



28 W. Market Street, Lincoln Biography Building
West Chester, PA 19382
610.696.8211 www.chescocf.org

NONPROFITS in CHESCO: COVID RECOVERY

Survey results

E-mailed 6.22.20 to 300 active npos throughout ChesCo

As of 6.26.20, 72 npo responses

Online survey remains open for additional responses

Valid sample size & stratification

Questions & comments should be directed to:

Karen Simmons, President/CEO &

Beth Harper Briglia, Executive Vice President

karen@chescocf.org beth@chescocf.org

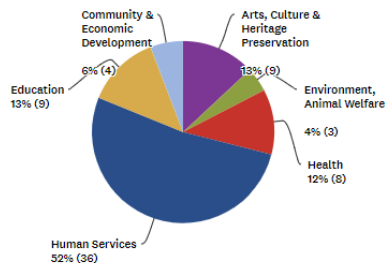
Summary Dashboard Online at: <https://www.surveymonkey.com/stories/SM-JYKJPLWD/>

SURVEY RESPONSES:

- All types of nonprofit causes & fields of interest
 - 60% with operating budgets <\$1M; 90% with operating budgets <#5M
- 67% employ less than 10 FTE; typically engage substantial # of volunteers, mostly unable to provide hands on help during COVID

What FIELD OF INTEREST does your nonprofit serve?

Answered: 69 Skipped: 3

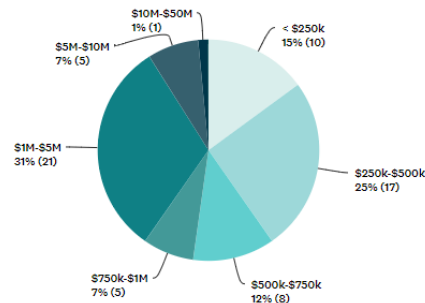


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What is your nonprofit's ANNUAL OPERATING BUDGET size?

Answered: 67 Skipped: 5

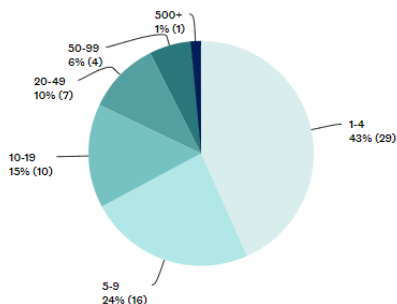


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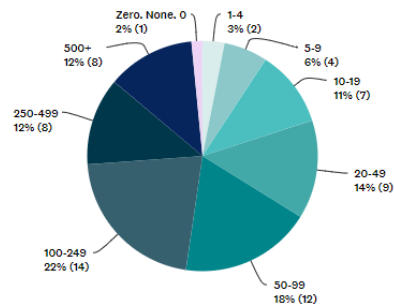
How many FTE EMPLOYEES does your nonprofit employ?

Answered: 67 Skipped: 5



How many VOLUNTEERS does your nonprofit typically engage annual...

Answered: 65 Skipped: 7



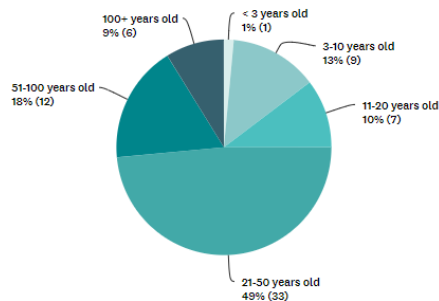
MATURE, EXPERIENCED NONPROFITS & STAFF, throughout Chester County

76% of nonprofits >21 yrs old; 86% >11 years old

70% of staff & board respondents have been devoted to nonprofit field for over a decade; 35% over two decades

How OLD is your nonprofit?

Answered: 68 Skipped: 4

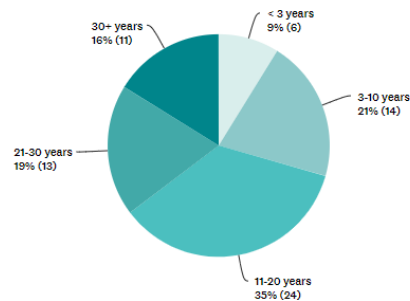


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How long have YOU worked or volunteered in the nonprofit sector?

