

Adding Up Impact

January 2025

Maine Nonprofits at Work

Written by
Maine Association of Nonprofits
with generous support from:



Nonprofits Work for ME

Maine's prosperity depends on **advancing** innovative solutions that address community challenges, **connecting** people to support and opportunities, and **strengthening** our social fabric through broader civic engagement.

Advancing, connecting and strengthening — this is the daily work of an often overlooked and misunderstood part of Maine's economy and civic life: the nonprofit sector.

Just as we need to study the impact of the tourism, construction, or fishing industries on our economy and society, we also need to understand the significant role nonprofits play in sustaining strong and resilient Maine communities.

This biennial report is a resource for leaders across all sectors about the work and worth of Maine's nonprofits and their vital contributions to Maine's economy and quality of life.

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A Company of Girls, photo credit Jennifer Roe

Nonprofits Benefit Us All

A healthy, effective nonprofit sector is essential to maintaining and improving the quality of life in our state.

Can we imagine Maine without the parks, health centers, theaters, libraries, workforce training, afterschool programs, camps, and other community resources that are developed and supported by nonprofit organizations? Would Maine's enviable quality of life still attract people from around the world to live, work, and visit?

Every day, Mainers rely on nonprofits to nurture our spirits, protect our environment, educate our children, prepare our workforce, and care for our elders — all while also investing significant financial and human resources throughout the state.

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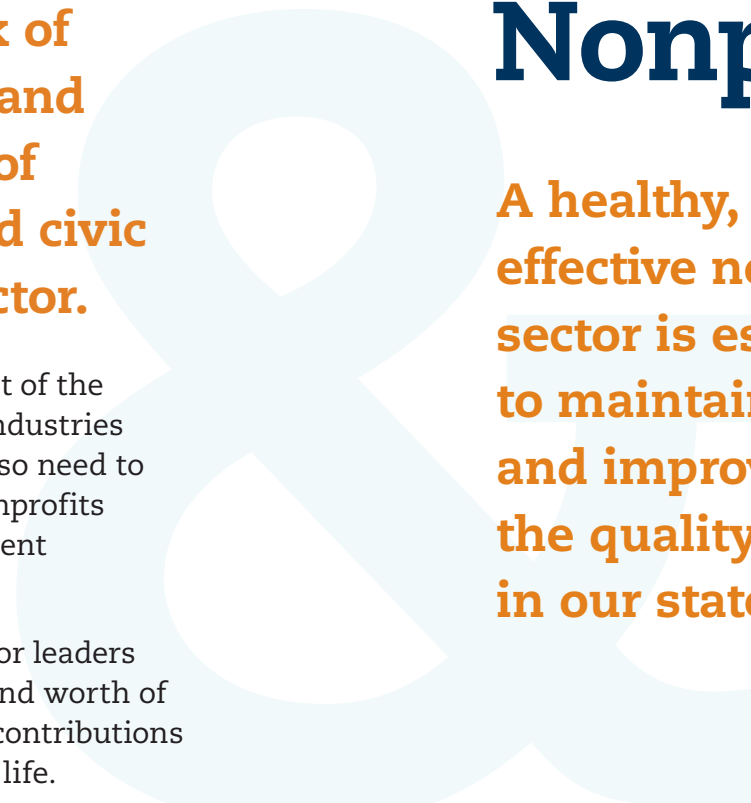
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by the numbers:



Wells Reserve at Laudholm

ON THE COVER: WinterKids, photo credit Sarah Gagnon



Key Findings



Portland Chamber Music Festival, photo credit Aaron Flacke



Bigelow Laboratory



Portland Wheelers

Maine has one of the most robust nonprofit sectors in the country supported by one of the smallest philanthropic communities, a testament to the ways Maine's nonprofits are adaptive, innovative, and efficient.

- ▶ Partnering on local and regional economic development initiatives
- ▶ Employing a significant portion of the workforce
- ▶ Driving Maine's creative economy, which attracts business and tourism to communities
- ▶ Conserving and protecting the natural resources that are a cornerstone of Maine's economy and quality of life

Stimulating economic growth

Weaving strong social fabric

- ▶ Defining, shaping, and improving the quality of life in local communities
- ▶ Bringing people together to address community challenges and grow as leaders
- ▶ Building and preserving local public structures such as libraries, clinics, open space, affordable housing, and emergency shelters

Building community + cultivating civil society

- ▶ Caring for the physical and mental well-being of Maine people of all ages
- ▶ Providing a safety net for our most vulnerable residents
- ▶ Fulfilling commitments and programs established by policymakers
- ▶ Preparing and empowering new members of the workforce

Employ
100,000 workers

which is **15x** bigger than the real estate industry, and **60,000** more people than the construction industry.

Invest
in local communities
88% of giving
by Maine's top 25 foundations stays in state.

Pay
\$6.3 billion
in wages

which leads to **\$400+ million** of personal income tax revenue for Maine's state and local governments.

Maine Nonprofits

Contribute
\$16 billion
to the economy
which is equivalent to **18.5%** of Maine's Gross Domestic Product.

Mobilize
400,000
volunteers
who give time and talent valued at nearly **\$800 million**.

Activate
local leadership
62% of nonprofits are small and community-based
with annual budgets under **\$50,000**.



Watershed Center for the Ceramic Arts

The vitality of our state depends on strong partnerships among the business, government, and nonprofit sectors.

