Adding Up Impact

Maine Nonprofits at Work

February 2017

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

MANP
Maine Association of Nonprofits

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MANP extends deep appreciation to our partners and sponsors:

Maine Community Foundation

UNITY FOUNDATION

MeHAF
Maine Health Access Foundation
PROMOTING ACCESS. IMPROVING HEALTH.

HEALEY & ASSOCIATES
progressive ingenuity. financial security.

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 missions. **Nonprofits promote the values and ideals that create and support our quality of life; they touch the lives of each and every Maine resident.** 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 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

PHOTO COURTESY OF THE ISLAND INSTITUTE

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 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 + 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.

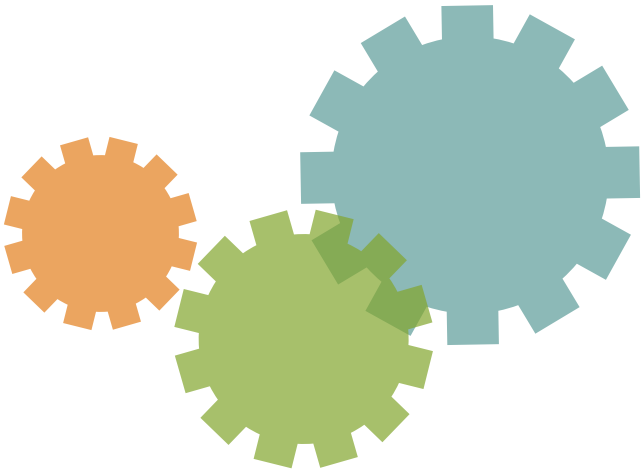
All Maine people ▶ Recognize how nonprofits help stretch and supplement taxpayer dollars to improve the lives of Maine residents.

PHOTO COURTESY OF THE IMMIGRANT LEGAL ADVOCACY PROJECT

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 one year, a Maine nonprofit **generated $16.2 million in spending in the area economy** as a result of its 105,000 visitors, while **providing 90 jobs and expending $1.6 million in salary and benefits** for their employees.
- One Maine nonprofit conducted pioneering research on topics including improving aquafarming, tracking the rapid warming of the Gulf of Maine, and collecting and studying thousands of strains of marine microorganisms, **publishing their research in global scientific journals at an astonishing rate of one paper every 10 days**.
- Maine nonprofits paid over **$4.3 billion dollars in wages**, which translates to an estimated **$264 million of personal income tax revenue** for Maine's state and local governments and **over $679 million in federal tax revenues**.
- **Nonprofits employ 1 in 6 workers**, making the nonprofit sector larger than any other industry in the state.
- Maine nonprofits **contribute approximately $11 billion** dollars per year to the economy through wages paid, retail and wholesale purchases and professional services contracts.

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 nonprofit is benefiting the Down East community by offering a comprehensive, whole-family framework to address poverty. The program is expected to **increase individual earnings by $22,000 annually**, easing families' financial burdens and strengthening the Washington County economy.
- One nonprofit's work to provide direct help to often-neglected populations in the City of Portland **saves the city an estimated $250,000 annually**.
- **Nonprofits have a significant presence in every county** + community in the state, from the most populous, Cumberland, to the least populous, Piscataquis.
- The 365 foundations registered in Maine **granted over $149 million in 2014**.

Findings:

- One local land trust has fostered innovation, community engagement and entrepreneurship by partnering with a local farm, creating a new community resource that **benefits people, ecology and the local economy**.
- 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.
- The work of nonprofits in Maine is a major factor behind **84,000 Mainers successfully enrolling** or re-enrolling in Affordable Care Act coverage.
- Most Maine nonprofits are very small. 75% of them have annual income of less than $100,000. However, the sector mobilizes over 345,000 volunteers annually, who **donate $935 million in time and talent** to their communities.

What's in a Name?

independent sector

nonprofit

ngo

social sector

philanthropic sector

third sector

voluntary 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 72% of the total number of tax-exempt organizations in Maine.

Figure 1 Snapshot of the Maine 501(c) Nonprofit Sector, 12/2014

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)	**6,468**	**2,966**
Private Foundations	474	446
Public Charities*	5,994	2,520
Under Other IRC 501(c) Subsections	**2,561**	**846**
501(c)(4) social welfare	441	157
501(c)(5) labor/agricultural	209	84
501(c)(6) business leagues	379	209
All other 501(c) organizations	1,532	396

*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) of 501(c)(3) Exempt Entities, c/o DataLake, llc, Nonprofit Research (info@datalake.net) © 2016

Note: IRS BMF data is a snapshot as of 12/2014, whereas other tables in this report rely on IRS Revenue Transaction Files (RTF), which include returns processed during a three-year period.

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 that do not register with the IRS.

These 6,468 nonprofits are further classified into:

private foundations
(474)

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
(5,994)

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

Reporting nonprofits: only **2,966** of the 6,468 501(c)(3)s file tax returns that **include financial information** (Form 990, Form 990-EZ and Form 990-PF).

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.

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.

Bigelow Laboratory for Ocean Sciences

Founded 1974, East Boothbay

The Impact

Deepening our understanding of the ocean and marine life—right down to the hundreds of thousands of microscopic organisms in every drop of seawater—is vital to Maine's economy, especially at a time of global climate change. Bigelow Laboratory for Ocean Sciences and its team of 85 scientists and staff have attracted more than $100 million in federal grants and private donations to help unravel the ocean's many mysteries, surmount natural and man-made threats to its health, and tap its unrealized economic, nutritional, and pharmaceutical potential.

Since its founding more than four decades ago, the Laboratory has:

- Conducted pioneering research on topics including improving aquafarming, tracking the rapid warming of the Gulf of Maine, and collecting and studying thousands of strains of marine microorganisms, publishing their research in global scientific journals at an astonishing rate of **one paper every 10 days**.
- **Trained more than 1,000 professionals, teachers, Maine high school juniors, and undergraduate students** from across the country through in-depth, hands-on educational experiences.
- Partnered with dozens of academic, industrial, and governmental organizations to **put its research findings to practical use**.
- **Built a brand-new, 60,000-square foot, LEED Platinum, state-of-the-art research and education facility** on the Damariscotta River in East Boothbay.

