

The Financial Conditions of Illinois Human Service Nonprofits

March 2010

Social IMPACT Research Center at Heartland Alliance

Amy Terpstra and Alyssa Nogaski

The Chicago Community Trust

James H Lewis, Ph.D.

SOCIAL **IMPACT** RESEARCH CENTER
...dynamic information on contemporary social issues

THE
CHICAGO
COMMUNITY
TRUST

AND AFFILIATES

Acknowledgements

Matthew J. White, formerly of The Chicago Community Trust, developed the methodology and conducted much of the analysis for this paper.

Paper Information

Authors: Amy Terpstra & Alyssa Nogaski, Social IMPACT Research Center; James H Lewis, The Chicago Community Trust

*The **Social IMPACT Research Center** (IMPACT) is a nonprofit organization that investigates today's most pressing social issues and solutions to inform and equip those working toward a just global society. IMPACT, a program of Heartland Alliance for Human Needs & Human Rights, provides research, policy analysis, consulting, technical assistance, communications, and coalition building to projects in Illinois, the Midwest, and nationally. Visit www.heartlandalliance.org/research to learn more.*

33 W. Grand Ave., Ste 500 | Chicago, IL 60654 | 312.870.4949 | research@heartlandalliance.org

*For 94 years, **The Chicago Community Trust**, our region's community foundation, has connected the generosity of donors with community needs by making grants to organizations working to improve metropolitan Chicago. In 2009, the Trust, together with its donors, granted more than \$100 million to nonprofit organizations. From strengthening schools to assisting local art programs, from building health centers to helping lives affected by violence, the Trust continues to enhance our region. To learn more, please visit the Trust online at www.cct.org.*

111 East Wacker Drive, Suite 1400 | Chicago, IL 60601 | 312.616.8000 | info@cct.org

Suggested Citation: Terpstra, A., Nogaski, A., Lewis, J.H. (2010, March). *The Financial Conditions of Illinois Human Service Nonprofits*. Chicago: Social IMPACT Research Center & The Chicago Community Trust.

Copyright © 2010 by Social IMPACT Research Center at Heartland Alliance and The Chicago Community Trust
All rights reserved

TABLE OF CONTENTS

INTRODUCTION	4
KEY FINDINGS	4
THE FINANCIAL PICTURE OF NONPROFIT HUMAN SERVICE ORGANIZATIONS	5
THE FINANCIAL PICTURE OF NONPROFIT HUMAN SERVICE ORGANIZATIONS BY SECTOR	8
GLOSSARY OF FINANCIAL TERMS	20

Introduction

This document examines the financial conditions of Illinois human service nonprofit organizations. The first section examines median and aggregate data of all nonprofits and the second section examines the financial conditions of the various nonprofit sectors, including Mental Health and Crisis Intervention; Crime and Legal-Related; Employment; Food, Agriculture, and Nutrition; Housing and Shelter; Youth Development; and Other Human Services.

All Illinois nonprofits with an income greater than \$25,000 must complete a Form 990 for the federal government, (some organizations with incomes less than that choose to file voluntarily). Data from Form 990's were obtained from the National Center for Charitable Statistics (NCCS). The following analysis of over 2,500 Illinois nonprofits that filed a 990 reflects the fiscal year of the organization's most recently filed 990, which started either after March 31, 2007 or in 2008.

Key Findings

Nonprofits are an important subset of the business community that are generally well-managed; however, by their very nature they rely greatly on public support which leaves them, their employees, and the people they serve particularly vulnerable during state fiscal crises.

- Human service organizations are generally well-managed – fundraising costs are low, representing only 1.6 percent of total expenses, debt-to-asset ratios are healthy, and the majority have a positive change in net assets from the beginning of the year to the end.
- Illinois human service organizations rely heavily on government funding. If public support goes down or contracts are canceled, organizations of larger sizes with better

What are Human Service Organizations?

Human services is something of a catch-all category covering a broad range of programs, services, and facilities provided to the public that are designed to enhance the quality of life and well-being of people and communities. In most cases, human services are provided by agencies at the community level and include programs and services such as affordable housing, child care, mental health and substance use treatment, and job training, as well as those targeting specific populations such as immigrants, seniors, or people experiencing homelessness.

For the purposes of this paper, it is necessary to distinguish which Illinois nonprofits are engaged specifically in human services work. To do so, this paper uses the National Taxonomy of Exempt Entities (NTEE), a classificatory system that was developed by National Center on Charitable Statistics and that the Internal Revenue Service utilizes to categorize nonprofits. In this analysis, human service nonprofits are identified as any organization with one of the following NTEE codes:

- F20-99 (mental health & crisis intervention)
- I20-99 (crime & legal-related)
- J20-33, 99 (employment)
- K30 (food programs)
- L20-25, L40-41, L80-99 (housing & shelter)
- O20-99 (youth development)
- P20-99 (human services)

revenue mixes may fare better, but the effect on smaller organizations could be devastating:

- Forty percent of revenue comes from public funding, and smaller human services nonprofits are particularly reliant on it.
 - Half of total revenue comes from program service revenue, which includes government fees and contracts.
- These organizations do not have huge reserves, and over 1 in 10 carry a negative fund balance. Late state payments put many human service organizations in very precarious situations because there is not much to fall back on.

