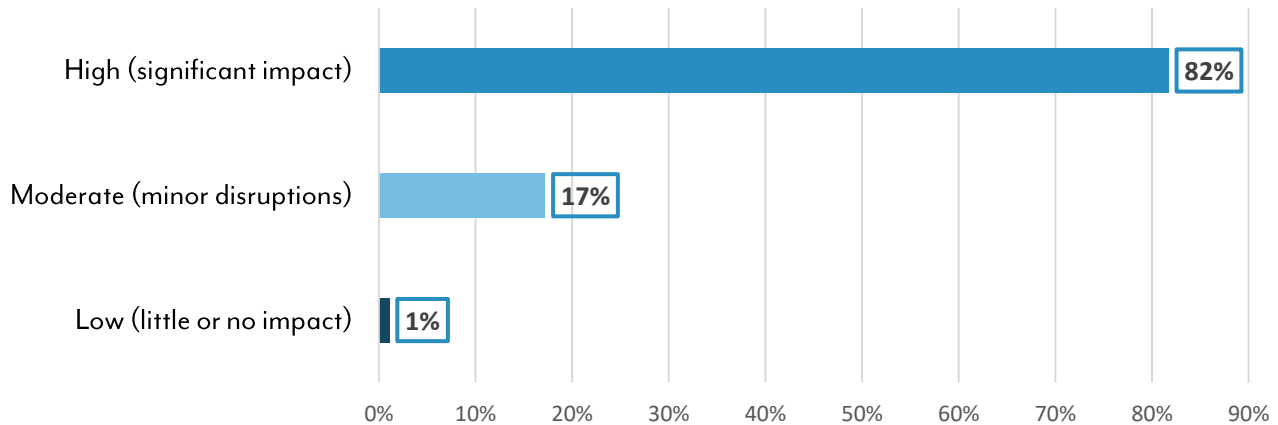




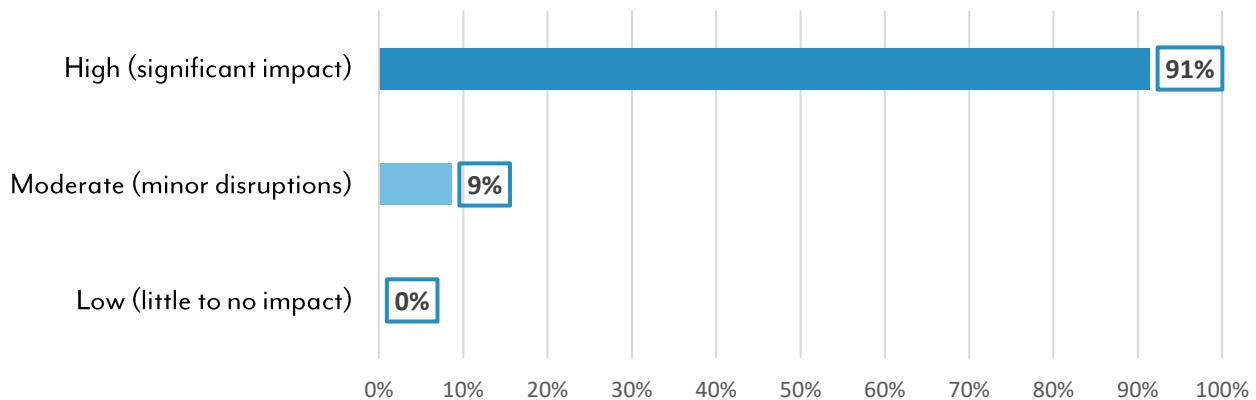
SNAPSHOT OF COVID-19'S IMPACT ON LEHIGH VALLEY NONPROFITS

As told by 93 nonprofits providing services in the Lehigh Valley.

CURRENT LEVEL OF IMPACT



ANTICIPATED LEVEL OF IMPACT



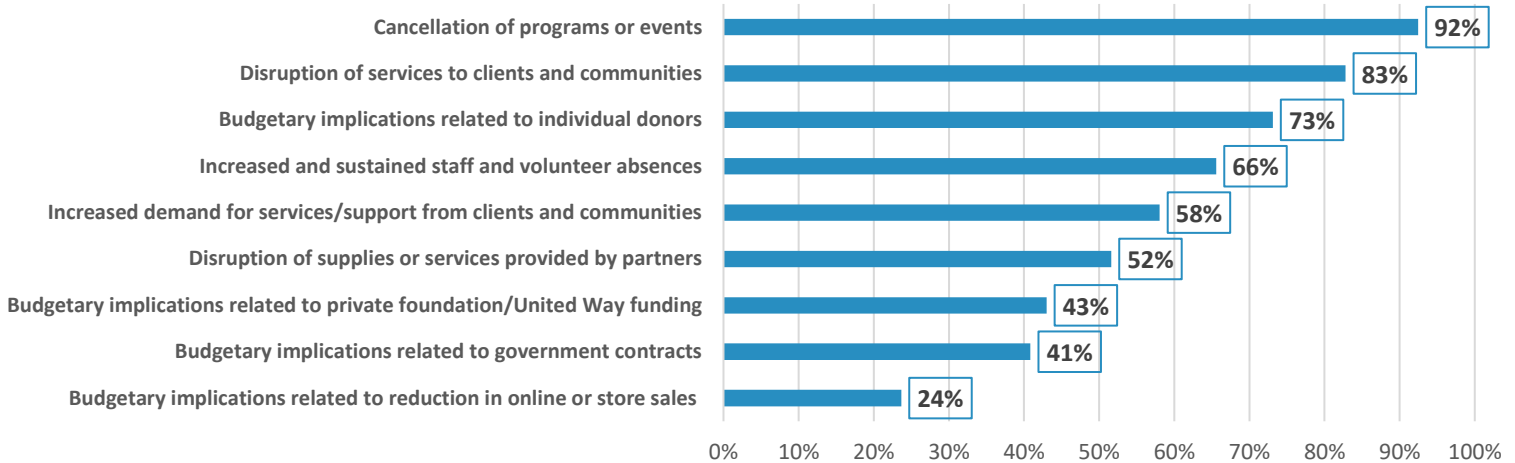
CLIENT AND COMMUNITY IMPACT IN LEHIGH VALLEY

70% (65 of 190) report that 90,132 clients are experiencing a reduction in services.

Top 5 Ways Lehigh Valley Nonprofits Are Experiencing Impact

- **92% (86)** Cancelled Programs or Events
- **83% (77)** Disrupted Services to Clients and Communities
- **66% (61)** Reported Budgetary Implications Related to Individual Donors
- **58% (54)** Reported Increased and Sustained Staff and Volunteer Absences
- **52% (48)** Reported Increased Demand for Services/Support from Clients and Communities

All Impact Experienced by Reporting Nonprofits



Additional Impact Reported included reductions in:

- Fees for Service

REVENUE IMPACT

71% (66 of 93) report a collective **\$17,604,555** in revenue is at risk.

Average = \$266,736

Range = \$500-\$1.8 M

25% (23) indicate that it is too early to tell

Only 4% (4) do not anticipate an impact on revenue.

Table 1: Anticipated Revenue Loss by Type

REVENUE TYPE	AMOUNT	# ORGS	AVE/ORG
Program Fees*	\$6,110,667	21	\$290,984
Individual Donations	\$1,515,500	21	\$72,167
Fundraising Events	\$1,414,500	10	\$141,450
Government Contracts	\$883,000	7	\$126,143
Grants*	\$1,112,417	9	\$123,602
Sales	\$224,600	8	\$28,075
Corporate Sponsorships	\$160,000	3	\$53,333
Membership Dues	\$5,000	1	\$5,000

*See notes about the data.

EXPENSE IMPACT

57% (53 of 93) report a collective **\$2,196,672** increase in expenses.

Average = \$41,447

Range = \$200 to \$1 M

19% (18) indicate that it is too early to tell

24% (22) participants anticipate \$0 in increased expenses, with a few indicating a decrease in expenses

Table 2: Anticipated Expense by Type

EXPENSE DESCRIPTION	AMOUNT	# ORGS	AVE/ORG
Increase Payroll/Maintain Payroll w. Decreased Production	\$604,722	14	\$43,194
Move Operations Online	\$324,600	37	\$8,773
Increased Program Support*	\$303,950	9	\$37,994
Increased Supplies*	\$116,600	19	\$6,137
Other Operational Support	\$15,950	7	\$2,279

*See notes about the data.

STAFFING IMPACT

59% (55 of 93) report that **2,166** staff in Lehigh Valley are or will be expecting a reduction in pay, including furloughs and lay-offs.

