



National Study of Nonprofit-Government Contracting State Profiles

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Data presented for each state:

- Nonprofit-Government Contracts and Grants: Overview
 - Human Service Nonprofits with Government Contracts/Grants
 - Types of Nonprofits with Government Contracts/Grants
 - Nonprofits with Government Contracts/Grants, by Level
 - 2009 Government Contracting Experience Compared to Prior Years
 - Number of Government Contracts/Grants per Nonprofit
 - Total Nonprofit Government Contracts/Grants, by Level
- Contracting Problems
 - Key Problems Reported for Government Contracts
 - State Ranking: Small and Big Problems
 - Nonprofits with Late Payments from Government
 - Most Common Past Due Period for Government Contract/Grant Payments, by Level
- Contract Limitations
 - Nonprofits Reporting Contract Limitations, by Type
- Accountability and Reporting
 - Nonprofits That Report Outcomes or Give Feedback to the Government
- Recession
 - Nonprofits with Deficits, by Expenditure Size
 - State Nonprofits Experiencing Declines in Revenue
- Actions Taken by Human Service Nonprofits in 2009

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INTRODUCTION

Governments contract with human service nonprofit organizations to deliver pivotal services to individuals, families, and communities. The U.S. economic recession has depleted many nonprofit budgets while increasing the demand for their services. Many state governments—which are large providers of government contracts and grants—are in a fiscal crisis.¹ As a result, many nonprofits were forced to freeze or reduce salaries, draw on reserves, or scale back their operations.

Each state is faced with unique financial challenges and employs different policies and procedures which are affecting the nonprofit-government contracting relationships in various ways. This report provides state by state data on government contracts and grants with human service nonprofits, problems encountered, and the effect of the recession.

Government contracting problems are widespread at the federal, state, and local levels. Key problems facing nonprofits were identified in this study and include late payments, changes to contracts, complexity of application and reporting requirements, and insufficient payments. Whether these were large or small problems, well over half of all nonprofits experience problems with their contracts and grants.²

Nationwide, nearly 33,000³ human service providers had almost 200,000 government contracts and grants in 2009. Government contracting is more widespread in Arizona, where human service nonprofits averaged six contracts each, than in South Carolina, where nonprofits averaged three contracts each.

The types and sizes of government contracts are as varied as the organizations that receive them. Nationwide, 54 percent of human service nonprofits have government contracts and grants that require matching or sharing of costs. The number ranges from 82 percent of nonprofits in New Hampshire to 37 percent of organizations in Arizona. In addition, many contracts and grants limit the amount of money that can be used for program or organizational administrative costs. In Utah, 78 percent of organizations report limits on program administrative-overhead costs. In North Dakota, only 29 percent report such limits.

¹ Dollars from federal grants often flow through to states and local governments. Examples of federal programs set up as large grants to state and local governments which are then passed through to nonprofits include the Child and Adult Care Food Program (Department of Agriculture) and the Social Services Block Grant (Department of Health and Human Services) (U.S. Government Accountability Office 2009).

² *Grants* and *contracts* are used interchangeably in this report. Definitions are not uniform and often nonprofits cannot differentiate between them. Both contracts and grants refer to formal agreements with governments to produce specified products for a specified payment method.

³ This number is based on a selected group of direct human service providers with budgets greater than \$100,000. See the methodology section for additional details.

Human service nonprofits have been hit hard by the recession. Revenues from major sources such as government and donations have declined, and about 42 percent of human service nonprofits faced a budget deficit in 2009. Half of all organizations froze or reduced employee salaries, and almost 40 percent drew on reserves or reduced staff size. There were notable differences by state; 66 percent of nonprofits in Connecticut froze or reduced salaries but only 24 percent in Arkansas took this action. In Indiana, 62 percent of organizations drew on reserves but just 22 percent did in South Dakota.

This study also identifies key problems with government contracts and grants. The problems include insufficient payments to cover the cost of services provided, complexity of and time required to apply for and report on outcomes of contracts and grants, changes made by governments to existing contracts and grants, and late payments. The results varied significantly by state with some states reporting fewer problems than others. For example, 84 percent of organizations in Rhode Island had problems with payments not covering the full cost of contracted services, compared to just 37 percent of Montana nonprofits. Eighty-three percent of organizations in Illinois reported that late payments were a problem, but only 11 percent of organizations in South Dakota report that late payments were a problem.

The policies, procedures, and budget situations of each state are affecting the nonprofit-government contracting relationships in different ways. This report provides state-by-state data on the government contracting experience in all 50 states and the District of Columbia as well as an overview of the nation. It also includes state rankings for contract limitations, the effects of the recession, and problems experienced by nonprofits with government contracts and grants.

The state profiles provide details on

- the number and types of human service nonprofits.
- the number and source (local, state, federal) of government contracts and grants.
- nonprofits' contracting experience in 2009 compared to prior years.
- key problems facing nonprofits such as late payments, insufficient payments, difficulty with the application or reporting process, and changes to government contacts.
- contract limitations and reporting requirements.
- nonprofits' budget deficits and decreases in revenue during the recession.
- cutbacks human service organizations made in 2009 such as reducing salaries and benefits, reducing staff size, drawing on reserves, and borrowing or expanding lines of credit.

The state rankings provide details on

- the number of human service nonprofits and government contracts.
- nonprofits' contracting experience in 2009 compared to prior years.
- the variations on contract requirements, limitations, and reporting.

- percent of organizations in states hardest hit by the recession and those facing the largest declines in revenue from major sources: local, state, and federal government and donations from individuals, corporations, and private foundations.
- percent of organizations in states experiencing the most problems with their government contracts, including rankings on late payments, changes to government contracts, and insufficient payments.

We hope these state profiles and state rankings will help organizations assess their government contracting experiences and compare their state to other states. States with fewer problems may have policies that can provide clues to more efficient and effective government contracting practices.

The findings reported here are based on a national study of human service nonprofits. A random sample of direct human service providers with more than \$100,000 in expenditures was surveyed. Figures are based on the organizations that completed the questionnaire. All estimates presented here have been weighted to represent the part of the U.S. human service nonprofit sector that had government contracts and grants in 2009. For more details on the study please see the methodology section at the end of this report.

The full report, “Human Service Nonprofits and Government Collaboration: Findings from the 2010 National Survey of Nonprofit Government Contracting and Grants,” and an eight-page brief summarizing the findings, “Contracts and Grants between Human Service Nonprofits and Governments,” can be found on the Urban Institute web site; the full report is available at <http://www.urban.org/url.cfm?ID=412159>.

STATE PROFILES

NATIONAL

National Study of Nonprofit-
Government Contracting
Survey Results (2009 Data)

NONPROFIT-GOVERNMENT CONTRACTS AND GRANTS: OVERVIEW

Human Service Nonprofits with Government Contracts/Grants^a

Number 32,693

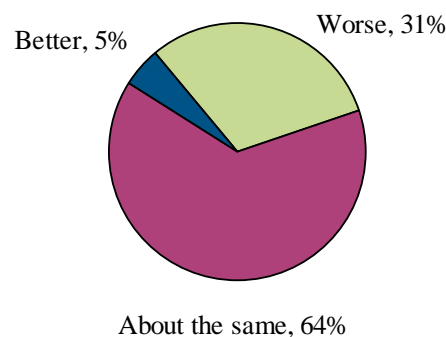
Types of Nonprofits with Government Contracts/Grants

Crime and legal-related	8%
Employment	5%
Food, agriculture, and nutrition	3%
Housing and shelter	18%
Public safety and disaster relief	< 1%
Youth development	7%
Human service: multipurpose	52%
Community and economic development	7%
<i>Total contracts/grants.</i>	<i>100%</i>

Nonprofits with Government Contracts/Grants, by Level

Local government	74%
State government	83%
Federal government	73%

2009 Government Contracting Experience Compared to Prior Years



Number of Government Contracts/Grants per Nonprofit

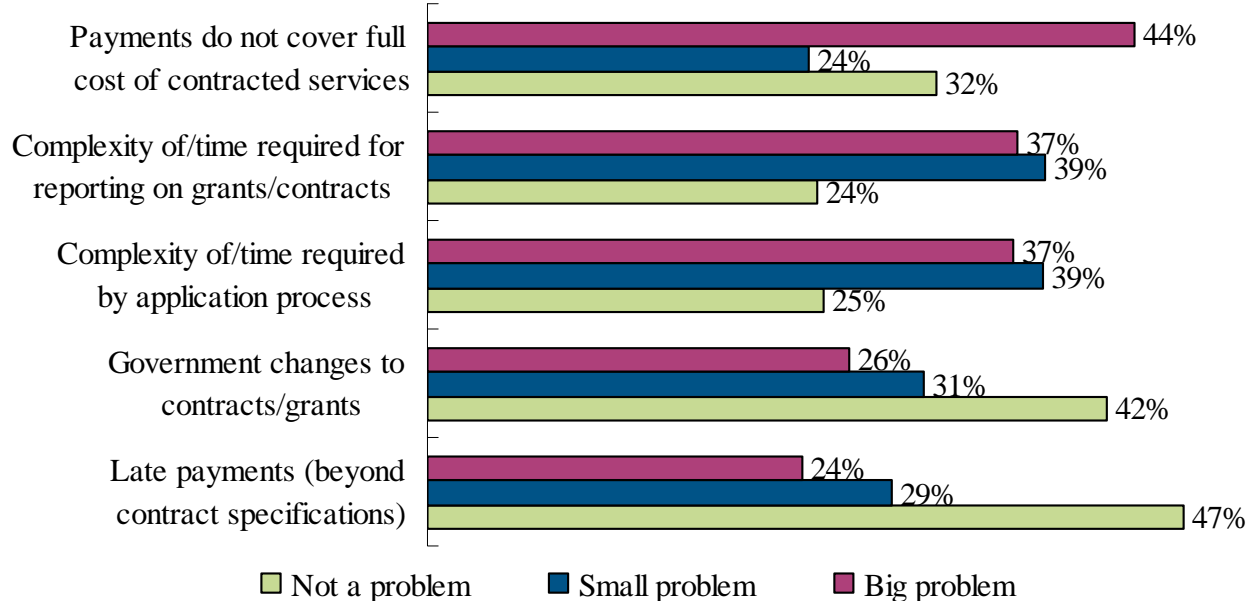
1 government contract/grant	22%
2–4 government contracts/grants	46%
5 or more government contracts/grants	32%

Total Nonprofit Government Contracts/Grants, by Level

Local government	20%
State government	47%
Federal government	33%

CONTRACTING PROBLEMS

Key Problems Reported for Government Contracts



CONTRACTING PROBLEMS (CONT'D)

Nonprofits with Late Payments from Government

Nationwide.41%

Most Common Past Due Period for Contract/Grant Payments, by Level

Local government90 days or more

State government90 days or more

Federal government90 days or more

CONTRACT LIMITATIONS

Nonprofits Reporting Contract Limitations, by Type

Require matching or sharing costs.54%

Limit program administrative/overhead.62%

Limit organization administrative/overhead . . .58%

ACCOUNTABILITY AND REPORTING

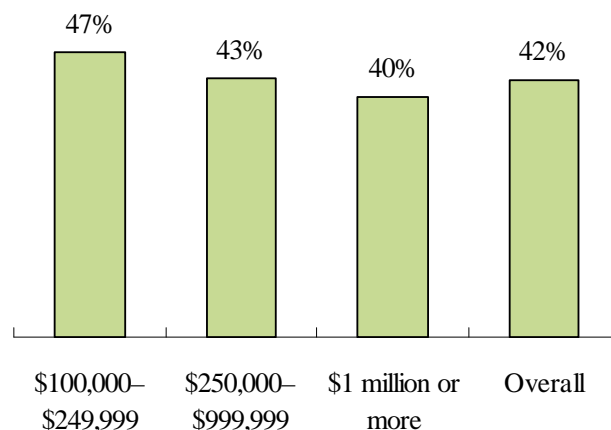
Nonprofits That Report Outcomes or Give Feedback to the Government

Report results/outcomes of programs89%

Give feedback on contracting procedures62%

RECESSION

Nonprofits with Deficits, by Expenditure Size



Nationwide Nonprofits Experiencing Declines in Revenue

Local government agencies49%

State government agencies56%

Federal government agencies.31%

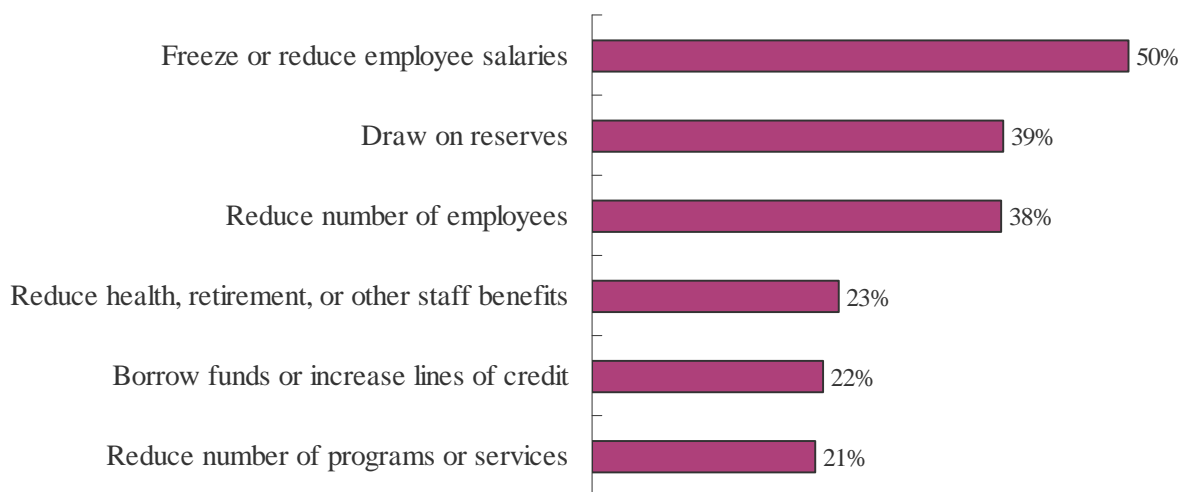
Individual donations50%

Private foundations53%

Corporate donations59%

Investment income72%

Actions Taken by Human Service Nonprofits in 2009



Source: The Urban Institute National Survey of Nonprofit-Government Contracting and Grants, 2010.

Notes: Percentages may not sum to 100 because of rounding. Full report available at <http://www.urban.org/url.cfm?ID=412159>.

a. Number is based on a selected group of direct human service providers with budgets greater than \$100,000.

ALABAMA

National Study of Nonprofit- Government Contracting Survey Results (2009 Data)

NONPROFIT-GOVERNMENT CONTRACTS AND GRANTS: OVERVIEW

Human Service Nonprofits with Government Contracts/Grants^a

Number 423

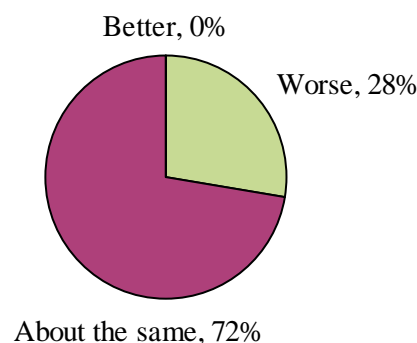
Types of Nonprofits with Government Contracts/Grants

Crime and legal-related 26%
 Employment < 1%
 Food, agriculture, and nutrition 4%
 Housing and shelter 5%
 Public safety and disaster relief < 1%
 Youth development 16%
 Human service: multipurpose 46%
 Community and economic development 3%
Total contracts/grants 100%

Nonprofits with Government Contracts/Grants, by Level

Local government 76%
 State government 86%
 Federal government 66%

2009 Government Contracting Experience Compared to Prior Years



Number of Government Contracts/Grants per Nonprofit

1 government contract/grant 17%
 2–4 government contracts/grants 59%
 5 or more government contracts/grants 24%

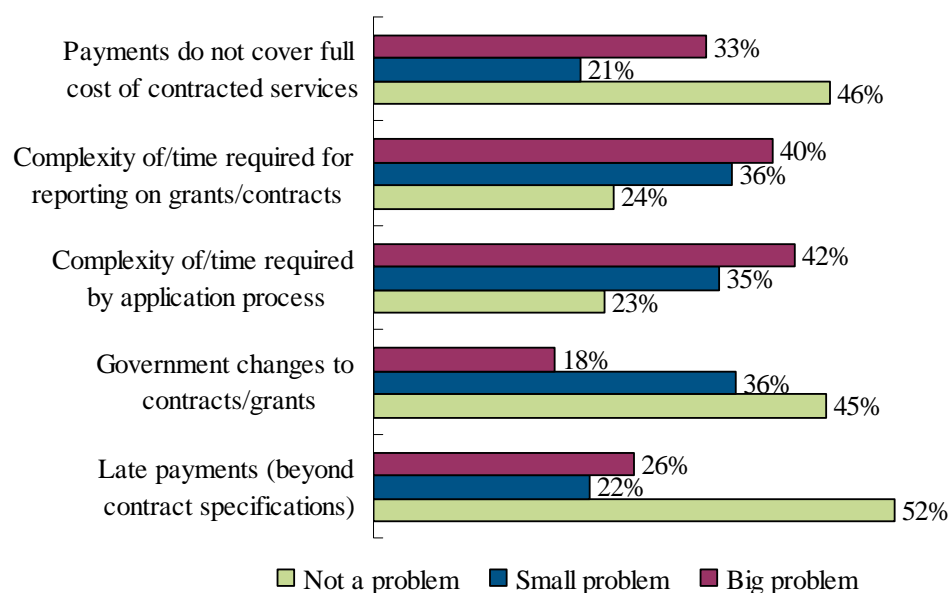
Total Nonprofit Government Contracts/Grants, by Level

Local government 13%
 State government 33%
 Federal government 55%

CONTRACTING PROBLEMS

Key Problems Reported for Government Contracts

State Ranking^b: Small and Big Problems



1 = highest percentage of nonprofits with problems;
 51 = lowest percentage of nonprofits with problems

CONTRACTING PROBLEMS (CONT'D)

Nonprofits with Late Payments from Government

Alabama	43%
Nationwide	41%

Most Common Past Due Period for Government Contract/Grant Payments, by Level

Local government	90 days or more
State government	90 days or more
Federal government	90 days or more

CONTRACT LIMITATIONS

Nonprofits Reporting Contract Limitations, by Type

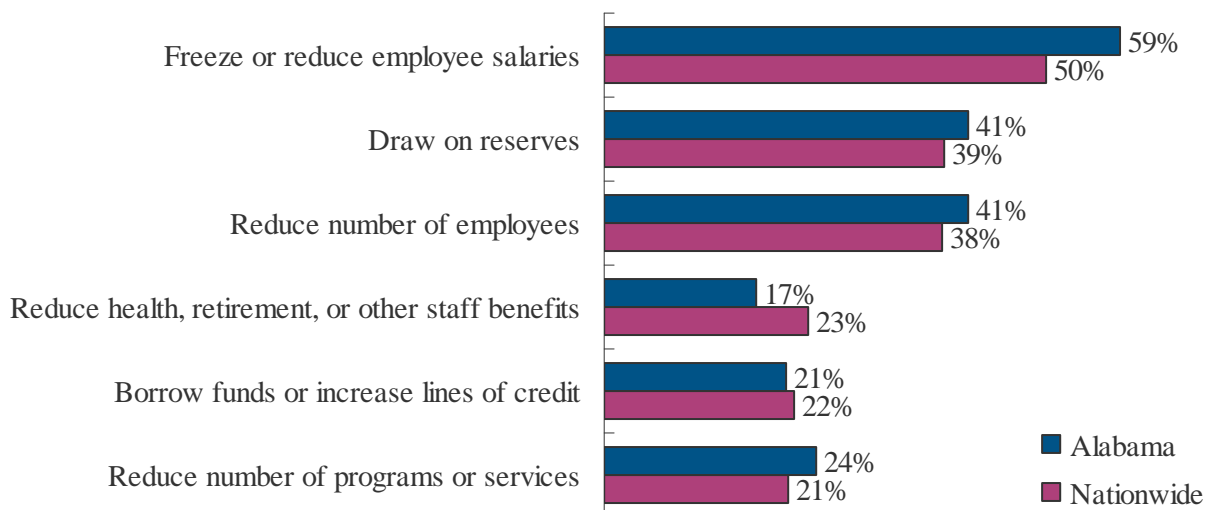
Require matching or sharing costs.	63%
Limit program administrative/overhead.	61%
Limit organization administrative/overhead	52%

ACCOUNTABILITY AND REPORTING

Nonprofits That Report Outcomes or Give Feedback to the Government

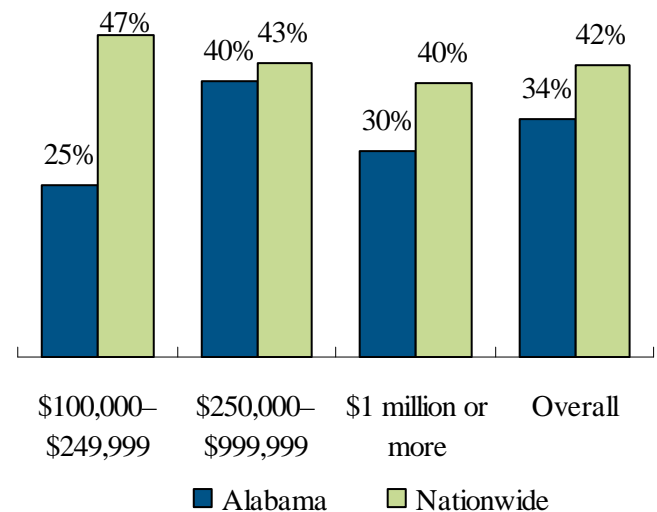
Report results/outcomes of programs	97%
Give feedback on contracting procedures	62%

Actions Taken by Human Service Nonprofits in 2009



RECESSION

Nonprofits with Deficits, by Expenditure Size



Alabama Nonprofits Experiencing Declines in Revenue

Local government agencies	45%
State government agencies	59%
Federal government agencies.	56%
Individual donations	52%
Private foundations	71%
Corporate donations	68%
Investment income	75%

Source: The Urban Institute National Survey of Nonprofit-Government Contracting and Grants, 2010.

Notes: Percentages may not sum to 100 because of rounding. Full report available at <http://www.urban.org/url.cfm?ID=412159>.

a. Number is based on a selected group of direct human service providers with budgets greater than \$100,000.

b. See appendix for more details on state rankings.

ALASKA

National Study of Nonprofit-
Government Contracting
Survey Results (2009 Data)

NONPROFIT-GOVERNMENT CONTRACTS AND GRANTS: OVERVIEW

Human Service Nonprofits with Government Contracts/Grants^a

Number136

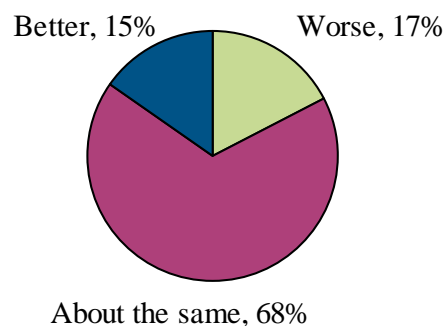
Types of Nonprofits with Government Contracts/Grants

Crime and legal-related < 1%
Employment 1%
Food, agriculture, and nutrition 3%
Housing and shelter 6%
Public safety and disaster relief < 1%
Youth development 18%
Human service: multipurpose 42%
Community and economic development 29%
Total contracts/grants 100%

Nonprofits with Government Contracts/Grants, by Level

Local government 76%
State government 92%
Federal government 73%

2009 Government Contracting Experience Compared to Prior Years



Number of Government Contracts/Grants per Nonprofit

1 government contract/grant 22%
2–4 government contracts/grants 45%
5 or more government contracts/grants 33%

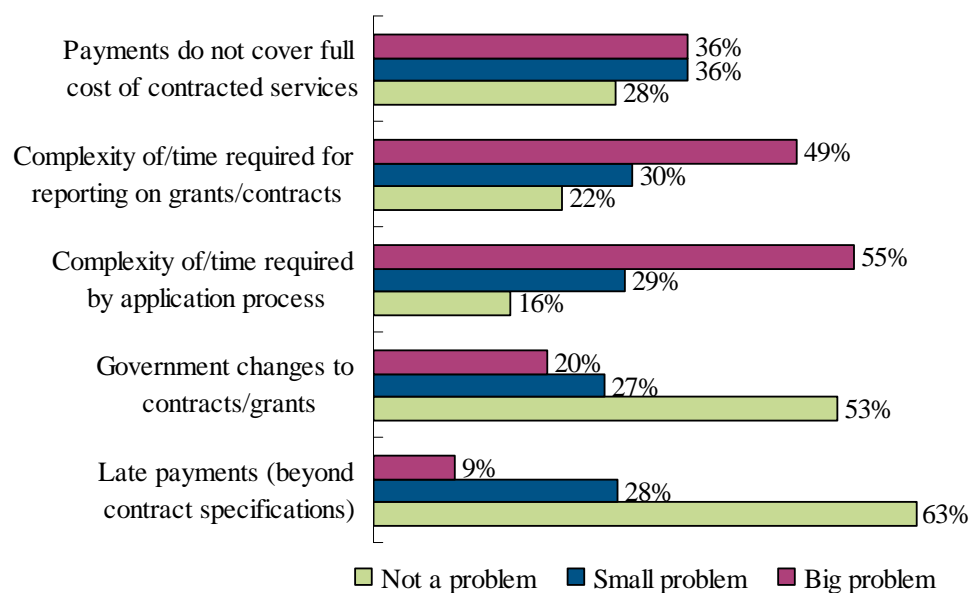
Total Nonprofit Government Contracts/Grants, by Level

Local government 6%
State government 49%
Federal government 46%

CONTRACTING PROBLEMS

Key Problems Reported for Government Contracts

State Ranking^b: Small and Big Problems



18

22

7

39

41

1 = highest percentage of nonprofits with problems;
51 = lowest percentage of nonprofits with problems

CONTRACTING PROBLEMS (CONT'D)

Nonprofits with Late Payments from Government

Alaska.	27%
Nationwide	41%

Most Common Past Due Period for Government Contract/Grant Payments, by Level

Local government	n.r.
State government	30 days
Federal government	60 days

CONTRACT LIMITATIONS

Nonprofits Reporting Contract Limitations, by Type

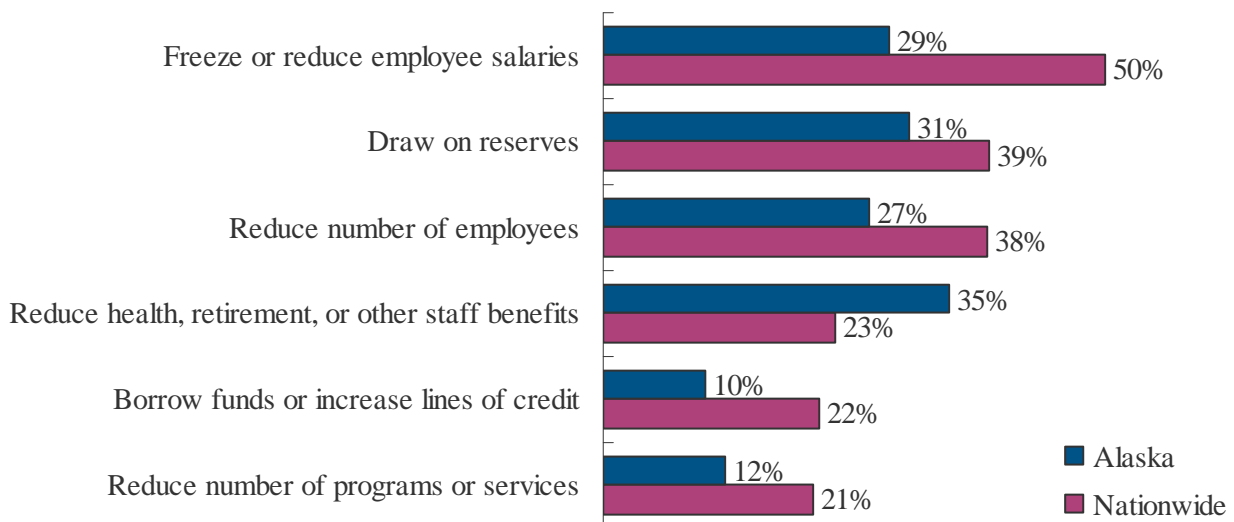
Require matching or sharing costs.	73%
Limit program administrative/overhead.	64%
Limit organization administrative/overhead	72%

ACCOUNTABILITY AND REPORTING

Nonprofits That Report Outcomes or Give Feedback to the Government

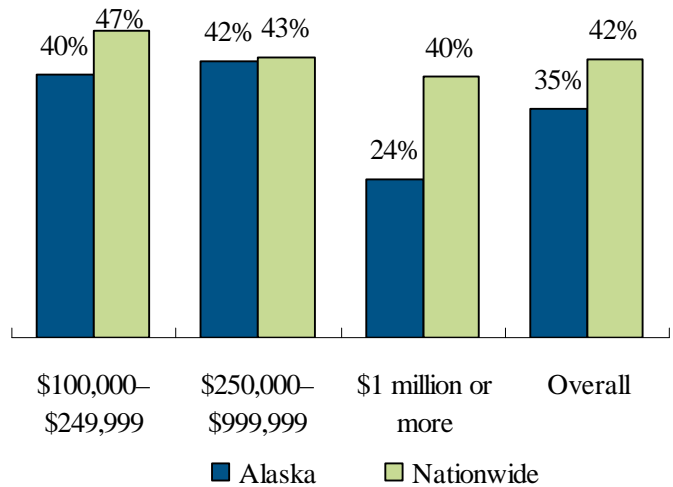
Report results/outcomes of programs	89%
Give feedback on contracting procedures	53%

Actions Taken by Human Service Nonprofits in 2009



RECESSION

Nonprofits with Deficits, by Expenditure Size



Alaska Nonprofits Experiencing Declines in Revenue

Local government agencies	39%
State government agencies	18%
Federal government agencies.	27%
Individual donations	51%
Private foundations	55%
Corporate donations	49%
Investment income	65%

Source: The Urban Institute National Survey of Nonprofit-Government Contracting and Grants, 2010.

Notes: Percentages may not sum to 100 because of rounding. Full report available at <http://www.urban.org/url.cfm?ID=412159>.

a. Number is based on a selected group of direct human service providers with budgets greater than \$100,000.

b. See appendix for more details on state rankings.

n.r. Data not reported or too few respondents answered the question.

ARIZONA

National Study of Nonprofit- Government Contracting Survey Results (2009 Data)

NONPROFIT-GOVERNMENT CONTRACTS AND GRANTS: OVERVIEW

Human Service Nonprofits with Government Contracts/Grants^a

Number355

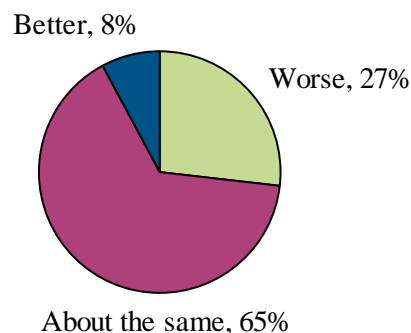
Types of Nonprofits with Government Contracts/Grants

Crime and legal-related6%
 Employment < 1%
 Food, agriculture, and nutrition 2%
 Housing and shelter 11%
 Public safety and disaster relief < 1%
 Youth development8%
 Human service: multipurpose72%
 Community and economic development 2%
 Total contracts/grants100%

Nonprofits with Government Contracts/Grants, by Level

Local government67%
 State government 63%
 Federal government 70%

2009 Government Contracting Experience Compared to Prior Years



Number of Government Contracts/Grants per Nonprofit

1 government contract/grant 44%
 2–4 government contracts/grants 33%
 5 or more government contracts/grants22%

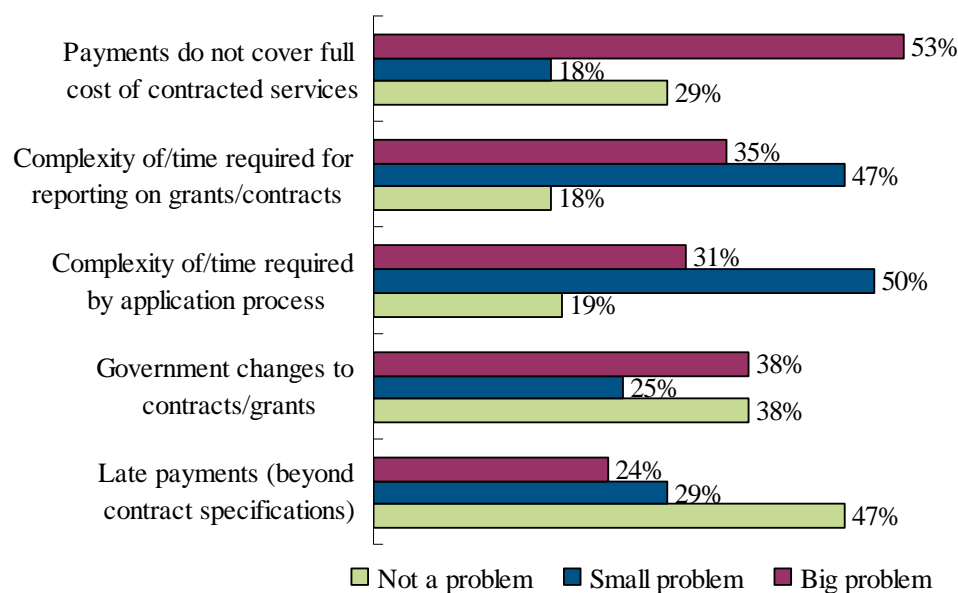
Total Nonprofit Government Contracts/Grants, by Level

Local government 9%
 State government35%
 Federal government55%

CONTRACTING PROBLEMS

Key Problems Reported for Government Contracts

State Ranking^b: Small and Big Problems



1 = highest percentage of nonprofits with problems;
 51 = lowest percentage of nonprofits with problems

CONTRACTING PROBLEMS (CONT'D)

Nonprofits with Late Payments from Government

Arizona	31%
Nationwide	41%

Most Common Past Due Period for Government Contract/Grant Payments, by Level

Local government	n.r.
State government	n.r.
Federal government	n.r.

CONTRACT LIMITATIONS

Nonprofits Reporting Contract Limitations, by Type

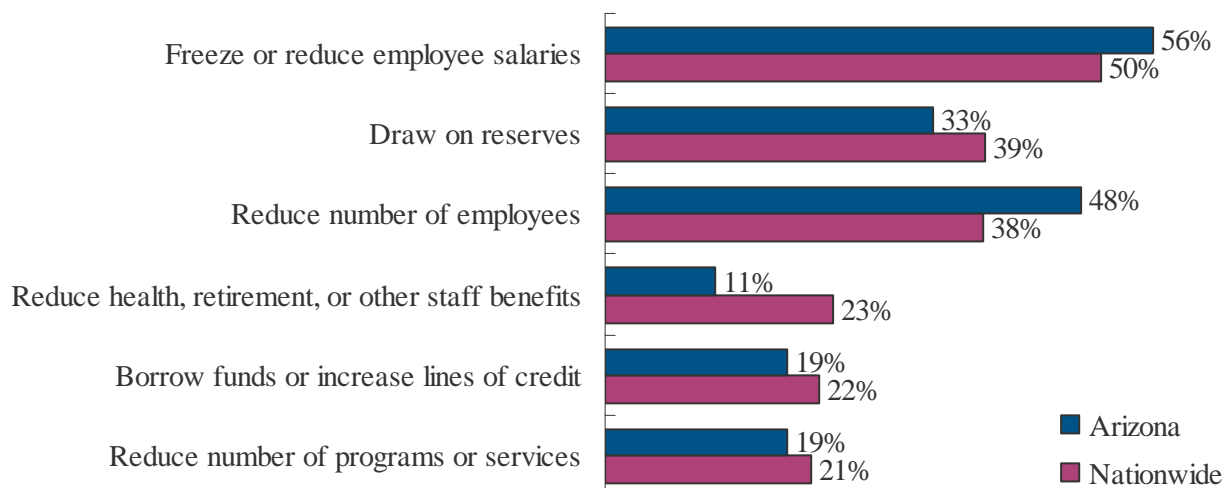
Require matching or sharing costs.	37%
Limit program administrative/overhead.	73%
Limit organization administrative/overhead	71%

ACCOUNTABILITY AND REPORTING

Nonprofits That Report Outcomes or Give Feedback to the Government

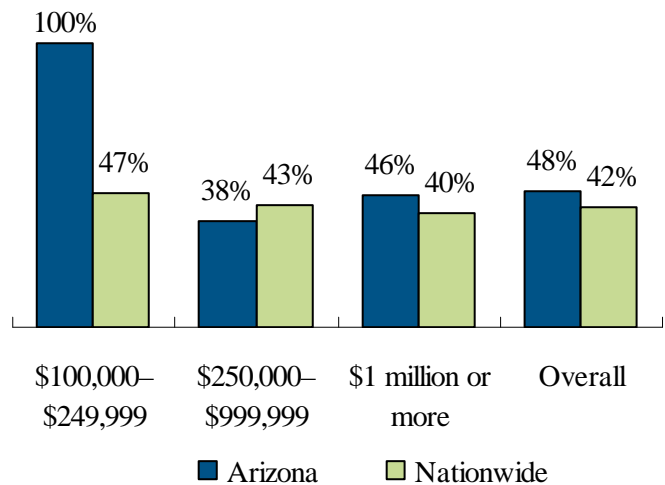
Report results/outcomes of programs	81%
Give feedback on contracting procedures	60%

Actions Taken by Human Service Nonprofits in 2009



RECESSION

Nonprofits with Deficits, by Expenditure Size



Arizona Nonprofits Experiencing Declines in Revenue

Local government agencies	80%
State government agencies	67%
Federal government agencies.	25%
Individual donations	38%
Private foundations	56%
Corporate donations	50%
Investment income	95%

Source: The Urban Institute National Survey of Nonprofit-Government Contracting and Grants, 2010.

Notes: Percentages may not sum to 100 because of rounding. Full report available at <http://www.urban.org/url.cfm?ID=412159>.

a. Number is based on a selected group of direct human service providers with budgets greater than \$100,000.

b. See appendix for more details on state rankings.

n.r. Data not reported or too few respondents answered the question.

ARKANSAS

National Study of Nonprofit-
Government Contracting
Survey Results (2009 Data)

NONPROFIT-GOVERNMENT CONTRACTS AND GRANTS: OVERVIEW

Human Service Nonprofits with Government Contracts/Grants^a

Number309

Types of Nonprofits with Government Contracts/Grants

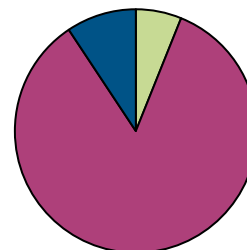
Crime and legal-related1%
Employment15%
Food, agriculture, and nutrition1%
Housing and shelter17%
Public safety and disaster relief2%
Youth development10%
Human service: multipurpose35%
Community and economic development20%
Total contracts/grants100%

Nonprofits with Government Contracts/Grants, by Level

Local government48%
State government82%
Federal government79%

2009 Government Contracting Experience Compared to Prior Years

Better, 9% Worse, 6%



About the same, 85%

Number of Government Contracts/Grants per Nonprofit

1 government contract/grant18%
2–4 government contracts/grants55%
5 or more government contracts/grants27%

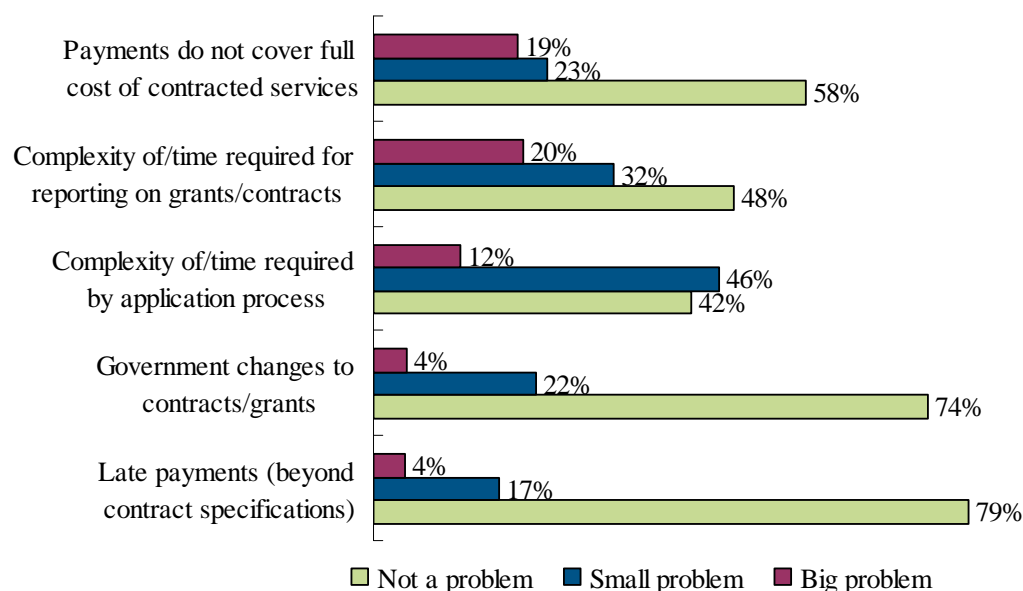
Total Nonprofit Government Contracts/Grants, by Level

Local government1%
State government13%
Federal government86%

CONTRACTING PROBLEMS

Key Problems Reported for Government Contracts

State Ranking^b: Small and Big Problems



49

51

50

50

50

1 = highest percentage of nonprofits with problems;
51 = lowest percentage of nonprofits with problems

CONTRACTING PROBLEMS (CONT'D)

Nonprofits with Late Payments from Government

Arkansas	12%
Nationwide	41%

Most Common Past Due Period for Government Contract/Grant Payments, by Level

Local government	n.r.
State government	n.r.
Federal government	n.r.

CONTRACT LIMITATIONS

Nonprofits Reporting Contract Limitations, by Type

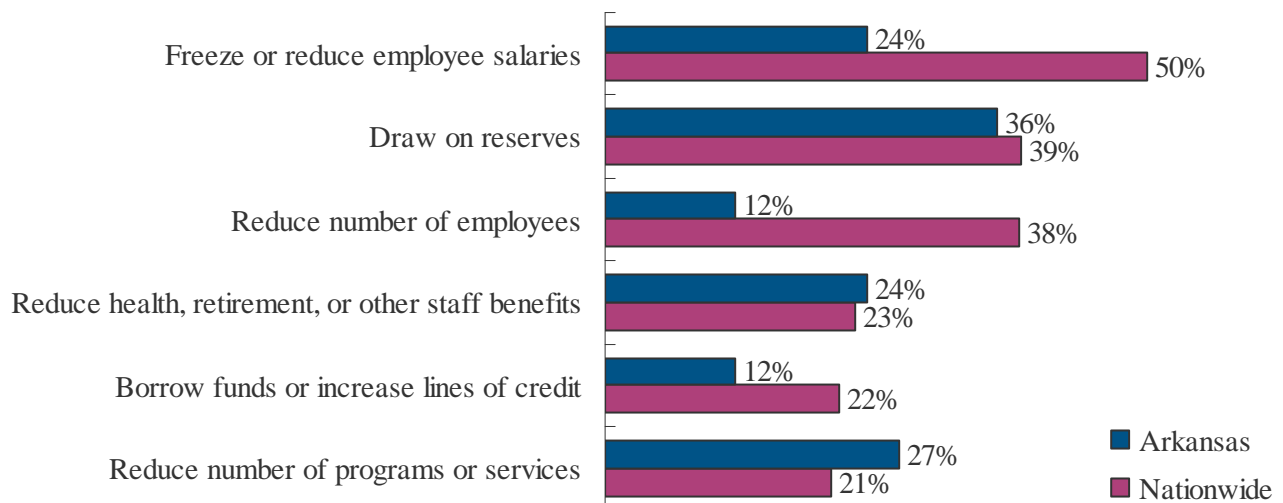
Require matching or sharing costs.	48%
Limit program administrative/overhead.	45%
Limit organization administrative/overhead	42%

ACCOUNTABILITY AND REPORTING

Nonprofits That Report Outcomes or Give Feedback to the Government

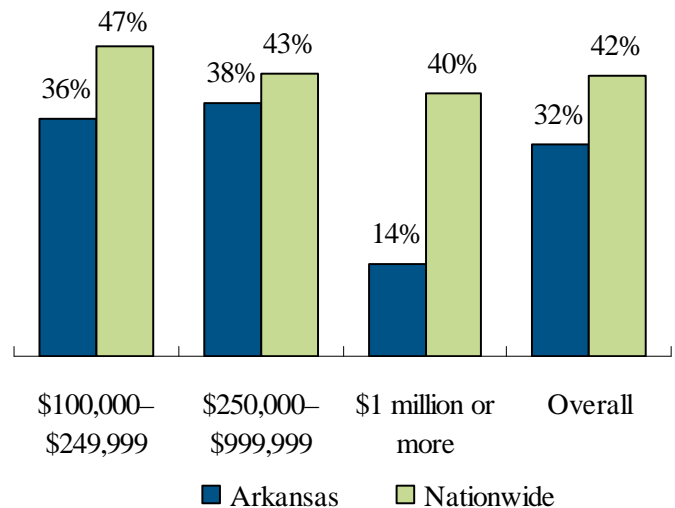
Report results/outcomes of programs	91%
Give feedback on contracting procedures	71%

Actions Taken by Human Service Nonprofits in 2009



RECESSION

Nonprofits with Deficits, by Expenditure Size



Arkansas Nonprofits Experiencing Declines in Revenue

Local government agencies	21%
State government agencies	36%
Federal government agencies.	21%
Individual donations	50%
Private foundations	50%
Corporate donations	48%
Investment income	71%

Source: The Urban Institute National Survey of Nonprofit-Government Contracting and Grants, 2010.

Notes: Percentages may not sum to 100 because of rounding. Full report available at <http://www.urban.org/url.cfm?ID=412159>.

a. Number is based on a selected group of direct human service providers with budgets greater than \$100,000.

b. See appendix for more details on state rankings.

n.r. Data not reported or too few respondents answered the question.

CALIFORNIA

National Study of Nonprofit-
Government Contracting
Survey Results (2009 Data)

NONPROFIT-GOVERNMENT CONTRACTS AND GRANTS: OVERVIEW

Human Service Nonprofits with Government Contracts/Grants^a

Number 3,196

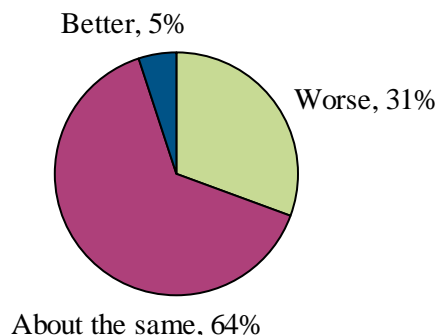
Types of Nonprofits with Government Contracts/Grants

Crime and legal-related 4%
Employment 1%
Food, agriculture, and nutrition 2%
Housing and shelter 37%
Public safety and disaster relief < 1%
Youth development 9%
Human service: multipurpose 40%
Community and economic development 7%
Total contracts/grants 100%

Nonprofits with Government Contracts/Grants, by Level

Local government 85%
State government 81%
Federal government 66%

2009 Government Contracting Experience Compared to Prior Years



Number of Government Contracts/Grants per Nonprofit

1 government contract/grant 19%
2–4 government contracts/grants 46%
5 or more government contracts/grants 34%

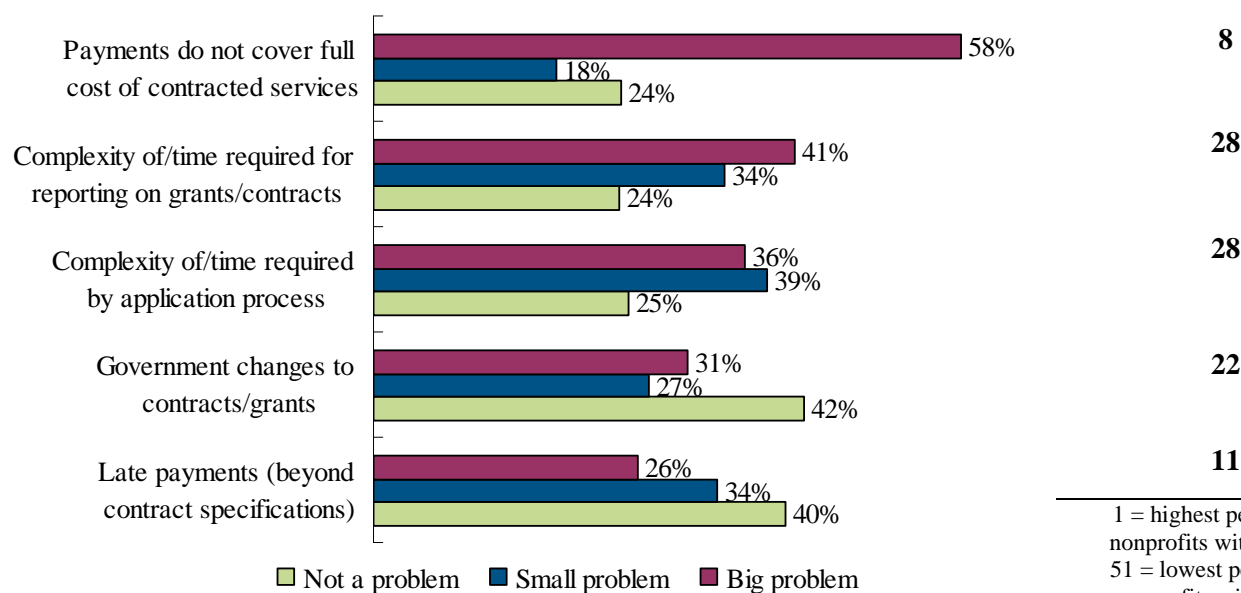
Total Nonprofit Government Contracts/Grants, by Level

Local government 38%
State government 42%
Federal government 21%

CONTRACTING PROBLEMS

Key Problems Reported for Government Contracts

State Ranking^b: Small and Big Problems



1 = highest percentage of nonprofits with problems;
51 = lowest percentage of nonprofits with problems

CONTRACTING PROBLEMS (CONT'D)

Nonprofits with Late Payments from Government

California	49%
Nationwide	41%

Most Common Past Due Period for Government Contract/Grant Payments, by Level

Local government	60 days
State government	90 days or more
Federal government	60 days

CONTRACT LIMITATIONS

Nonprofits Reporting Contract Limitations, by Type

Require matching or sharing costs.	59%
Limit program administrative/overhead.	65%
Limit organization administrative/overhead	64%

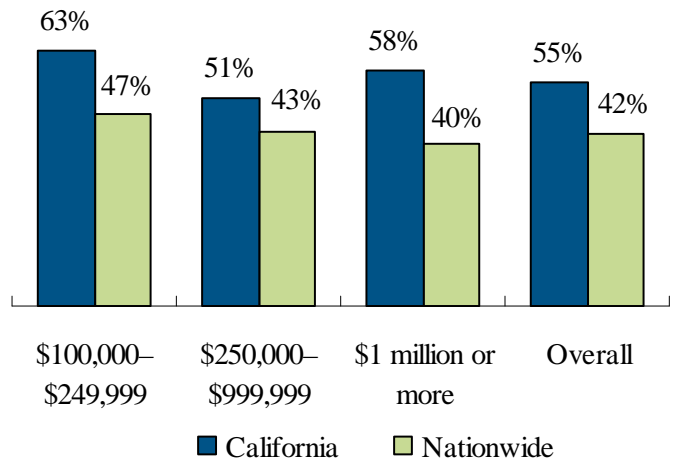
ACCOUNTABILITY AND REPORTING

Nonprofits That Report Outcomes or Give Feedback to the Government

Report results/outcomes of programs	89%
Give feedback on contracting procedures	55%

RECESSION

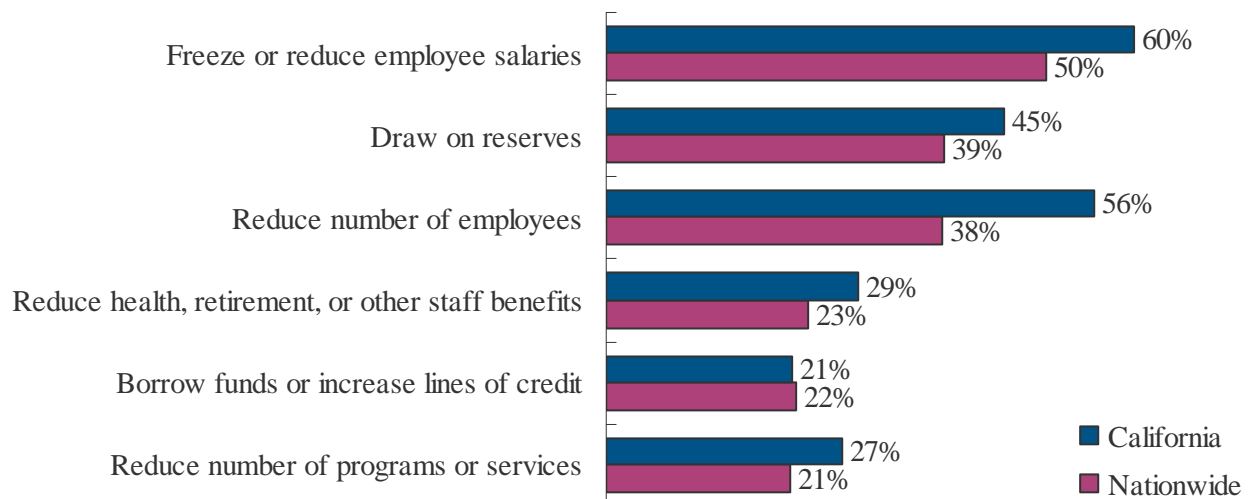
Nonprofits with Deficits, by Expenditure Size



California Nonprofits Experiencing Declines in Revenue

Local government agencies	46%
State government agencies	60%
Federal government agencies.	26%
Individual donations	61%
Private foundations	61%
Corporate donations	68%
Investment income	72%

Actions Taken by Human Service Nonprofits in 2009



Source: The Urban Institute National Survey of Nonprofit-Government Contracting and Grants, 2010.

Notes: Percentages may not sum to 100 because of rounding. Full report available at <http://www.urban.org/url.cfm?ID=412159>.

a. Number is based on a selected group of direct human service providers with budgets greater than \$100,000.

b. See appendix for more details on state rankings.

COLORADO

National Study of Nonprofit-
Government Contracting
Survey Results (2009 Data)

NONPROFIT-GOVERNMENT CONTRACTS AND GRANTS: OVERVIEW

Human Service Nonprofits with Government Contracts/Grants^a

Number649

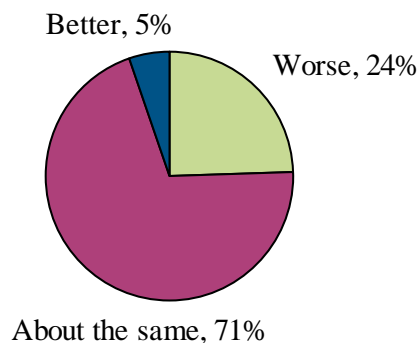
Types of Nonprofits with Government Contracts/Grants

Crime and legal-related6%
Employment5%
Food, agriculture, and nutrition5%
Housing and shelter24%
Public safety and disaster relief< 1%
Youth development9%
Human service: multipurpose49%
Community and economic development3%
Total contracts/grants100%

Nonprofits with Government Contracts/Grants, by Level

Local government74%
State government76%
Federal government74%

2009 Government Contracting Experience Compared to Prior Years



Number of Government Contracts/Grants per Nonprofit

1 government contract/grant26%
2–4 government contracts/grants45%
5 or more government contracts/grants29%

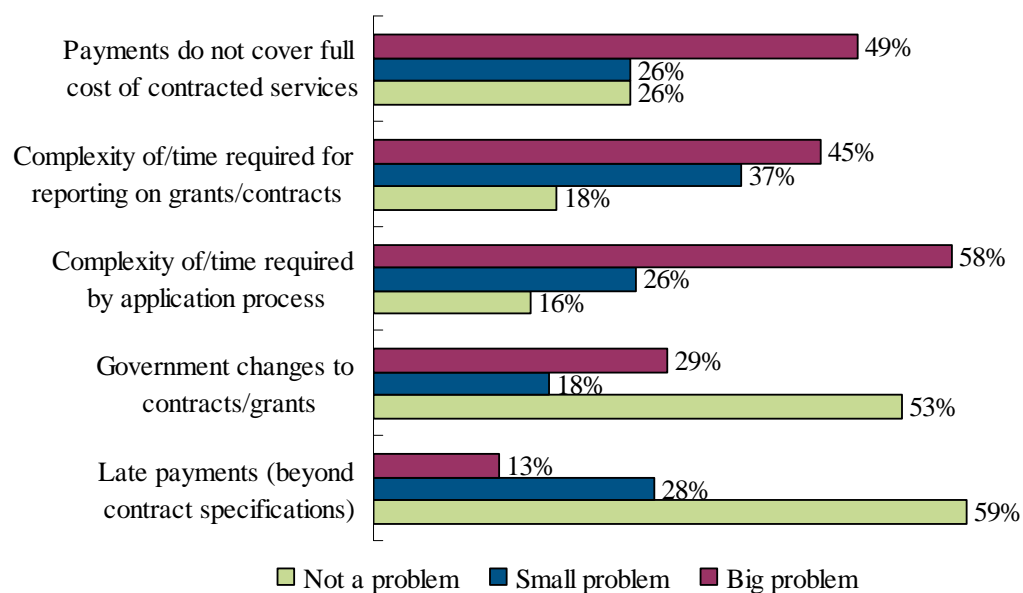
Total Nonprofit Government Contracts/Grants, by Level

Local government15%
State government30%
Federal government55%

CONTRACTING PROBLEMS

Key Problems Reported for Government Contracts

State Ranking^b: Small and Big Problems



1 = highest percentage of nonprofits with problems;
51 = lowest percentage of nonprofits with problems

CONTRACTING PROBLEMS (CONT'D)

Nonprofits with Late Payments from Government

Colorado	22%
Nationwide	41%

Most Common Past Due Period for Government Contract/Grant Payments, by Level

Local government	n.r.
State government	n.r.
Federal government . . . . .	.30 days

CONTRACT LIMITATIONS

Nonprofits Reporting Contract Limitations, by Type

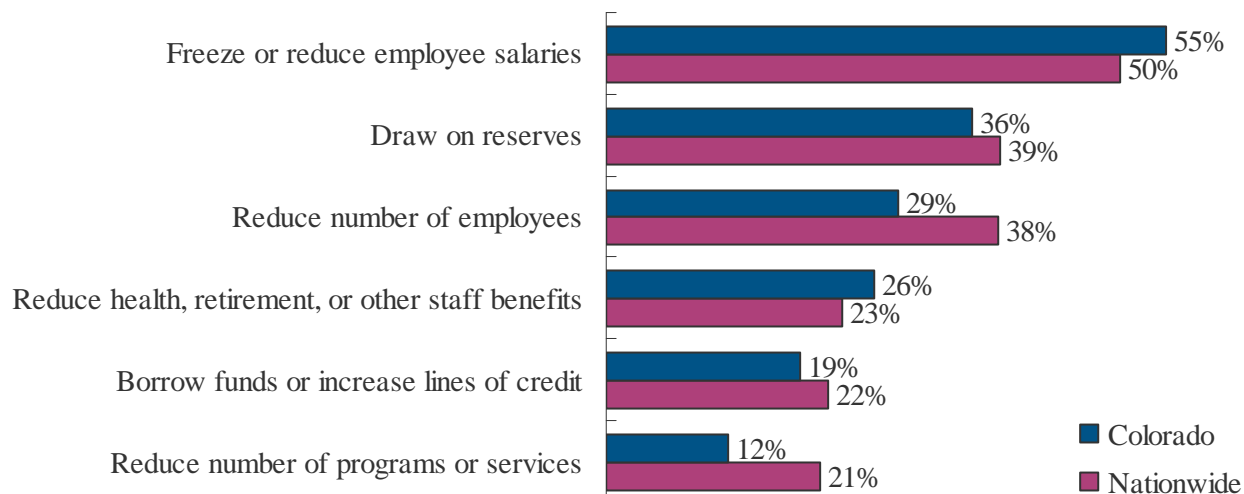
Require matching or sharing costs. . . . .	.60%
Limit program administrative/overhead. . . . .	.51%
Limit organization administrative/overhead . . . . .	.45%

ACCOUNTABILITY AND REPORTING

Nonprofits That Report Outcomes or Give Feedback to the Government

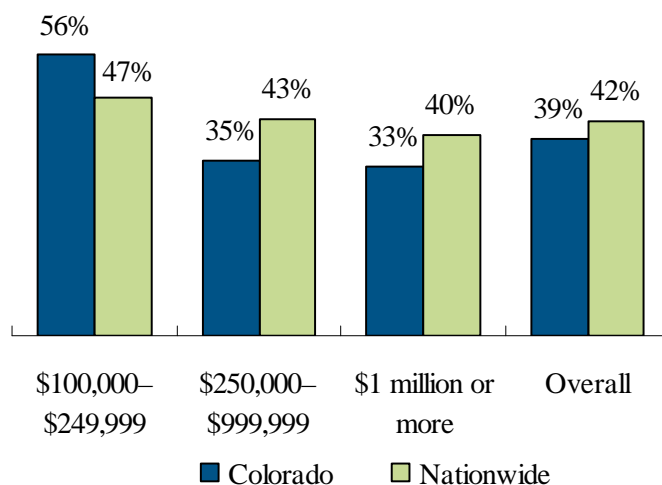
Report results/outcomes of programs	93%
Give feedback on contracting procedures . . . . .	.54%

Actions Taken by Human Service Nonprofits in 2009



RECESSION

Nonprofits with Deficits, by Expenditure Size



Colorado Nonprofits Experiencing Declines in Revenue

Local government agencies . . . . .	.45%
State government agencies . . . . .	.57%
Federal government agencies. . . . .	.18%
Individual donations . . . . .	.63%
Private foundations . . . . .	.51%
Corporate donations . . . . .	.61%
Investment income . . . . .	.88%

Source: The Urban Institute National Survey of Nonprofit-Government Contracting and Grants, 2010.

Notes: Percentages may not sum to 100 because of rounding. Full report available at <http://www.urban.org/url.cfm?ID=412159>.

a. Number is based on a selected group of direct human service providers with budgets greater than \$100,000.

b. See appendix for more details on state rankings.

n.r. Data not reported or too few respondents answered the question.

CONNECTICUT

National Study of Nonprofit-
Government Contracting
Survey Results (2009 Data)

NONPROFIT-GOVERNMENT CONTRACTS AND GRANTS: OVERVIEW

Human Service Nonprofits with Government Contracts/Grants^a

Number509

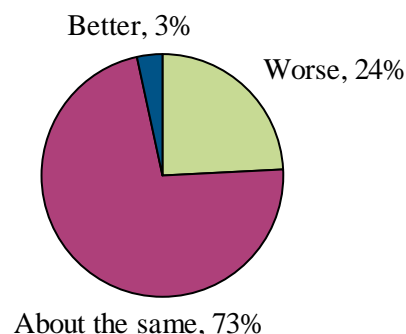
Types of Nonprofits with Government Contracts/Grants

Crime and legal-related36%
Employment < 1%
Food, agriculture, and nutrition 3%
Housing and shelter 14%
Public safety and disaster relief < 1%
Youth development2%
Human service: multipurpose41%
Community and economic development 5%
Total contracts/grants100%

Nonprofits with Government Contracts/Grants, by Level

Local government76%
State government 86%
Federal government 79%

2009 Government Contracting Experience Compared to Prior Years



Number of Government Contracts/Grants per Nonprofit

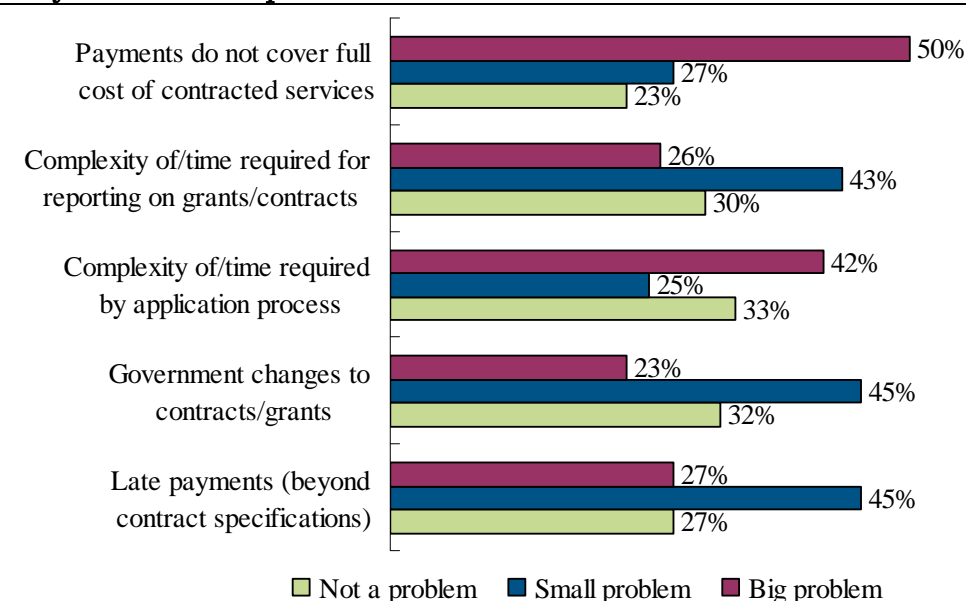
1 government contract/grant 21%
2–4 government contracts/grants 55%
5 or more government contracts/grants24%

Total Nonprofit Government Contracts/Grants, by Level

Local government 1%
State government96%
Federal government4%

CONTRACTING PROBLEMS

Key Problems Reported for Government Contracts



State Ranking^b: Small and Big Problems

7

41

43

8

3

1 = highest percentage of nonprofits with problems;
51 = lowest percentage of nonprofits with problems

CONTRACTING PROBLEMS (CONT'D)

Nonprofits with Late Payments from Government

Connecticut	43%
Nationwide	41%

Most Common Past Due Period for Government Contract/Grant Payments, by Level

Local government	90 days or more
State government	30 days
Federal government	n.r.

CONTRACT LIMITATIONS

Nonprofits Reporting Contract Limitations, by Type

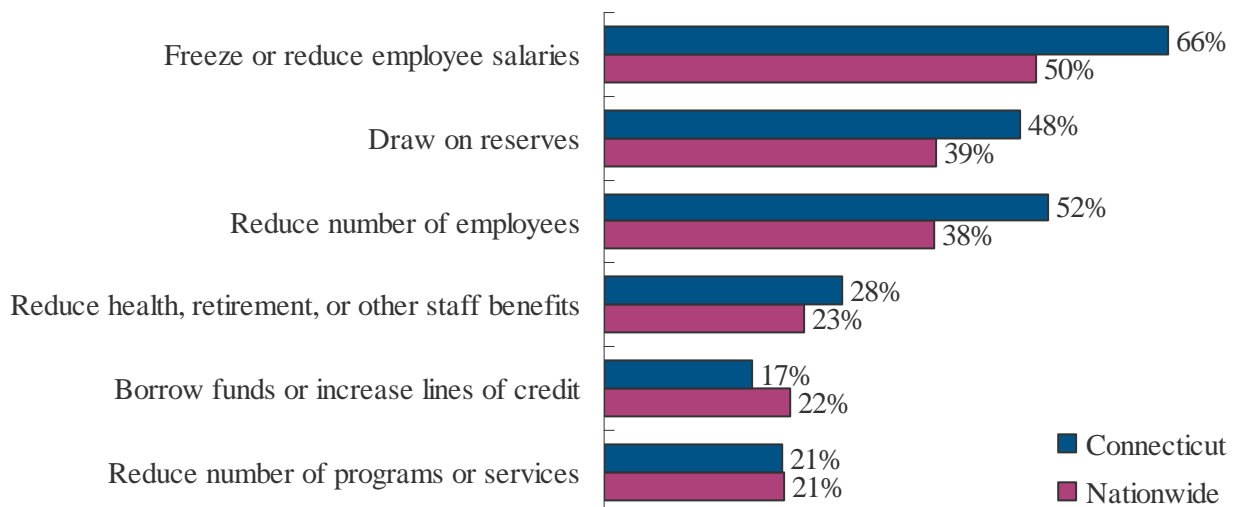
Require matching or sharing costs.	48%
Limit program administrative/overhead.	68%
Limit organization administrative/overhead . . .	75%

ACCOUNTABILITY AND REPORTING

Nonprofits That Report Outcomes or Give Feedback to the Government

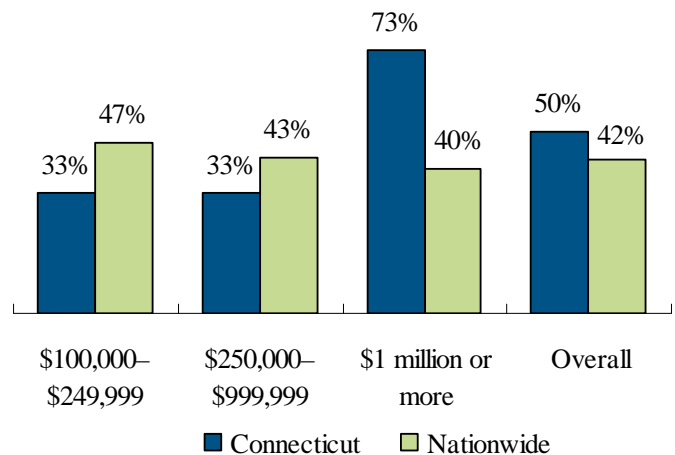
Report results/outcomes of programs	86%
Give feedback on contracting procedures	41%

Actions Taken by Human Service Nonprofits in 2009



RECESSION

Nonprofits with Deficits, by Expenditure Size



Connecticut Nonprofits Experiencing Declines in Revenue

Local government agencies	35%
State government agencies	44%
Federal government agencies.	35%
Individual donations	61%
Private foundations	43%
Corporate donations	57%
Investment income	71%

Source: The Urban Institute National Survey of Nonprofit-Government Contracting and Grants, 2010.

