Indiana Nonprofits:
Advocacy and Political Activity – Practices and Challenges

KIRSTEN A. GRØNBJERG AND NOAH J. BETMAN
WITH PAYTON A. GOODMAN

March 2021

INDIANA NONPROFIT SURVEY: ROUND III

ACTIVITIES Series #2
Report 4

INDIANA NONPROFITS PROJECT:
SCOPE & COMMUNITY DIMENSIONS

A JOINT PRODUCT OF
The Lilly Family School of Philanthropy
AND
The O'Neill School of Public and Environmental Affairs
Indiana University Bloomington

ACKNOWLEDGEMENTS

SUGGESTED CITATIONS

Indiana Nonprofits: Advocacy and Political Activity
Practices and Challenges

KIRSTEN A. GRØNBJERG
NOAH J. BETMAN
WITH PAYTON GOODMAN

February 2021

**INDIANA NONPROFIT SURVEY:
ROUND III**

**ACTIVITIES Series #2
Report #4**

**INDIANA NONPROFITS
PROJECT:
SCOPE & COMMUNITY
DIMENSIONS**

A JOINT PRODUCT OF

**Lilly Family School of
Philanthropy**

AND

**The Paul H. O'Neill School of
Public and Environmental Affairs
Indiana University Bloomington**

Contents

ADVISORY BOARD

Keira Amstutz
President & CEO, Indiana Humanities Council

Jerold Bonnet
Chief Legal Counsel, Office of the Indiana Secretary of State

Angela Espada
Executive Director, Indiana Catholic Conference

Jane Henegar
Executive Director, American Civil Liberties Union of Indiana

Jessica Love
Executive Director, Prosperity Indiana

Thomas P. Miller
President & CEO, Thomas P. Miller and Associates

Fran Quigley
Clinical Professor of Law, IUPUI Health & Human Rights Clinic

Carol O. Rogers
Co-Director, Indiana Business Research Center

Carolyn Saxton
President, Legacy Foundation

Bill Stanczykiewicz
Director, The Fund Raising School, IU Lilly Family School of Philanthropy

Pamela Velo
Principal, Velo Philanthropic Advising

Andrew Black
Director of Community Leadership, Central Indiana Community Foundation

Betsy Denardi
Director of Complex Litigation, Office of Indiana Attorney General

Kathryn Habecker
Impact & Advocacy Manager, Indiana United Ways

Shannon M. Linker
Vice President, Arts Council of Indianapolis

Marc McAleavey
Executive Director, Serve Indiana

Ellen Quigley
Vice President of Programs, Richard M. Fairbanks Foundation

Lewis Ricci
Executive Director, Indiana Arts Commission

Patrick Rooney
Executive Associate Dean for Academic Affairs & Research, School of Philanthropy of Indiana University

Rev. Timothy Shapiro
President, Indianapolis Center for Congregations

Sara VanSlambrook
Chief Impact Officer, United Way of Central Indiana

Julie L. Whitman
Executive Director, Commission on Improving the Status of Children in Indiana

INTRODUCTION

Indiana nonprofits undertake a wide range of activities to fulfill their missions, some of which may involve engaging in advocacy.

In this report we look at the extent to which Indiana nonprofits engage in advocacy and political activity. We ask several related questions: Have there been changes in nonprofits' policy environments that might precipitate their involvement? When they advocate, what types of advocacy issues and whose interests do they pursue, and who do their efforts target? What types of advocacy activities do they engage in? How many staff, volunteer or financial resources they devote to these activities and how dedicated are the advocacy efforts. Finally, how much of a challenge is it for Indiana nonprofits to engage in various advocacy activities?

This report on **Indiana Nonprofits: Advocacy & Political Activity – Practices and Challenges** is based on a major survey of Indiana nonprofits conducted by the Indiana Nonprofits Project in 2017-18. This is the most recent (Round III) survey of Indiana nonprofits; two previous rounds were conducted in 2002 (Round I), and 2007 and 2010 (Round II).

Indiana Nonprofits Project

The **Indiana Nonprofits Project: Scope and Community Dimensions** began in June 2000 and has produced a substantial body of research since then. The project is designed to provide information about the nonprofit sector in Indiana: its composition and structure, its contributions to Indiana, the challenges it faces, and how these features vary across Indiana communities. The goal of this collaborative research effort is to help community leaders develop effective and collaborative solutions to community needs and to inform public policy decisions.

The project is directed by Kirsten Grønbjerg, Efroymson Chair in Philanthropy (2001-2020) at the Lilly Family School of Philanthropy (LFSOP) and Professor, O'Neil; School of Public and Environmental Affairs, Indiana University Bloomington. Under the guidance of the Project's distinguished Advisory Board,[1] the Project has produced a variety of materials to inform policymakers, nonprofit administrators and boards, and Indiana residents, including:

- Surveyed Indiana nonprofits to learn how they operate, how they contribute to the state's economy and its quality of life, and how they face and overcome challenges.
- Examined trends in paid nonprofit employment in Indiana including the size, composition and distribution of employees.
- Analyzed how local government officials view important nonprofit-related policy issues. Our findings demonstrated changes in whether local leaders trust nonprofits to operate effectively and they revealed shortcomings in the use of the state's 2-1-1 system.
- Described the impact, scope, and composition of nonprofits on specific Indiana communities and regions the scope and composition of the nonprofit sector in communities across the state.

For a full description of the Project and access to all Project reports, please visit https://nonprofit.indiana.edu. A summary of project components is included in Appendix C.

---

[1] See https://nonprofit.indiana.edu/AboutTAB/index.html

Indiana Nonprofits Survey – Round III

The Indiana Nonprofits Project surveyed 1,036 nonprofits in Indiana from April 2017 to February 2018, reflecting an overall response rate of approximately 24 percent. Of these, 397 nonprofits were part of a "panel" of nonprofits that responded to our 2002 Round I survey and 639 came from a new randomly selected "primary" sample developed specifically for this survey (see Appendix A for a description of the sampling strategies).

For the "primary" sample, respondents were randomly selected from three major nonprofit listings: nonprofits (1) registered with the IRS as tax exempt entities with Indiana reporting addresses, (2) incorporated with the Indiana Secretary of State as non-for-profit corporations, or (3) or listed in the yellow pages as churches, temples, synagogues, mosques or similar religious entities. The original "panel" sample was created under a similar, but more extensive protocol.

Respondents to the 2017 survey represent almost the full scope of Indiana nonprofits. They include traditional public charities, such as homeless shelters, museums, or cancer groups. But they include also other types of tax-exempt entities registered under all other section 501(c) of the IRS tax code, such as private foundations, fraternal organizations, social clubs, business groups and advocacy organizations. And they include organizations not registered at all with the IRS, whether because they are churches, exempt from registration, or for other reasons are not found on the IRS listing. However, we excluded colleges, hospitals, bank-managed trusts, and public school building corporations because the survey instrument was not well-suited to these types of entities and they had also had very low response rates to the 2002 survey.

Our survey asked about a variety of topics: programs and services, organizational structure and program evaluation, human resources, marketing and technology, financial information, advocacy and policy activities, and relationships with other organizations. There were also questions specific to membership associations and faith-based organizations.

Because of the richness of the survey data, we producing two series of reports: Series 1 examines particular types of nonprofits, such as arts and culture nonprofits, faith-based organizations, and membership associations. Series 2, including this report examines the activities and experiences of Indiana nonprofits on such topics as information technology, program evaluation, advocacy and political activities, human resource management, and a range of other topics.

Readers are invited to explore the survey data in more detail, using our interactive survey data tool available here: http://go.iu.edu/2bfi.

EXECUTIVE SUMMARY

Many nonprofits (and other organizations) pursue a variety of advocacy and political activities to promote certain issues or interests. In some cases, this is their primary purpose (e.g., chambers of commerce, labor unions, or environmental advocacy organizations). For other nonprofits, including public charities, the purpose is to make their programs and services to the communities they serve more effective. However, nonprofits eligible to receive tax-deductible contributions – public charities – are subject to special scrutiny since federal law prohibits them from engaging in partisan politics or devote substantial efforts to influencing legislation. As a result, there is much confusion about nonprofit advocacy and political activities and many nonprofits worry that engaging in such activities will endanger their tax-exempt and/or public charity status.

This report on **Indiana Nonprofits: Advocacy & Political Activity – Practices and Challenges**, is designed to answer several important questions about nonprofit advocacy and political activities. We first consider whether changes in nonprofits' policy environments might lead them to engage in advocacy. However, the bulk of our report focuses on more explicit questions about nonprofit advocacy and political activities: to what extent do Indiana nonprofits engage in advocacy and political activity? Do they advocate on behalf of particular groups or on specific topics, and if so, do they target the general public, policy makers, or both in their advocacy? How frequently do they engage in different types of advocacy activities and how do they direct these efforts? And when they engage in advocacy, how many staff, volunteer or financial resources they devote to these activities? How dedicated are these efforts, e.g., do they use registered lobbyist or file for 501(h) election status[2] with the IRS? Finally, we examine how much of a challenge it is for Indiana nonprofits to engage in various advocacy activities.

Throughout we consider which types of organizations appear to be more likely to engage in various advocacy and political activities, such as nonprofits impacted by policy changes, their primary field of activity, organizational capacity, access to information technology, involvement in networking and collaboration, funding profile, tax-exempt status, and location.

We use multivariate analyses to examine how the full scope of explanatory factors that jointly explain advocacy behavior. We highlight only those factors that appear significant in this analysis, but consider also bivariate relationships that appear to be significant. The following summaries are explained more fully in the body of this report.

Do Nonprofits Engage in Advocacy?

We asked our respondents whether their organization engages in advocacy and/or public education activities. Overall, two-fifths (43 percent) say they do. Our analysis suggest that three factors help predict involvement in advocacy, controlling for all other factors:

Policy Impact. Nonprofits that have been impacted by a policy change, either positively or negatively, are more likely to engage in advocacy.

---

[2] Under the 501(h) election status, public charities disclose their financial expenditures on lobbying activities, subject to limitations depending on their total expenditures (see https://www.irs.gov/charities-non-profits/measuring-lobbying-activity-expenditure-test).

Primary Purpose (NTEE). Compared to nonprofits in our "all other" category (human service and international nonprofits), those whose primary purpose is the environment or public and societal benefit are more likely to engage in advocacy.

External Information Technology. Nonprofits that have more externally-facing information technology resources, such as social media, in place are significantly less likely to engage in advocacy than their counterparts with less externally-facing information technology.

Focus of Advocacy – Specific Issues

We asked nonprofits that engage in advocacy whether they advocate on specific issues to the general public or to policy makers. Almost two-thirds (63 percent) indicate that they aim their advocacy on the general public on one of eight specific issues (e.g., health care, environment, etc.). Only two-fifths of nonprofits (38 percent) report advocating to policy makers on at least one or those eight issues.

To determine which factors are associated with whether nonprofits focus their advocacy on specific issues, we again consider the possible explanatory factors. Our multivariate model for advocacy on issues to the general public is not significant. However, five factors appear to be significantly (p < .05) associated with whether nonprofits advocate on issues to policy makers, controlling for all other factors.

Policy Impact. Nonprofits that have been impacted by a policy are less likely to work to influence policy makers on one or more issues than their counterparts.

Primary Purpose (NTEE Code). Nonprofits whose primary purpose is health or the environment are less likely than nonprofits in our comparison group (human services and international) to work to influence policy makers on one or more issues.

Internal Information Technology Score. Nonprofits with more internal information technology components are more likely than their counterparts to report working to influence policy makers on one or more issue areas.

Informal Networks. Nonprofits with informal networks are more likely to report working to influence policy makers on issues than their counterparts.

Size. Nonprofits with more FTE staff are more likely to work to influence policy makers on issues than those with fewer FTE staff.

Focus of Advocacy – Specific Groups

We asked nonprofits whether they advocate on behalf of the interests of nine specific groups, such as racial and ethnic groups, gender groups, people with disabilities, veterans. Two-thirds of nonprofits (65 percent) advocate on behalf of one or more of the nine groups to the general public. Only a third (33 percent) advocate on behalf of one or more of these groups to policy makers. When examining explanatory factors for advocating on behalf of specific groups, the multivariate model is significant for advocating both to the general public and to public makers. Controlling for all other factors, seven explanatory factors appear to be related to advocating on

behalf of some specific group to <u>policy makers</u>, but only one explanatory factor is related to advocating on behalf of one or more groups to the <u>general public</u>.

Public Charity. Nonprofits that are not registered public charities are more likely than nonprofits that are registered public charities to work to influence <u>policy makers</u> on behalf of groups.

Primary Purpose: NTEE Code. Nonprofits whose primary purpose is public and societal benefit are more likely to work to influence <u>policy makers</u> on behalf of specific groups than those in our reference category (human services and international nonprofits).

Nonprofits whose primary purpose is *health* are more likely to advocate on behalf of groups to the <u>general public</u> than groups in our reference category (human services and international nonprofits), whereas nonprofits whose primary purpose is *public and societal benefit* are less likely to advocate on behalf of groups to the <u>general public</u>.

External Information Technology Score. Nonprofits that have higher external information technology scores are less likely than nonprofits with lower external information technology scores to seek to influence <u>policy makers</u> on behalf of groups.

Informal Networks. Nonprofits that have informal networks are less likely than nonprofits with no informal networks to work to influence <u>policy makers</u> on behalf of groups.

Formal Collaborations. Nonprofits that have formal collaborations are less likely than nonprofits with no formal collaborations to influence <u>policy makers</u> on behalf of groups.

Size. Nonprofits that have more paid staff as indicated by FTE are more likely to influence <u>policy makers</u> on behalf of one or more groups than those with fewer staff.

Formalization. Nonprofits that are more formalized are more likely to work to influence <u>policy makers</u> on behalf of one or more groups.

Types of Advocacy Activities

As part of our comprehensive 2017-18 survey we asked nonprofits how often they sought to influence either policy makers or the general public by conducting any of ten different types of advocacy activities, such as testifying at various hearings or conduct and publicize research.

We conducted factor and reliability analyses to determine whether some of these activities tend to be performed together, that is, whether nonprofits that engage frequently in one of the activities also are more likely to engage frequently in certain other activities on the list. We found two distinct clusters, which we have labelled general advocacy and grassroots advocacy.

Three of the six activities that cluster on the general advocacy scale are related to creating awareness of specific issues. The remaining three activities are more focused on connecting with policy makers and influencing legislative issues. The grassroots advocacy scale include four types of activities related to mobilizing the public around legislative issues, to vote or support particular parties or candidates.

Our multivariate analysis for each of these two advocacy activity scales did not produce a significant model, although there were some significant bivariate relationships.

Resources Devoted to Advocacy

Our 2017 survey asked nonprofits about the level of resources they dedicate to influencing policy makers or the general public in terms of staff time, volunteer time, and financial resources. Nonprofits had the option to indicate that they dedicate none or very few resources, some resources, or most or almost all of each of these types of resources.

The distributions are relatively similar between the types of resources, with few nonprofits saying that they dedicate most or almost all of any of the resources to advocacy/political activity. Over half of nonprofits that engage in advocacy dedicate none or very little volunteer time (56 percent) or staff time (53 percent) to advocacy, and almost two-thirds (63 percent) devote none or very little financial resources to advocacy-related activities.

We conducted both bivariate and multivariate analyses with the three resource variables against all thirteen of our independent variables. Only staff time produced a statistically significant multivariate regression, and only in a dummy variable form with "none or very little" being contrasted against "some or most." Only one of the 13 independent variables is statistically significant in the multivariate analysis: primary purpose.

Primary Purpose: NTEE Code. Nonprofits whose primary purpose is health are less likely than nonprofits in our comparison group (human services and international) to dedicate at least some staff time to advocacy.

How Dedicated is the Advocacy Effort?

In our survey, we asked nonprofits that report engaging in advocacy activities if they currently use a registered lobbyist to lobby government officials at any level. We also ask if they are "H-electors" meaning that they report to the IRS how much they spend on lobbying activities. This option is available to public charities to demonstrate that lobbying is not their major purpose as signaled by this types of activities accounting for no more than 20 percent of total expenditures or $1 million, whichever is less. There are no restrictions on the use of unpaid volunteers.

Overall, only 14 percent of nonprofits engaged in advocacy are h-electors and/or use a registered lobbyist. Our multivariate analysis reveals that three factors appear to be significant predictors, controlling for all other factors.

Funding Profile. Nonprofits who get the majority of their funding from fees and sales are less likely to be H-electors and/or use a registered lobbyist than those relying on a mix of funding sources (the comparison profile).

Formal Collaborations. Nonprofits that have formal collaborations are less likely to be H-electors and/or use a registered lobbyist than nonprofits that do not have any formal collaborations.

Formalization. Nonprofits that are more formalized are more likely to be H-electors and/or use a registered lobbyist than organizations that are less formalized.

Nonprofit Advocacy Challenges

In our survey we asked nonprofits who report engaging in advocacy to what extent they currently face challenges across a variety of advocacy activities. Indiana nonprofits face major challenges most frequently in attempting to find volunteers and/or staff with the right skills or capacities for particular advocacy activities and in trying to obtain funding for direct advocacy or public education activities. Overcoming legal limitations on nonprofit advocacy, gaining access to key policy makers, or developing agreement within their organizations were notably less challenging.

These challenge items form a single scale as indicated by factor and reliability analysis, but the multivariate model is not significant and there were no statistically significant bivariate relationships.

KEY FINDINGS

A number of key findings stand out from our analysis of advocacy organizations and the challenges the nonprofit sector reported:

1) The percent of nonprofits engaged in advocacy and/or public education activities, 43 percent in our most recent survey. That is notably higher than the 27 percent we found in our previous 2002 comprehensive survey of Indiana nonprofits,[3] but may reflect differences in how the questions were asked in the two surveys.

2) Policy impact is consistently related to advocacy. Nonprofits impacted by a policy, either positively or negatively, are more likely to engage in advocacy and more likely to engage in specific advocacy activities, but less likely to advocate on issues to policy makers.

3) Nonprofit field of activity matters. Those whose primary focus is health, the environment, or public & societal benefit are significantly more likely to be involved in advocacy and various types of advocacy activities (grassroots or regular), although less likely to focus on particular issues.

4) Nonprofits that are registered public charities are more likely to advocate on behalf of groups to policy makers.

5) The extent to which nonprofits have access to Information technology appears related to the purpose and target of their advocacy. Nonprofits with greater internal IT are more likely to advocate on issues to policy makers, while those with greater external IT are less likely to engage in advocacy and to advocate on behalf of groups to the general public.

6) Whether nonprofits are part of coalitions or networks matters across the board. Nonprofits that have informal networks also more likely to engage in grassroots advocacy activities and general advocacy activities, but less likely both to advocate on issues and on behalf of groups to policy makers. Nonprofits that have formal collaborations with other nonprofits are less likely to use a lobbyist or be an H-elector and to advocate on behalf of groups to policy makers.

7) Among our control variables, two related to organizational capacity stand out. Larger (as indicated by number of FTE staff) nonprofits are more likely to advocate on particular issues or on behalf of specific groups to policy makers. More formalized nonprofits are also more likely to advocacy on behalf of specific groups to policy makers and to have H-elector status or use lobbyists.

8) Nonprofits that are reliant on fees and sales for the majority of their funding are less likely to use a registered lobbyist or be an H-elector than those relying on a mix of funding sources.

---

[3] See Kirsten A. Grønbjerg and Curtis Child, 2004. <u>Indiana Nonprofits: Impact of Community and Policy Changes</u>, p. 45. Bloomington, IN: Indiana University School of Public and Environmental Affairs, June 2004. Available at: https://nonprofit.indiana.edu/doc/publications/2002survey/ins-com.pdf.

DETAILED FINDINGS

Advocacy is action taken "in support of a cause or an idea."[4] It encompasses a wide range of actions, including litigation, public education, lobbying efforts, relationship building, and creating networks with important policy makers.[5] The right of nonprofits as organizations to engage in advocacy is free speech protected by the First Amendment to the U.S. Constitution,[6] as it is for the individuals affiliated with them.

Observers argue that advocacy fits well within the mission of advancing nonprofits' causes, suggesting that advocacy could be conducted by most nonprofits as part of their efforts to promote their mission,[7] especially given how important government actions are in the lives of people served by nonprofits. However, advocacy is not so common. This may be due to insufficient resources to advocate in addition to the existing work. But confusion about what types of advocacy activities or how much efforts are permitted is likely to play a major role as well. Public charities in particular are likely to worry about the latter two issues, since lobbying or political activities designed to influence legislation[8] cannot be a "substantial" part of their activities. They are also prohibited from engaging in partisan politics. Violation of these rules may result in their loss of public charity status and thus eligibility to receive tax-deductible donations.

Luckily, there are resources available to nonprofit organizations explaining how to legally engage in advocacy activities, even going so far as to say that "Advocacy helps your nonprofit *meet its mission.*" According to this perspective, not only is nonprofit advocacy legal and fits within a nonprofit's mission, but should be encouraged to further the mission.

Introduction

We begin by exploring what it means for nonprofits to engage in advocacy and the regulatory structures that exist to govern their activities. Indiana nonprofits, like nonprofits elsewhere, are directly affected by a variety of public policies related to regulatory issues, public spending, and taxation. Nonprofits are also mechanisms through which individuals may join forces to promote their own interest (e.g., industry associations or labor unions) or the common good as they see it. This may involve pressuring government to respond to moral issues (e.g., abortion, death penalty), support disadvantaged groups, or attend to unresolved problems, whether they exist in the local community or the world. Nonprofits have, therefore, a deep stake in the broader policies that governments pursue. Indeed, policy advocacy is a principal function of the nonprofit sector and a major contribution of nonprofits to American society.

---

[4] Worth, M. (2019). *Nonprofit Management Principles and Practices, Fifth Edition. Sage.*
[5] The Nonprofit Association of Oregon. (2016, July 21). Public Policy Advocacy: What, Why & How. Retrieved from https://nonprofitoregon.org/advocacy/nonprofit_advocacy
[6] Worth, M. (2019). *Nonprofit Management Principles and Practices, Fifth Edition. Sage.*
[7] BoardSource. (2016, June 8). What is Advocacy? Retrieved from https://boardsource.org/resources/what-is-advocacy/
[8] IRS. (n.d.). Measuring Lobbying Activity: Expenditure Test. Retrieved from https://www.irs.gov/charities-non-profits/measuring-lobbying-activity-expenditure-test

Federal tax policies affect the type of political activities in which nonprofits may engage. IRS-registered charities are prohibited from engaging in partisan politics, but may undertake public interest and grass roots lobbying as long as these activities are not "substantial", defined as exceeding specified spending limits. In return for these limitations, charities are eligible to receive tax-deductible contributions. Congregations are also considered charities under IRS regulations even if they do not formally register with the IRS, and some are quite active politically.[9]

Nonprofits registered as 501(c)(4) ("civic leagues and social welfare") organizations are able to undertake political activities,[10] such as influencing legislation. For some, this is their major activity, but by IRS regulations, their purpose must be to promote the common good and general welfare of the people of the community, rather than primarily the interests of their own members. They may also engage in political campaigns, e.g., support a candidate for public office, but this cannot be their primary activity, as it is for political parties,[11] and they must pay a tax on related expenditures. Mutual benefit nonprofits, particularly those registered as 501(c)(5) (labor, agricultural and similar nonprofits) and 501(c)(6) (business leagues, chambers of commerce and similar organizations), have similar latitude in the range of political activities they are allowed to undertake and are also subject to tax on political expenses.

However, because of the concerns that many nonprofits, especially charities, have about the legitimacy of advocacy and lobbying efforts, our survey questions focused on "advocacy and/or public education activities … promoting the interests of specific groups … or specific issues … in order to influence policy-makers or the general public." We used the word "lobbying" only in reference to specific types of advocacy activities, or when asking whether the respondent uses a registered lobbyist to lobby government officials at any level.

Nonprofit Advocacy and Political Activities

In this report, we delve into the various aspects of advocacy as they apply to nonprofits, using the definition above. Then we look at whether nonprofits have faced policy changes in their environment that may encourage them to engage in advocacy. Next, we explore the basic question of whether nonprofits report engaging in advocacy and/or public education efforts at all.

The bulk of our report focuses on the subset of Indiana nonprofits that report engaging in some advocacy efforts. We investigate the focus of the advocacy, that is, whether it is to promote positions on particular issues or on behalf of particular groups and whether it is aimed at the general public or policy makers. We also consider the frequency with which these nonprofits carry out a variety of advocacy activities, categorized respectively as general and grassroots advocacy, and whether target these efforts at the general public or policy makers.

We zoom back out to the organizational level to consider the resources that nonprofits dedicate to advocacy efforts, including staff time, volunteer time, and financial resources. We consider a

---

9 See Chaves, Mark, Joseph Roso, Anna Holleman, and Mary Hawkins. 2020. *National Congregations Study: Waves I-IV Summary Tables*. Duke University Department of Sociology, Durham, NC. Available at https://sites.duke.edu/ncsweb/files/2020/11/NCS-IV_Summary-Tables_For-Posting.pdf.
10 See https://www.irs.gov/pub/irs-tege/eotopicl03.pdf.
11 Political parties are registered under Section 517 of the Internal Revenue Code.

related question of how strategic nonprofits' advocacy actually is, as indicated by whether they have registered with the IRS as H-electors to disclosure their total spending on advocacy and political activities or if they work with a registered lobbyist. Last, we consider the extent to which nonprofits that engage in advocacy face challenges across a variety of advocacy-related activities.

We explore a number of explanatory factors that we believe are likely to be related to **engaging in advocacy**. These include several factors we discussed above, such as (1) whether non-profits report that they have been impacted by recent changes in public policy and (2) whether they are public charities. We also consider factors identified in previous research, such as (3) field of activity (e.g., environment and animals or health) and (4) funding profile (such as primary reliance on government funding). Finally, we consider factors that are likely to facilitate nonprofit advocacy activity, such as (5) access to two types of information technology or (6) involvement in formal coalitions or information networks.

We also consider a number of control variables related to organizational capacity. We expect advocacy participation to be more prevalent among (7) older, (8) larger and (9) more formalized nonprofits (those with more organizational components in place) because they are likely to have more expertise and resources. We also consider one specific board-related capacity: having a full board. In previous surveys (Round II), we found board vacancies to be a good predictor of organizations with fewer organizational components in place and relatively high management challenges. In this analysis, we explore whether that pattern still holds and examine whether (10) board vacancies may be associated with advocacy participation.

In addition, we control for (11) geographic location and (12) whether respondents are part of the panel of nonprofits who have responded to any of our previous surveys. We speculate that those located in metropolitan areas may have easier access to information and other nonprofits with interests in similar issues as themselves. The panel respondents have survived the intervening period and therefore by definition are older and more experienced. They have also twice agreed to complete our survey and may therefore be more outwardly focused.

To determine whether our expectations fit the actual patterns of advocacy involvement among our sample of Indiana nonprofits, we use multivariate regression analysis to see whether any of the explanatory factors or control variables listed above help predict advocacy nonprofits and advocacy-related activities.

Policy Changes and Impacts

Nonprofits come into contact with governments at all levels and in several broad policy arenas, but these relationships are likely to be more relevant to some nonprofits than others. Govern-ment spending decisions affect nonprofits indirectly by influencing the need for their services. But they also affect nonprofits directly since government is an important source of nonprofit revenues in some fields, especially health and human services. Thus changes in public spending priorities or eligibility conditions (e.g., education, health, or welfare policies) are likely to impact some nonprofits more than others.

Government also impacts nonprofits in the regulatory arena, when establishing general health and safety regulations or by requiring employers to make accommodations for people with disabilities. Government (and professional societies) may impose licensing requirements on

some organizations or occupations where nonprofits are active. In addition, some regulations are particularly relevant to nonprofits, such as those specifying the types of organizations eligible for tax-exempt status, the procedures under which nonprofits secure this status, the types of activities they can undertake, and the kinds of public disclosure they must make. Similarly, government restricts the political and legislative activity of some nonprofits more so than others, and in different ways.

Finally, government taxation policies affect nonprofits both directly (e.g., payroll taxes) and indirectly because they are exempted from taxation and since donations to charities are deductible from the taxable income of individual taxpayers, corporations, and estates taxes (all within certain limits). Thus changes in tax rates or in what is taxable are likely to have important impacts on nonprofits.

Indiana Nonprofits and Policy Conditions

We asked Indiana nonprofits to give their perceptions of changes in just a few of the many policy issues we could have examined: health and safety regulations (e.g. Occupational Safety and Health Administration); client eligibility for government programs; professional licensing requirements; personnel/legal regulations and employment law; government contract procure-ment policies; environmental policies; and tax policies. We also asked about any "other" policy changes to give everyone a chance to respond if we hadn't captured a policy issue of potential relevance to their organization. We asked them to indicate whether these policies had changed over the prior 36 months and if so whether the changes had affected the organization's ability to fulfill its mission, negatively or positively, or had had no impact.

As shown in Figure 1, the great majority (79 percent or more) of Indiana nonprofits reported that there had been some policy change over the prior 36 months, regardless of the specific policy area examined. We did not ask how the policy had changed. The percentages are remarkably similar, ranging between 79 and 83 percent, for the eight specific policy areas.

We also examined whether Indiana nonprofits reported that changes in these policies had impacted them negatively or positively, or had no impact (the latter includes "no change" in the particular policy). As Figure 2 shows, the vast majority (70-90 percent) of Indiana nonprofits say that a particular policy didn't impact them (or hadn't changed). For those who said the policy change had impacted them, more cited negative rather than positive impacts. This is particularly the case of changes in health insurance policies, which is cited as having a negative impact by 21 percent of Indiana nonprofits, and a positive impact by only 4 percent. The policy with the next most negative impact, changes in personnel and employment law (16 percent), was cited as having a positive impact for only 2 percent. In general, about one in ten Indiana cite negative impacts, and 5 percent or less cited positive impacts.

To explore these impacts further we created dummy variables indicating whether a nonprofit has been impacted by at least one policy change and whether it had been negatively impacted, positively impacted, or either negatively or positively impacted. The latter (negatively or positively impacted) appears to produce the most robust results in our multivariate analysis, so we use it in the rest of our analysis. Overall, one third (33 percent) of Indiana nonprofits reported being impacted by at least one policy change either positively or negatively, and two thirds (67 percent) reported not being impacted by any policy changes or no policy changes (Figure 3)

Figure 1: Frequency of changes in government policies (n=932-936)

Policy Area	Percentage
Health Insurance Requirements	83%
Changes in Personnel/Legal Regulations & Employment Law	82%
Environmental Policies	81%
Client Eligibility for Government Programs	80%
Government Contract Procurement Policies	80%
Tax Policies	80%
Professional Licensing Requirements	80%
Health and Safety Regulations	79%
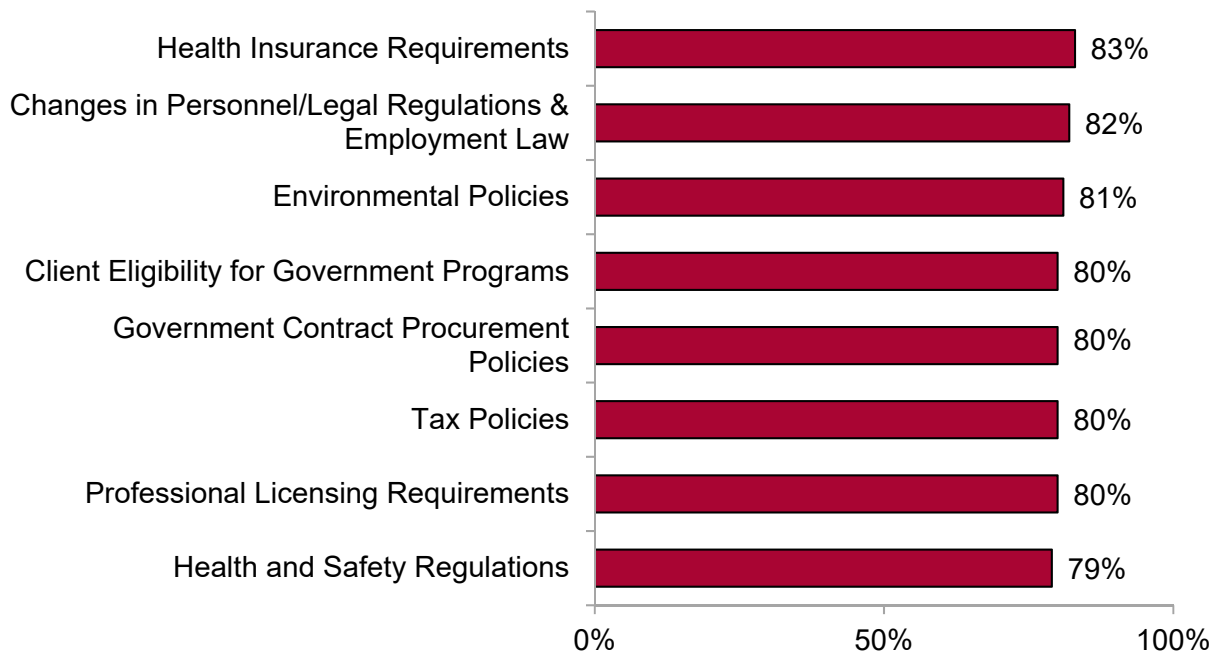
Figure 2: Impact of Changes in Government Policies (n=736-769)

Policy Area	Negative Impact	No Impact	Positive Impact
Health Insurance Requirements	21%	76%	4%
Changes in Personnel/Legal Regulations & Employment Law	16%	83%	2%
Client Eligibility for Government Programs	13%	83%	4%
Tax Policies	10%	87%	3%
Government Contract Procurement Policies	10%	89%	2%
Professional Licensing Requirements	9%	88%	3%
Environmental Policies	9%	90%	1%
Health and Safety Regulations	8%	87%	5%

■ Negative Impact ☐ No Impact ■ Positive Impact

Figure 3: Percent of Nonprofits that Have Been Impacted by Policy Change, Positively or Negatively, Over Prior 36 Months, (n=1036)

- ■ At Least One Policy Change Had an Impact
- □ No Policy Has Impacted the Organization
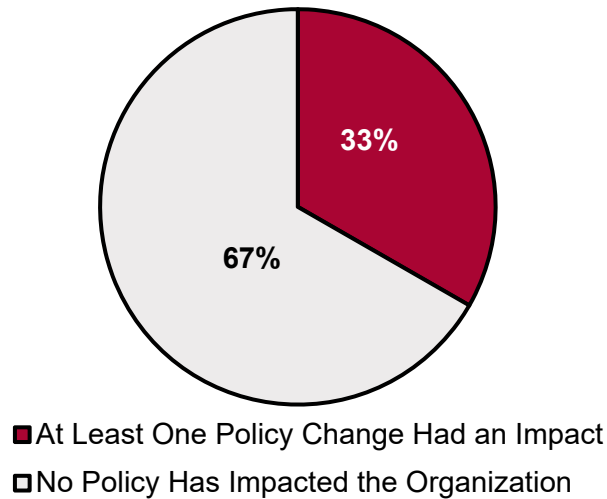
Nonprofit Involvement in Advocacy

We turn now to a more explicit look at nonprofit advocacy activities. As part of our comprehensive survey, we asked nonprofits whether they engage in advocacy or public education activities, including promoting the interests of specific groups or specific issues. We will delve into the details of nonprofits' advocacy involvement in later sections of the report, but first we consider this basic question as posed in the survey: Do Indiana nonprofits engage in advocacy or political activities in some fashion? For the majority of Indiana nonprofits, the answer is no. Just over two-fifths of nonprofits (43 percent) are involved in advocacy activities (Figure 4).[12]

Figure 4: Percent of Nonprofits that Engage in Advocacy. (n=916)

- ■ Engage in Advocacy
- □ Do Not Engage in Advocacy

---
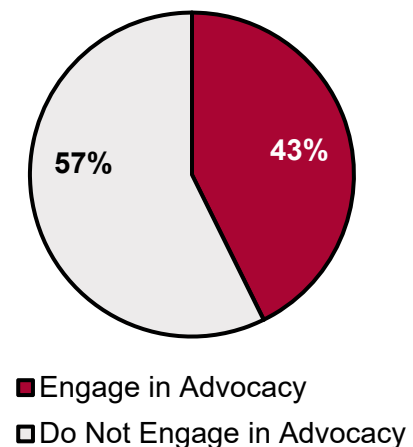
[12] In our 2001 survey, only 27 percent of Indiana nonprofits reported being involved in similar activities. See Kirsten A. Grønbjerg and Curtis Child, 2004. Indiana Nonprofits: Impact of Community and Policy Changes. Bloomington, IN: Indiana University School of Public and Environmental Affairs, June 2004. Available at: https://nonprofit.indiana.edu/doc/publications/2002survey/ins-com.pdf. While we cannot rule out a real increase in nonprofit advocacy during the intervening years, we believe the difference reflects at least in part a change in how the question was phrased. The 2017 survey had a section on "Advocacy and Policy Activities" and asked respondents to indicate whether their organization "engage[s] in advocacy and/or public education activities" and clarified that this might "include promoting the interests of specific groups (examples listed) or specific issues (examples listed) in order to influence policy-makers or the general public. The 2002 survey had a section devoted to "Advocacy and Political Activities" (not "Policy Activities" as in 2017), but did not include a reference to advocacy or educating the general public

Advocacy is more prevalent among certain types of nonprofits than others. We analyze both predictor and control variables' relationship to whether nonprofits engage in advocacy at the bivariate level and the multivariate level. Five of our predictor variables are statistically significant at both the bivariate and multivariate levels and are desribed in detail below: Policy Impact, Primary Purpose, Funding Profile, and Average External IT. None of the control variables (capacity, location) were significant in the multivariate analysis. Relationships that are only significant at the bivariate level can be found in Appendix B.

Policy Impact

Nonprofits that have been impacted by at least one policy change are much more likely to engage in advocacy than nonprofits that have not been impacted by any policy changes (Figure 5). Over half (56 percent) of nonprofits that have been impacted by at least one policy change engage in advocacy, whereas only a third (35 percent) of nonprofits that have not been impacted by any policies engage in advocacy.

Figure 5: Percent of Nonprofits that Engage in Advocacy, by Policy Impact, (n=916)
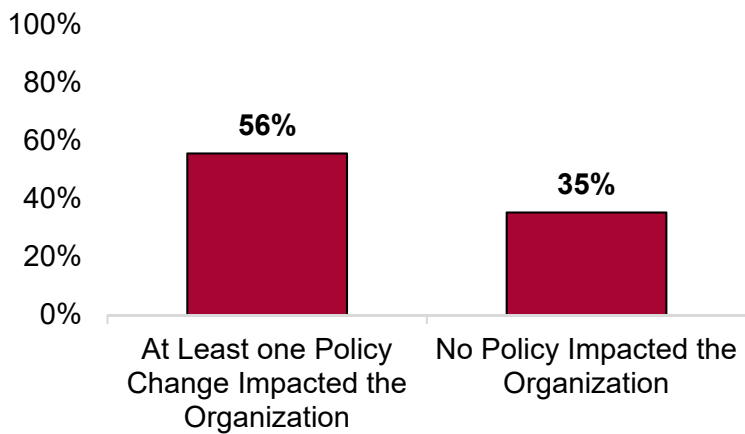
Primary Purpose: NTEE Code

There is significant variation among nonprofits in their advocacy involvement based on their primary field of activity (Figure 6) when examined by itself. More than half of environmental (71 percent), health (59 percent) and public benefit (51 percent, which includes civil rights or other advocacy) nonprofits are involved in advocacy. Education (46 percent) and human service (42 percent) nonprofits are intermediary. Mutual benefit (17 percent), arts and culture (35 percent) and religion (37 percent) nonprofits are least likely to do so.

Funding Profile

Nonprofits also vary in the extent to which they are involved in advocacy depending on their primary source of funding (Figure 7), when examined by itself. Those that rely heavily on government funds are most likely to participate in advocacy, followed by those that rely on a combination of funding (51 percent). Nonprofits that rely on fees and sales for the majority of their funding are least likely – only a third -- to report involvement in advocacy efforts (35 percent).

---

in the root question. Instead, it asked whether the respondent's organization sought to "promote certain positions on policy issues or on issues related to the interests of certain groups." Respondents were then asked to check whether they promoted positions on certain policy issues, positions relevant to the interests of certain groups, or certain political groups.

Figure 6: Percent of Nonprofits that Engage in Advocacy, by Primary Purpose
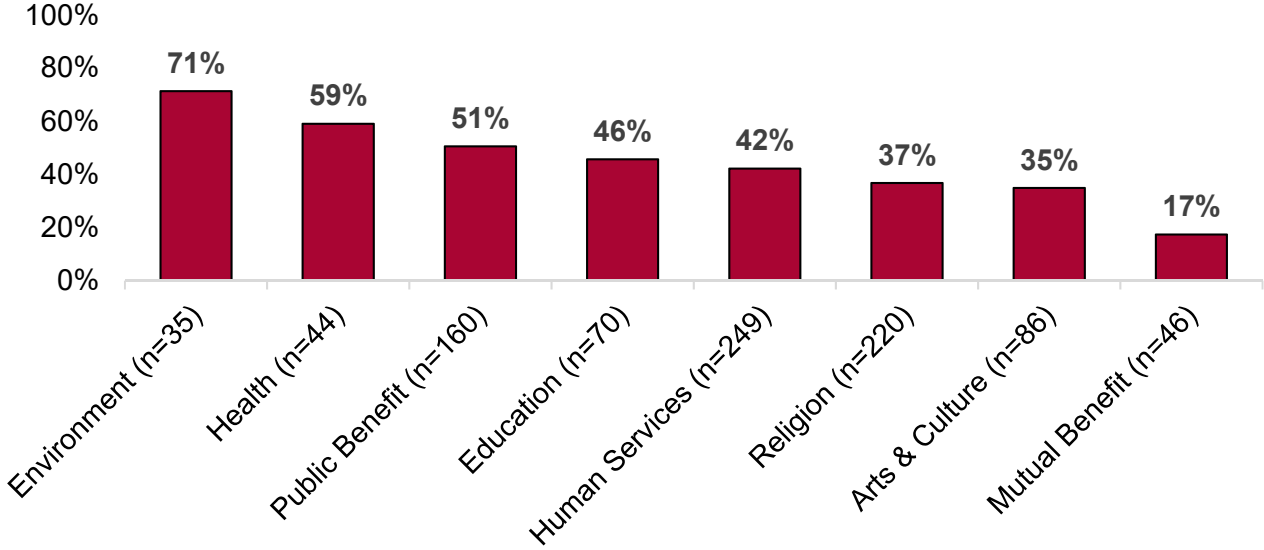
Figure 7: Percent of Nonprofits that Engage in Advocacy, by Funding
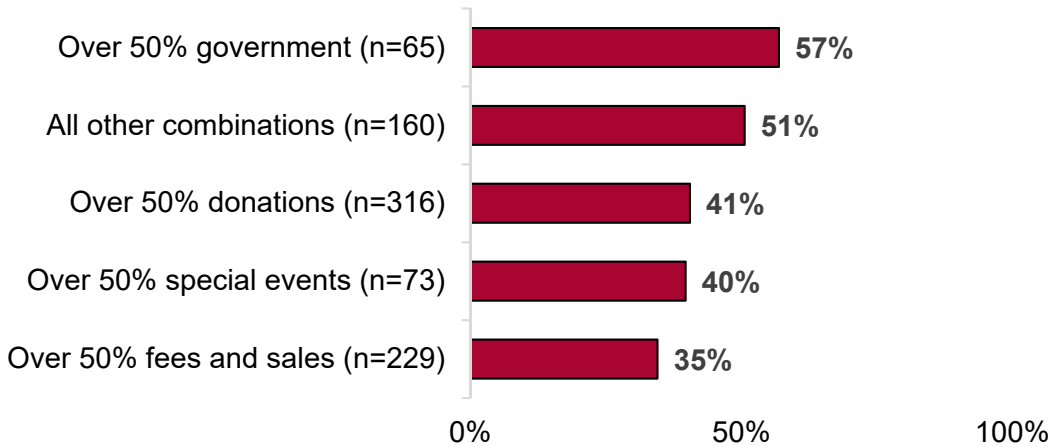
External Information Technology

Nonprofits that score higher on our externally-facing information technology scale (such as use of search engines or social media accounts) are significantly more likely to engage in advocacy than nonprofits with less externally-facing information technology (Figure 8), when examined in isolation from other factors. The percentage involved in advocacy ranges from a high of 59 percent for those with the most external IT to a low of only 21 percent for those with the least external IT.

Figure 8: Percent of Nonprofits that Engage in Advocacy, by Average External IT, (n=913)
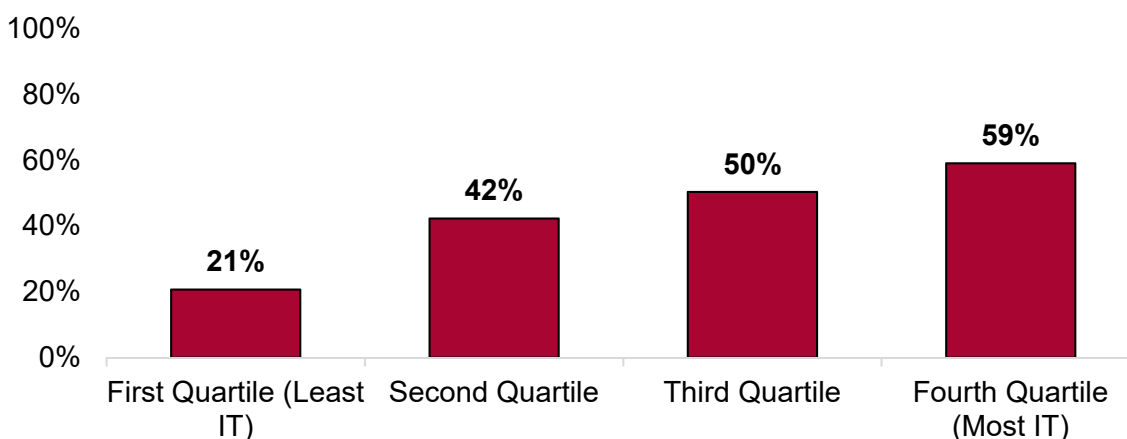
Summary: Which Nonprofits Engage in Advocacy?

We use multivariate binary logistic regression to determine which of the explanatory factors best enable us to predict whether Indiana nonprofits engage in advocacy, controlling for all other variables. The model is highly significant (p<.001), accounts for about 43 percent of the variance, and correctly predicts whether Indiana nonprofits engage in advocacy in 66 percent of the cases. Four factors are significant in the final analysis.

Nonprofits that have been impacted by a policy change, either positively or negatively, are more likely to engage in advocacy than nonprofits that have not been impacted by any policy changes.

Two of our variables indicating nonprofits' primary purpose showed significance in the multivariate logistic regression. Nonprofits whose primary purpose is environment or public and societal benefit are more likely to engage in advocacy than nonprofits in our comparison group (human services and international nonprofits).

Nonprofits that have higher external information technology scores shows a statistically significant negative relationship in the multivariate analysis, once we control for all other factors, which is the opposite relationship to that observed in the bivariate analysis.

Table 1: Estimates for Logistic Regression of Whether Nonprofits Engage in Advocacy

Variables Included in the Multivariate Equation	Positive (+) or Negative (–) Significant Coefficients
Policy Impact	+
Public Charity	
NTEE Code: Arts & Culture	
NTEE Code: Education	
NTEE Code: Environment	+
NTEE Code: Health	
NTEE Code: Public & Societal Benefit	+
NTEE Code: Religion	

Variables Included in the Multivariate Equation	Positive (**+**) or Negative (**–**) Significant Coefficients
Funding Mix: Over 50% Government	
Funding Mix: Over 50% Donations	
Funding Mix: Over 50% Fees and Sales	
Funding Mix: Over 50% Special Events	
Average Internal IT	
Average External IT	**--**
Informal Networks	
Formal Collaborations	
Age (Decades since Founded)	
LN Number of FTE Staff	
Formalization	
Metropolitan Central County	
Metropolitan Ring County	
LN Board Vacancy	
Panel	

Notes: Coefficients significant at the p<0.05 level are marked with **+** or **--** depending on the direction of the relationship, Model Chi-square=63.652 p=.000, Nagelkerke R-squared=.198, 65.7 percentcorrect predicttions, n=467. We use the natural log of the number of FTEs and of the number of board vacancies to account for the skew in the distribution of the original version of the variables. Excluded categories: NTEE Human Services & International, Funding Mix Mixed, Nonmetropolitan county.

Purpose of Advocacy

For those nonprofits involved in advocacy, we asked a number of follow-up questions. For some of these topics, such as where we probed for the purpose of the advocacy, we pay particular attention to whether their advocacy was directed towards policy makers or the general public. We asked specific questions about types of issues on which they advocate and types of groups for which they advocate. In both cases, we explored whether there were clusters among the issues or groups that we could examine separately. In each case, we found only one cluster, so we created a composite variable for each topic.

Advocacy on Issues

We asked nonprofits whether they advocate on one or more of the following issues to the general public and to policy makers: Labor and/or the economy, healthcare, educa-tion, Women's reproductive issues, the environment, human and/ or animal rights, religious principles or values, political activities, or other issues. As long as a nonprofit responded affirmatively to advocating on at

Figure 9: Percent of Nonprofits that Advocate on One or More of Specific Issues, (n=391)

Toward General Public: 63% Advocate on Issue(s), 37% Do Not Advocate on Issue(s)

Toward Policy Makers: 38% Advocate on Issue(s), 62% Do Not Advocate on Issue(s)

■ Advocate on Issue(s)   □ Do Not Advocate on Issue(s)
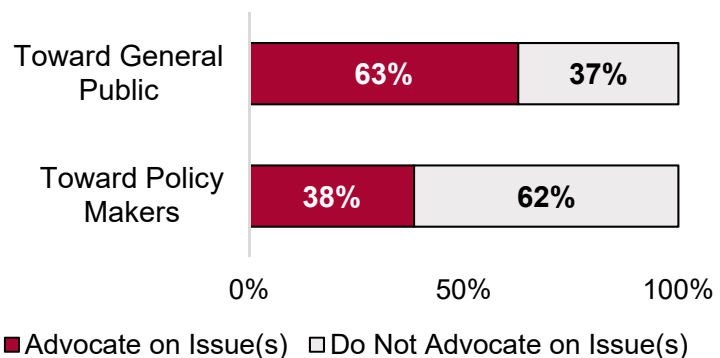
least one of these issues, they were included in our "yes" count of nonprofits that engage in advocacy on issues to that particular audience. Almost two-thirds of nonprofits (63 percent) that report engaging in advocacy also indicate advocating to the general public on one or more issues (Figure 9). By contrast, only 38 percent advocate to policy makers on one or more of the same issues.

As Figure 10 shows, among those who report engaging in advocacy of some kind, Indiana nonprofits are most likely to advocate to the general public on educational issues (36 percent), followed by health care issues (26 percent), both topics that have generated national attention in recent years. Religious principles or values rank third at 21 percent perhaps reflecting Indiana's conservative political philosophy, which may also account for why women's reproductive issues rank low (11 percent) along with political activities (9 percent). More progressive issues related to human and/or animal rights, environment, or labor and/or the economy are the focus of 15-17 percent of Indiana nonprofits.

Figure 10: Percent of Nonprofits that Advocate on Specific Issues to the General Public,

	Yes	No
Education	36%	65%
Healthcare	26%	74%
Religious Principles or Values	21%	79%
Human and/or Animal Rights	18%	82%
Environment	17%	83%
Labor and/or the Economy	15%	85%
Women's Reproductive Issues	11%	90%
Political Activities	9%	91%
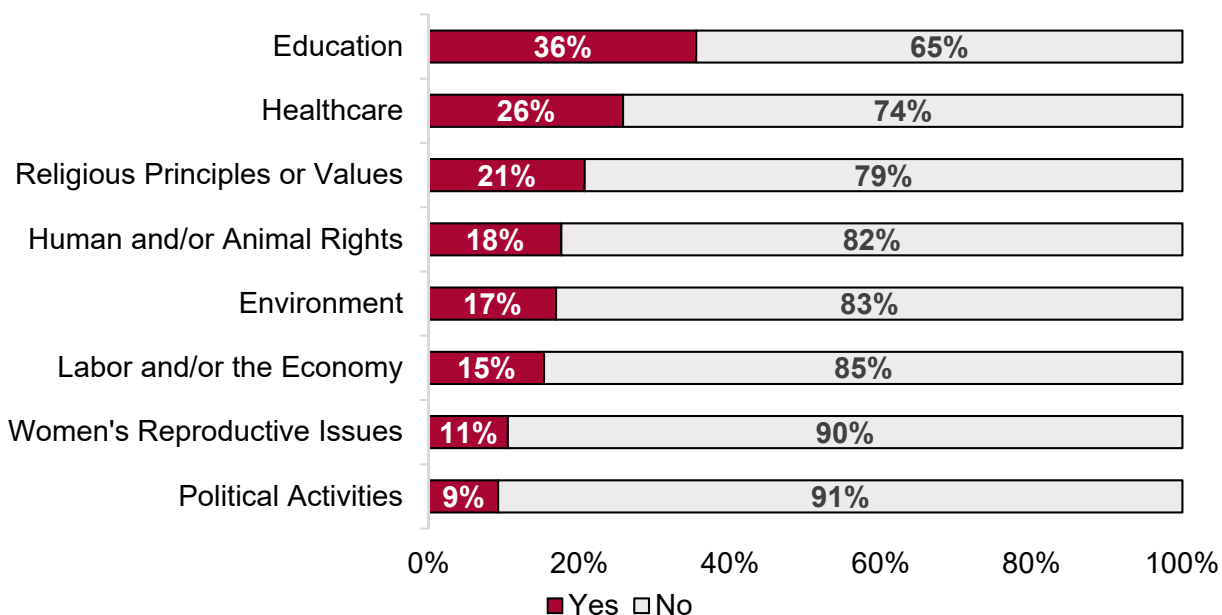
When it comes to advocating on particular issues to policy makers (Figure 11), the two top issues are also education (20 percent) and health care (17 percent). From there we observe a steep decline, with most of the remaining areas of issue advocacy being conducted by less than a tenth of respondents. Only 5 percent or less of Indiana nonprofits advocate on political activities (5 percent) and women's reproductive rights (4 percent) to policy makers.

Figure 11: Percent of Nonprofits that Advocate on Specific Issues to Policy Makers,

	Yes	No
Education	20%	80%
Healthcare	17%	83%
Labor and/or the Economy	11%	89%
Human and/or Animal Rights	9%	91%
Environment	8%	92%
Religious Principles or Values	8%	92%
Political Activities	5%	95%
Women's Reproductive Issues	4%	96%

0% 10% 20% 30% 40% 50% 60% 70% 80% 90% 100%

■ Yes □ No
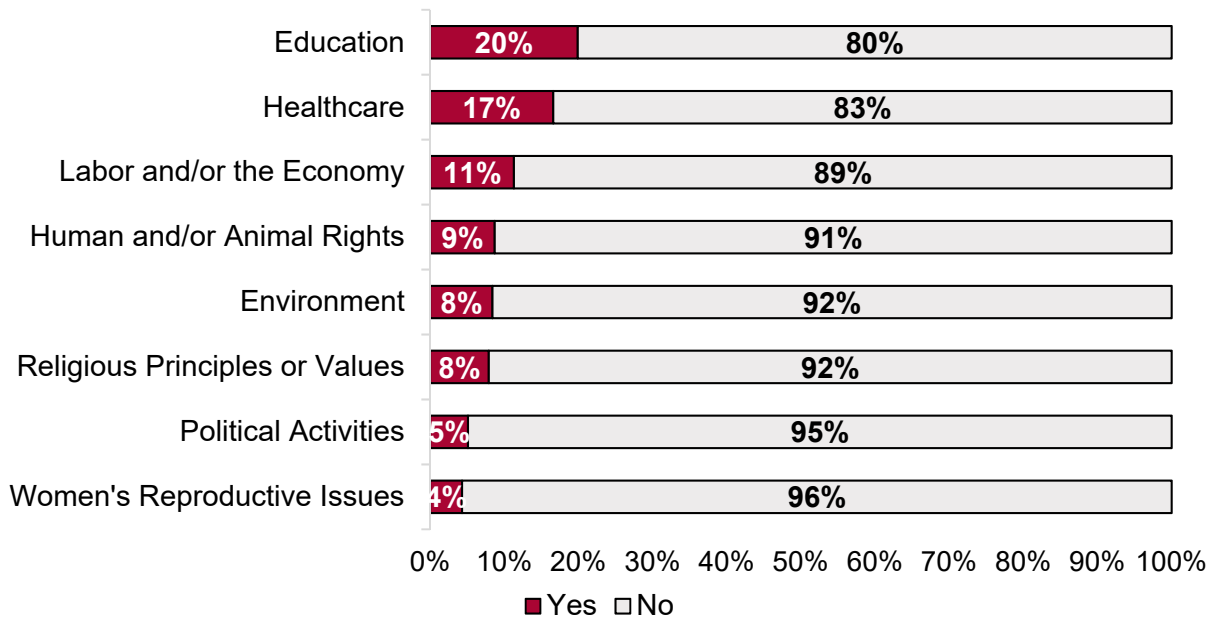
Our multivariate analysis of advocacy on particular issues towards the general public is not significant (for significant bivariate relationships, see Appendix X), However, our multivariate analysis of advocacy on particular issues towards policy makers is highly significant with six variables significant when controlling for all other factors: Policy Impact, two NTEE fields, Informal Networks, Average Internal IT, and size (FTE) are significant at both the bivariate and multivariate levels and are described in more detail below. Other relationships that are significant at the bivariate level can be viewed in Appendix C.

Policy Impact

Nonprofits that have been impacted by at least one policy change are significantly more likely than their counterparts to seek to influence policy makers on one or more issues. As Figure 12 shows, slightly over half of Indiana nonprofits (52 percent) that have been impacted by at least one policy change seek to influence policy makers on one or more specific issues, compared to only 26 percent of nonprofits that have not been impacted by any policy changes.

Figure 12: Percent of Nonprofits that Work to Influence Policy Makers on Issues, by Policy Impact, (n=391)

At Least One Policy Change Had an Impact	52%
No Policy Has Impacted the Organization	26%

0% 20% 40% 60% 80% 100%
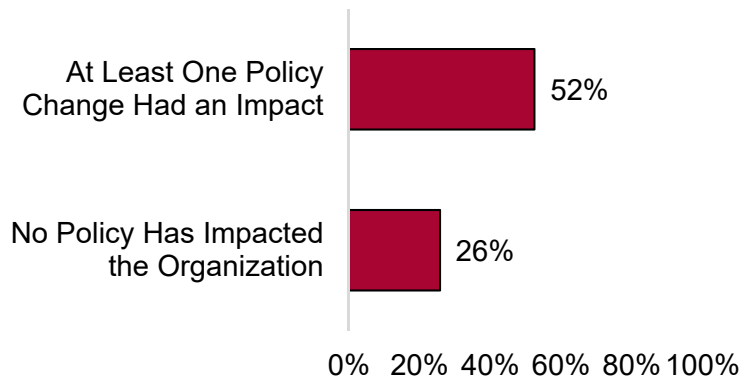
Primary Purpose: NTEE Code

As Figure 13 shows, when examined in isolation from other factors, nonprofits whose primary purpose is health are most likely to work to influence policy makers on one or more issues, with two-thirds reporting that they do (65 percent). Almost half (48 percent) of Indiana environment and animal nonprofits also seek to influence policy makers on particular issues, followed closely by education (44 percent) and public benefit (43 percent) nonprofits. The latter category includes civil rights, social actions and advocacy organizations as well as those involved in community improvement and capacity building. About a third of human service nonprofits (34 percent) work to influence policy makers on particular issues; those that focus on arts & culture (30 percent) and religion (30 percent) are least likely to do so (there are too few international nonprofits involved in advocacy to report separately).

