



Government Grants and Contracts for Nonprofits in 2023

Data Tables from the Nonprofit Trends and Impacts Study

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In 2023, two out of three nonprofits from a nationally representative panel study in the United States received at least one government grant or contract, resulting in the average nonprofit generating one-quarter of its revenue from government sources that year. Over a third of nonprofits received more than a quarter of their revenue from the government, and about two in ten nonprofits received more than half of their revenue from the government.

The findings, examined further in the tables below, come from the 2024 National Survey of [Nonprofit Trends and Impacts](#), a nationally representative panel study of nonprofits that provide important services across American communities, excluding hospitals, higher-education institutions, schools, and other specialized types of nonprofits, such as religious and mutual benefit organizations.¹ The 501(c)(3) public charities in the panel have annual expenses and revenues of \$50,000 or more and engage in activities ranging from direct service provision to community building and advocacy. They primarily receive rather than provide funds and their impact ranges from the local to the national and international levels.

The tables below show data on the percentages of these nonprofits that received government grants and contracts across the US and by region, size, subsector (table 1), and state (table 3), and the percentages of revenue coming from government sources across the US and by region, size, subsector (table 2) and state (table 4). All data shown are weighted to be representative of the population of organizations across the country and are representative at the national, regional, and state levels and by size and subsector.

TABLE 1

Share of Nonprofits Receiving Government Grants and Contracts in 2023, by Geography, Size, and Subsector

	% of Nonprofits Received Government Grants				% of Nonprofits Received Government Contracts				% of Nonprofits Received Government Funding
	Any grants	Local grants	State grants	Federal grants	Any contracts	Local contracts	State contracts	Federal contracts	
United States	63%	46%	43%	27%	21%	14%	12%	6%	67%
Region									
Northeast	66%	48%	49%	25%	25%	14%	17%	7%	71%
Midwest	60%	42%	43%	26%	19%	13%	9%	5%	64%
South	62%	44%	41%	29%	18%	12%	11%	6%	65%
West	65%	49%	42%	27%	23%	15%	13%	7%	69%
Size (annual expenses)									
Less than \$100K	50%	39%	27%	11%	8%	6%	4%	3%	53%
\$100K to \$499K	58%	41%	37%	21%	14%	9%	7%	4%	61%
\$500K to \$999K	69%	49%	47%	31%	21%	15%	11%	6%	73%
\$1M to \$9.9M	74%	54%	54%	40%	32%	21%	19%	9%	79%
\$10M or more	81%	55%	74%	58%	60%	38%	49%	24%	86%
Subsector									
Arts, culture, and humanities	79%	61%	59%	24%	10%	7%	4%	2%	81%
Education	57%	34%	37%	22%	21%	15%	13%	5%	63%
Health	61%	43%	44%	28%	25%	18%	17%	9%	65%
Human services	65%	47%	44%	31%	24%	14%	15%	8%	69%
Other	50%	34%	30%	24%	20%	14%	9%	5%	55%

Source: 2024 National Survey of [Nonprofit Trends and Impacts](#).

Notes: We report weighted responses that account for the sample design and nonresponse, ensuring that the estimates are representative at the national and regional levels and by size and subsector; 3,283 respondents answered the questions used to produce the data in this table.

TABLE 2

Share of Nonprofit Revenue from Government Sources in 2023, by Geography, Size, and Subsector

	% of Nonprofits Receiving the Following Shares of Their Revenue from Government Sources				Average % of Nonprofit Revenue from Government Sources
	0-25%	26-50%	51-75%	76-100%	
United States	66%	13%	10%	11%	25%
Region					
Northeast	67%	14%	10%	9%	23%
Midwest	66%	12%	9%	13%	25%
South	64%	14%	10%	12%	26%
West	67%	12%	10%	11%	24%
Size (annual expenses)					
Less than \$100K	81%	10%	5%	4%	13%
\$100K to \$499K	71%	13%	9%	7%	20%
\$500K to \$999K	61%	13%	13%	13%	28%
\$1M to \$9.9M	53%	16%	14%	18%	34%
\$10M or more	31%	13%	17%	38%	54%
Subsector					
Arts, culture, and humanities	77%	15%	6%	3%	18%
Education	62%	13%	12%	13%	28%
Health	54%	15%	17%	14%	32%
Human services	60%	13%	12%	15%	29%
Other	73%	11%	7%	8%	19%

Source: 2024 National Survey of [Nonprofit Trends and Impacts](#).

Notes: We report weighted responses that account for the sample design and nonresponse, ensuring that the estimates are representative at the national and regional levels and by size and subsector; 2,539 respondents answered the question used to produce the data in this table.

Tables 3 and 4 below display data for states with enough responses to generate findings that are representative at the state level.

