

WHAT DONORS LOOK FOR IN NONPROFIT FINANCIALS



Nick Hoffman, CPA

nickh@nhoffmancpa.com



Louise Schorn Smith, CPA

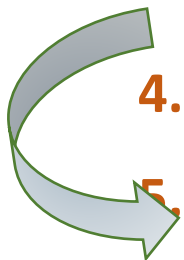
Countryside Consulting, Inc.

louise@countrysidepa.net

BOARD DUTIES



1. **Ensure Legal & Ethical Integrity**
2. **Build a Competent Board**
3. **Determine Mission & Purpose; Ensure Effective Planning; Monitor & Strengthen Programs & Services**
4. **Protect Assets & Provide Financial Oversight**
5. **Ensure Adequate Financial Resources**
6. **Enhance the Organization's Public Standing**
7. **Select, Support & Evaluate the Chief Executive**



OVERVIEW: TODAY'S DISCUSSION AREAS



- **What do major donors look for when considering a major gift to a nonprofit?**
 - How do we define a “major” gift donor? How much money are we talking about?
 - What’s most important to major donors?
 - How do major donors discern the financial health of a nonprofit?
 - What’s important to donors when it comes to efficiency ratios, revenue & expense trends, & evidence of financial stability?
How much is “too rich to give to” & “too poor to give to” ?
 - How much in operating reserve should a nonprofit have? Too rich/too poor?
 - If a nonprofit has an endowment, do donors see that as ‘too rich’, so they won’t give?
- **What should the Board pay attention to in a nonprofit’s annual audit & IRS 990 filing?**
 - What should Boards focus on?
 - What do donors look for in our IRS990 filings, especially online at GuideStar by Candid?
 - How can we monitor, correct, and improve our nonprofit’s GuideStar by Candid data?



According to Giving USA, total giving was \$499.33 billion in 2022. (10.5% decline from 2021 when adjusted for inflation)



Where did the generosity come from?

Contributions by source

By percentage of the total

64% \$319.04 billion

Giving by Individuals

↓ declined by 6.4% over 2021

21% \$105.21 billion

Giving by Foundations

↑ increased 2.5% over 2021

9% \$45.60 billion

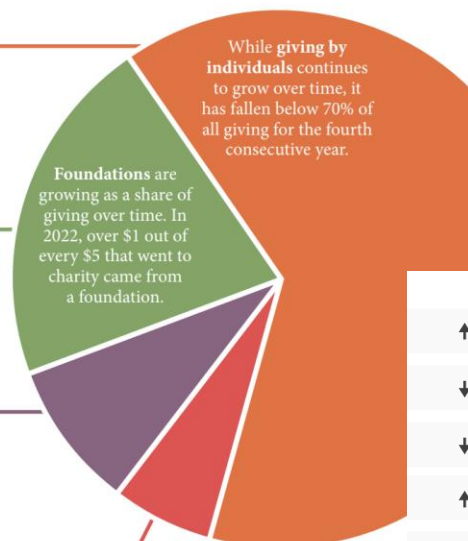
Giving by Bequest

↑ increased 2.3% over 2021

6% \$21.08 billion

Giving by Corporations

↑ increased 3.4% over 2021



*All figures on this infographic are reported in current dollars unless otherwise noted. Inflation was especially high in 2022, at 8.0%, and results may differ when adjusted for inflation. Learn more in the chapters.