Notes: Percentages may not sum to 100 because of rounding. Full report available at <http://www.urban.org/url.cfm?ID=412159>.

a. Number is based on a selected group of direct human service providers with budgets greater than \$100,000.

b. See appendix for more details on state rankings.

n.r. Data not reported or too few respondents answered the question.

DELAWARE

National Study of Nonprofit-
Government Contracting
Survey Results (2009 Data)

NONPROFIT-GOVERNMENT CONTRACTS AND GRANTS: OVERVIEW

Human Service Nonprofits with Government Contracts/Grants^a

Number120

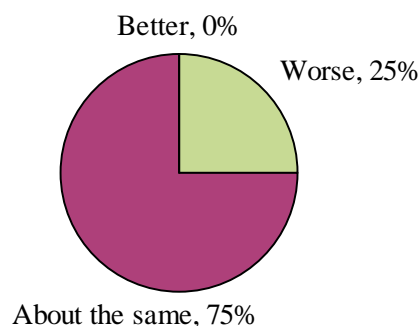
Types of Nonprofits with Government Contracts/Grants

Crime and legal-related11%
Employment6%
Food, agriculture, and nutrition2%
Housing and shelter12%
Public safety and disaster relief< 1%
Youth development3%
Human service: multipurpose65%
Community and economic development1%
Total contracts/grants100%

Nonprofits with Government Contracts/Grants, by Level

Local government73%
State government93%
Federal government77%

2009 Government Contracting Experience Compared to Prior Years



Number of Government Contracts/Grants per Nonprofit

1 government contract/grant23%
2–4 government contracts/grants37%
5 or more government contracts/grants40%

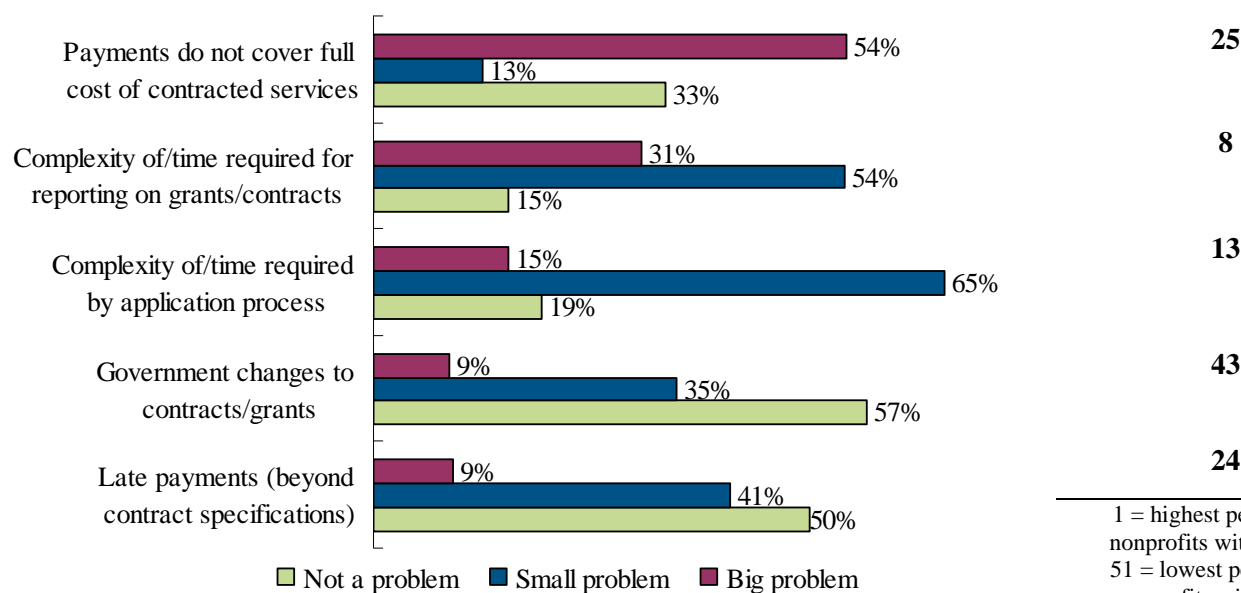
Total Nonprofit Government Contracts/Grants, by Level

Local government1%
State government61%
Federal government38%

CONTRACTING PROBLEMS

Key Problems Reported for Government Contracts

State Ranking^b: Small and Big Problems



1 = highest percentage of nonprofits with problems;
51 = lowest percentage of nonprofits with problems

CONTRACTING PROBLEMS (CONT'D)

Nonprofits with Late Payments from Government

Delaware	37%
Nationwide	41%

Most Common Past Due Period for Government Contract/Grant Payments, by Level

Local government	n.r.
State government . . . . .	.60 days
Federal government . . . . .	.60 days

CONTRACT LIMITATIONS

Nonprofits Reporting Contract Limitations, by Type

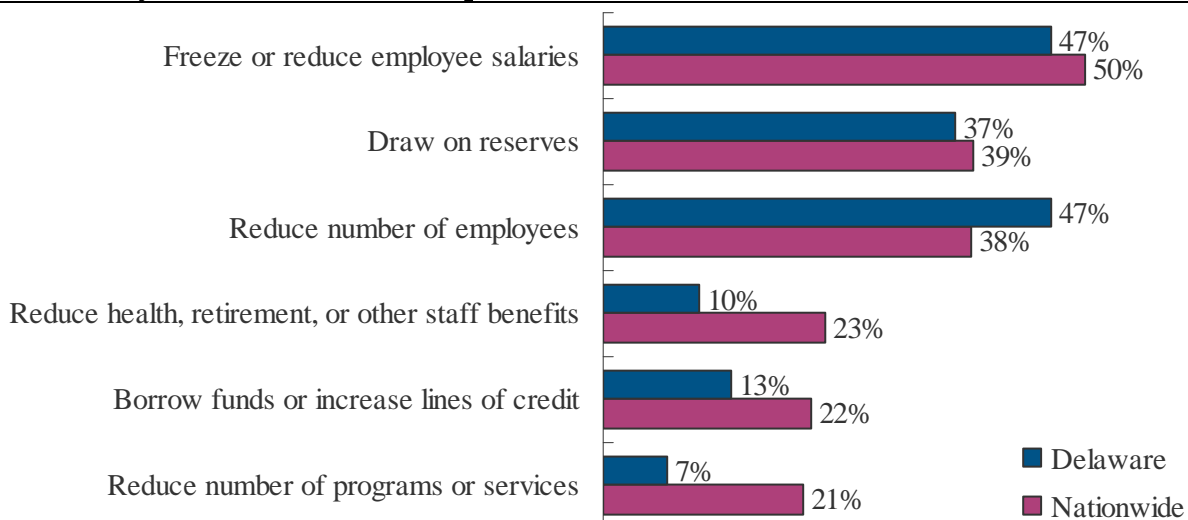
Require matching or sharing costs.	50%
Limit program administrative/overhead.	70%
Limit organization administrative/overhead	57%

ACCOUNTABILITY AND REPORTING

Nonprofits That Report Outcomes or Give Feedback to the Government

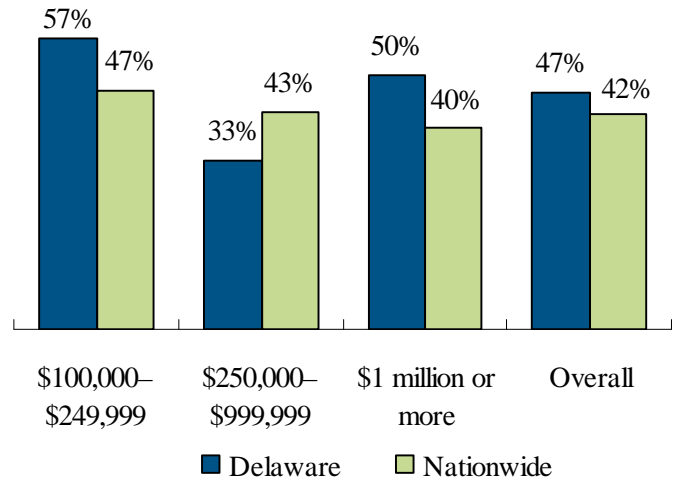
Report results/outcomes of programs	90%
Give feedback on contracting procedures	66%

Actions Taken by Human Service Nonprofits in 2009



RECESSION

Nonprofits with Deficits, by Expenditure Size



Delaware Nonprofits Experiencing Declines in Revenue

Local government agencies	45%
State government agencies	70%
Federal government agencies.	19%
Individual donations	43%
Private foundations	39%
Corporate donations	42%
Investment income	83%

Source: The Urban Institute National Survey of Nonprofit-Government Contracting and Grants, 2010.

Notes: Percentages may not sum to 100 because of rounding. Full report available at <http://www.urban.org/url.cfm?ID=412159>.

a. Number is based on a selected group of direct human service providers with budgets greater than \$100,000.

b. See appendix for more details on state rankings.

n.r. Data not reported or too few respondents answered the question.

National Study of Nonprofit-
Government Contracting
Survey Results (2009 Data)

DISTRICT OF COLUMBIA

NONPROFIT-GOVERNMENT CONTRACTS AND GRANTS: OVERVIEW

Human Service Nonprofits with Government Contracts/Grants^a

Number289

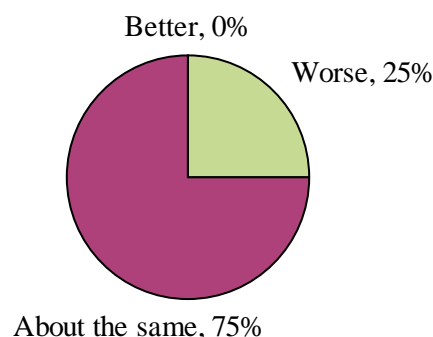
Types of Nonprofits with Government Contracts/Grants

Crime and legal-related5%
Employment2%
Food, agriculture, and nutrition< 1%
Housing and shelter10%
Public safety and disaster relief< 1%
Youth development< 1%
Human service: multipurpose76%
Community and economic development7%
Total contracts/grants100%

Nonprofits with Government Contracts/Grants, by Level

Local government79%
State government0%
Federal government79%

2009 Government Contracting Experience Compared to Prior Years



Number of Government Contracts/Grants per Nonprofit

1 government contract/grant26%
2–4 government contracts/grants58%
5 or more government contracts/grants16%

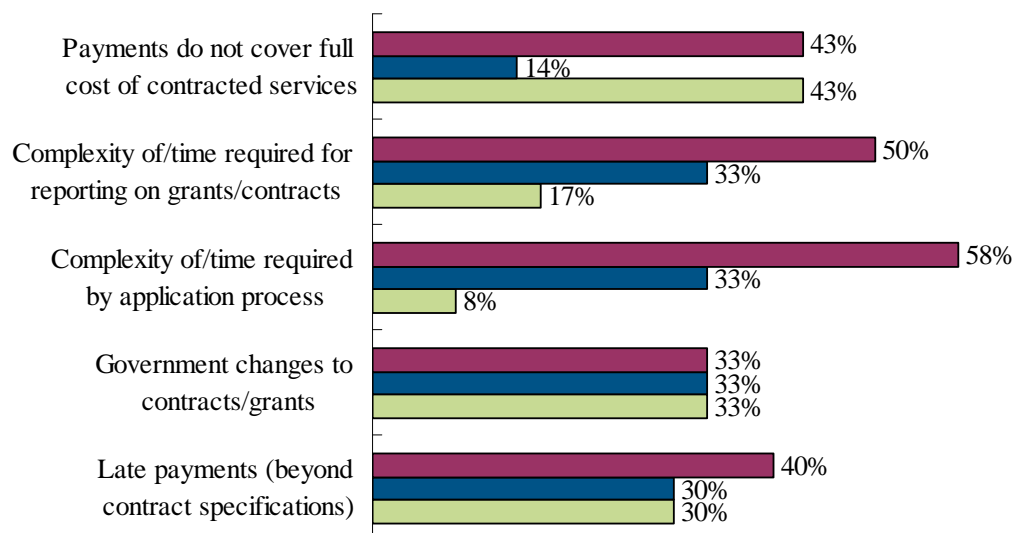
Total Nonprofit Government Contracts/Grants, by Level

Local government74%
State governmentn.a.
Federal government26%

CONTRACTING PROBLEMS

Key Problems Reported for Government Contracts

State Ranking^b: Small and Big Problems



■ Not a problem ■ Small problem ■ Big problem

1 = highest percentage of nonprofits with problems;
51 = lowest percentage of nonprofits with problems

CONTRACTING PROBLEMS (CONT'D)

Nonprofits with Late Payments from Government

District of Columbia.	50%
Nationwide	41%

Most Common Past Due Period for Government Contract/Grant Payments, by Level

Local government	n.r.
State government	n.a.
Federal government	n.r.

CONTRACT LIMITATIONS

Nonprofits Reporting Contract Limitations, by Type

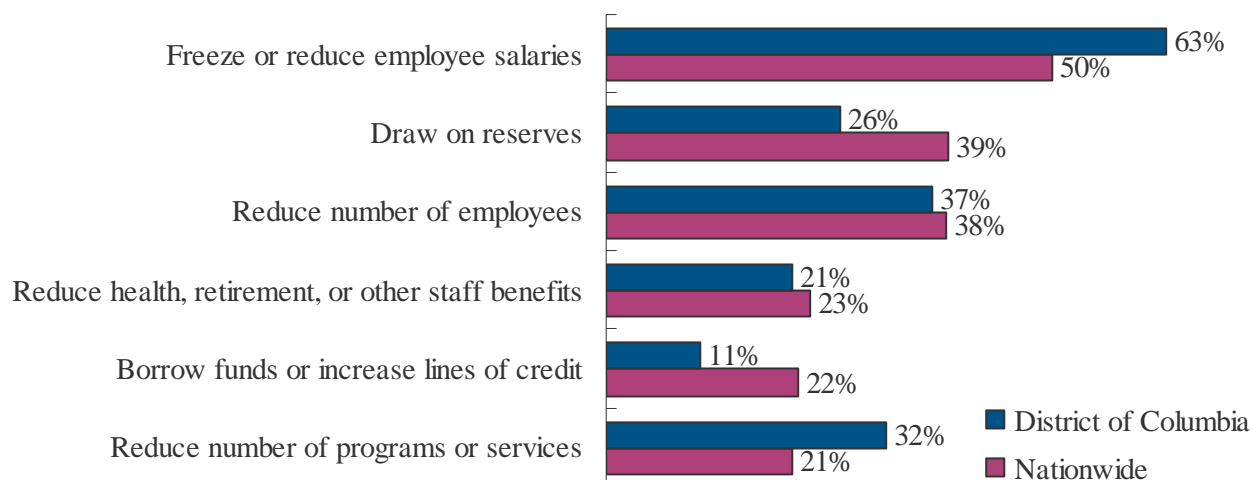
Require matching or sharing costs.	41%
Limit program administrative/overhead.	68%
Limit organization administrative/overhead	61%

ACCOUNTABILITY AND REPORTING

Nonprofits That Report Outcomes or Give Feedback to the Government

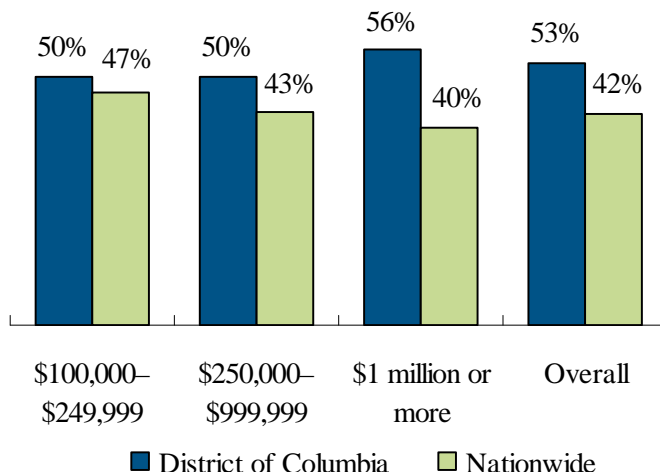
Report results/outcomes of programs	94%
Give feedback on contracting procedures	50%

Actions Taken by Human Service Nonprofits in 2009



RECESSION

Nonprofits with Deficits, by Expenditure Size



District of Columbia Nonprofits Experiencing Declines in Revenue

Local government agencies	64%
State government agencies	n/a%
Federal government agencies.	33%
Individual donations	50%
Private foundations	67%
Corporate donations	53%
Investment income	57%

Source: The Urban Institute National Survey of Nonprofit-Government Contracting and Grants, 2010.

Notes: Percentages may not sum to 100 because of rounding. Full report available at <http://www.urban.org/url.cfm?ID=412159>.

a. Number is based on a selected group of direct human service providers with budgets greater than \$100,000.

b. See appendix for more details on state rankings.

n.r. Data not reported or too few respondents answered the question.

n.a. Not applicable

FLORIDA

National Study of Nonprofit-
Government Contracting
Survey Results (2009 Data)

NONPROFIT-GOVERNMENT CONTRACTS AND GRANTS: OVERVIEW

Human Service Nonprofits with Government Contracts/Grants^a

Number1,512

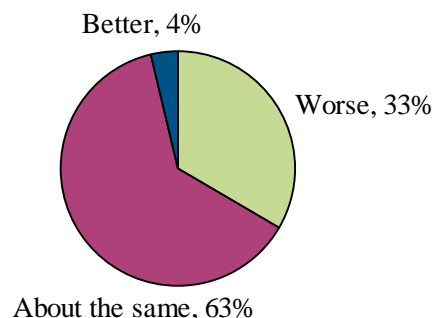
Types of Nonprofits with Government Contracts/Grants

Crime and legal-related3%
Employment2%
Food, agriculture, and nutrition2%
Housing and shelter38%
Public safety and disaster relief< 1%
Youth development12%
Human service: multipurpose41%
Community and economic development2%
Total contracts/grants100%

Nonprofits with Government Contracts/Grants, by Level

Local government74%
State government82%
Federal government72%

2009 Government Contracting Experience Compared to Prior Years



Number of Government Contracts/Grants per Nonprofit

1 government contract/grant21%
2–4 government contracts/grants57%
5 or more government contracts/grants21%

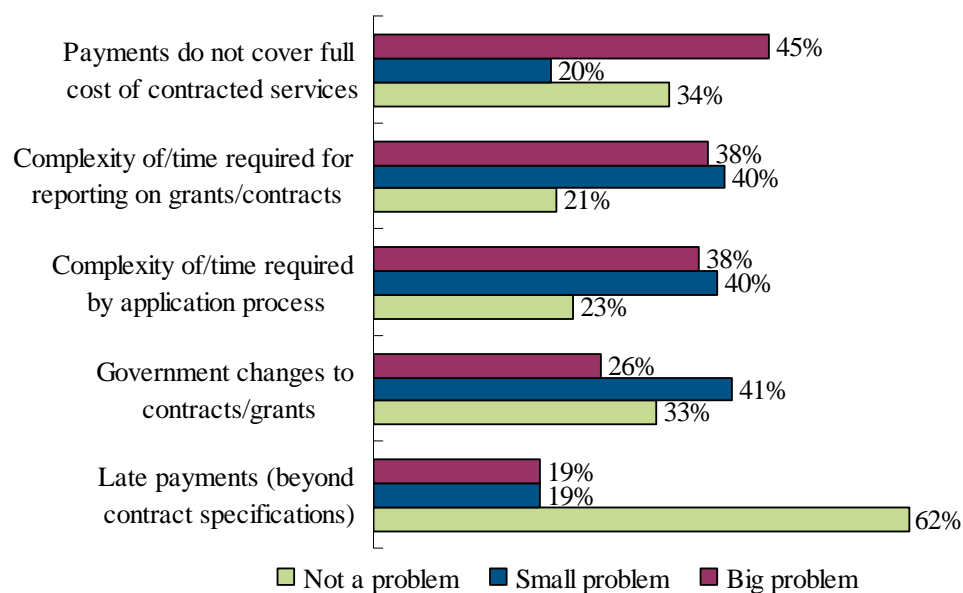
Total Nonprofit Government Contracts/Grants, by Level

Local government17%
State government27%
Federal government56%

CONTRACTING PROBLEMS

Key Problems Reported for Government Contracts

State Ranking^b: Small and Big Problems



1 = highest percentage of nonprofits with problems;
51 = lowest percentage of nonprofits with problems

CONTRACTING PROBLEMS (CONT'D)

Nonprofits with Late Payments from Government

Florida	28%
Nationwide	41%

Most Common Past Due Period for Government Contract/Grant Payments, by Level

Local government	30 days
State government	n.r.
Federal government	90 days or more

CONTRACT LIMITATIONS

Nonprofits Reporting Contract Limitations, by Type

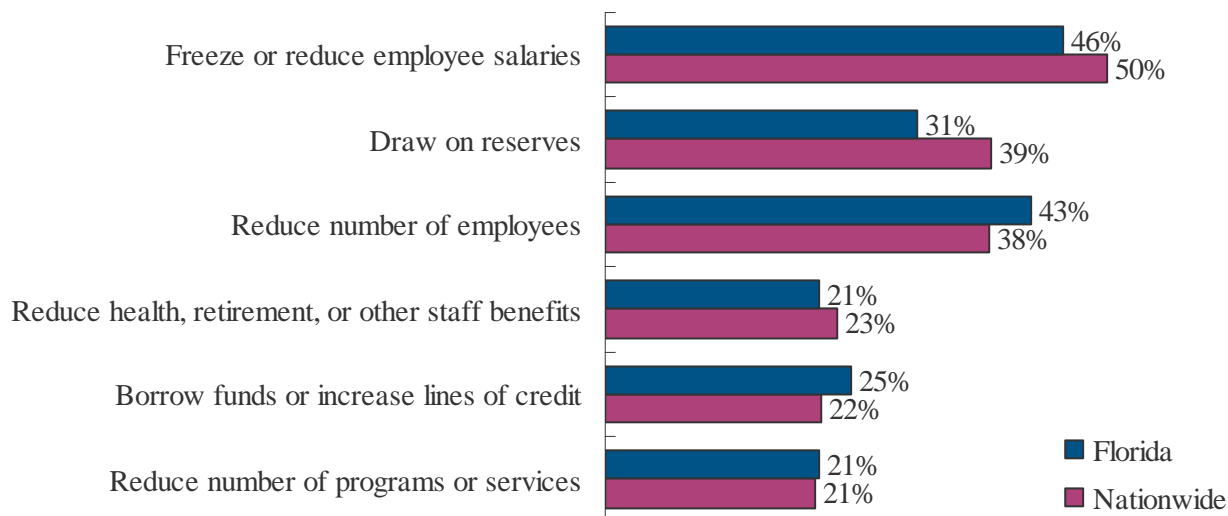
Require matching or sharing costs	52%
Limit program administrative/overhead	65%
Limit organization administrative/overhead	68%

ACCOUNTABILITY AND REPORTING

Nonprofits That Report Outcomes or Give Feedback to the Government

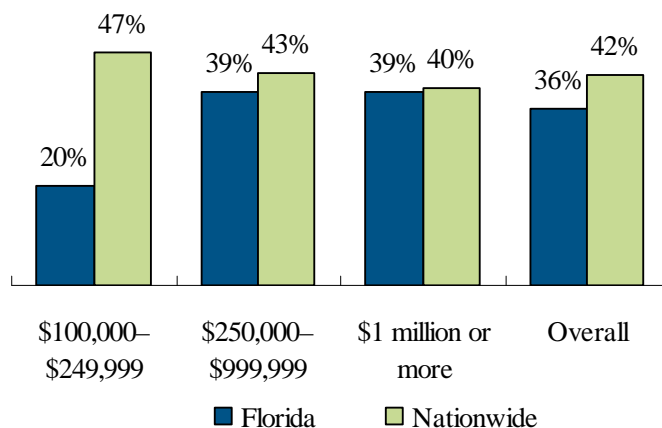
Report results/outcomes of programs	88%
Give feedback on contracting procedures	64%

Actions Taken by Human Service Nonprofits in 2009



RECESSION

Nonprofits with Deficits, by Expenditure Size



Florida Nonprofits Experiencing Declines in Revenue

Local government agencies	60%
State government agencies	58%
Federal government agencies	21%
Individual donations	48%
Private foundations	39%
Corporate donations	63%
Investment income	72%

Source: The Urban Institute National Survey of Nonprofit-Government Contracting and Grants, 2010.

Notes: Percentages may not sum to 100 because of rounding. Full report available at <http://www.urban.org/url.cfm?ID=412159>.

a. Number is based on a selected group of direct human service providers with budgets greater than \$100,000.

b. See appendix for more details on state rankings.

n.r. Data not reported or too few respondents answered the question.

GEORGIA

National Study of Nonprofit-
Government Contracting
Survey Results (2009 Data)

NONPROFIT-GOVERNMENT CONTRACTS AND GRANTS: OVERVIEW

Human Service Nonprofits with Government Contracts/Grants^a

Number675

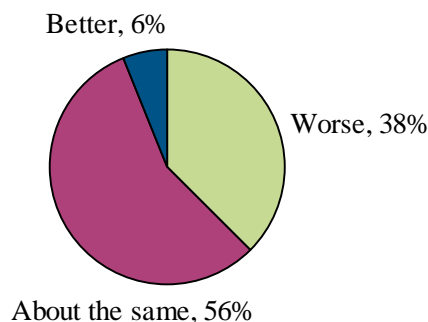
Types of Nonprofits with Government Contracts/Grants

Crime and legal-related	1%
Employment	11%
Food, agriculture, and nutrition	< 1%
Housing and shelter	24%
Public safety and disaster relief	< 1%
Youth development	5%
Human service: multipurpose	54%
Community and economic development	6%
<i>Total contracts/grants</i>	<i>100%</i>

Nonprofits with Government Contracts/Grants, by Level

Local government	81%
State government	84%
Federal government	72%

2009 Government Contracting Experience Compared to Prior Years



Number of Government Contracts/Grants per Nonprofit

1 government contract/grant	22%
2–4 government contracts/grants	44%
5 or more government contracts/grants	34%

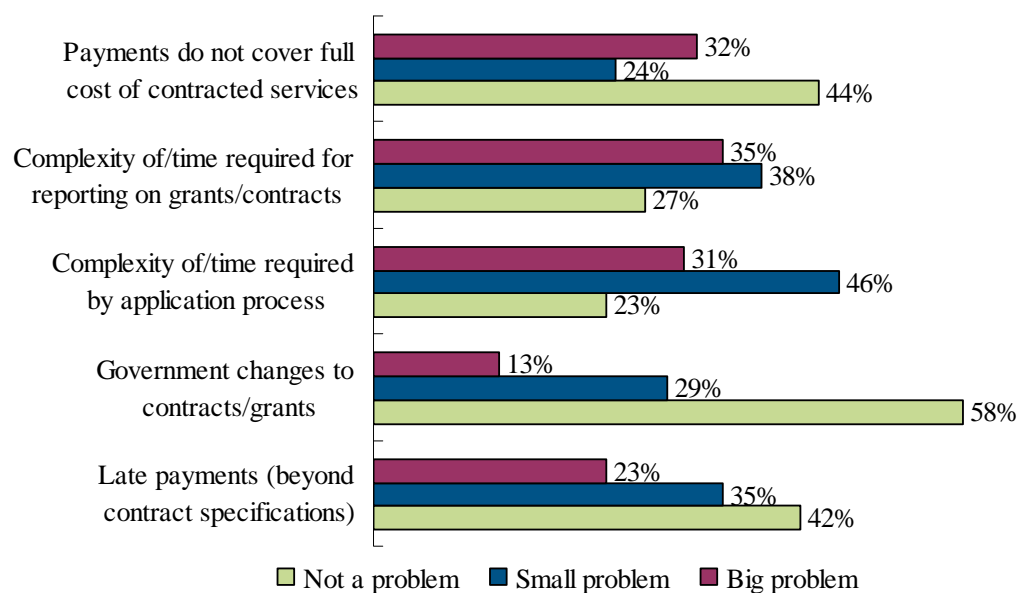
Total Nonprofit Government Contracts/Grants, by Level

Local government	8%
State government	25%
Federal government	67%

CONTRACTING PROBLEMS

Key Problems Reported for Government Contracts

State Ranking^b: Small and Big Problems



1 = highest percentage of nonprofits with problems;
51 = lowest percentage of nonprofits with problems

CONTRACTING PROBLEMS (CONT'D)

Nonprofits with Late Payments from Government

Georgia	55%
Nationwide	41%

Most Common Past Due Period for Government Contract/Grant Payments, by Level

Local government	60 days
State government	60 days
Federal government	60 days

CONTRACT LIMITATIONS

Nonprofits Reporting Contract Limitations, by Type

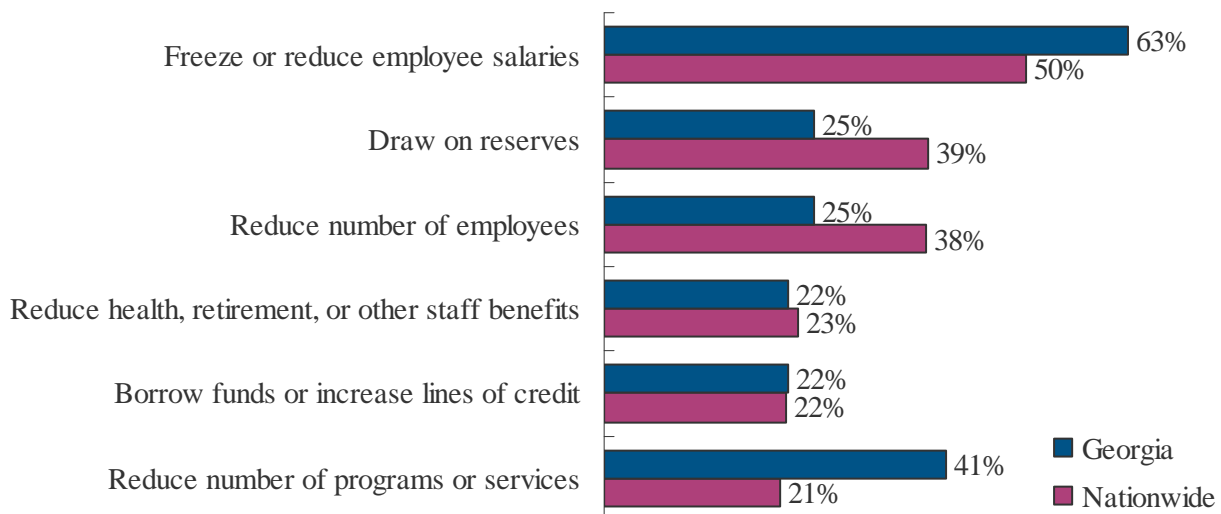
Require matching or sharing costs	41%
Limit program administrative/overhead	75%
Limit organization administrative/overhead	74%

ACCOUNTABILITY AND REPORTING

Nonprofits That Report Outcomes or Give Feedback to the Government

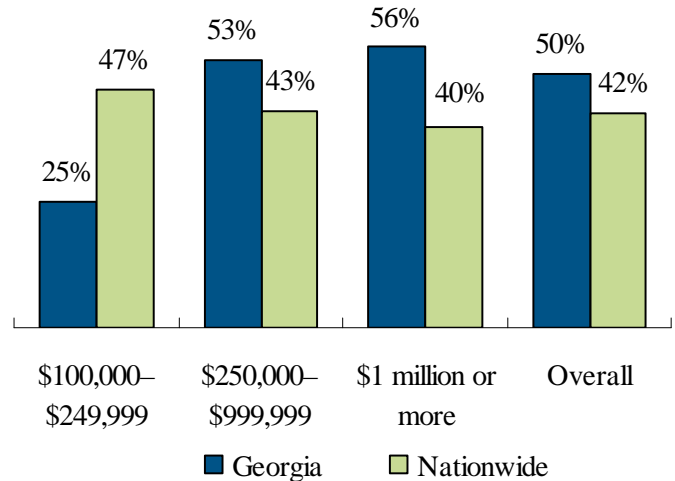
Report results/outcomes of programs	88%
Give feedback on contracting procedures	63%

Actions Taken by Human Service Nonprofits in 2009



RECESSION

Nonprofits with Deficits, by Expenditure Size



Georgia Nonprofits Experiencing Declines in Revenue

Local government agencies	62%
State government agencies	70%
Federal government agencies	48%
Individual donations	57%
Private foundations	60%
Corporate donations	68%
Investment income	94%

Source: The Urban Institute National Survey of Nonprofit-Government Contracting and Grants, 2010.

Notes: Percentages may not sum to 100 because of rounding. Full report available at <http://www.urban.org/url.cfm?ID=412159>.

a. Number is based on a selected group of direct human service providers with budgets greater than \$100,000.

b. See appendix for more details on state rankings.

HAWAII

National Study of Nonprofit-
Government Contracting
Survey Results (2009 Data)

NONPROFIT-GOVERNMENT CONTRACTS AND GRANTS: OVERVIEW

Human Service Nonprofits with Government Contracts/Grants^a

Number161

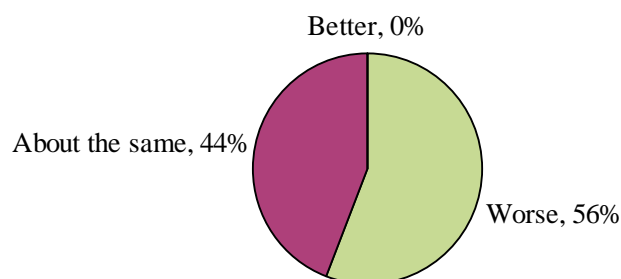
Types of Nonprofits with Government Contracts/Grants

Crime and legal-related19%
Employment2%
Food, agriculture, and nutrition2%
Housing and shelter14%
Public safety and disaster relief< 1%
Youth development5%
Human service: multipurpose58%
Community and economic development1%
Total contracts/grants100%

Nonprofits with Government Contracts/Grants, by Level

Local government74%
State government100%
Federal government71%

2009 Government Contracting Experience Compared to Prior Years



Number of Government Contracts/Grants per Nonprofit

1 government contract/grant12%
2–4 government contracts/grants56%
5 or more government contracts/grants32%

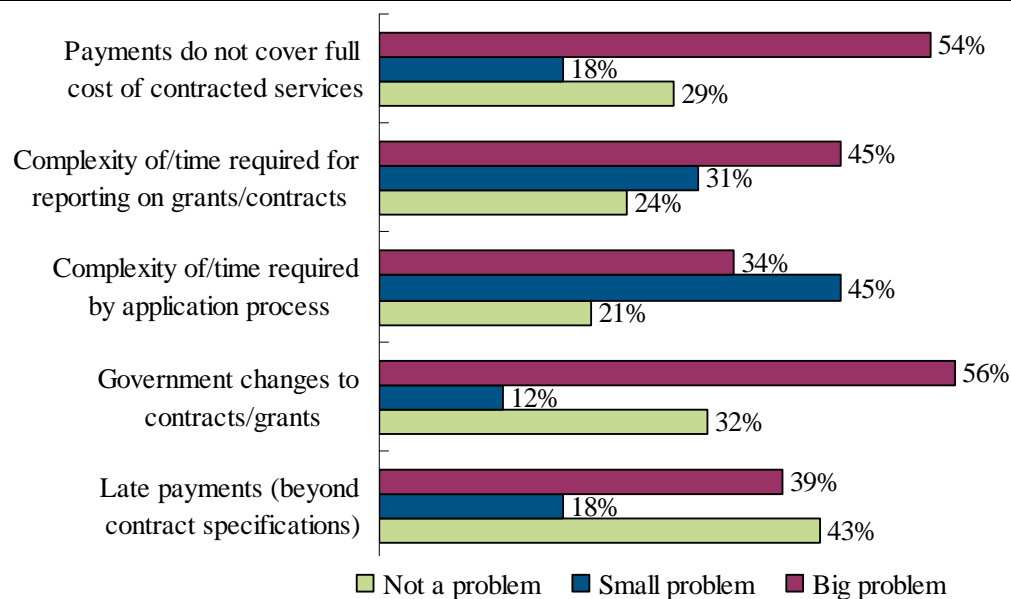
Total Nonprofit Government Contracts/Grants, by Level

Local government24%
State government50%
Federal government26%

CONTRACTING PROBLEMS

Key Problems Reported for Government Contracts

State Ranking^b: Small and Big Problems



1 = highest percentage of nonprofits with problems;
51 = lowest percentage of nonprofits with problems

CONTRACTING PROBLEMS (CONT'D)

Nonprofits with Late Payments from Government

Hawaii	50%
Nationwide	41%

Most Common Past Due Period for Government Contract/Grant Payments, by Level

Local government	n.r.
State government	90 days or more
Federal government	30 days

CONTRACT LIMITATIONS

Nonprofits Reporting Contract Limitations, by Type

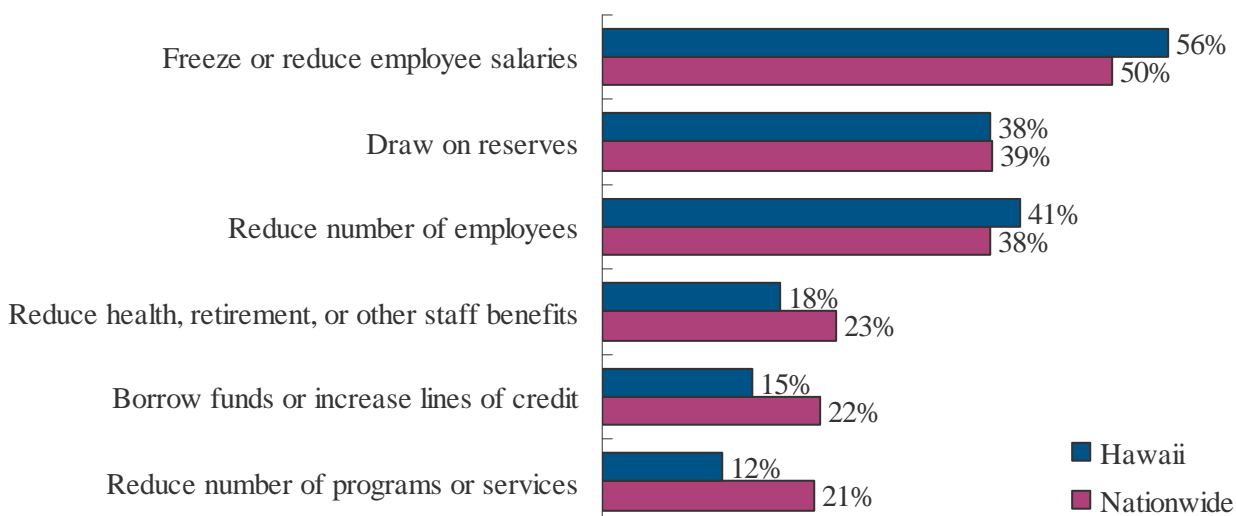
Require matching or sharing costs.	53%
Limit program administrative/overhead.	62%
Limit organization administrative/overhead	68%

ACCOUNTABILITY AND REPORTING

Nonprofits That Report Outcomes or Give Feedback to the Government

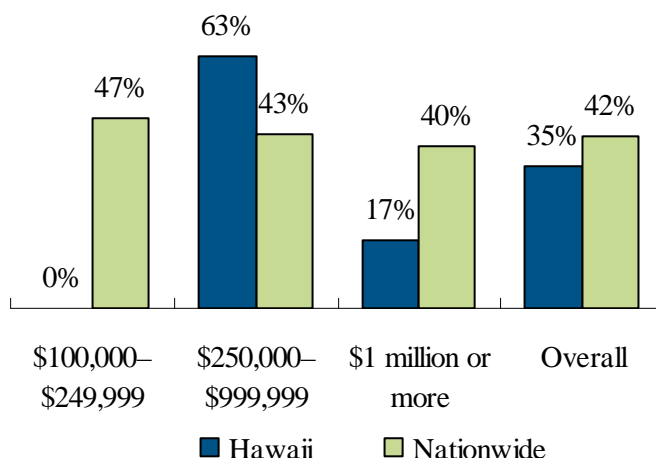
Report results/outcomes of programs	100%
Give feedback on contracting procedures	64%

Actions Taken by Human Service Nonprofits in 2009



RECESSION

Nonprofits with Deficits, by Expenditure Size



Hawaii Nonprofits Experiencing Declines in Revenue

Local government agencies	59%
State government agencies	76%
Federal government agencies.	9%
Individual donations	52%
Private foundations	60%
Corporate donations	68%
Investment income	59%

Source: The Urban Institute National Survey of Nonprofit-Government Contracting and Grants, 2010.

Notes: Percentages may not sum to 100 because of rounding. Full report available at <http://www.urban.org/url.cfm?ID=412159>.

a. Number is based on a selected group of direct human service providers with budgets greater than \$100,000.

b. See appendix for more details on state rankings.

n.r. Data not reported or too few respondents answered the question.

IDAHO

National Study of Nonprofit-
Government Contracting
Survey Results (2009 Data)

NONPROFIT-GOVERNMENT CONTRACTS AND GRANTS: OVERVIEW

Human Service Nonprofits with Government Contracts/Grants^a

Number113

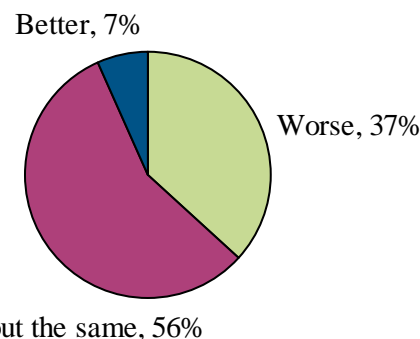
Types of Nonprofits with Government Contracts/Grants

Crime and legal-related5%
Employment4%
Food, agriculture, and nutrition< 1%
Housing and shelter17%
Public safety and disaster relief< 1%
Youth development4%
Human service: multipurpose66%
Community and economic development3%
Total contracts/grants100%

Nonprofits with Government Contracts/Grants, by Level

Local government62%
State government79%
Federal government82%

2009 Government Contracting Experience Compared to Prior Years



Number of Government Contracts/Grants per Nonprofit

1 government contract/grant18%
2–4 government contracts/grants56%
5 or more government contracts/grants26%

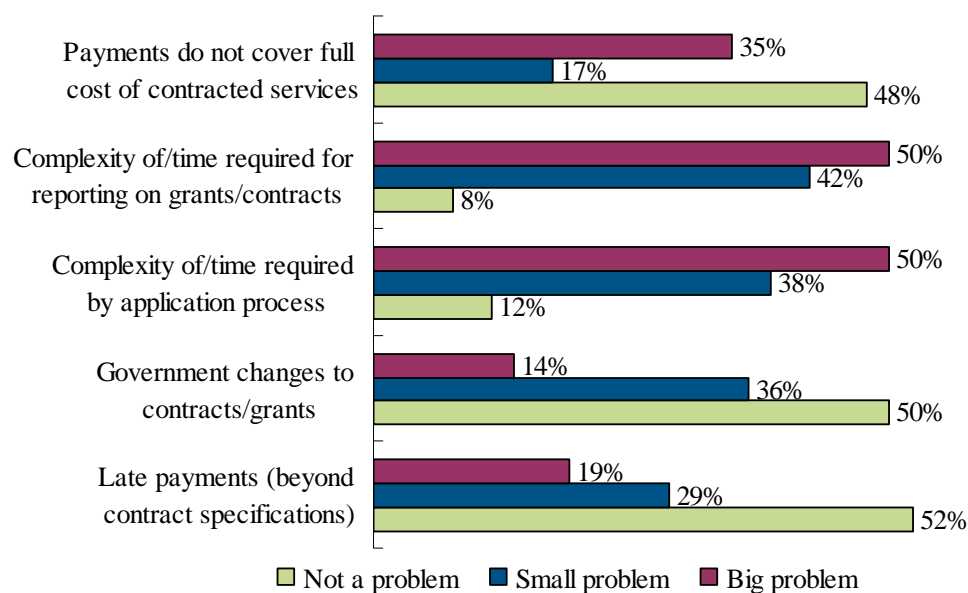
Total Nonprofit Government Contracts/Grants, by Level

Local government2%
State government63%
Federal government35%

CONTRACTING PROBLEMS

Key Problems Reported for Government Contracts

State Ranking^b: Small and Big Problems



46

1

3

32

26

1 = highest percentage of nonprofits with problems;
51 = lowest percentage of nonprofits with problems

CONTRACTING PROBLEMS (CONT'D)

Nonprofits with Late Payments from Government

Idaho	32%
Nationwide	41%

Most Common Past Due Period for Government Contract/Grant Payments, by Level

Local government	n.r.
State government	n.r.
Federal government	n.r.

CONTRACT LIMITATIONS

Nonprofits Reporting Contract Limitations, by Type

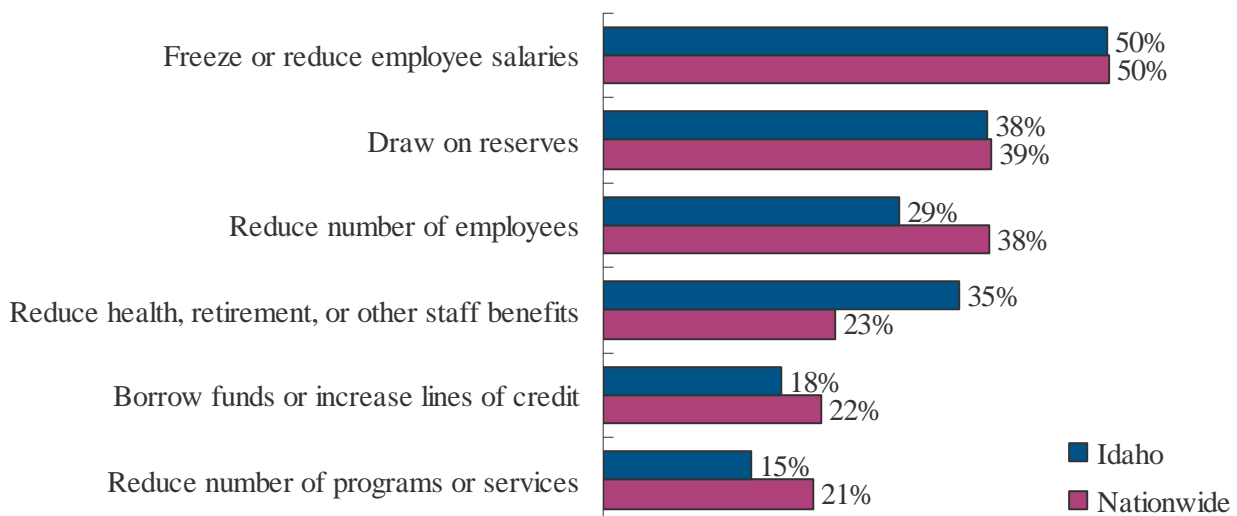
Require matching or sharing costs.	74%
Limit program administrative/overhead.	75%
Limit organization administrative/overhead	74%

ACCOUNTABILITY AND REPORTING

Nonprofits That Report Outcomes or Give Feedback to the Government

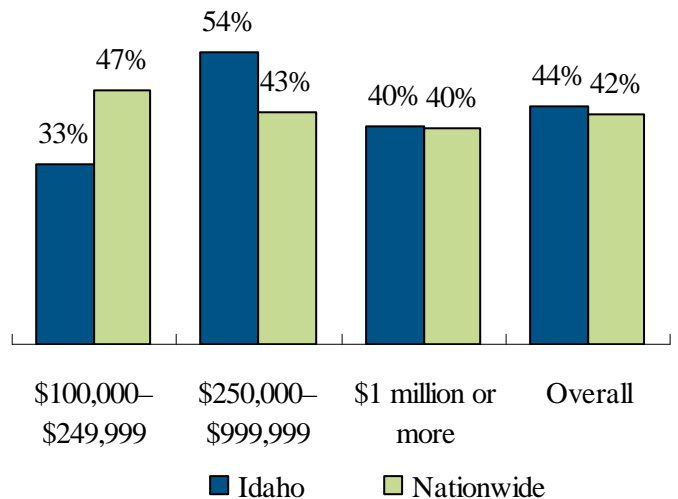
Report results/outcomes of programs	100%
Give feedback on contracting procedures	66%

Actions Taken by Human Service Nonprofits in 2009



RECESSION

Nonprofits with Deficits, by Expenditure Size



Idaho Nonprofits Experiencing Declines in Revenue

Local government agencies	32%
State government agencies	52%
Federal government agencies.	38%
Individual donations	52%
Private foundations	58%
Corporate donations	52%
Investment income	71%

Source: The Urban Institute National Survey of Nonprofit-Government Contracting and Grants, 2010.

Notes: Percentages may not sum to 100 because of rounding. Full report available at <http://www.urban.org/url.cfm?ID=412159>.

a. Number is based on a selected group of direct human service providers with budgets greater than \$100,000.

b. See appendix for more details on state rankings.

n.r. Data not reported or too few respondents answered the question.

ILLINOIS

National Study of Nonprofit-
Government Contracting
Survey Results (2009 Data)

NONPROFIT-GOVERNMENT CONTRACTS AND GRANTS: OVERVIEW

Human Service Nonprofits with Government Contracts/Grants^a

Number 1,385

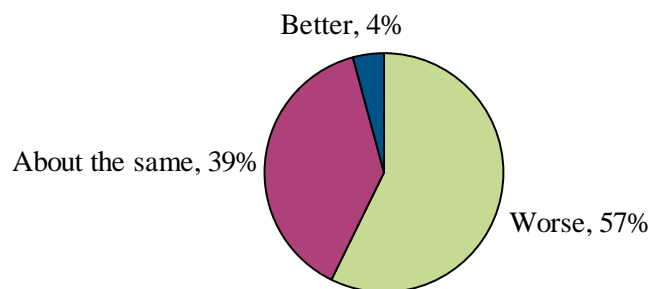
Types of Nonprofits with Government Contracts/Grants

Crime and legal-related 4%
Employment 12%
Food, agriculture, and nutrition 2%
Housing and shelter 13%
Public safety and disaster relief < 1%
Youth development 4%
Human service: multipurpose 64%
Community and economic development 2%
Total contracts/grants 100%

Nonprofits with Government Contracts/Grants, by Level

Local government 75%
State government 89%
Federal government 62%

2009 Government Contracting Experience Compared to Prior Years



Number of Government Contracts/Grants per Nonprofit

1 government contract/grant 18%
2–4 government contracts/grants 45%
5 or more government contracts/grants 37%

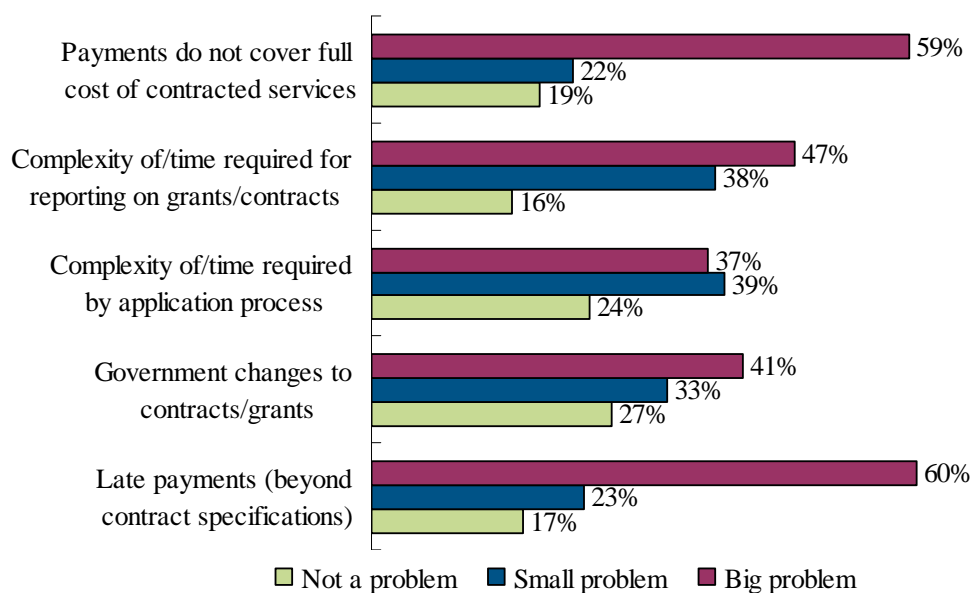
Total Nonprofit Government Contracts/Grants, by Level

Local government 11%
State government 66%
Federal government 23%

CONTRACTING PROBLEMS

Key Problems Reported for Government Contracts

State Ranking^b: Small and Big Problems



1 = highest percentage of nonprofits with problems;
51 = lowest percentage of nonprofits with problems

CONTRACTING PROBLEMS (CONT'D)

Nonprofits with Late Payments from Government

Illinois	72%
Nationwide	41%

Most Common Past Due Period for Government Contract/Grant Payments, by Level

Local government	60 days
State government	90 days or more
Federal government	60 days

CONTRACT LIMITATIONS

Nonprofits Reporting Contract Limitations, by Type

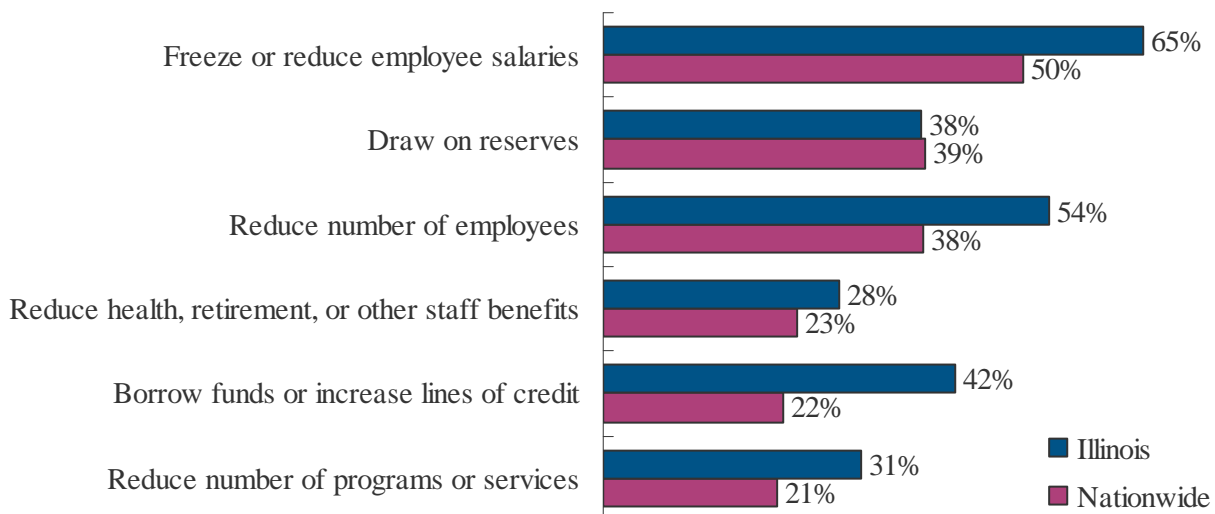
Require matching or sharing costs.	66%
Limit program administrative/overhead.	67%
Limit organization administrative/overhead	67%

ACCOUNTABILITY AND REPORTING

Nonprofits That Report Outcomes or Give Feedback to the Government

Report results/outcomes of programs	85%
Give feedback on contracting procedures	72%

Actions Taken by Human Service Nonprofits in 2009



Source: The Urban Institute National Survey of Nonprofit-Government Contracting and Grants, 2010.

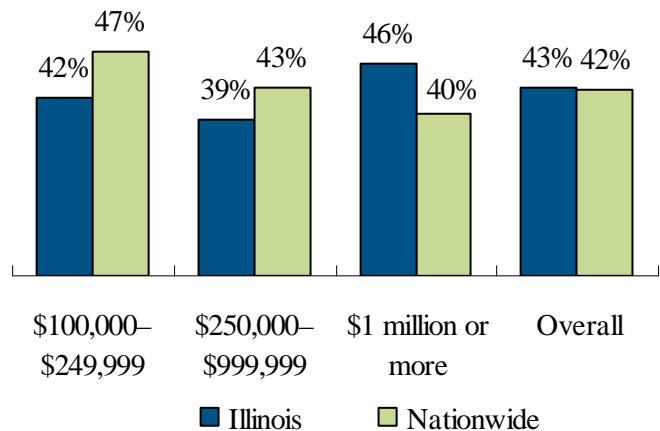
Notes: Percentages may not sum to 100 because of rounding. Full report available at <http://www.urban.org/url.cfm?ID=412159>.

a. Number is based on a selected group of direct human service providers with budgets greater than \$100,000.

b. See appendix for more details on state rankings.

RECESSION

Nonprofits with Deficits, by Expenditure Size



Illinois Nonprofits Experiencing Declines in Revenue

Local government agencies	55%
State government agencies	60%
Federal government agencies.	36%
Individual donations	58%
Private foundations	62%
Corporate donations	78%
Investment income	86%

INDIANA

National Study of Nonprofit-
Government Contracting
Survey Results (2009 Data)

NONPROFIT-GOVERNMENT CONTRACTS AND GRANTS: OVERVIEW

Human Service Nonprofits with Government Contracts/Grants^a

Number709

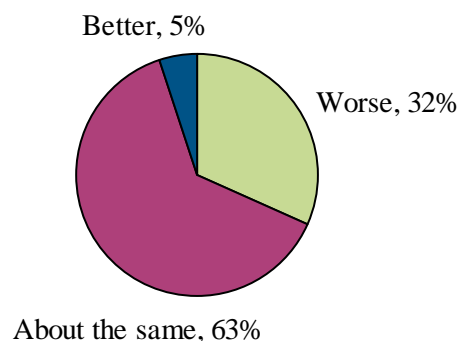
Types of Nonprofits with Government Contracts/Grants

Crime and legal-related11%
Employment3%
Food, agriculture, and nutrition< 1%
Housing and shelter4%
Public safety and disaster relief< 1%
Youth development4%
Human service: multipurpose67%
Community and economic development10%
Total contracts/grants100%

Nonprofits with Government Contracts/Grants, by Level

Local government76%
State government74%
Federal government88%

2009 Government Contracting Experience Compared to Prior Years



Number of Government Contracts/Grants per Nonprofit

1 government contract/grant24%
2–4 government contracts/grants48%
5 or more government contracts/grants29%

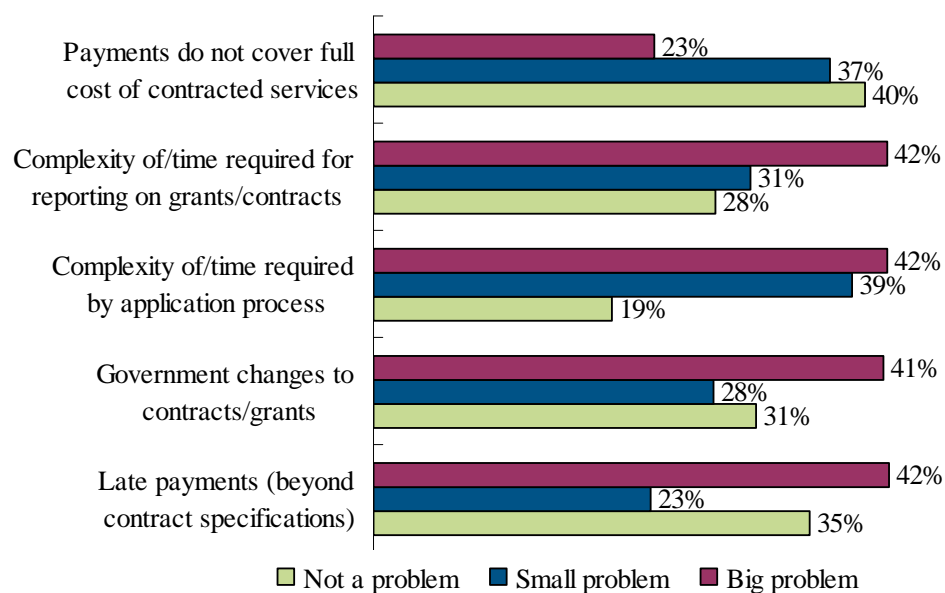
Total Nonprofit Government Contracts/Grants, by Level

Local government13%
State government55%
Federal government32%

CONTRACTING PROBLEMS

Key Problems Reported for Government Contracts

State Ranking^b: Small and Big Problems



1 = highest percentage of nonprofits with problems;
51 = lowest percentage of nonprofits with problems

CONTRACTING PROBLEMS (CONT'D)

Nonprofits with Late Payments from Government

Indiana	49%
Nationwide	41%

Most Common Past Due Period for Government Contract/Grant Payments, by Level

Local government	n.r.
State government	60 days
Federal government	90 days or more

CONTRACT LIMITATIONS

Nonprofits Reporting Contract Limitations, by Type

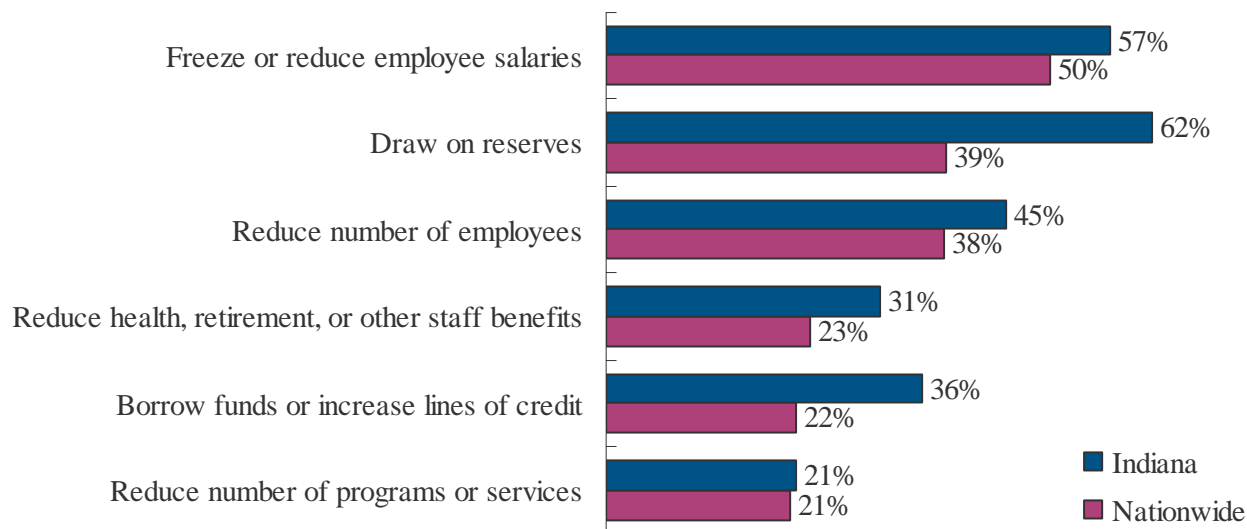
Require matching or sharing costs.	55%
Limit program administrative/overhead.	61%
Limit organization administrative/overhead	60%

ACCOUNTABILITY AND REPORTING

Nonprofits That Report Outcomes or Give Feedback to the Government

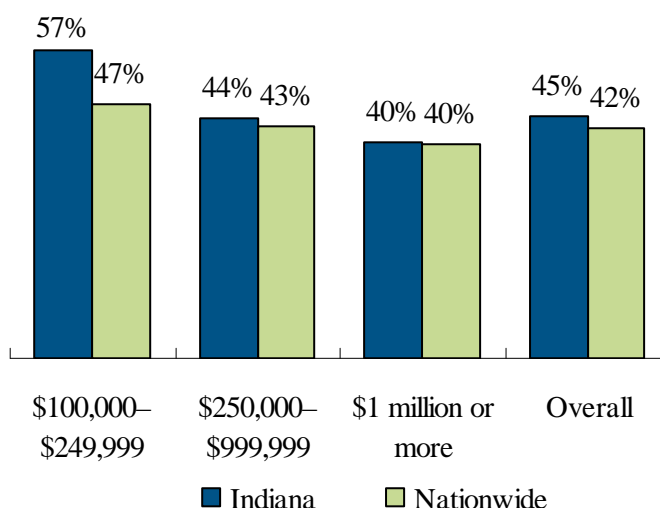
Report results/outcomes of programs	98%
Give feedback on contracting procedures	59%

Actions Taken by Human Service Nonprofits in 2009



RECESSION

Nonprofits with Deficits, by Expenditure Size



Indiana Nonprofits Experiencing Declines in Revenue

Local government agencies	38%
State government agencies	39%
Federal government agencies.	36%
Individual donations	66%
Private foundations	57%
Corporate donations	59%
Investment income	83%

Source: The Urban Institute National Survey of Nonprofit-Government Contracting and Grants, 2010.

Notes: Percentages may not sum to 100 because of rounding. Full report available at <http://www.urban.org/url.cfm?ID=412159>.

a. Number is based on a selected group of direct human service providers with budgets greater than \$100,000.

b. See appendix for more details on state rankings.

n.r. Data not reported or too few respondents answered the question.

IOWA

National Study of Nonprofit-
Government Contracting
Survey Results (2009 Data)

NONPROFIT-GOVERNMENT CONTRACTS AND GRANTS: OVERVIEW

Human Service Nonprofits
with Government Contracts/Grants^a

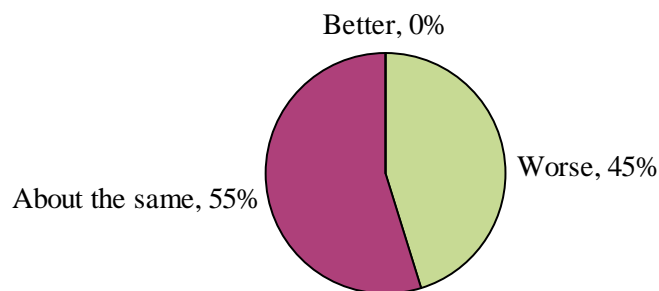
Number 468

Types of Nonprofits with Government
Contracts/Grants

Crime and legal-related 2%
 Employment 29%
 Food, agriculture, and nutrition 1%
 Housing and shelter 18%
 Public safety and disaster relief < 1%
 Youth development 2%
 Human service: multipurpose 32%
 Community and economic development 16%
 Total contracts/grants 100%

Nonprofits with Government
Contracts/Grants, by Level

Local government 72%
 State government 91%
 Federal government 78%

2009 Government Contracting Experience
Compared to Prior YearsNumber of Government Contracts/Grants
per Nonprofit

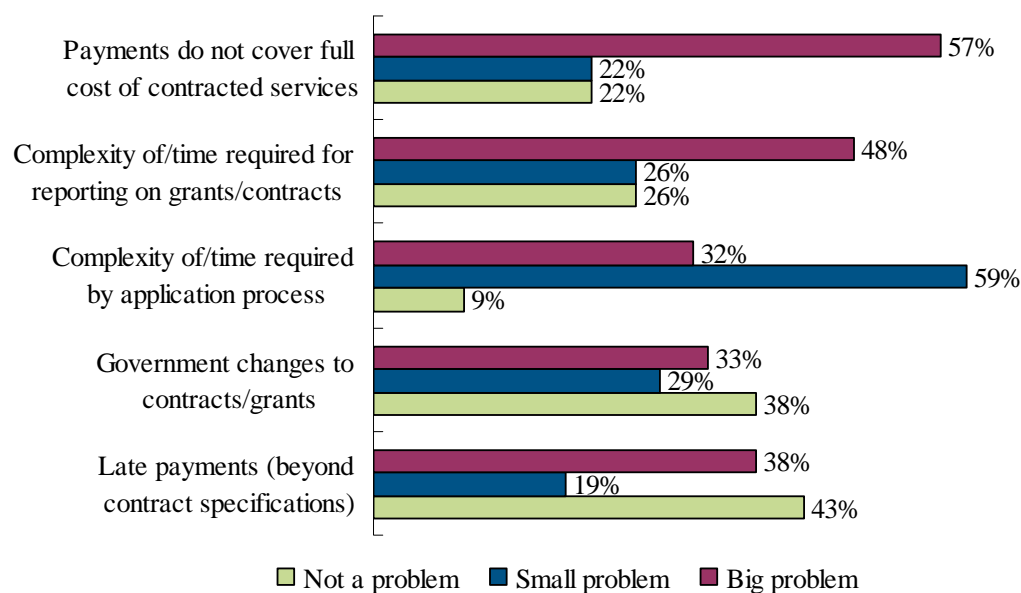
1 government contract/grant 16%
 2–4 government contracts/grants 63%
 5 or more government contracts/grants 22%

Total Nonprofit Government
Contracts/Grants, by Level

Local government 9%
 State government 24%
 Federal government 68%

CONTRACTING PROBLEMS

Key Problems Reported for Government Contracts

State Ranking^b:
Small and Big Problems

1 = highest percentage of nonprofits with problems;
 51 = lowest percentage of nonprofits with problems

CONTRACTING PROBLEMS (CONT'D)

Nonprofits with Late Payments from Government

Iowa	35%
Nationwide	41%

Most Common Past Due Period for Government Contract/Grant Payments, by Level

Local government	n.r.
State government	90 days or more
Federal government	n.r.