Through these actions and more, Bigelow Laboratory continues to help advance Maine's economy and develop a better understanding of the complex ocean processes that power our planet.

For Full Story Visit:
NonprofitMaine.org/Bigelow

PHOTO COURTESY OF BIGELOW LABORATORY FOR OCEAN SCIENCES

Coastal Maine Botanical Gardens

Founded 2007, Boothbay

The Impact

The word 'garden' doesn't typically incite thoughts of major economic development, especially in Maine, a state with a notoriously short summer and a highly unpredictable climate. However, the Coastal Maine Botanical Gardens (CMBG) is proving those assumptions wrong. Their staffing levels and operational spending have increased dramatically, with growth of more than 300% over the past 8 years.

In fiscal year 2014 alone, CMBG:

- **Generated $16.2 million in spending in the area economy** as a result of the 105,000 visitors.
- **Provided 90 jobs and expended $1.6 million in salary and benefits** for their employees.
- **Disbursed $1.5 million on non-payroll expenses to 575 separate vendors**, most located right in Lincoln County and the vast majority within Maine.
- **Spent $500,000 on capital improvements** to expand and repair the grounds.
- **Created a total economic impact* of $26.3 million dollars**, supporting the equivalent of over 340 full-time jobs.

*Total economic impact is based on the total sales to area businesses attributable to CMBG related activities, plus the spending of visitors, plus the indirect impacts based on the IMPLAN model for Lincoln County

For Full Story Visit:
NonprofitMaine.org/CMBG

PHOTOS OF COASTAL MAINE BOTANICAL GARDENS COURTESY OF MAINE COAST HERITAGE TRUST

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.

Milestone Foundation

Founded 1967, Portland

The Impact

Since its inception in 2010, the HOME (Homeless Outreach and Mobile Engagement) Team project of the Milestone Foundation in Portland has come up with a more compassionate, cost-effective way to address some of the hardships of hundreds of the city's homeless and those suffering from substance abuse disorders. Six days a week, from noon to 8 p.m., the HOME Team's 10-passenger van provides hands-on support and services in downtown Portland while also reducing the use of far more costly emergency services.

The Milestone Foundation's HOME Team project is a model for providing direct help to an often-neglected population while saving taxpayer dollars and improving public safety:

- The team averages over **8,000 contacts per year**, serving approximately 400 individuals;
- An independent evaluation found an estimated yearly **savings of $250,000** to the City of Portland's emergency medical system; and
- The program has **reduced Portland's costs by nearly $1,000,000** since the program's inception.

For Full Story Visit:
NonprofitMaine.org/Milestone

PHOTO COURTESY OF MILESTONE FOUNDATION

Community Caring Collaborative

Founded 2007, Machias

The Impact

Family Futures Downeast, a project of Community Caring Collaborative (CCC), is a new two-generational education model designed to remove barriers to college-level education for parents in impoverished rural families while also providing their kids with early-childhood education that boosts their lifetime prospects. The Washington County-based program, developed in partnership with the University of Maine Machias and Washington County Community College, was selected in 2015 by the White House Rural Council as one of only 10 demonstration programs nationwide.

Once underway, Family Futures Downeast will cover the estimated $10,000 to $12,000 annual tuition, transportation and early childhood education costs per family. The goal is to provide pathways to participating parents and children to better opportunities, increased self-confidence and success.

The program began accepting applicants in the fall of 2016 and is working to:

- Benefit the community as a whole by offering a **comprehensive, whole-family framework** to address poverty.
- **Increase individual earnings by $22,000 annually**, easing families' financial burdens and strengthening the Washington County economy.
- Improve children's lives by giving them access to high quality early childhood education, which studies have found **can increase adult earnings potential by as much as 60 percent**.
- Make Family Futures Downeast **a model for other rural communities nationwide.**

For Full Story Visit:
NonprofitMaine.org/FFDowneast

PHOTO COURTESY OF FRIENDS OF ACADIA

PHOTO COURTESY OF COMMUNITY CARING COLLABORATIVE

Case Studies

Weaving Strong Social Fabric

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.

Enroll 207 –A project of Maine Health Access Foundation

Founded 2000, Augusta

Choosing the right health insurance under the Affordable Care Act (ACA) can be a complex and confusing endeavor. That's been particularly true in states like Maine that chose not to establish an online insurance "marketplace" to provide residents with reliable facts and a place to shop for and compare coverage. Maine Health Access Foundation (MeHAF) has helped fill that void with a $2.3 million initiative featuring a comprehensive statewide information campaign and a website, enroll207.com, that has connected tens of thousands of Mainers to health coverage and personalized assistance. Regardless of the future of the ACA, MeHAF and other nonprofits in Maine will continue working to ensure Mainers have access to affordable healthcare.

Among the accomplishments:

- A multi-media, multi-language ad campaign raised awareness of the enroll207.com website and the benefits of enrolling. In just two months, awareness of the website as "Your Maine Connection to the Health Insurance Marketplace," **soared from zero to 36% statewide**.
- **More than 60,000 users have visited enroll207.com** since its launch in 2013, **a major factor behind 84,000 Mainers successfully enrolling** or re-enrolling in Affordable Care Act coverage. Maine has thus consistently been a national leader in insurance signups among the 38 states without their own marketplaces.
- **3,000 to 4,000 Mainers a year received free, personalized help enrolling** using a zip code tool on enroll207.com that connects users to local, federally-certified health care "navigators" or "assisters" throughout the state.

For Full Story Visit: NonprofitMaine.org/enroll

PHOTO COURTESY OF MAINE HEALTH ACCESS FOUNDATION

Scarborough Land Trust

Founded 1977

The Impact

Scarborough Land Trust (SLT) conserves land for people, for wildlife—forever. In 2004, SLT purchased and permanently conserved the 434-acre Meserve Farm property that is now known as Broadturn Farm. SLT leases part of the property to local organic farmers John Bliss and Stacy Brenner, who have brought this landmark Scarborough farm back to life. Visionary land conservation also provided affordable farmland in southern Maine, where the high cost of land is out of reach for most farmers. Bliss and Brenner have developed a diversified farm that has created a new community resource benefitting people, ecology and the local economy.