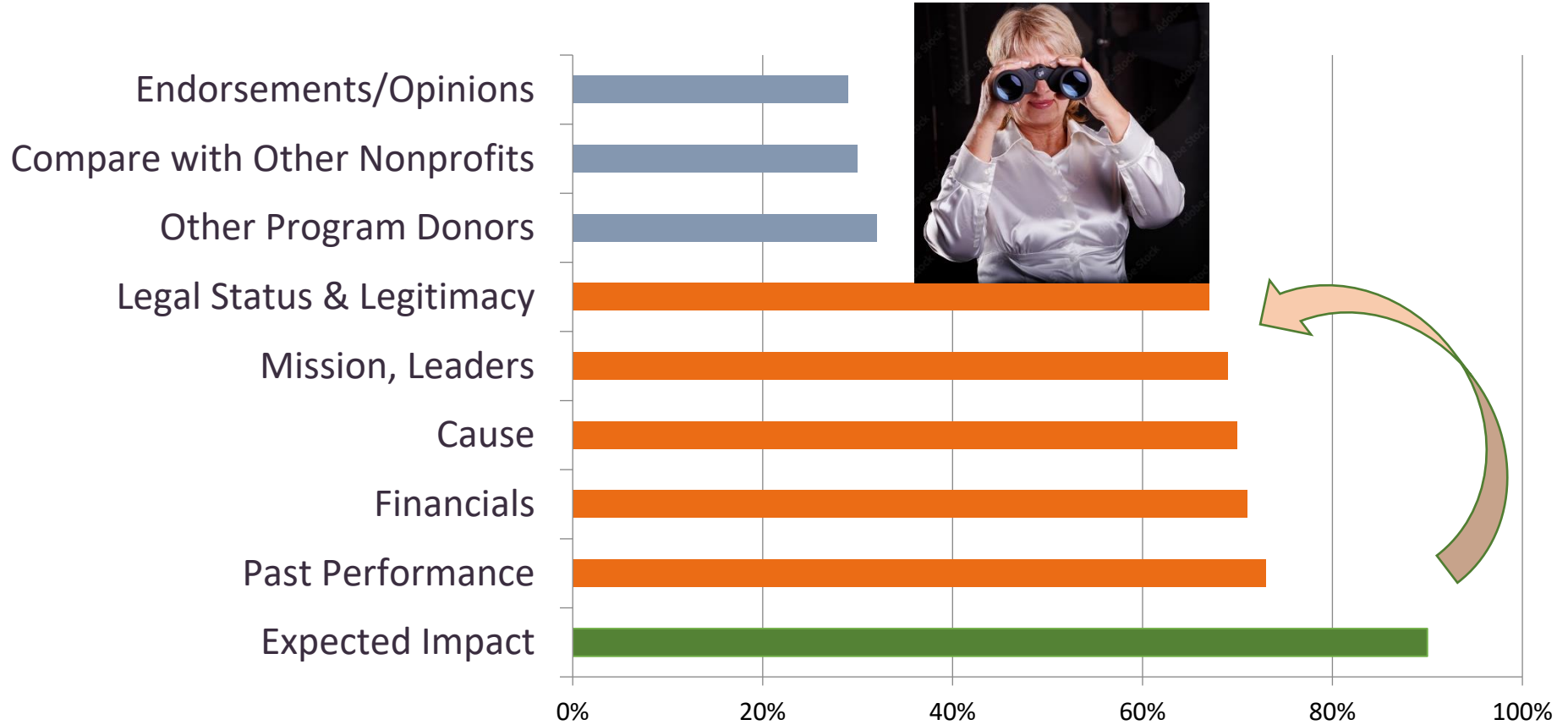
Where did the gifts go?

percentage of the total contributions*



change in comparison to total raised in 2021

WHAT DO MAJOR DONORS LOOK AT WHEN CONSIDERING A GIFT?



@50% of major donors admit they really don't know how nonprofits use their money.

<https://learn.guidestar.org/give-to-charity/money-for-good>

WHAT DO MAJOR DONORS LOOK AT WHEN CONSIDERING A GIFT?



Level 1: Basic Compliance 501 (c) (3) in good standing

Level 2: Performance*

- **Constituents served**
- **Organizational mission, vision, major programs**
- **Performance track record, evaluation & outcomes**
- **Relationships, partners & networks**
- **Governance & executive leadership**
- **External communications**
- **Financial health**



*Sources:

Site Visits

Media/PR/Communications

Community & Nonprofit Sector Feedback

Audit – IRS 990 - GuideStar

KEY INTERNAL FINANCIAL CONTROLS



What checks and balances will prevent unauthorized spending and fraud?
 Evaluate checks and balances by testing whether procedures are followed.

