

NEW HAMPSHIRE'S
NONPROFIT
SECTOR

IN BRIEF

An overview of the role and depth of the New Hampshire nonprofit sector, published by the NH Center for Nonprofits

The profound value of New Hampshire's nonprofits




All nonprofits are born of the same roots — a need is identified by citizens, and resources are mobilized to create solutions to meet that need. With its historically lean government, New Hampshire has relied upon nonprofits to address a wide range of issues for decades.

Travel through any town and you will see nonprofit libraries because citizens value education, nonprofit child-care centers because parents believe in early education and conservation centers because communities recognize the importance of open space.

You will also see health clinics and mental health centers because citizens believe all individuals deserve personal services. You will drive past historic sites and performing art centers because New Hampshire recognizes the deep value of cultural experiences for both inspiration and economic prosperity.

As the recession continues, nonprofits have significantly increased efforts to support families needing food, shelter, child care, legal aid, counseling, healthcare and more.

COMPARING THE SECTORS IN NH

SECTOR	TOTAL NUMBER	NUMBER OF EMPLOYEES	CONTRIBUTION TO GDP	% OF GDP
 GOVERNMENT	1,972	90,101	\$6.3 billion	(10.57%)
 NONPROFIT	8,401	102,038	\$9.1 billion	(15.1%)
 BUSINESS	40,743	498,272	\$44.8 billion	(74.33%)

77% increase in demand for services was reported by nonprofits across the USA in 2010.

14.8% of NH's workforce (1 out of 7) is employed by a nonprofit.

As surveyed by the Nonprofit Finance Fund

Source: US Bureau of Economic Analysis/US Department of Commerce; NH Department of Employment Security

New Hampshire's diverse nonprofit sector

The number of registered nonprofits reflects the scope of the work being accomplished and the diversity of each organization's purpose. Of the 8,401 nonprofits in our state, the largest segment of the nonprofit sector — a total of 6,716 nonprofits — are comprised of small, community-based organizations. All have budgets under \$100,000. The remaining 1,685 nonprofits serving New Hampshire address more complex service needs, require specific expertise in their staffs and carry more varied funding portfolios.

OF NH'S 8,401 NONPROFIT ORGANIZATIONS



Impact requires both professional expertise and volunteer power

To execute innovative strategies in the most cost-effective way, nonprofits depend on a unique balance of professional expertise and volunteer talent. Unlike any other corporate structure, nonprofit organizations are governed by a volunteer board of directors. Paid staff is also supported on the ground floor by program volunteers, making them a critical component of the nonprofit sector.

CURRENT VOLUNTEERISM RATES IN NEW HAMPSHIRE



Source: Volunteering in America, Corporation for National and Community Service, <http://www.volunteeringinamerica.gov/NH>

Achieving results with diverse funding models

Financing the work of a nonprofit requires a great deal of strategy by the volunteer board and lead staff. Small nonprofits' revenues are often derived from donations, sale of a product or special event. Mid-sized organizations often employ the same strategy and also finance their efforts through grant awards and expanded donor development. Larger nonprofits operate on a balance of fees, federal, state and private grants, significant donor support, corporate partnerships and signature events. A small percentage have an endowment which provides a yearly allocation of funds, while others rely on an earned income strategy.

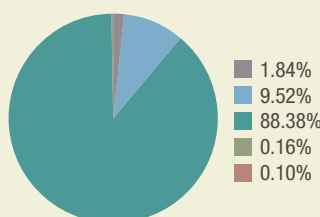
FUNDING STREAMS AND REVENUE MODELS

The following charts are examples of real NH nonprofits' revenue models

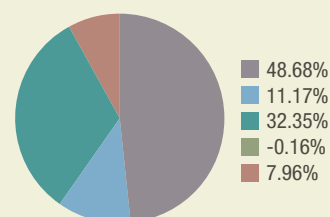
■ Direct Public Support

Contributions, gifts, grants, and bequests received directly from the public (individuals, trusts, corporations, estates, foundations, public charities or raised by an outside fundraiser).

DISABILITY CENTER
\$17 Million Revenue



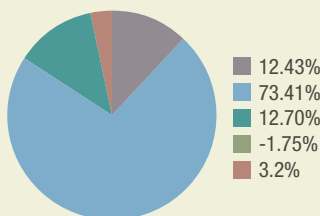
MEMBERSHIP ORGANIZATION
\$750,000 Revenue



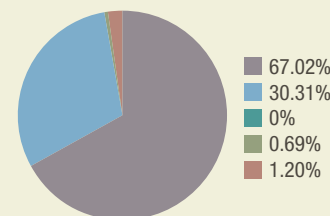
■ Government Grants

Contributions from federal, state or local governments to provide a direct benefit to the general public. These contributions are distinct from monies received from government contracts or fees for services.