Figure 13: Percent of Nonprofits that Work to Influence Policy Makers on Issues, by Primary Purpose
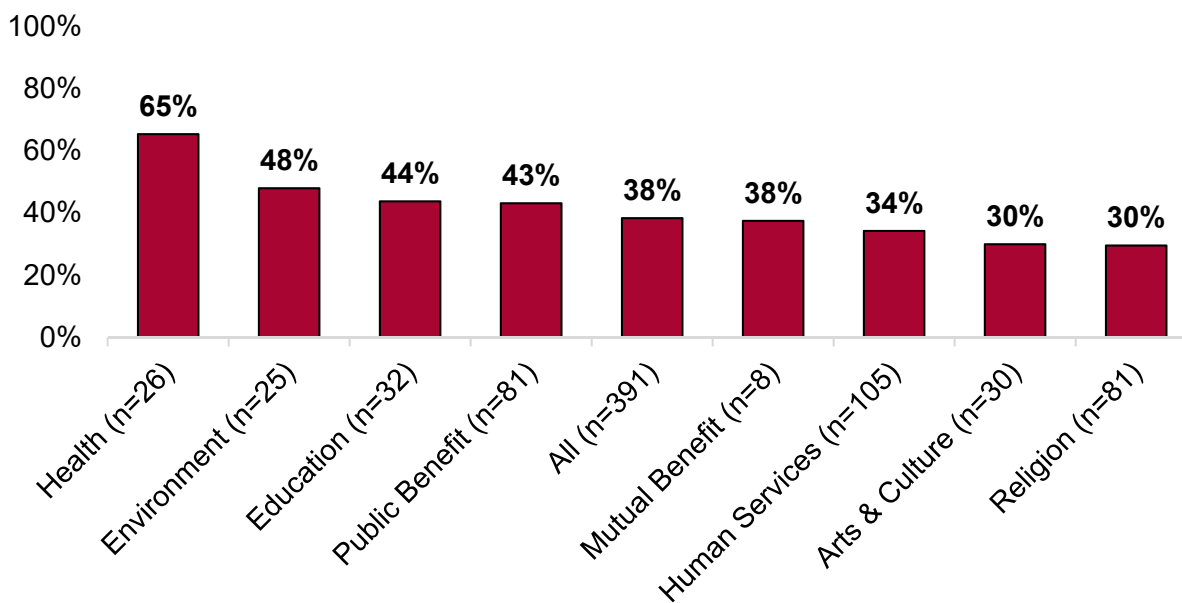
Average Internal IT

As Figure 14 shows, the higher the level of internal information technology (such as electronic client or financial records and IT security measures in place) the more likely Indiana nonprofits are to report working to influence policy makers on one or more issue areas. Nearly half of nonprofits in the top third and fourth quartiles report engaging in this work (48 percent and 49 percent), compared to only a fifth (21 percent) of nonprofits in the first bottom quartile on issues.

Figure 14: Percent of Nonprofits that Work to Influence Policy Makers on Issues, by Average Internal IT, (n=386)

- Fourth Quartile (3.25 or more): 49%
- Third Quartile (2.5 to 3.25): 48%
- Second Quartile (1.5 to 2.5): 32%
- First Quartile (0 to 1.5): 21%
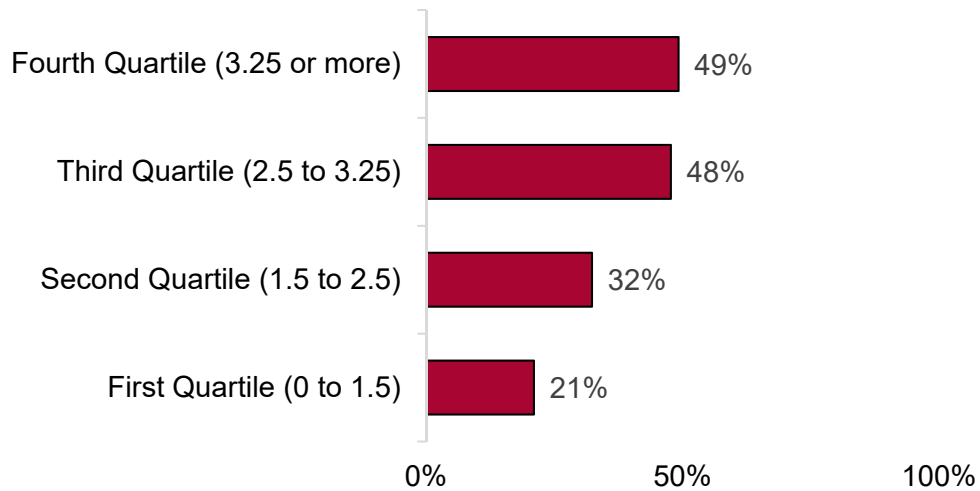
Informal Networks

As Figure 15 shows, almost half (48 percent) of Indiana nonprofits involved with informal networks say they work to influence policy makers on one or more of the particular issues we asked about, when examined separately from other factors. Only 28 percent of nonprofits who report having no informal networks do so.

Figure 15: Percent of Nonprofits that Work to Influence Policy Makers on Issues, by Informal Networks, (n=391)

- Have Informal Networks: 48%
- No Informal Networks: 28%
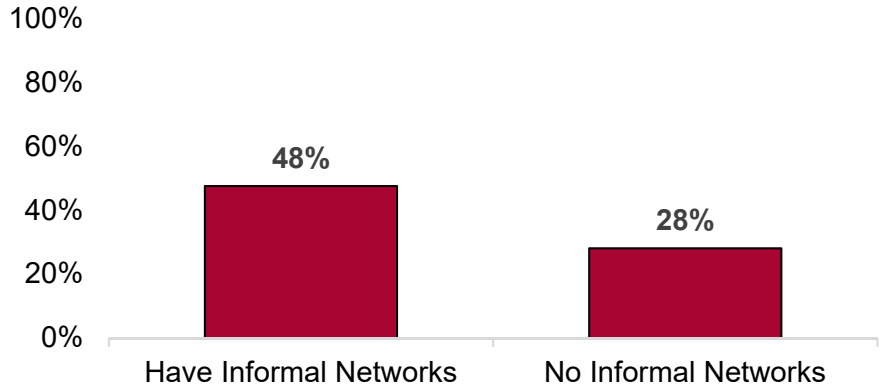
Number FTE

Generally, nonprofits with more FTE staff are more likely to work to influence policy makers on issues than nonprofits with fewer FTE staff (Figure 16). Three-fifths (60 percent) of nonprofits in the top size quartile report working to influence policy makers on issues, compared to only a third (33 percent) of nonprofits with the fewest staff (the first quartile). Even fewer nonprofits (25 percent) with no paid staff at all report working to influence policy makers on issues.

Figure 16: Percent of Nonprofits that Work to Influence Policy Makers on Issues, by Number FTE, (n=381)
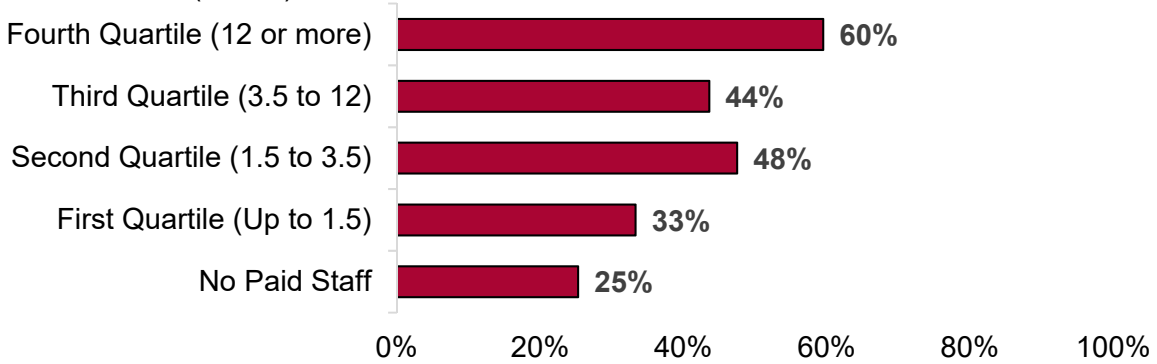
Summary: Which Nonprofits Work to Influence Policy Makers on Particular Issues?

We again use multivariate logistic regression to determine which combination of predictor variables provides the best prediction of whether nonprofits work to influence policy makers on particular issues. As before we use more complete information for our predictor variables where available, e.g., number of decades since being established, average formalization score, the natural log of board vacancies, and the natural log of FTEs. Table 2 summarizes the results.

Table 2: Estimates for Logistic Regression of Whether Nonprofits Work to Influence Policy Makers on One or More Issues

Variables Included in the Multivariate Equation	Positive (+) or Negative (–) Significant Coefficients
Policy Impact	–
Public Charity	
NTEE Code: Arts & Culture	
NTEE Code: Education	–
NTEE Code: Environment	–
NTEE Code: Health	
NTEE Code: Public & Societal Benefit	
NTEE Code: Religion	
NTEE Code: Mutual Benefit	
Funding Mix: Over 50% Government	
Funding Mix: Over 50% Donations	
Funding Mix: Over 50% Fees and Sales	
Funding Mix: Over 50% Special Events	
Average Internal IT	+
Average External IT	
Informal Networks	–
Formal Collaborations	
Age (Decades since Founded)	
LN Number of FTE Staff	+
Formalization	

	Variables Included in the Multivariate Equation	Positive (**+**) or Negative (**–**) Significant Coefficients
Metropolitan Central County		
Metropolitan Ring County		
LN Board Vacancy		
Panel		

Notes: Coefficients significant at the p<0.05 level marked with **+** or **–** depending on the direction of the relationship, Model Chi-square=80.837 p=.000, Nagelkerke R-squared=.422, 76.2 percent correct predictions, n=214. We use the natural log of the number of FTEs and of the number of board vacancies to account for the skew in the distribution of the original version of the variables. Excluded categories: NTEE Human Services & International, Funding Mix Mixed, Nonmetropolitan county.

The model is highly significant (p<.001), explains about 42 percent of the variance and correctly predicts whether Indiana nonprofits advocate on specific issues to policy makers in 76 percent of the cases. We find that nonprofits that have been impacted by one or more policy changes are less likely to influence policy makers on issues as are nonprofits whose primary purpose is the environment or health (compared to human service or international nonprofits, the comparison group) or those involved in informal networks, once we control for all other factors, including being impacted by policy changes. We note that these findings are inconsistent with the bivariate analysis reported above. We find that nonprofits with higher average internal information technology are more likely to work to influence policy makers on one or more issues as are larger nonprofits, as measured by the number of full-time equivalent staff. Nonprofits located in central metropolitan counties, such as Indianapolis) are borderline (p<.051) more likely to work to influence policy makers on one or more issues, controlling for all other factors.

Advocacy on Behalf of Groups

We also asked Indiana nonprofits whether they advocate on behalf of the interests of any of nine specific groups to the general public or to policy makers (Figure 17). As when asked about advocating on particular issues, we find that about two-thirds of Indiana nonprofits (65 percent) engaging in advocacy say they advocate on behalf of one or more groups to the general public. Only about half that many (33 percent) report engaging in similar activities directed toward policy makers.

Following the process we outlined above for advocating about specific issues, we created these composite variables from responses nonprofits gave to questions of whether they engage in advocacy efforts on behalf of one or more of the following groups: Racial & ethnic groups, gender groups, sexual orientation groups, age groups (e.g., children, youth, the elderly), low-income groups, veterans, people with disabilities, labor or workers groups, business organizations (e.g., trade associations, Chambers of Commerce), or other groups. Nonprofits that indicated they did so for at least one of the groups, were included in the "advocate group(s)" category.

Figure 17: Percent of Nonprofits that Advocate for Groups

	Advocate for Group(s)	Do Not Advocate for Group(s)
Toward General Public (n=392)	65%	35%
Toward Policy Makers (n=391)	33%	67%
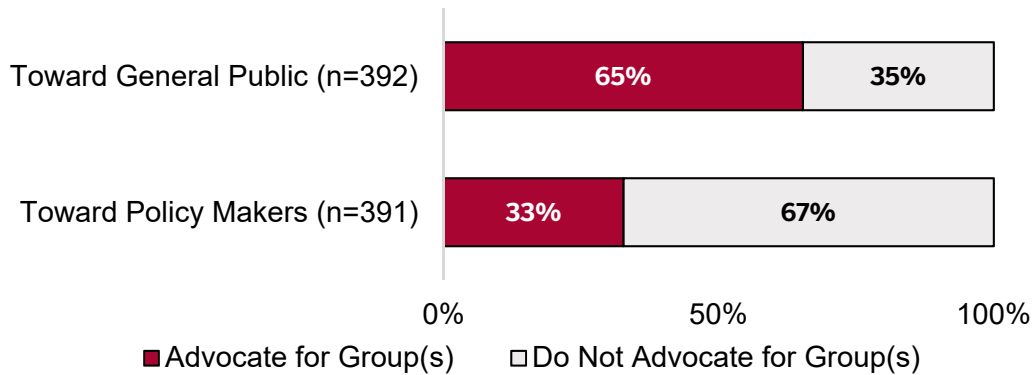
Advocacy on Behalf of Groups to the General Public

As shown in Figure 18, the group for which the most nonprofits advocate to the <u>general public</u> is age groups, that is, children, youth, and the elderly, with over two-fifths of respondents saying they do so (43 percent) followed by low income groups (36 percent). More than a quarter said they advocated on behalf of people with disabilities (28 percent) or racial and ethnic groups (27 percent). About a fifth advocated for veterans groups (22 percent) or gender groups (20%). Least common is sexual orientation groups (14 percent) and labor or workers groups (12 percent), though it is worth noting that this survey was conducted primarily in 2017 and the issues at the forefront may have evolved in the intervening years.

Figure 18: Percent of Nonprofits that Advocate for Specific Groups to the General Public, (n=391)

	Yes	No
Age Groups	43%	57%
Low-Income Groups	36%	64%
People with Disabilities	28%	72%
Racial & Ethnic Groups	27%	73%
Veterans	22%	79%
Gender Groups	20%	80%
Business Associations	16%	84%
Sexual Orientation Groups	14%	86%
Labor or Workers Groups	12%	88%
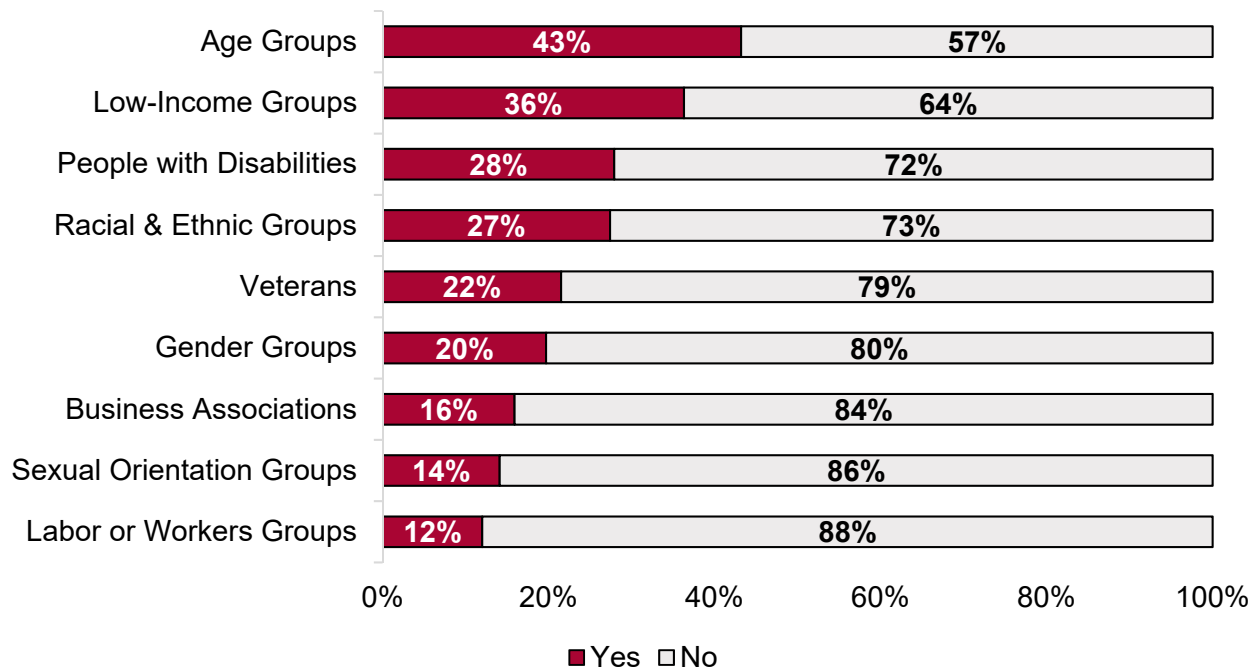
When it comes to advocating to <u>policy makers (Figure 19)</u>, Indiana nonprofits are most likely to engage in advocacy on behalf of low-income groups (17 percent) followed by age groups (14

percent) and people with disabilities (12 percent). Only 5 percent or less of Indiana nonprofits engage in advocacy directed towards policy makers on behalf of gender groups, labor or workers groups, or sexual orientation groups.

Figure 19: Percent of Nonprofits that Advocate for Specific Groups to Policy Makers, (n=391)

Group	Yes	No
Low-Income Groups	17%	83%
Age Groups	14%	86%
People with Disabilities	12%	88%
Business Associations	8%	92%
Racial & Ethnic Groups	8%	92%
Veterans	7%	93%
Gender Groups	5%	95%
Labor or Workers Groups	5%	95%
Sexual Orientation Groups	4%	96%

■Yes □No
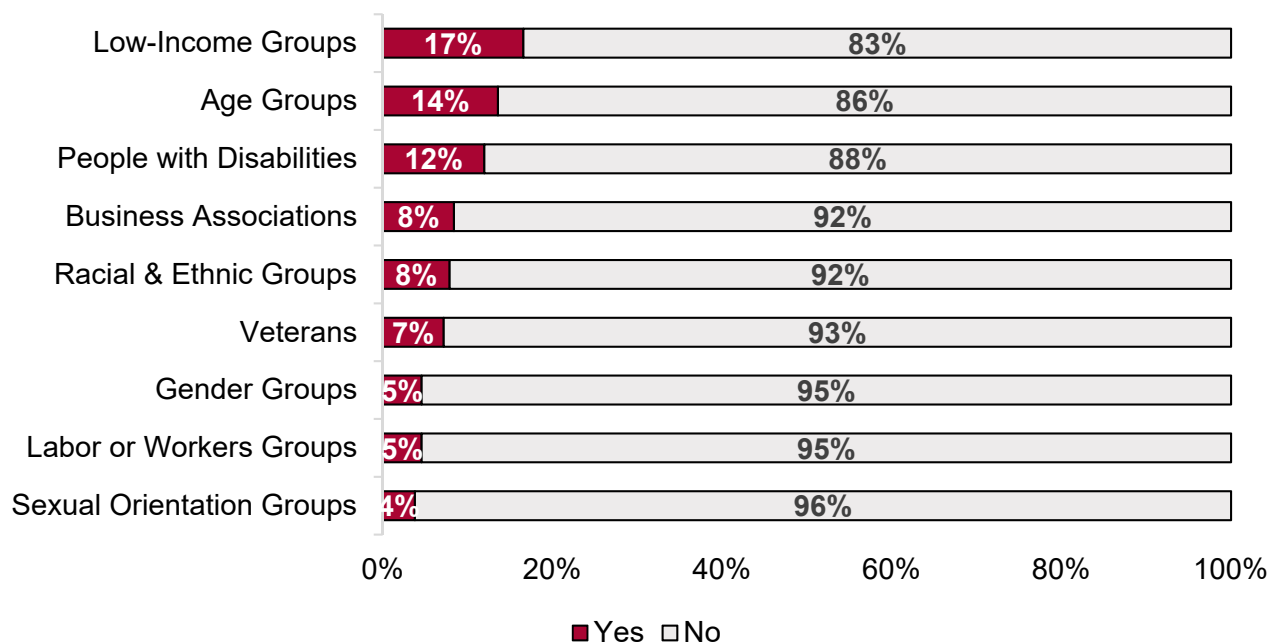
Our multivariate logistic regression of whether Indiana nonprofits involved in advocacy do so on behalf of specific groups to the general public is significant, but only nonprofit field is important, controlling for all other indicators.

Primary Purpose: NTEE Code

As Figure 20 shows, that without considering other explanatory factors, nonprofits whose primary purpose is health are most likely to work influence the general public on behalf of one or more groups (89 percent), followed by mutual benefit organizations (75 percent). More than two-thirds of religion (69 percent), public benefit (69 percent), and education nonprofits (66 percent) also advocate to the general public on behalf of specific groups. Human service nonprofits (62 percent) and arts and culture nonprofits (55 percent) are somewhat less likely to do so. On the other end of the spectrum, only a third (36 percent) of organizations that focus on the environment work to influence the general public on behalf of one or more groups.

Figure 20: Percent of Nonprofits That Work to Influence the General Public on Behalf of One or More Groups, by NTEE Code

NTEE Code	Percent
Health (n=26)	89%
Mutual Benefit (n=8)	75%
Religion (n=81)	69%
Public Benefit (n=81)	69%
Education (n=32)	66%
Human Services…	62%
Arts & Culture (n=31)	55%
Environment (n=25)	36%
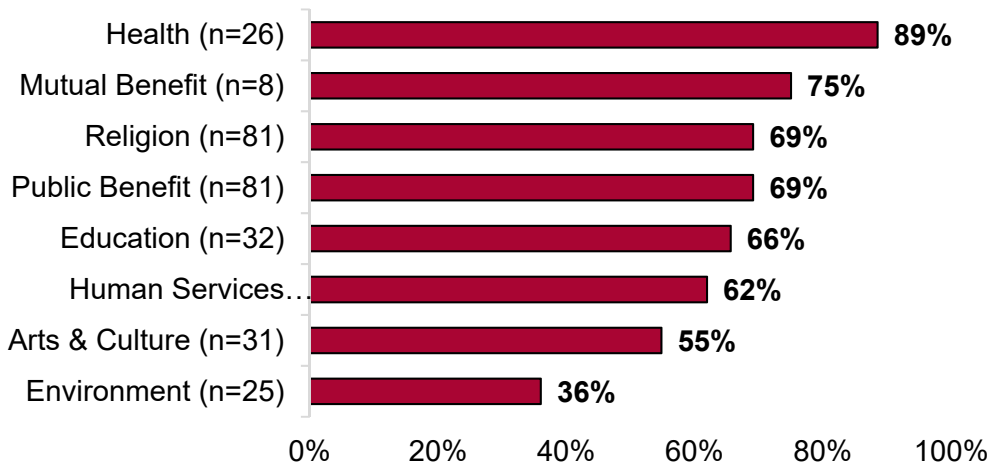
Summary: Which Nonprofits Work to Influence the General Public on Behalf of One or More Groups?

The logistic regression of whether nonprofits work to influence the general public on behalf of one or more groups is significant ($p<.05$), and correctly predicts whether Indiana nonprofit advocacy organizations target the general public on behalf of one or more specific groups in about 70 percent of the cases. However, the model accounts for only 22 percent of the variance (Table 3). In the final model, controlling for all other factors, nonprofits whose primary purpose is health are less likely to work to influence the general public on behalf of one or more groups, whereas nonprofits whose primary purpose is environmental or animals are more likely to do so compared to human service and international nonprofits (the excluded categories).

Table 3: Estimates for Logistic Regression of Whether Nonprofits Work to Influence the General Public on Behalf of One or More Groups

Variables Included in the Multivariate Equation	Positive (+) or Negative (–) Significant Coefficients
Policy Impact	
Public Charity	
NTEE Code: Arts & Culture	
NTEE Code: Education	
NTEE Code: Environment	+
NTEE Code: Health	–
NTEE Code: Public & Societal Benefit	
NTEE Code: Religion	
NTEE Code: Mutual Benefit	
Funding Mix: Over 50% Government	
Funding Mix: Over 50% Donations	
Funding Mix: Over 50% Fees and Sales	
Funding Mix: Over 50% Special Events	
Average Internal IT	
Average External IT	
Informal Networks	

Variables Included in the Multivariate Equation	Positive (+) or Negative (–) Significant Coefficients
Formal Collaborations	
Age (Decades since Founded)	
LN Number of FTE Staff	
Formalization	
Metropolitan Central County	
Metropolitan Ring County	
LN Board Vacancy	
Panel	

Notes: Coefficients significant at the p<0.05 level marked with **+** or **-** depending on the direction of the relationship, Model Chi-square=38.258 p=.033, Nagelkerke R-squared=.222, 69.8 percent correct predictions, n=215. We use the natural log of the number of FTEs and of the number of board vacancies to account for the skew in the distribution of the original version of the variables. Excluded categories: NTEE Human Services & International, Funding Mix Mixed, Nonmetropolitan county.

Advocacy on Behalf of Groups to Policy Makers

Our multivariate logistic regression analysis of whether Indiana nonprofits advocate on behalf of specific groups to <u>policy makers</u> is also significant and suggests that seven factors are important in whether Indiana nonprofits do so: status as a public charity, primary purpose, involvement in informal networks, participation in formal collaboration, size (as measured by the number of full-time equivalent staff), and formalization (as measured by the number of organizational components in place)

Public Charity

As shown in Figure 21, when viewed in isolation, status as a public charity is, as expected, negatively related to working to influence policy makers on behalf of one or more of the particular groups. Less than a third (31 percent) of public charities indicate that they work to influence policy makers on behalf of one or more of the particular groups we asked about compared to almost half (49 percent) of those not registered as public charities.

We note that IRS regulations prohibit all charities from engaging in partisan politics and require that any lobbying activities in which they engage cannot constitute a substantial effort on their part. Other nonprofits that are not registered as charities, but under other sub-sections of the IRS code, such as labor unions (subsection 501(c)(5)), business leagues

Figure 21: Percent of Nonprofits that Work to Influence Policy Makers on Behalf of One or More Groups, by Public Charity, (n=278)
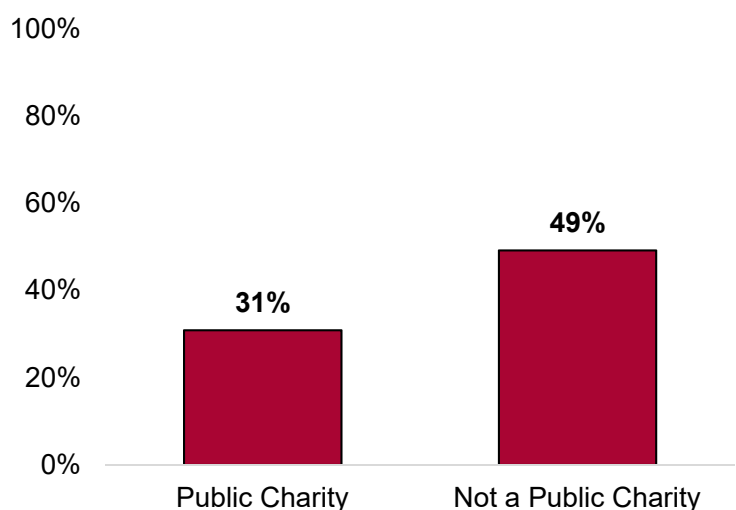
(subsection 501(c)(6), or veterans organizations (subsection 501(c)(19) or are not subject to these IRS restrictions. The groups we asked about include business associations, veterans groups, and workers groups.

Primary Purpose: NTEE Code

When we look at primary purpose (NTEE code) by itself, more than half (58 percent) of Indiana health nonprofits seek to influence policy makers on behalf of at least one specific group (Figure 22). About half of public and societal benefit do so as well (49) percent, followed by education (41 percent) and human service (37 percent) nonprofits. Environment and arts and culture organizations are least likely to advocate on behalf of specific groups to policy makers (8 and 7 percent respectively).

Figure 22: Percent of Nonprofits that Work to Infleunce Policy Makers on Behalf of One or More Groups, by NTEE Code
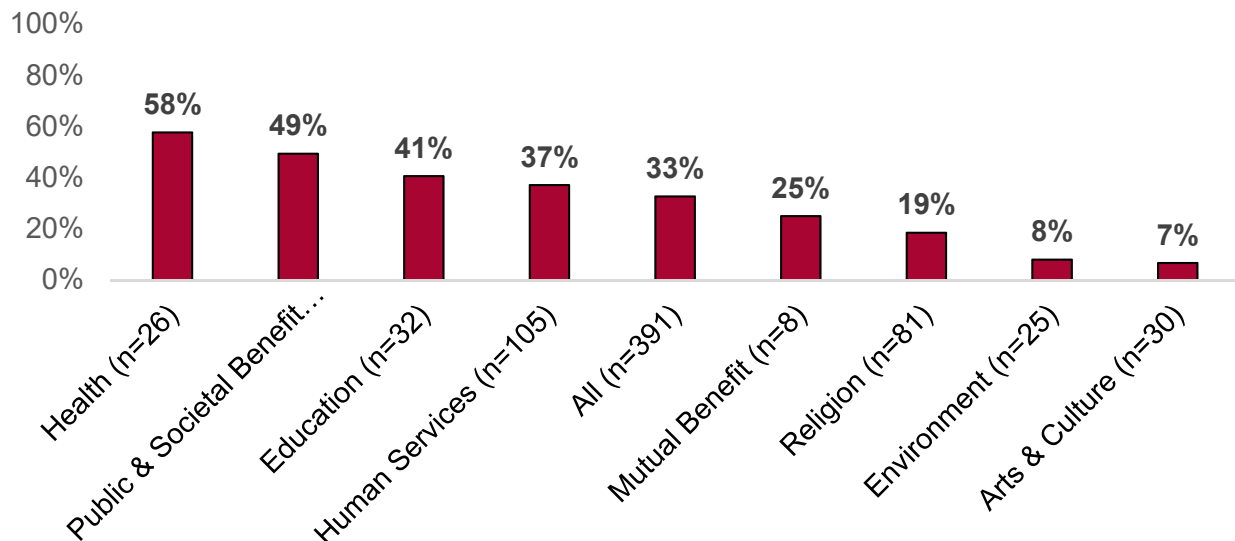
Informal Networks

As Figure 23 shows, viewed in isolation, nonprofits that have informal networks are significantly more likely to work to influence policy makers on behalf of one or more specific groups (39 percent) than nonprofits with no such networks (25 percent).