	Met	Exception	Notes
SPENDING LIMITS			
Checks ≥ \$xx,000 have double signatures			
EFT/ACH transactions signed by authorized signers			
ACH transfer matches bank routing number and account number. Crosscheck originating documents to ensure accounts and amount debited match partner agency accounts			
SEPARATION OF DUTIES			
Check Signer/EFT initiator cannot be Payee			
PROPER DOCUMENTATION			
Investigate unusual transactions			
Choose five invoices - trace & verify			
Available supporting documents attached			
Invoice/payment reasonable and accurate			
Goods/services have been received			
Approved and initialed/signed by authorized bank signer(s)			
Payment appropriate if no invoice/receipt exists			
Items posted to proper expense account			
Challenge alterations/white-out			
Reconciliation and recordkeeping consistent			
Bank accounts reconciled monthly, irrespective of absence of transactions			
Bank statements signed by opener			
Any checks outstanding > three months			
Voided checks kept on file			
Pre-numbered checks used in sequence and location known			
Account balances reconcile with financial reports			
PHYSICAL PROTECTION OF ASSETS			
Storage of checks and credit card information secure			
TAX FILING/FINANCIAL REPORTING			
Payroll tax filing timely: local, state & federal agencies			



AUDIT CHECKLIST



Consider: How engaged is the board? How is diligence demonstrated?

IRS view of “presumption of reasonableness” re: compensation policy

Minutes for all committees kept on file

YEARLY ESSENTIAL

	Met	Needs Work
FEDERAL REQUIREMENTS		
Compliance with IRS requirements to maintain exempt status		
No private inurement		
No political lobbying/campaigning		
Provide disclosure of financial information upon request (IRS 990 & tax exemption letter)		
Provide substantiation for charitable contributions with federal tax disclosure		
File IRS Form 990 by due date: 15 th day of fifth month after close of fiscal year; may file extension		
Ø Expenses properly allocated between management & general, fundraising & program		
Ø Form 990 signed before filing (common filing error)		
Ø Persons employed as contractors meet federal requirements. Form W-9 filed		
1099s issued as required		
Ø Compliance with USA PATRIOT Act of 2001		
Documentation kept on file		
Ø Compliance with payroll withholding tax laws		
Ø Written Policies for: Code of Ethics & Conflict of Interest Disclosures for board and personnel		
Whistleblower Protection for personnel		
PENNSYLVANIA REQUIREMENTS		
Compliance with Pennsylvania’s requirements for charitable organizations		
Ø Bureau of Charitable Organizations registration filed yearly by deadline		
Ø On every printed solicitation, written confirmation, receipt and reminder of contribution, the following statement must be conspicuously printed verbatim: “The official registration and financial information of <u> NPO </u> may be obtained from the PA Department of State by calling toll free, within PA, 1 (800) 732-0999. Registration does not imply endorsement.”		
Ø Includes the following disclosures at point of solicitation:		
Legal name as registered and location		
Full, fair description of charitable purpose(s) & source of available written information		



AUDIT CHECKLIST, p.2



OPERATIONS

	Met	Needs Work
Ø Follows accounting practices which conform to accepted standards, including use of accrual basis		
Ø Annual operating budget including income and expenditure developed		
Budget reviewed and approved by board		
Budget adjusted to changes during year		
Income & expenditures compared against budget at regular, frequent intervals		
Ø Suitable insurance coverage to ensure appropriate levels and types in place		
Coverage periodically reviewed		
Employees, board, volunteers handling funds bonded to help assure safeguarding of assets		
Ø Safeguards for computerized data and software		
Credit card account (donors) storage		
Where are backups?		

INCOME/EXPENDITURES

	Met	Needs Work
Ø Funds deposited promptly into organization's bank account		
Ø Regular reconciliations against receivables		
Ø Written policy regarding write-off of receivables		
Ø Monies used for express purpose received		
Ø Expenditures tracked in open and transparent manner		
Ø Monies deposited in bank in secure manner		

AUDITOR

	Met	Needs Work
Ø Board responsible to solicit bids, interview auditors, and hire an auditor		
Ø Annual, independent audit of financial statements by certified public accountant		
Ø Conflict of interest between audit firm and organization: any non-audit services?		
Ø Audit-firm lead partners rotated when deemed necessary		
Ø Auditor meet with board without a member of management present		
Ø Auditor submits management letter with recommendations to improve financial operations		
Ø Board reviews and approves IRS 990, audit, and management letter		
Ø Board & staff institute any necessary changes		
Ø Audit or annual report with financial statements available to anyone interested		



