

# The State of Nonprofits in Northern Virginia

## *Nonprofit Resilience at a Crossroads*



November 20, 2025 | 12:00 pm



SCHAR SCHOOL OF POLICY  
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community research  
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FOR NORTHERN VIRGINIA

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community  
foundation  
FOR NORTHERN VIRGINIA

# Harry Klaff

Board Chair, Community Foundation  
for Northern Virginia  
Avison Young



## Sari Raskin

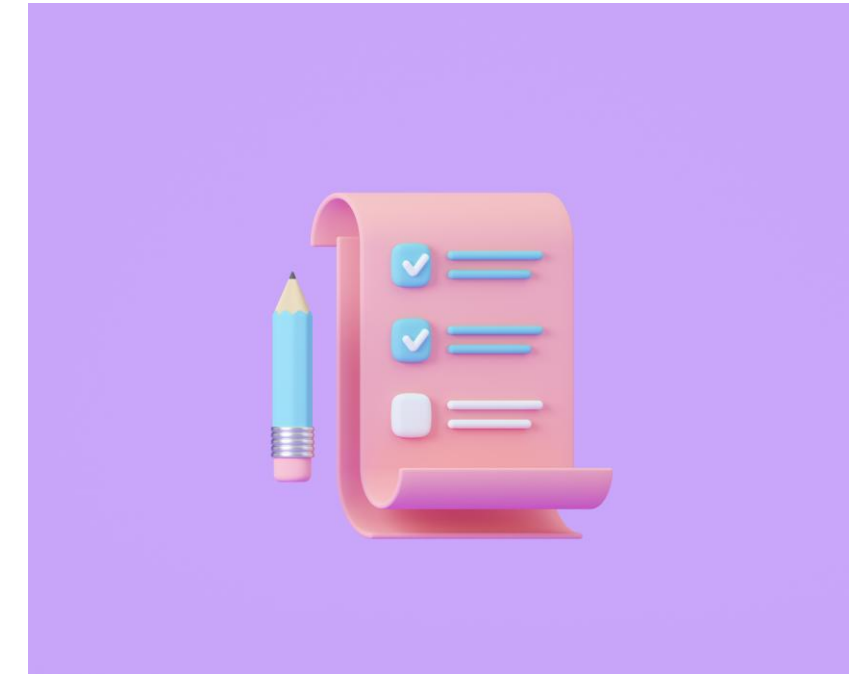
Vice President of Grants and  
Community Leadership,  
Community Foundation for Northern Virginia



# Administrative Matters

## Friendly Reminders

- The **session will be recorded** and, along with the slides, shared with all registrants and attendees after the event.
- Please **share your questions in the Q&A** panel. We'll address them at the end of the presentation.



# Insight Region®

## The Community Foundation's data and research center

- **Deliver insights on trends** shaping Northern Virginia's future
- Build a hub for **reliable, actionable data and analysis**
- **Inform giving and inspire civic action** through research and reports

A COMMUNITY FOUNDATION FOR NORTHERN VIRGINIA REPORT

## the state of nonprofits

IN NORTHERN VIRGINIA

*A Community Foundation for Northern Virginia report with contributions  
from the Schar School of Policy and Government at George Mason University*

September 2025



# Introductions



**Alan J. Abramson**

Professor, Director of the Center on Nonprofits,  
Philanthropy, and Social Enterprise  
Schar School of Policy and Government,  
George Mason University



**Terry L. Clower**

Northern Virginia Chair and Professor  
of Public Policy  
Schar School of Policy and Government  
George Mason University

