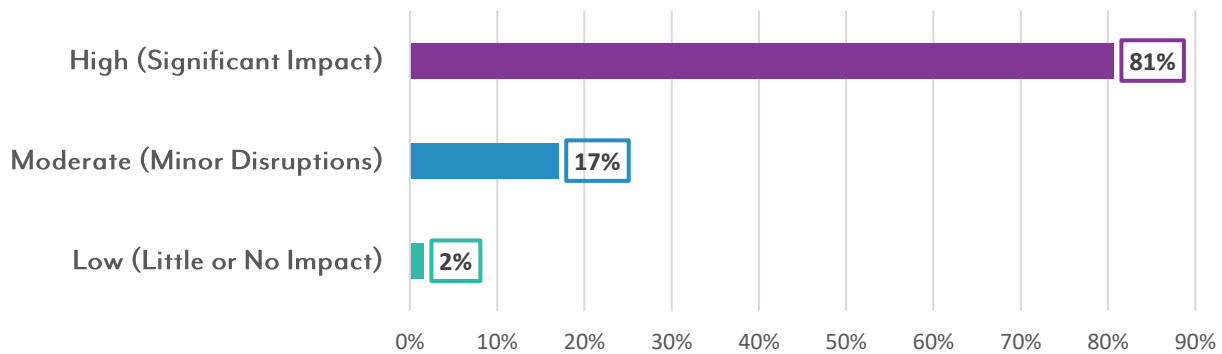


# SNAPSHOT OF COVID-19'S IMPACT ON PENNSYLVANIA NONPROFITS

As told by 190 nonprofits providing services in all 67 counties in Pennsylvania.