AUDIT CHECKLIST, p.3



YEARLY RECOMMENDED, con't

OPERATIONS	Met	Needs Work
Ø All donations acknowledged by written receipt		
Ø Mail opened at earliest opportunity and donation receipt recorded immediately		
Ø Cash payments kept to a minimum or nonexistent		
Ø Record keeping sufficient to show receipt and cost accurately		
Ø Is there a register for all bank accounts?		
Ø Bank accounts in the name of organization and not individuals		
Ø Are credit cards held? What are limits and who is authorized to use them?		
Ø Donations for restricted funds properly recorded and held for intended purpose		
Ø Adequate system of internal control; monitored effectively?		
RECORDS	Met	Needs Work
Ø Donor records kept as basis for donor acknowledgments for contributions		
Ø If goods or services provided, receipt informs donor of federal tax implication		
BUDGET	Met	Needs Work
Ø Cash flow forecasts prepared for year and updated at regular, frequent intervals		
Ø Document staff time to allocate management/general, fundraising & program expenses		
POLICY	Met	Needs Work
Ø Written investment policy		
Ø Written fiscal policy and procedures manual		
Is policy followed?		
Includes never signing blank checks		
Authority levels to place orders over a certain amount		
Ø Written document-retention policy		
Includes electronic files and voicemail		
Ø Established plan identifying actions in event of funding reduction/loss		
Ø Documented internal controls, ie: handling cash & deposits, approval of spending & disbursements		
Ø Reserve to cover at least three months of operating expenses policy agreement?		



AUDIT CHECKLIST, p.4



YEARLY RECOMMENDED, con't

FIXED ASSETS

Met Needs Work

- Ø Review of fixed assets schedule and depreciation
- Ø Detailed records of property and equipment
 - Includes date acquired, description, cost or FMV at date of acquisition
- Ø Physical inventory taken year-end
- Ø Has property/equipment been reconciled to insurance coverage?
- Ø Are capital needs are reviewed at least annually and priorities established?

EMPLOYEES/PERSONNEL

Met Needs Work

- Ø Staff has current contracts, if applicable, and written job description
- Ø Staff policies/procedures, including grievance procedure, in place & up-to-date
- Ø Personnel files maintained; kept separately from wage records and secured
 - W-4, performance appraisals, Immigration I-9 form
- Ø Staff paid by check or funds transfer
- Ø Wage/salary increases properly authorized and documented in employee file/folder

ADDITIONAL TO STRENGTHEN ORGANIZATIONAL ACTIVITIES

- Training for board and staff on relevant topics; all encouraged to participate
- Organizations with cash handling, petty cash account, or debt (mortgages or notes) require further audit checks



WHY IS AN IRS 990 IMPORTANT TO THE BOARD?



1. **What** is an IRS 990?
2. What is the **Board's responsibility** for the 990?
3. What **information** is contained in the 990?
4. What **changes** can the nonprofit organization make as a result of the information contained in the 990?
5. **Where** is our nonprofit organization's 990?
6. **Who uses** the 990? For what?
7. What do **donors** look for in our 990, especially online?
8. How does **GuideStar** by Candid get our 990?
Why does GuideStar **post** our 990 online?
Can **anyone** see our 990 online at GuideStar?
9. How can we monitor, correct & improve our nonprofit's **GuideStar data** online?
<https://www.GuideStar.org/>

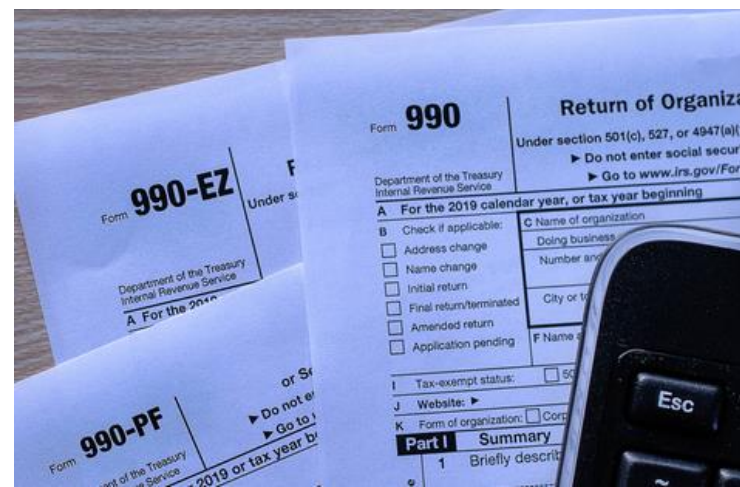




IRS FORM 990 AREAS

How does it relate to the audit?
What is the IRS 990 used for?
What is the Board's responsibility for 990 contents & filing?

