



**THE ECONOMIC IMPACT OF
FREDERICK COUNTY
NONPROFIT ORGANIZATIONS**

Main Research Question:

WHAT IS THE ECONOMIC IMPACT
OF FREDERICK COUNTY
NONPROFITS?

Why is this important?

Rumors in the community that there are too many nonprofits.

Nonprofits sometimes viewed as “takers” and not “generators.”

Lack of reliable economic indicators to gauge economic impact of nonprofits.

No baseline data could be found, so we wanted to establish it.

This initial effort should help pave the way for future studies.



PRIMARY TEAM MEMBERS

BETSY DAY: THE COMMUNITY FOUNDATION OF
FREDERICK COUNTY

TIM WOLFE: MOUNT ST. MARY'S UNIVERSITY

MICHAEL PLANZ: COMMUNITY LIVING, INC.

MARY ELLEN MITCHELL

JILLIAN DESHAZER

BACKGROUND

Compiled a research team

Reviewed other communities and similar studies and surveys

Identified a survey instrument used by Maryland nonprofits (“Nonprofits by the Numbers”) and adapted it for our purposes: <http://bit.ly/2LoaoRS>

Identified relevant nonprofits to survey

IMPORTANT POINTS:

Wanted survey to be relatively easy and straight-forward to complete.

Many questions directly referenced IRS Form 990.

Gathering of a comprehensive list of appropriate nonprofits was challenging (e.g., duplicates, defunct, DBA, no budget)

Created and worked with the best list or sampling frame that was available.

Only 501c3s included in final survey. N = 387

DECISIONS:

Web survey using SurveyMonkey

Aimed for high response rate using best practices; ended up with a response rate of 19.4%.

Developed a multi-wave design to solicit quality responses.

Email invitations sent to identified nonprofits in October, 2017.

Reminder emails sent every few weeks (data collection took longer than anticipated).

Personal outreach used to increase number of responses.

Reached a good stopping point in spring when we had more than 50 completed surveys on most questions.

SURVEY CREATED JUNE 19, 2017

74 Total Responses

> 50 completed and useful responses for every survey question

Q5: Is your organization currently designated as a 501(c)(3)?

Answered: 74 Skipped: 1

ANSWER CHOICES	RESPONSES	
Yes, my organization is classified as a 501(c)(3)	100.00%	74
No, my organization is not classified as a 501(c)(3)	0.00%	0
TOTAL		74

Q6: Please indicate which option best describes the focus of your organization's mission. **(Select one)**

ANSWERED: 62 **SKIPPED: 13**

ANSWER CHOICES	RESPONSES	
Arts, culture, and humanities	12.90%	8
Education, research	16.13%	10
Environment, animals	3.23%	2
Health	6.45%	4
Human services	30.65%	19
International	0.00%	0
Public-societal benefit	8.06%	5
Religion, faith, and churches	3.23%	2
Other (please specify)	19.35%	12
TOTAL		62

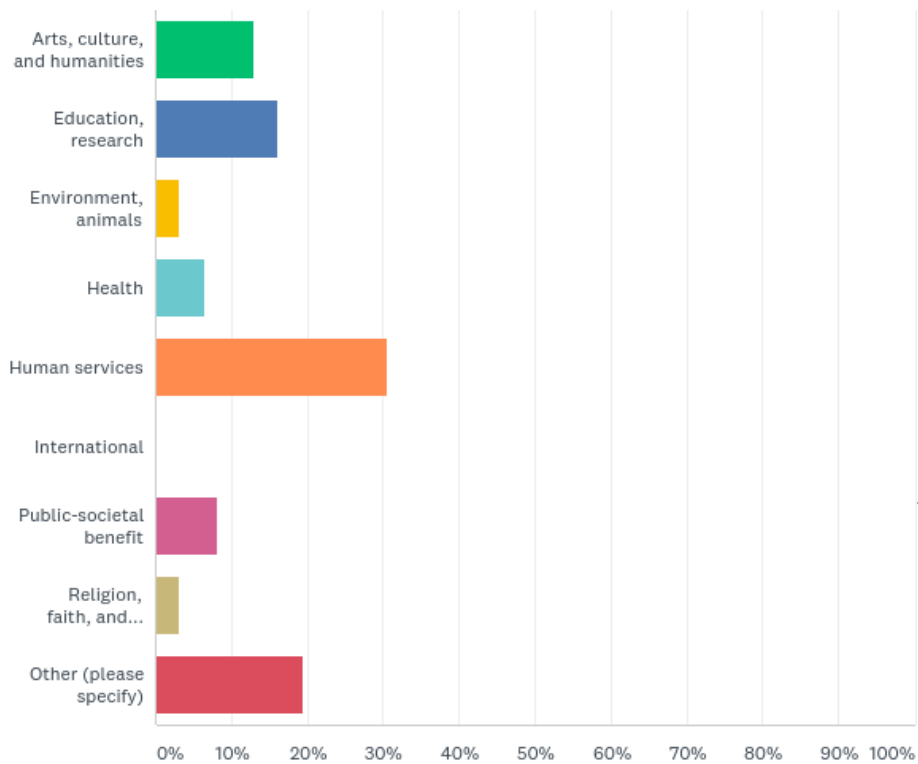
OTHER:

- Historic preservation based on economic development
- Maintenance and improvement of Baker Park
- Scholarships and block grants
- Assist individuals with obtaining low-cost transportation and vehicle repairs
- Legal Aid
- Residential treatment for adults with mental illness
- Downtown revitalization
- Music and education
- Disability services
- Land trust and historic preservation with an emphasis on South Mountain Battlefield
- Give grants to all the above and scholarships to students
- Healthy living, youth development and social responsibility

Q6: ORGANIZATION'S MISSION? *(Select one)*

ANSWERED: 62

SKIPPED: 13



Question 7 captured end date for IRS Form 990

Q8: What is the approximate size of your annual budget?

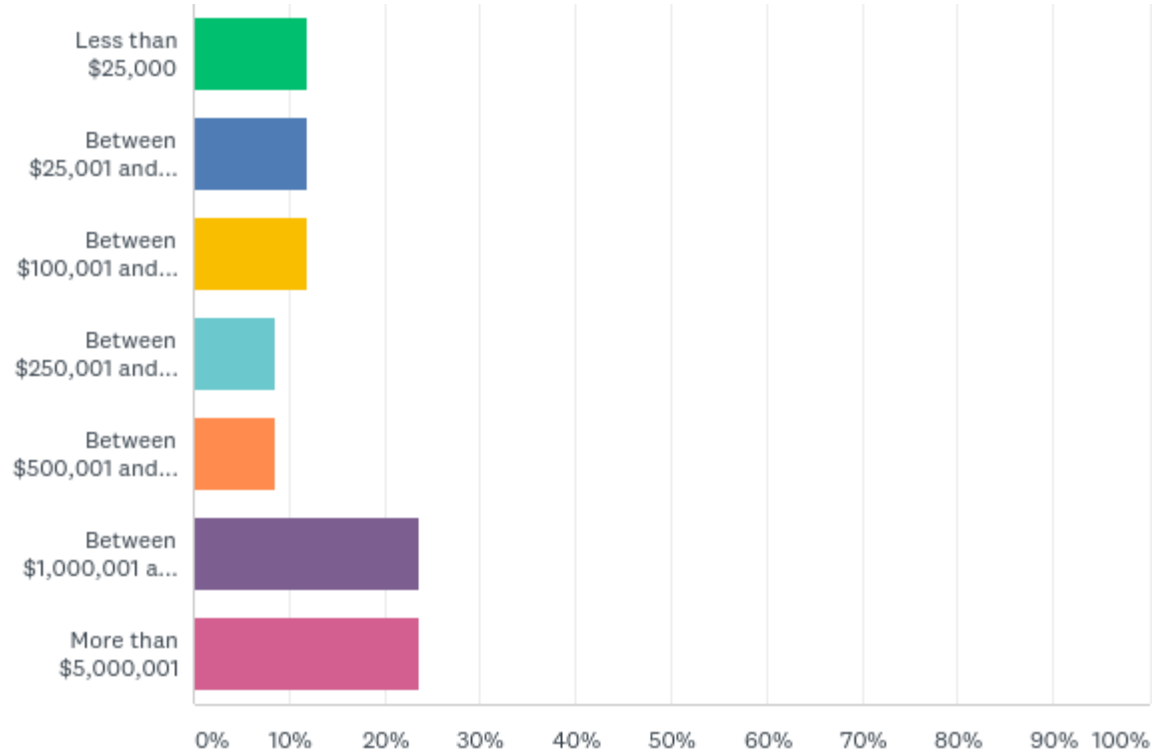
ANSWERED: 59 SKIPPED: 16

ANSWER CHOICES	RESPONSES	
Less than \$25,000	11.86%	7
Between \$25,001 and \$100,000	11.86%	7
Between \$100,001 and \$250,000	11.86%	7
Between \$250,001 and \$500,000	8.47%	5
Between \$500,001 and \$1,000,000	8.47%	5
Between \$1,000,001 and \$5,000,000	23.73%	14
More than \$5,000,001	23.73%	14
TOTAL		59

Q8: What is the approximate size of your annual budget?

