



SAN ANTONIO CHAMBER
OF COMMERCE



San Antonio Area Foundation
Where Giving and Community Connect

Nonprofit Economic Impact Study

STUDY CONDUCTED BY

Richard V. Butler, Ph.D. &
Mary E. Stefl, Ph.D.
Trinity University



Why Do Nonprofit Organizations Matter?

The nonprofit sector is an important industry in Bexar County. It employs tens of thousands of San Antonians and infuses billions of dollars into the local economy. But the significance of nonprofits goes well beyond dollars and cents. Indeed, nonprofit organizations are considered by many to be the *heart of the community*. Nonprofit organizations work across multiple sectors to meet vital community needs and enhance the quality of life for *all*.

The ongoing public health crisis and the call for racial justice has truly unveiled the central role the nonprofit sector plays in stabilizing our economy and the critical role this sector will continue playing during the recovery.

Nonprofits are *trusted* organizations that have a unique ability to serve as *connective tissue* in the community by leveraging resources to build collaborations between private-public entities, professionals and volunteers to work together toward the common good. Among other key roles, nonprofits educate, shelter, feed, heal, develop leaders and inspire – all while driving economic growth.

Nonprofits are led by passionate professionals who are experts and leaders in their fields. They are also employers and revenue generators. Nonprofits stand shoulder to shoulder with other industries and contribute to the economic strength of their communities at the local, state and national levels.

National Impact

Nationally, nonprofits are the **3rd largest** providers of workforce and payroll in the U.S.

2020 John Hopkins Center for Civil Studies Report

Texas Impact

1 in 8 Texas jobs are tied to the nonprofit sector.

Nonprofit employment in Texas **grew 29%** between 2007 and 2017.

Built for Texas Report 2019

Highlights

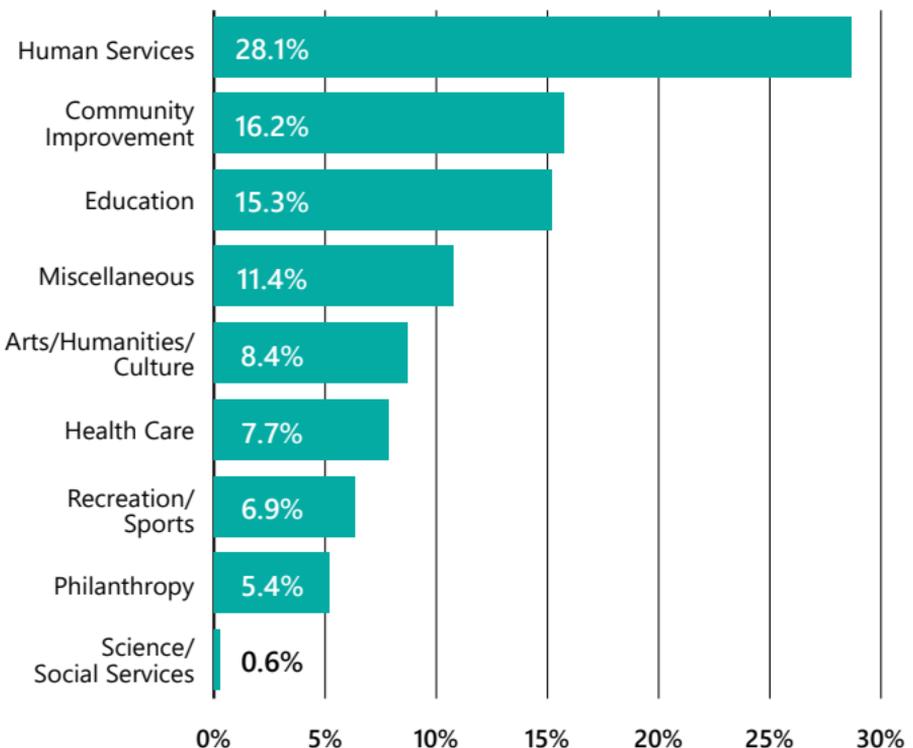
Bexar County nonprofit organizations offer a double bottom line by providing both a **positive social impact** with services, goods, and resources to meet our community's most critical needs and a **financial impact** – serving as a powerful force in the San Antonio-area economy.

