

# Nonprofit Needs Survey

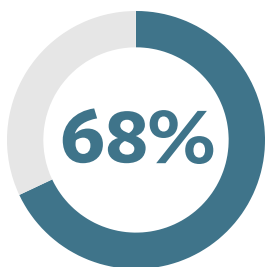
As we work through **this crisis**, we have gathered feedback from nonprofits in our communities to understand their **critical needs and challenges**. We continually share this data with **funders and community partners** to inform how to help our sector. We want to offer a **powerful, collective voice**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

## Organizational Vitality

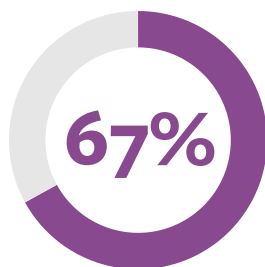
**Nonprofits are experiencing destabilization due to the COVID-19 crisis.**



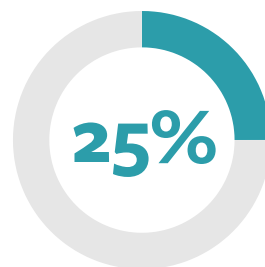
Have and/or anticipate reduced philanthropic donations



Have and/or anticipate reduced earned revenue



Have and/or anticipate long-term financial instability



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."*



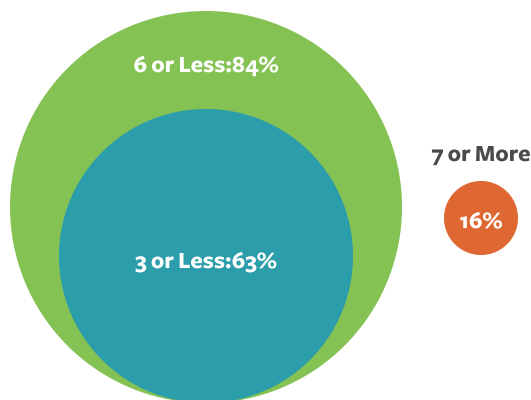
73% of organizations are based in **Charlottesville/Albemarle** and **surrounding counties**. 27% are based **throughout VA**.

**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**.



## Months of Operating Reserve

# Nonprofit Needs Survey

## Key Findings

**Nonprofits are stressed by business interruption and increased client demand.**

### Major Disruption Areas



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**