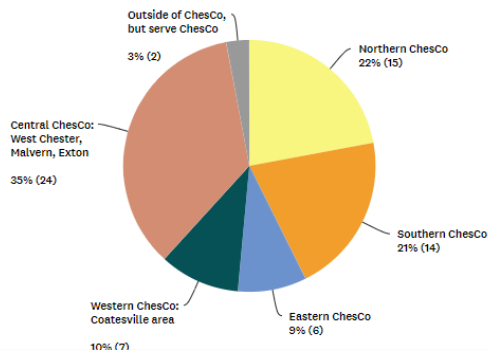
Answered: 68 Skipped: 4



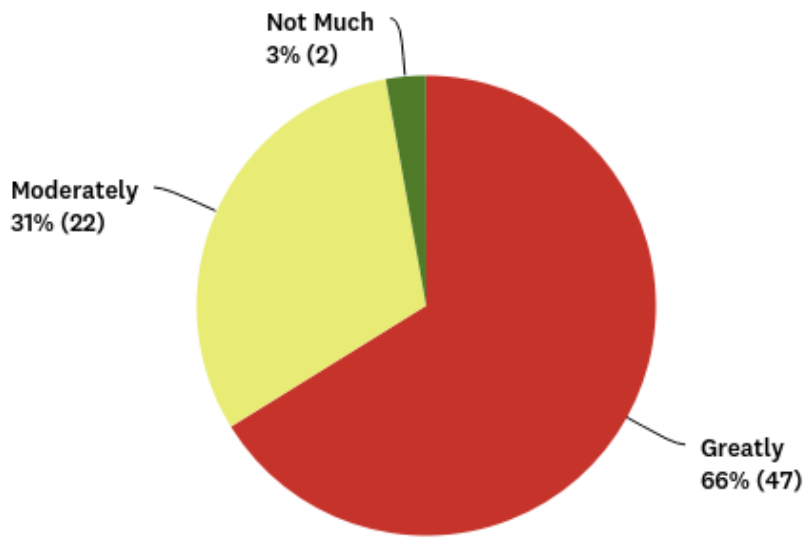
NONPROFITS in CHESCO: COVID RECOVERY

In what part of Chester County is your MAIN OFFICE located?

Answered: 68 Skipped: 4

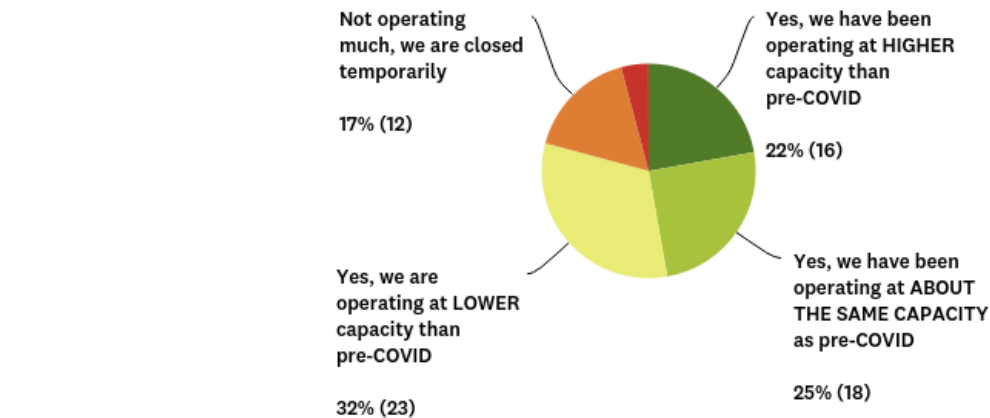


Q1: How significantly has the COVID pandemic impacted your nonprofit?



