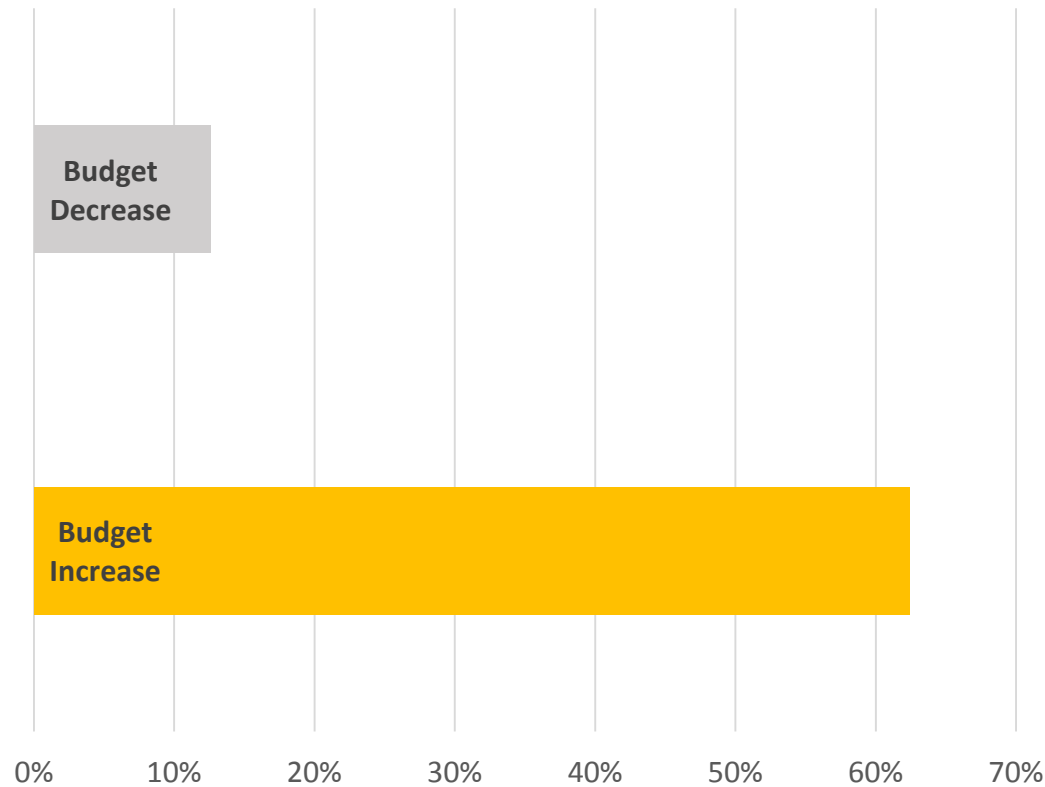


# Kansas City Nonprofit Sector

Report on Sector Capacity Survey

# Nonprofit Budgets are Growing, But Surpluses are Still Not a Given

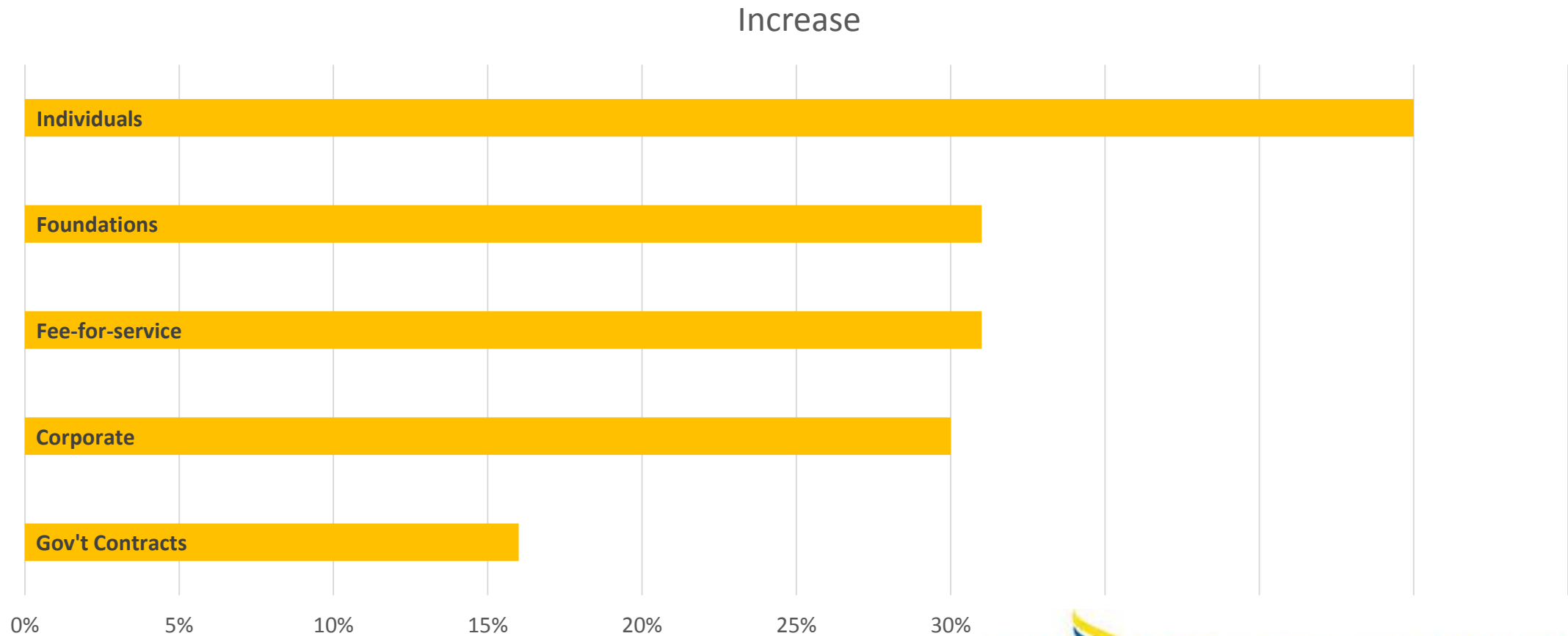
Last Five Years



Surpluses Last 5 Years

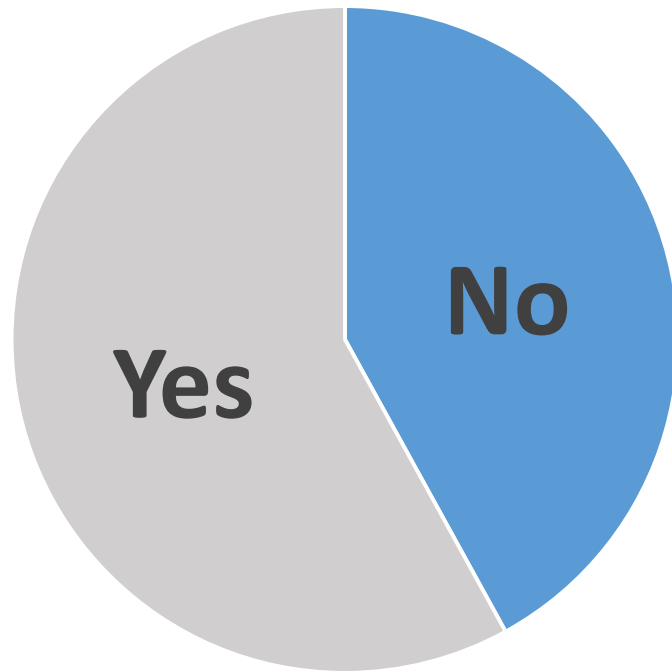


# Individual Donations are Surging

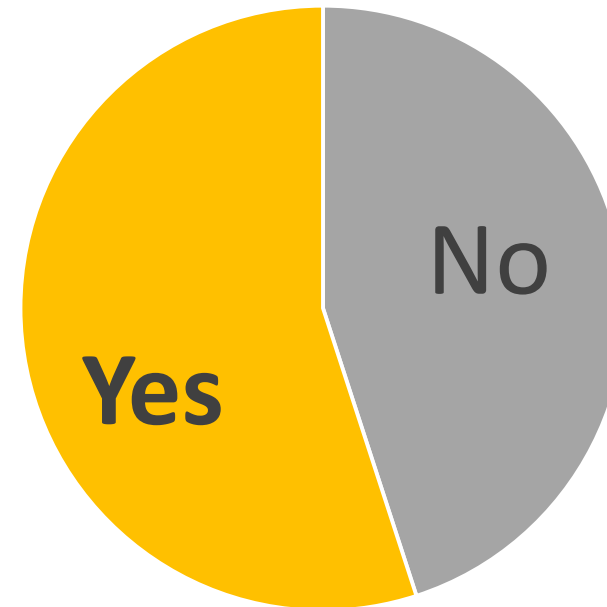


# Demand Exceeds Service Capacity

2015



2016



# Our Boards are Good on everything except...

- Fundraising
- Advocacy
- Increasing Diversity

Still respondents say boards have a positive impact!



# First Time Exec Directors are Common



# About 1/3 of Exec Directors will Leave in the Next 5 Years





# Top Ten Nonprofit Activities

1. Conduct long-term strategic or financial planning (79%)
2. Pursue funding that requires you to measure and achieve outcomes (73%)
3. Receive funding that requires you to measure and achieve outcomes (73%)
4. Upgrade hardware or software (computers, IT systems, applications) to improve organizational efficiency (65%)
5. Add to reserve funds (62%)
6. Advocate to government on behalf of your organization's cause (53%)
7. Use outside help to improve financial knowledge or capacity (49%)
8. Change the main ways in which you raise and spend money (48%)
9. Collaborate with another organization to reduce administrative expenses (42%)
10. Undergo organizational restructuring (37%)



# Fundraising is a Challenge



**59% of these respondents feared they would not be able to manage this challenge!**

# Cost is the Major Criteria When Pursuing Capacity Building

	Important
Total cost	39.8%
Credential of provider/vendor	33.1%
Cost per person	26.0%
Recommendations from colleagues	17.6%
Location of the program	16.9%
Time away from work	12.8%
Previous experience with provider/vendor	13.6%
Endorsement from funder	12.4%
Which other organizations are participating in the program	7.4%

# Top Ten Capacity Building Needs

1. Fundraising and development (79%)
2. Marketing, communications, and external relations (75%)
3. Mission, vision, and strategy planning and development (72%)
4. Executive leadership and management development (69%)
5. Program design and evaluation (69%)
6. Information technology and systems (including website development; records systems) (67%)
7. Board development and governance (67%)
8. Financial management (58%)
9. Business planning (57%)
10. Creative problem solving (53%)