As a result of this partnership:

- **25 people are employed** by the farm.
- **Complementary conservation and farming practices** are supporting healthy soils, clean water and diverse wildlife.
- **150 member families** have been served through a Community Supported Agriculture (CSA) program of fresh, local, certified organic vegetables. An additional 60 families are participants in a field-grown flower CSA.
- Broadturn Farm hosts an average of **10 weddings** each season and has over 100 other flower customers in the local area.
- A summer farm camp for kids, preschool and other school programs has reached **more than 200 children**.
- Maine communities are an example of how land trusts can **foster innovation**, community engagement and entrepreneurship.

For Full Story Visit:
NonprofitMaine.org/SLT

PHOTO COURTESY OF MAINE FARMLAND TRUST

PHOTO COURTESY OF SCARBOROUGH LAND TRUST

Employment by the numbers:

1 IN 6

Maine workers is employed by a Maine nonprofit

That's over 95,000 Maine workers!

The Maine nonprofit sector remains a major economic engine in the state.

The new Maine data draws on the state's Quarterly Census of Employment and Wages (QCEW) for 2015.

Maine's nonprofit workforce included 95,096 employees, which represented 16% of all jobs in Maine (about **1 out of every 6 jobs**). Nationally, approximately 10% of workers are employed by a nonprofit.

This workforce makes Maine's nonprofit sector **a vital player in Maine's employment numbers**. In fact, Maine's nonprofits employ nearly fourteen times as many workers as the state's agriculture industry (which includes fishing) and more than three times as many workers as the construction industry.

Maine's nonprofit sector paid over $4.3 billion in wages in 2015, or **17.5% of the state's total payroll**. These wages translate to an estimated $264 million of personal income tax revenue for Maine's state and local governments and over $679 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 68% of nonprofit jobs, and hospitals continue to be a major employer (38% of all nonprofit jobs). Educational services account for another 18% of nonprofit sector employment. See Figure 3.

Nationally, the economic strength of the nonprofit sector has increased in recent years and **the sector is now the third largest employer in the U.S.** Nearly 2 million nonprofit organizations employ 10.7 million people and produce revenue in excess of $1.9 trillion. As the economy continues to recover, it can be expected that the nonprofit sector will continue to grow. The future looks promising as **50% of nonprofits anticipated creating new positions** in 2015.[1]

[1] *2015 Nonprofit Employment Practices Survey, Nonprofit HR*

Figure 2

Maine Workforce By Industry, 2015

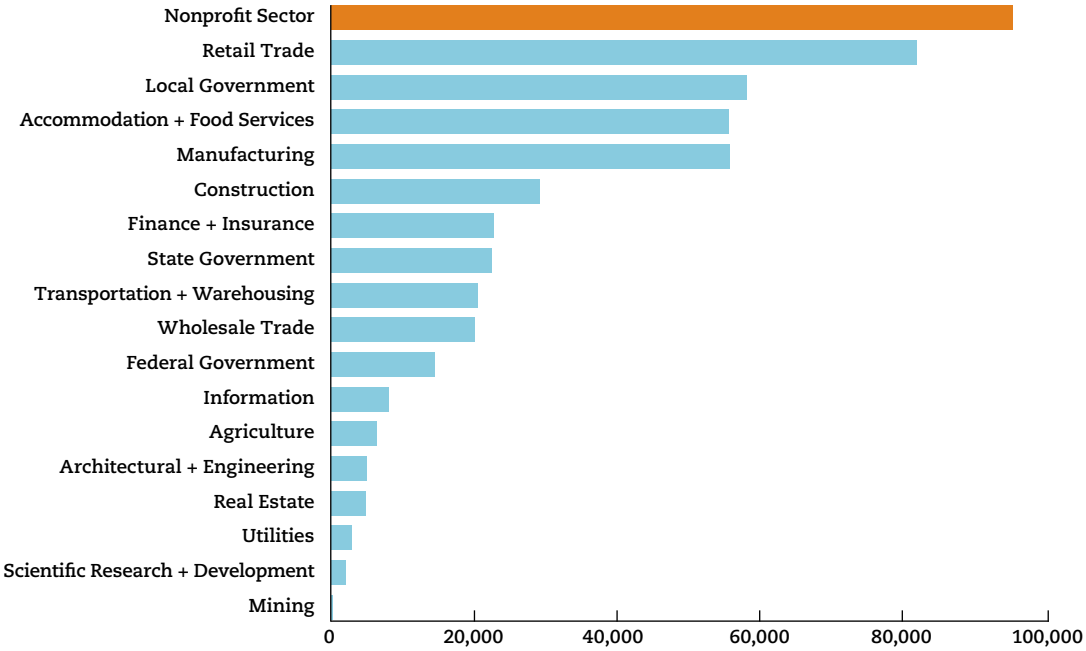
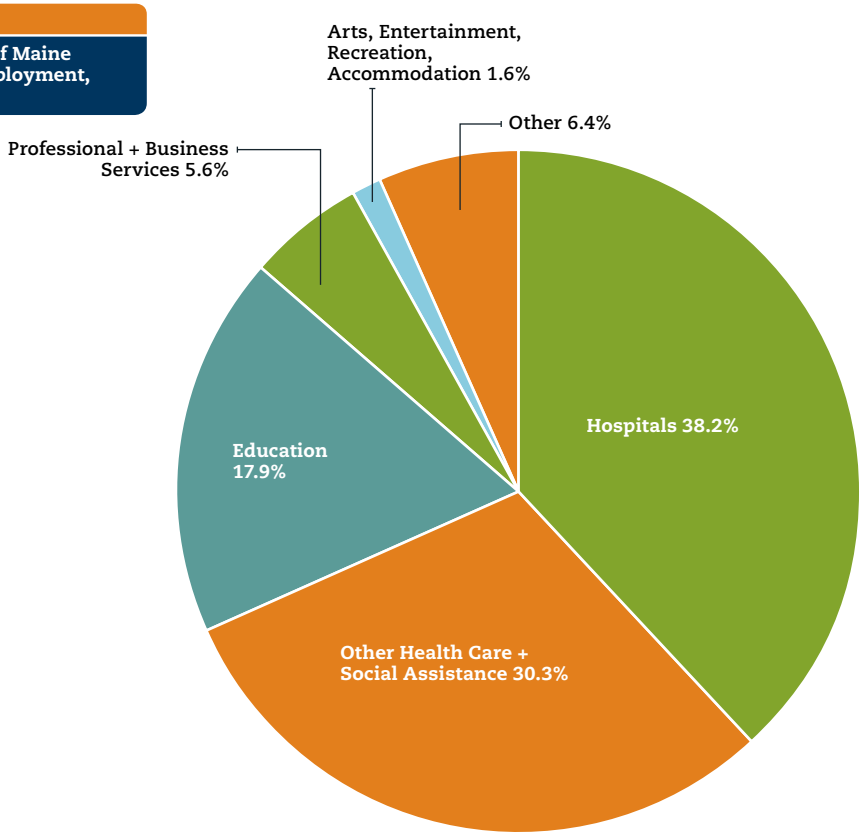