A cross-sector analysis reveals overarching similarities but also variation as the financial conditions tend to vary by sector and also by size of the organization within the sector:

- Overall, most sectors appear financially stable with revenues exceeding expenses, healthy debt-to-asset ratios, and on the aggregate positive, though generally modest, changes in net assets.
- Certain sectors, including crime and legal-related, youth development, and other human services, tend to rely more heavily on public support as a percent of total revenue and may be more susceptible to state budget cuts.
- Other sectors, including mental health and crisis intervention, employment, and housing and shelter, are more reliant on program service revenue, which includes government fees and contracts. These organizations may be particularly impacted by late payments and cancelled state contracts.
- Much of the variation between sectors might be explained by the nature of the services they provide; sectors that offer more reimbursable direct services to clients see greater revenue from program services than other sectors such as crime and legal-related programs which generally do not receive state-reimbursed revenue for their services.

The Financial Picture of Illinois Nonprofit Human Services Organizations

There are a total of 2,595 Illinois nonprofit human service organizations with a 990 on file with NCCS. These organizations ranged in size, as measured by their total annual revenue, from less than \$50,000 to greater than \$100,000,000, with a median total annual revenue of \$439,075. Table 1 below highlights median and aggregate financial information for these 2,595 organizations. See Appendix A for a glossary of key financial terms.

Table 1. Snapshot of Illinois Nonprofit Human Services Organizations That Filed a 990

	Median		Aggregate
Total revenue	\$439,075	Negative change in net assets (%)	39.38%
Total net assets	\$199,475	Negative fund balance (%)	11.64%
Total assets	\$503,943	Surplus margin	+4.97%
Net income	\$5,760	Public support (as % of total revenue)	39.79%

Total expenses	\$415,564	Program service revenue (as % of total revenue)	50.73%
Total liabilities	\$60,491	Total investment revenue (as % of total revenue)	2.32%
Public support	\$129,642	Net income from special events (as % of total income)	0.79%
Program service revenue	\$46,364	Net income/loss from other sources ¹ (as % of total income)	7.36%
Fundraising expenses	\$0	Fundraising expenses (as % of total expenses)	1.60%
Gross receipts	\$469,429	Asset turnover	0.583
Relative change in net assets	5.00%	Debts-to-assets	0.575

Summary of Table 1 Snapshot of Illinois Nonprofit Human Services Organizations That Filed a 990

- Illinois human service organizations rely heavily on government funding. Forty percent of revenue comes from public support and half comes from program services, which includes government fees and contracts.
- Human service organizations have low fundraising costs, representing only 1.6 percent of total expenses.
- These organizations do not have huge reserves, and over 1 in 10 carry a negative fund balance.

Table 2 below illustrates that a variety of financial items vary substantially by the size of the organization, with size defined by total revenue. All figures in this table are *medians*, i.e., for half of the nonprofits the value of each financial item is less than the number in the table, and for half the value is greater.

Table 2. Median Financial Information by Revenue Group of Illinois Nonprofit Human Service Organizations

Total Income	< \$50,000	\$50,000- \$499,999	\$500,000- \$2,499,999	\$2,500,000- \$14,999,999	\$15,000,000- \$99,999,999	≥ \$100,000,000
Total orgs.	307	1,058	731	423	73	3
Total revenue	\$34,878	\$155,509	\$1,034,432	\$5,285,119	\$23,927,658	\$136,017,308
Total net assets	\$28,319	\$75,831	\$577,157	\$2,333,398	\$6,804,529	\$46,039,015
Total assets	\$42,300	\$135,182	\$1,048,421	\$4,220,129	\$17,640,526	\$318,282,286
Net income	\$1,257	\$3,029	\$15,874	\$91,648	\$372,877	\$7,272,90
Total expenses	\$32,165	\$149,154	\$978,040	\$5,011,988	\$22,008,343	\$137,357,990
Total liabilities	\$0	\$7,234	\$161,994	\$1,175,132	\$6,945,109	\$226,320,104
Public support	\$17,529	\$70,447	\$502,688	\$1,807,527	\$4,514,275	\$24,097,854

¹ Net income/loss from other sources is the sum of dues, net rental income, net gain from the sale of securities, net gain from the sale of other assets, gross profits from inventory sales, and other income.

Program service revenue	\$0	\$2,757	\$209,379	\$1,910,309	\$14,933,515	\$128,507,113
Fundraising expenses	\$0	\$0	\$325	\$130	\$137,201	\$1,751,550
Gross receipts	\$39,464	\$168,989	\$1,097,742	\$5,891,740	\$24,982,797	\$231,575,364
Relative change in net assets	4.35%	5.39%	4.23%	5.83%	6.26%	42.85%

Summary: Table 2 Median Financial Information by Revenue Group

- Except for organizations with revenue greater than or equal to \$100,000,000, median total revenue is greater than median total expenses, and the median relative change in net assets is consistently positive.
- All revenue groups saw a positive change in net assets, with asset levels greater at the end of the year than at the beginning of the year.
- Each revenue group had modest gains in the range of 4.2 percent to 6.3 percent, except for organizations with income over \$100,000,000 which have a much larger gain in net assets, increasing 42.9 percent over the course of the year.
- The median of program service revenue is \$0 for organizations with incomes less than \$50,000 and a modest \$2,757 for the next revenue group (\$50,000-\$500,000). Without revenue from program services, organizations are more reliant on public funding.

