

# 2024 Nonprofit Conference Impact Report

December 2024



The Bridging Communities Conference was held on June 6, 2024 at the University of Maryland, Baltimore County. The below organizations served as conference sponsors and partners.

## Sponsors



## Partners



# LETTER FROM THE COMPTROLLER

Greetings,

The nonprofit sector in Maryland is a strong partner in strengthening our economy and communities across the state. Maryland's nonprofits played an indispensable role in supporting and stabilizing communities throughout the COVID-19 pandemic, during which time overall nonprofit revenues in the state increased by 40 percent. And while nonprofits are exempt from paying income tax on these revenues, they contribute directly to state and local revenues via other taxes and payments, and through the economic activity they generate from hiring, purchasing, and investing.



Earlier this year, the Office of the Comptroller of Maryland, in collaboration with Maryland Nonprofits, the United Way of Central Maryland, the Governor's Office of Community Initiatives (GOCI), and Health LeadHer brought together nonprofit organizations from throughout the state to explore how government and nonprofit organizations can work together effectively to better serve Marylanders. The inaugural Bridging Communities Conference, held on June 6, 2024 at the University of Maryland, Baltimore County convened more than 300 people representing over 100 nonprofits and government agencies. Attendees exchanged lessons learned, best practices, resources and solutions that help address challenges facing community-based nonprofit organizations.

We are committed to continuing the conversations and partnerships from this year's conference, and I am delighted to publish this Nonprofit Conference Impact Report, which summarizes each session, highlights key challenges and opportunities facing nonprofits, and presents data that explains the role nonprofits play in supporting our state's economy.

Government-nonprofit partnerships are essential as we work to create a stronger future and an economy that works for everyone. I am confident the new and ongoing partnerships forged through the conference will bridge the gaps between us and help build a state that is more equitable, more resilient, and more prosperous so that every Marylander can reach their full potential.

Sincerely,

A handwritten signature in blue ink, which appears to read "Brooke E. Lierman".

Brooke E. Lierman  
Maryland Comptroller

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# Section 1: Conference Overview

## Bridging Communities: Nonprofits and Government Working Together

The inaugural Bridging Communities Conference brought together government agencies, foundations, and community-based organizations to foster meaningful connections among these interconnected stakeholders. Throughout the conference, participants learned about the key challenges facing nonprofits in the state, and nonprofits were given guidance on accessing resources and technical support from state government and foundations.

Bridging Communities was an opportunity to foster collaboration and provide essential resources to create a more equitable and inclusive landscape for community development and social impact.

### Conference Goals:

1. **Facilitate Connections:** Forge relationships between government agencies, the private sector, and nonprofits to foster a more inclusive model of support and collaboration for nonprofits, ensuring that resources, opportunities, and decision-making processes are accessible to diverse organizations and communities.
2. **Empower Nonprofits:** Provide training and resources to enhance grant writing skills, financial management, and organizational development.
3. **Promote Sustainability:** Assist nonprofits in building sustainable business models for long-term success and impact.
4. **Foster Collaboration:** Encourage collaborative approaches to address community challenges, break down silos, and spur collective action that considers various dimensions of social, economic, and environmental well-being.
5. **Facilitate Dialogue:** Promote meaningful conversations among community-based organizations to strengthen collaboration, share resources, and address common challenges, ultimately leading to more effective collective action.

## Conference Insights

The 2024 Bridging Communities Conference brought together voices committed to driving social change and empowering communities. The discussions centered around key principles for creating a more just and inclusive society: **equity**, **access**, and **opportunity**. These themes were reiterated by all participants and speakers who emphasized the importance of collective action and service to address challenges faced by communities throughout Maryland.

### 1. Equity: A Foundational Principle

Conference presenters emphasized that equity should be a guiding principle for the tens of thousands of nonprofits in Maryland to ensure that *all* individuals, regardless of race, ethnicity or socioeconomic status, have equal opportunities to thrive.

**Call to action:** Nonprofits and their boards should promote equity in leadership and funders should create equitable access to resources and opportunities which will enable all organizations to thrive.

The disparities in funding among nonprofits, particularly those led by people of color, were highlighted by Maryland Nonprofits. The organization shared information on how there is a significant underrepresentation of persons of color in nonprofit leadership compared to Maryland's overall population. When leadership lacks diversity, it can lead to a disconnect between the decision-makers and the communities they serve, resulting in less effective programs and services. Economically, this misalignment can lead to inefficient use of resources, reduced innovation, and missed opportunities to address the needs of Maryland's diverse population.<sup>1</sup>

### 2. Access: Opening Doors for All

Conference presenters emphasized the importance of access to resources and culturally-appropriate approaches as critical components to achieve positive socioeconomic outcomes for everyone. Ensuring that every person has the tools and support needed to succeed was identified as essential for building a fair and just society, including access to food, healthcare, education, and economic opportunities. The need to support all community members, regardless of their circumstances or beliefs, and to unite them to address complex social issues was also noted.

**Call to action:** Create pathways to allow everyone, particularly the most vulnerable populations, to achieve their full potential. Nonprofit initiatives should be tailored to the diverse needs of those being served.

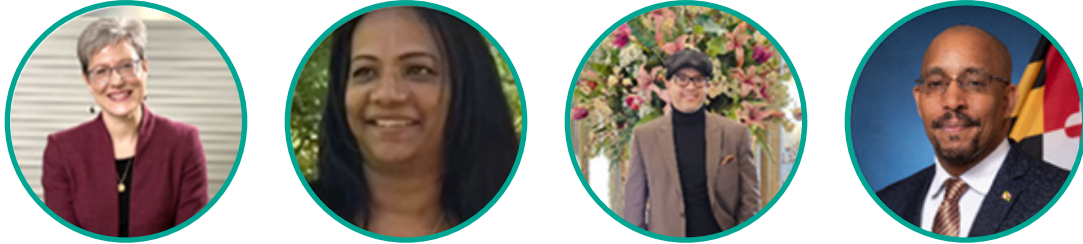
### 3. Opportunity: Creating a Future for All

Opportunity was another key theme, with an emphasis on the need to create meaningful, sustainable, outcome-oriented opportunities for all, especially those who have been historically marginalized.

**Call to action:** Foster more inclusive environments and community engagement by developing new leadership pipelines so that more Marylanders can be involved and become leaders in their communities.

## Section 2: Summaries and Key Findings from Each Session\*

### Session 1: Funders Panel



**Amy Kleine**, Senior Program Director, The Harry and Jeanette Weinberg Foundation

**Mary Abraham**, Federal Reporting Manager, Governor's Office of Crime Prevention and Policy

**Larry Brown, Jr.**, Program Manager, Department of Housing and Community Development

**Moderator: Gregory Yancey**, Chief of Staff, Governor's Office of Community Initiatives

Representatives from state agencies and community-based nonprofit foundations shared valuable insights into the current funding landscape, including new grant opportunities, and best practices.

The Funders Panel provided crucial insights into securing financial support for nonprofits, including funding initiatives for those focused on community development. The panel also emphasized the role of community development corporations (CDCs) in driving community-driven projects.

Panelists noted the importance of strategic planning and partnership development to maximize funding opportunities. Nonprofits were encouraged to create detailed plans outlining their goals and target areas, which increase the likelihood of securing grants. Capacity building was also highlighted as important especially for smaller nonprofits facing barriers due to complex application processes and limited resources.