ANSWERED: 59

SKIPPED: 16



Q9: What was the total amount raised through private philanthropy, community fundraising and grants, excluding grants from governmental sources? **(See IRS Form 990, Part VIII, line 1H minus Line 1E)**

ANSWERED: 57 SKIPPED: 18

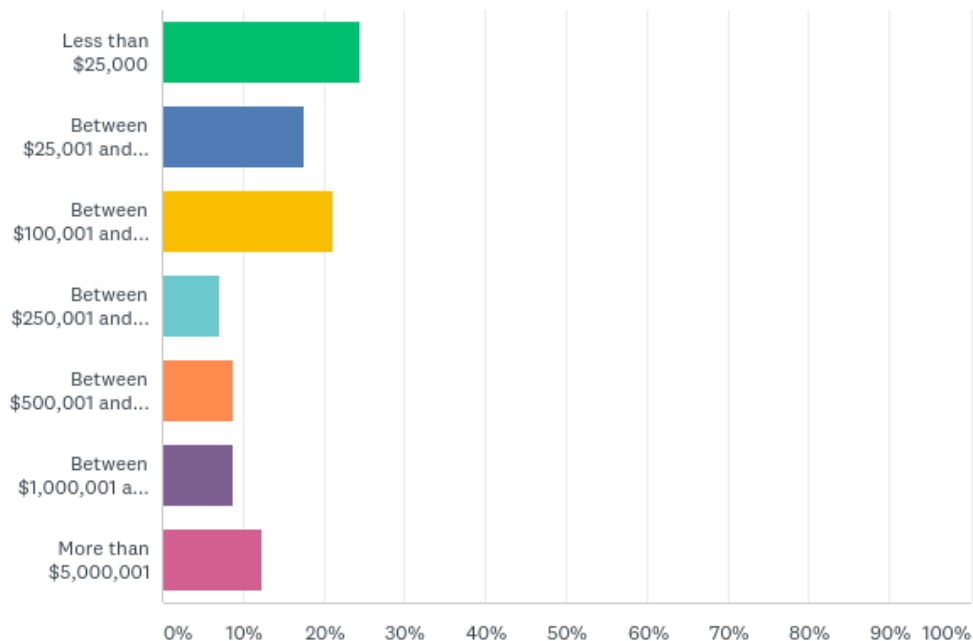
ANSWER CHOICES	RESPONSES	
Less than \$25,000	24.56%	14
Between \$25,001 and \$100,000	17.54%	10
Between \$100,001 and \$250,000	21.05%	12
Between \$250,001 and \$500,000	7.02%	4
Between \$500,001 and \$1,000,000	8.77%	5
Between \$1,000,001 and \$5,000,000	8.77%	5
More than \$5,000,001	12.28%	7
TOTAL		57

Q9:

ANSWERED: 57

SKIPPED: 18

What was the total amount raised through private philanthropy, community fundraising and grants, excluding grants from governmental sources? **(See IRS Form 990, Part VIII, line 1H minus line 1E)**



Q10: What was the total revenue obtained from governmental sources? *(See IRS Form 990, Part VIII, Line 1E)*

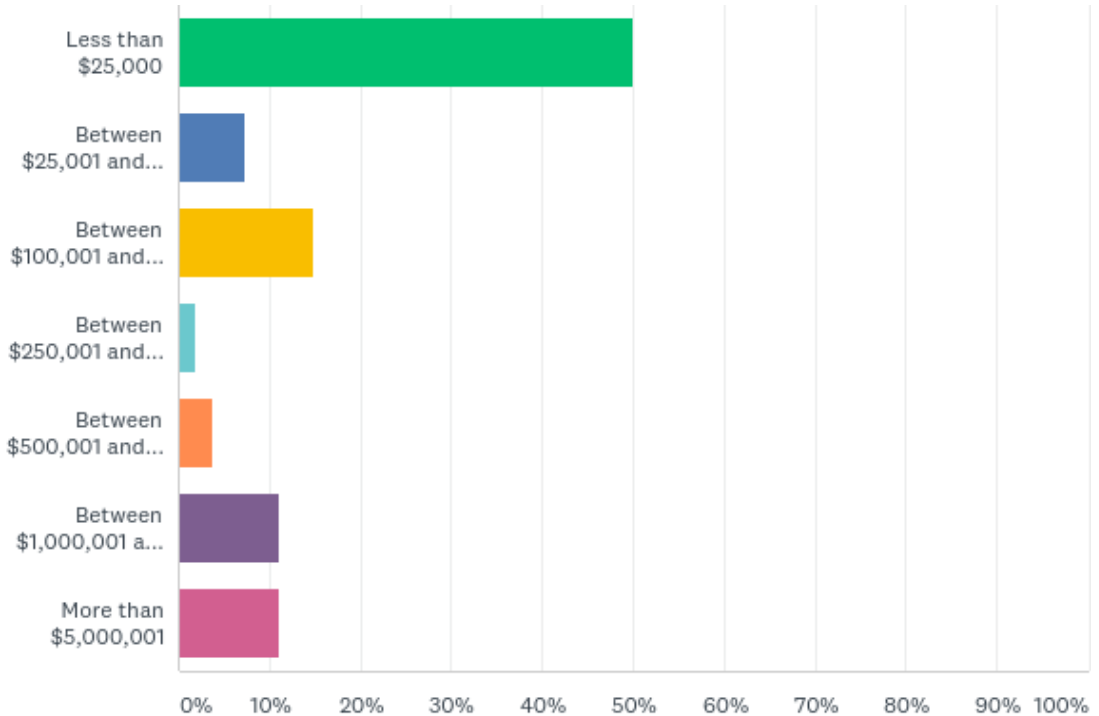
ANSWERED: 54 SKIPPED: 21

ANSWER CHOICES	RESPONSES	
Less than \$25,000	50.00%	27
Between \$25,001 and \$100,000	7.41%	4
Between \$100,001 and \$250,000	14.81%	8
Between \$250,001 and \$500,000	1.85%	1
Between \$500,001 and \$1,000,000	3.70%	2
Between \$1,000,001 and \$5,000,000	11.11%	6
More than \$5,000,001	11.11%	6
TOTAL		54

Q10: What was the total revenue obtained from governmental sources? *(See IRS Form 990, Part VIII, Line 1E)*

ANSWERED: 54

SKIPPED: 21



Q11: Which of the following are sources of funding for your organization? **(Select all that apply and see IRS Form 990, Part VIII, contains partial information)**

ANSWERED: 59 **SKIPPED: 16**

ANSWER CHOICES	RESPONSES	
Fee for service	40.68%	24
Federal grants	27.12%	16
State grants	44.07%	26
County or city grants	45.76%	27
Foundations	66.10%	39
Endowment	30.51%	18
Community fundraising	79.66%	47
Sales	32.20%	19
Unrelated business income (e.g., income from items not related to the organization's mission)	10.17%	6
Memberships	20.34%	12
Other (please specify)	22.03%	13
Total Respondents: 59		

OTHER:

