

2019

NEW HAMPSHIRE'S NONPROFIT SECTOR **IN BRIEF**

NH NONPROFITS ARE ESSENTIAL TO THE VITALITY OF OUR COMMUNITIES

A nonprofit is an organization that works to **serve a public purpose**, rather than to provide financial benefit to any particular individual, corporation, or entity.



Nonprofits are **orchestras, parks, museums and hospitals**. They are **schools, health centers, libraries and animal shelters**.



They add value to our communities every day.





The uniqueness of the nonprofit sector lies in its mission to serve the common good

As mission-driven corporations governed by community leaders, nonprofits have the flexibility and entrepreneurial capacity to swiftly respond to changes in our community and economic landscape. Nonprofits also offer a cost-effective way to deliver services. They can execute programs effectively because they are able to:

- Employ unique strategies
- Leverage volunteer power
- Mobilize grassroots relationships

As a result of this unique position, government increasingly partners with the nonprofit sector, contracting with them to deliver a vast range of services, and for-profit businesses partner with nonprofits to support needed services through sponsorships, grants and donations.

Working together, all three sectors build the kinds of communities where NH residents thrive.

SECTOR	EMPLOYERS	EMPLOYEES	ECONOMIC IMPACT	% OF GDP
GOVERNMENT	543	94,800	\$8.5 billion (Contributed to GDP)	10.4%
NONPROFIT	2,590	83,453	\$11 billion (Revenue)	13.5%
FOR-PROFIT	46,275	392,456	\$62 billion (Contributed to GDP)	76.1%

SOURCES: US Bureau of Economic Analysis/ US Labor Department — Bureau of Labor Statistics.



NH nonprofits are a powerful economic force

Businesses invest in communities where there are strong nonprofits. New Hampshire's businesses and its workforce thrive when there are quality local childcare options, higher education, diverse housing stock, as well as recreational and cultural opportunities.

\$11 billion

Revenue generated by nonprofits yearly

15%

Percent of NH's workforce employed by a nonprofit

\$4.6 billion

Wages paid by the nonprofit sector every year

SOURCES: US Bureau of Economic Analysis/ US Labor Department — Bureau of Labor Statistics.

Nonprofits foster civic engagement

Nonprofits bring people together to shape and improve the quality of life in their communities. Volunteers share their time and expertise — doing everything from stuffing envelopes, to being the voice at the end of the hotline to participating in strategic sessions.

329,600

Granite Staters volunteer each year

37 million

Hours volunteered in NH in one year

\$960 million

Value provided by volunteers in NH

SOURCES: Corporation for National & Community Service, Independent Sector, The Value of Volunteer Time, 2019

New Hampshire's diverse nonprofit sector

NH is home to 6,547 charitable 501(c)(3) organizations. This number reflects the depth and breadth of the work being accomplished, the uniqueness of our cities and towns, and the diverse variety of missions. They range from local grassroots organizations powered by volunteers to statewide institutions.



437 Budgets over \$1 million

Large, complex organizations with hundreds of employees



1346 Budgets between \$50,000 and \$1 million

Small to medium-sized organizations that may or may not have paid staff



4764 Budgets less than \$50,000

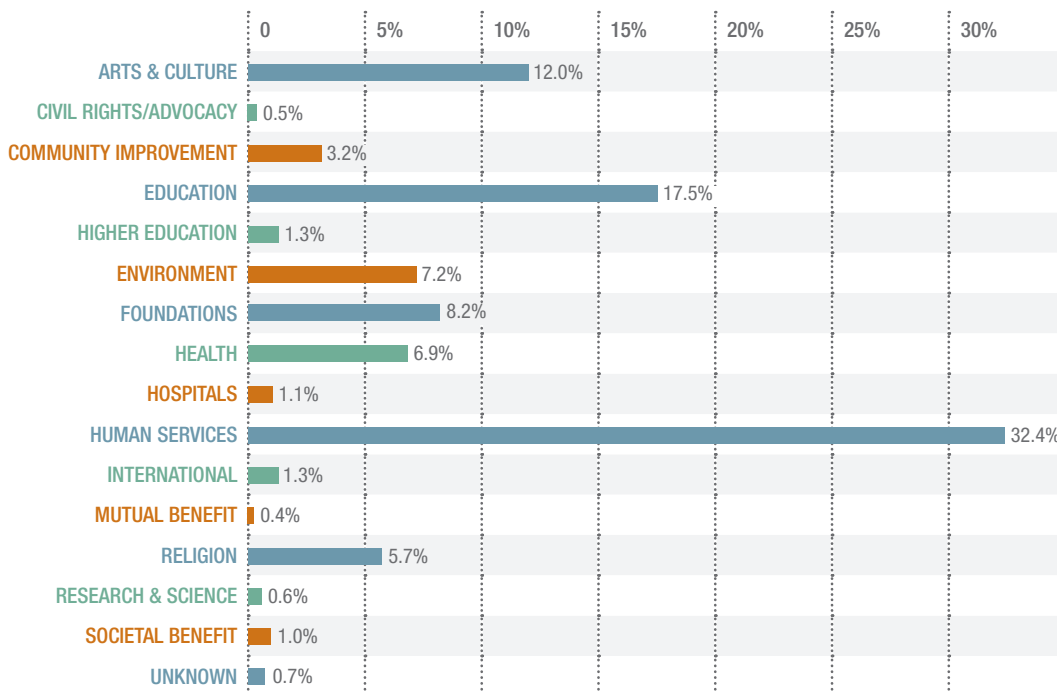
Small organizations often volunteer-led



71%

of nonprofits have revenue under \$50,000 and generally have no full-time paid staff

