

Nonprofit Finance Fund's Nonprofit Survey



Zoomerang Survey Results

March 2009

Please tell us a little more about your organization:

1. In what state is your organization located?		
AL	2	0%
AK	2	0%
AZ	3	0%
AR	2	0%
CA	129	13%
CO	4	0%
CT	77	8%
DE	3	0%
DC	50	5%
FL	1	0%
GA	7	1%
HI	0	0%
ID	0	0%
IL	8	1%
IN	2	0%
IA	0	0%
KS	0	0%
KY	4	0%
LA	3	0%
ME	6	1%
MD	13	1%
MA	85	9%
MI	46	5%
MN	2	0%
MS	7	1%
MO	3	0%
MT	1	0%
NE	3	0%
NV	1	0%
NH	139	14%
NJ	85	9%
NM	0	0%
NY	98	10%
NC	13	1%
ND	0	0%
OH	7	1%
OK	0	0%
OR	2	0%
PA	129	13%

RI	3	0%
SC	0	0%
SD	0	0%
TN	3	0%
TX	4	0%
UT	0	0%
VT	17	2%
VA	10	1%
WA	5	1%
WV	4	0%
WI	3	0%
WY	0	0%
Total	986	100%

2. In what ZIP code is your organization located?

3. What type of organization are you?

Arts, Culture, and Humanities	239	24%
Education	132	13%
Environment and Animals	46	5%
Health	60	6%
Human Services	298	30%
International, Foreign Affairs	18	2%
Public, Societal Benefit	105	11%
Religion Related	12	1%
Mutual/Membership Benefit	16	2%
Unknown, Unclassified	60	6%
Total	986	100%

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

Yes	430	44%
No	556	56%
Total	986	100%

5. What is your total operating expense?

\$0-\$250,000	146	15%
\$250,000-\$500,000	127	13%
\$500,000-\$2,000,000	345	35%
\$2,000,000-\$5,000,000	162	16%
\$5,000,000-\$10,000,000	84	9%
\$10,000,000-\$20,000,000	54	5%
greater than \$20,000,000	68	7%
Total	986	100%

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

0-5	317	32%
6-15	240	24%
16-30	150	15%
31-50	99	10%
50-100	71	7%
more than 100	109	11%
Total	986	100%

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

Yes	619	63%
No	367	37%
Total	986	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 2008, we experienced:**

a significant increase in demand for our services	303	31%
a slight increase in demand for our services	407	42%
no change in demand for our services	208	21%
a decrease in demand for our services	53	5%
Total	971	100%

9. In 2009, we anticipate:

a significant increase in demand for our services	427	44%
a slight increase in demand for our services	314	32%
no change in demand for our services	145	15%
a decrease in demand for our services	88	9%
Total	974	100%

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

Revenue Source & Percentage Range	# organizations
Government 0-20%	422
Government 21-40%	117
Government 41-60%	117
Government 61-80%	78
Government 81-100%	100
Foundations 0-20%	492
Foundations 21-40%	181
Foundations 41-60%	80
Foundations 61-80%	54
Foundations 81-100%	32
Donations from Individuals 0-20%	576
Donations from Individuals 21-40%	139
Donations from Individuals 41-60%	49
Donations from Individuals 61-80%	33
Donations from Individuals 81-100%	21
Earned Revenue 0-20%	361
Earned Revenue 21-40%	130
Earned Revenue 41-60%	106
Earned Revenue 61-80%	71
Earned Revenue 81-100%	49
Investments - Loss	8
Investments 0-20%	455
Investments 21-40%	15
Investments 41-60%	2
Investments 61-80%	2
Investments 80-100%	1
Other 0-20%	274
Other 21-40%	68
Other 41-60%	18
Other 61-80%	12
Other 81-100%	4

11. Please respond to the best of your ability. In 2009, we anticipate: (check all that apply)

an increase in revenue/monies received from government sources	146	15%
a decrease in revenue/monies received from government sources	424	43%
no change in revenue/monies received from government sources	171	17%
N/A: we receive no government funding	232	24%
an increase in revenue/monies received from foundations	130	13%
a decrease in revenue/monies received from foundations	604	62%
no change in revenue/monies received from foundations	155	16%
N/A: we receive no funding from foundations	56	6%
an increase in donations from individuals	209	21%
a decrease in donations from individuals	479	49%
no change in donations from individuals	181	18%
N/A: we receive no donations from individuals	61	6%
an increase in earned revenue/monies	215	22%
a decrease in earned revenue/monies	321	33%
no change in earned revenue/monies	201	21%
N/A: we receive no earned revenue/monies	154	16%