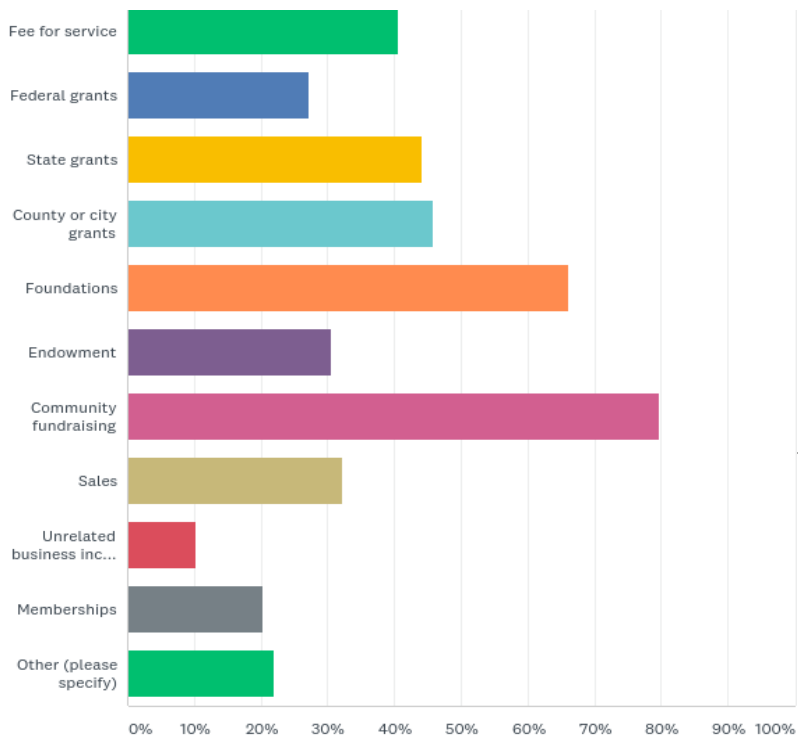
- Noncash contributions (lab, x-ray, rx, etc)
- Individual donations
- Rental income
- Investment income
- Income from lease of space in the facility
- Rental income from tenant space
- Housing fees
- Non-endowment investment returns
- Property usage rental fees
- Individual donations
- Investment income
- Individual donors, corporations, civic organizations and faith community
- Cell tower rent

Q11:

Which of the following are sources of funding for your organization?
(Select all that apply and see IRS Form 990, Part VIII, contains partial info)

ANSWERED: 59

SKIPPED: 16



Q12: Overall, is the outlook for your organization's main sources of funding stable?

ANSWERED: 58 SKIPPED: 17

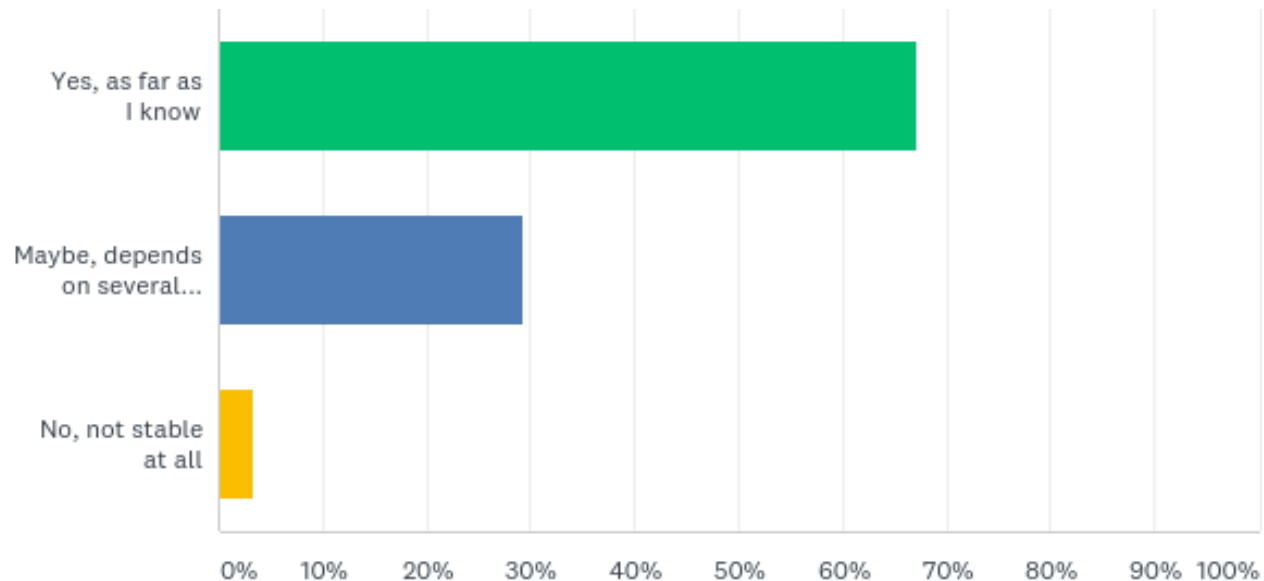
ANSWER CHOICES	RESPONSES	
Yes, as far as I know	67.24%	39
Maybe, depends on several variables	29.31%	17
No, not stable at all	3.45%	2
TOTAL		58

Q12:

Overall, is the outlook for your organization's main sources of funding stable?

ANSWERED: 58

SKIPPED: 17



Q13: What was the total amount of annual wages and salaries paid? **(See IRS Form 990, Part IX, Lines 5-7)**

ANSWERED: 56 **SKIPPED: 19**

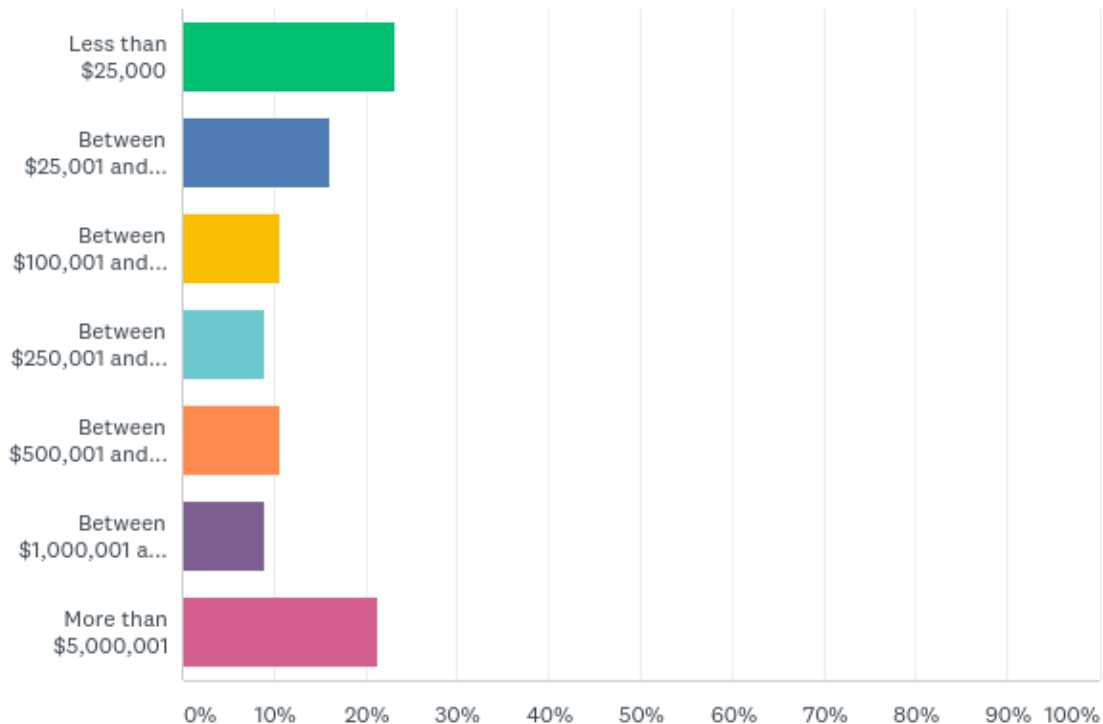
ANSWER CHOICES	RESPONSES	
Less than \$25,000	23.21%	13
Between \$25,001 and \$100,000	16.07%	9
Between \$100,001 and \$250,000	10.71%	6
Between \$250,001 and \$500,000	8.93%	5
Between \$500,001 and \$1,000,000	10.71%	6
Between \$1,000,001 and \$5,000,000	8.93%	5
More than \$5,000,001	21.43%	12
TOTAL		56