Figure 3

Distribution of Maine Nonprofit Employment, by Field, 2015



SOURCE: Maine Department of Labor, Quarterly Census of Employment & Wages (QCEW) for 2015 using the IRS Exempt Organizations Master File for (c)3 nonprofits in Maine

PHOTO COURTESY OF WERU

by the numbers: Expenditures

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

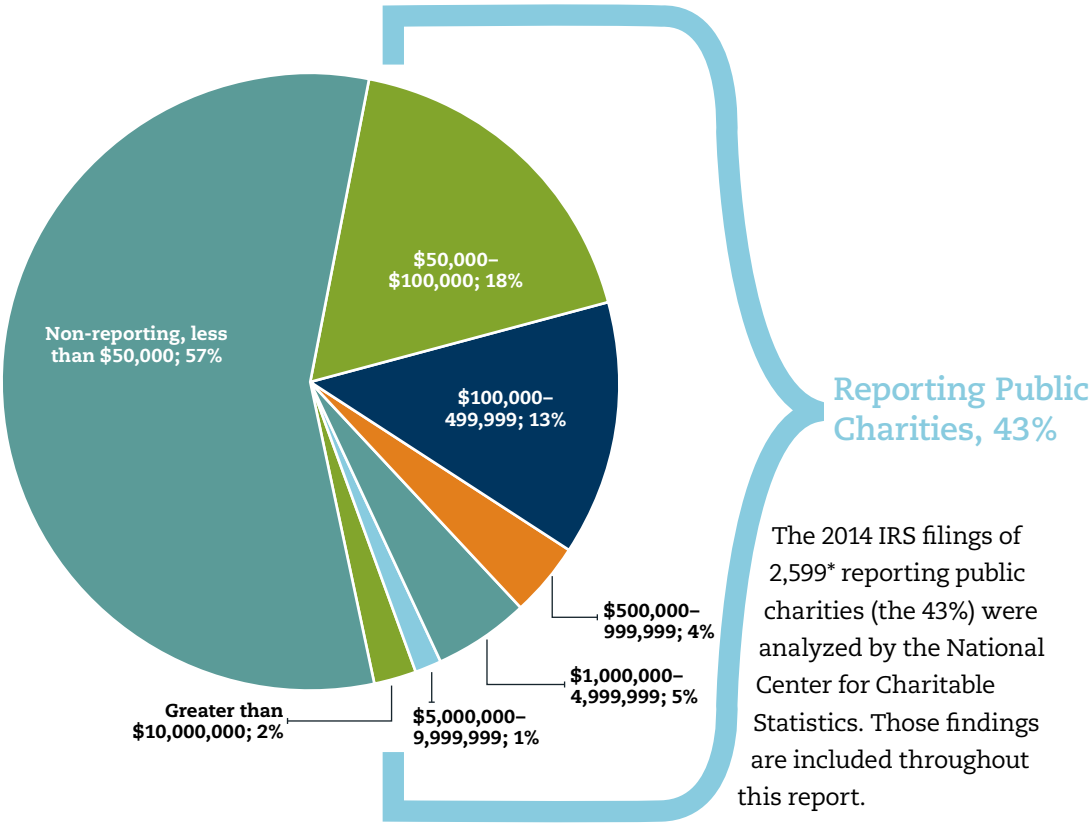
97% of Maine's public charities are small, with annual budgets under $5 million.

89% are very small, with annual budgets under $500,000.

Furthermore, 57% are so small that annual financial reporting is not required, with annual budgets under $50,000.

Figure 4

Maine Public Charities by Expenditure Level, 2014



The 2014 IRS filings of 2,599* reporting public charities (the 43%) were analyzed by the National Center for Charitable Statistics. Those findings are included throughout this report.

SOURCE: IRS Revenue Transaction Files (RTF) of 501(c)(3) Public Charity Form 990/990EZ/990PF Returns, c/o DataLake, llc, Nonprofit Research (info@datalake.net) © 2016