- **Program Service Accomplishments**
 - Defines the mission of the nonprofit organization and its impact
- **Reporting on Key Managers and Compensation**
 - Allows for comparison of similar npos' salary and compensation levels
- **Governance Reporting and Policies**
 - Defines what policies are required, and how they should be documented.
Answers the IRS definition of **good governance**
- **Disclosures – 990 Schedules**
 - Sch A – Describes how the npo is **tax exempt** and verifies **public support %** over time
 - Sch B - List of contributors (names blocked out) indicates diverse community support
 - Sch D - Detail of financial information, reconciling between the 990 and financial statements
 - Other schedules - Grants, non-cash contributions
- **Financial Information**
 - Overall: use historical information to identify trends & plan for future operations
 - Revenue Sources
 - Functional Expenses
 - Balance Sheet





IRS Form 990: Nonprofit Primer



Part X—Balance Sheet

How financially stable is the nonprofit?

- Is an adequate (or excessive?) proportion of cash (line 1) being kept in non-interest bearing accounts?
- Are resources being diverted from program service activities to related party loans (lines 5 and 6)?
- Is oversight being exercised over related party loans to ensure adequate collateral, interest, timely repayment, etc.?
- Are notes and loans receivable (line 7) adequately collateralized and monitored for timely repayment?
- Does an increase, if any, in accounts payable or accrued expenses (line 17) during the year suggest potential cash flow problems?

Part XII—Financial Statements and Reporting

Explains the level of involvement by an independent accountant.

Explains the reporting required for any audits required for nonprofits that receive federal grants under the Single Audit Act and OMB Circular A-133.

- If the nonprofit does not have an independent audit (line 2b), are its financial resources sufficiently large to make an independent audit prudent?
- If audited, do the auditors report to the group responsible for overseeing the financial reporting process (such as an audit or finance committee or a governing board)?

Schedule A—Public Charity Status and Public Support

Indicates a nonprofit’s reason for public charity status (i.e., why it is not a private foundation) and to provide the IRS with detailed information about its sources of financial support.

- Does the data (Part II Section C or Part III Sections C and D) indicate that the organization is in danger of being tipped into private foundation status, rather than remaining a public charity?

Schedule C—Political Campaign and Lobbying Activities

501(c)(3) nonprofits are prohibited from participating in a political campaign & are subject to limitations on their lobbying activities.

They can, however, advocate.

- If exempt under Section 501(c)(3), are policies followed to prevent participation in a political campaign that could jeopardize tax-exempt status?
- If the nonprofit is a Section 501(c)(3) entity that is eligible to make the lobbying expenditure election but has not, should it do so to minimize the likelihood that exempt status will be lost because of excessive lobbying (see Part II-A)?

Schedule J—Compensation Information

The compensation information required in Schedule J is much more detailed than that required in Form 990 Part VII. Review Schedule J to discern evidence of waste, extravagance and financial abuse.

- If any box on line 1a is checked, is the economic benefit warranted or should it be re-examined?
- Does the nonprofit require strict accountability for expense reimbursements to prevent abuse (lines 1b and 2)?
- Is the nonprofit setting compensation based on one or more methods indicated by the box descriptions for line 3? (Note: The more boxes, the better.)
- If any of the questions on lines 4 through 8 are answered “Yes,” do the indicated transactions suggest that changes should be made in non-fixed compensation arrangements to avoid windfall payouts?

Schedule L—Transactions with Interested Persons

Financial arrangements between the nonprofit and disqualified persons or other interested persons.

- Did the organization consider all direct or indirect transactions or relationships that may require disclosure? (See Part IV questions 25 through 28.)
- Are business transactions with interested persons fully disclosed, including the amount, nature of the transaction, and relationship with the nonprofit, management and board?

Schedule O—Supplemental Information

Is the 990 review process fully described?