The figures in Table 3 below are *aggregate* numbers which were derived by summing the value of the relevant items *over all organizations* in each revenue group. For example, to determine what percentage of total revenue is comprised of program service revenue for organizations with total revenue less than \$50,000, we summed program service revenue over all organizations in the revenue group, then summed total revenue over all organizations in the group, and then divided the former number by the latter.

Table 3. Aggregate Financial Information by Revenue Group of Illinois Nonprofit Human Service Organizations

Total Income	< \$50,000	\$50,000- \$499,999	\$500,000- \$2,499,999	\$2,500,000- \$14,999,999	\$15,000,000- \$99,999,999	≥ \$100,000,000
Total orgs.	307	1058	731	423	73	3
Negative change in net assets (%)	41.04%	41.30%	40.49%	33.81%	24.66%	66.67%
Negative fund balance (%)	9.12%	14.37%	10.40%	8.75%	10.96%	33.33%
Surplus margin	-27.27%	1.46%	3.42%	5.22%	4.43%	9.70%
Public support (as % of total revenue)	63.08%	54.97%	52.19%	41.82%	36.48%	8.41%
Program service revenue (as % of	30.26%	32.87%	35.54%	49.23%	56.26%	66.23%

total revenue)						
Total investment revenue (as % of total revenue)	8.20%	2.55%	2.14%	1.97%	2.16%	4.49%
Net income from special events (as % of total income)	7.80%	3.06%	2.30%	0.56%	0.41%	0.09%
Net income/loss from other sources (as % of total income)	-9.34%	6.56%	7.83%	6.41%	4.69%	20.79%
Fundraising expenses (as % of total expenses)	1.78%	2.08%	2.85%	1.53%	1.16%	1.42%
Asset turnover	0.164	0.371	0.518	0.620	0.772	0.342
Debts-to-assets	0.407	0.559	0.445	0.545	0.500	0.898
Revenue concentration	0.527	0.413	0.401	0.419	0.451	0.460

Summary: Table 3 Aggregate Financial Information by Revenue Group

- For organizations with total revenue less than \$2,500,000, public support makes up a majority of total revenue, while program service revenue is the single greatest source of revenue for organization with total revenue greater than or equal to \$2,500,000.²
- As the total revenue of organizations decreases, the amount of public support they rely on increases, shifting away from reliance on revenue from program services.
- Surplus margin tend to be positive.
- The percentage of total expenses made up of fundraising expenses ranges from 1.16 percent to 2.85 percent.
- The debt-to-asset ratio is healthy, with no revenue group surpassing a one-to-one ratio; the largest revenue group has the least favorable debt-to-asset ratio.

The Financial Picture of Illinois Nonprofit Human Service Organizations by Sector

The financial numbers in the tables above give a snapshot of the financial conditions of Illinois human service nonprofits as a whole. The tables below break out these data by the various human services sectors to give additional layer of detail on the financial condition of these organizations.

Mental Health and Crisis Intervention

² Note that these figures are aggregate numbers, which means that public support made up a majority of total revenue for revenue groups with total revenue less than \$2,500,000 when nonprofits in the group were taken *as a whole*. It was *not* the case that public support made up a majority of total revenue for *all* organizations with total revenue less than \$2,500,000.

Table 4 below presents the variation in financial items for organizations with NTEE codes F20-99. This includes substance abuse dependency, prevention and treatment; mental health treatment; hotlines and crisis intervention; addictive disorders, not elsewhere classified; counseling; mental health disorders; and mental health and crisis intervention.

Table 4. Mental Health and Crisis Intervention Nonprofits (F20-99) Financial Information by Revenue Group

Total Income	< \$50,000	\$50,000- \$499,999	\$500,000- \$2,499,999	\$2,500,000- \$14,999,999	\$15,000,000- \$99,999,999
Total orgs.	30	101	69	58	13
MEDIAN					
Total revenue	\$36,637	\$139,378	\$ 1,232,784	\$5,136,706	\$ 19,545,514
Total net assets, EOY	\$16,280	\$62,842	\$562,623	\$1,967,534	\$4,512,207
Total assets, EOY	\$42,444	\$123,252	\$709,484	\$3,195,668	\$8,557,841
Net income	\$154	\$3,025	\$24,237	\$17,320	\$87,839
Total expenses	\$35,701	\$125,316	\$1,121,257	\$4,952,050	\$19,438,355
Total liabilities	\$0	\$5,759	\$55,036	\$1,141,078	\$5,444,125
Public support	\$7,345	\$63,303	\$624,328	\$2,536,195	\$4,514,275
Program service revenue	\$9,631	\$10,970	\$333,264	\$2,143,259	\$12,263,099
Fundraising expenses	\$0	\$0	\$0	\$0	\$0
Gross receipts	\$41,293	\$145,038	\$1,232,784	\$5,481,184	\$19,545,514
Change in net assets	\$154	\$2,922	\$23,848	\$244,590	\$93,825
Relative change in net assets	4.92%	7.40%	2.99%	13.68%	0.45%
AGGREGATE					
Negative change in net assets (%)	43.33%	41.58%	42.03%	32.76%	30.77%
Negative fund balance (%)	16.67%	13.86%	1.45%	6.90%	15.38%
Surplus margin	-9.89%	4.33%	4.81%	4.40%	-4.98%
Public support (as % of total revenue)	34.11%	55.61%	59.89%	47.04%	25.57%
Program service revenue (as % of total revenue)	45.66%	33.08%	34.46%	49.76%	72.56%
Total investment revenue (as % of total revenue)	0.80%	2.66%	0.94%	1.00%	0.27%
Net income from special events (as % of total income)	11.28%	5.58%	0.50%	0.24%	0.13%
Net income/loss from other sources (as % of total income)	8.15%	3.07%	4.22%	1.97%	1.46%
Fundraising expenses (as % of total expenses)	0.47%	2.82%	1.90%	0.62%	0.30%
Asset turnover	0.408	0.796	1.146	1.364	2.136

