



center for nonprofit advancement

This is the fourth survey by the Center for Nonprofit Advancement assessing the effects of the economy on nonprofit organizations and the services they provide in communities throughout Greater Washington. This survey was conducted to provide a snapshot of the impact of the economy to date in 2010 and expectations for the next 12 months.

The Center for Nonprofit Advancement surveyed its member nonprofits throughout Greater Washington. A group representative of the region's nonprofits, including the District of Columbia, Northern Virginia and Montgomery and Prince George's counties in Maryland, responded.

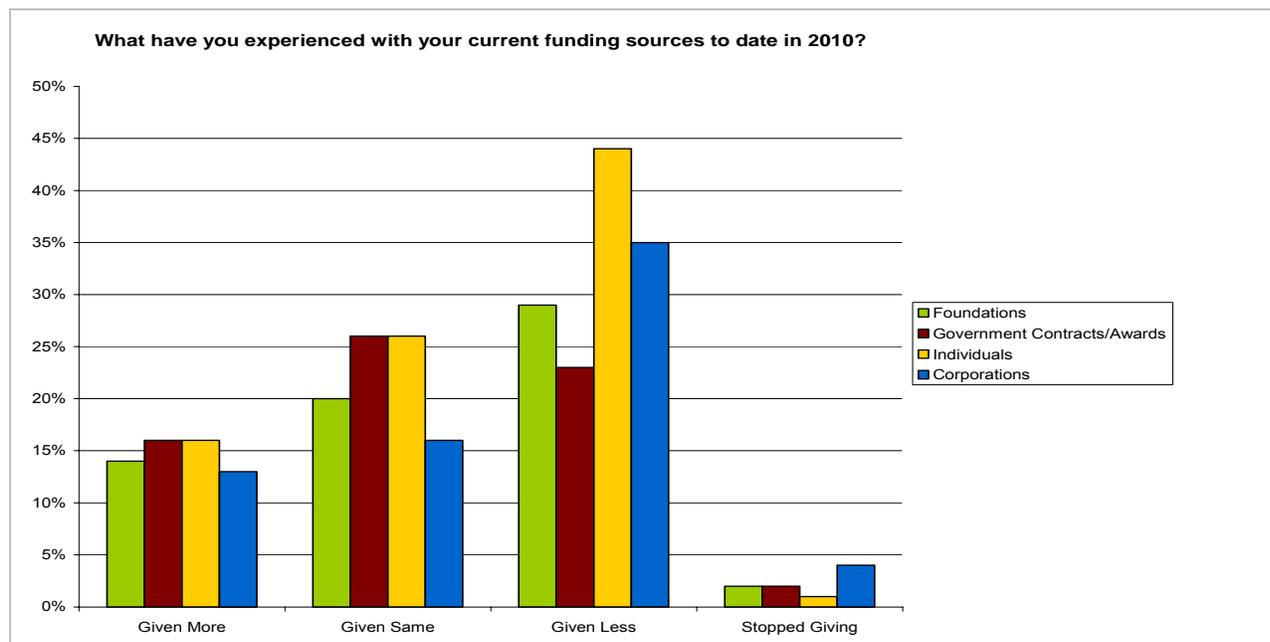
Continued Stress for Nonprofits and Those They Serve

Since the start of the recession, area nonprofits have continued to see increases in the demand for their services, while experiencing drastic decreases in revenue from all sources.

- More than half (54%) of nonprofits have experienced an increase in demand for services as a result of current economic conditions.
- To date in 2010, nearly half of respondents (48%) have experienced revenue reductions from 10 to 50 percent.
- Nearly a quarter (23%) of respondents have closed down or suspended programs since September 2008.
- Nearly half (46%) have used or lost some portion, if not all, of their operating reserves in 2010.
- An increasing number (62%) of nonprofits report having three months or less of operating reserve.

"We are seeing a big increase in the number of families needing financial assistance due to layoffs and the bad economy; so many people had insurance or disposable income a year ago and now it is gone."

—Survey Respondent



Concerns About Future Services

To combat declining revenue, nonprofits throughout the region have made cuts to expenses, including staff, to sustain critical programs. Concerns about future support for services continue into 2011.