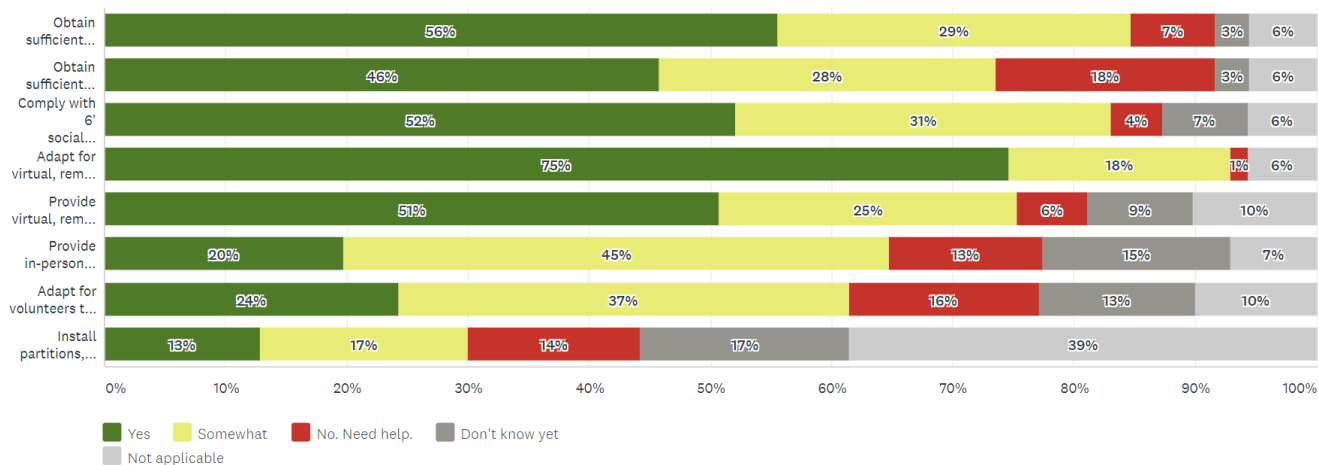
ANSWER CHOICES	RESPONSES
Greatly	66%
Moderately	31%
Not Much	3%

Q2: How is your nonprofit operating since COVID restrictions began in March 2020?



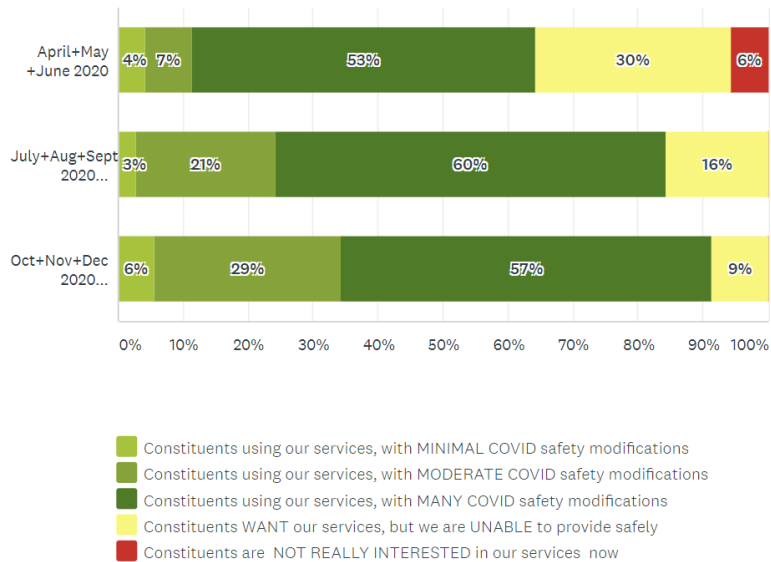
ANSWER CHOICES	RESPONSES
Yes, we have been operating at HIGHER capacity than pre-COVID	22%
Yes, we have been operating at ABOUT THE SAME CAPACITY as pre-COVID	25%
Yes, we are operating at LOWER capacity than pre-COVID	32%
Not operating much, we are closed temporarily	17%
Not operating much, we are considering re-organizing options	4%
Not operating at all, we are closing permanently	0%

