Adding Up Impact

Maine Nonprofits at Work

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.

January 2019
MANP extends deep appreciation to our partners and sponsors:
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.

Jennifer Hutchins  
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Maine Association of Nonprofits  

Steve Rowe  
President  
Maine Community Foundation  

Lawrence Sterrs  
President and CEO  
Unity Foundation  

Barbara Leonard  
President and CEO  
Maine Health Access Foundation
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.

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.

Nonprofits are key partners in local and regional economic development.

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

PHOTO COURTESY OF PROSPERITYME
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.
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:

- Since 2012, one nonprofit has guided participants in a matching savings program, opening savings and matching funds totaling $1.14 million towards purchased assets with a value of $1.6 million, building additional economic opportunity for about 190 individuals and families.

- One Maine nonprofit is stimulating economic development in Western Maine by spending approximately $295,000/year in direct local expenditures with local businesses and farms and promoting local tourism with 60,000 overnight visits since 2008.

- Maine nonprofits paid over $4.7 billion dollars in wages, which translates to an estimated $271 million of personal income tax revenue for Maine’s state and local governments and over $809 million in federal tax revenues.

- Nonprofits employ 1 in 6 workers, making the nonprofit sector larger than many Maine industries, such as retail trade and manufacturing.

- Maine nonprofits contribute approximately $12.6 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.

Findings:

> One nonprofit is supporting coastal and island communities by boosting access to sustainable affordable energy **achieving $8.2 million in household savings** since 2015, weatherizing 20% of island homes, and avoiding 142,000 tons of carbon emissions.

> One nonprofit helped their members earn **$1,032,177 in annual paid wages** and provided employment opportunities for 260 members.

> Of the homeless teens served by a Brunswick nonprofit, 94% remain in school for the duration of the school year, 97% advance to the next grade, and **94% graduate high school**.

> Nonprofits have a significant presence in every county + community in the state, from the most populous, Cumberland, to the least populous, Piscataquis.

> The 363 foundations registered in Maine **granted over $159 million** in 2015.

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:

> In Aroostook County, one nonprofit **succeeded in reducing hospital readmissions by 23%**. Early indicators show that of those older patients who benefit from the program’s homes visits, 5 out of 13 (38%) are readmitted compared to 8 out of 13 (62%) readmissions for those without home visits.

> A Bangor nonprofit focused on youth has boosted high school graduation rates. 97% of the program’s teens expect to graduate from high school compared to the state’s 87% average and **69% expect to complete some form of post-secondary education** compared to the statewide average of 40%.

> One Portland-area nonprofit’s food pantry **serves 700 individuals (166 families) facing food insecurity** in their community each month.

> **Nonprofit hospitals continue to be a vital economic engine** in many communities, accounting for 56 cents out of every dollar expended by reporting Maine nonprofits.

> Most Maine nonprofits are very small. 77% of them have annual income of less than $100,000. However, the sector **mobilizes over 425,000 volunteers annually**, who donate almost $1 billion (!) in time and talent to their communities.
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 73% of the total number of tax-exempt organizations in Maine.

Figure 1: Snapshot of the Maine and National 501(c) Nonprofit Sector, 12/2017

<table>
<thead>
<tr>
<th>Types of Tax-Exempt Organizations</th>
<th>Maine Nonprofits Registered with IRS*</th>
<th>Maine Nonprofits Filing Annual IRS Form 990, 990-PF and 990-EZ Report</th>
</tr>
</thead>
<tbody>
<tr>
<td>Under IRC Subsection 501(c)(3)</td>
<td>6,875</td>
<td>2,947</td>
</tr>
<tr>
<td>Private Foundations</td>
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<td>Public Charities*</td>
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<tr>
<td>501(c)(6) business leagues</td>
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<td>191</td>
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<tr>
<td>All other 501(c) organizations</td>
<td>1,513</td>
<td>376</td>
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</table>

*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, SOURCE: DataLake, llc, Nonprofit Research (info@datalake.net) © 2018

12/2017 BMF data may not match other figures in this report.
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.

These 6,875 nonprofits are further classified into:

- **Private foundations (492)**
  - 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 (6,383)**
  - 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 2,947 of the 6,875 501(c)(3)s file tax returns that include financial information (Form 990, Form 990-EZ and Form 990-PF).

In this report, some 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.
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.

ProsperityME: The Center for Financial Education
Founded 2008, Portland

The Impact
Our broader society benefits from a flourishing and economically independent Maine refugee and immigrant community.
By providing the opportunity for financial literacy, ProsperityME fosters integration and stability, promoting a strong economy.

