses	36	35%
Enough to cover 4-6 months of expenses	23	23%
Enough to cover more than 6 months of expenses	24	24%
Total	102	100%

25. 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	22	23%
Financial scenario planning	43	45%
Tools to communicate your financial picture to board and/or funders	37	39%
Merger feasibility analysis	18	19%
Program finance analytics (revenue/expense breakdown per program)	33	35%
Assistance negotiating with banks or other lenders	9	9%
Addition of finance and/or business planning expertise to your board	30	32%
Education for your board on critical issues	38	40%
Assistance in restructuring your board to focus on critical issues	27	28%
Other, please specify	6	6%

26. Do you expect the economic recession to:

Have a short-to-medium term financial negative effect (less than 2 years) on your organization	43	42%
Have a long-term negative financial effect (2+ years) on your organization before you eventually return to your pre-recession state	23	23%
Force your organization to permanently adjust to a new financial reality	31	30%
N/A: Our finances have not been and likely will not be negatively impacted by the recession	5	5%
Total	102	100%

27. 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: