

# Common Good Vermont

**UNITING VERMONT'S NONPROFIT SECTOR  
FOR THE COMMON GOOD**

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*Common Good Vermont is a statewide program of United Way of Northwest Vermont*



# Common Good Vermont

Common Good Vermont is the only **statewide** program dedicated to **uniting, strengthening, and advocating** for Vermont's nonprofit sector. Common Good Vermont serves as the “**go-to**” **resource** for nonprofits to share **resources**, **gain skills**, and **build partnerships**.

**Connect. Thrive. Learn.**



## **Education**

Certificate Programs  
Webinars  
Technical Assistance  
Consultant Network / Directory  
News and Resources



## **Advocacy**

Sector Issues  
Information Sharing & Public  
Awareness  
Sector Data  
Wages & Benefits Report



## **Connection**

Vermont Nonprofit Summit  
Membership  
Convenings  
Nonprofit Jobs & Board  
Opportunities Boards

# **Our Services**

# Today is Nonprofit Legislative Day!

All day in the Card Room – Please stop by!

8 - 9 AM | Coffee & Networking (in State House Cafeteria)

10 - 11:30 AM | Welcome/Orientation, Panel Discussion on Federal Actions Impacting Nonprofits & Our Communities

- Featuring panelists Senator Ram Hinsdale, Jill Martin Diaz, and Dan Barlow

12 - 1:30 PM | Lunch with Legislators

1:30 - 2:45 PM | Remarks from Legislators (Room 11, State House)

- Rep. Nugent, Rep. Rachelson, Sen. Watson, Rep. Krasnow, Rep. McGill



# What is a Nonprofit?

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- Public, not private interests - no part of the organization's net earnings can inure to the benefit of any private shareholder or individual.
- When we talk about nonprofits, we are often referring to 501(c)(3) organizations which includes "public charities" and "private foundations" - one of the many types of tax-exempt organizations under the U.S. tax code.
  - They must be organized for "charitable, religious, educational, scientific, literary, testing for public safety, fostering national or international amateur sports competition, and preventing cruelty to children or animal" purposes.
  - These are organizations providing human services, shelter, arts programming, and youth services – just to name a few.



Entered the world born in a nonprofit hospital—nearly half of America's hospitals are nonprofit.



Developed life skills like conflict resolution and teamwork through Girl Scouts, Little League, 4-H, or other youth development organizations.



Enjoyed family vacations at nonprofits such as the San Diego Zoo, the Museum of Science and Industry in Chicago, or the Metropolitan Museum of Art of New York City.



Avoided polio because March of Dimes raised research funds to discover a safe and effective vaccine, and escaped other diseases because of scientific research by nonprofits.



Attended a nonprofit preschool, grade school, high school, college, or graduate school, perhaps with support of a nonprofit scholarship fund.



Inhaled cleaner air in tobacco-free restaurants thanks to the work of public health nonprofits.



Attended services at a house of worship maintained by one of the nearly 350,000 nonprofit religious congregations.



Exercised your rights to vote, to education, to travel, to equal treatment under the law and other rights secured and protected by nonprofits.



Enjoyed the natural wonder and splendor of America's rivers, forests, and open spaces due to the work of nonprofits committed to conservation and our environment.



Learned how to swim through lessons at the local JCC, YMCA, or scout camp.



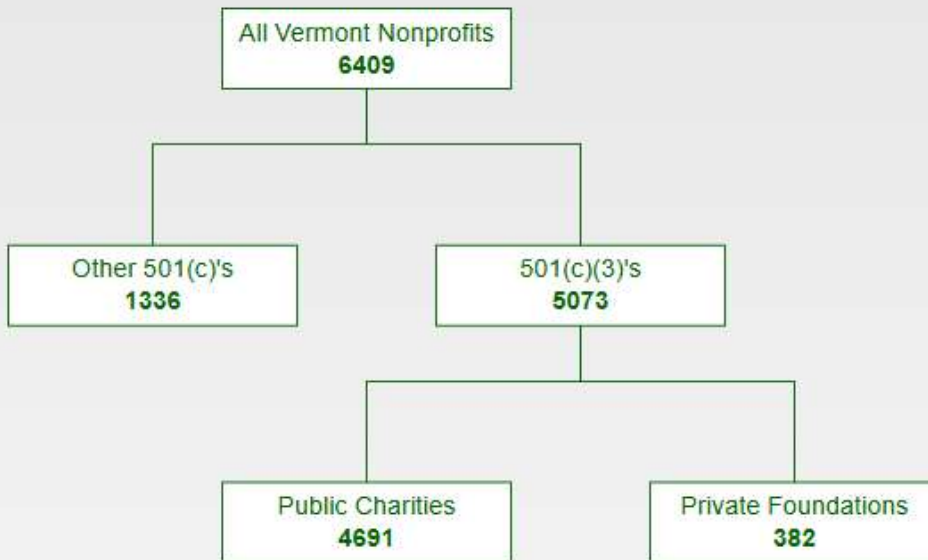
Visited historic treasures and places of natural beauty preserved by nonprofits.