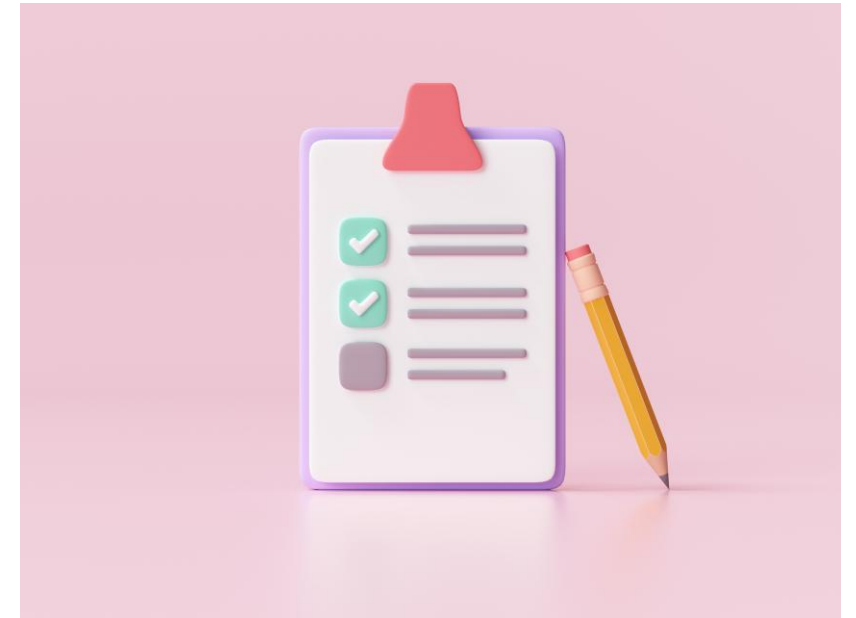


**Renée Byng Yancey,**

President and CEO, Community  
Foundation for Northern Virginia

# Agenda

1. **A Sector Under Strain** presented by Renée Byng Yancey
2. **Economic Impacts of Social Service Nonprofits in Northern Virginia** presented by Terry L. Clower
3. **Strengthening the Nonprofit Sector** presented by Alan J. Abramson



# A Sector Under Strain

Nonprofits are facing a **triple threat**



Over 7,000 jobs  
and \$1B in  
economic activity



## Declining Donations

*Economic uncertainty has made individuals hesitant to donate.*



## Decreased Federal Support

*Nearly half of nonprofits receive some federal support, which has been frozen or cut for many.*



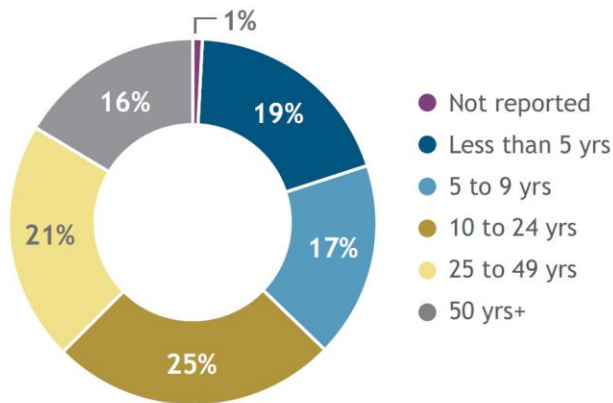
## Increased Demand

*Demand is rising as economic ripple effects—from federal job losses to reduced consumer spending—strain nonprofits providing essential services.*

# A Sector Under Strain

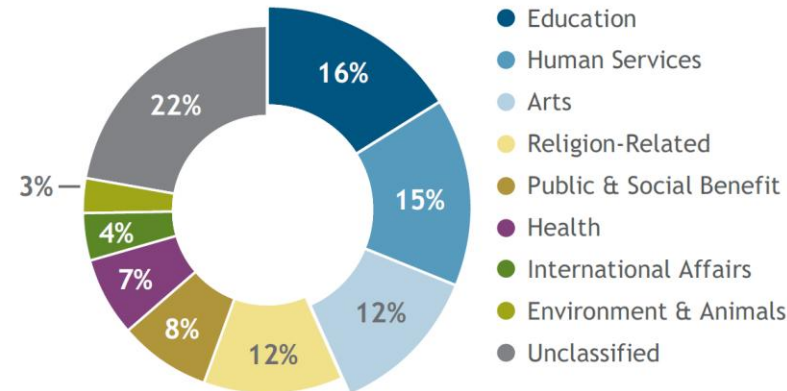
## A diverse and dynamic sector

Age of Organizations



Source: Insight Region® analysis of IRS Business Master File, April 2024.

Focus Area of Organizations



Source: Insight Region® analysis of IRS Business Master File, April 2024.

