

Adding Up Impact



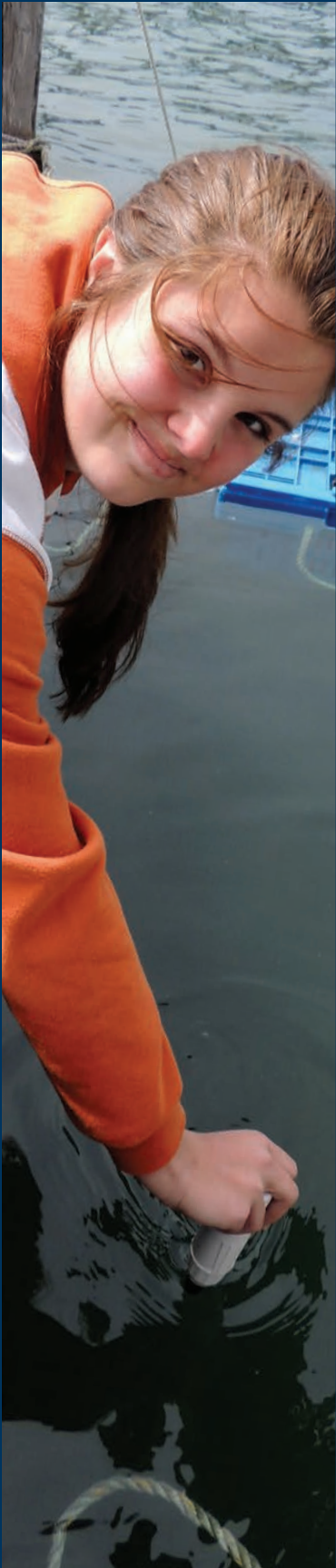
Maine Nonprofits at Work

January 2015

A report detailing the **economic + social impact** of the Maine nonprofit sector, written by the Maine Association of Nonprofits with generous support from Maine Community Foundation, Unity Foundation, Maine Health Access Foundation, and Healey & Associates.

M | A | N | P
Maine Association
of Nonprofits

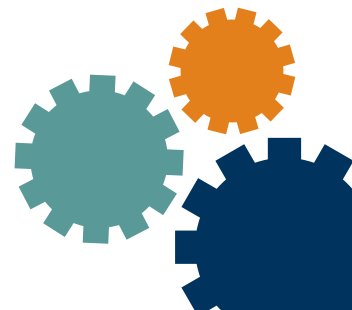
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Acknowledgements

MANP extends deep appreciation to Margaret W. Nareff of Rockport for her contributions in gathering and writing the case studies included in this report, and to our partners and sponsors:



Nonprofits Matter

Maine's future prosperity will undoubtedly depend on **advancing** innovative solutions to address community challenges, **connecting** people to opportunities, and **strengthening** our social fabric through broader civic engagement. Advancing, connecting and strengthening—this is the daily work of an often overlooked part of Maine's economy: the nonprofit sector.

Scratch the surface of why people love Maine and you'll find a strong network of nonprofit organizations delivering on their mission. **Nonprofits promote the values and ideals that create and support our quality of life; they touch the lives of each and every Maine citizen.** They educate and care for our children, protect our natural environment, provide services for our most vulnerable citizens, offer a wide range of cultural opportunities, create affordable housing, support economic development and provide health care for our citizens. They also create jobs, develop community leaders, and invest significant financial and human resources in communities throughout the state.

For example, every day Maine nonprofits:

support the growth of our future citizens and community leaders by investing in early care and education, and connecting youth to service and work opportunities

promote economic development by counseling small businesses, providing education and job training, and investing in community economic development

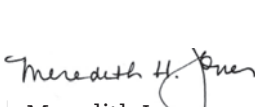
inspire and nurture us through the arts, while contributing to the creative economy

weave a strong safety net by providing physical and mental health services to those most in need

protect the environment by preserving open space, fighting for clean air and water and promoting sustainable development

A healthy and engaged nonprofit sector is essential to both maintaining and improving the quality of life in our state, and Maine residents continue to place their trust in the responsiveness, performance and quality of services provided by nonprofits. The Maine Association of Nonprofits, the Maine Community Foundation, the Unity Foundation and the Maine Health Access Foundation are pleased to present this report as a way to foster a broader awareness and appreciation of the significant impact of this sector on Maine's people and the economy.


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Partners in Prosperity




The prosperity and vitality of our state depend on cultivating strong partnerships between the business, government and nonprofit sectors.


Working hand in hand with government and businesses, nonprofits make Maine a better place to live, work and visit.




Governments turn to nonprofits to provide essential services to citizens and fulfill commitments and programs established by policymakers.



Nonprofits are key partners in local and regional economic development.



Nonprofit organizations work with state and local governments to identify problems and implement solutions.



Nonprofit and for-profit businesses collaborate to revitalize communities; develop innovative, effective and efficient health care models; strengthen Maine's natural resources and reputation as an eco-tourism destination; attract and retain workers; and much more.

Making the Connection

Just as we need to understand the impact of tourism, construction, or the fishing industry on our economy and society, we need to understand the significant role that nonprofits play in our state's economic landscape and quality of life.

This report aims to foster a deeper understanding of the nonprofit sector's role in sustaining a strong and healthy state.

Together we can ensure nonprofits continue to work for Maine.

Elected officials and candidates for office: engage nonprofits as civic leaders and authorities on issues important to voters.

Policy makers: partner with nonprofits to develop and advocate for legislation to address community challenges.

Nonprofit leaders: articulate how the sector is advancing, connecting, and strengthening our state.

Business leaders: understand the role of nonprofits in workforce support and development, and as potential business partners.

Municipalities: strengthen communities by incorporating the work of local and regional nonprofits into economic development strategies.

All Maine people: recognize how nonprofits help stretch and supplement taxpayer dollars to improve the lives of Maine residents.



Key Findings

**Maine
nonprofit
organizations
are essential
to Maine's
prosperity and
quality of life.**

**Nonprofits
benefit us all.**

Stimulating Economic Development

- ▶ Employing a significant portion of the workforce, including underemployed citizens.
- ▶ Serving as the foundation of Maine's creative economy, which attracts business to communities.
- ▶ Conserving and protecting the natural resources that are a cornerstone of Maine's economy and quality of life.

Findings:

- ▶ In 2012, one nonprofit promoted tourism in Maine, fostered healthy living, and channeled investment of **over a quarter million dollars** to the local economies of 6 Maine communities in just one week.
▶ See page 11.
- ▶ A local nonprofit organized its community to attract **57 new businesses** and create **84 new full- and part-time jobs** in their downtown district.
▶ See page 10.
- ▶ Maine nonprofits paid over **\$3.6 billion** in wages, which translates into an estimated **\$206 million** of personal income tax revenue for Maine's state and local governments and over **\$411 million** in federal tax revenues. ▶ See pages 16+25.
- ▶ Nonprofits employ **1 in 7 Maine workers**, making the nonprofit sector the largest industry in the state.
▶ See pages 16+25.
- ▶ Maine nonprofits contribute approximately **\$10 billion dollars** per year to the economy through wages paid, retail and wholesale purchases, and professional services contracts. This contribution is equivalent to **18.9%** of the State's gross domestic product, which is greater than the manufacturing and construction industries combined. ▶ See pages 19+24.