CONTRACT LIMITATIONS

Nonprofits Reporting Contract Limitations, by Type

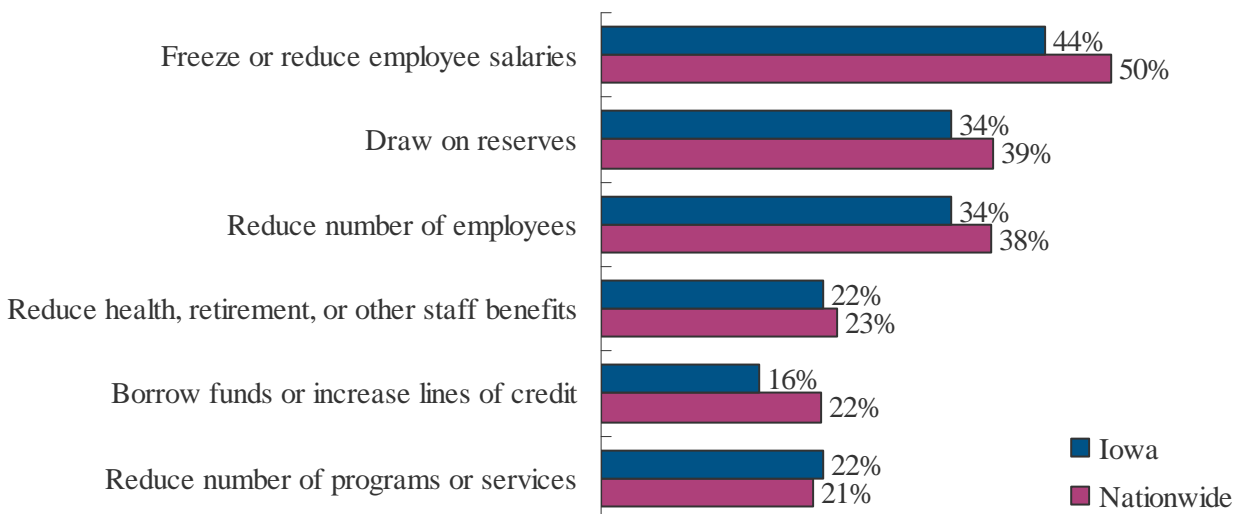
Require matching or sharing costs.	53%
Limit program administrative/overhead.	69%
Limit organization administrative/overhead	58%

ACCOUNTABILITY AND REPORTING

Nonprofits That Report Outcomes or Give Feedback to the Government

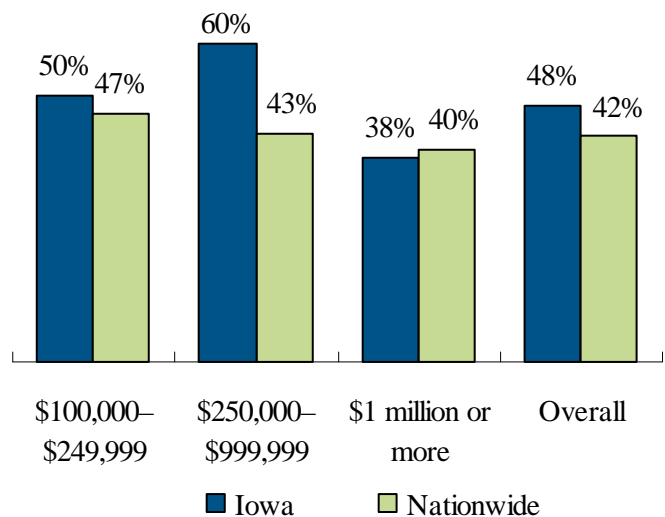
Report results/outcomes of programs	77%
Give feedback on contracting procedures	65%

Actions Taken by Human Service Nonprofits in 2009



RECESSION

Nonprofits with Deficits, by Expenditure Size



Iowa Nonprofits Experiencing Declines in Revenue

Local government agencies	45%
State government agencies	54%
Federal government agencies.	38%
Individual donations	63%
Private foundations	42%
Corporate donations	52%
Investment income	80%

Source: The Urban Institute National Survey of Nonprofit-Government Contracting and Grants, 2010.

Notes: Percentages may not sum to 100 because of rounding. Full report available at <http://www.urban.org/url.cfm?ID=412159>.

a. Number is based on a selected group of direct human service providers with budgets greater than \$100,000.

b. See appendix for more details on state rankings.

n.r. Data not reported or too few respondents answered the question.

KANSAS

National Study of Nonprofit-
Government Contracting
Survey Results (2009 Data)

NONPROFIT-GOVERNMENT CONTRACTS AND GRANTS: OVERVIEW

Human Service Nonprofits with Government Contracts/Grants^a

Number341

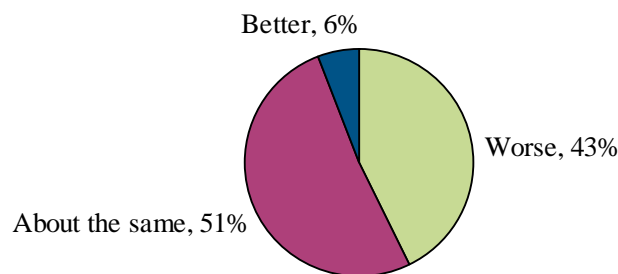
Types of Nonprofits with Government Contracts/Grants

Crime and legal-related1%
Employment12%
Food, agriculture, and nutrition< 1%
Housing and shelter10%
Public safety and disaster relief< 1%
Youth development< 1%
Human service: multipurpose75%
Community and economic development2%
Total contracts/grants100%

Nonprofits with Government Contracts/Grants, by Level

Local government78%
State government81%
Federal government84%

2009 Government Contracting Experience Compared to Prior Years



Number of Government Contracts/Grants per Nonprofit

1 government contract/grant22%
2–4 government contracts/grants46%
5 or more government contracts/grants32%

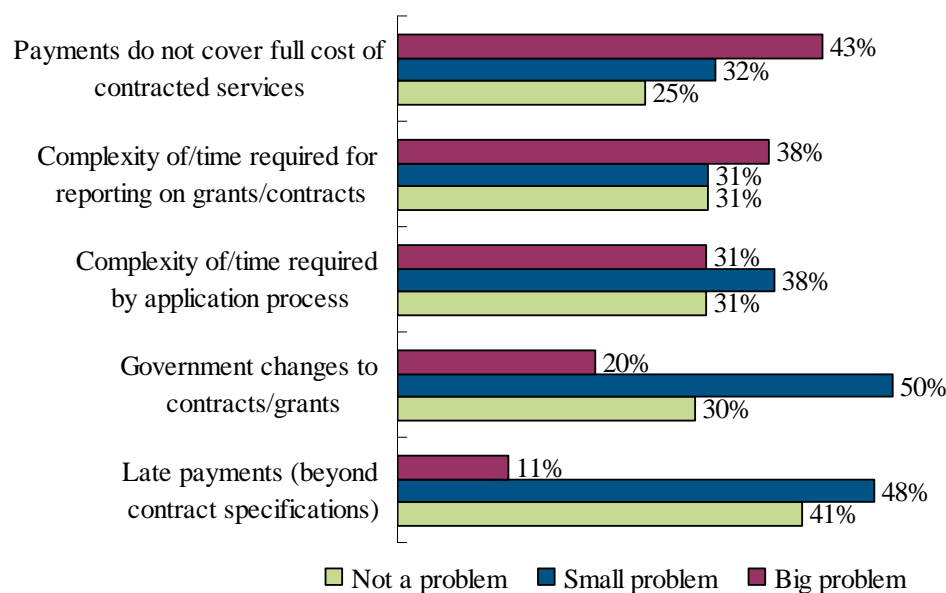
Total Nonprofit Government Contracts/Grants, by Level

Local government8%
State government38%
Federal government54%

CONTRACTING PROBLEMS

Key Problems Reported for Government Contracts

State Ranking^b: Small and Big Problems



13

42

40

6

12

1 = highest percentage of
nonprofits with problems;
51 = lowest percentage of
nonprofits with problems

CONTRACTING PROBLEMS (CONT'D)

Nonprofits with Late Payments from Government

Kansas	39%
Nationwide	41%

Most Common Past Due Period for Government Contract/Grant Payments, by Level

Local government	n.r.
State government	90 days or more
Federal government	90 days or more

CONTRACT LIMITATIONS

Nonprofits Reporting Contract Limitations, by Type

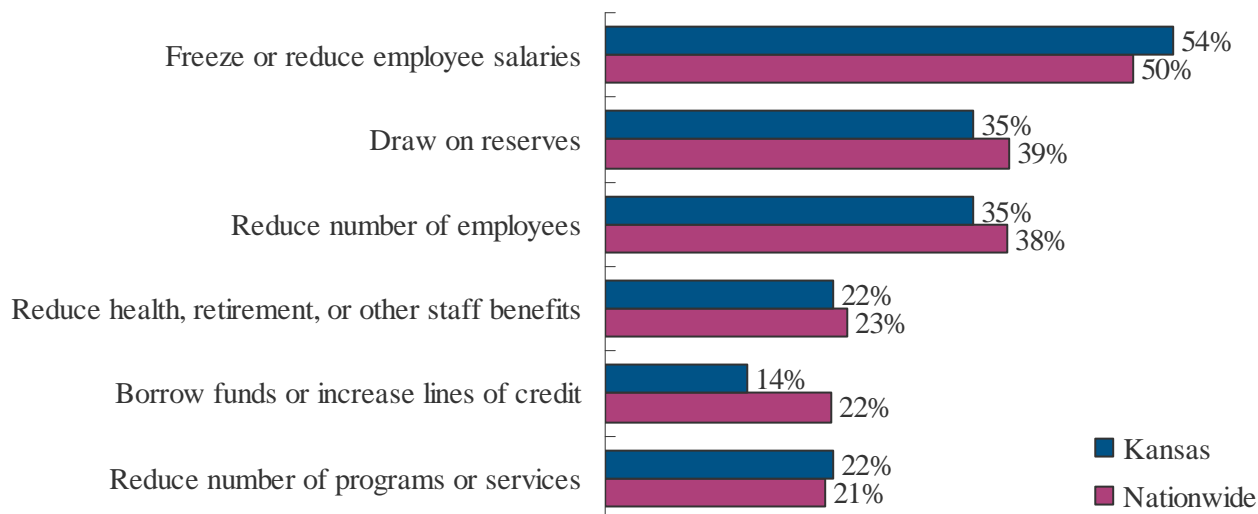
Require matching or sharing costs.	59%
Limit program administrative/overhead.	58%
Limit organization administrative/overhead	56%

ACCOUNTABILITY AND REPORTING

Nonprofits That Report Outcomes or Give Feedback to the Government

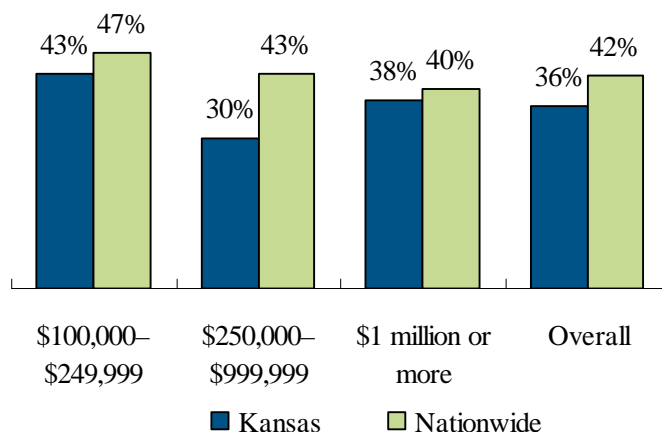
Report results/outcomes of programs	80%
Give feedback on contracting procedures	60%

Actions Taken by Human Service Nonprofits in 2009



RECESSION

Nonprofits with Deficits, by Expenditure Size



Kansas Nonprofits Experiencing Declines in Revenue

Local government agencies	52%
State government agencies	81%
Federal government agencies.	29%
Individual donations	59%
Private foundations	50%
Corporate donations	68%
Investment income	59%

Source: The Urban Institute National Survey of Nonprofit-Government Contracting and Grants, 2010.

Notes: Percentages may not sum to 100 because of rounding. Full report available at <http://www.urban.org/url.cfm?ID=412159>.

a. Number is based on a selected group of direct human service providers with budgets greater than \$100,000.

b. See appendix for more details on state rankings.

n.r. Data not reported or too few respondents answered the question.

KENTUCKY

National Study of Nonprofit-
Government Contracting
Survey Results (2009 Data)

NONPROFIT-GOVERNMENT CONTRACTS AND GRANTS: OVERVIEW

Human Service Nonprofits with Government Contracts/Grants^a

Number393

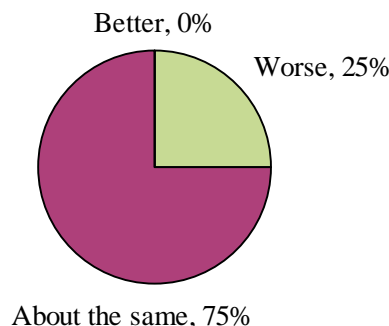
Types of Nonprofits with Government Contracts/Grants

Crime and legal-related11%
Employment < 1%
Food, agriculture, and nutrition < 1%
Housing and shelter 12%
Public safety and disaster relief < 1%
Youth development < 1%
Human service: multipurpose54%
Community and economic development 23%
Total contracts/grants100%

Nonprofits with Government Contracts/Grants, by Level

Local government63%
State government 71%
Federal government 96%

2009 Government Contracting Experience Compared to Prior Years



Number of Government Contracts/Grants per Nonprofit

1 government contract/grant 25%
2–4 government contracts/grants 46%
5 or more government contracts/grants29%

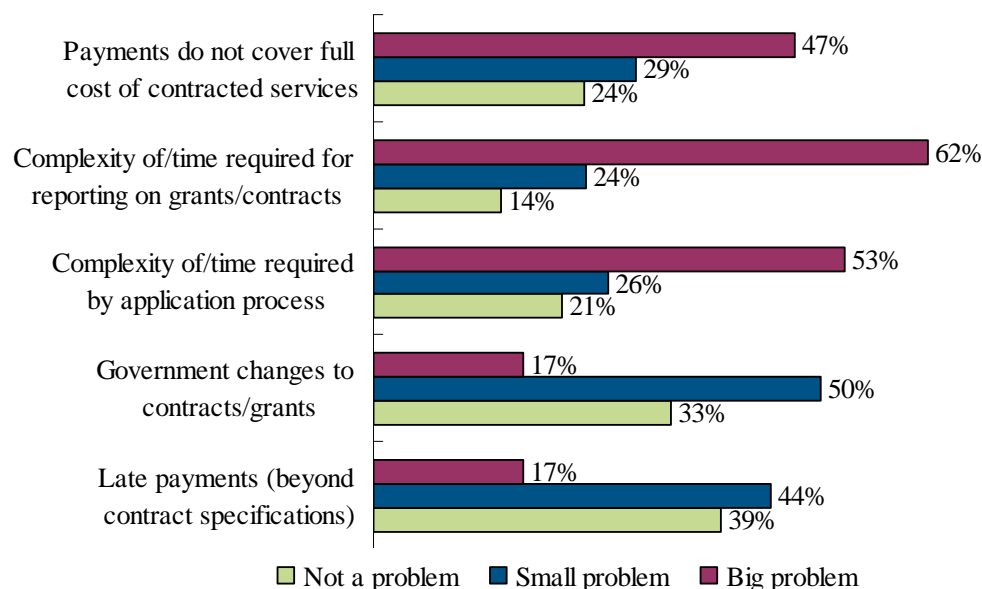
Total Nonprofit Government Contracts/Grants, by Level

Local government 4%
State government16%
Federal government80%

CONTRACTING PROBLEMS

Key Problems Reported for Government Contracts

State Ranking^b: Small and Big Problems



1=highest percentage of nonprofits with problems;
51=lowest percentage of nonprofits with problems

CONTRACTING PROBLEMS (CONT'D)

Nonprofits with Late Payments from Government

Kentucky	42%
Nationwide	41%

Most Common Past Due Period for Government Contract/Grant Payments, by Level

Local government	n.r.
State government	30 days
Federal government	n.r.

CONTRACT LIMITATIONS

Nonprofits Reporting Contract Limitations, by Type

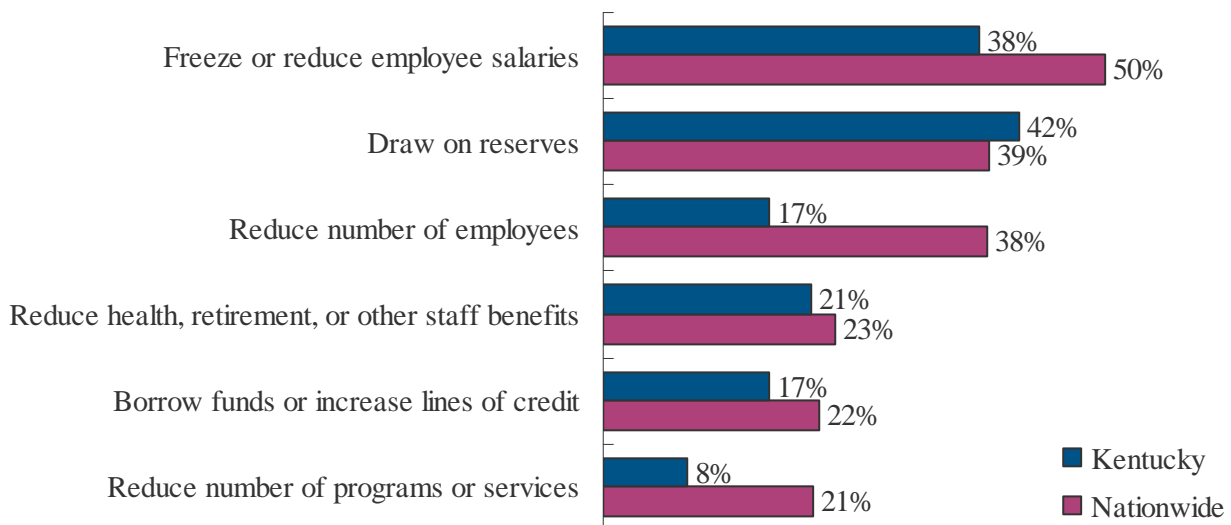
Require matching or sharing costs.	61%
Limit program administrative/overhead.	50%
Limit organization administrative/overhead	54%

ACCOUNTABILITY AND REPORTING

Nonprofits That Report Outcomes or Give Feedback to the Government

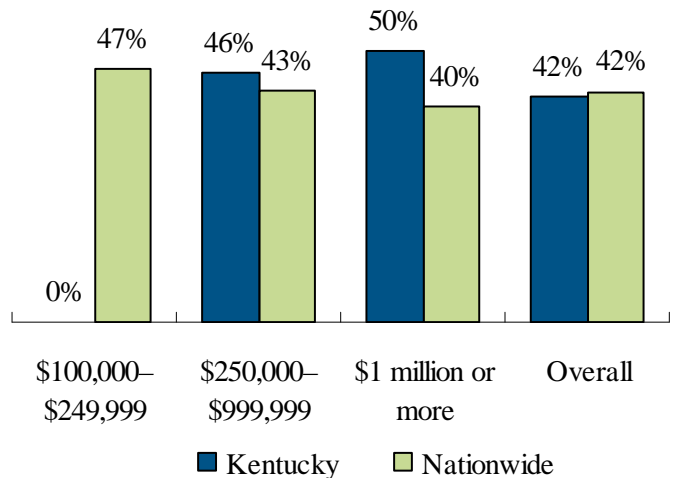
Report results/outcomes of programs	92%
Give feedback on contracting procedures	71%

Actions Taken by Human Service Nonprofits in 2009



RECESSION

Nonprofits with Deficits, by Expenditure Size



Kentucky Nonprofits Experiencing Declines in Revenue

Local government agencies	25%
State government agencies	47%
Federal government agencies.	22%
Individual donations	59%
Private foundations	46%
Corporate donations	53%
Investment income	93%

Source: The Urban Institute National Survey of Nonprofit-Government Contracting and Grants, 2010.

Notes: Percentages may not sum to 100 because of rounding. Full report available at <http://www.urban.org/url.cfm?ID=412159>.

a. Number is based on a selected group of direct human service providers with budgets greater than \$100,000.

b. See appendix for more details on state rankings.

n.r. Data not reported or too few respondents answered the question.

LOUISIANA

National Study of Nonprofit-
Government Contracting
Survey Results (2009 Data)

NONPROFIT-GOVERNMENT CONTRACTS AND GRANTS: OVERVIEW

Human Service Nonprofits with Government Contracts/Grants^a

Number473

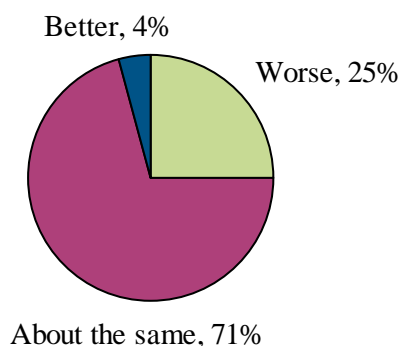
Types of Nonprofits with Government Contracts/Grants

Crime and legal-related28%
Employment < 1%
Food, agriculture, and nutrition 1%
Housing and shelter 3%
Public safety and disaster relief < 1%
Youth development3%
Human service: multipurpose59%
Community and economic development 6%
Total contracts/grants100%

Nonprofits with Government Contracts/Grants, by Level

Local government68%
State government93%
Federal government75%

2009 Government Contracting Experience Compared to Prior Years



Number of Government Contracts/Grants per Nonprofit

1 government contract/grant32%
2–4 government contracts/grants43%
5 or more government contracts/grants25%

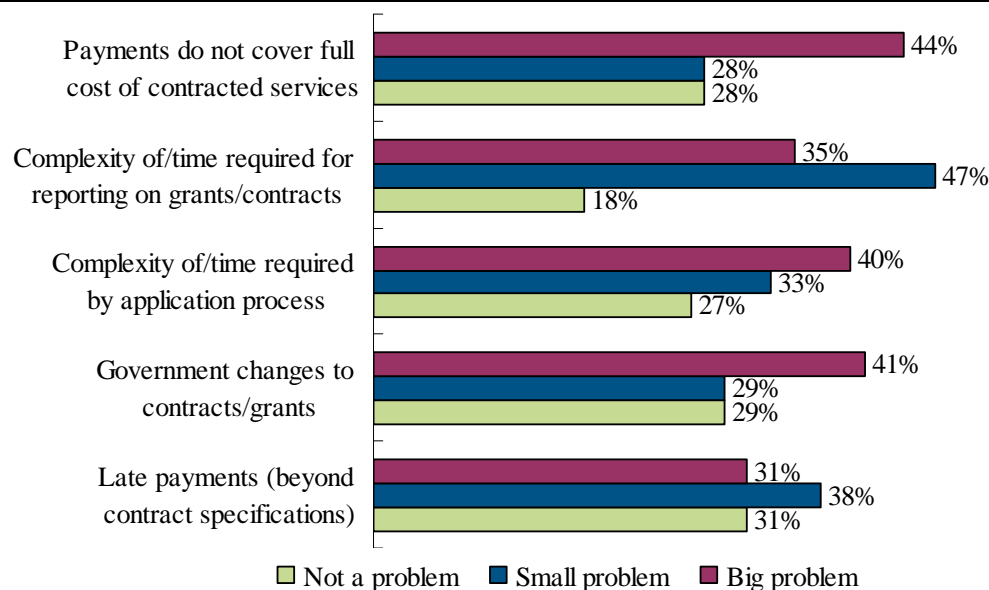
Total Nonprofit Government Contracts/Grants, by Level

Local government3%
State government28%
Federal government69%

CONTRACTING PROBLEMS

Key Problems Reported for Government Contracts

State Ranking^b: Small and Big Problems



1 = highest percentage of nonprofits with problems;
51 = lowest percentage of nonprofits with problems

CONTRACTING PROBLEMS (CONT'D)

Nonprofits with Late Payments from Government

Louisiana	39%
Nationwide	41%

Most Common Past Due Period for Government Contract/Grant Payments, by Level

Local government	n.r.
State government	90 days or more
Federal government	n.r.

CONTRACT LIMITATIONS

Nonprofits Reporting Contract Limitations, by Type

Require matching or sharing costs.	59%
Limit program administrative/overhead.	67%
Limit organization administrative/overhead . . .	54%

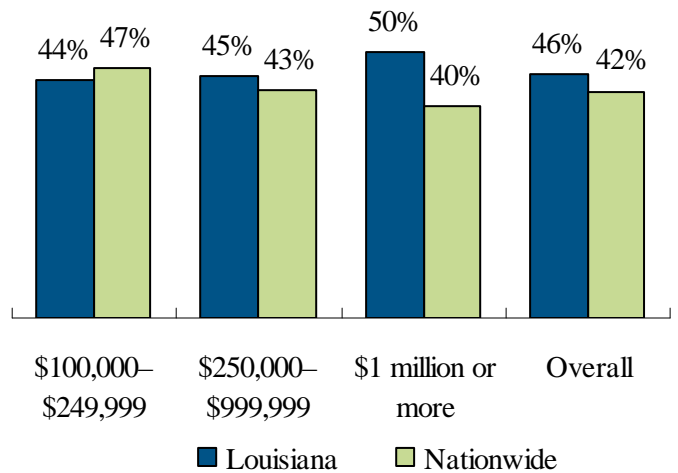
ACCOUNTABILITY AND REPORTING

Nonprofits That Report Outcomes or Give Feedback to the Government

Report results/outcomes of programs	92%
Give feedback on contracting procedures	65%

RECESSION

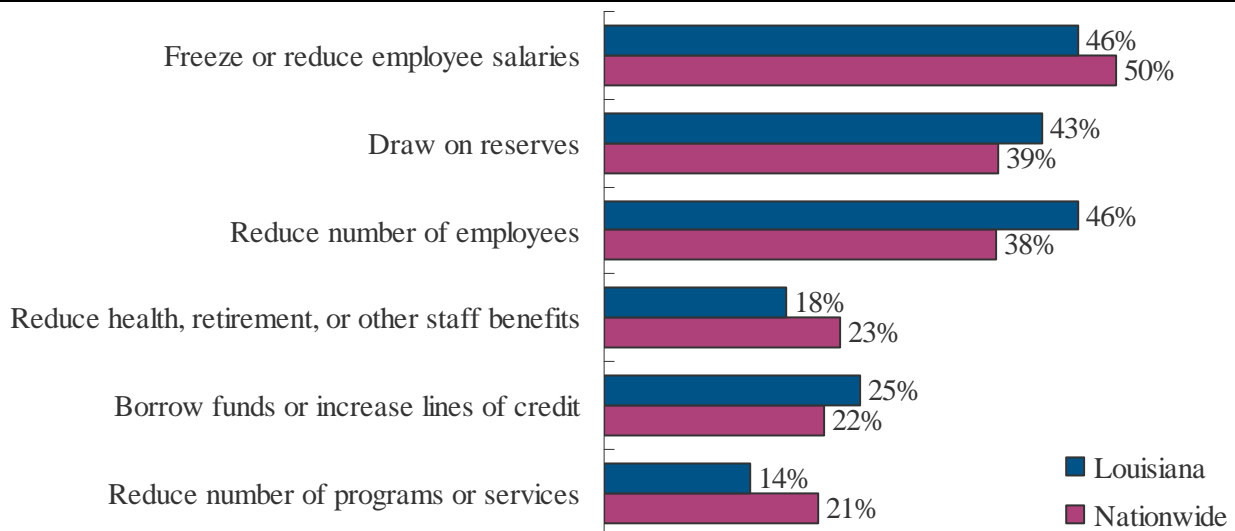
Nonprofits with Deficits, by Expenditure Size



Louisiana Nonprofits Experiencing Declines in Revenue

Local government agencies	47%
State government agencies	68%
Federal government agencies.	62%
Individual donations	78%
Private foundations	73%
Corporate donations	93%
Investment income	63%

Actions Taken by Human Service Nonprofits in 2009



Source: The Urban Institute National Survey of Nonprofit-Government Contracting and Grants, 2010.

Notes: Percentages may not sum to 100 because of rounding. Full report available at <http://www.urban.org/url.cfm?ID=412159>.

a. Number is based on a selected group of direct human service providers with budgets greater than \$100,000.

b. See appendix for more details on state rankings.

n.r. Data not reported or too few respondents answered the question.

MAINE

National Study of Nonprofit-
Government Contracting
Survey Results (2009 Data)

NONPROFIT-GOVERNMENT CONTRACTS AND GRANTS: OVERVIEW

Human Service Nonprofits
with Government Contracts/Grants^a

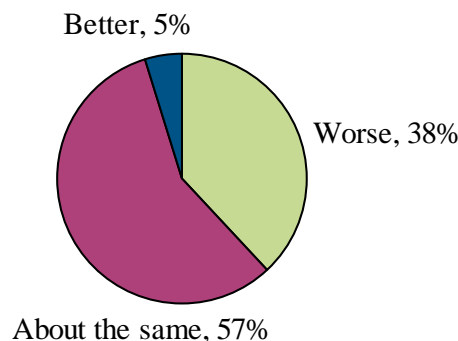
Number202

Types of Nonprofits with Government
Contracts/Grants

Crime and legal-related	18%
Employment	< 1%
Food, agriculture, and nutrition	< 1%
Housing and shelter	12%
Public safety and disaster relief	3%
Youth development	< 1%
Human service: multipurpose .....	.68%
Community and economic development	< 1%
<i>Total contracts/grants</i>	<i>100%</i>

Nonprofits with Government
Contracts/Grants, by Level

Local government .....	.59%
State government	82%
Federal government	86%

2009 Government Contracting Experience
Compared to Prior YearsNumber of Government Contracts/Grants
per Nonprofit

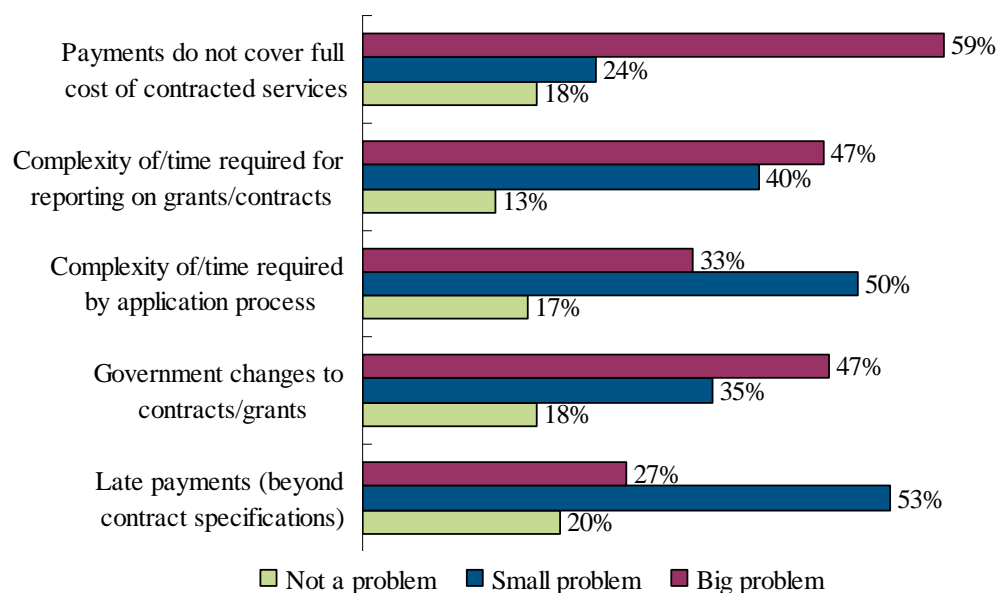
1 government contract/grant	32%
2–4 government contracts/grants	41%
5 or more government contracts/grants	27%

Total Nonprofit Government
Contracts/Grants, by Level

Local government	2%
State government	38%
Federal government	60%

CONTRACTING PROBLEMS

Key Problems Reported for Government Contracts

State Ranking^b
Small and Big Problems

1 = highest percentage of nonprofits with problems;
51 = lowest percentage of nonprofits with problems

CONTRACTING PROBLEMS (CONT'D)

Nonprofits with Late Payments from Government

Maine	64%
Nationwide	41%

Most Common Past Due Period for Government Contract/Grant Payments, by Level

Local government	n.r.
State government	n.r.
Federal government	n.r.

CONTRACT LIMITATIONS

Nonprofits Reporting Contract Limitations, by Type

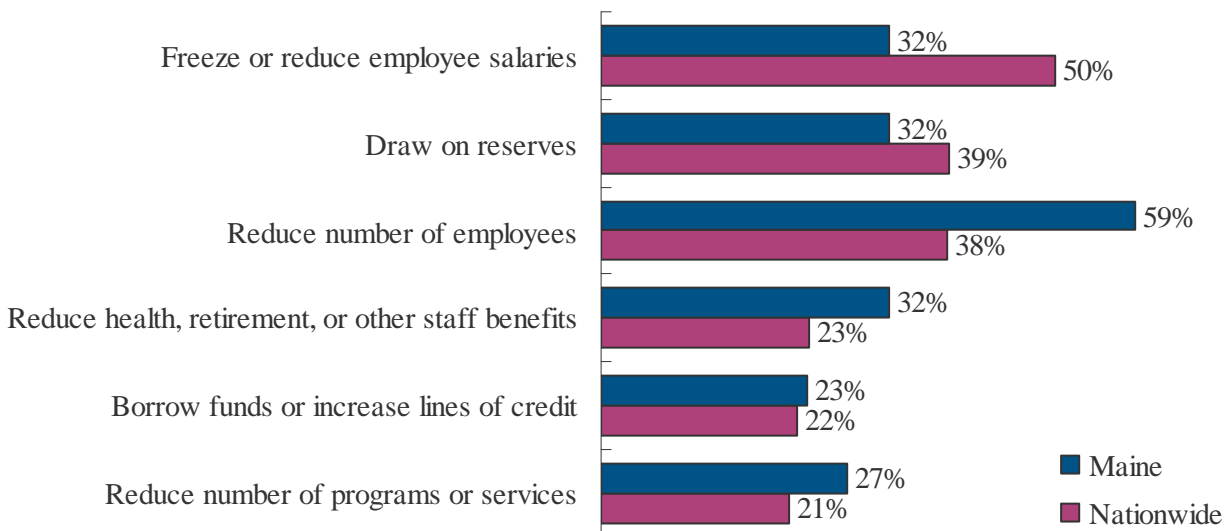
Require matching or sharing costs.	57%
Limit program administrative/overhead.	59%
Limit organization administrative/overhead	41%

ACCOUNTABILITY AND REPORTING

Nonprofits That Report Outcomes or Give Feedback to the Government

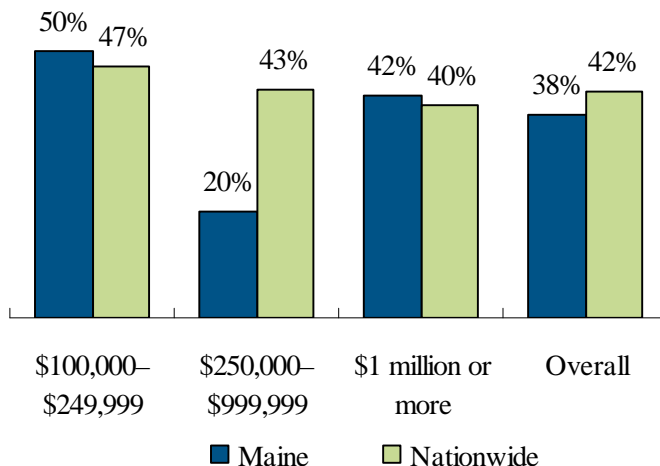
Report results/outcomes of programs	90%
Give feedback on contracting procedures	86%

Actions Taken by Human Service Nonprofits in 2009



RECESSION

Nonprofits with Deficits, by Expenditure Size



Maine Nonprofits Experiencing Declines in Revenue

Local government agencies	58%
State government agencies	78%
Federal government agencies.	32%
Individual donations	56%
Private foundations	43%
Corporate donations	43%
Investment income	93%

Source: The Urban Institute National Survey of Nonprofit-Government Contracting and Grants, 2010.

Notes: Percentages may not sum to 100 because of rounding. Full report available at <http://www.urban.org/url.cfm?ID=412159>.

a. Number is based on a selected group of direct human service providers with budgets greater than \$100,000.

b. See appendix for more details on state rankings.

n.r. Data not reported or too few respondents answered the question.

MARYLAND

National Study of Nonprofit- Government Contracting Survey Results (2009 Data)

NONPROFIT-GOVERNMENT CONTRACTS AND GRANTS: OVERVIEW

Human Service Nonprofits with Government Contracts/Grants^a

Number 717

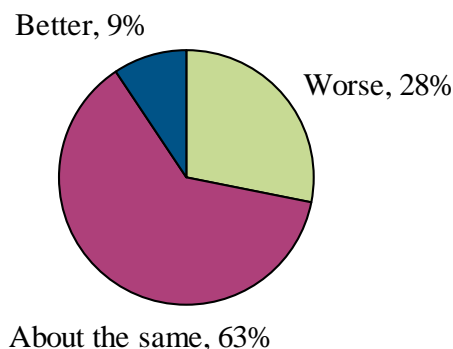
Types of Nonprofits with Government Contracts/Grants

Crime and legal-related 14%
Employment 7%
Food, agriculture, and nutrition < 1%
Housing and shelter 23%
Public safety and disaster relief < 1%
Youth development 8%
Human service: multipurpose 38%
Community and economic development 10%
Total contracts/grants 100%

Nonprofits with Government Contracts/Grants, by Level

Local government 76%
State government 85%
Federal government 65%

2009 Government Contracting Experience Compared to Prior Years



Number of Government Contracts/Grants per Nonprofit

1 government contract/grant 12%
2–4 government contracts/grants 41%
5 or more government contracts/grants 47%

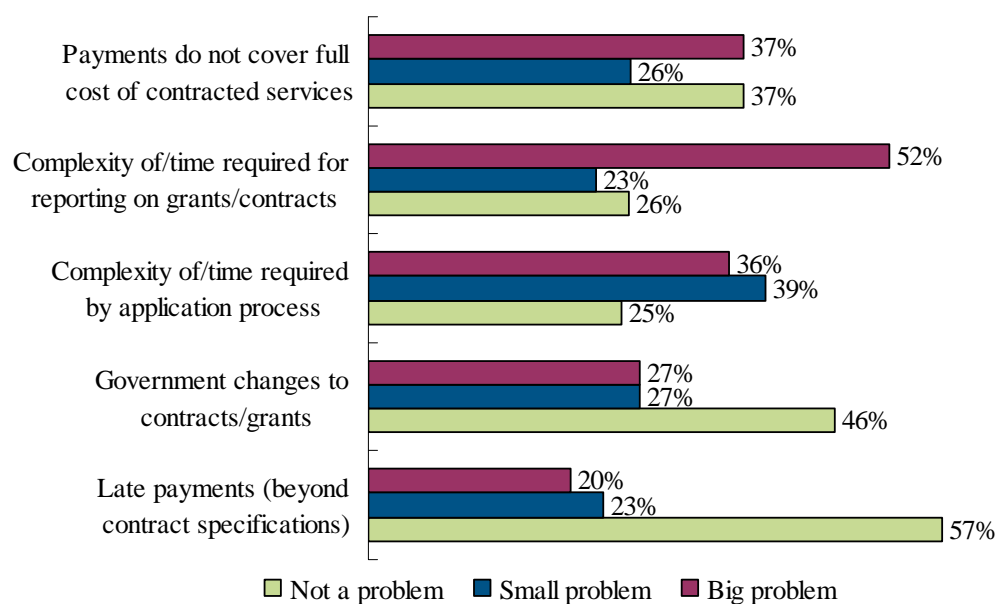
Total Nonprofit Government Contracts/Grants, by Level

Local government 23%
State government 53%
Federal government 24%

CONTRACTING PROBLEMS

Key Problems Reported for Government Contracts

State Ranking^b: Small and Big Problems



33

32

28

26

31

1 = highest percentage of nonprofits with problems;
51 = lowest percentage of nonprofits with problems

CONTRACTING PROBLEMS (CONT'D)

Nonprofits with Late Payments from Government

Maryland	44%
Nationwide	41%

Most Common Past Due Period for Government Contract/Grant Payments, by Level

Local government	90 days or more
State government	90 days or more
Federal government	90 days or more

CONTRACT LIMITATIONS

Nonprofits Reporting Contract Limitations, by Type

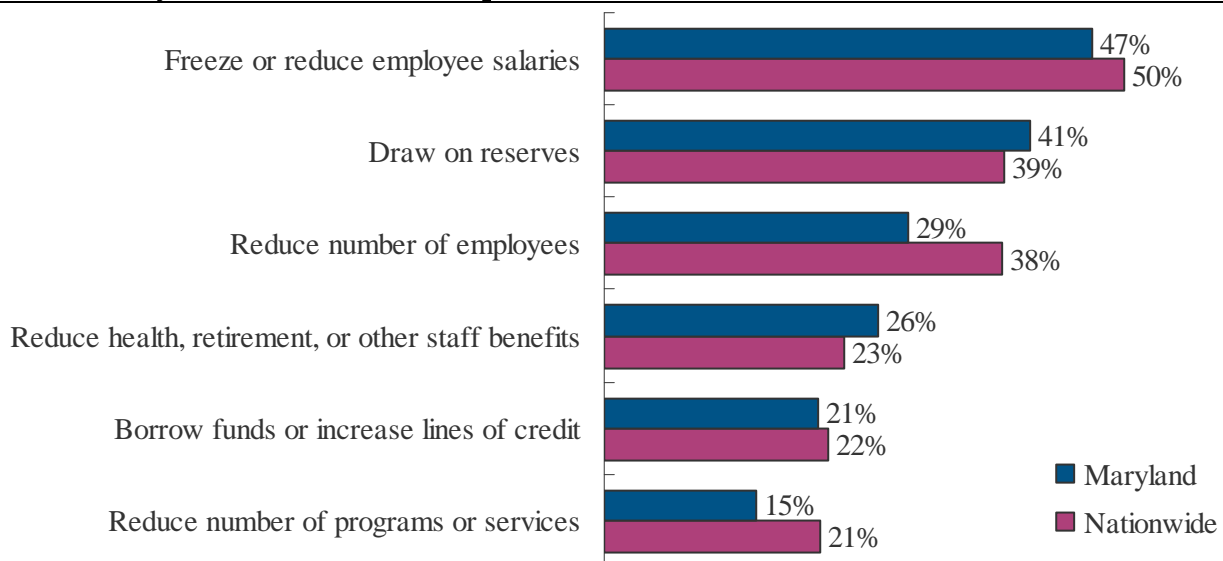
Require matching or sharing costs.	64%
Limit program administrative/overhead.	73%
Limit organization administrative/overhead . . .	72%

ACCOUNTABILITY AND REPORTING

Nonprofits That Report Outcomes or Give Feedback to the Government

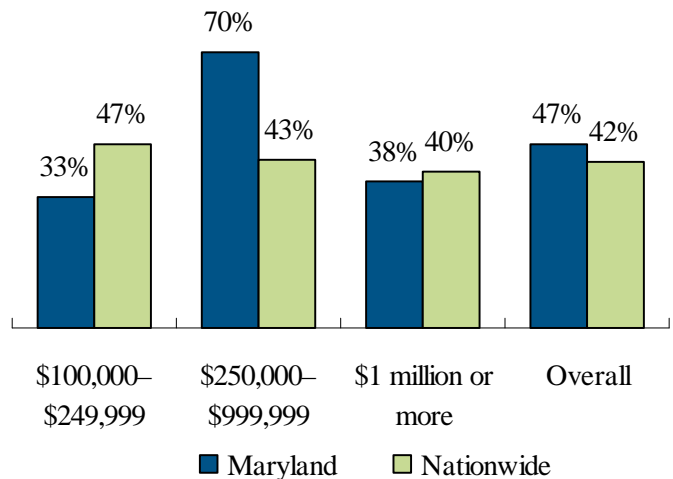
Report results/outcomes of programs	91%
Give feedback on contracting procedures	66%

Actions Taken by Human Service Nonprofits in 2009



RECESSION

Nonprofits with Deficits, by Expenditure Size



Maryland Nonprofits Experiencing Declines in Revenue

Local government agencies	52%
State government agencies	71%
Federal government agencies.	35%
Individual donations	37%
Private foundations	50%
Corporate donations	44%
Investment income	62%

Source: The Urban Institute National Survey of Nonprofit-Government Contracting and Grants, 2010.

Notes: Percentages may not sum to 100 because of rounding. Full report available at <http://www.urban.org/url.cfm?ID=412159>.

a. Number is based on a selected group of direct human service providers with budgets greater than \$100,000.

b. See appendix for more details on state rankings.

MASSACHUSETTS

National Study of Nonprofit-
Government Contracting
Survey Results (2009 Data)

NONPROFIT-GOVERNMENT CONTRACTS AND GRANTS: OVERVIEW

Human Service Nonprofits with Government Contracts/Grants^a

Number932

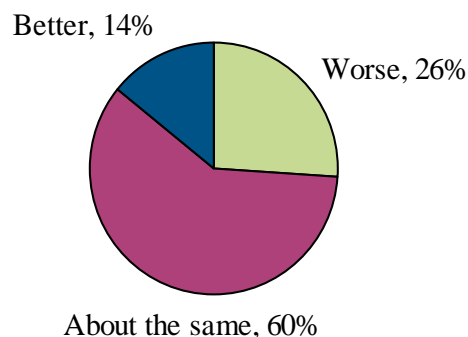
Types of Nonprofits with Government Contracts/Grants

Crime and legal-related2%
Employment5%
Food, agriculture, and nutrition1%
Housing and shelter25%
Public safety and disaster relief< 1%
Youth development3%
Human service: multipurpose56%
Community and economic development7%
Total contracts/grants100%

Nonprofits with Government Contracts/Grants, by Level

Local government56%
State government77%
Federal government74%

2009 Government Contracting Experience Compared to Prior Years



Number of Government Contracts/Grants per Nonprofit

1 government contract/grant23%
2–4 government contracts/grants44%
5 or more government contracts/grants33%

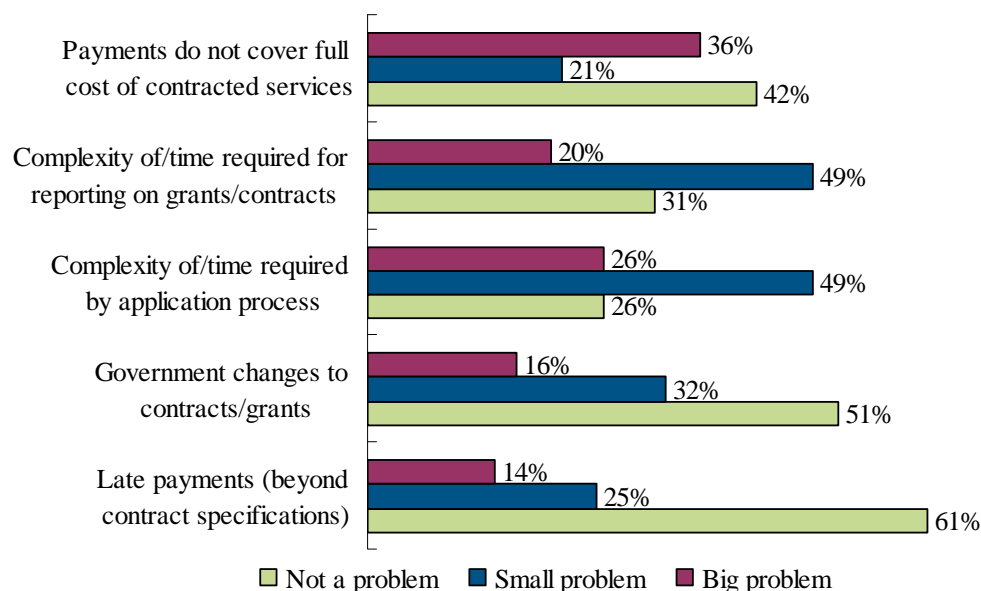
Total Nonprofit Government Contracts/Grants, by Level

Local government4%
State government75%
Federal government21%

CONTRACTING PROBLEMS

Key Problems Reported for Government Contracts

State Ranking^b: Small and Big Problems



1 = highest percentage of nonprofits with problems;
51 = lowest percentage of nonprofits with problems

CONTRACTING PROBLEMS (CONT'D)

Nonprofits with Late Payments from Government

Massachusetts	26%
Nationwide	41%

Most Common Past Due Period for Government Contract/Grant Payments, by Level

Local government	n.r.
State government	60 days
Federal government	90 days or more

CONTRACT LIMITATIONS

Nonprofits Reporting Contract Limitations, by Type

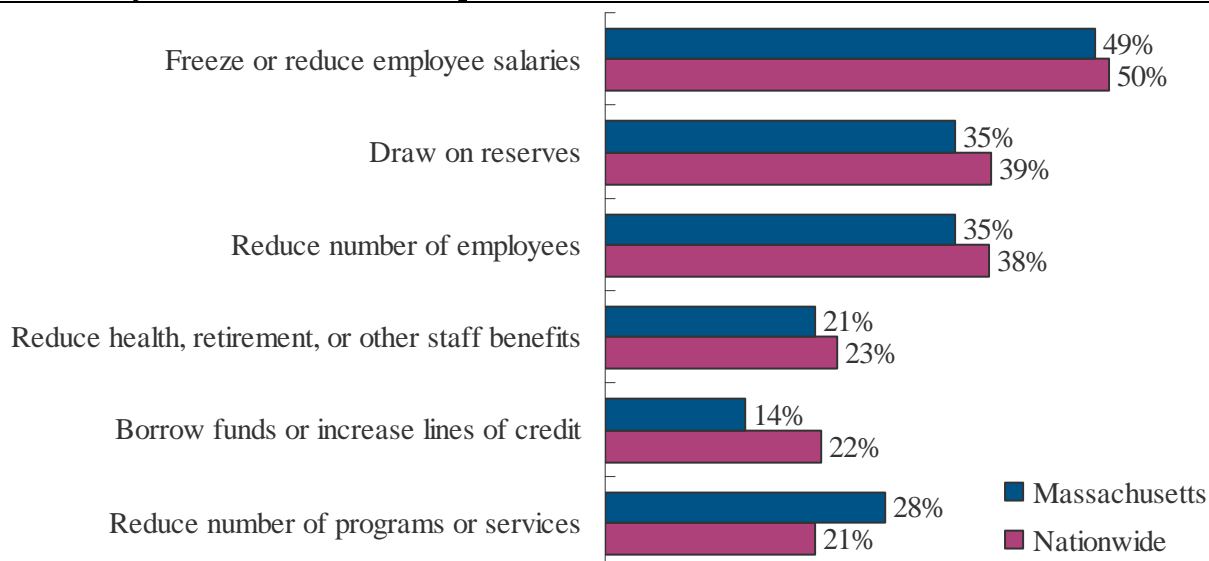
Require matching or sharing costs.	44%
Limit program administrative/overhead.	54%
Limit organization administrative/overhead	45%

ACCOUNTABILITY AND REPORTING

Nonprofits That Report Outcomes or Give Feedback to the Government

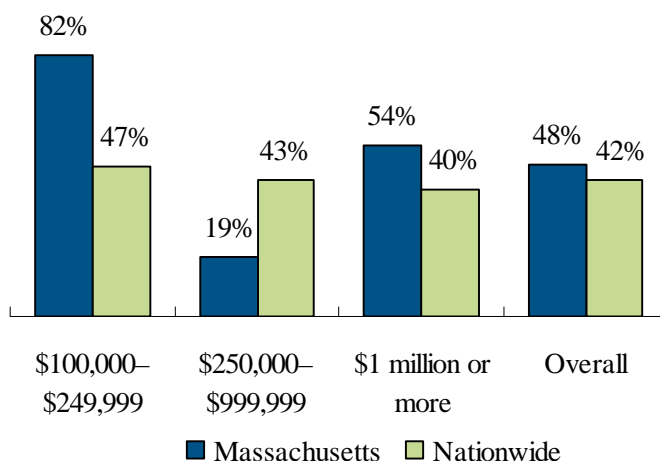
Report results/outcomes of programs	88%
Give feedback on contracting procedures	64%

Actions Taken by Human Service Nonprofits in 2009



RECESSION

Nonprofits with Deficits, by Expenditure Size



Massachusetts Nonprofits Experiencing Declines in Revenue

Local government agencies	52%
State government agencies	67%
Federal government agencies.	27%
Individual donations	41%
Private foundations	47%
Corporate donations	47%
Investment income	83%

Source: The Urban Institute National Survey of Nonprofit-Government Contracting and Grants, 2010.

Notes: Percentages may not sum to 100 because of rounding. Full report available at <http://www.urban.org/url.cfm?ID=412159>.

a. Number is based on a selected group of direct human service providers with budgets greater than \$100,000.

b. See appendix for more details on state rankings.

n.r. Data not reported or too few respondents answered the question.

MICHIGAN

National Study of Nonprofit-
Government Contracting
Survey Results (2009 Data)

NONPROFIT-GOVERNMENT CONTRACTS AND GRANTS: OVERVIEW

Human Service Nonprofits with Government Contracts/Grants^a

Number997

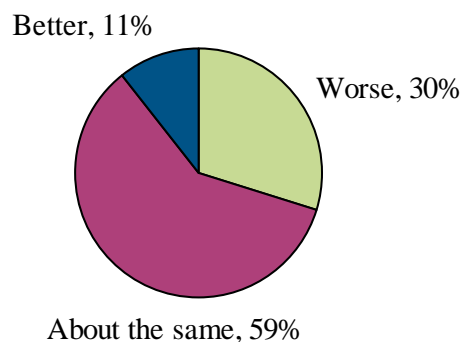
Types of Nonprofits with Government Contracts/Grants

Crime and legal-related4%
Employment4%
Food, agriculture, and nutrition3%
Housing and shelter11%
Public safety and disaster relief< 1%
Youth development1%
Human service: multipurpose64%
Community and economic development13%
Total contracts/grants100%

Nonprofits with Government Contracts/Grants, by Level

Local government69%
State government82%
Federal government69%

2009 Government Contracting Experience Compared to Prior Years



Number of Government Contracts/Grants per Nonprofit

1 government contract/grant20%
2–4 government contracts/grants45%
5 or more government contracts/grants35%

Total Nonprofit Government Contracts/Grants, by Level

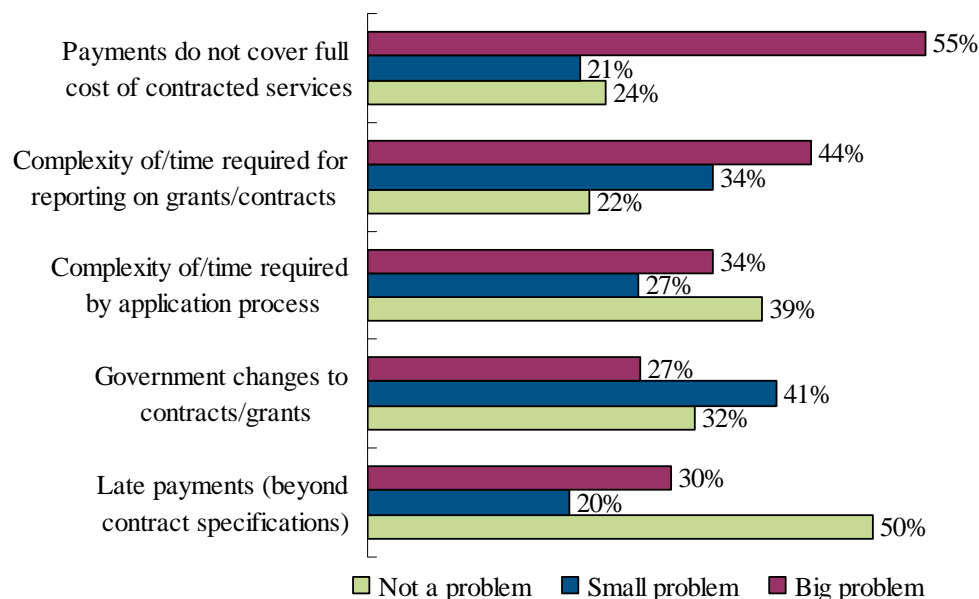
Local government40%
State government27%
Federal government33%

CONTRACTING PROBLEMS

Key Problems Reported for Government Contracts

State Ranking^b:

Small and Big Problems



1 = highest percentage of nonprofits with problems;
51 = lowest percentage of nonprofits with problems

CONTRACTING PROBLEMS (CONT'D)

Nonprofits with Late Payments from Government

Michigan	44%
Nationwide	41%

Most Common Past Due Period for Government Contract/Grant Payments, by Level

Local government	90 days or more
State government	90 days or more
Federal government	90 days or more

CONTRACT LIMITATIONS

Nonprofits Reporting Contract Limitations, by Type

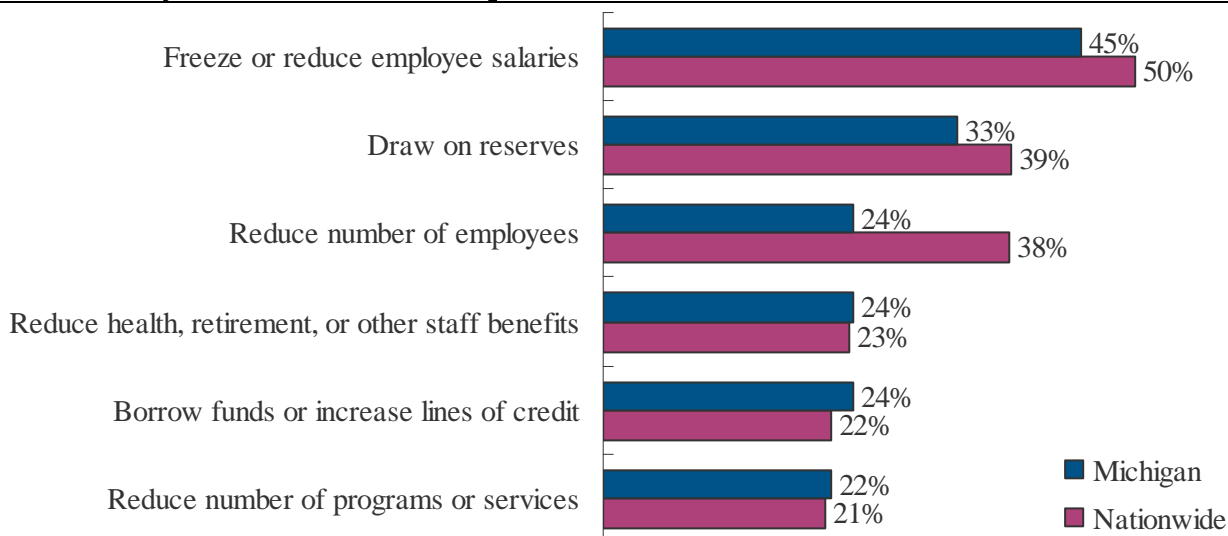
Require matching or sharing costs.	51%
Limit program administrative/overhead.	76%
Limit organization administrative/overhead . . .	64%

ACCOUNTABILITY AND REPORTING

Nonprofits That Report Outcomes or Give Feedback to the Government

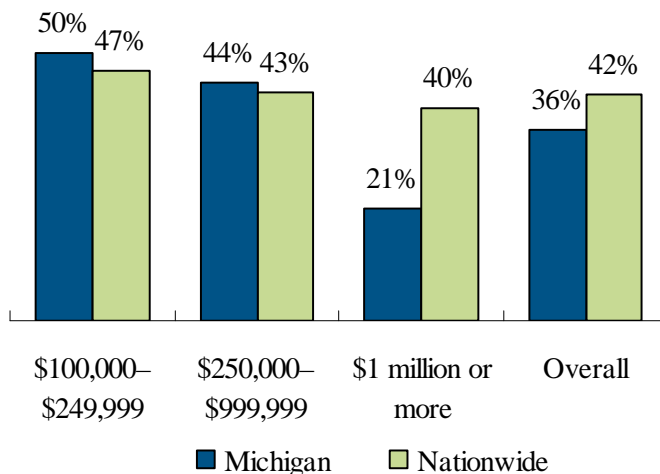
Report results/outcomes of programs	89%
Give feedback on contracting procedures	62%

Actions Taken by Human Service Nonprofits in 2009



RECESSION

Nonprofits with Deficits, by Expenditure Size



Michigan Nonprofits Experiencing Declines in Revenue

Local government agencies	42%
State government agencies	55%
Federal government agencies.	35%
Individual donations	49%
Private foundations	50%
Corporate donations	52%
Investment income	58%

Source: The Urban Institute National Survey of Nonprofit-Government Contracting and Grants, 2010.

Notes: Percentages may not sum to 100 because of rounding. Full report available at <http://www.urban.org/url.cfm?ID=412159>.

a. Number is based on a selected group of direct human service providers with budgets greater than \$100,000.

b. See appendix for more details on state rankings.

MINNESOTA

National Study of Nonprofit-
Government Contracting
Survey Results (2009 Data)

NONPROFIT-GOVERNMENT CONTRACTS AND GRANTS: OVERVIEW

Human Service Nonprofits with Government Contracts/Grants^a

Number854

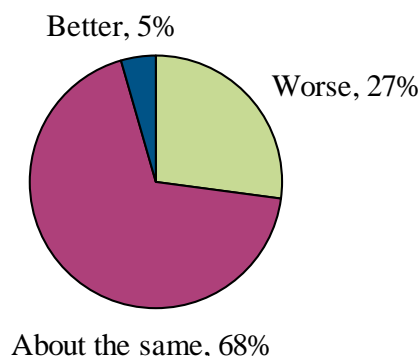
Types of Nonprofits with Government Contracts/Grants

Crime and legal-related6%
Employment17%
Food, agriculture, and nutrition2%
Housing and shelter20%
Public safety and disaster relief1%
Youth development1%
Human service: multipurpose44%
Community and economic development10%
Total contracts/grants100%

Nonprofits with Government Contracts/Grants, by Level

Local government71%
State government89%
Federal government73%

2009 Government Contracting Experience Compared to Prior Years



Number of Government Contracts/Grants per Nonprofit

1 government contract/grant20%
2–4 government contracts/grants60%
5 or more government contracts/grants20%

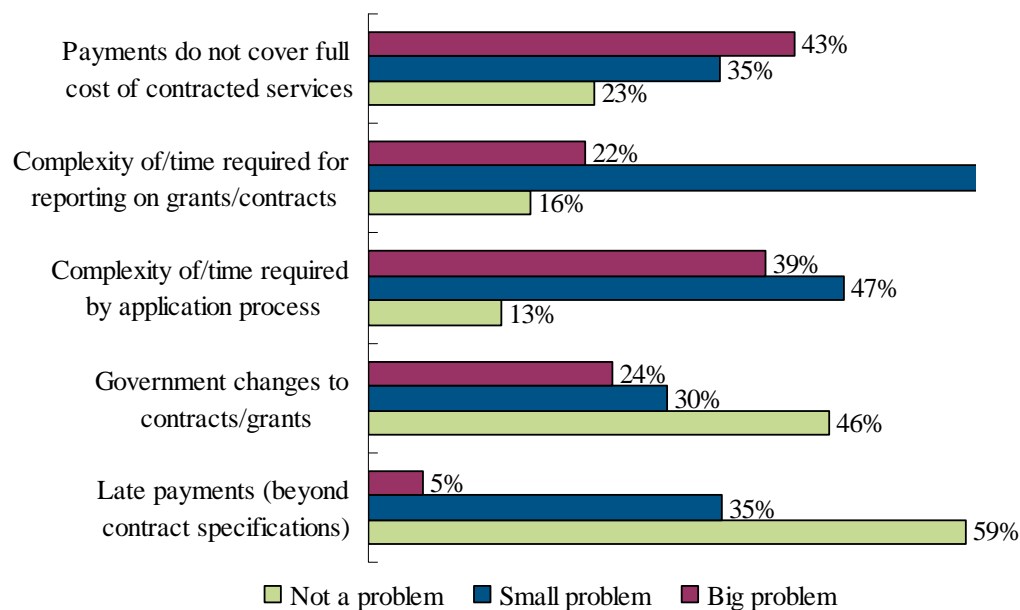
Total Nonprofit Government Contracts/Grants, by Level

Local government7%
State government44%
Federal government49%

CONTRACTING PROBLEMS

Key Problems Reported for Government Contracts

State Ranking^b: Small and Big Problems



1 = highest percentage of nonprofits with problems;
51 = lowest percentage of nonprofits with problems

CONTRACTING PROBLEMS (CONT'D)

Nonprofits with Late Payments from Government

Minnesota	32%
Nationwide	41%

Most Common Past Due Period for Government Contract/Grant Payments, by Level

Local government	n.r.
State government	30 days
Federal government	n.r.