TABLE 3

Share of Nonprofits That Received Government Grants and Contracts in 2023, by State

State	% Received Government Grants				% Received Government Contracts				% Received Government Funding
	Any grants	Local grants	State grants	Federal grants	Any contracts	Local contracts	State contracts	Federal contracts	
AK	-	-	-	-	-	-	-	-	-
AL	70%	56%	50%	24%	22%	18%	13%	5%	75%
AR	59%	38%	43%	34%	18%	15%	8%	5%	64%
AZ	59%	42%	37%	26%	19%	14%	16%	8%	63%
CA	64%	53%	33%	21%	27%	22%	12%	6%	69%
CO	70%	55%	48%	30%	22%	14%	12%	7%	73%
CT	-	-	-	-	-	-	-	-	-
DC	-	-	-	-	-	-	-	-	-
DE	-	-	-	-	-	-	-	-	-
FL	53%	43%	31%	21%	14%	11%	1%	3%	55%
GA	54%	38%	29%	27%	14%	11%	12%	6%	56%
HI	-	-	-	-	-	-	-	-	-
IA	-	-	-	-	-	-	-	-	-
ID	54%	32%	35%	24%	20%	10%	10%	7%	59%
IL	60%	45%	51%	23%	22%	12%	16%	6%	63%
IN	57%	45%	31%	26%	14%	7%	0%	9%	59%
KS	-	-	-	-	-	-	-	-	-
KY	62%	45%	40%	27%	18%	8%	13%	4%	68%
LA	79%	53%	58%	49%	21%	13%	19%	10%	84%
MA	69%	50%	51%	24%	27%	12%	20%	7%	73%
MD	67%	57%	59%	24%	28%	25%	13%	5%	67%
ME	-	-	-	-	-	-	-	-	-
MI	50%	31%	35%	11%	16%	13%	5%	5%	53%
MN	73%	45%	56%	26%	25%	20%	17%	12%	75%
MO	57%	43%	45%	31%	32%	25%	25%	5%	67%
MS	62%	33%	38%	37%	11%	7%	4%	5%	62%
MT	58%	32%	46%	35%	22%	8%	16%	5%	63%
NC	67%	55%	36%	11%	20%	17%	11%	6%	72%
ND	-	-	-	-	-	-	-	-	-
NE	-	-	-	-	-	-	-	-	-
NH	-	-	-	-	-	-	-	-	-
NJ	-	-	-	-	-	-	-	-	-
NM	69%	44%	55%	36%	37%	25%	25%	10%	72%
NV	-	-	-	-	-	-	-	-	-
NY	75%	58%	54%	27%	24%	21%	16%	6%	78%
OH	62%	44%	44%	30%	16%	11%	6%	3%	67%
OK	57%	28%	34%	32%	22%	5%	17%	5%	62%
OR	-	-	-	-	-	-	-	-	-
PA	49%	33%	34%	19%	16%	15%	6%	5%	53%
RI	-	-	-	-	-	-	-	-	-
SC	-	-	-	-	-	-	-	-	-
SD	-	-	-	-	-	-	-	-	-
TN	69%	51%	51%	35%	21%	12%	15%	9%	69%
TX	57%	39%	36%	28%	18%	12%	9%	7%	60%
UT	68%	56%	55%	30%	12%	8%	6%	2%	69%
VA	71%	58%	35%	28%	6%	6%	6%	4%	71%
VT	-	-	-	-	-	-	-	-	-
WA	62%	53%	39%	21%	28%	18%	18%	8%	69%
WI	52%	31%	29%	26%	9%	7%	0%	2%	54%
WV	-	-	-	-	-	-	-	-	-
WY	-	-	-	-	-	-	-	-	-

Source: 2024 National Survey of [Nonprofit Trends and Impacts](#).

Notes: We report weighted responses that account for the sample design and nonresponse, ensuring that the estimates are representative at the state level. We do not report state-level responses for states where too few organizations responded to generate representative data: 3,283 respondents answered the questions used to produce the data in this table.

TABLE 4

Share of Nonprofit Revenue Coming from Government Sources in 2023, by State

State	% of Nonprofits Receiving the Following Shares of Their Revenue From Government Sources				Average % of Nonprofit Revenue from Government Sources
	0-25%	26-50%	51-75%	76-100%	
AK	-	-	-	-	-
AL	60%	16%	16%	8%	28%
AR	59%	17%	9%	16%	32%
AZ	70%	15%	4%	12%	21%
CA	63%	8%	12%	17%	29%
CO	65%	13%	14%	8%	25%
CT	-	-	-	-	-
DC	-	-	-	-	-
DE	-	-	-	-	-
FL	68%	10%	5%	17%	24%
GA	74%	10%	8%	7%	19%
HI	-	-	-	-	-
IA	-	-	-	-	-
ID	-	-	-	-	-
IL	71%	7%	9%	13%	24%
IN	-	-	-	-	-
KS	-	-	-	-	-
KY	58%	6%	12%	24%	33%
LA	43%	23%	16%	18%	39%
MA	61%	17%	10%	12%	26%
MD	-	-	-	-	-
ME	-	-	-	-	-
MI	-	-	-	-	-
MN	64%	13%	11%	12%	25%
MO	-	-	-	-	-
MS	67%	9%	5%	19%	27%
MT	68%	18%	6%	8%	21%
NC	64%	14%	16%	6%	23%
ND	-	-	-	-	-
NE	-	-	-	-	-
NH	-	-	-	-	-
NJ	-	-	-	-	-
NM	62%	15%	13%	10%	28%
NV	-	-	-	-	-
NY	67%	15%	12%	6%	23%
OH	60%	13%	10%	17%	29%
OK	69%	13%	7%	11%	24%
OR	-	-	-	-	-
PA	72%	11%	11%	6%	20%
RI	-	-	-	-	-
SC	-	-	-	-	-
SD	-	-	-	-	-
TN	59%	16%	12%	13%	29%
TX	68%	11%	12%	9%	23%
UT	69%	20%	6%	5%	21%
VA	68%	19%	9%	5%	18%
VT	-	-	-	-	-
WA	69%	13%	11%	7%	21%
WI	64%	11%	13%	12%	26%
WV	-	-	-	-	-
WY	-	-	-	-	-