Attendees were advised to reduce barriers to funding by writing letters of inquiry (LOI) when they begin their grant application process and using resources like [grants.gov](https://www.grants.gov) to find federal grant opportunities. The panel also discussed creative funding options, including federal sources and innovative approaches for addressing issues like childcare costs.

The session underscored the value of holistic approaches, integrating art, culture, and community wellness into projects. Programs that connect heart health, mental health, and the environment were cited as examples of initiatives receiving interest and support from funders.

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\* Speaker photos not available for all sessions; Speaker affiliations current as of June 6, 2024.

## Session 2: Capitalizing Opportunity: Maryland's Capital Grant Program & You

**Bonnie Fogel**, *Founder, Imagination Stage*

**James Piper Bond**, *President and CEO, Living Classrooms Foundation*

**Claudette Sherman**, *Legislative Specialist, Legislative Bond Initiatives*

**Moderator: Thomas Brennan**, *Board of Public Works Coordinator, Comptroller of Maryland*

The panel on [Maryland's Capital Grant Program](#) provided guidance on securing funding for infrastructure and community development projects, navigating the complex application process, and maximizing the impact of these grants.

Key points included the importance of early engagement with state representatives, who play a crucial role in supporting projects through the legislative process. Participants were advised to build strong relationships with their representatives and to make a compelling case for the importance of their projects to the community. Success in obtaining new grants often depends on putting together a competitive application and presenting a well-prepared project plan.

The discussion also highlighted the importance of collaboration, with speakers emphasizing the value of partnerships in strengthening grant proposals. By working together and pooling resources, small nonprofits can improve their chances of securing funding. The panel urged organizations to think creatively about how to leverage capital grants for maximum community impact.

The panel acknowledged challenges such as lengthy application processes in state and federal grant opportunities and the need for strict compliance with funding requirements associated with most programs that provide little flexibility for unexpected circumstances and needs that arise.

Meanwhile, the panel also emphasized potential benefits of the Capital Grant Program, such as the development of critical infrastructure for economic and improved quality of life.



## Session 3: Developing Impactful Ideas into Fundable & Sustainable Programs

**Dr. Ogo Ekwueme**, *Director of Contracts and Strategy, Health LeadHER*

**Chinyere Ozuzu**, *Health LeadHER*

**Cynthia Ubah**, *Health LeadHER*

Participants engaged in an interactive workshop teaching key skills for developing fundable community-based programs from idea to execution. They learned how to leverage the trust and lived experience built within their communities and using challenges to develop new and innovative community impact programs. They also learned how to develop high-quality funding proposals and teams, as well as project management skills to be able to manage and sustain those programs long-term.

One of the key insights from the workshop was the importance of aligning program goals with community needs and expectations. This alignment enhances the relevance and impact of the programs and also increases the likelihood of securing funding. Participants identified a significant challenge in ongoing community engagement, maintaining community trust, and adapting to changing needs, which requires continuous effort and effective communication strategies in order to respond effectively.

## Session 4: The Maryland Nonprofits Accelerator Grant Writing Center Briefing: Finding and Winning Government Grants



**Patty Prasada-Rao**, Senior Consultant, Maryland Nonprofits

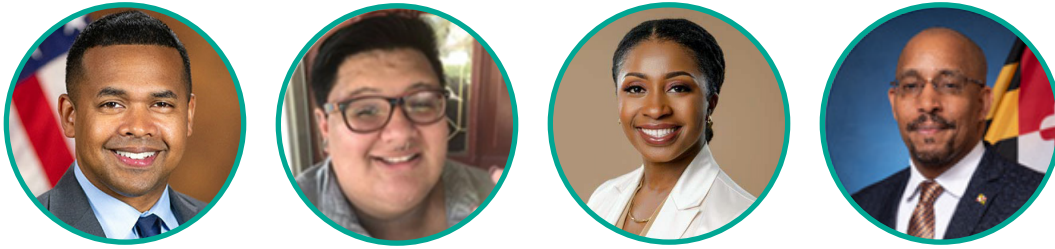
**Luis Perez**, Nonprofit Accelerator Manager, Maryland Nonprofits

The session on grant writing and prospecting provided key strategies to secure funding and build strong funder relationships. Participants were informed on how to identify strategic funding priorities for their organizations, dissect community needs, and use technology tools to streamline efforts. Building strong funder relationships through research, social media, and events was highlighted.

In proposal writing, the focus was on the importance of compelling language, storytelling, and careful AI use. The session also introduced participants to Accelerator Back Office Services as tools for HR, financial management, and grant writing support.

When preparing applications for government grants, attention to detail is crucial. Speakers emphasized the need for a powerful introduction, clear project goals, and accurate budgeting to engage reviewers effectively. Practical tips were provided to avoid common pitfalls and improve proposal quality.

## Session 5: Sustainability and Alternative Resource Strategies



**Paul Monteiro**, Secretary, Maryland Department of Service and Civic Innovation

**Joseph Toolan**, Chair of the Board of Directors, Annapolis Pride

**Dr. Ogo Ekwueme**, Director, Government Health Innovation Contracts and Grant Strategy, Health LeadHER

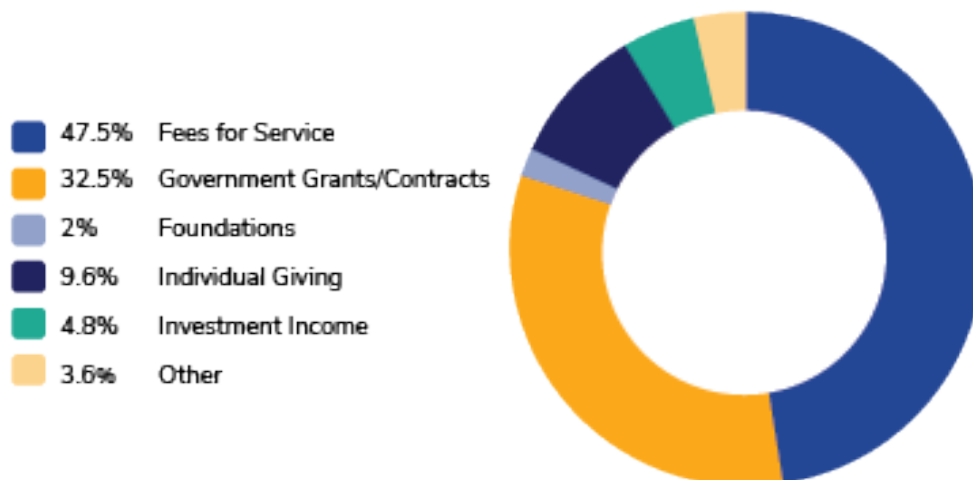
**Gregory Yancey**, Chief of Staff, Governor's Office of Community Initiatives

This session on sustainability and alternative resource strategies for nonprofits focused on innovative approaches to secure funding, diversify income streams, and to build resilient organizations. Participants heard from leaders who are successfully navigating the challenges of sustainability in the nonprofit sector.

An important takeaway from the session was the critical importance of diversifying income streams to reduce reliance on any single source of funding. This approach enhances financial stability and empowers nonprofits to better withstand fluctuations in funding. One of the significant operational challenges highlighted, particularly for smaller organizations with limited resources, was identifying and accessing alternative funding sources.

Panelists discussed various solutions, including developing partnerships with local businesses, engaging in social enterprise activities, and leveraging technology to reach new donors. They emphasized the need for nonprofits to build strong relationships within their communities to tap into local support and resources effectively.

