

PROFILES OF CARING



THE HUMAN SERVICES & NONPROFIT SECTOR IN MASSACHUSETTS

PROVIDERS'
COUNCIL
for caring communities

 **PUBLIC
CONSULTING
GROUP**

With support from:

Human Services
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August 2009

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The Council must also thank the National Council of Nonprofits and the National Center for Charitable Statistics. The National Council of Nonprofits helped guide the template of this report, and the NCCS provided many of the statistics used in this report. Both provided invaluable assistance that helped the Council publish a comprehensive report.

But perhaps most importantly, the Council thanks its members who shared information about their organizations and assisted us in putting together this comprehensive look at the human services sector in Massachusetts. Thanks to Action for Boston Community Development, The Center for Human Development, Chelsea-Revere-Winthrop Elder Services, Community Work Services, Family Service of Greater Boston, MetroWest Center for Independent Living, Pine Street Inn, Seven Hills Foundation, Wayside Youth and Family Support Network and Work Inc. for a glimpse into how they help build caring communities and create a stronger Massachusetts every single day.

The Council also needs to thank its staff, particularly Sara Morrison Neil, for her research and production of this report, and Bill Yelenak, for his design, review and editing of the final document. The document is a considerable undertaking, and the staff at the Providers’ Council worked diligently to ensure accurate information was presented in all charts, graphs and text.

Lastly, the Council thanks you for reading this report. Our board and staff hope that it helps to educate the state’s residents about the importance of both human service and nonprofit organizations to the quality of life in Massachusetts.

PROFILES OF CARING: THE HUMAN SERVICES AND NONPROFIT SECTOR IN MASSACHUSETTS

Massachusetts' social and economic strength is supported by strong families and communities, a prepared workforce, and an innovative spirit that addresses our economic and social needs. Nonprofits develop our emerging leaders and social entrepreneurs, provide care for our families and children, and protect our most vulnerable residents. Nonprofits promote education and culture, advocate for a better environment, and engage citizens in policy issues. Nonprofits help to define the incredible character of the Commonwealth's communities and improve their quality of life. They also provide strong incentives for remaining in or relocating to our state.

Massachusetts nonprofit organizations are:

- * **Building the workforce** through training, education, volunteerism and vocational support programs;
- * **Driving the economy** by helping unemployed and underemployed people reach their full potential by becoming vital and productive members of the larger community;
- * **Transforming lives** by helping individuals who are experiencing homelessness to transition to having a home, and by helping individuals overcome addictions, live a productive life and maintain positive personal relationships;
- * **Strengthening families and communities** by providing programs that address domestic violence, substance abuse, and mental illness; and
- * **Creating innovative solutions** that address areas of social concern through entrepreneurship and the introduction of increased local spending and new, well-paying jobs in the community.



Nonprofits strengthen our social fabric, and are essential to improving the quality of life in our state. They are an integral part of “what works” in Massachusetts. This report highlights the work of human service providers, a large portion of our state's nonprofits, and the impact they have on its residents and the economy. The report also includes data about all nonprofits in Massachusetts, which serve every resident of the Commonwealth.

The Providers' Council, the Human Services Providers Charitable Foundation and Public Consulting Group are pleased to present this report, completed in collaboration with the Urban Institute's National Center for Charitable Statistics and the National Council of Nonprofits. We thank you for your interest in this report and for doing your part to create caring communities in Massachusetts.

Sincerely,

A handwritten signature in blue ink that reads "Michael Weekes". The signature is fluid and cursive.

Michael Weekes
President/CEO
Providers' Council

HELPING TO CREATE A STRONG ECONOMY IN MASSACHUSETTS

Nonprofits in Massachusetts benefit everyone by building the workforce, transforming lives, strengthening families, creating many good jobs, and fostering innovative solutions to social problems.

Building the Workforce

Provides training, education and vocational support services

Driving the Economy

Employs and trains a significant portion of the workforce, including the underemployed and first time workers

Transforming Lives

Transforms lives every day through rehabilitation, housing support, substance abuse treatment, occupational therapy, job counseling, job training and early intervention

Strengthening Families and Communities

Provides support for families so they can address challenges such as domestic violence, teen drug use, or mental illness

Creating Innovative Solutions

Addresses areas of social concern through entrepreneurship and creativity

Key Economic Findings

There have been very few significant economic and demographic changes within the Massachusetts nonprofit sector since the previous report, which was released two years ago. This new report's data, from 2006, shows that many of the indicators have remained level, illustrating a strong resilience on the part of nonprofits to survive and thrive despite the economic, political and social challenges that have increased over the past three years. This resiliency of the nonprofit sector is critical to the strength of Massachusetts families and communities.

- * Human service organizations continue to be the largest subsector of nonprofits, representing 24% of all nonprofits in Massachusetts. Similar to when the last report was released, Arts and Culture organizations were a close second at 23%.
- * The number of nonprofit organizations has continued to rise over the last ten years. And with that rise, the amount of expenditures of those nonprofits has also increased, further adding to the Massachusetts economy. Human service nonprofit expenditures rose from \$5 billion to \$7 billion.
- * The assets of human services nonprofits in Massachusetts have also grown significantly over the ten years from 1996-2006 from \$3.4 to \$8.4 billion. Assets in the nonprofit sector in general have risen from \$65.4 to \$172.3 billion.
- * The size of both MA nonprofits and human service nonprofits continues to hold steady with the vast majority of nonprofits and human service nonprofits having under \$100,000 in revenue. The next largest group is organizations under \$500,000. There was a very small increase of nonprofits with budgets under \$100K, from 42% to 43%. The increase in human service agencies under \$100,000 went from 28% to 29%.
- * The Barr Foundation continues to top the list of foundations in MA with the most assets while the Boston Foundation continues to give the most. The total given by the top 10 foundations jumped from \$232,957,358 in 2004 to \$284,186,503 in 2006, a difference of more than \$51 million.

Key Social Impact Findings

- * A Boston nonprofit created a private two-year college to provide the opportunity for post-secondary education and professional advancement to those who are traditionally underserved by higher education. Last year over 1,000 were enrolled in the institution and 145 students graduated and obtained either a certificate or associate's degree.
- * The jobs created through one organization's vocational programs add \$780,000 in payroll taxes to the state.
- * A two-year program placed 150 men who had been chronically homeless — 45% of the program's chronically homeless guests — into permanent housing with a 94% retention rate.
- * A family service organization reports 100% of families were connected to community resources and supports by the end of services and 93% of families reported improvement in their problem solving skills as a result of services.
- * In one year, an organization helped 696 people obtain jobs who otherwise would have been unemployed.

INTRODUCTION

The Nonprofit Sector

The nonprofit sector is the name used to describe organizations that are neither for-profit businesses nor government. Other names for this sector are the not-for-profit sector, the third sector, the independent sector, the philanthropic sector, the mission-based sector, the voluntary sector, or the social sector. This sector is a collection of mission-driven organizations, often defined as meeting needs that are not met by the government or by the for-profit business sector. They advance our democracy and effect our capability to form associations of mutual interest.

This report focuses on a portion of the nonprofits classified by the Internal Revenue Service (IRS) as 501(c)(3) organizations, which must operate “exclusively for religious, charitable scientific or educational purposes” and serve the common good. These organizations are prohibited from distributing profits to individuals or businesses, thus the “nonprofit” name. This report does not include religious congregations, or other types of nonprofits classified as 501(c) such as labor and agricultural organizations or business leagues. Nationally, there were more than 1,478,000 reporting nonprofits in 2006 compared to only 1,085,000 in 1996 — an increase of 36.2% over the 10-year period.

Size and Scope

In 2006, there were more than 22,000 charitable nonprofit organizations in Massachusetts, according to the National Center for Charitable Statistics (NCCS). Of these, about half (10,476) were required to file a Form 990 because they had more than \$25,000 dollars in gross receipts. In addition, there were over 4,000 private foundations, of which 3,689 were required to report to the IRS.

The statistical section (found on pages 10 — 15) is based on the records of those 501(c)(3) nonprofits and foundations that reported to the IRS in 2006, and will be referred to simply as nonprofits and foundations, rather than repeatedly qualifying them as reporting nonprofits or reporting foundations.

FIGURE 1: REGISTERED & REPORTING NONPROFITS IN MASSACHUSETTS

Tax-Exempt Organizations	Registered with the IRS (over \$5,000 in gross receipts)	Filing Annual IRS Report (over \$25,000 in gross receipts)
Total Filing Under 501(c)(3)	27,006	14,165
Private Foundations	4,463	3,689
Charitable Nonprofits	22,543	10,476
Filing Under Other 501(c) Subsections	10,153	4,166
501(c)(4) Social Welfare	1,843	545
501(c)(5) Labor/Agriculture	1,803	690
501(c)(6) Business Leagues	1,460	831
Other Exempt Organizations	5,047	2,100

Source: National Center for Charitable Statistics, 2006 Data

Focus on Human Service Providers

This report focuses on human service providers, which represent about one quarter of the nonprofits in the state. There are more than 2,000 human service providers serving different populations, regions and needs across the state, according to the NCCS. We have identified five ways that human service providers strengthen our economy and our communities, and provide examples for each of these areas. We bring you *Profiles of Caring* on the specific problems that ten different human service providers address, and how their work impacts the local community and the state. There are hundreds more organizations like the ones we highlight doing similar work in different communities, and hundreds of others addressing different problems, but these ten exemplify concrete examples of the critical role human service providers play in our communities and in our economy.

HUMAN SERVICES BUILDS MASSACHUSETTS' WORKFORCE

Human service providers build the Massachusetts workforce by providing support services to people who would not otherwise be able to work. The services include rehabilitation, sheltered work, technical assistance, and job training programs. Human service agencies also provide training and education opportunities for employees and consumers.



A challenge

Barriers to employment include lack of basic skills, no work history, low educational attainment, lack of basic computer skills, developmental or physical disability, chronic unemployment and/or a lack of English fluency.

A solution

Since 1962, **Action for Boston Community Development (ABCD)**, has promoted self-help for low-income people and neighborhoods. ABCD empowers disadvantaged people by providing them with the tools to overcome poverty, live with dignity, and achieve their full potential.

ABCD's Urban College of Boston is a private two-year college established to provide the opportunity for post-secondary education and professional advancement to those who are traditionally underserved by higher education. In 2006, 62% of adults over the age of 25 living in poverty did not have a post-secondary education.

Last year over 1,000 students were enrolled in the Urban College and 145 students graduated and obtained either a certificate or associate's degree.



A challenge

The median hourly rate for people with disabilities is \$8.27, or \$17,218 annually. The rate of unemployment for people with disabilities is over 80%.

A solution

Founded in 1877, Boston-based **Community Work Services** helps people with barriers to work obtain employment. The primary populations served are individuals with disabilities and those experiencing homelessness. Placements include occupations such as office support, computer training, food service, janitorial and housekeeping services, and commercial production.

Annually CWS serves approximately 730 people. In the past year, it helped 196 people obtain jobs, and created about 500 jobs through paid transitional employment. More than 500 people earned a training certificate on green cleaning product usage from the American Hotel and Lodging Association.

On average, people who were previously not able to work earned nearly \$10 an hour, 20% more than the median earnings in 2006 for people with disabilities in Boston. **Clients earned about \$890,500 of taxable income which is spent in the local economy, and adds to the state tax income.**

HUMAN SERVICES DRIVES THE ECONOMY

Human services, a labor-intensive industry, employs over 100,000 people in Massachusetts. Human services creates jobs in Massachusetts by procuring contracts for work for local — or even foreign — industries. Human services pumps money into the local economy, through materials and capital investment needed to run the programs.



A challenge

The unemployment rate for individuals with disabilities is over 80%, yet work for these individuals provides opportunities for socialization, increases self-esteem, creates a sense of structure and offers an all-important paycheck. While jobs are difficult to secure, work allows them to move off government subsidies, creating a net gain to the state of over \$7,000 dollars per person.

A solution

WORK Inc. supports over 1,000 consumers daily in Quincy, New Bedford and Leominster. People come to WORK Inc. with developmental disabilities including mental retardation, chronic mental illness, cerebral palsy, mobility impairments, autism, traumatic head injury, sensory impairments, and epilepsy.

WORK Inc. helps individuals define their employment objectives and helps them with career exploration, training, education, counseling and job placement. People receive assistance with self-advocacy, transportation, medical services, finances and assistive technology, among other supports.

Since 1997 WORK Inc.'s vocational programs have placed more than 1,280 individuals in jobs with an average of 21.2 hours per week worked. The average salary is \$7.80 an hour. WORK, Inc. spends nearly \$1.3 million on the purchase of vehicles, supplies, gasoline, facility repair services and equipment. **The jobs created through the vocational programs add \$780,000 in payroll taxes to the state.**

A solution

The Center for Human Development, Inc.'s (CHD) mission is based on a philosophy of helping people thrive in the community, a major departure from the previous system of placing people in institutions.

Riverbend Furniture, a program of the Center for Human Development, was founded in 1983 and its mission is to provide meaningful work to individuals with mental illnesses by training them to produce high-quality furniture, which is purchased primarily by schools, shelters and residential treatment settings.

Riverbend has been able to employ as many as 100 people. Its current reduced employment level is based strictly on sales, but as sales grow, the organization hopes to employ more people. **CHD had annual sales of \$1.2M in FY '08, selling beds, dressers, tables and chairs to customers across New England & New York.** Growth in sales will allow more people to participate in the program.

Additionally, Riverbend has also started a program with the Springfield Public Schools Special Education Department to provide an opportunity for students to gain workplace experience while still in school.

HUMAN SERVICES TRANSFORMS LIVES

Human services transforms lives every day through rehabilitation, housing support, occupational therapy, job counseling, job training and early intervention, to name a few. These services can mean the difference between being homeless, and having a home; between a life spiraling out of control because of drug abuse, and a life with steady work and positive relationships; between suffering alone from medical issues and being treated by a caring professional.



A challenge

There are significant challenges facing elders who want to remain at home: longer life spans, increased frailty, isolation, shorter hospital stays to support recovery, and a shift in resources and expectations for families to care for loved ones. Many families are struggling to care for their elders and children at the same time. A nursing home placement can cost \$75,000 or more per year.

A solution

Many elders can successfully live at home with cost-effective home care services and programs. There are 1,796 low-income people over age 65 in the towns of Chelsea, Winthrop and Revere. **Chelsea-Revere-Winthrop Elder Services** serves 1,500 elders every month. Home-care programs include case management and typically cost \$3,200 to \$12,000 a year. The home care program helps elders retain as much independence as possible and saves taxpayer dollars.

A case in point: Mary C. was referred to the agency by the local Board of Health. She was 72 years of age, living in a third floor substandard apartment while suffering from several physical ailments and depression. She recently lost her only son and she was going to a nursing home. Thanks to the intervention of CRW Elder Services, she was placed in public housing, received support services and lived to be 92 years old — in a comfortable and friendly environment. **Had she gone into the nursing home originally, it would have cost the state close to \$1 million for 20 years of care for her. Home care services cost considerably less and allowed Mary to live out her remaining years with dignity.**



A challenge

The crisis of homelessness has grown over the past four decades, and the needs of those who are homeless have changed as well. In addition to addressing the need for shelter, agencies have found they also need to address mental illness, substance abuse, job readiness and health care issues. In the winter of 2006-07, nearly 7,200 people were homeless, a 12% increase from the previous winter.

A solution

Pine Street Inn serves 1,300 people every day and approximately 12,000 individuals each year. Pine Street has been able to place 500 people in permanent housing and helped 700 people through programs designed to help them regain independence. **A two-year program placed 150 men who had been chronically homeless into permanent housing with a 94% retention rate.**

While **75% of people seeking shelter stay fewer than ten days**, 20% stay one to five months and 5% stay longer than five months; they are “chronically homeless.” Studies around the country have shown that permanent housing is an effective solution for people who are homeless. The stability afforded by permanent housing relieves much of the stress and anxiety caused by being homeless. Pine Street Inn has embraced the “housing first” model for the chronically homeless.

The organization also runs the Women in Transition program, which provides housing for women who are sober, employed and saving a percentage of their earnings for permanent housing. Employment assistance and other support groups are available on site, and guests are also required to attend weekly counseling.

HUMAN SERVICES CREATES STRONG FAMILIES & COMMUNITIES

Family services means help for low-income families to address the challenges of mental illness, behavioral disorders, substance abuse, family violence, school and community problems, and other life stressors that get in the way of a family's ability to care for children and raise healthy adolescents. Family services helps healthy families stay together.



A challenge

Families often struggle on their own to address the challenges that confront our friends and neighbors in everyday life. Whether it is a family member struggling with mental illness, behavioral disorders or drug or alcohol addiction, such issues have the ability to tear families apart. Family services organizations help families solve their problems and become stronger in the process.

A solution

Wayside's Family Based Services (FBS) program staff travel to families to help them resolve problems, find resources, improve household functioning and support recovery of children who have experienced trauma. Wayside helps to ensure that placement in residential programs is a last resort, so children can grow up in families. The focus on solutions builds problem-solving skills (an important "protective factor" in resiliency research) and is validated in the family-based literature as "easier and more profitable to construct solutions than dissolve problems."

- Wayside Family Based Services (FBS) serves about 1,000 children and their families annually.
- 92% of the families served remained intact, with no out of home placement at close of services.
- 93% of families reported improvement in their problem solving as a result of services.
- 100% of families were connected to community resources and supports by the end of services.

The most dramatic result of FBS involvement in the communities it serves is the reduction in use of residential placement and hospital stays. The average cost of FBS is about \$60 per day, while a typical course of service (3 months) costs the state \$6,210. By comparison, 90 days in a typical residential program would cost \$36,000.

A solution

Family Service of Greater Boston (FSGB) served nearly 5,800 families last year. FSGB families and program participants represent a wide range of cultures, languages and ethnicities. FSGB has a best practice approach to program delivery and favors research-based, protocol-driven program models. The organization shares information with collaborators and works in partnership with program participants and other stakeholders to choose new approaches that make a difference.

A few of the current best practice programs at FSGB include *Helping Fathers Be Fathers*, a life and parenting skills development initiative that promotes responsible fatherhood among multi-challenged, urban men; *All Stars*, a school/community-based program designed to delay and prevent high-risk behaviors among middle school-age adolescents; and *The Center for Behavioral Health*, which focuses on stabilizing at-risk children, ages 12 and under, who have experienced traumatic stress and dysfunction due to family violence, sexual assault, emotional or physical abuse, chronic neglect, traumatic loss, or school and community violence. The Center also counsels parents to establish and maintain physical and emotional safety for all family members.

HUMAN SERVICES MEANS INNOVATION

Many scholars studying the phenomenon of social enterprises now combine the notions of innovation, catalyzing change, seizing opportunity and demonstrating resourcefulness into the definition. *Social entrepreneurs* typically address areas of unmet social need or opportunity that the public or private sectors have failed to address.



A challenge

In 1972, the state privatized the human services sector, shifting care for vulnerable populations from state-run institutions to community-based care organizations. Since then, the state serves the most vulnerable residents by contracting with private human service providers, but the contract rates have not increased since 1987. This mismatch between resources and needs has led some human service leaders to consider strategic moves into social enterprises to subsidize their social activities. Leaders use both profitable opportunities in the core activities of their not-for-profit venture or for-profit subsidiary ventures and cross-sector partnerships with commercial corporations.

A solution

The mission of the **MetroWest Center for Independent Living (MWCIL)** is to help individuals with disabilities become productive and contributing members of the community and to eliminate barriers within the community that impede this process. All core services the organization provides are free and available to people of all ages.

To support these free services, MWCIL established a web service business to create unrestricted income — and at the same time promote full access to the Internet. The business offers a full range of services designed to provide low-cost, high-quality web sites that are fully accessible to all individuals. It also offers a range of options to create that person's or business's presence on the Web. MWCIL staff are committed to providing cutting-edge design ideas with full access to all functions and activities related to web site creation and implementation.

MWCIL currently hosts about 25 sites of various sizes. It collects fees for hosting, updating and designing web sites. **On average, MWCIL web services bring in \$7,000 to \$10,000 to support programs. In addition, MWCIL trains 30 to 50 individuals each year on computer systems, which improves their marketability and job skills.**

A solution

Seven Hills Foundation, a multi-state organization with 3,000 professional staff, provides services and resources to 26,000 individuals at 150 program sites across Massachusetts and Rhode Island. Seven Hills Foundation offers a full range of services to support children and adults who have physical, emotional, developmental, social and other significant life challenges.

To strengthen their finances, Seven Hills Foundation has invested in for-profit companies. By analyzing the services they were paying an outside company to provide, they located two opportunities:

Construction: Group 7 Design, Inc. creates environmentally sensitive designs for the retail, commercial, health/human service, hospitality and restaurant industries. (www.group7design.net)

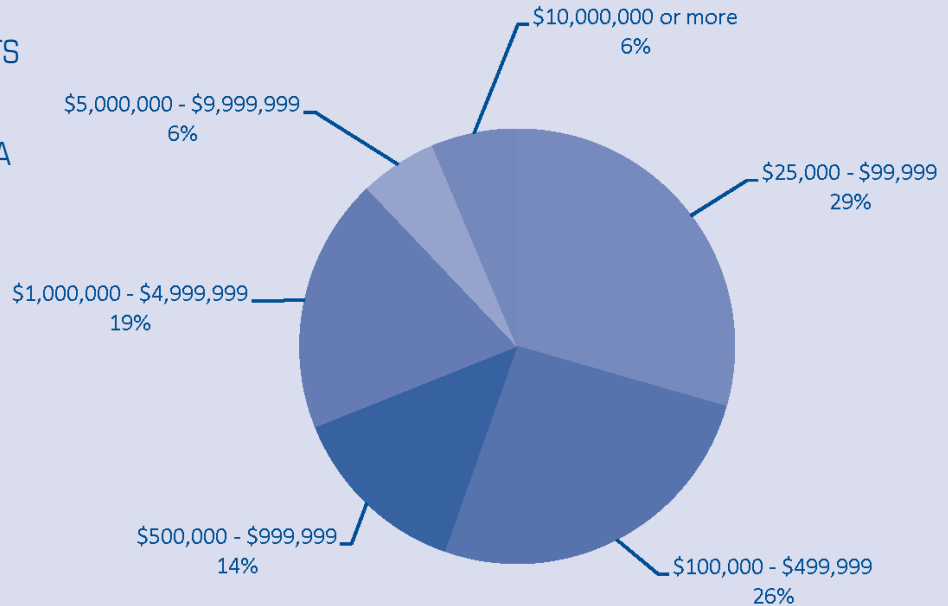
Software: Sequest Technologies, Inc. creates software solutions for client care industries. (www.sequest.net)

Buying a percentage of these companies not only provides access to the services they were already using, but Seven Hills Foundation also hopes to see a return on its investment in the future through a share of the profits.

MASSACHUSETTS NONPROFITS BY THE NUMBERS

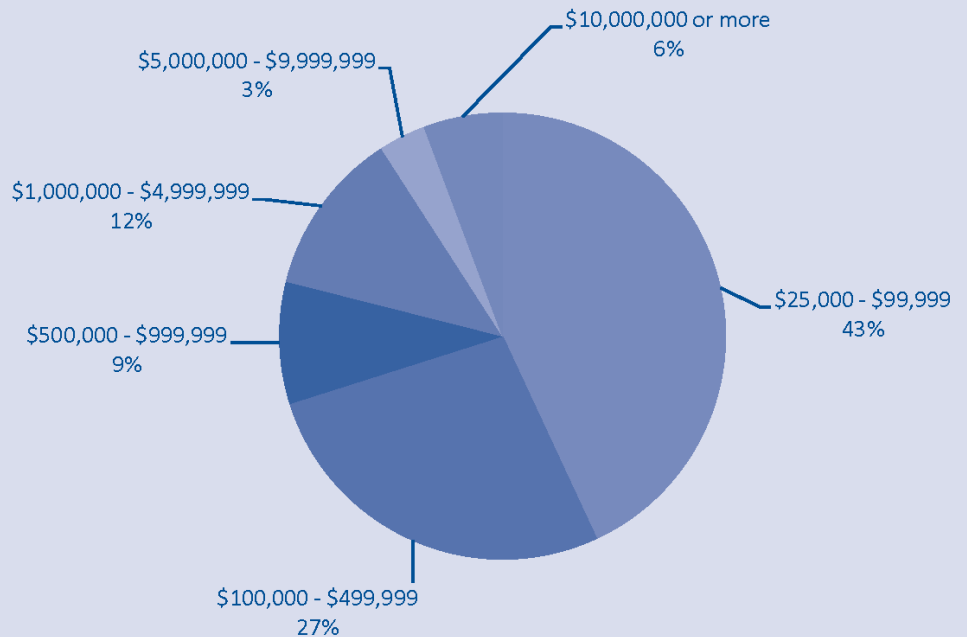
The National Center for Charitable Statistics (NCCS) analyzed the 2006 IRS filings of **2,563 reporting 501(c)(3) human services nonprofit organizations**, and the results are indicated below. Almost 69% of human service nonprofit organizations in Massachusetts have gross receipts between \$25,000 and \$1 million and almost 88% have receipts of under \$5 million.

FIGURE 2 | MASSACHUSETTS HUMAN SERVICE NONPROFIT ORGANIZATIONS, 2006 DATA



The National Center for Charitable Statistics analyzed the 2006 IRS filings of **10,476 reporting 501(c)(3) nonprofit organizations**, and the results are indicated below. Almost 79% of nonprofit organizations in the state have gross receipts between \$25,000 and \$1 million, and almost 91% of organizations have receipts of under \$5 million.

FIGURE 3 | MASSACHUSETTS NONPROFIT ORGANIZATIONS, 2006 DATA



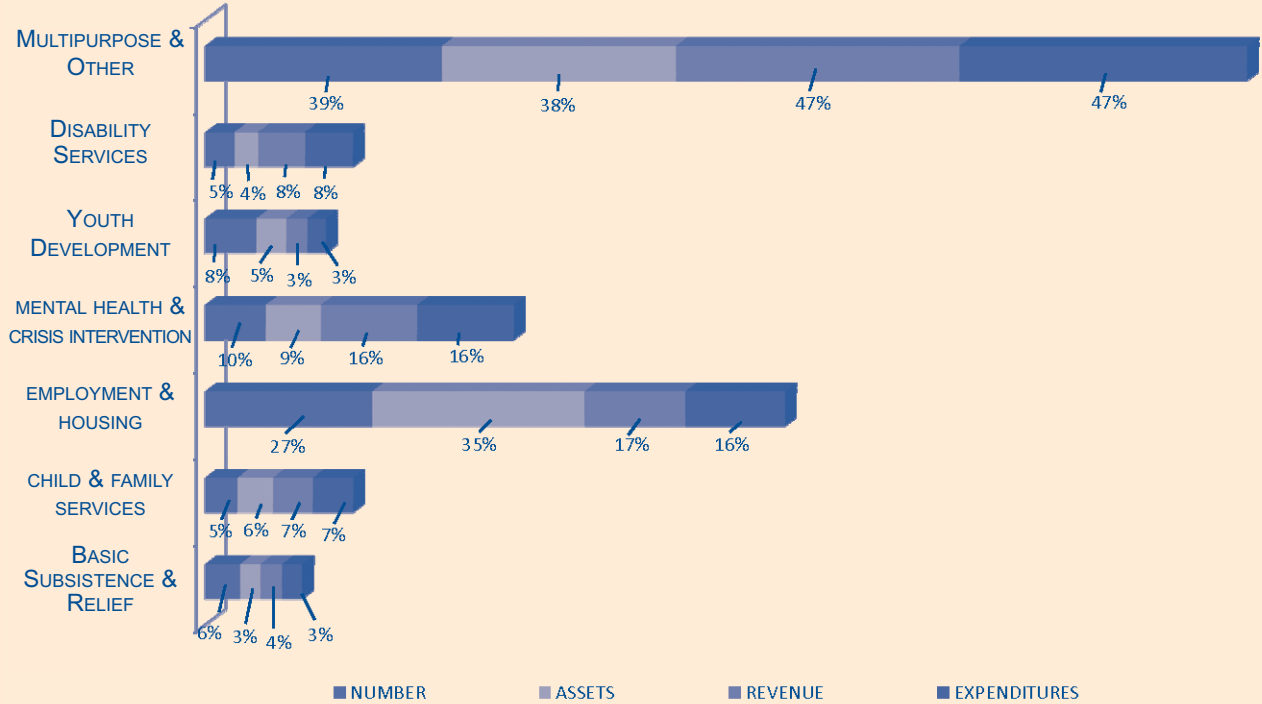
NOTE: Organizations under \$25,000 are not included in these scans. These scans include all nonprofits over \$25,000 in gross receipts.

SOURCE: NATIONAL CENTER FOR CHARITABLE STATISTICS, 2006 DATA

REPORTING HUMAN SERVICE ORGANIZATIONS BY TYPE

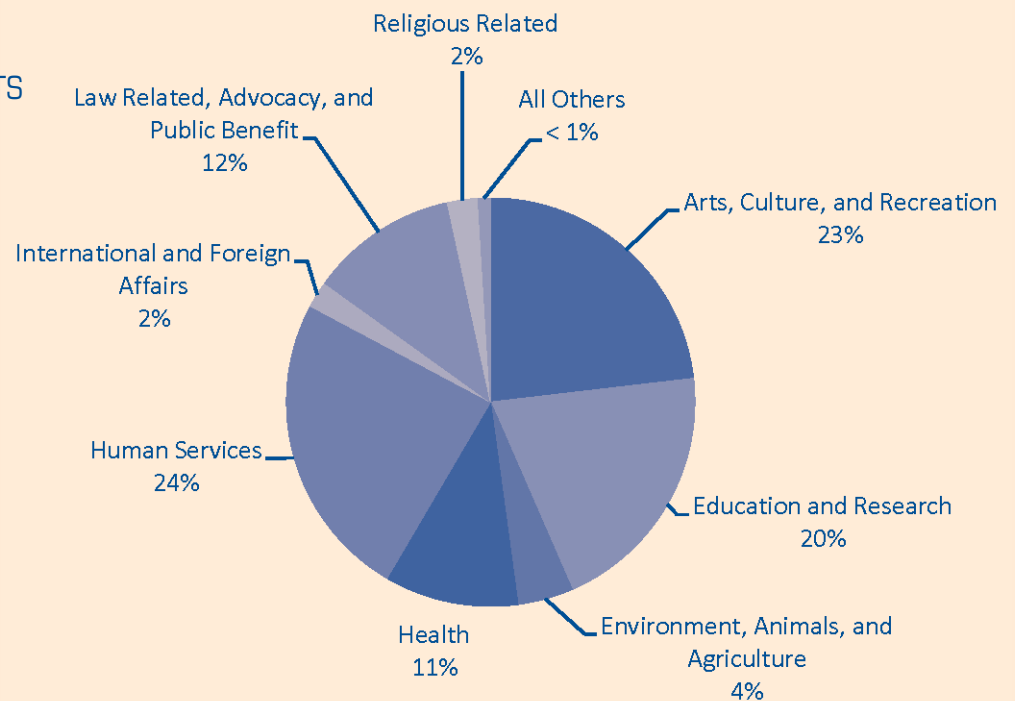
The graph below represents the 2,563 reporting 501(c)(3) human service nonprofit organizations by type. Organizations with more than one expressed purpose are included under the "Multipurpose & Other" bar. The largest single set of human services organizations are employment and housing, with 27% of all human services organizations falling into this category.

FIGURE 4 | MASSACHUSETTS HUMAN SERVICE ORGANIZATIONS BY TYPE



In the nonprofit sector as a whole, human services narrowly remains the largest segment of the sector in Massachusetts at 24%. Arts, culture and recreation organizations make up 23% of the sector, and it is closely followed by education and research at 20%. Together, those three sectors make up two-thirds of the nonprofit sector, which also includes: law-related, advocacy and public benefit; environmental, animals and agriculture; and health, among others.

FIGURE 5 | MASSACHUSETTS NONPROFIT ORGANIZATIONS BY FIELD

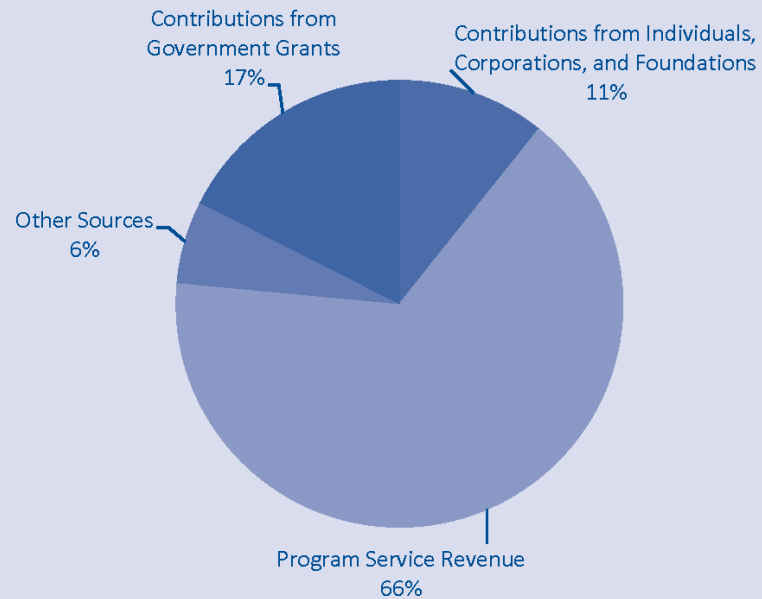


SOURCE: NATIONAL CENTER FOR CHARITABLE STATISTICS, 2006 DATA

SOURCES OF HUMAN SERVICES & NONPROFIT REVENUE

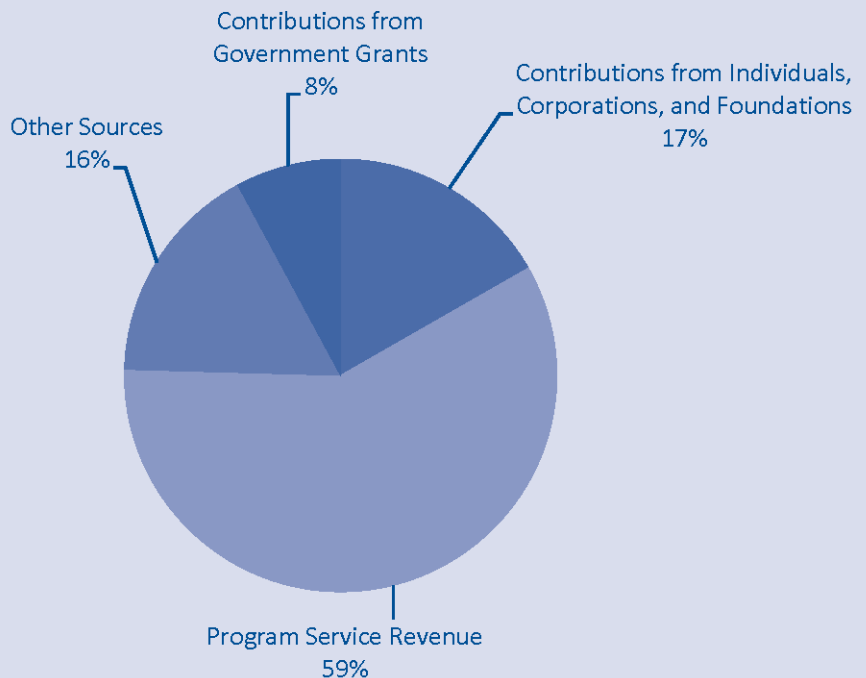
The National Center for Charitable Statistics analyzed the revenues of **2,563 reporting 501(c)(3) human services nonprofit organizations**, and the results are indicated below. The scan, which includes all human services nonprofits over \$25,000 in gross receipts, shows that **nearly two-thirds of the total revenue — or 66% — comes from program service fees**. Other portions of revenue come from government grants (17%); contributions from individuals, corporations and foundations (11%); and other sources (6%).

FIGURE 6 | SOURCES OF REVENUE FOR HUMAN SERVICES ORGANIZATIONS



NCCS also analyzed the revenues of **10,476 reporting 501(c)(3) nonprofit organizations**. Like human services, the largest percentage of revenue for nonprofits comes from program service fees (59%). Nonprofits overall, however, receive larger portions of their revenue from contributions from individuals, corporations and foundations (17%) and other sources (16%). Also, nonprofits receive far less from government grants than human services organizations do (8%).

FIGURE 7 | SOURCES OF REVENUE FOR ALL NONPROFIT ORGANIZATIONS



SOURCE: NATIONAL CENTER FOR CHARITABLE STATISTICS, 2006 DATA

PHILANTHROPIC & FOUNDATION GIVING

With more than one-sixth of Massachusetts nonprofits' revenue coming from individuals, corporations and foundations, it's no surprise that Massachusetts foundations account for more than \$16.4 billion in assets, \$1.3 billion of gifts received and \$1 billion in total giving to Massachusetts nonprofits. The figures below include all active private and community grant-making foundations located in the Commonwealth.

Foundation Type	Number of Foundations	Assets	Total Giving
Independent Foundations	2,710	\$13,205,139,971	\$718,964,177
Corporate Foundations	125	\$883,780,513	\$87,759,895
Community Foundations	13	\$1,296,400,319	\$122,513,277
Operating Foundations	189	\$1,064,510,726	\$82,802,690
Total in Massachusetts	3,037	\$16,449,831,529	\$1,012,040,039
Total in United States	72,477	\$614,665,650,000	\$39,004,127,000
Massachusetts as % of US	4.19%	2.15%	2.59%

In Massachusetts, one foundation — the Barr Foundation — has assets totaling more than \$1 billion. Three other foundations have assets totaling more than \$500 million and 26 foundations across the Commonwealth have assets of more than \$100 million. Below are the ten Massachusetts foundations with the most assets.

Foundation Name	Foundation Assets	Foundation Type
Barr Foundation	\$1,019,257,947	Independent Foundation
Boston Foundation, Inc.	\$897,130,148	Community Foundation
Cummings Foundation	\$539,853,361	Operating Foundation
Yawkey Foundation II	\$508,599,446	Independent Foundation
Fidelity Foundation	\$372,237,853	Corporate Foundation
Edward C. Johnson Fund	\$371,258,747	Independent Foundation
Carl/Ruth Shapiro Family Foundation	\$254,113,534	Independent Foundation
Paul/Phyllis Fireman Char. Foundation	\$223,959,833	Independent Foundation
The Highland Street Foundation	\$213,370,407	Independent Foundation
The Flatley Foundation	\$208,735,131	Independent Foundation

While the Barr Foundation tops the assets list, the Boston Foundation tops the total giving list for 2006. The Boston Foundation gave more than \$92 million to charitable nonprofits in 2006, followed by the Genzyme Charitable Foundation and the Barr Foundation. The ten foundations in Massachusetts that gave more than \$10 million in 2006 are listed below.

Foundation Name	Foundation Total Giving	Foundation Type
Boston Foundation, Inc.	\$92,856,047	Community Foundation
Genzyme Charitable Foundation, Inc.	\$43,689,150	Operating Foundation
Barr Foundation	\$39,896,202	Independent Foundation
Yawkey Foundation II	\$25,016,200	Independent Foundation
Edward C. Johnson Fund	\$17,534,568	Independent Foundation
Brookfield Arts Foundation, Inc.	\$15,458,526	Operating Foundation
Fidelity Foundation	\$13,914,788	Corporate Foundation
The John Merck Fund	\$12,834,870	Independent Foundation
State Street Foundation, Inc.	\$12,826,367	Corporate Foundation
Carl/Ruth Shapiro Family Foundation	\$10,159,785	Independent Foundation

CHARITABLE GIVING BY ITEMIZERS

About 42% of Massachusetts residents itemized their taxes in 2006. Of those who gave, the average charitable giving amount was \$3,045, well above the New England average of \$2,906 and larger than every state in New England except Connecticut. All New England states, however, had itemizers who reported less charitable giving than the national average, which came in at \$3,456 in 2006. The highest state in the country was Utah, which came in at \$7,143.

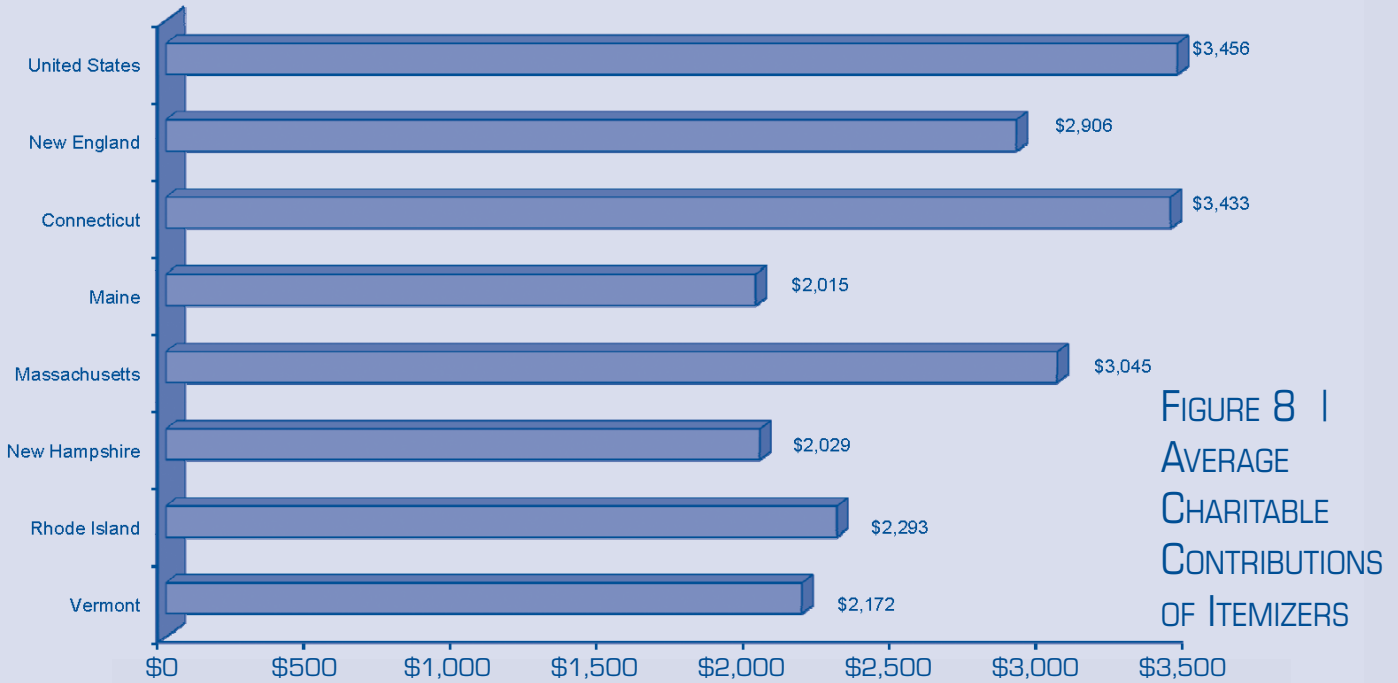


FIGURE 8 | AVERAGE CHARITABLE CONTRIBUTIONS OF ITEMIZERS

Of the almost 42% of Massachusetts residents who itemized their taxes in 2006, the amount they gave to charity (\$3,045) accounted for 1.8% of their income. Of the New England states, only those in Connecticut contributed a higher percentage of their income to charity (1.9%). All of the New England states, however, gave less to charity than the national average of 2.2% of income.

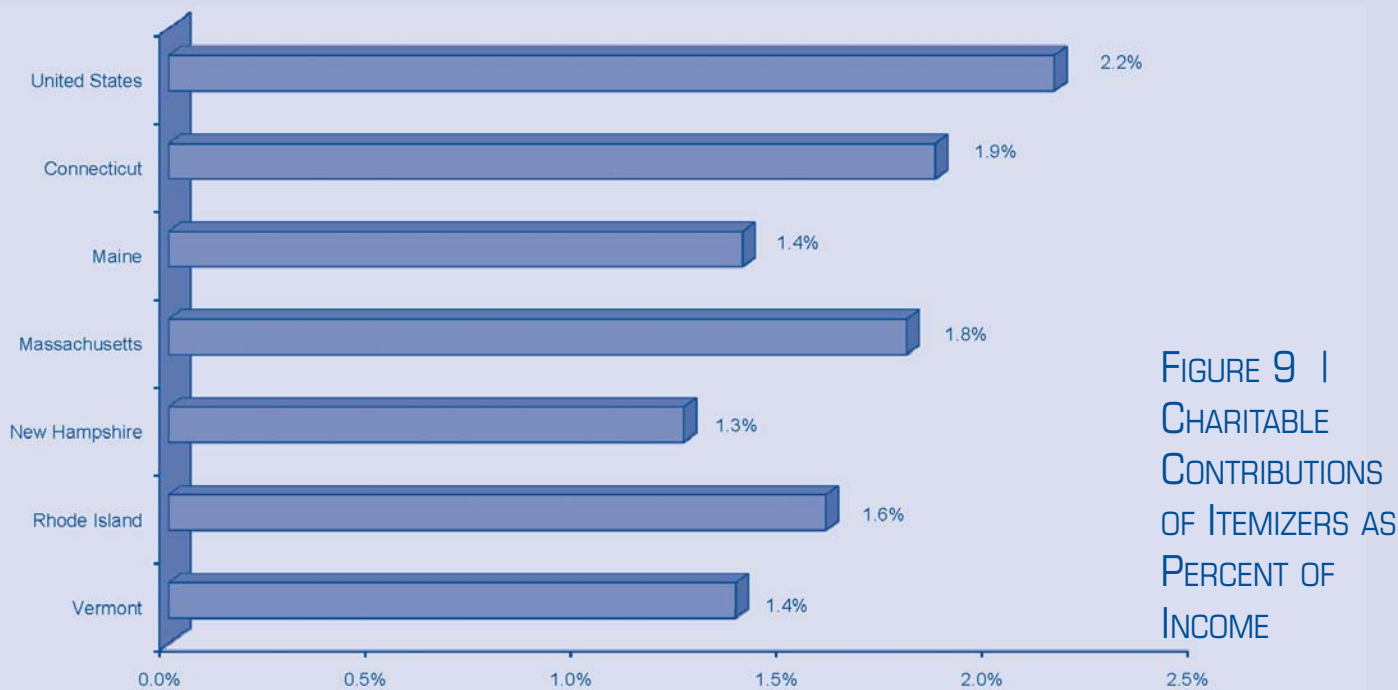


FIGURE 9 | CHARITABLE CONTRIBUTIONS OF ITEMIZERS AS PERCENT OF INCOME

SOURCE: NATIONAL CENTER FOR CHARITABLE STATISTICS, 2006 DATA

SUPPORTING DATA & ADDITIONAL INFORMATION

FIGURE 10 SOURCE: NATIONAL CENTER FOR CHARITABLE STATISTICS, 2006 DATA

Human Services Geographic Distribution by County

County Name	Human Serv. Orgs.	Assets	Revenue	Expenditures
Barnstable	105	\$125,319,203	\$143,067,405	\$137,139,761
Berkshire	83	\$281,530,144	\$214,167,753	\$194,333,009
Bristol	119	\$259,425,592	\$342,960,010	\$333,983,090
Dukes	28	\$37,076,696	\$17,064,917	\$17,210,980
Essex	281	\$785,198,009	\$826,063,078	\$795,319,588
Franklin	36	\$47,080,028	\$49,220,145	\$49,833,076
Hampden	172	\$457,206,448	\$497,841,497	\$493,490,277
Hampshire	72	\$203,106,563	\$228,126,874	\$224,306,227
Middlesex	558	\$1,665,412,375	\$1,392,664,111	\$1,336,720,930
Nantucket	15	\$54,635,362	\$9,371,804	\$6,598,528
Norfolk	219	\$1,099,950,972	\$822,841,991	\$782,771,728
Plymouth	102	\$191,050,061	\$231,975,688	\$222,416,482
Suffolk	549	\$2,402,295,943	\$1,583,464,015	\$1,465,982,692
Worcester	224	\$791,712,428	\$720,890,686	\$693,183,397
Total	2,563	\$8,400,999,824	\$7,079,719,974	\$6,753,289,765

FIGURE 11

Human Services Demographics by Types of Service

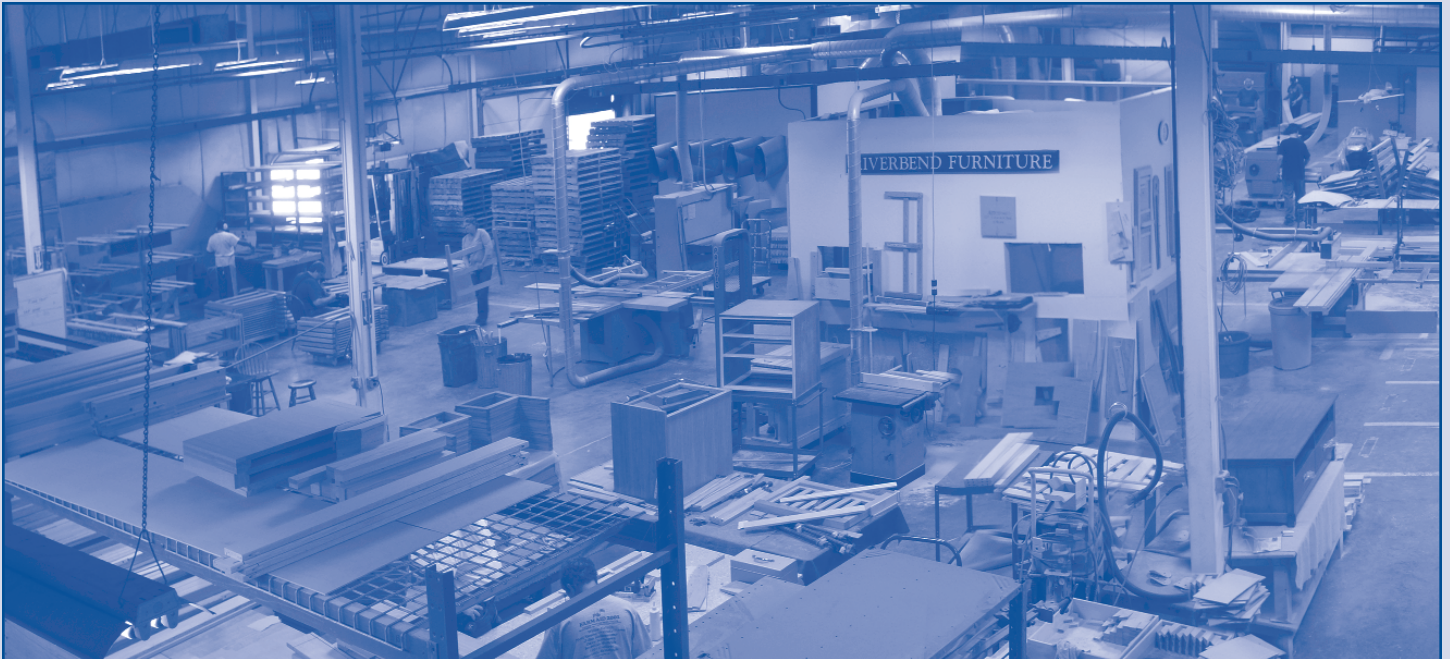
Service Name	Human Serv. Orgs.	Assets	Revenue	Expenditures
Basic Substinance/Relief	146	\$279,254,636	\$250,127,728	\$223,256,230
Child & Family Services	135	\$487,598,561	\$460,420,147	\$445,144,258
Employment & Housing	701	\$2,918,002,248	\$1,169,782,068	\$1,100,933,635
Mental Health/Crisises	253	\$758,209,613	\$1,115,972,261	\$1,069,714,710
Youth Development	213	\$414,279,642	\$243,589,566	\$203,852,517
Disability Services	122	\$324,111,636	\$543,198,629	\$528,792,103
Multipurpose/Other	993	\$3,219,543,488	\$3,296,629,575	\$3,181,596,312
Total	2,563	\$8,400,999,824	\$7,079,719,974	\$6,753,289,765

FIGURE 12

Reporting Nonprofits & Human Services Organizations in Massachusetts 2000-2006

Year	Human Services Orgs.	All Nonprofit Organizations
2000	2,210	8,313
2001	2,276	8,658
2002	2,352	8,978
2003	2,389	9,319
2004	2,447	9,713
2005	2,497	9,995
2006	2,563	10,476

SOCIAL ENTERPRISES AND CARING



Above, a view of the operations floor at Riverbend Furniture, a program of the Center for Human Development in Springfield. Below, workers on the shop floor at Community Work Services in Boston.



For more information, see:

Providers' Council (<http://www.providers.org>)

Human Services Providers Charitable Foundation (<http://www.providers.org/hspcf>)

Public Consulting Group (<http://www.pcgus.com>)

National Council of Nonprofits (<http://www.councilofnonprofits.org>)

National Center for Charitable Statistics (<http://nccs.urban.org>)

All figures used in the report are from the National Center for Charitable Statistics 2006 data.

HUMAN SERVICES & NONPROFIT SECTOR IN MASSACHUSETTS



Human Services Providers Charitable Foundation, Inc.



About the Providers' Council

The Providers' Council, formally known as the Massachusetts Council of Human Service Providers, Inc., is a statewide association of private, community-based, caregiving organizations that provide educational, health and human services. The Council provides high-quality public policy advocacy, communications and information, education and training, research and business partnership services to add value to our members and to help them reach their objectives. The Council is widely recognized as the official voice of the private provider industry. As a membership organization, the Council is supported primarily by its members and its business partners. It is governed by a diverse board of directors who are committed to the values of the corporation and who support our broader community of caregivers. Our core values of fairness, respect and dignity for the disenfranchised are ones we share with our membership and the human services sector. Our mission — to promote a healthy, productive and diverse human service industry — is bolstered by these essential values. To find out about membership, benefits and our current events, go to our website at www.providers.org.

About the Human Services Providers Charitable Foundation, Inc.

The Human Services Providers Charitable Foundation, Inc. — 501(c)(3) organization — is the Providers' Council's research and education arm. Its mission is to promote the vision and values of community care, improve community care practices, encourage leadership development and disseminate information which informs public policy and enhances public awareness. The Foundation is funded by the tax-deductible gifts of corporations, foundations and individuals. If you would like to make a contribution to the foundation, please send your tax-deductible gift to:

The Human Services Providers Charitable Foundation, Inc.
250 Summer Street, Suite 237
Boston, MA 02210



About the Public Consulting Group

Public Consulting Group (PCG) is a Boston-based consulting company that provides business solutions exclusively to the health care, human services and education industries. For twenty years, PCG has assisted private providers, state and local agencies, school systems and the federal government to improve financial, technology and mission-critical program outcomes. For more information, visit the PCG website at PublicConsultingGroup.com.



About the National Council of Nonprofits

With a mission to advance the vital role and capacity of the nonprofit sector in civil society and support and give voice to state and regional associations of nonprofit organizations, the National Council of Nonprofits serves as a credible voice and champion for the nonprofit sector. A 501(c)(3) membership-based organization, the National Council represents a network of more than 40 state and regional associations of nonprofits serving over 22,000 charities nationally. For more information, please visit www.councilofnonprofits.org.



About the National Center for Charitable Statistics

The National Center for Charitable Statistics (NCCS) is the national repository of data on the nonprofit sector in the United States. Its mission is to develop and disseminate high quality data on nonprofit organizations and their activities for use in research on the relationships between the nonprofit sector, government and the broader civil society. Working closely with the IRS and other government agencies, private sector service organizations and the scholarly community, NCCS builds compatible national, state and regional databases and develops uniform standards for reporting on the activities of charitable organizations. The Center was established in 1982 and has been a project of the Center on Nonprofits and Philanthropy (CNP) at the Urban Institute since July 1996, when it was transferred from the research division of the Independent Sector. For more information, visit www.nccs.urban.org.