- Does the nonprofit describe how public documents (Forms 990, 990-T, if applicable, and 1023) are made available for public inspection (website, office, GuideStar, etc.)?



This document supports the marketing of professional services by Grant Thornton LLP. It is not written tax advice directed at the particular facts and circumstances of any person. Persons interested in the subject of this document should contact Grant Thornton or their tax advisor to discuss the potential application of this subject matter to their particular facts and circumstances. Nothing herein shall be construed as imposing a limitation on any person from disclosing the tax treatment or tax structure of any matter addressed. To the extent this document may be considered written tax advice, in accordance with applicable professional regulations, unless expressly stated otherwise, any written advice contained in, forwarded with, or attached to this document is not intended or written by Grant Thornton LLP to be used, and cannot be used, by any person for the purpose of avoiding any penalties that may be imposed under the Internal Revenue Code.



TRANSPARENCY: EACH NONPROFIT'S IRS 990 DATA IS ONLINE

<https://www.GuideStar.org/>



Where Do Donors See & Use GuideStar Nonprofit Profile Info?

- ❑ Facebook JustGive Network for Good VolunteerMatch Salesforce.org
- ❑ All major U.S.-based donor-advised funds, such as Vanguard, Fidelity Charitable, etc.
 - ❑ 70,000+ private foundations
 - ❑ 800+ community foundations



Financials



WEST CHESTER AREA SENIOR CENTER
 Fiscal year: Jul 01 - Jun 30

✓ Yes, financials were audited by an independent accountant 1

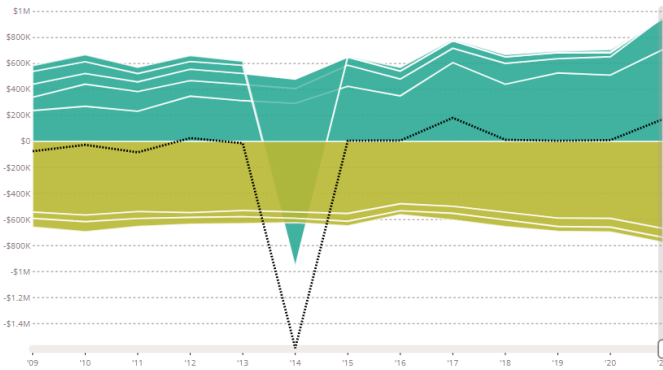
Revenue vs. expenses: 2021 breakdown

SOURCE: IRS Form 990 1

NET GAIN/LOSS: \$172,071 in 2021

Total revenue:	\$947,688
Contributions:	\$708,553
Gov't grants:	\$245,202
Program services:	\$2,750
Investments:	\$4,516
Special events:	-\$18,127
Sales:	\$0
Other:	\$4,794

Total expenses:	\$775,617
Program services:	\$667,915
Administration:	\$68,493
Fundraising:	\$39,209



Note: When component data are not available, the graph displays the total Revenue and/or Expense values.



Liquidity in 2021 1

SOURCE: IRS Form 990

4.91

Average of 13.04 over 10 years

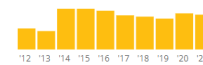


Months of cash in 2021 1

SOURCE: IRS Form 990

8.9

Average of 8.5 over 10 years



Fringe rate in 2021 1

SOURCE: IRS Form 990

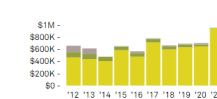
25%

Average of 27% over 10 years



Funding sources 1

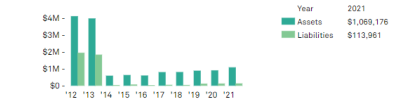
Source: IRS Form 990



- Contributions, Gifts, Grants
- Program Service Revenue
- Other: Investments, rents, fundraising
- Miscellaneous

Assets & liabilities 1

Source: IRS Form 990





**WEST CHESTER AREA
SENIOR CENTER**
Financial trends analysis

Fiscal Year: Jul 01 - Jun 30
SOURCE: IRS Form 990

This snapshot of WEST CHESTER AREA SENIOR CENTER's financial trends applies Nonprofit Finance Fund® analysis to data hosted by GuideStar. While it highlights the data that matter most, remember that context is key – numbers only tell part of any story.



