

The Third Economic Sector: Nonprofit Organizations In Hampton Roads And The United Way



THE THIRD ECONOMIC SECTOR: NONPROFIT ORGANIZATIONS IN HAMPTON ROADS AND THE UNITED WAY

When we think of the nonprofit sector of our economy, community charities and foundations often come to mind. In reality, the sector is much more complex and includes a wide range of organizations such as hospitals, universities, private schools, animal and environmental welfare organizations, museums and churches. Most Americans have interacted with the nonprofit sector at some point in their lifetime, perhaps as an employee at a child day care center, as a client of a social services organization, as a church volunteer or as a donor to a natural-disaster-relief fund.

Yet, many among us are unaware of the scope, impact and value of this often-overlooked sector. This chapter provides a broad overview of the nonprofit sector in the United States, followed by a focused look at Hampton Roads. Narrowing further, we explore the role and impact of the United Way of South Hampton Roads and its certified agencies in the community.

At A Glance: The Nonprofit Sector In The United States

Nationally, nearly 1.6 million nonprofit organizations are registered with the Internal Revenue Service (IRS). This number does not include churches, clubs or other volunteer associations that are not required to register with the IRS. In 2010, the nonprofit sector employed 9 percent of the American workforce with almost \$577 billion in paid wages. In this same year, the nonprofit sector contributed approximately 5.5 percent (\$804 billion) of the gross domestic product (K.L. Roeger et al., *The Nonprofit Almanac*, 2012).

Nonprofit organizations are distinct from private-sector corporations and public-sector agencies in that they have been granted 501(c)(3) tax-exempt status by the IRS because of their charitable or educational purpose. This means they do not have to pay federal corporate income taxes and can

accept gifts that often are accompanied by the benefit of tax deductibility for those who give. Most states imitate the federal government in this regard.

In 2010, nonprofit organizations filing with the IRS reported \$2.06 trillion in revenues and \$4.49 trillion in assets. The revenue sources of nonprofit organizations in 2010 were diverse. A breakdown by percentage shows private fees for services (tuition payments, bills for client services and ticket sales) as the largest revenue source, totaling 49.6 percent of all revenues. Fees received from government sources (Medicare, Medicaid and government contracts) were the second-largest source of income at 23.9 percent. The largest other categories include private contributions (13.3 percent) and government grants (8.3 percent). In 2013, the largest contributors to the nonprofit sector were health organizations (53 percent), education (15 percent) and human services organizations (18 percent), according to the Urban Institute.

The nonprofit sector is commonly associated with volunteering. The Corporation for National and Community Service reported that in 2013, 62.6 million people volunteered with a nonprofit organization. This has been valued at \$173 billion in service contributed by unpaid volunteers. Of these 62.6 million volunteers, 36.2 million were women, 21.7 million were parents, 20.5 million were part of the baby boomer generation and 5.2 million were veterans.

In a 2012 state-by-state comparison, Utah boasted the highest volunteer rate, with 43.8 percent of its adult population volunteering during that year. New York reported the lowest rate for its adult population – 20.6 percent – volunteering at nonprofit organizations. Virginia fell in the middle of the list, at 28.5 percent (National Center for Charitable Statistics).

The nonprofit sector is also associated with giving and philanthropy. On average, Americans donate approximately \$300 billion per year to charities in the nonprofit sector (National Public Radio, “Why Do We Give?” Nov. 25, 2011). In 2012, 88 percent of households in the United States contributed financially to some charity (National Philanthropic Trust, 2015). In 2013, individuals gave \$241.32 billion to charities, followed by foundations (\$52.28 billion) and corporations (\$16.76 billion). The majority of gifts were given to religious organizations (31 percent), education (16 percent), human services organizations (12 percent) and grant-making foundations (11 percent). We’ll examine giving statistics for Hampton Roads in a section below.

The Nonprofit Sector In Hampton Roads

According to the National Center for Charitable Statistics, 2,009 public charity nonprofit organizations from the Hampton Roads area submitted tax returns to the IRS in 2012 (the most recent year for which data are available). Nonprofit organizations with less than \$25,000 in gross receipts are not required to file a tax return with the IRS, nor are any churches. Thus, the figures provided in this chapter do not represent the actual number of nonprofit organizations in the region, but instead represent those charitable nonprofit organizations that filed tax returns with the IRS.

