



Nonprofits and the Current Moment

This survey should take approximately 15-25 minutes to complete.
Please complete this survey **by Friday, September 19.**

Introduction

Thank you for your participation in this research study conducted by the Center for Effective Philanthropy! We recognize you have a lot of responsibilities and appreciate you making time in your day to complete this survey. To thank you for your time, you will receive a \$30 gift card after the completion of the survey. **Please ensure you reach the end and “submit” your responses to receive the gift card.**

In this survey, we will be asking you about your experiences leading a nonprofit and working with funders in today’s context. The information collected will be reflected back to the nonprofit and funder communities to help provide a timely understanding of the landscape that nonprofit leaders are currently working in. There are no right or wrong answers.

CEP takes the confidentiality of data very seriously. Your responses to this survey will be kept **completely confidential**. Although CEP will know the identity of survey respondents, when results of this survey are shared:

- CEP will not reveal the identity of organizations that did or did not participate in this survey.
- All numeric rating responses to this survey will be reported in aggregate (e.g., as averages and percentages), and no individual responses will be reported.
- If we quote part of your response to an open-ended question, we will mask all identifying information in the quote to thoroughly protect your anonymity.

If you have any questions about this survey or research project, please contact Caroline Gasparini, coordinator, at carolineg@cep.org.

Instructions

- **Please do not use the forward and back buttons on your browser’s navigation bar** to move forward and back in the survey. Instead, use the directional buttons at the bottom of each screen.
- **To stop and continue the survey at a future time**, close your browser and use the survey link found in your email to resume the survey.

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- **To receive your “thank you” gift card**, please make sure to hit “submit” at the very end. The gift card will be sent from "noreply@tangocard.com," so be sure to check spam and make sure there are no filters blocking messages from that address.

ABOUT YOUR ORGANIZATION

1. How would you describe the geographical scope(s) of your organization? *(Please select all that apply)*
 - ☐ Local
 - ☐ State
 - ☐ Regional
 - ☐ National
 - ☐ Global
2. Do your organization’s efforts include a direct service component?
 - ☐ No
 - ☐ Yes
3. What are your organization’s key focus areas? *(Please select all that apply)*
 - ☐ Arts, culture, and humanities
 - ☐ Civic engagement and government
 - ☐ Education
 - ☐ Environment and animals
 - ☐ Health
 - ☐ Human services
 - ☐ International/foreign affairs
 - ☐ Mutual/membership benefit
 - ☐ Public, societal benefit
 - ☐ Religion
 - ☐ Social justice
 - ☐ Other *(please specify)*: _____
4. Are any of the following populations the **primary** intended people and/or communities served by your organization? *(Please select all that apply)*
 - ☐ Individuals from lower-income communities
 - ☐ Individuals with disabilities
 - ☐ Immigrants and refugees
 - ☐ Veterans
 - ☐ People of color
 - ☐ Members of the LGBTQ+ (Lesbian, Gay, Bisexual, Transgender, and Queer) community
 - ☐ Other *(please specify)*: _____

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- ☐ None of the above (*Mutually exclusive*)

TERMS IN THIS SURVEY

In 2025, many legislative actions, executive orders, and budget decisions from the U.S. federal government have gone into effect with the potential for wide-ranging effects on philanthropy and nonprofits. In the remainder of this survey, we refer to this set of events as the “current context.”

FUNDING AND ORGANIZATIONAL BUDGETS

5. Does your organization usually receive any of the following types of U.S. government funding (including both grants and contracts)? (*Please select all that apply*)
- ☐ No (*Mutually exclusive*)
 - ☐ Yes, federal funding
 - ☐ Yes, state or local funding
 - ☐ Don't know/Prefer not to say (*Mutually exclusive*)
6. Approximately what percent of your organization's revenue came from federal funding in your most recently completed fiscal year?
- ☐ 0%
 - ☐ 1-10%
 - ☐ 11-25%
 - ☐ 26-50%
 - ☐ 51%-75%
 - ☐ More than 75%
 - ☐ Don't know/Prefer not to say
7. Approximately what percent of your organization's revenue came from state or local funding in your most recently completed fiscal year?
- ☐ 0%
 - ☐ 1-10%
 - ☐ 11-25%
 - ☐ 26-50%
 - ☐ 51%-75%
 - ☐ More than 75%
 - ☐ Don't know/Prefer not to say
8. As a result of changes in the current context, has your organization experienced any of the following?