NH NONPROFITS BY MISSION FOCUS



39%

of nonprofits work in the areas of health & human services

TOTAL OF NH NONPROFITS BY COUNTY

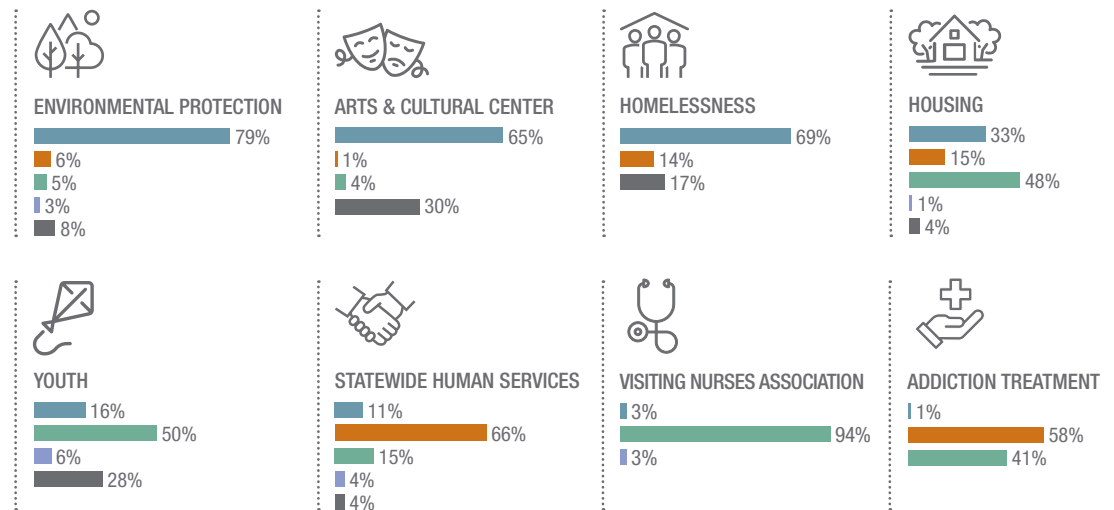
HILLSBOROUGH COUNTY	ROCKINGHAM COUNTY	MERRIMACK COUNTY	GRAFTON COUNTY	STRAFFORD COUNTY	CHESHIRE COUNTY	CARROLL COUNTY	BELKNAP COUNTY	SULLIVAN COUNTY	COOS COUNTY
1,912	1,600	1,487	938	599	591	500	433	278	253



Achieving results with diverse funding models

Financing the work of a nonprofit requires a great deal of strategy. Nonprofits have diverse business models and rely on a wide mix of revenue sources including donations, state and federal government grants and contracts, program fees, investments, and other income.

The examples below represent actual NH organizations and the financial information reported on their Form 990.



SOURCE: Data taken from most recent form 990 filings.

- **Direct Public Support** = Contributions, gifts, grants (other than Government) and bequests received directly from the public.
- **Government Grants** = Contributions from federal, state or local governments that are considered to provide direct benefit to the public. These are separate from government contracts.
- **Program Service Revenue** = Income resulting from the services provided during the course of performing mission-related programs.
- **Investment Income** = Income from interest, dividends, net income/loss from the sale of assets or inventory.
- **Other income** = Income from rental income, membership dues, and other miscellaneous revenue.

YOU CAN MAKE A DIFFERENCE

Every NH community is a better place to live and work because of the work of nonprofits. But nonprofits can do so much more with the support of our partners — and that means you.

You can become a part of making your community stronger by:

- Serving on the board of a nonprofit
- Volunteering your time at a nonprofit
- Making a donation to a nonprofit
- Advocating on behalf of a nonprofit



NH Center for
NONPROFITS

www.nhnonprofits.org

This report focuses on registered 501(c)(3) nonprofits located in New Hampshire. Public charities and foundations are classified as 501(c)(3) organizations by the IRS and are eligible to receive tax charitable deductions. These organizations comprise 76% of the tax-exempt organizations in New Hampshire. Other tax-exempt nonprofits (2,044) include business associations, social welfare groups, fraternal, veterans and service organizations.

Unless otherwise indicated, data was obtained from the IRS Business Master File from December 2018.