- Their revenues and expenditures of **\$6 billion** make them, as a group, one of the region's largest industries.
- They employ nearly **68,000** San Antonians (approximately **7% of the San Antonio metropolitan area labor force**) and pay them **\$2.5 billion** per year.
- They are also very broad in scope. Nonprofits provide San Antonians with everything from human services to the arts to recreation and sports.

The Nonprofit Industry in Bexar County

Bexar County nonprofits are involved in nearly every facet of community life. About 60% of them are in the Human Services, Community Improvement and Education sectors.

Nonprofit Organizations by Sector

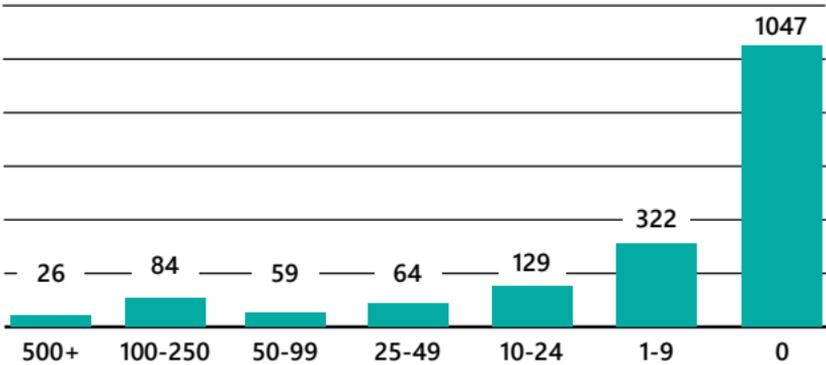


Bexar County Nonprofits are Both Large and Small

Most Bexar County nonprofits are small organizations. In fact, nearly **80% have fewer than 10 employees**.

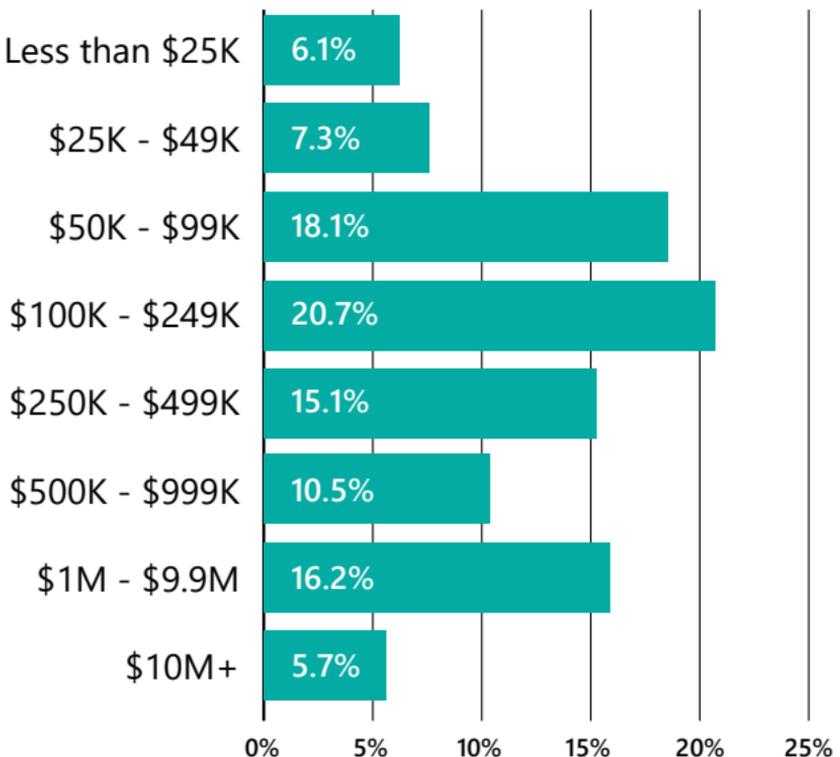
However, there are **26 nonprofit organizations that employ more than 500 people**. Most of these are in the education and healthcare sectors.