Laughed, relaxed, rejoiced, and were inspired at nonprofit arts performances.

# Overview of Vermont's Nonprofit Sector

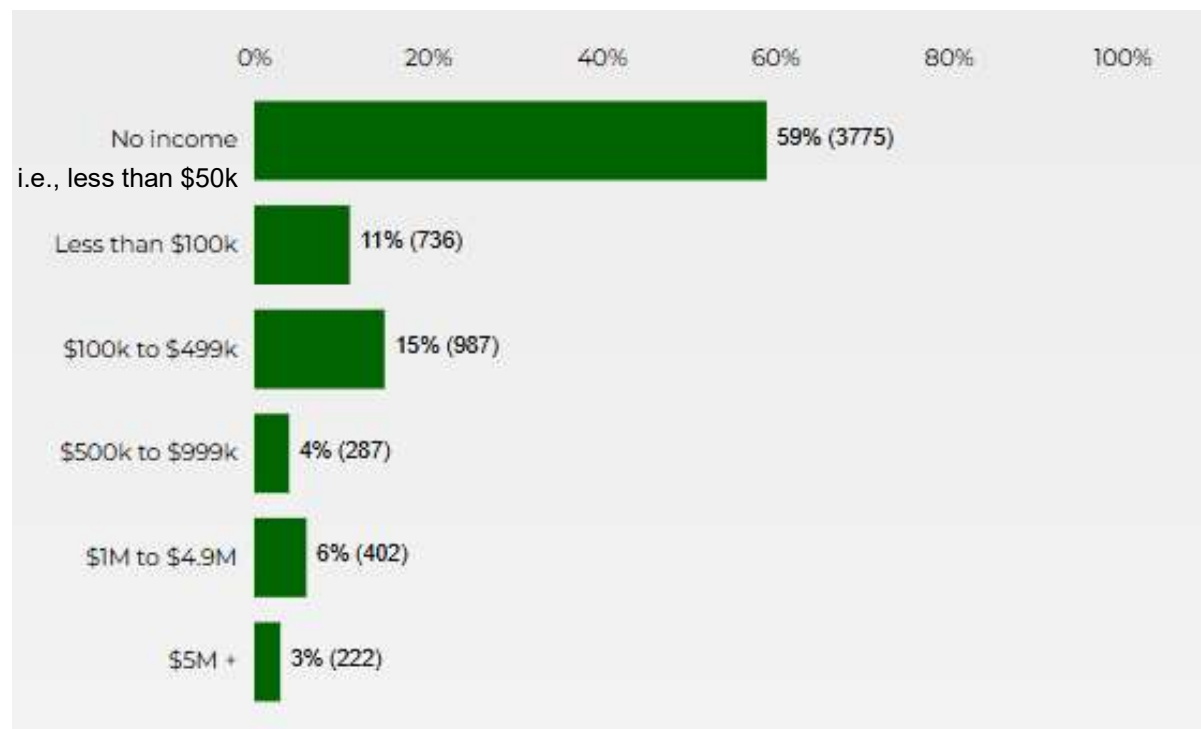
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Source: IRS Master File for NonProfit Business (June 2024)