Nonprofits Work for Maine

Building Community + Cultivating Civil Society

- ▶ Defining, shaping and improving the quality of life in local communities.
- ▶ Providing opportunities for people to come together to address community challenges.
- ▶ Partnering with government to build and preserve local public structures such as libraries, clinics, open space, affordable housing and emergency shelters.

Weaving Strong Social Fabric

- ▶ Caring for the mental and physical well-being of Mainers of all ages.
- ▶ Partnering with government to provide a safety net for our most vulnerable residents.

Findings:

- ▶ A local nonprofit is **cultivating cooperation** among government regulators, marine scientists, and local fishermen to produce **better yields and long-term sustainability** for Maine's fishing industry. ▶ See page 13.
- ▶ A nonprofit is **increasing graduation rates** for disenfranchised high school students, thereby creating more secure futures for students, while significantly reducing taxpayer burden. ▶ See page 12.
- ▶ One nonprofit's work to facilitate adoption and support birth families will **reduce public expenditures** by an estimated \$7.75 million. ▶ See page 13.
- ▶ Nonprofits have a significant presence in **every county + community in the state**, from the most populous, Cumberland, to the least populous, Piscataquis. ▶ See page 25.
- ▶ The 368 foundations registered in Maine granted over **\$181 million** in 2012. That is approximately \$53 million more than the 5% of assets required by federal law. ▶ See page 22.
- ▶ Most Maine nonprofits are very small. 73% of them have annual income less than \$100,000, however the sector mobilizes **over 350,000 volunteers** annually – volunteers who donate almost \$1 billion in time and talent to their communities. ▶ See pages 18+23.

Findings:

- ▶ Through a team of volunteer dental care providers, a nonprofit collaborative provided over 4,000 procedures for poor and underinsured Mainers, valued at nearly **\$850,000**. ▶ See page 15.
- ▶ Nonprofits are collaborating on a pilot project aimed at achieving **better** coordination of patient care and **health care outcomes**, which has led to a **12%** increase in childhood immunizations and a **300%** increase in developmental screenings for children birth to three years. ▶ See page 14.
- ▶ One nonprofit's role in **integrating behavioral health services in primary care** practices is reducing the number of visits patients would otherwise seek for mental health and substance abuse services through hospital emergency departments, saving over **\$1,200** per patient per visit. ▶ See page 15.
- ▶ Nonprofit hospitals continue to be a **vital economic engine** in many communities, accounting for 54 cents out of every dollar expended by reporting Maine nonprofits. ▶ See page 19.

What's in a Name?

independent sector

nonprofit

third sector
voluntary sector

ngo
social sector

philanthropic sector

not-for-profit

These are all names used to describe institutions and organizations in American society that are neither government nor business.

From this point forward, the term nonprofit will be used to refer to those classified by the IRS as 501(c)(3) organizations. These organizations:

Are exempt from federal income tax and able to receive tax deductible contributions from individuals and businesses.

Must operate “exclusively for religious, charitable, scientific, or educational purposes” and serve the common good.

May not distribute profits to individuals or businesses.

501(c)(3) organizations are only part of the nonprofit sector, making up 69% of the total number of tax-exempt organizations in Maine.

Figure 1

Snapshot of the Maine 501(c) Nonprofit Sector, 12/2012

Types of Tax-Exempt Organizations	Maine Nonprofits Registered with IRS*	Maine Nonprofits Filing Annual IRS Form 990, 990-PF and 990-EZ Report
Under IRC Subsection 501(c)(3)	6,085	2,828
Private Foundations	440	424
Public Charities*	5,645	2,404
Under Other IRC 501(c) Subsections	2,795	845
501(c)(4) social welfare	443	152
501(c)(5) labor/agricultural	223	83
501(c)(6) business leagues	403	213
All other 501(c) organizations	1,726	397

*Does not include all religious congregations that meet the requirements of IRC section 501(c)(3), which are automatically considered tax-exempt and not required to register with the IRS or file Forms 990. Religious congregations that do register and file are included.

SOURCE: IRS Business Master Files (BMF), NCCS Data Web, National Center for Charitable Statistics, <http://nccsdataweb.urban.org/> ©2014
12/2012 BMF data may not match other figures in this report

For the first time, these numbers represent a reduction in the size of the nonprofit sector in Maine. This is likely related to an IRS policy, which went into effect in 2011, resulting in some organizations losing their tax-exempt status due to changes in filing procedures. We will keep an eye on this trend, as well as any impacts on the size of the sector that correlate with the IRS's release of a streamlined tax-exemption application process for very small nonprofits.

This report focuses on Maine's registered 501(c)3 nonprofits.

Registered 501(c)3 nonprofits are generally organizations with over \$5,000 in gross receipts.

This number does not include the many churches, or small associations and nonprofit corporations who don't register with the IRS.

These 6,085 nonprofits are further classified into:

private foundations
(440)

typically controlled by members of a family or a small group of individuals, and derive much of their support from a small number of sources and from investment income.

public charities
(5,645)

must demonstrate a broad level of public support, and which include schools, hospitals, social service agencies, environmental groups, etc.

These are generally organizations with annual gross receipts greater than \$50,000, though some smaller nonprofits choose to file one of these forms as well.

Reporting nonprofits: only 2,828 of the 6,085 501(c)3s file tax returns that **include financial information** (Form 990, Form 990-EZ and Form 990-PF).

In this report, many charts pertain specifically to **reporting public charities**, and not to private foundations or public charities that do not file financial information.

For more information about the nonprofit sector, please visit NonprofitMaine.org/about-nonprofits.

Case Studies

Stimulating Economic Development

Nonprofits employ a significant portion of the workforce, including underemployed citizens; serve as the foundation of Maine's creative economy, which attracts businesses to communities; and conserve and protect the natural resources that are a cornerstone of Maine's economy and quality of life.

Rebuilding Downtown Pride



The Impact

Since becoming a “Main Street Maine” organization in 2005, Heart of Biddeford (HOB) has pumped new life into the city, attracting new businesses, jobs and city dwellers.

Its impressive achievements in just eight years include:

- ▶ Securing **\$20.6 million** in public and private downtown investment.
- ▶ Attracting **57** new businesses.
- ▶ Leveraging almost **7,600** volunteer hours valued at over **\$152,000**.
- ▶ Increasing the occupancy rate in downtown among businesses from **70 to 89%** in 18 months.
- ▶ Bringing in **84** new full- and part-time jobs.
- ▶ Joining with city government on **44** renovations and **13** public improvement projects.
- ▶ Collaborating with city officials and private enterprise to create a master plan with a goal to achieve **100%** occupancy in Biddeford's downtown. **80%** of the plan has already been achieved due in large measure to HOB and its corps of engaged citizens.

For Full Story Visit:
NonprofitMaine.org/DowntownPride

Showcasing Maine



The Impact

What if you could boost eco-tourism, promote healthy living, and invest almost a quarter of a million dollars in local economies of 6 Maine communities – and do it all in one week? That’s just what the Bicycle Coalition of Maine accomplished with its inaugural “BikeMaine” in September 2013.

BikeMaine has:

- ▶ Invested **\$235,000** in goods and services across **6** Maine communities.
- ▶ Promoted Maine tourism, showcasing local communities and enterprises for **251** eco-touring cyclists from **37** states and Canadian provinces.
- ▶ Supported Maine’s agriculture industry with locally-sourced menus at each stop.
- ▶ Raised an additional **\$3,000** in contributions to local nonprofits.
- ▶ Stretched its investment dollars for the project with in-kind advertising and hundreds of volunteer hours valued at more than **\$60,000**.
- ▶ Increased the number of riders and visitors in year two (2014), bringing in **\$395,000** to another **6** Maine communities.