As our communities face new and urgent challenges, demand for critical services grows, and pressure mounts for nonprofits to do more with less, it is imperative for partners in government, philanthropy, and business to fully comprehend how nonprofits impact our lives and our economy or else risk making decisions that will harm our communities.

Working together effectively looks like...

Acknowledging and investing in the true costs of mission-based work by crafting grants and contracts that recognize the value of nonprofit labor, keep up with modern costs, and are applied consistently, fairly, and in a timely manner.

Recognizing how nonprofits help stretch and supplement taxpayer dollars to improve the lives of Maine residents.

Including nonprofits at the table when shaping and advancing Maine's economic and workforce strategies.

Advocating for public policies that improve nonprofit infrastructure and value their missions.

Engaging nonprofits as civic leaders and subject matter experts on issues important to Maine people when creating policies and forming advisory groups.

The Nonprofit Sector



The term **nonprofit** encompasses many types of organizations and IRS tax exemption categories. In this report, the term nonprofit will be used to refer to those classified by the IRS as **501(c)(3) organizations**. These organizations:

Are exempt from federal income tax and able to receive tax deductible contributions from individuals & businesses.

Must operate “exclusively for religious, charitable, scientific, or educational purposes” and serve the common good.

May not distribute profits to individuals or businesses.

Figure 1 501(c)(3) organizations are only part of the nonprofit sector, making up 76% of the total number of tax-exempt organizations in Maine.

Snapshot of the Maine and National 501(c) Nonprofit Sector, 12/2022		
Types of Tax-Exempt Organizations	Maine Nonprofits Registered with IRS *	Maine Nonprofits Filing Annual IRS Form 990, 990-PF and 990-EZ Report
Under IRC Subsection 501(c)(3)	7,586	3,035
Private Foundations	572	515
Public Charities *	7,014	2,520
Under Other IRC 501(c) Subsections	2,422	726
501(c)(4) social welfare	408	130
501(c)(5) labor/agricultural	186	70
501(c)(6) business leagues	366	178
All other 501(c) organizations	1,462	348

* Does not include all religious congregations that meet the requirements of IRC section 501(c)(3), which are automatically considered tax-exempt and not required to register with the IRS or file Forms 990. Religious congregations that do register and file are included.

SOURCE: IRS Business Master Files (BMF) of 501(c)(3) Exempt Entities, DataLake Nonprofit Research (www.datalake.net) © 2024, DataLake, LLC

12/2022 BMF data may not match other figures in this report.

This report focuses on Maine’s registered 501(c)(3) nonprofits.

This number does not include many churches or some small associations and nonprofit corporations that do not register with the IRS.

Maine has **7,586** registered nonprofits.

of those are **572** Private Foundations

which are typically controlled by members of a family or a small group of individuals and derive much of their support from a small number of sources and from investment income.

of those are **7,014** Public Charities

which must demonstrate a broad level of public support, and include schools, hospitals, social service agencies, environmental groups, etc.

Reporting public charities:
2,520 of these 7,014 nonprofits must file tax returns that include financial information.

These are generally organizations with annual gross receipts greater than \$50,000.

In this report, many charts pertain specifically to these reporting public charities and not to private foundations or public charities that do not file financial information.



Adoptive and Foster Families of Maine

1 in 6



Maine workers is employed by a Maine nonprofit

That's ~**100,000** employees!

The Maine nonprofit sector is a major economic engine in the state.



Piscataquis Regional Food Center



Island Institute

- ▶ In 2023, Maine's nonprofit workforce included almost **100,000 employees**, which represented **15% of all jobs in Maine** (about 1 out of every 6 jobs). Nationally, the nonprofit sector is the third largest employer in the U.S. with approximately 13 million people employed by nonprofit organizations.
- ▶ This workforce makes the nonprofit sector a **vital player in Maine's employment** numbers. In fact, Maine's nonprofits employ **15x more people than the real estate industry**, and almost **60,000 more workers than the construction industry**.
- ▶ Maine's nonprofit sector paid **\$6.3 billion in wages** in 2023, or approximately **16.4% of the state's total payroll**.
- ▶ These wages translate to an estimated **\$400 million of personal income tax revenue** for Maine's state and local governments and more than **\$1 billion in federal tax revenues**.