**Figure 1: Nonprofit Revenue Sources**



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

**Dependence on Fees and Government Funding:** The charitable nonprofit sector as a whole heavily relies on fees for service and government grants/contracts, making them vulnerable to policy changes and economic shifts. Research from Maryland Nonprofits based on a survey of their membership suggests that these national numbers are overrepresented by larger institutions, such as hospitals and universities. Their survey results show that revenue sources for community-based nonprofits are 51% government sources, 21% fees for service, 13% foundations and corporations, 9% individuals, and 6% other.<sup>2</sup>

## Session 6: Navigating Registration Requirements for Charitable Organizations: Insights from State Agencies



**Michael Schlein**, Charities and Legal Services Division Director, Maryland Secretary of State

**Jasmine Carter**, Deputy Program Manager, Maryland State Department of Assessment and Taxation

**Martin Barnes**, Manager, Maryland State Department of Assessment and Taxation

**Andres Aviles**, Program Manager, Revenue Administrative Division, Comptroller of Maryland

**Moderator: Laura Gutierrez**, Small Business and Community Development Director, Comptroller of Maryland

Attendees received a comprehensive overview of the regulatory landscape surrounding charitable organizations in Maryland, as well as tools and insights that can assist in compliance with state regulations. Speakers outlined practical steps for ensuring compliance, such as maintaining accurate and timely filings, understanding tax obligations, and leveraging available resources from state agencies. They also highlighted common pitfalls, including misreporting financial information and failing to renew registrations.

**The discussion also identified frequent changes in state and federal regulations as determined by individual agencies and the need for charitable organizations to continuously adjust compliance strategies as a major challenge, especially for smaller organizations. An analysis of the discussions revealed that many organizations struggle with the complexity of state regulations.**

## Session 7: Creating Partnerships: Legislators and Nonprofits Shaping Local Futures



**Senator Cory McCray** (District 45)

**Delegate Elizabeth Embry** (District 43A)

**Delegate Jessica Feldmark** (District 12)

**Delegate Jared Solomon** (District 18)

**Jocelyn Collins**, Senior Governmental Affairs Associate, Public Policy Partners

**Moderator: Michael Bayrd**, Director of Intergovernmental Affairs, Comptroller of Maryland

Legislators provided their perspectives on working with nonprofits in communities throughout the state. They also discussed ways nonprofit leaders can communicate and work effectively with their state legislators, before, during, and after the legislative session.

Legislators emphasized the need for nonprofits to be prepared with clear, concise messages and data-driven arguments to effectively advocate for their causes. They also emphasized the importance of regular communication, timelines, and understanding the legislative process to ensure timely and impactful advocacy.

The panelists highlighted the value of maintaining regular contact with legislators, providing updates on nonprofit activities, and seeking opportunities for collaboration on community projects. Building these relationships outside the legislative session can lead to more substantial support when critical issues arise.

Legislators also provided insights into how they can support the nonprofit community. They discussed various forms of assistance, including legislative advocacy, connecting nonprofits with resources, and promoting nonprofit initiatives within their constituencies. The panel underscored the importance of mutual understanding and respect between legislators and nonprofit leaders to create a collaborative environment that benefits the community.

An analysis of the panel revealed several challenges and opportunities for nonprofit leaders. One significant challenge is the complexity of navigating the legislative process and effectively conveying the nonprofit's message amidst competing interests. The session offered practical strategies to overcome these obstacles, such as coalition building, engaging in continuous dialogue with legislators, and leveraging data to support advocacy efforts.

## Session 8: Nonprofit, Legislators and Government Working Together: Building Bridges and Clearing Obstacles



**Delegate Gabriel Acevero** (District 39)

**Franklyn Baker**, *President and CEO, United Way of Central Maryland*

**John Brothers**, *President, T. Rowe Price Foundation*

**Special Secretary Maria Martinez**, *Governor's Office of Small, Minority, and Women Business Affairs*

**Claudia Wilson Randall**, *Executive Director, Community Development Network*

**Jacqueline R. Scott**, *Department of Community Resources and Services Director, Howard County Government*

**Moderator: by Heather Iliff**, *President & CEO, Maryland Nonprofits*

Nonprofits and government share many of the same aims -- to create a better life for Marylanders and to build strong communities and a prosperous economy. Yet, obstacles exist at all levels and are especially difficult for small and midsized nonprofits that are often the closest to and most trusted by the diverse communities they serve. This panel explored how to overcome barriers to nonprofits and government collaboration for more equitable outcomes.

A key insight from the panel was that there are systemic challenges that hinder collaboration between nonprofits and government, including bureaucratic red tape, misalignment of priorities, and limited resources. The speakers emphasized the need to streamline processes and to enhance communication channels to reduce these obstacles. For small and midsized nonprofits, navigating these challenges can be particularly daunting due to their limited administrative capacity and resources.

The panelists highlighted the importance of creating formal partnerships and alliances that bring together nonprofits, government agencies, and other allies. These partnerships can facilitate resource sharing, joint advocacy efforts, and coordinated approaches to address community needs. They also shared how nonprofits have the presence and relationships to reach deeper into communities than government, and the challenges of growing or large nonprofits that lose their close community relationships as they grow and become more bureaucratic.

Effective cross-sector collaboration often involves clear and consistent communication, mutual

respect, and a shared vision for community outcomes. The panelists emphasized the significance of building trust and maintaining transparency to foster a collaborative spirit. They also underscored the role of leadership in driving these collaborative efforts and ensuring that all voices are heard and valued.

For stakeholders, the insights from this panel highlight the critical need for ongoing dialogue and partnership between nonprofits and government entities, and the value in building relationships across sectors. The panel underscored how building bridges and clearing obstacles will enhance collaboration between nonprofits and government. Through sustained efforts and partnership, both the government and nonprofit sectors can achieve more equitable and impactful outcomes for the communities they serve.



## Session 9: Lightning Resources Panel

**Jenn Gallicchio**, Energy Programs Division Assistant, Maryland Energy Administration

**Darla M. Garrett**, Director of Accounting and Administration, Department of Commerce

**Barbara Holt Streeter**, Director of Strategic Partnerships, Prince George's County Office of the County Executive

**Deniz Karatas**, Grant Administration & Outreach Manager, Department of Procurement, Contract, and Grant Administration, Administrative Office of the Courts

**Toni Gianforti**, Grants Specialist, Veterans Service Animal Program, Maryland Department of Veteran Affairs

**Kim Pezza**, Climate Resilience Director, Office of the Maryland Comptroller

**Brenna Spray**, PhD, Outreach Coordinator, Maryland Historical Trust, Maryland Heritage Areas Program, Maryland Department of Planning

**Glenn Simmons**, Executive Director, MarylandSaves

The session provided key insights and resources for nonprofits. Panelists introduced various funding and grant opportunities, including new tax credits for nonprofits. The session also highlighted the interconnection between nonprofits and significant social and historical moments, reinforcing the importance of equity, access, and opportunity. It addressed challenges nonprofits face in navigating funding applications, with many missing out on available opportunities due to a lack of awareness or understanding of the process.

Presenters discussed the federal Inflation Reduction Act of 2022 tax incentives that nonprofits and businesses can access for green initiatives through various programs, including installing solar panels, and purchasing electric vehicle fleets.<sup>3</sup>

A key takeaway was that funding can be found in nontraditional, unexpected, or alternative sources, including through state and federal tax incentives and other areas not typically referenced for support.