Figure 23: Percent of Nonprofits that Work to Influence Policy Makers on Behalf of One or More Groups, by Informal Networks, (n=391)
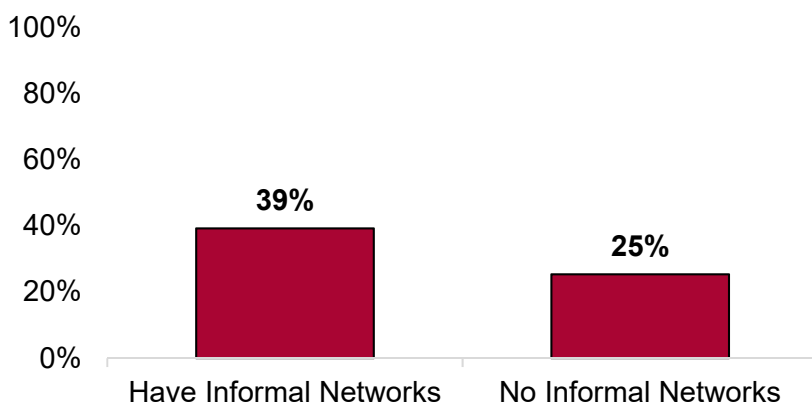
Formal Collaborations

We observe a similar pattern for involvement in formal collaborations, when viewed in isolation. More than half (51 percent) of the relatively few Indiana nonprofits involved in formal collaboration say they work to influence policy makers on behalf of specific groups (Figure 24), compared to 27 percent of those with no formal collaborations.

Figure 24: Percent of Nonprofits that Work to Influence Policy Makers on Behalf of One or More Groups, by Formal Collaborations, (n=391)
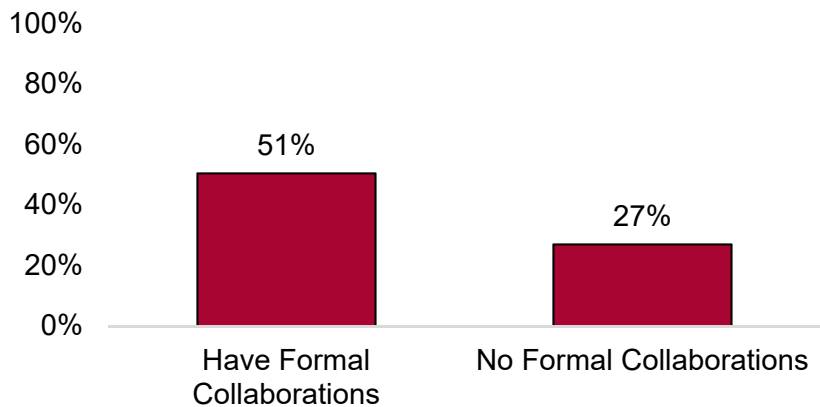
Number FTE

As shown in Figure 25, the more FTE staff nonprofits have, the more likely they are to seek to influence policy makers on behalf of one or more groups. More than half (52 percent) of the largest nonprofits do so compared to only 28 percent of those with the fewest pay staff and 23 percent of those with no paid staff at all.

Figure 25: Percent of Nonprofits That Work to Influence Policy Makers on Behalf of One or More Groups, by Number FTE, (n=381)
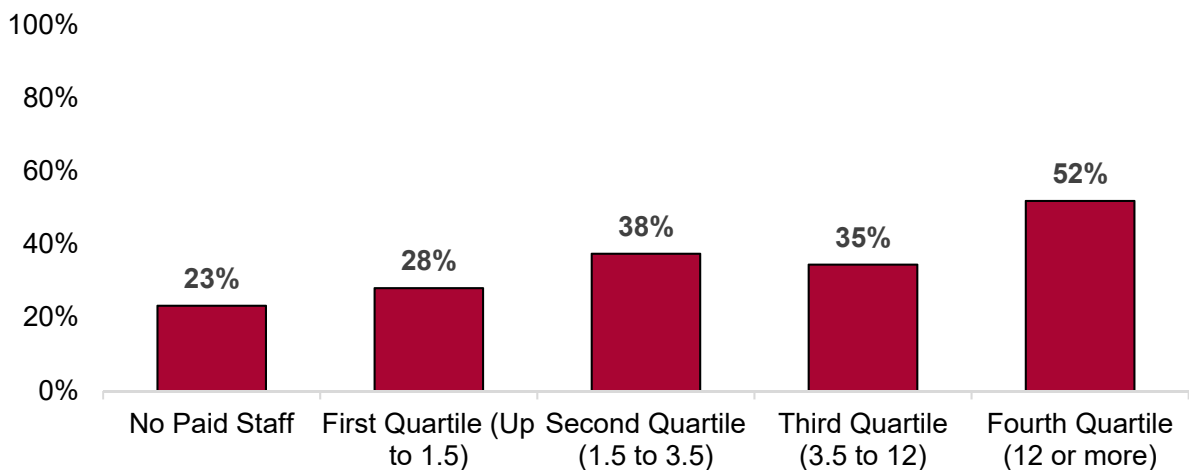
Formalization

Nonprofits that have more organizational components in place (more formalized) are more likely to work to influence policy makers on behalf of one or more groups (Figure 26). Only a fifth of nonprofits that are least formalized (17 percent), in our first quartile, indicate that they work to influence policy makers on behalf of one or more groups. This increases nearly threefold to roughly half of nonprofits that are the most formalized (48 percent) saying they work on behalf of groups to influence policy makers.

Figure 26: Percent of Nonprofits That Work to Influence Policy Makers on Behalf of One or More Groups, by Formalization, (n=391)
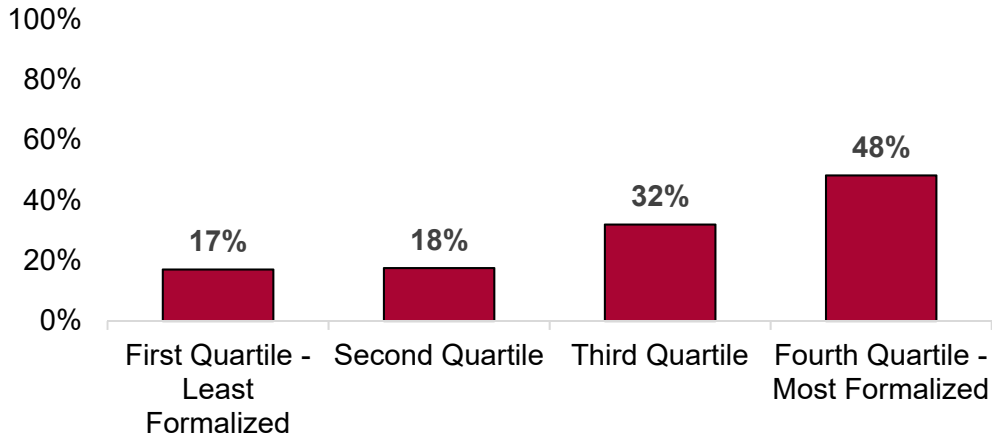
## Summary: Which Nonprofits Work to Influence Policy Makers on Behalf of One or More Specific Groups?

Our multivariate analysis uses the more comprehensive scales of several variables described above, including the natural log of the FTE count, and the full formalization scale instead of the quartile version. The model is highly significant (p<.001), accounts for about 43 percent of the variance and corrected predicts whether Indiana nonprofits advocate on behalf of specific groups to policy makers (Table 4).

Several of the significant relationships are within our advocacy-related independent variables. Public charities are now more likely to work to influence policy makers on behalf of one or more specific groups, while those whose primary purpose is public & societal benefit are less likely to do so (compared to human service and international nonprofits), controlling for all other factors. Controlling for all other factors, nonprofits with higher average external IT (such as social media) are less likely to work to influence policy makers on behalf of one or more groups, as are nonprofits with informal networks and those involved in formal collaborations.

Two of our control variables are significant in the multivariate model. Nonprofits that are larger as measured by the number of FTE staff as well as more formalized nonprofits are more likely to work to influence policy makers on behalf of one or more groups.

Table 4: Estimates for Logistic Regression of Whether Nonprofits Work to Influence Policy Makers on Behalf of One or More Groups

Variables Included in the Multivariate Equation	Positive (+) or Negative (–) Significant Coefficients
Policy Impact	
Public Charity	+
NTEE Code: Education	
NTEE Code: Environment	
NTEE Code: Health	
NTEE Code: Public & Societal Benefit	–
NTEE Code: Religion	

Variables Included in the Multivariate Equation	Positive (+) or Negative (–) Significant Coefficients
NTEE Code: Mutual Benefit	
Funding Mix: Over 50% Government	
Funding Mix: Over 50% Donations	
Funding Mix: Over 50% Fees and Sales	
Funding Mix: Over 50% Special Events	
Average Internal IT	
Average External IT	–
Informal Networks	–
Formal Collaborations	–
Age (Decades since Founded)	
LN Number of FTE Staff	+
Formalization	+
Metropolitan Central County	
Metropolitan Ring County	
LN Board Vacancy	
Panel	

Notes: Coefficients significant at the p<0.05 level marked with **+** or **-** depending on the direction of the relationship, Model Chi-square=80.972 p=.000, Nagelkerke R-squared=.428, 79.0 percent correct predictions, n=214. We use the natural log of the number of FTEs and of the number of board vacancies to account for the skew in the distribution of the original version of the variables. Excluded categories: NTEE Arts and Culture, Human Services, and International, Funding Mix Mixed, Nonmetropolitan county.

Types of Advocacy Activities

As part of our comprehensive survey we also asked nonprofits how often they sought to influence either policy makers or the general public by undertaking a variety of different types of activities related to advocacy.

We conducted factor and reliability analyses to determine whether some of these activities tend to be performed together, that is, whether nonprofits that engage frequently in one of the activities also are more likely to engage frequently in certain other activities on the list. We found two distinct clusters, which we have labelled general advocacy and grassroots advocacy. We examine first patterns related to general advocacy activities.

General Advocacy

Figure 27 shows the six activities that cluster on the general advocacy scale. Three are related to creating awareness of specific issues (work with other organizations, educate the general public, conduct and publicize research). The remaining three activities are more focused on policy makers and on influencing legislative issues.

Few nonprofits (only between 1 and 5 percent) report engaging in any of the general advocacy activities almost all the time. The most common general advocacy activity nonprofits engage in is working with other organizations that are interested in the same issues or groups at least occasionally, with over two-thirds reporting that they do so (68 percent). More than half say they at least occasionally seek to educate the general public (57 percent) or develop relationships with government officials (54 percent). At the other end of the spectrum, testifying at hearings is

the least common general advocacy activity, with only a fifth (19 percent) saying they do so at least occasionally.

Figure 27: Frequency of Specific Advocacy Activities

Activity	Almost all the time	Frequently	Occasionally	Never/Rarely
Work with Other Organizations (n=376)		18%	45%	32%
Educate the General Public (n=371)		14%	39%	43%
Develop Relationships with Gov't Officials (n=374)		15%	35%	46%
Conduct and Publicize Research (n=368)		7%	23%	69%
Lobby Policymakers (n=373)		6%	18%	75%
Testify at Hearings (n=368)		4%	14%	81%
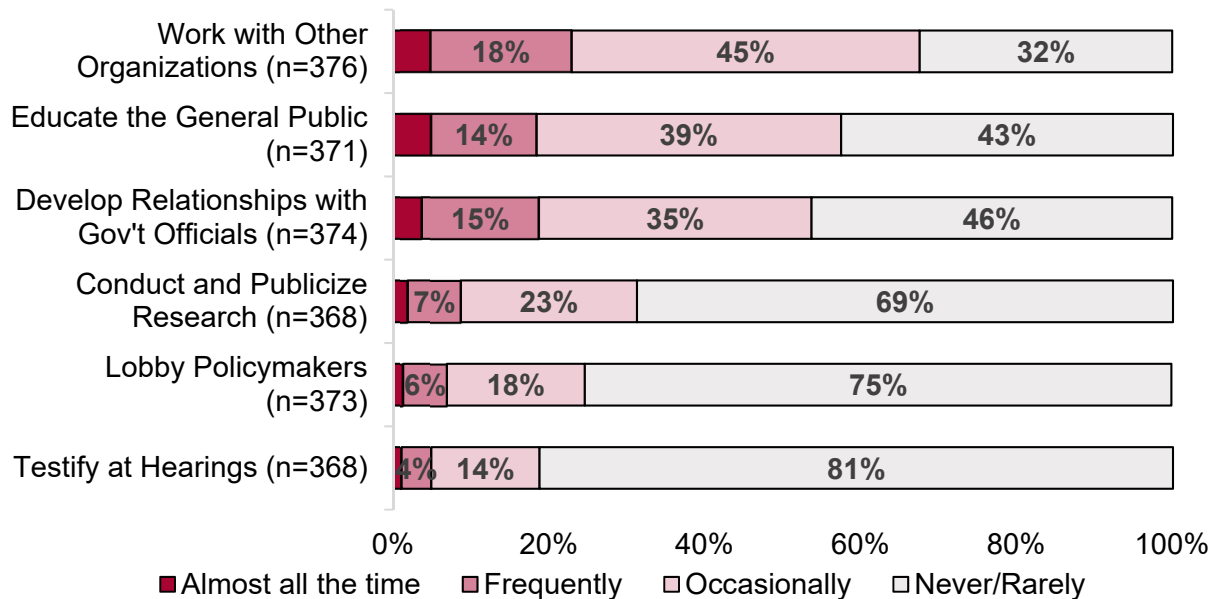
When we examine what factors may explain the extent to which Indiana nonprofits engage in these types of general advocacy activities, we find that of our thirteen independent variables, three show significance at both the bivariate and multivariate levels of analysis: Informal networks, formal collaborations, and primary purpose. Other relationships that are significant at the bivariate level but not at the multivariate level can be viewed in Appendix D.

Informal Networks

As shown in Figure 28, nonprofits that have informal networks are more likely than nonprofits without such networks to engage most frequently in general advocacy activities (1.65 vs 1.51), when viewed in isolation from other explanatory factors.

Figure 28: Extent to Which Nonprofits Engage in General Advocacy, by Informal Networks, (n=378)

	Value
Have Informal Networks	1.65
No Informal Networks	1.51

Scale: 1 Never/Rarely — 2 Occasionally — 3 Frequently — 4 Almost Always
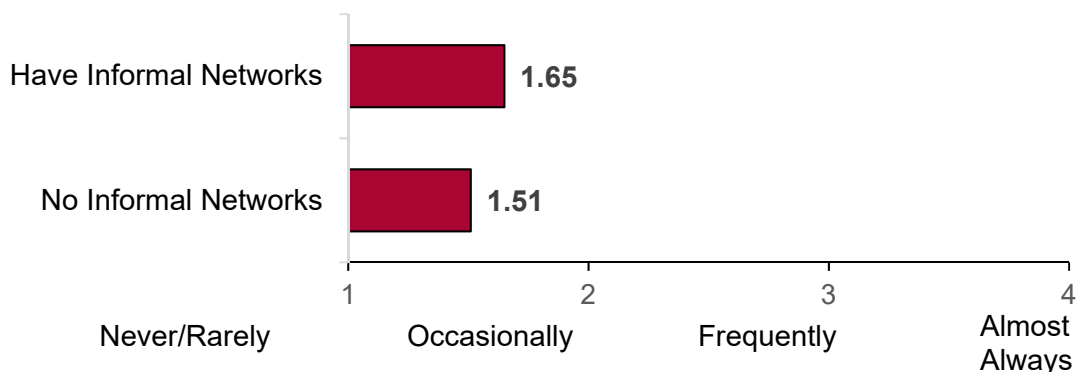
Formal Collaborations

Similarly, as shown in Figure 29, nonprofits that have formal collaborations are more likely than their counterparts to be more actively engaged in general advocacy activities. On our scale from 1 to 4, nonprofits with formal collaborations having a higher average score than nonprofits with no formal collaborations, indicating they are more likely to engage in general advocacy.

Figure 29: Extent to Which Nonprofits Engage in General Advocacy, by Formal Collaborations, (n=378)
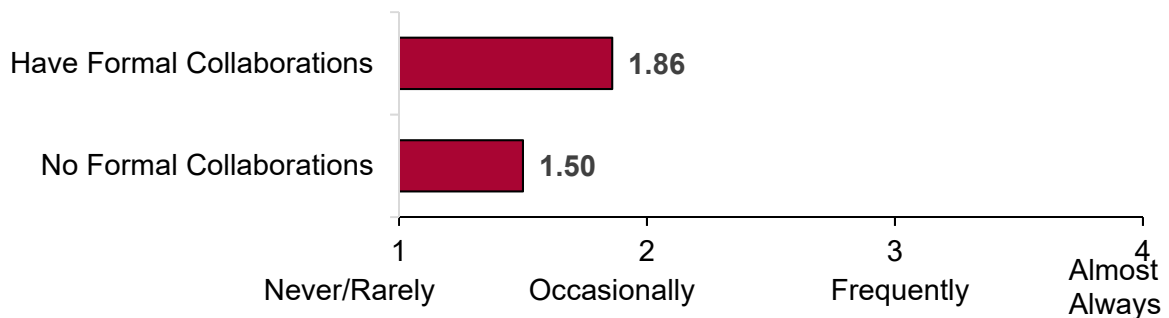
Primary Purpose: NTEE Code

Nonprofits whose primary purpose is health engage more frequently in general advocacy activities than nonprofits in other fields, as they have the highest mean with 1.99 (Figure 30). Nonprofits whose primary purpose is public & societal benefit (1.74) and the environment (1.69) are also among those likely to frequently engage in general advocacy activities. On the other hand, few nonprofits whose primary purpose is arts & culture (1.39) and religion (1.43) are among those that least frequently engage in general advocacy activities.

Figure 30: Extent to Which Nonprofits Engage in General Advocacy, by Primary Purpose, (n=378)
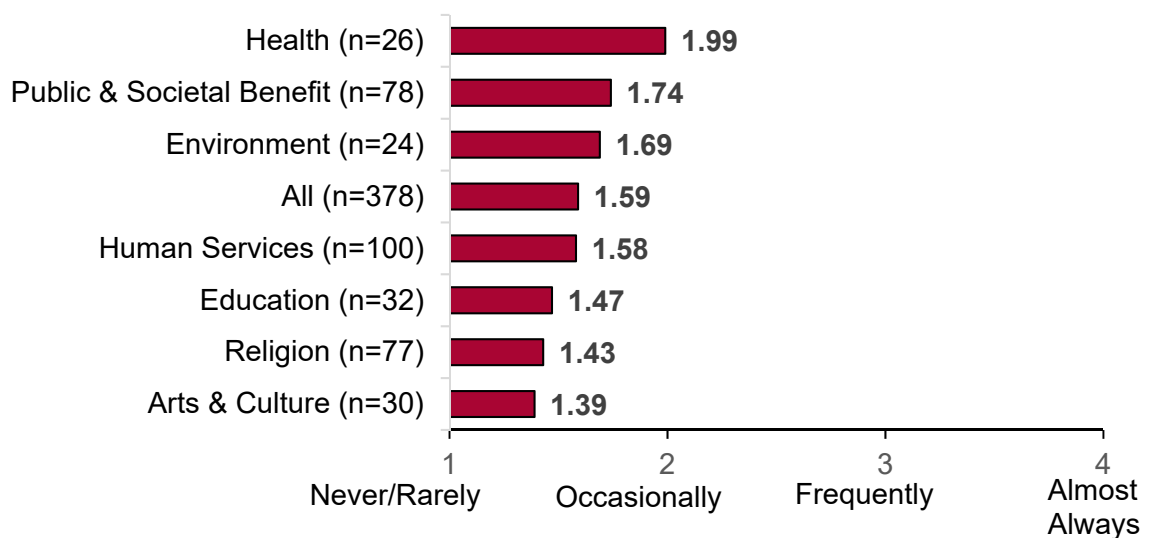
Summary: Which types of Nonprofits Engage Most Frequently in General Advocacy Activities?

We again use multivariate analysis to determine which combination of predictor variables provides the best predictor of whether funders require nonprofits to evaluate their programs. As before we use more complete information for our predictor variables where available, e.g., number of decades since being founded, the full range of formalization scores, the natural log of board vacancies, and the natural log of FTEs. Unlike in earlier multivariate analyses, in this model we use linear regression because our dependent variable is continuous.

The model is highly significant (p<.000) and explains 22 percent of the variance. Controlling for everything else, three predictor factors appear statistically significant: NTEE health (compared to social service and international nonprofits), informal networks, and formal collaborations. Nonprofits whose primary purpose is health are more likely to engage in general advocacy activities, as are nonprofits that have informal networks and nonprofits that have formal collaborations with other organizations.

Table 6: Estimates for Linear Regression of How Frequently Nonprofits Engage in General Advocacy Activities

Variables Included in the Multivariate Equation	Positive (+) or Negative (–) Significant Coefficients
Policy Impact	
Public Charity	
NTEE Code: Arts & Culture	
NTEE Code: Education	
NTEE Code: Environment	
NTEE Code: Health	**+**
NTEE Code: Public & Societal Benefit	
NTEE Code: Religion	
NTEE Code: Mutual Benefit	
Funding Mix: Over 50% Government	
Funding Mix: Over 50% Donations	
Funding Mix: Over 50% Fees and Sales	
Funding Mix: Over 50% Special Events	
Average Internal IT	
Average External IT	
Informal Networks	**+**
Formal Collaborations	**+**
Age (Decades since Founded)	
LN Number of FTE Staff	
Formalization	
Metropolitan Central County	
Metropolitan Ring County	
LN Board Vacancy	
Panel	

Notes: Coefficients significant at the p<0.05 level marked with **+** or **-** depending on the direction of the relationship, p=.000, Nagelkerke R-squared=.222, n=208. We use the natural log of the number of FTEs and of the number of board vacancies to account for the skew in the distribution of the original versions of

the variables. Excluded categories: NTEE Human Services & International, Funding Mix Mixed, Nonmetropolitan county.

Grassroots Advocacy

As noted earlier, four types of advocacy activities cluster on a separate scale, which we have labelled the grassroots advocacy scale. Figure 31 shows the four activities that cluster on this scale: encouraging the organizations members to contact policy makers or the media, mobilize people to participate in public events, mobilize people to vote, and endorse candidates for public office. Note that public charities are prohibited from engaging in the latter activities, but other tax-exempt organizations are not.

At best, most Indiana nonprofits engage in these types of grassroots activities only occasionally. However, even for the activity with the most active engagement – encouraging members to contact policy makers or the media, less than half (44 percent) do so occasionally or more frequently. The three other types of activities lag considerably behind: Only 22 percent seek to mobilize people to participate in public events at least occasionally, 18 percent seek to mobilize people to vote at least occasionally, and very few are at all involved in endorsing a candidate for office (6 percent). We note that the survey was conducted in 2017 and 2018, before major issues of racial justice gained widespread publicity or the 2020 presidential campaign began.

Figure 31: Frequency of Grassroots Advocacy Activities
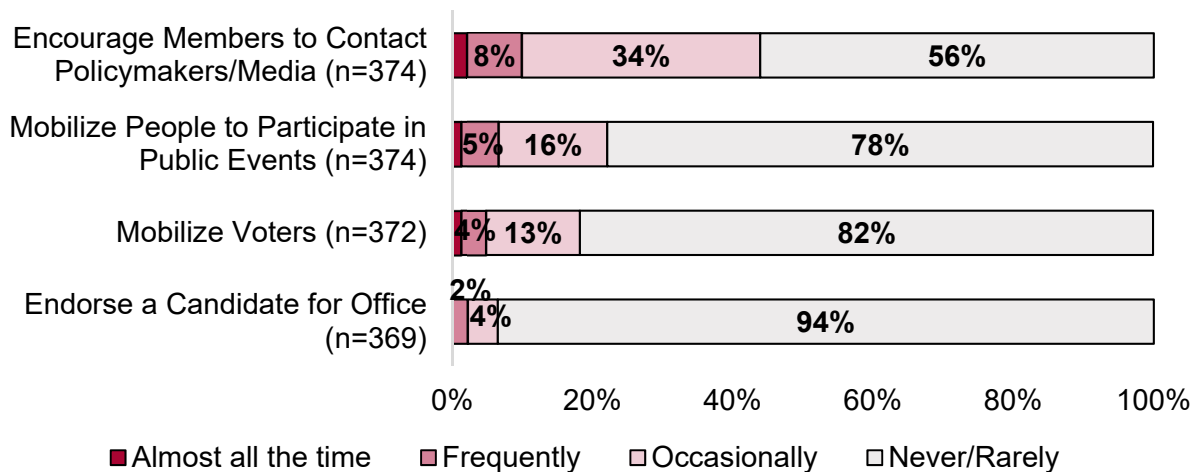
Out of our thirteen independent variables, only policy impact, primary purpose: NTEE code, and informal networks showed statistically significant relationships in both the bivariate analysis and the multivariate analysis. Other relationships that are significant at the bivariate level but not at the multivariate level can be viewed in Appendix D.

Policy Impact

Nonprofits that have been impacted by at least one policy change are more likely to actively engage in grassroots advocacy than organizations that have not been impacted by any policy

changes (Figure 32). However, on average neither group engages in grassroots advocacy particularly often.

Figure 32: Extent to Which Nonprofits Engage in Grassroots Advocacy, by Policy Impact, (n=375)

At Least One Policy Change Had an Impact **1.38**

No Policy Has Impacted the Organization **1.23**

1 — Never/Rarely 2 — Occasionally 3 — Frequently 4 — Almost Always
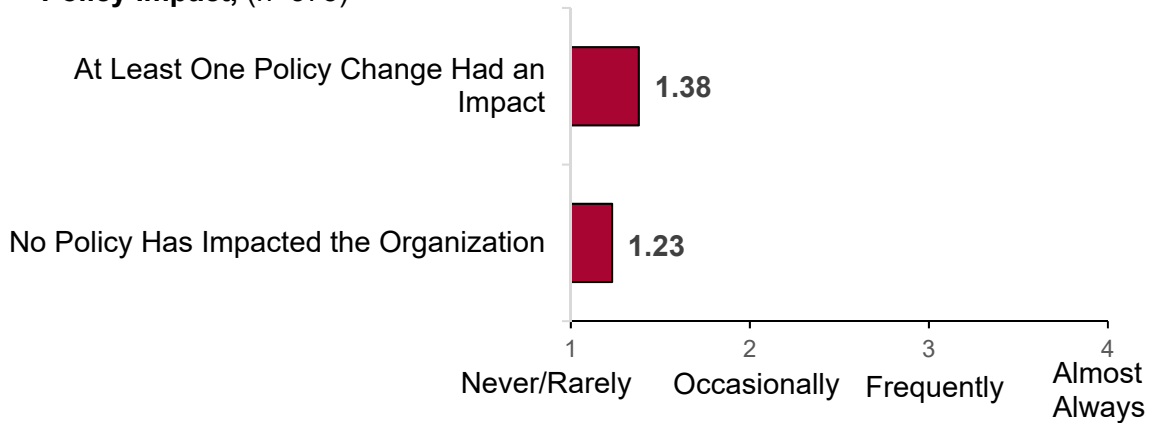
Primary Purpose: NTEE Code

Nonprofits whose primary purpose is public benefit are most likely to engage in frequent grassroots advocacy activity (1.47) (Figure 33) when viewed in isolation from other factors. Nonprofits whose primary purpose is health or religion are nearly as likely to frequently to do so (1.44 and 1.43 respectively). At the other end of the spectrum are nonprofits that focus on education or arts and culture (1.13 and 1.10).

Figure 33: Extent to Which Nonprofits Engage in Grassroots Advocacy, by Primary Purpose

Public Benefit (n=77) **1.47**
Health (n=26) **1.44**
Religion (n=75) **1.43**
Environment (n=24) **1.35**
All (n=375) **1.30**
Human Services (n=100) **1.22**
Education (n=32) **1.13**
Arts & Culture (n=30) **1.10**

1 — Never/Rarely 2 — Occasionally 3 — Frequently 4 — Almost Always
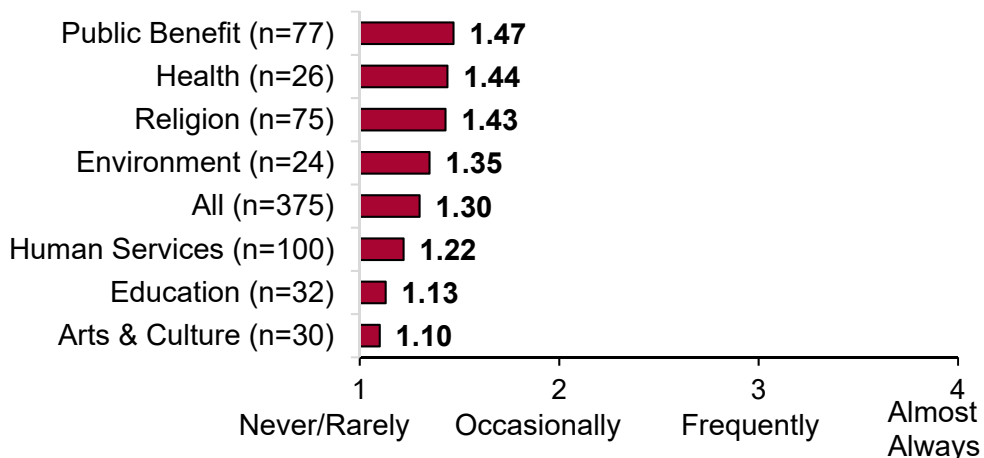
Informal Networks

As Figure 34 shows, nonprofits that have informal networks are more likely than nonprofits without such networks to be actively engaged in grassroots advocacy activities (1.36 vs 1.24) when examined in isolation from other possible explanatory factors.