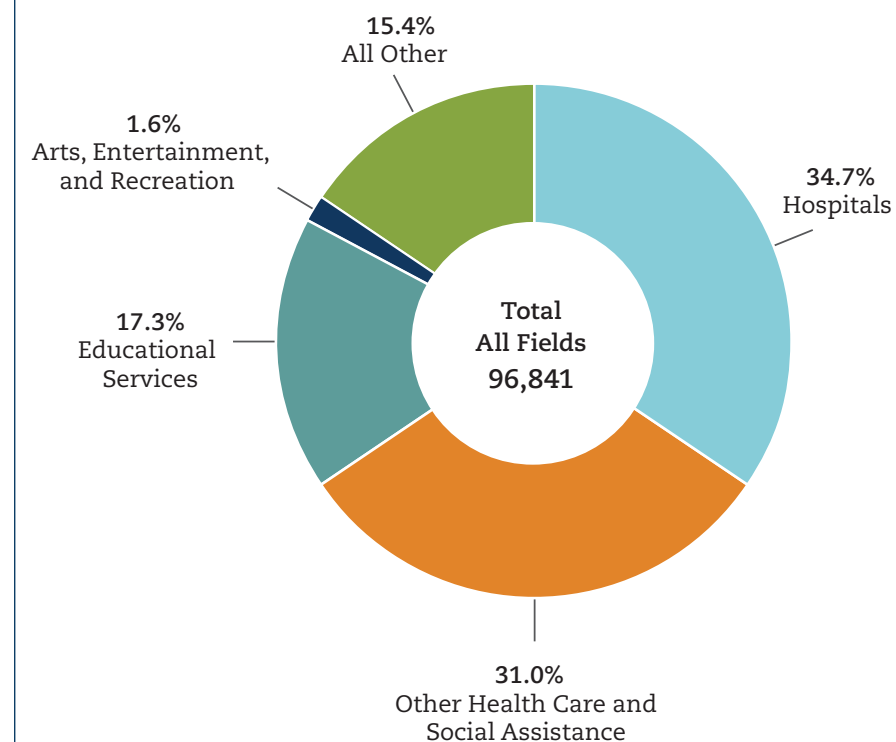
Figure 2

Maine Nonprofit Workforce Compared to Selected Industries, 2023

Nonprofit Sector	96,891
Retail Trade	81,518
Manufacturing	60,554
Accommodation and Food Services	58,708
Construction	35,337
Finance and Insurance	23,629
Agriculture, Forestry, Fishing & Hunting	8,868
Real Estate and Rental and Leasing	7,203
Telecommunications	2,873
Total Employees All Sectors 639,045	

Figure 3

Distribution of Maine Nonprofit Employment by Field, 2023



SOURCE for Figures 2 and 3: Data drawn from Maine Department of Labor, Quarterly Census of Employment & Wages (QCEW) for 2023 using the IRS Exempt Organizations Master File for (c)3 nonprofits in Maine.

Volunteerism

Nonprofits mobilize community members to share their time and talent for the public good.

- ▶ **More than 1/3 of Maine residents volunteer** (over 400,000 people) — a rate that puts Maine in the top 5 nationally.
- ▶ In Maine, **volunteer time represents an investment of nearly \$800 million each year** to the benefit of our communities.

Source: Americorps Volunteering and Civic Life in America Report 2023

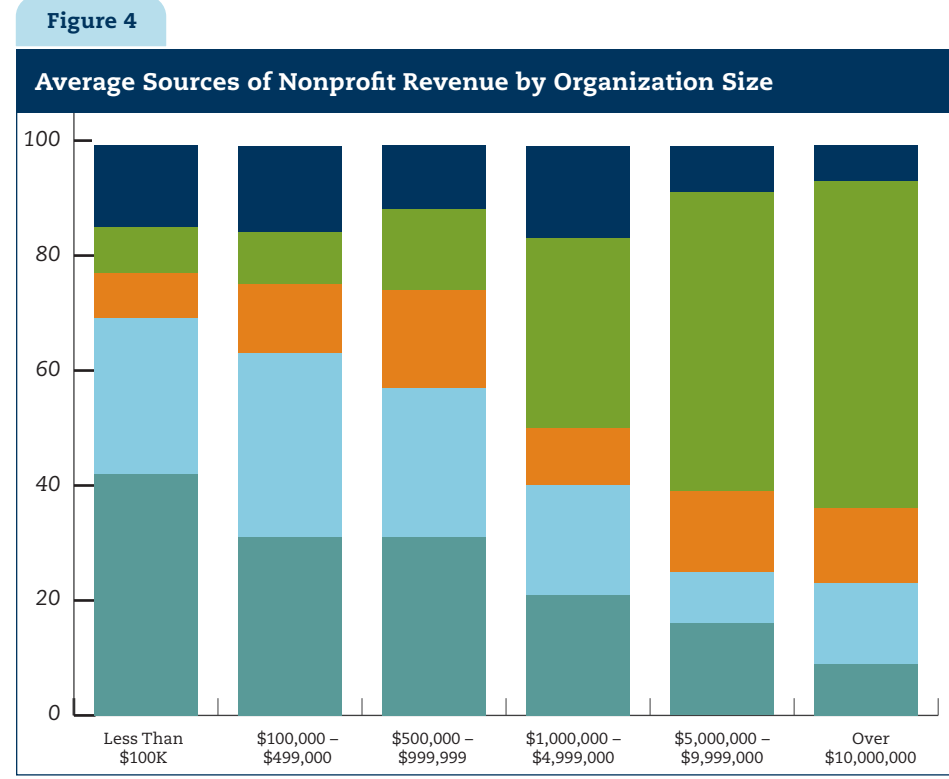


There is no **typical nonprofit.**

Nonprofits have diverse business models.

Nonprofits attract significant private funding, and are able to augment the government's impact on the issues of our times.

While each nonprofit's business model is influenced by a variety of factors, funding streams tend to vary by size and mission area, as illustrated by Figures 4 and 5.