Q3: As your nonprofit returns to "BUSINESS AS USUAL," are you able to follow COVID safety procedures for employees, constituents and volunteers:



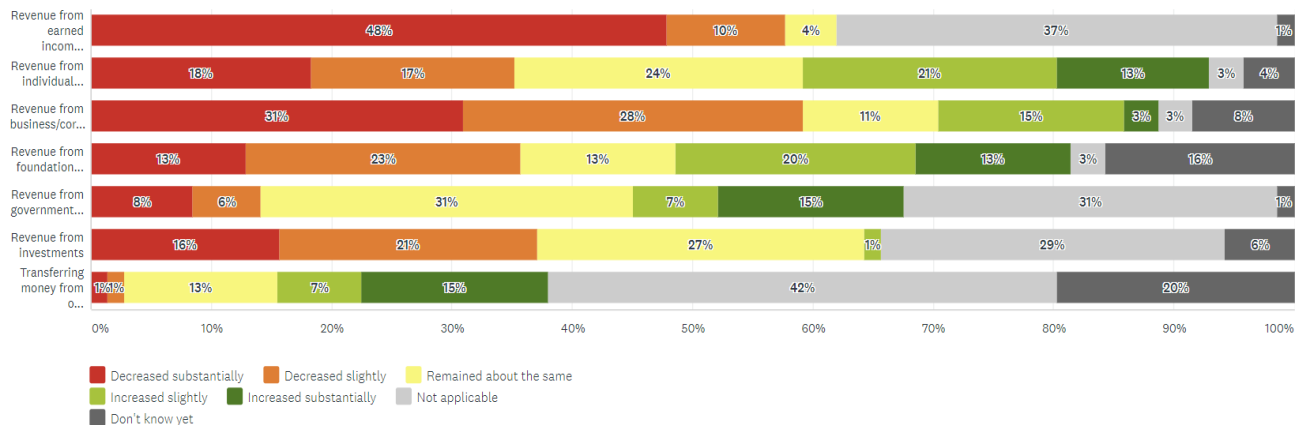
	YES	SOME-WHAT	NO. NEED HELP.	DON'T KNOW YET	N/A
Obtain sufficient quantity of masks & gloves	56%	29%	7%	3%	6%
Obtain sufficient quantity of sanitizer, disinfectant spray & wipes, cleaning supplies	46%	28%	18%	3%	6%
Comply with 6' social distancing guidelines	52%	31%	4%	7%	6%
Adapt for virtual, remote employee administrative work	75%	18%	1%	0%	6%
Provide virtual, remote programs & services to constituents	51%	25%	6%	9%	10%
Provide in-person programs & services to constituents	20%	45%	13%	15%	7%
Adapt for volunteers to safely help	24%	37%	16%	13%	10%
Install partitions, plexiglass barriers or other dividers to separate people as needed	13%	17%	14%	17%	39%

Q4: What impact does COVID have on your nonprofit's PROGRAM & SERVICE OFFERINGS?



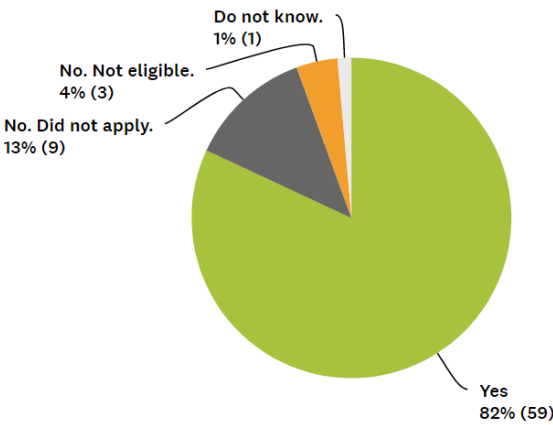
	CONSTITUENTS USING OUR SERVICES, WITH MINIMAL COVID SAFETY MODIFICATIONS	CONSTITUENTS USING OUR SERVICES, WITH MODERATE COVID SAFETY MODIFICATIONS	CONSTITUENTS USING OUR SERVICES, WITH MANY COVID SAFETY MODIFICATIONS	CONSTITUENTS WANT OUR SERVICES, BUT WE ARE UNABLE TO PROVIDE SAFELY	CONSTITUENTS ARE NOT REALLY INTERESTED IN OUR SERVICES NOW
April+May +June 2020	4%	7%	53%	30%	6%
July+Aug+Sept 2020 Anticipated	3%	21%	60%	16%	0%
Oct+Nov+Dec 2020 Anticipated	6%	29%	57%	9%	0%