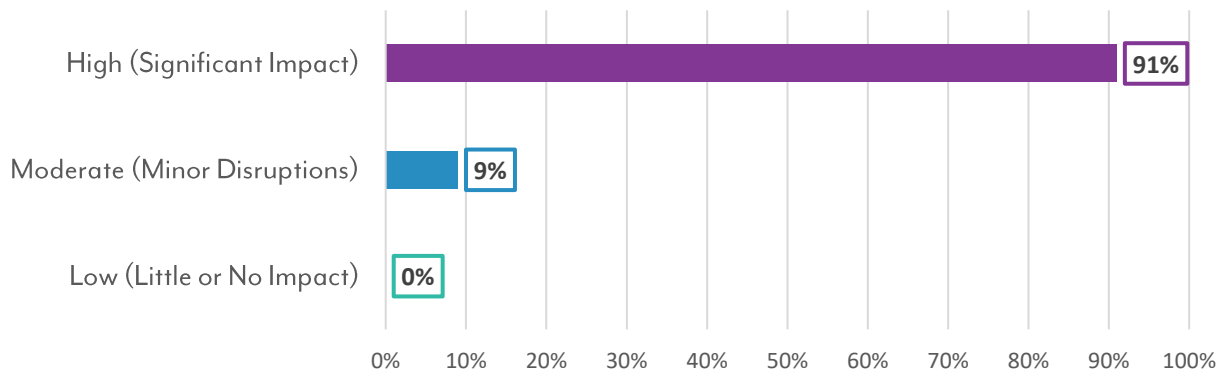
## Current Level of Impact

N = 190



## Anticipated Level of Impact

N = 190



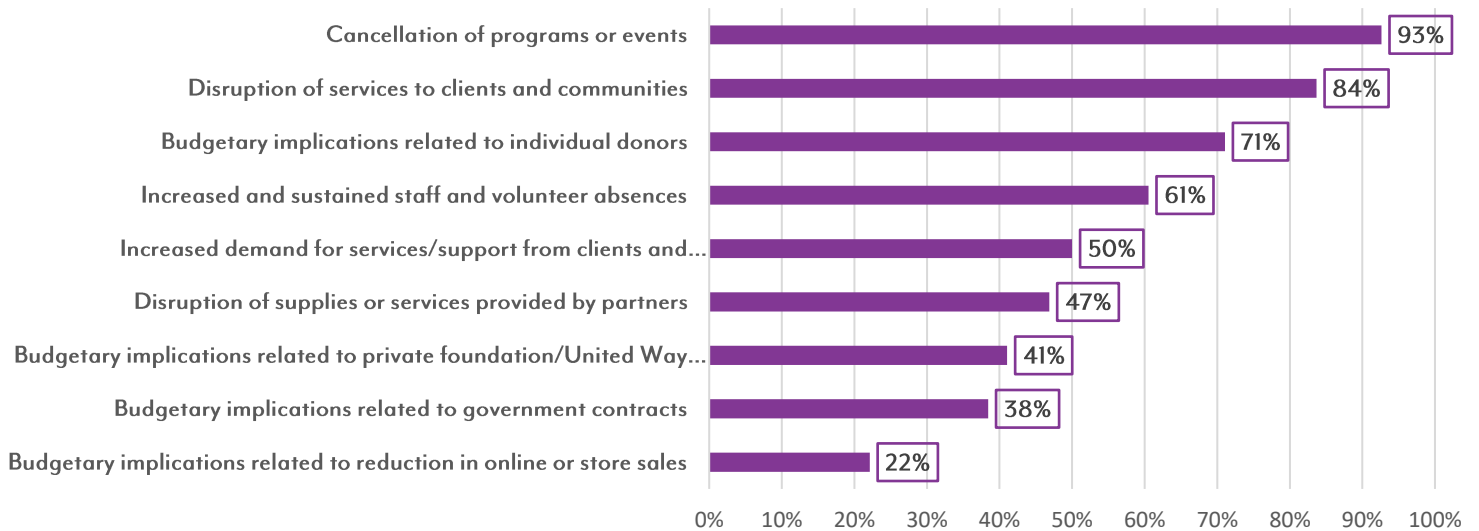
## CLIENT AND COMMUNITY IMPACT

67% (127 of 190) report that 817,860 clients are experiencing a reduction in services.

## Top 5 Ways Pennsylvania Nonprofits Are Experiencing Impact

- **93% (176)** Cancelled Programs or Events
- **84% (159)** Disrupted Services to Clients and Communities
- **71% (135)** Reported Budgetary Implications Related to Individual Donors
- **61% (115)** Reported Increased and Sustained Staff and Volunteer Absences
- **50% (90)** 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
- Membership Fees
- Ticket Sales

## REVENUE IMPACT

**77% (146 of 190)** report a collective **\$41,812,625** in revenue is at risk.

Average = \$286,388

Range = \$100-\$9 M

19% (37) indicate that it is too early to tell

Only 4% (7) do not anticipate an impact on revenue.

Table 1: Anticipated Revenue Loss by Type

REVENUE TYPE	AMOUNT	# ORGS	AVE/ORG
Program Fees*	\$11,679,400	43	\$271,614
Individual Donations	\$3,284,167	41	\$80,102
Fundraising Events	\$2,943,300	30	\$98,110
Government Contracts	\$2,798,667	9	\$310,963
Grants*	\$1,629,750	21	\$77,607
Sales	\$547,600	15	\$36,507
Corporate Sponsorships	\$398,000	10	\$39,800
Membership Dues	\$167,370	4	\$41,843
Ticket Sales/Event Admission	\$156,000	7	\$22,286

\*See notes about the data.

## EXPENSE IMPACT

**45% (85 of 129)** report a collective **\$2,755,523** increase in expenses.

Average = \$32,418

Range = \$300 to \$1 M

24% (45) indicate that it is too early to tell

32% (60) 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

**61% (115 of 190)** report that **9,583** staff are or will be expecting a reduction in pay, including furloughs and lay-offs.