ProsperityME assists in transitioning individuals and families out of poverty and into self-sufficiency by teaching them how to make sound decisions as they manage their personal finances.

ProsperityME’s financial services, higher education support, housing and workforce education are the tools needed for the process of financial stability. Increasing the financial knowledge and confidence of clients better prepares them to build strong financial futures for themselves and their families.

Since its creation in 2008, ProsperityME has:

- Provided access to economic education and resources by offering 175 financial courses/workshops reaching over 2,200 and one-on-one financial counseling/coaching to 804 individuals.
- Offered college planning sessions, assisting participants with access to higher education through counseling and scholarships.
- Helped develop new small businesses, the backbone of Maine’s economy including Auto-Care, LLC (Portland) and the African grocery store, Moriah Store (Portland).
- Through its partnership with CEI, ProsperityME has guided 190 participants in a matching savings program, opening savings and matching funds totaling $1.14 million towards purchased assets with a value of $1.6 million to build additional economic opportunity to about 190 individuals and families since 2012.

For More, Visit: cflme.org

PHOTO COURTESY OF PROSPERITYME
The Impact

Maine Huts & Trails (MH&T) is helping to bring economic prosperity to Maine’s Western Mountain region by promoting tourism and healthy outdoor recreation operating a world-class system of backcountry trails and eco-lodges benefitting the local economy, environment, and communities. Over the past ten years, MH&T has built over 80 miles of free, public, backcountry trails through forests, waterways, and mountains. Recreational opportunities include groomed hut-to-hut skiing, mountain biking, hiking, fishing, and paddling.

With mills closing, forest lands changing hands as never before in Maine’s history, and health and wellness being a critical focus in today’s world, MH&T is helping to shape a sustainable economy by providing access and experiences in the outdoors that will foster a new generation of conservationists.

Contributions to the region include:

- Approximately $295,000 in direct local expenditures with local businesses and farms in 2017.
- Promoting local tourism with 60,000 overnight visits since 2008, introducing visitors from 45 states, 6 Canadian provinces, and over 12 other countries.
- Offering opportunities for environmental and experiential education, hosting 250 groups since 2013, including 4,000 students, many of whom are visiting Maine for the first time.
- Serving family-style meals showcasing fresh, locally sourced food from area businesses and farms.
- Stimulating environmentally sensitive economic development in western Maine by providing perpetual year-round public access to visitors of all ages and abilities.

For More, Visit: MaineHuts.org

PHOTO COURTESY OF MAINE HUTS & TRAILS

The Impact

Arts and cultural organizations have long been cornerstones of Maine’s prosperity and quality of life, creating jobs, generating commerce, and driving tourism. According to the Arts & Economic Prosperity 5, a 2015 national economic impact study, nonprofit arts groups in Maine generate over $150 million in annual economic activity, supporting 4,190 full-time equivalent jobs, and generating over $12 million in local and state government revenues.

Belfast’s Waterfall Arts is a key driver of the creative economy in Waldo County. The center supports several arts studios, a performance space, a recording studio, and manages programs ranging from free after-school arts clubs to interactive community events. The organization is increasingly involved in creating opportunities for youth and families to access the arts—an investment that has proven beneficial in communities across Maine, including improvements to downtown vitality, education, and health and wellness.

Annual Economic Impact:

- Employs 7 staff and 24 teaching artists.
- Provides exhibiting opportunities for over 300 artists.
- Welcomes over 7,700 visitors.
- Supports free after-school art club for 53 youth with 65 participating in the summer.
- One of 20 arts groups directly contributing $2.7 million annually to Greater Belfast area.
- In Greater Belfast, average arts attendees spend $26.28 per event in addition to admission costs.

For More, Visit: WaterfallArts.org

PHOTO COURTESY OF WATERFALL ARTS
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.

Tedford Housing
Founded 1987, Brunswick

The Impact

When Maine people and families have resources and a stable home, they have improved health outcomes and a better quality of life. The children are also much more likely to remain in school, which lays a strong foundation for a bright future with the ability to contribute positively to their community and economy.

Temporary or permanent housing linked with case management services contributes to improving health outcomes and employment for those experiencing homelessness.

Tedford Housing is working to ensure people have a home and the knowledge, skills and resources to move beyond their housing crisis ensuring family stability and health while at the same time reducing demand on taxpayer dollars.

Established in 1987, Tedford Housing accomplishes the following in a typical year:

- More homeless youth stay in school. Of the teens served, 94% remain in school for the duration of the school year, 97% advance to the next grade, and 94% graduate high school.

- Emergency, temporary housing is available, serving 100 single adults out of 400 and 20 out of 300 families who call.

