

Nonprofit Financial Snapshot



Six months into the pandemic and historic job losses, the financial picture for community based organizations keeps changing; canceled galas, Rapid Response grants, Payroll Protection government loans, online programming and new donors interested in supporting basic needs. As part of CNM's continuing effort to track the impact of COVID-19 in real time, we surveyed 120 nonprofits based in LA County during the month of September to find out how different sized organizations are dealing with these dramatic fluctuations. This data helps inform our training and consulting services and our advocacy efforts on behalf of our sector. We hope it informs your navigation and planning during this crisis as well.

Revenues Are Down & Smaller Organizations Have Been Hit Harder



- **75% of organizations report some decrease in revenue.**
- Smallest organizations lost the most, the largest lost the least, and medium organizations were in the middle.

Increases Have Been Seen Across Organization Size



- **42% of large organizations have seen increases** in grant/foundation funding, with the largest organizations seeing the largest increases.
- **25% of all organizations reported an increase** in support from individual donors.

Response Strategies



51% Of small orgs cut overhead costs, vs. 50% of orgs of all sizes.



70% Of medium orgs tapped reserves, vs. 51% of orgs of all sizes.



41% Of large orgs accessed a line of credit, vs. 21% of orgs of all sizes.



12% of organizations see closing their doors as a possibility.

1 in 6 small organizations say they might have to close vs. 1 in 10 for medium organizations.

The Challenges Also Present Opportunities



Organization Size by Annual Budget — Small = Under \$1M. Medium = \$1M-\$5M. Large = \$5M+