PHOTO COURTESY OF BICYCLE COALITION OF MAINE

For Full Story Visit:
NonprofitMaine.org/ShowcasingMaine

Case Studies

Building Community + Cultivating Civil Society

Nonprofits define, shape and improve the quality of life in local communities, providing opportunities for people to come together to address community challenges, and partnering with government to build and preserve local public structures such as libraries, clinics, open space, affordable housing and emergency shelters.

Ensuring Student Success



The Impact

A high school diploma may be the ticket to a more secure future, but for more than 2,000 Maine students each year, it's an elusive goal. Since the merger in 2011 of century-old Opportunity Farm with the Community School, Wayfinder Schools™ is putting diplomas in the hands of teens who may have lost hope, struggled in or been asked to leave their schools, experienced homelessness or other trauma or who simply have not found success in traditional schools. Wayfinder offers a model that meets the needs of these students and reduces the burden on taxpayers while providing a well-educated and prepared workforce for the future.

Its success stories include:

- ▶ College acceptance rates of more than **80%** and employment rates of over **90%** among the school's Residential Program graduates.
- ▶ Reducing the minimum lifetime cost to taxpayers of **\$292,000** for each student who drops out of high school.
- ▶ Supplying senior citizens with **free**, locally-grown produce from gardens that the students manage.
- ▶ Utilizing an average of **3,500** volunteer hours annually valued at more than **\$70,000**.
- ▶ Improvements in students' academic, job-readiness, parenting and societal skills as evidenced during **4** research projects.
- ▶ Providing at least **25** local businesses with new employees each year.

For Full Story Visit:
NonprofitMaine.org/StudentSuccess

Fishing for the Future



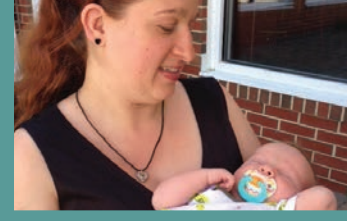
The Impact

Fishing is Maine's economic lifeblood. Maintaining a thriving, ecologically sustainable industry requires planning as well as input from those who know it best: fishermen. Penobscot East Resource Center (Penobscot East) in Stonington is demonstrating that cooperation among government regulators and marine scientists using data contributed by local fishermen produces both better yields and longer-term sustainability.

Through this initiative:

- ▶ Penobscot East engaged more than **45%** of scallop fishermen in working on sustainable fishing practices with regulators and scientists.
- ▶ In 2014 government fishery managers utilized **data provided by fishermen** to design their surveys that determine the season length and catch rules in Maine bays.
- ▶ Penobscot East convened a summit of scientists and fishermen from the U.S. and Canada to discuss scallop science to produce **better fisheries management** approaches.
- ▶ Scallop fishermen sat on the Maine Sea Grant committee reviewing funding to **support** further research.
- ▶ A partnership with the Northeast Fisheries Science Center at Woods Hole is being used to design a co-management model that could **protect fishing** globally.

Adopting Hope



The Impact

The decision to give up a child for adoption is surely a life changing one. For 35 years Stepping Stones USA has assisted birth mothers in sixteen Maine counties make such decisions successfully, safeguarding the future wellbeing of their children and improving the odds of long-term success and recovery from drug dependency and homelessness for them.

Stepping Stones has:

- ▶ Reduced public expenditures for foster care, which can amount to **\$250,000** per child from birth to 18; this adds up to **\$7.75 million** for the **31** infants adopted in 2013-14.
- ▶ Provided counseling to **157** birth mothers during the past two years, reducing the burden on the public mental health system.
- ▶ Launched "Home to Stay", in partnership with the Maine State Housing Authority, to speed up permanent housing solutions for homeless women and their families with an estimated annual savings of **\$8,067** for each person.
- ▶ Helped **100%** of pregnant and parenting women in their program to move into safe and stable housing with additional private support services.
- ▶ Conducted almost **1,600** hours of informational and educational programming for government, medical, clinical and legal professionals to inform and improve the complex process of adoption.

For Full Story Visit:
NonprofitMaine.org/Fishing

For Full Story Visit:
NonprofitMaine.org/AdoptingHope

Case Studies

Nonprofits maintain a safety net, caring for the mental and physical well-being of Mainers of all ages, and partnering with government to provide social services for our most vulnerable residents.

Promise of Improved Care



The Impact

For decades, Mainers have been plagued by chronic diseases such as diabetes, cardiovascular disease, cancer, and depression. Effective prevention and better coordination of care delivered through a relationship with a primary care provider/practice team can dramatically change this picture, while improving outcomes, creating a better experience of care, and lowering costs in the process. Over the past five years, Maine Quality Counts (MQC) has worked with several partners to support primary care practices across the state to improve care.

To date, MQC has:

- ▶ Convened key partners to create a Maine Patient Centered Medical Home Pilot that has brought over **\$40 million** into the State of Maine through direct payments to providers, transforming how primary care practices coordinate care for patients and providing greater flexibility to accommodate diverse needs of patients.
- ▶ Worked with practices to decrease hospital re-admissions, a critically important focus given the average cost of a hospital medical admission is estimated to be over **\$15,000**.
- ▶ Worked with pediatric and family medicine practices to implement a “First STEPS” program, which has increased childhood immunizations by **12%**, and developmental screenings for children birth to three years by over **300%** in those practices over 12 months.
- ▶ Expanded the pilot project to **50** additional practices, now representing all of Maine’s **16** counties and collectively providing care for over **300,000** people annually.

Weaving Strong
Social Fabric

For Full Story Visit:
NonprofitMaine.org/ImprovedCare

Healing Smiles



The Impact

Regular dental care is not a given for many Mainers. Since 2006 an all-volunteer corps of dentists, hygienists and assistants has been providing free dental treatment twice a month in evening clinics for low-income and uninsured residents in the southern Midcoast region with remarkable outcomes.

Its record of success includes:

- ▶ Treating up to **180** patients annually from Bath, Brunswick, Freeport, Topsham and Harpswell who otherwise would not have received any dental services.
- ▶ Performing more than **4,000** procedures between 2006-2013 valued at almost **\$850,000**, while maintaining operating costs at only **\$10,000** annually.
- ▶ Utilizing preventative procedures to significantly reduce dental-related emergencies otherwise treated by Oasis Health Network.
- ▶ Contributing to a **31%** reduction in dental-related emergency room visits among area hospitals with estimated savings of **\$67,000**.
- ▶ Attracting over **\$300,000** in grant funding to expand operations in 2015.

Catalysts for Innovation



The Impact

Three in four primary care patients have significant behavioral health needs that either remain unaddressed, or that manifest in a way that places undue burden on the primary care physician. An innovative new collaboration between Tri-County Mental Health Services and Central Maine Health Care is showing that integration of behavioral health services into primary care practices (PCPs), known as Integrated Primary Care (IPC), is worthwhile both for the provider and the patient.