Q13:

What was the total amount of annual wages and salaries paid?
(See IRS Form 990, Part IX, Lines 5-7)

ANSWERED: 56

SKIPPED: 19



Q14: What was the amount of total payroll taxes paid? (See IRS Form 990, Part IX, Line 10)

ANSWERED: 55 SKIPPED: 20

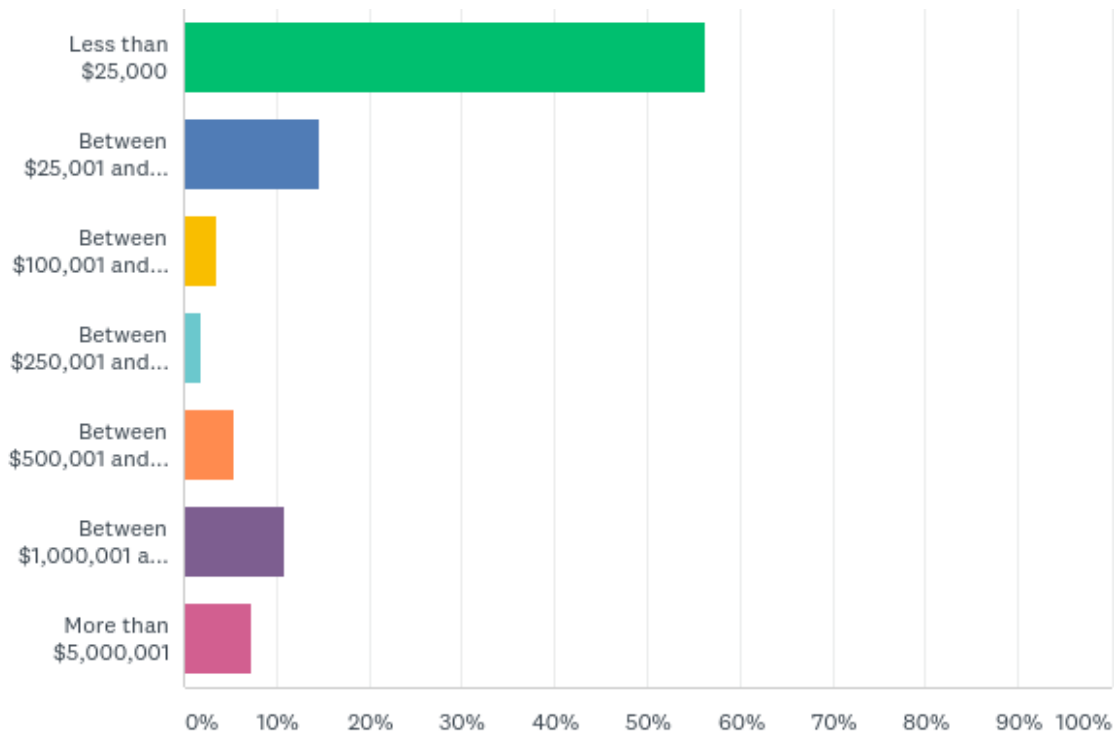
ANSWER CHOICES	RESPONSES	
Less than \$25,000	56.36%	31
Between \$25,001 and \$100,000	14.55%	8
Between \$100,001 and \$250,000	3.64%	2
Between \$250,001 and \$500,000	1.82%	1
Between \$500,001 and \$1,000,000	5.45%	3
Between \$1,000,001 and \$5,000,000	10.91%	6
More than \$5,000,001	7.27%	4
TOTAL		55

Q14:

What was the amount of total payroll taxes paid? *(See IRS Form 990, Part IX, Line 10)*

ANSWERED: 55

SKIPPED: 20



Q15: What was the total amount of your property taxes? *(Note that this information is NOT available on your IRS Form 990, you will need to find it elsewhere)*

ANSWERED: 54 SKIPPED: 21

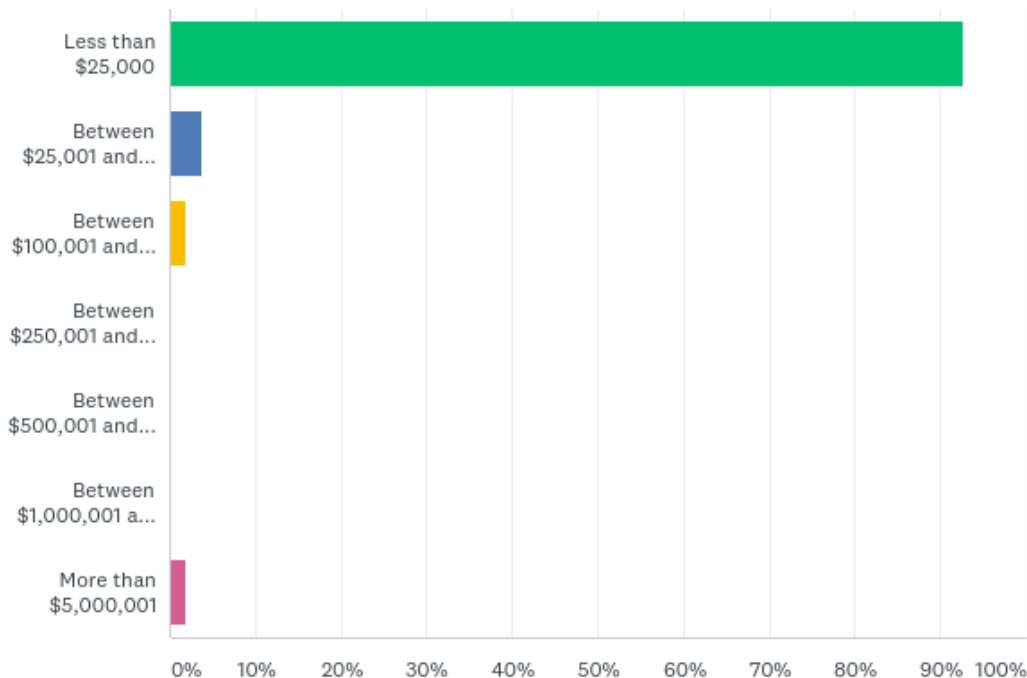
ANSWER CHOICES	RESPONSES	
Less than \$25,000	92.59%	50
Between \$25,001 and \$100,000	3.70%	2
Between \$100,001 and \$250,000	1.85%	1
Between \$250,001 and \$500,000	0.00%	0
Between \$500,001 and \$1,000,000	0.00%	0
Between \$1,000,001 and \$5,000,000	0.00%	0
More than \$5,000,001	1.85%	1
TOTAL		54

Q15:

What was the total amount of your property taxes? *(Note that this information is NOT available on your IRS Form 990, you will need to find it elsewhere)*

ANSWERED: 54

SKIPPED: 21



Q16: What was the total amount for goods purchased, such as office supplies, rent, utilities, and other items that are not related to wages and benefits? *(Some of this info can be located on IRS Form 990, Part IX, Lines 11-24, while some of this info, such as rent, may not appear on the 990)*