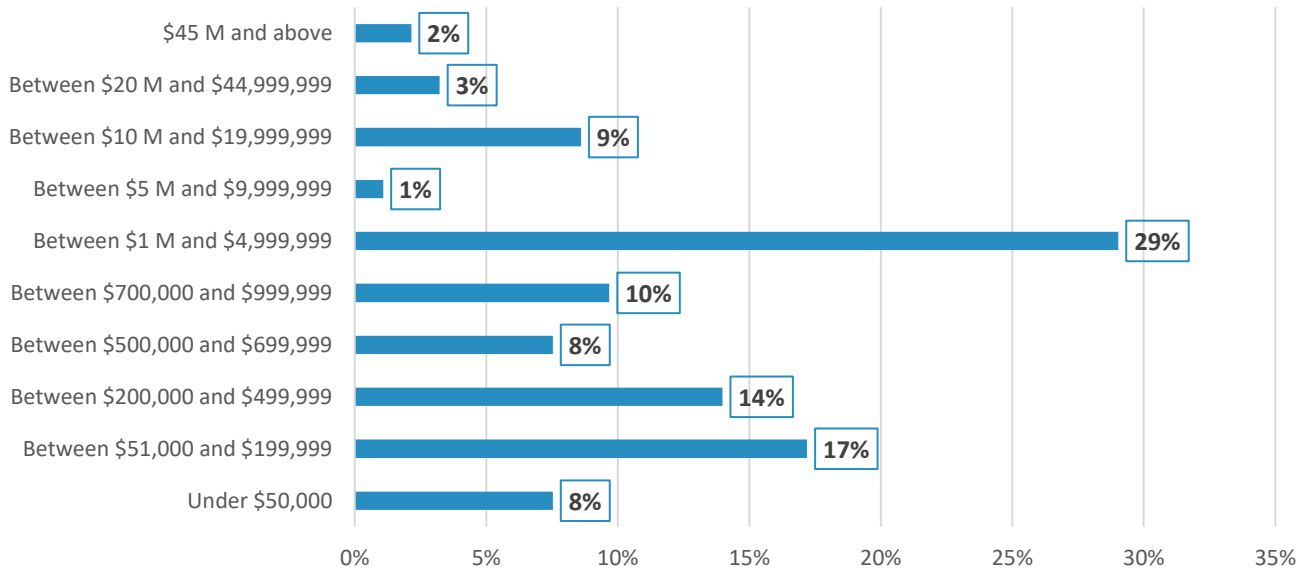
Another 8% (7) report that additional staff reductions are likely if this crisis continues.

NOTES ABOUT THE DATA:

1. Data was collected between March 18 and April 6, 2020.
2. 194 individuals participated; 190 worked for nonprofit organizations. Of these, 93 were from the Lehigh Valley area.
3. The survey was administered by PANO, and pushed out by multiple community partners including United Way of Pennsylvania, PA Council of Children, Youth and Family Services, the United Way of Lehigh Valley, the Community Foundation of the Lehigh Valley and more.
4. Because every nonprofit is different, the results only represent the viewpoint of those who participated.
5. Client Data Notes:
 - a. If a range was reported, the analysis only included the lowest amount in the range.
 - b. All % of staff were excluded as the total number of staff was unknown.
6. Revenue Data Notes:
 - c. If potential dollars lost included a monthly estimate, only included one month of data.
 - d. If a survey participant reported total annual revenue as being at risk, this amount was divided by 12 to get to a monthly amount, which is the amount included in this data. The exception to this is event-related income, as this time-limited.
 - e. **Program fees include:** program fees, fees for services, contracts (not specified as government), and tuition.
 - f. **Grants include:** private foundation, United Way, and unspecified
 - g. One organization reported an additional loss of endowment income.
7. Expense Data Notes:
 - a. If a range was reported, the analysis only included the lowest amount in the range.
 - b. If potential dollars lost included only a weekly or monthly estimate, only included the weekly/monthly data.
 - c. **Supplies include:** cleaning supplies, cost of deep cleaning, personal protective equipment.
 - d. **Program support includes:** Food supplies, sheltering at a hotel
8. Staff Data Notes:
 - a. The intention of this question was to capture the number of lives impacted vs. an exact count, as an early indicator. Thus, the data does not differentiate between full and part-time staff, nor report in FTEs.

ABOUT SURVEY PARTICIPANTS

Participants by Organizational Budget



Participants by County Served

Some nonprofits serve multiple counties, not just those included here.

