



*SERVING
NONPROFITS*

*STRENGTHENING
WEST VIRGINIA*



**IMPACT OF COVID-19 ON WV
NONPROFITS: FLASH POLLS
1ST: MARCH 2020
2ND: MAY-JUNE 2020**

FLASH POLL

WVNPA Membership: 314
2nd Flash Poll Respondents: 45

May 21, 2020
Through
June 15, 2020

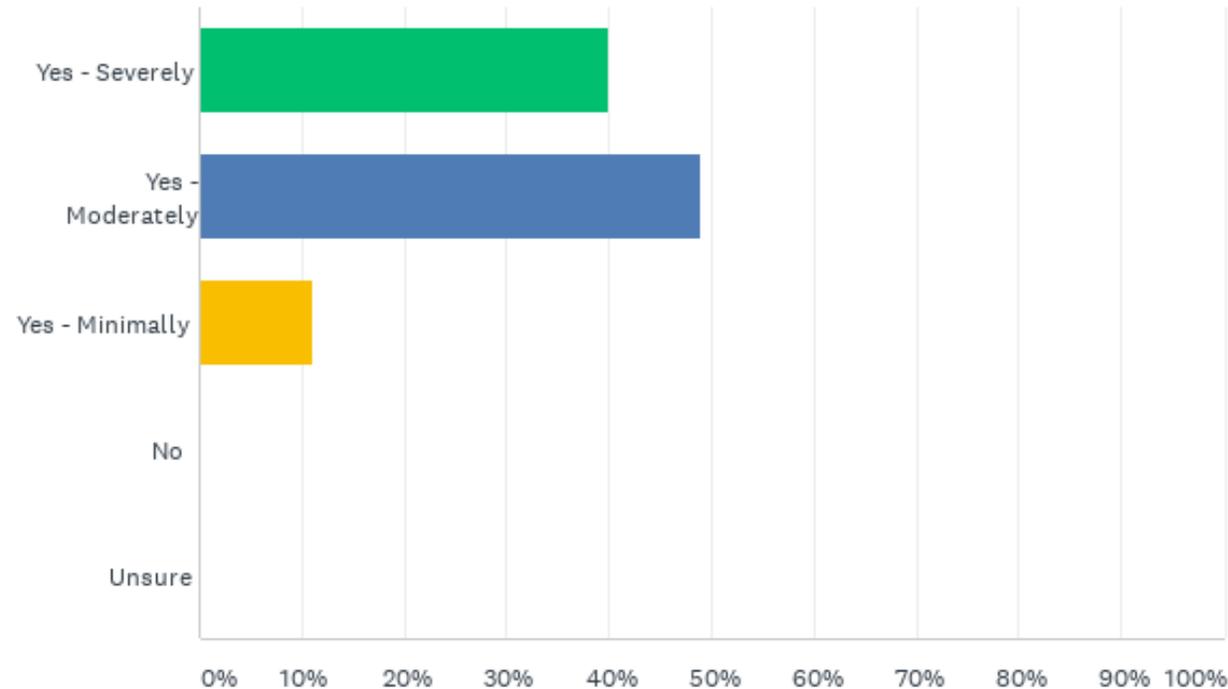
KEY TAKE- AWAYS

- **First Poll: 97% indicate that COVID-19 is or will have at least a moderate (32%) to significant (65%) impact on their organization**
- **Second Poll: 99% indicate that COVID-19 is or will have a minimal (11%), a moderate (49%), or significant (40%) impact on their organization**
 - **First Poll: Projected losses total over \$2 million**
 - **Second Poll: Projected losses total over \$3.75 million**