ANSWERED: 57 SKIPPED: 18

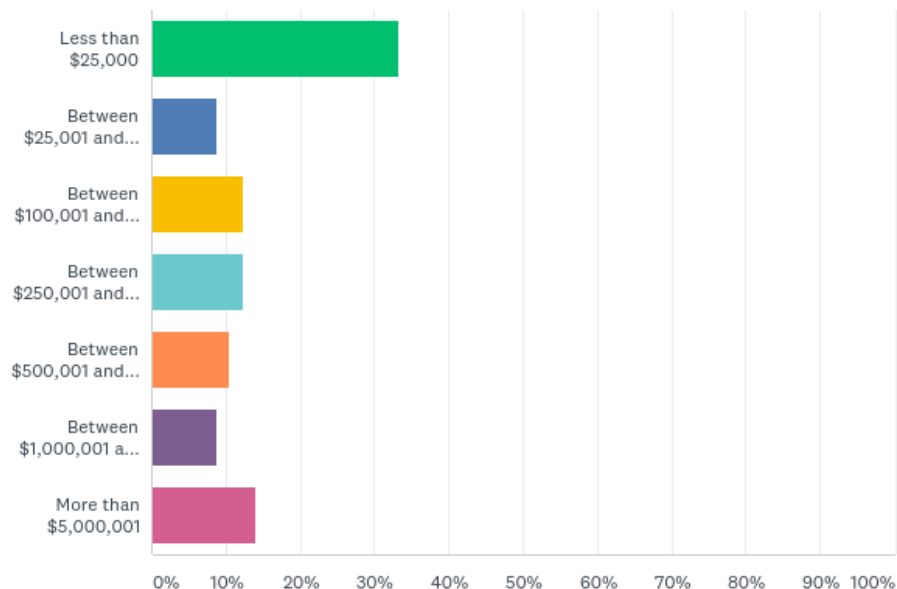
ANSWER CHOICES	RESPONSES	
Less than \$25,000	33.33%	19
Between \$25,001 and \$100,000	8.77%	5
Between \$100,001 and \$250,000	12.28%	7
Between \$250,001 and \$500,000	12.28%	7
Between \$500,001 and \$1,000,000	10.53%	6
Between \$1,000,001 and \$5,000,000	8.77%	5
More than \$5,000,001	14.04%	8
TOTAL		57

Q16:

What was the total amount for goods purchased, such as office supplies, rent, utilities, and other items that are not related to wages and benefits? *(Some of this info can be located on IRS Form 990, Part IX, Lines 11-24, while some of this info such as rent, may not appear on the 990)*

ANSWERED: 57

SKIPPED: 18



Q17: What is your best estimate of the value of your services to Frederick County, based upon the most recent audit and IRS Form 990? *(See IRS Form 990 Part IX, Column B, Line 25)*

ANSWERED: 53 SKIPPED: 22

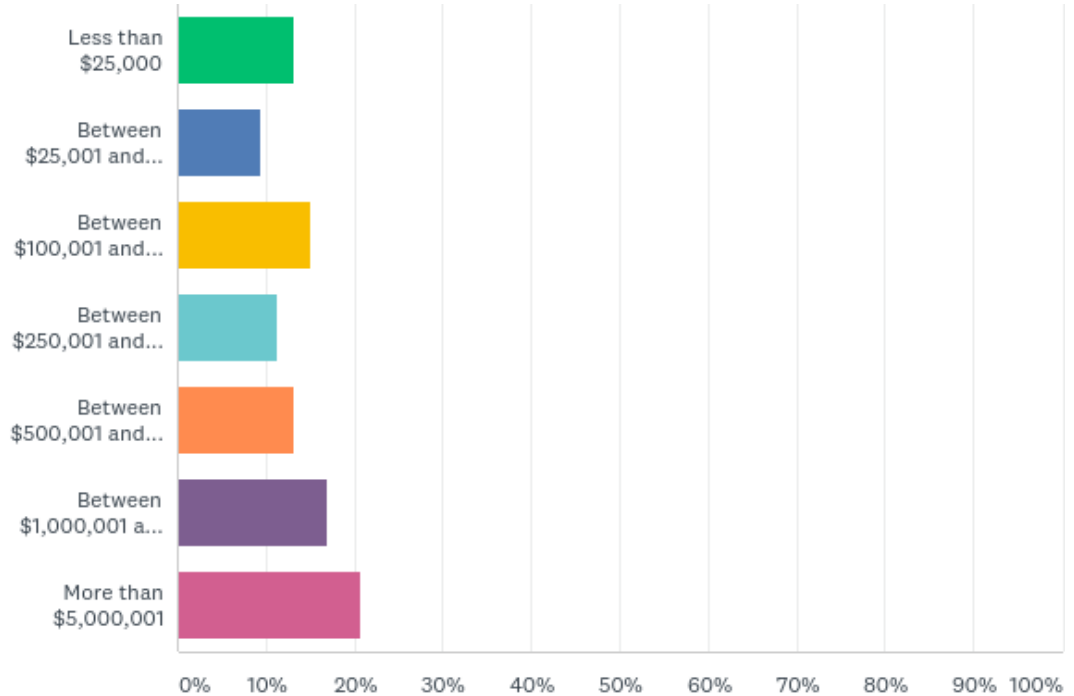
ANSWER CHOICES	RESPONSES	
Less than \$25,000	13.21%	7
Between \$25,001 and \$100,000	9.43%	5
Between \$100,001 and \$250,000	15.09%	8
Between \$250,001 and \$500,000	11.32%	6
Between \$500,001 and \$1,000,000	13.21%	7
Between \$1,000,001 and \$5,000,000	16.98%	9
More than \$5,000,001	20.75%	11
TOTAL		53

Q17:

What is your best estimate of the value of your services to Frederick County, based upon the most recent audit and IRS Form 990? *(See IRS Form 990 Part IX, Column B, Line 25)*

ANSWERED: 53

SKIPPED: 22



Q18: What are the residual impacts of your organization's work in Frederick County? *(Identify all that apply)*

ANSWERED: 56 SKIPPED: 19

ANSWER CHOICES	RESPONSES	
Better educated workforce	50.00%	28
More individuals have access to training and jobs	48.21%	27
Eliminate barriers to a better life	75.00%	42
Safer community and work environment	39.29%	22
Other (please specify)	51.79%	29
Total Respondents: 56		

OTHER:

- More literate parents can help their children to succeed
- Stronger downtown core – jobs, culture, community and more
- Fulfills cultural needs
- Clean water in Culler Lake; trees and playgrounds
- Deeper community engagement
- Economic impact – jobs, taxable revenue, leased space
- Improved quality of life, increased tourism \$ spent in Frederick County, preserving Frederick County's heritage for today and future generations (especially when the role of history is being diminished in education)

Question 18 continued:

- More time with family due to transportation needs being met
- Stable and vibrant relationships with family, friends and spouses
- Provide a facility for medical practitioners to provide health care to the citizens of the Catoctin community
- Low-income residents avoid eviction, foreclosure
- C3 tenants able to better fund own mission, reduced medical equipment costs to community
- Prov Dthank MC high quality residential mental health services with a community integrations focus; help the local work force and address the issue of stigma and mental health
- Hopeful, more optimistic residents, visitors and workers
- Conservation education

Question 18 continued:

- Provide out of school time services so parents/guardians can work
- Better health outcomes
- Help homeless students to be successful at school
- Revitalized downtown
- Access to education, health and financial stabilities supports and resources
- People with disabilities have residential supports
- Technical assistance, grant funding and professional/volunteer training for nonprofits related to culture, heritage, the arts, economic development and tourism. Improved quality of life; local economic benefits from tax revenue, jobs and visitor spending associated with enhanced tourism and visitor experience

Question 18 continued:

