**Nonprofits Best Suited to Serve**

The nonprofit sector is best equipped to serve the health, human and social service needs of our communities in crisis.

**Health, Human & Social Services**

County nonprofit organizations provide a wide range of services, including facilitation of direct services to people in need. They feed the hungry, strengthen communities, shelter homeless, care for elderly, support the vulnerable and nurture our young.

**Nonprofits by the Numbers**

A report by Maryland Nonprofits, highlighted that before the pandemic, 97.9% of county nonprofits had an annual budget of less than $5 million. This is alarming, as 88% of all nonprofit revenue was held by only 2.1% of county nonprofits. This gap has likely increased due to the pandemic.

Funds would be used to support and build capacity of these lesser funded nonprofits, which are small businesses and key economic drivers in the county.

**REQUESTS**

- Appropriate $17 million in FY23 budget to invest & grant to nonprofits (leveraging ARPA funds)

- Transfer these funds to Nonprofit Prince George's County and/or Greater Washington Community Foundation to issue grants to county nonprofits

- Increase non-departmental grant funds to $3.5 million (this fund has been flat at $1.6 million for years)

**Benefits of Investing in Nonprofits**

- Economic Development: Our nonprofits are led by people of color (POC), this is an opportunity to assist in the scaling up these organizations/businesses

- Could help the county reach/align with goal of awarding 40% of contracts to “minority” led businesses: Measurable way to invest in minority-led small businesses, which is currently only at 14% of goal

- Emergency relief will pull people out of crisis

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### Prince George's County nonprofits by revenue, 2019

<table>
<thead>
<tr>
<th>Revenue range</th>
<th># of orgs</th>
<th>Revenue amount</th>
<th>Share of orgs</th>
<th>Share of revenue</th>
</tr>
</thead>
<tbody>
<tr>
<td>Under $25,000</td>
<td>2,871</td>
<td>$2,199,775</td>
<td>75.7%</td>
<td>0.06%</td>
</tr>
<tr>
<td>$25,001 - $100,000</td>
<td>298</td>
<td>$17,067,194</td>
<td>7.9%</td>
<td>0.46%</td>
</tr>
<tr>
<td>$100,001 - $250,000</td>
<td>219</td>
<td>$34,216,239</td>
<td>5.8%</td>
<td>0.91%</td>
</tr>
<tr>
<td>$250,001 - $500,000</td>
<td>109</td>
<td>$41,172,432</td>
<td>2.9%</td>
<td>1.10%</td>
</tr>
<tr>
<td>$500,001 to $1 million</td>
<td>95</td>
<td>$65,071,517</td>
<td>2.5%</td>
<td>1.76%</td>
</tr>
<tr>
<td>$1,000,001 - $5 million</td>
<td>125</td>
<td>$289,302,754</td>
<td>3.3%</td>
<td>7.73%</td>
</tr>
<tr>
<td>Over $5 million</td>
<td>78</td>
<td>$3,293,296,605</td>
<td>2.1%</td>
<td>87.98%</td>
</tr>
<tr>
<td>Revenue not reported</td>
<td>2,134</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

**75.7% of county nonprofits have annual budgets of < $25k.**
Why Invest in Nonprofits?

Prince George's County nonprofits have been traditionally/historically underfunded, even prior to the pandemic. As a "majority melanated" community, we have experienced and will continue to see the disparate impact of the pandemics in our communities, especially with our most vulnerable residents.

The current infusion of resources into our governments is supposed to address and mitigate the devastation caused by these pandemics. The time to respond is 'Now of Never.'

Our county nonprofits are:

- Local Organizations
- Connected to Communities
- Involved & In the Know
- Solution Focused
- Share Stories
- Deliver Impact
- Culturally Responsive