The data supplied in Table 1 disclose that charitable nonprofit organizations in Hampton Roads include 691 human services organizations (child abuse prevention centers, homeless shelters, senior centers, thrift shops), followed by 409 public/social benefit organizations (veterans organizations, non-

profit public utilities, credit unions) and 272 educational organizations (universities, libraries, alumni associations). Health organizations (hospitals, health clinics, blood banks) accounted for 163.

Type of Nonprofit Organization	Number in Hampton Roads	Percentage of Total
Human Services	691	34%
Public, Social Benefit	409	20%
Education	272	14%
Health	163	8%
Arts, Culture and Humanities	162	8%
Religion Related	118*	6%
Mutual/Membership Benefit	85	4%
Environment and Animals	75	4%
International, Foreign Affairs	30	1%
Unknown, Unclassified	4	-
Total	2,009	

Source: The Urban Institute, NCCS Core File (Public Charities, 2012) <http://nccsweb.urban.org/nccs.php>
*This number is an underestimate because religious organizations are not required to submit tax returns to the IRS.

The number of religion-related organizations (118) in the Table 1 sample does not represent the total number of religious organizations and congregations in Hampton Roads because they are not required to submit tax returns to the IRS.

A breakdown of the revenues of public charity nonprofit organizations in Hampton Roads illustrates the financial impact these organizations have on the local community. Table 2 reveals that the revenues for the 2,009 organizations filing an IRS tax return in 2012 totaled more than \$9.6 billion, with approximately \$7.4 billion of the revenues coming from fees for program services offered by the nonprofit organizations. In addition, these

organizations received nearly \$1.5 billion in charitable gifts, contributions and grants; \$160 million in investment income (e.g., dividends, rents, securities); and \$626 million in other income (such as sales of goods and assets). Not surprisingly, health-oriented nonprofit organizations earned the highest revenues (\$6.7 billion) and had the highest expenses (\$6.3 billion), even though they make up only 8 percent of the 2,009 nonprofits in the area. Human services organizations, which comprise 34 percent of the nonprofits in Hampton Roads, recorded revenues totaling more than \$729 million and expenses of approximately \$706 million.

In 2012, the 2,009 public charity nonprofit organizations in Hampton Roads paid approximately \$2.6 billion in wages and benefits to their employees. Health-oriented nonprofits alone paid wages of \$1.9 billion. Human services nonprofits were next at nearly \$236 million in paid wages, with education nonprofits close behind at \$218 million. Clearly, the nonprofit sector is an important employer within Hampton Roads.

TABLE 2
REVENUES AND EXPENSES OF PUBLIC CHARITY NONPROFIT ORGANIZATIONS IN HAMPTON ROADS, 2012

	Total Revenues	Program Service Revenues	Gifts, Contributions and Grants	Investment Income	Other Income	Total Expenses	Total Paid Wages and Compensation
Arts, Culture and Humanities	\$209,848,704	\$63,680,934	\$85,529,692	\$11,935,765	\$48,702,313	\$231,570,828	\$75,559,249
Education	\$721,030,156	\$409,292,608	\$230,554,518	\$32,263,300	\$48,919,730	\$630,009,721	\$218,179,265
Environment and Animals	\$77,810,238	\$20,625,832	\$52,591,629	\$1,266,265	\$3,326,512	\$70,212,987	\$22,917,910
Health	\$6,742,248,492	\$6,203,828,601	\$122,846,315	\$89,741,426	\$325,832,150	\$6,316,058,797	\$1,935,197,863
Human Services	\$729,786,729	\$428,780,994	\$254,646,031	\$8,096,150	\$38,263,554	\$706,170,479	\$236,400,047
International, Foreign Affairs	\$305,512,797	\$3,359,479	\$302,228,225	\$244,971	\$-319,878*	\$293,146,827	\$14,716,595
Mutual/Membership Benefit	\$91,499,836	\$79,166,408	\$1,905,267	\$1,393,515	\$9,034,646	\$89,445,438	\$1,621,653
Public, Social Benefit	\$406,261,394	\$166,604,008	\$187,673,425	\$13,547,338	\$38,436,623	\$370,098,871	\$84,018,811
Religion Related	\$349,523,120	\$9,116,631	\$224,351,186	\$1,771,059	\$114,284,244	\$340,586,282	\$69,350,932
Unknown, Unclassified	\$395,719	\$310,875	\$506	\$0	\$84,338	\$362,188	\$0
TOTAL	\$9,633,917,185	\$7,384,766,370	\$1,462,326,794	\$160,259,789	\$626,564,232	\$9,047,662,418	\$2,657,962,325