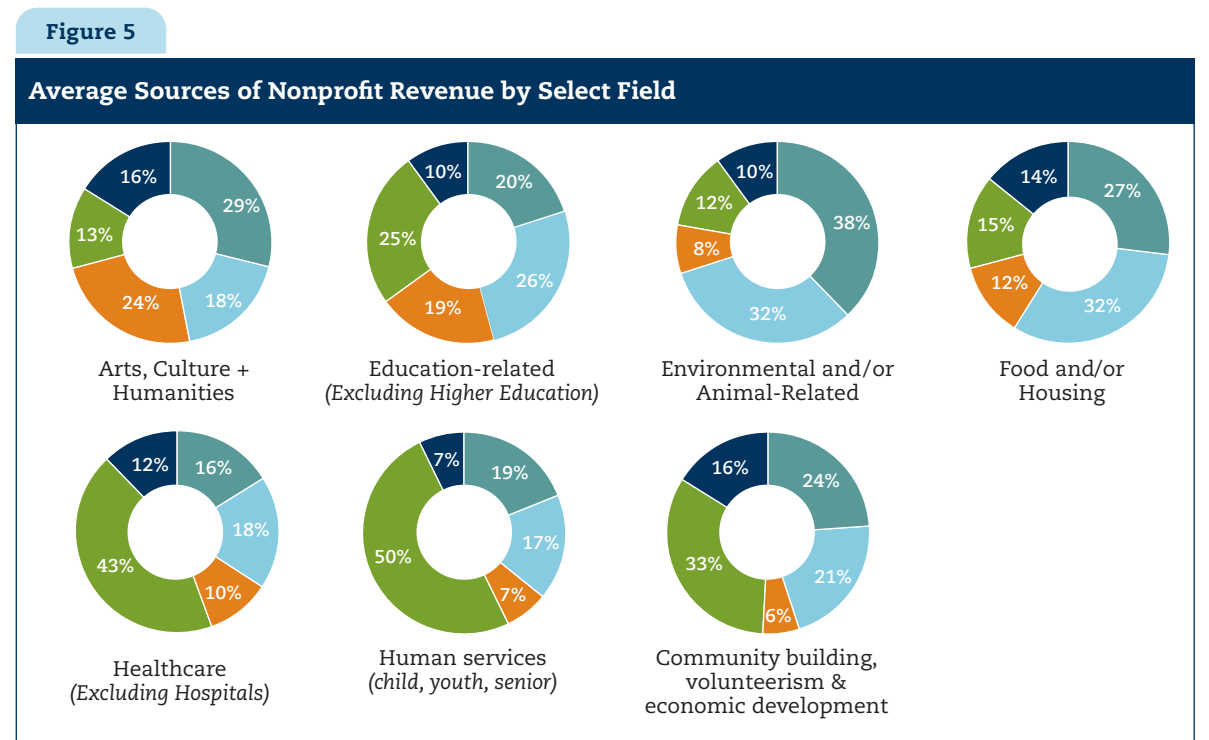
A relatively small number of nonprofits have the capacity to manage complicated processes attached to public dollars.

A majority of nonprofits receive very little funding from government.

Key for Figures 4 + 5

- Individual Giving
- Foundation + Corporate Giving
- Fees for Goods + Services (Private)
- Government (Grants + Fees for Goods, Services)
- Other Income