CONTRACT LIMITATIONS

Nonprofits Reporting Contract Limitations, by Type

Require matching or sharing costs.	50%
Limit program administrative/overhead.	48%
Limit organization administrative/overhead	36%

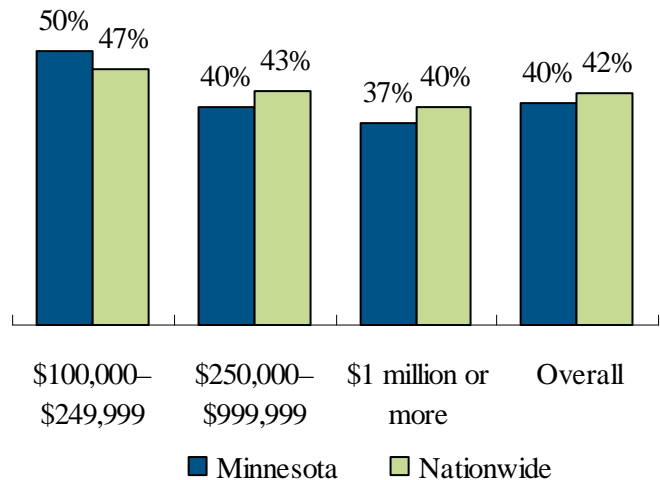
ACCOUNTABILITY AND REPORTING

Nonprofits That Report Outcomes or Give Feedback to the Government

Report results/outcomes of programs	91%
Give feedback on contracting procedures	77%

RECESSION

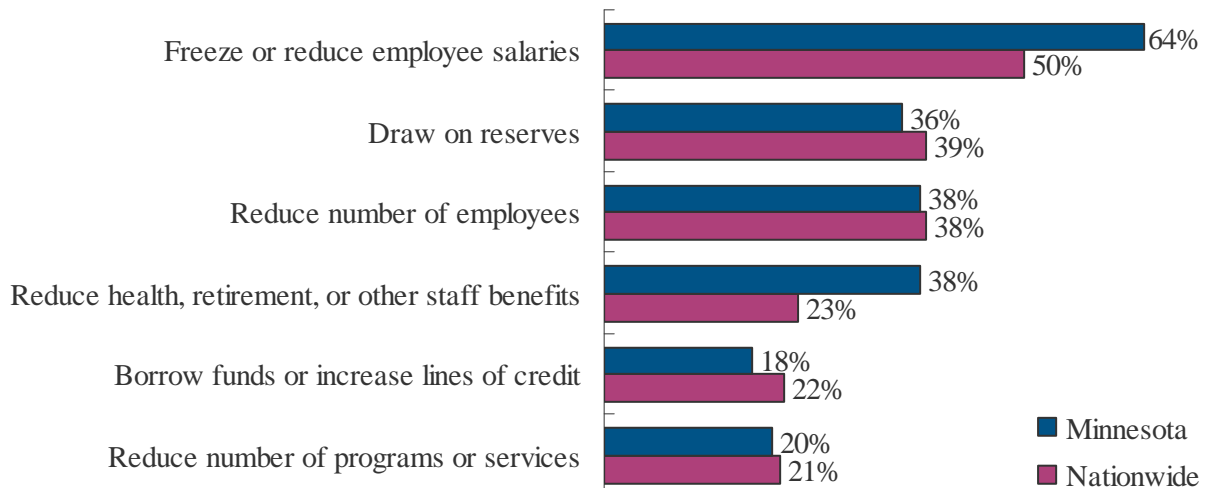
Nonprofits with Deficits, by Expenditure Size



Minnesota Nonprofits Experiencing Declines in Revenue

Local government agencies	67%
State government agencies	54%
Federal government agencies.	40%
Individual donations	41%
Private foundations	48%
Corporate donations	47%
Investment income	70%

Actions Taken by Human Service Nonprofits in 2009



Source: The Urban Institute National Survey of Nonprofit-Government Contracting and Grants, 2010.

Notes: Percentages may not sum to 100 because of rounding. Full report available at <http://www.urban.org/url.cfm?ID=412159>.

a. Number is based on a selected group of direct human service providers with budgets greater than \$100,000.

b. See appendix for more details on state rankings.

n.r. Data not reported or too few respondents answered the question.

MISSISSIPPI

National Study of Nonprofit-
Government Contracting
Survey Results (2009 Data)

NONPROFIT-GOVERNMENT CONTRACTS AND GRANTS: OVERVIEW

Human Service Nonprofits with Government Contracts/Grants^a

Number242

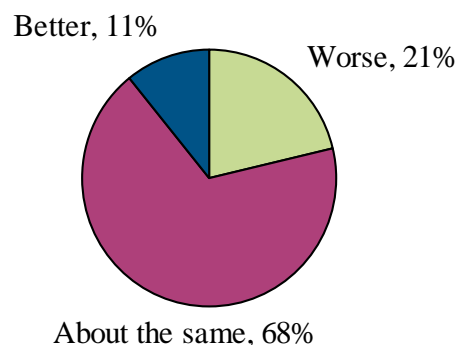
Types of Nonprofits with Government Contracts/Grants

Crime and legal-related1%
Employment6%
Food, agriculture, and nutrition1%
Housing and shelter10%
Public safety and disaster relief2%
Youth development1%
Human service: multipurpose26%
Community and economic development54%
Total contracts/grants100%

Nonprofits with Government Contracts/Grants, by Level

Local government57%
State government68%
Federal government89%

2009 Government Contracting Experience Compared to Prior Years



Number of Government Contracts/Grants per Nonprofit

1 government contract/grant25%
2–4 government contracts/grants50%
5 or more government contracts/grants25%

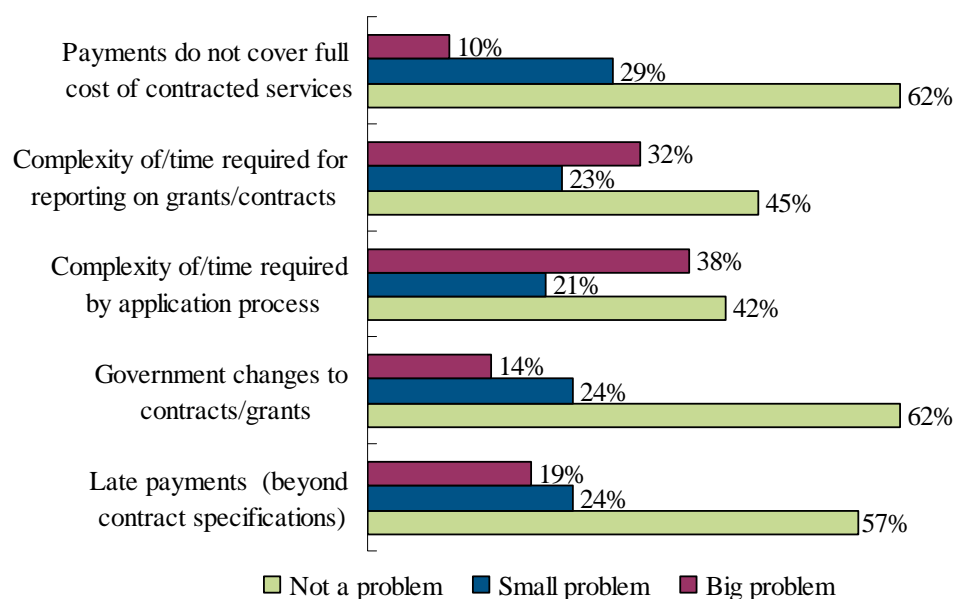
Total Nonprofit Government Contracts/Grants, by Level

Local government2%
State government45%
Federal government53%

CONTRACTING PROBLEMS

Key Problems Reported for Government Contracts

State Ranking^b: Small and Big Problems



50

50

50

46

31

1 = highest percentage of nonprofits with problems;
51 = lowest percentage of nonprofits with problems

CONTRACTING PROBLEMS (CONT'D)

Nonprofits with Late Payments from Government

Mississippi	39%
Nationwide	41%

Most Common Past Due Period for Government Contract/Grant Payments, by Level

Local government	n.r.
State government	n.r.
Federal government . . . . .	.60 days

CONTRACT LIMITATIONS

Nonprofits Reporting Contract Limitations, by Type

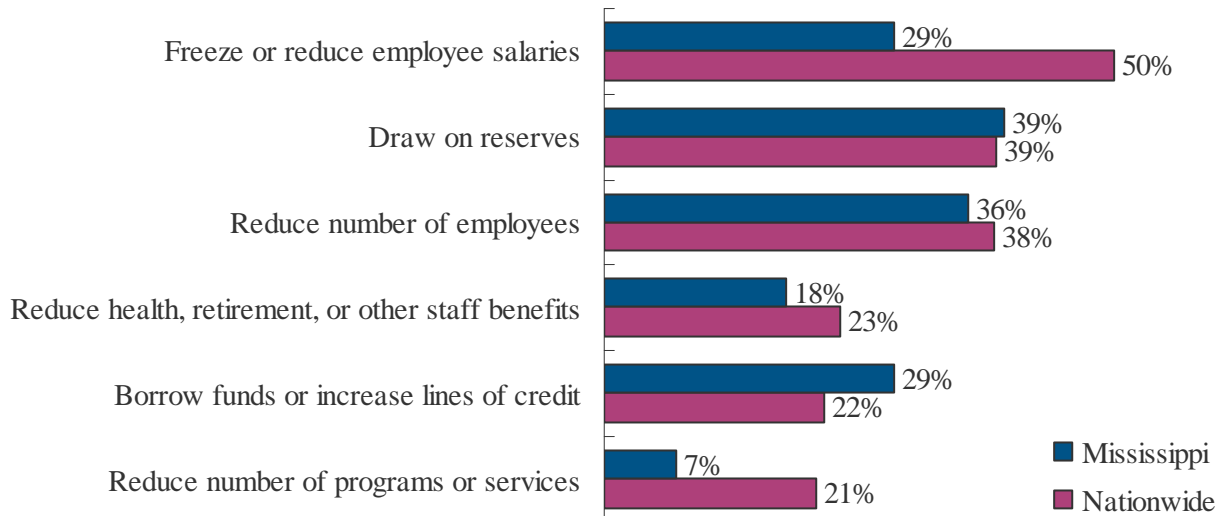
Require matching or sharing costs.	50%
Limit program administrative/overhead.	56%
Limit organization administrative/overhead	52%

ACCOUNTABILITY AND REPORTING

Nonprofits That Report Outcomes or Give Feedback to the Government

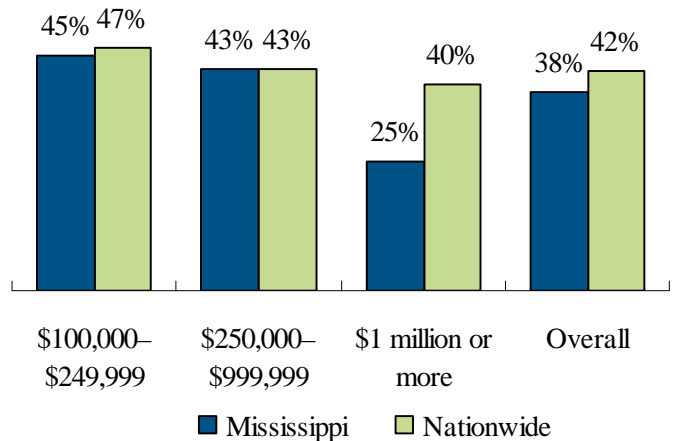
Report results/outcomes of programs	81%
Give feedback on contracting procedures	58%

Actions Taken by Human Service Nonprofits in 2009



RECESSION

Nonprofits with Deficits, by Expenditure Size



Mississippi Nonprofits Experiencing Declines in Revenue

Local government agencies	50%
State government agencies	21%
Federal government agencies.	45%
Individual donations	72%
Private foundations	56%
Corporate donations	61%
Investment income	64%

Source: The Urban Institute National Survey of Nonprofit-Government Contracting and Grants, 2010.

Notes: Percentages may not sum to 100 because of rounding. Full report available at <http://www.urban.org/url.cfm?ID=412159>.

a. Number is based on a selected group of direct human service providers with budgets greater than \$100,000.

b. See appendix for more details on state rankings.

n.r. Data not reported or too few respondents answered the question.

MISSOURI

National Study of Nonprofit-
Government Contracting
Survey Results (2009 Data)

NONPROFIT-GOVERNMENT CONTRACTS AND GRANTS: OVERVIEW

Human Service Nonprofits with Government Contracts/Grants^a

Number723

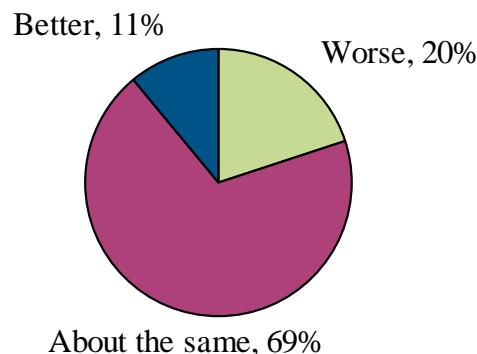
Types of Nonprofits with Government Contracts/Grants

Crime and legal-related< 1%
Employment9%
Food, agriculture, and nutrition< 1%
Housing and shelter 47%
Public safety and disaster relief< 1%
Youth development4%
Human service: multipurpose40%
Community and economic development 1%
Total contracts/grants100%

Nonprofits with Government Contracts/Grants, by Level

Local government74%
State government 87%
Federal government 66%

2009 Government Contracting Experience Compared to Prior Years



Number of Government Contracts/Grants per Nonprofit

1 government contract/grant 23%
2–4 government contracts/grants 43%
5 or more government contracts/grants34%

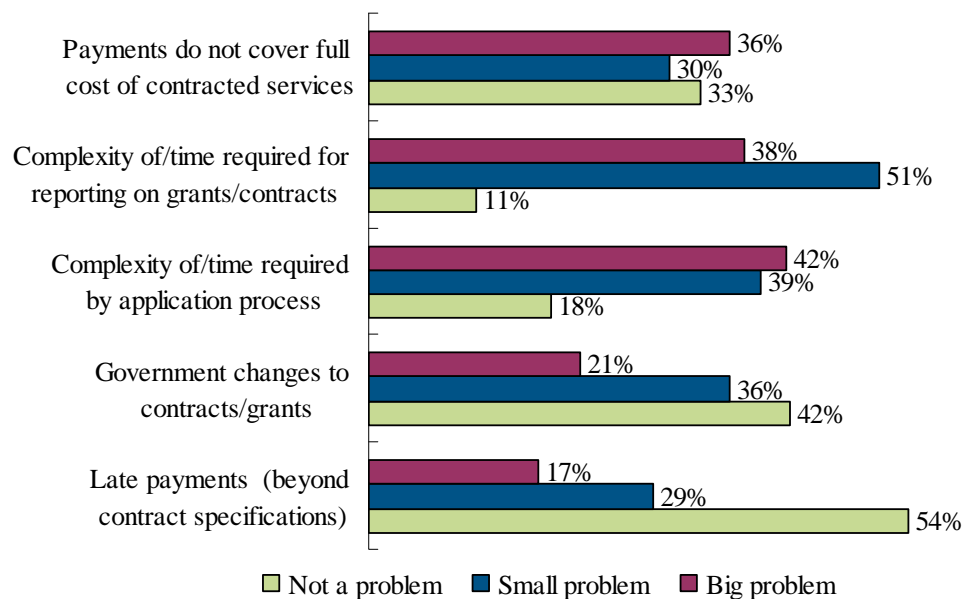
Total Nonprofit Government Contracts/Grants, by Level

Local government 7%
State government48%
Federal government45%

CONTRACTING PROBLEMS

Key Problems Reported for Government Contracts

State Ranking^b: Small and Big Problems



1 = highest percentage of nonprofits with problems;
51 = lowest percentage of nonprofits with problems

CONTRACTING PROBLEMS (CONT'D)

Nonprofits with Late Payments from Government

Missouri.	25%
Nationwide	41%

Most Common Past Due Period for Government Contract/Grant Payments, by Level

Local government	n.r.
State government	60 days
Federal government	30 days

CONTRACT LIMITATIONS

Nonprofits Reporting Contract Limitations, by Type

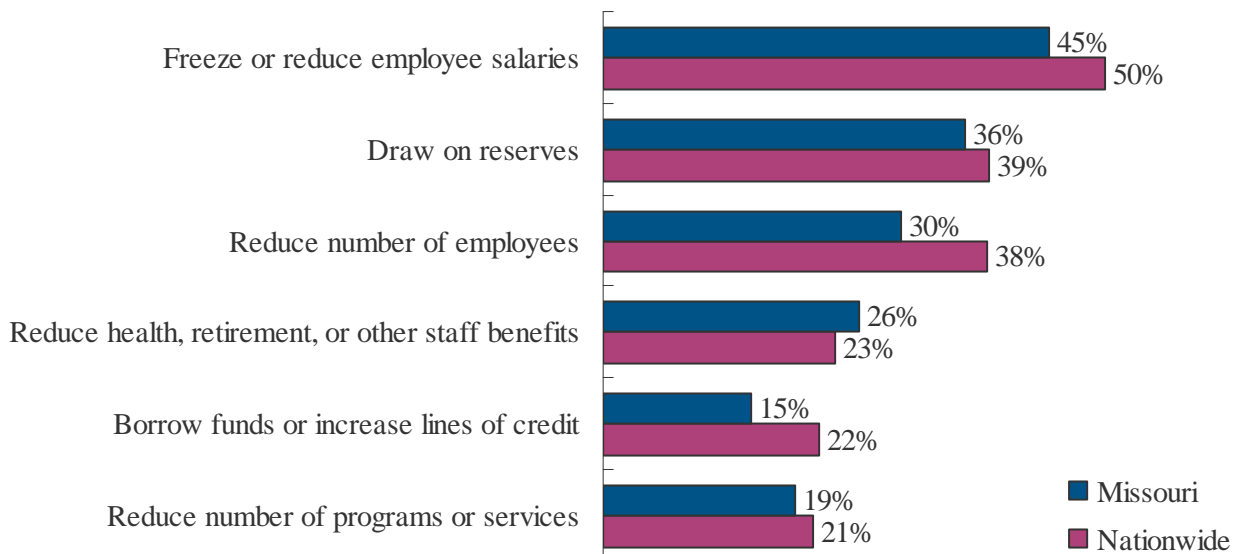
Require matching or sharing costs.	66%
Limit program administrative/overhead.	71%
Limit organization administrative/overhead	68%

ACCOUNTABILITY AND REPORTING

Nonprofits That Report Outcomes or Give Feedback to the Government

Report results/outcomes of programs	89%
Give feedback on contracting procedures	58%

Actions Taken by Human Service Nonprofits in 2009



Source: The Urban Institute National Survey of Nonprofit-Government Contracting and Grants, 2010.

Notes: Percentages may not sum to 100 because of rounding. Full report available at <http://www.urban.org/url.cfm?ID=412159>.

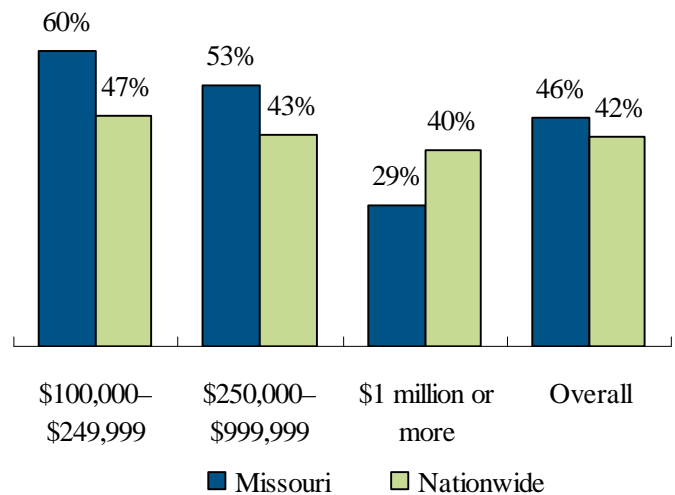
a. Number is based on a selected group of direct human service providers with budgets greater than \$100,000.

b. See appendix for more details on state rankings.

n.r. Data not reported or too few respondents answered the question.

RECESSION

Nonprofits with Deficits, by Expenditure Size



Missouri Nonprofits Experiencing Declines in Revenue

Local government agencies	34%
State government agencies	50%
Federal government agencies.	29%
Individual donations	40%
Private foundations	50%
Corporate donations	47%
Investment income	59%

MONTANA

National Study of Nonprofit-
Government Contracting
Survey Results (2009 Data)

NONPROFIT-GOVERNMENT CONTRACTS AND GRANTS: OVERVIEW

Human Service Nonprofits with Government Contracts/Grants^a

Number209

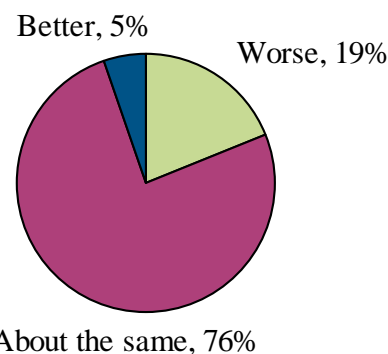
Types of Nonprofits with Government Contracts/Grants

Crime and legal-related3%
Employment5%
Food, agriculture, and nutrition< 1%
Housing and shelter25%
Public safety and disaster relief< 1%
Youth development6%
Human service: multipurpose53%
Community and economic development8%
Total contracts/grants100%

Nonprofits with Government Contracts/Grants, by Level

Local government56%
State government90%
Federal government87%

2009 Government Contracting Experience Compared to Prior Years



Number of Government Contracts/Grants per Nonprofit

1 government contract/grant21%
2–4 government contracts/grants46%
5 or more government contracts/grants33%

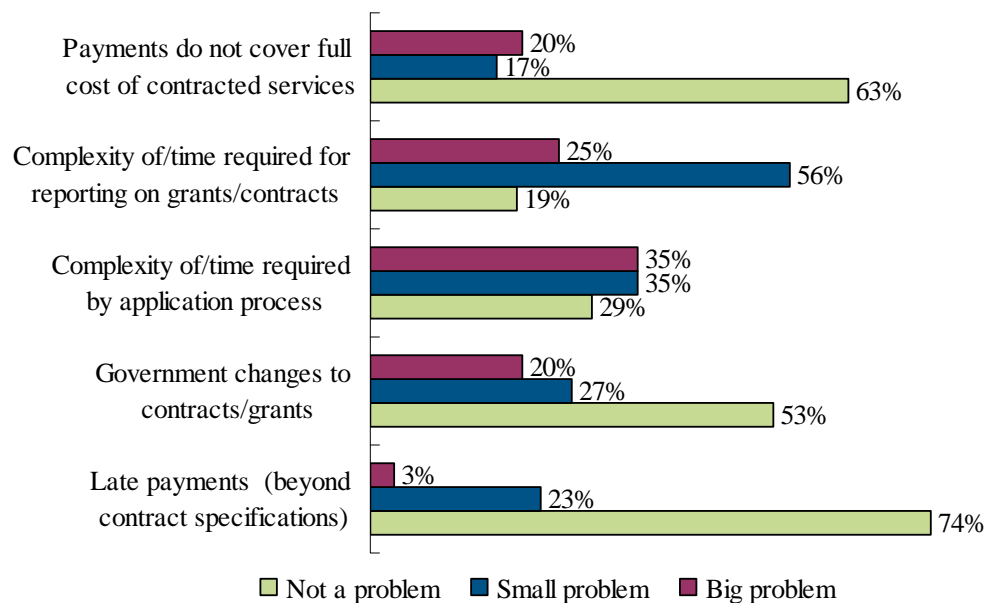
Total Nonprofit Government Contracts/Grants, by Level

Local government4%
State government41%
Federal government56%

CONTRACTING PROBLEMS

Key Problems Reported for Government Contracts

State Ranking^b: Small and Big Problems



51

17

37

39

48

1 = highest percentage of nonprofits with problems;
51 = lowest percentage of nonprofits with problems

CONTRACTING PROBLEMS (CONT'D)

Nonprofits with Late Payments from Government

Montana	16%
Nationwide	41%

Most Common Past Due Period for Government Contract/Grant Payments, by Level

Local government	n.r.
State government	n.r.
Federal government	n.r.

CONTRACT LIMITATIONS

Nonprofits Reporting Contract Limitations, by Type

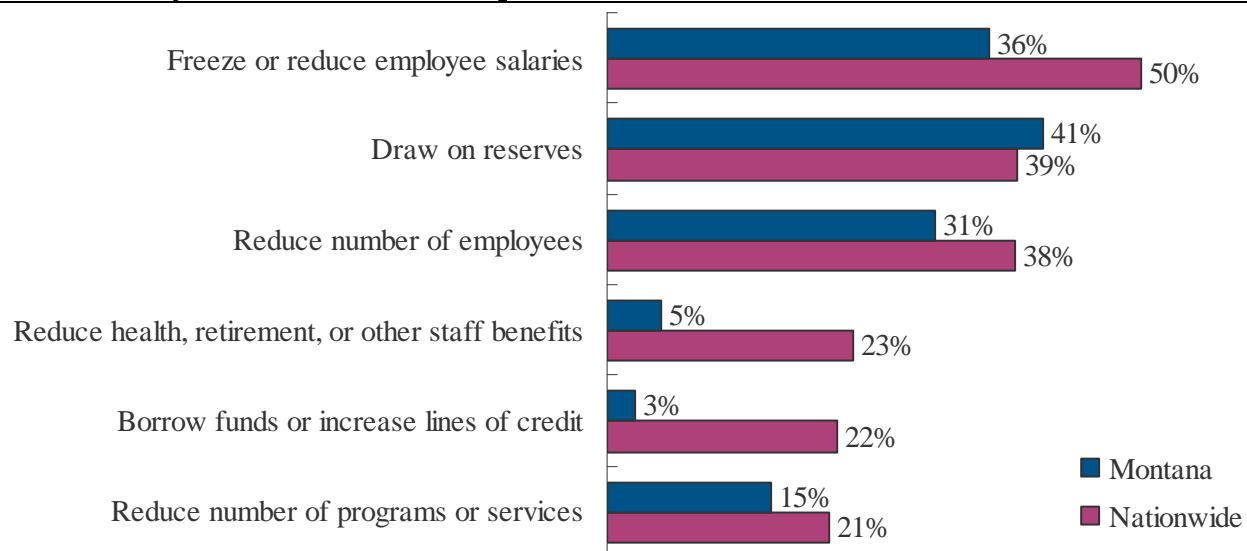
Require matching or sharing costs.	67%
Limit program administrative/overhead.	61%
Limit organization administrative/overhead	58%

ACCOUNTABILITY AND REPORTING

Nonprofits That Report Outcomes or Give Feedback to the Government

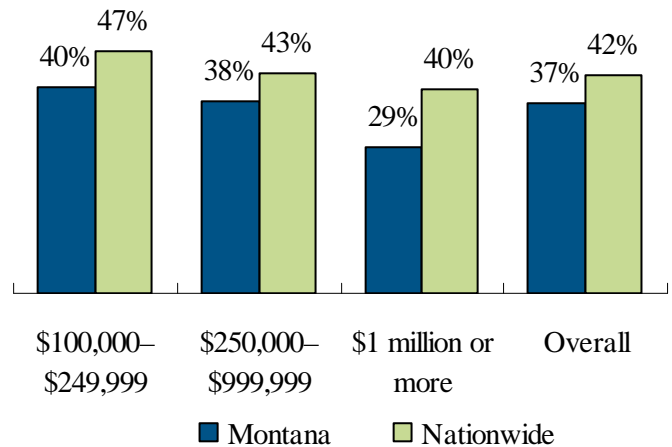
Report results/outcomes of programs	95%
Give feedback on contracting procedures	53%

Actions Taken by Human Service Nonprofits in 2009



RECESSION

Nonprofits with Deficits, by Expenditure Size



Montana Nonprofits Experiencing Declines in Revenue

Local government agencies	43%
State government agencies	29%
Federal government agencies.	26%
Individual donations	59%
Private foundations	59%
Corporate donations	74%
Investment income	71%

Source: The Urban Institute National Survey of Nonprofit-Government Contracting and Grants, 2010.

Notes: Percentages may not sum to 100 because of rounding. Full report available at <http://www.urban.org/url.cfm?ID=412159>.

a. Number is based on a selected group of direct human service providers with budgets greater than \$100,000.

b. See appendix for more details on state rankings.

n.r. Data not reported or too few respondents answered the question.

NEBRASKA

National Study of Nonprofit-
Government Contracting
Survey Results (2009 Data)

NONPROFIT-GOVERNMENT CONTRACTS AND GRANTS: OVERVIEW

Human Service Nonprofits with Government Contracts/Grants^a

Number260

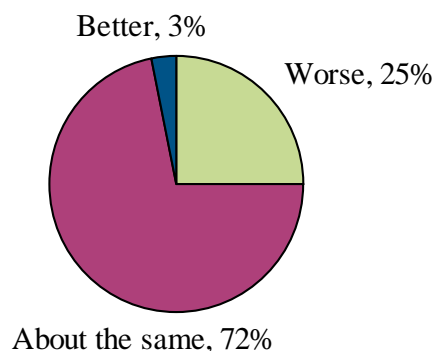
Types of Nonprofits with Government Contracts/Grants

Crime and legal-related9%
Employment < 1%
Food, agriculture, and nutrition 4%
Housing and shelter 16%
Public safety and disaster relief < 1%
Youth development 3%
Human service: multipurpose45%
Community and economic development 24%
Total contracts/grants100%

Nonprofits with Government Contracts/Grants, by Level

Local government74%
State government 91%
Federal government 82%

2009 Government Contracting Experience Compared to Prior Years



Number of Government Contracts/Grants per Nonprofit

1 government contract/grant 24%
2–4 government contracts/grants 47%
5 or more government contracts/grants29%

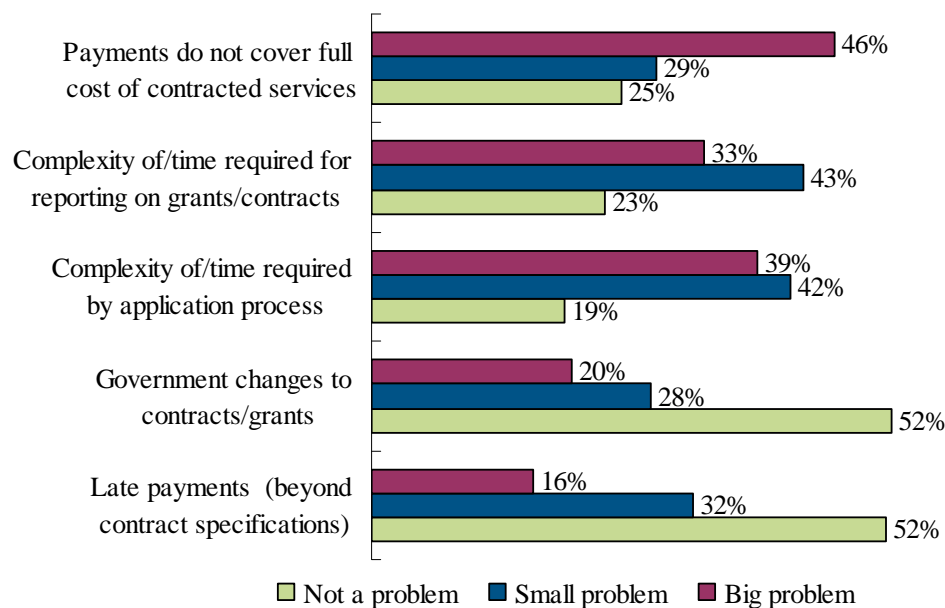
Total Nonprofit Government Contracts/Grants, by Level

Local government 5%
State government68%
Federal government27%

CONTRACTING PROBLEMS

Key Problems Reported for Government Contracts

State Ranking^b: Small and Big Problems



1 = highest percentage of nonprofits with problems;
51 = lowest percentage of nonprofits with problems

CONTRACTING PROBLEMS (CONT'D)

Nonprofits with Late Payments from Government

Nebraska	33%
Nationwide	41%

Most Common Past Due Period for Government Contract/Grant Payments, by Level

Local government	90 days or more
State government	n.r.
Federal government	n.r.

CONTRACT LIMITATIONS

Nonprofits Reporting Contract Limitations, by Type

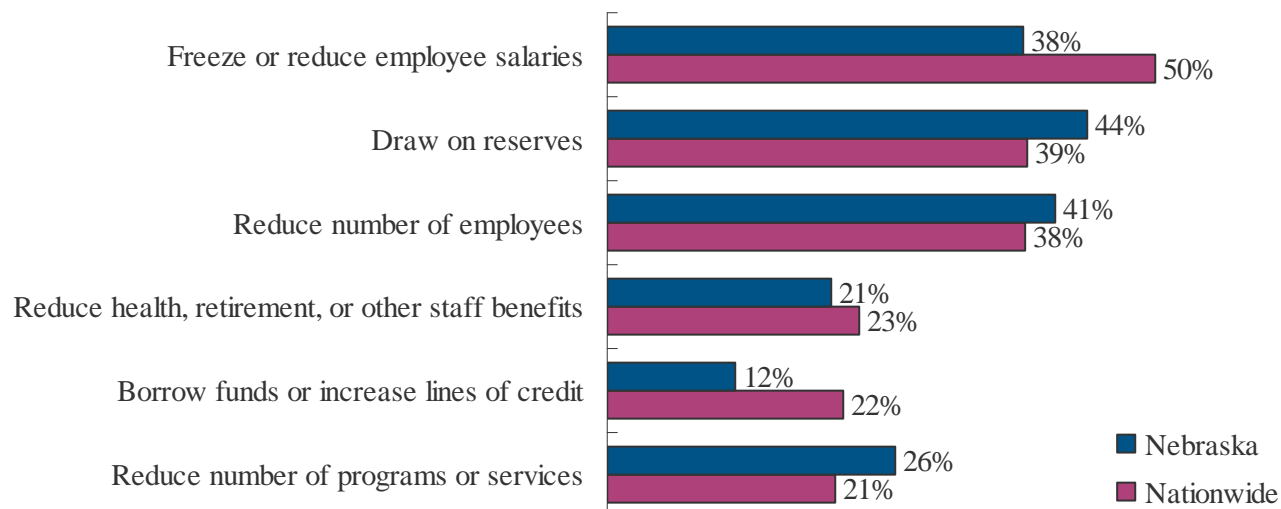
Require matching or sharing costs.	58%
Limit program administrative/overhead.	53%
Limit organization administrative/overhead	50%

ACCOUNTABILITY AND REPORTING

Nonprofits That Report Outcomes or Give Feedback to the Government

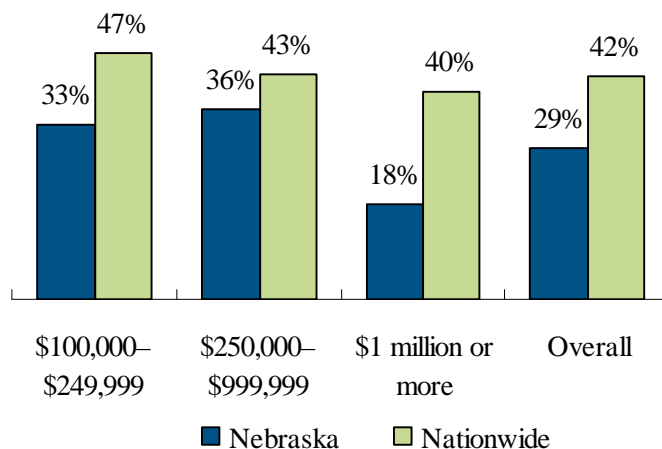
Report results/outcomes of programs	82%
Give feedback on contracting procedures	41%

Actions Taken by Human Service Nonprofits in 2009



RECESSION

Nonprofits with Deficits, by Expenditure Size



Nebraska Nonprofits Experiencing Declines in Revenue

Local government agencies	29%
State government agencies	39%
Federal government agencies.	28%
Individual donations	38%
Private foundations	46%
Corporate donations	56%
Investment income	60%

Source: The Urban Institute National Survey of Nonprofit-Government Contracting and Grants, 2010.

Notes: Percentages may not sum to 100 because of rounding. Full report available at <http://www.urban.org/url.cfm?ID=412159>.

a. Number is based on a selected group of direct human service providers with budgets greater than \$100,000.

b. See appendix for more details on state rankings.

n.r. Data not reported or too few respondents answered the question.

NEVADA

National Study of Nonprofit-
Government Contracting
Survey Results (2009 Data)

NONPROFIT-GOVERNMENT CONTRACTS AND GRANTS: OVERVIEW

Human Service Nonprofits with Government Contracts/Grants^a

Number142

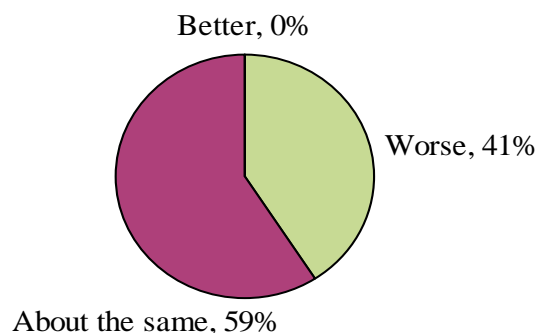
Types of Nonprofits with Government Contracts/Grants

Crime and legal-related5%
Employment1%
Food, agriculture, and nutrition11%
Housing and shelter3%
Public safety and disaster relief<1%
Youth development16%
Human service: multipurpose54%
Community and economic development10%
Total contracts/grants100%

Nonprofits with Government Contracts/Grants, by Level

Local government72%
State government79%
Federal government76%

2009 Government Contracting Experience Compared to Prior Years



Number of Government Contracts/Grants per Nonprofit

1 government contract/grant21%
2–4 government contracts/grants41%
5 or more government contracts/grants38%

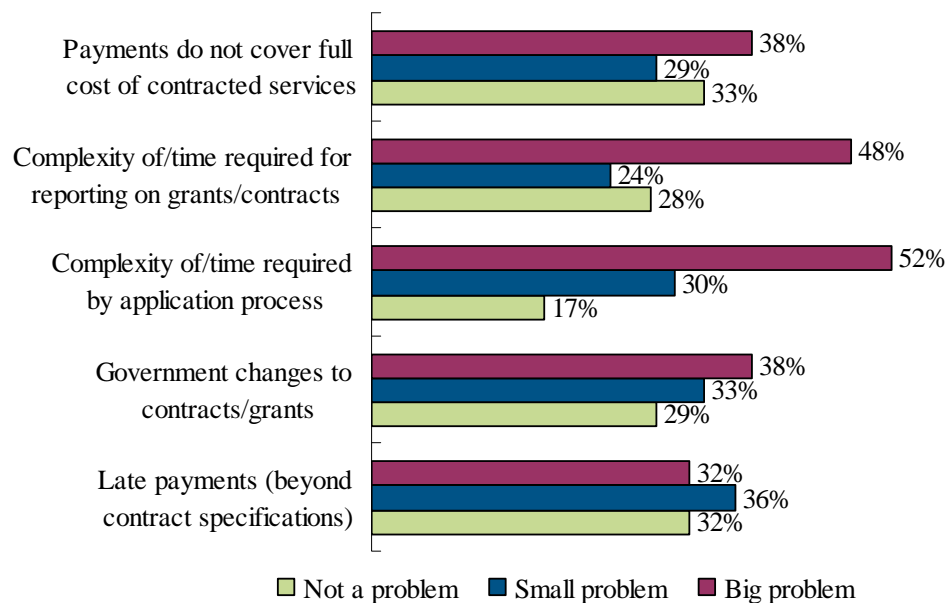
Total Nonprofit Government Contracts/Grants, by Level

Local government13%
State government58%
Federal government29%

CONTRACTING PROBLEMS

Key Problems Reported for Government Contracts

State Ranking^b:
Small and Big Problems



1 = highest percentage of nonprofits with problems;
51 = lowest percentage of nonprofits with problems

CONTRACTING PROBLEMS (CONT'D)

Nonprofits with Late Payments from Government

Nevada	48%
Nationwide	41%

Most Common Past Due Period for Government Contract/Grant Payments, by Level

Local government	90 days or more
State government	n.r.
Federal government	n.r.

CONTRACT LIMITATIONS

Nonprofits Reporting Contract Limitations, by Type

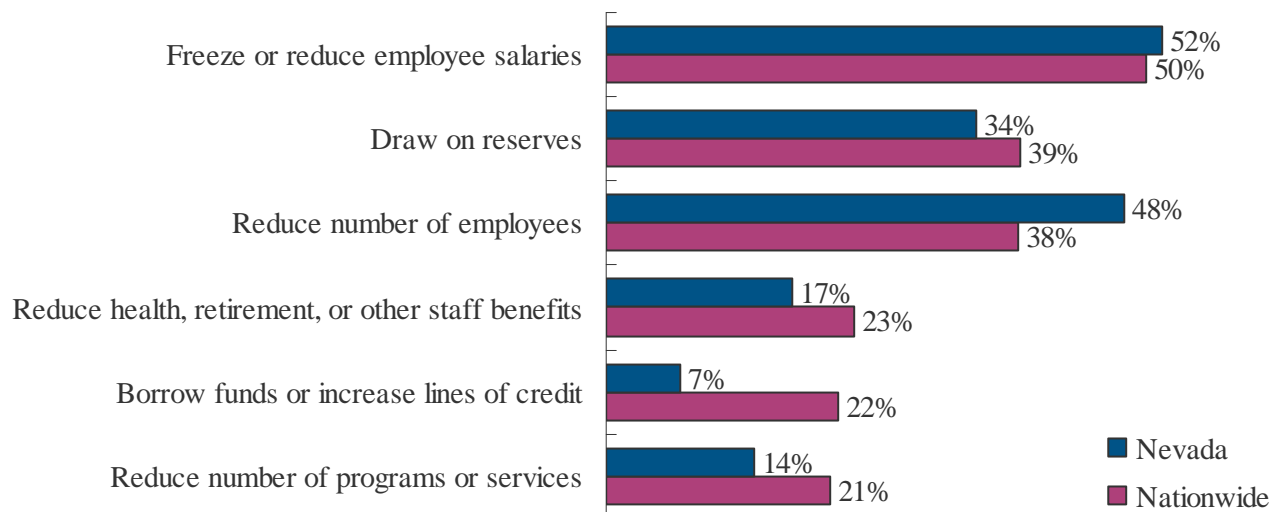
Require matching or sharing costs	55%
Limit program administrative/overhead	75%
Limit organization administrative/overhead	64%

ACCOUNTABILITY AND REPORTING

Nonprofits That Report Outcomes or Give Feedback to the Government

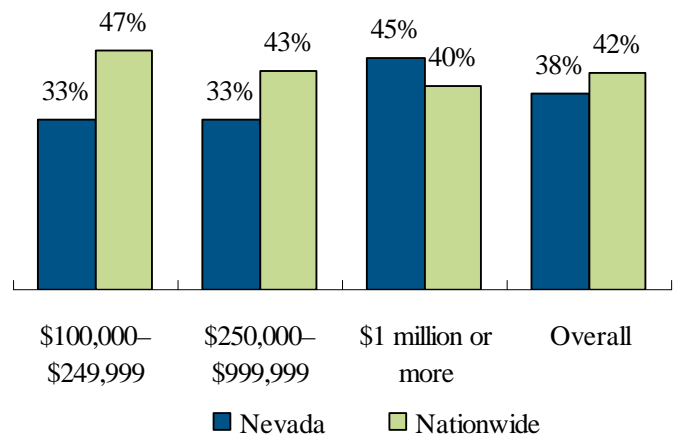
Report results/outcomes of programs	96%
Give feedback on contracting procedures	71%

Actions Taken by Human Service Nonprofits in 2009



RECESSION

Nonprofits with Deficits, by Expenditure Size



Nevada Nonprofits Experiencing Declines in Revenue

Local government agencies	55%
State government agencies	55%
Federal government agencies	33%
Individual donations	71%
Private foundations	64%
Corporate donations	73%
Investment income	93%

Source: The Urban Institute National Survey of Nonprofit-Government Contracting and Grants, 2010.

Notes: Percentages may not sum to 100 because of rounding. Full report available at <http://www.urban.org/url.cfm?ID=412159>.

a. Number is based on a selected group of direct human service providers with budgets greater than \$100,000.

b. See appendix for more details on state rankings.

n.r. Data not reported or too few respondents answered the question.

NEW HAMPSHIRE

National Study of Nonprofit-
Government Contracting
Survey Results (2009 Data)

NONPROFIT-GOVERNMENT CONTRACTS AND GRANTS: OVERVIEW

Human Service Nonprofits with Government Contracts/Grants^a

Number218

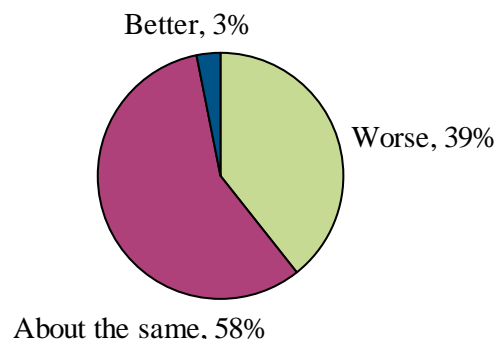
Types of Nonprofits with Government Contracts/Grants

Crime and legal-related2%
Employment < 1%
Food, agriculture, and nutrition2%
Housing and shelter40%
Public safety and disaster relief< 1%
Youth development8%
Human service: multipurpose43%
Community and economic development5%
Total contracts/grants100%

Nonprofits with Government Contracts/Grants, by Level

Local government67%
State government94%
Federal government85%

2009 Government Contracting Experience Compared to Prior Years



Number of Government Contracts/Grants per Nonprofit

1 government contract/grant15%
2–4 government contracts/grants48%
5 or more government contracts/grants36%

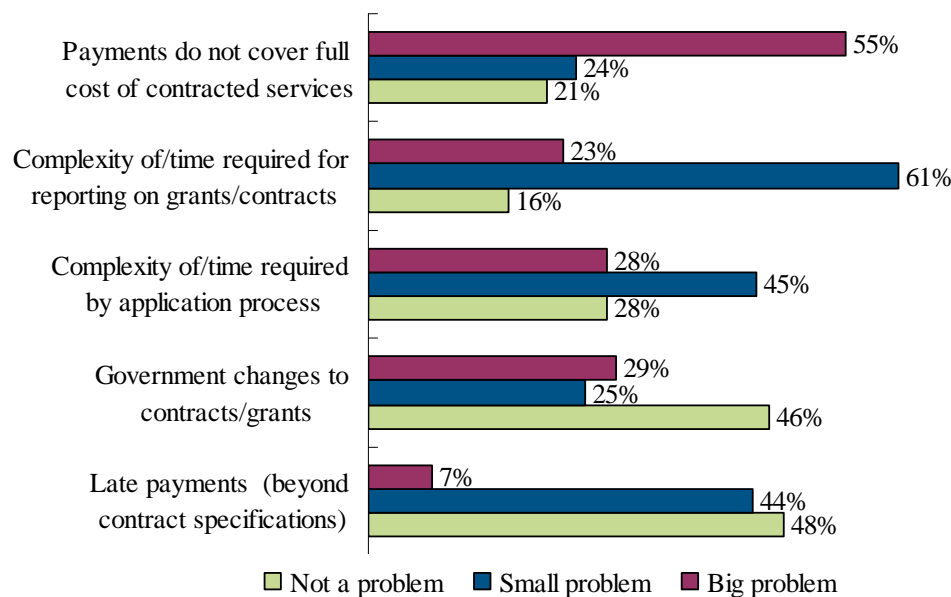
Total Nonprofit Government Contracts/Grants, by Level

Local government1%
State government19%
Federal government80%

CONTRACTING PROBLEMS

Key Problems Reported for Government Contracts

State Ranking^b: Small and Big Problems



1 = highest percentage of nonprofits with problems;
51 = lowest percentage of nonprofits with problems

CONTRACTING PROBLEMS (CONT'D)

Nonprofits with Late Payments from Government

New Hampshire.	30%
Nationwide	41%

Most Common Past Due Period for Government Contract/Grant Payments, by Level

Local government	n.r.
State government	90 days or more
Federal government	n.r.

CONTRACT LIMITATIONS

Nonprofits Reporting Contract Limitations, by Type

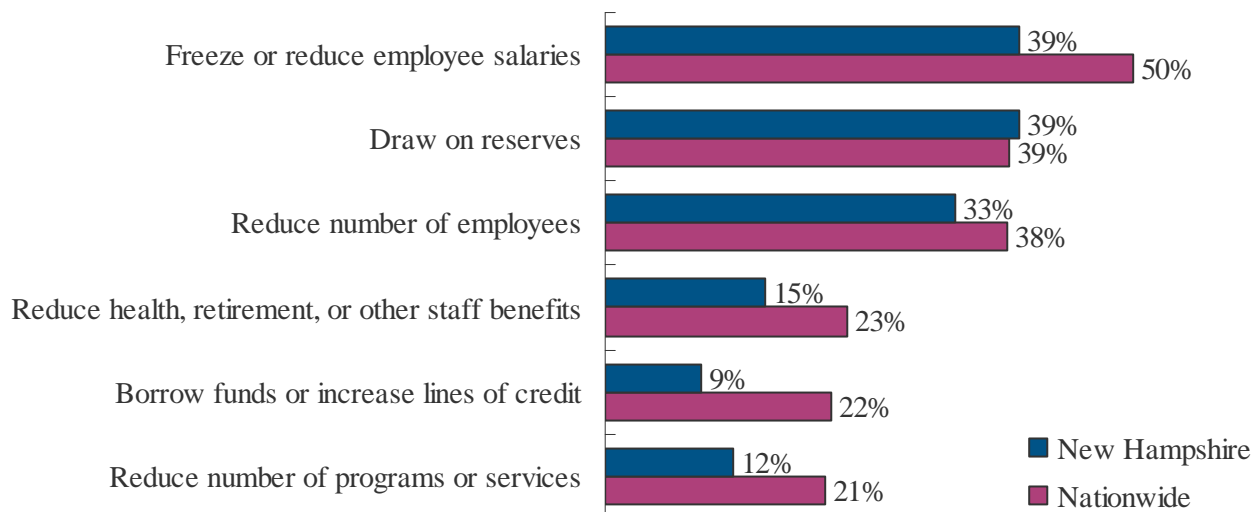
Require matching or sharing costs.	82%
Limit program administrative/overhead.	38%
Limit organization administrative/overhead	50%

ACCOUNTABILITY AND REPORTING

Nonprofits That Report Outcomes or Give Feedback to the Government

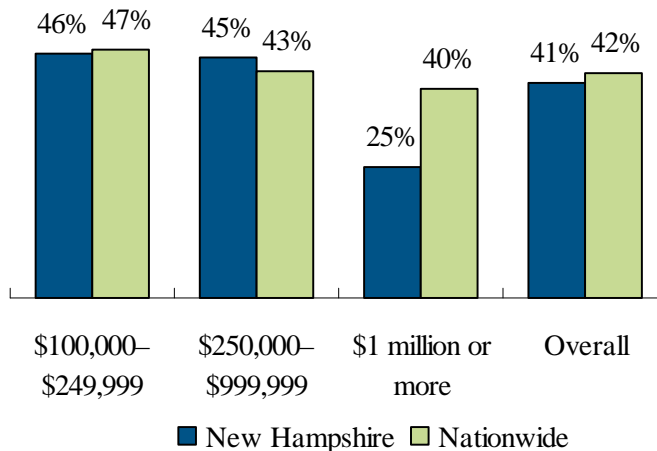
Report results/outcomes of programs	91%
Give feedback on contracting procedures	52%

Actions Taken by Human Service Nonprofits in 2009



RECESSION

Nonprofits with Deficits, by Expenditure Size



New Hampshire Nonprofits Experiencing Declines in Revenue

Local government agencies	68%
State government agencies	52%
Federal government agencies.	42%
Individual donations	35%
Private foundations	39%
Corporate donations	46%
Investment income	77%

Source: The Urban Institute National Survey of Nonprofit-Government Contracting and Grants, 2010.

Notes: Percentages may not sum to 100 because of rounding. Full report available at <http://www.urban.org/url.cfm?ID=412159>.

a. Number is based on a selected group of direct human service providers with budgets greater than \$100,000.

b. See appendix for more details on state rankings.

n.r. Data not reported or too few respondents answered the question.

NEW JERSEY

National Study of Nonprofit-
Government Contracting
Survey Results (2009 Data)

NONPROFIT-GOVERNMENT CONTRACTS AND GRANTS: OVERVIEW

Human Service Nonprofits with Government Contracts/Grants^a

Number 743

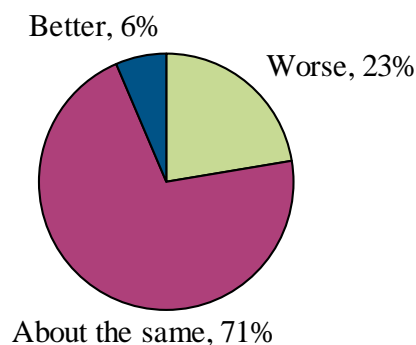
Types of Nonprofits with Government Contracts/Grants

Crime and legal-related < 1%
Employment < 1%
Food, agriculture, and nutrition 4%
Housing and shelter 6%
Public safety and disaster relief < 1%
Youth development 7%
Human service: multipurpose 82%
Community and economic development 1%
Total contracts/grants 100%

Nonprofits with Government Contracts/Grants, by Level

Local government 78%
State government 91%
Federal government 75%

2009 Government Contracting Experience Compared to Prior Years



Number of Government Contracts/Grants per Nonprofit

1 government contract/grant 22%
2–4 government contracts/grants 34%
5 or more government contracts/grants 44%

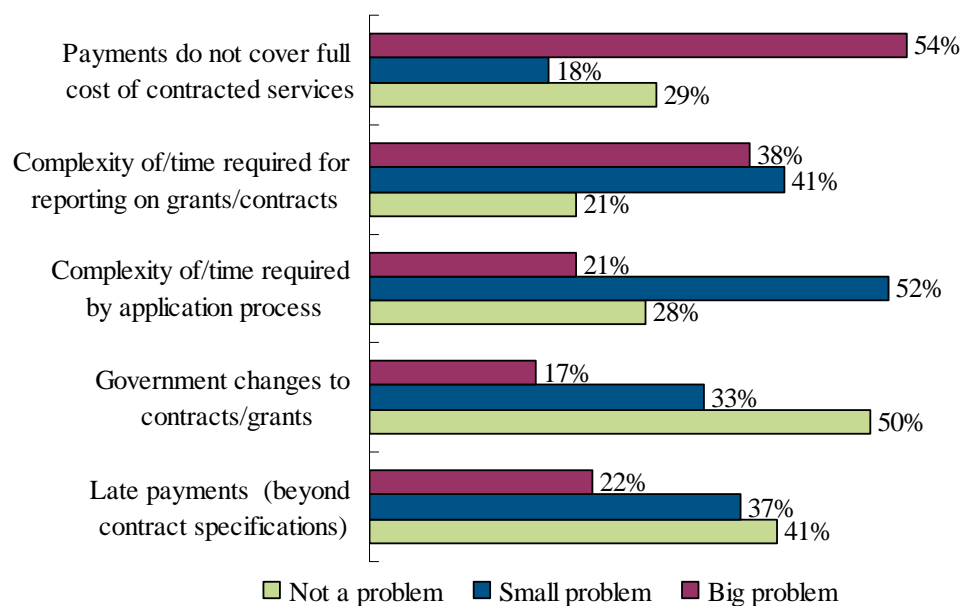
Total Nonprofit Government Contracts/Grants, by Level

Local government 5%
State government 22%
Federal government 72%

CONTRACTING PROBLEMS

Key Problems Reported for Government Contracts

State Ranking^b: Small and Big Problems



1 = highest percentage of nonprofits with problems;
51 = lowest percentage of nonprofits with problems

CONTRACTING PROBLEMS (CONT'D)

Nonprofits with Late Payments from Government

New Jersey	42%
Nationwide	41%

Most Common Past Due Period for Government Contract/Grant Payments, by Level

Local government	n.r.
State government	n.r.
Federal government . . . . .	.60 days

CONTRACT LIMITATIONS

Nonprofits Reporting Contract Limitations, by Type

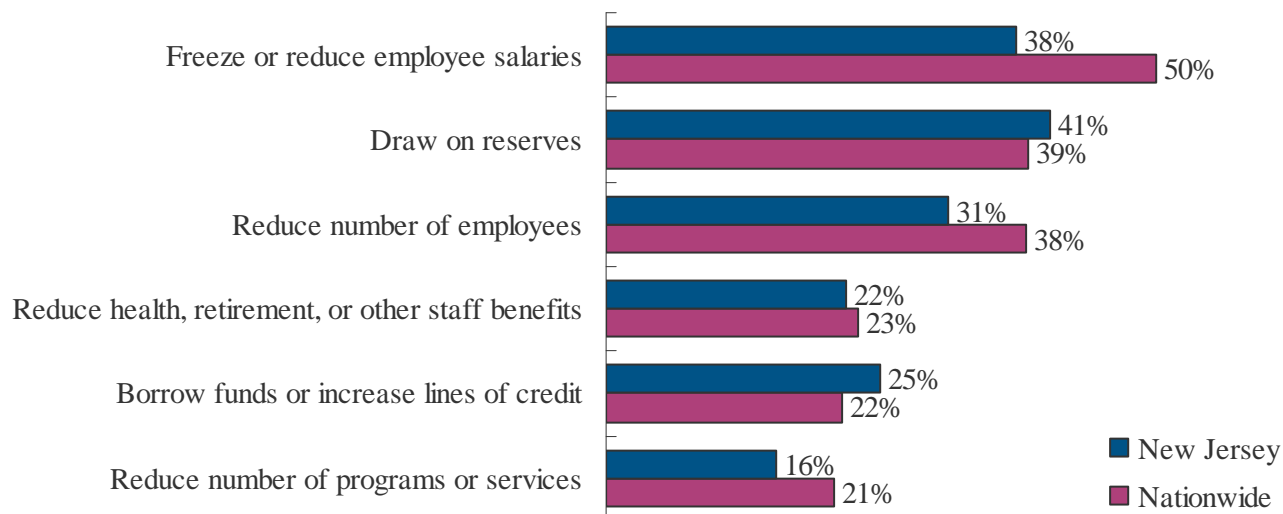
Require matching or sharing costs.	56%
Limit program administrative/overhead.	69%
Limit organization administrative/overhead	71%

ACCOUNTABILITY AND REPORTING

Nonprofits That Report Outcomes or Give Feedback to the Government

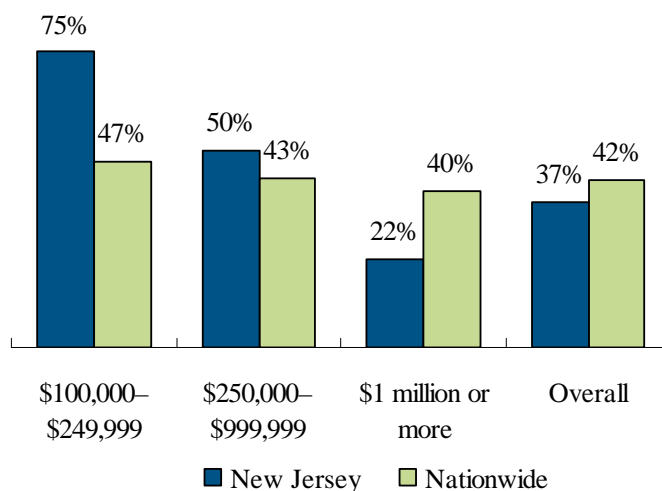
Report results/outcomes of programs	97%
Give feedback on contracting procedures	69%

Actions Taken by Human Service Nonprofits in 2009



RECESSION

Nonprofits with Deficits, by Expenditure Size



New Jersey Nonprofits Experiencing Declines in Revenue

Local government agencies	50%
State government agencies	43%
Federal government agencies.	29%
Individual donations	55%
Private foundations	79%
Corporate donations	59%
Investment income	78%

Source: The Urban Institute National Survey of Nonprofit-Government Contracting and Grants, 2010.

Notes: Percentages may not sum to 100 because of rounding. Full report available at <http://www.urban.org/url.cfm?ID=412159>.

a. Number is based on a selected group of direct human service providers with budgets greater than \$100,000.

b. See appendix for more details on state rankings.

n.r. Data not reported or too few respondents answered the question.

NEW MEXICO

National Study of Nonprofit-
Government Contracting
Survey Results (2009 Data)

NONPROFIT-GOVERNMENT CONTRACTS AND GRANTS: OVERVIEW

Human Service Nonprofits with Government Contracts/Grants^a

Number265

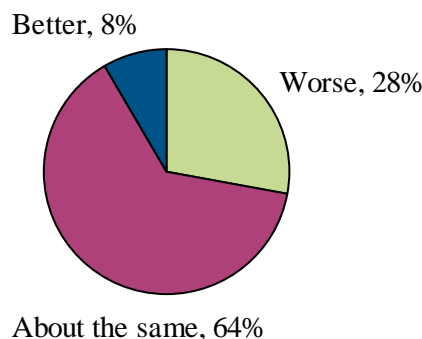
Types of Nonprofits with Government Contracts/Grants

Crime and legal-related5%
Employment9%
Food, agriculture, and nutrition7%
Housing and shelter10%
Public safety and disaster relief< 1%
Youth development1%
Human service: multipurpose65%
Community and economic development3%
Total contracts/grants100%

Nonprofits with Government Contracts/Grants, by Level

Local government75%
State government83%
Federal government69%

2009 Government Contracting Experience Compared to Prior Years



Number of Government Contracts/Grants per Nonprofit

1 government contract/grant22%
2–4 government contracts/grants50%
5 or more government contracts/grants28%

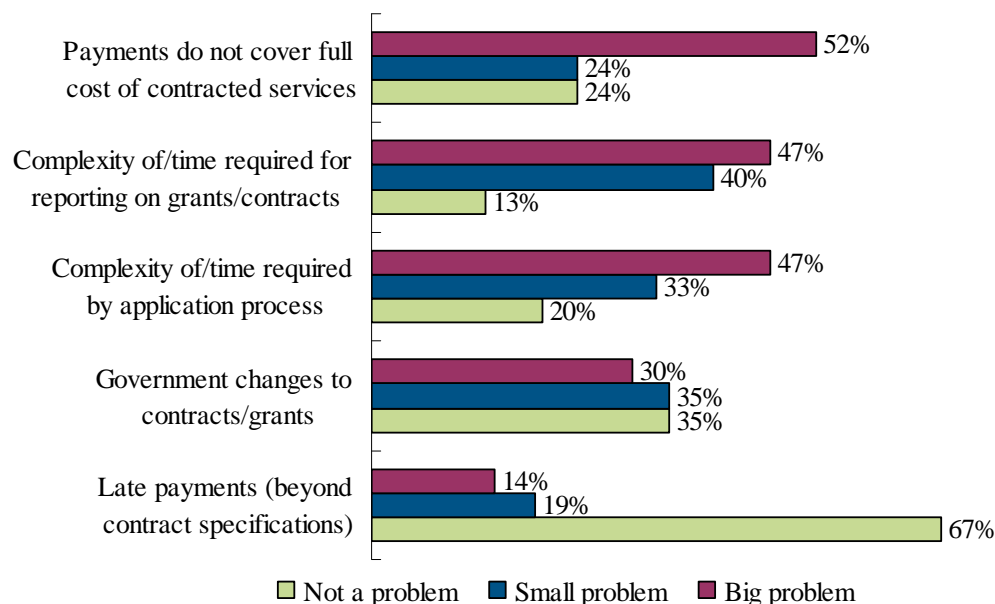
Total Nonprofit Government Contracts/Grants, by Level

Local government6%
State government84%
Federal government11%

CONTRACTING PROBLEMS

Key Problems Reported for Government Contracts

State Ranking^b: Small and Big Problems



1 = highest percentage of nonprofits with problems;
51 = lowest percentage of nonprofits with problems

CONTRACTING PROBLEMS (CONT'D)

Nonprofits with Late Payments from Government

New Mexico.	31%
Nationwide	41%

Most Common Past Due Period for Government Contract/Grant Payments, by Level

Local government	60 days
State government	30 days
Federal government	n.r.

CONTRACT LIMITATIONS

Nonprofits Reporting Contract Limitations, by Type

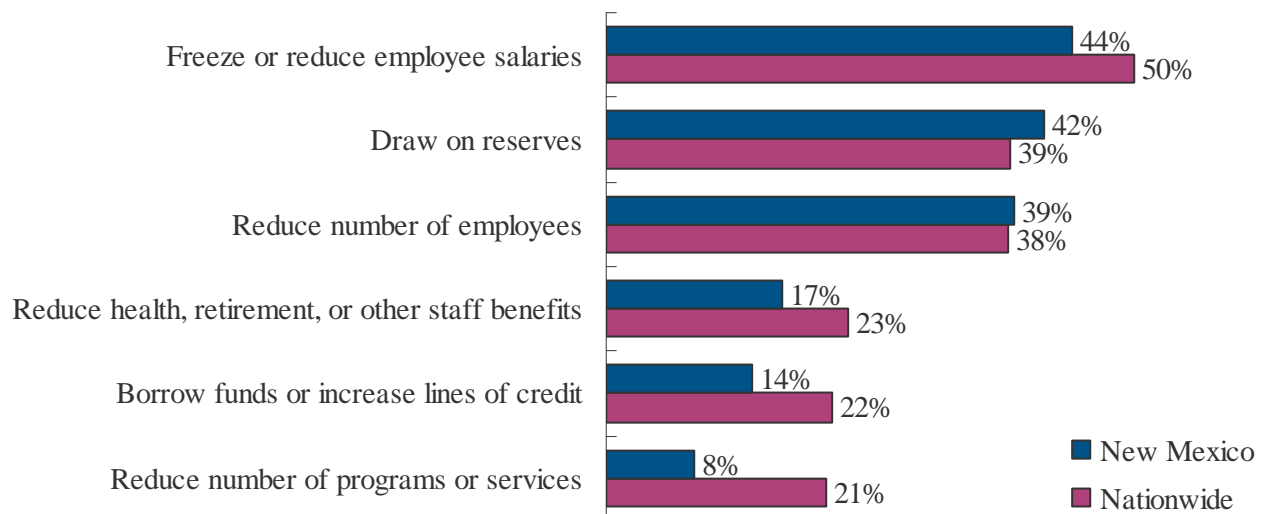
Require matching or sharing costs.	44%
Limit program administrative/overhead.	47%
Limit organization administrative/overhead	44%

ACCOUNTABILITY AND REPORTING

Nonprofits That Report Outcomes or Give Feedback to the Government

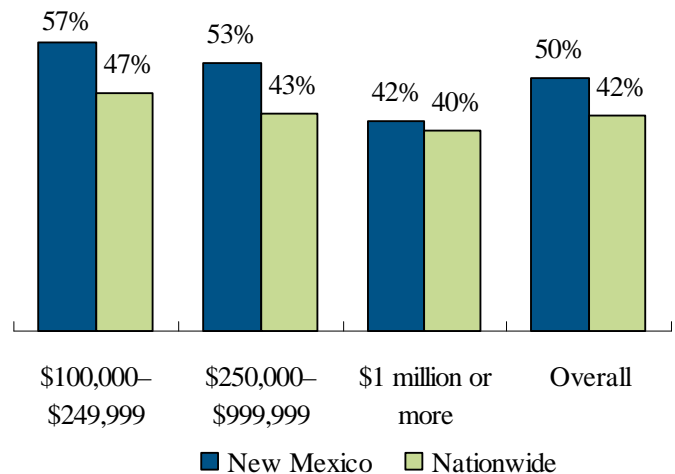
Report results/outcomes of programs	89%
Give feedback on contracting procedures	54%

Actions Taken by Human Service Nonprofits in 2009



RECESSION

Nonprofits with Deficits, by Expenditure Size



New Mexico Nonprofits Experiencing Declines in Revenue

Local government agencies	42%
State government agencies	73%
Federal government agencies.	36%
Individual donations	75%
Private foundations	65%
Corporate donations	74%
Investment income	80%

Source: The Urban Institute National Survey of Nonprofit-Government Contracting and Grants, 2010.

Notes: Percentages may not sum to 100 because of rounding. Full report available at <http://www.urban.org/url.cfm?ID=412159>.

a. Number is based on a selected group of direct human service providers with budgets greater than \$100,000.

b. See appendix for more details on state rankings.

n.r. Data not reported or too few respondents answered the question.