## Conclusion

The series of sessions presented at the Bridging Communities Conference highlighted a broad array of topics essential for nonprofit success. The workshops and panels provided attendees with a wealth of information and actionable plans to tackle various aspects of nonprofit management.

A key theme was the importance of building and maintaining strong partnerships. Nonprofits increasingly recognize the value of working together to achieve shared goals. These partnerships not only enhance the capacity of nonprofits to address community needs but also contribute to a more cohesive and supportive ecosystem to achieve social impact.

The sessions also underscored challenges faced by nonprofits, particularly smaller organizations with limited resources. Navigating complex regulatory environments, underutilizing policy opportunities for change, securing diverse funding sources, navigating short-term grant opportunities, and effectively using technology were identified as significant obstacles. The discussions emphasized the need for nonprofits to be proactive, adaptable, and strategic in addressing these challenges.

The collective wisdom of the speakers and panelists, combined with the practical tools and resources shared, equipped nonprofit leaders with the knowledge and motivation to enhance their operations and drive meaningful change in their communities. For stakeholders, the insights gained from these sessions highlight the importance of continued support and investment in the nonprofit sector, and, fostering an environment where organizations thrive and effectively serve their clients. By addressing the identified challenges and leveraging the recommended strategies, nonprofits can build a stronger foundation for long-term success and community impact.



## Section 3: Economic Impact of Nonprofits in Maryland

The nonprofit sector is an economic driver for Maryland and the nation and spans a range of industries and interests, including education, research, community development, social and health services, food security, environment and conservation, civic engagement and advocacy, emergency services, business support, and workforce development. Nonprofits support vulnerable populations and generate employment and economic activity, making them an integral part of Maryland’s economy.

The Bridging Communities Conference was designed to serve smaller nonprofits that rely primarily on government support and charitable giving (i.e., community-based advocacy and service organizations). These organizations often lack diversified revenue streams, unlike larger institutions such as hospitals and universities that rely more on fee for service or reimbursement payments from government, insurance, or individuals. A better understanding of the challenges in sustainability that nonprofits face coupled with their impact on communities, provides a clearer understanding of the role nonprofits play in Maryland and the need to enhance their impact.

### Defining the Nonprofit Sector

The IRS defines charitable organizations as “organizations that are organized and operated exclusively for religious, charitable, scientific, testing for public safety, literary, educational or other specified purposes”<sup>4</sup> in accordance with the law. To be recognized as a tax-exempt nonprofit under the U.S. Internal Revenue Code, an organization must qualify under Section 501(c).<sup>5</sup> (See Appendix A for a list of all types of nonprofits under section 501(c).) While nonprofits can generate revenue, any surplus is reinvested into their mission or programs rather than being distributed to owners or shareholders. This structure ensures that nonprofits prioritize community benefit over profit, contributing to social and economic stability. To support this mission, nonprofits are exempt from paying certain taxes, notably income, property, and some types of sales and use taxes.

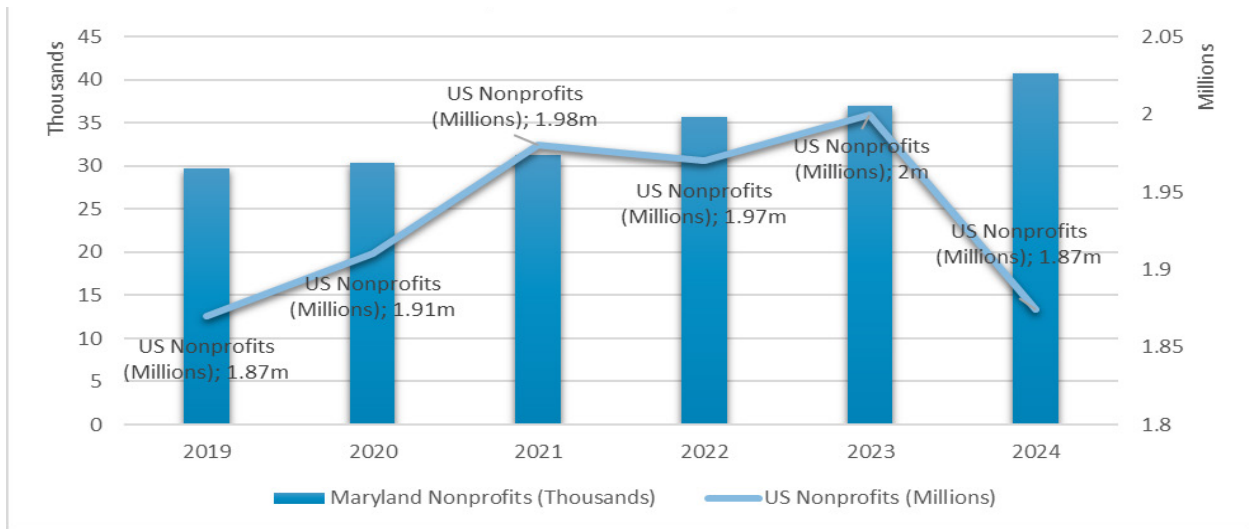
### About the Nonprofit Sector in Maryland

**13% of Private Employment:**  
Nonprofits support 13% of private sector jobs in Maryland.<sup>6</sup>

**\$57,142 Average Annual Wage:**  
Employees in the nonprofit sector earn an average wage of \$57,142 annually, above the state median wage for individuals reported in 2023.<sup>7</sup>

As of October 2024, there were 40,736 active tax-exempt organizations in Maryland and 1.87 million nonprofits in the U.S. overall.<sup>8</sup> Maryland has seen an increase in nonprofits during and coming out of the pandemic. Today, there are roughly 10,000 – or 35 percent – more nonprofits in Maryland than prior to the pandemic. Meanwhile, the U.S. overall saw a sharp increase in nonprofits during the pandemic, followed by a decline to pre-pandemic levels per preliminary data for 2024. See Figure 2.

**Figure 2: Nonprofits in Maryland and the U.S.**



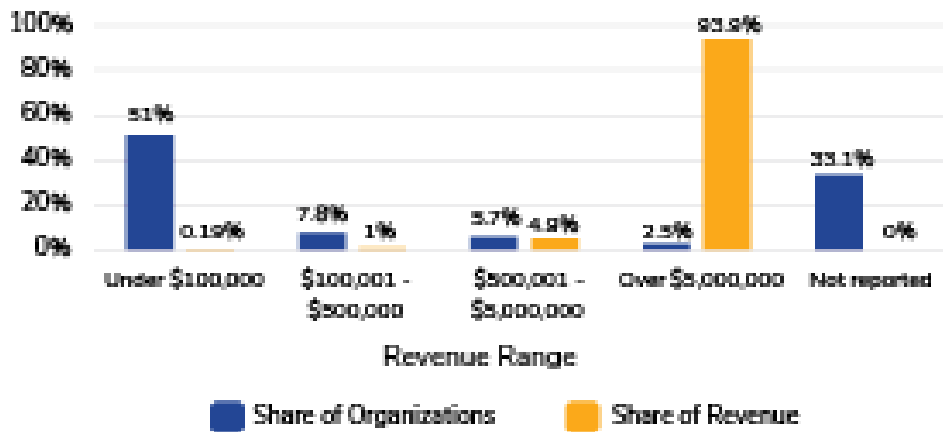
Source: IRS

Note: these figures include data from calendar years 2019-2023. 2024 data is through October.

Maryland nonprofits make significant contributions to Maryland’s economy and state revenues. The data points below outline this impact, which was significantly enhanced by federal, state, and private COVID relief efforts.