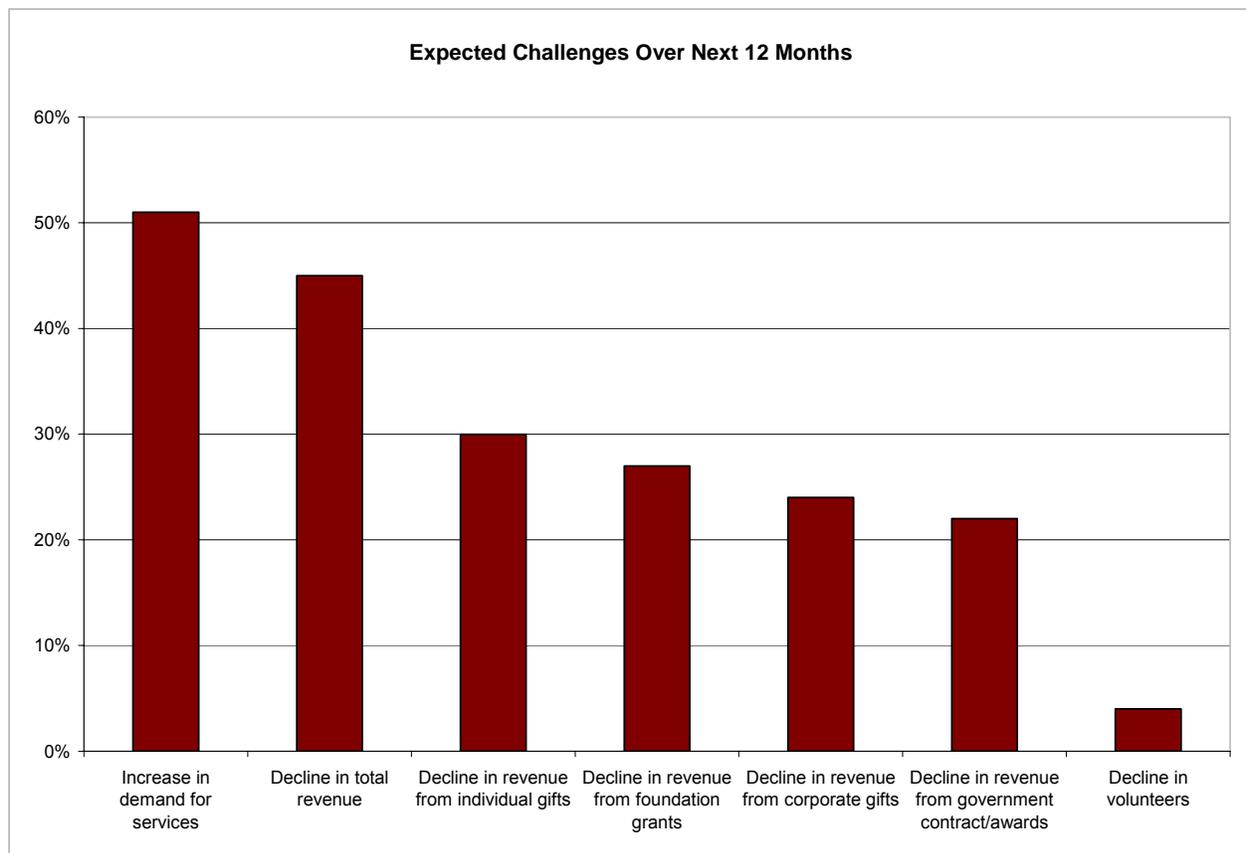
- A majority of nonprofit organizations (59%) have reduced staff size, frozen staffing levels, frozen or cut salaries, and/or reduced staff size through attrition.
- At least one survey respondent is preparing to phase out operations entirely.

“It is a struggle every year to get enough revenue.”

“[We’ve experienced a] decrease in staffing while no decrease in services, but a lot of sweat equity of those remaining.”

“I’m really worried about staff leaving due to our inability to provide any type of increase.”

—Survey Respondents



The Center for Nonprofit Advancement strengthens the capacity of nonprofit organizations throughout Greater Washington, D.C. The Center directly partners with more than 1,000 nonprofits helping them achieve their missions through training and technical assistance programs, networking, advocacy and group buying power. Learn more at www.nonprofitadvancement.org.

This is the fourth survey by the Center on the economy’s impact on local nonprofits. Results of earlier surveys were published in November 2009, March 2009 and December 2008. The Center has consistently used these findings to develop new programs and services—including back office support in financial management and human resources—to support our member organizations.