In the eight years that the program has been in place:

- ▶ **92%** of participating primary care physicians affirm their patients are more likely to access behavioral health services when these services are offered within their PCP offices.
- ▶ **90%** of integrated primary care patients were able to complete behavioral health treatment in less than three months, as compared to traditional off-site referral based treatment lasting as long as 12 months or more.
- ▶ **75%** of participating primary care physicians report that integrated behavioral health services reduces the number of emergency department visits for evaluation of mental health and/or substance abuse concerns, a costs savings of approximately **\$1,233** per admission.

For Full Story Visit:
NonprofitMaine.org/Smiles

For Full Story Visit:
NonprofitMaine.org/Innovation

by the numbers: Employment

1 IN 7



Maine workers is employed by a Maine nonprofit

That's over **84,000** Maine workers!

The Maine nonprofit sector remains a major economic engine in the state. The new Maine data draw on the state's Quarterly Census of Employment and Wages (QCEW) for 2011 and 2013.

Maine's nonprofit workforce included **84,156 employees**, which represented 14.4% of all jobs in Maine (about 1 out of every 7 jobs) and 17.2% of total private employment in the state (about 1 out of every 6 private jobs.) Nationally, approximately 10% of workers are employed by a nonprofit.^[1]

This workforce makes Maine's nonprofit sector **the largest industry in the state** in terms of employment. In fact, Maine's nonprofits employ nearly fourteen times as many workers as the state's agriculture industry (which includes fishing), more than three times as many workers as the construction industry, and approximately 45% more workers than all of the state's local governments. See Figure 2.

Maine's nonprofit sector paid over **\$3.6 billion in wages** in 2013, or almost 16% of the state's total payroll. These wages translated into an estimated \$206 million of personal income tax revenue for Maine's state and local governments and over \$411 million in federal tax revenues.

Nonprofit organizations are **active in a range of fields in Maine**. Health care and social services organizations account for approximately 75% of nonprofit jobs, and hospitals continuing to be a major employer (38.2% of all nonprofit jobs.) Educational services account for another 11.8% of nonprofit sector employment. See Figure 3.

Nonprofit employment dropped 2.4% since 2011, while overall employment increased by 1.1% during the same time period. This is likely due to a combination of factors, including **reduced funding from government**, and the fact that **nonprofit employment can be counter-cyclical**. Most types of nonprofits saw slight declines in average employment in 2013, but hospitals and ambulatory health care services together added over 500 jobs compared to 2011, educational services added over 500 jobs, and performing arts organizations and museums also saw small gains. Social assistance lost almost 600 jobs compared to 2011.

Figure 2
Workforce By Industry, 2013

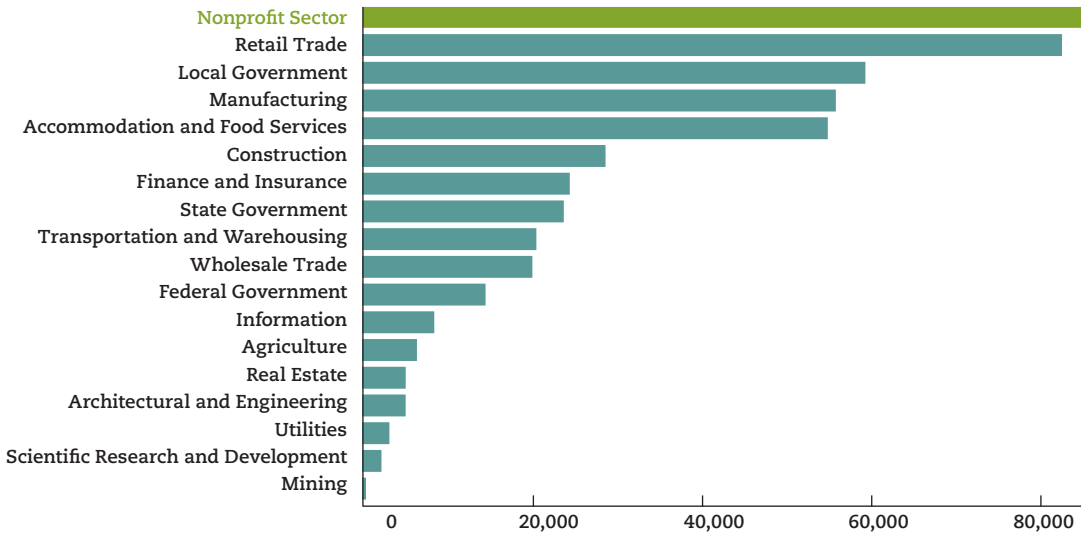
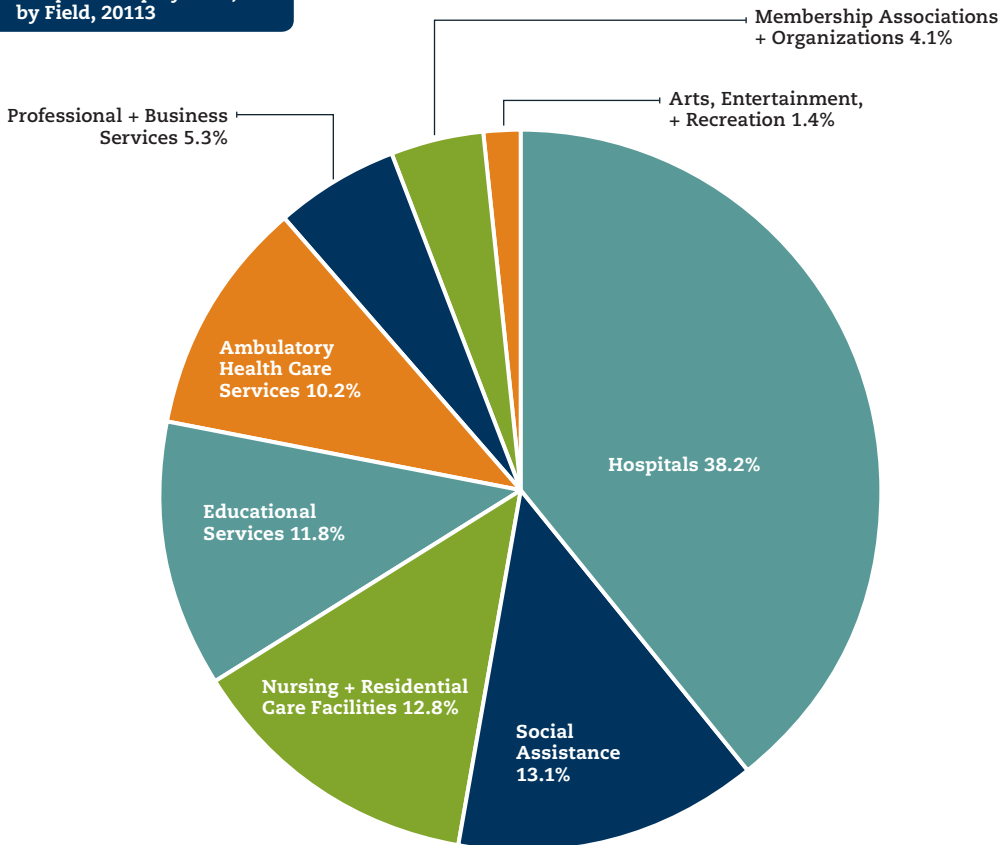
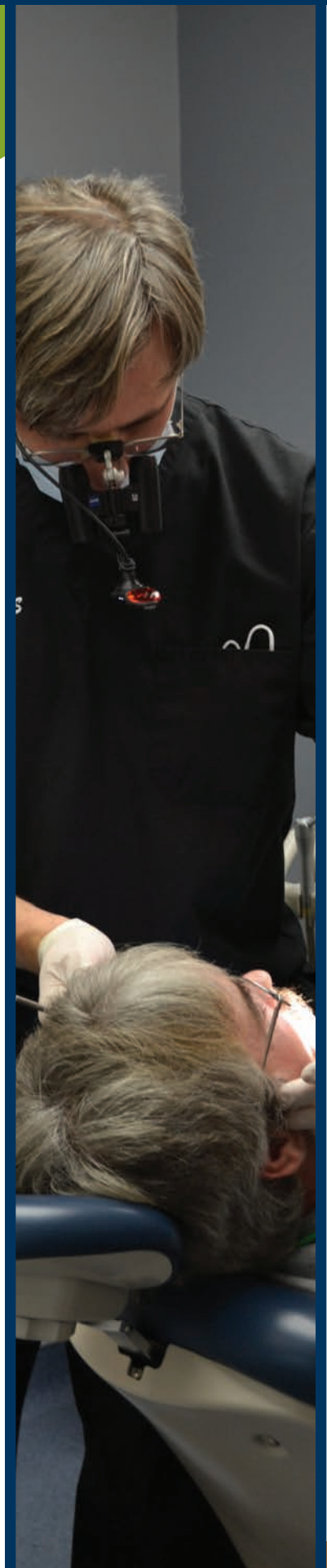