- **Nonprofit Revenues (2024):** Nonprofits in Maryland saw their total revenue grow from \$59.8 billion in 2019 to \$83.4 billion as of December 2024, an increase of 39.5 percent.<sup>9</sup>
- **Federal Funding during COVID-19<sup>10</sup>:** Maryland nonprofits received approximately \$19.3 billion in federal funding in response to the COVID-19 pandemic, including funding through the American Rescue Plan Act (ARPA) and Coronavirus Aid, Relief, and Economic Security (CARES) Act.
- **Payroll Taxes:** Nonprofits in Maryland contributed \$1.38 billion in payroll taxes in 2023.<sup>11</sup>
- **Sales and Use Tax Exemptions:** 16,357 nonprofit organizations in Maryland have been granted Sales and Use Tax exemption by the Office of the Comptroller of Maryland, entitling them to make specific purchases without paying sales and use tax with the option of renewal every five years.<sup>12,13</sup>

Figure 3: Maryland Nonprofit Organization Revenue Distributions and Disparities (2024)



Source: Maryland Nonprofits <https://www.marylandnonprofits.org/nonprofits-by-the-numbers-2021/>.

- According to the National Council of Nonprofits, 92% of nonprofits in the U.S. have an annual revenue of less than \$1 million.
- **2.5% of all nonprofits in Maryland have annual revenues over \$5 million.** This small group of large nonprofits (concentrated in healthcare and higher education) accounts for 93.9% of total revenue generated by nonprofits. See Figure 3.
- In contrast, **45.2% of Maryland nonprofits operate with under \$25,000 in revenue**, and make up just 0.01% of total sector revenue. This underscores the challenges faced by smaller nonprofits in securing sustainable funding. See Figure 3.

Figure 4: Top 5 Nonprofits by Revenue and Employees in Maryland (2024)

Organization	Annual Revenue	Number of Employees
Johns Hopkins University	\$9.0 billion	32,000+
University of Maryland Medical System	\$5.7 billion	29,000+
Johns Hopkins Hospital & Health System	\$8.5 billion	25,000+
MedStar Health	\$7.7 billion	33,000+
Kaiser Foundation Health Plan of The Mid Atlantic States Inc.	\$5.6 billion	30,000+

Sources: Organization websites

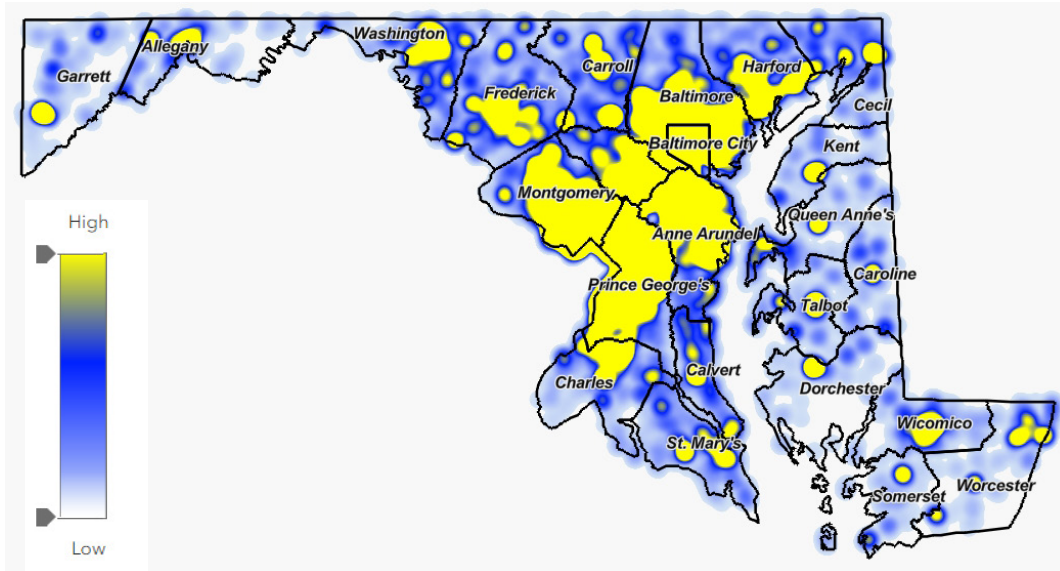
### Geographic Distribution of Nonprofits

#### 1. All Maryland Nonprofits (IRS Data)

- The IRS listed 40,736 registered tax-exempt entities under 26 U.S. Code § 501(c) that are active in Maryland as of October, 2024.<sup>14</sup> See Figure 5.
- **Central Maryland Concentration:** Most nonprofits in Maryland are concentrated in Central Maryland, which includes Montgomery, Prince George's, Howard, Anne Arundel, and Baltimore Counties and Baltimore City.

- Urbanized Hubs: Nonprofits in these regions are numerous due to a confluence of factors, including proximity to state and federal agencies, higher socioeconomic diversity, and access to more substantial private donations and grants. Urban areas also tend to have greater demand for services due to higher population densities and concentrated social challenges (e.g., poverty, housing, healthcare access).

**Figure 5: Nonprofits Active in Maryland**

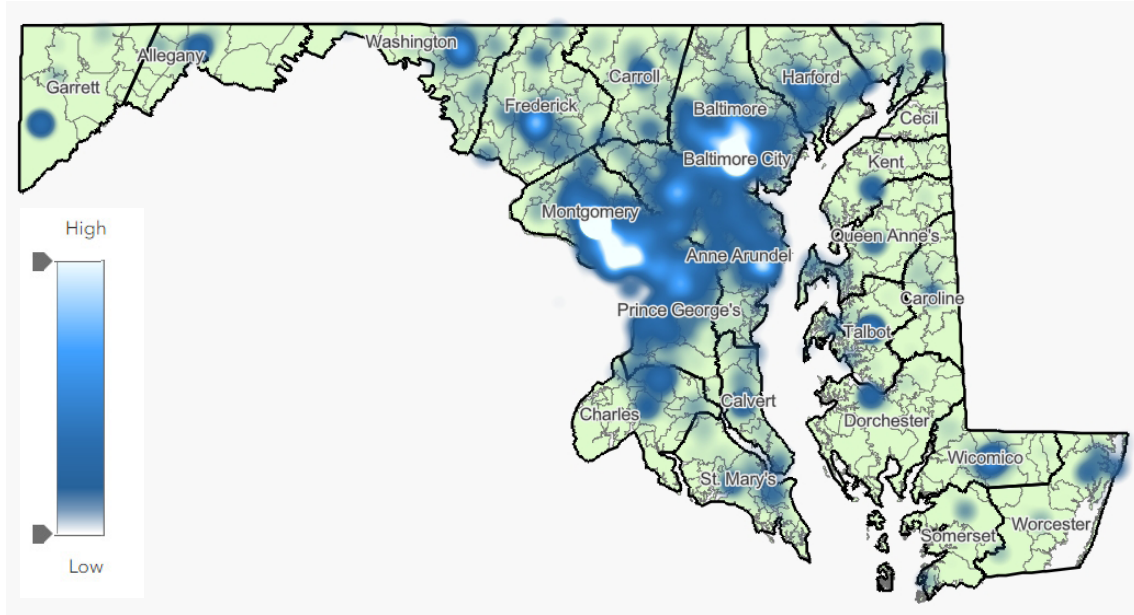


Source: IRS

## 2. Nonprofits Filing in Maryland

- 21,762 charitable nonprofits have filed with the State of Maryland (Maryland Secretary of State's Office Data).<sup>15, 16</sup> To solicit charitable contributions in Maryland, organizations must be registered with the State.
- Of those registered, charitable nonprofits, 51% list a Maryland address as their primary location.<sup>17</sup>
- As indicated in Figure 6, charitable nonprofits are concentrated in the more populated and urbanized parts of the state, with significant coverage across Central Maryland.