Employees in Nonprofit Organizations



The range of annual revenues is correspondingly large. More than half of Bexar County nonprofits have revenues less than \$250,000. At the other end of the scale, there are 99 Bexar County nonprofits with revenues in excess of \$10 million. Ten large organizations generate revenue of more than \$100 million.

Nonprofit Organizations by Revenue



Most Nonprofits are Charitable or Educational Institutions

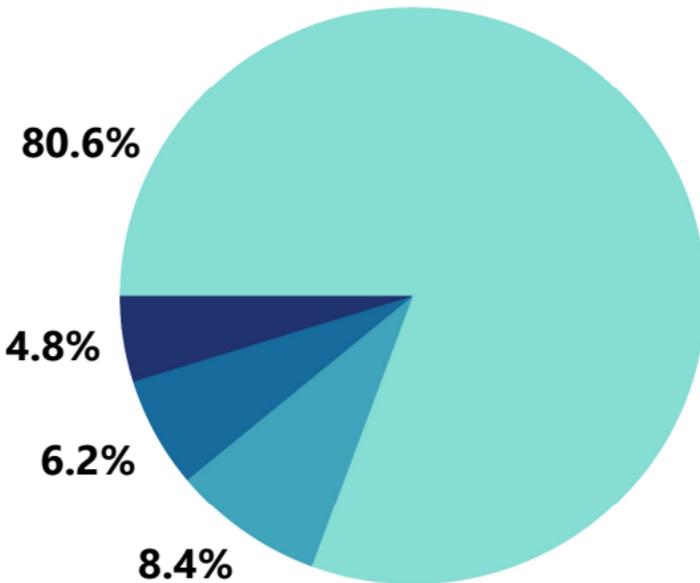
The Internal Revenue Service (IRS) recognizes 29 different varieties of nonprofit businesses.

Those classified by the IRS as 501(c)3 organizations, nonprofits with charitable, religious, or educational missions, make up more than 80% of Bexar County nonprofits.

In addition, Bexar County is home to numerous 501(c)6s, including business leagues and chambers of commerce, and 501(c)4s, including civic leagues and social welfare organizations. Other nonprofits in the region include veterans' organizations, religious organizations other than houses of worship, life insurance associations, and many others.

Note that churches, synagogues, mosques, etc. are not included in this study, since they do not file returns with the Internal Revenue Service.

Category of Nonprofit Organization



- C3 Charitable (80.6%)
- C4 Civic Leagues (4.8%)
- C6 Chambers, etc. (6.2%)
- All Others (8.4%)

The Community Impact of our Current Times

COVID-19 unfortunately has only exacerbated the preexisting needs in San Antonio that are often split along racial lines. As a result, these times have catapulted the role of the nonprofit sector to both stabilize the economy and create space for an equitable economic recovery. Nonprofits are simultaneously being called on to drastically increase their aid to meet the needs of families by providing basic needs such as hygiene items, food, and shelter through new modalities, while experiencing significant loss of income/revenue with cancelled fundraising events and drastic changes in their staffing models. Organizations are making tough decisions that will impact their ability to serve – which will impact us all. Investment in this sector will be critical as we look ahead.

Additionally, Nonprofit organizations are using this opportunity to advocate for systemic change that created these preexisting needs by shining a light on the conditions of our community that have been traditionally overlooked. Leaders are identifying needs, working to find innovative solutions and driving change.



The Catalytic Role of the Nonprofit Sector to Rebuild for Resiliency

This inaugural report underscores that the nonprofit sector stands shoulder to shoulder with other industries in serving as not only as an economic driver but also as a social impact driver. This sector will be at the center of our economic recovery.

