Year-End 2020 Health of the Sector Survey

Below is some basic information that we recommend you gather in advance to help you complete the survey more quickly.

General information on revenue sources – approximate percentages (ranges provided) on how they have been affected since March 2020, and how you anticipate they might be affected in 2021:

- Fees for service/earned revenue
- Government grants/contracts
- Foundation grants
- Corporate grants/sponsorships
- Special event revenue
- Individual giving (not related to special events)
- Other

Finances

- Approximate decrease in revenue since the start of the pandemic (dollar value and percentage of total annual revenue)
- Approximate increase in expenses since the start of the pandemic (dollar value and percentage of total annual expenses)

Clients/services:

- Approximate decrease in clients served at your organization due to COVID-19 (number and percentage of total annual client base)
- Approximate increase in new clients you are serving at your organization (number and percentage of total annual client base)

Staffing

- New staff hired to meet increased demand (number and percentage of your total staff)
- Number of staff layoffs and/or furloughs to date (number and percentage of your total staff)
- Anticipated number of staff layoffs and/or furloughs within the first half of 2021 (number and percentage of your total staff)