KEY TAKE- AWAYS

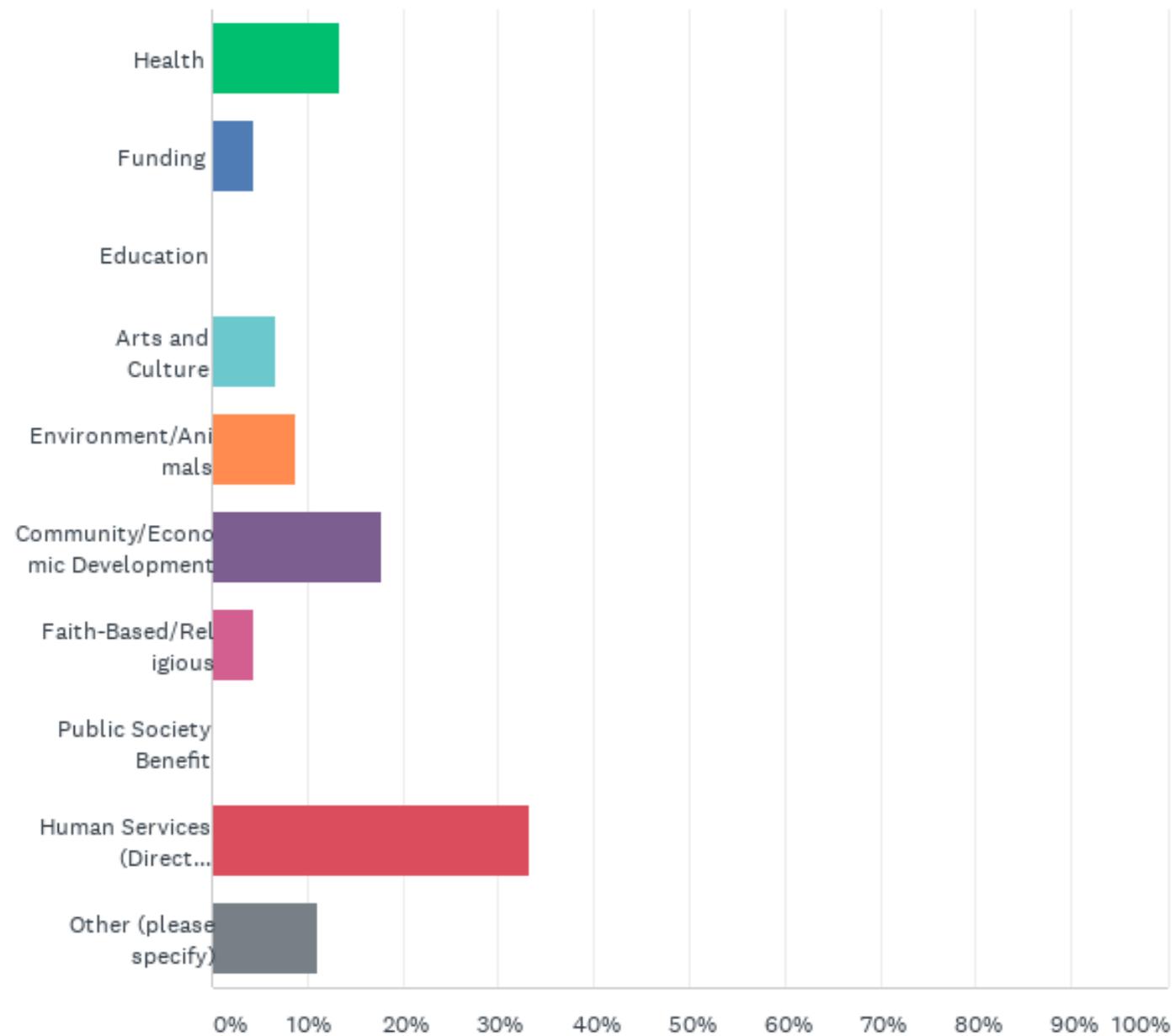
- The tone of respondents has been somewhat more optimistic in the second poll
- The first poll was at the onset of the shutdown, so the anxiety seemed at a higher level
- The comments in the second poll seem to focus more on what the organizations need to adjust to the new normal of the pandemic and beyond:
 - Moving events online
 - Working from home long-term
 - Conducting business virtually