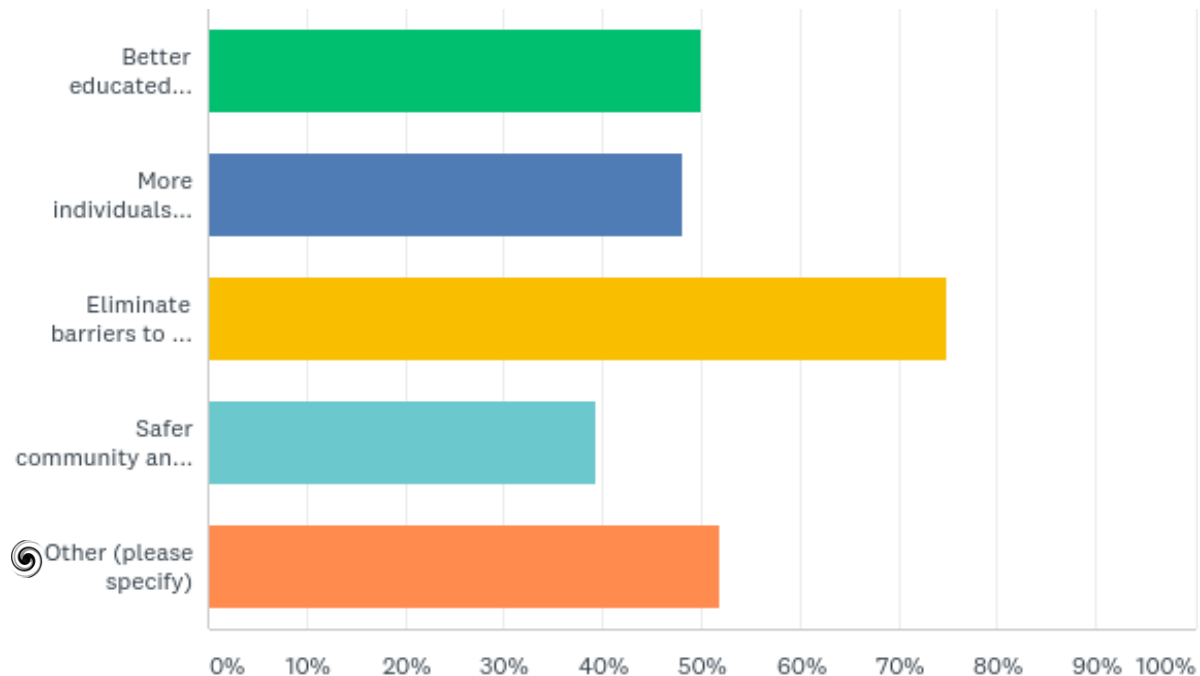
- Promoting a better understanding of Frederick County history and safeguarding the natural environment
- Preserving and communicating black history of the county
- Students experientially learning the importance of stepping up to make a difference
- Too numerous to list as our grant and scholarships impact all types of organizations and students
- Flexible (hours, shifts, locations) employment opportunities for middle and low income individuals
- Bring communities together – added self-esteem and empathy building
- Food for low income children when school meals are unavailable

Q18:

What are the residual impacts of your organization's work in Frederick County? *(Identify all that apply)*

ANSWERED: 56

SKIPPED: 19



Q19: What are some of the most pressing financial challenges your organization faces? *(Identify all that apply)*

ANSWERED: 53 **SKIPPED: 22**

ANSWER CHOICES	RESPONSES	
Unstable funding sources	49.06%	26
Lack of unrestricted operating budget	41.51%	22
Lack of program support	15.09%	8
Difficulty managing the operating budget	13.21%	7
Need far exceeds the resources available to help	56.60%	30
Lack of working capital and capacity building capital	28.30%	15
Endowment distributing less in this volatile economy	9.43%	5
Lack of line of credit to weather financial volatility	0.00%	0
Lack of funding for capital improvements	22.64%	12
Other (please specify)	26.42%	14
Total Respondents: 53		

OTHER:

- Continuing to grow the sources of income
- Perception that our services should be free
- To meet the expenses of maintaining the facility while, at the same time, maintaining very low lease costs for the medical practitioners
- High cost of tuition
- Non-monetized programming, managing aging physical plant
- Seniors do not elicit the same level children do for donor support - yet most growing need and least amount of resources
- Using strong financial opportunities and resources, invest in taking organization to the next level by investing in growth of professional staff and consultants. Recent recession has resulted in a tendency for orgs to hold tightly to resources that could be used to meet increasing demand on programs and services

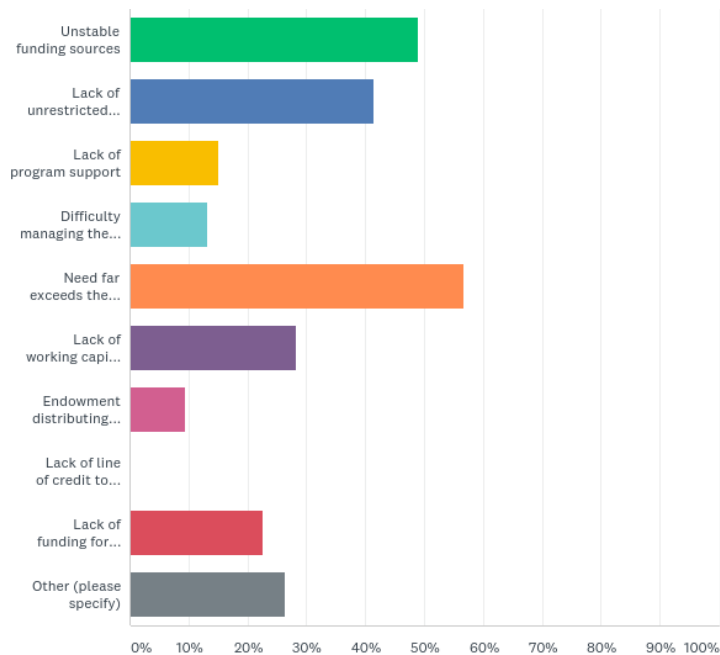
Question 19 continued:

- Staff turnover in direct service positions
- Cash flow during certain times of year due to slow grant reimbursement
- Evacuation of major employers in the County
- Student recruitment and enrollment challenges in higher education
- As an organization that exists to serve the needs of nonprofits in the realm of culture, heritage and tourism, it is difficult to fund raise without competing with those we exist to serve. Also, we are sometimes misunderstood to be a State agency. Finally, we are over reliant on in-kind support for our office space and our revenue sources are too grant-heavy
- Often in the nonprofit world. . . funders won't give money until you have paid for the program ahead of time

Q19: What are some of the most pressing financial challenges your organization faces? *(Identify all that apply)*

ANSWERED: 53

SKIPPED: 22



Q20:

What is the total number of paid workers? *(Put 0 if no paid staff)*

MEAN: 138

MEDIAN: 6

High

2297

Low

0 (13 organizations)

Q21: Which of the following are staffing challenges? *(Identify all that apply)*

ANSWERED: 55 SKIPPED: 20

ANSWER CHOICES	RESPONSES	
Lack of staff with necessary credentials or training	29.09%	16
Competition with other nonprofits in hiring competent staff	21.82%	12
Competition with for-profits in hiring competent staff	23.64%	13
Liability	7.27%	4
Lack of physical space to accommodate staff	20.00%	11
Lack of resources to recruit staff	14.55%	8
Salaries and benefits are not adequate to retain staff	49.09%	27
Other (please specify)	34.55%	19
Total Respondents: 55		

OTHER:

- Lack of funding limits service, therefor limits staffing
- Potential need for more staff at some point
- No staff
- We are very happy with the staff we have
- Lack of funding to support a larger staff
- None
- Competition with public schools
- None
- Staff are very dedicated, but we wish we could pay more

Question 21 continued:

- Lack of reasonable rent space
- No staff
- Organization needs to grow to keep pace with demand and significant opportunities
- In 2016, SHIP was solely reliant upon volunteers and contractors to conduct the work of the organization. This has changed in 2017 with the addition of two paid employees
- Affordable high-quality training resources