As trusted members of our community with a unique ability to serve as a crucial partner, the nonprofit sector can bridge private-public partnerships, engage professionals and inspire volunteers – bringing out the best of San Antonio and what makes our city stand out from other communities. *Our collective care for and understanding of the power of the nonprofit sector will shape our city's future – to rebuild for resiliency and to imagine and create a new economic reality that creates space for all.*

ABOUT THE STUDY

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It establishes a Baseline

This study was funded by the San Antonio Area Foundation and co-developed with the San Antonio Chamber of Commerce, Family Service Association, the Nonprofit Council, and United Way of San Antonio and Bexar County.

The study is intended to establish a baseline for measuring the impact of nonprofits in Bexar County. It is the most comprehensive examination of the county's nonprofit industry ever attempted.

The sponsors intend to repeat the study biennially to track the evolution and growth of the local nonprofit industry.

Which Nonprofits are Included?

At the outset, the investigators acquired the Tax-Exempt World list of Bexar County nonprofit organizations. This list included more than 12,000 entities. However, the only comprehensive source of reliable data for nonprofits is the Forms 990 they file with the Internal Revenue Service. More than 3,000 organizations that had filed Forms 990 according to Tax Exempt World were extracted from the master file.

Many small organizations either didn't file a 990 or were sufficiently small (gross revenues of less than \$50,000) that they were only required to file a Form 990-N, a postcard form that requires only identifying information and confirmation that gross receipts were less than \$50,000.

Researchers then removed all the organizations that were not in Bexar County, filed only 990-N's or for which the latest 990 available was for a year prior to 2015. That left a sample of 1,731 nonprofits for which reasonably current data was available.

Data Obtained

This study incorporates data from three different versions of Form 990:

Form 990 for organizations with gross receipts of at least \$200,000 or total assets of at least \$500,000. Organizations filing Form 990 must report (among many other things) gross receipts, total expenses, employee compensation and the number of employees.

Form 990-EZ may be filed by organizations with gross receipts less than \$200,000 and total assets less than \$500,000. Form 990-EZ includes all the items listed above except for the number of employees.

Form 990-PF for private foundations. The data available from it is the same as that found on Form 990-EZ.

Obtaining the Forms 990

The study team consulted a number of sources to access the Forms 990 filed by 1,731 organizations in the sample. These included:

- The IRS website
- GuideStar
- Charity Navigator
- Economic Research Institute
- Candid.org

How Current is the Data?

The most recent 990's available were for 2018. The database includes the most recent filing for each organization, which could have been for 2015, 2016, 2017 or 2018. [92% were from 2017 or 2018.] Thus, the study presents a snapshot of the nonprofit industry as it was well prior to the COVID-19 pandemic, which will surely reshape the nonprofit landscape. It will not be possible to collect comparable data that includes 2020 until 2022 at the earliest.

Caveats

The estimates presented in this study are very conservative, since some of the relevant information was not available. Specifically, the following are not included:

- Employment data for organizations filing Form 990-EZ.
- All organizations filing Form 990-N or not filing a return.
- Organizations for which a 2015 or later 990 could not be found.
- Churches and other houses of worship. Though they are organized as nonprofits, they don't file 990's.
- The number of volunteers. This data is included in Form 990 and will be collected in future studies.

SPOTTLIGHT

See the vast diversity and depth in Bexar County's nonprofit organizations.

Nonprofits Tied to or Housed National Organizations Based in San Antonio



SA Food Bank

\$150 million budget (inclusive of food/funds); \$29,000,000 budget. 250 employees. Serves 100,000 individuals a week.

The San Antonio Food Bank provides food to those in need. All donations are sorted at the Food Bank and prepared for distribution to a network of more than 500 partner agencies. The Food Bank's client service agencies span 16 counties in Southwest Texas to distribute perishable and non-perishable food items. Food and resources are distributed to children, families, seniors, and individuals in need.



YMCA

\$21 million budget. 924 employees. Serves 34,000 members and another 7500 program participants.

For over 140 years, the YMCA has been listening and responding to our community's most critical social needs, ensuring that everyone has the chance to learn, grow and thrive, regardless of age, income, ability, ethnicity or faith. The YMCA focuses on youth development, healthy living, and social responsibility, and incorporate core values of caring, honesty, respect, responsibility, and faith into all we do.

