

**Nonprofit Survey on Government Grants and Contracts  
California Comparison to National Results  
10/20/14**

Does your organization receive funds through either government grants or contracts (local, state, or federal)? (Check all that apply)				
National			California	
Answer Options	Response Percent	Response Count	Response Percent	Response Count
Yes, federal government	59.5%	279	68.7%	101
Yes, state government	66.1%	310	66.7%	98
Yes, local government	58.4%	274	78.2%	115
No. Stop. There is no need to complete the rest of the survey. Thank you. But, please forward the survey on to other nonprofits that may have government grants or contracts.	15.1%	71	0.0%	0
<i>answered question</i>		<b>469</b>		
<i>skipped question</i>		<b>1</b>		
			<b>147</b>	
				<b>0</b>

Do your government contracts/grants pay the full cost of the services you provide under the agreement (including indirect costs or administrative/overhead costs)?				
National			California	
Answer Options	Response Percent	Response Count	Response Percent	Response Count
Yes	19.4%	76	15.1%	22
No	80.6%	316	84.9%	124
Please provide examples of what government does not pay:		261		103
<i>answered question</i>		<b>392</b>		
<i>skipped question</i>		<b>78</b>		
			<b>146</b>	
				<b>1</b>

What is the average indirect cost rate that governments will reimburse your organization? (Indirect costs are administrative and facility costs that governments deem allowable as a cost of operating your organization; Administrative/Overhead costs are generally those used with nongovernmental entities and include indirect costs as well as costs associated with fundraising.)

	National			California		
Answer Options	Response Average	Response Total	Response Count	Response Average	Response Total	Response Count
Federal government percentage	11.99	3,105	259	10.12	1,012	100
State government percentage	11.32	2,898	256	9.35	888	95
Local government percentage	176.44	40,935	232	411.23	39,889	97
	<i>answered question</i>			<i>124</i>		
	<i>skipped question</i>			<i>23</i>		
	<b>315</b>			<b>124</b>		
	<b>155</b>			<b>23</b>		

**If your reimbursement from state and local government for indirect costs is capped, what reason is given by governments for doing so? (check all that apply)**

	National		California	
Answer Options	Response Percent	Response Count	Response Percent	Response Count
Limit mandated by state law	15.0%	44	17.6%	22
Limit mandated by local law	9.9%	29	13.6%	17
Limit mandated by state government agency regulations	27.6%	81	23.2%	29
Limit mandated by local government agency	20.1%	59	26.4%	33
Limit mandated by terms of federal grant	35.4%	104	33.6%	42
No reason given	52.0%	153	52.0%	65
Other (please specify)		60		23
<b>answered question</b>		<b>294</b>	<b>125</b>	
<b>skipped question</b>		<b>176</b>	<b>22</b>	

**Has your nonprofit organization ever been advised not to seek full reimbursement of your indirect or administrative/overhead costs?**

	National		California	
Answer Options	Response Percent	Response Count	Response Percent	Response Count
Yes	32.2%	123	30.2%	42
No	67.8%	259	69.8%	97
If yes, please identify by whom (accountant, board member, etc.)		108		40
<b>answered question</b>		<b>382</b>	<b>139</b>	
<b>skipped question</b>		<b>88</b>	<b>8</b>	

What are your organization's ACTUAL costs for the following (indirect costs are administrative and facility costs that government deem allowable as a cost of operating your organization or program; Administrative/Overhead costs are generally those used with nongovernmental entities and include indirect costs as well as costs associated with fundraising):

National				California		
Answer Options	Indirect Costs	Administrative/Overhead Costs	Response Count	Indirect Costs	Administrative/Overhead Costs	Response Count
0%	2	5	7	1	3	4
1%-3%	8	5	13	4	2	6
4%-7%	17	22	39	4	9	13
8%-10%	52	35	87	18	15	33
11%-15%	80	70	150	39	31	70
16%-20%	41	61	102	17	27	44
21%-25%	15	39	54	6	14	20
26%-30%	14	18	32	7	8	15
31%-35%	7	7	14	3	2	5
36% or more	15	9	24	2	4	6
I don't know	16	17	33	4	3	7
<i>answered question</i>			<b>366</b>	<b>142</b>		
<i>skipped question</i>			<b>104</b>	<b>5</b>		

Has your nonprofit organization ever been advised to under report your indirect or administrative/overhead costs (for example, on your 990)?

	National		California	
Answer Options	Response Percent	Response Count	Response Percent	Response Count
Yes	4.2%	16	5.0%	7
No	95.8%	366	95.0%	134
If yes, please identify by whom (accountant, board member, etc.)		17		5
<b>answered question</b>		<b>382</b>	<b>141</b>	
<b>skipped question</b>		<b>88</b>	<b>6</b>	

How would you classify your nonprofit's primary services? (check one)

	National		California	
Answer Options	Response Percent	Response Count	Response Percent	Response Count
Arts, Culture, and Humanities	8.4%	33	7.5%	11
Education	10.4%	41	8.2%	12
Environment and Animals	5.6%	22	6.8%	10
Health	11.4%	45	10.2%	15
Human Services	52.2%	206	55.8%	82
International, Foreign Affairs	0.0%	0	0.0%	0
Public, Societal Benefit	6.6%	26	6.1%	9
Religion Related	1.0%	4	0.0%	0
Other/Unknown/Unclassified	4.6%	18	5.4%	8
<b>answered question</b>		<b>395</b>	<b>147</b>	
<b>skipped question</b>		<b>75</b>	<b>0</b>	

Budget Size		National		California	
Answer Options	Response Percent	Response Count	Response Percent	Response Count	
Under \$100,000	5.9%	23	3.4%	5	
\$100,000-\$249,999	8.7%	34	8.2%	12	
\$250,000-\$999,999	24.4%	96	28.6%	42	
\$1 million-\$5 million	33.6%	132	32.7%	48	
Over \$5 million	27.5%	108	27.2%	40	
<b><i>answered question</i></b>		<b>393</b>			<b>147</b>
<b><i>skipped question</i></b>		<b>77</b>			<b>0</b>