Source: The Urban Institute, NCCS Core File (Public Charities, 2012), <http://nccsweb.urban.org/nccs.php>

The Generous Ones: Those Who Give And Grant In Hampton Roads

Nonprofit organizations could not exist without the charitable contributions and gifts they receive from individuals, corporations, governments and foundations. Simply put, however, some individuals are more generous than others.

Table 3 reports the percentages of household incomes given to charitable endeavors in Hampton Roads cities, other cities in Virginia and in the United States.

The typical Virginian gave 2.85 percent of his/her income to charitable endeavors (including religious organizations) in 2012, but residents of Hampton Roads gave 3.41 percent. Both, however, trail the United States average of 3.7 percent.

The residents of Hampton and Portsmouth are the most generous givers (at 4.25 percent and 4.22 percent of incomes, respectively) in our sample, while Virginia Beach residents are the least generous, at 3.11 percent. Even so, Virginia Beach's level of giving towers above that of Loudoun County (which boasts the highest average household income of any city or county in Virginia). These Washington, D.C., suburbanites gave only 1.98 percent their 2012 household incomes to charitable endeavors. It may not be ironic, but it certainly is notable that Portsmouth, a city whose residents are much less prosperous financially, nonetheless more than doubled Loudoun County in terms of the percentage of residents' income given to charitable endeavors. This suggests a degree of anomie and lack of identification of Loudoun County residents with their surroundings.

City or Area	Total 2012 Contributions	Percentage of Income Given to Charity
United States	\$298.42 Billion	3.7%
Virginia	\$5,604,000,000	2.85%
Richmond	\$150,850,000	3.08%
Chesapeake	\$152,357,000	3.31%
Hampton	\$70,126,000	4.25%
Norfolk	\$112,614,000	4.17%
Virginia Beach	\$307,916,000	3.11%
Williamsburg	\$8,716,000	4.12%
Suffolk	\$64,106,000	3.74%
Portsmouth	\$46,564,000	4.22%
Newport News	\$80,051,000	3.75%
Fairfax County	\$1,211,001,000	2.40%
Alexandria	\$145,243,000	2.36%
Arlington County	\$209,199,000	2.09%
Loudoun County	\$297,774,000	1.98%
Washington-Arlington-Alexandria, DC-VA-MD-WV (MSA)	\$5,977,855,000	2.89%
Virginia Beach-Norfolk-Newport News, VA-NC	\$1,033,012,000	3.41%

Source: The Chronicle of Philanthropy, <https://philanthropy.com/interactives/how-america-gives#state/51>

Nonprofit organizations that have attained 501(c)(3) tax-exempt status with the Internal Revenue Service often dispense grants to individuals and organizations they deem most worthy. Table 4 reveals the “top 40” charitable foundations headquartered in Virginia, ranked by the volume of the grants they made in 2012. Note that even though these foundations are located in Virginia, some of the grants they make go to individuals and organizations outside of Virginia.

Also note that eight of the top 40 foundations are located in Hampton Roads. At least three of these foundations are connected to the Batten family, which has assembled a truly outstanding record of charitable giving to a broad range of causes in Hampton Roads, Virginia and elsewhere. The family’s beneficent influence is writ large in our region.