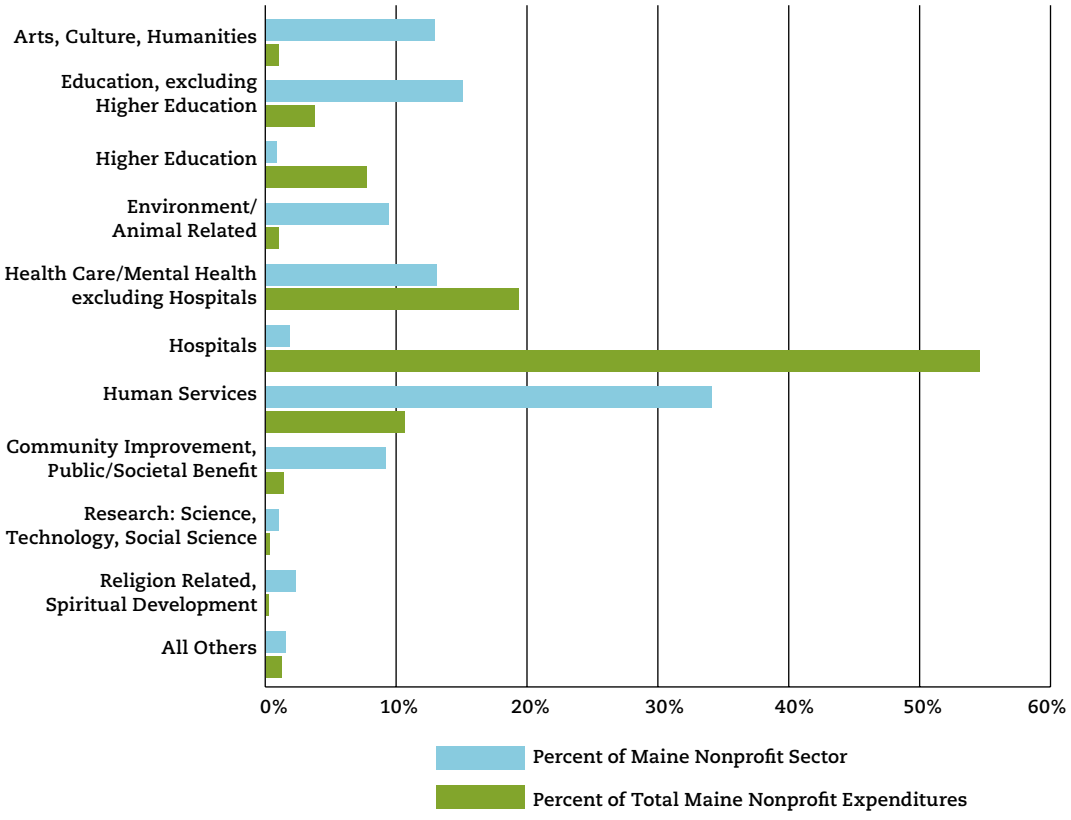
*This number is not the same as that in Figure 1 due to differences in IRS data sources. (See explanation on page 8.)

In 2014, Maine's reporting public charities contributed $11 billion to the 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 **33.7%** of the 2,599 reporting public charities, yet are only responsible for **10.5%** of the $11 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 **1.8%** of the 2,599 reporting public charities, hospitals are responsible for **54%** of the spending.

Figure 5

Expenditures of Maine's Reporting Public Charities, by Sub-sector, 2014



SOURCE: IRS Revenue Transaction Files (RTF) of 501(c)(3) Public Charity Form 990/990EZ/990PF Returns, c/o DataLake, llc, Nonprofit Research (info@datalake.net) © 2016

PHOTO COURTESY OF ISLAND INSTITUTE

by the numbers: Revenue

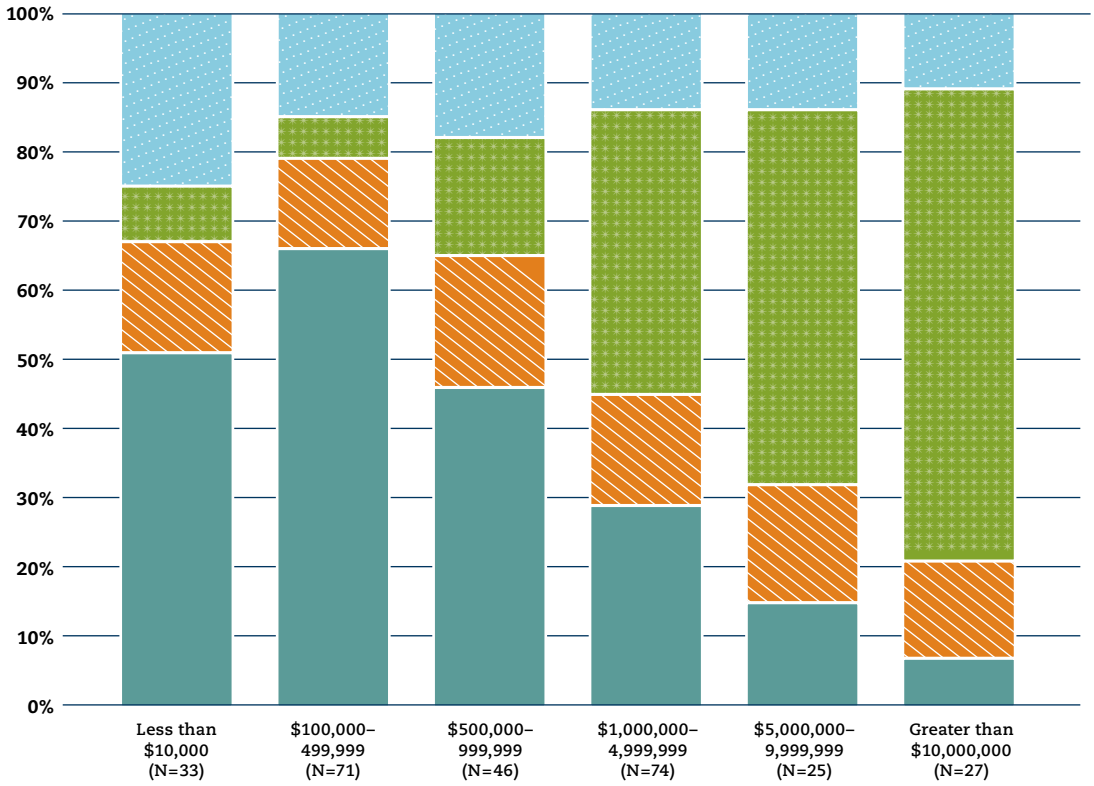
There is no typical nonprofit.