Debts-to-assets	0.769	0.413	0.246	0.362	0.413
Revenue concentration	0.341	0.423	0.478	0.469	0.592

Summary: Table 4 Mental Health and Crisis Intervention Nonprofits (F20-99) Financial Information by Revenue Group

- There are 271 nonprofits in this human services sector, representing 10.4 percent of all nonprofit human service organizations in the state.
- All revenue groups have greater total revenue than expenses.
- Though overall all revenue groups had a positive change in net assets over the course of a year (most increases were very modest), a substantial portion of nonprofits in this sector had a negative change in net assets.
- A substantial portion of nonprofits in this sector have negative fund balances: 16.67 percent of the smallest revenue group and 15.38 percent of the largest revenue group.
- Mental health and crisis intervention nonprofits rely mostly on a combination of program service revenue (which includes government contracts) and public support.
- Income from special events plays a larger role in contributing to the income of smaller organizations in this sector.
- Debt-to-asset ratios vary by revenue group, with the smallest organizations having the least favorable ratio.

Crime and Legal-Related

Table 5 below presents the variation in financial items for organizations with NTEE codes I20-99. This includes crime prevention; correctional facilities; rehabilitation services for offenders; administration of justice; protection against abuse; legal services; and crime and legal-related not elsewhere classified.

Table 5. Crime and Legal-Related Nonprofits (I20-99) Financial Information by Revenue Group

Total Income	< \$50,000	\$50,000- \$499,999	\$500,000- \$2,499,999	\$2,500,000- \$14,999,999	\$15,000,000- \$99,999,999
Total orgs.	31	74	33	11	1
MEDIAN					
Total revenue	\$34,195	\$175,571	\$963,106	\$6,172,815	\$25,528,915
Total net assets, EOY	\$40,026	\$76,484	\$485,584	\$2,334,722	\$6,742,714
Total assets, EOY	\$42,300	\$85,444	\$561,708	\$2,996,184	\$10,874,684
Net income	\$2,500	\$7,332	\$74,922	\$15,059	\$152,454
Total expenses	\$32,499	\$154,866	\$846,211	\$6,181,471	\$25,376,461
Total liabilities	\$0	\$1,935	\$55,752	\$661,462	\$4,131,970

Public support	\$26,993	\$126,292	\$584,225	\$6,136,867	\$20,209,949
Program service revenue	\$0	\$0	\$2,343	\$8,297	\$5,170,764
Fundraising expenses	\$0	\$0	\$51,416	\$65,910	\$106,097
Gross receipts	\$39,464	\$179,578	\$987,658	\$7,268,911	\$25,528,915
Change in net assets	\$5,246	\$7,742	\$74,922	\$59,028	\$175,005
Relative change in net assets	13.35%	16.46%	14.82%	9.18%	2.60%
AGGREGATE					
Negative change in net assets (%)	32.26%	27.03%	21.21%	27.27%	0.00%
Negative fund balance (%)	3.23%	1.35%	0.00%	0.00%	0.00%
Surplus margin	-37.42%	9.57%	10.76%	3.92%	0.60%
Public support (as % of total revenue)	70.30%	78.37%	73.51%	96.72%	79.16%
Program service revenue (as % of total revenue)	12.68%	8.84%	15.09%	0.20%	20.25%
Total investment revenue (as % of total revenue)	4.35%	3.42%	1.30%	0.89%	0.36%
Net income from special events (as % of total income)	11.99%	5.72%	3.55%	0.55%	0.00%
Net income/loss from other sources (as % of total income)	0.68%	3.65%	6.55%	1.65%	0.22%
Fundraising expenses (as % of total expenses)	1.98%	3.98%	6.57%	2.26%	0.42%
Asset turnover	0.240	0.990	1.156	2.347	2.348
Debts-to-assets	0.039	0.074	0.229	0.217	0.380
Revenue concentration	0.527	0.627	0.567	0.936	0.668

Summary: Table 5 Crime and Legal-Related Nonprofits (I20-99) Financial Information by Revenue Group

- There are 150 nonprofits in this human services sector, representing 5.8 percent of all nonprofit human service organizations in the state.
- All revenue groups except the \$2,500,000-\$15,000,000 group have greater median total revenue than median total expenses.
- All revenue groups had a positive median change in net assets, and in many instances these changes were greater than in other sectors. That being said, for the four smaller revenue groups, a substantial portion of organizations (around 1 out of 3) had a negative change in net assets.
- This sector is less reliant on program service revenue as a percent of total revenue than many other sectors.
- Revenue tends to be more concentrated in this sector than in most others.