IMPACT

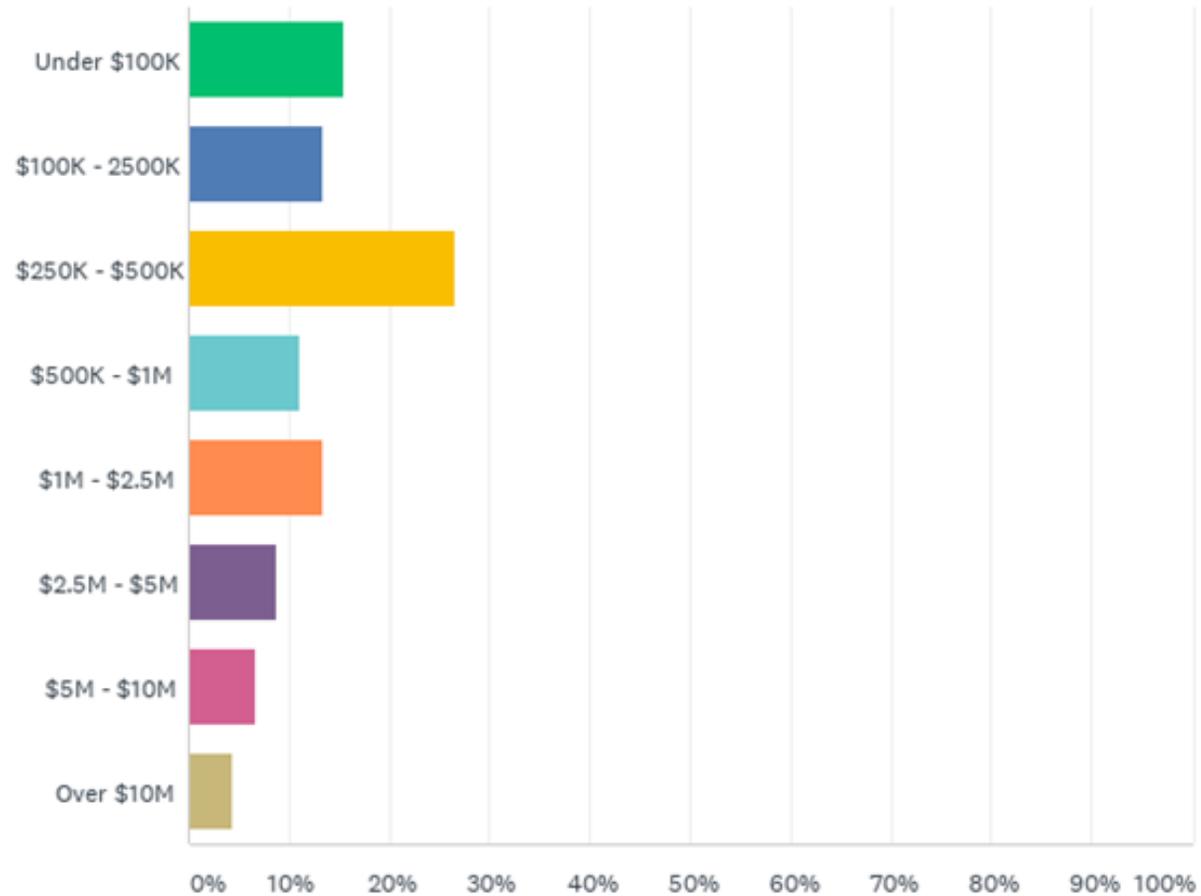


In the second poll, organizations were asked to estimate the level of impact that COVID-19 is having currently and is anticipated to have on the programs, services, or general operations of their organizations. Over 99% indicate they are or will be impacted by coronavirus. Of that impact, 40% indicate a severe impact, 49% indicate a moderate impact, and 11% indicate a minimal impact to their organizations. The level of severity to the organizations diminished from the first poll with the majority of organizations indicating a moderate impact.

