



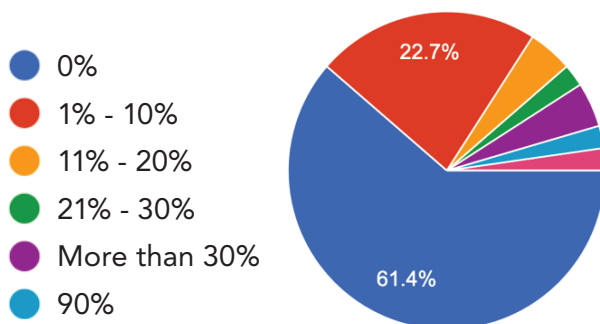
# NPC Survey of Berkshire Nonprofits

## Topic: Federal Funding

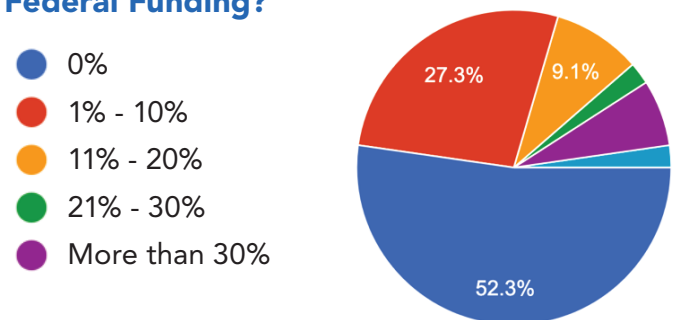
We're all aware, and many have unfortunately experienced, Federal funding cuts to services and grants ... and the chaos and damage that has ensued. NPC issued a short, 3-question survey to gather some initial insight into how Berkshire nonprofits have been impacted. Responses are anonymous and consolidated (44 total responses). Additional national and state data from Urban Institute is included to enhance understanding of the topic.



### What percentage of your revenue came from Federal funding in 2024?

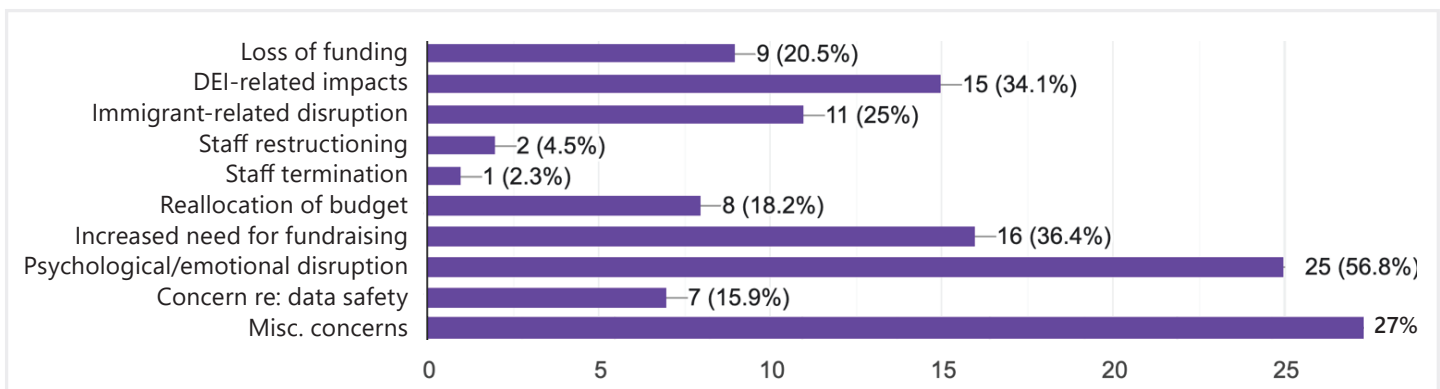


### What percentage of your annual 2025 revenue was forecast to come from Federal Funding?



### How has your organization been impacted by Executive Orders? (Check all that apply)

By far, the biggest impact has been psychological: Fear and uncertainty in these early days. 20% report loss of funding. 25% report immigrant-related disruptions. 36% report increased need for fundraising. Many simply didn't know yet (27%).