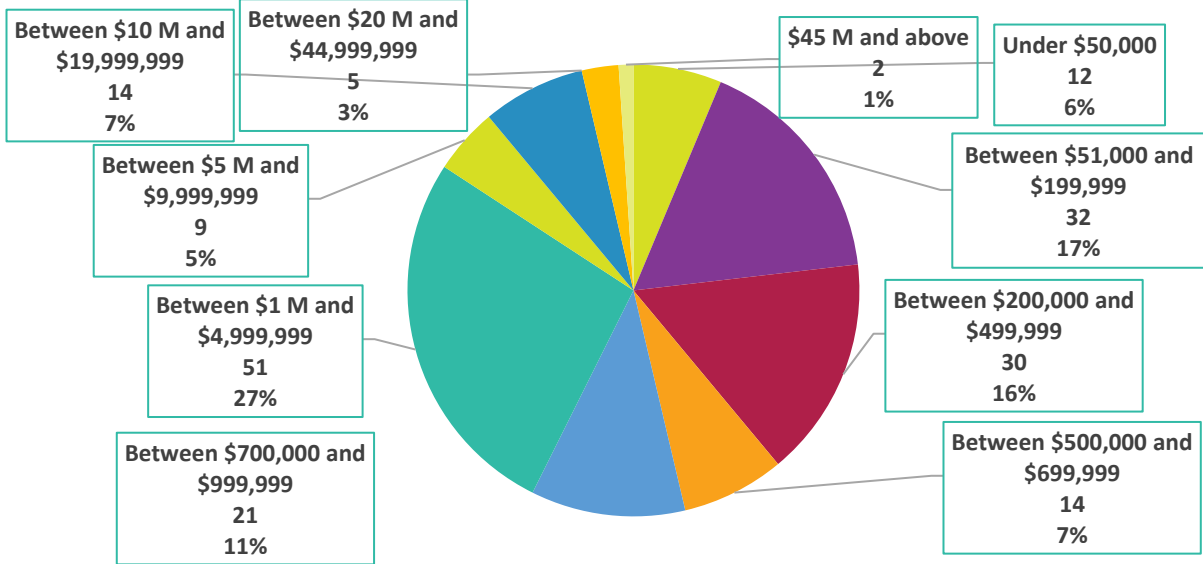
Another 8% (15) report that additional staff reductions are likely if this crisis continues.

### NOTES ABOUT THE DATA:

1. Data was collected between March 18 and April 6, 2020.
2. 194 individuals participated; 190 worked for nonprofit organizations.
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



## Counties Served by Survey Participants

*Some nonprofits serve multiple counties.*

County Name	%	County Name	%	County Name	%	County Name	%
All 67 Counties	10% (19)	Clearfield	4% (7)	Juniata	2% (3)	Philadelphia	14% (27)
Adams	7% (14)	Clinton	3% (5)	Lackawanna	5% (9)	Pike	7% (13)
Allegheny	7% (13)	Columbia	4% (8)	Lancaster	13% (25)	Potter	2% (4)
Armstrong	5% (10)	Crawford	2% (3)	Lawrence	2% (4)	Schuylkill	12% (22)
Beaver	4% (8)	Cumberland	7% (14)	Lebanon	10% (19)	Snyder	4% (7)
Bedford	3% (5)	Dauphin	11% (21)	Lehigh	39% (75)	Somerset	4% (8)
Berks	20% (38)	Delaware	15% (28)	Luzerne	9% (18)	Sullivan	3% (5)
Blair	4% (8)	Elk	3% (5)	Lycoming	6% (11)	Susquehanna	6% (11)
Bradford	3% (6)	Erie	3% (5)	McKean	2% (4)	Tioga	3% (5)
Bucks	16% (30)	Fayette	4% (7)	Mercer	4% (7)	Union	3% (6)
Butler	5% (9)	Forest	2% (4)	Mifflin	3% (6)	Venango	2% (3)
Cambria	4% (8)	Franklin	5% (10)	Monroe	13% (25)	Warren	3% (5)
Cameron	3% (5)	Fulton	2% (4)	Montgomery	15% (29)	Washington	7% (13)
Carbon	17% (32)	Greene	2% (4)	Montour	13% (6)	Wayne	5% (10)
Centre	5% (9)	Huntingdon	4% (7)	Northampton	39% (75)	Westmoreland	7% (14)
Chester	15% (28)	Indiana	5% (9)	Northumberland	5% (10)	Wyoming	3% (5)
Clarion	3% (5)	Jefferson	3% (5)	Perry	4% (7)	York	13% (25)