SERVICE TYPES



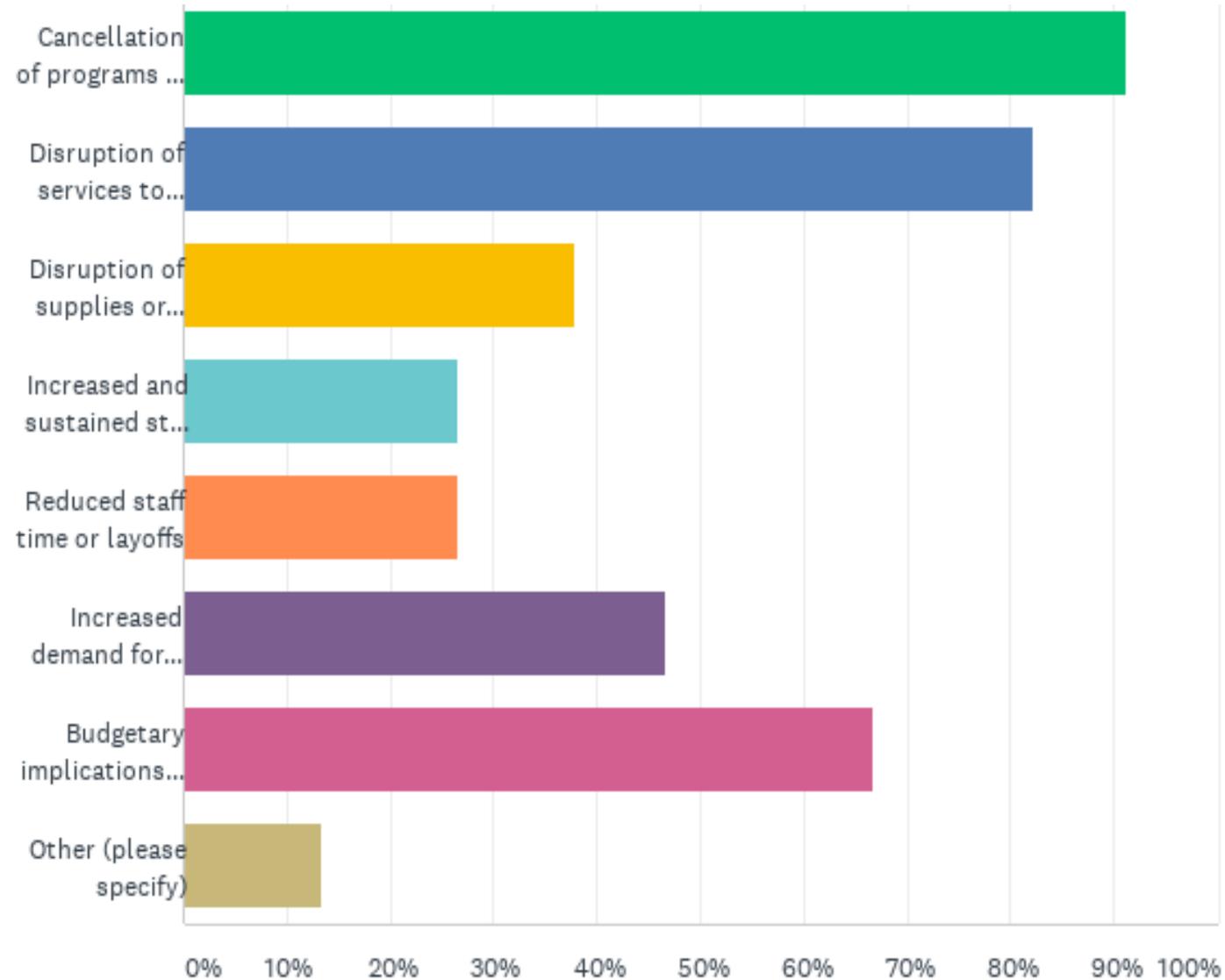
BUDGET SIZE



Nearly 60% of respondents have an annual operating budget of less than \$500,000.

IMPACT

*These are very similar to the first poll results with the exception of increase in the *'increased demand for services'* category



OTHER IMPACTS

Over 90% of respondents indicate that cancellation of programs or events and the corresponding reduced revenue is the biggest negative impact of COVID-19 on their organizations, followed closely by 82% due to disruption of services to clients and communities. Budgetary implications related to strains on the economy round out the top three impacts and are reported by 67% of respondents.

Increased demand for services were reported by 47% of respondents. Disruption of supplies or services were reported by 38%, and increased and sustained staff and volunteer absences and reduced staff time or layoffs were reported by 27% of respondents each. Over 13% of respondents reported other negative impacts, including:

- Staff unable to work from home due to no school and parenting needs
- Reduction of regionally shared support staff
- Loss of revenue due to impact of COVID on our loan portfolio
- Delayed program activities due to online shift
- Delay in materials needed for active construction project

LOST REVENUES

- In our first poll, loss projections in dollar amounts were estimated at just over \$2 million.
- For our second poll, respondents were asked to provide an estimated dollar amount that they expected to lose due to COVID-19 and the pandemic.
- Of the 45 respondents, only four indicated that they would not be impacted by large losses.
- Of those impacted, 33 provided a response for losses in dollars. ***The total loss combines for just those 33 organizations is \$3,752,500. That is 1.7 million dollars more than original estimates from our first poll in March.***

EXPENSES

- In our first poll, the estimated expenses were very much unknown. Many respondents indicated with the decrease in services provided, the expenses would not be realized, thus offsetting the impact of increased expenses. Others indicated that the increased expenses were due to continuing to pay wages for employees while they were unable to work, or work was cut back due to widespread shutdowns. The increase in expenses ranged from 15% to nearly 100% with amounts ranging from \$7,500 for smaller organizations to \$150,000 for larger organizations.