Figure 34: Extent to Which Nonprofits Engage in Grassroots Advocacy, by Informal Networks, (n=375)
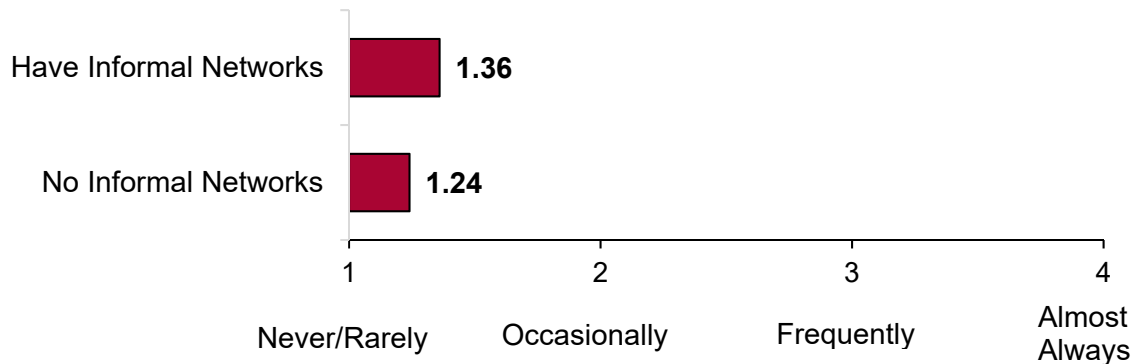
Summary: Which Nonprofits Engage in Grassroots Advocacy Activities Most Frequently?

With all thirteen of our independent variables of interest included in the multivariate linear regression, the result is a highly significant linear multivariate regression model (p<.01), but the model explains only 10 percent of the variance. Controlling for all other factors, four advocacy-related factors produce a statistically significant relationship. Nonprofits that have been impacted, either positively or negatively, by a policy change, are more likely to be actively engaged in grassroots advocacy activities, as are nonprofits whose primary focus is public & societal benefit or religion (compared to human service and international nonprofits, the comparison group), and those with informal networks.

Table 7: Estimates for Linear Regression of How Frequently Nonprofits Engage in Grassroots Advocacy Activities

Variables Included in the Multivariate Equation	Positive (+) or Negative (–) Significant Coefficients
Policy Impact	+
Public Charity	
NTEE Code: Arts & Culture	
NTEE Code: Education	
NTEE Code: Environment	
NTEE Code: Health	
NTEE Code: Public & Societal Benefit	+
NTEE Code: Religion	+
NTEE Code: Mutual Benefit	
Funding Mix: Over 50% Government	
Funding Mix: Over 50% Donations	
Funding Mix: Over 50% Fees and Sales	
Funding Mix: Over 50% Special Events	
Average Internal IT	
Average External IT	
Informal Networks	+

Variables Included in the Multivariate Equation	Positive (+) or Negative (–) Significant Coefficients
Formal Collaborations	
Age (Decades since Founded)	
LN Number of FTE Staff	
Formalization	
Metropolitan Central County	
Metropolitan Ring County	
LN Board Vacancy	
Panel	

Notes: Coefficients significant at the p<0.05 level marked with **+** or **-** depending on the direction of the relationship, p=.005, Nagelkerke R-squared=.105, n=208. We use the natural log of the number of FTEs and of the number of board vacancies to account for the skew in the distribution of the original versions of the variables. Excluded categories: NTEE Human Services & International, Funding Mix Mixed, Nonmetropolitan county.

Resources Devoted to Advocacy – Staff Time

Our 2017 survey asked nonprofits about the extent to which they devote, staff time, volunteer time or financial resources to influencing policy makers or the general public. Nonprofits had the option to indicate that they dedicate none or very few resources, some resources, or most or almost all of their resources to these efforts for each of these components. Figure 35 shows the basic breakdown of nonprofits' responses to these resource utilization questions. The distributions are relatively similar across the three types of resources, with few nonprofits saying that they dedicate most of almost all of any of the resources to advocacy/political activity. Over half of nonprofits (56 percent) that report engaging in advocacy indicate dedicating none or very little staff time to advocacy. Two-fifths (39 percent) report dedicating some staff time to their advocacy efforts. Only a few nonprofits (5 percent) dedicate most or almost all of their staff time to advocacy-related activities.

Figure 35: Resources Nonprofits Dedicate to Advocacy/Political Activity
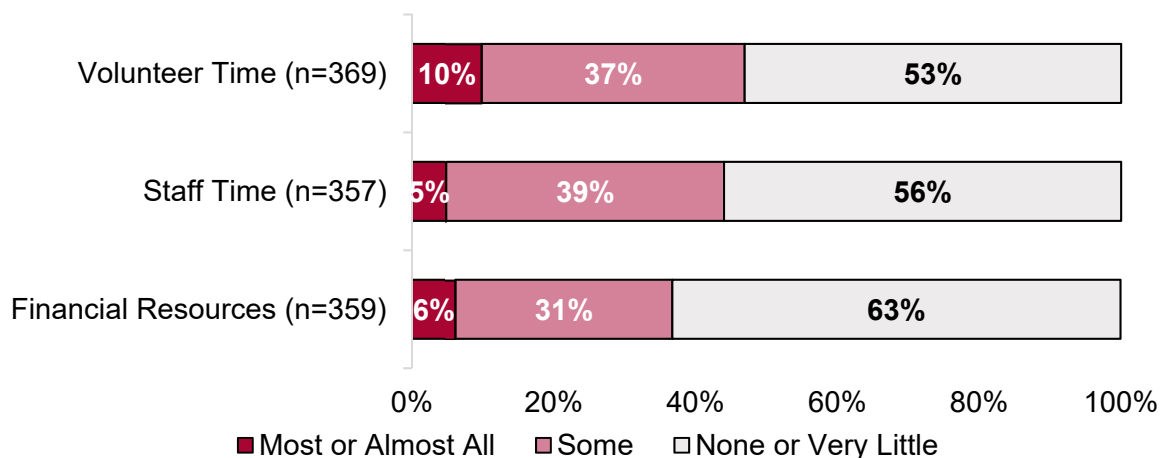
	Most or Almost All	Some	None or Very Little
Volunteer Time (n=369)	10%	37%	53%
Staff Time (n=357)	5%	39%	56%
Financial Resources (n=359)	6%	31%	63%

We conducted both bivariate and multivariate analyses with the three resource variables against all thirteen of our independent variables. The only variable that produced a statistically significant multivariate regression was staff time, and only in a dummy variable form with "none

or very little" staff time being contrasted against "some or most." Because of this, we focus on the staff time resource relationships in the body of this report. There were several statistically significant bivariate relationships for volunteer time and financial resources, and those can be viewed in Appendix E.

Only primary NTEE purpose is significant in the multivariate analysis. Relationships that are only significant for staff time at the bivariate level can be viewed in Appendix E.

Primary Purpose

When viewed in isolation from other factor, health nonprofits appear more likely to devote at least some paid staff time to advocacy (Figure 36). Almost three-quarters (73 percent) do so, compared to less than half of religion (48 percent) and human service (45 percent). Only about a third of other types of nonprofits devote similar amounts of staff time to advocacy. However, in the multivariate analysis, where we control for all other factors, health has a negative relationship to devoting staff time to advocacy activities compared to human service and international nonprofits (the excluded category).

Figure 36: Percent of Nonprofits that Dedicate Some or Most of their Staff Time to Advocacy/Political Activity, by NTEE Code
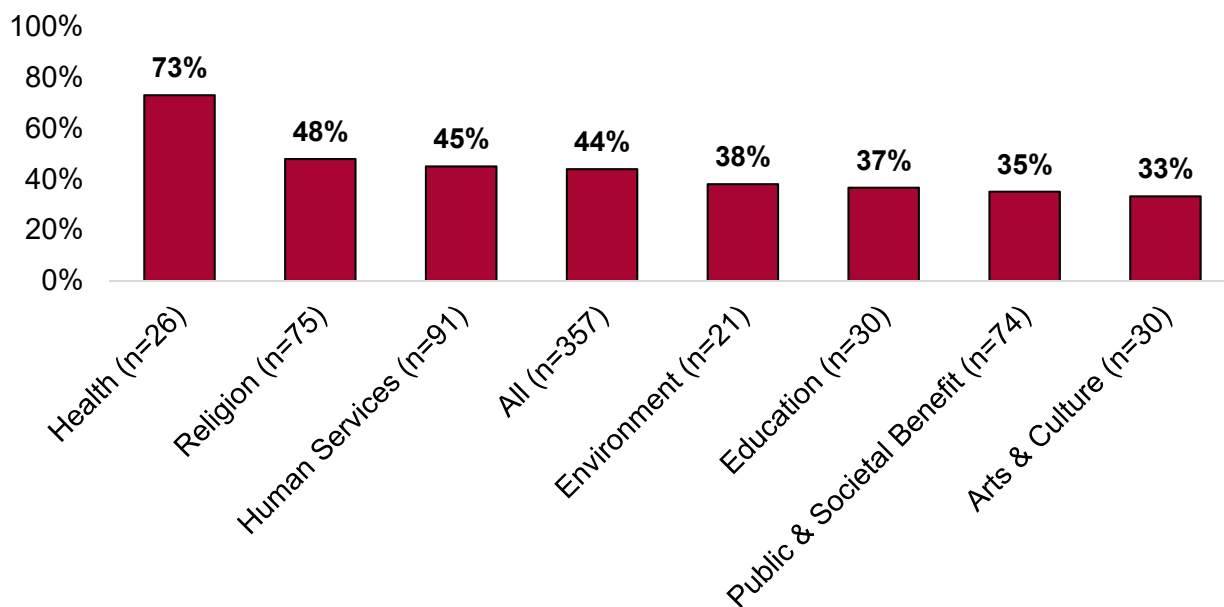
Summary: Which Nonprofits Devote Staff Time to Advocacy?

We again use multivariate analysis to determine which combination of predictor variables provides the best predictor of whether nonprofits devote staff time to advocacy. As before we use more complete information for our predictor variables where available, e.g., number of decades since being founded, the full range of formalization scores, the natural log of board vacancies, and the natural log of FTEs.

The model is significant ($p<.05$). (Table 5). With all of our independent variables included in the multivariate logistic regression, we find that health nonprofits are less likely to dedicate some or

most of their staff time to advocacy compared to human service and international nonprofits (the excluded types of nonprofits).

Table 5: Estimates for Logistic Regression of Nonprofits that Dedicate Some or Most of Their Staff Time to Advocacy

Variables Included in the Multivariate Equation (Predicted Relationship)	Positive (+) or Negative (–) Significant Coefficients
Policy Impact	
Public Charity	
NTEE Code: Arts & Culture	
NTEE Code: Education	
NTEE Code: Environment	
NTEE Code: Health	–
NTEE Code: Public & Societal Benefit	
NTEE Code: Religion	
NTEE Code: Mutual Benefit	
Funding Mix: Over 50% Government	
Funding Mix: Over 50% Donations	
Funding Mix: Over 50% Fees and Sales	
Funding Mix: Over 50% Special Events	
Average Internal IT	
Average External IT	
Informal Networks	
Formal Collaborations	
Age (Decades since Founded)	
LN Number of FTE Staff	
Formalization	
Metropolitan Central County	
Metropolitan Ring County	
LN Board Vacancy	
Panel	

Notes: Coefficients significant at the $p<0.05$ level marked with **+** or **-** depending on the direction of the relationship, Model Chi-square=40.325 p=.020, Nagelkerke R-squared=.244, 67.0 percent correct predictions, n=200. We use the natural log of the number of FTEs and of the number of board vacancies to account for the skew in the distribution of the original versions of the variables. Excluded categories: NTEE Human Services & International, Funding Mix Mixed, Nonmetropolitan county.

How Dedicated is the Advocacy Effort?

In our survey, we asked nonprofits that report engaging in advocacy activities if they currently use a registered lobbyist to lobby government officials at any level of government. We also asked if they are registered with the IRS as H-electors. The latter form is used by nonprofits (particularly charities) to document to the IRS that their lobbying efforts are less than 20 percent of their expenditures (and also less than $1 million) and therefore do not constitute a "substantial" part of their lobbying efforts. We assume that nonprofits that are either H-electors or work with a registered lobbyist have a greater commitment to advocacy and political activity, and/or devote more efforts to it, than nonprofits that say they engage in advocacy but do not fit either of those two criteria.

We compare nonprofits that indicate they are either H-electors and/or use a registered lobbyist against nonprofits that have made neither of these decisions.[13] Among nonprofits that report engaging in advocacy, only 14 percent are H-electors and/or use a registered lobbyist (Figure 37).

Figure 37: Percent of Nonprofits That are H-Electors and/or Use a Lobbyist, (n=391)

14%

86%

☐ Not H-Elector or Use Lobbyist
■ H-Elector or Use Lobbyist
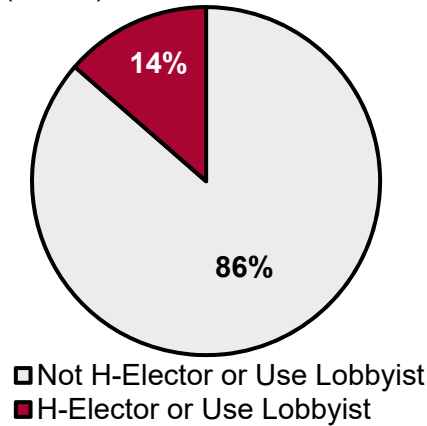
Funding Profile

Nonprofits that get half or more of their funding from fees and sales are more likely to be H-electors and/or use a registered lobbyist than nonprofits with other types of funding profile (Figure 38) when examined separately from other explanatory factors. The relationship was only significant at both the bivariate and multivariate levels for nonprofits who get the majority of their funding from this source. Other relationships that are significant at the bivariate level can be found in Appendix F.

Figure 38: Percent of Nonprofits that are H-electors and/or Use a Lobbyist, by Funding Profile, (n=354)

25%	14%	14%	11%	10%	7%
Over 50% Fees and Sales	All	Over 50% Government	All Other Combinations	Over 50% Donations	Over 50% Special Events
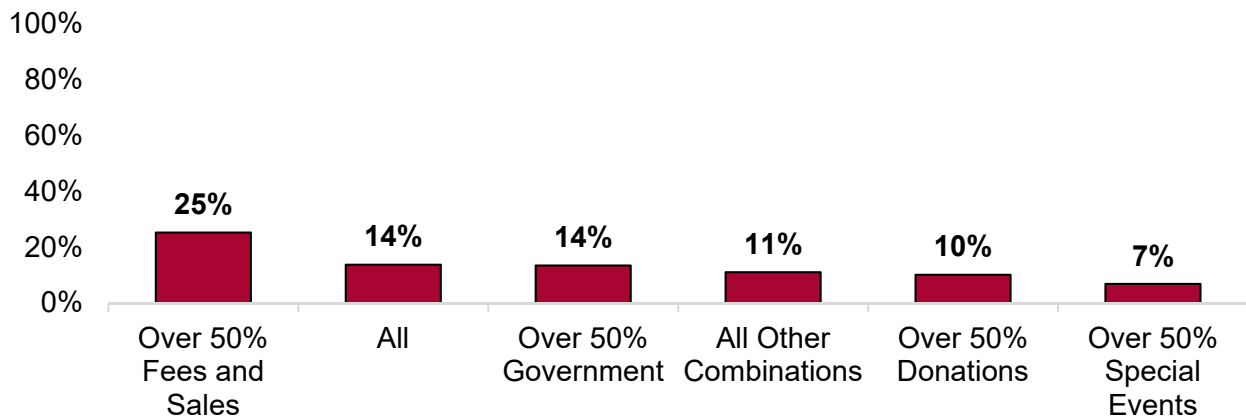
Formal Collaborations

Being involved in formal collaborations, defined as codified legal, fiscal, administrative, or individual program-based relationships, is also related to dedicated advocacy efforts. As Figure 39 shows, those with formal collaborations are about three times more likely to be H-electors or

---

[13] We also ran analyses with H-elector and Lobbyist status as separate dependent variables. For H-elector status, the multivariate model was not statistically significant. When Lobbyist was the dependent variable, the multivariate regression produced a statistically significant model (sig=.016) where nonprofits with formal collaborations are more likely to use a registered lobbyist.

use a registered lobbyist than nonprofits who do not have any formal collaborations (27 percent versus 9 percent).

Formalization

Nonprofits that are more formalized are more likely to be H-electors or use a registered lobbyist than organizations that are less formalized, when examined in isolation from other explanatory factors. Nearly a quarter of nonprofits in the fourth quartile (those most formalized) are H-electors or use a registered lobbyist (21 percent), compared to only 5 percent of nonprofits in the first quartile (those least formalized) (Figure 40).

Figure 39: Percent of Nonprofits that are H-electors and/or Use a Lobbyist, by Formal Collaborations
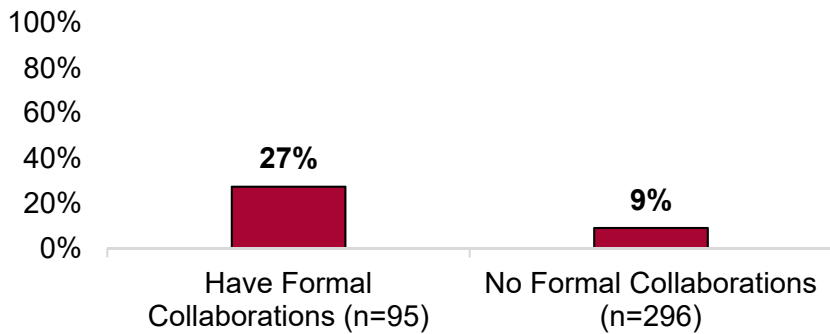
Figure 40: Percent of Nonprofits that are H-electors and/or Use a Lobbyist, by Formalization, (n=391)
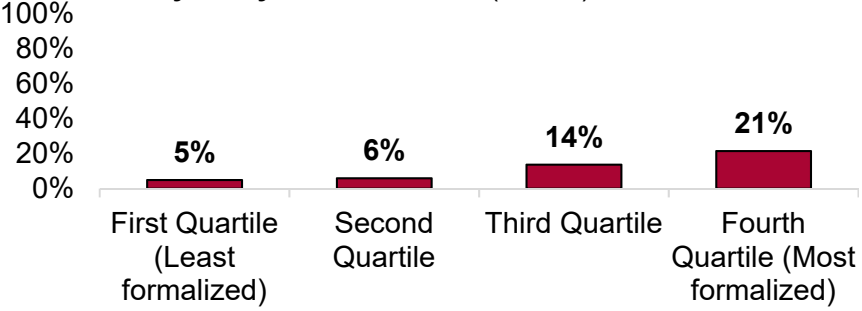
Summary: Which Nonprofits Use a Registered Lobbyist and/or are H-Electors?

With all thirteen of our independent variables included in the multivariate logistic regression, the model is significant (p<.05), explains 31 percent of the variance, and correctly predict whether Indiana nonprofits are H-Electors and/or use a registered lobbyist in 87 percent of the cases. Three of the relationships are statistically significant: Formal collaborations, funding mix, and formalization. Controlling for all other factors, nonprofits that report having formal collaborations are less likely than other nonprofits to report using a registered lobbyist and/or being an H-elector. Nonprofits that receive more than half of their funding from fees and sales are also less likely than other nonprofits to use a registered lobbyist/be an H-elector compared to nonprofits that rely on a mix of funding sources. Formalization is the only control variable to be significant in the multivariate regression. Nonprofits that have higher levels of formalization are more likely than nonprofits with lower levels of formalization to report using a registered lobbyist and/or being an H-elector.

Table 8: Estimates for Logistic Regression of Whether Nonprofits Use a Registered Lobbyist and/or are H-Electors

Variables Included in the Multivariate Equation	Positive (+) or Negative (–) Significant Coefficients
Policy Impact	
Public Charity	
NTEE Code: Arts & Culture	
NTEE Code: Education	

Variables Included in the Multivariate Equation	Positive (+) or Negative (–) Significant Coefficients
NTEE Code: Environment	
NTEE Code: Health	
NTEE Code: Public & Societal Benefit	
NTEE Code: Religion	
NTEE Code: Mutual Benefit	
Funding Mix: Over 50% Government	
Funding Mix: Over 50% Donations	
Funding Mix: Over 50% Fees and Sales	–
Funding Mix: Over 50% Special Events	
Average Internal IT	
Average External IT	
Informal Networks	
Formal Collaborations	–
Age (Decades since Founded)	
LN Number of FTE Staff	
Formalization	+
Metropolitan Central County	
Metropolitan Ring County	
LN Board Vacancy	
Panel	

Notes: Coefficients significant at the p<0.05 level marked with **+** or **–** depending on the direction of the relationship, Model Chi-square=41.477 p=.015, Nagelkerke R-squared=.313, 86.9 percent correct predictions, n=214. We use the natural log of the number of FTEs and of the number of board vacancies to account for the skew in the distribution of the original version of the variables. Excluded categories: NTEE Human Services & International, Funding Mix Mixed, Nonmetropolitan county.

Nonprofit Advocacy Challenges

Finally, we asked nonprofits who report engaging in advocacy to what extent they currently face challenges across a variety of advocacy activities. As Figure 41 shows, slightly less than a quarter of Indiana advocacy nonprofits report that finding volunteers or staff with the right skills or capacities appear as a major challenge (23 percent) as is obtaining funding for direct advocacy or public education activities. Overcoming legal limitations or nonprofit advocacy activities or gaining access to key policy makers is a major challenge for only about half that many (13 and 12 percent respectively). Only 9 percent say it is a major challenge to reach agreement within their organization. However, half or more say that each of these presents at least a minor challenge.

We used factor and reliability analysis to determine that nonprofits responses to these questions were sufficiently consistent to form an "advocacy challenge scale". However, our multivariate analysis was not statistically significant and no relationships were significant at the bivariate level.

Figure 41: How Much of a Challenge Specific Advocacy Activities Pose to Nonprofits

	Major Challenge	Somewhat of a Challenge	Minor Challenge	Not a Challenge
Finding Volunteers and/or Staff with the Right Skills or Capacities (n=237)	23%	31%	25%	21%
Obtaining Funding for Direct Advocacy or Public Education Activities (n=203)	23%	22%	24%	32%
Overcoming Legal Limitations on Nonprofit Advocacy Activities (n=202)	13%	17%	22%	48%
Gaining Access to Key Policy Makers (n=218)	12%	25%	31%	32%
Developing Agreement Within Your Organization (n=232)	9%	22%	26%	44%

SUMMARY AND CONCLUSION

A substantial segment, more than two-fifths (43 percent). of Indiana nonprofits of Indiana nonprofits are involved in advocacy and political activity. On the surface that appears to be a notable increase from what we observed in our 2002 survey, when only a quarter (27 percent) of Indiana nonprofits reported engaging in advocacy or policy activity of any kind. We are unsure of the reasons for the difference. While it may suggest that nonprofits are becoming more comfortable with advocacy activities, it is, as we noted earlier (see footnote 12), at least as likely it may simply reflect a change in wording between the two waves of survey.

Engaging in advocacy, political activity, or public education efforts enables many nonprofits to advance their missions. For some organizations, it is in fact their primary mission, depending on the organizational form they have taken in their registration with the IRS, and the sub-section of the IRS code under which they have obtained their tax-exempt status. Some sub-sections, most notably c4 (social welfare and advocacy organizations) may engage in unlimited advocacy for the general community. Others, such as c5 (labor unions), c6 (business associations) and c19 (veterans groups) house organizations that explicitly seek to promote the particular interests of their members, including specific public policy issues.

Our analysis has examined six key questions about the extent and nature of advocacy and political activity among Indiana nonprofits – whether they engage in advocacy and/or public education activities, whether they focus on particular issues or interests of particular groups when seeking to influence the general public or policy makers, what kinds of advocacy activities they engage in most frequently, how many organizational resources they devote to it, how dedicated their efforts are, and how challenging they find it to be.

Whether a nonprofit has been impacted by a policy, either positively or negatively, plays an important role in whether they engage in advocacy. We observe that more than half of

nonprofits (56 percent) that have been impacted by a policy – positively or negatively – engage in advocacy, which is significantly higher than the third (35 percent) of nonprofits that have not been impacted by any policy change. Perhaps this is because those in the former group have been negatively impacted by a policy and want to raise awareness around the issue, or perhaps it is the opposite and they seek to advocate for the enactment of more policy changes.

We observe that among nonprofits who advocate for specific groups, two-thirds (65 percent) engage in advocacy targeting the general public, far exceeding the one third (33 percent) whose advocacy targets policy makers. A very similar pattern is observed when nonprofits are asked whether they advocate on particular issues. Almost two-thirds (63 percent) target the general public, and almost two-fifths (38 percent) target policy makers with their advocacy.

Between 5 percent and 23 percent of Indiana nonprofits report engaging in specific general advocacy activities frequently or almost all the time, depending on the activity involved. We observe a narrower range with grassroots advocacy activities, where, depending on the activity, anywhere between 2 percent and 10 percent of nonprofits participate in specific grassroots advocacy activities with that level of frequency. Most likely, general advocacy activities is more widespread among Indiana nonprofits than grassroots advocacy activities because the latter involves mobilizing the general public to take action while the former is under more direct control by the organization.

Few organizations report devoting most or all of their volunteer time, staff time, or financial resources to advocacy, with the highest value being 10 percent of nonprofits who devote most or almost all of their volunteer time to advocacy. Far from devoting most or all of these resources to advocacy, more than half of Indiana nonprofits report devoting none or very little of any of these resources to advocacy.

A relatively small number of Indiana nonprofits appear to have dedicated advocacy efforts as indicated by whether they work with a registered lobbyist or have taken the H-election with the IRS. Not even a sixth (14 percent) of nonprofits have one or both of these qualities. A significant number of nonprofits report facing somewhat of a challenge or major challenges for specific advocacy activities (Between 30 percent and 54 percent).

We explore whether a broad range of explanatory factors, both advocacy-related along with control variables, help account for whether Indiana nonprofits engage in advocacy and/or public education activities, whether they focus on particular issues or interests of particular groups, what kinds of advocacy activities they engage in, how many organizational resources they devote to it, how dedicated their efforts are, and how challenging they find it to be. Most of our multivariate models are highly significant (p<.015). However, our efforts to explain whether nonprofits advocate on issues to the general public, whether nonprofits devote volunteer time or financial resources to advocacy or how challenging nonprofits find advocacy to be produce no significant models and therefore do not carry much explanatory power.

Nonprofits that have been impacted by a policy change are more likely to engage in advocacy than those who have not. Nonprofits that have been impacted by a policy change are also more likely to engage in grassroots advocacy activities, but are less likely to advocate on one or more issues to policy makers.

When analyzing the data for each of our resource variables (staff time, volunteer time, and financial resources), staff time is the only one to produce a statistically significant multivariate

model. There, we see that nonprofits whose primary purpose is health are less likely to dedicate staff time to advocacy relative to the comparison group (human service and international nonprofits).

Multivariate regression produces interesting findings for our general advocacy activities and our grassroots advocacy activities. Nonprofits with informal networks are more likely to engage in both types of advocacy activities, and nonprofits with formal collaborations are more likely to engage in general advocacy than those without formal collaborations. Continuing the trend of the importance of policy change, those who have faced a policy change are more likely to engage in grassroots advocacy activities than those who have not. In terms of primary purpose, those who focus on health are more likely to do general advocacy activities, and those whose focus is public and societal benefit or religion are more likely to engage in grassroots advocacy activities than those in our comparison group.

Whether nonprofits advocate on behalf of particular groups to policy makers produces the multivariate regression with the most significant variables. Larger nonprofits, those that are more formalized, and those that are registered charities are more likely to advocate on behalf of groups to policy makers, whereas those with informal networks, those with formal collaborations, those whose primary purpose is public and societal benefit, and those with higher average external information technology are less likely to advocate on behalf of groups to policy makers, once we control for all other factors.

Our model measuring advocacy on behalf of particular groups directed toward the general public, was not statistically significant until we added the policy impact variable. Once that addition was made to the other control variables, we learned that nonprofits whose primary purpose is health are more likely, and those whose primary purpose is public and societal benefit are less likely, to advocate on behalf of groups to the general public.

We do not have a significant multivariate model for whether nonprofits advocate on specific issues toward the general public, but we do produce a highly significant model when analyzing whether nonprofits advocate on specific issues to policy makers. Larger nonprofits and those with higher average internal information technology scores are more likely to advocate on issues to policy makers, whereas nonprofits who have been impacted by a policy change, those whose primary purpose is the environment or health, and those with informal networks are less likely to advocate on issues to policy makers. We observe significant relationships in the same direction for organization size (positive) and informal networks (negative) for whether nonprofits advocate on behalf of groups and whether they advocate on issues.

Overall, our findings suggest that there are numerous factors that account for whether Indiana nonprofits engage in advocacy and/or public education activities, whether they focus on particular issues or interests of particular groups, what kinds of advocacy activities they engage in, how many organizational resources they devote to it, how dedicated their efforts are, and how challenging they find it to be. Both advocacy variables and control variables show significance across our multivariate models, and most of our models are highly significant.

As we noted earlier, many charities avoid advocacy activities, especially overt and deliberate political action and lobbying, because they are not sure what they are allowed to do and still maintain their favorable charitable status. Non-charities face much fewer restrictions or scrutiny.

Some, such as labor unions, business groups, or veterans associations are actively engaged in partisan lobbying and in other ways explicitly seek to promote what they see as the economic and other special interests of their members. Still others, e.g., "social welfare organizations," also pursue legislative change and a variety of advocacy strategies in their efforts to further what they define as the common good. These may be substantive policy goals (e.g., clean energy, pollution control, gun control), or specific moral issues related to such issues as right to life, gay marriage, or civil liberties.

As we have shown in this report, more than two-fifths of all Indiana nonprofits describe them-selves as engaging in advocacy and political activities, including efforts to educate the public about policy issues. Those so engaged include charities as well as non-charities and nonprofits in all fields of activities. We show that Indiana nonprofits pursue a variety of issues and seek to benefit a variety of different groups. We also note that many more (roughly two-thirds) seek to educate the general public about these issues and target groups than direct their efforts towards policy makers (roughly one-third).

Our findings have important implications for researchers who seek to understand whether, why, and how nonprofits engage in advocacy. Importantly, we find that while advocacy is widespread among Indiana nonprofits, relatively few are deeply engaged in it. Thus only a minority target public policy makers, frequently engage in specific types of advocacy activities, devote sub-stantial resources (financial, staff, volunteers) to it, or use paid lobbyist or report to the IRS on their investment in advocacy. Finally, while some find certain management and organizational aspects of engaging in advocacy to be challenging, less than a quarter define any of the dimensions we asked about to be a major challenge.