NEW YORK

National Study of Nonprofit-
Government Contracting
Survey Results (2009 Data)

NONPROFIT-GOVERNMENT CONTRACTS AND GRANTS: OVERVIEW

Human Service Nonprofits with Government Contracts/Grants^a

Number 2,758

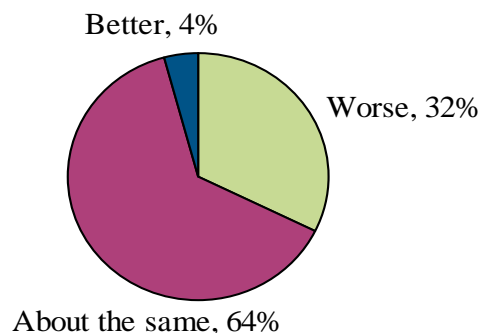
Types of Nonprofits with Government Contracts/Grants

Crime and legal-related 4%
Employment 11%
Food, agriculture, and nutrition 1%
Housing and shelter 26%
Public safety and disaster relief < 1%
Youth development 2%
Human service: multipurpose 48%
Community and economic development 9%
Total contracts/grants 100%

Nonprofits with Government Contracts/Grants, by Level

Local government 75%
State government 92%
Federal government 69%

2009 Government Contracting Experience Compared to Prior Years



Number of Government Contracts/Grants per Nonprofit

1 government contract/grant 22%
2–4 government contracts/grants 43%
5 or more government contracts/grants 36%

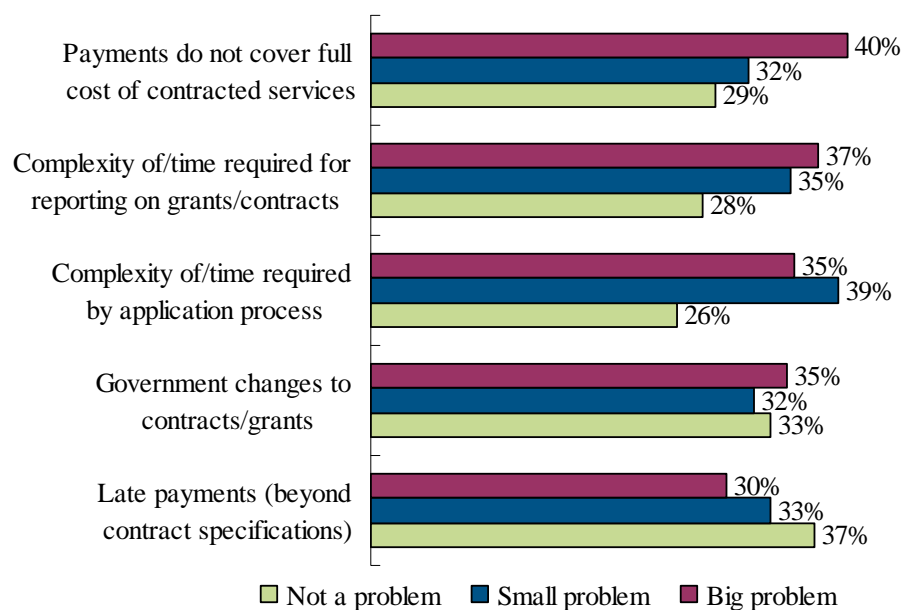
Total Nonprofit Government Contracts/Grants, by Level

Local government 23%
State government 62%
Federal government 16%

CONTRACTING PROBLEMS

Key Problems Reported for Government Contracts

State Ranking^b: Small and Big Problems



1 = highest percentage of nonprofits with problems;
51 = lowest percentage of nonprofits with problems

CONTRACTING PROBLEMS (CONT'D)

Nonprofits with Late Payments from Government

New York	48%
Nationwide	41%

Most Common Past Due Period for Government Contract/Grant Payments, by Level

Local government	90 days or more
State government	90 days or more
Federal government	90 days or more

CONTRACT LIMITATIONS

Nonprofits Reporting Contract Limitations, by Type

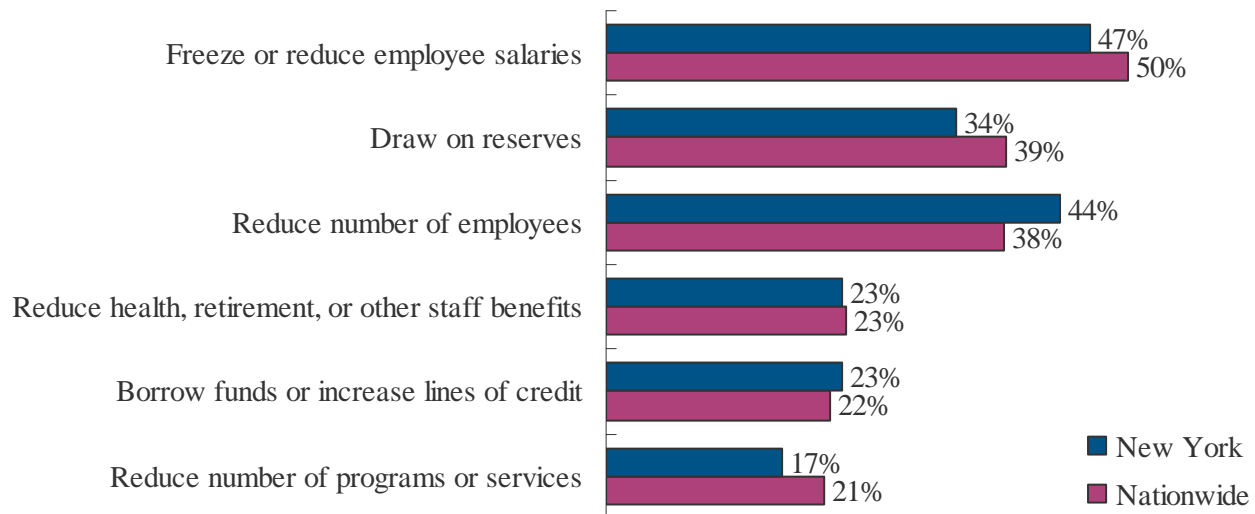
Require matching or sharing costs.	48%
Limit program administrative/overhead.	66%
Limit organization administrative/overhead	61%

ACCOUNTABILITY AND REPORTING

Nonprofits That Report Outcomes or Give Feedback to the Government

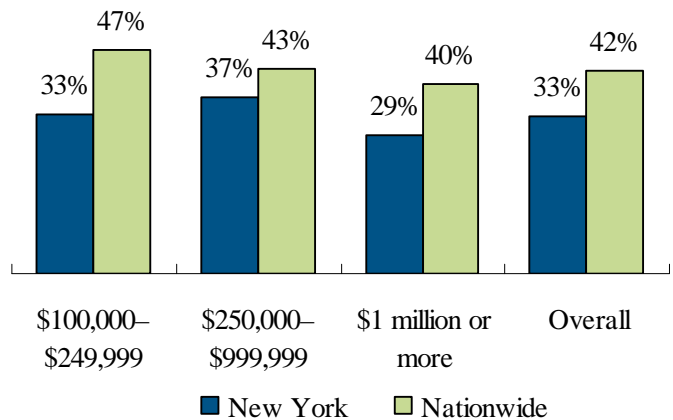
Report results/outcomes of programs	96%
Give feedback on contracting procedures	68%

Actions Taken by Human Service Nonprofits in 2009



RECESSION

Nonprofits with Deficits, by Expenditure Size



New York Nonprofits Experiencing Declines in Revenue

Local government agencies	54%
State government agencies	62%
Federal government agencies.	29%
Individual donations	36%
Private foundations	51%
Corporate donations	58%
Investment income	67%

Source: The Urban Institute National Survey of Nonprofit-Government Contracting and Grants, 2010.

Notes: Percentages may not sum to 100 because of rounding. Full report available at <http://www.urban.org/url.cfm?ID=412159>.

a. Number is based on a selected group of direct human service providers with budgets greater than \$100,000.

b. See appendix for more details on state rankings.

NORTH CAROLINA

National Study of Nonprofit-
Government Contracting
Survey Results (2009 Data)

NONPROFIT-GOVERNMENT CONTRACTS AND GRANTS: OVERVIEW

Human Service Nonprofits with Government Contracts/Grants^a

Number972

Types of Nonprofits with Government Contracts/Grants

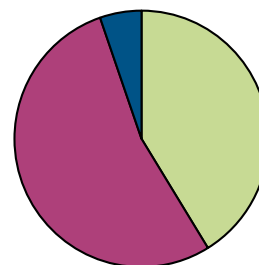
Crime and legal-related	13%
Employment	4%
Food, agriculture, and nutrition	2%
Housing and shelter	8%
Public safety and disaster relief	< 1%
Youth development	2%
Human service: multipurpose	62%
Community and economic development	9%
<i>Total contracts/grants</i>	<i>100%</i>

Nonprofits with Government Contracts/Grants, by Level

Local government	73%
State government	85%
Federal government	71%

2009 Government Contracting Experience Compared to Prior Years

Better, 5%



Worse, 41%

About the same, 54%

Number of Government Contracts/Grants per Nonprofit

1 government contract/grant	23%
2–4 government contracts/grants	48%
5 or more government contracts/grants	29%

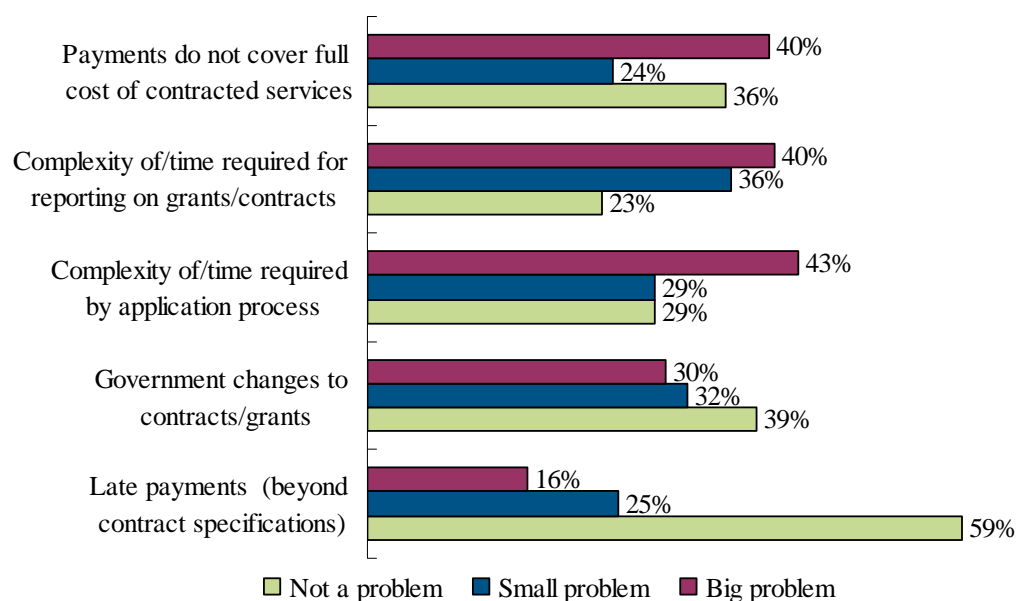
Total Nonprofit Government Contracts/Grants, by Level

Local government	17%
State government	55%
Federal government	28%

CONTRACTING PROBLEMS

Key Problems Reported for Government Contracts

State Ranking^b: Small and Big Problems



1 = highest percentage of nonprofits with problems;
51 = lowest percentage of nonprofits with problems

CONTRACTING PROBLEMS (CONT'D)

Nonprofits with Late Payments from Government

North Carolina.	42%
Nationwide	41%

Most Common Past Due Period for Government Contract/Grant Payments, by Level

Local government	n.r.
State government	n.r.
Federal government	30 days

CONTRACT LIMITATIONS

Nonprofits Reporting Contract Limitations, by Type

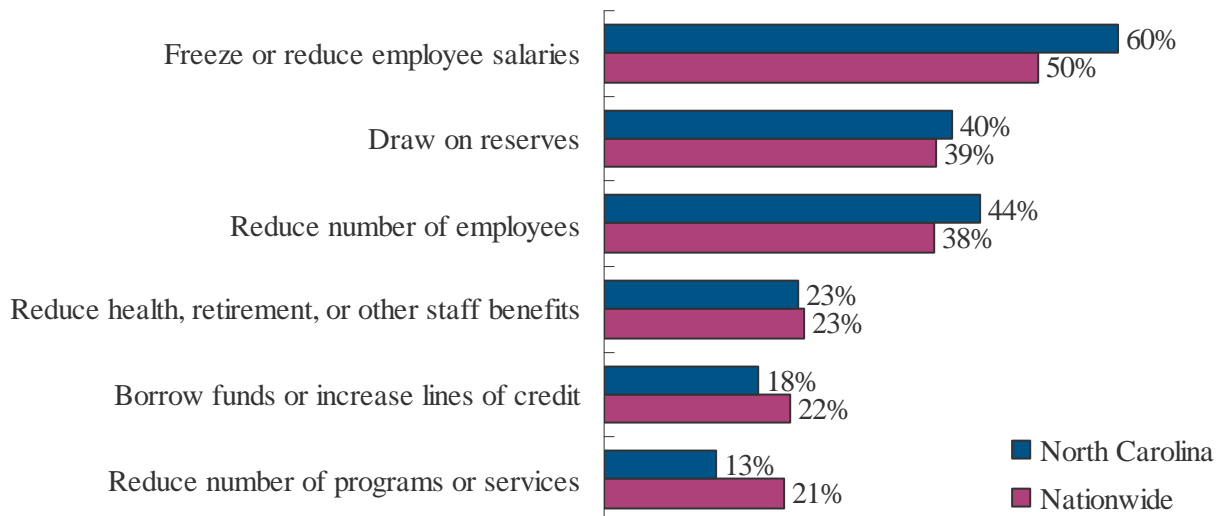
Require matching or sharing costs.	59%
Limit program administrative/overhead.	59%
Limit organization administrative/overhead	46%

ACCOUNTABILITY AND REPORTING

Nonprofits That Report Outcomes or Give Feedback to the Government

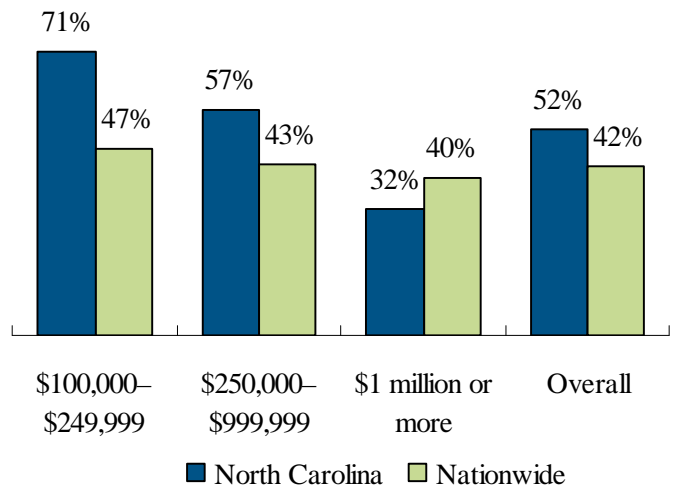
Report results/outcomes of programs	86%
Give feedback on contracting procedures	64%

Actions Taken by Human Service Nonprofits in 2009



RECESSION

Nonprofits with Deficits, by Expenditure Size



North Carolina Nonprofits Experiencing Declines in Revenue

Local government agencies	52%
State government agencies	70%
Federal government agencies.	35%
Individual donations	49%
Private foundations	58%
Corporate donations	64%
Investment income	81%

Source: The Urban Institute National Survey of Nonprofit-Government Contracting and Grants, 2010.

Notes: Percentages may not sum to 100 because of rounding. Full report available at <http://www.urban.org/url.cfm?ID=412159>.

a. Number is based on a selected group of direct human service providers with budgets greater than \$100,000.

b. See appendix for more details on state rankings.

n.r. Data not reported or too few respondents answered the question.

NORTH DAKOTA

National Study of Nonprofit-
Government Contracting
Survey Results (2009 Data)

NONPROFIT-GOVERNMENT CONTRACTS AND GRANTS: OVERVIEW

Human Service Nonprofits with Government Contracts/Grants^a

Number128

Types of Nonprofits with Government Contracts/Grants

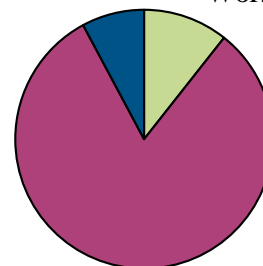
Crime and legal-related9%
Employment< 1%
Food, agriculture, and nutrition 10%
Housing and shelter 11%
Public safety and disaster relief < 1%
Youth development1%
Human service: multipurpose64%
Community and economic development 5%
Total contracts/grants100%

Nonprofits with Government Contracts/Grants, by Level

Local government65%
State government 90%
Federal government 70%

2009 Government Contracting Experience Compared to Prior Years

Better, 8% Worse, 11%



About the same, 81%

Number of Government Contracts/Grants per Nonprofit

1 government contract/grant 10%
2–4 government contracts/grants 60%
5 or more government contracts/grants30%

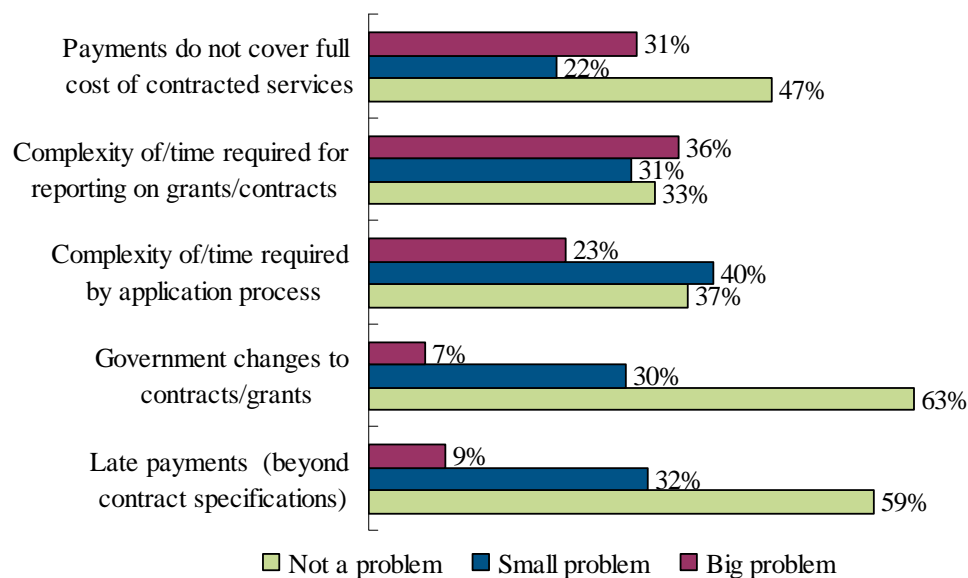
Total Nonprofit Government Contracts/Grants, by Level

Local government 7%
State government60%
Federal government33%

CONTRACTING PROBLEMS

Key Problems Reported for Government Contracts

State Ranking^b: Small and Big Problems



44

44

45

49

33

1 = highest percentage of nonprofits with problems;
51 = lowest percentage of nonprofits with problems

CONTRACTING PROBLEMS (CONT'D)

Nonprofits with Late Payments from Government

North Dakota	37%
Nationwide	41%

Most Common Past Due Period for Government Contract/Grant Payments, by Level

Local government	n.r.
State government	90 days or more
Federal government	60 days

CONTRACT LIMITATIONS

Nonprofits Reporting Contract Limitations, by Type

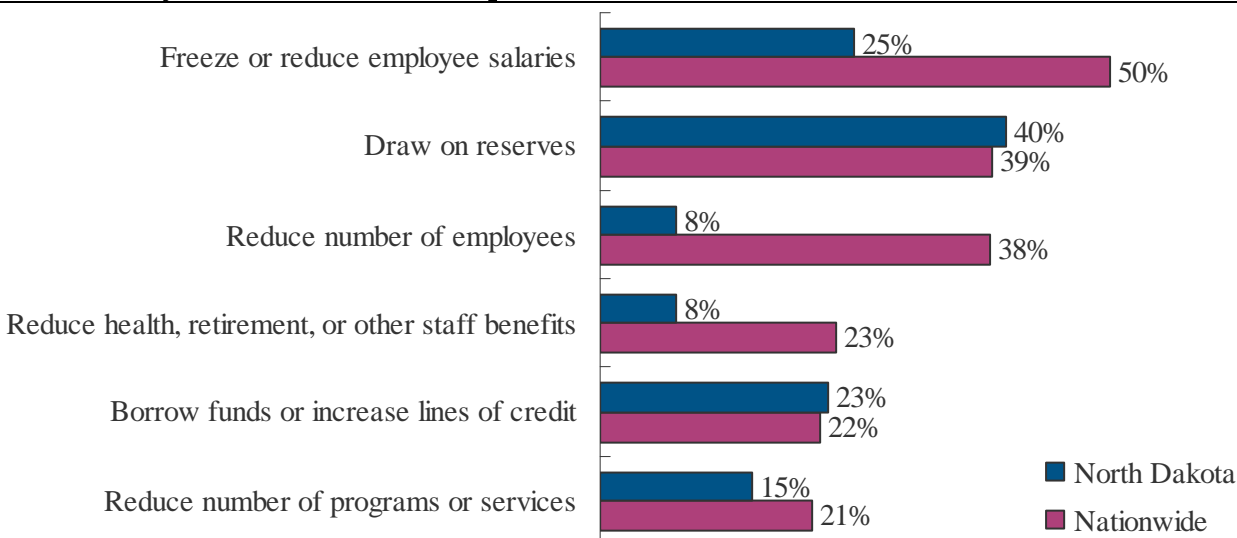
Require matching or sharing costs.	65%
Limit program administrative/overhead.	29%
Limit organization administrative/overhead	28%

ACCOUNTABILITY AND REPORTING

Nonprofits That Report Outcomes or Give Feedback to the Government

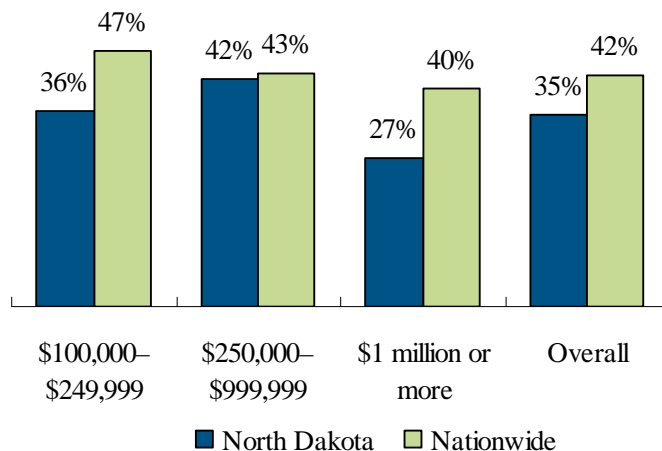
Report results/outcomes of programs	93%
Give feedback on contracting procedures	68%

Actions Taken by Human Service Nonprofits in 2009



RECESSION

Nonprofits with Deficits, by Expenditure Size



North Dakota Nonprofits Experiencing Declines in Revenue

Local government agencies	15%
State government agencies	12%
Federal government agencies.	7%
Individual donations	48%
Private foundations	56%
Corporate donations	48%
Investment income	69%

Source: The Urban Institute National Survey of Nonprofit-Government Contracting and Grants, 2010.

Notes: Percentages may not sum to 100 because of rounding. Full report available at <http://www.urban.org/url.cfm?ID=412159>.

a. Number is based on a selected group of direct human service providers with budgets greater than \$100,000.

b. See appendix for more details on state rankings.

n.r. Data not reported or too few respondents answered the question.

OHIO

National Study of Nonprofit-
Government Contracting
Survey Results (2009 Data)

NONPROFIT-GOVERNMENT CONTRACTS AND GRANTS: OVERVIEW

Human Service Nonprofits
with Government Contracts/Grants^a

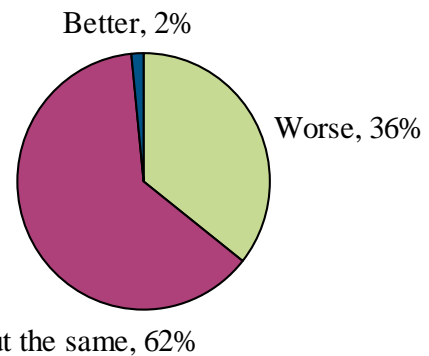
Number1,562

Types of Nonprofits with Government
Contracts/Grants

Crime and legal-related1%
 Employment13%
 Food, agriculture, and nutrition4%
 Housing and shelter15%
 Public safety and disaster relief<1%
 Youth development3%
 Human service: multipurpose60%
 Community and economic development5%
 Total contracts/grants100%

Nonprofits with Government
Contracts/Grants, by Level

Local government90%
 State government80%
 Federal government68%

2009 Government Contracting Experience
Compared to Prior YearsNumber of Government Contracts/Grants
per Nonprofit

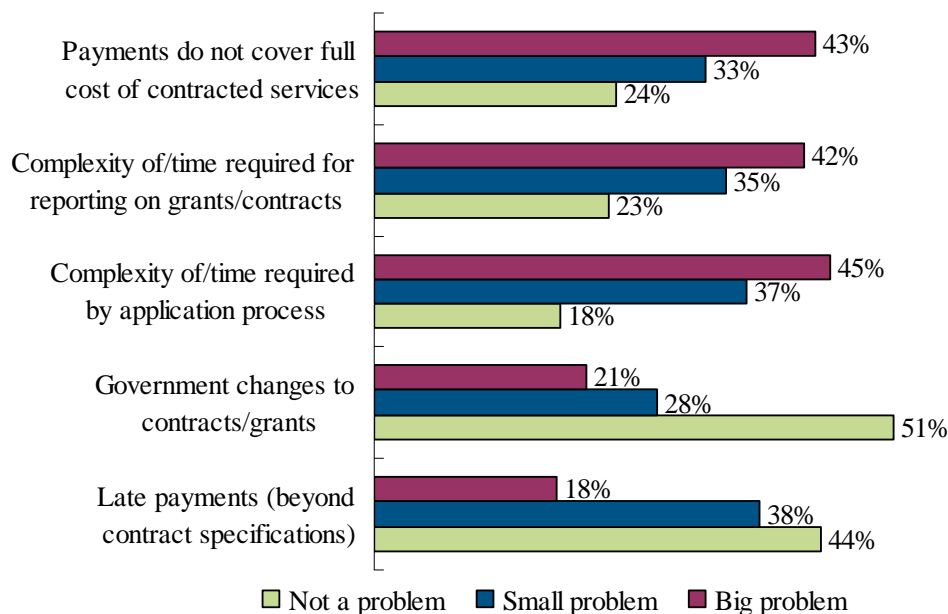
1 government contract/grant20%
 2–4 government contracts/grants38%
 5 or more government contracts/grants42%

Total Nonprofit Government
Contracts/Grants, by Level

Local government15%
 State government29%
 Federal government56%

CONTRACTING PROBLEMS

Key Problems Reported for Government Contracts

State Ranking^b:
Small and Big Problems

8

25

11

36

18

1 = highest percentage of nonprofits with problems;
 51 = lowest percentage of nonprofits with problems

CONTRACTING PROBLEMS (CONT'D)

Nonprofits with Late Payments from Government

Ohio.	44%
Nationwide	41%

Most Common Past Due Period for Government Contract/Grant Payments, by Level

Local government	60 days
State government	n.r.
Federal government	n.r.

CONTRACT LIMITATIONS

Nonprofits Reporting Contract Limitations, by Type

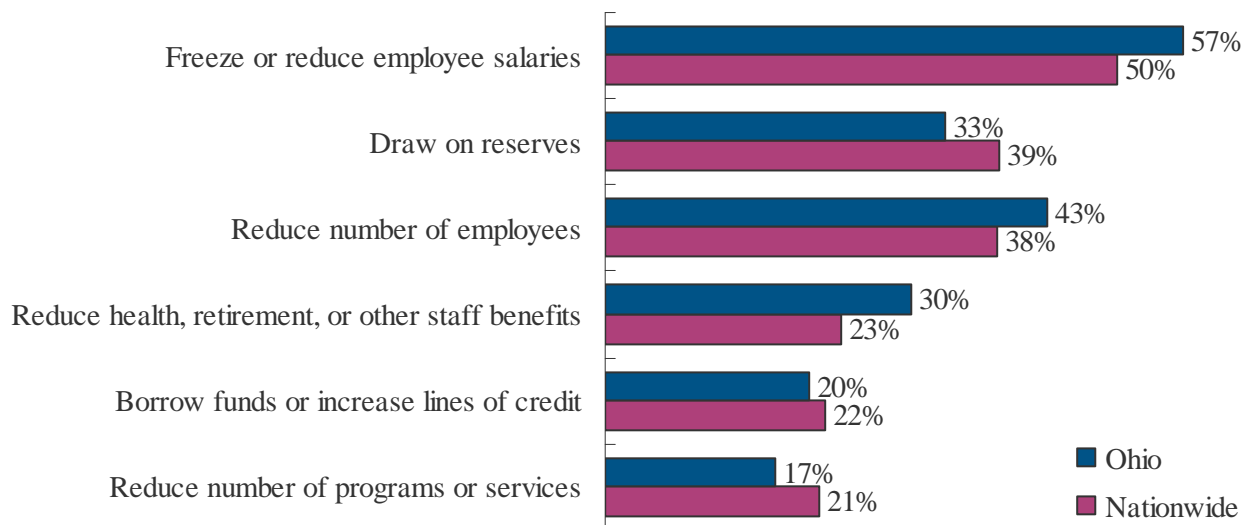
Require matching or sharing costs.	57%
Limit program administrative/overhead.	71%
Limit organization administrative/overhead	59%

ACCOUNTABILITY AND REPORTING

Nonprofits That Report Outcomes or Give Feedback to the Government

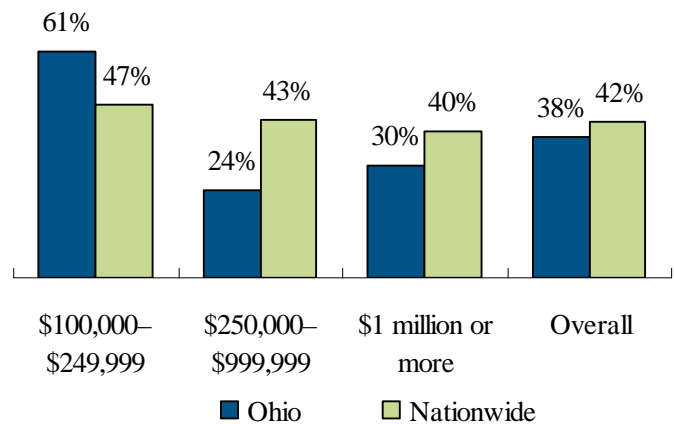
Report results/outcomes of programs	86%
Give feedback on contracting procedures	57%

Actions Taken by Human Service Nonprofits in 2009



RECESSION

Nonprofits with Deficits, by Expenditure Size



Ohio Nonprofits Experiencing Declines in Revenue

Local government agencies	60%
State government agencies	64%
Federal government agencies.	41%
Individual donations	53%
Private foundations	50%
Corporate donations	56%
Investment income	64%

Source: The Urban Institute National Survey of Nonprofit-Government Contracting and Grants, 2010.

Notes: Percentages may not sum to 100 because of rounding. Full report available at <http://www.urban.org/url.cfm?ID=412159>.

a. Number is based on a selected group of direct human service providers with budgets greater than \$100,000.

b. See appendix for more details on state rankings.

n.r. Data not reported or too few respondents answered the question.

OKLAHOMA

National Study of Nonprofit-
Government Contracting
Survey Results (2009 Data)

NONPROFIT-GOVERNMENT CONTRACTS AND GRANTS: OVERVIEW

Human Service Nonprofits with Government Contracts/Grants^a

Number359

Types of Nonprofits with Government Contracts/Grants

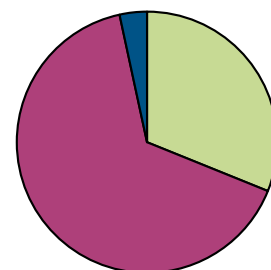
Crime and legal-related2%
Employment2%
Food, agriculture, and nutrition1%
Housing and shelter3%
Public safety and disaster relief < 1%
Youth development3%
Human service: multipurpose86%
Community and economic development4%
Total contracts/grants100%

Nonprofits with Government Contracts/Grants, by Level

Local government55%
State government83%
Federal government69%

2009 Government Contracting Experience Compared to Prior Years

Better, 3%



Worse, 31%

About the same, 66%

Number of Government Contracts/Grants per Nonprofit

1 government contract/grant28%
2–4 government contracts/grants34%
5 or more government contracts/grants38%

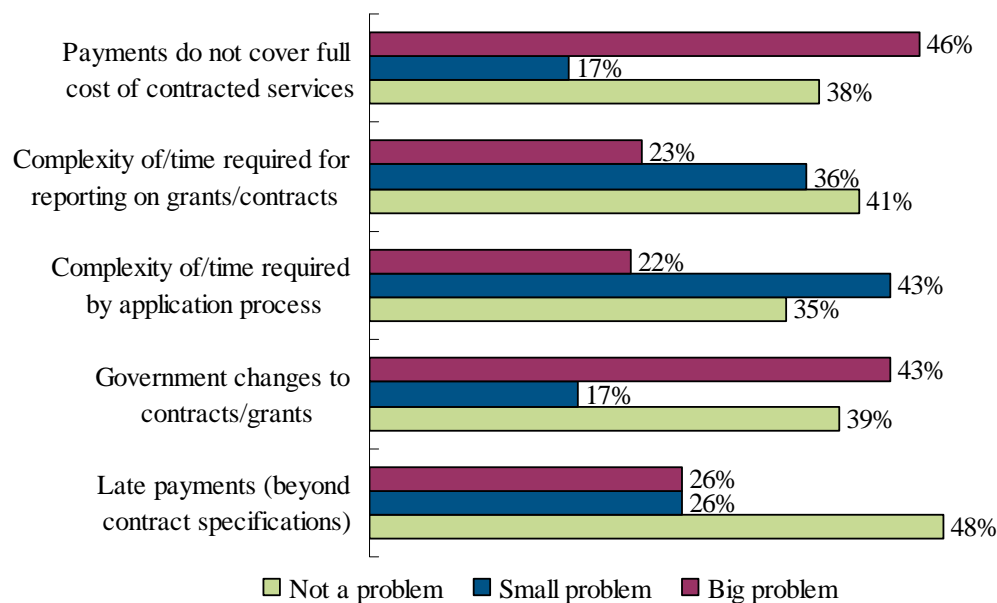
Total Nonprofit Government Contracts/Grants, by Level

Local government1%
State government60%
Federal government39%

CONTRACTING PROBLEMS

Key Problems Reported for Government Contracts

State Ranking^b: Small and Big Problems



33

47

44

19

21

1 = highest percentage of nonprofits with problems;
51 = lowest percentage of nonprofits with problems

CONTRACTING PROBLEMS (CONT'D)

Nonprofits with Late Payments from Government

Oklahoma	38%
Nationwide	41%

Most Common Past Due Period for Government Contract/Grant Payments, by Level

Local government	n.r.
State government	90 days or more
Federal government	n.r.

CONTRACT LIMITATIONS

Nonprofits Reporting Contract Limitations, by Type

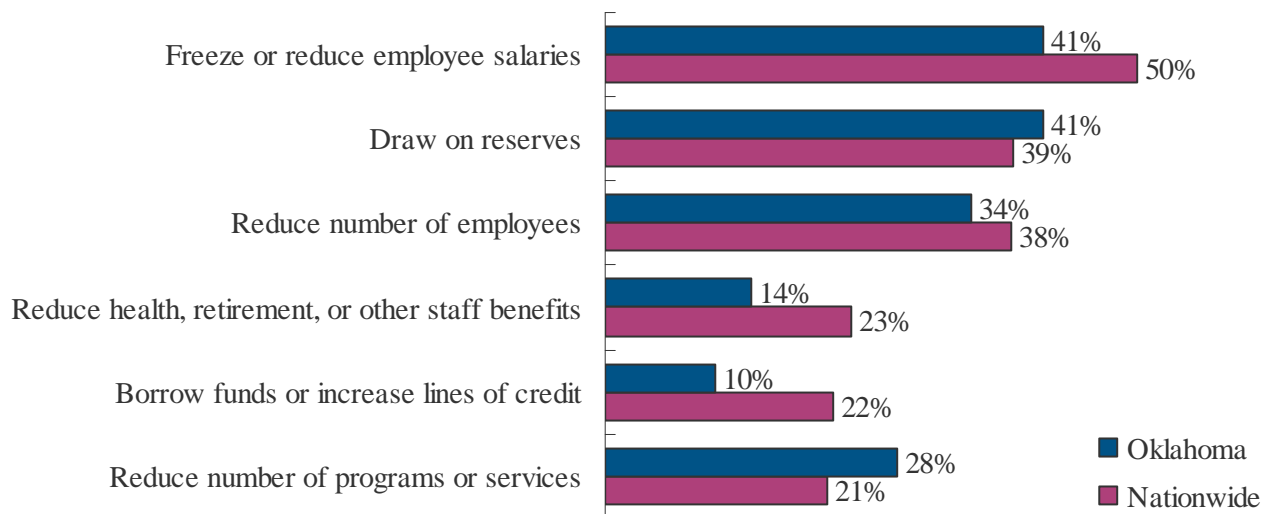
Require matching or sharing costs.	41%
Limit program administrative/overhead.	38%
Limit organization administrative/overhead . . .	34%

ACCOUNTABILITY AND REPORTING

Nonprofits That Report Outcomes or Give Feedback to the Government

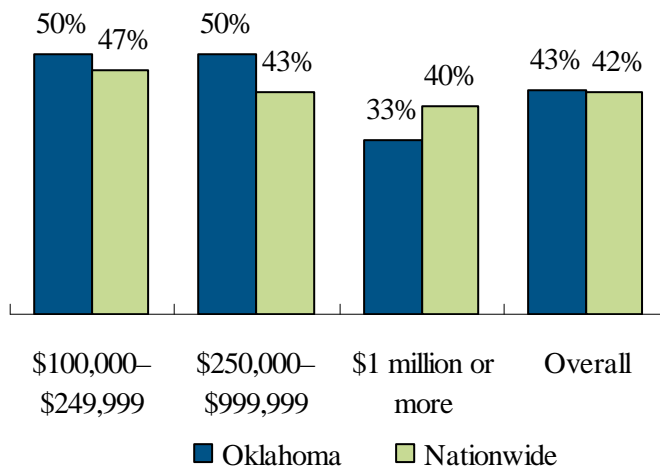
Report results/outcomes of programs	83%
Give feedback on contracting procedures	72%

Actions Taken by Human Service Nonprofits in 2009



RECESSION

Nonprofits with Deficits, by Expenditure Size



Oklahoma Nonprofits Experiencing Declines in Revenue

Local government agencies	23%
State government agencies	58%
Federal government agencies.	37%
Individual donations	52%
Private foundations	78%
Corporate donations	59%
Investment income	74%

Source: The Urban Institute National Survey of Nonprofit-Government Contracting and Grants, 2010.

Notes: Percentages may not sum to 100 because of rounding. Full report available at <http://www.urban.org/url.cfm?ID=412159>.

a. Number is based on a selected group of direct human service providers with budgets greater than \$100,000.

b. See appendix for more details on state rankings.

n.r. Data not reported or too few respondents answered the question.

OREGON

National Study of Nonprofit-
Government Contracting
Survey Results (2009 Data)

NONPROFIT-GOVERNMENT CONTRACTS AND GRANTS: OVERVIEW

Human Service Nonprofits with Government Contracts/Grants^a

Number508

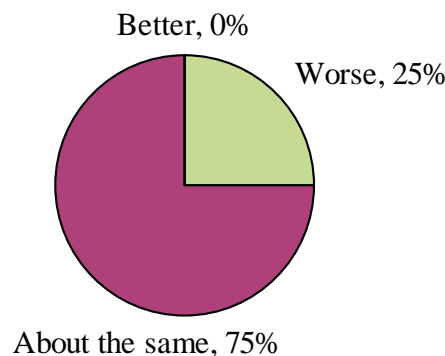
Types of Nonprofits with Government Contracts/Grants

Crime and legal-related6%
Employment 19%
Food, agriculture, and nutrition 2%
Housing and shelter 20%
Public safety and disaster relief < 1%
Youth development4%
Human service: multipurpose44%
Community and economic development 5%
Total contracts/grants100%

Nonprofits with Government Contracts/Grants, by Level

Local government70%
State government74%
Federal government76%

2009 Government Contracting Experience Compared to Prior Years



Number of Government Contracts/Grants per Nonprofit

1 government contract/grant 22%
2–4 government contracts/grants 46%
5 or more government contracts/grants32%

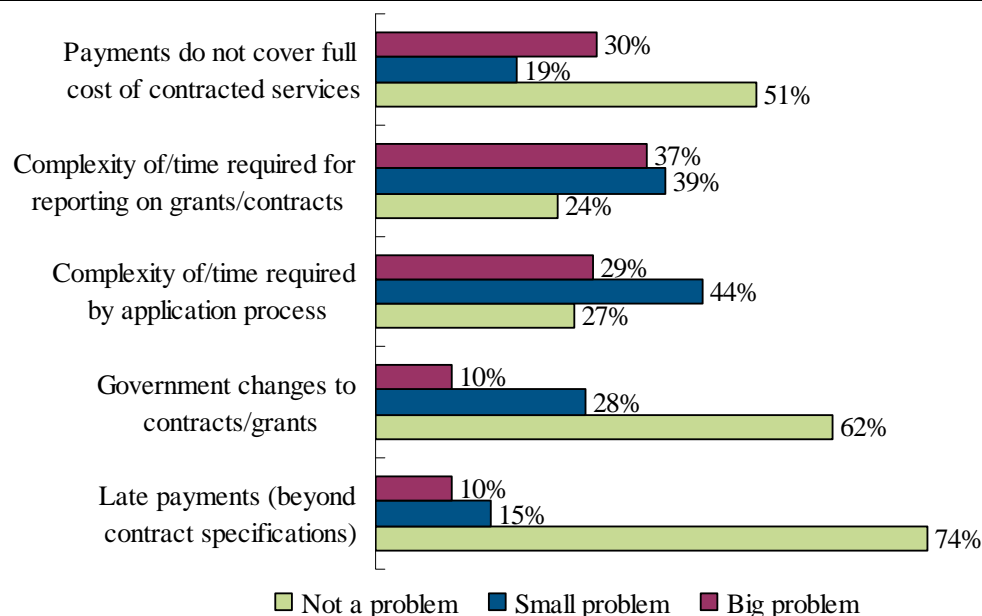
Total Nonprofit Government Contracts/Grants, by Level

Local government 14%
State government53%
Federal government34%

CONTRACTING PROBLEMS

Key Problems Reported for Government Contracts

State Ranking^b: Small and Big Problems



1 = highest percentage of nonprofits with problems;
51 = lowest percentage of nonprofits with problems

CONTRACTING PROBLEMS (CONT'D)

Nonprofits with Late Payments from Government

Oregon	27%
Nationwide	41%

Most Common Past Due Period for Government Contract/Grant Payments, by Level

Local government	n.r.
State government . . . . .	.60 days
Federal government	n.r.

CONTRACT LIMITATIONS

Nonprofits Reporting Contract Limitations, by Type

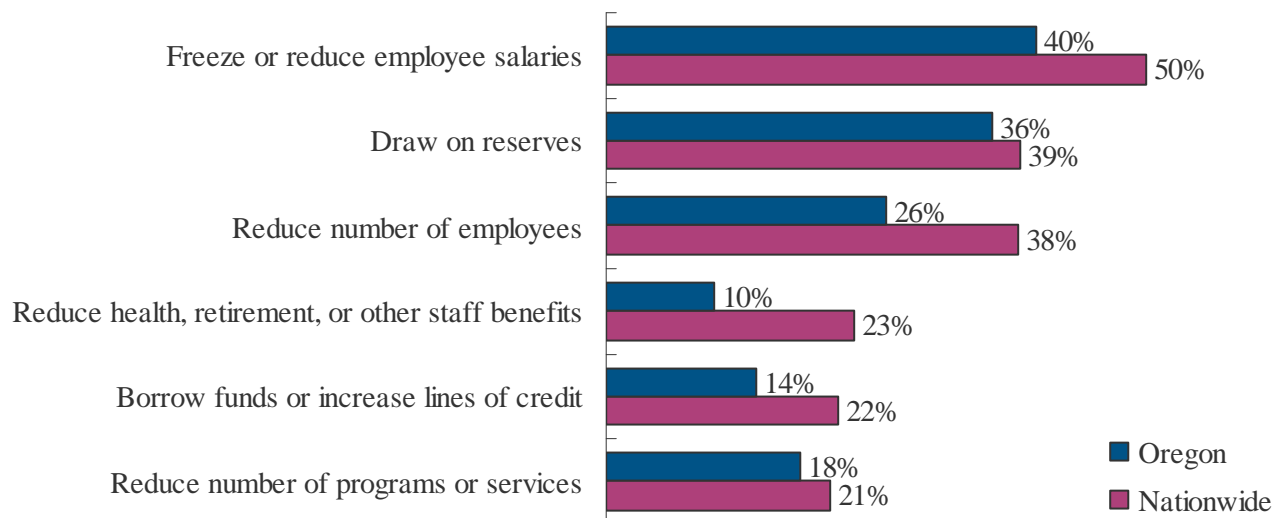
Require matching or sharing costs.	41%
Limit program administrative/overhead.	52%
Limit organization administrative/overhead	48%

ACCOUNTABILITY AND REPORTING

Nonprofits That Report Outcomes or Give Feedback to the Government

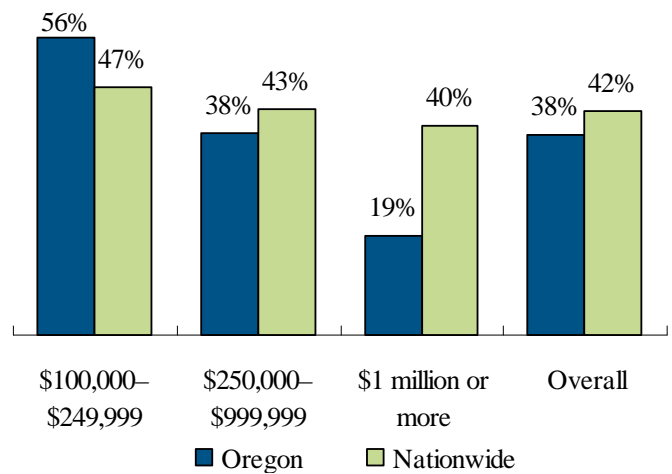
Report results/outcomes of programs	88%
Give feedback on contracting procedures	58%

Actions Taken by Human Service Nonprofits in 2009



RECESSION

Nonprofits with Deficits, by Expenditure Size



Oregon Nonprofits Experiencing Declines in Revenue

Local government agencies	38%
State government agencies	50%
Federal government agencies.	26%
Individual donations	28%
Private foundations	39%
Corporate donations	53%
Investment income	56%

Source: The Urban Institute National Survey of Nonprofit-Government Contracting and Grants, 2010.

Notes: Percentages may not sum to 100 because of rounding. Full report available at <http://www.urban.org/url.cfm?ID=412159>.

a. Number is based on a selected group of direct human service providers with budgets greater than \$100,000.

b. See appendix for more details on state rankings.

n.r. Data not reported or too few respondents answered the question.

PENNSYLVANIA

National Study of Nonprofit-
Government Contracting
Survey Results (2009 Data)

NONPROFIT-GOVERNMENT CONTRACTS AND GRANTS: OVERVIEW

Human Service Nonprofits with Government Contracts/Grants^a

Number1,651

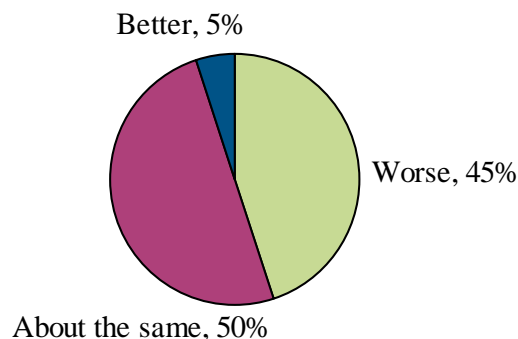
Types of Nonprofits with Government Contracts/Grants

Crime and legal-related2%
Employment4%
Food, agriculture, and nutrition3%
Housing and shelter15%
Public safety and disaster relief< 1%
Youth development< 1%
Human service: multipurpose65%
Community and economic development10%
Total contracts/grants100%

Nonprofits with Government Contracts/Grants, by Level

Local government80%
State government86%
Federal government74%

2009 Government Contracting Experience Compared to Prior Years



Number of Government Contracts/Grants per Nonprofit

1 government contract/grant22%
2–4 government contracts/grants26%
5 or more government contracts/grants52%

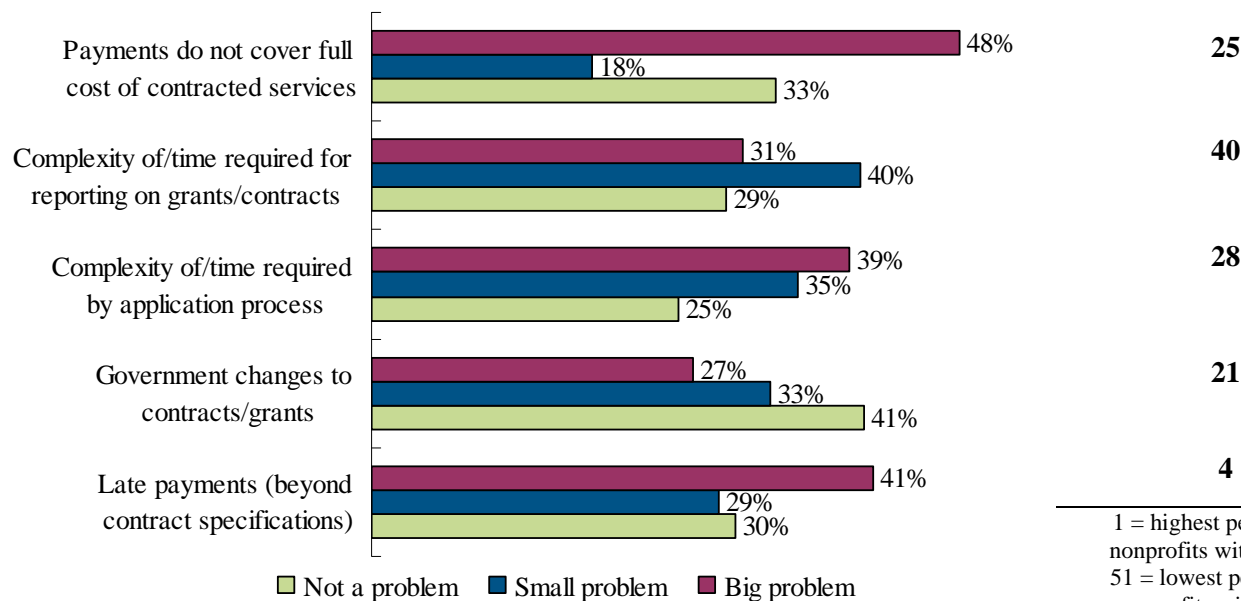
Total Nonprofit Government Contracts/Grants, by Level

Local government27%
State government53%
Federal government20%

CONTRACTING PROBLEMS

Key Problems Reported for Government Contracts

State Ranking^b: Small and Big Problems



1 = highest percentage of nonprofits with problems;
51 = lowest percentage of nonprofits with problems

CONTRACTING PROBLEMS (CONT'D)

Nonprofits with Late Payments from Government

Pennsylvania	64%
Nationwide	41%

Most Common Past Due Period for Government Contract/Grant Payments, by Level

Local government	90 days or more
State government	90 days or more
Federal government	30 days

CONTRACT LIMITATIONS

Nonprofits Reporting Contract Limitations, by Type

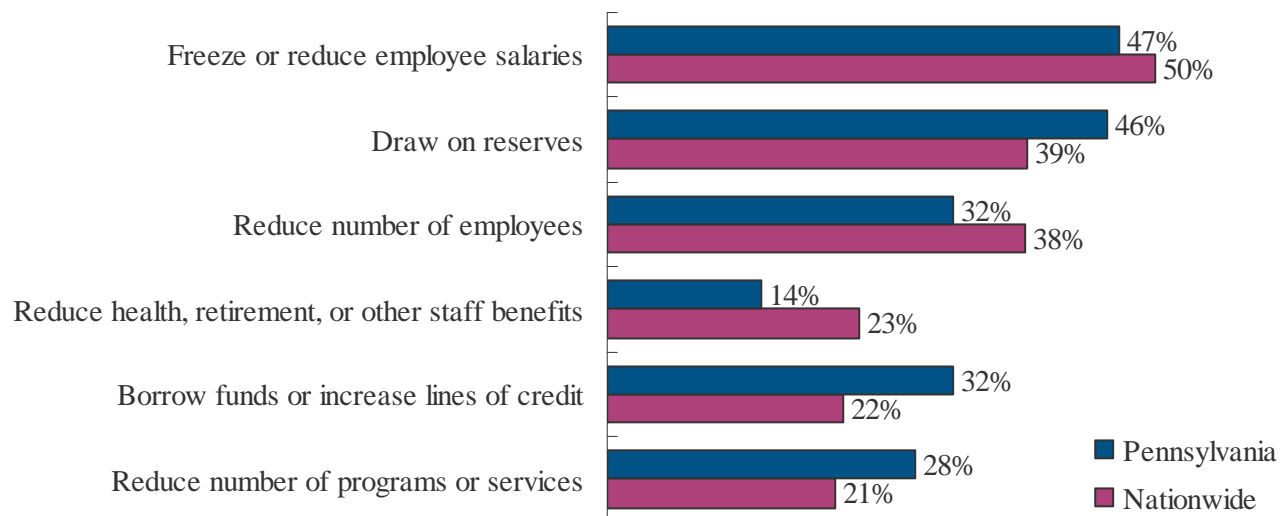
Require matching or sharing costs.	51%
Limit program administrative/overhead.	67%
Limit organization administrative/overhead	60%

ACCOUNTABILITY AND REPORTING

Nonprofits That Report Outcomes or Give Feedback to the Government

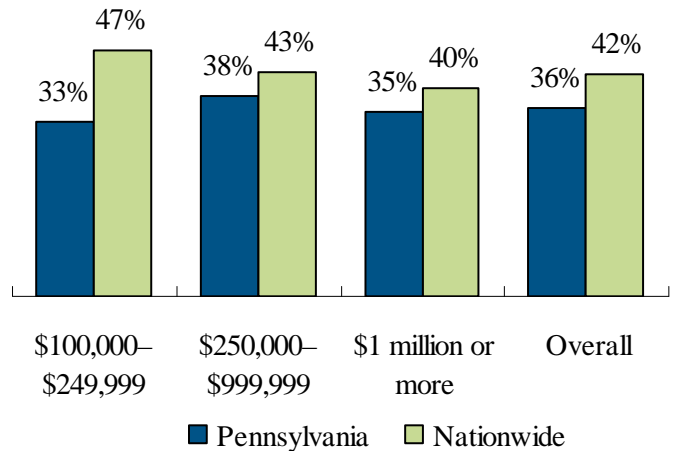
Report results/outcomes of programs	90%
Give feedback on contracting procedures	60%

Actions Taken by Human Service Nonprofits in 2009



RECESSION

Nonprofits with Deficits, by Expenditure Size



Pennsylvania Nonprofits Experiencing Declines in Revenue

Local government agencies	45%
State government agencies	54%
Federal government agencies.	34%
Individual donations	39%
Private foundations	52%
Corporate donations	50%
Investment income	77%

Source: The Urban Institute National Survey of Nonprofit-Government Contracting and Grants, 2010.

Notes: Percentages may not sum to 100 because of rounding. Full report available at <http://www.urban.org/url.cfm?ID=412159>.

a. Number is based on a selected group of direct human service providers with budgets greater than \$100,000.

b. See appendix for more details on state rankings.

RHODE ISLAND

National Study of Nonprofit-
Government Contracting
Survey Results (2009 Data)

NONPROFIT-GOVERNMENT CONTRACTS AND GRANTS: OVERVIEW

Human Service Nonprofits with Government Contracts/Grants^a

Number192

Types of Nonprofits with Government Contracts/Grants

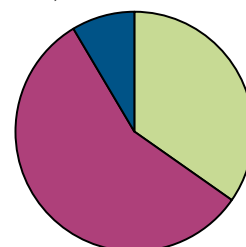
Crime and legal related2%
Employment < 1%
Food, agriculture, and nutrition < 1%
Housing and shelter 10%
Public safety and disaster relief < 1%
Youth development5%
Human service: multipurpose79%
Community and economic development 4%
Total contracts/grants100%

Nonprofits with Government Contracts/Grants, by Level

Local government75%
State government 100%
Federal government 88%

2009 Government Contracting Experience Compared to Prior Years

Better, 9%



Worse, 35%

About the same, 56%

Number of Government Contracts/Grants per Nonprofit

1 government contract/grant8%
2–4 government contracts/grants 38%
5 or more government contracts/grants54%

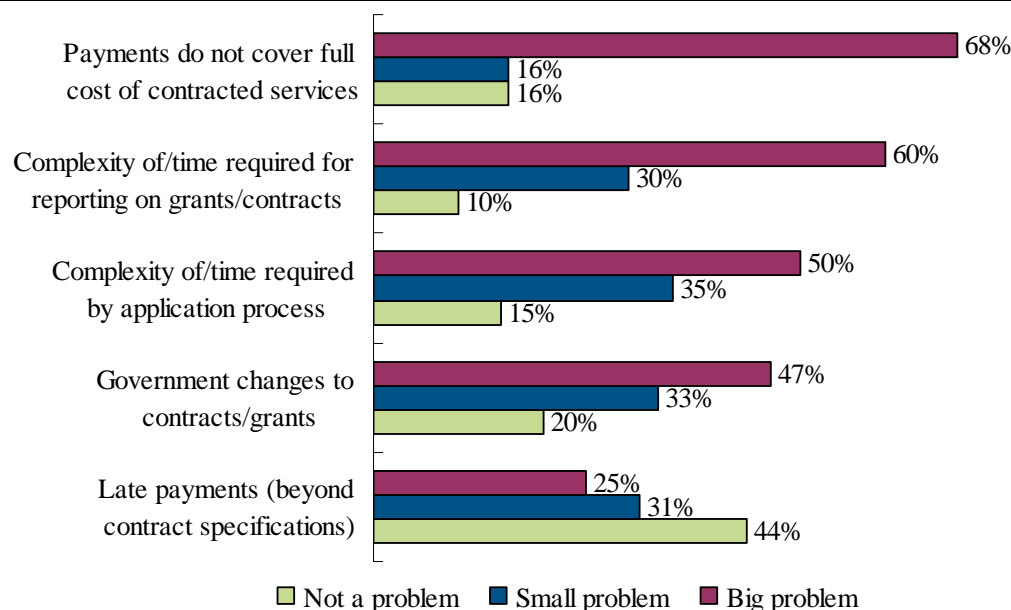
Total Nonprofit Government Contracts/Grants, by Level

Local government 13%
State government61%
Federal government26%

CONTRACTING PROBLEMS

Key Problems Reported for Government Contracts

State Ranking^b: Small and Big Problems



1 = highest percentage of nonprofits with problems;
51 = lowest percentage of nonprofits with problems

CONTRACTING PROBLEMS (CONT'D)

Nonprofits with Late Payments from Government

Rhode Island	61%
Nationwide	41%

Most Common Past Due Period for Government Contract/Grant Payments, by Level

Local government	90 days or more
State government	90 days or more
Federal government	90 days or more

CONTRACT LIMITATIONS

Nonprofits Reporting Contract Limitations, by Type

Require matching or sharing costs. . . . .	.67%
Limit program administrative/overhead. . . . .	.58%
Limit organization administrative/overhead . . .	.67%

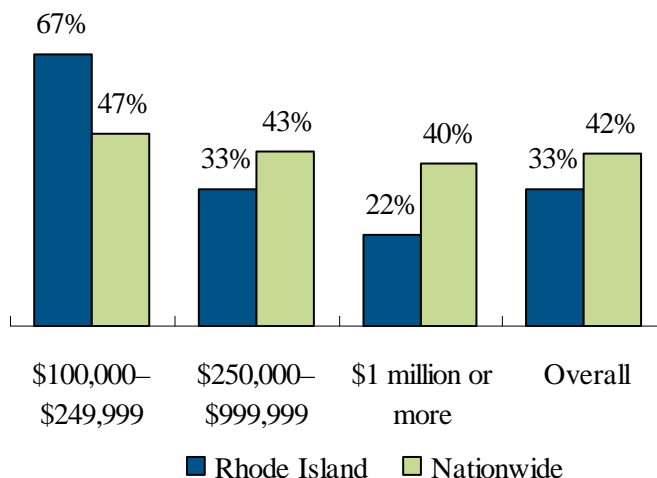
ACCOUNTABILITY AND REPORTING

Nonprofits That Report Outcomes or Give Feedback to the Government

Report results/outcomes of programs	91%
Give feedback on contracting procedures . . . . .	.55%

RECESSION

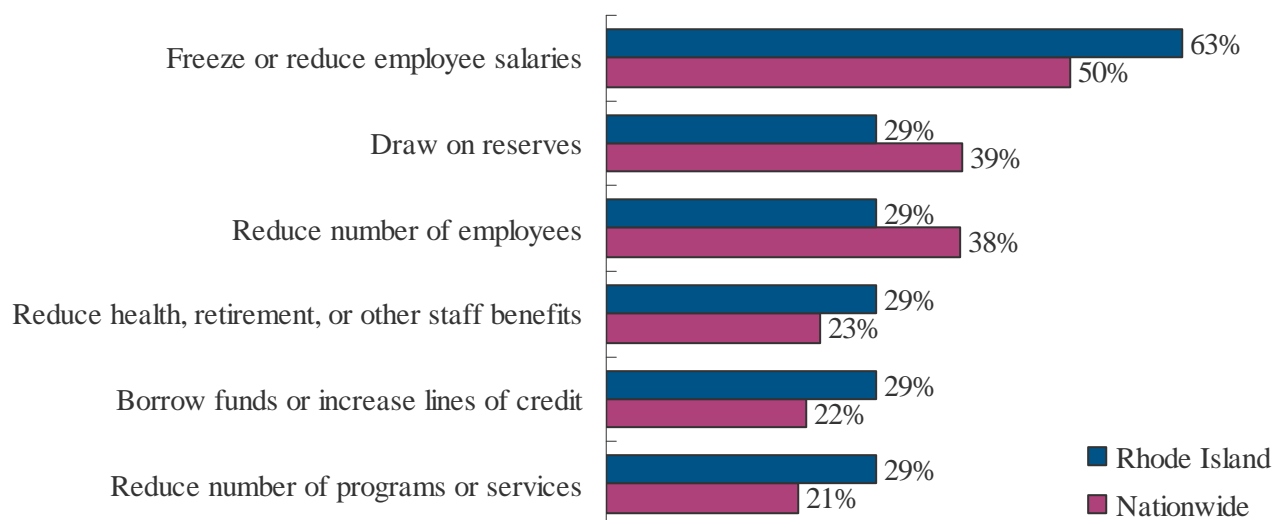
Nonprofits with Deficits, by Expenditure Size



Rhode Island Nonprofits Experiencing Declines in Revenue

Local government agencies . . . . .	.41%
State government agencies . . . . .	.54%
Federal government agencies. . . . .	.21%
Individual donations . . . . .	.23%
Private foundations . . . . .	.21%
Corporate donations . . . . .	.52%
Investment income . . . . .	.60%

Actions Taken by Human Service Nonprofits in 2009



Source: The Urban Institute National Survey of Nonprofit-Government Contracting and Grants, 2010.

Notes: Percentages may not sum to 100 because of rounding. Full report available at <http://www.urban.org/url.cfm?ID=412159>.

a. Number is based on a selected group of direct human service providers with budgets greater than \$100,000.

b. See appendix for more details on state rankings.

SOUTH CAROLINA

National Study of Nonprofit-
Government Contracting
Survey Results (2009 Data)

NONPROFIT-GOVERNMENT CONTRACTS AND GRANTS: OVERVIEW

Human Service Nonprofits with Government Contracts/Grants^a

Number373

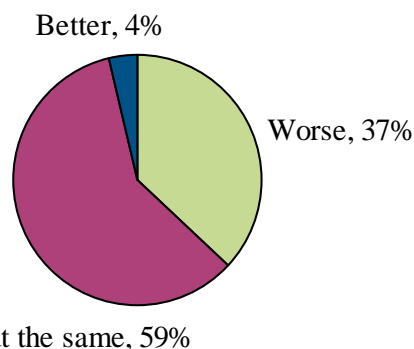
Types of Nonprofits with Government Contracts/Grants

Crime and legal-related4%
Employment < 1%
Food, agriculture, and nutrition 1%
Housing and shelter 14%
Public safety and disaster relief < 1%
Youth development12%
Human service: multipurpose64%
Community and economic development 6%
Total contracts/grants100%

Nonprofits with Government Contracts/Grants, by Level

Local government61%
State government86%
Federal government82%

2009 Government Contracting Experience Compared to Prior Years



Number of Government Contracts/Grants per Nonprofit

1 government contract/grant 21%
2–4 government contracts/grants 68%
5 or more government contracts/grants11%

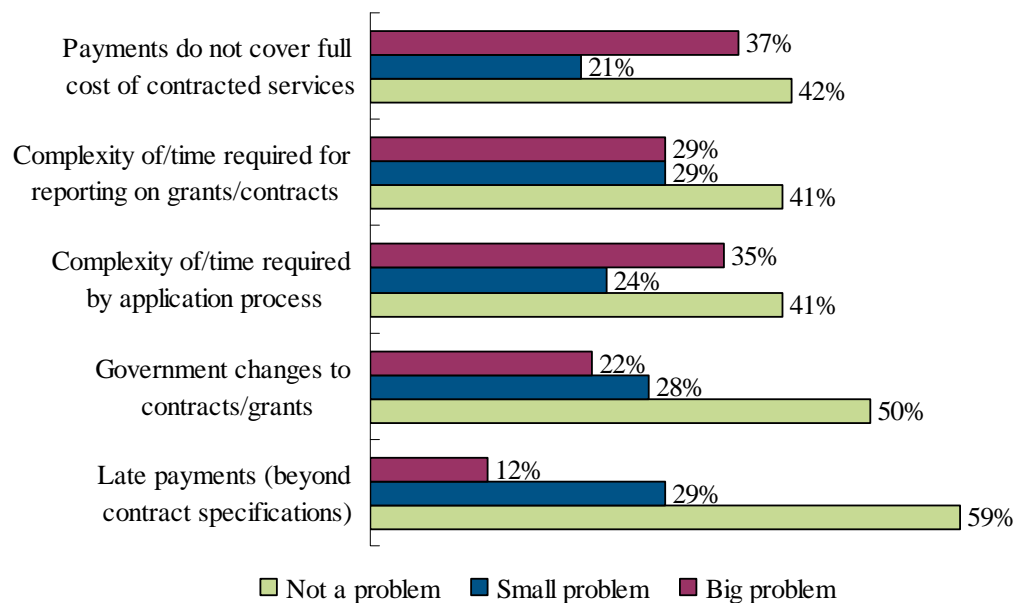
Total Nonprofit Government Contracts/Grants, by Level

Local government 2%
State government90%
Federal government8%

CONTRACTING PROBLEMS

Key Problems Reported for Government Contracts

State Ranking^b: Small and Big Problems



1 = highest percentage of nonprofits with problems;
51 = lowest percentage of nonprofits with problems

CONTRACTING PROBLEMS (CONT'D)

Nonprofits with Late Payments from Government

South Carolina	22%
Nationwide	41%

Most Common Past Due Period for Government Contract/Grant Payments, by Level

Local government	n.r.
State government	n.r.
Federal government	n.r.

CONTRACT LIMITATIONS

Nonprofits Reporting Contract Limitations, by Type

Require matching or sharing costs.	48%
Limit program administrative/overhead.	44%
Limit organization administrative/overhead	36%

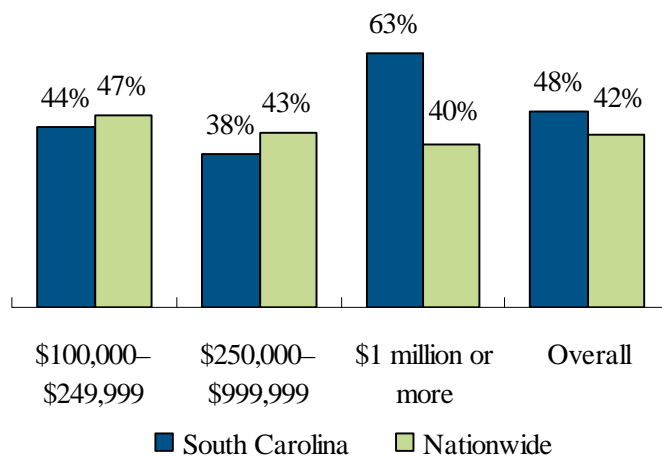
ACCOUNTABILITY AND REPORTING

Nonprofits That Report Outcomes or Give Feedback to the Government

Report results/outcomes of programs	85%
Give feedback on contracting procedures	59%

RECESSION

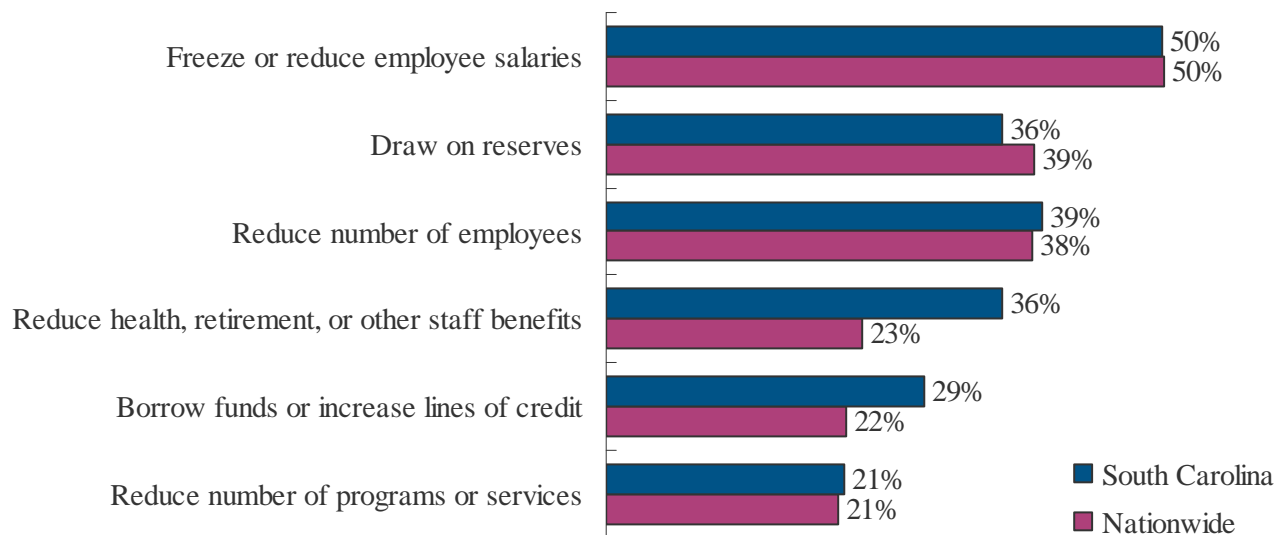
Nonprofits with Deficits, by Expenditure Size



South Carolina Nonprofits Experiencing Declines in Revenue

Local government agencies	73%
State government agencies	64%
Federal government agencies.	33%
Individual donations	58%
Private foundations	55%
Corporate donations	58%
Investment income	75%

Actions Taken by Human Service Nonprofits in 2009



Source: The Urban Institute National Survey of Nonprofit-Government Contracting and Grants, 2010.