- Homelessness prevention by providing 422 at-risk people with rent assistance, security deposit aid, heating fuel assistance, and case management.

- Permanent housing for individuals and families. Tedford has added 37 units for previously homeless people and families between 2005 and 2011. In 2017, Tedford helped 57% of its sheltered adults and 81% of its sheltered families secure permanent housing.

- Future success with fewer than 11% of their clients who receive temporary, emergency housing experiencing another episode of homelessness.

For More, Visit: TedfordHousing.org

PHOTO COURTESY OF TEDFORD HOUSING
Kennebec Behavioral Health, Clubhouses
Founded 1960, Waterville

The Impact

A thriving Maine economy depends on a robust workforce. Kennebec Behavioral Health’s Clubhouses are part of a growing worldwide community that includes 300 clubhouses supporting people with mental health difficulties to join the workforce and lead personally satisfying lives while contributing to their community.

Educational advancement and employment are critical components of the Clubhouse model. The Clubhouse serves as a liaison between members and their community by assisting members with accessing and successfully utilizing adult community education facilities, literacy services, GED programs, disability services, schools, colleges, and drivers’ education. In addition to teaching skills to help members be successful employees, the Clubhouse directly connects members with employment opportunities through multiple employment options including transitional, supported, and independent employment.

In 2017, the Augusta, Waterville, and Lewiston based clubhouses:

- Supported over 600 active members.
- Provided employment opportunities for 260 members.
- Fostered opportunities for members to earn $1,032,177 in annual paid wages.
- Offered 167 members continuing education or vocational rehabilitation.
- Worked with 260 members on active wellness goals.

For More, Visit: KBHmaine.org

Island Institute
Founded 1983, Rockland

The Impact

Maine’s coastal and island communities are a valuable component of Maine’s identity and economy. Seventy-one percent of Maine’s tourist spending, $4 billion, is spent along the coast each year. Fisheries are a top employer. In 2017, lobster landings accounted for $433 million in value to the state.

Together with Maine’s island and coastal leaders, the Island Institute is focused on catalyzing a future where families and the environment can thrive. By emphasizing programs that develop strong community economies, enhance education and leadership, and deliver solutions, the Island Institute is helping to ensure that Maine’s island and coastal communities continue to be an essential ingredient in the recipe that makes Maine a place everyone can live, work, and flourish.

In supporting Maine's island and coastal communities, in 2018 the Island Institute has:

- Provided high-speed broadband technical assistance to 38 communities, so far increasing speeds significantly for 9 communities.
- Boosted access to sustainable affordable energy achieving $8.2 million in household savings since 2015, weatherizing 20% of island homes, and avoiding 142,000 tons of carbon emissions.
- Supported long-term sustainability planning with 35 municipal leaders attending sea-level rise resiliency trainings highlighting at risk coastal infrastructure and adaptation strategies.
- Fostered education by providing 52 local leadership trainings, The Island Teacher’s Conference, and student success programs.
- Offered direct support to 10 community organizations with Island Fellows placements.

For More, Visit: IslandInstitute.org

PHOTO COURTESY OF KENNEBEC BEHAVIORAL HEALTH
PHOTO COURTESY OF ISLAND INSTITUTE
Fostering inclusivity, at the forefront of the Jewish Community Alliance’s (JCA) mission, helps create a welcoming environment where all people and the economy can thrive. JCA cultivates openness and acceptance through education, advocacy, and a commitment to social justice.

Each year, the JCA provides resources to support the vibrancy and continuity of Jewish life in Maine including a library, preschool, and adult education.

In Maine, 183,310 people are grappling with hunger and 50,520 are children. That’s 1 in 7 people in Maine and 1 in 5 children. It is estimated that people experiencing hunger in Maine need $108,086,000 more per year to meet their food needs.*

JCA is one of multiple organizations in Maine providing assistance to individuals and families in Maine facing food insecurity:

- Volunteers provide over 2,000 hours of service per year with their time and talent.
- Food Pantry serves 700 individuals (166 families) facing food insecurity in the greater Portland area each month.
- Distributes over 53,000 pounds of food, 1,549 kosher meals on wheels, and 249,096 diapers in Maine annually.
- Through the Hanukkah Lights program, 140 children received warm clothes and toys.

*Data from Feeding America’s Map the Meal Gap 2016 study.

