



The Impact of the Economic Climate on Partner Agencies

Results Report

June 2009

Purpose

Over the past six months, United Way of the Greater Triangle (UWGT) has been receiving many anecdotal stories as to how partner agencies are experiencing the impact of the current economic environment. As the 2009 campaign grows closer and the state of the economy remains volatile and uncertain, UWGT embarked on a partner agency survey to attempt to better understand regional and county impact. It intends to not only use the information for planning and prioritization purposes, but, importantly, to share with both donors and public stakeholders about the growing needs facing the region and its counties.

Methodology

Utilizing Survey Monkey, a widely-used, on-line survey tool, 16 questions were sent to UWGT's partner agency executive directors inviting them to participate anonymously. The survey included questions about revenue, budget impact, demand for services, impact on beneficiaries, and participation in applying for American Recovery and Reinvestment Act (Stimulus) grants.

Results

On June 15, 2009, the preliminary survey results were analyzed regionally. It was found that 48.1% of partner agencies responded to the survey and, from the questions reviewed, the survey was successful in identifying some key trends of the economic impact. This brief does not contain all of the questions asked. However, it does provide a regional snapshot of the data collected, including qualitative stories of need from partner agencies and their beneficiaries.

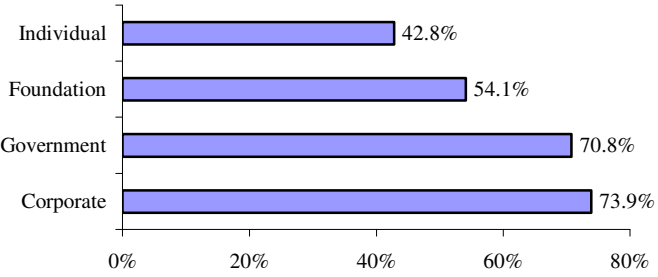
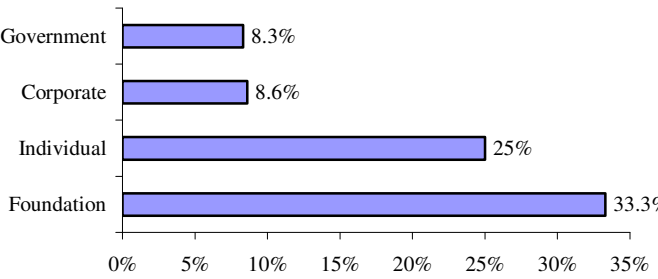
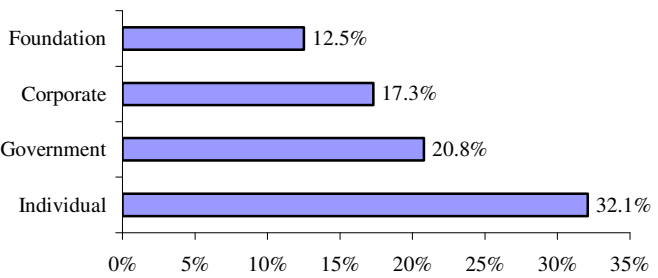
Next steps

Data from the survey will be analyzed more completely, including by county, issues area of focus, and by the result that partner agencies applied for under the Action Plan. The analysis will be shared inter-departmentally for use in the 2009 campaign. On July 15, 2009, United Way of the Greater Triangle will release a charticle based upon the results from the survey.

The impact of the economic climate on partner agencies

Revenue sources

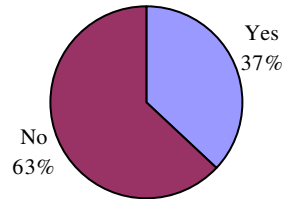
Over the past year, please estimate to the best of your ability what percent of your revenue has been affected in the following categories: government, corporate, foundation, and individual.

<p>Percent of partner agencies reporting a revenue decrease in...</p>  <table border="1"> <thead> <tr> <th>Category</th> <th>Percent</th> </tr> </thead> <tbody> <tr> <td>Individual</td> <td>42.8%</td> </tr> <tr> <td>Foundation</td> <td>54.1%</td> </tr> <tr> <td>Government</td> <td>70.8%</td> </tr> <tr> <td>Corporate</td> <td>73.9%</td> </tr> </tbody> </table>	Category	Percent	Individual	42.8%	Foundation	54.1%	Government	70.8%	Corporate	73.9%	<p>16%: the average partner agency \$ decrease for individual revenue</p> <p>9.4%: the average partner agency \$ decrease for foundation revenue</p> <p>11.8%: the average partner agency \$ decrease for government revenue</p> <p>9.6%: the average partner agency \$ decrease for corporate revenue</p>
Category	Percent										
Individual	42.8%										
Foundation	54.1%										
Government	70.8%										
Corporate	73.9%										
<p>Percent of partner agencies reporting a revenue increase in...</p>  <table border="1"> <thead> <tr> <th>Category</th> <th>Percent</th> </tr> </thead> <tbody> <tr> <td>Government</td> <td>8.3%</td> </tr> <tr> <td>Corporate</td> <td>8.6%</td> </tr> <tr> <td>Individual</td> <td>25%</td> </tr> <tr> <td>Foundation</td> <td>33.3%</td> </tr> </tbody> </table>	Category	Percent	Government	8.3%	Corporate	8.6%	Individual	25%	Foundation	33.3%	<p>4.5%: the average partner agency \$ increase for government revenue</p> <p>25.6%: the average partner agency \$ increase for individual revenue</p> <p>10.4%: the average partner agency \$ increase for foundation revenue</p> <p>N/A: the average partner agency \$ increase for corporate revenue (1)</p>
Category	Percent										
Government	8.3%										
Corporate	8.6%										
Individual	25%										
Foundation	33.3%										
<p>Percent of partner agencies reporting no change in revenue in...</p>  <table border="1"> <thead> <tr> <th>Category</th> <th>Percent</th> </tr> </thead> <tbody> <tr> <td>Foundation</td> <td>12.5%</td> </tr> <tr> <td>Corporate</td> <td>17.3%</td> </tr> <tr> <td>Government</td> <td>20.8%</td> </tr> <tr> <td>Individual</td> <td>32.1%</td> </tr> </tbody> </table>	Category	Percent	Foundation	12.5%	Corporate	17.3%	Government	20.8%	Individual	32.1%	<p>Footnotes:</p> <p>(1) Only one response was collected, making this statistically unstable.</p>
Category	Percent										
Foundation	12.5%										
Corporate	17.3%										
Government	20.8%										
Individual	32.1%										