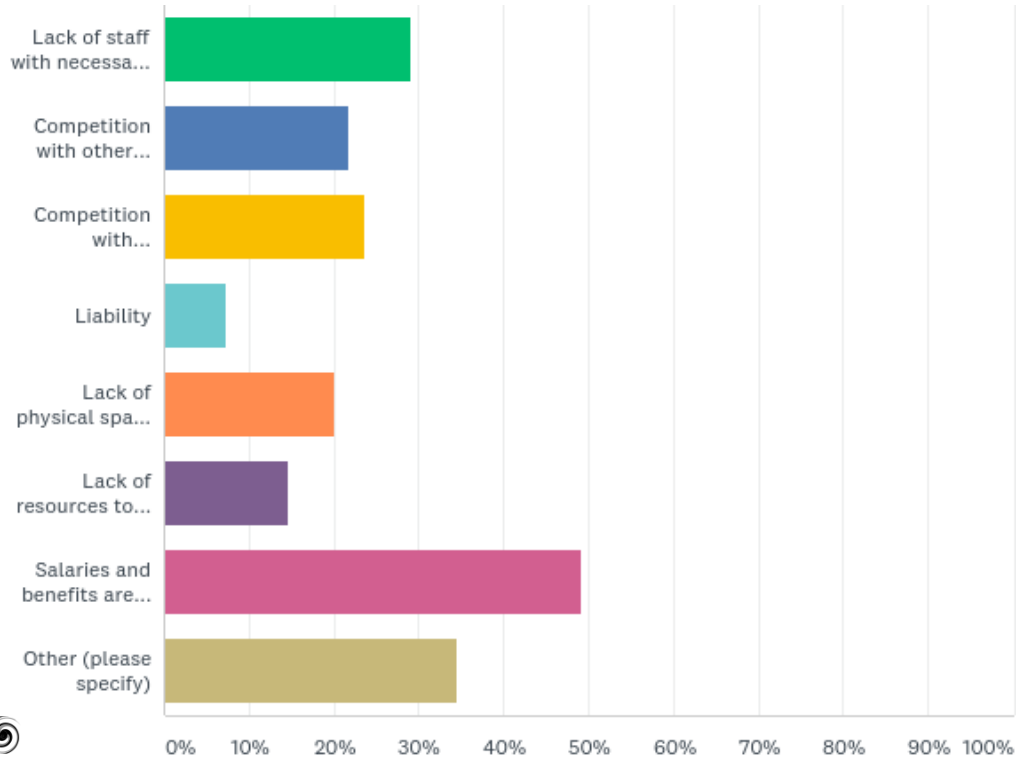
Question 21 continued:

- Having lost a staff member in May, we recently went through the hiring process. Of eight selected for first interviews, four dropped out because we are not able to offer health benefits. Two of those also cited insufficient salary range as a reason for their termination of candidacy. Of the four who remained candidates, one made it clear that the small salary would have prevented her from accepting. Also, important to note – over the past year potential changes to FLSA posed extreme challenges
- None
- No Staff budget
- No paid staff . . . volunteers are plentiful
- We've always been a volunteer organization

Q21: Which of the following are staffing challenges? *(Identify all that apply)*

ANSWERED: 55

SKIPPED: 20



Q22:

What is the total number of volunteers, including board members and unpaid staff? *(Put 0 if no volunteers)*

MEAN: 127

MEDIAN: 47

High

1000

Low

0

Q23:

What is the total number of hours donated per year by volunteers?

MEAN: 10,561

MEDIAN: 1,560

High

156,000

Low

100



Q24:

What is the total number of governing board members?

MEAN: 12

MEDIAN: 11

High

30

Low

3

Q25: What are some of your biggest challenges with volunteers? *(Identify all that apply)*

ANSWERED: 52 SKIPPED: 23

ANSWER CHOICES	RESPONSES	
Lack of volunteers for the times we need them	44.23%	23
Lack of volunteers willing or able to undergo training	25.00%	13
Expense of training volunteers	19.23%	10
Liability	13.46%	7
Lack of physical space to accommodate volunteers	19.23%	10
Lack of resources to recruit volunteers	21.15%	11
Other (please specify)	44.23%	23
Total Respondents: 52		

OTHER:

- Funding limits service, therefore limits the number of volunteers
- Lack of core program staff to help support and coordinate volunteers
- With a strong base of volunteers, continually looking to replace folks who leave due to life changes
- Experienced volunteers
- Lack of volunteers for specific jobs
- No major challenges
- None
- Certain skills are not readily available
- Recruitment of volunteers understanding the role of board of directors

Question 25 continued:

- Finding qualified volunteers
- We don't use volunteers
- Lack of time for lead volunteers and staff to onboard with the types of orientation and engagement that would be optimal
- Time and coordination
- Lack of variety in volunteer opportunities
- Reliability of volunteers
- We have a healthy number of volunteer, but more highly trained volunteers are needed especially with VITA
- N/A
- Retention

Question 25 continued:

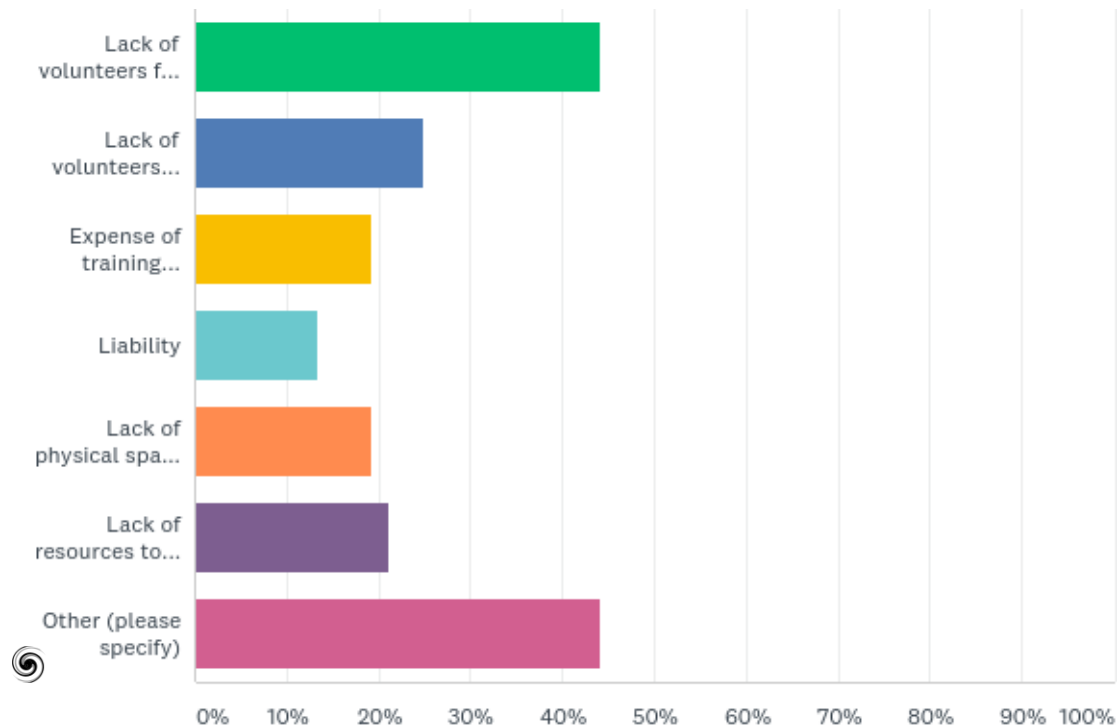
- We need physical location
- Our largest need is volunteers scholarship review; this is a large commitment for a short period of time. Finding individuals willing to give this type of commitment in the spring is often difficult
- Area of greatest need are paid positions where volunteers are not able to support
- None
- Balance our nonprofit with every day activities (work, family, etc)

Q25:

What are some of your biggest challenges with volunteers? (*Identify all that apply*)

ANSWERED: 52

SKIPPED: 23



Q26:

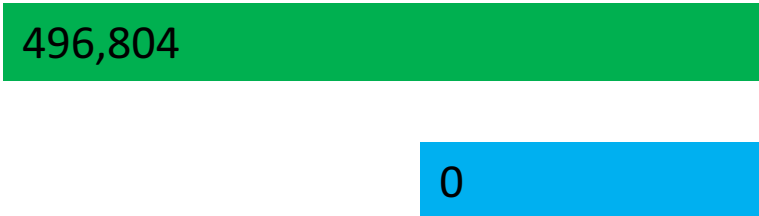
WHAT IS THE TOTAL NUMBER OF CLIENTS WHO DIRECTLY BENEFITTED FROM YOUR SERVICES?

Mean: 24,458

Median: 700

High

496,804



Low

0

Q27:

WHAT IS THE TOTAL NUMBER OF PEOPLE WHO WANTED OR NEEDED YOUR SERVICES BUT WERE NOT ABLE TO ACCESS THEM AS BEST AS YOU CAN DETERMINE?