Q5: How has your nonprofit INCOME been impacted by COVID, thus far?



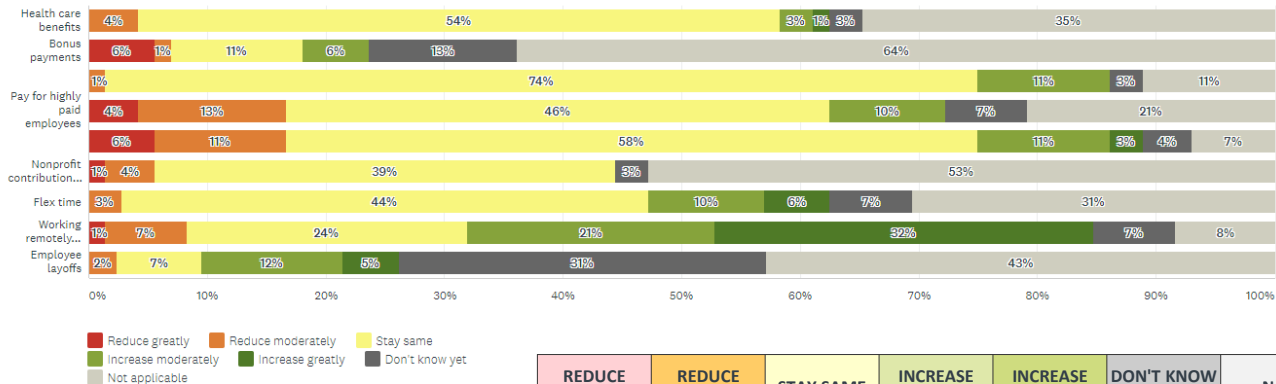
	DECREASED A LOT	DECREASED SLIGHTLY	REMAINED SAME	INCREASED SLIGHTLY	INCREASED A LOT	N/A	DON'T KNOW YET
Revenue from earned income (sales, fees)	48%	10%	4%	0%	0%	37%	1%
Revenue from individual donations	18%	17%	24%	21%	13%	3%	4%
Revenue from business/corporate donations	31%	28%	11%	15%	3%	3%	8%
Revenue from foundation grants	13%	23%	13%	20%	13%	3%	16%
Revenue from government sources (excluding PPP loan)	8%	6%	31%	7%	15%	31%	1%
Revenue from investments	16%	21%	27%	1%	0%	29%	6%
Transferring money from our financial reserves to operate	1%	1%	13%	7%	15%	42%	20%

Q6: Did your nonprofit obtain Paycheck Protection Program (PPP) funding?



ANSWER CHOICES	RESPONSES
Yes	82%
Maybe. Applied but waiting for a response.	0%
No. Applied but was denied.	0%
No. Did not apply.	13%
No. Not eligible.	4%
Do not know.	1%

Q7: What do you anticipate re: your nonprofit's EMPLOYEE compensation &/or benefits over the coming 12 months?