# Nonprofits by Revenue

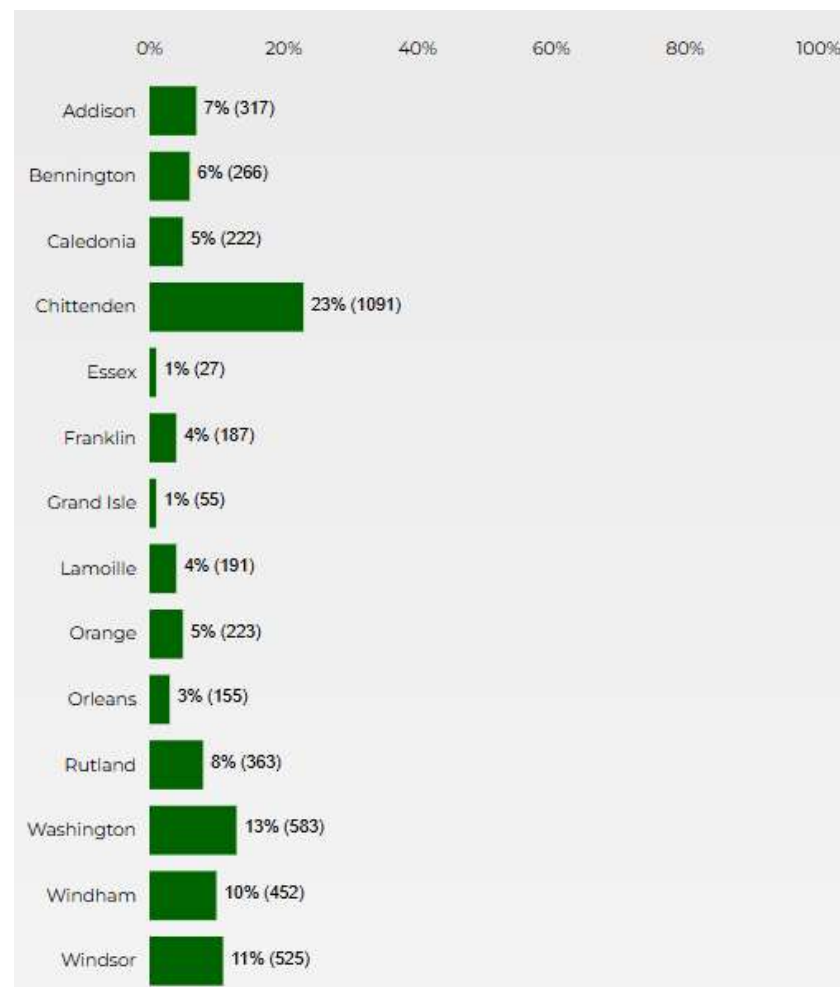
All Nonprofits

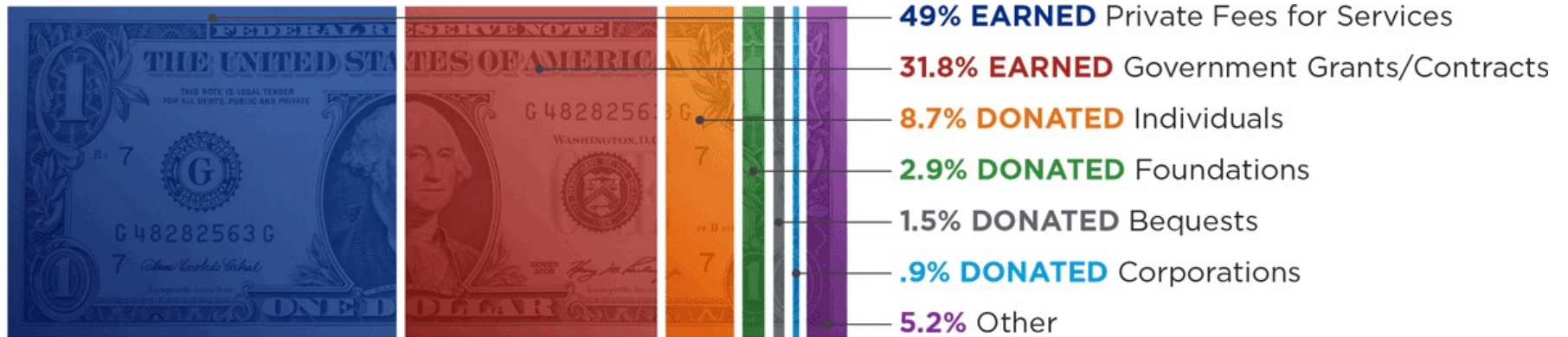




# Nonprofits by County

All Nonprofits





Source: National Council of Nonprofits

**The entire nonprofit sector earns more than 80% of its revenue via private fees for services and performing government grants and contracts (although each individual nonprofit has its own revenue mix—there is no standard one-size-fits-all).**

## HOW NONPROFITS FUND THEIR MISSIONS

# Vermont Nonprofits Are Economic Drivers

**1 in 5 Vermont Workers Works for a Nonprofit**



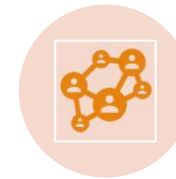
Vermont nonprofits are the largest industry after state government, paying over \$3 billion in wages which employees pay taxes on.



Nonprofits consume goods and services that create more jobs and generate economic activity.