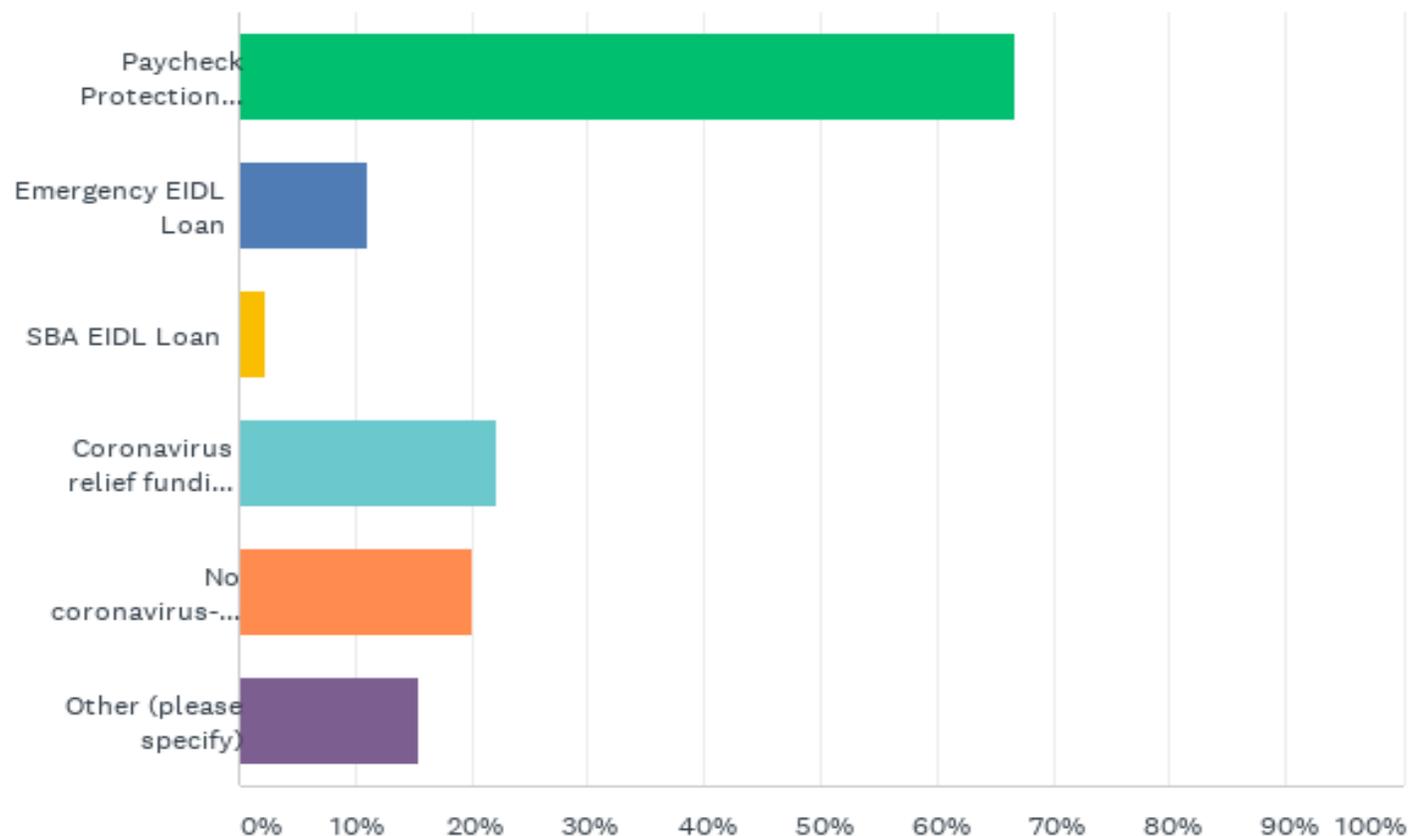
In our second poll, expenses were much more realized. Of the 45 respondents, 36 responded to this question.

- 12 responded with little to no impact due to either the set-up of their organization or through use of in-kind donations
- One felt that expenses would increase through more fundraising efforts
- ***The combined increase in expenses for the remaining respondents totals \$3,613,700***