**Figure 6: Nonprofits Filed in Maryland**



Source: Maryland Secretary of State

## Conclusion

Nonprofits in Maryland have an important impact on the state economy, with more than 40,000 active tax-exempt organizations driving significant employment, revenue generation, and support to communities.

The growth of nonprofit revenue from \$59.8 billion in 2019 to \$83.4 billion in 2024 – an increase of 40 percent – illustrates the resilience and increasing significance of these organizations, particularly with federal support during the COVID-19 pandemic.

The data also reveals a concentration of resources within a small percentage of large nonprofits, primarily in healthcare and education, highlighting the need for strategic support of smaller organizations that also serve essential community roles. With pandemic era funding winding down, nonprofits will need to find other revenue sources to sustain recent growth. The geographic distribution of nonprofits also indicates a pronounced concentration in urban areas, with rural communities facing service gaps. This discrepancy underscores a need for targeted efforts to enhance nonprofit presence and capacity in underserved regions.

## Appendix A: Types of 501(c) Nonprofit Organizations

Nonprofit organizations serve a variety of purposes and are categorized based on their missions, activities, and the specific sections of the Internal Revenue Code (IRC) under which they are tax-exempt. There are 29 tax-exemptions under section 501(c) of the IRC.

501(c)(3) organization, the most common type of nonprofit, includes charitable, religious, and educational organizations that operate for purposes such as charity, religion, education, science, or the prevention of cruelty to children or animals. Examples include charities, churches, private schools, and public foundations. Contributions to these organizations are tax-deductible.

501(c)(4) organizations, known as social welfare organizations, which primarily promote social welfare and the common good of the community. Civic leagues and advocacy groups fall under this category. Contributions to these organizations are not tax-deductible.

501(c)(5) organizations include labor, agricultural, and horticultural organizations that aim to promote the interests of labor, agriculture, or horticulture. Labor unions and farm bureaus are examples. Contributions to these organizations are not tax-deductible.

501(c)(6) organizations encompass business leagues, chambers of commerce, and trade associations that work to promote the common business interests of their members, such as trade and professional associations. Contributions to these organizations are not tax-deductible.

501(c)(7) organizations are social and recreational clubs established for pleasure, recreation, and other non-profitable purposes, such as country clubs and amateur sports clubs. Contributions to these organizations are not tax-deductible.

501(c)(8) organizations consist of fraternal beneficiary societies and associations that provide benefits to members, like fraternal organizations and mutual benefit societies. Contributions to these organizations can be tax-deductible in some circumstances, depending on purpose of contribution.

501(c)(9) organizations consist of voluntary employees' beneficiary associations that provide for payment of life, sick, accident, or other benefits to members or their dependents or designated beneficiaries and substantially all of its operations are for this purpose. Contributions to these organizations are not tax-deductible.

501(c)(10) organizations include domestic fraternal societies and associations that operate under a lodge system but do not offer life or accident benefits; contributions to these groups are also not tax-deductible. Contributions to these organizations can be tax-deductible in some circumstances, depending on purpose of contribution.

501(c)(11) organizations are teachers' retirement fund associations organized for the payment of retirement benefits. Contributions to these organizations are not tax-deductible.

501(c)(12) organizations include benevolent life insurance associations of a purely local character, mutual ditch or irrigation companies, and mutual or cooperative telephone companies. Contributions to these organizations are not tax-deductible.

501(c)(13) organizations are cemetery companies that operate cemeteries for the burial of humans. Contributions to these organizations are tax-deductible.

501(c)(14) organizations are credit unions and other mutual financial organizations. Contributions to these organizations are not tax-deductible.

501(c)(15) organizations are mutual insurance companies or associations that provide insurance to members. Contributions to these organizations are not tax-deductible.

501(c)(16) organizations are cooperative crop entities that finance crop operations of a purchasing association. Contributions to these organizations are not tax-deductible.

501(c)(17) organizations are supplemental unemployment benefit trusts established and maintained by employers, employees, or both. Contributions to these organizations are not tax-deductible.

501(c)(18) organizations are employee funded pension trusts that pay benefits under a pension plan funded by employees. Contributions to these organizations are not tax-deductible.

501(c)(19) organizations are veterans' organizations that are posts or auxiliaries of the American Legion, Veterans of Foreign Wars, and similar organizations. Contributions to these organizations are not tax-deductible.

501(c)(21) organizations are black lung benefit trusts that satisfy in whole or in part the liability of that person (generally, the coal mine operator contributing to the trust) for, or with respect to, claims for compensation arising under federal or state statutes for disability or death due to pneumoconiosis. Contributions to these organizations are not tax-deductible.

501(c)(22) organizations are withdrawal liability payment funds that meet the liability of employers withdrawing from a multi-employer fund. Contributions to these organizations are not tax-deductible.

501(c)(23) organizations are veterans organizations that insurance and other benefits to veterans. Contributions to these organizations are not tax-deductible.

501(c)(25) and 501(c)(2) organizations are title holding corporations or trusts for multiple parent corporations or single parent corporations. Contributions to these organizations are not tax-deductible.

501(c)(26) organizations are state-sponsored health coverage organizations. Contributions to these organizations are not tax-deductible.

501(c)(27) organizations are state-sponsored workers' compensation organizations. Contributions to these organizations are not tax-deductible.

501(c)(28) is the National Railroad Reinvestment Trust. Contributions to these organizations are not tax-deductible.

501(c)(29) organizations are nonprofit health insurance issuers. Contributions to these organizations are not tax-deductible.

501(c)(1) organizations are corporations organized under Acts of Congress. Contributions to these organizations are tax-deductible if made for public purposes.

Source: [www.irs.gov](http://www.irs.gov) (Publication 557 (Rev. January 2024))



## Appendix B: Governor's Grants Office List of Grant Programs

Organization	Grant Title
Baltimore City Health Department - Ryan White Program	Ryan White Part B-State Special / Ending The HIV Epidemic
Maryland Energy Administration	Commercial, Industrial & Agricultural Grant Program
Maryland Energy Administration	Commercial, Industrial & Agricultural Energy Efficiency Grant Program
MD Dept of Commerce	Maryland Small Business COVID-19 Emergency Relief Grant Fund
Department of Natural Resources	DNR Chesapeake & Coastal Grants Gateway
MD State Arts Council	Creativity Grant Program
Department of Labor, Licensing and Regulation	Opioid Workforce Innovation Fund
Maryland Energy Administration	Parking Lot Solar PV Canopy with EV Charger Grant Program
Maryland Energy Administration	Community Solar (Commercial)
Maryland Energy Administration	Community Solar (Residential)
Governor's Office on Service and Volunteerism	Maryland AmeriCorps Grant
Maryland Higher Education Commission, et al	Maryland Financial Aid and Scholarship Opportunities
Maryland Energy Administration	Maryland Data Center Energy Efficiency Grant Program
Maryland Dept. of Commerce	ExportMD Program for Small and Medium Sized Maryland businesses
Maryland Rural Council	WEBINAR MAY 7 2:30 PM Learn more about the Rural Maryland Council's grant programs including eligibility, guidelines, criteria and application deadlines!
Governor's Office of Crime Control and Prevention	Various Crime Related Grant Programs
Department of Natural Resources	Pumpout Grants Available for Maryland Marinas