Fiscal year: Jul 01 - Jun 30

[View full report](#) [Download data](#)

Business model indicators

	2017	2018	2019	2020	2021
Profitability					
Unrestricted surplus (deficit) before depreciation	\$212,484	-\$34,876	\$39,428	\$14,129	\$195,463
As % of expenses	35.7%	-5.4%	5.8%	2.1%	26.0%
Unrestricted surplus (deficit) after depreciation	\$203,617	-\$48,688	\$29,541	-\$6,516	\$172,248
As % of expenses	33.7%	-7.4%	4.3%	-0.9%	22.2%
Revenue composition					
Total revenue (unrestricted & restricted)	\$785,796	\$668,804	\$696,153	\$706,235	\$947,688
Total revenue, % change over prior year	37.9%	-14.9%	4.1%	1.4%	34.2%
Program services revenue	7.4%	7.5%	6.6%	4.1%	0.3%
Membership dues	2.4%	2.6%	2.7%	1.6%	0.1%
Investment income	0.1%	0.1%	0.1%	0.5%	0.1%
Government grants	14.0%	23.9%	15.8%	20.1%	25.9%
All other grants and contributions	76.2%	65.9%	74.8%	73.1%	72.8%
Other revenue	0.0%	0.0%	0.1%	0.6%	0.9%
Expense composition					
Total expenses before depreciation	\$594,584	\$641,346	\$680,806	\$674,612	\$752,402
Total expenses, % change over prior year	6.4%	7.9%	6.2%	-0.9%	11.5%
Personnel	36.1%	39.4%	44.5%	43.2%	41.5%
Professional fees	16.5%	15.3%	10.6%	10.9%	5.8%
Occupancy	21.1%	19.4%	19.1%	21.0%	18.8%
Interest	0.0%	0.0%	0.0%	0.0%	0.0%
Pass-through	0.0%	0.0%	0.0%	0.0%	0.0%
All other expenses	26.4%	26.0%	25.9%	24.9%	33.9%
Full cost components (estimated)					
	2017	2018	2019	2020	2021
Total expenses (after depreciation)	\$603,451	\$655,158	\$690,693	\$695,257	\$775,617
One month of savings	\$49,549	\$53,446	\$56,734	\$56,218	\$62,700
Debt principal payment	\$0	\$0	\$0	\$0	\$66,657
Fixed asset additions	\$255,794	\$0	\$87,076	\$0	\$166,610
Total full costs (estimated)	\$908,794	\$708,604	\$834,503	\$751,475	\$1,071,584



Peer Analysis
5 Senior Centers
Chester County

Look up your own npo
 & compare to others
<https://www.GuideStar.org/info@chescofc.org> Lincoln28\$



GuideStar Peer Analysis/Business Model Indicators

No. of orgs Date Created

Cohort: **ChesCo Senior Centers**

1,338

9/12/2022

Profitability	Oxford	Kennett	West Chester	Phoenixville	Coatesville	Peer Median	Cohort Median
Unrestricted surplus (deficit) before depreciation	(\$40,999)	\$154,961	\$195,463	\$315,958	\$14,467	\$154,961	\$38,781
As a % of expenses	-6.2%	47.0%	26.0%	53.8%	4.0%	26.0%	7.7%
Unrestricted surplus (deficit) after depreciation	(\$76,945)	\$117,825	\$172,248	\$282,308	(\$28,899)	\$117,825	\$19,823
As a % of expenses	-11.0%	32.1%	22.2%	45.5%	-7.1%	22.2%	3.6%

Revenue Composition	Oxford	Kennett	West Chester	Phoenixville	Coatesville	Peer Median	Cohort Median
Total revenue (unrestricted & restricted)	\$887,862	\$460,645	\$947,688	\$859,299	\$414,842	\$714,067	\$5,020,425
Total revenue, % change over prior year	84.6%	-21.3%	34.2%	30.9%	43.0%	34.3%	546.5%
Program services revenue	0.5%	5.1%	0.3%	5.3%	3.3%	2.9%	27.8%
Membership dues	0.0%	0.0%	0.1%	0.8%	0.9%	0.4%	1.3%
Investment income	0.7%	2.7%	0.1%	1.1%	0.1%	0.9%	2.7%
Government grants	10.2%	42.4%	25.9%	47.7%	41.3%	33.5%	31.2%
All other grants and contributions	81.2%	46.8%	72.8%	45.1%	53.1%	59.8%	30.4%
Other revenue	7.4%	3.0%	0.9%	0.0%	1.3%	2.5%	5.2%