NEEDS

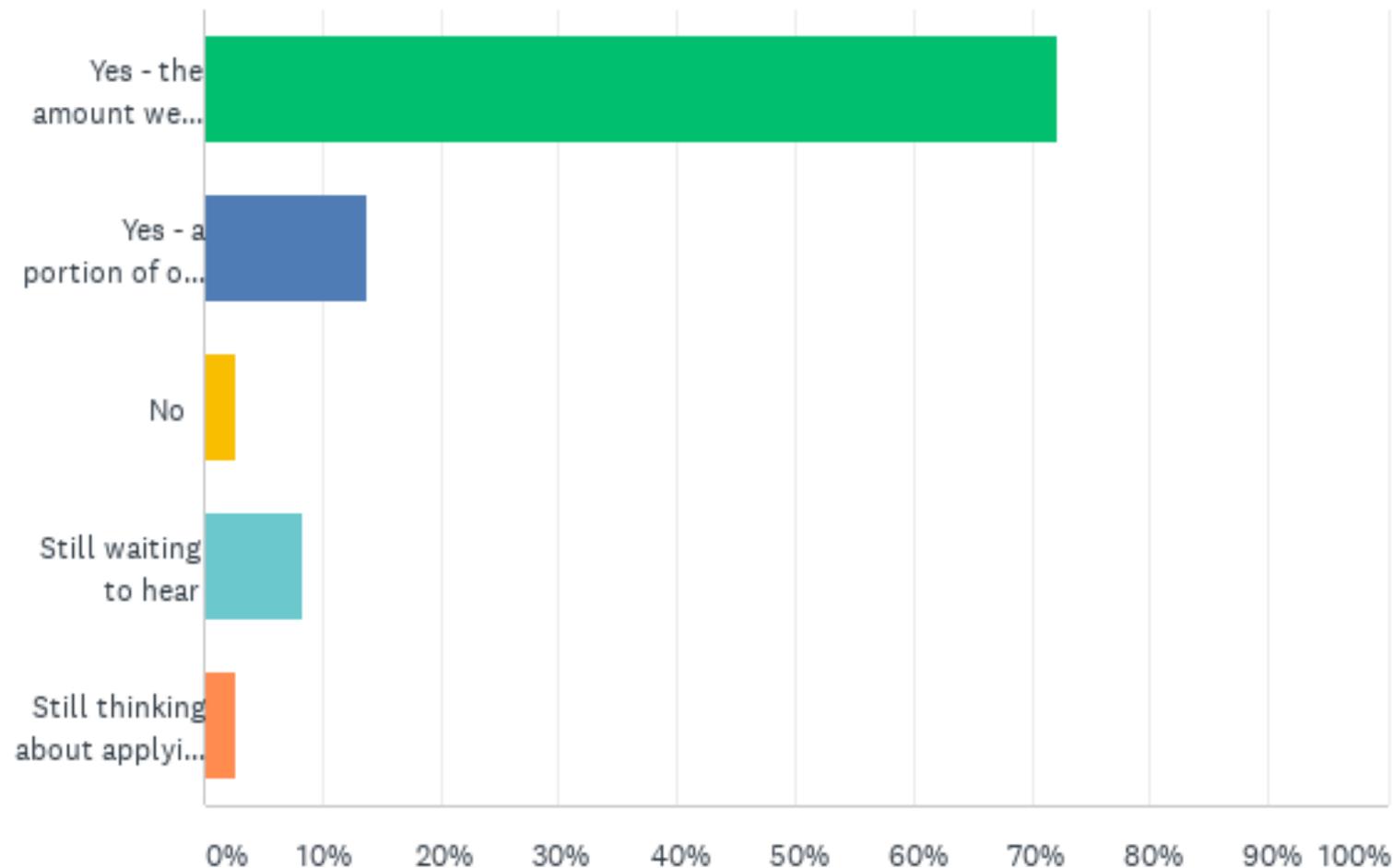
- By far in the first poll, the biggest need nonprofits reported was operating funds as well as advocating for federal funding inclusion and virtual work and meeting tools.
- In the second poll, the focus was on
 - funding forgiveness guidance
 - industry standards
 - best practices
 - virtual tools
 - funding sources