For More, Visit: MaineJewish.org

PHOTO COURTESY OF JEWISH COMMUNITY ALLIANCE OF SOUTHERN MAINE
The Impact

The Aroostook Area Agency on Aging (AAAA) helps older people age in place, allowing them to maintain their independence and community connections while ensuring they have adequate food and support with the bonus of reducing costs. Through a new innovative and replicable Thriving in Place program, AAAA is reducing costly hospital readmissions by 23%. This program offers free meals to those recently released from the hospital with an opportunity for a trained worker to visit the person in their home and assess the need for additional services.

Good nutrition is critical to good health and well-being. According to experts, malnutrition is common among hospital patients and is a risk factor for readmission. Studies show that preventable hospital readmissions cost the U.S. health care system tens of billions of dollars annually.

AAAA's success includes:

- 23% reduction in readmissions. Early indicators show of those with home visits, 5 out of 13 (38%) are readmitted compared to 8 out of 13 (62%) readmissions for those without home visits.
- 179 out of 557 (32%) patients accept meals.
- 247 out of 557 (44%) patients accept home visits.
- 80% of those accepting meals were happy with them.
- 44% receiving meals believed additional meals would be beneficial.
- 92% accepting meals scheduled a follow-up appointment with their primary care physician.

The Impact

Growing up in poverty can adversely affect children and is a strong predictor of children’s success in school and adult employment earnings. Poverty can negatively impact cognitive development; lead to behavioral, social, and emotional problems; increase the risk for health challenges; and impede a child's ability to learn. According to studies, one in six children in Maine lives in poverty.*

The Boys and Girls Club (the Club), focused on children in 1st – 12th grades living in Bangor Housing, strives to enable these youth to reach their full potential as productive, caring, and responsible citizens.

The Club offers students experiences designed to lead to higher graduation rates, greater college enrollment and college completion, better preparation for the job market, and improved health and wellness outcomes for the duration of their lives.

About the Club:

- 76% of Club members are eligible for free or reduced lunch compared to the statewide average of 46% eligible students.
- 224 youth participate in Club programming annually with a 77% attendance rate.
- 24 volunteers donate their time annually.
- 97% of Club teens expect to graduate from high school compared to the state's 87% average and 69% expect to complete some form of post-secondary education compared to the statewide average of 40%.
- 74% of Club teens volunteer in their community.
- 79% of Club members are physically active.

*Data from Maine Equal Justice Partners
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 2017.

Maine’s nonprofit workforce included 98,594 employees in 2017, 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 fifteen times as many workers as the state’s agriculture, forestry, fishing, and hunting industry and more than three times as many workers as in the construction industry.

Maine’s nonprofit sector paid $4.7 billion in wages in 2017, or 17.9% of the state’s total payroll. These wages translate to an estimated $271 million of personal income tax revenue for Maine’s state and local governments and over $809 million in federal tax revenues.

Nonprofit organizations are active in a range of fields in Maine. Health care and social service organizations account for approximately 30% of nonprofit jobs, and hospitals continue to be a major employer (37% of all nonprofit jobs). Educational services account for another 18% of nonprofit sector employment. See Figure 3.

Nationally, the nonprofit sector remains economically strong; the sector is the fifth largest employer in the U.S. Over 2 million people are employed by nonprofit organizations and, in 2017, earned an average wage of approximately $52,000. 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 increasing staff size in 2017. [1]
Figure 2
Maine Workforce by Selected Industries, 2017

- Nonprofit Sector
- Retail Trade
- Local Government
- Accommodation + Food Services
- Manufacturing
- Construction
- Finance + Insurance
- State Government
- Transportation + Warehousing
- Wholesale Trade
- Federal Government
- Information
- Agriculture
- Architectural + Engineering
- Real Estate
- Utilities
- Scientific Research + Development
- Mining

Figure 3
Distribution of Maine Nonprofit Employment, by Field, 2017

- Other Health Care + Social Assistance 30.4%
- Other 6.7%
- Education 17.9%
- Professional + Business Services 6.5%
- Hospitals 37.2%
- Arts, Entertainment, Recreation, Accommodation 1.3%

SOURCE: Data drawn from Maine Department of Labor, Quarterly Census of Employment & Wages (QCEW) for 2017 using the IRS Exempt Organizations Master File for (c)(3) nonprofits in Maine.
97% of Maine’s charitable nonprofits are small, with annual budgets under $5 million.

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

Furthermore, 62% are so small that annual financial reporting is not required, with annual budgets under $50,000.

The 2016 IRS filings of 2,587* reporting charities were analyzed by the National Center for Charitable Statistics. Those findings are included throughout this report.

*This number is not the same as that in Figure 1 due to differences in IRS data sources. (See explanation on page 8.)
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. In 2016, they comprised 33.9% of the 2,587 reporting charitable nonprofits, yet were only responsible for 9.9% of the $12.6 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 in 2016, they represented only 1.8% of the 2,587 reporting charitable nonprofits, hospitals were responsible for 56.1% of the spending.