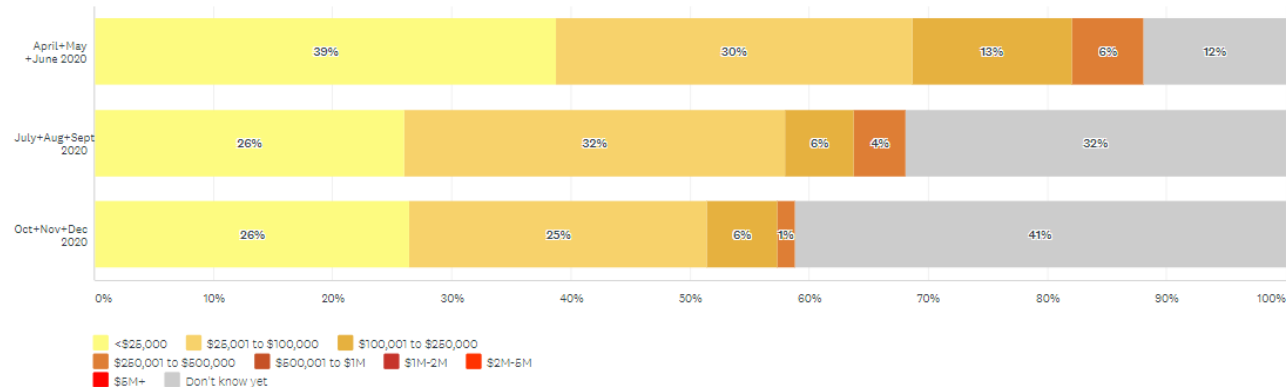


	REDUCE GREATLY	REDUCE MODERATELY	STAY SAME	INCREASE MODERATELY	INCREASE GREATLY	DON'T KNOW YET	N/A
Health care benefits	0%	4%	54%	3%	1%	3%	35%
Bonus payments	6%	1%	11%	6%	0%	13%	64%
Vacation or personal leave time	0%	1%	74%	11%	0%	3%	11%
Pay for highly paid employees	4%	13%	46%	10%	0%	7%	21%
Pay for most all employees	6%	11%	58%	11%	3%	4%	7%
NPO contribution to retirement benefit plan	1%	4%	39%	0%	0%	3%	53%
Flex time	0%	3%	44%	10%	6%	7%	31%
Working remotely off-site	1%	7%	24%	21%	32%	7%	8%
Employee layoffs	0%	2%	7%	12%	5%	31%	43%

Q8: Estimate the TOTAL NEGATIVE FINANCIAL IMPACT of the overall COVID pandemic on your nonprofit each quarter, based on current projections.

Estimate the TOTAL NEGATIVE FINANCIAL IMPACT of the overall COVID pandemic on your nonprofit each quarter, based on your current projections.

Answered: 69 Skipped: 3

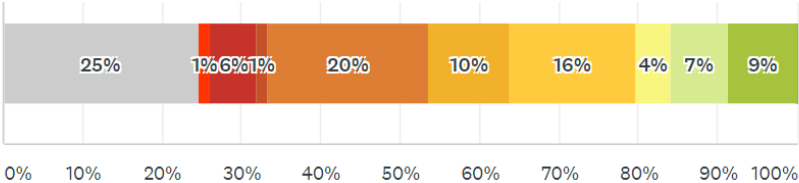


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	<\$25,000	\$25,001 TO \$100,000	\$100,001 TO \$250,000	\$250,001 TO \$500,000	DON'T KNOW YET	# NPOS	WEIGHTED AVERAGE	QUARTERLY SUBTOTALS
April+May +June 2020	39%	30%	13%	6%	12%	67	x 74,253.73	-\$5.0M
July+Aug+Sept 2020	26%	32%	6%	4%	32%	69	x 52,898.55	-\$3.7M
Oct+Nov+Dec 2020	26%	25%	6%	1%	41%	68	x 38,051.47	-\$2.6M

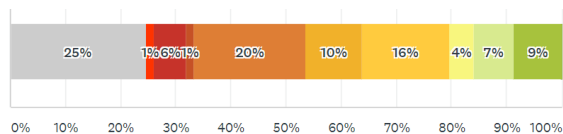
Q9: Looking ahead, what OPERATING BUDGET SURPLUS OR DEFICIT is your nonprofit anticipating will be ACCUMULATED by the end of the upcoming 12 MONTHS ?



