Comptroller’s Working Group
On Pandemic Spending

November 9, 2021

Heather Iliff, President & CEO
Maryland Nonprofits
Maryland Nonprofits mission is to strengthen organizations and networks for greater quality of life and equity
Interconnected Budgets

Maryland = 29.4%

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Nonprofit Funding

- Government Grants/Contracts: 32.5%
- Foundations: 2.0%
- Bequests: 1.0%
- Corporate Giving: 0.7%
- Individual Giving: 9.6%
- Other: 1.9%
- Investments: 4.8%

Fees for Service: 47.5%

Sources: The Nonprofit Sector in Brief, National Center for Charitable Statistics, 2015 (2013 data); Giving USA 2014 (2013 data)

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Maryland Community-Based Nonprofit Revenue Profile - 2020 Survey

Revenue Sources for Charitable Nonprofits in Maryland

- 21% Fee for Service
- 51% Government
- 13% Foundations & Corporations
- 9% Individuals
- 6% Other

Source: Maryland Nonprofits’ COVID-19 Pandemic & Racial Equity Survey (2020). This chart covers the percentages of responses from a total of 710 nonprofits in Maryland who were given the option to indicate all of the revenue sources that applied to their organization.
Budget Size by Race of Executive Director - Statewide

Source: Maryland Nonprofits COVID-19 and Racial Equity Survey, 2020

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Nonprofit Sources of Revenue

- **Fee for Service**: 30% (BIPOC), 24% (White)
- **Government Sources**: 35% (BIPOC), 32% (White)
- **Foundations and Corp.s**: 25% (BIPOC), 23% (White)
- **Individuals**: 29% (BIPOC), 24% (White)
- **Other**: 6% (BIPOC), 10% (White)
Organizational Size by Share of Revenue

- **Share of organizations:** 64.9%
- **Share of revenue:** 92.2%

**Revenue Range:**
- Under $25,000
- $25,001 - $100,000
- $100,001 - $250,000
- $250,001 - $500,000
- $500,001 - $1 million
- $1,000,001 - $5 million
- Over $5 million
# Maryland’s Nonprofit Sector by Revenue

## Maryland’s nonprofit sector by revenue size, 2019

<table>
<thead>
<tr>
<th>Revenue range</th>
<th>Number of organizations</th>
<th>Total revenue</th>
<th>Share of organizations</th>
<th>Share of revenue</th>
</tr>
</thead>
<tbody>
<tr>
<td>Under $25,000</td>
<td>17,353</td>
<td>$14,902,541</td>
<td>64.9%</td>
<td>0.02%</td>
</tr>
<tr>
<td>$25,001 - $100,000</td>
<td>2,806</td>
<td>$165,287,029</td>
<td>10.5%</td>
<td>0.3%</td>
</tr>
<tr>
<td>$100,001 - $250,000</td>
<td>2,132</td>
<td>$341,996,110</td>
<td>8.0%</td>
<td>0.6%</td>
</tr>
<tr>
<td>$250,001 - $500,000</td>
<td>1,278</td>
<td>$455,649,841</td>
<td>4.8%</td>
<td>0.8%</td>
</tr>
<tr>
<td>$500,001 - $1 million</td>
<td>906</td>
<td>$643,050,775</td>
<td>3.4%</td>
<td>1.1%</td>
</tr>
<tr>
<td>$1,000,001 - $5 million</td>
<td>1,346</td>
<td>$3,067,235,268</td>
<td>5.0%</td>
<td>5.1%</td>
</tr>
<tr>
<td>Over $5 million</td>
<td>911</td>
<td>$55,078,727,700</td>
<td>3.4%</td>
<td>92.2%</td>
</tr>
<tr>
<td>Revenue not reported</td>
<td>10,564</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Total Reported Revenue</td>
<td></td>
<td>$59,766,849,264</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
Revenue Change after Start of Pandemic August 2020

- Fee For Service: 15% Down, 6% Same, 79% Up
- Government: 25% Down, 27% Same, 48% Up
- Foundations & Corps: 38% Down, 40% Same, 23% Up
- Individuals: 48% Down, 29% Same, 23% Up
- Other: 38% Down, 5% Same, 56% Up

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Percent of Organizations Reporting Catastrophic Revenue Declines - More than 50%
# Federal COVID Relief – 2020

<table>
<thead>
<tr>
<th>Federal COVID Relief Program</th>
<th>Received Statewide (n=574)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Paycheck Protection Program</td>
<td>60%</td>
</tr>
<tr>
<td>Economic Injury Disaster Loan (EIDL)</td>
<td>14%</td>
</tr>
<tr>
<td>Federal Tax Credits for Employee</td>
<td>3%</td>
</tr>
<tr>
<td>COVID-19 Sick Time or Family Leave</td>
<td>8%</td>
</tr>
<tr>
<td>CARES Act Employee Retention Credit</td>
<td>5%</td>
</tr>
</tbody>
</table>
### State and Local COVID Funds - 2020

<table>
<thead>
<tr>
<th>Grant Program*</th>
<th>Received Statewide (n=574)</th>
<th>Received as Percent in Relevant Jurisdiction</th>
</tr>
</thead>
<tbody>
<tr>
<td>Maryland Dept of Commerce Small Business COVID-19 Emergency Relief Fund ($10K awards)</td>
<td>21%</td>
<td>21%</td>
</tr>
<tr>
<td>Montgomery County Public Health Emergency Grant</td>
<td>5%</td>
<td>19% (of 147 Montgomery County Respondents)</td>
</tr>
<tr>
<td>Baltimore COVID-19 Response Funding Collaborative (Private Philanthropy)</td>
<td>6%</td>
<td>23% (of 148 Baltimore City Respondents)</td>
</tr>
<tr>
<td>Greater Washington Community Foundation COVID-19 Emergency Response Fund (Private Philanthropy)</td>
<td>6%</td>
<td>14% (of 236 Montgomery and Prince George’s Respondents)</td>
</tr>
<tr>
<td>Other Local COVID-19 Emergency Response Fund</td>
<td>21%</td>
<td>21%</td>
</tr>
</tbody>
</table>
Other State & Federal Relief Funds

• Nonprofit Recovery Initiative (NORI): $50 million; CARES Act ($10k & 50K awards)

• Paycheck Protection Program: Round 2 in 2021

• Nonprofit COVID-19 Relief Fund (General Assembly/ARPA): $20 million across 24 jurisdictions (Typical $10K - $50K awards)

• Shuttered Venues Operating Grant: $123 Million; 158 Awardees; Estimate 2/3 are Nonprofits

• Current ARPA Grants: Baltimore City opened; $680 million $250,000 awards
Key Considerations

COVID-19 is Not Over

Levels of Funding

Accessibility of Funding

Equity in Funding

Manna House, Inc