



NONPROFIT EXCELLENCE

DATA DASHBOARD

All data from the 2018 Greater Evansville Nonprofit Survey [welbornfdn.org/surveys] unless otherwise noted.

Data region: Gibson, Posey, Vanderburgh, Warrick, IN & Henderson, KY

This dashboard tracks key indicators of nonprofits in our region. Communities benefit when nonprofits that provide vital services to residents are strong and sustainable. The following data is from the 2018 Greater Evansville Nonprofit Survey, a survey of nonprofit organizations in Gibson, Posey, Vanderburgh, and Warrick counties in Indiana and Henderson County, Kentucky.

DEMOGRAPHICS

Overview	Focus Areas	Assets	Budgets
<p>847 total</p> <p>IRS data shows 847 organizations in the survey area with an IRS 501(c)(3) nonprofit classification. These include organizations like charitable nonprofits, churches, foundations/trusts and hospitals. The largest segment (45%) are charitable nonprofits, referred to as 'nonprofits' in the remaining dashboard sections <i>IRS citation</i></p>	<p>64% of nonprofits in human services, health or education</p> <p>'Nonprofits' are organizations that have a governing board of directors, write for grants and have fundraising events. These types of nonprofits provide charitable services to the community and exclude hospitals, churches and foundations. Two-thirds of nonprofits (64%) focus on human services, health or education</p>	<p>\$1 billion in assets</p> <p>\$496 million in revenue</p> <p>36 counties are served</p> <p>Tri-State nonprofits are an important part of the local economy and have a wide reach. Collectively, they hold \$1 billion in assets and generate \$496 million in annual revenue. Two-thirds of charities are headquartered in Vanderburgh County but provide vital services to at least 36 counties across Indiana, Illinois and Kentucky</p>	<p>33% over \$500,000</p> <p>67% under \$500,000</p> <p>Most nonprofits operate with a small budget, less than \$500K. Only a third of nonprofits have a larger budget. Across all budget sizes, most nonprofits are working within their budget. Three-quarters ended their most recent fiscal year with a budget surplus (44%) or broke even (31%). One quarter (25%) ended with a budget deficit</p>



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RISKS

Financial Vulnerability

50%

have 6 months or less cash
in reserves

Without revenue in reserves, nonprofits are vulnerable to market shifts, loss of individual donors, grants and other funding sources. Half (50%) of nonprofits of all sizes have less than six months revenue available. Just two out of 10 (19%) have one year or more of reserves and one out of 10 (10%) has less than one month

Few Employment Benefits

65%

offer paid time off

Nonprofits rely on small numbers of paid staff positions, often with few benefits. Less than two-thirds (65%) of nonprofits offer paid time off. Fewer offer benefits like group healthcare or paid family leave. Other than funding, half of nonprofits (48%) say that recruiting and maintaining staff and volunteers are their biggest challenges

Need for Funding Diversification

44%

funding from private donors

Funding models will vary slightly by organization, but in general nonprofits should aim for a funding mixture that consists largely of private donors, ideally much larger than 44%, and smaller percentages of grants. Having multiple donors/sources within each category is also recommended.

Funding Needs

#1

Program Funding

#2

Overhead and Operations

Nonprofits rate funding for programming and overhead (salaries, benefits) as their top two funding needs. These needs have a more short-term or urgent focus. Longer-range activities such as leadership/staff professional development and planning and governance are rated by nonprofits as lower priority needs



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OPPORTUNITIES

Collaboration

39%

reduce program expenses

24%

share staff

22%

reduce administrative expenses

Board Development

51%

specialized skills

34%

access to personal and/or donor resources

Board Engagement

26%

of nonprofits use 'personal plans of involvement' with board members

Influence

50%

intentionally reach out to policy makers

A little over half of nonprofits collaborate to obtain funding for programs and to increase program efficiency or effectiveness. Opportunity exists for more collaboration to reduce program expenses, (39%) share things like space and staff (24%) and reduce administrative expenses. (22%)

Considering skill sets and resources a candidate can bring to the organization will help strengthen the board and the organization's ability to be sustainable. Only half of nonprofits (51%) prioritize specialized skills in identifying board candidates. Only a third (34%) prioritize donor access.

A Personal Plan of Involvement (PPI) is an individual plan of expectations for maintaining board productivity and engagement during the member's tenure. When organizations use PPI's, their boards are more likely to be engaged with better attendance, participation, giving and governance oversight

Making an impact requires an understanding of the broad landscape of influencers and decision makers at local, state, and federal levels. Half of nonprofits have intentional contact with policy makers. Three-quarters of nonprofits (71%) have access to local policy makers, half (52%) to state level and just a quarter (28%) to federal level.