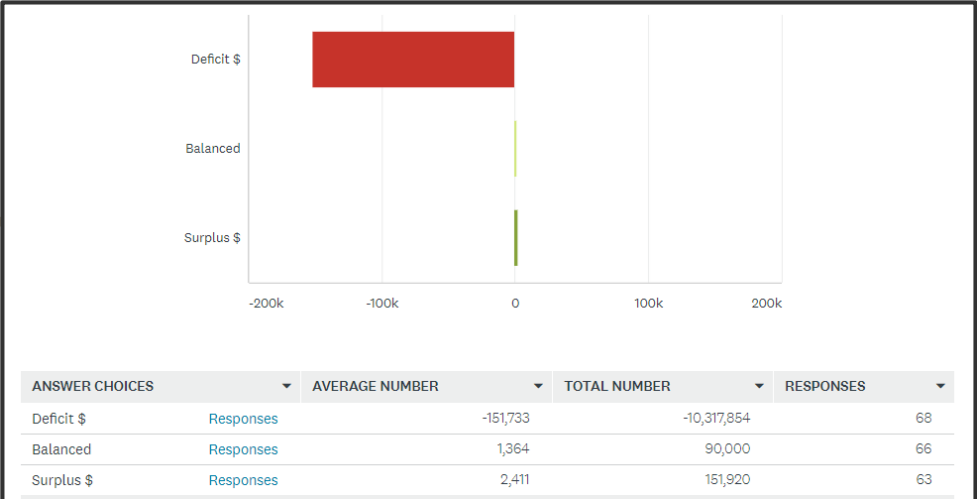
- Don't know yet
- \$1,000,000+ annual operating deficit
- \$500,000 to -\$999,999 annual operating deficit
- \$250,000 to -\$499,999 annual operating deficit
- \$100,000 to -\$249,999 annual operating deficit
- \$50,000 to -\$99,999 annual operating deficit
- \$25,000 to -\$49,999 annual operating deficit
- \$10,000 to -\$24,999 annual operating deficit
- Minimal operating deficit; less than \$10,000
- Balanced operating budget. \$0 deficit. \$0 surplus.
- \$1-\$100,000 annual operating surplus
- \$100,000-\$250,000 annual operating surplus
- \$250,000+ annual operating surplus
- Other (please specify)

Don't know yet	25%
-\$1,000,000+ annual operating deficit	1%
-\$500,000 to -\$999,999 annual operating deficit	6%
-\$250,000 to -\$499,999 annual operating deficit	1%
-\$100,000 to -\$249,999 annual operating deficit	20%
-\$50,000 to -\$99,999 annual operating deficit	10%
-\$25,000 to -\$49,999 annual operating deficit	16%
-\$10,000 to -\$24,999 annual operating deficit	4%
Minimal operating deficit; less than \$10,000	0%
Balanced operating budget. \$0 deficit. \$0 surplus.	7%
\$1-\$100,000 annual operating surplus	9%

Q10: Type in your answer to the last question here, to help us VALIDATE your response. What is the \$ level of your nonprofit's OPERATING BUDGET DEFICIT or SURPLUS you anticipate will be ACCUMULATED by the end of the upcoming 12 MONTHS.



- Don't know yet
- \$1,000,000+ annual operating deficit
- \$500,000 to -\$999,999 annual operating deficit
- \$250,000 to -\$499,999 annual operating deficit
- \$100,000 to -\$249,999 annual operating deficit
- \$50,000 to -\$99,999 annual operating deficit
- \$25,000 to -\$49,999 annual operating deficit
- \$10,000 to -\$24,999 annual operating deficit
- Minimal operating deficit; less than \$10,000
- Balanced operating budget. \$0 deficit. \$0 surplus.
- \$1-\$100,000 annual operating surplus
- \$100,000-\$250,000 annual operating surplus
- \$250,000+ annual operating surplus
- Other (p



Average projected deficit is \$150K. Total combined deficits = \$11.4M
When largest 3 outliers are removed from sample,
Average projected deficit is \$104K. Total combined deficits = \$5.5M



CHESTER COUNTY community FOUNDATION

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Additionally, the Community Foundation
has received proposals from 170+
Chester County nonprofits, seeking
COVID relief & reopening resources.