- Organizations in this sector have low debt-to-asset ratios.

Employment

Table 6 below presents the variation in financial items for organizations with NTEE codes J20-99. This includes employment preparation and procurement; vocational rehabilitation; and employment not elsewhere classified.

Table 6. Employment Nonprofits (J20-33) Financial Information by Revenue Group

Total Income	< \$50,000	\$50,000- \$499,999	\$500,000- \$2,499,999	\$2,500,000- \$14,999,999
Total orgs.	5	44	36	25
MEDIAN				
Total revenue	\$33,839	\$179,599	\$1,000,660	\$4,484,941
Total net assets, EOY	\$28,319	\$93,670	\$674,259	\$734,157
Total assets, EOY	\$46,413	\$141,383	\$865,828	\$1,507,430
Net income	\$2,144	\$4,245	\$45,143	-\$18,365
Total expenses	\$31,695	\$162,940	\$990,844	\$4,529,641
Total liabilities	\$555	\$2,976	\$151,807	\$454,175
Public support	\$0	\$42,015	\$320,318	\$2,639,065
Program service revenue	\$0	\$5,526	\$13,118	\$268,320
Fundraising expenses	\$0	\$0	\$0	\$0
Gross receipts	\$33,839	\$188,509	\$1,079,256	\$4,520,162
Change in net assets	\$2,144	\$6,254	\$29,951	-\$529
Relative change in net assets	9.61%	11.44%	5.30%	5.72%
AGGREGATE				
Negative change in net assets (%)	20.00%	31.82%	44.44%	56.00%
Negative fund balance (%)	0.00%	9.09%	5.56%	8.00%
Surplus margin	18.56%	3.90%	6.11%	1.60%
Public support (as % of total revenue)	19.70%	41.44%	43.95%	50.44%
Program service revenue (as % of total revenue)	40.94%	28.07%	24.73%	42.86%
Total investment revenue (as % of total revenue)	7.24%	1.82%	2.58%	0.91%
Net income from special events (as % of total income)	0.00%	0.68%	0.77%	0.19%
Net income/loss from other sources (as % of total income)	32.12%	27.99%	27.98%	5.59%
Fundraising expenses (as % of total expenses)	0.00%	0.82%	2.49%	0.93%
Asset turnover	0.416	0.717	0.651	1.756
Debts-to-assets	0.047	0.193	0.256	0.275

Revenue concentration	0.315	0.308	0.313	0.440
------------------------------	-------	-------	-------	-------

Summary: Table 6 Employment Nonprofits (J20-33) Financial Information by Revenue Group

- There are 110 nonprofits in this human services sector, representing 4.2 percent of all nonprofit human service organizations in the state.
- All revenue groups except the \$2,500,000-\$15,000,000 group have greater median total revenue than median total expenses.
- All revenue groups had a positive median change in net assets except the \$2,500,000-\$15,000,000 group. All positive changes were modest, not exceeding 11.44 percent.
- A substantial portion of organizations had a negative change in net assets, including the majority in the \$2,500,000-\$15,000,000 group.
- Employment nonprofits rely on a combination of program service revenue (which includes government contracts) and public support.
- The smallest revenue group is the least reliant on public support which is opposite of the relative reliance of most other sectors.
- Organizations in this sector have low debt-to-asset ratios.

Food Programs

Table 7 below presents the variation in financial items for organizations with NTEE codes K30, which includes community food services.

Table 7. Food Program Nonprofits (K30) Financial Information by Revenue Group

Total Income	< \$50,000	\$50,000- \$499,999	\$500,000- \$2,499,999	\$2,500,000- \$14,999,999
Total orgs.	2	9	6	2
MEDIAN				
Total revenue	\$16,714	\$96,602	\$1,226,927	\$3,194,201
Total net assets, EOY	\$112,590	\$50,803	\$919,492	\$748,167
Total assets, EOY	\$112,711	\$50,803	\$1,264,342	\$1,105,705
Net income	-\$21,094	\$2,211	-\$6,598	\$78,389
Total expenses	\$37,806	\$88,935	\$1,297,774	\$3,115,812
Total liabilities	\$121	\$0	\$243,965	\$357,539
Public support	\$14,980	\$91,990	\$621,137	\$836,653
Program service revenue	\$0	\$0	\$479,980	\$2,330,627
Fundraising expenses	\$0	\$0	\$27,995	\$31,209
Gross receipts	\$70,922	\$96,602	\$1,233,427	\$3,248,957
Change in net assets	-\$21,167	\$2,211	-\$145,976	\$78,389
Relative change in net assets	-18.39%	1.11%	2.33%	12.18%
AGGREGATE				