Figure 3
Distribution of Maine Nonprofit Employment, by Field, 20113



SOURCE: Data drawn from Maine Department of Labor, Quarterly Census of Employment & Wages (QCEW) for 2013 using the IRS Exempt Organizations Master File for (c)3 nonprofits in Maine.



by the numbers: Expenditures

Nonprofits are
a big part
of Maine's small
business community

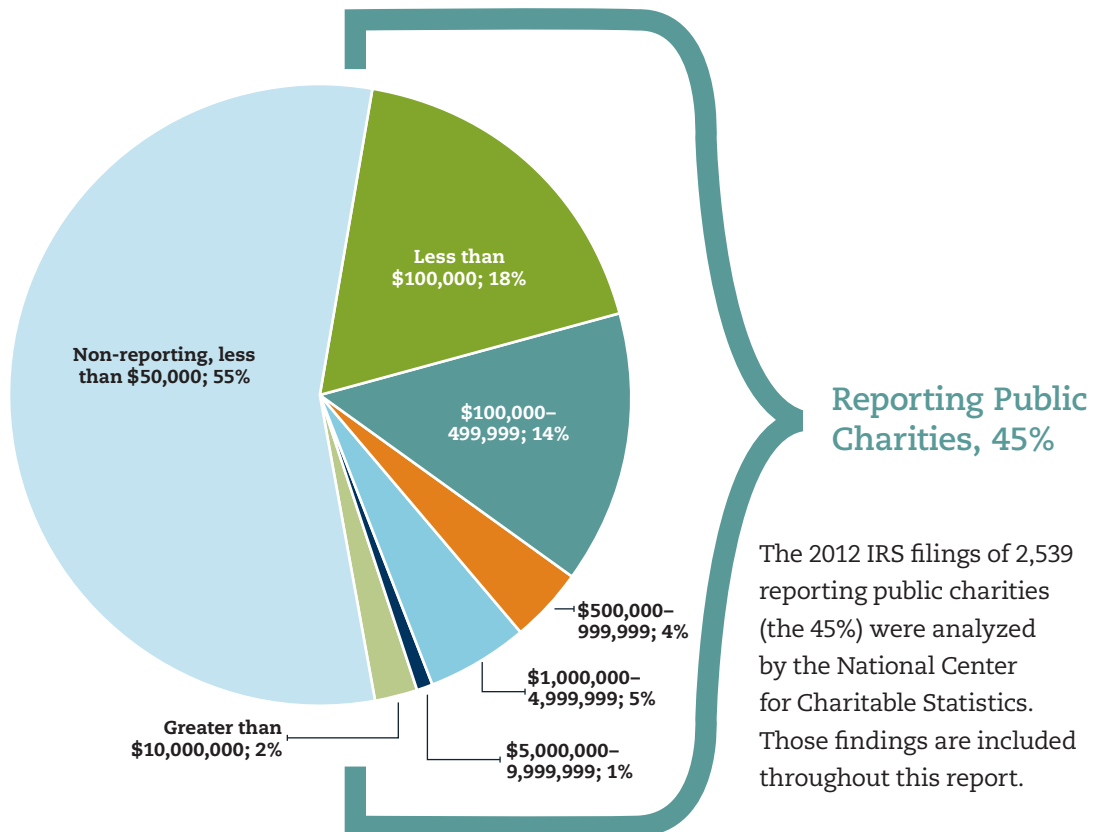


96% of Maine's public charities are small, with annual budgets under \$5 million.

87% are very small, with annual budgets under \$500,000.

Furthermore, 55% are so small that annual financial reporting is not required, with annual budgets under \$50,000.

Figure 4
Public Charities by
Expenditure Level, 2012



In 2012, reporting public charities contributed

10 billion to the Maine economy

- ▶ **Human service organizations** provide hot meals and transportation to the elderly, counseling for youth, housing for families, and hundreds of other services important to the quality of life in each Maine community. They comprise **34%** of the 2,539 reporting public charities, yet are only responsible for **11%** of the \$10 billion in expenditures, showing that most of these organizations are **small and community-based**.
- ▶ **Hospitals are vital economic engines.** They are located in every county in Maine. Although they represent only **2%** of the 2,539 reporting public charities, hospitals are responsible for **54%** of the sector's \$10 billion in expenditures.