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 Maine Nonprofit Revenue by Organization Size



SOURCE: MANP Survey on Nonprofit Wages + Benefits in Maine, 2016

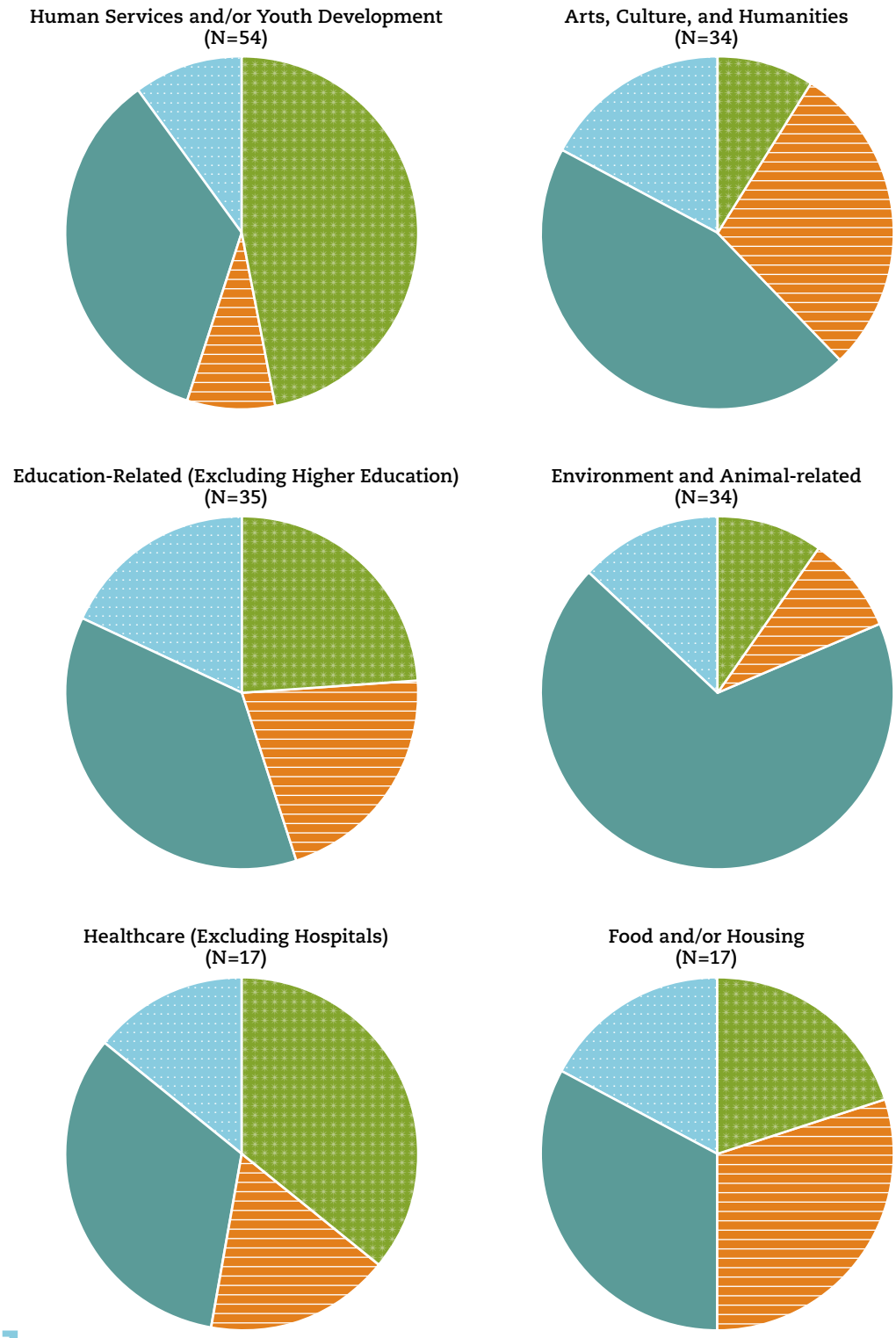
key

- 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 Maine Nonprofit Revenue by Select Sub-Sectors



SOURCE: MANP Survey on Nonprofit Wages + Benefits in Maine, 2016

key

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

PHOTO COURTESY OF FOUNDATION FOR MAINE'S COMMUNITY COLLEGES

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, 85% of giving by Maine's top 25 foundations stays in Maine.

A foundation is a non-governmental, nonprofit organization that makes grants to unrelated organizations in support of charitable activities that advance the public good. Private foundations are required to give at least 5% of their assets each year.

Figure 8

Overview of Maine Foundations, circa 2014

Foundation Type	Number of Foundations	Assets	Total Giving*
Independent	323	$2,263,881,702	$99,397,148
Community	2	$414,712,615	$24,502,845
Corporate	15	$76,695,381	$23,394,804
Operating	25	$199,083,575	$2,569,868
Total in Maine	365	$2,954,373,273	$149,864,665
Total in United States	86,726	$865,249,516,054	$60,244,456,505
Maine as % of U.S.	0.42%	0.34%	0.25%

*Includes grants, scholarships, and employee matching gifts.

Due to rounding, figures may not add up. The search set includes private and community grantmaking foundations located in the state that actively distributed funds in 2014. Only grantmaking operating foundations are included.

SOURCE: The Foundation Center, foundationcenter.org/findfunders/statistics/ © 2016

Figure 9

Top 15 Maine Foundations by Total Giving, circa 2014

Foundation Name	Total Giving*	Total Maine Giving	Foundation Type
Harold Alfond Foundation	$32,719,753	$30,175,254	Independent
Maine Community Foundation	$21,432,742	$20,586,694	Community
TD Charitable Foundation	$16,709,855	$268,475	Corporate
Elmina B. Sewall Foundation	$7,590,100	$7,426,849	Independent
John T. Gorman Foundation	$6,913,338	$6,913,338	Independent
Libra Foundation	$4,491,786	$3,986,786	Independent
Stephen and Tabitha King Foundation	$3,260,565	$2,838,865	Independent
Maine Health Access Foundation	$2,780,512	$2,740,764	Independent
Davis Family Foundation	$2,259,699	$2,259,699	Independent
Iberdrola USA Foundation	$2,193,160	$962,185	Corporate
The Sandy River Charitable Foundation	$2,099,780	$259,650	Independent
The William and Joan Alfond Foundation	$1,918,505	$268,475	Independent
Sam L. Cohen Foundation	$1,815,650	$1,815,650	Independent
The Betterment Fund	$1,782,000	$1,782,000	Independent
Quimby Family Foundation	$1,778,406	$1,778,406	Independent
Total	$109,706,103	$84,102,838	

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

SOURCE: IRS Revenue Transaction Files (RTF) of 501(c)(3) Public Charity Form 990/990EZ/990PF Returns c/o DataLake, llc, Nonprofit Research (info@datalake.net) © 2016 AND Maine Philanthropy Center, Giving in Maine Report 2014

Individuals

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

- Approximately 1/3 of Maine residents volunteer, a rate that puts Maine in the top 25% nationally.
- On average, Mainers give about $700 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 still lags behind the US and the rest of New England; average charitable giving per itemizer is correspondingly lower.