The relatively shallow engagement in advocacy and political activities by Indiana is somewhat surprising, since nonprofits are deeply embedded in public policies. As Grønbjerg and Smith note, "public policies establish the conditions under which the nonprofit organizational form is recognized, and specify the privileges nonprofits enjoy and the regulations to which they are subject. Public policies also determine directly whether nonprofits are eligible to receive funding or other support from governmental bodies, and if so, what form such support will take.[14]

Our findings also have important implications for nonprofit practitioners across the sector. The constituents of nonprofit organizations – the people nonprofits serve, their members, and the general public – are almost all directly affected by government policies.[15] Nonprofits that participate in advocacy efforts are able to provide a voice to these constituents, especially those

---

[14] Kirsten A. Grønbjerg and Steven Rathgeb Smith, The Changing Dynamics of Government-Nonprofit Relationships: Advancing the Field(s), p. 5. New York: Cambridge University Press, 2021.

[15] The percent of American households including individuals who receive some form of government benefit has increased from 30 percent in 1983 to 49 percent in 2011 (Phil Izzo, "Number of the Week: Half of U.S. Lives in Households Getting Benefits". Wall Street Journal, May 26, 2012). In addition, if veterans benefits and college assistance is included, the percent of households increases to 86 percent. (see Derek Thompson, Seven Facts About Government Benefits and Who Gets them," The Atlantic, December 18, 2012,). More recent data are not readily available, but the percentages have likely increased since then. Indeed, virtually all Americans are affected by tax expenditures and tax policies, as well as government spending and regulatory policies across all policy fields – education, health, environment, labor, housing, community development, the military, transportation, etc.

who may not have the effective knowledge on how to influence policies and politics.[16] As Crutchfield and McLeod Grant note, nonprofits have greater impact when they engage in both direct services and advocacy efforts, since that allows them to support more systematic change[17] and do so with direct knowledge of service needs. Consequently, nonprofits benefit from having a proper understanding of their rights and restrictions regarding advocacy and lobbying efforts.

In this report, we have sought to explore common advocacy practices among Indiana nonprofits and the organizational features associated with such efforts. Better understanding of these issues will help Indiana nonprofits make informed decisions about efforts to engage in advocacy and political activity and to educate the general public about issues important to their mission.

We note that nonprofit motivations to engage in advocacy may have been more complex in the years since the survey was conducted. For example, concerns about racial justice and the impact of the COVID-19 pandemic are likely to have encouraged nonprofits to make their voices heard on a variety of key issues faced by their constituencies. However, political discords and tense political climate may also have raised their concerns about getting caught in the crosshairs.

---

[16] Clear A., Paull, M. & Holloway, D. (2017). Nonprofit advocacy tactics: Thinking inside the box? VOLUNTAS: International Journal of Voluntary Nonprofit Organizations, 29(4), 857-869.
[17] Leslie R. Crutchfield, and Heather McLeod Grant. Forces for Good: The Six Practices of High-Impact Nonprofits. Hoboken, NJ: Jossey-Bass, 2007.

Appendix A: Survey Methodology

For our 2002 survey (Round I, and thus our "panel" organizations), we merged three statewide nonprofit database listings – the IRS listing of exempt entities with Indiana reporting addresses, all entities incorporated as not-for-profit entities with the Indiana Secretary of State (SOS), and Yellow Pages listings of congregations, churches, and similar religious organizations. We also added nonprofits appearing on local listings in selected communities across the state and those identified by Indiana residents through a hypernetwork sampling approach as nonprofits for which they worked, volunteered, or attended meetings or events, including religious services. We then de-duplicated the merged listings and drew a stratified random sample in order to consider and adjust for differences in distributions by geographic location and source of listing.

Sample Preparation. For the new 2017 "primary" round III sample of Indiana nonprofits, we relied exclusively on the same three statewide listings of Indiana nonprofits as in 2002, but used a simplified sampling strategy. After combining the three most up-to-date listings, we first removed nonprofits that were ineligible for our study. These included but were not limited to hospitals, colleges/universities, bank-managed trusts, jails, and school building corporations.

We then de-duplicated the three listings (both within and between the listings) using search algorithms. Nearly 14,000 duplicate entries across lists were removed during this phase of sample preparation. While it was not possible to remove all duplicates prior to sample selection, we believe that the de-duplication activities substantially reduced the problem of duplicate entries within and across lists. Ultimately, we ended up with a list of 59,833 nonprofits in Indiana from which we selected our sample.

To help ensure generalizability from the sample results, we drew a proportionately stratified sample from the combined list of 59,833 organizations from the IRS, SOS, and Infogroup (yellow page) listings. The stratification variables were an 8-category set of Indiana geographic regions (all three listings), filing date (SOS only), and NTEE major code categories (IRS only).

After the sampling was completed, we had a random sample of 4,103 nonprofits who received the survey invitation: 2,336 from the IRS listing (57 percent), 1,394 from the SOS listing (34 percent), and 373 from the Infogroup listing (9 percent). As part of our process to secure contact information, we also back-checked entities appearing on only one of the three listings in the sample to see whether that particular nonprofit was also included on any of the two other listings, just not included in the sample from the given list.

Next we needed to find contact information, preferably email addresses, in order to invite survey participation. Of the 4,103 nonprofits in the full sample, the available listings provided email addresses for only 35. To obtain the rest, we undertook extensive web searches. In the end, we had an 80 percent success rate in obtaining the correct organizations' contact information, spending an average of almost 13 minutes per organization or about 873 hours.

Survey Process. In preparation for the survey, we sent notifications (postcards and also emails for the approximately 75 percent for whom we had email addresses) to potential respondents. This served both to alert them to the forthcoming survey, with the hope of encouraging participation in the survey, and to identify problematic email (or postal) addresses. After the survey invitations were sent (via email with a survey link or postal mail with a paper questionnaire), we sent several reminders to those with emails. The survey took on average 25-

30 minutes to complete and gathered information about programs and services, organization membership, organization structure and program evaluation, human resources, marketing and technology, advocacy and policy activities, relationships with other organizations, and financial information. The vast majority of surveys were completed online, but about 60 were completed using the paper version of the survey.

In addition to promising respondents complete confidentiality, as a special incentive to complete the survey, we offered respondents access to customized reporting of the results. We included also a link to the study website, so respondents could learn more about the project, as well as prominent reference to and identification with Indiana University to emphasize the academic sponsorship. Finally, we asked members of our Advisory Board for the Indiana Nonprofit Sector project to announce the survey to nonprofits on their distribution lists and encourage anyone receiving the invitation to complete the survey to do so.

As expected, however, initial response rates were low (especially to the paper survey) and we began an extensive follow-up by making nudge calls to encourage (including those for whom we had no email addresses). We limited the nudge call process to a maximum of three calls per organization depending on the status of the calls. For organizations that we left voice mails for, we continued calling at least a week after each voice mail until we had left three voice mails. We stopped calling organizations that asked us to resend the survey or said they would complete the survey through the original email.

To determine response rates, we used information obtained through our data preparation and nudge call processes to create a disposition variable for each nonprofit in the sample: (1) response (complete or partial), (2) confirmed contact (but no response), (3) uncertain contact (no working phone number or no response to voice mail), or (4) out of sample.[18] Our overall response rate is based on the number of respondents as a percent of the full sample, excluding the "out of sample" group from the base.

---

[18] The "out of sample" group includes nonprofits that were out of scope for the survey (e.g., universities, school corporations, hospitals), no longer located in Indiana, known to be out of existence, or presumed to be dead because we could not find any contact information anywhere. If the "presumed dead" are redefined as "uncertain contact", the response rate drops from 24 percent to 20 percent. It was only 7 percent for the paper survey by itself.

Appendix B: Do Nonprofits Engage in Advocacy? – Significant Bivariate Relationships

The body of our report highlights only those factors that, in combination, appear most important in explaining the particular dimensions of advocacy and political activity that we examine for Indiana nonprofits. To do so, we used multivariate analysis (logistic regression analysis and linear regression analysis), advanced statistical techniques that allow us to determine which specific predictor factors remain important, once we control for all other predictor factors. However, a number of other predictor factors were important at the bi-variate level, where we look at each predictor variable individually to determine whether it is related to a particular dimension of advocacy and political activity. Below we present a brief discussion of these other predictor factors, focusing first on whether Indiana nonprofits engage in advocacy.

Formalization

Nonprofits that are more formalized are more likely to engage in advocacy than those that are less formalized. Three-fifths (60 percent) of nonprofits in the fourth quartile say they engage in advocacy (Figure B1). This decreases substantially to only a quarter of nonprofits (26 percent) in the first quartile.

Figure B1: Percent of Nonprofits That Engage in Advocacy, by Formalization, (n=916)
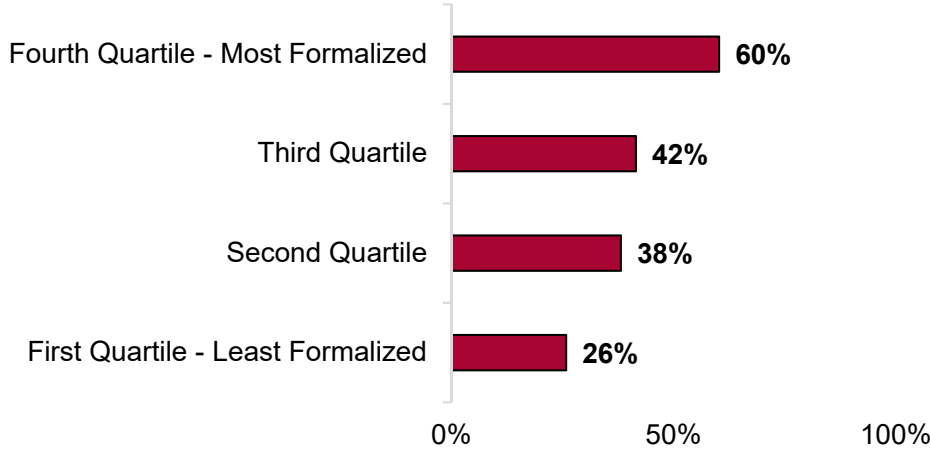
Funding Profile

Over half of nonprofits that get more than half of their revenue from government sources report engaging in advocacy, the most of any funding mix (Figure B2). Nonprofits that get their funding through other combinations of funding are second-most likely to engage in advocacy, with just over half reporting that they do so (51 percent). Two-fifths of organizations that get more than half of their funding from donations or from special events report engaging in advocacy (41 percent and 40 percent). Nonprofits that get the majority of their funding from fees & sales are the least likely to report engaging in advocacy, with only a third (35 percent) engaging in advocacy.

Figure B2: Percent of Nonprofits that Engage in Advocacy, by Funding Profile

Funding Profile	Percent
Over 50% government (n=65)	57%
All other combinations (n=160)	51%
Over 50% donations (n=316)	41%
Over 50% special events (n=73)	40%
Over 50% fees and sales (n=229)	35%
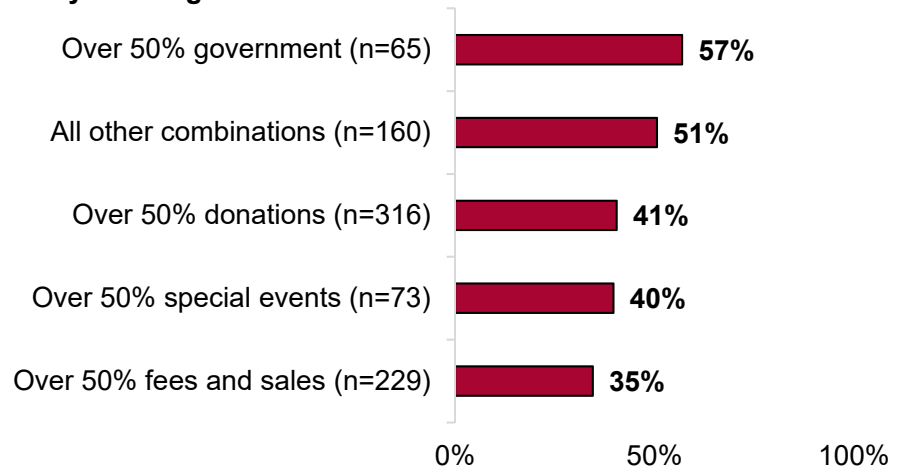
Average Internal IT

Nonprofits that have higher average internal information technology are significantly more likely than nonprofits with lower average internal information technology to engage in advocacy. More than half of nonprofits in the fourth quartile report engaging in advocacy (54 percent), decreasing to under half of nonprofits in the third quartile (47 percent), three-fifths of nonprofits in the second quartile engage in advocacy (40 percent), and only a third of nonprofits in the first quartile (32 percent) report engaging in advocacy (Figure B3).

Figure B3: Percent of Nonprofits That Engage in Advocacy, by Average Internal IT, (n=904)

Quartile	Percent
Fourth Quartile (3.25 or More)	54%
Third Quartile (2.5 to 3.25)	47%
Second Quartile (1.5 to 2.5)	40%
First Quartile (0 to 1.5)	32%
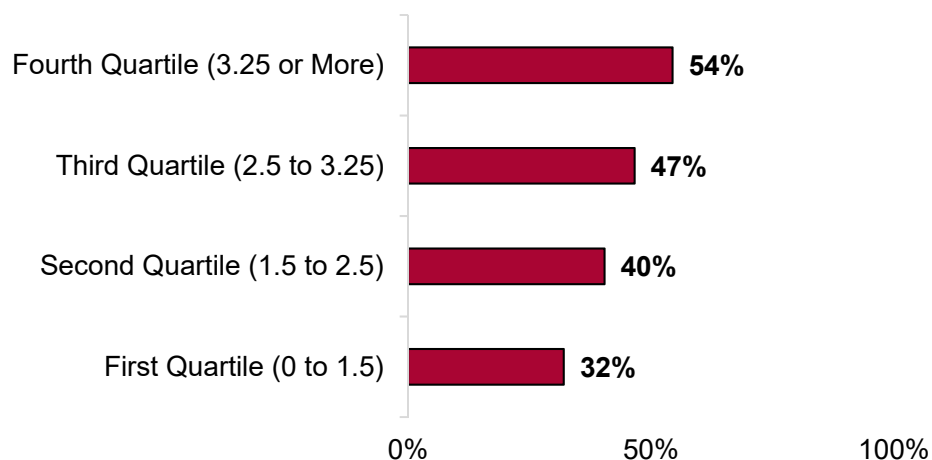
Appendix C: Purpose of Advocacy – Significant Bivariate Relationships

We turn now to a brief look at predictor factors that were important at the bivariate level in explaining whether Indiana nonprofits work to influence policy makers or the general public on issues or on behalf of groups, but not in our multivariate analysis, once we control for all other factors.

ADVOCACY ON ISSUES

We begin by looking at advocacy on one or more specific issues.

Policy Impact

Nonprofits that have been impacted by at least one policy are more likely than nonprofits that have not been impacted by any policies to work to influence the general public on one or more issues. More than two-thirds (69 percent) of nonprofits that have been impacted by at least one policy change, either positively or negatively, work to influence the general public on issues (Figure C1). Fewer nonprofits, though still more than half (57 percent), of nonprofits that have not been impacted by any policy changes work to influence the general public on issues.

Figure C1: Percent of Nonprofits that Work to Influence the General Public on Issues, by Policy Impact, (n=391)

At Least One Policy Had an Impact	69%
No Policy Has Impacted the Organization	57%
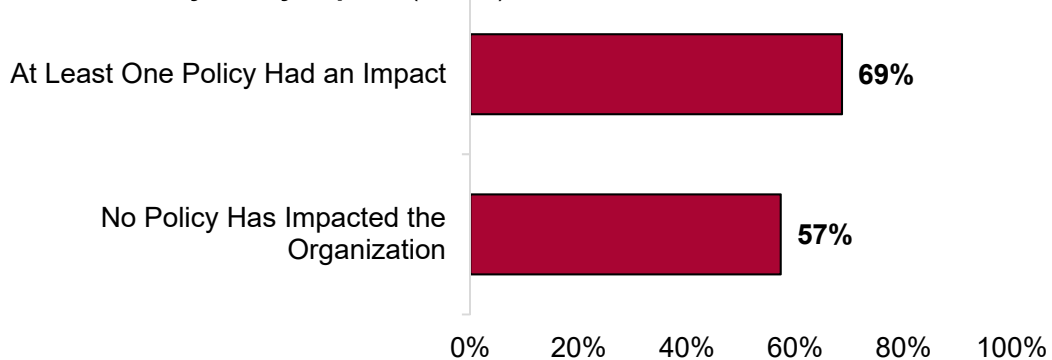
Primary Purpose: NTEE Code

Nonprofits whose primary purpose is health (81 percent) are once again the most likely among Indiana nonprofits (Figure C2). At the other end of the spectrum, just over half of nonprofits who provide public services (54 percent), human services (53 percent), or arts & culture (53 percent) work to influence the general public on one or more issues.

Figure C2: Percent of Nonprofits that Work to Influence the General Public on Issues, by Primary Purpose
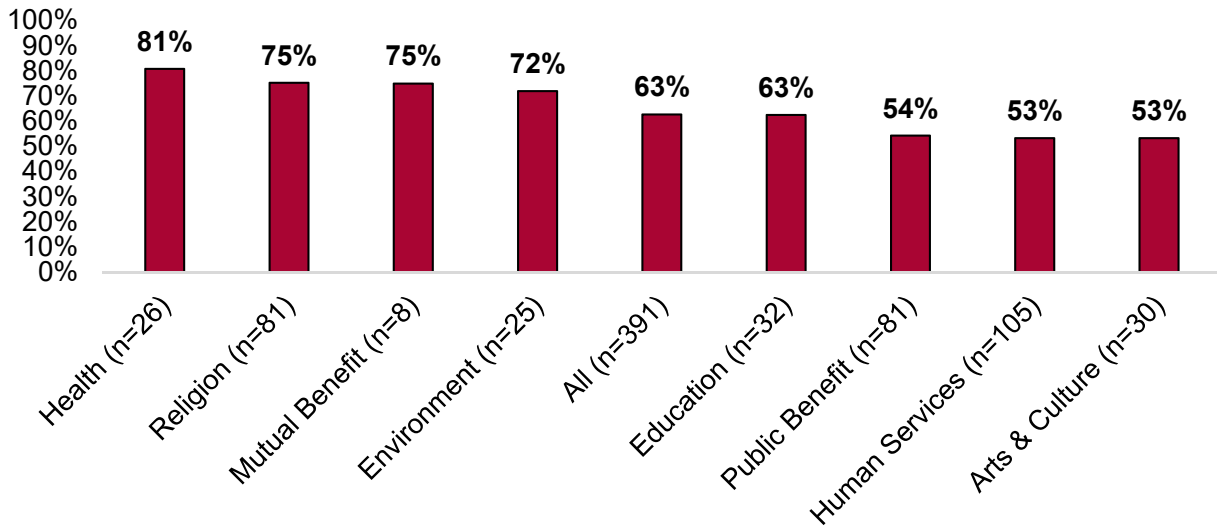
Formal Collaborations

Nonprofits with formal collaborations are much more likely than those with no formal collaborations to report working to influence policy makers on issues (57 percent vs. 32 percent) (Figure C3).

Figure C3: Percent of Nonprofits that Work to Influence Policy Makers on Issues, by Formal Collaborations, (n=391)
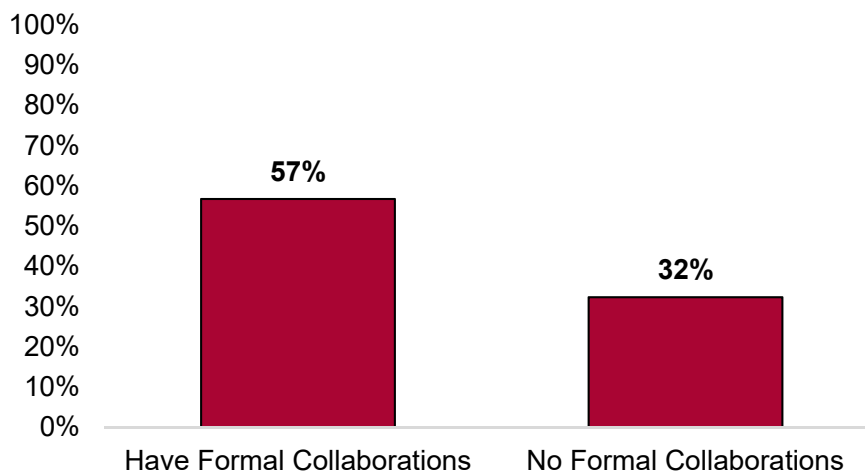
Year Founded

In general, older nonprofits are more likely than nonprofits that were founded more recently to report working to influence policy makers on issues. Nonprofits founded before 1990 (43 percent) and those founded in the 1990s (46 percent) are more likely than nonprofits founded in the 2000s (31 percent) and nonprofits founded since 2010 (16 percent) to report influencing policy makers on issues (Figure C4).

Figure C4: Percent of Nonprofits that Work to Influence Policy Makers on Issues, by Year Founded, (n=365)
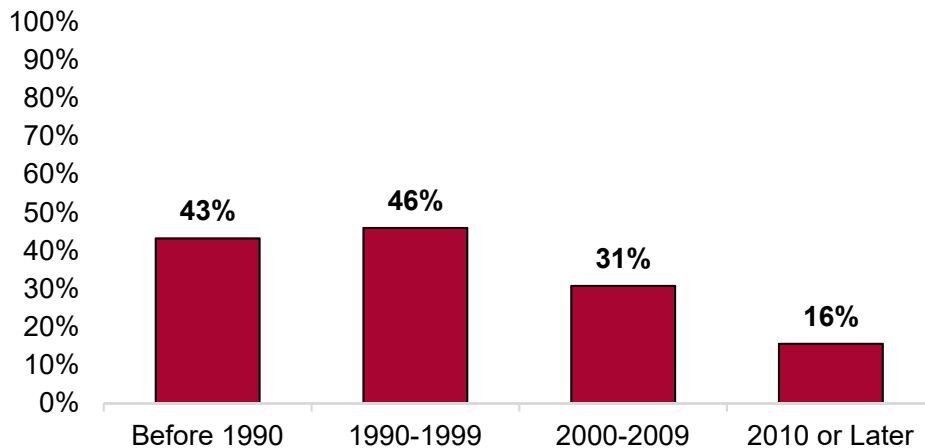
ADVOCACY ON BEHALF OF GROUPS

We turn next to looking at advocacy on behalf of ore more specific groups.

Policy Impact

Nearly half (46 percent) of nonprofits that have been impacted by at least one policy change work to influence policy makers on behalf of one or more groups (Figure C5). Far fewer organizations, only a fifth (21 percent), among those who have not been impacted by policy changes, work to influence policy makers on behalf of one or more groups.

Figure C5: Percent of Nonprofits that Work to Influence Policy Makers on Behalf of One or More Groups, by Policy Impact, (n=391)
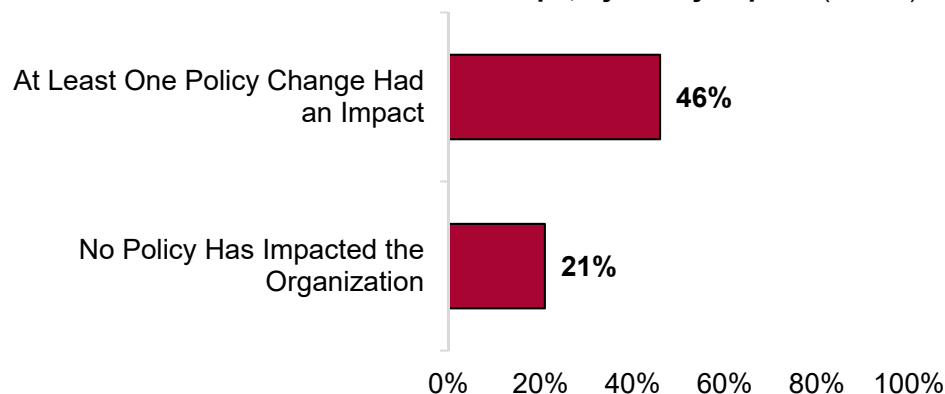
Funding Profile

Half of nonprofits (49 percent) that receive the majority of their funding from government sources work to influence policy makers on behalf of one or more groups (Figure C6). Two-fifths (43 percent) of those that get the majority of funding from fees & sales work to influence policy makers on behalf of one or more groups. Only a quarter of nonprofits that get the majority of their funding from special events (28 percent) and from donations (24 percent) report working to influence policy makers on behalf of one or more groups.

Figure C6: Percent of Nonprofits that Work to Influence Policy Makers on Behalf of One or More Groups, by Funding Profile, (n=354)
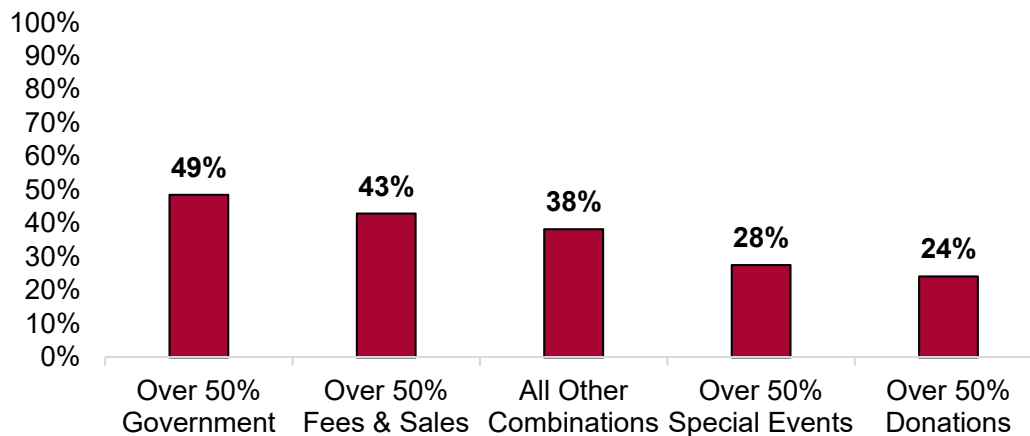
Formal Collaborations

Nonprofits that have formal collaborations are more likely than those with no formal collaborations to work to influence the general public on behalf of one or more groups (75 percent vs 62 percent) (Figure C7).

Figure C7: Percent of Nonprofits That Work to Influence the General Public on Behalf of One or More Groups, by Formal Collaborations, (n=392)
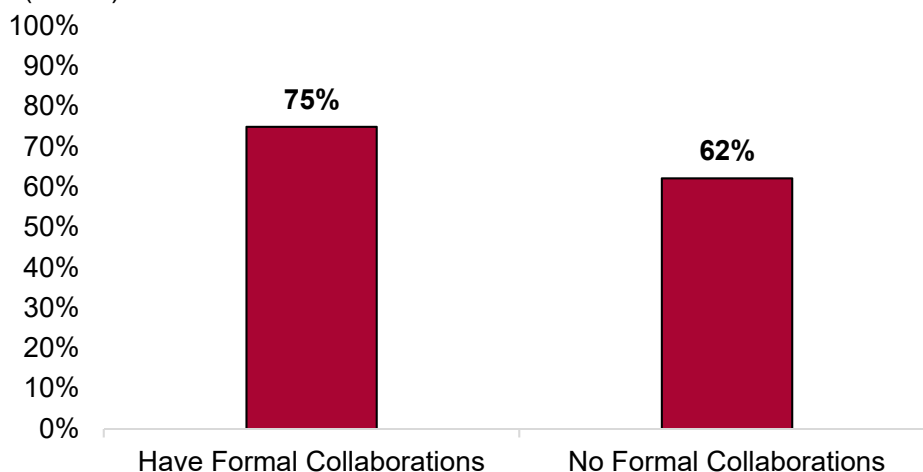
Year Founded

Older nonprofits are more likely to work to influence policy makers on behalf of one or more groups. Two-fifths of nonprofits (39 percent) founded before 1990 work to influence policy makers on behalf of one or more groups (Figure C8). This is a stark difference from nonprofits that were founded much more recently, as only 16 percent of organizations founded since 2010 work to influence policy makers on behalf of one or more groups.

Figure C8: Percent of Nonprofits that Work to Influence Policy Makers on Behalf of One or More Groups, by Year Founded, (n=365)
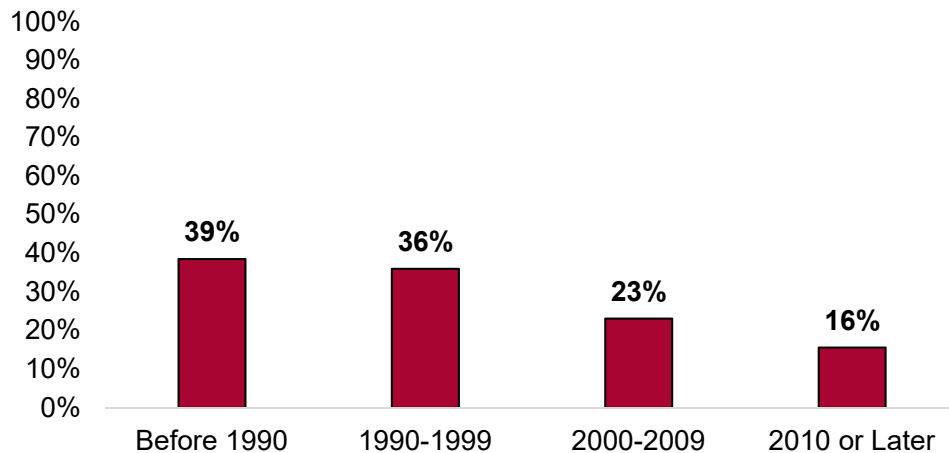
Appendix D: Types of Advocacy Activities – Significant Bivariate Relationships

We turn now to a brief look at predictor factors that were important at the bivariate level in explaining whether Indiana nonprofits frequently engage in advocacy activities, but not in our multivariate analysis, once we control for all other factors.

GENERAL ADVOCACY ACTIVITIES

First we look at bivariate relationships for our group of general advocacy activities.

Policy Impact

Nonprofits that have been impacted by at least one policy change are more likely to more frequently engage in general advocacy activities than nonprofits that have not been impacted by any policy changes. On our scale from 1 to 4, nonprofits that have been impacted by at least one policy change score 1.73, whereas nonprofits that have not been impacted by policy changes score 1.46 (Figure D1).