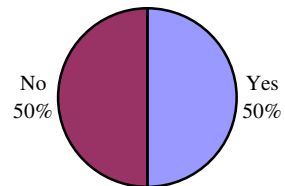
The impact of the economic climate on partner agencies

Programs, services, and cost sharing

Have you cut and/or decreased programs of services as a result of revenue loss in 2009?

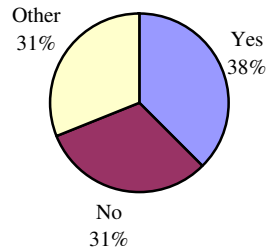


Is your organization partnering or collaborating in any other ways as a means of cost sharing with other agencies?

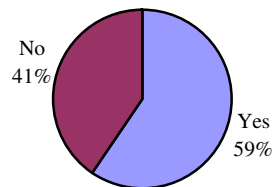


The impact of the economic climate on partner agencies American Recovery and Reinvestment Act (aka The Stimulus)¹

Is your organization planning to apply for grants made possible by ARRA
(American Recovery and Reinvestment Act)?



Is your organization partnering or collaborating with others as a means to
receive ARRA (American Recovery and Reinvestment Act) grants?



¹ Question, “is your organization planning to apply for grants made possible by ARRA?” Under “Other = 31%”: 50% of these respondents would either like to know more about ARRA or do not know what is available to them. This indicates a desire for more information on behalf of partner agencies.

The impact of the economic climate on partner agencies

What is the impact of the current state of the economy on the beneficiaries you serve through your program(s)?

- “Typical Mondays reveal 10-15 families on our voicemail seeking help. It’s our barometer. Several months ago, that number climbed to 50. The 100. The 200. One Monday, we found over 600 families seeking help. We’ve not returned to the old days of 10-15!”
- “We are bracing ourselves for the impact in 6-12 months from now, when people not typically seen in housing programs, will have burned through their support systems and networks, and will turn for the first time to human service organizations like ours.”
- “We had a kid who normally would be in our program and was caught in the wrong crowd and caught a breaking and entering charge.”
- “We have personally observed clients reconsidering and postponing obtaining legal custody of children for school enrollment purposes due to joblessness.”
- “A client enrolled in our economic empowerment program was laid-off from her job and facing foreclosure of her home. Our staff was able to negotiate with her mortgage lender to reduce her mortgage payments and keep her in her home.”

The impact of the economic climate on partner agencies

Over the past six months, have you assisted beneficiaries who have previously never had to utilize your services? If so, in what ways?

- “More people have come to our food pantry and say that they have never had to seek any kind of social service assistance in their lives until they recently lost their jobs and have been unable to find another one.”
- “We have assisted more families who are not from low economic households and who would not typically use our services”
- “In our FY 2008 (through Sept. 30), 4 in 5 recipients of rent, food, and utility assistance were first-time recipients. This is a first for our organization.”
- Approximately 55% of all clients and patients are new, never having been here for help previously. We hear from people that they have had good jobs with full benefits that they have lost. Their unemployment benefits don’t provide enough to cover expenses. Their Cobra Health Insurance payments are too high, so they are no longer insured. They need food, medications, help finding new jobs. Many are losing their homes or facing eviction because they simply can’t keep up making payments.”

The impact of the economic climate on partner agencies

In your opinion, what is the greatest health and human service need in your county?

- “Investment in the prevention of issues. As services are being cut, prevention is being targeted. The dollars spent now can save millions in services in the future. There needs to be a balance in the investment in prevention and the need to address current problems in criminal justice, health care, mental health, hunger, etc.”
- “Access to health care is of primary concern. People face tremendous uncertainty and risk, long-term consequences and even death when they do not have access to health care and to necessary medications, especially for chronic illness, such as diabetes, hypertension, asthma, heart disease, etc. We see it every day. We have a young female patient who just went into Hospice care and will die shortly of breast cancer. She was not diagnosed until it had reached stage 4 because she had no insurance and no money to see a doctor. She is leaving behind a three year old child.”
- “Lack of emergency shelter beds – every shelter and housing program is always full and every agency uses a waiting list. It is a travesty that we cannot house every child in need of a bed tonight. We are currently placing families in housing who first contacted us in January and February '09. That is unacceptable.”
- “Too many to pick one.”

The impact of the economic climate on partner agencies

Any additional comments, suggestions, or feedback you want to share?

- “We have just begun to feel the impacts of the economy on services, providers, and most importantly, children and families. The losses in the service delivery system will have long term impact. Some service agencies will never recover and some services will be lost forever to our community.”
- “Please let us know how Triangle United Way is cutting its costs so we can learn from that and so the public can know that their funds are being used efficiently.”
- “Our income is going up in part because we focus on measurable outcomes and evidence-based programs. There is a belief that we are a good return on investment.”