How COVID-19 is Affecting Nonprofits in Greenville County
Agenda

• Welcome

• Framing and Nonprofit Sector
  • Nonprofit Alliance survey results
  • Funder survey results

• United Way COVID Relief Fund and 211

• Federal disaster programs for nonprofits

• Wrap Up
COVID-19 in SC

945 Confirmed cases in SC (as of 3-30-20)

18 Deaths in SC

88 Confirmed cases in Greenville County (as of 3-30-20)
South Carolina COVID-19 timeline

- **March 6**: First COVID-19 case in SC
- **March 13**: SC declared state of emergency
- **March 16**: Schools closed
- **March 18**: All restaurants closed for dine in services, Passage of Families First Coronavirus Response Act (FMLA)
- **March 23**: Police to disperse gatherings of 3 or more people
- **March 27**: Passage of CARES Act and Paycheck Protection Program
- **End of April**: SC school to remain closed
COVID-19’s effect on families’ finances

Unemployment claims

3.3 million

Savings varies widely by household type and age

The average household has $8,863 tucked in a savings account

Source: 2016 Survey of Consumer Finances (data adjusted for inflation)
Q1 Did your organization have a plan in place for a global crisis, like a pandemic or natural disaster?

Yes: 13%
No: 87%
Q2 Is your work or mission directly related to viral outbreaks or healthcare assistance?

- Yes: 22%
- No: 78%
Q3 What best describes how the demand for your services changed since COVID-19 outbreak?

- Diminished, we've canceled...: 39%
- Slightly/somewhat decreased: 19%
- Remained the same: 13%
- Slightly/somewhat increased: 12%
- Increased: 16%
Q4 How do you believe this Pandemic will impact the following:

- **Individual donations**: 50% Severe impact, 42% Some impact, 3% Little to no impact
- **Corporate donations/sponsorships**: 65% Severe impact, 32% Some impact, 3% Little to no impact
- **Grant funding**: 24% Severe impact, 65% Some impact, 11% Little to no impact
- **Revenue generating events**: 72% Severe impact, 22% Some impact, 6% Little to no impact
- **Revenue generating services**: 52% Severe impact, 31% Some impact, 17% Little to no impact
- **Overall annual fundraising/revenue...**: 61% Severe impact, 36% Some impact, 3% Little to no impact
“Events planned will have to be rescheduled to later in the year. Which means several of our fall events will either be cancelled or will be back to back which will impact our overall fundraising goal.”

“Given the nationwide travel restrictions, we may see a significant reduction in accommodations tax funds from both the City of Greenville and Greenville County.”

“People are clearly reviewing and shifting their priorities. The actual impact remains to be seen.”
Q5 How has COVID-19 affected your nonprofit’s operations?

- Closed to public and...
  - 11%
- Closed to public and...
  - 50%
- Open to public but with...
  - 26%
- Open to public/business...
- Other
  - 14%
Q6 Describe the impact of this Pandemic on your staff

- Little to no impact: 9%
- Some impact: 56%
- Severe impact: 35%
“Each staff member has been impacted to some degree but over half of our staff now have school age children at home. This has significantly added to their challenges.”

“…the overall mental stress of working, serving an at-risk population, dealing with childcare issues impact us all. Self care is difficult to adhere to in this situation.”
Q7 Describe the impact on your volunteers

- Little to no impact: 11%
- Some impact: 23%
- Severe Impact: 62%
Q8 Describe the impact on your programming

- Little to no impact: 5%
- Some impact: 21%
- Severe impact: 74%
Q9. Share strategies that your organization is implementing related to volunteers

- Partnering with other NPOs for childcare, food delivery
- Volunteer from home options
- Limiting exposure
- Discontinued all volunteer operations at this time
Q10. Share strategies that your organization is implementing related to staff

- Working remotely, utilizing Zoom
- Asking staff to take voluntary leave of absence
- Flexible, working with children at home
- Varied on-site hours
- Compensate staff at 80%
- All given morning wellness check
Q11. Share strategies that your organization is implementing related to front line services

- Everything online
- Moved to appointment only
- Utilizing protective gear
- Sanitize, screen and quarantine
- Online wellness videos
- Ask clients to wait in cars instead of lobby
Q12. List any future concerns you have for your organization.

- Funding: donors and revenue-generating events/operations
- Staff retention and implications of losing staff (talent, expertise)
- Staff who get sick
- Shortage of supplies
- Jam up of timelines: funding requests will be at same time
- Fear for future program participants
- Participants losing early intervention and development opportunities
Q13 Indicate which resources would be helpful to your organization, check all that apply.

- Connection to online local...: 60%
- Connection to other local...: 57%
- Up-to-date information...: 65%
- Web-based meetings with...: 50%
- Training and continuing...: 27%
- Support for stress and...: 40%
- Other (please specify): 23%
Q14 Do you have staff or volunteers available to help other local organizations during this time?

- No, we do not have staff or volunteers: 52%
- Yes, we have staff available: 28%
- Yes, we have volunteers: 5%
- Other (please specify): 15%
Q1 Since COVID-19 has been declared a pandemic and created school and business closures in our area, have you:

- Considered any changes in your funding:
  - 8

- Made any changes in your funding:
  - 5

- We haven’t considered any changes in our funding:
  - 2
<table>
<thead>
<tr>
<th>Description</th>
<th>Considering this change</th>
<th>Making this change</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>Reducing our contributions this year/this grant cycle</td>
<td>100.00%</td>
<td>0.00%</td>
<td>1</td>
</tr>
<tr>
<td>Pausing/delaying our contributions this year/this grant cycle</td>
<td>100.00%</td>
<td>0.00%</td>
<td>1</td>
</tr>
<tr>
<td>Allowing current grantees/funding partners more flexibility in how they use</td>
<td>0.00%</td>
<td>100.00%</td>
<td>6</td>
</tr>
<tr>
<td>what we've already given them</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Providing additional financial support to current funding partners</td>
<td>55.56%</td>
<td>44.44%</td>
<td>9</td>
</tr>
<tr>
<td>Making new funds available to organizations affected by COVID-19 in some</td>
<td>45.45%</td>
<td>54.55%</td>
<td>11</td>
</tr>
<tr>
<td>way</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Contributing to pooled funds to support COVID-19 impacts in our community/</td>
<td>45.45%</td>
<td>54.55%</td>
<td>11</td>
</tr>
<tr>
<td>state (e.g. United Way's COVID-19 response fund)</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Making an investment in a CDFI such as CommunityWorks to be used as loans</td>
<td>80.00%</td>
<td>20.00%</td>
<td>5</td>
</tr>
<tr>
<td>for small businesses, nonprofits, and/or individuals</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Delaying pledge payments for multiyear commitments</td>
<td>100.00%</td>
<td>0.00%</td>
<td>2</td>
</tr>
</tbody>
</table>
Disaster philanthropy – best practices

• Take the long view
• Help in places and ways that government cannot
• All funders are disaster philanthropists
• Support the sharing of best practices
• Connect with other funders
• Look to past disasters for guidance
• Ask the experts
<table>
<thead>
<tr>
<th>Date</th>
<th>Prompt provided info</th>
<th>Answered calls</th>
<th>Daily Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>Thursday 3/19/2020</td>
<td>45</td>
<td>32</td>
<td>77</td>
</tr>
<tr>
<td>Friday 3/20/2020</td>
<td>35</td>
<td>35</td>
<td>70</td>
</tr>
<tr>
<td>Saturday &amp; Sunday</td>
<td>33</td>
<td>30</td>
<td>63</td>
</tr>
<tr>
<td>Monday 3/23/2020</td>
<td>69</td>
<td>68</td>
<td>137</td>
</tr>
<tr>
<td>Tuesday 3/24/2020</td>
<td>53</td>
<td>50</td>
<td>103</td>
</tr>
<tr>
<td>Wednesday 3/25/2020</td>
<td>42</td>
<td>53</td>
<td>95</td>
</tr>
<tr>
<td>Thursday 3/26/2020</td>
<td>27</td>
<td>59</td>
<td>86</td>
</tr>
<tr>
<td>Friday 3/27/2020</td>
<td>27</td>
<td>45</td>
<td>72</td>
</tr>
<tr>
<td>Saturday &amp; Sunday</td>
<td>18</td>
<td>34</td>
<td>52</td>
</tr>
<tr>
<td>Monday 3/30/2020</td>
<td>38</td>
<td>71</td>
<td>109</td>
</tr>
<tr>
<td>Totals by column</td>
<td>387</td>
<td>477</td>
<td>864</td>
</tr>
</tbody>
</table>
Overview – What help is available?

Note – today is just an introduction and overview

Two federal opportunities:
• Existing program that’s been expanded
• New program that has not yet been developed

Lots of people trying to understand both programs and develop guidelines at the same time
Before you seek federal help...

• Get your team together and make a plan
• Assess your situation and your needs
• Understand the legislation
Get your team together and make a plan

- Create a board task force to support you
  - Do you have reserves?
  - Can you borrow from your endowment or a trusted donor?
  - Is a loan the way you want to go?
- Determine what is it you want to accomplish with funding
- Talk to your payroll person/company
  - What is your monthly payroll?
  - Do they understand opportunities through disaster loans and grants?
- Call your bank – they will be your help in applying to SBA
Assess your situation and your needs

• Do cash flow analysis
  • Payables you can postpone, receivables you can expect
  • Operational needs at this point

• Understand your employees’ situations

• Consider other loans you already have
Understand the legislation and programs
What’s available to help my organization?

Existing and expanded program

**Economic Injury Disaster Loan (EIDL)**

*Available online now through SBA*

NEW program through CARES Act

**Paycheck Protection Program (PPP)**

*SBA is developing the program now – apply through local banking institutions or approved SBA partner*
How can the expanded Economic Injury Disaster Loan (EIDL) help?

Determine if you’re eligible

• Your organization was harmed by COVID
• You were in operation before 1/31/20
• You aren’t using the funds for religious indoctrination or lobbying
• All 501(c) organizations (with an effective ruling letter) with 500 or fewer employees are eligible
• Available from 2/15/20-6/30/20
What do I get through the Economic Injury and Disaster Loans Program?

• Loan of up to $2 million at 2.75% interest, 12 months deferred

• Within 3 days of applying, receive a $10,000 emergency grant
  • Even if denied the loan, you can keep the $10,000
  • Can be used for sick leave, payroll, increased materials costs, rent/mortgage, repaying obligations that can’t be met because of COVID revenue losses
  • Grants available Jan 31, 2020- Dec 31, 2020

• Collateral required for loans over $25,000

• Credit History

• Covers 1/31/20 – 12/31/20
How do I apply for the Economic Injury and Disaster Loans (EIDL) Program?

• You can apply now direct to SBA on the SBA’s website
• Have your most recent tax return handy
• SBA says will take a little over two hours
• Can take 18-21 days for loan approval
• SBA states $10,000 advance within 3 days (if already applied still eligible)
What about the new Paycheck Protection Program (CARES)?

It was just passed on Friday, so program is still being developed

• Only 501(c)3s and 501(c)19s are eligible
• Must have been in operation on Feb 15, 2020
• Must have 500 or fewer employees
• Employers that maintain employees for 8 weeks after loan origin or rehire by 6/30 will have loan forgiven/turned into a grant
• Local SBA-certified lenders are the processors
• SBA is still finalizing the process, so for now get financials together
What do I get through the Paycheck Protection Program?

• The lesser of $10 million or 2.5x the average total monthly payroll costs
• 4% interest rate; first 6 months payment automatically deferred (up to one year); 10 year max
• Covers 8 week period following loan origination
• Eligible for payroll, mortgage interest, debt, utilities
• Excludes employees paid over $100,000
• No collateral or personal guarantee required
What are key differences of Paycheck Protection Program and EIDL program?

<table>
<thead>
<tr>
<th>EIDL</th>
<th>Paycheck Protection Program</th>
</tr>
</thead>
<tbody>
<tr>
<td>For 1/30/20 – 12/31/20</td>
<td>For eight weeks following loan origination</td>
</tr>
<tr>
<td>Up to $2 million plus $10,000 grant</td>
<td>Up to $10,000,000 (depending)</td>
</tr>
<tr>
<td>Requires collateral over $25,000</td>
<td>No collateral</td>
</tr>
<tr>
<td>2.75% interest rate for nonprofits/up to 30 years</td>
<td>4% interest rate/10 year term</td>
</tr>
<tr>
<td>Not forgivable</td>
<td>Forgivable IF maintain/rehire employees</td>
</tr>
<tr>
<td>Apply now through SBA online</td>
<td>Apply through local lender when SBA finalizes</td>
</tr>
</tbody>
</table>

It appears you can get both loans, but you cannot use both for same expenses.
### Paycheck Protection Program (PPP)
- Payroll Expenses
- Employee Salaries
- Mortgage Interest
- Rent and Utilities
- Interest on debt incurred before 2.15.20

### Economic Injury Disaster Loan (EIDL)
- Payroll
- Fixed Debts
- Accounts Payable
- Other expenses that can’t be paid because of the disaster’s impact

### Amount
- **2.5X** business’s average monthly payroll
- Up to **$2 million**

### Rate
- Fixed **4%** Annual Percentage Rate
- **2.75%** Annual Percentage Rate

### Terms
- No payments for first 6-12 months
- Then a 10-year term
- Up to **30 years**

### Forgiveness
- Up to **100%** with approval
- 0% eligible for forgiveness
How can CommunityWorks help?

• Getting timely information from SBA partners
• CW coaches are working with existing and new borrowers
  • Connecting with information and resources
  • Education on working with trusted lender and avoiding predatory loans
  • May be an SBA lender for PPP once finalized
• Filling gaps with CW products (small business and nonprofit)
• Developing a consumer product with Self-Help – up to $1,500 for families
• State and local advocacy
What federal help is available to individuals?

• $1,200 for persons up to $75,000
• $2,400 for couples up to $150,000
• Additional $500 per dependent aged 17 and under

• Less for people > $75,000 and none for >$99,000
Who isn’t helped – at least not right away?

• People who didn’t need to file taxes in 2018 and 2019
  • Made less than $12,200/yr as individual or $24,400 as couple
• People who made cash and didn’t file
• Dependents over 17
• Those without social security number

• No bank routing number on file = slower payment via mailed check
What else is available to community members?

• United Way’s VITA program is expediting filing for those who haven’t filed in 2018

• CommunityWorks providing emergency personal loans of up to $1,500 at 4% interest through trusted....

• SNAP benefits expanded in SC

• Expanded unemployment insurance
How can YOU help?

• Spread the word about stimulus check process to community members
• Connect people to 211 to file
• Direct people to CommunityWorks rather than payday lenders!
• Help the sector by completing Together SC survey of nonprofits
Catherine Puckett  
Interim Executive Director  
Nonprofit Alliance  
greenvillenpa@gmail.com