Organization	Grant Title
Maryland Energy Administration	Energy Storage Tax Credit Program
Department of Natural Resources	Community Resilience Grants
Department of Natural Resources	Chesapeake and Atlantic Coastal Bays Trust Fund
Department of Health	Opioid Misuse Prevention Program
Department of Health	Grant Funding and Partnerships
Department of Health	Health Care Quality Accounts Grants Program
Department of Natural Resources	Keep America Beautiful
Energy Administration	Residential Wind Grant Program
Energy Administration	Community Wind Grant Program (CWGP)
Motor Vehicle Administration	Electric Vehicle Excise Tax Credit
Maryland Energy Administration	Electric Vehicle Supply Equipment (EVSE) Rebate Program 2.0
Governor's Office on Service and Volunteerism	Maryland AmeriCorps State Grants. The first step in the application process for an AmeriCorps State grant is to submit a concept paper, due by 5 p.m. on September 11, 2017.
Maryland Department of Education	ADULT HIGH SCHOOL PILOT Notice of Intent to Apply deadline is Aug. 1
Governor's Office of Crime Control and Prevention	Law Enforcement Training Scholarship Program (LETS)
Department of Natural Resources	Local Open Space Grants
Maryland Higher Education Commission	2017-2018 Hal & Jo Cohen Graduate Nursing Faculty Scholarship application now available!
Department of Health and Mental Hygiene	Health Care Quality Accounts Grants Program
Maryland Historical Trust	Historic Preservation Loan Program for Capital Projects
Maryland Energy Administration	Anemometer Loan Program



Organization	Grant Title
Transportation	BICYCLE, PEDESTRIAN & TRAIL PROJECT GRANTS
Veterans Affairs	Maryland Veterans Trust Fund grants
Governor	Governor Hogan Announces DON'T QUIT! \$100K Fitness Centers competition
Maryland Energy Administration	Clean Burning Wood Stove Grant Program
Maryland Energy Administration	Commercial Clean Energy Grant Program
Maryland Energy Administration	Residential Clean Energy Grant Program
Maryland Energy Administration	2017 Kathleen A.P. Mathias Agriculture Energy Efficiency Program
Department of Commerce	Various Funding Programs for Maryland Businesses
Maryland State Arts Council	Maryland State Arts Council Grant Programs
Department of Agriculture	FY24 MDA Spay and Neuter Grants Program
MD Energy Administration	Parking Lot Solar Photovoltaic (PV) Canopy with Electric Vehicle (EV) Charger Grant Program
MD Energy Administration	EmPOWER Clean Energy Communities Low-to-Moderate Income Grant Program
MD State Arts Council	Grants for Organizations
MD State Arts Council	Arts & Entertainment Districts Technical Assistance Grant



More information and a list of state grants is available at the Governor's Grant's Office <https://grants.maryland.gov/pages/stategrants.aspx>



## Appendix C: List of Conference Attendee Organizations

45th  
A Strong Foundation  
Adrian Holmes  
Alpha Genesis CDC  
American Muslim Senior Society  
America's Hauling for Hope  
Annapolis Arts District  
Annapolis Immigration Justice Network  
Annapolis Pride  
Anne Arundel County Community Action Agency  
Anne Arundel County Literacy Council  
Anne Arundel County Partnership for Children, Youth and Families  
Anne Arundel County, Office of Hispanic/Latino and Multicultural Resources  
Ardmore  
Asian American Center of Frederick  
Autism FYI Org  
Baltimore CONNECT inc.  
Baltimore County Department of Housing and Community Development  
Baltimore County Department of Planning  
Baltimore Public Markets  
Baltimore Win Foundation  
Bee's Babies Essentials, Inc.  
Beyond Your Block  
Black Arts District  
Blood at the root inc.  
Board of Childcare  
Boys & Girls Clubs of Annapolis & Anne Arundel County  
Bridges to Housing Stability Inc.,  
CAIR Coalition  
Cambridge Empowerment Center  
Camp Opportunity, Inc.  
Care Prepared, Inc.  
CareerCatchers, Inc  
Caroline Human Services Council, Inc., Local Management Board  
CASA of Caroline  
Cassity Consulting  
Catholic Charities of Baltimore  
Catonsville Emergency Assistance  
Center of Help  
Centro de Apoyo Familiar  
Centro Hispano de Frederick  
Change the Conversation, Inc.  
ChangeMatters  
Charting Careers, Inc.  
Cherry Hill Development Corporation  
Chesapeake Employers  
Children's Opportunity Alliance  
City of Annapolis  
Climatediet.org  
Club 164

Colesville Council of Community Congregations  
Columbia Housing Center, Inc.  
Community Builder  
Community Development Network of Maryland  
Community Ecology Institute  
Community Legal Services of Prince Georges County  
Compass Rose Theater Camp  
Comptroller of Maryland  
Conflict Resolution Center of Baltimore County  
Cornerstone for Women Leaders  
COSMIC Symphony  
Critchlow Adkins Children's Centers  
Crittenton Services of Greater Washington  
D C Center  
DABS Consulting  
Dayspring, Inc.  
DC Center  
Department of Assessments and Taxation, Personal Property Division  
Department of Housing and Community Development  
Diversified Housing Development, Inc.  
Dmv legacy Corp  
Education Plus/Baltimore Blue Inc  
Employ Prince George's  
Equity Now, Inc.  
Evolve Community Foundation Inc.  
Evolving Minds  
Federated Charities  
FlanCake Foundation  
Friends of Villages Museum Archives INC  
Gallery Reimagined  
Governor's Office of Community Initiatives  
Grassroots Crisis Intervention Center  
Greater mount Holly CDC  
GreenLatinos  
Habitat for Humanity of the Chesapeake  
HACA  
Hand papermaking LLC  
Harry and Jeanette Weinberg Foundation  
Health LeadHER  
Hillside Foundation  
Home Builders Care Foundation  
Homeless Persons Representation Project  
Howard County Library System  
Huntington City Community Development Corporation (HCCDC)  
Imagination Stage  
Inner County Outreach, Inc.  
Innovation Works  
Inwood House  
It Takes a Village to Help Our Children, Inc.  
Jani Consulting Services  
John & Janice Wyatt Foundation  
John Hopkins



JustLiving Advocacy, Inc.  
Kingdom Kare Inc  
Korean-American Senior Association of Howard County  
Lady Wealth Foundation Inc  
Latin American Youth Center-Promotor Pathway  
Latino Education Advancement Fund  
Laurel Advocacy & Referral Services  
Let's GO Boys and Girls  
Linda Felder House of Etiquette,inc  
Live Water Foundation  
Love Wins Movement  
Luminus Network for New Americans  
Maryland Association for Environmental and Outdoor Education  
Maryland Department of Assessments and Taxation  
Maryland Department of Commerce  
Maryland Department of Housing and Community Development  
Maryland Department of Transportation  
Maryland Department of Veterans Affairs  
Maryland General Assembly  
Maryland Humanities  
Maryland Information Network, 211 MD  
Maryland Insurance Administration  
Maryland Latinos Unidos  
Maryland New Directions  
Maryland Nonprofits  
Maryland Veterans Trust Fund, MD Department of Veterans Affairs  
Maryland Volunteer Lawyers Service  
MD Commission on LGBTQIA+ Affairs  
MD General Assembly  
MD Governor's Office of Crime Prevention and Policy  
MD Office of the Comptroller  
Men Impact Change  
MHBE  
Mikey's Miracle Foundation  
Minary's Dream Alliance, Inc.  
MoCoPAAN  
Modaly Inc.  
Montgomery County Children's Opportunity Alliance (COA)  
Moving Dorchester Forward  
My Neighbor's Keeper Alliance Inc.  
NAMI Metropolitan Baltimore  
Next Up Music & Culture  
Nexus-Woodbourne Family Healing  
NOBLE Int.  
Nonprofit Center at 41 Community Place (Anne Arundel County)  
Nonprofit Institute at CSM  
Nonprofit People  
Nourishing Bethesda  
Office of Community Services  
Office of the County Executive, Prince George's County  
Office of the Secretary of State  
OIC of Anne Arundel County, Inc