The number of charitable nonprofits in Maine has grown 5.5% over the last decade but expenditures by Maine charities have grown by over 68% (5.3% each year).

**Figure 5**

Expenditures of Reporting Charitable Nonprofits in Maine by Field, 2016

- Percent of All Reporting Nonprofits
- Percent of Total Expenditures by Reporting Nonprofits

**SOURCE:** IRS Revenue Transaction Files (RTF) of 501(c)(3) Public Charity Form 990/990EZ/990PF Returns, SOURCE: DataLake, llc, Nonprofit Research (info@datalake.net) © 2018
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

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

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

**Human Services and/or Youth Development**
(N=59)

**Arts, Culture, and Humanities**
(N=47)

**Education-Related (Excluding Higher Education)**
(N=34)

**Environment and Animal-related**
(N=36)

**Healthcare (Excluding Hospitals)**
(N=16)

**Food and/or Housing**
(N=18)

**Figure 7**
Sources of Revenue by Select Sub-Sector

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

**Source:** MANP Survey on Nonprofit Wages + Benefits in Maine, 2018.
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, 91% 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.
Individuals

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

- More than 1/3 of Maine residents volunteer, a rate that puts Maine in the top 10 nationally.
- On average, Mainers give about $756 per year to charity. Most (73%) 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, 2016

Figure 11
Average Percent of Income Contributed by Itemizers, 2016

IRS Revenue Transaction Files (RTF) of 501(c)(3) Public Charity Form 990/990EZ/990PF Returns, SOURCE: DataLake, llc, Nonprofit Research (info@datalake.net) © 2018

425,000
Maine people volunteer 39,200,000+ hrs = $948 million in time+talents improving our communities

[1] Volunteering in America, Corporation for National and Community Service, circa 2018
### Reporting Charities in Maine by County, 2016

<table>
<thead>
<tr>
<th>County</th>
<th>2010 Population</th>
<th>Number of Reporting Charities</th>
<th>2014 Charities/1000 People</th>
<th>Expenditures</th>
<th>Assets</th>
<th>Expenditures as a % of Gross State Product</th>
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<tr>
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<td>750</td>
<td>2.66</td>
<td>$4,024,182,605</td>
<td>$6,791,347,127</td>
<td>7.8%</td>
</tr>
<tr>
<td>Franklin</td>
<td>30,768</td>
<td>60</td>
<td>1.95</td>
<td>$112,341,451</td>
<td>$134,198,040</td>
<td>0.2%</td>
</tr>
<tr>
<td>Hancock</td>
<td>54,418</td>
<td>192</td>
<td>3.53</td>
<td>$774,377,828</td>
<td>$1,968,872,475</td>
<td>1.5%</td>
</tr>
<tr>
<td>Kennebec</td>
<td>122,151</td>
<td>236</td>
<td>1.93</td>
<td>$1,292,805,120</td>
<td>$2,727,736,952</td>
<td>2.5%</td>
</tr>
<tr>
<td>Knox</td>
<td>39,736</td>
<td>139</td>
<td>3.50</td>
<td>$226,116,866</td>
<td>$396,410,778</td>
<td>0.4%</td>
</tr>
<tr>
<td>Lincoln</td>
<td>34,547</td>
<td>115</td>
<td>3.34</td>
<td>$193,774,925</td>
<td>$369,282,887</td>
<td>0.4%</td>
</tr>
<tr>
<td>Oxford</td>
<td>57,833</td>
<td>85</td>
<td>1.47</td>
<td>$191,452,010</td>
<td>$301,016,844</td>
<td>0.4%</td>
</tr>
<tr>
<td>Piscataquis</td>
<td>153,923</td>
<td>227</td>
<td>1.47</td>
<td>$2,525,362,187</td>
<td>$2,428,613,268</td>
<td>4.9%</td>
</tr>
<tr>
<td>Sagadahoc</td>
<td>35,293</td>
<td>65</td>
<td>1.84</td>
<td>$75,327,602</td>
<td>$357,048,196</td>
<td>0.1%</td>
</tr>
<tr>
<td>Somerset</td>
<td>52,228</td>
<td>49</td>
<td>0.94</td>
<td>$202,010,728</td>
<td>$276,477,631</td>
<td>0.4%</td>
</tr>
<tr>
<td>Waldo</td>
<td>38,786</td>
<td>71</td>
<td>1.83</td>
<td>$145,314,822</td>
<td>$292,390,507</td>
<td>0.3%</td>
</tr>
<tr>
<td>Washington</td>
<td>32,856</td>
<td>78</td>
<td>2.37</td>
<td>$141,190,229</td>
<td>$167,161,795</td>
<td>0.3%</td>
</tr>
<tr>
<td>York</td>
<td>197,131</td>
<td>256</td>
<td>1.30</td>
<td>$907,122,635</td>
<td>$1,241,752,540</td>
<td>1.8%</td>
</tr>
<tr>
<td>Maine Total</td>
<td>1,328,361</td>
<td>2,587</td>
<td>1.95</td>
<td>$12,569,395,465</td>
<td>$19,300,158,975</td>
<td>24.3%</td>
</tr>
<tr>
<td>United States</td>
<td>308,745,538</td>
<td>406,812</td>
<td>1.32</td>
<td>$1,994,000,000,000</td>
<td>$3,810,200,000,000</td>
<td>N/A</td>
</tr>
</tbody>
</table>