Figure 10

Average Charitable Contribution of Itemizers, 2014

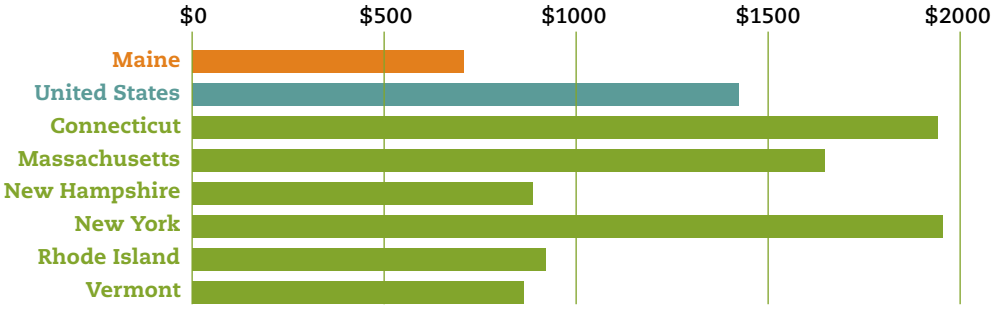
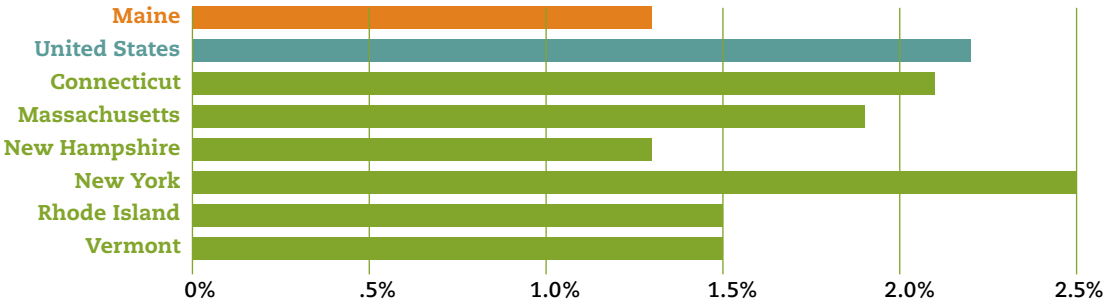


Figure 11

Average Percent of Income Contributed by Itemizers, 2014



SOURCE: IRS Revenue Transaction Files (RTF) of 501(c)(3) Public Charity Form 990/990EZ/990PF Returns, c/o DataLake, llc, Nonprofit Research (info@datalake.net) © 2016

Every year

345,000 Maine people volunteer 40,000,000 hrs = **$935 million** in time+talents improving our communities

PHOTO COURTESY OF A COMPANY OF GIRLS

[1] *Volunteering and Civic Life in America*, Corporation for National and Community Service, circa 2015

A Closer Look by the numbers:

Figure 12

Reporting Public Charities in Maine by County, 2014

County	2010 Population*	Number of Reporting Public Charities	2014 Public Charities/ 1000 People	Expenditures	Assets	Expenditures as a % of Gross State Product
Androscoggin	107,702	132	1.23	$1,059,182,125	$1,502,290,884	1.9%
Aroostook	71,870	110	1.53	$474,803,356	$270,860,807	0.9%
Cumberland	281,674	731	2.60	$3,621,336,792	$6,190,614,282	6.5%
Franklin	30,768	59	1.92	$48,471,540	$134,421,108	0.1%
Hancock	54,418	193	3.55	$589,658,181	$1,801,744,750	1.1%
Kennebec	122,151	244	2.00	$1,204,817,052	$2,654,517,837	2.2%
Knox	39,736	146	3.67	$225,005,891	$374,002,886	0.4%
Lincoln	34,457	111	3.22	$233,055,816	$396,851,372	0.4%
Oxford	57,833	90	1.56	$173,921,023	$279,180,364	0.3%
Penobscot	153,923	233	1.51	$2,133,525,399	$1,975,172,514	3.8%
Piscataquis	17,535	25	1.43	$49,332,719	$59,827,281	0.1%
Sagadahoc	35,293	71	2.01	$68,725,509	$322,676,809	0.1%
Somerset	52,228	53	1.01	$178,471,135	$268,465,340	0.3%
Waldo	38,786	72	1.86	$158,481,822	$257,799,629	0.3%
Washington	32,856	75	2.28	$129,346,907	$152,974,034	0.2%
York	197,131	254	1.29	$844,343,223	$1,256,121,001	1.5%
Maine Total	**1,328,361**	**2,599**	**1.96**	**11,192,478,490**	**17,897,520,898**	**20.045%**
United States	308,745,538	394,765	1.28	$1,725,200,000,000	$3,504,900,000,000	

*Most recent data available.