TABLE 4	
THE TOP 40: THE LARGEST VIRGINIA-BASED CHARITABLE GIVING ORGANIZATIONS IN 2012	
Organization Name	2012 Grants
Charities Aid Foundation America	\$46,130,928
The NRA Foundation Inc.	\$23,162,338
The Freddie Mac Foundation	\$22,132,385
The Community Foundation Serving Richmond & Central Virginia	\$20,759,839
Batten Foundation	\$20,050,000
Jack Kent Cooke Foundation	\$20,038,020
Charles G. Koch Charitable Foundation	\$14,920,448
Hampton Roads Community Foundation	\$14,826,518
SunTrust Mid-Atlantic Foundation	\$10,962,442
The Northrop Grumman Foundation	\$10,573,327
Blue Moon Fund Inc.	\$9,984,260
Danville Regional Foundation	\$9,043,053
The Charlottesville Area Community Foundation	\$7,261,583
Norfolk Southern Foundation	\$6,984,677

Gannett Foundation	\$6,843,044
Aimee and Frank Batten Jr. Foundation	\$6,303,510
William H., John G. and Emma Scott Foundation	\$5,875,785
Robins Foundation	\$5,875,758
The Landmark Communications Foundation	\$5,404,467
MeadWestvaco Foundation	\$5,365,864
Robert G. Cabell III and Maude Morgan Cabell Foundation	\$4,632,220
The Mary Morton Parsons Foundation	\$4,609,000
Water Environment Research Foundation	\$4,526,561
The Cameron Foundation	\$4,344,765
Virginia Health Care Foundation	\$4,108,000
CarMax Foundation	\$3,386,550
Genworth Foundation	\$3,140,360
AMERIGROUP Foundation	\$3,037,005
The Alleghany Foundation	\$2,996,419
Foundation for Roanoke Valley Inc.	\$2,497,431
Massey Foundation	\$2,470,000
Mustard Seed Foundation Inc.	\$2,374,246
Northern Virginia Community Foundation	\$2,003,980
Harry Bramhall Gilbert Charitable Trust	\$1,937,501
Beazley Foundation Inc.	\$1,779,019
The Claude Moore Charitable Foundation	\$1,742,064
The Loyola Foundation Inc.	\$1,526,023
Richard S. Reynolds Foundation	\$1,458,253
The Greater Lynchburg Community Trust	\$1,331,286
Weissberg Foundation	\$1,312,509

Source: www.tgci.com/funding-sources/VA/top
 Note: Organizations and foundations headquartered in Hampton Roads are indicated in red.

A Case Study: United Way Of South Hampton Roads

Human services organizations are at the heart of service delivery in the nonprofit sector. They vary widely in the services they provide; some of the organizations offer care to neglected or disadvantaged individuals in need of assistance, while others focus on enhancing or advocating for the community. Human services nonprofits are of two types: informal organizations including community-based nonprofits, such as Alcoholics Anonymous or church soup kitchens, and formal agencies that have recognized 501(c)(3) status with the IRS, for example, the Salvation Army or the American Red Cross. One human services nonprofit that has had a tremendous impact on our region is the United Way of South Hampton Roads.

United Way of South Hampton Roads (www.unitedwaysshr.org) is dedicated to bringing individuals, groups and institutions together to address social problems such as hunger, poverty, homelessness, domestic violence, education gaps, and concerns of the disabled, sick and elderly. The organization interacts with many different communities to address complex social issues by identifying critical needs and achieving results that are geared toward long-term solutions.

As a method for solving community problems, United Way of South Hampton Roads (UWSHR) engages in a process it refers to as Collective Impact. This approach begins by identifying a broad problem and its root causes, then building a network of nonprofits, government agencies, schools, businesses, philanthropists, faith communities, neighborhood groups and community leaders with a common goal to work together to solve the problem. **Rather than one nonprofit organization focusing on an isolated need, the Collective Impact initiative creates a path for facilitating collaborative efforts of individuals and institutions across the public, private and nonprofit sectors.**

One particular initiative, United for Children, brought more than 50 partners together to drive educational success for our poorest children as a way out

of poverty. Founding members include the city of Norfolk, Norfolk Public Schools, Norfolk Redevelopment and Housing Authority, Eastern Virginia Medical School, Old Dominion University, Hampton Roads Community Foundation and numerous community leaders. UWSHR provided the supporting structure, pulling in additional arts and faith-based partners to support the children in and outside the classroom. Now in its third year, United for Children is showing significant, measurable results in improved student reading and math scores. The program supports more than 2,000 children living in poverty in Norfolk, Suffolk and Virginia Beach.

A new Collective Impact, Mission United, will launch this year and focus on providing support and solving problems for active-duty military, veterans and their families.