SOURCE: MANP Survey of Nonprofit Wages + Benefits in Northern New England, 2024



Nonprofits are a **big part** of Maine's small business community

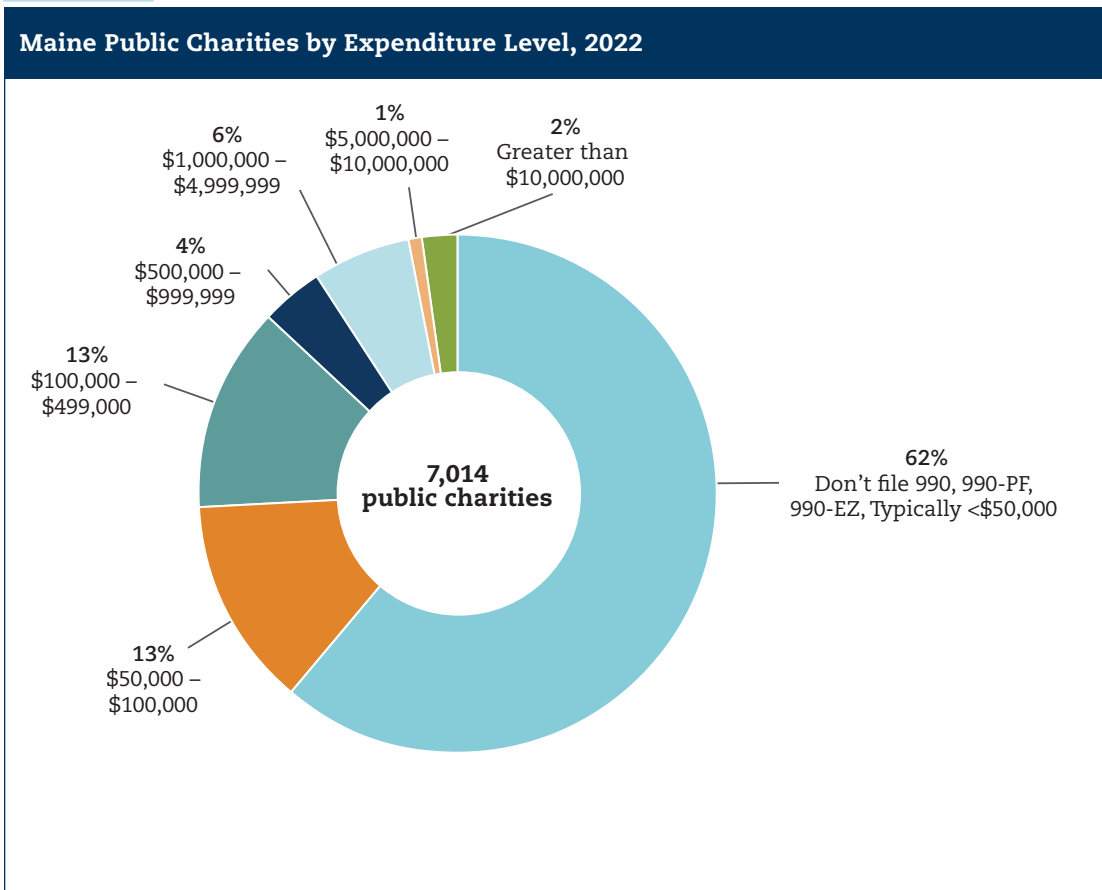
88% have budgets under \$500K

97% of Maine's charitable nonprofits are small, with annual budgets less than \$5 million.

88% are very small, with annual budgets less than \$500,000.

62% are so small that annual financial reporting is not required, with annual budgets less than \$50,000.

Figure 6

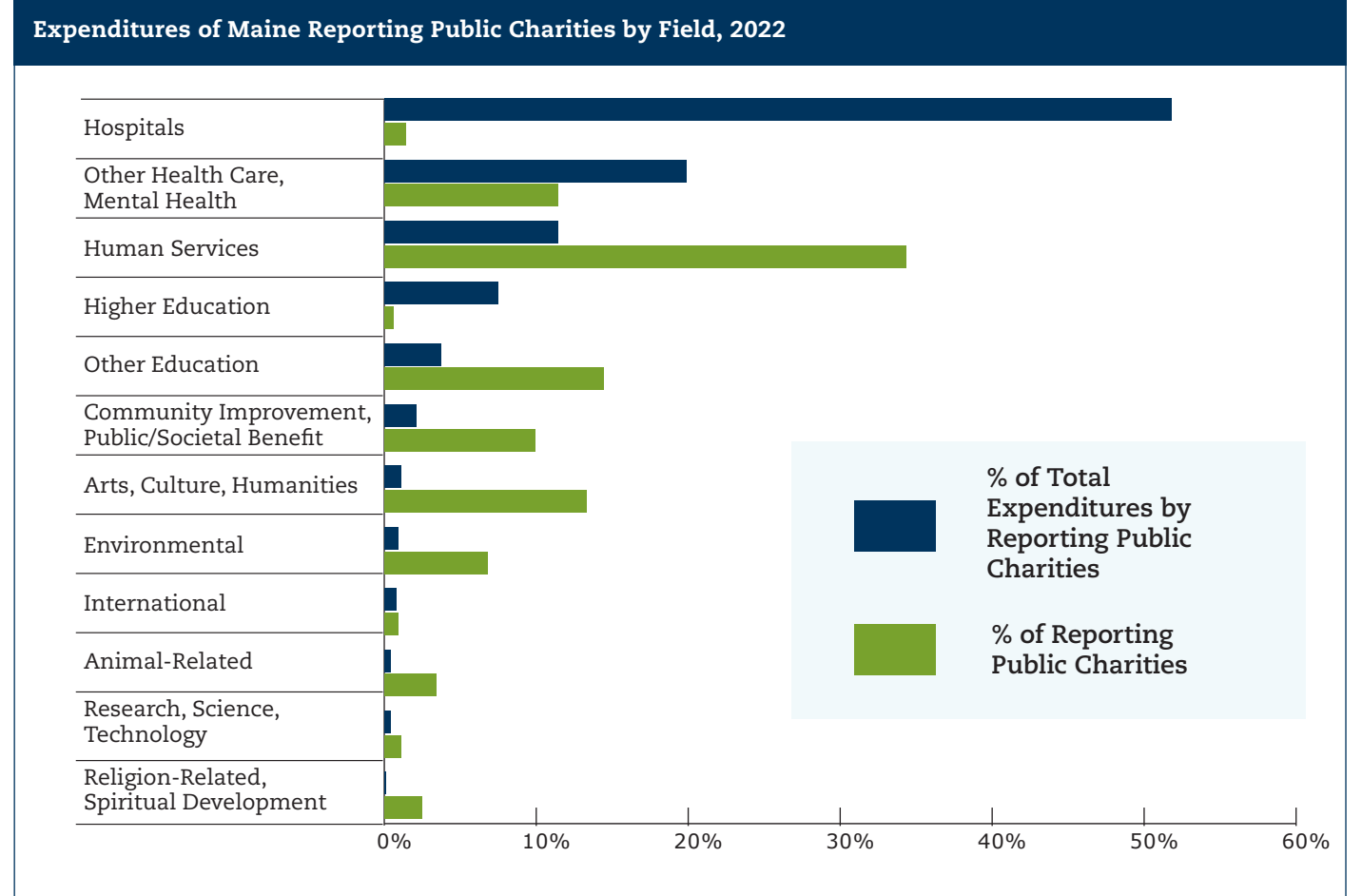


IRS e-File and Revenue Transaction Files (RTF) of 501(c)(3) Public Charity Form 990/990-EZ Returns, SOURCE: DataLake Nonprofit Research (www.datalake.net) © 2024, DataLake, LLC
The 2022 IRS filings of reporting public charities (see page 9 for definitions) were further analysed and those findings are included throughout this report.