TYPES OF FUNDING



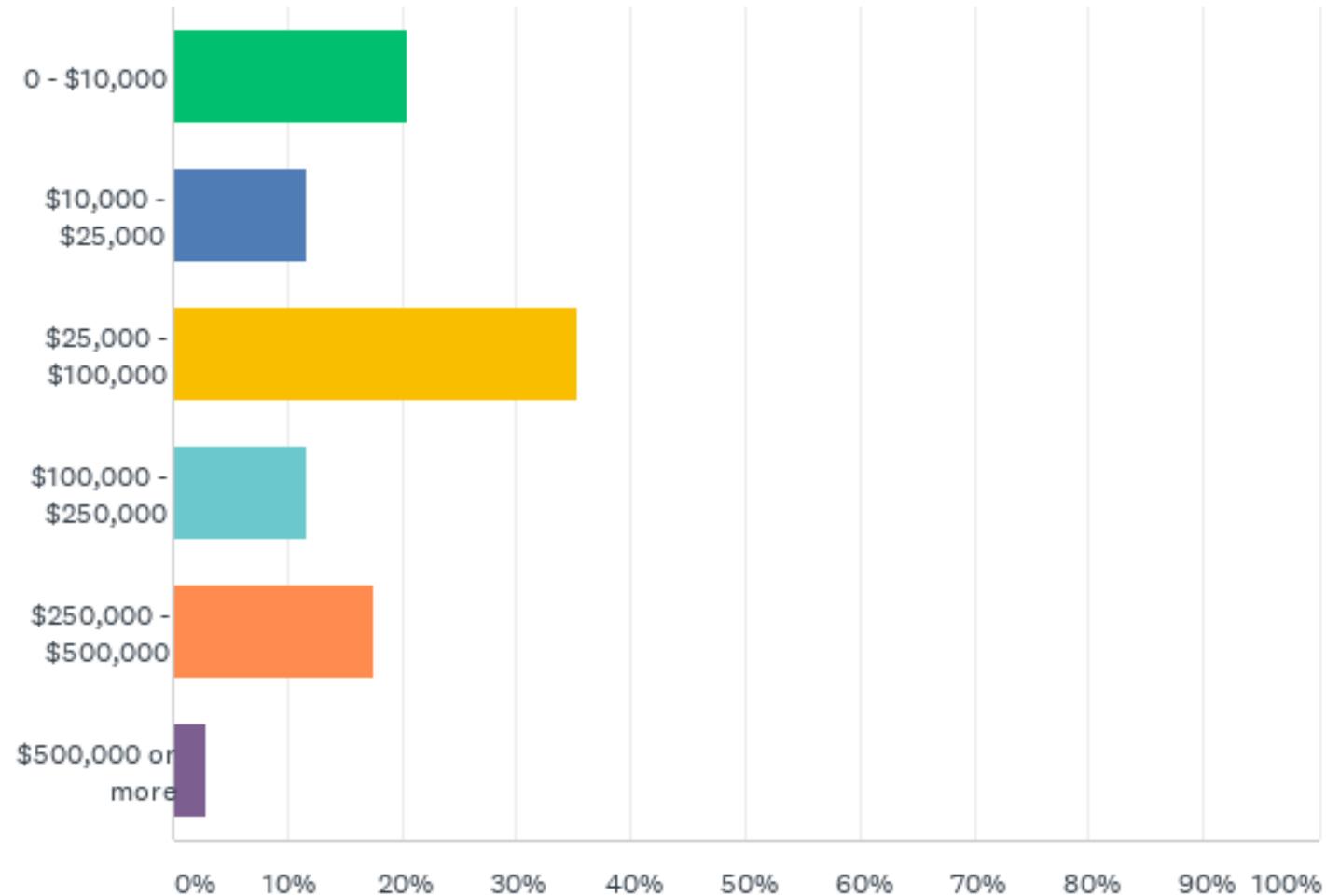
The majority of our respondents applied for PPP funds for COVID-19 pandemic impact relief. Other options included the WV Humanities Council funding and ARC funding as well as other state, federal, and financial institution funds.

RECEIVE FUNDING



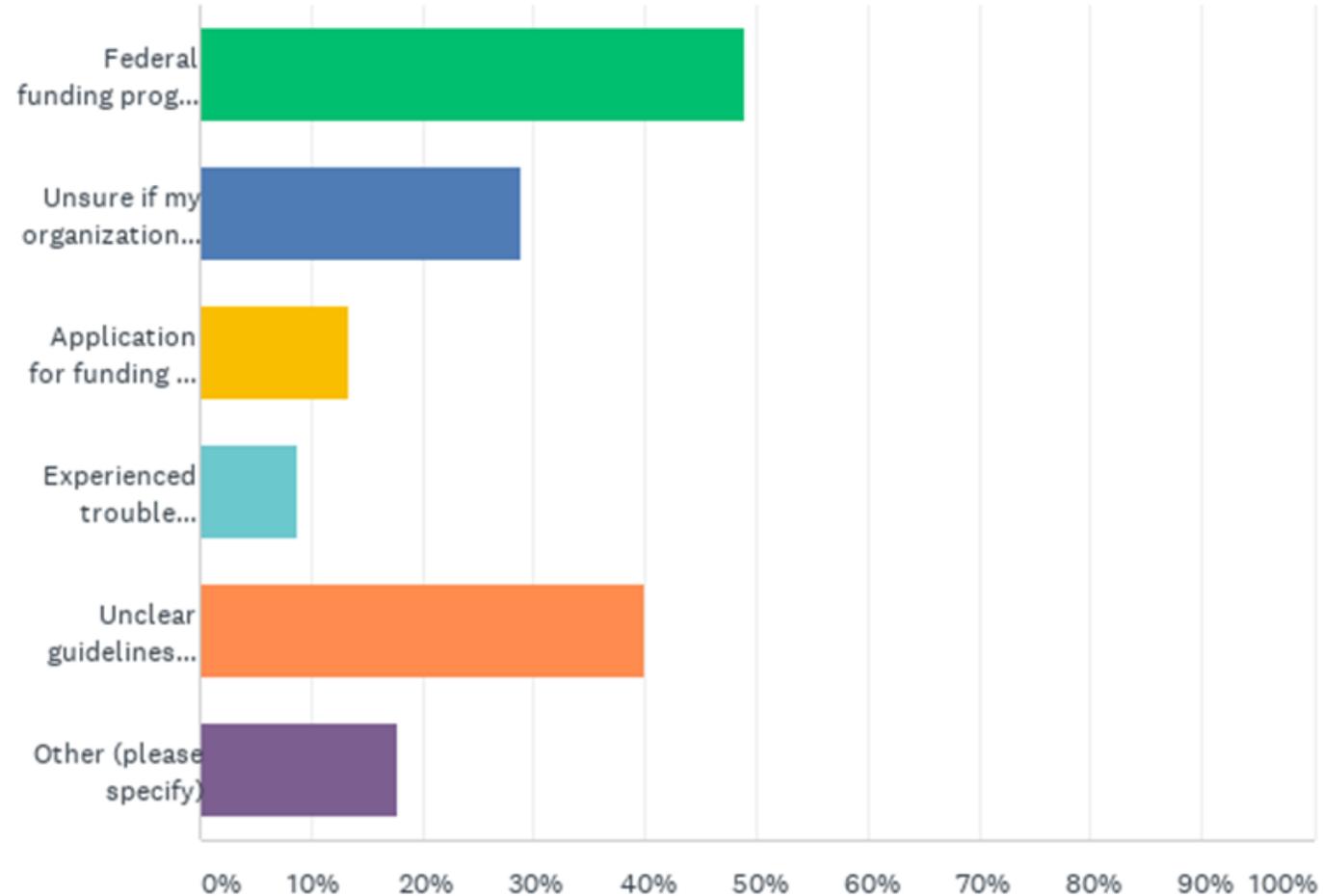
The majority of our respondents that applied for funding received either the entire amount that they requested (72%), or a portion of the amount requested (14%). Only 3% did not received the funding they requested.