*Most recent data available.

### Reporting Charities in Maine by Expenditure Level, 2016

<table>
<thead>
<tr>
<th>Expenditure Level</th>
<th>Number of Reporting Charities</th>
<th>Assets</th>
<th>Expenditures</th>
<th>% of Reporting Charities</th>
<th>% of Total Reported Assets</th>
<th>% of Total Reported Expenditures</th>
</tr>
</thead>
<tbody>
<tr>
<td>Less than $100,000</td>
<td>983</td>
<td>289,608,215</td>
<td>43,080,387</td>
<td>38.00%</td>
<td>2.30%</td>
<td>0.34%</td>
</tr>
<tr>
<td>$100,000 - $499,999</td>
<td>829</td>
<td>811,420,054</td>
<td>192,312,865</td>
<td>32.04%</td>
<td>6.46%</td>
<td>1.53%</td>
</tr>
<tr>
<td>$500,000 - $999,999</td>
<td>249</td>
<td>592,079,155</td>
<td>177,154,913</td>
<td>9.63%</td>
<td>4.71%</td>
<td>1.41%</td>
</tr>
<tr>
<td>$1,000,000 - $4,999,999</td>
<td>314</td>
<td>1,661,129,931</td>
<td>706,227,019</td>
<td>12.14%</td>
<td>13.22%</td>
<td>5.62%</td>
</tr>
<tr>
<td>$5,000,000 - $9,999,999</td>
<td>81</td>
<td>1,072,123,686</td>
<td>565,748,891</td>
<td>3.13%</td>
<td>8.53%</td>
<td>4.50%</td>
</tr>
<tr>
<td>Greater than $10,000,000</td>
<td>131</td>
<td>14,873,797,934</td>
<td>10,884,871,390</td>
<td>5.06%</td>
<td>118.33%</td>
<td>86.60%</td>
</tr>
<tr>
<td>Total</td>
<td>2,587</td>
<td>19,300,158,975</td>
<td>12,569,395,465</td>
<td>100.00%</td>
<td>153.55%</td>
<td>100.00%</td>
</tr>
</tbody>
</table>

*IRS Revenue Transaction Files (RTF) of 501(c)(3) Public Charity Form 990/990EZ/990PF Returns SOURCE: DataLake, llc, Nonprofit Research (info@datalake.net) © 2018