Negative change in net assets (%)	100.00%	33.33%	50.00%	0.00%
Negative fund balance (%)	0.00%	0.00%	16.67%	0.00%
Surplus margin	-126.19%	7.76%	-6.67%	2.45%
Public support (as % of total revenue)	89.63%	93.54%	52.35%	26.19%
Program service revenue (as % of total revenue)	0.00%	0.92%	40.53%	72.96%
Total investment revenue (as % of total revenue)	8.22%	3.37%	0.69%	0.15%
Net income from special events (as % of total income)	0.00%	0.60%	0.00%	0.68%
Net income/loss from other sources (as % of total income)	15.10%	1.57%	6.43%	0.02%
Fundraising expenses (as % of total expenses)	0.00%	1.16%	8.79%	1.00%
Asset turnover	0.148	0.739	0.724	2.889
Debts-to-assets	0.001	0.067	0.184	0.323
Revenue concentration	0.810	0.876	0.440	0.601

Summary: Table 7 Food Program Nonprofits (K30) Financial Information by Revenue Group

- There are 19 nonprofits in this human services sector, representing 0.7 percent of all nonprofit human service organizations in the state.
- In many respects, food program nonprofits have a different landscape than the other sectors of the nonprofit. Food programs have a median net income that is lower than the median of nonprofits as a whole, especially for the smallest revenue group.
- The median change in net assets is much lower as well, with the exception of the largest revenue group.
- Food programs, however, have a lower percentage of organizations with a negative fund balance than the other sectors.
- Net income from other sources is greater for food programs than for other sectors.
- Food programs tend to have greater revenue concentration than organizations in other sectors.
- Programs in this sector have very low debt-to-asset ratios.

Housing and Shelter

Table 8 below presents the variation in financial items for organizations with NTEE codes L20-25, L40-41, and L80-99. This includes housing development, construction and management; temporary housing; housing support; and housing and shelter not elsewhere classified

Table 8. Housing and Shelter Nonprofits (L20-25, L40-41, and L80-99) Financial Information by Revenue Group

Total Income	< \$50,000	\$50,000- \$499,999	\$500,000- \$2,499,999	\$2,500,000- \$14,999,999	\$15,000,000- \$99,999,999
---------------------	----------------------	--------------------------------	-----------------------------------	--------------------------------------	---------------------------------------

Total orgs.	53	194	152	51	3
MEDIAN					
Total revenue	\$32,524	\$173,176	\$944,448	\$4,864,537	\$23,927,658
Total net assets, EOY	\$99,003	\$126,207	\$441,159	\$3,003,446	\$20,520,391
Total assets, EOY	\$241,469	\$865,986	\$2,789,264	\$10,214,380	\$30,788,667
Net income	\$2,510	-\$5,854	\$2,185	\$144,030	\$2,274,811
Total expenses	\$25,900	\$173,241	\$912,653	\$3,258,751	\$17,104,797
Total liabilities	\$13,594	\$90,882	\$903,028	\$3,849,670	\$9,612,302
Public support	\$11,635	\$30,350	\$164,439	\$777,776	\$2,930,906
Program service revenue	\$0	\$61,436	\$553,431	\$2,246,391	\$15,343,699
Fundraising expenses	\$0	\$0	\$0	\$0	\$0
Gross receipts	\$39,226	\$182,152	\$972,475	\$4,864,537	\$23,927,658
Change in net assets	\$1,627	-\$10,713	\$1,669	\$120,904	\$2,270,281
Relative change in net assets	7.22%	6.39%	3.41%	5.83%	25.82%
AGGREGATE					
Negative change in net assets (%)	43.40%	58.76%	49.34%	39.22%	0.00%
Negative fund balance (%)	15.09%	30.41%	28.29%	11.76%	0.00%
Surplus margin	-125.27%	-8.86%	-2.42%	21.14%	11.30%
Public support (as % of total revenue)	97.79%	37.81%	37.47%	32.25%	26.25%
Program service revenue (as % of total revenue)	103.60%	53.59%	54.58%	52.38%	72.06%
Total investment revenue (as % of total revenue)	19.55%	1.96%	1.72%	3.56%	1.69%
Net income from special events (as % of total income)	6.61%	0.97%	1.10%	0.54%	0.00%
Net income/loss from other sources (as % of total income)	-127.55%	5.66%	5.13%	11.26%	0.00%
Fundraising expenses (as % of total expenses)	0.20%	1.02%	2.15%	1.34%	0.10%
Asset turnover	0.041	0.146	0.255	0.316	0.408
Debts-to-assets	0.660	0.729	0.704	0.706	0.776
Revenue concentration	3.789	0.432	0.439	0.385	0.589

Summary: Table 8 Housing and Shelter Nonprofits (L20-25, L40-41, and L80-99) Financial Information by Revenue Group

- There are 453 nonprofits in this human services sector, representing 17.5 percent of all nonprofit human service organizations in the state.
- All revenue groups except the \$50,000-\$500,000 group have greater median total revenue than median total expenses.