Stand Alone Nonprofits



Family Service Association

\$23 million budget. 400 employees. Serves 50,000 individuals annually.

Family Service provides programs and services to eliminate barriers in people's lives caused by the social determinants of health and adverse trauma; including financial counseling, early childhood education and youth education supports, behavioral health counseling, neighborhood supports, and social and community engagement.



National Association for Latino Community Asset Builders (NALCAB)

\$7 million budget with 32 employees.

NALCAB's mission is to strengthen the economy by advancing economic mobility in Latino communities through dramatically scaling the flow of public and private sector capital that responsibly meets the asset building needs and opportunities in the communities and families we serve. COVID19 efforts: \$2 million rapid response grants to over 100 nonprofit organizations, \$6.5 million in liquidity to nonprofit CDFI PPP lenders, resulting in emergency financial support to 319 businesses; connected 71 small businesses to over \$1 million in PPP loans.



The Nonprofit Council

\$477,000 revenue. 3 employees. Impacts more than 500 nonprofits in South Central Texas.

While its mission is to support, connect and strengthen the executive leadership of nonprofit organizations, The Nonprofit Council connects thousands of individual donors to hundreds of local nonprofits through the annual 24-hour online community giving day, the Big Give (TheBigGive.org). Since 2014 Big Give has helped over 1,000 local nonprofits connect with more than 242,000 individual donors and collectively raise in excess of \$30 million to support the critical services they provide our community.

Philanthropic Nonprofits Partners



San Antonio Area Foundation

\$169 million revenue. 61 employees. Over 700 nonprofits awarded. Over 2,400 nonprofits trained.

The San Antonio Area Foundation has served as the sole, designated community foundation for the San Antonio area for 56 years, growing to become one of the top 20 foundations in the nation based on asset size. The Area Foundation helps donors achieve their charitable goals, managing more than 500 charitable funds exceeding \$1 billion in assets. Coordinating efforts with numerous area nonprofits, the Area Foundation serves as a collaborative leader, connecting donors to address key community issues and investing in our future. Since 1964, over \$500 million in scholarships and grants have been awarded to enhance the quality of life in our region.



United Way of San Antonio
and Bexar County

United Way of San Antonio and Bexar County

\$58.2 million revenue. 94 employees. Impacts 631,232 individuals and families in our community.

United Way of San Antonio and Bexar County focuses on preparing children for school and life, helping students graduate and succeed, strengthening the well-being of individuals and families, and providing safety net services (food, clothing, shelter, and emergency care.) United Way also operates the 2-1-1 Help Line and fosters volunteerism through the Volunteer Center at United Way.

Education



Communities in Schools (CIS)

\$13 million in revenue. 203 employees. 7,881 case managed students.

For over 30 years Communities in Schools of San Antonio has been helping students achieve in school, graduate and go on to bright futures. The mission of CIS is to surround students with a community of support, empowering them to stay in school and achieve in life.



UP Partnership

\$1.8 million in revenue. 15 employees. Partner with nine of San Antonio school districts, serving over 350,000 students annually.

UP Partnership leads cradle-to-career collective impact efforts by working with 175 educational and community partners through four systems change networks (Excel Beyond the Bell, Our Tomorrow, My Brother's Keeper San Antonio, and Diplomás), to unlock San Antonio's potential and ensure every young person is ready for the future.

Healthcare



Bexar County Health Collaborative

\$975,000 in revenue. 8 employees. Serves 6754 individuals annually and partners with 75 organizations.

The Health Collaborative (THC) is the source for health data in Bexar County through the Community Health Assessment and Community Health improvement Plan, two data-driven communications used by hospital systems to plan their community health outreach and activities. In addition, THC has launched an innovative pay for outcomes program that uses Community Health Workers to identify, support and connect families social and clinical resources.

Human Services



Good Samaritan Community Services

\$3.8 million revenue. 65 employees.
Serves 2,841 individuals annually.