SOURCE: IRS Revenue Transaction Files (RTF) of 501(c)(3) Public Charity Form 990/990EZ/990PF Returns AND US Census Bureau Data, US Bureau of Economic Analysis, c/o DataLake, llc, Nonprofit Research (info@datalake.net) © 2016

Figure 13

Reporting Public Charities in Maine by Expenditure Level, 2014

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	1,056	$329,527,878	$43,956,526	40.63%	1.84%	0.39%
$100,000 - $499,999	794	$726,510,265	$185,905,609	30.55%	4.06%	1.66%
$500,000 - $999,999	241	$587,299,326	$172,273,884	9.27%	3.28%	1.54%
$1,000,000 - $4,999,999	308	$1,623,548,620	$701,547,960	11.85%	9.07%	6.27%
$5,000,000 - $9,999,999	69	$939,587,285	$488,972,230	2.65%	5.25%	4.37%
Greater than $10,000,000	131	$13,691,047,524	$9,599,822,281	5.04%	76.50%	85.77%
Total	**2,599**	**$17,897,520,898**	**$11,192,478,490**	**100.00%**	**100.00%**	**100.00%**

SOURCE: IRS Revenue Transaction Files (RTF) of 501(c)(3) Public Charity Form 990/990EZ/990PF Returns, c/o DataLake, llc, Nonprofit Research (info@datalake.net) © 2016

Figure 14

Nonprofit Employment in Maine, by County, in Comparison to Total Employment, 2015

County	Nonprofit Employment 501(c)(3)	Total Maine Employment	Nonprofit Employment as % of Total Employment	Total Nonprofit Wages 501(c)(3)	Total Wages in Maine	Nonprofit Wages as % of Total Wages
Androscoggin	8,682	48,795	17.8%	$415,763,863	$1,926,260,522	21.6%
Aroostook	4,191	27,231	15.4%	$179,030,551	$954,647,675	18.8%
Cumberland	27,380	175,732	15.6%	$1,318,626,216	$8,348,091,018	15.8%
Franklin	1,754	10,724	16.4%	$72,241,452	$374,224,187	19.3%
Hancock	4,772	21,840	21.8%	$222,812,031	$811,473,698	27.5%
Kennebec	10,960	59,084	18.5%	$467,323,282	$2,354,337,450	19.8%
Knox	2,601	17,297	15.0%	$103,124,891	$622,272,352	16.6%
Lincoln	2,087	10,928	19.1%	$81,156,686	$370,430,234	21.9%
Oxford	2,450	16,708	14.7%	$88,146,684	$583,098,928	15.1%
Penobscot	15,273	69,263	22.1%	$782,202,689	$2,692,937,453	29.0%
Piscataquis	1118	5,495	20.3%	$44,976,803	$176,237,037	25.5%
Sagadahoc	781	15,595	5.0%	$23,178,910	$762,073,449	3.0%
Somerset	2,134	17,030	12.5%	$85,970,469	$649,483,410	13.2%
Waldo	1,693	11,141	15.2%	$71,405,776	$406,405,068	17.6%
Washington	1,619	10,098	16.0%	$65,681,470	$344,387,344	19.1%
York	7,535	68,867	10.9%	$321,319,036	$2,845,898,795	11.3%
Statewide/Unassigned	67	8,435	0.8%	$1,600,286	$586,393,905	0.3%
Total for State	**95,097**	**594,263**	**16.0%**	**$4,344,561,095**	**$24,808,652,525**	**17.5%**

SOURCE: Maine Department of Labor, Quarterly Census of Employment & Wages (QCEW) for 2015 using the IRS Exempt Organizations Master File for (c)3 nonprofits in Maine

Figure 15

Number, Expenditures, and Assets of Reporting Public Charities in Maine by Field, 2014

Type of Charitable Nonprofit	Number of Nonprofits	% of Total	Expenditures	% of Total Expenditures	Assets	% of Total Assets
Arts, Culture, Humanities	332	12.8%	$110,255,892	1.0%	$414,097,906	2.3%
Education excluding Higher Education	386	14.9%	$416,100,652	3.7%	$1,382,404,352	7.7%
Higher Education	21	0.8%	$851,433,401	7.6%	$4,279,764,583	23.9%
Environment / Animal Related	241	9.3%	$108,147,673	1.0%	$683,915,803	3.8%
Health Care/Mental Health excluding Hospitals	335	12.9%	$2,140,828,623	19.1%	$2,405,327,408	13.4%
Hospitals	47	1.8%	$6,042,392,948	54.0%	$5,832,573,946	32.6%
Human Services	876	33.7%	$1,173,005,250	10.5%	$1,731,116,397	9.7%
Community Improvement, Public/Societal Benefit	236	9.1%	$158,703,396	1.4%	$834,521,675	4.7%
Research: Science, Technology, Social Science	26	1.0%	$35,663,682	0.3%	$90,446,221	0.5%
Religion Related, Spiritual Development	60	2.3%	$17,545,332	0.2%	$109,655,151	0.6%
All Others	39	1.5%	$138,401,641	1.2%	$133,697,456	0.7%
Total	**2,599**	**100%**	**$11,192,478,490**	**100%**	**$17,897,520,898**	**100%**

SOURCE: IRS Revenue Transaction Files (RTF) of 501(c)(3) Public Charity Form 990/990EZ/990PF Returns, c/o DataLake, llc, Nonprofit Research (info@datalake.net) © 2016

Adding up the Impact

PHOTO COURTESY OF GIRLS ON THE RUN

Maine has one of the more 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 affected 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 continues to recover from the 2008 recession, demand for the services nonprofits provide continues to grow. As government budgets have tightened, nonprofits have been forced to do more with less. 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, are struggling with declining reimbursement rates. Many organizations are challenged by talent attraction, workforce development and sustainability in the current economic environment.

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

[1] See the bottom two lines of Figure 12. [2] *Fiscal Data of Grantmaking Foundations 2014*, The Foundation Center

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.

NonprofitMaine.org

Maine Community Foundation

The Maine Community Foundation (MaineCF) works with donors and other partners to **improve the quality of life for all Maine people**. With assets totaling $440 million, MaineCF has awarded more than $260 million in grants and scholarships since its founding in 1983. Known for its **innovative grant programs**, financial strength, and prudent investment strategies, the community foundation is governed by a statewide volunteer board of directors and works with a network of volunteer county advisors across Maine. MaineCF brings special focus to **five goals**: helping children get a strong start in life; ensuring that education is available to everyone; identifying and addressing barriers that people of color face; maximizing opportunities for older adults to thrive in their communities; and providing support for innovation and entrepreneurship.

MaineCF.org

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**.

UnityFdn.org

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.

MEHAF.org

How Do 100% of Maine People Benefit from the work of Maine Nonprofits?

Find out at NonprofitMaine.org

MANP
Maine Association of Nonprofits