Mean: 2,150

Median: 30



Q28: What do you imagine would happen if your nonprofit ceased to exist? (*Identify all that apply*)

ANSWERED: 55 **SKIPPED: 20**

ANSWER CHOICES	RESPONSES	
People would go hungry	30.91%	17
People would be homeless	36.36%	20
People would be less educated	49.09%	27
Crime would increase	29.09%	16
Families would fall apart	30.91%	17
Students would fail or otherwise have their education negatively impacted	25.45%	14
People would be less healthy, would not receive needed treatment	40.00%	22
The community would not be enhanced	74.55%	41
History would not be preserved	23.64%	13
The arts would not flourish	23.64%	13
Our environment and ecology would suffer	14.55%	8
Other (please specify)	34.55%	19
Total Respondents: 55		

OTHER:

- Parents would be less able to support their children's education
- Marginalized people might never achieve their full human potential
- Less jobs would be created
- Parent seeking a Catholic education for their children may not be able to provide it. The 4 Catholic schools in Frederick County would suffer with the loss of the block grants we provide
- Jobs would be lost for lack of transportation
- Medical practitioners using the facility to conduct their practices would have to seek other space at dramatically high lease costs
- Our students would be attending public schools
- Nonprofits in the community would have to spend significantly more of their resources on their own infrastructure. All of us would pay higher medical costs

Question 28 continued:

- Lack of connections to mental health and substance abuse treatment
- Health, safety and other services for this frail, vulnerable population are already limited
- A key catalyst for economic vitality would be missing
- Children will be in the streets
- People wouldn't know about available services. Increased burden on criminal justice system. Increased ED usage
- Downtown would decline
- People with disabilities would not receive services
- There would be fewer jobs and less tax revenue associated with tourism and visitor spending
- A valuable resource for all types of nonprofits and for scholarships would be affected

Question 28 continued:

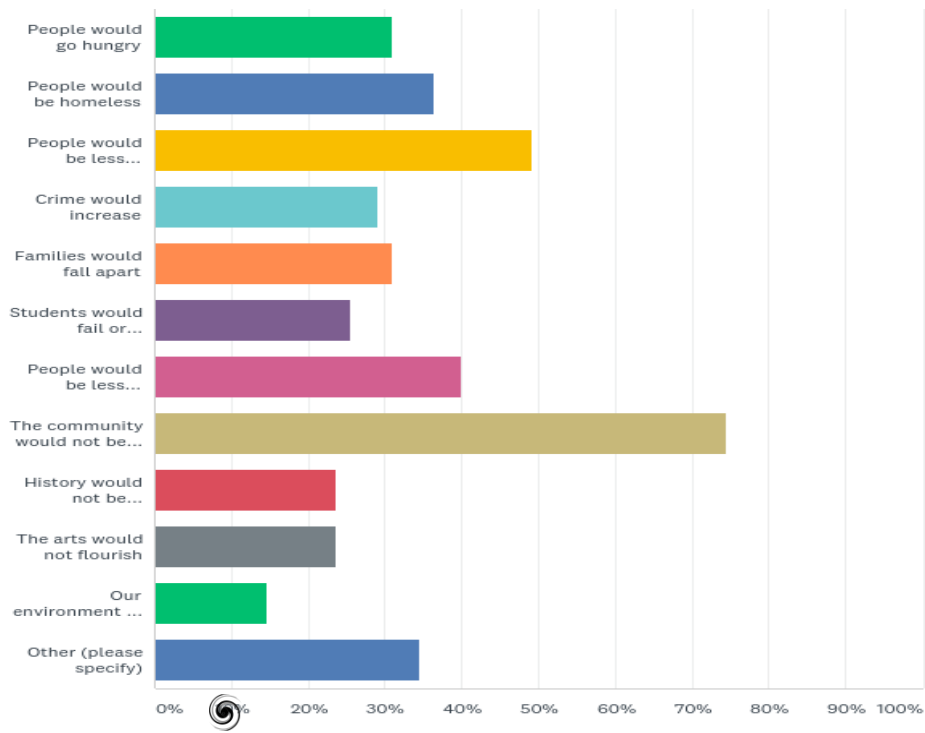
- Crime is based on national research that shows where there is art in schools and the community – there is less crime
- Low income children would go hungry when school meals are unavailable
- Downtown would decline
- People with disabilities would not receive services
- There would be fewer jobs and less tax revenue associated with tourism and visitor spending
- A valuable resource for all types of nonprofits and for scholarships would be affected
- Crime is based on national research that shows where there is art in schools and the community – there is less crime
- Low income children would go hungry when school meals are unavailable

Q28:

What do you imagine would happen if your nonprofit ceased to exist?
(Identify all that apply)

ANSWERED: 55

SKIPPED: 20



Q29:

ADDITIONAL COMMENTS

- English language proficiency and reading (for native English speakers) are essential for anyone to maintain a job that pays a living wage, support their children's education, access resources in the community and contribute to the overall wellbeing of our County
- The un-served demand is a hard question to answer – would have preferred to say “unknown”
- A conservative estimate has the Weinberg providing more than 7.5 million dollar impact to the community
- Our purpose is to help people in Frederick County escape poverty; if successful, we facilitate robust demand-driven economic development locally
- In 2016, 102 additional jobs were created with over 16 million in taxable revenue
- We provide an essential need: reliable transportation. Without it, good jobs are lost or not obtained, better living conditions cannot be had and families break down as people move to be close to a job. A reliable car is a critical need for the low income community
- We build strong marriages, families and communities through provision of relationship education programs and services
- Good employees; students being educated in Frederick County
- Solid employer with good business purpose and impact
- Seton Center is able to facilitate Frederick City agencies in their outreach efforts in the northern part of Frederick County
- As we are a statewide organization, the financial information in the survey refers to the total organization's budget. All other responses refer to our Frederick office
- We have directly rehoused homeless seniors, provided food and improved their homes for safety and so much more
- Between our shelter, family shelter and eviction prevention programs, the County would need to provide shelter and services and deal with more homeless individuals on the street

Q29:

PLEASE SHARE ANY
ADDITIONAL
COMMENTS ABOUT
THE IMPACT OF
NONPROFITS

- Reduces the cost of homelessness on Frederick County
- Raises property values and property tax, keeps crime low, provides services for local businesses and property owners
- In addition to FMH, we have other 501 (c) (3)'s with an additional 10% (approximate) more expenses with the most significant being employed physicians (Monocacy Health Partners)
- We provide music education no longer included in most schools
- Q26 and Q27 were difficult to address. My organization served hundreds of organizations each year through grants, offering volunteer training and professional development, promotional and marketing services and other forms of technical service. We are dedicated to historical, cultural and natural resources, as well as economic development and tourism interests. Several hundred thousand visitors and residents across three counties, including Frederick, are served either directly or indirectly through our efforts
- CMHL in partnership with the South Mountain State Battlefield actively promotes tourism to South Mountain and surrounding related sites. We have co-sponsored large re-enactments during the Sesquicentennial drawing upwards to 8,000 re-enactors and visitors to Frederick County. We have updated our mission statement to reflect an emphasis on the Civil War Reconstruction Period for the coming years
- Funding received by our organization (state and federal) is from outside of Frederick County and spent in Frederick County on salaries, good and services
- As a theatre, many people get a meal or drinks before/after our shows. We also know that patrons go shopping after our Sunday matinees (we've asked)
- BIAB has major impact by reducing childhood food insecurity
- It is difficult for someone at the bottom to make forward progress. Many people are able to become stable and progress because of the work of Frederick Rescue Mission

**Thank you
for your
participation**



Conclusions:

- The financial and human impact on our local economy is significant (all very conservative estimates):
 - Nonprofits paid at least **\$83,150,000** in annual wages/salaries
 - Nonprofits paid at least **\$64,000,000** for rent, utilities, and supplies annually
 - Nonprofits estimate the value of their services at more than **\$92,000,000** annually
- The philanthropic impact is significant: **at least \$58,150,000 generated yearly** that augments fees for service, insurance payments, and government grants.
- Local nonprofits of various sizes address a diverse set of social problems and issues, including human/social services, education, arts/culture, and health and wellbeing.
- The local nonprofit community is comprised of small, medium, and larger organizations. This is a strength as it shows that the nonprofit ecosystem is diverse and nimble.
- **Our nonprofits are an important economic force. They have direct and measureable impacts, as well as indirect yet still vitally important impacts on our economy and way of life.**

Let this be the beginning of the conversation about the impact of our local nonprofits as an economic driver in Frederick County.