Another major objective of UWSHR is to raise funds for projects and agencies in the local community. The organization has made a significant impact on the local community, and in return it has received a great amount of support from its donors. The facts and figures that follow illustrate this support by detailing the 2013-14 United Way Campaign to raise funds for its member agencies and programs.

The 2013-14 United Way Of South Hampton Roads Campaign

\$13.7 million in gifts were received. These donations came from:

- \$3.2 million came from 200 donors giving \$10,000 or more
- \$2.4 million came from 1,500 donors giving \$1,000 to \$9,999
- \$1.7 million came from 3,000 donors giving \$475 to \$999
- \$2.9 million came from 33,300 donors giving less than \$475
- 16 accounts generated 50 percent of funds for the campaign. The largest company campaigns, in order of total amount raised:
 1. Sentara Healthcare
 2. Norfolk Southern
 3. Pilot Media
 4. GEICO
 5. PRA Group
 6. Dominion Power
 7. Dominion Enterprises
 8. Virginia Beach City Public Schools
 9. TowneBank
 10. Wells Fargo
 11. City of Virginia Beach
 12. Bank of America
 13. USAA
 14. Christian Broadcasting Network
 15. SunTrust
 16. City of Norfolk
 17. Checkered Flag Motor Car Co.

- 82 accounts raised \$25,000 to \$149,999 each (27 percent of the campaign)
- 498 accounts raised less than \$25,000 each (12 percent of the campaign)
- 50 percent of the contributions were designated by donors to specific agencies or projects
- 30 percent were allocated by 63 volunteers that spent almost 1,200 hours reviewing financials, budgets and agency programs
- 13 percent were allocated to overhead costs for administration and fundraising (the Better Business Bureau says a well-run charity stays under 35 percent of overhead costs)
- 7 percent were designated to special programs

United Way of the Virginia Peninsula is independent of United Way of South Hampton Roads, but holds similar goals and has similar achievements of which it can boast. It is roughly one-half the size of the South Hampton Roads version.

Number of individuals employed - 11

Number of volunteers - 44

Contributions and grants - \$6,006,358

Investment income - \$261,004

Total revenue - \$6,542,524

Grants and similar accounts paid - \$5,065,390

Salaries, compensation, employee benefits - \$763,376

Other expenses - \$622,524

Total expenses - \$6,451,290

Total assets - \$9,382,634

Community impact:

- Funding from the 2013-14 UWSHR helped its certified agencies support more than 195,000 people in Hampton Roads. Of these:
 - 128,167 were rescued during emergencies, such as abusive situations and homelessness
 - 40,295 were children and families receiving school tutoring or child care and programs to reinforce positive behaviors
 - 17,214 disabled, elderly and sick individuals received health services, education and support
- Nearly \$1 million was used to fund early childhood programs.

CERTIFIED AGENCIES OF UWSHR

Sixty-six health and human services nonprofits have become “certified” agencies of UWSHR. To qualify, agencies undergo an extensive external review of their financials, audits and results by a panel of local volunteers, including corporate executives, community leaders and subject-matter experts.

The United Way’s review of funding candidates is unquestionably laudable; however, the consensus in the charitable world is that analogous programs need to be in place to provide additional ongoing monitoring and guidance for existing charitable organizations that have long been around. Such organizations can get stuck in a rut operationally and lose their energy and efficiency. It is not easy to scrutinize existing charities, but it is an important task that directly affects the eventual impact of the United Way.

Once a nonprofit organization has been certified, UWSHR partners with the organization to bring resources together to address complex social issues in the local area. Figure 1 shows the diversity and geographical spread of the United Way’s certified agencies in the South Hampton Roads region.

The impact of UWSHR’s 66 member agencies on the local community is impressive. Member organizations provide a range of services that include domestic violence shelters, literacy support to the homeless, dental care to the uninsured, child care, services for senior citizens, youth development, programs to empower girls to become leaders and legal assistance to low-income residents, among others. United Way-funded programs offered by these organizations serve nearly 200,000 clients.

In total, these member agencies have 367 different programs targeted toward helping people. They employ 8,301 individuals across the region. Revenues for all member organizations combined in 2013 totaled \$389,950,614, of which \$108,210,527 was collected from fees for services offered by programs of the member organizations. Out-of-market revenues (revenues brought in from outside Hampton Roads) totaled \$37,453,572, a remarkable amount of funding coming to the area. A breakdown of organizational statistics of the 66 member agencies is provided in Table 5. Note that in the column titled “Total Number of Clients Served,” an asterisk indicates whether those individuals were served by programs funded directly by the United Way.