- The smallest revenue group had a net loss from other sources, which skews that group’s revenue breakdown picture, but the other revenue groups received a majority of funding from program services, followed by public support.
- The highest revenue group had a) the greatest relative change in net assets, b) no organizations with a negative change in net assets, and c) no organizations with a negative fund balance, but it is also the group most reliant on program service revenue.
- Across all revenue groups in this sector, debt-to-asset ratios are relatively high compared to other sectors.

Youth Development

Table 9 below presents the variation in financial items for organizations with NTEE codes O20-99. This includes youth centers and clubs; adult and child matching programs; scouting organizations; youth development programs; and youth development not elsewhere classified.

Table 9. Youth Development Nonprofits (O20-99) Financial Information by Revenue Group

Total Income	< \$50,000	\$50,000- \$499,999	\$500,000- \$2,499,999	\$2,500,000- \$14,999,999	\$15,000,000- \$99,999,999
Total orgs.	43	123	66	11	1
MEDIAN					
Total revenue	\$33,052	\$127,753	\$1,023,007	\$3,861,954	\$16,781,693
Total net assets, EOY	\$20,763	\$39,407	\$1,246,381	\$9,184,373	\$19,781,565
Total assets, EOY	\$23,821	\$50,668	\$1,299,242	\$10,355,643	\$24,389,387
Net income	\$1,464	\$1,940	\$32,345	\$24,222	-\$260,768
Total expenses	\$30,805	\$120,049	\$964,743	\$4,296,987	\$17,042,461
Total liabilities	\$0	\$2,617	\$105,146	\$1,079,171	\$4,607,822
Public support	\$22,830	\$87,491	\$547,064	\$1,570,084	\$11,998,532
Program service revenue	\$0	\$0	\$49,732	\$555,259	\$413,658
Fundraising expenses	\$0	\$0	\$69,137	\$329,778	\$570,586
Gross receipts	\$38,000	\$136,121	\$1,250,597	\$7,133,590	\$18,122,142
Change in net assets	\$1,464	\$2,839	\$65,059	\$123,239	\$869,143
Relative change in net assets	7.97%	7.49%	4.80%	1.01%	4.39%
AGGREGATE					
Negative change in net assets (%)	39.53%	39.02%	31.82%	36.36%	0.00%
Negative fund balance (%)	16.28%	6.50%	6.06%	9.09%	0.00%
Surplus margin	-6.60%	-4.90%	5.14%	1.94%	-1.55%
Public support (as % of total revenue)	66.29%	67.72%	51.67%	37.64%	71.50%
Program service revenue	9.07%	16.57%	13.11%	25.00%	2.46%

(as % of total revenue)						
Total investment revenue (as % of total revenue)	12.18%	3.06%	3.35%	3.60%	2.64%	
Net income from special events (as % of total income)	6.38%	4.75%	10.27%	8.23%	19.97%	
Net income/loss from other sources (as % of total income)	6.08%	7.90%	21.60%	25.52%	3.43%	
Fundraising expenses (as % of total expenses)	10.87%	2.90%	8.14%	7.04%	3.35%	
Asset turnover	0.292	0.801	0.496	0.444	0.688	
Debts-to-assets	0.032	0.101	0.100	0.158	0.189	
Revenue concentration	0.468	0.492	0.321	0.251	0.553	

Summary: Table 9 Youth Development Nonprofits (O20-99) Financial Information by Revenue Group

- There are 244 nonprofits in this human services sector, representing 9.4 percent of all nonprofit human service organizations in the state.
- The two highest revenue groups, \$2,500,000-\$15,000,000 and \$15,000,000-\$100,000,000, have greater median total expenses than median total revenue.
- Fundraising expenses consume a greater share of total expenses for youth development nonprofits than those in other sectors.
- Income from special events plays a larger role in contributing to the income of organizations in this sector, particularly for the largest revenue group.
- Organizations in this sector have very low debt-to-asset ratios.

Other Human Services

Table 10 below presents the variation in financial items for organizations with NTEE codes P20-99. This includes other human services: children and youth services; family services; personal social services; emergency assistance; residential care and adult day programs; centers to support the independence of specific populations; and human services not elsewhere classified.

Table 10. Other Human Services Nonprofits (P20-99) Financial Information by Revenue Group

	< \$50,000	\$50,000- \$499,999	\$500,000- \$2,499,999	\$2,500,000- \$14,999,999	\$15,000,000- \$99,999,999	≥ \$100,000,000
Total Income						
Total orgs.	143	513	369	265	55	3
MEDIAN						
Total revenue	\$36,229	\$167,936	\$1,094,494	\$5,775,814	\$25,075,785	\$136,017,308
Total net assets, EOY	\$24,892	\$75,524	\$572,727	\$2,423,536	\$6,986,393	\$46,039,015