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	We have already experienced this	We have not experienced this, but we anticipate that we will	We have not experienced this, and <u>do not anticipate</u> that we will	Don't know	Not applicable
Reduced funding from U.S. federal government	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Reduced funding from U.S. state or local government	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Reduced funding from our foundation funders	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Reduced funding from our individual donors	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

9. Approximately what percent of your annual operating budget has your organization lost in 2025 as a result of U.S. federal funding cuts – through cancelled contracts, reduced awards, or other funding reductions?

- ☐ 0%
- ☐ 1-10%
- ☐ 11-25%
- ☐ 26-50%
- ☐ 51%-75%
- ☐ More than 75%
- ☐ Don't know/Prefer not to say

10. From which of the following federal agencies, if any, has your organization experienced federal funding cuts, cancellations, or reductions since January 2025? *(Please select all that apply)*

- ☐ Corporation for National and Community Service, including AmeriCorps
- ☐ Internal Revenue Service (IRS)
- ☐ National Endowment for the Arts (NEA)
- ☐ National Science Foundation (NSF)
- ☐ U.S. Agency for International Development (USAID)
- ☐ U.S. Department of Agriculture (USDA)
- ☐ U.S. Department of Commerce (DOC)
- ☐ U.S. Department of Education (ED)
- ☐ U.S. Department of Energy (DOE)
- ☐ U.S. Department of Health and Human Services (HHS), including Centers for Disease Control and Prevention (CDC) and National Institutes of Health (NIH)
- ☐ U.S. Department of Housing and Urban Development (HUD)
- ☐ U.S. Department of Justice (DOJ)
- ☐ U.S. Department of Labor (DOL)

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- ☐ U.S. Department of Transportation (USDOT)
- ☐ Social Security Administration (SSA)
- ☐ Other (*please specify*): _____
- ☐ We did not experience federal funding cuts, cancellations, or reductions (*Mutually exclusive*)
- ☐ Don't know/Prefer not to say (*Mutually exclusive*)

11. Approximately what percent of your annual operating budget has your organization lost in 2025 as a result of U.S. state or local funding cuts – through cancelled contracts, reduced awards, or other funding reductions?

- ☐ 0%
- ☐ 1-10%
- ☐ 11-25%
- ☐ 26-50%
- ☐ 51%-75%
- ☐ More than 75%
- ☐ Don't know/Prefer not to say

12. Are you familiar with the changes in the recently passed legislation, referred to as the “One Big Beautiful Bill Act,” that affect charitable giving?

- ☐ No
- ☐ Yes
- ☐ Not sure

13. (*If respondents select “Yes” in previous question*) What type of effect, if any, do you anticipate the changes to charitable giving in the “One Big Beautiful Bill Act” will have on your organization’s fundraising?

- ☐ Positive
- ☐ No impact
- ☐ Negative
- ☐ Don't know

14. What resources, if any, would help you keep track of new laws and policies that could affect your organization in the current context?

15. In the **current fiscal year**, do you believe your organization will have a...

- ☐ Budget deficit
- ☐ Balanced budget (no deficit or surplus)
- ☐ Budget surplus
- ☐ Don't know/Not sure

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16. Do you have concerns about your organization's financial stability?
- ☐ No
 - ☐ Yes
17. *(Display only if respondent selected "Yes" in response to previous question.)* To what extent are these concerns about your organization's financial stability related to the current context?
- ☐ Not at all
 - ☐ A little
 - ☐ Somewhat
 - ☐ Mostly
 - ☐ Completely
18. Has your organization taken, or is your organization currently considering taking, any of the following actions? *(Please select all that apply)*
- ☐ Reducing programming or services
 - ☐ Reducing staff positions
 - ☐ Pausing staff benefits, compensation, or bonuses
 - ☐ Refraining from planned cost increases related to staffing (e.g., postponing compensation increases, freezing hiring)
 - ☐ Using reserve funds
 - ☐ Applying for or using lines of credit
 - ☐ Using a higher than typical amount of endowment funds
 - ☐ Pursuing increased giving from existing funders/donors
 - ☐ Pursuing funding from new funders/donors
 - ☐ Decreasing or eliminating office space
 - ☐ Other *(please specify)*: _____
 - ☐ None of the above *(Mutually exclusive)*

