

Legislative Landmines: What CFOs Need to Know About the Changing Nonprofit Landscape

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We Are an Economic Powerhouse

1.8M

U.S. Nonprofits
1.3M are 501(c)(3)s

10%

Of the private
workforce

\$550B+

Annual charitable
giving

+ 2-5%

Foundation
distribution
to bridge federal
funding gaps

DOGE Cuts

Federal grant eliminations in 2025 sent a clear signal about the administration's posture toward the sector.

Congressional Scrutiny

The 'NGOs Gone Wild' narrative and ongoing hearings are a deliberate effort to frame nonprofit work as partisan or wasteful.

Legacy Foundation Probes

Senate investigations into foundations like Gates and Rockefeller keep the sector on the defensive.

Transparency Demands

The environment requires 'bulletproof' transparency, not because you've done anything wrong, but because the scrutiny demands it.

~10,000 Jobs Lost

Federal grant freezes in early 2025 eliminated nonprofit positions across the country — a direct hit to sector capacity.

90% Reporting Burnout

The vast majority of nonprofit leaders report significant burnout — and it's the people who stayed, not just those who left, that we need to worry about.

Turnover Exceeding Corporate Rates

Turnover threatens institutional knowledge and mission continuity.

Operational Paralysis

Focus on navigating the regulatory environment pushes strategic thinking to a back seat.

Pipeline at Risk

Without active investment in the next generation of leaders, the sector's economic engine will stall.

5 Legislative Landmines

5 Charitable Tax Law Changes in OBBBA

Fundraising Effectiveness Project: Q4 2025

DONORS

-3.6%

(+/- 0.5%)

YOY change

DOLLARS

+5.0%

(+/- 0.5%)

YOY change

RETENTION

+0.2

(+/- 0.19 p.p.)

YOY change

Fundraising Effectiveness Project: Q4 2025



MICRO

(\$1 – \$100)

-7.9%

YOY Change

49.3%

% of total donors



SMALL

(\$101 – \$500)

-2.8%

YOY Change

30.8%

% of total donors



MIDSIZE

(\$501 – \$5K)

-1.5%

YOY Change

16.5%

% of total donors



MAJOR

(\$5K – \$50K)

+1.0%

YOY Change

3.0%

% of total donors



SUPERSIZE

(\$50K+)

+2.4%

YOY Change

0.4%

% of total donors

4 Decommissioning the Combined Federal Campaign (CFC)

3

IRS Form 990 Reform

FY27 Budget Proposal

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AI & Data Privacy

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<https://tnpa.org>



The
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Questions?
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