US Census Bureau Data, US Bureau of Economic Analysis
<table>
<thead>
<tr>
<th>County</th>
<th>Nonprofit Employment 501(c)(3)</th>
<th>Total Employment</th>
<th>Nonprofit Employment as % of Total Employment</th>
<th>Total Nonprofit Wages 501(c)(3)</th>
<th>Total Wages</th>
<th>Nonprofit Wages as % of Total Wages</th>
</tr>
</thead>
<tbody>
<tr>
<td>Androscoggin</td>
<td>8,989</td>
<td>49,171</td>
<td>18.3%</td>
<td>434,784,218</td>
<td>$1,805,258,549</td>
<td>24.1%</td>
</tr>
<tr>
<td>Aroostook</td>
<td>4,193</td>
<td>27,119</td>
<td>15.5%</td>
<td>187,500,808</td>
<td>$749,063,117</td>
<td>25.0%</td>
</tr>
<tr>
<td>Cumberland</td>
<td>29,004</td>
<td>182,632</td>
<td>15.9%</td>
<td>1,508,076,978</td>
<td>$8,265,226,991</td>
<td>18.2%</td>
</tr>
<tr>
<td>Franklin</td>
<td>1,834</td>
<td>10,516</td>
<td>17.4%</td>
<td>72,554,999</td>
<td>$295,109,421</td>
<td>24.6%</td>
</tr>
<tr>
<td>Hancock</td>
<td>4,928</td>
<td>22,320</td>
<td>22.1%</td>
<td>240,737,583</td>
<td>$721,227,084</td>
<td>33.4%</td>
</tr>
<tr>
<td>Kennebec</td>
<td>11,349</td>
<td>60,161</td>
<td>18.9%</td>
<td>501,130,484</td>
<td>$1,737,868,857</td>
<td>28.8%</td>
</tr>
<tr>
<td>Knox</td>
<td>2,641</td>
<td>17,611</td>
<td>15.0%</td>
<td>113,477,693</td>
<td>$580,502,058</td>
<td>19.5%</td>
</tr>
<tr>
<td>Lincoln</td>
<td>2,090</td>
<td>11,094</td>
<td>18.8%</td>
<td>83,908,332</td>
<td>$335,284,159</td>
<td>25.0%</td>
</tr>
<tr>
<td>Oxford</td>
<td>2,466</td>
<td>16,895</td>
<td>14.6%</td>
<td>95,315,171</td>
<td>$503,175,590</td>
<td>18.9%</td>
</tr>
<tr>
<td>Penobscot</td>
<td>15,801</td>
<td>69,316</td>
<td>22.8%</td>
<td>853,507,475</td>
<td>$2,292,098,069</td>
<td>37.2%</td>
</tr>
<tr>
<td>Piscataquis</td>
<td>1,125</td>
<td>5,593</td>
<td>20.1%</td>
<td>45,778,523</td>
<td>$132,106,396</td>
<td>34.7%</td>
</tr>
<tr>
<td>Sagadahoc</td>
<td>752</td>
<td>15,615</td>
<td>4.8%</td>
<td>22,434,101</td>
<td>$672,937,193</td>
<td>3.3%</td>
</tr>
<tr>
<td>Somerset</td>
<td>2,124</td>
<td>16,562</td>
<td>12.8%</td>
<td>88,844,610</td>
<td>$567,299,488</td>
<td>15.7%</td>
</tr>
<tr>
<td>Waldo</td>
<td>1,630</td>
<td>11,648</td>
<td>14.2%</td>
<td>74,190,575</td>
<td>$389,008,246</td>
<td>19.1%</td>
</tr>
<tr>
<td>Washington</td>
<td>1,650</td>
<td>10,132</td>
<td>16.3%</td>
<td>67,974,050</td>
<td>$263,168,533</td>
<td>25.8%</td>
</tr>
<tr>
<td>York</td>
<td>7,946</td>
<td>72,120</td>
<td>11.0%</td>
<td>382,255,316</td>
<td>$2,269,431,281</td>
<td>16.8%</td>
</tr>
<tr>
<td>Statewide/Unassigned</td>
<td>72</td>
<td>10,628</td>
<td>0.6%</td>
<td>1,853,017</td>
<td>$5,165,991,096</td>
<td>1.7%</td>
</tr>
<tr>
<td>Total for State</td>
<td>98,594</td>
<td>609,133</td>
<td>16.2%</td>
<td>$4,774,323,933</td>
<td>$26,744,756,128</td>
<td>17.9%</td>
</tr>
</tbody>
</table>

Source: Data drawn from Maine Department of Labor, Quarterly Census of Employment & Wages (QCEW) for 2017 using the IRS Exempt Organizations Master File for (c)3 nonprofits in Maine.