Expense Composition	Oxford	Kennett	West Chester	Phoenixville	Coatesville	Peer Median	Cohort Median
Total expenses before depreciation	\$665,281	\$329,583	\$752,402	\$587,216	\$362,154	\$539,327	\$4,584,567
Total expenses, % change over prior year	26.3%	-32.6%	11.5%	-4.6%	-4.4%	-0.8%	105.1%
Personnel	53.8%	46.5%	41.5%	46.3%	63.5%	50.3%	47.7%
Professional Fees	4.1%	15.7%	5.8%	1.9%	6.7%	6.8%	7.4%
Occupancy	3.4%	6.3%	18.8%	8.1%	11.9%	9.7%	8.6%
Interest	0.1%	0.0%	0.0%	0.0%	0.0%	0.0%	0.9%
Pass-Through	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	4.0%
All other expenses	38.6%	31.5%	33.9%	44.4%	17.9%	33.3%	30.9%

Capital Structure Indicators	Oxford	Kennett	West Chester	Phoenixville	Coatesville	Peer Median	Cohort Median
Liquidity							
Months of cash	4.0	11.2	8.9	3.4	7.2	7.2	4.3
Months of cash and investments	8.4	31.3	8.9	7.3	7.2	8.4	6.2
Months of est liquid unrestricted net assets	8.4	14.3	5.9	2.8	4.8	5.9	5.1

Balance Sheet Composition	Oxford	Kennett	West Chester	Phoenixville	Coatesville	Peer Median	Cohort Median
Cash	\$222,026	\$307,833	\$559,840	\$166,986	\$216,231	\$222,026	\$198,045
Investments	\$244,643	\$552,069	\$0	\$191,104	\$0	\$191,104	\$0
Receivables	\$221,802	\$24,305	\$19,500	\$18,665	\$2,667	\$19,500	\$12,555
Gross land, buildings and equipment (LBE)	\$1,275,459	\$1,794,640	\$664,333	\$1,276,328	\$1,363,772	\$1,276,328	\$491,522
Accumulated depreciation (% of LBE)	61.8%	60.1%	27.4%	60.2%	12.3%	60.1%	49.2%
Liabilities (as % of assets)	7.3%	2.3%	10.7%	7.1%	2.2%	7.1%	7.2%
Unrestricted net assets	\$873,683	\$1,091,325	\$855,500	\$644,499	\$1,341,219	\$873,683	\$401,850
Temporarily restricted net assets	N/A	N/A	N/A	N/A	N/A	N/A	\$0
Permanently restricted net assets	N/A	N/A	N/A	N/A	N/A	N/A	\$0
Total restricted net assets	\$241,125	\$480,983	\$99,715	\$182,405	\$42,670	\$182,405	\$0
Total net assets	\$1,114,808	\$1,572,308	\$955,215	\$826,904	\$1,383,889	\$1,114,808	\$623,372

Name	Location	Recent FYE	Subject Area
Oxford Area Neighborhood Services Center Inc	1 OXFORD, PA	6/30/2020	Human services, Basic and emergency aid, Food aid
Kennett Area Senior Center	2 Kennett Square, PA	6/30/2021	Senior services
WEST CHESTER AREA SENIOR CENTER	3 West Chester, PA	6/30/2021	Human services, Special population support, Senior services
SENIOR ADULT ACTIVITY CENTER OF THE PHOENIXVILLE AREA	4 Phoenixville, PA	6/30/2020	Senior services
Brandywine Valley Active Aging	5 COATESVILLE, PA	6/30/2020	Senior services

Copyright © 2022, GuideStar USA, Inc. All rights reserved.



WRAP-UP: KEY TAKE AWAYS



- What do major donors look for when considering a major gift to a nonprofit?

- What should the Board pay attention to in a nonprofit's annual audit & IRS 990 filing?

TO DO:

Go online. Look up your own npo & compare to others

<https://www.GuideStar.org/>
info@chescocf.org Lincoln28\$