<https://chescocf.org/covid-19-grant-resources-and-applications>

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COVID-19 CHESTER COUNTY NONPROFIT REQUEST LETTERS/PROPOSALS: FUNDING SOUGHT

COVID-19 Proposals : As of 6.12.2020

Nonprofit	Town	Field	Population Served	COVID Level	Date	\$	Proposal Summary	% of Budget	Budget
A Haven - http://www.ahaven.org	Exton	Human Svcs	CheCo children (3-18 yrs) and families, providing grief support	2 & 3	03.23.2020	\$5,000	sustain children & family grief center programs		\$108,000
A Child's Light - www.thechildlightproject.org	Malvern	Human Svcs	child victims of sexual assault and domestic violence in ChesCo	3	06.15.2020	\$5,000	underwriting therapy sessions for five child victims (12 sessions @ \$900 per child)	6%	\$79,000
ACT in Faith - www.actinfaith.org	West Chester	Human Svcs	un- and under-employed in ChesCo	3	03.31.2020	\$5,000	food and supplies for families, prepare families for post-COVID pending eviction issues	3%	\$61,100
Agape African Senior Center - www.agapeseniorchphiladelphia.org	Phila	Human Svcs	low income, at risk Seniors, especially non-english proficient elderly african immigrants & refugees	3	04.19.2020	\$5,000	Stipends, pay phone/communication bills, food gift cards, sanitary items for senior-aged clients	No 990	No 9
ALS Assoc Gr Phila - www.alsphiladelphia.org	Ambler	Human Svcs	people and families w/ ALS in Greater Phila	3	03.31.2020	\$5,000	in-home care program for ALS families in ChesCo	0.1%	\$5,736
Alianzas de Pidenaville - www.alianzasdepidenaville.org	Provinc	Human Svcs	diverse immigrant communities in ChesCo	3	04.22.2020	\$5,000	Critical Response for clients: rent assistance	6.7%	\$74,000
Ann's Heart - http://www.annsheart.org	Provinc	Human Svcs	serves homeless men, women, and families in Provincilla, ChesCo, and parts of MontCo	3	04.01.2020	\$5,000	operational expenses and staff salaries for HEART and Code Blue Center	3.50%	\$144,000
Arc Alliance - thealliance.org	Edgevill	Human Svcs	people & families w/ developmental disabilities in all ChesCo	3	04.13.2020	\$5,000	revenue loss and prevent critical service loss for clients and job loss for staff	0.32%	\$1,562
Arc of CC - arccofchestercounty.org	West Chester	Human Svcs	individuals w/ disabilities & families in all ChesCo	3	04.08.2020	\$5,000	pay staff to remotely provide critical services for individuals with disabilities	0.03%	\$15,730
Association for the Colonial Theatre - www.theatricaltheatre.com	Provinc	Arts & Culture	mobile patrons from ChesCo, MontCo, DelCo, Gr Phila residents	3	04.13.2020	\$5,000	utilities, staff salaries and benefits, insurance, donation and membership databases and facility equipment maintenance	0.2%	\$2,095
Alpen Public Library - www.AlpenPublicLibrary.org	Alpen	Edu, Human Svcs	residents of Alpen Borough and West Fallowfield and West Sadsbury Townships	3	04.27.2020	\$5,000	offset lost revenue	6.10%	\$82,000
Avon Grove Library - www.avongrovelibrary.org	West Grove	Edu, Human Svcs	residents of southern-central Chester County, including Avondale & West Grove Boroughs and Franklin, London Britan, London Grover, Londonderry, and West Newton Townships	3	06.12.2020	\$5,225	increased costs of sanitization, replacing bathroom toilets & sinks for ADA accessibility and to comply with safety standards, extra hand sanitizer, etc.	1.22%	\$429,000

Survey Findings Questions & comments should be directed to:
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