- ▶ In 2022, Maine nonprofits contributed nearly **\$16 billion to the economy** through wages paid, retail and wholesale purchases, and professional services contracts. This is equivalent to **18.5% of Maine's Gross Domestic Product**.
- ▶ **Human service organizations** provide hot meals and transportation to the elderly, counseling for youth, housing for families, and hundreds of other services **critical to the quality of life in each Maine community**. In 2022, they comprised 34.3% of reporting charitable nonprofits, yet were only responsible for 11.4% of the \$15.7 billion in expenditures, showing that **most of these organizations are small and volunteer-driven**.
- ▶ **Hospitals are vital economic engines**. They are located in every county in Maine. Although they represent only 1.4% of reporting charitable nonprofits, hospitals were **responsible for 51.8% of nonprofit expenditures in 2022**.

In 2022, Maine nonprofits contributed nearly **\$16 billion** to the economy

Figure 7



IRS e-File and Revenue Transaction Files (RTF) of 501(c)(3) Public Charity Form 990/990-EZ Returns, SOURCE: DataLake Nonprofit Research (www.datalake.net) © 2024, DataLake, LLC

Maine's nonprofit sector is one of the most robust in the country and it is supported by a philanthropic community that is small by national standards.

Figure 8

Top 25 Maine Foundations by Total Maine Giving, 2021		
Rank	Name	Maine Giving (in millions)
1	Harold Alfond Foundation	\$60.64
2	Maine Community Foundation	\$35.87
3	Lunder Foundation	\$11.42
4	Elmina B. Sewall Foundation	\$9.67
5	John T. Gorman Foundation	\$7.30
6	Libra Foundation	\$6.37
7	Up East Foundation	\$5.46
8	Maine Health Access Foundation	\$4.28
9	Sam L. Cohen Foundation	\$3.76
10	Stephen and Tabitha King Foundation	\$3.44
11	Onion Foundation	\$3.33
12	The Bill and Joan Alfond Foundation	\$2.68
13	The Bob Crewe Foundation	\$2.50
14	Davis Family Foundation	\$2.41
15	Doree Taylor Charitable Foundation	\$2.26
16	The Betterment Fund	\$1.99
17	MELMAC Education Foundation	\$1.73
18	Maine Cancer Foundation	\$1.62
19	Foundation for a Strong Maine Economy	\$1.56
20	Worthington Scholarship Foundation	\$1.53
21	Wescustogo Foundation	\$1.45
22	Maine Justice Foundation	\$1.42
23	Judy Glickman Lauder Foundation	\$1.33
24	Morton-Kelly Charitable Trust	\$1.15
25	Bangor Savings Bank Foundation	\$1.08

SOURCE: Giving in Maine Report 2023, Maine Philanthropy Center

According to IRS records, there are more than 680 private and community foundations that are located in, or report to, Maine.

This small but mighty community brings powerful local focus to its grantmaking. Analysis of Maine's top 25 funders (including both private foundations and grantmaking public charities) shows they gave \$201 million in 2021, with **88% of those funds staying in Maine.**

Seven of these top funders gave to recipients in all sixteen counties, spreading their impact statewide.

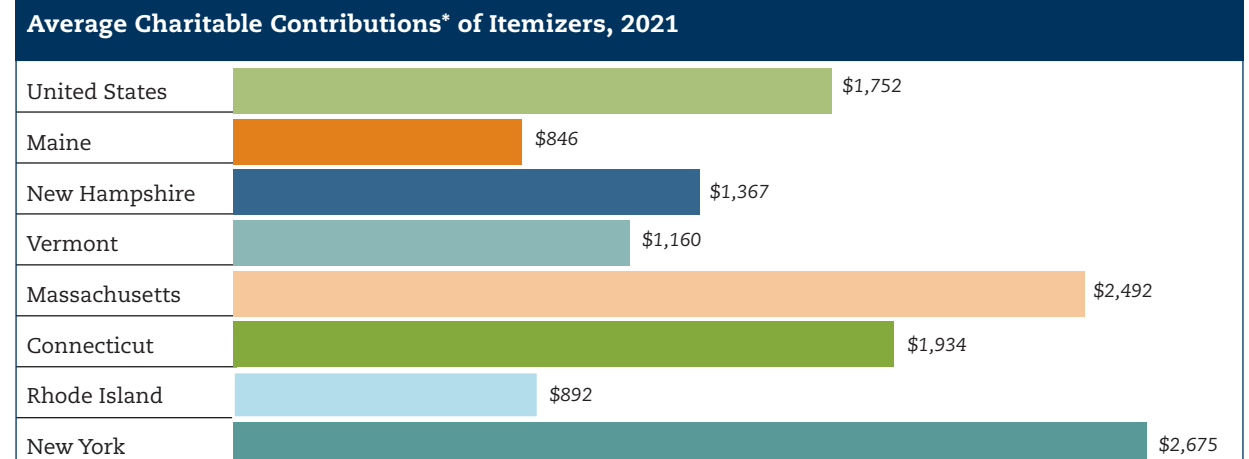
Donors

- ▶ Overall, individuals account for the vast majority of charitable giving. Government incentives to give bolster the health of nonprofits as vital partners in Maine's prosperity.
- ▶ Maine's charitable giving lags behind national and regional averages. In 2021, Mainers donated 1.1% of their annual income on average, compared to 1.9% nationally.