EFFECTS OF THE CURRENT CONTEXT ON ORGANIZATIONS AND COMMUNITIES

19. What type of impact has the current context had on your organization's ability to carry out its work?
- ☐ Positive
 - ☐ No impact
 - ☐ Negative
 - ☐ Don't know
20. As a result of changes in the current context, has your organization experienced any of the following?

	We experienced this in 2025	We <u>have not</u> experienced this, but	We <u>have not</u> experienced this, and <u>do</u>	Don't know	Not applicable

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		anticipate that we will	not anticipate that we will		
Reduction in the services we provide	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Reduction in our staffing	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Concerns about the well-being and safety of those that our organization is seeking to help	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Legal challenges related to the people or issues affected by our work	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Backlash or opposition to our organization's mission	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Pressure to meaningfully reframe how we publicly describe our work	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Concerns about our staff or board's well-being and safety	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Increased demand for our services	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

21. (If respondent selects "We experienced this in 2025" in the previous question in response to "Pressure to meaningfully reframe how we publicly describe our work") From which of the following sources have you experienced pressure, directly or indirectly, to reframe how you describe your work? (Please select all that apply)

- ☐ Internal discussions/staff concerns
- ☐ Legal advice from your attorneys
- ☐ Board of directors
- ☐ Major donors or foundation funders
- ☐ Federal government
- ☐ Public/community reactions
- ☐ Other (please specify): _____

22. (If respondent selects "We experienced this in 2025" in the previous question in response to "Reduction in our staffing") By approximately what percentage have you had to reduce your staffing in 2025?

- ☐ 1-10%
- ☐ 11-25%
- ☐ 26-50%
- ☐ 51%-75%
- ☐ More than 75%

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☐ Don't know/Prefer not to say

23. Please describe the most significant effect, if any, that you believe the current context is having, or will have, on the people and communities that your organization serves.

24. Which of the following steps, if any, has your organization taken in response to the current context? *(Please select all that apply)*

- ☐ Increased advocacy efforts (including through 501(c)(4)s)
- ☐ Initiated collaborations/partnerships with community members
- ☐ Initiated collaborations/partnerships with other nonprofits, excluding mergers
- ☐ Initiated mergers with other nonprofits
- ☐ Launched mutual aid efforts outside the 501(c)(3) model
- ☐ Initiated a new fiscal sponsorship relationship
- ☐ Diversified revenue streams (e.g., implementing a new revenue model)
- ☐ Launched new program(s)
- ☐ Other *(please specify)*: _____
- ☐ None of the above *(Mutually exclusive)*

25. How much risk does the current context pose for your organization to continue to operate?

- ☐ No risk
- ☐ Slight risk
- ☐ Moderate risk
- ☐ Significant risk
- ☐ Don't know/Not applicable

26. Which of the following types of risk, if any, is your organization most concerned about in the current context? *(Please select all that apply)*

- ☐ Digital/data security risks
- ☐ Financial risks (e.g., losses to reserves or investments)
- ☐ Personal safety risks for staff and/or board
- ☐ Risk of staff burnout/turnover
- ☐ Legal risks (e.g., hiring lawyers, being sued)
- ☐ Reputational risks (e.g., losing credibility with partners or community members)
- ☐ Risk of your organization needing to merge with another organization
- ☐ Risk that government action could force your organization to close
- ☐ Risk that your organization could close due to lack of funding
- ☐ Risk of your organization being unable to support basic needs for those you serve
- ☐ Other *(please specify)*: _____
- ☐ None of the above *(Mutually exclusive)*

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27. Which of the following actions, if any, has your organization taken to mitigate risks posed by the current context? *(Please select all that apply)*