12,000+ nonprofits in Northern Virginia; a few earn \$5 million annually

**Sector is split** between newer and more established organizations.

**Top focus areas:** Human Services, Arts & Recreation, Education

# A Sector Under Strain

## Voices from Nonprofits

March 2025: CFNOVA surveyed 260 grant applicants; 125 responded

- ~50% rely on federal funding
- Funding shifts → layoffs, closures, reduced access to essentials
- Limited reserves = higher closure risk; contingency plans are underway.
- Many are still recovering from COVID-19



### Limited Reserves, Growing Risk

**62%** of nonprofits—who are at risk of losing federal funds—have some reserves

**28%** can sustain services beyond one year

*“We can keep the lights on for another 8-9 months if we stop serving clients.”*

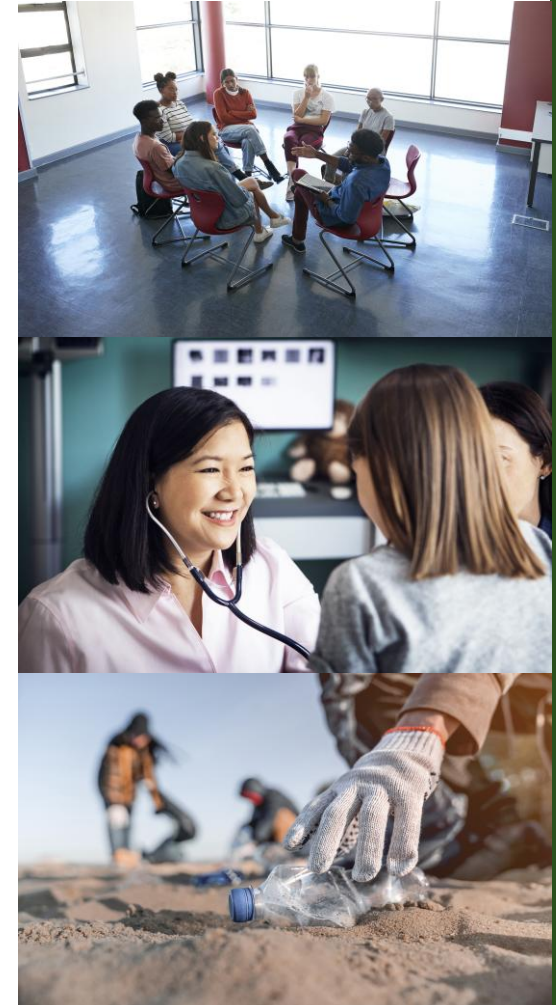
- Survey Respondent

# Economic Impacts of Social Service Non-Profits in Northern Virginia

- Sectors included:
  - Environmental / Conservation
  - Human Rights
  - Grantmaking
  - Voluntary Health
  - Grantmaking / Giving
- Does not include:
  - Chamber of Commerce & Similar
  - Trade Associations
  - Political Orgs
  - Think Tanks

- **Direct Effects (2024)**
  - **4,200+ Jobs**
  - **\$494 MM Labor Income**

This analysis estimates economic contributions related to agency spending. It does not estimate the value of services rendered or the value of volunteer time.



# Economic Impacts of Social Service Non-Profits in Northern Virginia

- **The Numbers (2024):**
  - \$1.6 Billion Economic Activity
  - \$1.15 Billion Gross Regional Product
  - \$733 Million Labor Income
  - Almost 7,000 jobs
  - \$23 Million in Local Tax Revenue
- **This does not reflect that outsized role that non-profits play in supporting modest- & low-income households whose labor contributions span all economic sectors**
- **Key Issues:**
  - Increased need
    - Food banks
    - Community health clinics
    - Housing vulnerability
  - Higher Costs
    - Materials/Supplies (Tariffs & Inflation)
    - Labor Costs
  - Decreased Support/Revenue
    - Federal funding cuts
    - Challenging local government budgets
    - Households pulling back
    - More competition for foundation funding
  - One upside to current turmoil? Availability of retired federal workers as volunteers

# Strengthening the Nonprofit Sector

- Listen to nonprofits about what they need
- Advocacy
  - *Explore establishment of a new, regional coalition advocating for the nonprofit sector as a whole*

# Strengthening the Nonprofit Sector (cont.)

- Flexible funding
  - *General operating support, individual funder and/or multi-funder emergency fund*
- Collaboration
  - *Support for shared services, co-location, strategic alignment, merger (when appropriate)*

# Strengthening the Nonprofit Sector (cont.)

- Nonprofit capacity building
  - *Fundraising, communications, marketing, scenario planning, financial analysis (including information for nonprofits to make cuts when needed), AI and other technologies, relief for staff burnout*
- Extra support for communities in particular need

# How the Community Foundation is Meeting the Moment



**Expedited Grant Cycle**



**Unrestricted Funding**



**Beyond the Grant Series**



**Resilience Support**



# Questions?

Drop them in the Q&A!



# Save the Date!

Shape of the Region Conference  
Thursday, March 19, 2026  
Valo Park, McLean Tysons



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