SOURCE: IRS Statistics of Income Division, Individual Master File System, February 2024.
*Total charitable contributions reported as itemized deduction and as standard deduction.



Figure 9



SOURCE: IRS Statistics of Income Division (SOI), Individual Master File System, February 2024
*Total charitable contributions reported as itemized deduction and as standard deduction

Figure 10

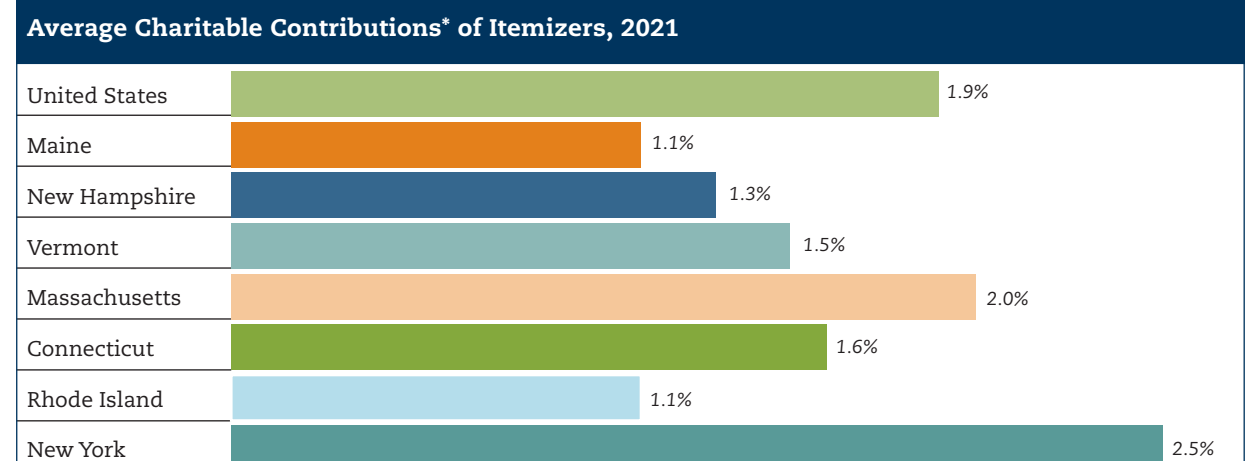


Figure 11

Reporting Public Charities in Maine by County, 2022						
County	Population	Number of Reporting Charities	Public Charities / 1000 People	Expenditures	Assets	Expenditures as % of Maine Gross Domestic Product
Androscoggin	113,225	136	1.20	\$1,483,818,198	\$1,907,257,567	1.8%
Aroostook	67,322	104	1.54	\$312,380,539	\$304,324,954	0.4%
Cumberland	308,837	814	2.64	\$6,197,434,798	\$11,414,600,278	7.3%
Franklin	30,595	55	1.80	\$41,327,359	\$79,980,837	0.0%
Hancock	56,549	210	3.71	\$873,750,487	\$3,017,142,261	1.0%
Kennebec	126,535	219	1.73	\$1,536,259,709	\$3,867,723,799	1.8%
Knox	41,179	138	3.35	\$99,054,526	\$368,099,006	0.1%
Lincoln	36,285	127	3.50	\$147,749,096	\$439,399,034	0.2%
Oxford	59,458	97	1.63	\$155,726,991	\$288,561,386	0.2%
Penobscot	154,728	229	1.48	\$3,423,657,297	\$3,673,545,167	4.1%
Piscataquis	17,403	28	1.61	\$16,925,503	\$46,864,555	0.0%
Sagadahoc	37,372	68	1.82	\$72,859,733	\$465,884,064	0.1%
Somerset	51,118	46	0.90	\$184,193,726	\$291,646,062	0.2%
Waldo	40,255	65	1.61	\$117,960,920	\$198,872,185	0.1%
Washington	31,527	77	2.44	\$201,148,561	\$247,144,746	0.2%
York	216,950	272	1.25	\$804,212,195	\$1,484,129,883	1.0%
Maine	1,389,338	2,685	1.93	\$15,668,459,638	\$28,095,175,784	18.5%
United States	333,287,557	431,329	1.29	\$2,771,753,842,117	\$5,812,007,189,236	10.9%

IRS e-File and Revenue Transaction Files (RTF) of 501(c)(3) Public Charity Form 990/990-EZ Returns, SOURCE: DataLake Nonprofit Research (www.datalake.net) © 2024, DataLake, LLC

Figure 12

Reporting Public Charities in Maine by Expenditure Level, 2022						
Expenditure Level	# of Reporting Public Charities	Total Assets	Total Expenditures	% of Reporting Public Charities	% of Total Reported Assets	% of Total Reported Expenditures
Less than \$100,000	899	\$350,075,637	\$42,046,679	33.5%	1.2%	0.3%
\$100,000 - \$499,999	915	\$895,694,012	\$217,834,260	34.1%	3.2%	1.4%
\$500,000 - \$999,999	260	\$618,673,798	\$187,293,817	9.7%	2.2%	1.2%
\$1,000,000 - \$4,999,999	387	\$2,804,574,670	\$877,478,245	14.4%	10.0%	5.6%
\$5,000,000 - \$10,000,000	72	\$961,998,489	\$526,600,060	2.7%	3.4%	3.4%
Greater than \$10,000,000	152	\$22,464,159,178	\$13,817,206,577	5.7%	80.0%	88.2%
Total	2,685	\$28,095,175,784	\$15,668,459,638	100.0%	100.0%	100.0%