Notes: Percentages may not sum to 100 because of rounding. Full report available at <http://www.urban.org/url.cfm?ID=412159>.

a. Number is based on a selected group of direct human service providers with budgets greater than \$100,000.

b. See appendix for more details on state rankings.

n.r. Data not reported or too few respondents answered the question.

SOUTH DAKOTA

National Study of Nonprofit-
Government Contracting
Survey Results (2009 Data)

NONPROFIT-GOVERNMENT CONTRACTS AND GRANTS: OVERVIEW

Human Service Nonprofits with Government Contracts/Grants^a

Number127

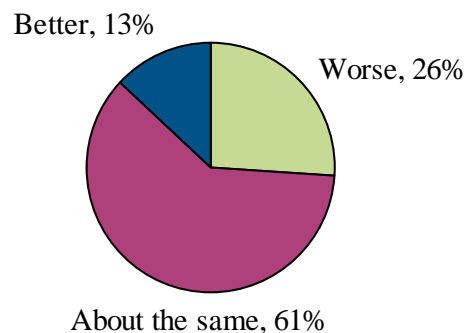
Types of Nonprofits with Government Contracts/Grants

Crime and legal-related5%
Employment5%
Food, agriculture, and nutrition2%
Housing and shelter3%
Public safety and disaster relief< 1%
Youth development3%
Human service: multipurpose55%
Community and economic development25%
Total contracts/grants100%

Nonprofits with Government Contracts/Grants, by Level

Local government67%
State government78%
Federal government70%

2009 Government Contracting Experience Compared to Prior Years



Number of Government Contracts/Grants per Nonprofit

1 government contract/grant22%
2-4 government contracts/grants48%
5 or more government contracts/grants30%

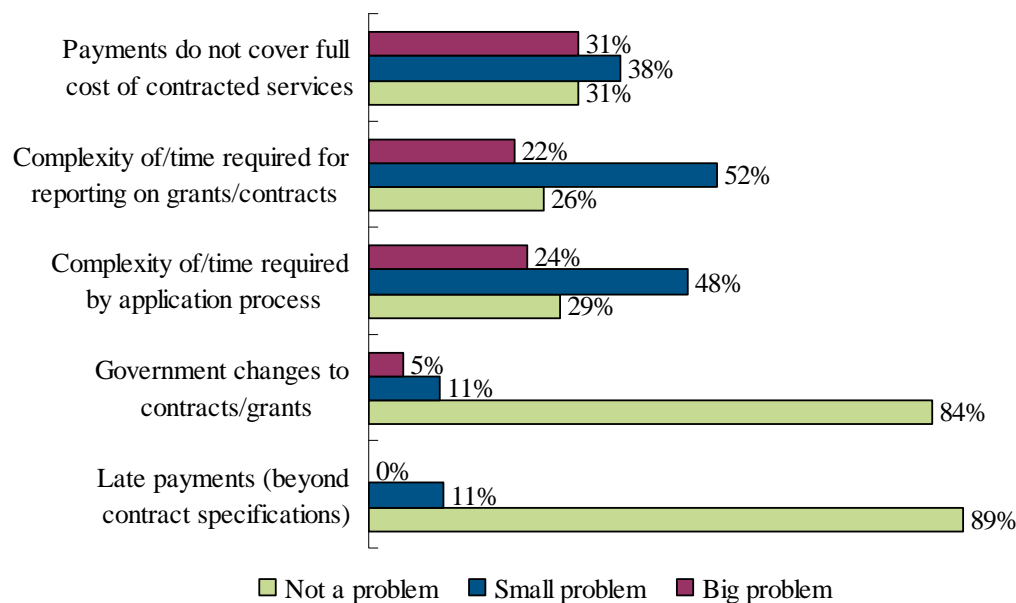
Total Nonprofit Government Contracts/Grants, by Level

Local government1%
State government42%
Federal government57%

CONTRACTING PROBLEMS

Key Problems Reported for Government Contracts

State Ranking^b: Small and Big Problems



24

32

37

51

51

1 = highest percentage of nonprofits with problems;
51 = lowest percentage of nonprofits with problems

CONTRACTING PROBLEMS (CONT'D)

Nonprofits with Late Payments from Government

South Dakota	13%
Nationwide	41%

Most Common Past Due Period for Government Contract/Grant Payments, by Level

Local government	n.r.
State government	n.r.
Federal government	n.r.

CONTRACT LIMITATIONS

Nonprofits Reporting Contract Limitations, by Type

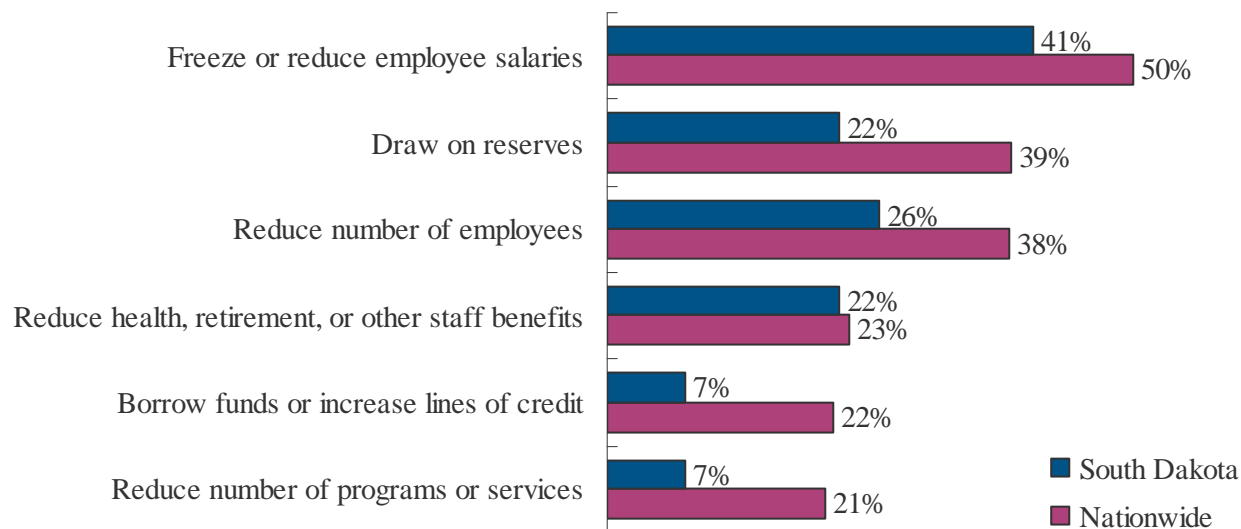
Require matching or sharing costs.	44%
Limit program administrative/overhead.	56%
Limit organization administrative/overhead	48%

ACCOUNTABILITY AND REPORTING

Nonprofits That Report Outcomes or Give Feedback to the Government

Report results/outcomes of programs	92%
Give feedback on contracting procedures	52%

Actions Taken by Human Service Nonprofits in 2009



Source: The Urban Institute National Survey of Nonprofit-Government Contracting and Grants, 2010.

Notes: Percentages may not sum to 100 because of rounding. Full report available at <http://www.urban.org/url.cfm?ID=412159>.

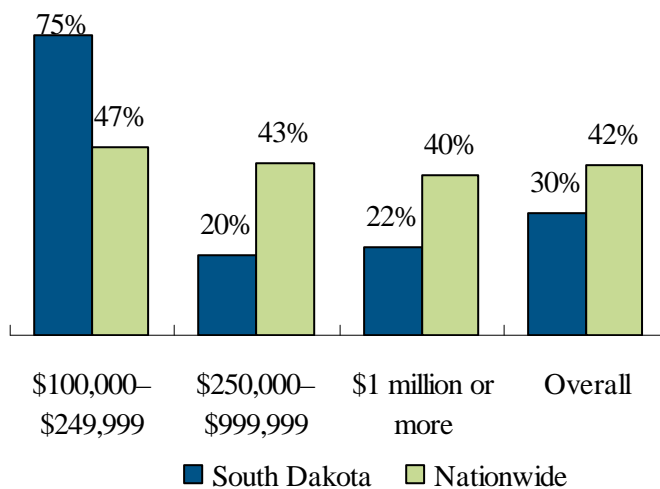
a. Number is based on a selected group of direct human service providers with budgets greater than \$100,000.

b. See appendix for more details on state rankings.

n.r. Data not reported or too few respondents answered the question.

RECESSION

Nonprofits with Deficits, by Expenditure Size



South Dakota Nonprofits Experiencing Declines in Revenue

Local government agencies	41%
State government agencies	21%
Federal government agencies.	16%
Individual donations	47%
Private foundations	31%
Corporate donations	47%
Investment income	56%

TENNESSEE

National Study of Nonprofit-
Government Contracting
Survey Results (2009 Data)

NONPROFIT-GOVERNMENT CONTRACTS AND GRANTS: OVERVIEW

Human Service Nonprofits with Government Contracts/Grants^a

Number661

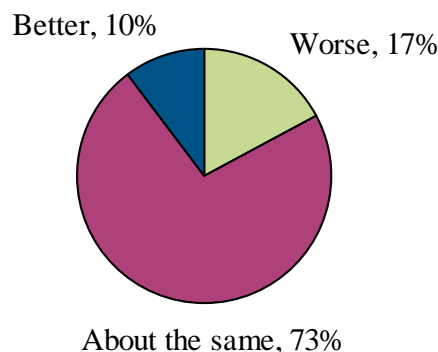
Types of Nonprofits with Government Contracts/Grants

Crime and legal-related16%
Employment < 1%
Food, agriculture, and nutrition < 1%
Housing and shelter 17%
Public safety and disaster relief < 1%
Youth development6%
Human service: multipurpose55%
Community and economic development 7%
Total contracts/grants100%

Nonprofits with Government Contracts/Grants, by Level

Local government72%
State government78%
Federal government78%

2009 Government Contracting Experience Compared to Prior Years



Number of Government Contracts/Grants per Nonprofit

1 government contract/grant28%
2–4 government contracts/grants53%
5 or more government contracts/grants19%

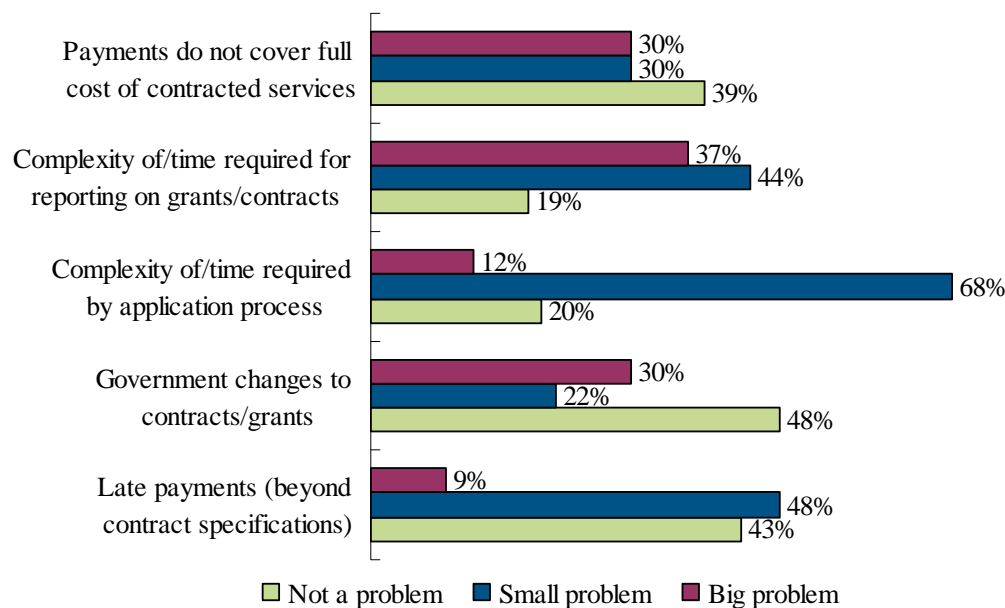
Total Nonprofit Government Contracts/Grants, by Level

Local government4%
State government32%
Federal government64%

CONTRACTING PROBLEMS

Key Problems Reported for Government Contracts

State Ranking^b: Small and Big Problems



1 = highest percentage of nonprofits with problems;
51 = lowest percentage of nonprofits with problems

CONTRACTING PROBLEMS (CONT'D)

Nonprofits with Late Payments from Government

Tennessee	40%
Nationwide	41%

Most Common Past Due Period for Government Contract/Grant Payments, by Level

Local government	60 days
State government	60 days
Federal government	n.r.

CONTRACT LIMITATIONS

Nonprofits Reporting Contract Limitations, by Type

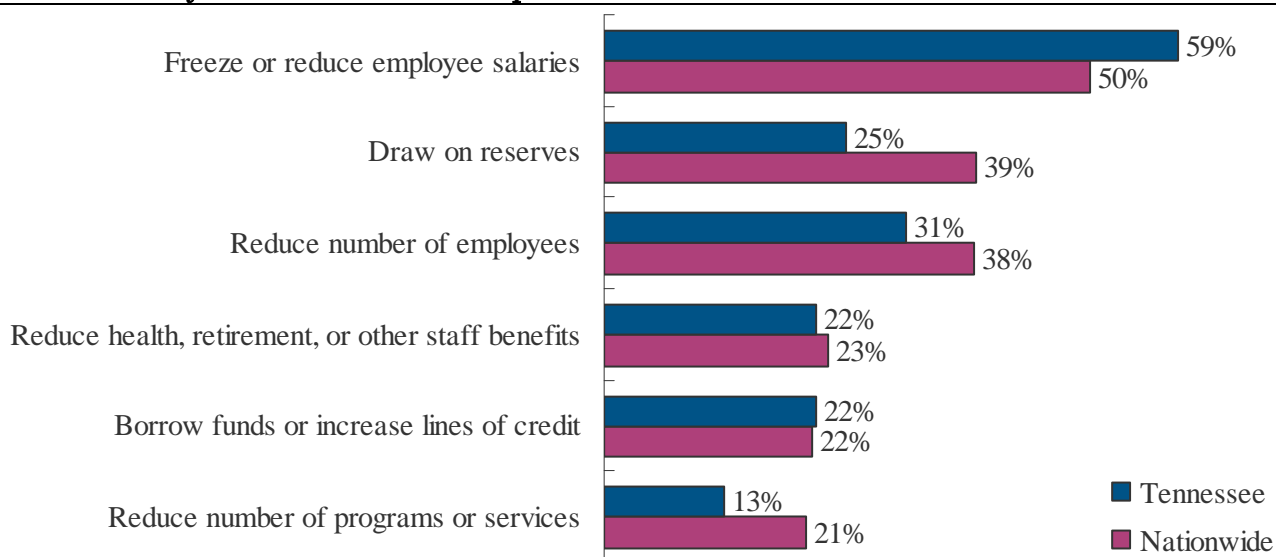
Require matching or sharing costs.	41%
Limit program administrative/overhead.	63%
Limit organization administrative/overhead	62%

ACCOUNTABILITY AND REPORTING

Nonprofits That Report Outcomes or Give Feedback to the Government

Report results/outcomes of programs	90%
Give feedback on contracting procedures	53%

Actions Taken by Human Service Nonprofits in 2009



Source: The Urban Institute National Survey of Nonprofit-Government Contracting and Grants, 2010.

Notes: Percentages may not sum to 100 because of rounding. Full report available at <http://www.urban.org/url.cfm?ID=412159>.

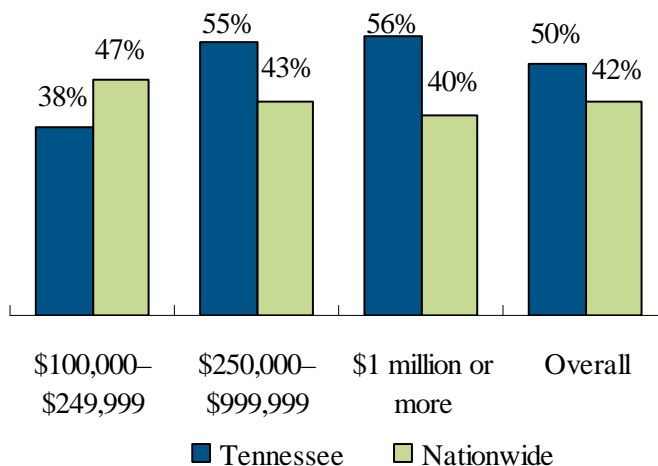
a. Number is based on a selected group of direct human service providers with budgets greater than \$100,000.

b. See appendix for more details on state rankings.

n.r. Data not reported or too few respondents answered the question.

RECESSION

Nonprofits with Deficits, by Expenditure Size



Tennessee Nonprofits Experiencing Declines in Revenue

Local government agencies	48%
State government agencies	45%
Federal government agencies.	24%
Individual donations	56%
Private foundations	43%
Corporate donations	73%
Investment income	76%

TEXAS

National Study of Nonprofit-
Government Contracting
Survey Results (2009 Data)

NONPROFIT-GOVERNMENT CONTRACTS AND GRANTS: OVERVIEW

Human Service Nonprofits with Government Contracts/Grants^a

Number 1,706

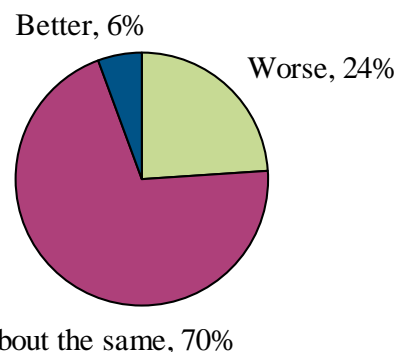
Types of Nonprofits with Government Contracts/Grants

Crime and legal-related7%
Employment4%
Food, agriculture, and nutrition5%
Housing and shelter13%
Public safety and disaster relief< 1%
Youth development3%
Human service: multipurpose63%
Community and economic development5%
Total contracts/grants100%

Nonprofits with Government Contracts/Grants, by Level

Local government67%
State government79%
Federal government76%

2009 Government Contracting Experience Compared to Prior Years



Number of Government Contracts/Grants per Nonprofit

1 government contract/grant29%
2–4 government contracts/grants54%
5 or more government contracts/grants17%

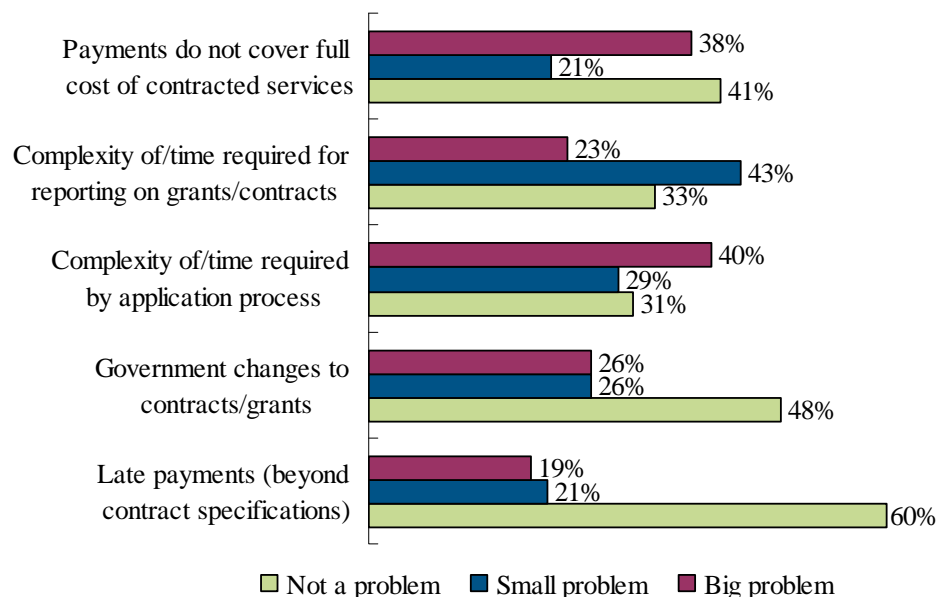
Total Nonprofit Government Contracts/Grants, by Level

Local government6%
State government80%
Federal government14%

CONTRACTING PROBLEMS

Key Problems Reported for Government Contracts

State Ranking^b: Small and Big Problems



1 = highest percentage of nonprofits with problems;
51 = lowest percentage of nonprofits with problems

CONTRACTING PROBLEMS (CONT'D)

Nonprofits with Late Payments from Government

Texas	24%
Nationwide	41%

Most Common Past Due Period for Government Contract/Grant Payments, by Level

Local government	n.r.
State government	n.r.
Federal government	30 days

CONTRACT LIMITATIONS

Nonprofits Reporting Contract Limitations, by Type

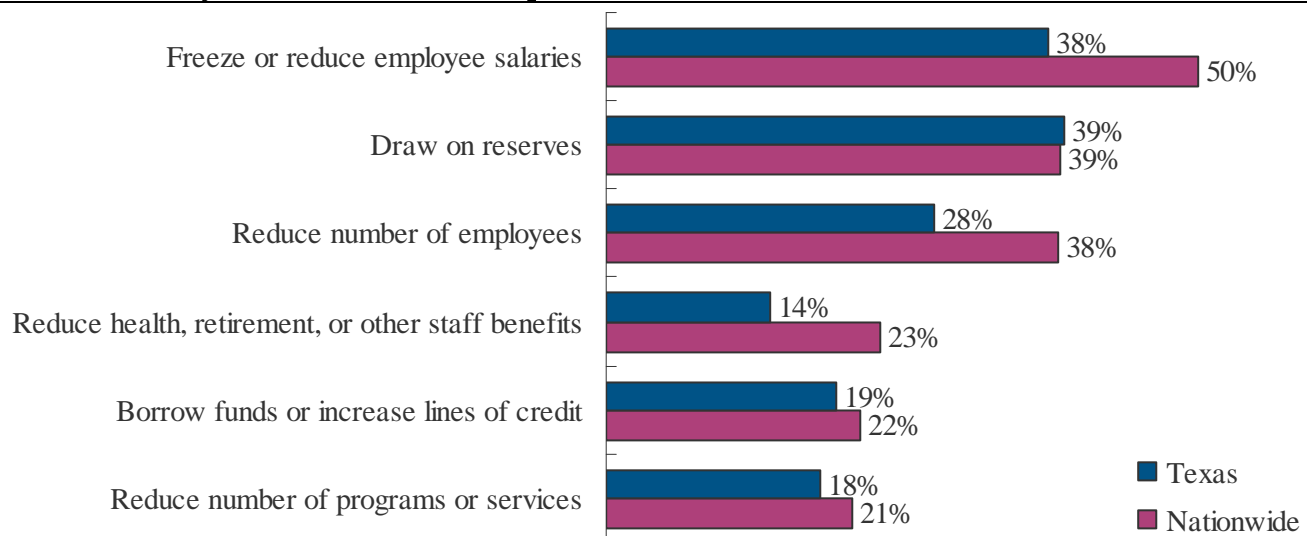
Require matching or sharing costs.	46%
Limit program administrative/overhead.	56%
Limit organization administrative/overhead	57%

ACCOUNTABILITY AND REPORTING

Nonprofits That Report Outcomes or Give Feedback to the Government

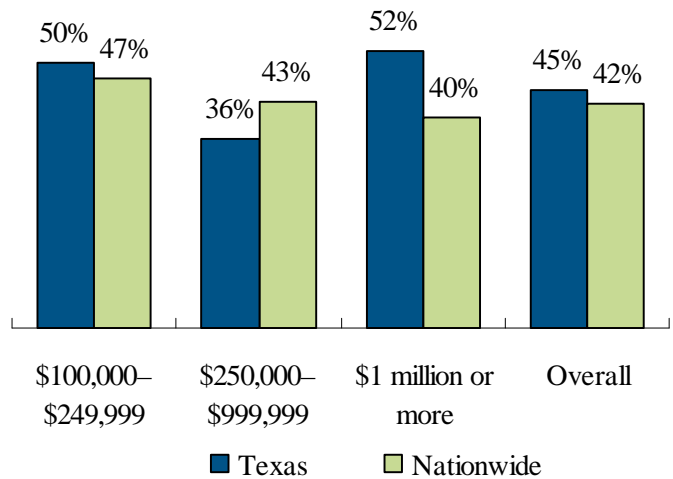
Report results/outcomes of programs	89%
Give feedback on contracting procedures	61%

Actions Taken by Human Service Nonprofits in 2009



RECESSION

Nonprofits with Deficits, by Expenditure Size



Texas Nonprofits Experiencing Declines in Revenue

Local government agencies	19%
State government agencies	34%
Federal government agencies.	31%
Individual donations	50%
Private foundations	47%
Corporate donations	53%
Investment income	51%

Source: The Urban Institute National Survey of Nonprofit-Government Contracting and Grants, 2010.

Notes: Percentages may not sum to 100 because of rounding. Full report available at <http://www.urban.org/url.cfm?ID=412159>.

a. Number is based on a selected group of direct human service providers with budgets greater than \$100,000.

b. See appendix for more details on state rankings.

n.r. Data not reported or too few respondents answered the question.

UTAH

National Study of Nonprofit-
Government Contracting
Survey Results (2009 Data)

NONPROFIT-GOVERNMENT CONTRACTS AND GRANTS: OVERVIEW

Human Service Nonprofits
with Government Contracts/Grants^a

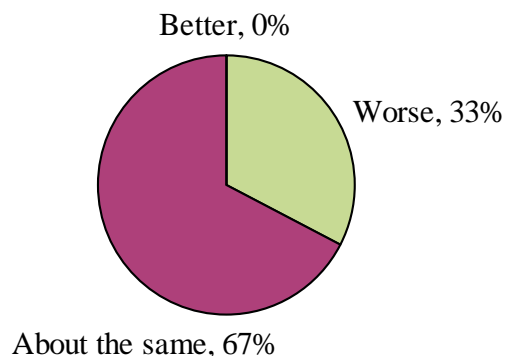
Number182

Types of Nonprofits with Government
Contracts/Grants

Crime and legal-related13%
 Employment < 1%
 Food, agriculture, and nutrition < 1%
 Housing and shelter 24%
 Public safety and disaster relief 1%
 Youth development14%
 Human service: multipurpose41%
 Community and economic development 6%
 Total contracts/grants100%

Nonprofits with Government
Contracts/Grants, by Level

Local government71%
 State government 80%
 Federal government 90%

2009 Government Contracting Experience
Compared to Prior YearsNumber of Government Contracts/Grants
per Nonprofit

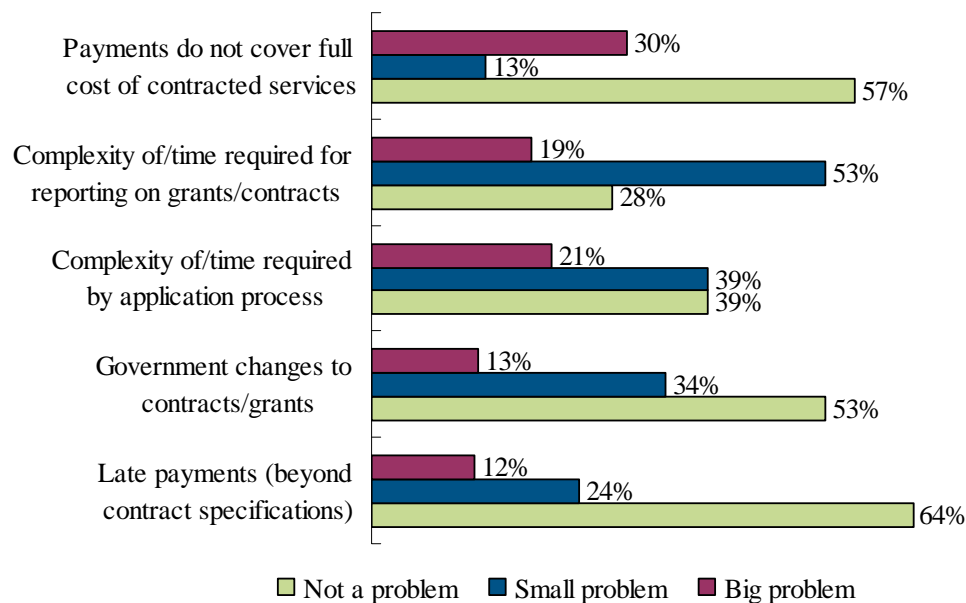
1 government contract/grant7%
 2–4 government contracts/grants41%
 5 or more government contracts/grants51%

Total Nonprofit Government
Contracts/Grants, by Level

Local government7%
 State government30%
 Federal government63%

CONTRACTING PROBLEMS

Key Problems Reported for Government Contracts

State Ranking^b:
Small and Big Problems

48

36

47

39

43

1 = highest percentage of nonprofits with problems;
 51 = lowest percentage of nonprofits with problems

CONTRACTING PROBLEMS (CONT'D)

Nonprofits with Late Payments from Government

Utah.	31%
Nationwide	41%

Most Common Past Due Period for Government Contract/Grant Payments, by Level

Local government	n.r.
State government	90 days or more
Federal government	n.r.

CONTRACT LIMITATIONS

Nonprofits Reporting Contract Limitations, by Type

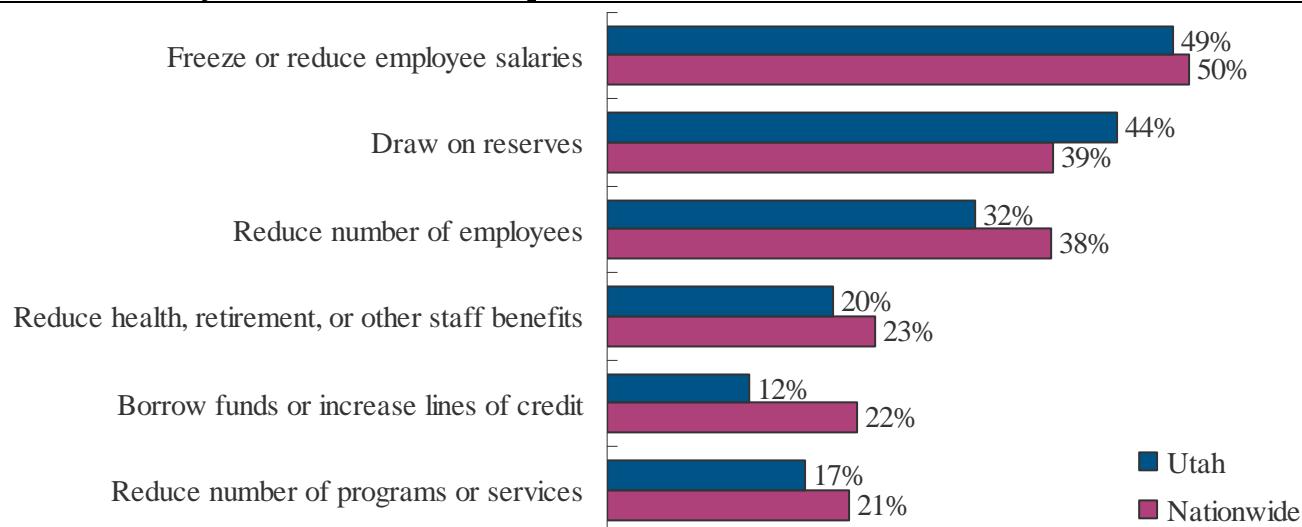
Require matching or sharing costs.	55%
Limit program administrative/overhead.	78%
Limit organization administrative/overhead	70%

ACCOUNTABILITY AND REPORTING

Nonprofits That Report Outcomes or Give Feedback to the Government

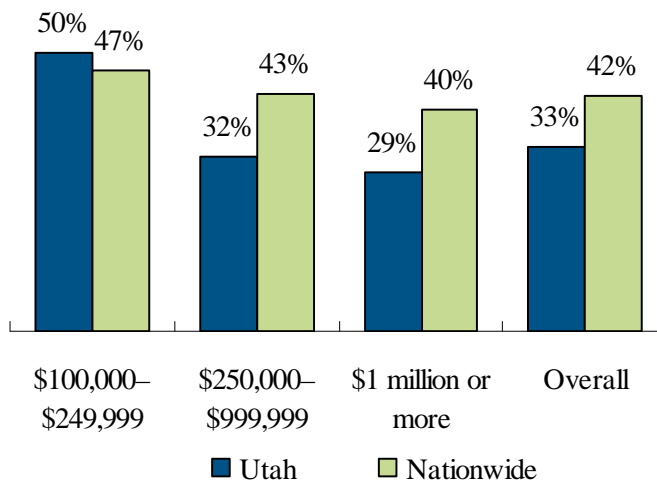
Report results/outcomes of programs	93%
Give feedback on contracting procedures	56%

Actions Taken by Human Service Nonprofits in 2009



RECESSION

Nonprofits with Deficits, by Expenditure Size



Utah Nonprofits Experiencing Declines in Revenue

Local government agencies	50%
State government agencies	73%
Federal government agencies.	42%
Individual donations	54%
Private foundations	62%
Corporate donations	67%
Investment income	70%

Source: The Urban Institute National Survey of Nonprofit-Government Contracting and Grants, 2010.

Notes: Percentages may not sum to 100 because of rounding. Full report available at <http://www.urban.org/url.cfm?ID=412159>.

a. Number is based on a selected group of direct human service providers with budgets greater than \$100,000.

b. See appendix for more details on state rankings.

n.r. Data not reported or too few respondents answered the question.

VERMONT

National Study of Nonprofit-
Government Contracting
Survey Results (2009 Data)

NONPROFIT-GOVERNMENT CONTRACTS AND GRANTS: OVERVIEW

Human Service Nonprofits with Government Contracts/Grants^a

Number162

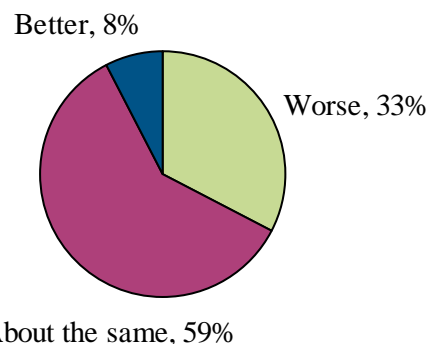
Types of Nonprofits with Government Contracts/Grants

Crime and legal-related9%
Employment3%
Food, agriculture, and nutrition3%
Housing and shelter18%
Public safety and disaster relief< 1%
Youth development1%
Human service: multipurpose62%
Community and economic development5%
Total contracts/grants100%

Nonprofits with Government Contracts/Grants, by Level

Local government58%
State government88%
Federal government72%

2009 Government Contracting Experience Compared to Prior Years



Number of Government Contracts/Grants per Nonprofit

1 government contract/grant16%
2–4 government contracts/grants44%
5 or more government contracts/grants40%

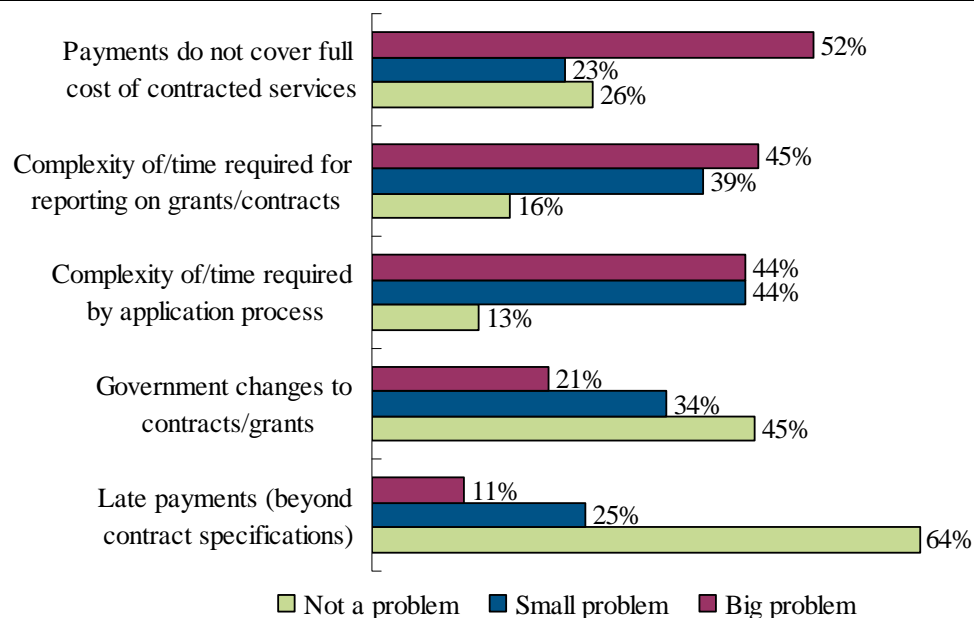
Total Nonprofit Government Contracts/Grants, by Level

Local government1%
State government55%
Federal government43%

CONTRACTING PROBLEMS

Key Problems Reported for Government Contracts

State Ranking^b: Small and Big Problems



1 = highest percentage of nonprofits with problems;
51 = lowest percentage of nonprofits with problems

CONTRACTING PROBLEMS (CONT'D)

Nonprofits with Late Payments from Government

Vermont	33%
Nationwide	41%

Most Common Past Due Period for Government Contract/Grant Payments, by Level

Local government	n.r.
State government	90 days or more
Federal government	n.r.

CONTRACT LIMITATIONS

Nonprofits Reporting Contract Limitations, by Type

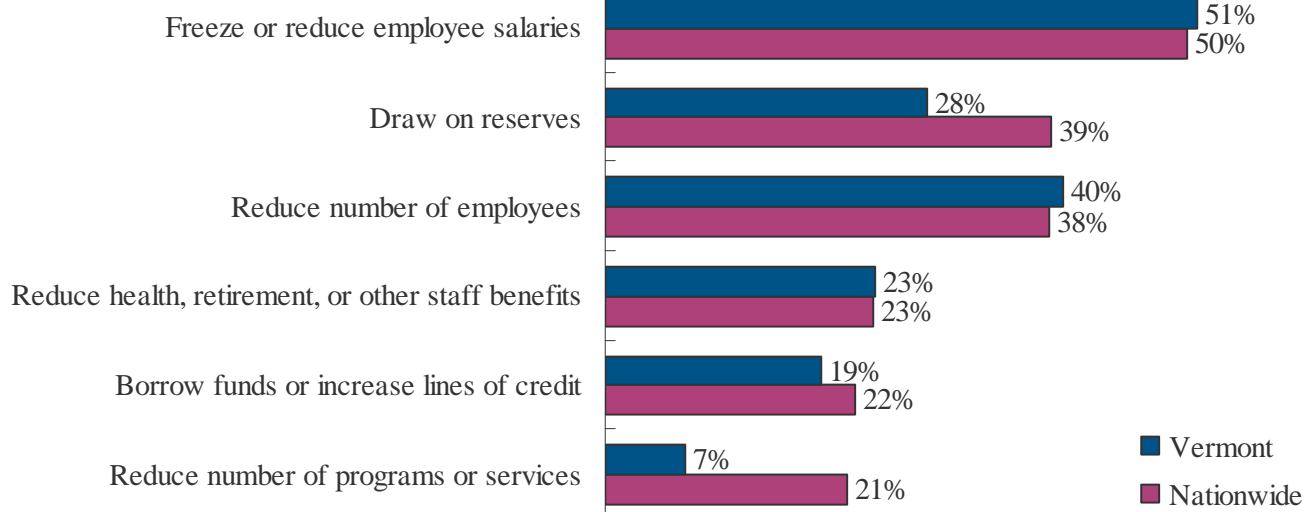
Require matching or sharing costs.	56%
Limit program administrative/overhead.	56%
Limit organization administrative/overhead	63%

ACCOUNTABILITY AND REPORTING

Nonprofits That Report Outcomes or Give Feedback to the Government

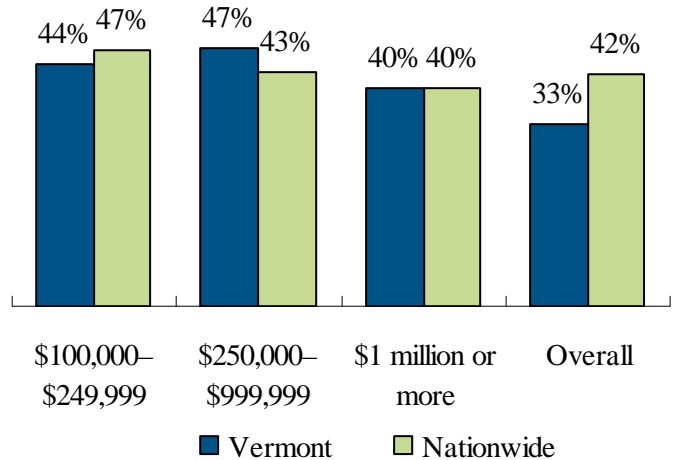
Report results/outcomes of programs	90%
Give feedback on contracting procedures	60%

Actions Taken by Human Service Nonprofits in 2009



RECESSION

Nonprofits with Deficits, by Expenditure Size



Vermont Nonprofits Experiencing Declines in Revenue

Local government agencies	35%
State government agencies	55%
Federal government agencies.	38%
Individual donations	44%
Private foundations	49%
Corporate donations	56%
Investment income	71%

Source: The Urban Institute National Survey of Nonprofit-Government Contracting and Grants, 2010.

Notes: Percentages may not sum to 100 because of rounding. Full report available at <http://www.urban.org/url.cfm?ID=412159>.

a. Number is based on a selected group of direct human service providers with budgets greater than \$100,000.

b. See appendix for more details on state rankings.

n.r. Data not reported or too few respondents answered the question.

VIRGINIA

National Study of Nonprofit-
Government Contracting
Survey Results (2009 Data)

NONPROFIT-GOVERNMENT CONTRACTS AND GRANTS: OVERVIEW

Human Service Nonprofits with Government Contracts/Grants^a

Number700

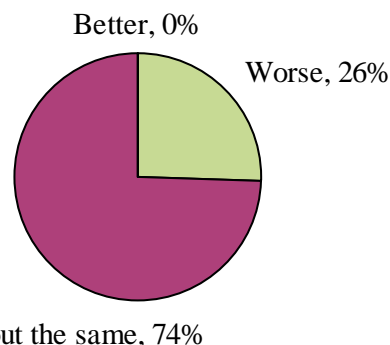
Types of Nonprofits with Government Contracts/Grants

Crime and legal-related5%
Employment 10%
Food, agriculture, and nutrition 1%
Housing and shelter 14%
Public safety and disaster relief < 1%
Youth development 8%
Human service: multipurpose41%
Community and economic development 20%
Total contracts/grants100%

Nonprofits with Government Contracts/Grants, by Level

Local government80%
State government 82%
Federal government 84%

2009 Government Contracting Experience Compared to Prior Years



Number of Government Contracts/Grants per Nonprofit

1 government contract/grant 27%
2–4 government contracts/grants 34%
5 or more government contracts/grants39%

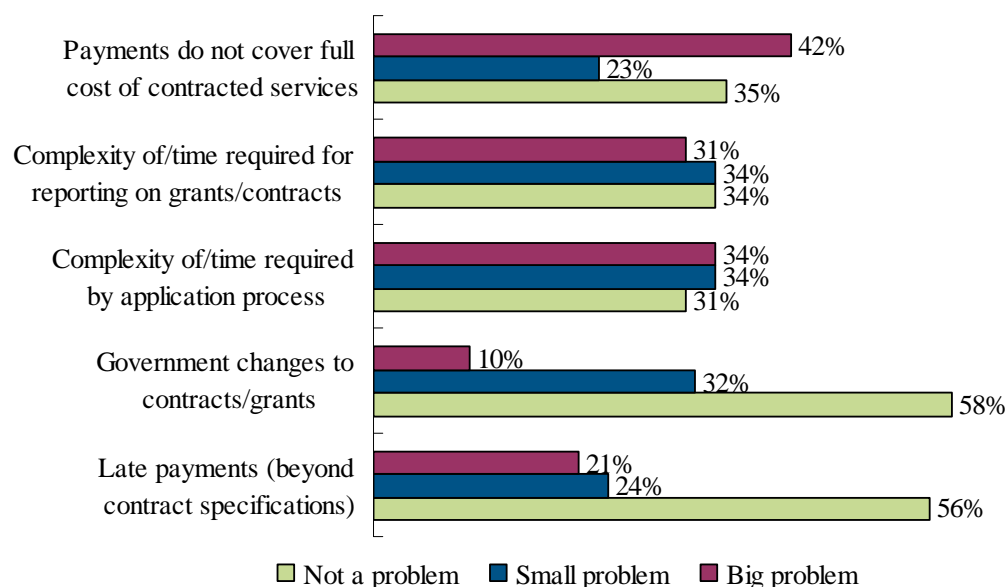
Total Nonprofit Government Contracts/Grants, by Level

Local government 8%
State government11%
Federal government81%

CONTRACTING PROBLEMS

Key Problems Reported for Government Contracts

State Ranking^b: Small and Big Problems



30

46

40

44

30

1 = highest percentage of nonprofits with problems;
51 = lowest percentage of nonprofits with problems

CONTRACTING PROBLEMS (CONT'D)

Nonprofits with Late Payments from Government

Virginia	32%
Nationwide	41%

Most Common Past Due Period for Government Contract/Grant Payments, by Level

Local government	90 days or more
State government	n.r.
Federal government	n.r.

CONTRACT LIMITATIONS

Nonprofits Reporting Contract Limitations, by Type

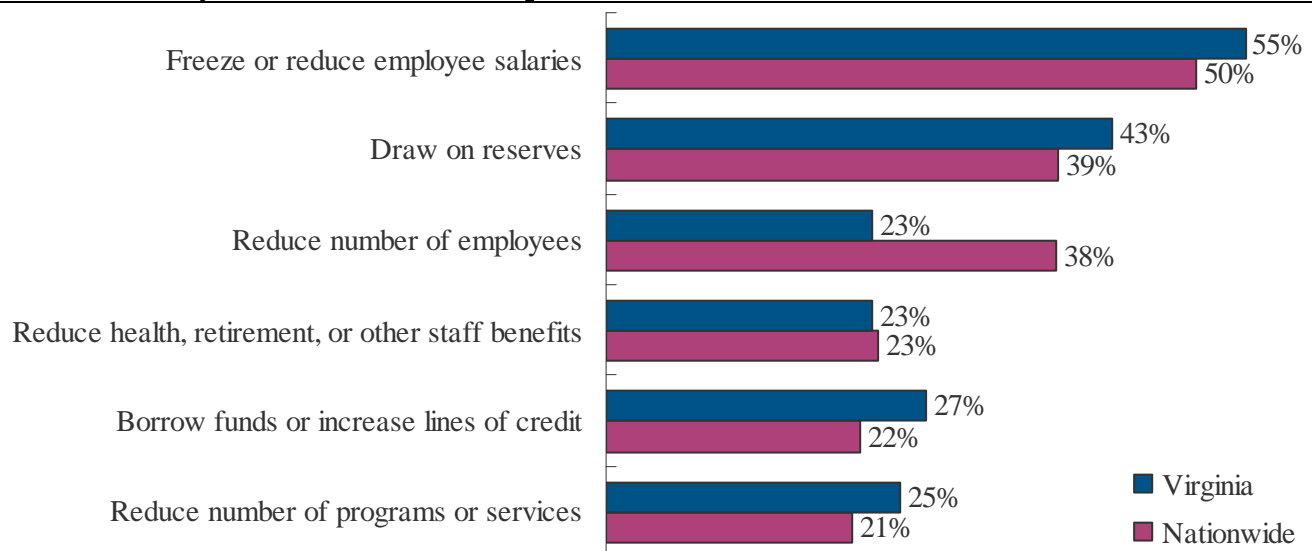
Require matching or sharing costs	57%
Limit program administrative/overhead	52%
Limit organization administrative/overhead	45%

ACCOUNTABILITY AND REPORTING

Nonprofits That Report Outcomes or Give Feedback to the Government

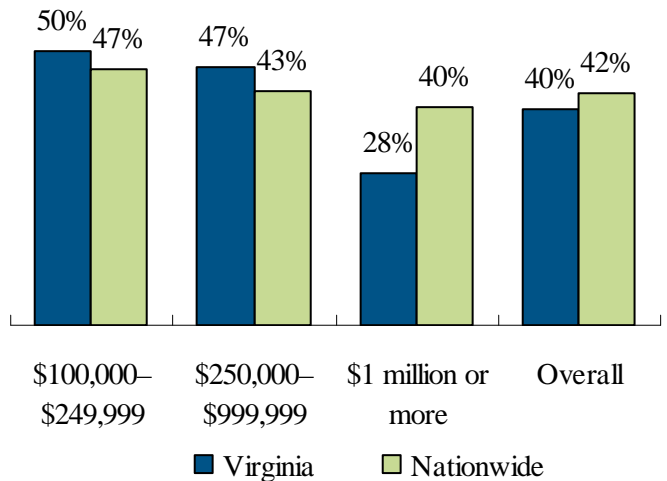
Report results/outcomes of programs	88%
Give feedback on contracting procedures	62%

Actions Taken by Human Service Nonprofits in 2009



RECESSION

Nonprofits with Deficits, by Expenditure Size



Virginia Nonprofits Experiencing Declines in Revenue

Local government agencies	66%
State government agencies	63%
Federal government agencies	26%
Individual donations	45%
Private foundations	44%
Corporate donations	47%
Investment income	69%

Source: The Urban Institute National Survey of Nonprofit-Government Contracting and Grants, 2010.

Notes: Percentages may not sum to 100 because of rounding. Full report available at <http://www.urban.org/url.cfm?ID=412159>.

a. Number is based on a selected group of direct human service providers with budgets greater than \$100,000.

b. See appendix for more details on state rankings.

n.r. Data not reported or too few respondents answered the question.

WASHINGTON

National Study of Nonprofit-
Government Contracting
Survey Results (2009 Data)

NONPROFIT-GOVERNMENT CONTRACTS AND GRANTS: OVERVIEW

Human Service Nonprofits with Government Contracts/Grants^a

Number823

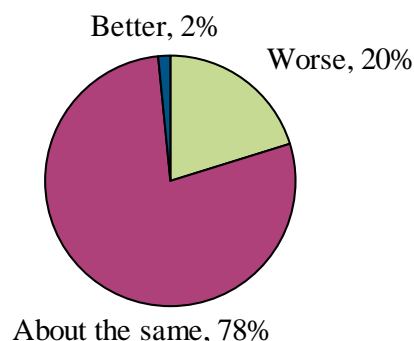
Types of Nonprofits with Government Contracts/Grants

Crime and legal-related8%
Employment4%
Food, agriculture, and nutrition1%
Housing and shelter13%
Public safety and disaster relief< 1%
Youth development4%
Human service: multipurpose68%
Community and economic development1%
Total contracts/grants100%

Nonprofits with Government Contracts/Grants, by Level

Local government70%
State government83%
Federal government70%

2009 Government Contracting Experience Compared to Prior Years



Number of Government Contracts/Grants per Nonprofit

1 government contract/grant16%
2–4 government contracts/grants48%
5 or more government contracts/grants36%

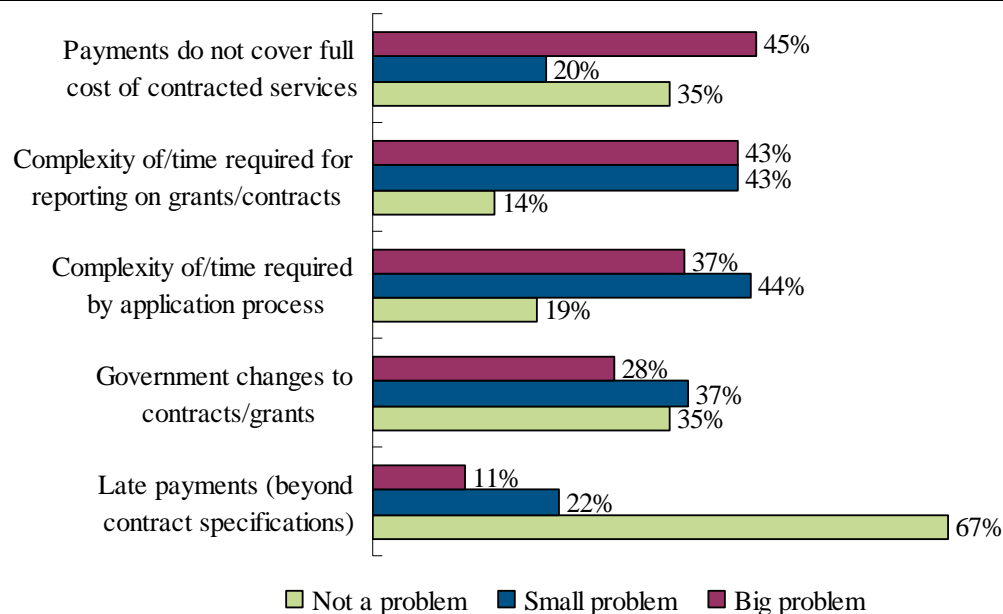
Total Nonprofit Government Contracts/Grants, by Level

Local government30%
State government34%
Federal government37%

CONTRACTING PROBLEMS

Key Problems Reported for Government Contracts

State Ranking^b: Small and Big Problems



1 = highest percentage of nonprofits with problems;
51 = lowest percentage of nonprofits with problems

CONTRACTING PROBLEMS (CONT'D)

Nonprofits with Late Payments from Government

Washington	21%
Nationwide	41%

Most Common Past Due Period for Government Contract/Grant Payments, by Level

Local government	n.r.
State government	30 days
Federal government	n.r.

CONTRACT LIMITATIONS

Nonprofits Reporting Contract Limitations, by Type

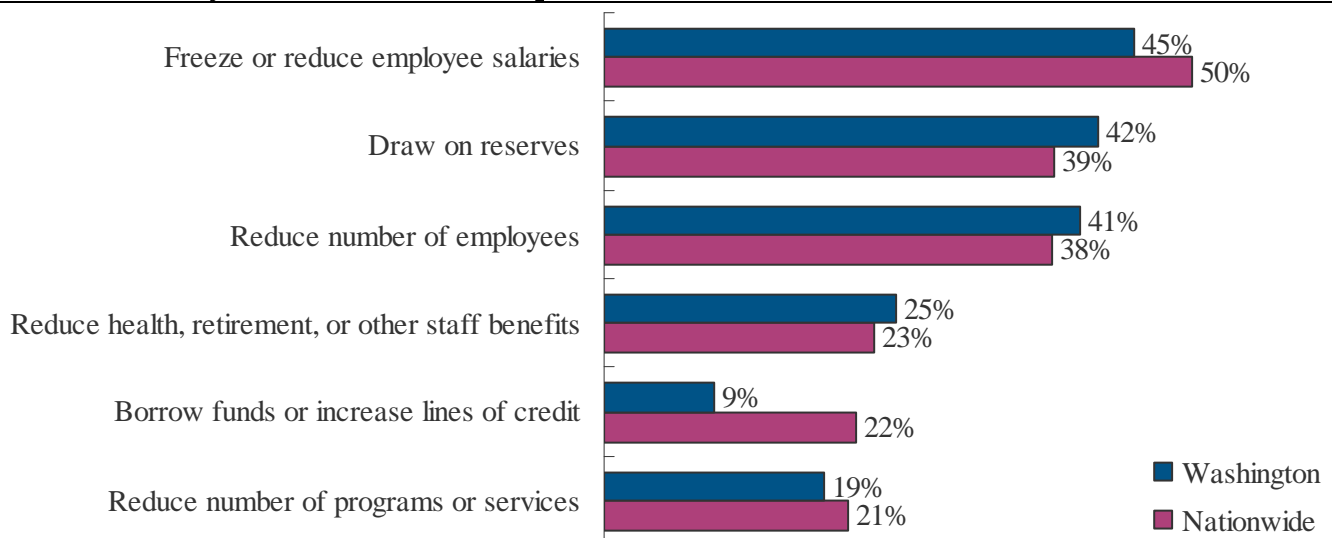
Require matching or sharing costs.	50%
Limit program administrative/overhead.	62%
Limit organization administrative/overhead	57%

ACCOUNTABILITY AND REPORTING

Nonprofits That Report Outcomes or Give Feedback to the Government

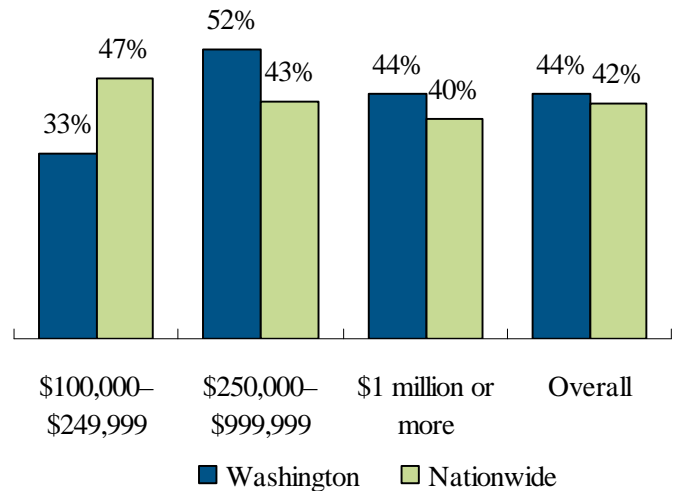
Report results/outcomes of programs	91%
Give feedback on contracting procedures	64%

Actions Taken by Human Service Nonprofits in 2009



RECESSION

Nonprofits with Deficits, by Expenditure Size



Washington Nonprofits Experiencing Declines in Revenue

Local government agencies	52%
State government agencies	51%
Federal government agencies.	23%
Individual donations	50%
Private foundations	44%
Corporate donations	60%
Investment income	66%

Source: The Urban Institute National Survey of Nonprofit-Government Contracting and Grants, 2010.

Notes: Percentages may not sum to 100 because of rounding. Full report available at <http://www.urban.org/url.cfm?ID=412159>.

a. Number is based on a selected group of direct human service providers with budgets greater than \$100,000.

b. See appendix for more details on state rankings.

n.r. Data not reported or too few respondents answered the question.

WEST VIRGINIA

National Study of Nonprofit-
Government Contracting
Survey Results (2009 Data)

NONPROFIT-GOVERNMENT CONTRACTS AND GRANTS: OVERVIEW

Human Service Nonprofits with Government Contracts/Grants^a

Number257

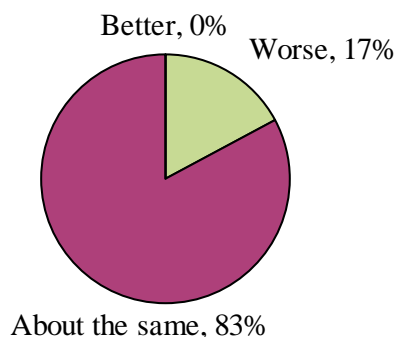
Types of Nonprofits with Government Contracts/Grants

Crime and legal-related< 1%
Employment 10%
Food, agriculture, and nutrition< 1%
Housing and shelter 9%
Public safety and disaster relief< 1%
Youth development1%
Human service: multipurpose66%
Community and economic development 14%
Total contracts/grants100%

Nonprofits with Government Contracts/Grants, by Level

Local government55%
State government 93%
Federal government 86%

2009 Government Contracting Experience Compared to Prior Years



Number of Government Contracts/Grants per Nonprofit

1 government contract/grant7%
2–4 government contracts/grants 34%
5 or more government contracts/grants59%

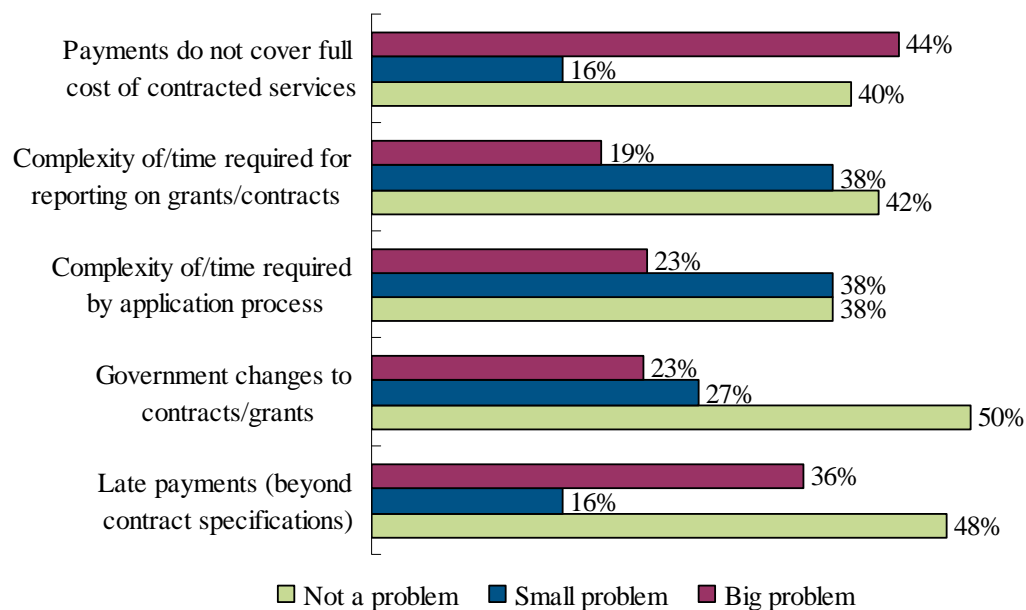
Total Nonprofit Government Contracts/Grants, by Level

Local government 1%
State government46%
Federal government53%

CONTRACTING PROBLEMS

Key Problems Reported for Government Contracts

State Ranking^b: Small and Big Problems



1 = highest percentage of nonprofits with problems;
51 = lowest percentage of nonprofits with problems

CONTRACTING PROBLEMS (CONT'D)

Nonprofits with Late Payments from Government

West Virginia	41%
Nationwide	41%

Most Common Past Due Period for Government Contract/Grant Payments, by Level

Local government	n.r.
State government	30 days
Federal government	90 days or more

CONTRACT LIMITATIONS

Nonprofits Reporting Contract Limitations, by Type

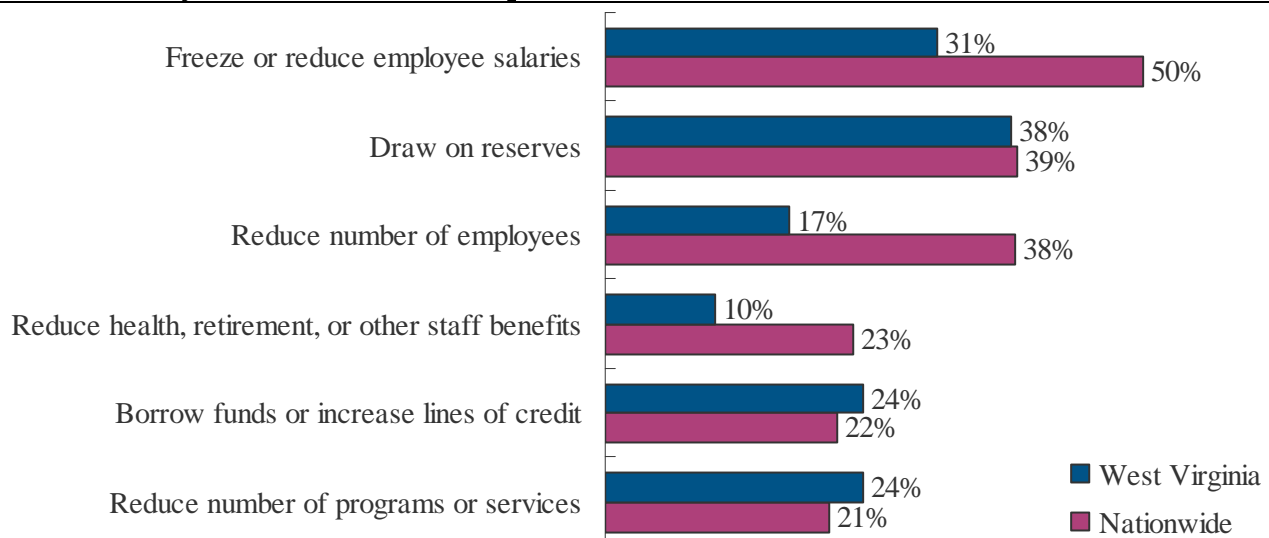
Require matching or sharing costs.	69%
Limit program administrative/overhead.	59%
Limit organization administrative/overhead	59%

ACCOUNTABILITY AND REPORTING

Nonprofits That Report Outcomes or Give Feedback to the Government

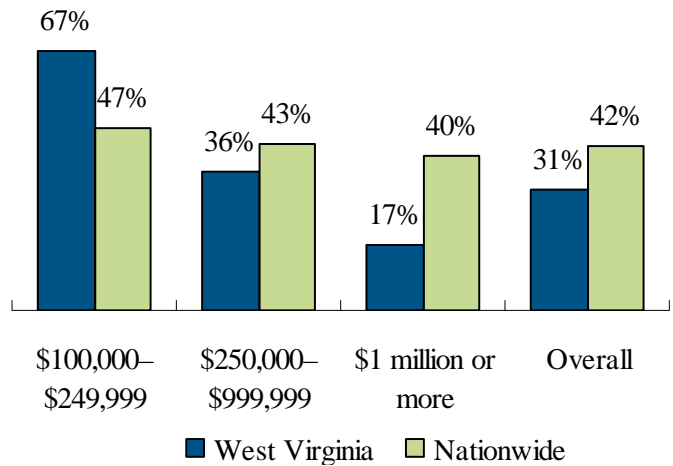
Report results/outcomes of programs	90%
Give feedback on contracting procedures	64%

Actions Taken by Human Service Nonprofits in 2009



RECESSION

Nonprofits with Deficits, by Expenditure Size



West Virginia Nonprofits Experiencing Declines in Revenue

Local government agencies	6%
State government agencies	23%
Federal government agencies.	17%
Individual donations	41%
Private foundations	47%
Corporate donations	53%
Investment income	53%

Source: The Urban Institute National Survey of Nonprofit-Government Contracting and Grants, 2010.

Notes: Percentages may not sum to 100 because of rounding. Full report available at <http://www.urban.org/url.cfm?ID=412159>.

a. Number is based on a selected group of direct human service providers with budgets greater than \$100,000.

b. See appendix for more details on state rankings.

n.r. Data not reported or too few respondents answered the question.