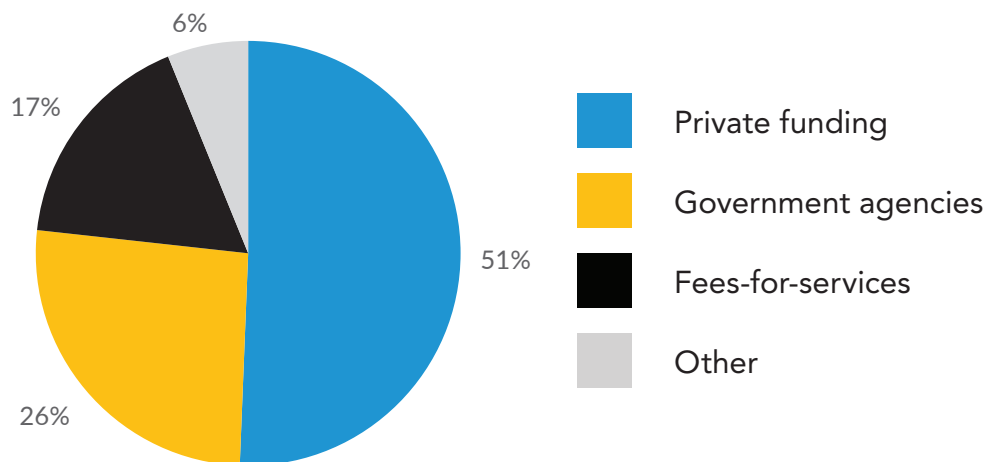


## From The Urban Institute

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

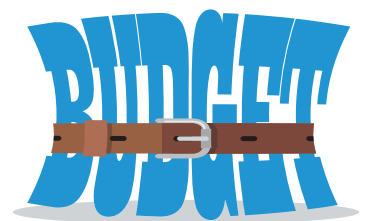
The findings, examined further in the table below, come from the 2024 National Survey of Nonprofit Trends and Impacts, a nationally representative panel study of nonprofits that provide important services across American communities, excluding hospitals, higher-education institutions, schools, and other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

### Findings from the Nonprofit Trends and Impacts Study



Entering 2025, some nonprofits that had received funds through the American Rescue Plan Act of 2021 expressed concerns about the coming “COVID cliff” as those funds were set to terminate at the end of 2024. **A few weeks into 2025, nonprofits’ concerns broadened to government funding, as executive orders and potential congressional actions led to paused, canceled, and uncertain grants and contracts.**

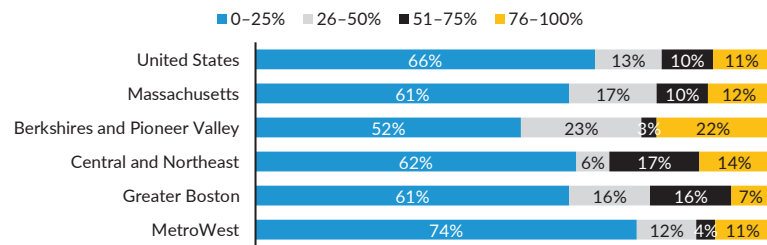
The survey includes nonprofits that engage in activities ranging from direct service provision to community building and advocacy, and primarily receive rather than provide funds. The survey excludes organizations that usually fund nonprofits, such as foundations, as well as hospitals, higher-education institutions, schools (including day cares, preschools, and K–12 schools), churches and other houses of worship, mutual benefit organizations, philanthropic support organizations, and other organizations because of their unique contexts.



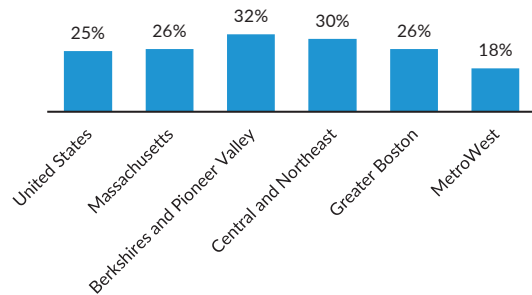
# MASSACHUSETTS OVERLAY DATA

**Nonprofits in Massachusetts were more likely to secure government funding compared with nonprofits nationwide**, including COVID-19 relief funding, and demonstrated slightly greater reliance on government support. Regional analysis reveals some variation: three quarters of nonprofits in the Southeast and Cape & Islands region received a state government grant or contract, while **nonprofits in the Berkshires and Pioneer Valley region relied on government agencies for a larger percentage of their revenue than those in other parts of the Commonwealth**. As Massachusetts nonprofits grew in size—measured by expenses—their likelihood of receiving government grants, contracts, and COVID-19 relief funding increased, although organizations of all sizes benefited from these funds. Larger Massachusetts nonprofits (with \$1.5M or more in expenses) tended to rely more on government funding, yet even the smallest nonprofits (with less than \$150K in expenses) received 20 percent of their revenue from government agencies. As Massachusetts nonprofits work to support local, regional, national, and international communities, grants and contracts from federal, state, and local agencies remain a vital resource for advancing their missions.

Percentages Receiving the Following Shares of Their Revenue from Government Agencies



Average Percentages of Revenue from Government Agencies



**Source:** 2024 National Survey of Nonprofit Trends and Impacts.  
**Notes:** Data have been weighted to account for the sample design and nonresponse to ensure that the estimates are representative at the national and state levels. The breakdowns of the Massachusetts region are weighted to compensate for the probability of selection and nonresponse. See the "About the Data" section below for definitions of government contracts and "average percentage of revenue from government agencies" and for information on the regions. The Southeast and Cape & Islands region is not included in the revenue figures because of low response rates to this question.

## FROM WHAT SOURCES DO MASSACHUSETTS NONPROFITS RECEIVE THEIR REVENUE?

- Funding from private sources and government agencies made up more than three quarters of an average Massachusetts nonprofit's revenue in 2023.
- Private funding, which includes individual donations, in-kind gifts, private and corporate foundation grants, and corporate sponsorships, made up about half (51 percent) of revenue for an average nonprofit in Massachusetts.
- Funding from government agencies made up more than one quarter (26 percent) of revenue for an average nonprofit in Massachusetts.
- Fees from self-paying participants and third-party payers made up 17 percent of revenue for an average nonprofit in Massachusetts.
- Nonprofits located in the Berkshires and Pioneer Valley region and in the Central and Northeast region relied on government agencies for a larger percentage of their revenue than all nonprofits in Massachusetts (32 and 30 versus 26 percent, on average).