- ☐ Consulted with legal counsel
- ☐ Engaged consultants (excluding legal counsel) for risk mitigation
- ☐ Developed or revised a document retention policy
- ☐ Changed language describing your organization's work on public-facing materials (e.g., website, social media, etc.)
- ☐ Changed language describing your organization's work internally
- ☐ Created or revised a crisis communications plan
- ☐ Reduced public-facing communications generally
- ☐ Shifted communications from written to verbal forms
- ☐ Shifted programmatic work away from certain areas
- ☐ Planned scenarios for perceived risks
- ☐ Other *(please specify)*: _____
- ☐ None of the above *(Mutually exclusive)*

28. What is the greatest challenge, if any, that you have faced as the leader of your nonprofit in 2025?

RELATIONSHIPS WITH FOUNDATION FUNDERS

29. How effective do you feel that your foundation funders have been at meeting your organization's needs in each of the following areas in 2025?

	Not at all effective	Slightly effective	Moderately effective	Very effective	Don't know	We do not need this from our foundation funders
Communication	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Responsiveness	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Willingness to take risks	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Understanding challenges that your	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

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organization faces						
Providing unrestricted support	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Providing multiyear support	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

30. Has your organization received any emergency or rapid response grants from foundation funders to help it respond to the current context?

- ☐ No
☐ Yes

31. *(If respondents select “Yes” in previous question)* How did your organization allocate funds from this grant(s)?

32. How much pressure, if any, has your organization experienced from current or prospective funders to make changes to your work or public-facing communications in response to the current context?

- ☐ No pressure
☐ Slight pressure
☐ Moderate pressure
☐ A lot of pressure

33. What advice would you give to foundation funders in the current context?

LOOKING AHEAD

34. Beyond granting additional funds to your organization, what do you believe is the most important way that leaders of foundations can help organizations like yours navigate the changing context in 2026?

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35. One year from now, how do you hope the nonprofit sector will have changed, if at all, in response to the current context?

ABOUT YOU

The following section asks some demographic questions about you (the person who completed most of the survey) and questions about your organization. This information will be used to describe the survey population in aggregate and to compare the experiences of different groups. **As with all the questions in this survey, this section is optional and responses will remain confidential.**

36. How many years have you been in your current role at your organization?

- ☐ Less than 1 year
- ☐ At least 1 year but fewer than 3 years
- ☐ At least 3 years but fewer than 6 years
- ☐ At least 6 years but fewer than 10 years
- ☐ 10 years or longer

37. How do you describe yourself? *(Please select all that apply)*

- ☐ Gender non-conforming or non-binary
- ☐ Man
- ☐ Woman
- ☐ Prefer to self-describe/identify *(optional, please describe)*: _____
- ☐ Prefer not to say *(Mutually exclusive)*

38. Are you transgender?

- ☐ No
- ☐ Yes
- ☐ Prefer not to say

39. Do you identify as a member of the LGBTQ+ (Lesbian, Gay, Bisexual, Transgender, and Queer) community?

- ☐ No
- ☐ Yes
- ☐ Prefer not to say

40. Do you have a disability?

- ☐ No
- ☐ Yes
- ☐ Prefer not to say

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41. How would you describe your race and/or ethnicity? *(Please select all that apply)*

- ☐ African American or Black
- ☐ American Indian, Alaska Native, or Indigenous
- ☐ Asian or Asian American
- ☐ Latina, Latino, Latinx or Hispanic
- ☐ Middle Eastern or North African
- ☐ Multiracial and/or Multi-ethnic
- ☐ Pacific Islander or Native Hawaiian
- ☐ White
- ☐ Race and/or ethnicity not included above *(optional, please describe):* _____
- ☐ Prefer not to say *(Mutually exclusive)*

42. Do you identify as a person of color?

- ☐ No
- ☐ Yes
- ☐ Prefer not to say

CONCLUDING THOUGHTS

43. Would you be open to being contacted in the future to share more about the topics covered in this survey? If so, please provide your name and email address below. If not, please feel free to leave the fields below blank.

Name _____

Email _____ *(Valid email addresses only.)*

44. Do you have any comments, questions, or feedback that you would like to share with CEP?

45. Thank you for completing our survey! Please confirm the email address we should send your gift card to and hit "Submit." You will be receiving two emails from "noreply@tangocard.com," one to choose your retailer and one to redeem your gift card. _____ *(Valid email addresses only.)*

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