WISCONSIN

National Study of Nonprofit-
Government Contracting
Survey Results (2009 Data)

NONPROFIT-GOVERNMENT CONTRACTS AND GRANTS: OVERVIEW

Human Service Nonprofits with Government Contracts/Grants^a

Number738

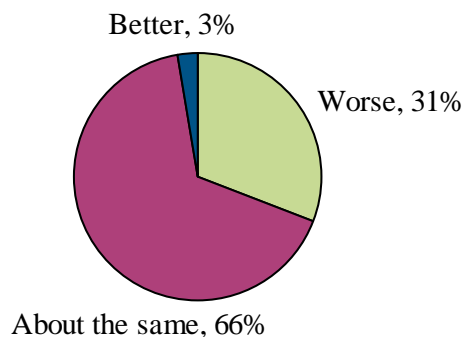
Types of Nonprofits with Government Contracts/Grants

Crime and legal-related7%
Employment6%
Food, agriculture, and nutrition< 1%
Housing and shelter9%
Public safety and disaster relief< 1%
Youth development6%
Human service: multipurpose55%
Community and economic development18%
Total contracts/grants100%

Nonprofits with Government Contracts/Grants, by Level

Local government80%
State government85%
Federal government88%

2009 Government Contracting Experience Compared to Prior Years



Number of Government Contracts/Grants per Nonprofit

1 government contract/grant33%
2–4 government contracts/grants40%
5 or more government contracts/grants28%

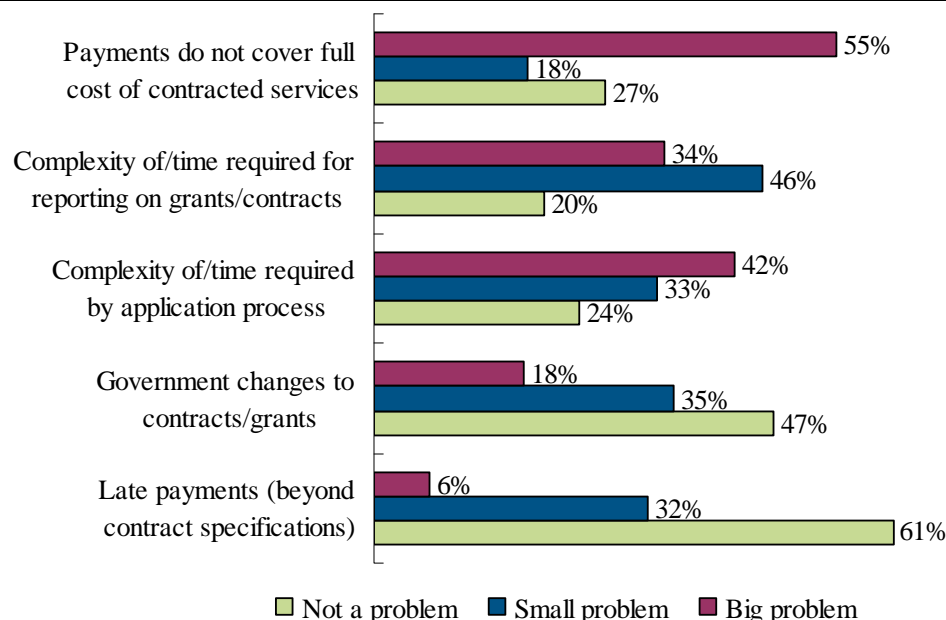
Total Nonprofit Government Contracts/Grants, by Level

Local government24%
State government17%
Federal government59%

CONTRACTING PROBLEMS

Key Problems Reported for Government Contracts

State Ranking^b: Small and Big Problems



1 = highest percentage of nonprofits with problems;
51 = lowest percentage of nonprofits with problems

CONTRACTING PROBLEMS (CONT'D)

Nonprofits with Late Payments from Government

Wisconsin	33%
Nationwide	41%

Most Common Past Due Period for Government Contract/Grant Payments, by Level

Local government	n.r.
State government	30 days
Federal government	n.r.

CONTRACT LIMITATIONS

Nonprofits Reporting Contract Limitations, by Type

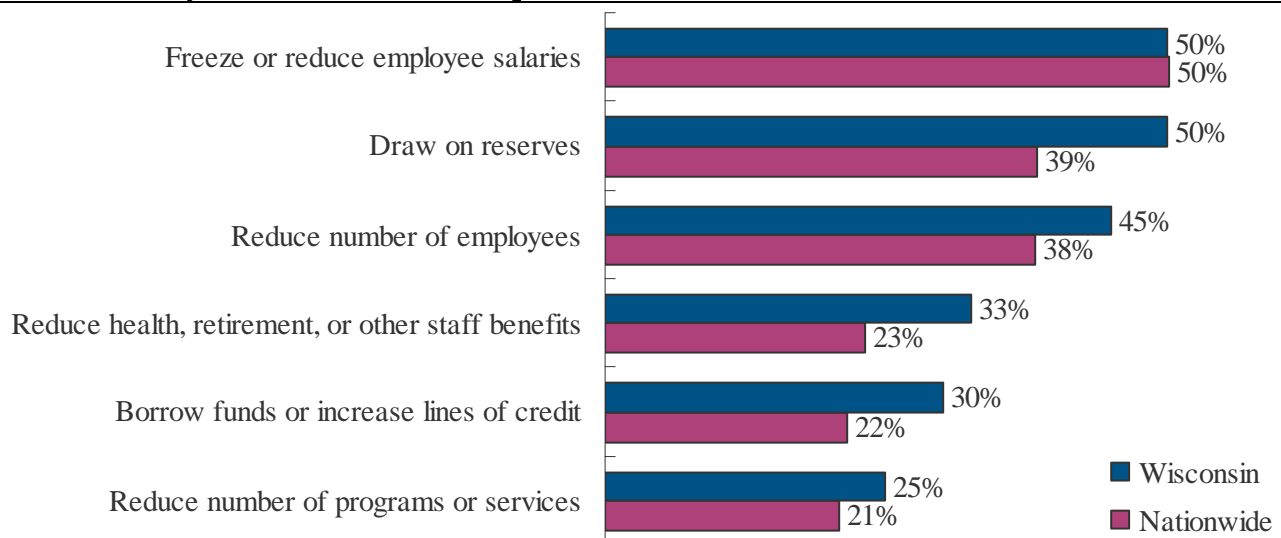
Require matching or sharing costs.	51%
Limit program administrative/overhead.	41%
Limit organization administrative/overhead	44%

ACCOUNTABILITY AND REPORTING

Nonprofits That Report Outcomes or Give Feedback to the Government

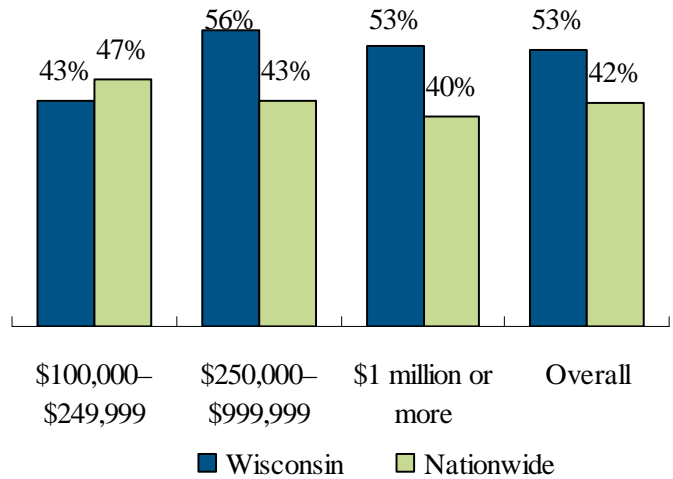
Report results/outcomes of programs	79%
Give feedback on contracting procedures	65%

Actions Taken by Human Service Nonprofits in 2009



RECESSION

Nonprofits with Deficits, by Expenditure Size



Wisconsin Nonprofits Experiencing Declines in Revenue

Local government agencies	61%
State government agencies	47%
Federal government agencies.	29%
Individual donations	39%
Private foundations	46%
Corporate donations	52%
Investment income	71%

Source: The Urban Institute National Survey of Nonprofit-Government Contracting and Grants, 2010.

Notes: Percentages may not sum to 100 because of rounding. Full report available at <http://www.urban.org/url.cfm?ID=412159>.

a. Number is based on a selected group of direct human service providers with budgets greater than \$100,000.

b. See appendix for more details on state rankings.

n.r. Data not reported or too few respondents answered the question.

WYOMING

National Study of Nonprofit-
Government Contracting
Survey Results (2009 Data)

NONPROFIT-GOVERNMENT CONTRACTS AND GRANTS: OVERVIEW

Human Service Nonprofits with Government Contracts/Grants^a

Number118

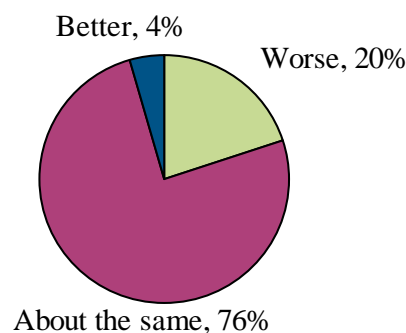
Types of Nonprofits with Government Contracts/Grants

Crime and legal-related	4%
Employment	4%
Food, agriculture, and nutrition	4%
Housing and shelter	11%
Public safety and disaster relief	< 1%
Youth development	6%
Human service: multipurpose	71%
Community and economic development	< 1%
Total contracts/grants	100%

Nonprofits with Government Contracts/Grants, by Level

Local government	77%
State government	88%
Federal government	85%

2009 Government Contracting Experience Compared to Prior Years



Number of Government Contracts/Grants per Nonprofit

1 government contract/grant	6%
2–4 government contracts/grants	56%
5 or more government contracts/grants	38%

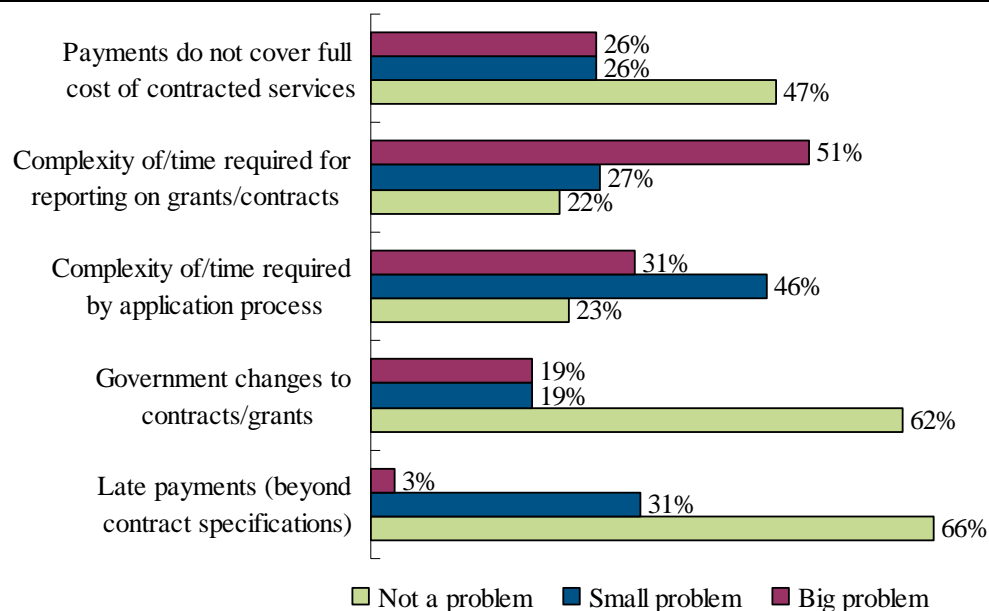
Total Nonprofit Government Contracts/Grants, by Level

Local government	4%
State government	50%
Federal government	46%

CONTRACTING PROBLEMS

Key Problems Reported for Government Contracts

State Ranking^b: Small and Big Problems



1 = highest percentage of nonprofits with problems;
51 = lowest percentage of nonprofits with problems

CONTRACTING PROBLEMS (CONT'D)

Nonprofits with Late Payments from Government

Wyoming	26%
Nationwide	41%

Most Common Past Due Period for Government Contract/Grant Payments, by Level

Local government	n.r.
State government	90 days or more
Federal government	90 days or more

CONTRACT LIMITATIONS

Nonprofits Reporting Contract Limitations, by Type

Require matching or sharing costs.	66%
Limit program administrative/overhead.	65%
Limit organization administrative/overhead . . .	71%

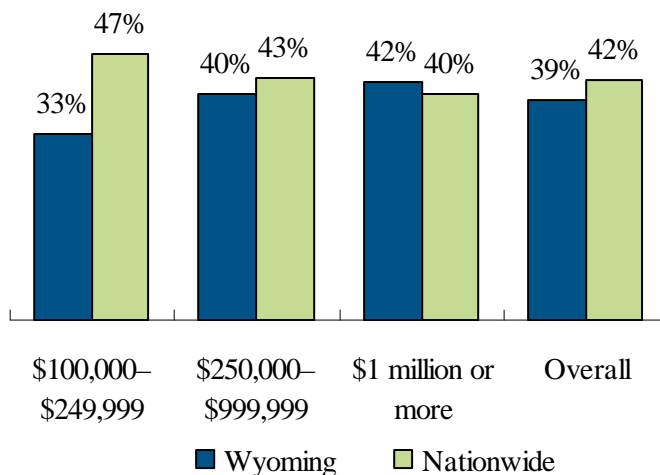
ACCOUNTABILITY AND REPORTING

Nonprofits That Report Outcomes or Give Feedback to the Government

Report results/outcomes of programs	93%
Give feedback on contracting procedures	72%

RECESSION

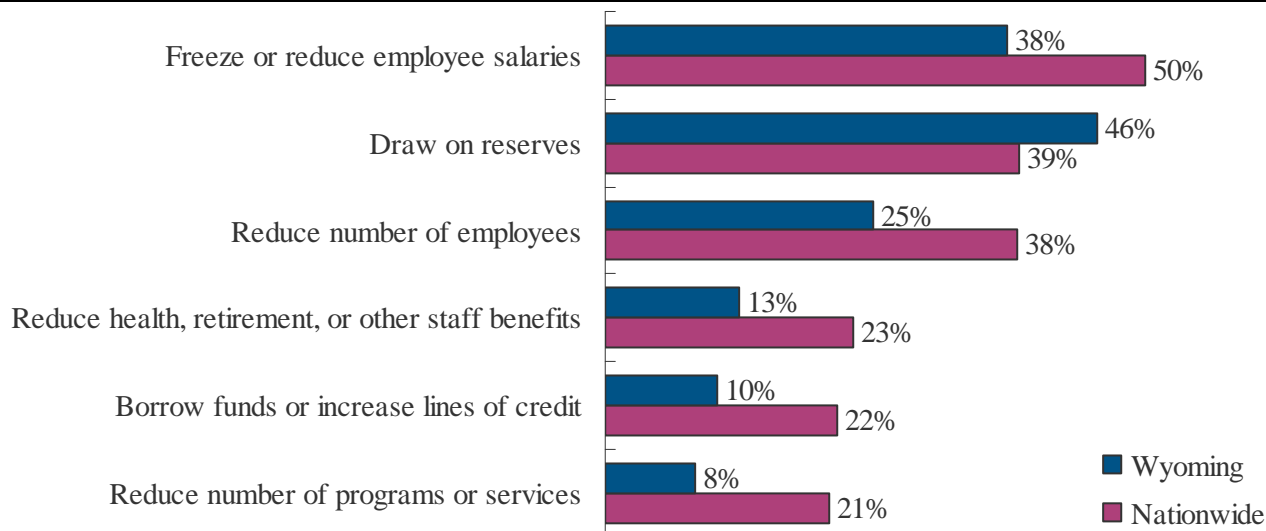
Nonprofits with Deficits, by Expenditure Size



Wyoming Nonprofits Experiencing Declines in Revenue

Local government agencies	41%
State government agencies	55%
Federal government agencies.	37%
Individual donations	38%
Private foundations	56%
Corporate donations	50%
Investment income	81%

Actions Taken by Human Service Nonprofits in 2009



Source: The Urban Institute, National Survey of Nonprofit-Government Contracting and Grants, 2010.

Notes: Percentages may not sum to 100 because of rounding. Full report available at <http://www.urban.org/url.cfm?ID=412159>.

a. Number is based on a selected group of direct human service providers with budgets greater than \$100,000.

b. See appendix for more details on state rankings.

n.r. Data not reported or too few respondents answered the question.

STATE RANKINGS

STATE RANKINGS

National Study of Nonprofit-
Government Contracting
Survey Results (2009 Data)

NUMBER OF HUMAN SERVICE ORGANIZATIONS WITH CONTRACTS

Nationwide

32,697 human service organizations have government contracts and grants*

RANK	STATE	NUMBER*	RANK	STATE	NUMBER*
1	California	3,196	27	Kentucky	393
2	New York	2,758	28	South Carolina	373
3	Texas	1,706	29	Oklahoma	359
4	Pennsylvania	1,651	30	Arizona	355
5	Ohio	1,562	31	Kansas	341
6	Florida	1,512	32	Arkansas	309
7	Illinois	1,385	33	District of Columbia	289
8	Michigan	997	34	New Mexico	265
9	North Carolina	972	35	Nebraska	260
10	Massachusetts	932	36	West Virginia	257
11	Minnesota	854	37	Mississippi	242
12	Washington	823	38	New Hampshire	218
13	New Jersey	743	39	Montana	209
14	Wisconsin	738	40	Maine	202
15	Missouri	723	41	Rhode Island	192
16	Maryland	717	42	Utah	182
17	Indiana	709	43	Vermont	162
18	Virginia	700	44	Hawaii	161
19	Georgia	675	45	Nevada	142
20	Tennessee	661	46	Alaska	136
21	Colorado	649	47	North Dakota	128
22	Connecticut	509	48	South Dakota	127
23	Oregon	508	49	Delaware	120
24	Louisiana	473	50	Wyoming	118
25	Iowa	468	51	Idaho	113
26	Alabama	423			

1=largest number of organizations with contracts;
51=smallest number of organizations with contracts

Source: The Urban Institute, National Survey of Nonprofit-Government Contracting and Grants, 2010.

Notes: The full report is available at <http://www.urban.org/url.cfm?ID=412159>. Rankings are based on survey results and may not be statistically significant because they are subject to sampling error. See appendix for details on state rankings.

*Number is based on a selected group of direct human service providers with budgets greater than \$100,000.

STATE RANKINGS

National Study of Nonprofit-
Government Contracting
Survey Results (2009 Data)

NUMBER OF GOVERNMENT CONTRACTS AND GRANTS

Nationwide

There are 188,719 human service nonprofit-government contracts and grants*

RANK	STATE	NUMBER*	RANK	STATE	NUMBER*
1	California	22,489	27	Tennessee	2,108
2	New York	18,101	28	Kansas	1,638
3	Pennsylvania	14,023	29	West Virginia	1,630
4	Ohio	9,762	30	Oklahoma	1,587
5	Michigan	8,578	31	Rhode Island	1,562
6	Illinois	7,625	32	Alabama	1,372
7	Florida	7,583	33	Mississippi	1,226
8	Washington	7,167	34	Hawaii	1,220
9	Texas	6,776	35	New Hampshire	1,217
10	New Jersey	4,804	36	Utah	1,194
11	Massachusetts	4,767	37	Montana	1,154
12	Maryland	4,617	37	Nebraska	1,154
13	Virginia	4,405	39	South Carolina	1,133
14	Minnesota	4,383	40	New Mexico	1,111
15	Missouri	4,059	41	Arkansas	1,068
16	North Carolina	3,886	42	Vermont	995
17	Wisconsin	3,553	43	Maine	991
18	Arizona	3,467	44	District of Columbia	882
19	Georgia	3,269	45	Alaska	878
20	Indiana	3,007	46	Delaware	745
21	Iowa	2,690	47	North Dakota	658
22	Connecticut	2,599	48	Nevada	637
23	Kentucky	2,505	49	South Dakota	609
24	Colorado	2,449	50	Wyoming	515
25	Louisiana	2,264	51	Idaho	486
26	Oregon	2,122			

1=largest number of government contracts and grants;
51=smallest number of government contracts and grants

Source: The Urban Institute, National Survey of Nonprofit-Government Contracting and Grants, 2010.

Notes: The full report is available at <http://www.urban.org/url.cfm?ID=412159>. Rankings are based on survey results and may not be statistically significant because they are subject to sampling error. See appendix for details on state rankings.

*Number is based on a selected group of direct human service providers with budgets greater than \$100,000.

STATE RANKINGS

National Study of Nonprofit-
Government Contracting
Survey Results (2009 Data)

2009 GOVERNMENT CONTRACTING EXPERIENCE COMPARED TO PRIOR YEARS

Nationwide

31% of human service nonprofits had a worse experience in 2009 compared to prior years

RANK	STATE	PERCENT	RANK	STATE	PERCENT
1	Illinois	57	27	Arizona	27
2	Hawaii	56	27	Minnesota	27
3	Iowa	45	29	Massachusetts	26
3	Pennsylvania	45	29	South Dakota	26
5	Kansas	43	29	Virginia	26
6	North Carolina	41	32	District of Columbia	25
6	Nevada	41	32	Delaware	25
8	New Hampshire	39	32	Kentucky	25
9	Georgia	38	32	Louisiana	25
9	Maine	38	32	Nebraska	25
11	Idaho	37	32	Oregon	25
11	South Carolina	37	38	Colorado	24
13	Ohio	36	38	Connecticut	24
14	Rhode Island	35	38	Texas	24
15	Florida	33	41	New Jersey	23
15	Utah	33	42	Mississippi	21
15	Vermont	33	43	Missouri	20
18	Indiana	32	43	Washington	20
18	New York	32	43	Wyoming	20
20	California	31	46	Montana	19
20	Oklahoma	31	47	Alaska	17
20	Wisconsin	31	47	Tennessee	17
23	Michigan	30	47	West Virginia	17
24	Alabama	28	50	North Dakota	11
24	Maryland	28	51	Arkansas	6
24	New Mexico	28			

1=highest percentage of nonprofits reporting worse experiences;
51=lowest percentage of nonprofits reporting worse experiences

Source: The Urban Institute, National Survey of Nonprofit-Government Contracting and Grants, 2010.

Notes: The full report is available at <http://www.urban.org/url.cfm?ID=412159>. Rankings are based on survey results and may not be statistically significant because they are subject to sampling error. See appendix for details on state rankings.

STATE RANKINGS

National Study of Nonprofit-
Government Contracting
Survey Results (2009 Data)

NONPROFITS WITH LATE PAYMENTS FROM GOVERNMENT

Nationwide

41% of human service nonprofits reported late payments

RANK	STATE	PERCENT	RANK	STATE	PERCENT
1	Illinois	72	26	North Dakota	37
2	Maine	64	28	Iowa	35
2	Pennsylvania	64	29	Nebraska	33
4	Rhode Island	61	29	Vermont	33
5	Georgia	55	29	Wisconsin	33
6	District of Columbia	50	32	Idaho	32
6	Hawaii	50	32	Minnesota	32
8	California	49	32	Virginia	32
8	Indiana	49	35	Arizona	31
10	Nevada	48	35	New Mexico	31
10	New York	48	35	Utah	31
12	Maryland	44	38	New Hampshire	30
12	Michigan	44	39	Florida	28
12	Ohio	44	40	Alaska	27
15	Alabama	43	40	Oregon	27
15	Connecticut	43	42	Massachusetts	26
17	Kentucky	42	42	Wyoming	26
17	North Carolina	42	44	Missouri	25
17	New Jersey	42	45	Texas	24
20	West Virginia	41	46	Colorado	22
21	Tennessee	40	46	South Carolina	22
22	Kansas	39	48	Washington	21
22	Louisiana	39	49	Montana	16
22	Mississippi	39	50	South Dakota	13
25	Oklahoma	38	51	Arkansas	12
26	Delaware	37			

1=highest percentage of nonprofits reporting late payments;
51=lowest percentage of nonprofits reporting late payments

Source: The Urban Institute, National Survey of Nonprofit-Government Contracting and Grants, 2010.

Notes: The full report is available at <http://www.urban.org/url.cfm?ID=412159>. Rankings are based on survey results and may not be statistically significant because they are subject to sampling error. See appendix for details on state rankings.

STATE RANKINGS

National Study of Nonprofit-
Government Contracting
Survey Results (2009 Data)

CONTRACTS AND GRANTS REQUIRE MATCHING OR SHARING COSTS

Nationwide

54% of human service nonprofits have contracts or grants that require matching or sharing of costs

RANK	STATE	PERCENT	RANK	STATE	PERCENT
1	New Hampshire	82	25	Utah	55
2	Idaho	74	28	Hawaii	53
3	Alaska	73	28	Iowa	53
4	West Virginia	69	30	Florida	52
5	Montana	67	31	Michigan	51
5	Rhode Island	67	31	Pennsylvania	51
7	Illinois	66	31	Wisconsin	51
7	Missouri	66	34	Delaware	50
7	Wyoming	66	34	Minnesota	50
10	North Dakota	65	34	Mississippi	50
11	Maryland	64	34	Washington	50
12	Alabama	63	38	Arkansas	48
13	Kentucky	61	38	Connecticut	48
14	Colorado	60	38	New York	48
15	California	59	38	South Carolina	48
15	Kansas	59	42	Texas	46
15	Louisiana	59	43	Massachusetts	44
15	North Carolina	59	43	New Mexico	44
19	Nebraska	58	43	South Dakota	44
20	Maine	57	46	District of Columbia	41
20	Ohio	57	46	Georgia	41
20	Virginia	57	46	Oklahoma	41
23	New Jersey	56	46	Oregon	41
23	Vermont	56	46	Tennessee	41
25	Indiana	55	51	Arizona	37
25	Nevada	55			

1=highest percentage of nonprofits that require matching;
51=lowest percentage of nonprofits that require matching

Source: The Urban Institute, National Survey of Nonprofit-Government Contracting and Grants, 2010.

Notes: The full report is available at <http://www.urban.org/url.cfm?ID=412159>. Rankings are based on survey results and may not be statistically significant because they are subject to sampling error. See appendix for details on state rankings.

STATE RANKINGS

National Study of Nonprofit-
Government Contracting
Survey Results (2009 Data)

CONTRACTS AND GRANTS LIMIT PROGRAM ADMINISTRATIVE/OVERHEAD COSTS

Nationwide

62% of human service nonprofits have contracts or grants that limit program administrative/overhead costs

RANK	STATE	PERCENT	RANK	STATE	PERCENT
1	Utah	78	26	Indiana	61
2	Michigan	76	26	Montana	61
3	Georgia	75	29	Maine	59
3	Idaho	75	29	North Carolina	59
3	Nevada	75	29	West Virginia	59
6	Arizona	73	32	Kansas	58
6	Maryland	73	32	Rhode Island	58
8	Missouri	71	34	Mississippi	56
8	Ohio	71	34	South Dakota	56
10	Delaware	70	34	Texas	56
11	Iowa	69	34	Vermont	56
11	New Jersey	69	38	Massachusetts	54
13	Connecticut	68	39	Nebraska	53
13	District of Columbia	68	40	Oregon	52
15	Illinois	67	40	Virginia	52
15	Louisiana	67	42	Colorado	51
15	Pennsylvania	67	43	Kentucky	50
18	New York	66	44	Minnesota	48
19	California	65	45	New Mexico	47
19	Florida	65	46	Arkansas	45
19	Wyoming	65	47	South Carolina	44
22	Alaska	64	48	Wisconsin	41
23	Tennessee	63	49	New Hampshire	38
24	Hawaii	62	49	Oklahoma	38
24	Washington	62	51	North Dakota	29
26	Alabama	61			

1=highest percentage of nonprofits that limit program/administrative overhead;

51=lowest percentage of nonprofits that limit program/administrative overhead

Source: The Urban Institute, National Survey of Nonprofit-Government Contracting and Grants, 2010.

Notes: The full report is available at <http://www.urban.org/url.cfm?ID=412159>. Rankings are based on survey results and may not be statistically significant because they are subject to sampling error. See appendix for details on state rankings.

STATE RANKINGS

National Study of Nonprofit-
Government Contracting
Survey Results (2009 Data)

CONTRACTS AND GRANTS LIMIT GENERAL ADMINISTRATIVE/OVERHEAD

Nationwide

58% of human service nonprofits have contracts or grants that limit general administrative/overhead costs

RANK	STATE	PERCENT	RANK	STATE	PERCENT
1	Connecticut	75	26	Montana	58
2	Georgia	74	28	Delaware	57
2	Idaho	74	28	Texas	57
4	Alaska	72	28	Washington	57
4	Maryland	72	31	Kansas	56
6	Arizona	71	32	Kentucky	54
6	New Jersey	71	32	Louisiana	54
6	Wyoming	71	34	Alabama	52
9	Utah	70	34	Mississippi	52
10	Florida	68	36	Nebraska	50
10	Hawaii	68	36	New Hampshire	50
10	Missouri	68	38	Oregon	48
13	Illinois	67	38	South Dakota	48
13	Rhode Island	67	40	North Carolina	46
15	California	64	41	Colorado	45
15	Michigan	64	41	Massachusetts	45
15	Nevada	64	41	Virginia	45
18	Vermont	63	44	New Mexico	44
19	Tennessee	62	44	Wisconsin	44
20	District of Columbia	61	46	Arkansas	42
20	New York	61	47	Maine	41
22	Indiana	60	48	Minnesota	36
22	Pennsylvania	60	48	South Carolina	36
24	Ohio	59	50	Oklahoma	34
24	West Virginia	59	51	North Dakota	28
26	Iowa	58			

1=highest percentage of nonprofits that have limits on organization overhead;
51= lowest percentage of nonprofits that have limits on organization overhead

Source: The Urban Institute, National Survey of Nonprofit-Government Contracting and Grants, 2010.

Notes: The full report is available at <http://www.urban.org/url.cfm?ID=412159>. Rankings are based on survey results and may not be statistically significant because they are subject to sampling error. See appendix for details on state rankings.

STATE RANKINGS

National Study of Nonprofit-
Government Contracting
Survey Results (2009 Data)

CONTRACTS AND GRANTS REQUIRE NONPROFITS TO REPORT RESULTS/OUTCOMES OF PROGRAMS

Nationwide

89% of human service nonprofits report results or outcomes of programs

RANK	STATE	PERCENT	RANK	STATE	PERCENT
1	Hawaii	100	23	Vermont	90
1	Idaho	100	23	West Virginia	90
3	Indiana	98	29	Alaska	89
4	Alabama	97	29	California	89
4	New Jersey	97	29	Michigan	89
6	Nevada	96	29	Missouri	89
6	New York	96	29	New Mexico	89
8	Montana	95	29	Texas	89
9	District of Columbia	94	35	Florida	88
10	Colorado	93	35	Georgia	88
10	North Dakota	93	35	Massachusetts	88
10	Utah	93	35	Oregon	88
10	Wyoming	93	35	Virginia	88
14	Kentucky	92	40	Connecticut	86
14	Louisiana	92	40	North Carolina	86
14	South Dakota	92	40	Ohio	86
17	Arkansas	91	43	Illinois	85
17	Maryland	91	43	South Carolina	85
17	Minnesota	91	45	Oklahoma	83
17	New Hampshire	91	46	Nebraska	82
17	Rhode Island	91	47	Arizona	81
17	Washington	91	47	Mississippi	81
23	Delaware	90	49	Kansas	80
23	Maine	90	50	Wisconsin	79
23	Pennsylvania	90	51	Iowa	77
23	Tennessee	90			

1=highest percentage of nonprofits that report results/outcomes of programs;
51=lowest percentage of nonprofits that report results/outcomes of programs

Source: The Urban Institute, National Survey of Nonprofit-Government Contracting and Grants, 2010.

Notes: The full report is available at <http://www.urban.org/url.cfm?ID=412159>. Rankings are based on survey results and may not be statistically significant because they are subject to sampling error. See appendix for details on state rankings.

STATE RANKINGS

National Study of Nonprofit-
Government Contracting
Survey Results (2009 Data)

NONPROFITS REQUIRED TO PROVIDE FEEDBACK TO THE GOVERNMENT ON CONTRACTING PROCEDURES

Nationwide

62% of human service nonprofits provide feedback to government on contracting procedures

RANK	STATE	PERCENT	RANK	STATE	PERCENT
1	Maine	86	25	Virginia	62
2	Minnesota	77	28	Texas	61
3	Illinois	72	29	Arizona	60
3	Oklahoma	72	29	Kansas	60
3	Wyoming	72	29	Pennsylvania	60
6	Arkansas	71	29	Vermont	60
6	Kentucky	71	33	Indiana	59
6	Nevada	71	33	South Carolina	59
9	New Jersey	69	35	Missouri	58
10	North Dakota	68	35	Mississippi	58
10	New York	68	35	Oregon	58
12	Delaware	66	38	Ohio	57
12	Idaho	66	39	Utah	56
12	Maryland	66	40	California	55
15	Iowa	65	40	Rhode Island	55
15	Louisiana	65	42	Colorado	54
15	Wisconsin	65	42	New Mexico	54
18	Florida	64	44	Alaska	53
18	Hawaii	64	44	Montana	53
18	Massachusetts	64	44	Tennessee	53
18	North Carolina	64	47	New Hampshire	52
18	Washington	64	47	South Dakota	52
18	West Virginia	64	49	District of Columbia	50
24	Georgia	63	50	Connecticut	41
25	Alabama	62	50	Nebraska	41
25	Michigan	62			

1=highest percentage of nonprofits that give feedback to the government on contracting procedures;
51=lowest percentage of nonprofits that give feedback to the government on contracting procedures

Source: The Urban Institute, National Survey of Nonprofit-Government Contracting and Grants, 2010.

Notes: The full report is available at <http://www.urban.org/url.cfm?ID=412159>. Rankings are based on survey results and may not be statistically significant because they are subject to sampling error. See appendix for details on state rankings.

STATE RANKINGS

National Study of Nonprofit-
Government Contracting
Survey Results (2009 Data)

PERCENT OF NONPROFITS REPORTING DEFICITS

Nationwide

42% of human service nonprofits reported deficits

RANK	STATE	PERCENT	RANK	STATE	PERCENT
1	California	55	26	Virginia	40
2	District of Columbia	53	28	Colorado	39
2	Wisconsin	53	28	Wyoming	39
4	North Carolina	52	30	Maine	38
5	Connecticut	50	30	Mississippi	38
5	Georgia	50	30	Nevada	38
5	New Mexico	50	30	Ohio	38
5	Tennessee	50	30	Oregon	38
9	Arizona	48	35	Montana	37
9	Iowa	48	35	New Jersey	37
9	Massachusetts	48	37	Florida	36
9	South Carolina	48	37	Kansas	36
13	Delaware	47	37	Michigan	36
13	Maryland	47	37	Pennsylvania	36
15	Louisiana	46	41	Alaska	35
15	Missouri	46	41	Hawaii	35
17	Indiana	45	41	North Dakota	35
17	Texas	45	44	Alabama	34
19	Idaho	44	45	New York	33
19	Vermont	44	45	Rhode Island	33
19	Washington	44	45	Utah	33
22	Illinois	43	48	Arkansas	32
22	Oklahoma	43	49	West Virginia	31
24	Kentucky	42	50	South Dakota	30
25	New Hampshire	41	51	Nebraska	29
26	Minnesota	40			

1=highest percentage of nonprofits with deficits;
51=lowest percentage of nonprofits with deficits

Source: The Urban Institute, National Survey of Nonprofit-Government Contracting and Grants, 2010.

Notes: The full report is available at <http://www.urban.org/url.cfm?ID=412159>. Rankings are based on survey results and may not be statistically significant because they are subject to sampling error. See appendix for details on state rankings.

STATE RANKINGS

National Study of Nonprofit-
Government Contracting
Survey Results (2009 Data)

NONPROFITS EXPERIENCING REDUCED REVENUE FROM LOCAL GOVERNMENT AGENCIES

Nationwide

49% of human service nonprofits experienced reduced revenue from local government agencies

RANK	STATE	PERCENT	RANK	STATE	PERCENT
1	Arizona	80	27	Alabama	45
2	South Carolina	73	27	Colorado	45
3	New Hampshire	68	27	Delaware	45
4	Minnesota	67	27	Iowa	45
5	Virginia	66	27	Pennsylvania	45
6	District of Columbia	64	32	Montana	43
7	Georgia	62	33	Michigan	42
8	Wisconsin	61	33	New Mexico	42
9	Florida	60	35	Rhode Island	41
9	Ohio	60	35	South Dakota	41
11	Hawaii	59	35	Wyoming	41
12	Maine	58	38	Alaska	39
13	Illinois	55	39	Indiana	38
13	Nevada	55	39	Oregon	38
15	New York	54	41	Connecticut	35
16	Kansas	52	41	Vermont	35
16	Massachusetts	52	43	Missouri	34
16	Maryland	52	44	Idaho	32
16	North Carolina	52	45	Nebraska	29
16	Washington	52	46	Kentucky	25
21	Mississippi	50	47	Oklahoma	23
21	New Jersey	50	48	Arkansas	21
21	Utah	50	49	Texas	19
24	Tennessee	48	50	North Dakota	15
25	Louisiana	47	51	West Virginia	6
26	California	46			

1=highest percentage of nonprofits with declines from local government agencies;

51=lowest percentage of nonprofits with declines from local government agencies

Source: The Urban Institute, National Survey of Nonprofit-Government Contracting and Grants, 2010.

Notes: The full report is available at <http://www.urban.org/url.cfm?ID=412159>. Rankings are based on survey results and may not be statistically significant because they are subject to sampling error. See appendix for details on state rankings.

STATE RANKINGS

National Study of Nonprofit-
Government Contracting
Survey Results (2009 Data)

NONPROFITS EXPERIENCING REDUCED REVENUE FROM STATE GOVERNMENT AGENCIES

Nationwide

56% of human service nonprofits experienced reduced revenue from state government agencies

RANK	STATE	PERCENT	RANK	STATE	PERCENT
1	Kansas	81	27	Iowa	54
2	Maine	78	27	Minnesota	54
3	Hawaii	76	27	Pennsylvania	54
4	New Mexico	73	27	Rhode Island	54
4	Utah	73	31	Idaho	52
6	Maryland	71	31	New Hampshire	52
7	Delaware	70	33	Washington	51
7	Georgia	70	34	Missouri	50
7	North Carolina	70	34	Oregon	50
10	Louisiana	68	36	Kentucky	47
11	Arizona	67	36	Wisconsin	47
11	Massachusetts	67	38	Tennessee	45
13	Ohio	64	39	Connecticut	44
13	South Carolina	64	40	New Jersey	43
15	Virginia	63	41	Indiana	39
16	New York	62	41	Nebraska	39
17	California	60	43	Arkansas	36
17	Illinois	60	44	Texas	34
19	Alabama	59	45	Montana	29
20	Florida	58	46	West Virginia	23
20	Oklahoma	58	47	Mississippi	21
22	Colorado	57	47	South Dakota	21
23	Michigan	55	49	Alaska	18
23	Nevada	55	50	North Dakota	12
23	Vermont	55	0	District of Columbia	0
23	Wyoming	55			

1=highest percentage of nonprofits with declines from state government agencies;
50=lowest percentage of nonprofits with declines from state government agencies

Source: The Urban Institute, National Survey of Nonprofit-Government Contracting and Grants, 2010.

Notes: The full report is available at <http://www.urban.org/url.cfm?ID=412159>. Rankings are based on survey results and may not be statistically significant because they are subject to sampling error. See appendix for details on state rankings.

STATE RANKINGS

National Study of Nonprofit-
Government Contracting
Survey Results (2009 Data)

NONPROFITS EXPERIENCING REDUCED REVENUE FROM FEDERAL GOVERNMENT AGENCIES

Nationwide

31% of human service nonprofits experienced reduced revenue from federal government agencies

RANK	STATE	PERCENT	RANK	STATE	PERCENT
1	Louisiana	62	27	Kansas	29
2	Alabama	56	27	Missouri	29
3	Georgia	48	27	New Jersey	29
4	Mississippi	45	27	New York	29
5	New Hampshire	42	27	Wisconsin	29
5	Utah	42	32	Nebraska	28
7	Ohio	41	33	Alaska	27
8	Minnesota	40	33	Massachusetts	27
9	Iowa	38	35	California	26
9	Idaho	38	35	Montana	26
9	Vermont	38	35	Oregon	26
12	Oklahoma	37	35	Virginia	26
12	Wyoming	37	39	Arizona	25
14	Illinois	36	40	Tennessee	24
14	Indiana	36	41	Washington	23
14	New Mexico	36	42	Kentucky	22
17	Connecticut	35	43	Arkansas	21
17	Maryland	35	43	Florida	21
17	Michigan	35	43	Rhode Island	21
17	North Carolina	35	46	Delaware	19
21	Pennsylvania	34	47	Colorado	18
22	District of Columbia	33	48	West Virginia	17
22	Nevada	33	49	South Dakota	16
22	South Carolina	33	50	Hawaii	9
25	Maine	32	51	North Dakota	7
26	Texas	31			

1=highest percentage of nonprofits with declines from federal government agencies;
50=lowest percentage of nonprofits with declines from federal government agencies

Source: The Urban Institute, National Survey of Nonprofit-Government Contracting and Grants, 2010.

Notes: The full report is available at <http://www.urban.org/url.cfm?ID=412159>. Rankings are based on survey results and may not be statistically significant because they are subject to sampling error. See appendix for details on state rankings.

STATE RANKINGS

National Study of Nonprofit-
Government Contracting
Survey Results (2009 Data)

NONPROFITS EXPERIENCING REDUCED REVENUE FROM INDIVIDUAL DONATIONS

Nationwide

50% of human service nonprofits experienced reduced revenue from individual donations

RANK	STATE	PERCENT	RANK	STATE	PERCENT
1	Louisiana	78	26	District of Columbia	50
2	New Mexico	75	26	Texas	50
3	Mississippi	72	26	Washington	50
4	Nevada	71	30	Michigan	49
5	Indiana	66	30	North Carolina	49
6	Colorado	63	32	Florida	48
6	Iowa	63	32	North Dakota	48
8	California	61	34	South Dakota	47
8	Connecticut	61	35	Virginia	45
10	Kansas	59	36	Vermont	44
10	Kentucky	59	37	Delaware	43
10	Montana	59	38	Massachusetts	41
13	Illinois	58	38	Minnesota	41
13	South Carolina	58	38	West Virginia	41
15	Georgia	57	41	Missouri	40
16	Maine	56	42	Pennsylvania	39
16	Tennessee	56	42	Wisconsin	39
18	New Jersey	55	44	Arizona	38
19	Utah	54	44	Nebraska	38
20	Ohio	53	44	Wyoming	38
21	Alabama	52	47	Maryland	37
21	Hawaii	52	48	New York	36
21	Idaho	52	49	New Hampshire	35
21	Oklahoma	52	50	Oregon	28
25	Alaska	51	51	Rhode Island	23
26	Arkansas	50			

1=highest percentage of nonprofits with declines from individual donations;

51=lowest percentage of nonprofits with declines from individual donations

Source: The Urban Institute, National Survey of Nonprofit-Government Contracting and Grants, 2010.

Notes: The full report is available at <http://www.urban.org/url.cfm?ID=412159>. Rankings are based on survey results and may not be statistically significant because they are subject to sampling error. See appendix for details on state rankings.

STATE RANKINGS

National Study of Nonprofit-
Government Contracting
Survey Results (2009 Data)

NONPROFITS EXPERIENCING REDUCED REVENUE FROM PRIVATE FOUNDATIONS

Nationwide

53% of human service nonprofits experienced reduced revenue from private foundations

RANK	STATE	PERCENT	RANK	STATE	PERCENT
1	New Jersey	79	26	Kansas	50
2	Oklahoma	78	26	Maryland	50
3	Louisiana	73	26	Michigan	50
4	Alabama	71	26	Missouri	50
5	District of Columbia	67	26	Ohio	50
6	New Mexico	65	32	Vermont	49
7	Nevada	64	33	Minnesota	48
8	Illinois	62	34	Massachusetts	47
8	Utah	62	34	Texas	47
10	California	61	34	West Virginia	47
11	Georgia	60	37	Kentucky	46
11	Hawaii	60	37	Nebraska	46
13	Montana	59	37	Wisconsin	46
14	Idaho	58	40	Virginia	44
14	North Carolina	58	40	Washington	44
16	Indiana	57	42	Connecticut	43
17	Arizona	56	42	Maine	43
17	Mississippi	56	42	Tennessee	43
17	North Dakota	56	45	Iowa	42
17	Wyoming	56	46	Delaware	39
21	Alaska	55	46	Florida	39
21	South Carolina	55	46	New Hampshire	39
23	Pennsylvania	52	46	Oregon	39
24	Colorado	51	50	South Dakota	31
24	New York	51	51	Rhode Island	21
26	Arkansas	50			

1=highest percentage of nonprofits with declines from private foundations;
51=lowest percentage of nonprofits with declines from private foundations

Source: The Urban Institute, National Survey of Nonprofit-Government Contracting and Grants, 2010.

Notes: The full report is available at <http://www.urban.org/url.cfm?ID=412159>. Rankings are based on survey results and may not be statistically significant because they are subject to sampling error. See appendix for details on state rankings.

STATE RANKINGS

National Study of Nonprofit-
Government Contracting
Survey Results (2009 Data)

NONPROFITS EXPERIENCING REDUCED REVENUE FROM CORPORATE DONATIONS

Nationwide

59% of human service nonprofits experienced reduced revenue from corporate donations

RANK	STATE	PERCENT	RANK	STATE	PERCENT
1	Louisiana	93	27	District of Columbia	53
2	Illinois	78	27	Kentucky	53
3	Montana	74	27	Oregon	53
3	New Mexico	74	27	Texas	53
5	Nevada	73	27	West Virginia	53
5	Tennessee	73	32	Iowa	52
7	Alabama	68	32	Idaho	52
7	California	68	32	Michigan	52
7	Georgia	68	32	Rhode Island	52
7	Hawaii	68	32	Wisconsin	52
7	Kansas	68	37	Arizona	50
12	Utah	67	37	Pennsylvania	50
13	North Carolina	64	37	Wyoming	50
14	Florida	63	40	Alaska	49
15	Colorado	61	41	Arkansas	48
15	Mississippi	61	41	North Dakota	48
17	Washington	60	43	Massachusetts	47
18	Indiana	59	43	Minnesota	47
18	New Jersey	59	43	Missouri	47
18	Oklahoma	59	43	South Dakota	47
21	New York	58	43	Virginia	47
21	South Carolina	58	48	New Hampshire	46
23	Connecticut	57	49	Maryland	44
24	Nebraska	56	50	Maine	43
24	Ohio	56	51	Delaware	42
24	Vermont	56			

1=highest percentage of nonprofits with declines from corporate donations;
51=lowest percentage of nonprofits with declines from corporate donations

Source: The Urban Institute, National Survey of Nonprofit-Government Contracting and Grants, 2010.

Notes: The full report is available at <http://www.urban.org/url.cfm?ID=412159>. Rankings are based on survey results and may not be statistically significant because they are subject to sampling error. See appendix for details on state rankings.

STATE RANKINGS

National Study of Nonprofit-
Government Contracting
Survey Results (2009 Data)

NONPROFITS EXPERIENCING REDUCED REVENUE FROM INVESTMENT INCOME

Nationwide

72% of human service nonprofits experienced reduced revenue from investment income

RANK	STATE	PERCENT	RANK	STATE	PERCENT
1	Arizona	95	24	Montana	71
2	Georgia	94	24	Vermont	71
3	Kentucky	93	24	Wisconsin	71
3	Maine	93	30	Minnesota	70
3	Nevada	93	30	Utah	70
6	Colorado	88	32	North Dakota	69
7	Illinois	86	32	Virginia	69
8	Delaware	83	34	New York	67
8	Indiana	83	35	Washington	66
8	Massachusetts	83	36	Alaska	65
11	North Carolina	81	37	Mississippi	64
11	Wyoming	81	37	Ohio	64
13	Iowa	80	39	Louisiana	63
13	New Mexico	80	40	Maryland	62
15	New Jersey	78	41	Nebraska	60
16	New Hampshire	77	41	Rhode Island	60
16	Pennsylvania	77	43	Hawaii	59
18	Tennessee	76	43	Kansas	59
19	Alabama	75	43	Missouri	59
19	South Carolina	75	46	Michigan	58
21	Oklahoma	74	47	District of Columbia	57
22	California	72	48	Oregon	56
22	Florida	72	48	South Dakota	56
24	Arkansas	71	50	West Virginia	53
24	Connecticut	71	51	Texas	51
24	Idaho	71			

1=highest percentage of nonprofits with declines from investment income;
51=lowest percentage of nonprofits with declines from investment income

Source: The Urban Institute, National Survey of Nonprofit-Government Contracting and Grants, 2010.

Notes: The full report is available at <http://www.urban.org/url.cfm?ID=412159>. Rankings are based on survey results and may not be statistically significant because they are subject to sampling error. See appendix for details on state rankings.

STATE RANKINGS

National Study of Nonprofit-
Government Contracting
Survey Results (2009 Data)

NONPROFITS FROZE OR REDUCED SALARIES

Nationwide

50% of human service nonprofits froze or reduced salaries

RANK	STATE	PERCENT	RANK	STATE	PERCENT
1	Connecticut	66	25	New York	47
2	Illinois	65	25	Pennsylvania	47
3	Minnesota	64	29	Florida	46
4	District of Columbia	63	29	Louisiana	46
4	Georgia	63	31	Michigan	45
4	Rhode Island	63	31	Missouri	45
7	California	60	31	Washington	45
7	North Carolina	60	34	Iowa	44
9	Alabama	59	34	New Mexico	44
9	Tennessee	59	36	Oklahoma	41
11	Indiana	57	36	South Dakota	41
11	Ohio	57	38	Oregon	40
13	Arizona	56	39	New Hampshire	39
13	Hawaii	56	40	Kentucky	38
15	Colorado	55	40	Nebraska	38
15	Virginia	55	40	New Jersey	38
17	Kansas	54	40	Texas	38
18	Nevada	52	40	Wyoming	38
19	Vermont	51	45	Montana	36
20	Idaho	50	46	Maine	32
20	South Carolina	50	47	West Virginia	31
20	Wisconsin	50	48	Alaska	29
23	Massachusetts	49	48	Mississippi	29
23	Utah	49	50	North Dakota	25
25	Delaware	47	51	Arkansas	24
25	Maryland	47			

1=highest percentage of nonprofits that froze or reduced salaries;
51=lowest percentage of nonprofits that froze or reduced salaries

Source: The Urban Institute, National Survey of Nonprofit-Government Contracting and Grants, 2010.

Notes: The full report is available at <http://www.urban.org/url.cfm?ID=412159>. Rankings are based on survey results and may not be statistically significant because they are subject to sampling error. See appendix for details on state rankings.

STATE RANKINGS

National Study of Nonprofit-
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Survey Results (2009 Data)

NONPROFITS DREW ON RESERVES

Nationwide

39% of human service nonprofits drew on reserves

RANK	STATE	PERCENT	RANK	STATE	PERCENT
1	Indiana	62	24	West Virginia	38
2	Wisconsin	50	28	Delaware	37
3	Connecticut	48	29	Arkansas	36
4	Pennsylvania	46	29	Colorado	36
4	Wyoming	46	29	Minnesota	36
6	California	45	29	Missouri	36
7	Nebraska	44	29	Oregon	36
7	Utah	44	29	South Carolina	36
9	Louisiana	43	35	Kansas	35
9	Virginia	43	35	Massachusetts	35
11	Kentucky	42	37	Iowa	34
11	New Mexico	42	37	Nevada	34
11	Washington	42	37	New York	34
14	Alabama	41	40	Arizona	33
14	Maryland	41	40	Michigan	33
14	Montana	41	40	Ohio	33
14	New Jersey	41	43	Maine	32
14	Oklahoma	41	44	Alaska	31
19	North Carolina	40	44	Florida	31
19	North Dakota	40	46	Rhode Island	29
21	Mississippi	39	47	Vermont	28
21	New Hampshire	39	48	District of Columbia	26
21	Texas	39	49	Georgia	25
24	Hawaii	38	49	Tennessee	25
24	Idaho	38	51	South Dakota	22
24	Illinois	38			

1=highest percentage of nonprofits that drew on reserves;
51=lowest percentage of nonprofits that drew on reserves

Source: The Urban Institute, National Survey of Nonprofit-Government Contracting and Grants, 2010.

Notes: The full report is available at <http://www.urban.org/url.cfm?ID=412159>. Rankings are based on survey results and may not be statistically significant because they are subject to sampling error. See appendix for details on state rankings.

STATE RANKINGS

National Study of Nonprofit-
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NONPROFITS REDUCED THEIR NUMBER OF EMPLOYEES

Nationwide

38% of human service nonprofits reduced their number of employees

RANK	STATE	PERCENT	RANK	STATE	PERCENT
1	Maine	59	27	Iowa	34
2	California	56	27	Oklahoma	34
3	Illinois	54	29	New Hampshire	33
4	Connecticut	52	30	Pennsylvania	32
5	Arizona	48	30	Utah	32
5	Nevada	48	32	Montana	31
7	Delaware	47	32	New Jersey	31
8	Louisiana	46	32	Tennessee	31
9	Indiana	45	35	Missouri	30
9	Wisconsin	45	36	Colorado	29
11	North Carolina	44	36	Idaho	29
11	New York	44	36	Maryland	29
13	Florida	43	36	Rhode Island	29
13	Ohio	43	40	Texas	28
15	Alabama	41	41	Alaska	27
15	Hawaii	41	42	Oregon	26
15	Nebraska	41	42	South Dakota	26
15	Washington	41	44	Georgia	25
19	Vermont	40	44	Wyoming	25
20	New Mexico	39	46	Michigan	24
20	South Carolina	39	47	Virginia	23
22	Minnesota	38	48	Kentucky	17
23	District of Columbia	37	48	West Virginia	17
24	Mississippi	36	50	Arkansas	12
25	Kansas	35	51	North Dakota	8
25	Massachusetts	35			

1=highest percentage of nonprofits that reduced number of employees;
51=lowest percentage of nonprofits that reduced number of employees

Source: The Urban Institute, National Survey of Nonprofit-Government Contracting and Grants, 2010.

Notes: The full report is available at <http://www.urban.org/url.cfm?ID=412159>. Rankings are based on survey results and may not be statistically significant because they are subject to sampling error. See appendix for details on state rankings.

STATE RANKINGS

National Study of Nonprofit-
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NONPROFITS REDUCED HEALTH, RETIREMENT, OR OTHER BENEFITS

Nationwide

23% of human service nonprofits reduced health, retirement, or other benefits

RANK	STATE	PERCENT	RANK	STATE	PERCENT
1	Minnesota	38	23	South Dakota	22
2	South Carolina	36	23	Tennessee	22
3	Alaska	35	29	District of Columbia	21
3	Idaho	35	29	Florida	21
5	Wisconsin	33	29	Kentucky	21
6	Maine	32	29	Massachusetts	21
7	Indiana	31	29	Nebraska	21
8	Ohio	30	34	Utah	20
9	California	29	35	Hawaii	18
9	Rhode Island	29	35	Louisiana	18
11	Connecticut	28	35	Mississippi	18
11	Illinois	28	38	Alabama	17
13	Colorado	26	38	New Mexico	17
13	Maryland	26	38	Nevada	17
13	Missouri	26	41	New Hampshire	15
16	Washington	25	42	Oklahoma	14
17	Arkansas	24	42	Pennsylvania	14
17	Michigan	24	42	Texas	14
19	North Carolina	23	45	Wyoming	13
19	New York	23	46	Arizona	11
19	Virginia	23	47	Delaware	10
19	Vermont	23	47	Oregon	10
23	Georgia	22	47	West Virginia	10
23	Iowa	22	50	North Dakota	8
23	Kansas	22	51	Montana	5
23	New Jersey	22			

1=highest percentage of nonprofits that reduced benefits;
51=lowest percentage of nonprofits that reduced benefits

Source: The Urban Institute, National Survey of Nonprofit-Government Contracting and Grants, 2010.

Notes: The full report is available at <http://www.urban.org/url.cfm?ID=412159>. Rankings are based on survey results and may not be statistically significant because they are subject to sampling error. See appendix for details on state rankings.

STATE RANKINGS

National Study of Nonprofit-
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NONPROFITS BORROWED FUNDS OR INCREASED LINES OF CREDIT

Nationwide

22% of human service nonprofits borrowed funds or increased lines of credit

RANK	STATE	PERCENT	RANK	STATE	PERCENT
1	Illinois	42	27	Idaho	18
2	Indiana	36	27	Minnesota	18
3	Pennsylvania	32	27	North Carolina	18
4	Wisconsin	30	30	Connecticut	17
5	Mississippi	29	30	Kentucky	17
5	Rhode Island	29	32	Iowa	16
5	South Carolina	29	33	Hawaii	15
8	Virginia	27	33	Missouri	15
9	Florida	25	35	Kansas	14
9	Louisiana	25	35	Massachusetts	14
9	New Jersey	25	35	New Mexico	14
12	Michigan	24	35	Oregon	14
12	West Virginia	24	39	Delaware	13
14	Maine	23	40	Arkansas	12
14	North Dakota	23	40	Nebraska	12
14	New York	23	40	Utah	12
17	Georgia	22	43	District of Columbia	11
17	Tennessee	22	44	Alaska	10
19	Alabama	21	44	Oklahoma	10
19	California	21	44	Wyoming	10
19	Maryland	21	47	New Hampshire	9
22	Ohio	20	47	Washington	9
23	Arizona	19	49	Nevada	7
23	Colorado	19	49	South Dakota	7
23	Texas	19	51	Montana	3
23	Vermont	19			

1=highest percentage of nonprofits that borrowed funds;
51=lowest percentage of nonprofits that borrowed funds

Source: The Urban Institute, National Survey of Nonprofit-Government Contracting and Grants, 2010.

Notes: The full report is available at <http://www.urban.org/url.cfm?ID=412159>. Rankings are based on survey results and may not be statistically significant because they are subject to sampling error. See appendix for details on state rankings.

STATE RANKINGS

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NONPROFITS REDUCED NUMBER OF PROGRAMS OR SERVICES

Nationwide

21% of human service nonprofits reduced their number of programs or services

RANK	STATE	PERCENT	RANK	STATE	PERCENT
1	Georgia	41	27	Oregon	18
2	District of Columbia	32	27	Texas	18
3	Illinois	31	29	New York	17
4	Rhode Island	29	29	Ohio	17
5	Massachusetts	28	29	Utah	17
5	Oklahoma	28	32	New Jersey	16
5	Pennsylvania	28	33	Idaho	15
8	Arkansas	27	33	Maryland	15
8	California	27	33	Montana	15
8	Maine	27	33	North Dakota	15
11	Nebraska	26	37	Louisiana	14
12	Virginia	25	37	Nevada	14
12	Wisconsin	25	39	North Carolina	13
14	Alabama	24	39	Tennessee	13
14	West Virginia	24	41	Alaska	12
16	Iowa	22	41	Colorado	12
16	Kansas	22	41	Hawaii	12
16	Michigan	22	41	New Hampshire	12
19	Connecticut	21	45	Kentucky	8
19	Florida	21	45	New Mexico	8
19	Indiana	21	45	Wyoming	8
19	South Carolina	21	48	Delaware	7
23	Minnesota	20	48	Mississippi	7
24	Arizona	19	48	South Dakota	7
24	Missouri	19	48	Vermont	7
24	Washington	19			

1=highest percentage of nonprofits that reduced number of programs or services;
51=lowest percentage of nonprofits that reduced number of programs or services

Source: The Urban Institute, National Survey of Nonprofit-Government Contracting and Grants, 2010.

Notes: The full report is available at <http://www.urban.org/url.cfm?ID=412159>. Rankings are based on survey results and may not be statistically significant because they are subject to sampling error. See appendix for details on state rankings.

STATE RANKINGS

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PROBLEMS: PAYMENTS DO NOT COVER FULL COST OF CONTRACTED SERVICES

Nationwide

68% of human service nonprofits reported problems with payments not covering the full cost of contracted services

RANK	STATE	PERCENT	RANK	STATE	PERCENT
1	Rhode Island	84	25	Nevada	67
2	Maine	82	25	Pennsylvania	67
3	Illinois	81	29	Florida	66
4	New Hampshire	79	30	Washington	65
5	Iowa	78	30	Virginia	65
5	Minnesota	78	32	North Carolina	64
7	Connecticut	77	33	Maryland	63
8	Kentucky	76	33	Oklahoma	63
8	Michigan	76	35	Tennessee	61
8	Ohio	76	36	Indiana	60
8	New Mexico	76	36	West Virginia	60
8	California	76	38	Texas	59
13	Kansas	75	39	South Carolina	58
13	Nebraska	75	39	Massachusetts	58
15	Colorado	74	41	District of Columbia	57
15	Vermont	74	42	Georgia	56
17	Wisconsin	73	43	Alabama	54
18	Alaska	72	44	North Dakota	53
18	Louisiana	72	44	Wyoming	53
20	Hawaii	71	46	Idaho	52
20	New Jersey	71	47	Oregon	49
20	New York	71	48	Utah	43
20	Arizona	71	49	Arkansas	42
24	South Dakota	69	50	Mississippi	38
25	Delaware	67	51	Montana	37
25	Missouri	67			

1=highest percentage of nonprofits having problems with payments not covering full cost;
51=lowest percentage of nonprofits having problems with payments not covering full cost

Source: The Urban Institute, National Survey of Nonprofit-Government Contracting and Grants, 2010.

Notes: The full report is available at <http://www.urban.org/url.cfm?ID=412159>. Rankings are based on survey results and may not be statistically significant because they are subject to sampling error. See appendix for details on state rankings.

STATE RANKINGS

National Study of Nonprofit-
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PROBLEMS: COMPLEXITY OF /TIME REQUIRED FOR REPORTING ON GRANTS/CONTRACTS

Nationwide

76% of human service nonprofits reported problems with complexity of/time required for reporting on grants/contracts

RANK	STATE	PERCENT	RANK	STATE	PERCENT
1	Idaho	92	25	North Carolina	77
2	Rhode Island	90	28	Alabama	76
3	Missouri	89	28	California	76
4	Maine	87	28	Hawaii	76
4	New Mexico	87	28	Oregon	76
6	Kentucky	86	32	Maryland	74
6	Washington	86	32	Iowa	74
8	Delaware	85	32	South Dakota	74
9	Illinois	84	35	Georgia	73
9	New Hampshire	84	36	New York	72
9	Vermont	84	36	Indiana	72
9	Minnesota	84	36	Nevada	72
13	District of Columbia	83	36	Utah	72
14	Arizona	82	40	Pennsylvania	71
14	Louisiana	82	41	Connecticut	70
14	Colorado	82	42	Kansas	69
17	Tennessee	81	42	Massachusetts	69
17	Montana	81	44	North Dakota	67
19	Wisconsin	80	44	Texas	67
20	New Jersey	79	46	Virginia	66
20	Florida	79	47	Oklahoma	59
22	Alaska	78	47	South Carolina	59
22	Michigan	78	49	West Virginia	58
22	Wyoming	78	50	Mississippi	55
25	Ohio	77	51	Arkansas	52
25	Nebraska	77			

1=highest percentage of nonprofits with problems with complexity of/time required for reporting on grants/contracts;
51=lowest percentage of nonprofits with problems with complexity of/time required for reporting on grants/contracts

Source: The Urban Institute, National Survey of Nonprofit-Government Contracting and Grants, 2010.

Notes: The full report is available at <http://www.urban.org/url.cfm?ID=412159>. Rankings are based on survey results and may not be statistically significant because they are subject to sampling error. See appendix for details on state rankings.

STATE RANKINGS

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PROBLEMS: COMPLEXITY OF/TIME REQUIRED BY APPLICATION PROCESS

Nationwide

76% of human service nonprofits reported problems with complexity of/time required by the application process

RANK	STATE	PERCENT	RANK	STATE	PERCENT
1	District of Columbia	92	26	Wisconsin	76
2	Iowa	91	28	California	75
3	Idaho	88	28	Maryland	75
3	Vermont	88	28	Pennsylvania	75
5	Minnesota	87	31	New York	74
6	Rhode Island	85	31	Massachusetts	74
7	Alaska	84	33	Louisiana	73
7	Colorado	84	33	Oregon	73
9	Maine	83	35	New Hampshire	72
9	Nevada	83	35	New Jersey	72
11	Ohio	82	37	North Carolina	71
11	Missouri	82	37	South Dakota	71
13	Arizona	81	37	Montana	71
13	Delaware	81	40	Texas	69
13	Washington	81	40	Kansas	69
13	Nebraska	81	40	Virginia	69
13	Indiana	81	43	Connecticut	67
18	New Mexico	80	44	Oklahoma	65
18	Tennessee	80	45	North Dakota	63
20	Hawaii	79	46	West Virginia	62
20	Kentucky	79	47	Michigan	61
22	Florida	77	47	Utah	61
22	Alabama	77	49	South Carolina	59
22	Georgia	77	50	Mississippi	58
22	Wyoming	77	50	Arkansas	58
26	Illinois	76			

1=highest percentage of nonprofits with problems with complexity of/time required by the application process;
51=lowest percentage of nonprofits with problems with complexity of/time required by the application process

Source: The Urban Institute, National Survey of Nonprofit-Government Contracting and Grants, 2010.

Notes: The full report is available at <http://www.urban.org/url.cfm?ID=412159>. Rankings are based on survey results and may not be statistically significant because they are subject to sampling error. See appendix for details on state rankings.

STATE RANKINGS

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PROBLEMS: GOVERNMENT CHANGES TO CONTRACTS AND GRANTS

Nationwide

57% of human service nonprofits reported problems with government changes to contracts or grants

RANK	STATE	PERCENT	RANK	STATE	PERCENT
1	Maine	82	26	Maryland	54
2	Rhode Island	80	26	New Hampshire	54
3	Illinois	73	29	Wisconsin	53
4	Nevada	71	30	Tennessee	52
4	Louisiana	71	30	Texas	52
6	Kansas	70	32	Idaho	50
7	Indiana	69	32	New Jersey	50
8	Connecticut	68	32	South Carolina	50
8	Hawaii	68	32	West Virginia	50
8	Michigan	68	36	Ohio	49
11	Florida	67	36	Massachusetts	49
11	District of Columbia	67	38	Nebraska	48
11	Kentucky	67	39	Colorado	47
11	New York	67	39	Utah	47
15	New Mexico	65	39	Alaska	47
15	Washington	65	39	Montana	47
17	Arizona	63	43	Delaware	43
18	Iowa	62	44	Virginia	42
19	North Carolina	61	44	Georgia	42
19	Oklahoma	61	46	Oregon	38
21	Pennsylvania	59	46	Mississippi	38
22	California	58	46	Wyoming	38
22	Missouri	58	49	North Dakota	37
24	Vermont	55	50	Arkansas	26
24	Alabama	55	51	South Dakota	16
26	Minnesota	54			

1=highest percentage of nonprofits having problems with government changes to contracts or grants;
51=lowest percentage of nonprofits having problems with government changes to contracts or grants

Source: The Urban Institute, National Survey of Nonprofit-Government Contracting and Grants, 2010.

Notes: The full report is available at <http://www.urban.org/url.cfm?ID=412159>. Rankings are based on survey results and may not be statistically significant because they are subject to sampling error. See appendix for details on state rankings.

STATE RANKINGS

National Study of Nonprofit-
Government Contracting
Survey Results (2009 Data)

PROBLEMS: LATE PAYMENTS (BEYOND CONTRACT SPECIFICATION)

Nationwide

53% of human service nonprofits reported problems with late payments

RANK	STATE	PERCENT	RANK	STATE	PERCENT
1	Illinois	83	26	Alabama	48
2	Maine	80	26	Idaho	48
3	Connecticut	73	29	Missouri	46
4	District of Columbia	70	30	Virginia	44
4	Pennsylvania	70	31	Maryland	43
6	Louisiana	69	31	Mississippi	43
7	Nevada	68	33	North Dakota	41
8	Indiana	65	33	South Carolina	41
9	New York	63	33	North Carolina	41
10	Kentucky	61	33	Colorado	41
11	California	60	33	Minnesota	41
12	Kansas	59	38	Texas	40
12	New Jersey	59	39	Massachusetts	39
14	Georgia	58	39	Wisconsin	39
15	Hawaii	57	41	Florida	38
15	Iowa	57	41	Alaska	38
15	Tennessee	57	43	Utah	36
18	Rhode Island	56	43	Vermont	36
18	Ohio	56	45	Wyoming	34
20	Arizona	53	46	New Mexico	33
21	Oklahoma	52	46	Washington	33
21	West Virginia	52	48	Montana	26
21	New Hampshire	52	48	Oregon	26
24	Delaware	50	50	Arkansas	21
24	Michigan	50	51	South Dakota	11
26	Nebraska	48			

1=highest percentage of nonprofits with problems with late payments;
51=lowest percentage of nonprofits with problems with late payments

Source: The Urban Institute, National Survey of Nonprofit-Government Contracting and Grants, 2010.

Notes: The full report is available at <http://www.urban.org/url.cfm?ID=412159>. Rankings are based on survey results and may not be statistically significant because they are subject to sampling error. See appendix for details on state rankings.