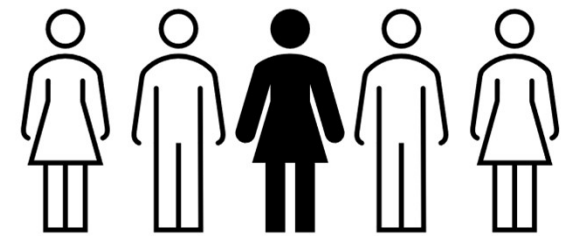
Nonprofits spur economic activity (ex: those attending a performance at a nonprofit community theater are likely to spend money at other local businesses).



Nonprofits also create work opportunities for millions of individuals above and beyond the millions they employ directly (ex: childcare providers and workforce development programs).



Nonprofits attract residents and other employers (ex: health services, museums, and outdoor recreation organizations make our communities a more desirable places to live, play and work).



# Priorities for Vermont's Vital Nonprofit Sector



# Impact of Federal Actions

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- Examples of Cuts

- NOFA-VT: Lost 1.2 million for connecting local farms with local schools to provide organic food for children and improving business for farmers
  - Ethiopian Community Development Council: lost funding that covers \$1650/per refugee which provides financial support for relocated refugees and services
  - Vermont Historical Society: lost \$175K which resulted in the loss of a staff member and canceled trainings for Vermont museums that taught volunteers how to archive donated objects and stories
  - Read Vermont: state program lost \$1M for a program that promotes youth literacy in the state.
  - Vermont Humanities: lost \$800k which impacts all programming and staffing
- Increased costs due to tariffs, for example, increased construction costs
  - Vast uncertainty around funding and executive orders (planning, compliance, staffing, impact on communities served)
  - Threats to nonprofit status, operations, and autonomy (legislation, existing and anticipated EOs, DOGE)

# Priority: Sector Capacity Building

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Common Good seeks State funding to fill a gap in technical assistance, workforce development, and grant and contract support for the sector that will create efficiencies for both nonprofits and the State. Budget, \$226,470.

- Annual training on grant compliance, reporting, and financial management.
- Annual statewide nonprofit conference, including representatives from the Administration and the Legislature, on best practices for partnering with State government.
- Bi-annual survey & report on Vermont nonprofit wages & benefits to support nonprofit employers with recruitment and retention.
- Technical assistance and/or training on fiscal sponsorship, as well as nonprofit mergers and dissolutions, in partnership with the office of the Secretary of State.
- One-on-one coaching for nonprofits on financial management and other organizational health concerns.
- Scholarships to Common Good Vermont educational programming to increase equitable access to learning for employees.

# Priority: State Grant & Contract Reform

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**We must consider needed reforms to the State's grant and contracting system to make it more viable, predictable, and efficient to ensure taxpayers receive full value for the programs they fund, organizations can recruit and retain skilled employees to deliver vital services, and that community needs are met now and in the future.**

Currently, H233, An act relating to requirements for State-funded grants, is being considered by House Gov Ops

- Create a process and formula for nonprofits to request an indirect rate above the current standard of 15%.
- Assess the extent to which grant execution and payments are delayed by more than 30 days.
- Create a Working Group to consider needed reforms to the State's grant and contracting system to make it more viable, predictable, and efficient.

# Priority: Workforce

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## Housing

- Access to housing/affordable housing was second only to salary competition on the list of challenges in hiring for responding nonprofits.\*

## Health Insurance Costs

- In Vermont, ninety-four percent (94%) of participating organizations report health insurance rate increases (up from 52% in 2022), compared to eighty-five percent (85%) across Northern New England.\*

## Fair Funding

- Almost half (43%) of responding Vermont organizations report they anticipate increasing staffing in the next year and forty-five percent (45%) of responding organizations report job vacancies.\*
- 58% of responding nonprofits cited compensation competition as a hiring challenge.\*

## Workforce Development

- Most Promising Nonprofit Jobs: Training & Development Specialists, Social Workers, Fundraisers, Accountants & Auditors
- Vital Fields: Recovery and Substance Use, Economic Development, Childcare

\*2024 Nonprofit Wages & Benefits Report



# Priority: Community Safety

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Nonprofits are uniquely positioned as both employers and service providers deeply embedded in their local communities.

## Areas of Concern:

- Direct Service Impacts: staff safety, complex client needs, costs of enhanced security measures
- Systemic Challenges: insufficient affordable housing and mental health/substance use treatment options, rural vs urban resource/service disparities, balancing crisis response and prevention
- Community Impact & Perception: polarization, balancing safety with maintaining welcoming spaces, stigmatization, lack of public understanding of nonprofit constraints and efforts

## Needs & Solutions:

- Invest in affordable housing and mental health/substance use treatment
- Provide adequate resources to organizations responding to immediate needs
- Foster inclusive community dialogue, address stigma and misinformation
- Center equity and compassion in accountability approaches



**Thank you!**