Organization of Hispanic / Latin Americans (OHLA)  
Our Children Matter  
Outcast Food Network  
Partnership for Children, Youth and Families  
Peace and Love World  
PNI•HCM  
Policy Navigators L.L.C.  
Prevention of Blindness Society of Metropolitan Washington  
Pro Bono Counseling  
Public Policy Partners  
RBW Strategy, LLC  
Restorative Response Baltimore  
RH Smith School of Business, University of Maryland  
SHORE STRATEGIES LLC  
Small Things Matter  
SMJ Consulting  
Solutions in Hometown Connections  
Southwest Visions Foundation  
St. Ann's Center for Children, Youth and Families  
Stella's Girls, Inc.  
Stevenson University Online  
Stevenswood Improvement Association, Inc.  
Stillborn And Infant Loss Support (SAILS)  
Strategic Factory  
TAMOJA  
The 3rd  
The Arc Montgomery County  
The Bernie House  
The Coordinating Center  
The EPICENTER  
The Haitian Development Center of Delmarva  
The League for People with Disabilities  
The Nonprofit Center @ 41 Community Place  
The PEACES Collective  
Thriving Family Academy  
Touch4Life  
Transform A Nation Inc.  
TurnAround Inc  
Ulman Foundation  
United Way of Central Maryland  
University of Maryland-Baltimore County  
Vehicles for change  
Vehicles For Change Delmarva  
Waterfowl Festival  
Whosoever Will Community Assistance Program  
Wide Angle Youth Media  
Women Palante  
Youth Recovery Housing Solutions Inc.  
Youth Sports Collaborative Network

# Appendix D: Data Tables for Figures

**Figure 1: Nonprofit Revenue Sources**

Source	Percent
Fees for Service	47.5%
Government Grants/ Contracts	32.5%
Foundations	2.0%
Individual Giving	9.6%
Investment Income	4.8%
Other	3.6%
Total	100.0%

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

**Figure 2: Nonprofits in Maryland and the U.S.**

	Maryland	United States
2019	29,746	1,870,666
2020	30,413	1,907,711
2021	31,251	1,980,571
2022	35,638	1,971,532
2023	36,153	1,999,457
2024	40,947	1,874,683

Source: IRS

**Figure 3: Maryland Nonprofit Organization Revenue Distributions and Disparities (2024)**

	Share of Organizations	Share of Revenue
Under \$100,000	51%	0.2%
\$100,001 - \$500,000	7.8%	1%
\$500,001 - \$5,000,000	5.7%	5%
Over \$5,000,000	2.5%	93.9%
Not reported	33.1%	0.0%
Total	100%	100%

Source: Maryland Nonprofits <https://www.marylandnonprofits.org/nonprofits-by-the-numbers-2021/>.



# Endnotes

- 1 Tiffany Gourley Carter et al., “How America’s Charitable Nonprofits Strengthen Communities and Improve Lives.” Nonprofit Impact Matters. accessed August 7, 2024, <https://www.nonprofitimpactmatters.org/site/assets/files/1/nonprofit-impact-matters-sept-2019-1.pdf>.
- 2 “COVID-19 Pandemic and Racial Equity Survey: Report of Survey Findings”, Maryland Nonprofits (November 2021), <https://marylandnonprofits.force.com/nplnlb/s/covid19-pandemic-racial-equity-survey>
- 3 “Credits and Deductions under the Inflation Reduction Act of 2022,” Internal Revenue Service, July 29, 2022, <https://www.irs.gov/credits-and-deductions-under-the-inflation-reduction-act-of-2022>
- 4 Internal Revenue Service, “Exempt Organization Types.”<https://www.irs.gov/charities-non-profits/exempt-organization-types>
- 5 There are several other types of tax-exempt organizations not included in Section 501(c)(3), including religious associations, cooperative hospital and education service organizations, child care organizations, and political organizations. A full list can be viewed here: <https://www.irs.gov/pub/irs-pdf/p557.pdf>
- 6 US Bureau of Labor Statistics, Nonprofit Sector Research Data, 2022 Nonprofit Data File, <https://www.bls.gov/bdm/nonprofits/nonprofits.htm#>
- 7 Maryland Occupational Employment and Wage Statistics: All industries in Maryland 2023 (state.md.us).
- 8 IRS Master List, 2023. Accessed November, 2024. <https://www.irs.gov/statistics/soi-tax-stats-annual-extract-of-tax-exempt-organization-financial-data>
- 9 Data provided directly by Maryland Nonprofits and the Interactive Data Dashboard, <https://www.marylandnonprofits.org/nonprofits-by-the-numbers-2021/>
- 10 US Government Accountability Office Snapshot: COVID-19 Relief: Funding and Spending as of Jan 31, 2023. <https://covidfund.maryland.gov#!/dashboard>
- 11 SOI tax stats - Annual extract of tax-exempt organization financial data | Internal Revenue Service <https://www.irs.gov/statistics/soi-tax-stats-annual-extract-of-tax-exempt-organization-financial-data>.
- 12 As defined by Office of the Comptroller of Maryland’s Tax Exemptions Website (November, 2024). <https://www.marylandtaxes.gov/business/sales-use/tax-exemptions/#:~:text=Only%20churches%2C%20religious%20organizations%20and,items%20tax%2Dfree%20for%20resale>
- 13 Data provided by Revenue Administration Division, Maryland Comptroller as of August 12, 2024
- 14 IRS Exempt Organizations Business Master File Extract (EO BMF) Maryland Data Set (as of 10/14/2024). Retrieved November 6, 2024. <https://www.irs.gov/charities-non-profits/exempt-organizations-business-master-file-extract-EO-BMF>
- 15 A charitable organization is a specific type of nonprofit that focuses on activities that are primarily aimed at improving the public good, such as poverty relief, education, health, and other forms of public benefit. Charitable organizations often qualify for tax-exempt status under Section 501(c)(3) of the Internal Revenue Code, which allows them to receive tax-deductible donations and grants. Other 501(c) organizations are not considered charitable organizations but are considered nonprofits.
- 16 Data provided by Maryland Secretary of State’s Office, July 2024.
- 17 Analysis of Maryland Secretary of State Charities Public Registry, [https://onestop.md.gov/list\\_views/62f3e1797f7e3200016a3dab78a4c8053-7ea7-4f7a-b215-52c9ab0779ae=Current](https://onestop.md.gov/list_views/62f3e1797f7e3200016a3dab78a4c8053-7ea7-4f7a-b215-52c9ab0779ae=Current)

## Additional References

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