METHODOLOGY

The data for the state profiles are based on the results of a national survey of human service providers about their contracts and grants with government. The sample of 501(c)(3) human service nonprofits was selected at random from the Urban Institute's National Center for Charitable Statistics (NCCS) files. The sample was limited to organizations that are required to file a Form 990 (an annual financial statement) with the U.S. Internal Revenue Service and had more than \$100,000 in expenditures in 2007—the latest data available at the time the survey was drawn. The human service organizations included in the study were limited to those that provide direct support to children, youth, families, adults, and people with disabilities. Sports and recreation, homeowners associations, labor unions, benevolent associations (fire or police employee groups), farm bureaus, and other select groups were excluded from the study.

The NCCS database consisted of 55,785 human service nonprofits, encompassing crime and legal-related, employment, food and nutrition, housing and shelter, public safety, youth development, multipurpose human service (children and family services, homeless shelters, etc.), and community and economic development organizations. The random stratified sample for this survey contained 9,000 organizations from all 50 states and the District of Columbia. To ensure a representative sample, the list was stratified by region, type of nonprofit, and size of nonprofit. Smaller states were oversampled to ensure adequate sample sizes for making state-level comparisons.

The Social and Economic Sciences Research Center at Washington State University collected the survey data for the Urban Institute. A total of 3,500 nonprofits contacted us with information about the survey. More than 1,000 organizations indicated at the outset of the questionnaire that they had no relationship or dealings with government and did not fill out the rest of the questions. Of the 9,000 organizations surveyed, 2,497 completed the questionnaire, yielding a 36 percent response rate. In addition, 344 respondents that completed the questionnaire did not have government contracts or grants. Consequently, the analysis data file contains a total of 2,497 organizations that completed the questionnaire, 2,153 of which have government contracts and grants. The types and sizes of organizations that participated in the study were not noticeably different from organizations that did not participate. Hence, the potential of nonresponse bias for this study is rather small.

The analysis in this report is limited to the organizations that completed the survey and had government contracts. Each of these organizations was assigned a survey weight to adjust for the disproportionate sampling done to increase the sample sizes in smaller states. All estimates in this report are appropriately weighted and therefore the estimates can be generalized to the sector as a whole. For additional information on the methodology please see the full report at

<http://www.urban.org/url.cfm?ID=412159>.

APPENDIX

2009 GOVERNMENT CONTRACTING EXPERIENCE COMPARED TO PRIOR YEARS

State	Percent	Standard error	95% Confidence Interval	
			Lower bound	Upper bound
Alabama	28	8.13	11.66	43.52
Alaska	17	4.92	7.75	27.03
Arizona	27	8.52	10.22	43.62
Arkansas	6	4.14	0.00	15.30
California	31	4.55	21.78	39.60
Colorado	24	6.91	10.77	37.87
Connecticut	24	7.81	8.83	39.45
Delaware	25	7.58	10.15	39.85
District of Columbia	25	10.65	4.13	45.87
Florida	33	6.17	21.24	45.42
Georgia	38	8.45	20.94	54.06
Hawaii	56	7.96	40.27	71.49
Idaho	37	8.03	20.93	52.41
Illinois	57	5.82	45.74	68.54
Indiana	32	7.15	17.70	45.72
Iowa	45	8.75	28.02	62.30
Kansas	43	8.09	27.01	58.71
Kentucky	25	8.69	7.97	42.03
Louisiana	25	8.69	7.97	42.03
Maine	38	10.30	17.90	58.30
Maryland	28	7.83	12.78	43.48
Massachusetts	26	6.70	13.06	39.32
Michigan	30	6.57	16.91	42.67
Minnesota	27	6.61	14.31	40.23
Mississippi	21	7.49	6.75	36.11
Missouri	20	5.84	8.55	31.45
Montana	19	6.06	7.05	30.79
Nebraska	25	7.34	10.61	39.39
Nevada	41	8.88	23.34	58.14
New Hampshire	39	8.12	23.48	55.30
New Jersey	23	7.42	8.03	37.13
New Mexico	28	7.15	13.77	41.79
New York	32	4.72	23.05	41.53
North Carolina	41	6.45	28.44	53.70
North Dakota	11	4.46	1.80	19.26
Ohio	36	6.16	23.51	47.67
Oklahoma	31	8.39	14.59	47.47
Oregon	25	6.07	13.10	36.90
Pennsylvania	45	5.47	34.27	55.73
Rhode Island	35	9.53	16.10	53.46
South Carolina	37	9.10	19.20	54.88
South Dakota	26	8.64	9.15	43.03
Tennessee	17	6.91	3.70	30.78
Texas	24	5.00	14.14	33.74
Utah	33	6.88	19.02	45.98
Vermont	33	6.80	19.16	45.84
Virginia	26	6.54	12.76	38.40
Washington	20	4.90	10.70	29.92
West Virginia	17	6.76	4.00	30.48
Wisconsin	31	7.28	16.51	45.03
Wyoming	20	5.13	9.94	30.06

NONPROFITS WITH LATE PAYMENTS FROM GOVERNMENT

State	Percent	Standard error	95% Confidence Interval	
			Lower bound	Upper bound
Alabama	43	9.16	24.91	60.81
Alaska	27	5.80	15.30	38.04
Arizona	31	8.87	13.39	48.15
Arkansas	12	5.50	1.34	22.90
California	49	4.93	38.85	58.17
Colorado	22	6.34	9.53	34.37
Connecticut	43	9.20	24.84	60.88
Delaware	37	8.15	20.70	52.64
District of Columbia	50	12.29	25.91	74.09
Florida	28	5.88	16.55	39.59
Georgia	55	8.82	37.54	72.14
Hawaii	50	8.02	34.28	65.72
Idaho	32	7.66	17.24	47.28
Illinois	72	5.25	61.54	82.12
Indiana	49	7.68	33.73	63.83
Iowa	35	8.41	19.00	51.96
Kansas	39	7.85	23.49	54.29
Kentucky	42	9.89	22.28	61.06
Louisiana	39	10.01	19.52	58.74
Maine	64	9.97	44.10	83.18
Maryland	44	8.64	26.81	60.69
Massachusetts	26	6.70	13.06	39.32
Michigan	44	7.05	29.92	57.58
Minnesota	32	6.92	18.27	45.37
Mississippi	39	8.91	21.82	56.76
Missouri	25	6.40	12.46	37.54
Montana	16	5.56	4.89	26.69
Nebraska	33	7.87	17.90	48.76
Nevada	48	9.03	30.46	65.84
New Hampshire	30	7.63	15.34	45.26
New Jersey	42	8.76	24.76	59.12
New Mexico	31	7.35	16.15	44.97
New York	48	5.09	37.89	57.85
North Carolina	42	6.24	29.44	53.90
North Dakota	37	7.00	23.11	50.57
Ohio	44	6.39	31.54	56.60
Oklahoma	38	8.80	20.69	55.17
Oregon	27	6.12	14.53	38.53
Pennsylvania	64	5.14	54.21	74.37
Rhode Island	61	9.77	41.73	80.01
South Carolina	22	7.83	6.86	37.58
South Dakota	13	6.63	0.05	26.03
Tennessee	40	8.81	22.74	57.26
Texas	24	4.94	13.93	33.29
Utah	31	6.87	17.31	44.23
Vermont	33	6.80	19.16	45.84
Virginia	32	6.90	18.29	45.35
Washington	21	5.04	11.09	30.85
West Virginia	41	8.81	24.11	58.65
Wisconsin	33	7.43	18.77	47.89
Wyoming	26	5.57	15.17	37.01

CONTRACTS AND GRANTS THAT REQUIRE MATCHING OR SHARING COSTS

State	Percent	Standard error	95% Confidence Interval	
			Lower bound	Upper bound
Alabama	63	9.10	45.12	80.80
Alaska	73	5.64	61.86	83.98
Arizona	37	9.11	19.19	54.89
Arkansas	48	8.42	31.98	64.98
California	59	4.78	49.27	68.03
Colorado	60	7.59	45.12	74.88
Connecticut	48	9.12	30.40	66.16
Delaware	50	8.45	33.43	66.57
District of Columbia	41	11.74	18.17	64.19
Florida	52	6.48	39.02	64.42
Georgia	41	8.57	23.83	57.43
Hawaii	53	8.01	37.25	68.63
Idaho	74	6.91	59.99	87.07
Illinois	66	5.52	55.38	77.02
Indiana	55	7.55	39.95	69.57
Iowa	53	8.63	36.21	70.05
Kansas	59	7.80	44.17	74.75
Kentucky	61	10.01	41.26	80.48
Louisiana	59	9.30	41.04	77.48
Maine	57	10.50	36.56	77.72
Maryland	64	8.25	47.47	79.81
Massachusetts	44	7.65	28.90	58.90
Michigan	51	7.04	37.23	64.81
Minnesota	50	7.42	35.45	64.55
Mississippi	50	9.13	32.11	67.89
Missouri	66	6.77	52.68	79.24
Montana	67	7.10	52.75	80.59
Nebraska	58	8.25	41.41	73.75
Nevada	55	8.67	38.18	72.16
New Hampshire	82	6.41	69.26	94.38
New Jersey	56	8.67	39.26	73.24
New Mexico	44	7.93	28.90	59.98
New York	48	4.94	38.32	57.68
North Carolina	59	6.17	46.92	71.12
North Dakota	65	6.75	51.77	78.23
Ohio	57	6.32	44.27	69.07
Oklahoma	41	8.93	23.88	58.88
Oregon	41	6.82	27.46	54.18
Pennsylvania	51	5.37	40.67	61.71
Rhode Island	67	9.24	48.57	84.77
South Carolina	48	9.42	29.69	66.61
South Dakota	44	9.03	26.75	62.13
Tennessee	41	9.01	23.73	59.03
Texas	46	5.84	35.03	57.93
Utah	55	7.31	40.68	69.32
Vermont	56	6.96	42.17	69.45
Virginia	57	7.34	42.43	71.21
Washington	50	6.09	38.06	61.94
West Virginia	69	8.27	52.75	85.19
Wisconsin	51	7.88	35.84	66.72
Wyoming	66	5.95	54.30	77.62

CONTRACTS AND GRANTS THAT LIMIT GENERAL ADMINISTRATIVE/OVERHEAD COSTS

State	Percent	Standard error	95% Confidence Interval	
			Lower bound	Upper bound
Alabama	52	9.09	33.91	69.53
Alaska	72	5.84	60.29	83.19
Arizona	71	9.09	53.01	88.65
Arkansas	42	8.33	26.10	58.74
California	64	4.72	54.49	72.97
Colorado	45	7.71	29.89	60.11
Connecticut	75	8.05	59.23	90.77
Delaware	57	8.38	40.25	73.09
District of Columbia	61	11.30	38.96	83.26
Florida	68	6.08	56.50	80.34
Georgia	74	7.76	58.98	89.40
Hawaii	68	7.50	52.94	82.36
Idaho	74	7.17	60.13	88.25
Illinois	67	5.52	56.32	77.96
Indiana	60	7.45	44.92	74.12
Iowa	58	8.67	41.06	75.06
Kansas	56	8.01	39.87	71.25
Kentucky	54	10.00	34.57	73.77
Louisiana	54	9.61	35.01	72.69
Maine	41	10.19	20.93	60.89
Maryland	72	7.83	56.53	87.23
Massachusetts	45	7.58	30.38	60.10
Michigan	64	6.69	50.89	77.11
Minnesota	36	7.14	22.36	50.36
Mississippi	52	9.29	33.65	70.05
Missouri	68	6.88	54.69	81.67
Montana	58	7.53	43.12	72.66
Nebraska	50	8.48	33.38	66.62
Nevada	64	8.50	47.63	80.95
New Hampshire	50	8.43	33.47	66.53
New Jersey	71	8.06	55.17	86.77
New Mexico	44	7.93	28.90	59.98
New York	61	4.85	51.10	70.12
North Carolina	46	6.47	32.93	58.29
North Dakota	28	6.45	15.57	40.85
Ohio	59	6.50	46.19	71.67
Oklahoma	34	8.62	17.59	51.37
Oregon	48	7.15	33.81	61.85
Pennsylvania	60	5.33	49.32	70.20
Rhode Island	67	9.24	48.57	84.77
South Carolina	36	8.87	18.33	53.09
South Dakota	48	9.08	30.36	65.94
Tennessee	62	8.87	44.68	79.46
Texas	57	5.76	45.65	68.23
Utah	70	6.73	56.81	83.19
Vermont	63	6.77	49.52	76.06
Virginia	45	7.55	30.44	60.04
Washington	57	6.17	45.28	69.48
West Virginia	59	8.81	41.35	75.89
Wisconsin	44	7.82	28.27	58.91
Wyoming	71	5.81	59.71	82.51

CONTRACTS AND GRANTS THAT LIMIT PROGRAM ADMINISTRATIVE/OVERHEAD COSTS

State	Percent	Standard error	95% Confidence Interval	
			Lower bound	Upper bound
Alabama	61	9.04	43.00	78.42
Alaska	64	6.17	51.74	75.92
Arizona	73	8.52	56.38	89.78
Arkansas	45	8.39	29.01	61.89
California	65	4.65	55.93	74.17
Colorado	51	7.65	36.22	66.22
Connecticut	68	8.68	50.85	84.87
Delaware	70	7.75	54.82	85.18
District of Columbia	68	10.49	47.86	88.98
Florida	65	6.24	52.67	77.15
Georgia	75	7.56	60.19	89.81
Hawaii	62	7.79	46.48	77.04
Idaho	75	6.99	61.30	88.70
Illinois	67	5.52	56.32	77.96
Indiana	61	7.49	46.29	75.67
Iowa	69	8.02	53.04	84.46
Kansas	58	7.94	42.76	73.90
Kentucky	50	10.03	30.33	69.67
Louisiana	67	8.92	49.19	84.15
Maine	59	10.19	39.11	79.07
Maryland	73	7.64	57.76	87.70
Massachusetts	54	7.69	38.59	68.73
Michigan	76	5.85	65.00	87.94
Minnesota	48	7.42	33.19	62.27
Mississippi	56	9.24	37.46	73.66
Missouri	71	6.62	58.13	84.09
Montana	61	7.46	45.91	75.15
Nebraska	53	8.21	36.85	69.03
Nevada	75	7.68	59.94	90.06
New Hampshire	38	8.17	21.50	53.50
New Jersey	69	8.10	52.87	84.63
New Mexico	47	7.97	31.61	62.83
New York	66	4.72	57.08	75.58
North Carolina	59	6.27	47.03	71.61
North Dakota	29	6.58	16.04	41.86
Ohio	71	5.83	59.76	82.62
Oklahoma	38	8.80	20.69	55.17
Oregon	52	7.15	38.15	66.19
Pennsylvania	67	5.06	56.75	76.59
Rhode Island	58	9.66	39.40	77.26
South Carolina	44	9.36	26.09	62.79
South Dakota	56	9.03	37.87	73.25
Tennessee	63	8.66	46.35	80.31
Texas	56	5.78	44.23	66.89
Utah	78	6.13	65.48	89.52
Vermont	56	6.96	42.17	69.45
Virginia	52	7.40	37.76	66.78
Washington	62	5.96	50.21	73.59
West Virginia	59	8.81	41.35	75.89
Wisconsin	41	7.75	25.83	56.23
Wyoming	65	6.04	53.38	77.06

CONTRACTS AND GRANTS THAT REQUIRE NONPROFITS TO REPORT ON PROGRAMS

State	Percent	Standard error	95% Confidence Interval	
			Lower bound	Upper bound
Alabama	97	3.32	88.52	100.00
Alaska	89	4.04	81.22	97.04
Arizona	81	7.57	65.93	95.61
Arkansas	91	4.84	81.22	100.00
California	89	3.07	83.09	95.13
Colorado	93	3.99	84.62	100.00
Connecticut	86	6.30	73.87	98.55
Delaware	90	5.07	80.06	99.94
District of Columbia	94	5.61	80.56	100.00
Florida	88	4.16	79.99	96.29
Georgia	88	5.77	76.19	98.81
Hawaii	100	0.00	100.00	100.00
Idaho	100	0.00	100.00	100.00
Illinois	85	4.22	76.23	92.79
Indiana	98	2.37	91.81	100.00
Iowa	77	7.55	61.86	91.48
Kansas	80	6.54	67.19	92.81
Kentucky	92	5.55	79.53	100.00
Louisiana	92	5.55	79.53	100.00
Maine	90	6.52	75.82	100.00
Maryland	91	5.08	80.39	100.00
Massachusetts	88	5.05	77.91	97.69
Michigan	89	4.43	80.67	98.05
Minnesota	91	4.27	82.54	99.28
Mississippi	81	7.47	66.14	95.40
Missouri	89	4.69	79.45	97.83
Montana	95	3.41	87.36	100.00
Nebraska	82	6.27	70.06	94.64
Nevada	96	3.29	88.54	100.00
New Hampshire	91	4.77	81.42	100.00
New Jersey	97	3.04	89.51	100.00
New Mexico	89	5.01	79.06	98.72
New York	96	1.98	92.05	99.79
North Carolina	86	4.37	77.87	95.01
North Dakota	93	3.73	85.19	99.81
Ohio	86	4.41	77.80	95.08
Oklahoma	83	6.85	69.34	96.18
Oregon	88	4.64	78.41	96.59
Pennsylvania	90	3.26	83.73	96.51
Rhode Island	91	5.64	79.07	100.00
South Carolina	85	6.69	72.07	98.31
South Dakota	92	5.32	80.18	100.00
Tennessee	90	5.39	79.14	100.00
Texas	89	3.66	81.73	96.05
Utah	93	3.87	84.88	100.00
Vermont	90	4.26	81.89	98.59
Virginia	88	4.81	78.95	97.79
Washington	91	3.55	83.67	97.59
West Virginia	90	5.45	78.82	100.00
Wisconsin	79	6.51	66.19	91.71
Wyoming	93	3.13	87.34	99.62

NONPROFITS THAT ARE REQUIRED TO PROVIDE FEEDBACK TO GOVERNMENT

State	Percent	Standard error	95% Confidence Interval	
			Lower bound	Upper bound
Alabama	62	8.82	44.78	79.36
Alaska	53	6.40	40.64	65.74
Arizona	60	9.60	41.19	78.81
Arkansas	71	7.89	55.51	86.43
California	55	4.88	45.33	64.47
Colorado	54	7.63	38.70	68.62
Connecticut	41	9.30	22.52	58.96
Delaware	66	8.17	49.50	81.54
District of Columbia	50	12.29	25.91	74.09
Florida	64	6.32	51.90	76.68
Georgia	63	8.45	45.94	79.06
Hawaii	64	7.83	48.29	78.99
Idaho	66	7.66	50.61	80.65
Illinois	72	5.25	61.54	82.12
Indiana	59	7.57	43.71	73.37
Iowa	65	8.41	48.04	81.00
Kansas	60	8.01	44.31	75.69
Kentucky	71	9.12	52.95	88.71
Louisiana	65	9.76	46.08	84.36
Maine	86	7.43	71.02	100.00
Maryland	66	8.27	49.41	81.85
Massachusetts	64	7.30	49.98	78.60
Michigan	62	6.99	48.01	75.39
Minnesota	77	6.22	65.07	89.47
Mississippi	58	9.36	39.35	76.03
Missouri	58	7.37	43.69	72.59
Montana	53	7.62	37.70	67.56
Nebraska	41	8.10	25.31	57.05
Nevada	71	8.01	55.72	87.14
New Hampshire	52	8.30	35.25	67.79
New Jersey	69	8.10	52.87	84.63
New Mexico	54	8.06	38.49	70.09
New York	68	4.68	58.87	77.21
North Carolina	64	6.11	52.43	76.39
North Dakota	68	6.63	54.51	80.49
Ohio	57	6.32	44.27	69.07
Oklahoma	72	8.10	56.53	88.29
Oregon	58	6.91	44.79	71.87
Pennsylvania	60	5.34	50.01	70.97
Rhode Island	55	10.19	34.58	74.52
South Carolina	59	9.26	41.11	77.41
South Dakota	52	9.83	32.90	71.44
Tennessee	53	8.97	35.75	70.91
Texas	61	5.72	49.34	71.78
Utah	56	7.38	41.95	70.87
Vermont	60	7.12	46.05	73.95
Virginia	62	7.37	47.46	76.34
Washington	64	5.99	52.18	75.68
West Virginia	64	8.72	47.19	81.39
Wisconsin	65	7.73	49.72	80.00
Wyoming	72	5.71	60.54	82.94

NONPROFITS REPORTING DEFICITS

State	Percent	Standard error	95% Confidence Interval	
			Lower bound	Upper bound
Alabama	34	8.64	17.54	51.42
Alaska	35	6.18	22.67	46.89
Arizona	48	10.20	27.83	67.83
Arkansas	32	8.13	16.33	48.19
California	55	4.98	45.34	64.86
Colorado	39	7.47	24.39	53.65
Connecticut	50	9.64	31.10	68.90
Delaware	47	8.43	30.14	63.20
District of Columbia	53	11.91	29.61	76.27
Florida	36	6.32	23.32	48.10
Georgia	50	9.01	32.34	67.66
Hawaii	35	7.66	20.27	50.31
Idaho	44	8.01	28.06	59.44
Illinois	43	5.82	31.46	54.26
Indiana	45	7.74	29.84	60.16
Iowa	48	9.08	30.49	66.07
Kansas	36	8.10	20.49	52.23
Kentucky	42	9.89	22.28	61.06
Louisiana	46	10.00	26.23	65.43
Maine	38	10.30	17.90	58.30
Maryland	47	8.69	29.84	63.92
Massachusetts	48	7.80	32.22	62.78
Michigan	36	7.03	21.78	49.34
Minnesota	40	7.46	25.86	55.10
Mississippi	38	9.22	20.40	56.52
Missouri	46	7.63	31.38	61.30
Montana	37	7.36	22.41	51.27
Nebraska	29	7.82	13.70	44.36
Nevada	38	8.96	20.91	56.01
New Hampshire	41	8.28	24.39	56.87
New Jersey	37	8.70	19.62	53.72
New Mexico	50	7.98	34.36	65.64
New York	33	4.79	23.59	42.37
North Carolina	52	6.55	38.96	64.62
North Dakota	35	7.02	21.37	48.91
Ohio	38	6.30	25.58	50.28
Oklahoma	43	9.13	24.97	60.75
Oregon	38	7.02	24.02	51.54
Pennsylvania	36	5.34	25.42	46.38
Rhode Island	33	9.87	13.98	52.68
South Carolina	48	9.79	28.82	67.18
South Dakota	30	9.05	12.68	48.18
Tennessee	50	9.31	31.76	68.24
Texas	45	6.00	33.03	56.53
Utah	33	7.01	19.59	47.07
Vermont	44	7.12	29.94	57.86
Virginia	40	7.33	25.16	53.90
Washington	44	6.10	32.48	56.40
West Virginia	31	8.27	14.81	47.25
Wisconsin	53	7.97	37.00	68.26
Wyoming	39	6.56	26.17	51.87

DECLINES IN REVENUE FROM LOCAL GOVERNMENT AGENCIES

State	Percent	Standard error	95% Confidence Interval	
			Lower bound	Upper bound
Alabama	45	10.40	25.08	65.82
Alaska	39	7.15	24.88	52.90
Arizona	80	10.12	60.17	99.83
Arkansas	21	10.61	0.63	42.23
California	46	5.46	35.65	57.03
Colorado	45	9.05	27.09	62.57
Connecticut	35	10.49	14.45	55.55
Delaware	45	10.30	24.81	65.19
District of Columbia	64	12.59	39.61	88.97
Florida	60	7.21	45.86	74.14
Georgia	62	9.42	43.08	80.00
Hawaii	59	9.80	39.88	78.30
Idaho	32	9.73	12.50	50.66
Illinois	55	6.85	41.47	68.33
Indiana	38	8.42	21.00	54.00
Iowa	45	10.39	25.09	65.81
Kansas	52	9.30	33.63	70.07
Kentucky	25	12.29	0.91	49.09
Louisiana	47	11.26	25.30	69.44
Maine	58	13.84	31.21	85.45
Maryland	52	9.85	32.70	71.30
Massachusetts	52	10.28	32.01	72.33
Michigan	42	8.73	24.82	59.06
Minnesota	67	8.48	50.06	83.28
Mississippi	50	12.07	26.34	73.66
Missouri	34	8.23	18.25	50.51
Montana	43	10.16	22.95	62.77
Nebraska	29	8.90	11.73	46.61
Nevada	55	10.44	34.53	75.47
New Hampshire	68	9.47	49.61	86.75
New Jersey	50	10.09	30.22	69.78
New Mexico	42	9.63	22.79	60.55
New York	54	5.80	42.80	65.54
North Carolina	52	7.56	37.57	67.19
North Dakota	15	6.33	2.97	27.79
Ohio	60	6.64	47.36	73.40
Oklahoma	23	11.41	0.72	45.44
Oregon	38	8.09	22.38	54.10
Pennsylvania	45	6.12	33.31	57.31
Rhode Island	41	11.46	18.72	63.64
South Carolina	73	11.18	51.41	95.25
South Dakota	41	11.27	19.10	63.26
Tennessee	48	10.26	27.73	67.93
Texas	19	5.86	7.12	30.08
Utah	50	8.78	32.80	67.20
Vermont	35	9.12	16.90	52.66
Virginia	66	7.89	50.25	81.17
Washington	52	7.34	37.88	66.66
West Virginia	6	5.83	0.00	20.26
Wisconsin	61	9.09	42.90	78.52
Wyoming	41	7.26	26.94	55.42

DECLINES IN REVENUE FROM STATE GOVERNMENT AGENCIES

State	Percent	Standard error	95% Confidence Interval	
			Lower bound	Upper bound
Alabama	59	10.26	38.97	79.21
Alaska	18	5.12	8.15	28.21
Arizona	67	11.92	43.30	90.04
Arkansas	36	9.29	17.79	54.21
California	60	5.37	49.24	70.28
Colorado	57	8.87	39.29	74.05
Connecticut	44	9.76	24.87	63.13
Delaware	70	8.14	54.42	86.32
District of Columbia	0	0.00	n.a	n.a
Florida	58	7.27	43.53	72.03
Georgia	70	8.68	53.37	87.37
Hawaii	76	6.98	62.09	89.43
Idaho	52	9.12	34.12	69.88
Illinois	60	6.32	47.96	72.72
Indiana	39	9.08	21.50	57.08
Iowa	54	9.22	35.50	71.64
Kansas	81	7.23	67.31	95.65
Kentucky	47	11.90	23.73	70.39
Louisiana	68	9.17	50.02	85.98
Maine	78	9.53	59.11	96.45
Maryland	71	8.41	54.94	87.92
Massachusetts	67	8.10	50.79	82.55
Michigan	55	7.75	39.81	70.19
Minnesota	54	8.07	38.23	69.87
Mississippi	21	9.03	3.35	38.75
Missouri	50	7.95	34.42	65.58
Montana	29	7.35	15.01	43.81
Nebraska	39	8.39	22.26	55.16
Nevada	55	9.96	35.02	74.08
New Hampshire	52	8.85	34.37	69.07
New Jersey	43	9.25	24.74	60.98
New Mexico	73	7.73	58.18	88.48
New York	62	5.14	51.99	72.15
North Carolina	70	6.35	57.55	82.45
North Dakota	12	4.94	2.07	21.45
Ohio	64	6.93	50.25	77.41
Oklahoma	58	9.82	39.07	77.59
Oregon	50	8.09	34.14	65.86
Pennsylvania	54	5.86	42.81	65.77
Rhode Island	54	9.76	35.04	73.30
South Carolina	64	10.04	43.96	83.32
South Dakota	21	8.83	3.75	38.35
Tennessee	45	10.45	24.96	65.94
Texas	34	6.24	21.69	46.17
Utah	73	7.50	58.63	88.03
Vermont	55	7.41	40.73	69.79
Virginia	63	8.03	47.12	78.60
Washington	51	6.96	37.38	64.66
West Virginia	23	7.96	7.48	38.68
Wisconsin	47	8.97	29.09	64.25
Wyoming	55	6.61	41.81	67.71

DECLINES IN REVENUE FROM FEDERAL GOVERNMENT AGENCIES

State	Percent	Standard error	95% Confidence Interval	
			Lower bound	Upper bound
Alabama	56	11.47	33.08	78.04
Alaska	27	6.82	13.90	40.64
Arizona	25	10.61	4.21	45.79
Arkansas	21	8.02	5.11	36.55
California	26	5.30	16.08	36.86
Colorado	18	7.09	3.96	31.76
Connecticut	35	9.76	15.64	53.92
Delaware	19	7.93	3.50	34.60
District of Columbia	33	11.97	9.87	56.79
Florida	21	6.39	8.00	33.02
Georgia	48	10.76	26.53	68.71
Hawaii	9	5.73	0.00	21.40
Idaho	38	8.71	21.39	55.53
Illinois	36	7.27	21.46	49.96
Indiana	36	8.24	20.22	52.50
Iowa	38	10.37	17.78	58.42
Kansas	29	8.25	12.39	44.75
Kentucky	22	9.63	3.34	41.10
Louisiana	62	10.42	41.48	82.32
Maine	32	10.37	11.26	51.90
Maryland	35	10.51	14.40	55.60
Massachusetts	27	7.97	11.04	42.30
Michigan	35	8.47	18.89	52.07
Minnesota	40	8.81	22.73	57.27
Mississippi	45	10.25	25.35	65.55
Missouri	29	8.37	12.17	44.97
Montana	26	7.39	11.32	40.30
Nebraska	28	8.61	11.12	44.88
Nevada	33	9.66	14.40	52.26
New Hampshire	42	9.24	24.19	60.43
New Jersey	29	9.75	9.47	47.67
New Mexico	36	9.82	17.12	55.60
New York	29	5.70	17.86	40.20
North Carolina	35	7.70	20.06	50.22
North Dakota	7	4.51	0.00	16.97
Ohio	41	7.61	26.55	56.37
Oklahoma	37	10.80	15.67	58.01
Oregon	26	7.35	12.07	40.87
Pennsylvania	34	5.99	22.70	46.16
Rhode Island	21	8.98	3.46	38.64
South Carolina	33	10.07	13.59	53.07
South Dakota	16	7.90	0.32	31.26
Tennessee	24	9.15	5.87	41.75
Texas	31	6.41	18.80	43.94
Utah	42	7.99	26.76	58.08
Vermont	38	8.28	21.70	54.16
Virginia	26	7.44	11.89	41.05
Washington	23	6.44	9.89	35.11
West Virginia	17	7.61	2.47	32.31
Wisconsin	29	8.03	13.30	44.76
Wyoming	37	6.47	23.90	49.28

DECLINES IN REVENUE FROM INDIVIDUAL DONATIONS

State	Percent	Standard error	95% Confidence Interval	
			Lower bound	Upper bound
Alabama	52	10.20	32.18	72.16
Alaska	51	6.56	38.26	63.96
Arizona	38	10.38	17.75	58.45
Arkansas	50	9.88	30.64	69.36
California	61	4.96	51.33	70.77
Colorado	63	7.67	48.13	78.19
Connecticut	61	10.01	41.26	80.48
Delaware	43	8.66	25.89	59.83
District of Columbia	50	12.29	25.91	74.09
Florida	48	6.98	34.32	61.68
Georgia	57	8.93	39.16	74.18
Hawaii	52	8.99	34.22	69.48
Idaho	52	8.47	35.12	68.32
Illinois	58	6.07	45.91	69.71
Indiana	66	7.89	50.24	81.18
Iowa	63	9.09	45.14	80.78
Kansas	59	8.84	41.29	75.95
Kentucky	59	11.74	35.82	81.82
Louisiana	78	8.46	61.69	94.83
Maine	56	11.39	33.24	77.88
Maryland	37	9.16	19.09	54.99
Massachusetts	41	7.97	24.92	56.16
Michigan	49	7.51	34.12	63.56
Minnesota	41	7.58	26.61	56.31
Mississippi	72	10.20	52.23	92.21
Missouri	40	7.42	25.93	55.03
Montana	59	8.17	43.38	75.38
Nebraska	38	8.64	20.99	54.87
Nevada	71	8.01	55.72	87.14
New Hampshire	35	8.90	17.17	52.07
New Jersey	55	9.13	37.27	73.07
New Mexico	75	7.83	59.65	90.35
New York	36	5.43	24.90	46.16
North Carolina	49	6.86	35.57	62.47
North Dakota	48	8.30	32.00	64.56
Ohio	53	6.66	39.68	65.78
Oklahoma	52	9.75	32.88	71.12
Oregon	28	7.00	14.49	41.93
Pennsylvania	39	5.86	27.33	50.29
Rhode Island	23	8.58	5.92	39.54
South Carolina	58	9.86	39.01	77.65
South Dakota	47	12.16	22.84	70.50
Tennessee	56	9.42	37.10	74.02
Texas	50	6.27	37.72	62.28
Utah	54	7.82	38.96	69.62
Vermont	44	7.12	29.94	57.86
Virginia	45	7.93	29.19	60.29
Washington	50	6.51	37.24	62.76
West Virginia	41	10.10	21.12	60.70
Wisconsin	39	8.37	22.98	55.80
Wyoming	38	6.86	24.39	51.29

DECLINES IN REVENUE FROM PRIVATE FOUNDATIONS

State	Percent	Standard error	95% Confidence Interval	
			Lower bound	Upper bound
Alabama	71	9.65	52.51	90.35
Alaska	55	7.10	41.35	69.17
Arizona	56	11.47	33.07	78.05
Arkansas	50	11.41	27.64	72.36
California	61	5.34	50.52	71.44
Colorado	51	8.28	35.20	67.66
Connecticut	43	10.62	22.05	63.67
Delaware	39	9.42	20.66	57.60
District of Columbia	67	11.97	43.21	90.13
Florida	39	7.52	24.27	53.77
Georgia	60	9.67	41.04	78.96
Hawaii	60	8.36	43.61	76.39
Idaho	58	8.84	40.35	75.03
Illinois	62	6.44	49.19	74.45
Indiana	57	8.23	41.01	73.27
Iowa	42	11.08	20.39	63.83
Kansas	50	10.31	29.80	70.20
Kentucky	46	13.59	19.51	72.79
Louisiana	73	11.23	51.33	95.33
Maine	43	12.86	17.65	68.07
Maryland	50	9.66	31.06	68.94
Massachusetts	47	8.45	30.49	63.63
Michigan	50	7.79	34.73	65.27
Minnesota	48	8.57	31.69	65.27
Mississippi	56	11.31	33.39	77.73
Missouri	50	8.17	33.99	66.01
Montana	59	8.89	41.83	76.69
Nebraska	46	9.04	28.71	64.15
Nevada	64	9.63	44.77	82.51
New Hampshire	39	9.71	20.10	58.16
New Jersey	79	8.20	63.11	95.23
New Mexico	65	8.93	47.87	82.89
New York	51	5.99	39.73	63.21
North Carolina	58	6.84	44.59	71.41
North Dakota	56	8.89	38.59	73.41
Ohio	50	7.14	36.01	63.99
Oklahoma	78	9.57	59.03	96.53
Oregon	39	8.26	23.20	55.58
Pennsylvania	52	6.57	38.91	64.67
Rhode Island	21	8.98	3.46	38.64
South Carolina	55	10.40	34.17	74.93
South Dakota	31	10.94	9.82	52.68
Tennessee	43	10.18	23.53	63.43
Texas	47	6.64	34.25	60.29
Utah	62	8.37	45.67	78.47
Vermont	49	7.55	33.85	63.45
Virginia	44	8.37	27.71	60.53
Washington	44	7.55	29.09	58.71
West Virginia	47	12.41	22.35	70.99
Wisconsin	46	9.28	28.24	64.62
Wyoming	56	8.23	39.43	71.69

DECLINES IN REVENUE FROM CORPORATE DONATIONS

State	Percent	Standard error	95% Confidence Interval	
			Lower bound	Upper bound
Alabama	68	9.72	49.12	87.24
Alaska	49	6.87	35.32	62.24
Arizona	50	10.95	28.53	71.47
Arkansas	48	10.55	26.95	68.29
California	68	5.09	58.31	78.27
Colorado	61	8.57	44.49	78.09
Connecticut	57	10.62	36.33	77.95
Delaware	42	9.32	23.41	59.93
District of Columbia	53	12.67	28.50	78.16
Florida	63	6.90	48.97	76.03
Georgia	68	9.21	49.95	86.05
Hawaii	68	8.72	50.90	85.10
Idaho	52	9.12	34.12	69.88
Illinois	78	5.23	68.08	88.58
Indiana	59	8.54	42.64	76.12
Iowa	52	10.19	32.20	72.14
Kansas	68	9.02	50.32	85.68
Kentucky	53	12.66	28.51	78.15
Louisiana	93	6.33	78.04	100.00
Maine	43	12.86	17.65	68.07
Maryland	44	9.42	25.97	62.91
Massachusetts	47	8.99	29.04	64.30
Michigan	52	8.57	34.72	68.32
Minnesota	47	8.19	31.16	63.28
Mississippi	61	11.10	39.36	82.86
Missouri	47	7.94	31.81	62.93
Montana	74	7.93	58.52	89.62
Nebraska	56	9.17	37.58	73.54
Nevada	73	8.17	57.08	89.08
New Hampshire	46	9.33	27.87	64.43
New Jersey	59	9.35	40.94	77.58
New Mexico	74	8.77	56.73	91.09
New York	58	5.79	46.39	69.11
North Carolina	64	7.25	50.08	78.50
North Dakota	48	8.61	31.28	65.02
Ohio	56	7.32	41.21	69.91
Oklahoma	59	10.23	39.03	79.15
Oregon	53	8.31	36.65	69.23
Pennsylvania	50	6.25	37.75	62.25
Rhode Island	52	10.46	31.88	72.88
South Carolina	58	9.86	39.01	77.65
South Dakota	47	11.43	24.67	69.45
Tennessee	73	9.35	54.40	91.06
Texas	53	6.46	40.78	66.12
Utah	67	7.62	51.73	81.61
Vermont	56	7.61	40.65	70.47
Virginia	47	8.42	30.56	63.56
Washington	60	6.75	46.76	73.24
West Virginia	53	12.41	29.01	77.65
Wisconsin	52	9.14	33.82	69.62
Wyoming	50	7.86	34.60	65.40

DECLINES IN REVENUE FROM INVESTMENT INCOME

State	Percent	Standard error	95% Confidence Interval	
			Lower bound	Upper bound
Alabama	75	9.48	56.42	93.58
Alaska	65	7.21	50.58	78.84
Arizona	95	4.55	84.24	100.00
Arkansas	71	11.68	48.53	94.33
California	72	5.76	60.37	82.97
Colorado	88	6.14	76.18	100.00
Connecticut	71	10.87	49.29	91.89
Delaware	83	7.32	68.27	96.95
District of Columbia	57	13.01	31.65	82.63
Florida	72	7.85	56.50	87.26
Georgia	94	5.63	80.50	100.00
Hawaii	59	11.16	36.94	80.70
Idaho	71	10.09	50.82	90.36
Illinois	86	4.74	76.98	95.56
Indiana	83	6.69	70.21	96.45
Iowa	80	8.75	62.85	97.15
Kansas	59	10.13	39.23	78.95
Kentucky	93	6.77	76.54	100.00
Louisiana	63	16.83	29.52	95.48
Maine	93	6.69	76.76	100.00
Maryland	62	10.44	41.43	82.37
Massachusetts	83	7.80	67.32	97.90
Michigan	58	8.73	40.94	75.18
Minnesota	70	8.65	53.41	87.33
Mississippi	64	12.37	40.05	88.53
Missouri	59	8.27	42.61	75.03
Montana	71	9.27	53.26	89.60
Nebraska	60	10.51	39.41	80.59
Nevada	93	6.46	77.44	100.00
New Hampshire	77	7.88	61.47	92.37
New Jersey	78	8.50	61.59	94.93
New Mexico	80	8.56	63.22	96.78
New York	67	6.17	54.57	78.77
North Carolina	81	6.31	68.71	93.45
North Dakota	69	7.33	54.38	83.12
Ohio	64	7.06	50.61	78.27
Oklahoma	74	9.86	54.35	93.01
Oregon	56	8.27	39.67	72.09
Pennsylvania	77	5.75	65.65	88.19
Rhode Island	60	10.51	39.39	80.61
South Carolina	75	10.60	54.22	95.78
South Dakota	56	11.70	33.31	79.19
Tennessee	76	9.15	58.25	94.13
Texas	51	7.90	35.80	66.76
Utah	70	8.16	54.37	86.37
Vermont	71	7.84	56.06	86.80
Virginia	69	8.45	52.41	85.53
Washington	66	7.50	51.09	80.49
West Virginia	53	11.66	30.08	75.80
Wisconsin	71	8.03	55.24	86.70
Wyoming	81	6.11	68.68	92.62

CUTBACKS: FROZE OR REDUCED SALARIES

State	Percent	Standard error	95% Confidence Interval	
			Lower bound	Upper bound
Alabama	59	8.96	41.07	76.17
Alaska	29	5.68	17.44	39.70
Arizona	56	9.37	37.20	73.92
Arkansas	24	7.22	10.09	38.39
California	60	4.67	51.04	69.34
Colorado	55	7.53	40.01	69.51
Connecticut	66	8.68	48.51	82.53
Delaware	47	8.43	30.14	63.20
District of Columbia	63	10.88	41.83	84.49
Florida	46	6.30	33.55	58.25
Georgia	63	8.45	45.94	79.06
Hawaii	56	7.96	40.27	71.49
Idaho	50	7.83	34.66	65.34
Illinois	65	5.57	53.86	75.72
Indiana	57	7.51	42.42	71.86
Iowa	44	8.58	26.93	60.57
Kansas	54	7.92	38.53	69.57
Kentucky	38	9.72	18.46	56.54
Louisiana	46	9.27	28.27	64.59
Maine	32	9.66	12.90	50.74
Maryland	47	8.44	30.53	63.59
Massachusetts	49	7.53	34.09	63.59
Michigan	45	6.87	31.64	58.56
Minnesota	64	7.03	50.66	78.22
Mississippi	29	8.25	12.41	44.73
Missouri	45	7.11	30.75	58.61
Montana	36	7.22	21.74	50.06
Nebraska	38	7.99	22.57	53.91
Nevada	52	8.71	34.65	68.79
New Hampshire	39	8.12	23.48	55.30
New Jersey	38	8.46	20.92	54.08
New Mexico	44	7.93	28.90	59.98
New York	47	4.91	36.92	56.14
North Carolina	60	6.11	47.71	71.65
North Dakota	25	6.13	12.99	37.01
Ohio	57	6.32	44.27	69.07
Oklahoma	41	8.93	23.88	58.88
Oregon	40	6.73	26.81	53.19
Pennsylvania	47	5.33	36.62	57.50
Rhode Island	63	9.49	43.91	81.09
South Carolina	50	9.25	31.86	68.14
South Dakota	41	8.92	23.25	58.23
Tennessee	59	8.55	42.62	76.14
Texas	38	5.63	26.46	48.54
Utah	49	7.25	34.57	62.99
Vermont	51	7.00	37.43	64.89
Virginia	55	7.38	40.08	69.02
Washington	45	6.07	33.42	57.20
West Virginia	31	8.27	14.81	47.25
Wisconsin	50	7.78	34.75	65.25
Wyoming	38	6.01	25.71	49.29

CUTBACKS: DREW ON RESERVES

State	Percent	Standard error	95% Confidence Interval	
			Lower bound	Upper bound
Alabama	41	8.96	23.83	58.93
Alaska	31	5.79	19.26	41.96
Arizona	33	8.89	15.91	50.75
Arkansas	36	8.10	20.48	52.24
California	45	4.75	36.07	54.67
Colorado	36	7.25	21.51	49.91
Connecticut	48	9.12	30.40	66.16
Delaware	37	8.15	20.70	52.64
District of Columbia	26	9.94	6.85	45.79
Florida	31	5.86	19.67	42.63
Georgia	25	7.56	10.19	39.81
Hawaii	38	7.79	22.96	53.52
Idaho	38	7.61	23.33	53.15
Illinois	38	5.67	26.92	49.14
Indiana	62	7.37	47.45	76.35
Iowa	34	8.22	18.28	50.48
Kansas	35	7.59	20.27	50.01
Kentucky	42	9.89	22.28	61.06
Louisiana	43	9.20	24.84	60.88
Maine	32	9.66	12.90	50.74
Maryland	41	8.32	24.88	57.48
Massachusetts	35	7.18	20.81	48.95
Michigan	33	6.50	20.58	46.08
Minnesota	36	7.03	21.78	49.34
Mississippi	39	8.91	21.82	56.76
Missouri	36	6.87	22.71	49.63
Montana	41	7.41	26.51	55.55
Nebraska	44	8.17	28.11	60.13
Nevada	34	8.29	18.24	50.72
New Hampshire	39	8.12	23.48	55.30
New Jersey	41	8.58	23.80	57.46
New Mexico	42	7.87	26.25	57.09
New York	34	4.65	24.55	42.77
North Carolina	40	6.11	28.35	52.29
North Dakota	40	6.93	26.41	53.59
Ohio	33	6.02	21.54	45.12
Oklahoma	41	8.93	23.88	58.88
Oregon	36	6.59	23.08	48.92
Pennsylvania	46	5.32	35.46	56.30
Rhode Island	29	8.91	11.71	46.63
South Carolina	36	8.87	18.33	53.09
South Dakota	22	7.55	7.42	37.02
Tennessee	25	7.54	10.23	39.77
Texas	39	5.67	27.78	50.00
Utah	44	7.20	29.79	58.01
Vermont	28	6.29	15.59	40.23
Virginia	43	7.34	28.79	57.57
Washington	42	6.02	30.40	53.98
West Virginia	38	8.68	20.92	54.94
Wisconsin	50	7.78	34.75	65.25
Wyoming	46	6.19	33.70	57.96

CUTBACKS: REDUCED NUMBER OF EMPLOYEES

State	Percent	Standard error	95% Confidence Interval	
			Lower bound	Upper bound
Alabama	41	8.96	23.83	58.93
Alaska	27	5.55	15.65	37.41
Arizona	48	9.42	29.68	66.62
Arkansas	12	5.50	1.34	22.90
California	56	4.74	46.27	64.85
Colorado	29	6.83	15.18	41.96
Connecticut	52	9.12	33.84	69.60
Delaware	47	8.43	30.14	63.20
District of Columbia	37	10.88	15.51	58.17
Florida	43	6.25	30.36	54.88
Georgia	25	7.56	10.19	39.81
Hawaii	41	7.89	25.71	56.65
Idaho	29	7.13	15.43	43.39
Illinois	54	5.82	42.11	64.93
Indiana	45	7.55	30.43	60.05
Iowa	34	8.22	18.28	50.48
Kansas	35	7.59	20.27	50.01
Kentucky	17	7.48	2.01	31.33
Louisiana	46	9.27	28.27	64.59
Maine	59	10.19	39.11	79.07
Maryland	29	7.70	14.32	44.50
Massachusetts	35	7.18	20.81	48.95
Michigan	24	5.85	12.06	35.00
Minnesota	38	7.12	23.83	51.73
Mississippi	36	8.75	18.57	52.85
Missouri	30	6.54	16.98	42.60
Montana	31	6.95	17.15	44.39
Nebraska	41	8.10	25.31	57.05
Nevada	48	8.71	31.21	65.35
New Hampshire	33	7.83	17.98	48.68
New Jersey	31	8.10	15.37	47.13
New Mexico	39	7.78	23.64	54.14
New York	44	4.88	34.00	53.12
North Carolina	44	6.17	31.45	55.65
North Dakota	8	3.73	0.19	14.81
Ohio	43	6.32	30.93	55.73
Oklahoma	34	8.62	17.59	51.37
Oregon	26	6.02	14.19	37.81
Pennsylvania	32	4.97	22.02	41.50
Rhode Island	29	8.91	11.71	46.63
South Carolina	39	9.04	21.57	57.01
South Dakota	26	7.96	10.33	41.53
Tennessee	31	8.07	15.43	47.07
Texas	28	5.21	17.57	37.99
Utah	32	6.75	18.48	44.94
Vermont	40	6.85	26.10	52.96
Virginia	23	6.21	10.55	34.91
Washington	41	5.98	28.90	52.36
West Virginia	17	6.76	4.00	30.48
Wisconsin	45	7.74	29.82	60.18
Wyoming	25	5.38	14.46	35.54

CUTBACKS: REDUCED HEALTH, RETIREMENT, OR OTHER BENEFITS

State	Percent	Standard error	95% Confidence Interval	
			Lower bound	Upper bound
Alabama	17	6.87	3.78	30.70
Alaska	35	5.98	22.96	46.42
Arizona	11	5.93	0.00	22.98
Arkansas	24	7.22	10.09	38.39
California	29	4.31	20.25	37.15
Colorado	26	6.65	13.16	39.22
Connecticut	28	8.16	11.59	43.59
Delaware	10	5.07	0.06	19.94
District of Columbia	21	9.20	3.02	39.08
Florida	21	5.18	11.16	31.46
Georgia	22	7.22	7.74	36.02
Hawaii	18	6.11	5.67	29.63
Idaho	35	7.48	20.63	49.95
Illinois	28	5.25	17.88	38.46
Indiana	31	7.02	17.20	44.70
Iowa	22	7.15	7.86	35.90
Kansas	22	6.54	8.80	34.44
Kentucky	21	8.15	4.86	36.80
Louisiana	18	7.12	3.91	31.81
Maine	32	9.66	12.90	50.74
Maryland	26	7.46	11.86	41.08
Massachusetts	21	6.13	8.92	32.94
Michigan	24	5.85	12.06	35.00
Minnesota	38	7.12	23.83	51.73
Mississippi	18	6.99	4.16	31.56
Missouri	26	6.23	13.31	37.75
Montana	5	3.32	0.00	12.33
Nebraska	21	6.65	7.55	33.63
Nevada	17	6.58	4.33	30.15
New Hampshire	15	5.95	3.48	26.82
New Jersey	22	7.23	7.72	36.04
New Mexico	17	5.95	5.01	28.33
New York	23	4.12	14.69	30.85
North Carolina	23	5.21	12.38	32.78
North Dakota	8	3.73	0.19	14.81
Ohio	30	5.85	18.54	41.46
Oklahoma	14	6.25	1.54	26.04
Oregon	10	4.12	1.92	18.08
Pennsylvania	14	3.72	6.84	21.40
Rhode Island	29	8.91	11.71	46.63
South Carolina	36	8.87	18.33	53.09
South Dakota	22	7.55	7.42	37.02
Tennessee	22	7.20	7.77	35.99
Texas	14	4.02	6.01	21.77
Utah	20	5.75	8.24	30.78
Vermont	23	5.92	11.66	34.86
Virginia	23	6.21	10.55	34.91
Washington	25	5.28	14.66	35.34
West Virginia	10	5.45	0.00	21.18
Wisconsin	33	7.29	18.21	46.79
Wyoming	13	4.11	4.45	20.55

CUTBACKS: BORROWED OR INCREASED LINES OF CREDIT

State	Percent	Standard error	95% Confidence Interval	
			Lower bound	Upper bound
Alabama	21	7.37	6.25	35.13
Alaska	10	3.80	2.74	17.66
Arizona	19	7.32	4.16	32.88
Arkansas	12	5.50	1.34	22.90
California	21	3.90	13.65	28.95
Colorado	19	5.94	7.41	30.69
Connecticut	17	6.90	3.72	30.76
Delaware	13	5.75	2.07	24.59
District of Columbia	11	6.93	0.00	25.63
Florida	25	5.44	13.92	35.26
Georgia	22	7.22	7.74	36.02
Hawaii	15	5.68	3.58	25.84
Idaho	18	5.97	5.95	29.35
Illinois	42	5.77	30.95	53.55
Indiana	36	7.27	21.46	49.96
Iowa	16	6.28	3.32	27.94
Kansas	14	5.43	2.86	24.16
Kentucky	17	7.48	2.01	31.33
Louisiana	25	8.05	9.23	40.77
Maine	23	8.69	5.70	39.76
Maryland	21	6.83	7.20	33.98
Massachusetts	14	5.22	3.72	24.18
Michigan	24	5.85	12.06	35.00
Minnesota	18	5.61	6.78	28.78
Mississippi	29	8.25	12.41	44.73
Missouri	15	5.09	4.91	24.87
Montana	3	2.38	0.00	8.27
Nebraska	12	5.30	1.37	22.15
Nevada	7	4.42	0.00	16.44
New Hampshire	9	4.77	0.00	18.58
New Jersey	25	7.57	10.17	39.83
New Mexico	14	5.52	3.07	24.71
New York	23	4.12	14.69	30.85
North Carolina	18	4.76	8.42	27.06
North Dakota	23	5.91	10.92	34.08
Ohio	20	5.11	9.99	30.01
Oklahoma	10	5.52	0.00	21.40
Oregon	14	4.77	4.66	23.34
Pennsylvania	32	4.97	22.02	41.50
Rhode Island	29	8.91	11.71	46.63
South Carolina	29	8.36	12.18	44.96
South Dakota	7	4.76	0.00	17.69
Tennessee	22	7.20	7.77	35.99
Texas	19	4.60	10.42	28.46
Utah	12	4.75	2.89	21.51
Vermont	19	5.45	7.91	29.29
Virginia	27	6.60	14.33	40.21
Washington	9	3.55	2.42	16.34
West Virginia	24	7.65	9.14	39.14
Wisconsin	30	7.13	16.02	43.98
Wyoming	10	3.79	2.98	17.86

CUTBACKS: REDUCED NUMBER OF PROGRAMS OR SERVICES

State	Percent	Standard error	95% Confidence Interval	
			Lower bound	Upper bound
Alabama	24	7.78	8.89	39.39
Alaska	12	4.12	4.17	20.31
Arizona	19	7.32	4.16	32.88
Arkansas	27	7.50	12.56	41.98
California	27	4.23	18.57	35.13
Colorado	12	4.90	2.30	21.50
Connecticut	21	7.40	6.19	35.19
Delaware	7	4.22	0.00	15.73
District of Columbia	32	10.49	11.02	52.14
Florida	21	5.18	11.16	31.46
Georgia	41	8.57	23.83	57.43
Hawaii	12	5.17	1.63	21.89
Idaho	15	5.55	3.84	25.58
Illinois	31	5.40	20.41	41.57
Indiana	21	6.23	9.22	33.64
Iowa	22	7.15	7.86	35.90
Kansas	22	6.54	8.80	34.44
Kentucky	8	5.55	0.00	20.47
Louisiana	14	6.50	1.54	27.04
Maine	27	9.23	9.18	45.36
Maryland	15	5.99	2.98	26.44
Massachusetts	28	6.75	14.67	41.15
Michigan	22	5.67	10.45	32.69
Minnesota	20	5.87	8.49	31.51
Mississippi	7	4.70	0.00	17.39
Missouri	19	5.63	8.12	30.18
Montana	15	5.43	4.73	26.03
Nebraska	26	7.26	12.25	40.69
Nevada	14	6.01	2.01	25.57
New Hampshire	12	5.42	1.50	22.74
New Jersey	16	6.35	3.19	28.07
New Mexico	8	4.41	0.00	17.13
New York	17	3.68	9.62	24.04
North Carolina	13	4.17	4.72	21.08
North Dakota	15	5.05	5.10	24.90
Ohio	17	4.76	7.35	25.99
Oklahoma	28	8.10	11.71	43.47
Oregon	18	5.28	7.66	28.34
Pennsylvania	28	4.80	18.82	37.66
Rhode Island	29	8.91	11.71	46.63
South Carolina	21	7.59	6.55	36.31
South Dakota	7	4.76	0.00	17.69
Tennessee	13	5.76	1.22	23.78
Texas	18	4.47	9.29	26.83
Utah	17	5.46	6.37	27.77
Vermont	7	3.57	0.00	13.99
Virginia	25	6.42	12.42	37.58
Washington	19	4.76	9.43	28.07
West Virginia	24	7.65	9.14	39.14
Wisconsin	25	6.74	11.79	38.21
Wyoming	8	3.43	1.60	15.06

PROBLEMS: PAYMENTS NOT COVERING FULL COST OF CONTRACTED SERVICES

State	Percent	Standard error	95% Confidence Interval	
			Lower bound	Upper bound
Alabama	54	9.96	34.65	73.69
Alaska	72	6.57	59.35	85.09
Arizona	71	10.83	49.37	91.81
Arkansas	42	9.38	23.93	60.69
California	76	4.82	66.20	85.08
Colorado	74	7.24	60.10	88.48
Connecticut	77	8.79	60.05	94.49
Delaware	67	8.91	49.21	84.13
District of Columbia	57	18.40	21.09	93.19
Florida	66	7.06	52.08	79.74
Georgia	56	9.80	36.79	75.21
Hawaii	71	7.98	55.78	87.08
Idaho	52	9.51	33.53	70.81
Illinois	81	5.20	71.29	91.67
Indiana	60	8.14	44.04	75.96
Iowa	78	8.42	61.77	94.75
Kansas	75	7.91	59.49	90.51
Kentucky	76	10.11	56.64	96.30
Louisiana	72	10.38	51.87	92.57
Maine	82	8.99	64.73	99.97
Maryland	63	9.16	45.01	80.91
Massachusetts	58	8.49	40.93	74.23
Michigan	76	6.79	63.00	89.64
Minnesota	78	6.50	64.75	90.25
Mississippi	38	10.24	18.04	58.16
Missouri	67	8.04	50.91	82.43
Montana	37	8.28	20.45	52.89
Nebraska	75	7.85	59.62	90.38
Nevada	67	9.66	47.74	85.60
New Hampshire	79	7.18	65.24	93.38
New Jersey	71	8.44	54.89	87.97
New Mexico	76	8.18	59.97	92.03
New York	71	5.24	60.97	81.49
North Carolina	64	7.00	50.73	78.15
North Dakota	53	7.90	37.66	68.60
Ohio	76	6.22	63.90	88.28
Oklahoma	63	9.65	43.59	81.41
Oregon	49	7.98	33.01	64.29
Pennsylvania	67	5.71	55.48	77.86
Rhode Island	84	8.03	68.47	99.95
South Carolina	58	11.09	36.15	79.63
South Dakota	69	10.94	47.32	90.18
Tennessee	61	10.02	41.23	80.51
Texas	59	6.21	46.84	71.20
Utah	43	8.40	26.86	59.80
Vermont	74	7.22	60.04	88.34
Virginia	65	8.45	47.96	81.08
Washington	65	6.63	52.32	78.30
West Virginia	60	9.44	41.50	78.50
Wisconsin	73	7.63	57.77	87.69
Wyoming	53	6.97	38.97	66.29

PROBLEMS: COMPLEXITY OF/TIME REQUIRED FOR REPORTING ON GRANTS/CONTRACTS

State	Percent	Standard error	95% Confidence Interval	
			Lower bound	Upper bound
Alabama	76	8.36	59.61	92.39
Alaska	78	5.95	66.71	90.05
Arizona	82	9.06	64.54	100.00
Arkansas	52	9.67	33.05	70.95
California	76	4.55	66.95	84.77
Colorado	82	6.16	69.50	93.66
Connecticut	70	9.43	51.08	88.06
Delaware	85	6.55	71.78	97.46
District of Columbia	83	10.58	60.56	100.00
Florida	79	5.59	67.89	89.81
Georgia	73	8.59	56.25	89.91
Hawaii	76	7.43	61.29	90.43
Idaho	92	4.77	82.13	100.00
Illinois	84	4.68	75.31	93.65
Indiana	72	7.34	57.83	86.61
Iowa	74	8.96	56.35	91.47
Kansas	69	7.92	53.22	84.28
Kentucky	86	7.51	70.78	100.00
Louisiana	82	9.09	64.45	100.00
Maine	87	8.53	68.25	100.00
Maryland	74	7.74	59.01	89.37
Massachusetts	69	7.75	53.38	83.76
Michigan	78	6.37	65.57	90.53
Minnesota	84	5.97	72.08	95.48
Mississippi	55	10.25	34.45	74.65
Missouri	89	5.00	79.38	99.00
Montana	81	6.20	68.40	92.72
Nebraska	77	7.41	62.15	91.19
Nevada	72	8.43	55.48	88.52
New Hampshire	84	6.30	71.52	96.22
New Jersey	79	7.44	64.73	93.89
New Mexico	87	5.94	75.03	98.31
New York	72	4.86	62.77	81.81
North Carolina	77	6.06	64.73	88.47
North Dakota	67	7.03	52.89	80.45
Ohio	77	5.78	65.60	88.24
Oklahoma	59	10.23	39.03	79.15
Oregon	76	6.51	62.85	88.37
Pennsylvania	71	5.27	60.50	81.16
Rhode Island	90	6.44	76.07	100.00
South Carolina	59	11.69	35.91	81.73
South Dakota	74	8.64	56.97	90.85
Tennessee	81	7.36	67.05	95.91
Texas	67	5.60	55.69	77.65
Utah	72	7.38	57.41	86.35
Vermont	84	6.07	71.97	95.77
Virginia	66	7.89	50.25	81.17
Washington	86	4.56	76.78	94.64
West Virginia	58	9.33	39.40	75.98
Wisconsin	80	6.66	66.95	93.05
Wyoming	78	5.56	67.15	88.95

PROBLEMS: COMPLEXITY OF/TIME REQUIRED BY APPLICATION PROCESS

State	Percent	Standard error	95% Confidence Interval	
			Lower bound	Upper bound
Alabama	77	8.09	61.06	92.78
Alaska	84	5.20	74.01	94.41
Arizona	81	9.56	62.51	99.99
Arkansas	58	9.38	39.31	76.07
California	75	4.57	66.04	83.96
Colorado	84	5.80	72.85	95.57
Connecticut	67	9.46	48.13	85.21
Delaware	81	7.16	66.74	94.80
District of Columbia	92	7.85	72.77	100.00
Florida	77	5.99	65.34	88.82
Georgia	77	8.16	60.93	92.91
Hawaii	79	7.03	65.52	93.10
Idaho	88	5.72	77.25	99.67
Illinois	76	5.72	64.72	87.14
Indiana	81	6.49	67.85	93.27
Iowa	91	6.00	77.83	100.00
Kansas	69	8.31	52.69	85.25
Kentucky	79	9.20	60.93	96.97
Louisiana	73	11.23	51.33	95.33
Maine	83	8.54	66.55	100.00
Maryland	75	8.06	59.20	90.80
Massachusetts	74	7.29	59.99	88.59
Michigan	61	7.51	46.27	75.69
Minnesota	87	5.40	76.25	97.43
Mississippi	58	9.72	39.28	77.38
Missouri	82	6.16	69.50	93.66
Montana	71	7.35	56.19	84.99
Nebraska	81	6.81	67.31	93.99
Nevada	83	7.42	68.07	97.15
New Hampshire	72	7.92	56.89	87.93
New Jersey	72	8.21	56.33	88.49
New Mexico	80	6.99	66.30	93.70
New York	74	4.76	65.05	83.73
North Carolina	71	6.83	58.03	84.83
North Dakota	63	7.31	48.53	77.19
Ohio	82	5.47	70.91	92.35
Oklahoma	65	9.69	46.22	84.22
Oregon	73	6.72	60.00	86.34
Pennsylvania	75	5.08	64.69	84.61
Rhode Island	85	7.66	69.97	100.00
South Carolina	59	11.69	35.91	81.73
South Dakota	71	9.30	53.20	89.66
Tennessee	80	7.88	64.56	95.44
Texas	69	5.65	58.16	80.30
Utah	61	7.90	45.12	76.10
Vermont	88	5.37	76.97	98.03
Virginia	69	7.72	53.45	83.69
Washington	81	5.33	70.33	91.21
West Virginia	62	9.19	43.53	79.55
Wisconsin	76	7.34	61.37	90.15
Wyoming	77	5.81	65.54	88.30

PROBLEMS: GOVERNMENT CHANGES TO CONTACTS GRANTS

State	Percent	Standard error	95% Confidence Interval	
			Lower bound	Upper bound
Alabama	55	10.40	34.18	74.92
Alaska	47	8.01	30.96	62.38
Arizona	63	11.86	39.26	85.74
Arkansas	26	8.86	8.72	43.46
California	58	5.54	46.83	68.55
Colorado	47	8.39	30.62	63.50
Connecticut	68	9.76	49.04	87.32
Delaware	43	9.57	24.72	62.24
District of Columbia	67	13.38	40.44	92.90
Florida	67	6.83	54.01	80.77
Georgia	42	9.94	22.20	61.14
Hawaii	68	8.72	50.90	85.10
Idaho	50	9.73	30.93	69.07
Illinois	73	6.20	61.31	85.63
Indiana	69	8.45	52.41	85.53
Iowa	62	10.37	41.58	82.22
Kansas	70	8.09	54.15	85.85
Kentucky	67	10.92	45.26	88.08
Louisiana	71	10.87	49.29	91.89
Maine	82	8.99	64.73	99.97
Maryland	54	9.63	34.97	72.73
Massachusetts	49	8.11	32.75	64.55
Michigan	68	7.58	52.71	82.43
Minnesota	54	8.07	38.23	69.87
Mississippi	38	10.24	18.04	58.16
Missouri	58	8.43	41.05	74.11
Montana	47	8.57	29.88	63.46
Nebraska	48	9.58	29.22	66.78
Nevada	71	9.25	53.29	89.57
New Hampshire	54	8.99	35.94	71.20
New Jersey	50	10.09	30.22	69.78
New Mexico	65	9.51	46.59	83.85
New York	67	5.38	56.13	77.21
North Carolina	61	7.20	47.25	75.47
North Dakota	37	7.87	21.24	52.10
Ohio	49	7.54	34.07	63.61
Oklahoma	61	9.93	41.40	80.34
Oregon	38	7.56	23.63	53.29
Pennsylvania	59	6.04	47.54	71.22
Rhode Island	80	9.91	60.57	99.43
South Carolina	50	11.54	27.38	72.62
South Dakota	16	7.90	0.32	31.26
Tennessee	52	10.26	32.07	72.27
Texas	52	6.71	38.70	65.00
Utah	47	8.19	30.82	62.94
Vermont	55	8.49	38.54	71.80
Virginia	42	8.71	24.86	59.02
Washington	65	6.84	51.80	78.64
West Virginia	50	10.27	29.87	70.13
Wisconsin	53	8.43	36.42	69.46
Wyoming	38	6.86	24.39	51.29

PROBLEMS: LATE PAYMENTS

State Names	Percent	Standard error	95% Confidence Interval	
			Lower bound	Upper bound
Alabama	48	10.20	27.84	67.82
Alaska	38	7.53	22.74	52.26
Arizona	53	11.86	29.69	76.19
Arkansas	21	8.02	5.11	36.55
California	60	5.15	49.45	69.65
Colorado	41	8.51	23.95	57.31
Connecticut	73	9.34	54.43	91.03
Delaware	50	9.87	30.66	69.34
District of Columbia	70	14.25	42.07	97.93
Florida	38	7.00	24.58	52.02
Georgia	58	9.57	38.94	76.44
Hawaii	57	8.75	40.00	74.28
Idaho	48	9.95	28.12	67.12
Illinois	83	4.73	74.05	92.61
Indiana	65	8.45	47.95	81.09
Iowa	57	10.57	36.43	77.85
Kansas	59	9.14	41.34	77.18
Kentucky	61	11.30	38.97	83.25
Louisiana	69	11.39	46.42	91.08
Maine	80	10.04	60.32	99.68
Maryland	43	8.92	25.86	60.80
Massachusetts	39	8.02	23.17	54.61
Michigan	50	7.79	34.73	65.27
Minnesota	41	7.95	24.96	56.12
Mississippi	43	10.43	22.42	63.30
Missouri	46	8.25	29.53	61.89
Montana	26	7.39	11.32	40.30
Nebraska	48	8.61	31.52	65.26
Nevada	68	9.32	49.91	86.45
New Hampshire	52	9.17	33.87	69.83
New Jersey	59	9.35	40.94	77.58
New Mexico	33	9.85	14.03	52.63
New York	63	5.30	52.57	73.35
North Carolina	41	7.27	26.67	55.15
North Dakota	41	7.55	26.37	55.99
Ohio	56	6.94	42.40	69.60
Oklahoma	52	10.17	32.24	72.10
Oregon	26	6.79	12.33	38.95
Pennsylvania	70	5.39	59.44	80.56
Rhode Island	56	11.90	32.92	79.58
South Carolina	41	11.69	18.27	64.09
South Dakota	11	6.99	0.00	26.11
Tennessee	57	10.18	36.57	76.47
Texas	40	6.63	26.62	52.62
Utah	36	7.78	21.11	51.61
Vermont	36	8.32	19.40	52.02
Virginia	44	8.37	27.71	60.53
Washington	33	6.74	19.41	45.81
West Virginia	52	9.62	33.14	70.86
Wisconsin	39	8.61	21.83	55.59
Wyoming	34	6.90	20.76	47.82



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