<table>
<thead>
<tr>
<th>Type of Charitable Nonprofit</th>
<th>Number of Nonprofits</th>
<th>% of Total</th>
<th>Expenditures</th>
<th>% of Total Expenditures</th>
<th>Assets</th>
<th>% of Total Assets</th>
</tr>
</thead>
<tbody>
<tr>
<td>Arts, Culture, Humanities</td>
<td>324</td>
<td>12.5%</td>
<td>121,763,238</td>
<td>1.0%</td>
<td>431,629,138</td>
<td>2.2%</td>
</tr>
<tr>
<td>Education excluding Higher Education</td>
<td>380</td>
<td>14.7%</td>
<td>438,753,257</td>
<td>3.5%</td>
<td>1,421,007,967</td>
<td>7.4%</td>
</tr>
<tr>
<td>Higher Education</td>
<td>21</td>
<td>0.8%</td>
<td>936,349,183</td>
<td>7.4%</td>
<td>4,519,835,340</td>
<td>23.4%</td>
</tr>
<tr>
<td>Environment / Animal Related</td>
<td>242</td>
<td>9.4%</td>
<td>117,949,593</td>
<td>0.9%</td>
<td>812,551,900</td>
<td>4.2%</td>
</tr>
<tr>
<td>Health Care/Mental Health excluding Hospitals</td>
<td>326</td>
<td>12.6%</td>
<td>2,263,576,784</td>
<td>18.0%</td>
<td>2,699,510,980</td>
<td>14.0%</td>
</tr>
<tr>
<td>Hospitals</td>
<td>47</td>
<td>1.8%</td>
<td>7,054,084,544</td>
<td>56.1%</td>
<td>6,264,693,131</td>
<td>32.5%</td>
</tr>
<tr>
<td>Human Services</td>
<td>876</td>
<td>33.9%</td>
<td>1,241,410,797</td>
<td>9.9%</td>
<td>1,846,444,896</td>
<td>9.6%</td>
</tr>
<tr>
<td>Community Improvement, Public/Societal Benefit</td>
<td>238</td>
<td>9.2%</td>
<td>173,096,575</td>
<td>1.4%</td>
<td>922,871,202</td>
<td>4.8%</td>
</tr>
<tr>
<td>Research: Science, Technology, Social Science</td>
<td>26</td>
<td>1.0%</td>
<td>38,570,952</td>
<td>0.3%</td>
<td>100,844,581</td>
<td>0.5%</td>
</tr>
<tr>
<td>Religion Related, Spiritual Development</td>
<td>62</td>
<td>2.4%</td>
<td>17,834,147</td>
<td>0.1%</td>
<td>114,889,514</td>
<td>0.6%</td>
</tr>
<tr>
<td>All Others</td>
<td>45</td>
<td>1.7%</td>
<td>166,006,213</td>
<td>1.3%</td>
<td>165,880,326</td>
<td>0.9%</td>
</tr>
<tr>
<td>Total</td>
<td>2,587</td>
<td>100.0%</td>
<td>$12,569,395,465</td>
<td>100.0%</td>
<td>$19,300,158,975</td>
<td>100.0%</td>
</tr>
</tbody>
</table>

Source: IRS Revenue Transaction Files (RTF) of 501(c)(3) Public Charity Form 990/990EZ/990PF Returns, SOURCE: DataLake, llc, Nonprofit Research (info@datalake.net) © 2018
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 challenged by economic trends, it remains critically important for Maine citizens to fully comprehend how nonprofits impact our lives and our economy.

Despite economic gains in recent years, pressure remains on nonprofits to do more with less. Demand for critical services continues to grow while governments continue to tighten their budgets with some communities considering placing additional tax burdens on nonprofits. In addition, many organizations are challenged by the increasingly tight labor market and are unable to offer competitive wages\(^3\).

Can we imagine Maine without the parks, health centers, theaters, social justice organizations, libraries and community resources that are developed and supported by Maine’s nonprofit sector? Would Maine’s enviable quality of life still attract people from around the world to live, work and visit?

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 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 work hand-in-hand with government, business and engaged individuals to solve community problems and pursue shared opportunities, we all prosper.

“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

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\(^{[1]}\) See the bottom two lines of Figure 12.


Nonprofits are critical to Maine’s economy and quality of life. Since 1994, MANP has grown to be the state’s comprehensive resource for the tools, knowledge, and the connections that nonprofits need to be effective and well-run. With a growing statewide membership of 915 nonprofits and 160 for-profit organizations, MANP empowers nonprofits by offering capacity-building training; forging partnerships within and across the nonprofit, corporate, philanthropic and public sectors; and providing leadership as a vocal advocate for the unique value nonprofits offer to Maine.

Maine Community Foundation (MaineCF) works with donors and other partners to improve the quality of life for all Maine people. With assets totaling $540 million in over 1900 funds, MaineCF has awarded more than $346 million in grants and scholarships since its founding in 1983. In 2017, it awarded $32 million in grants and scholarships. 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, including adult learners; 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.

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.

The Maine Health Access Foundation (MeHAF) is the state’s largest private, 501(c) (3) nonprofit health care foundation. Our mission is to promote access to quality health care, especially for those who are uninsured and underserved, and improve the health of everyone in Maine. Annually, MeHAF provides about $4 million in grant and program support to achieve its mission, by working with nonprofit partners and key leaders in the public and private sectors to advance initiatives and policies that help people who face barriers to health care and optimal health.

Our goals are to ensure equitable access to care; address critical health issues in Maine; improve the health of groups that experience disproportionate barriers to care; and to promote leadership to achieve equitable health outcomes.
How Do
100%
of
Maine People Benefit
from the work of
Maine Nonprofits?

Find out at NonprofitMaine.org