FIGURE 1

UNITED WAY OF SOUTH HAMPTON ROADS PARTNER AGENCIES



Source: http://unitedwayshr.org/content/tl_files/unitedwayshr/2014%20Campaign/ComSolutionsWrap-WEB-map.png

TABLE 5

UNITED WAY OF SOUTH HAMPTON ROADS MEMBERSHIP STATISTICS, 2013

Agency Name	Staffing	Total Revenue	Out-of-Market Revenue	Fees-for-Service Revenue	Total Number of Clients Served
ACCESS Aids Care	40	\$2,943,724			406
Access Partnership	5	\$272,380			1,638
Armed Services YMCA of Hampton Roads	14	\$1,433,509			6,206*
Beach Health Clinic	7	\$1,130,391			1,750*
Boys & Girls Clubs of Southeast Virginia	120	\$1,789,494			2,700*
Catholic Charities of Eastern Virginia	47	\$2,092,217	\$57,759	\$413,474	3,430*
Cerebral Palsy of Virginia	8	\$415,340		\$48,523	381
Chesapeake Service Systems	84	\$6,750,214			275
Children's Harbor	89	\$4,694,224			620*
CHIP of Hampton Roads	24	\$1,237,030	\$617,872	\$11,757	2,177
Colonial Virginia Council, Boy Scouts of America	9	\$1,339,282		\$823,479	916
Edmarc	14	\$1,095,461			225
Eggleston	559	\$22,365,027			485*
EQUI-KIDS	25	\$1,058,216			131
Foodbank of Southeastern Virginia	58	\$31,169,081			19,400*
ForKids	79	\$5,282,363	\$1,920,341	\$52,127	174*
Friends of the Portsmouth Juvenile Court	3	\$136,062			257
Girl Scout Council of Colonial Coast	61	\$4,494,000		\$338,934	10,059*
Girls Inc. of Greater Peninsula	22	\$1,339,706			172*
Goodwill Industries of Central and Coastal Virginia	1,184	\$51,621,345	\$307,216	\$2,629,727	1,780

TABLE 5

UNITED WAY OF SOUTH HAMPTON ROADS MEMBERSHIP STATISTICS, 2013

Agency Name	Staffing	Total Revenue	Out-of-Market Revenue	Fees-for-Service Revenue	Total Number of Clients Served
Habitat for Humanity of South Hampton Roads	14	\$3,304,527			31
Help and Emergency Response	19	\$745,009			543*
Hope House Foundation	247	\$7,516,544	\$205,170	\$6,839,248	123
Horizons Hampton Roads	85	\$962,760	\$43,819	\$8,830	358
Ida Barbour Early Learning Center	15	\$436,499		\$271,274	97*
Isle of Wight Christian Outreach Program	0	\$460,775			16,500*
Jewish Family Service of Tidewater	204	\$7,532,702	\$243,962	\$6,514,191	2,823*
Judeo-Christian Outreach Center	15	\$971,139			2,690*
Kirk-Cone Rehabilitation	0	\$46,516			492
Lee's Friends	3	\$246,965			196
Legal Aid Society of Eastern Virginia	36	\$3,216,432			718*
Marilyn and Marvin Simon Family Jewish Community Center	133	\$3,143,827	\$2,132,736		571*
Meals on Wheels of Chesapeake	2	\$145,162	\$4,000	\$79,141	100*
Meals on Wheels of Portsmouth	1	\$111,023			64
Portsmouth Area Resources Coalition	14	\$951,847	\$383,886		401*
Peninsula Metropolitan YMCA	1,067	\$19,188,688	\$692,680	\$16,090,090	1,610*
PrimePlus	22	\$720,078	\$198,545	\$224,705	1,464*
Reading Enriches All Children (REACH)	2	\$132,661	\$2,792		613
Samaritan House	34	\$2,368,718	\$806,319		1,157*
Senior Services of Southeastern Virginia	102	\$6,882,755	\$6,078,638	\$412,918	2,135*