The Financial Conditions of Illinois Human Service Nonprofits

Total assets, EOY	\$27,984	\$110,636	\$894,979	\$4,631,231	\$21,836,460	\$318,282,286
Net income	\$770	\$3,905	\$12,499	\$91,648	\$488,539	\$7,272,970
Total expenses	\$33,755	\$160,485	\$1,035,729	\$5,586,407	\$23,992,495	\$137,357,990
Total liabilities	\$0	\$4,885	\$128,930	\$1,289,409	\$8,658,372	\$226,320,104
Public support	\$19,938	\$76,545	\$538,420	\$1,576,444	\$4,446,118	\$24,097,854
Program service revenue	\$0	\$895	\$218,999	\$2,161,742	\$15,266,027	\$128,507,113
Fundraising expenses	\$0	\$0	\$813	\$7,774	\$226,552	\$1,751,550
Gross receipts	\$39,719	\$177,169	\$1,126,077	\$6,232,464	\$27,991,114	\$231,575,364
Change in net assets	\$1,049	\$3,968	\$16,495	\$112,676	\$667,362	-\$335,334
Relative change in net assets	6.02%	7.40%	4.51%	5.69%	6.59%	30.00%
AGGREGATE						
Negative change in net assets (%)	41.96%	38.21%	39.30%	31.32%	25.45%	66.67%
Negative fund balance (%)	4.90%	12.87%	6.78%	9.06%	10.91%	33.33%
Surplus margin	-13.51%	4.87%	4.34%	3.37%	5.87%	9.70%
Public support (as % of total revenue)	60.55%	56.66%	55.35%	39.17%	38.09%	8.41%
Program service revenue (as % of total revenue)	19.94%	32.01%	35.10%	52.03%	53.42%	66.23%
Total investment revenue (as % of total revenue)	7.03%	2.59%	2.38%	2.03%	2.56%	4.49%
Net income from special events (as % of total income)	7.09%	2.97%	1.84%	0.44%	0.29%	0.09%
Net income/loss from other sources (as % of total income)	5.40%	5.77%	5.33%	6.34%	5.65%	20.79%
Fundraising expenses (as % of total expenses)	0.38%	2.13%	2.08%	1.61%	1.39%	1.42%
Asset turnover	0.240	0.505	0.657	0.594	0.719	0.342
Debts-to-assets	0.208	0.465	0.330	0.541	0.480	0.898
Revenue concentration	0.418	0.426	0.432	0.426	0.433	0.460

Summary: Table 10 Other Human Services Nonprofits (P20-99) Financial Information by Revenue Group

- There are 1,348 nonprofits in this other human services sector, representing 51.9 percent of all nonprofit human service organizations in the state.
- Smaller organizations in this sector are much more reliant on public support than larger organizations.
- Larger organizations are much more reliant on program services revenue than smaller organizations.
- Though still a small percentage of total revenue, income from special events plays a greater role for smaller organizations than larger ones in this sector.
- All revenue groups had a positive median change in net assets except the highest revenue group of greater than \$100,000,000. All positive changes were modest, not exceeding 6.59 percent, but the highest group's decline was substantial at a 30.0 percent.
- A substantial portion of organizations had a negative change in net assets, including the two of the three largest organizations.
- Debt-to-asset ratios vary substantially by revenue group, with the smallest organizations having the most favorable ratios and the largest organizations the least favorable.

Glossary of Financial Terms

Asset Turnover	Total revenue divided by total assets
Debt-to-Assets	Total liabilities divided by total assets
Gross Receipts	Total amount received from all sources without subtracting any costs or expenses.
Negative Fund Balance (%)	Percent with greater total liabilities than total assets that fiscal year
Net Income	Revenue minus expenses
Program Service Revenue	Income generated by programs including government fees and contracts
Public Support	Direct public support, indirect public support, and government contributions and grants
Relative Change in Net Assets	Change in net assets from the beginning to the end of the fiscal year.
Revenue Concentration	Sum of the squares of the proportions of total revenue made up of public support, program service revenue, dues, total investment income, net rental income, net gain from the sale of securities, net gain from the sale of other assets, net income from special events, gross profit from inventory sales, and other income
Surplus Margin	Total revenue minus total expenses, divided by total revenue
Total Assets	Cash, savings, and temporary cash installments, accounts receivable, pledges receivable, grants receivable, receivables from current and former officers, directors, trustees, and key employees, receivables from other disqualified persons, other notes and loans receivable, inventories for sale or use, prepaid expenses and deferred charges, investments (publicly traded securities, other securities, land buildings and equipment, other) land buildings and equipment, other assets including program related investments
Total Expenses	Payments to affiliates, grants paid from donor advised funds, other grants and allocations, specific assistance to individuals, benefits paid to or for members, compensation of current and past officers,

	directors, employees, pension plan contributions, payroll taxes, professional fundraising fees, accounting fees, legal fees, supplies, telephone, postage and shipping, occupancy, equipment rental and maintenance, printing and publications, travel, conferences/conventions/ meetings, interest, depreciation, depletion, and other expenses
Total Liabilities	Accounts payable and accrued expenses, grants payable, deferred revenue, loans from officers, directors, trustees, and key employees, tax exempt bond liabilities, mortgages and other notes payable
Total Net Assets	Excess or deficit of the year, net assets or fund balances at beginning of year, other changes in net assets or fund balances <i>Shows what the organization is worth</i>
Total Revenue	Public support, program service revenue, membership dues, total investment income, net rental income, net gain/loss from sale of securities, gross amount from sale of assets other than inventory, gross profit/loss from sales of inventory, net income/loss from special events, gross profit/loss from sales of inventory, and other revenue