Figure D1: Extent to Which Nonprofits Engage in General Advocacy, by Policy Impact, (n=378)

At Least One Policy Change Had an Impact — **1.73**

No Policy Has Impacted the Organization — **1.46**

1 Never/Rarely   2 Occasionally   3 Frequently   4 Almost Always
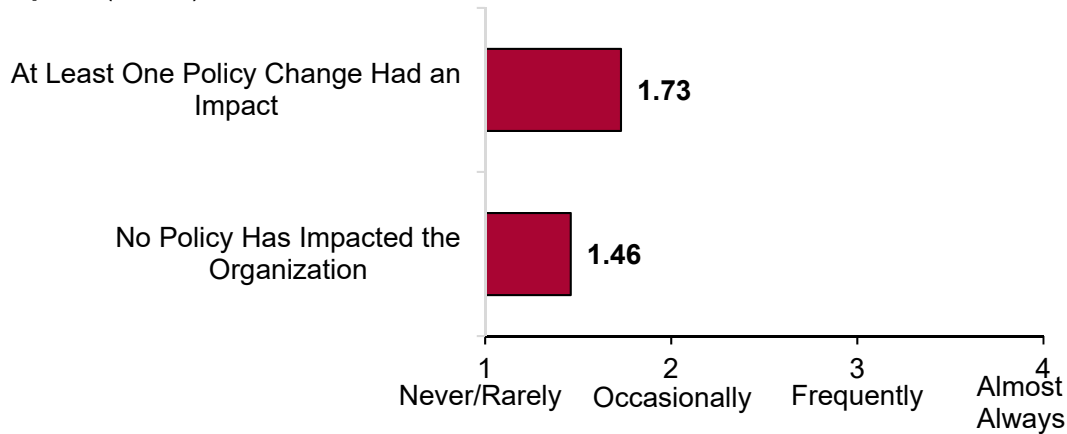
Funding Profile

Nonprofits that obtain the majority of their funding from government sources are most likely to more frequently engage in general advocacy activities (Figure D2). Far less likely to engage in general advocacy are nonprofits that get the majority of their funding from special events.

Figure D2: Extent to Which Nonprofits Engage in General Advocacy, by Funding Profile, (n=348)
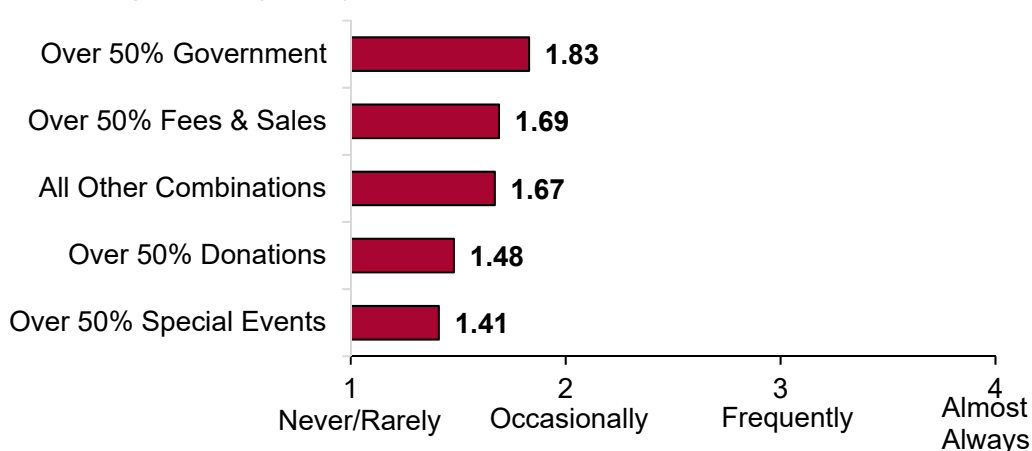
Over 50% Government — **1.83**

Over 50% Fees & Sales — **1.69**

All Other Combinations — **1.67**

Over 50% Donations — **1.48**

Over 50% Special Events — **1.41**

1 Never/Rarely   2 Occasionally   3 Frequently   4 Almost Always

Formalization

Nonprofits that are more formalized are more likely to engage in general advocacy activities than nonprofits that are less formalized. We observe that nonprofits that are most formalized are much higher on our scale from 1 to 4 than those that are least formalized (1.78 vs. 1.35) (Figure D3).

Figure D3: Extent to Which Nonprofits Engage in General Advocacy, by Formalization, (n=378)

Fourth Quartile (Most Formalized)	1.78
Third Quartile	1.52
Second Quartile	1.47
First Quartile (Least Formalized)	1.35

1 — Never/Rarely　2 — Occasionally　3 — Frequently　4 — Almost Always
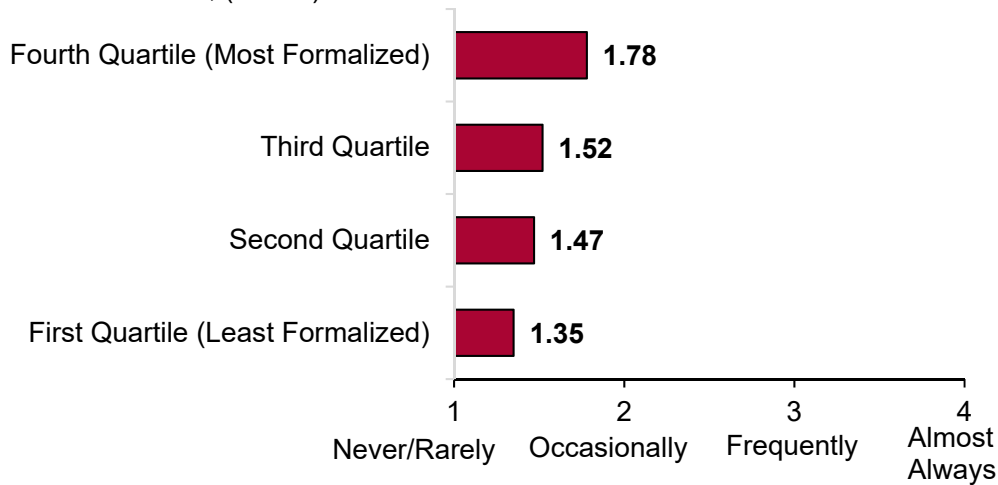
Number FTE

There is not a consistent pattern in the relationship between the extent to which nonprofits engage in general advocacy activities and the number of full-time equivalent staff (Figure D4). In general, nonprofits that have more paid staff are more likely to frequently engage in general advocacy activities than those with fewer FTE, but this pattern does not always hold.

Figure D4: Extent to Which Nonprofits Engage in General Advocacy, by Number FTE, (n=370)

Fourth Quartile (12 or More)	1.71
Third Quartile (3.5 to 12)	1.72
Second Quartile (1.5 to 3.5)	1.53
First Quartile (Up to 1.5)	1.59
No Paid Staff	1.46

1 — Never/Rarely　2 — Occasionally　3 — Frequently　4 — Almost Always
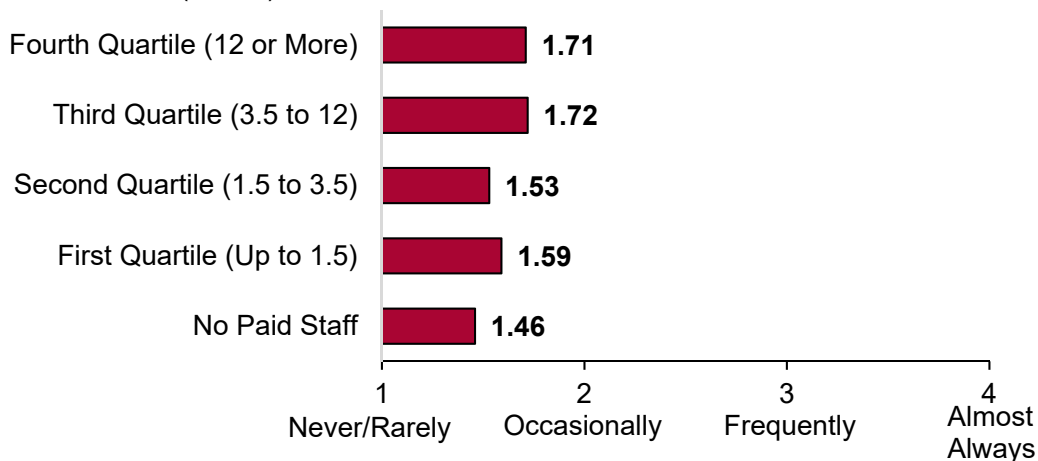
GRASSROOTS ADVOCACY ACTIVITIES

Next we look to significant bivariate relationships with our second group of advocacy activities, which we classify as grassroots advocacy activities.

Public Charity

Nonprofits that are registered public charities are less likely to frequently engage in grassroots advocacy activities than nonprofits that are not public charities (1.27 vs. 1.45) (Figure D5).

Figure D5: Extent to Which Nonprofits Engage in Grassroots Advocacy, by Public Charity, (n=266)

Category	Value
Other	1.45
Public Charity	1.27

Scale: 1 = Never/Rarely, 2 = Occasionally, 3 = Frequently, 4 = Almost Always
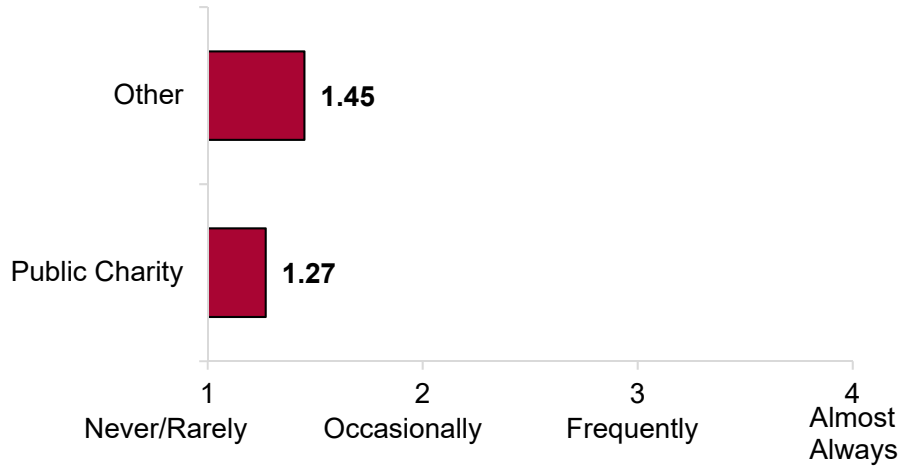
Appendix E: Resources Devoted to Advocacy – Significant Bivariate Relationships

Next we turn to a brief look at predictor factors that were important at the bivariate level in explaining whether Indiana nonprofits dedicate some or most of different resources – staff time, volunteer time, and financial resources – but not in our multivariate analysis, once we control for all other factors.

Average External IT

Nonprofits with higher average external information technology are more likely to dedicate some or most of their staff time to advocacy/political activity. Three-fifths (58 percent) of nonprofits in the fourth quartile dedicate some or most of their staff time to advocacy/political activity, as compared to a quarter (23 percent) of nonprofits in the first quartile (Figure E1).

Figure E1: Percent of Nonprofits that Dedicate Some or Most of Their Staff Time to Advocacy/Political Activity, by Average External IT, (n=356)

Quartile	Percent
Fourth Quartile (2.41 or More)	58%
Third Quartile (1.84 to 2.40)	36%
Second Quartile (1.34 to 1.83)	41%
First Quartile (0 to 1.33)	23%

Average Internal IT

We observe a similar pattern for average internal information technology as with average external information technology. Just over half of nonprofits in the fourth quartile (55 percent) dedicate some or most of their staff time to advocacy/political activity (Figure E2). Only a quarter (24 percent) of nonprofits in the first quartile report dedicating some or most of their staff time to advocacy/political activity, making them much less likely when compared to nonprofits with higher average internal IT.

Figure E2: Percent of Nonprofits that Dedicate Some or Most of Their Staff Time to Advocacy/Political Activity, by Average Internal IT, (n=356)

Fourth Quartile (3.25 or More)	55%
Third Quartile (2.5 to 3.25)	47%
Second Quartile (1.5 to 2.5)	43%
First Quartile (0 to 1.5)	24%
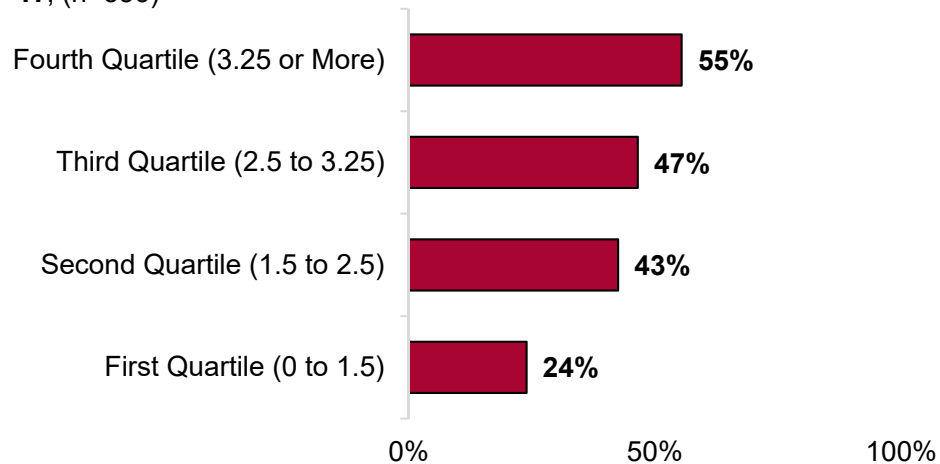
Formal Collaborations

As we have observed with other dependent variables, nonprofits with formal collaborations are significantly more likely than those with no formal collaborations to dedicate some or most of their staff time to advocacy/political activity (62 percent vs 38 percent) (Figure E3).

Figure E3: Percent of Nonprofits that Dedicate Some or Most of Their Staff Time to Advocacy/Political Activity, by Formal Collaborations, (n=357)

Have Formal Collaborations	62%
No Formal Collaborations	38%
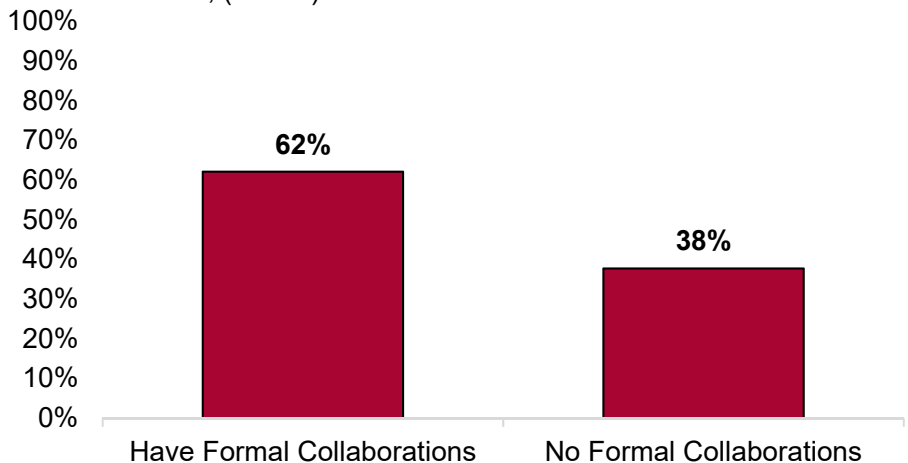
Number FTE

Nonprofits with more full-time equivalent staff are more likely than nonprofits with fewer full-time equivalent staff to dedicate some or most of their staff's time to advocacy and/or political activity. Roughly two-thirds of nonprofits in the third and fourth quartiles (66 percent and 63 percent), that is, those with the most paid staff, indicate dedicating some or most of their staff's time to advocacy and/or political

activity (Figure E4). This drops to roughly half of nonprofits in the first and second quartiles (47 percent and 53 percent). Perplexingly, a fifth of nonprofits (19 percent) that say they have no paid staff still say they dedicate some or most staff member's activity to advocacy and/or political activity. We note that there may be timing issues at play here. We asked about staff at a particular point in time, while the questions about devoting staff time to advocacy efforts likely capture a longer time horizon.

Figure E4: Percent of Nonprofits that Dedicate Some or Most of Staff's Time to Advocacy/Political Activity, by Number FTE (n=348)
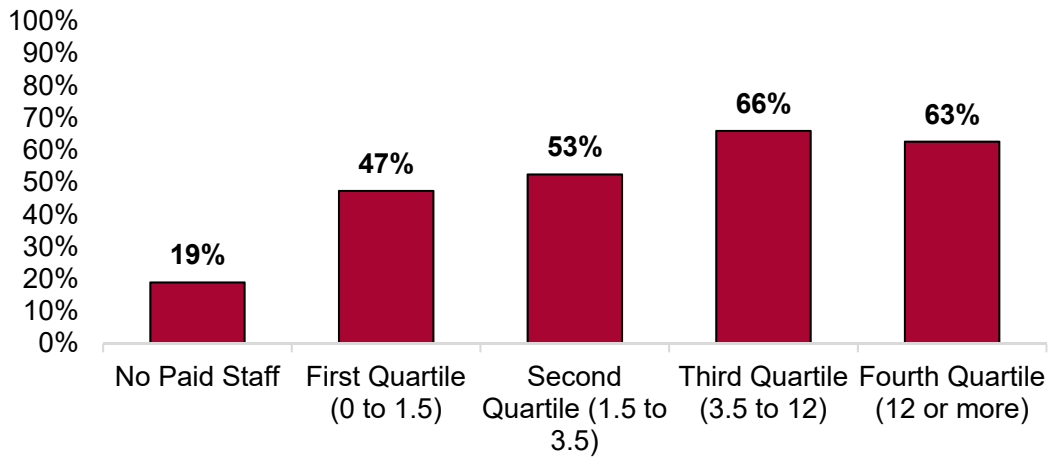
Formalization

Nonprofits that are more formalized are more likely to dedicate some or most of their staff time to advocacy/political activity. Three-fifths (59 percent) of nonprofits in the fourth quartile (those that are most formalized) dedicate some or most of their staff time to advocacy/political activity, whereas only a fifth (17 percent) of nonprofits in the first quartile report doing so (Figure E5).

Figure E5: Percent of Nonprofits that Dedicate Some or Most of Their Staff Time to Advocacy/Political Activity, by Formalization, (n=357)
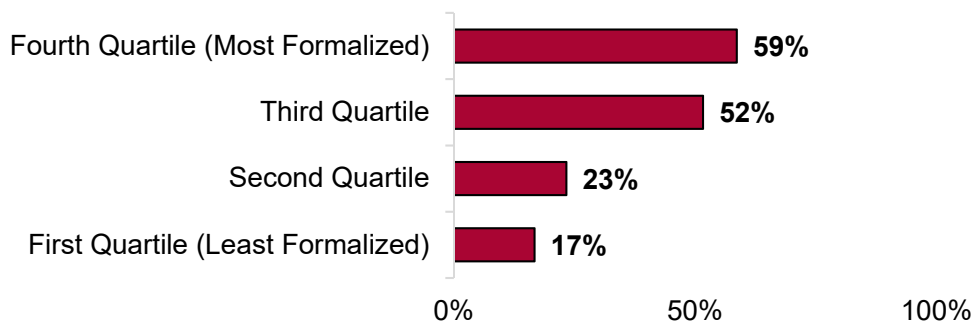
Appendix F: How Dedicated is Advocacy Effort – Significant Bivariate Relationships
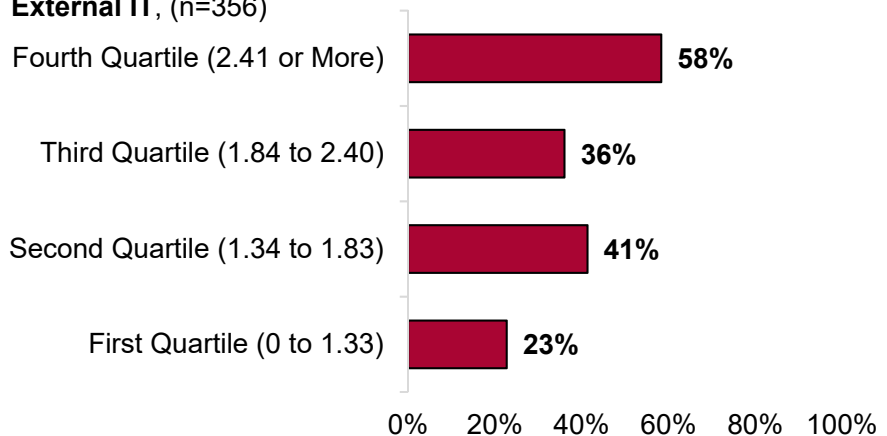
Last we turn to a brief look at predictor factors that were important at the bivariate level in explaining whether Indiana nonprofits are strategic/political/dedicated to their advocacy effort, that is, are they H-electors and/or do they use registered lobbyists.

Policy Impact

Among nonprofits that engage in advocacy, nonprofits that have been impacted by at least one policy change are more likely to be H-electors or use a registered lobbyist (19 percent) than nonprofits that have not been impacted by any policy changes (9 percent), though neither is a significant portion of the organizations surveyed (Figure F1).

Figure F1: Percent of Nonprofits That are H-Electors and/or Use a Lobbyist, by Policy Impact, (n=391)

At Least One Policy Change Had an Impact: 19% | 81%
No Policy Has Impacted the Organization: 9% | 91%

- ■ H-Elector or Use Lobbyist
- □ Not H-Elector or Use Lobbyist
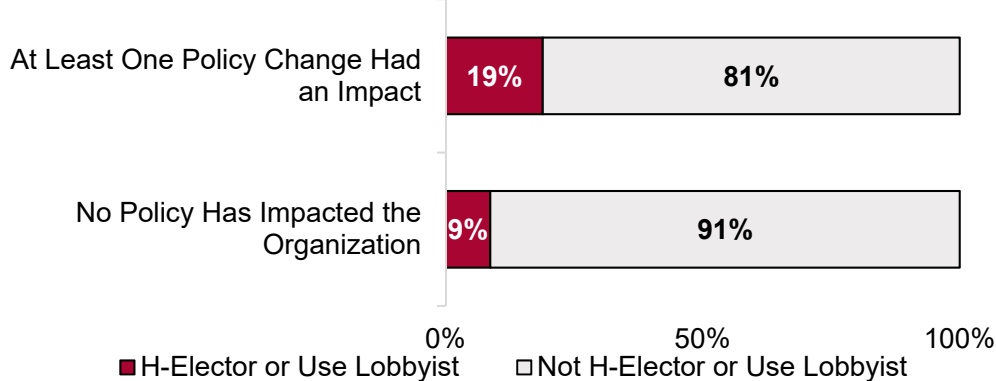
Size

A clear pattern is not present in the relationship between the number of full-time equivalent staff and whether nonprofits are H-electors and/or report using a registered lobbyist. Nearly a quarter

Figure F2: Percent of Nonprofits That are H-Electors and/or Use a Lobbyist, by Number FTE, (n=381)

Fourth Quartile (12 or More): 22%
Third Quartile (3.5 to 12): 15%
Second Quartile (1.5 to 3.5): 15%
First Quartile (Up to 1.5): 19%
No Paid Staff: 7%
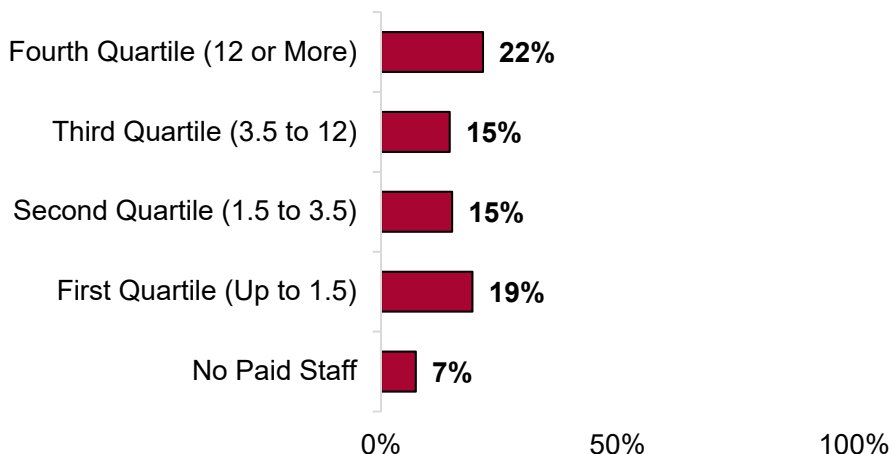
of nonprofits in the fourth quartile report being H-electors and/or using a registered lobbyist, which is nearly the same amount as nonprofits in the first quartile (19 percent) (Figure F2). Nonprofits that have no paid staff are the most distinct, with only 7 percent reporting being H-electors and/or using a registered lobbyist.

Appendix G – Multivariate Analyses

Below, we display in-depth regression tables, including coefficients, for further information.

Table G1. Estimates for Logistic Regression of Whether Nonprofits Engage in Advocacy

Variable	B	S.E.	Sig.	Exp(B)
Public Charity	0.216	0.347	0.534	1.241
Policy Impact	**0.587**	**0.234**	**0.012**	**1.799**
NTEE Code (ref= Human services, international)				
NTEE - Arts, Culture, & Humanities	-0.660	0.390	0.090	0.517
NTEE – Education	0.265	0.410	0.518	1.303
NTEE – Environment	**2.006**	**0.573**	**0.000**	**7.437**
NTEE – Health	0.200	0.435	0.645	1.222
NTEE – Public & Societal Benefit	**0.817**	**0.330**	**0.013**	**2.265**
NTEE - Religion	-0.531	0.361	0.141	0.588
NTEE - Mutual Benefit	-0.737	0.780	0.345	0.478
Funding Mix (ref=All other combinations)				
Funding Mix – Donations	-0.136	0.282	0.629	0.873
Funding Mix – Special Events	-0.382	0.429	0.374	0.683
Funding Mix – Fees & Sales	-0.566	0.312	0.070	0.568
Funding Mix – Government	0.234	0.403	0.562	1.263
Average Internal IT	-0.032	0.140	0.818	0.968
Average External IT	**-0.443**	**0.197**	**0.024**	**0.642**
Informal Networks	0.144	0.214	0.502	1.155
Formal Collaborations	-0.110	0.248	0.658	0.896
Decades since Founded	-0.045	0.037	0.219	0.956
LN Number FTE	0.040	0.108	0.710	1.041
Formalization	-0.034	0.044	0.445	0.967
County Type (ref=nonmetropolitan counties)				
County Type – Central Metro	0.181	0.235	0.440	1.199
County Type – Metro Ring	0.025	0.407	0.951	1.025
LN Number of Board Vacancies	0.177	0.170	0.298	1.193
Panel	-0.115	0.224	0.606	0.891
Constant	0.654	1.943	0.736	1.923

Notes: Coefficients significant at the p<0.05 level are **bold red**, Model Chi-square=75.086 p=.000, Nagelkerke R-squared=.198, 65.7% correct predictions, n=467.

Table G2. Estimates for Logistic Regression of Whether Nonprofits Advocate on Behalf of Groups to the General Public

Variable	B	S.E.	Sig.	Exp(B)
Public Charity	0.254	0.560	0.650	1.289
Policy Impact	-0.238	0.357	0.506	0.788
NTEE Code (ref= Human services, international)				
NTEE – Arts, Culture, & Humanities	1.248	0.671	0.063	3.484
NTEE – Education	-0.346	0.632	0.584	0.707
NTEE – Environment	**1.434**	**0.668**	**0.032**	**4.193**
NTEE – Health	**-2.334**	**1.116**	**0.036**	**0.097**
NTEE – Public & Societal Benefit	-0.249	0.517	0.629	0.779
NTEE – Religion	-0.377	0.656	0.565	0.686
NTEE – Mutual Benefit	0.007	1.398	0.996	1.007
Funding Mix (ref=All other combinations)				
Funding Mix – Donations	-0.043	0.435	0.921	0.958
Funding Mix – Special Events	0.399	0.680	0.557	1.491
Funding Mix – Fees & Sales	0.616	0.506	0.223	1.851
Funding Mix – Government	-0.321	0.644	0.618	0.725
Average Internal IT	0.034	0.210	0.871	1.035
Average External IT	0.615	0.321	0.055	1.849
Informal Networks	-0.277	0.334	0.408	0.758
Formal Collaborations	-0.617	0.421	0.143	0.540
Decades since Founded	-0.023	0.062	0.707	0.977
LN Number FTE	-0.058	0.163	0.723	0.944
Formalization	-0.063	0.066	0.340	0.939
County Type (ref=nonmetropolitan counties)				
County Type – Central Metro	-0.070	0.361	0.846	0.932
County Type – Metro Ring	0.431	0.635	0.498	1.538
LN Number of Board Vacancies	0.368	0.293	0.209	1.445
Panel	-0.235	0.361	0.515	0.791
Constant	0.131	3.402	0.969	1.140

Notes: Coefficients significant at the p<0.05 level are **bold red**, Model Chi-square=38.258 p=.033, Nagelkerke R-squared=.222, 69.8% correct predictions, n=215.

Table G3. Estimates for Logistic Regression of Whether Nonprofits Advocate on Issues to Policy Makers

Variable	B	S.E.	Sig.	Exp(B)
Public Charity	1.265	0.647	0.051	3.541
Policy Impact	**-0.787**	**0.396**	**0.047**	**0.455**
NTEE Code (ref= Human services, international)				
NTEE – Arts, Culture, & Humanities	-1.286	0.813	0.114	0.276
NTEE – Education	**-1.518**	**0.764**	**0.047**	**0.219**
NTEE – Environment	**-1.502**	**0.764**	**0.049**	**0.223**
NTEE – Health	-0.857	0.703	0.223	0.424
NTEE – Public & Societal Benefit	-0.939	0.594	0.114	0.391
NTEE – Religion	0.186	0.778	0.811	1.204
NTEE – Mutual Benefit	-1.243	1.518	0.413	0.289
Funding Mix (ref=All other combinations)				
Funding Mix – Donations	0.206	0.490	0.674	1.229
Funding Mix – Special Events	0.632	0.783	0.420	1.881
Funding Mix – Fees & Sales	-0.445	0.567	0.432	0.641
Funding Mix – Government	1.084	0.641	0.091	2.957
Average Internal IT	**0.581**	**0.243**	**0.017**	**1.788**
Average External IT	-0.555	0.340	0.102	0.574
Informal Networks	**-1.097**	**0.391**	**0.005**	**0.334**
Formal Collaborations	-0.689	0.430	0.109	0.502
Decades since Founded	-0.041	0.071	0.566	0.960
LN Number FTE	**0.444**	**0.175**	**0.011**	**1.560**
Formalization	0.100	0.075	0.183	1.105
County Type (ref=nonmetropolitan counties)				
County Type – Central Metro	-0.286	0.403	0.478	0.751
County Type – Metro Ring	-0.536	0.709	0.449	0.585
LN Number of Board Vacancies	0.144	0.318	0.651	1.155
Panel	0.150	0.388	0.699	1.162
Constant	4.465	3.684	0.226	86.910

Notes: Coefficients significant at the p<0.05 level are **bold red**, Model Chi-square=80.837 p=.000, Nagelkerke R-squared=.422, 76.2% correct predictions, n=214.