IRS e-File and Revenue Transaction Files (RTF) of 501(c)(3) Public Charity Form 990/990-EZ Returns, SOURCE: DataLake Nonprofit Research (www.datalake.net) © 2024, DataLake, LLC

Figure 13

Nonprofit Employment in Maine, by County, in Comparison to Total Employment, 2023						
County	501(c)3 Nonprofit Employment	Total Employment	Nonprofit Employment as a % of Total Employment	Total 501(c)3 Nonprofit Wages	Total Wages	Nonprofit Wages as a % of Total Wages
Androscoggin	8,050	47,971	16.8%	\$534,518,841	\$2,695,569,146	19.8%
Aroostook	3,893	25,656	15.2%	\$225,486,778	\$1,266,168,509	17.8%
Cumberland	30,324	188,926	16.1%	\$2,156,447,252	\$13,015,353,788	16.6%
Franklin	1,845	10,472	17.6%	\$105,118,544	\$495,985,673	21.2%
Hancock	4,917	23,219	21.2%	\$320,070,384	\$1,193,649,224	26.8%
Kennebec	11,249	61,735	18.2%	\$676,423,321	\$3,515,556,339	19.2%
Knox	2,739	17,096	16.0%	\$166,640,832	\$900,092,585	18.5%
Lincoln	2,207	11,364	19.4%	\$123,660,863	\$565,960,143	21.8%
Oxford	2,439	17,069	14.3%	\$127,053,484	\$840,354,313	15.1%
Penobscot	15,005	70,372	21.3%	\$1,021,991,954	\$3,771,121,796	27.1%
Piscataquis	811	5,315	15.2%	\$50,554,691	\$246,998,532	20.5%
Sagadahoc	672	16,562	4.1%	\$28,828,978	\$996,477,837	2.9%
Somerset	1,957	15,953	12.3%	\$117,993,098	\$826,347,109	14.3%
Waldo	1,568	11,523	13.6%	\$99,936,938	\$611,931,206	16.3%
Washington	1,523	10,224	14.9%	\$83,281,996	\$495,137,352	16.8%
York	7,279	77,848	9.3%	\$475,761,045	\$4,598,241,196	10.3%
Maine*	96,477	611,305	15.8%	\$6,313,768,999	\$36,034,944,748	17.5%

*Total for employers that could be included in county-level breakdowns. Employment and wages aggregated by county will not sum to the statewide total shown in other tables, due to statewide businesses not assigned to a specific county or appearing in multiple.

SOURCE: Data drawn from Maine Department of Labor, Quarterly Census of Employment & Wages (QCEW) for 2023 using the IRS Exempt Organizations Master File for 501(c)3 nonprofits in Maine.

Figure 14

Number, Expenditures, and Assets of Reporting Charitable Nonprofits in Maine by Field, 2022						
Type of Charitable Nonprofit	Number	Percent of Total	Expenditures	Percent of Total Expenditures	Assets	Percent of Total Assets
Arts, Culture, Humanities	356	13.3%	175,781,483	1.1%	734,042,104	2.6%
Higher Education	17	0.6%	1,177,509,756	7.5%	7,463,209,075	26.6%
Other Education	387	14.4%	574,091,821	3.7%	1,817,655,931	6.5%
Environmental	183	6.8%	142,561,236	0.9%	1,179,607,090	4.2%
Animal-Related	91	3.4%	56,911,259	0.4%	201,716,327	0.7%
Hospitals	38	1.4%	8,110,760,107	51.8%	7,887,257,963	28.1%
Other Health Care, Mental Health	307	11.4%	3,111,380,778	19.9%	4,287,976,293	15.3%
Human Services	920	34.3%	1,790,243,398	11.4%	2,726,764,256	9.7%
International	24	0.9%	119,197,118	0.8%	117,979,559	0.4%
Community Improvement, Public/Societal Benefit	267	9.9%	332,478,173	2.1%	1,349,839,151	4.8%
Research, Science, Technology	29	1.1%	56,386,250	0.4%	159,596,858	0.6%
Religion-Related, Spiritual Development	66	2.5%	21,158,259	0.1%	169,531,177	0.6%
Overall	2,685		\$15,668,459,638		\$28,095,175,784	

IRS e-File and Revenue Transaction Files (RTF) of 501(c)(3) Public Charity Form 990/990-EZ Returns, SOURCE: DataLake Nonprofit Research (www.datalake.net) © 2024, DataLake, LLC



About MANP

Since 1994, Maine Association of Nonprofits has grown to become Maine's go-to resource for the tools, knowledge, and connections nonprofits need to advance the common good. With a growing statewide membership of more than 1,300 nonprofits and community partners in all 16 counties, MANP is a vocal advocate for the work and worth of Maine nonprofits, championing their vital contribution to the economy and quality of life in our state.

- ▶ MANP builds the **capacity** of nonprofits through leadership and management training, online resources, and cost-saving member benefits.
- ▶ By weaving **connections** among new and seasoned nonprofit professionals and volunteers, MANP lifts up effective, innovative practices and fosters collaboration.
- ▶ MANP cultivates **cross-sector relationships** across the nonprofit, business, government, and philanthropic sectors so together they can advance solutions to pressing issues and opportunities.

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Maine Association
of Nonprofits

www.NonprofitMaine.org