Source: 2024 National Survey of [Nonprofit Trends and Impacts](#).

Notes: We report weighted responses that account for the sample design and nonresponse, ensuring that the estimates are representative at the state level. We do not report state-level responses for states where too few organizations responded to generate representative data; 2,539 respondents answered the question used to produce the data in this table.

ABOUT THE DATA

Regions are defined by the US Census Bureau based on the nonprofit headquarters listed on the June 2024 Internal Revenue Service Exempt Organizations Business Master File. **Northeast:** Connecticut, Maine, Massachusetts, New Hampshire, New Jersey, New York, Pennsylvania, Rhode Island, and Vermont. **Midwest:** Indiana, Illinois, Iowa, Kansas, Michigan, Minnesota, Missouri, Nebraska, North Dakota, Ohio, South Dakota, and Wisconsin. **South:** Alabama, Arkansas, Delaware, District of Columbia, Florida, Georgia, Kentucky, Louisiana, Maryland, Mississippi, North Carolina, Oklahoma, South Carolina, Tennessee, Texas, Virginia, and West Virginia. **West:** Alaska, Arizona, California, Colorado, Hawaii, Idaho, Montana, Nevada, New Mexico, Oregon, Utah, Washington, and Wyoming.

Sizes are the total annual expenses reported on nonprofits' most recently available Internal Revenue Service Form 990 (between 2020 and 2022).

Subsectors are defined using organizations' National Taxonomy of Exempt Entities (NTEE) codes, as listed on the June 2024 Internal Revenue Service Exempt Organizations Business Master File. Subsectors in the "Other" category include Environment and Animals; International, Foreign Affairs; Public Societal Benefit; and Religion.

Government contracts are defined in the National Survey of Nonprofit Trends and Impacts as "contracts or fee-for-service payments (other than Medicare/Medicaid)."

Average percent of nonprofit revenue from government sources is calculated using responses² from a survey question asking about the approximate percentage of organizations' annual revenue that came from various sources, including government agencies (federal, state, or local, including grants and contracts) and taking the average of those percentages reported on the government agencies line.³

NOTES

- ¹ The National Survey of Nonprofit Trends and Impacts 2024, administered by the Urban Institute, American University, and George Mason University, ran from October 29, 2024, to January 3, 2025, and yielded 4,056 responses for a response rate of 8.4 percent. The survey was sent to a nationally representative group of nonprofit organizations classified as 501(c)(3) public charities in the US with annual expenses and revenues of \$50,000 or more. The survey includes nonprofits that engage in activities ranging from direct service provision to community building and advocacy and primarily receive rather than provide funds. The survey excludes organizations that usually fund nonprofits, such as foundations. It also excludes hospitals, higher-education institutions, schools (including day cares, preschools, and K-12 schools), churches and other houses of worship, mutual benefit organizations, philanthropic support organizations, and other organizations because of their unique contexts. For more details about the survey methodology, including the exact sample inclusion and exclusion criteria, see appendix B of Urban’s Nonprofit Trends and Impacts 2021, available at <https://www.urban.org/research/publication/nonprofit-trends-and-impacts-2021>. To learn more about the survey, find other publications using the survey data, and access the public use data files, please visit <https://www.urban.org/partnering-understand-long-term-trends-nonprofit-organization-activities-and-needs>.
- ² When respondents provided a percentage for at least one type of funding but left the “government agencies” line blank, their response for the “government agencies” line was changed to zero. Of the 4,056 survey respondents, 2,539 answered this question. Of those who answered the question, 218 responses were removed because they provided percentages that did not add to 100 percent.
- ³ In the 2021, 2022, and 2023 surveys, respondents were asked to provide the dollar amount of their revenue in a variety of categories, including from government agencies (federal, state, or local, including grants and contracts). The average percentage of nonprofit revenue from government sources data point was calculated by dividing the dollar amount from government agencies by the dollar amount of total revenue that came from each funding source. In the 2024 survey, respondents provided the percentage of their revenue that comes from each funding source and the average of that line was used to generate the 2023 figure.

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