12. We ended the most recent fiscal year with:

an operating deficit	311	32%
an operating surplus	388	40%
break-even financial results, where revenue matched expenses	275	28%
Total	974	100%

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

Deficit \$1-\$20,000	72
Deficit \$20,001-\$100,000	103
Deficit \$100,001-\$500,000	61
Deficit \$500,001-\$1,000,000	16
Deficit \$1,00,001+	12
Surplus \$1-\$20,000	107
Surplus \$20,001-\$100,000	124
Surplus \$100,001-\$500,000	76
Surplus \$500,001-\$1,000,000	12
Surplus \$1,00,001+	8

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

15. For 2009 (or the 2008/2009 fiscal year), we currently anticipate that we will end the year with:

an operating deficit	316	33%
an operating surplus	120	12%
break-even financial results, where revenue matches expenses	395	41%
We are unable to predict our 2009 financial results	135	14%
Total	966	100%

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

Deficit \$1-\$20,000	51
Deficit \$20,001-\$100,000	128
Deficit \$100,001-\$500,000	72
Deficit \$500,001-\$1,000,000	11
Deficit \$1,00,001+	14
Surplus \$1-\$20,000	23
Surplus \$20,001-\$100,000	40
Surplus \$100,001-\$500,000	23
Surplus \$500,001-\$1,000,000	4
Surplus \$1,000,001+	2

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

We are concerned about meeting next month's expenses	94	10%
We are concerned with meeting expenses for 2009	373	38%
We should be able to cover 2009 expenses, but are feeling uncertain about 2010	457	47%
We anticipate being able to cover expenses in both 2009 and 2010	156	16%

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

We are not experiencing delays in receiving funding	245	25%
We are experiencing our typical delays in receiving funding	278	29%
We are experiencing longer than usual delays in receiving funding	182	19%
We do not have any government funding	262	27%
Total	967	100%

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:

Develop a 'worst-case scenario' contingency budget	638	65%
Reduce staff or salaries	395	41%
Freeze all hires and current staff salaries	471	48%
Reduce staff hours (short weeks, furloughs, etc.)	212	22%
Reduce staff benefits	209	21%
Reduce or eliminate programs	376	39%
Collaborate with another organization to provide programs	405	42%
Collaborate with another organization to reduce administrative expenses	131	13%
Merge with another organization	47	5%
Reduce or refinance occupancy costs	179	18%
Sell assets such as a building or securities	57	6%
Use reserve funds	418	43%
Delay payments to vendors	221	23%
Speed up the collection of receivables	210	22%
Engage more closely with your board through more frequent reports and meetings when necessary	571	59%
Hold conversations with funders to explain your situation and projections and/or to discuss the use of currently restricted grants	466	48%
We are not doing any of the above	40	4%
Other, please specify	149	15%

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?

Yes	212	22%
No	531	55%
We're considering it	44	5%
No, because we already have one in place	186	19%
Total	973	100%

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

We secured the loan/line of credit.	168	64%
The need for a loan/line of credit is a result of the economic recession.	71	27%
The economic recession made/ is making it more difficult for our organization to secure a loan/ line of credit.	63	24%
I am confident we will secure the loan/line of credit.	41	16%
I am not confident we will secure the loan/line of credit.	35	13%

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	35	7%
No	465	93%
Total	500	100%

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	136	14%
Enough to cover 1 month of expenses	164	17%
Enough to cover 2-3 months of expenses	292	31%
Enough to cover 4-6 months of expenses	180	19%
Enough to cover more than 6 months of expenses	185	19%
Total	957	100%

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	250	32%
Financial scenario planning	447	58%
Tools to communicate your financial picture to board and/or funders	403	52%
Merger feasibility analysis	129	17%
Program finance analytics (revenue/expense breakdown per program)	261	34%
Assistance negotiating with banks or other lenders	125	16%
Other, please specify	101	13%

25. Do you expect the economic recession to:

Have a short-to-medium term financial negative effect (less than 2 years) on your organization	436	45%
Have a long-term negative financial effect (2+ years) on your organization before you eventually return to your pre-recession state	308	32%
Force your organization to permanently adjust to a new financial reality	191	20%
N/A: Our finances have not been and likely will not be negatively impacted by the recession	31	3%
Total	966	100%

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: