

Nonprofit Industry Outlook: Trends, Challenges, and What's Next



Presenters



Chris Mouradian

CPA*

Partner | BDMP Assurance, LLP

Principal | Berry, Dunn, McNeil

& Parker, LLC



Katy Balukas

CPA*

Partner | BDMP Assurance, LLP

Principal | Berry, Dunn, McNeil

& Parker, LLC



Agenda & Learning Objectives

1 State of the Industry

Gain insight into current challenges, opportunities, and sector-wide issues

2 Industry Trends and Strategies

Explore emerging trends and practical strategies shaping the NFP industry

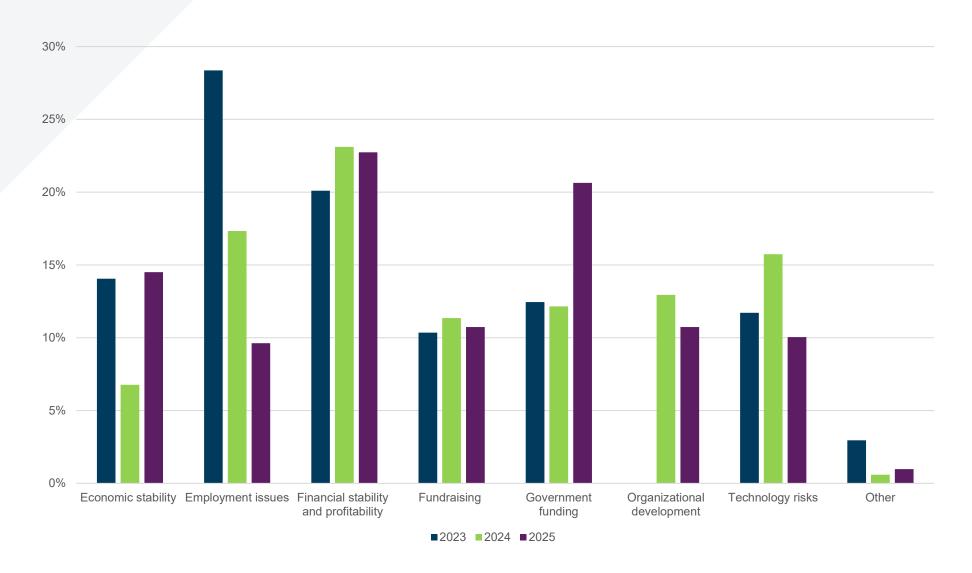


Section 1

State of Industry

NFP top concerns

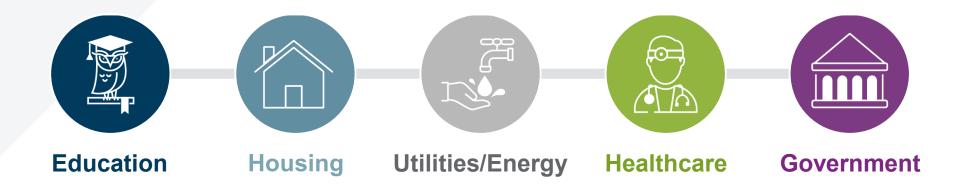
Survey Respondents 2023 to 2025 Trend Analysis





State of the Industry

Performance by sector varies greatly



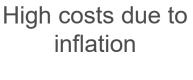


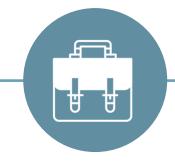
State of the Industry

Current Challenges Facing Nonprofits









Government funding cuts



Increasing demand for services



Staffing
Shortages /
Elimination of
Staffing



State of the Industry

Current Administration Insights

- Reductions in Medicaid Funding
- Restructuring of the Department of Health and Human Services (HHS)
- Price Transparency and Revisions to the 340B Drug Pricing Program
- Changes to Trade Policy and Tariffs
- Loss of grant funding and delays in payment
- Risks to tax exempt statuses
- Tax-exempt municipal bonds could be eliminated



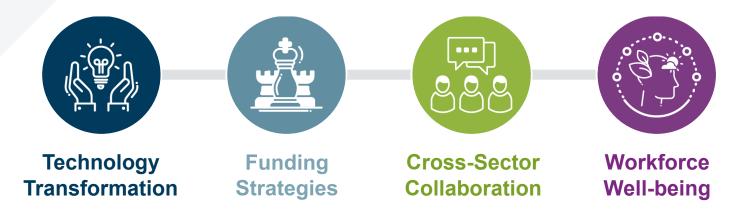


✓ Section 2

Industry Trends and Strategies

Trends and Strategies

Overview







Technology-Driven Transformation

- Adoption of AI, analytics, cloud computing, and mobilefirst solutions.
- Digital health advancements (telemedicine, AR/VR).
- Hybrid learning and educational tech expanding access.

Example: EverythingALS (Peter Cohen Foundation) uses Al analytics and remote sensors to track patient symptoms, facilitate early diagnosis, and power real-time decision-making in ALS research.

Source: Business Insider, March 2025





Sustainable & Innovative Funding Strategies

- Leveraging multi-channel fundraising approaches.
- Development of earned-income strategies (social enterprises, fee-for-service).
- Cultivating long-term relationships through recurring giving and matching programs.

Example: YMCA Pikes Peak region implemented Flex Fees and recurring donations, boosting small-donor participation by 128% and increasing quarterly member fundraising metrics.

Source: Daxko, December 2024





Integration & Cross-Sector Collaboration

- Integrated healthcare models combining medical, mental health, and nutrition services.
- Partnerships between nonprofits, tech firms, financial services, and logistics.
- Community coalitions focusing on local leadership and trustbased philanthropy.

Example: Best Buy Health & Mass General Brigham, partnered Scaling "Hospital-at-Home" Models. Partnered to expand "Hospital-at-Home," integrating remote monitoring and in-home care, significantly increasing virtual hospital beds and patient access.



Source: Chartis, November 2023



Workforce Well-being & Adaptive Service Delivery

- Addressing workforce recruitment, retention, and burnout.
- ◄ Flexible, tech-enabled volunteer opportunities targeting diverse demographics.
- ▲ Equitable frameworks embedded in service delivery across healthcare, education, and housing.

Example: Children's Home Society of North Carolina introduced shorter workweeks, bonuses, retirement benefits, and training to combat burnout and strengthen retention.

Source: Philanthropy.com, January 2024





Risk Assessment Strategy

Navigating uncertainty Risk assessment strategies for nonprofit funding **b** BerryDunn

- ▲Free toolkit to assess federal funding risks to your nonprofit
- Step-by-step guidance to identify vulnerabilities
- ▲ Fillable self-assessment to score programs by risk level



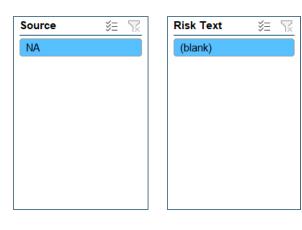
Inventory of Federal, State, Municipal, Individual and Other Funding

Navigate to:	Instructions	Next Step												
		Revenue	Revenue			Other Income Sources Total		Direct and Indirect Expenses						
Agency/Department	Grants	Donations	Investment Income	Program Services	Other	Tax Exempt Bonds		Total	Salaries	Other Direct Costs	Noncash	Allocated G&A	FTEs	People Served
Agency/Department	Oranto	Donations	IIICOIIIC	SCIVICOS	Other	Donus	Orunts	Total	Suluries	Costs	Expenses	Allocated Gala	11123	r copic serveu
														+



List of Risk Results

Source	Department	Total Funding	Financial Risk	Economic Risk	Operational Risk	Community Impact Risk	Overall Risk	Risk Text





Funding Source Risk Results







Questions?



Chris Mouradian

Partner | BDMP Assurance, LLP
Principal | Berry, Dunn, McNeil & Parker, LLC
207.541.2274
cmouradian@berrydunn.com

Katy Balukas

Partner | BDMP Assurance, LLP
Principal | Berry, Dunn, McNeil & Parker, LLC
603.518.2648
kbalukas@berrydunn.com



BerryDunn is the brand name under which Berry, Dunn, McNeil & Parker, LLC and BDMP Assurance, LLP, independently owned entities, provide services. Berry, Dunn, McNeil & Parker, LLC provides tax, advisory, and consulting services. BDMP Assurance, LLP, a licensed CPA firm, provides attest services.