STATEWIDE HUMAN SERVICE AGENCY
\$14 Million Revenue



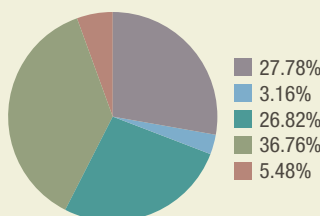
FAMILY RESOURCE CENTER
\$1 Million Revenue



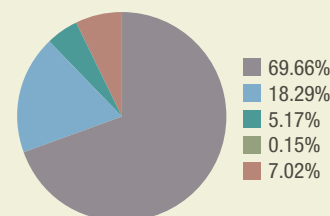
■ Program Service Revenue

Income resulting from services provided during the course of performing mission-related programs.

ARTS & CULTURAL CENTER
\$3 Million Revenue



ENVIRONMENTAL PROTECTION
\$9 Million Revenue



■ Investment Income

Includes interest, dividends, net income/loss from the sale of assets or inventory.

■ Other Income

Includes rental income, membership dues, and other miscellaneous revenue.

Source: Internal Revenue Service, Exempt Organizations Business Master File 2010, The Urban Institute, National Center for Charitable Statistics

67% of the revenue supporting the work of NH nonprofits is derived from program service fees, including contractual relationships.

165 The number of nonprofits currently contracting with the State of NH to provide human and community services

Source: Giving USA 2010 National Data

Source: NH Department of Health and Human Services, May 2011

Three sectors, one goal: a strong New Hampshire





The roots of New Hampshire’s advantage are found at the intersection between government, business, and nonprofits, collectively planning and working in partnership.

Numerous indicators determine the health of communities. The indicators of a vibrant community include early childhood options, higher education, plentiful energy options, open space, access to quality healthcare, housing diversity, clean air and water and cultural opportunities.

To find solutions in this era of challenge and to continue the New Hampshire way of life requires a commitment from all three sectors to continue to work in the spirit of partnership and openness, always mindful of our reliance on each other.

QUALITY OF LIFE IN NEW HAMPSHIRE

NH ranks high on quality of life indicators due to the interconnected efforts of all three sectors. Below is a sampling of indicators and organizations from each sector helping to maintain our quality of life.

	<h3>Environment</h3> <p>Clean water and air, open space and healthy forests for the enjoyment of citizens and visitors alike.</p>	<h3>Education</h3> <p>Providing ample, high-quality educational products for all citizens for all stages of life ensures an educated, successful workforce.</p>	<h3>Healthcare</h3> <p>Providing a high range of high-quality and attainable healthcare for all citizens results in a healthier state.</p>	<h3>Housing</h3> <p>Housing diversity efforts allow for a breadth of the state’s workforce to be able to own their own homes.</p>
 <p>NONPROFITS</p>	<p>Five Rivers Trust The Harris Center Squam Lakes Natural Science Center</p>	<p>University System of NH Early Learning NH Community Partners Education for Adults with Disabilities</p>	<p>Concord Hospital Community Health Centers Riverbend Community Mental Health Center</p>	<p>Families in Transition NH Community Loan Fund The Housing Partnership – Seacoast Housing Action NH</p>
 <p>BUSINESSES</p>	<p>Nobis Engineering Fort Mountain Land and Timber FB Environmental Associates</p>	<p>New Horizons Computer Learning Dale Carnegie NH Private Child Care Centers</p>	<p>ThermoFisher Scientific Courville Communities Next Step Orthotics & Prosthetics</p>	<p>Horizons Engineering The Duprey Companies Mascoma Savings Bank</p>
 <p>GOVERNMENT</p>	<p>NH Department of Environmental Services Regional Planning Commissions Co-op Forestry Programs at NCH Cooperative</p>	<p>Public Schools Department of Education Retraining/Dislocated Workers</p>	<p>Department of Health & Human Services Bureau of Development Services</p>	<p>Department of Housing & Urban Development Community Development Block Grant Program Federal Housing Authority</p>



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The NH Center for Nonprofits is a 501(c)(3) nonprofit, statewide association dedicated to providing programs and resources that support nonprofit organizational capacity building and to partnering with sector leaders, businesses, and the broader community to elevate the visibility and status of the nonprofit sector.

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