Good Samaritan Community Services (Good Sam) is a catalyst for change, supporting youth, individuals, and families by providing excellent community services to overcome economic poverty. These services include an early childhood program, a youth and teen program, and the only nationally accredited senior center in south Texas.

YWCA



\$2 million revenue. Serves just under 10,000 from its outreach to the Mexican Consulate, ENCOREplus breast health program, childcare, youth, and economic empowerment.

YWCA San Antonio is a racial justice and gender equity organization that provides services for women and their families to become self-sufficient and advocates for racial and gender equity. Services include childcare and early education programs, activities for youth/teens, economic and financial literacy and health and wellness.

Arts, Humanities, and Culture



Artpace

\$1.6 million in revenue. 15 employees.
250 artists in its residence program.

Artpace San Antonio is a residency program that supports regional, national, and international artists in the creation of new art. Since 1995, artists have come from across the world from Estonia to Australia, from Ecuador to Iran to make new artworks alongside artists living in the United States and Texas. For the past 25 years, Artpace's exhibitions have been admission free and open to everyone.



BIHL HAUS ARTS

Bihl Haus

\$482 thousand in revenue. 1 full-time employee. 3 part-time employees.
100+ exhibitions in 15 years.

The Mission of Bihl Haus Arts—*Creating Community through the Arts*--is founded on the belief that each person, when given an opportunity, will achieve significant personal, social, and cultural growth through the arts. To support its mission, BHA nurtures and promotes the work of diverse visual and cultural artists in San Antonio; fosters artistic excellence and intergenerational and multicultural understanding and awareness; builds collaborations with other cultural and social service organizations to maximize access to collective resources; and creates community between older adults and veterans enrolled in BHA art classes, area established and emerging artists, members of surrounding neighborhoods, and the global art culture.

Community Improvement



LiftFund

\$16 million budget with 100 employees. COVID-19 efforts: 1,606 loans totaling \$36.7 MM and 899 grants totaling \$13.1 MM.

LiftFund provides credit and support to small businesses and entrepreneurs without access to loans from traditional sources. After 3 loans, LiftFund entrepreneurs increase take home income by 44%. On average, LiftFund has a 96% repayment success rate. On average, every \$50,000 loaned creates six jobs.



San Antonio for Growth on the Eastside (SAGE)

\$800,000 in revenue. 10 employees. Supporting 2,081 businesses.

SAGE investments improve the quality of life for individuals, families, neighborhoods and businesses on San Antonio's Eastside. The SAGE Storefront Grant Program provides property owners with matching grants of up to \$10,000 to improve the exterior of properties they own. The SAGE Back Office Program (SBOP) provides support needed to ensure that background operations are successful.

Science & Social Services

Intercultural Development Research Association (IDRA)



\$4.6 million in revenue. 22 employees. Since 1973, has impacted the lives of over 20 million students.

IDRA's mission is to achieve equal educational opportunity for every child through strong public schools that prepare all students to access and succeed in college. IDRA strengthens and transforms public education by providing dynamic training; useful research, evaluation, and frameworks for action; timely policy analyses; and innovative materials and programs.

Recreation and Sports

Kinetic Kids



\$1 million in revenue. 9 employees. 50+ contract coaches and program directors Served 6,877 children in 2019.

The mission of Kinetic Kids is to enrich the lives of children with special needs and their families through sports, fine arts and educational programs to foster the development of courage, confidence, fitness, pride, joy and community. Kinetic Kids is the recognized leader for adaptive sports, fine arts and educational programming.





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President & CEO, United Way of San Antonio
and Bexar County

Scott McAninch

CEO, The Nonprofit Council

Patricia Mejia

Vice President of Community Engagement and
Impact, San Antonio Area Foundation

SAN ANTONIO AREA FOUNDATION

303 Pearl Parkway
San Antonio, TX 78215
210-225-2243
www.Saafdn.org

SAN ANTONIO CHAMBER OF COMMERCE

602 E. Commerce Street
San Antonio, TX 78205
210.229.2100
www.sachamber.org