AMOUNT RECEIVED



The largest portion of our respondents that applied for funding received \$25,000 – \$100,000 (35%). About 21% received up to \$10,000 in funding, and 18% received \$250,000 - \$500,000. One organization received over \$500,000.

AMOUNT RECEIVED



Our respondents felt that the rollout and unclear guidelines on forgiveness were the biggest challenges in navigating funding options with 49% and 40% respectively. Another 30% were unsure if their organization qualified for the funding. Only 9% struggled to find a bank to apply with and another 13% struggled with the application. Another drawback was the competition and running out of funds in the first round of funding.

IN THEIR WORDS...

“We have been able to pivot and provide resources to regional feeding sites.”

“We have to devise ways to serve college students' needs by programming, fellowship, individual counseling and guidance without becoming the site(s) of infection.”

“We have been fortunate to be able to use this downtime to revisit administrative tasks that needed attention such as developing an onboarding manual, training manuals, finishing an annual report and SOP manual, etc. Our primary concern has been the inability to serve our youth and concern over their mental and physical welfare.”

“We developed a strong plan for providing care to acutely ill patients, loosened up guidelines to allow those furloughed or laid off to access care. Cancelled our only fundraiser. We realized it took resourcefulness and creativity to develop a plan that allowed us to continue to provide quality health care to the underinsured.”

IN THEIR WORDS...

“A large impact for us is the reduced (50%-100%) of volunteers for the rest of the calendar year. That means less of our service being done which is an even bigger effect on our local area. We will survive as an organization, but the impact on the people is much greater.”

“If not for the PPP and EIDL programs, we would have shut our doors long ago.”

“The PPP webinars shared by WVNPA and the national group was very useful. I felt like I knew as much or more than our bank. Our large fundraiser went virtual and, although we didn't come close to replacing revenue, was still "successful".”

WVNPA.ORG ISSUES TAB PREPARING FOR CORONAVIRUS

- **NEW! DEVELOPMENTS IN WEST VIRGINIA**
- **FREE WEBINARS FOR NONPROFITS DEALING WITH CORONAVIRUS**
- **NONPROFIT SPECIFIC RESOURCES**
- **GENERAL RESOURCES (CDC, WHO, WV-DHHR)**
- **NEW! ADVOCACY UPDATES**

ADVOCACY

Active Advocacy: Relief4Charities Week (this week)

- Continue Emergency Funding Programs and enable a second round of funding for all nonprofits
- Provide low-cost loans to mid-size and larger nonprofits that have not been able to access government funding
- Strengthen charitable giving incentives (expand the universal charitable deduction and extend giving incentives)
- Provide full unemployment benefit reimbursement to nonprofits that self-insure

VIRTUAL SUMMIT

Rising to the Challenge! - September 22-24th (10:00 – 12:30 daily)

- First Day: Learning about our organizations in the face of crisis
- Second Day: Learning a new skill to improve your organization
- Third Day: Looking to the future of nonprofit leadership in WV
- Tickets are on sale on the website at wvnpa.org (banner or events)