Figure 5

Expenditures of Maine's Reporting Public Charities, by Sub-sector, 2012

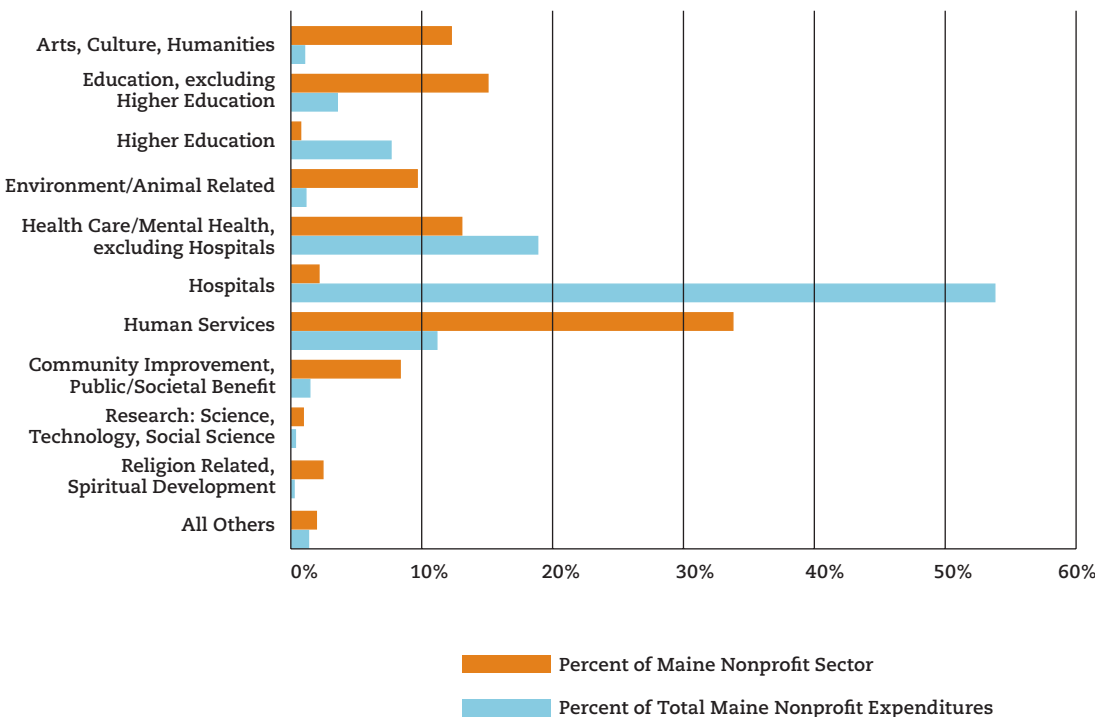


PHOTO COURTESY OF MAINE COLLEGE OF ART

SOURCE: NCCS Data Web, National Center for Charitable Statistics, <http://nccsdataweb.urban.org/> ©2014

by the numbers: Revenue



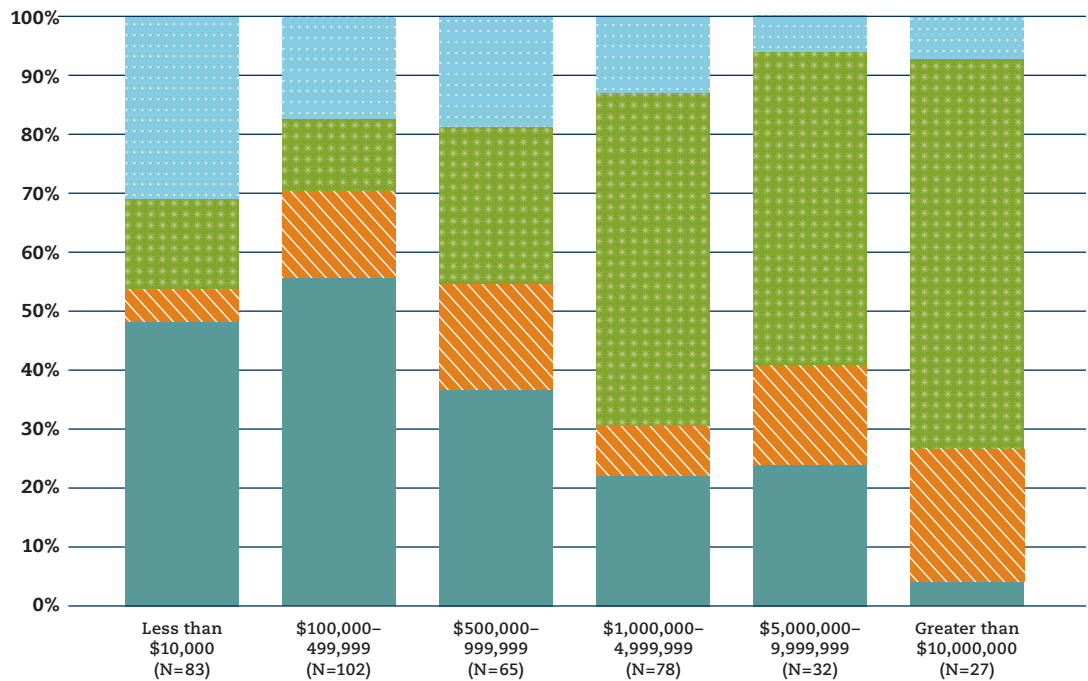
There is no
**typical
nonprofit**

Nonprofits have diverse business models

► Because nonprofits attract significant private funding, they are able to **augment the government's impact** on the issues of our times.

► A relatively small number of very large, complex nonprofits have the capacity to manage complicated processes attached to public dollars. **A majority of nonprofits receive very little funding from government** sources.

Figure 6
Sources of Revenue
by Organization Size



SOURCE: MANP Survey on Nonprofit Wages + Benefits in Maine, 2014.

key

- Individual + Foundation Giving
- Fees for Goods + Services (Private)
- Government (Grants/Fees for Goods + Services)
- Other Income

Funding streams also vary by mission area, as illustrated by these average revenue stream break-downs for select sub-sector categories.

Figure 7
Sources of Revenue by Select Sub-sectors



PHOTO COURTESY OF MAINE ADAPTIVE SPORTS & RECREATION

Philanthropy

by the numbers:

Foundations

Maine's foundation community is small by national standards, but brings a powerful local focus to its grantmaking. According to the Maine Philanthropy Center's analysis of data from The Foundation Center, 84% of giving by Maine's top 20 foundations stays in Maine.

In order to ensure their ongoing financial stability while maintaining their charitable purposes, most foundations must grant 5% of assets annually. Maine foundations generously exceeded that requirement by over \$53 million in 2012 and increased giving over 2009 levels by 43%. Overall, giving levels represent 7.1% of foundation assets.

Figure 8

Overview of Maine Foundations, circa 2012

Foundation Type	Number of Foundations	Assets	Total Giving*
Independent	321	\$ 1,907,466,795	\$ 140,000,975
Community	2	\$ 320,924,839	\$ 17,945,745
Corporate	14	\$ 96,587,640	\$ 20,324,753
Operating	31	\$ 244,841,050	\$ 3,483,695
Total in Maine	368	\$ 2,569,820,324	\$ 181,755,168
Total in United States	86,192	\$ 715,455,554,329	\$ 51,823,843,568
Maine as % of U.S.	.43%	.36%	.35%

*Includes grants, scholarships, and employee matching gifts.

Due to rounding, figures may not add up. The search set includes all active private and community grantmaking foundations located in the state. Only grantmaking operating foundations are included.

SOURCE: The Foundation Center, www.foundationcenter.org/findfunders/statistics/ © 2014

Figure 9

Top 10 Maine Foundations by Total Giving, circa 2012

Foundation Name	Total Giving*	Foundation Type
The Oak Foundation USA	\$ 47,482,055	Independent
Harold Alfond Foundation	\$ 27,917,452	Independent
Maine Community Foundation Inc	\$ 15,619,461	Community
TD Charitable Foundation	\$ 14,994,952	Corporate
Elmina B Sewall Foundation	\$ 7,718,726	Independent
Libra Foundation Owen W Wells Trustee	\$ 7,505,769	Independent
John T Gorman Foundation	\$ 6,328,696	Independent
Maine Health Access Foundation Inc	\$ 3,357,425	Independent
Davis Family Foundation	\$ 2,317,808	Independent
Lunder Foundation	\$ 1,825,164	Independent
Total	\$ 135,067,508	

*Basis for reporting total giving for 501(c)(3) Private Foundations filing Form 990PF is greater of book or cash value

SOURCE: NCCS Data Web, National Center for Charitable Statistics, <http://nccsdataweb.urban.org/>

Since 2000 Maine foundation giving has

increased over **400%**

[more than 2X the national increase!]

Individuals

Individuals in Maine give money + time to strengthen their communities.

