Nonprofit Needs Survey

As we work through this crisis, we have gathered feedback from nonprofits in our communities to understand their critical needs and challenges. We continually share this data with funders and community partners to inform how to help our sector. We want to offer a powerful, collective voice for stabilizing the sector because strong nonprofits mean strong communities.

Organizational Vitality

Nonprofits are experiencing destabilization due to the COVID-19 crisis.

- 69% have and/or anticipate reduced philanthropic donations
- 68% have and/or anticipate reduced earned revenue
- 67% have and/or anticipate long-term financial instability
- 25% have laid-off and/or anticipate laying off staff

"We’ve] shuttered the building, cancelled or postponed all revenue-generating programs through May (and possibly the Summer), and are having cash flow issues."

Nonprofits have limited operating reserves to protect against destabilization.

- 75% have an operating reserve
- 51% of nonprofits said they would first apply emergency relief funds to payroll-related expenses.
- 30% would cover general operating expenses.

73% of organizations are based in Charlottesville/Albemarle and surrounding counties. 27% are based throughout VA.

For more information contact: staff@thecne.org
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Key Findings

Nonprofits are stressed by business interruption and increased client demand.

Major Disruption Areas

- fewer services available
- challenges adapting
- fewer clients
- funding
- extra work
- staff health/availability
- had to shut down
- fundraising
- increased demand for services
- worried about partnerships
- fewer volunteers
- worried about data
- sustainability
- had to shut down

62% have and/or anticipate staff and/or volunteers with limited or no availability due to child or dependent care.

“Financial and supply donations are severely down; we’re struggling to keep up with demand for services.”

Nonprofits need comprehensive business and financial support.

What Nonprofits Need the Most

- 37% need short-term financial support/funding
- 16% need guidance on where to apply for funding

Other responses related to COVID-19 support included:
- How to articulate value
- Grant writing
- HR
- IT
- Fundraising
- Marketing
- Governance
- Strategic planning

Full Survey Results

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