TABLE 5

UNITED WAY OF SOUTH HAMPTON ROADS MEMBERSHIP STATISTICS, 2013

Agency Name	Staffing	Total Revenue	Out-of-Market Revenue	Fees-for-Service Revenue	Total Number of Clients Served
Seton Youth Shelters	48	\$1,262,556			5,008*
Southside Boys and Girls Club	21	\$690,148	\$65,140	\$191,377	761*
St. Mary's Home for Disabled Children	286	\$16,227,909	\$14,250	\$15,299,713	38
The Children's Center	214	\$6,803,897	\$792,291	\$6,014,538	1,033*
The Genieve Shelter	8	\$392,436			210*
The Planning Council	68	\$17,483,313	\$16,049,878	\$147,877	31,799*
The Salvation Army Hampton Roads Area Command	86	\$10,598,026	\$486,327	\$7,980	31,722*
The Salvation Army, Portsmouth	2	\$1,017,067			5,400*
The Salvation Army, Suffolk	7	\$2,226,795			5,637*
The Up Center	179	\$14,522,119	\$1,452,914	\$11,444,180	2,807*
Tidewater Council, Boy Scouts of America	14	\$1,956,434			11,496*
Urban League of Hampton Roads	26	\$1,455,092			1,505*
USO of Hampton Roads and Central Virginia	19	\$1,723,195	\$1,585,250		390
Virginia Supportive Housing	43	\$8,655,810		\$1,641,758	343
Volunteer Hampton Roads	5	\$405,756	\$10,000	\$93,000	101*
Volunteers of America Chesapeake - Virginia Beach Lighthouse Center	12	\$32,220,437			100*
Wesley Community Service Center	5	\$165,226		\$1,260	852*
Western Tidewater Free Clinic	25	\$1,579,542			1,206*
WHRO	137	\$13,759,725			1,500*
William A. Hunton YMCA	33	\$1,095,582	\$122,525	\$689,197	1,820*
YMCA of Portsmouth	178	\$2,546,450	\$2,001,418	\$7,500	900*

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UNITED WAY OF SOUTH HAMPTON ROADS MEMBERSHIP STATISTICS, 2013

Agency Name	Staffing	Total Revenue	Out-of-Market Revenue	Fees-for-Service Revenue	Total Number of Clients Served
YMCA of South Hampton Roads	2,341	\$49,160,804	\$224,909	\$37,857,845	1,800*
YWCA South Hampton Roads	77	\$2,258,602	\$952,936	\$469,358	688*
TOTAL	8,301	\$389,950,614	\$37,453,572	\$108,210,527	192,984

Source: United Way of South Hampton Roads

It is clear that UWSHR plays an integral role in the Hampton Roads community via the programs it funds. The number of people assisted by the United Way is higher than many might expect. Table 6 reports the number of individuals helped by United Way programs for the purposes of child care or tutoring, assistance during emergencies or crises, meals distributed in the community, and assistance to the disabled, elderly or sick.

Residents of Virginia Beach and Norfolk typically receive the most assistance from the UWSHR organizations in each of the four categories in Table 6. Of note is the large number of meals distributed by United Way-certified agencies – 7.7 million meals in Norfolk and Virginia Beach alone.

Final Observations

The impact of the nonprofit sector in Hampton Roads often is overlooked. However, nonprofit organizations increase the quality of life in our region even as they reduce economic inequality. Without our nonprofit organizations, and specifically, without the United Way, Hampton Roads would be a far less attractive place to reside.

TABLE 6

COMMUNITY IMPACT OF UWSHR-CERTIFIED MEMBER AGENCIES

	Number of Children in Child Care/Tutoring Programs	Number of Individuals Helped During Emergencies	Number of Meals Distributed to Individuals	Number of Disabled, Elderly or Sick that Received Services
Virginia Beach	16,907	30,823	3.6 million	5,334
Norfolk	15,538	31,997	4.1 million	4,379
Chesapeake	8,334	14,997	1.9 million	2,018
Western Tidewater	5,229	31,663	1.6 million	2,473
Portsmouth	4,168	18,267	1.1 million	3,010
Total	50, 176	127,747	12.3 million	17,214

Source: <http://unitedwayshr.org/content/index.php/392.html>