- ▶ Approximately 1/3 of Maine's residents volunteer, a rate that puts Maine in the top 25% nationally.^[1]
- ▶ On average, Maine people give over \$600 per year to charity. Most (70%) of Maine taxpayers do not itemize their taxes, and therefore do not receive a tax deduction for their charitable contributions, so it is difficult to quantify generosity based on tax returns.
- ▶ Maine median income lags behind the U.S. and the rest of New England; average charitable giving per itemizer is correspondingly lower.
- ▶ Charitable giving in New England states lags behind the national average, but by less than 1%.

Figure 10
Average Charitable Contribution of Itemizers, 2012

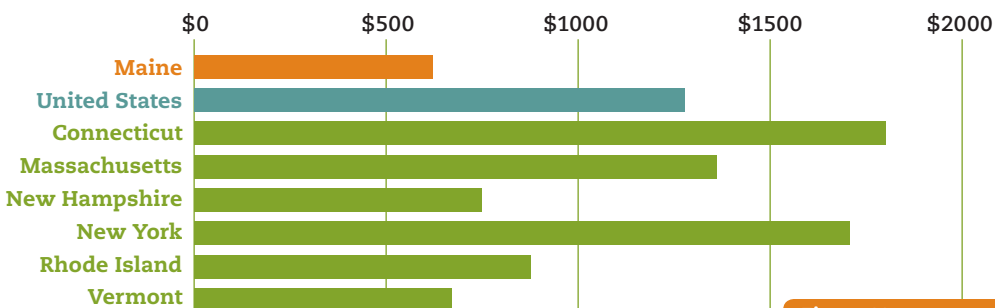
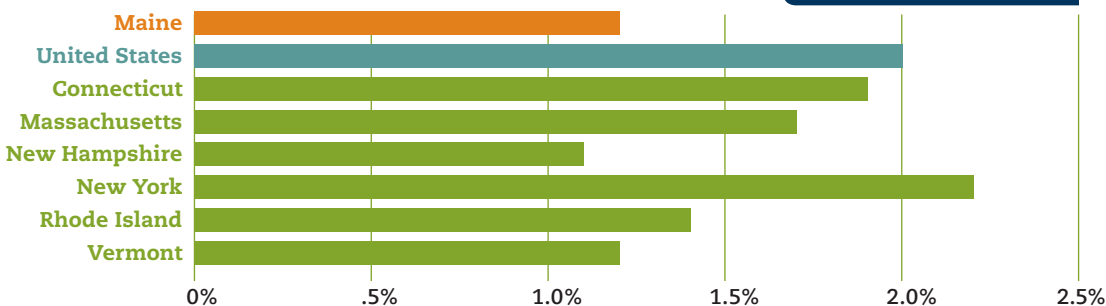


Figure 11
Average Percent of Income Contributed by Itemizers, 2012



SOURCE: NCCS Data Web, National Center for Charitable Statistics, <http://nccsdataweb.urban.org/> ©2014

Every year **350,000** Maine people volunteer **40,000,000 hrs** = **\$1 billion** in time+talents **improving our communities**



PHOTO COURTESY OF THE ECOLOGY SCHOOL

[1] Volunteering and Civic Life in America, Corporation for National and Community Service

by the numbers: A Closer Look

Figure 12

Reporting Public Charities in Maine by County, 2012

County	2010 Population*	Number of Reporting Charities	2012 Public Charities/ 1000 People	Expenditures	Assets	Expenditures as a % of Gross State Product
Androscoggin	107,702	136	1.26	\$944,905,131	\$1,314,876,325	1.8%
Aroostook	71,870	107	1.49	\$448,733,592	\$267,209,623	0.8%
Cumberland	281,674	716	2.54	\$3,049,262,734	\$5,175,814,978	5.7%
Franklin	30,768	55	1.79	\$119,351,422	\$141,461,027	0.2%
Hancock	54,418	190	3.49	\$539,946,389	\$1,424,025,038	1.0%
Kennebec	122,151	233	1.91	\$1,118,164,980	\$2,383,394,443	2.1%
Knox	39,736	148	3.72	\$215,651,657	\$335,120,339	0.4%
Lincoln	34,457	105	3.05	\$178,159,461	\$413,669,718	0.3%
Oxford	57,833	85	1.47	\$200,310,054	\$266,680,434	0.4%
Penobscot	153,923	225	1.46	\$1,873,975,277	\$1,603,311,926	3.5%
Piscataquis	17,535	25	1.43	\$37,940,176	\$33,618,227	0.1%
Sagadahoc	35,293	63	1.79	\$57,150,631	\$290,933,056	0.1%
Somerset	52,228	52	1.00	\$170,776,682	\$248,834,948	0.3%
Waldo	38,786	73	1.88	\$141,579,506	\$240,204,412	0.3%
Washington	32,856	79	2.40	\$126,400,732	\$150,930,540	0.2%
York	197,131	247	1.25	\$831,382,232	\$1,010,147,115	1.6%
Maine Total	1,328,361	2,539	1.91	\$10,053,690,656	\$15,300,232,149	18.9%
United States	308,745,538	335,037	1.09	\$1,498,200,000,000	\$2,856,000,000,000	9.2%

*Most recent data available.

SOURCE: NCCS Data Web, National Center for Charitable Statistics, <http://nccsdataweb.urban.org/> ©2014; US Census Bureau Data; US Bureau of Economic Analysis.

Figure 13

Reporting Public Charities in Maine by Expenditure Level, 2012

Expenditure Level	Number of Reporting Public Charities	Assets	Expenditures	% of Reporting Public Charities	% of Total Reported Assets	% of Total Reported Expenditures
Less than \$100,000	1,028	\$278,999,783	\$42,939,811	40.5%	1.8%	0.4%
\$100,000 - \$499,999	797	\$734,937,051	\$184,902,659	31.4%	4.8%	1.8%
\$500,000 - \$999,999	218	\$447,167,848	\$156,528,979	8.6%	2.9%	1.6%
\$1,000,000 - \$4,999,999	298	\$1,518,174,249	\$677,944,296	11.7%	9.9%	6.7%
\$5,000,000 - \$9,999,999	71	\$919,480,134	\$504,010,688	2.8%	6.0%	5.0%
Greater than \$10,000,000	127	\$11,401,473,084	\$8,487,364,223	5.0%	74.5%	84.4%
Total	2,539	\$15,300,232,149	\$10,053,690,656	100.0%	100.0%	100.0%

SOURCE: NCCS Data Web, National Center for Charitable Statistics, <http://nccsdataweb.urban.org/> ©2014

Figure 14

**Nonprofit Employment
in Maine, by County,
in Comparison to Total
Employment, 2013**

County	Total Nonprofit Employment 501(c)(3)	Total Employment	Nonprofit Employment as % of Total Employment	Total Nonprofit Wages 501(c)(3)	Total Wages	Nonprofit Wages as % of Total Wages
Androscoggin	8,498	47,679	17.8%	\$381,691,854	\$1,775,120,177	21.5%
Aroostook	3,872	27,814	13.9%	\$155,280,313	\$918,633,519	16.9%
Cumberland	23,942	171,851	13.9%	\$1,061,558,995	\$7,673,450,053	13.8%
Franklin	1,443	10,806	13.4%	\$57,327,473	\$371,521,121	15.4%
Hancock	4,299	21,748	19.8%	\$198,904,855	\$756,206,468	26.3%
Kennebec	9,995	58,563	17.1%	\$404,209,604	\$2,213,887,437	18.3%
Knox	2,531	16,947	14.9%	\$97,278,634	\$575,277,395	16.9%
Lincoln	2,038	11,081	18.4%	\$65,402,776	\$345,926,398	18.9%
Oxford	2,302	16,633	13.8%	\$80,140,763	\$555,465,064	14.4%
Penobscot	11,348	69,254	16.4%	\$563,509,338	\$2,520,978,873	22.4%
Piscataquis	550	5,477	10.0%	\$16,452,362	\$166,586,900	9.9%
Sagadahoc	734	14,936	4.9%	\$19,488,317	\$686,278,708	2.8%
Somerset	2,050	17,151	12.0%	\$77,946,081	\$619,268,262	12.6%
Waldo	1,686	10,989	15.3%	\$66,303,671	\$373,522,838	17.8%
Washington	1,438	10,021	14.3%	\$57,228,647	\$324,145,557	17.7%
York	7,385	66,959	11.0%	\$303,908,726	\$2,585,112,912	11.8%
Statewide/Unassigned	43	7,147	0.6%	\$964,744	\$478,923,864	0.2%
Total for State	84,154	585,056	14.4%	\$3,607,597,153	\$22,940,305,546	15.7%

SOURCE: Data drawn from Maine Department of Labor, Quarterly Census of Employment & Wages (QCEW) for 2013 using the IRS Exempt Organizations Master File for c3 nonprofits in Maine.

Figure 15

**Number, Expenditures,
and Assets of Reporting
Public Charities in Maine
by Field, 2012**

Type of Charitable Nonprofit	Number of Nonprofits	% of Total	Expenditures	% of Total Expenditures	Assets	% of Total Assets
Arts, Culture, Humanities	311	12.2%	\$104,610,294	1.0%	\$367,438,230	2.4%
Education excluding Higher Education	382	15.0%	\$354,974,945	3.5%	\$1,195,637,047	7.8%
Higher Education	19	0.7%	\$767,893,252	7.6%	\$3,405,832,913	22.3%
Environment / Animal Related	243	9.6%	\$114,752,318	1.1%	\$615,699,019	4.0%
Health Care/Mental Health excluding Hospitals	331	13.0%	\$1,885,483,708	18.8%	\$2,033,358,700	13.3%
Hospitals	53	2.1%	\$5,393,972,295	53.7%	\$5,117,114,176	33.4%
Human Services	855	33.7%	\$1,113,071,008	11.1%	\$1,573,918,822	10.3%
Community Improvement, Public/Societal Benefit	212	8.3%	\$141,721,968	1.4%	\$690,098,677	4.5%
Research: Science, Technology, Social Science	24	0.9%	\$29,667,010	0.3%	\$88,783,421	0.6%
Religion Related, Spiritual Development	62	2.4%	\$21,799,319	0.2%	\$96,405,397	0.6%
All Others	47	1.9%	\$125,744,539	1.3%	\$115,945,747	0.8%
Total	2,539	100.0%	\$10,053,690,656	100.0%	\$15,300,232,149	100.0%

SOURCE: NCCS Data Web, National Center for Charitable Statistics, <http://nccsdataweb.urban.org/> ©2014

Adding up the Impact



Maine has one of the most robust nonprofit sectors in the country^[1] supported by one of the smallest philanthropic communities^[2], which is proof that **Maine's nonprofits are adaptive, innovative and efficient partners in prosperity**. However, since nonprofits continue to be impacted by the downward pressures on public spending, it is critically important that Maine citizens fully comprehend how nonprofits impact our lives and our economy.

While Maine has begun a slow recovery from the recession, demand for the services nonprofits provide continues to grow. As government budgets have tightened, nonprofits have been forced to do more with less, and yet some Maine communities are considering placing additional tax burdens on nonprofits. We are also seeing other potential signs of the stress under which this sector is working. Social service organizations, which **provide critical supports** to vulnerable populations and rely

heavily on government funding, shed 600 jobs between 2011 and 2013, and many other types of nonprofits also saw declines in employment.

If it weren't for the parks, health centers, theaters, social justice organizations, museums and other community resources developed and supported by Maine's nonprofit sector, would the quality of life remain as high for Maine people? We count on nonprofits to **advance the public good**, bring us together to **enhance** our communities,

and **strengthen** us individually and collectively. In order to maintain and support the things we value most, all Maine people need to speak up for and about how **nonprofits are essential** to our state.

This report demonstrates that nonprofits play a critical role in ensuring **prosperous communities** with a strong social fabric. When nonprofits partner with government, business and engaged individuals in pursuit of a common goal, everyone profits.

“The [nonprofit] sector enhances our creativity, enlivens our communities, nurtures individual responsibility, stirs life at the grassroots, and reminds us that we were born free.” –John W. Gardner

Made Possible by:

Maine Association of Nonprofits

Since 1994, MANP has developed into the critical resource for the tools, knowledge, and connections nonprofits need to be effective and well-run. With a growing statewide membership of almost 800 nonprofits and 140 for-profit organizations, MANP **advances** the public profile of Maine nonprofits by highlighting their vital contribution to the state's quality of life; **connects** people, organizations and resources from all sectors to foster collaborative problem-solving that increases the collective impact of Maine nonprofits; and **strengthens** Maine nonprofits by providing opportunities for staff and board leaders to learn the skills they need to sustain mission impact. It is our honor to support and serve the organizations that promote the values and ideals that Maine residents hold dear.

Maine Community Foundation

Founded in 1983, the Maine Community Foundation works with donors and other partners to strengthen Maine's economy and communities and improve the quality of life for all Maine people. The community foundation brings special focus to three areas: **leadership**—mobilizing people and resources to effect positive change for Maine; **education**—increasing post-secondary degree and credential attainment rates; and **place**—helping communities and the environment flourish. Known for its innovative grant programs, financial strength, and prudent investment strategies, the Maine Community Foundation is governed by a statewide volunteer Board of Directors and works with a network of volunteer county advisors across Maine. With assets totaling \$380 million, the community foundation has awarded more than \$220 million in grants and scholarships since its founding.

Unity Foundation

The Unity Foundation was established as a public grantmaking foundation in 2000 by the late Bert G. Clifford of Unity, Maine. Through its engagement with Maine's nonprofits, the Foundation honors the dream of its founder by supporting **high-performance, mission-driven organizations** as they fulfill their missions in the areas of **education, youth, arts/culture/recreation, community/economic development**, and the **environment**.

Maine Health Access Foundation

The Maine Health Access Foundation (MeHAF) is the state's largest private, nonprofit health care foundation. Annually, MeHAF provides approximately \$4 million in grants to Maine nonprofits and public organizations to advance its mission of **promoting access to quality health care**, especially for those who are **uninsured and underserved**, and **improve the health** of everyone in Maine.

The foundation focuses on three priorities: Access for All, Better Care, and Improved Health. MeHAF has provided over \$50 million to over 300 nonprofit and public organizations statewide, including the HealthInfoNet project; the enroll207.com public awareness campaign and website to help Maine people learn about Obamacare; and the foundation's 10-year Integrated Care initiative.

NonprofitMaine.org

MaineCF.org

UnityFdn.org

MEHAF.org

100%
OF
**Maine
people
benefit**
from the work
of Maine
Nonprofits



We help nonprofits help Maine.



NonprofitMaine.org