Table G4. Estimates for Logistic Regression of Whether Nonprofits Advocate on Behalf of Groups to Policy Makers

Variable	B	S.E.	Sig.	Exp(B)
Public Charity	**1.349**	**0.626**	**0.031**	**3.855**
NTEE Code (ref= Environment, health, international)				
NTEE - Education	**-1.683**	**0.740**	**0.023**	**0.186**
NTEE – Human Services	-0.967	0.534	0.070	0.380
NTEE - Public & Societal Benefit	**-1.684**	**0.607**	**0.006**	**0.186**
NTEE - Religion	0.011	0.818	0.989	1.011
NTEE - Mutual Benefit	0.094	1.441	0.948	1.099
Funding Mix (ref=All other combinations)				
Funding Mix – Donations	0.193	0.504	0.701	1.213
Funding Mix – Special Events	0.933	0.800	0.243	2.541
Funding Mix – Fees & Sales	-0.462	0.553	0.403	0.630
Funding Mix – Government	0.935	0.657	0.154	2.547
Average Internal IT	-0.059	0.241	0.806	0.943
Average External IT	**-0.955**	**0.341**	**0.005**	**0.385**
Informal Networks	**-1.158**	**0.397**	**0.004**	**0.314**
Formal Collaborations	-0.836	0.436	0.055	0.433
Decades since Founded	-0.023	0.071	0.747	0.977
LN Number FTE	**0.486**	**0.170**	**0.004**	**1.626**
Formalization	**0.229**	**0.078**	**0.003**	**1.257**
County Type (ref=nonmetropolitan counties)				
County Type – Central Metro	0.295	0.405	0.466	1.343
County Type – Metro Ring	-0.445	0.708	0.529	0.641
LN Number of Board Vacancies	0.249	0.329	0.449	1.283
Panel	0.598	0.398	0.133	1.819
Constant	1.296	3.224	0.688	3.654

Notes: Coefficients significant at the $p<0.05$ level are **bold red**, Model Chi-square=77.358 p=.000, Nagelkerke R-squared=.412, 77.1% correct predictions, n=214.

Table G5. Estimates for Logistic Regression of Whether Nonprofits Advocate on Issues to the General Public

Variable	B	S.E.	Sig.	Exp(B)
Public Charity	0.919	0.543	0.091	2.508
Policy Impact	-0.455	0.353	0.197	0.634
NTEE Code (ref= Human services, international)				
NTEE – Arts, Culture, & Humanities	-0.096	0.660	0.884	0.908
NTEE – Education	-0.519	0.617	0.400	0.595
NTEE – Environment	-0.652	0.642	0.310	0.521
NTEE – Health	-1.540	0.821	0.061	0.214
NTEE – Public & Societal Benefit	0.219	0.486	0.652	1.245
NTEE – Religion	**-1.358**	**0.692**	**0.050**	**0.257**
NTEE – Mutual Benefit	0.113	1.371	0.934	1.120
Funding Mix (ref=All other combinations)				
Funding Mix – Donations	-0.127	0.413	0.758	0.880
Funding Mix – Special Events	0.520	0.655	0.427	1.683
Funding Mix – Fees & Sales	-0.116	0.494	0.815	0.891
Funding Mix – Government	0.004	0.583	0.995	1.004
Average Internal IT	0.122	0.207	0.553	1.130
Average External IT	0.196	0.299	0.512	1.216
Informal Networks	-0.396	0.322	0.219	0.673
Formal Collaborations	-0.136	0.395	0.730	0.873
Decades since Founded	-0.018	0.062	0.769	0.982
LN Number FTE	0.100	0.153	0.516	1.105
Formalization	-0.057	0.065	0.380	0.945
County Type (ref=nonmetropolitan counties)				
County Type – Central Metro	0.002	0.351	0.996	1.002
County Type – Metro Ring	-0.197	0.632	0.755	0.821
LN Number of Board Vacancies	0.400	0.286	0.162	1.492
Panel	0.281	0.346	0.417	1.324
Constant	3.548	3.202	0.268	34.733

Notes: Coefficients significant at the p<0.05 level are **bold red**, Model Chi-square=26.345 p=.336, Nagelkerke R-squared=.157, 67.3% correct predictions, n=214.

Table G6. Estimates for Logistic Regression of Whether Nonprofits Dedicate Financial Resources to Advocacy

Variable	B	S.E.	Sig.	Exp(B)
Public Charity	1.088	0.590	0.065	2.968
Policy Impact	0.257	0.377	0.495	1.293
NTEE Code (ref= Human services, international)				
NTEE – Arts, Culture, & Humanities	0.118	0.737	0.872	1.126
NTEE – Education	-0.132	0.706	0.852	0.877
NTEE – Environment	-0.823	0.688	0.232	0.439
NTEE – Health	**-2.239**	**0.710**	**0.002**	**0.107**
NTEE – Public & Societal Benefit	0.192	0.546	0.725	1.212
NTEE – Religion	-0.848	0.691	0.220	0.428
NTEE – Mutual Benefit	-0.320	1.386	0.818	0.726
Funding Mix (ref=All other combinations)				
Funding Mix – Donations	0.510	0.450	0.257	1.666
Funding Mix – Special Events	1.498	0.804	0.062	4.474
Funding Mix – Fees & Sales	0.252	0.520	0.628	1.286
Funding Mix – Government	0.131	0.625	0.834	1.140
Average Internal IT	-0.233	0.230	0.310	0.792
Average External IT	0.062	0.324	0.847	1.064
Informal Networks	0.075	0.352	0.830	1.078
Formal Collaborations	-0.701	0.419	0.094	0.496
Decades since Founded	-0.010	0.065	0.880	0.990
LN Number FTE	-0.005	0.163	0.977	0.995
Formalization	-0.007	0.069	0.921	0.993
County Type (ref=nonmetropolitan counties)				
County Type – Central Metro	**0.862**	**0.383**	**0.024**	**2.368**
County Type – Metro Ring	0.413	0.640	0.518	1.512
LN Number of Board Vacancies	0.476	0.297	0.109	1.609
Panel	0.319	0.379	0.401	1.375
Constant	0.776	3.401	0.820	2.172

Notes: Coefficients significant at the $p<0.05$ level are **bold red**, Model Chi-square=29.192 p=.213, Nagelkerke R-squared=.189, 67.9% correct predictions, n=196.

Table G7. Estimates for Logistic Regression of Whether Nonprofits Dedicate Staff Time to Advocacy

Variable	B	S.E.	Sig.	Exp(B)
Public Charity	0.663	0.571	0.245	1.941
Policy Impact	-0.050	0.374	0.893	0.951
NTEE Code (ref= Human services, international)				
NTEE – Arts, Culture, & Humanities	-0.200	0.677	0.768	0.819
NTEE – Education	0.103	0.679	0.879	1.109
NTEE – Environment	-0.062	0.695	0.929	0.940
NTEE – Health	**-1.551**	**0.744**	**0.037**	**0.212**
NTEE – Public & Societal Benefit	0.375	0.523	0.474	1.455
NTEE – Religion	-0.463	0.672	0.491	0.629
NTEE – Mutual Benefit	-0.493	1.449	0.733	0.610
Funding Mix (ref=All other combinations)				
Funding Mix – Donations	0.455	0.444	0.305	1.576
Funding Mix – Special Events	0.151	0.723	0.834	1.164
Funding Mix – Fees & Sales	0.376	0.533	0.481	1.457
Funding Mix – Government	0.385	0.623	0.537	1.469
Average Internal IT	0.328	0.226	0.145	1.389
Average External IT	0.021	0.313	0.947	1.021
Informal Networks	-0.588	0.357	0.100	0.556
Formal Collaborations	-0.677	0.404	0.094	0.508
Decades since Founded	-0.113	0.065	0.082	0.893
LN Number FTE	0.309	0.160	0.054	1.363
Formalization	-0.021	0.069	0.758	0.979
County Type (ref=nonmetropolitan counties)				
County Type – Central Metro	0.402	0.379	0.288	1.495
County Type – Metro Ring	-0.198	0.649	0.760	0.820
LN Number of Board Vacancies	0.273	0.294	0.353	1.314
Panel	0.516	0.366	0.159	1.675
Constant	0.471	3.382	0.889	1.602

Notes: Coefficients significant at the p<0.05 level are **bold red**, Model Chi-square=40.325 p=.020, Nagelkerke R-squared=.244, 67.0% correct predictions, n=200.

Table G8. Estimates for Logistic Regression of Whether Nonprofits Dedicate Volunteer Time to Advocacy

Variable	B	S.E.	Sig.	Exp(B)
Public Charity	0.342	0.552	0.535	1.408
Policy Impact	0.169	0.356	0.635	1.184
NTEE Code (ref= Human services, international)				
NTEE – Arts, Culture, & Humanities	0.669	0.718	0.352	1.952
NTEE – Education	0.665	0.682	0.330	1.944
NTEE – Environment	-1.025	0.679	0.131	0.359
NTEE – Health	-0.628	0.615	0.307	0.534
NTEE – Public & Societal Benefit	-0.033	0.489	0.946	0.967
NTEE – Religion	-0.538	0.632	0.395	0.584
Funding Mix (ref=All other combinations)				
Funding Mix – Donations	0.705	0.427	0.098	2.025
Funding Mix – Special Events	0.333	0.684	0.626	1.396
Funding Mix – Fees & Sales	0.490	0.503	0.330	1.632
Funding Mix – Government	0.434	0.587	0.460	1.543
Average Internal IT	-0.143	0.213	0.503	0.867
Average External IT	0.192	0.297	0.518	1.212
Informal Networks	0.107	0.331	0.746	1.113
Formal Collaborations	-0.532	0.389	0.172	0.587
Decades since Founded	0.064	0.061	0.296	1.066
LN Number FTE	-0.222	0.155	0.150	0.801
Formalization	0.059	0.065	0.367	1.060
County Type (ref=nonmetropolitan counties)				
County Type – Central Metro	0.430	0.358	0.229	1.537
County Type – Metro Ring	0.013	0.617	0.983	1.014
LN Number of Board Vacancies	0.334	0.280	0.233	1.397
Panel	0.559	0.353	0.114	1.748
Constant	-2.048	2.603	0.431	0.129

Notes: Coefficients significant at the $p<0.05$ level are **bold red**, Model Chi-square=21.975 p=.522, Nagelkerke R-squared=.140, 60.8% correct predictions, n=199.

Table G9. Estimates for Linear Regression of Whether Nonprofits Engage in General Advocacy Activities

	Unstandardized		Standardized	
Variable	**B**	**S.E.**	**B**	**Sig.**
Public Charity	-0.226	0.116	-0.177	0.054
Policy Impact	0.136	0.076	0.131	0.073
NTEE Code (ref= Human services, international)				
NTEE – Arts, Culture, & Humanities	-0.201	0.144	-0.100	0.164
NTEE – Education	0.078	0.134	0.041	0.560
NTEE – Environment	0.194	0.140	0.100	0.167
NTEE – Health	**0.303**	**0.132**	**0.160**	**0.023**
NTEE – Public & Societal Benefit	0.134	0.108	0.114	0.214
NTEE – Religion	0.104	0.137	0.065	0.450
NTEE – Mutual Benefit	-0.133	0.292	-0.031	0.650
Funding Mix (ref=All other combinations)				
Funding Mix – Donations	-0.137	0.089	-0.126	0.125
Funding Mix – Special Events	-0.040	0.144	-0.020	0.781
Funding Mix – Fees & Sales	0.133	0.108	0.098	0.218
Funding Mix – Government	0.081	0.124	0.054	0.512
Average Internal IT	0.020	0.045	0.037	0.656
Average External IT	0.108	0.064	0.156	0.092
Informal Networks	**0.161**	**0.070**	**0.152**	**0.022**
Formal Collaborations	**0.279**	**0.083**	**0.247**	**0.001**
Decades since Founded	-0.009	0.013	-0.056	0.490
LN Number FTE	-0.006	0.032	-0.018	0.862
Formalization	0.010	0.014	0.070	0.490
County Type (ref=nonmetropolitan counties)				
County Type – Central Metro	-0.108	0.077	-0.101	0.162
County Type – Metro Ring	-0.223	0.130	-0.121	0.088
LN Number of Board Vacancies	0.015	0.059	0.017	0.805
Panel	-0.129	0.074	-0.122	0.082
Constant	1.272	0.199		0.000

Notes: Coefficients significant at the p<0.05 level are **bold red**, Model Sum of Squares=55.773 p=.000, Nagelkerke R-squared=.222, n=207.

Table G10. Estimates for Linear Regression of Whether Nonprofits Engage in Grassroots Advocacy Activities

Variable	Unstandardized		Standardized	
	B	**S.E.**	**B**	**Sig.**
Public Charity	-0.073	0.100	-0.072	0.464
Policy Impact	**0.135**	**0.065**	**0.162**	**0.039**
NTEE Code (ref= Human services, international)				
NTEE – Arts, Culture, & Humanities	-0.045	0.123	-0.028	0.715
NTEE – Education	-0.030	0.115	-0.020	0.792
NTEE – Environment	0.208	0.120	0.134	0.086
NTEE – Health	0.138	0.113	0.091	0.224
NTEE – Public & Societal Benefit	**0.192**	**0.092**	**0.205**	**0.039**
NTEE – Religion	**0.253**	**0.118**	**0.199**	**0.033**
NTEE – Mutual Benefit	0.074	0.250	0.021	0.769
Funding Mix (ref=All other combinations)				
Funding Mix – Donations	-0.141	0.076	-0.162	0.066
Funding Mix – Special Events	-0.044	0.123	-0.027	0.723
Funding Mix – Fees & Sales	0.035	0.092	0.032	0.705
Funding Mix – Government	0.081	0.106	0.068	0.447
Average Internal IT	-0.002	0.038	-0.005	0.951
Average External IT	0.041	0.055	0.073	0.460
Informal Networks	**0.118**	**0.060**	**0.139**	**0.049**
Formal Collaborations	0.062	0.071	0.069	0.381
Decades since Founded	0.014	0.011	0.106	0.218
LN Number FTE	-0.047	0.027	-0.185	0.087
Formalization	0.014	0.012	0.126	0.251
County Type (ref=nonmetropolitan counties)				
County Type – Central Metro	-0.025	0.066	-0.029	0.705
County Type – Metro Ring	-0.128	0.112	-0.087	0.252
LN Number of Board Vacancies	-0.029	0.050	-0.042	0.569
Panel	-0.097	0.063	-0.115	0.126
Constant	0.983	0.170		0.000

Notes: Coefficients significant at the p<0.05 level are **bold red**, Model Sum of Squares=35.691, p=.005, Nagelkerke R-squared=.105, n=207.

Table G11. Estimates for Logistic Regression of Whether Nonprofits that Engage in Advocacy are H-electors and/or Use a Registered Lobbyist

Variable	B	S.E.	Sig.	Exp(B)
Public Charity	0.586	0.811	0.470	1.796
Policy Impact	-0.549	0.544	0.313	0.577
NTEE Code (ref= Human services, international)				
NTEE – Arts, Culture, & Humanities	-0.833	1.304	0.523	0.435
NTEE – Education	-1.555	0.910	0.087	0.211
NTEE – Environment	-1.454	1.102	0.187	0.234
NTEE – Health	-1.345	0.810	0.097	0.261
NTEE – Public & Societal Benefit	-0.531	0.841	0.527	0.588
NTEE – Religion	-1.719	1.097	0.117	0.179
NTEE – Mutual Benefit	-1.426	1.548	0.357	0.240
Funding Mix (ref=All other combinations)				
Funding Mix – Donations	0.293	0.728	0.687	1.341
Funding Mix – Special Events	0.854	1.305	0.513	2.350
Funding Mix – Fees & Sales	**-1.582**	**0.733**	**0.031**	**0.205**
Funding Mix – Government	-0.232	0.868	0.790	0.793
Average Internal IT	-0.160	0.359	0.656	0.852
Average External IT	-0.463	0.450	0.303	0.629
Informal Networks	0.254	0.517	0.623	1.290
Formal Collaborations	**-1.609**	**0.580**	**0.006**	**0.200**
Decades since Founded	0.122	0.087	0.162	1.130
LN Number FTE	-0.146	0.226	0.517	0.864
Formalization	**0.248**	**0.105**	**0.018**	**1.281**
County Type (ref=nonmetropolitan counties)				
County Type – Central Metro	0.148	0.544	0.785	1.160
County Type – Metro Ring	-0.075	0.976	0.939	0.928
LN Number of Board Vacancies	0.262	0.455	0.565	1.299
Panel	-0.445	0.506	0.379	0.641
Constant	6.160	5.166	0.233	473.310

Notes: Coefficients significant at the p<0.05 level are **bold red**, Model Chi-square=41.477 p=.015, Nagelkerke R-squared=.313, 86.9% correct predictions, n=214.

Table G12. Estimates for Linear Regression of Whether Nonprofits Face Challenges in their Advocacy

Variable	Unstandardized		Standardized	
	B	S.E.	B	Sig.
Public Charity	-.285	.246	-.139	.249
Policy Impact	**.321**	**.161**	**.182**	**.049**
NTEE Code (ref= Human services, international)				
NTEE – Arts, Culture, & Humanities	-.463	.355	-.118	.194
NTEE – Education	.347	.300	.107	.250
NTEE – Environment	.307	.304	.098	.315
NTEE – Health	.018	.254	.007	.943
NTEE – Public & Societal Benefit	-.172	.235	-.090	.466
NTEE – Religion	-.068	.307	-.026	.825
NTEE – Mutual Benefit	.593	.659	.077	.370
Funding Mix (ref=All other combinations)				
Funding Mix – Donations	.155	.192	.087	.421
Funding Mix – Special Events	-.272	.353	-.069	.442
Funding Mix – Fees & Sales	-.245	.231	-.110	.291
Funding Mix – Government	-.129	.249	-.055	.605
Average Internal IT	-.009	.105	-.009	.934
Average External IT	-.083	.132	-.072	.527
Informal Networks	-.032	.147	-.018	.828
Formal Collaborations	.024	.170	.013	.887
Decades since Founded	-.047	.027	-.178	.082
LN Number FTE	.132	.070	.252	.062
Formalization	**-.063**	**.030**	**-.280**	**.034**
County Type (ref=nonmetropolitan counties)				
County Type – Central Metro	-.135	.173	-.075	.438
County Type – Metro Ring	-.178	.281	-.061	.527
LN Number of Board Vacancies	-.156	.129	-.113	.230
Panel	-.061	.159	-.035	.700
Constant	3.374	.433		.000

Notes: Coefficients significant at the p<0.05 level are **bold red**, Model Sum of Squares=117.396 p=.258, Nagelkerke R-squared=.029, n=158.

Table G13. Estimates for Logistic Regression of Whether Nonprofits Have Been Impacted by One or More Policy Changes

Variable	B	S.E.	Sig.	Exp(B)
Public Charity	.207	.377	.583	1.230
NTEE Code (ref= Human services, international)				
NTEE – Arts, Culture, & Humanities	.267	.415	.520	1.306
NTEE – Education	.533	.447	.234	1.704
NTEE – Environment	.797	.657	.225	2.219
NTEE – Health	-.870	.519	.093	.419
NTEE – Public & Societal Benefit	.047	.356	.895	1.048
NTEE – Religion	-.019	.383	.961	.982
NTEE – Mutual Benefit	-.465	.709	.513	.628
Funding Mix (ref=All other combinations)				
Funding Mix – Donations	-.102	.305	.737	.903
Funding Mix – Special Events	-.053	.470	.911	.949
Funding Mix – Fees & Sales	.241	.337	.473	1.273
Funding Mix – Government	-.652	.445	.143	.521
Average Internal IT	-.043	.152	.775	.958
Average External IT	-.185	.212	.383	.831
Informal Networks	-.108	.233	.642	.897
Formal Collaborations	.146	.262	.578	1.157
Decades since Founded	.044	.040	.270	1.045
LN Number FTE	**.350**	**.119**	**.003**	**1.420**
Formalization	**.225**	**.048**	**.000**	**1.252**
County Type (ref=nonmetropolitan counties)				
County Type – Central Metro	-.209	.259	.421	.812
County Type – Metro Ring	**-.980**	**.420**	**.020**	**.375**
LN Number of Board Vacancies	.165	.180	.361	1.179
Panel	.230	.242	.343	1.258
Constant	-1.623	2.036	.425	.197

Notes: Coefficients significant at the p<0.05 level are **bold red**, Model Chi-square=136.724 p=.000, Nagelkerke R-squared=.338, 74.8% correct predictions, n=472.

Appendix H: Data Collection

We summarize only the key steps in the survey process here. For full details on Survey Methodology see Appendix A in our report: "The Indianapolis Nonprofit Sector: Overview & Challenges." Our 2017 survey included a panel of nonprofits that responded to our 2002 survey and a new sample of nonprofits. For our 2002 survey (and thus our panel organizations), we merged three statewide nonprofit database listings – the IRS listing of exempt entities with Indiana reporting addresses, entities incorporated as not-for-profit entities with the Indiana Secretary of State (SOS), and Yellow Pages listings of congregations, churches, and similar religious organizations. We also added nonprofits appearing on local listings in selected communities across the state and those identified by Indiana residents as nonprofits for which they worked, volunteered, or attended meetings or events, including religious services. We then de-duplicated the merged listings and drew a stratified random sample in order to consider and adjust for differences in distributions by geographic location and source of listing.

New 2017 Comprehensive Listing of Indiana Nonprofits

For the 2017 survey of Indiana nonprofits, we relied exclusively on the same three statewide listings of Indiana nonprofits as in 2002, but used a simplified approach. We merged the three statewide listings: Internal Revenue Service (IRS) listing of registered tax-exempt organizations under section 501(c) with reporting addresses in Indiana (35,720 records), Indiana incorporated nonprofits (30,943 records), and the Infogroup listing of churches, congregations, temples, and mosques listed in the yellow pages of phone directories for the state (9,586 records).

We dropped "out-of-scope" entities that had very low response rates to our previous surveys as well as organizations for whom our survey instrument is not well suited (mainly hospitals, universities, and bank-managed trusts). We then undertook initial de-duplication of the three listings using search algorithms.

About three-fifths of the entries on the IRS and SOS listings (respectively 62 and 60 percent) were unique to that particular list, as were 55 percent of the Infogroup list of congregations. For the IRS listing, 29 percent were also listed on the SOS list, and 6 percent were included on the Infogroup list. For the SOS listing, one-third were also registered with the IRS and 4 percent were included on the Infogroup list of churches. Finally, for the Infogroup list, about one-quarter (24 percent) were registered with the IRS (and another 14 percent were on the SOS listing). For congregations, the IRS percentage is much smaller than the 68 percent of churches that the National Center for Charitable Statistics estimates are registered with the IRS[19]. Notably, only 60 percent of nonprofits on the combined listings were tax-exempt entities registered with the IRS.

Drawing the Sample

To improve the generalizability of our results, we drew a proportionately stratified sample from the combined list of 59,833 organizations from the IRS, SOS, and Infogroup listings, using an 8-

---

[19] See footnote 2, page 14 of Brice S. McKeever, The Nonprofit Sector in Brief 2015. Washington, D.C.: The Urban Institute, Center on Nonprofits and Philanthropy (2015), https://www.urban.org/sites/default/files/publication/72536/2000497-The-Nonprofit-Sector-in-Brief-2015-Public-Charities-Giving-and-Volunteering.pdf

category set of regions (all three listings), filing date (SOS only), and NTEE major code cate-gories (IRS only). Prior to selecting within strata, we implicitly stratified by zip code (all three listings) to achieve greater geographic representativeness.

Figure F1. IRS, SOS, and Infogroup listings of Indiana Nonprofits, by Duplication Status
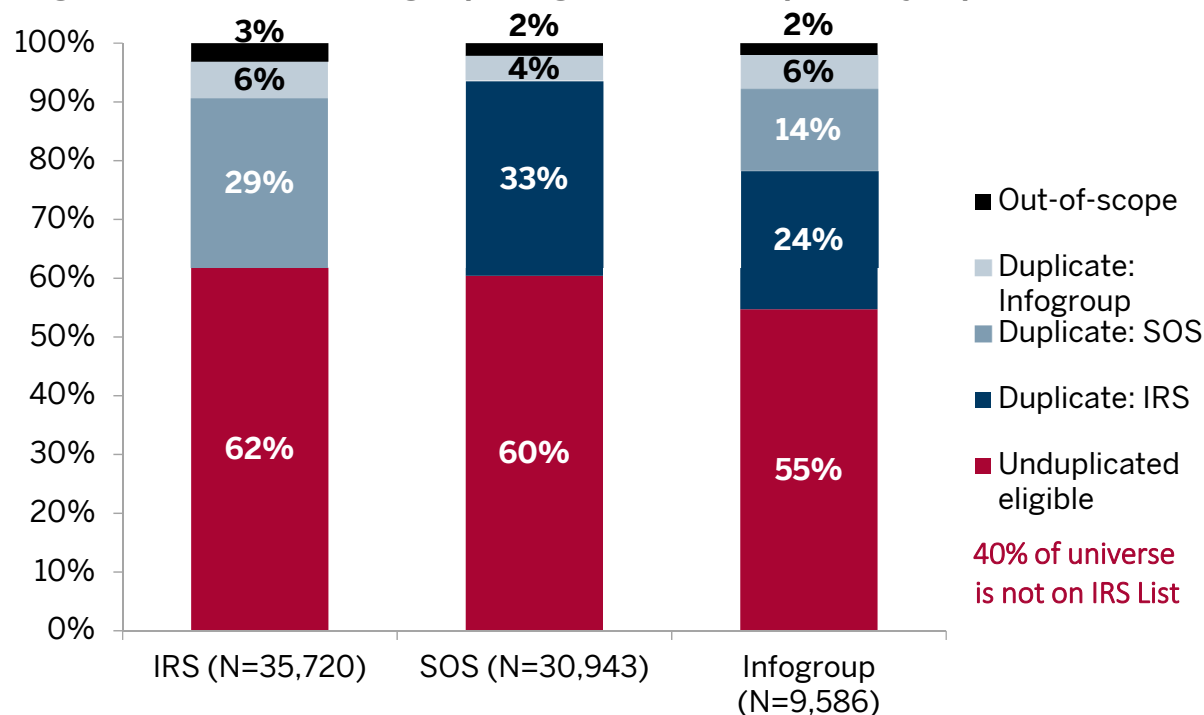
After the sampling was completed, we had an initial sample of 10,257 nonprofits: 5,904 from the IRS listing (58 percent of the sample), 3,436 from the SOS listing (33 percent), and 917 from the Infogroup listing (9 percent). From this initial sample, we selected a random subset of 4,103 nonprofits for analysis since our resources would not allow us to survey all: 2,336 from the IRS listing (57 percent of Phase I), 1,394 from the SOS listing (34 percent), and 373 from the Infogroup listing (9 percent).

Finding Contact Information

Next, we needed to find contact information for each organization in order to distribute our survey. All three listings provided us with postal mailing addresses, but we needed email addresses to allow respondents to complete the survey online. The Infogroup listing only provided us with 35 email addresses, which we needed to verify, and 373 phone numbers. We had to find email addresses for the rest. We found some on the organizations' websites, but we had to call to get most of them. When the organizations' websites did not provide phone numbers (or when these numbers were disconnected or the organizations did not have websites), we used WhitePages Premium to find phone numbers for the contact person listed in the IRS or SOS databases. We gave priority to finding email contact information for executive directors or board chairs, but in some cases could only capture other key contact persons, such as vice presidents, treasurers, or secretaries.

We had an 80 percent success rate in finding correct contact information, but spent an average of almost 13 minutes on each organization, and with 4,103 organizations to research, the effort took about 873 hours.

Survey Encouragement

In preparation for the survey, we sent notifications (emails, or postcards for those for whom we had no email addresses) about the survey to potential respondents. This served both to alert them to the forthcoming survey, with the hope of encouraging participation in the survey, and to identify problematic email (or postal) addresses. After the survey invitations were sent (via email or postal mail), we sent several reminders.

The survey was administered online to potential respondents with an email address (75 percent of the sample) and sent as a paper form by postal mail to those without an email address. The survey took on average 25-30 minutes for respondents to complete and gathered information about programs and services, organization membership, organization structure and program evaluation, human resources, marketing and technology, advocacy and policy activities, relationships with other organizations, and financial information.[20]

As a special incentive for the survey, respondents were offered access to customized reporting of the results, now available here: http://go.iu.edu/2bfi. We included a link to the study website, so respondents could learn more about the project, as well as prominent reference to and identification with Indiana University to emphasize the academic sponsorship, since that increases survey participation. Finally, we asked members of our Advisory Board for the Indiana Non-profits Project to announce the survey to organizations on their distribution lists and encourage anyone receiving the invitation to complete the survey.

To increase expected low response rates, we made up to three nudge calls to encourage additional responses. While time-consuming, this process significantly increased our response rate. We tracked call statuses in a survey sample database to ensure a systematic process and for future reference.

Survey Response Rates

As noted earlier, about 24 percent of the sample responded to the survey. This includes those that provided full or partial responses as a percent of those in the sample that were not explicitly defined as "out of sample" (e.g., hospitals, universities, bank-managed trusts) and still appeared to be in existence, located in Indiana, and nonprofit (e.g., had not converted to for-profit status). Response rates were generally higher from those that were on both the IRS and SOS listings and lowest for those that were on the Infogroup listing.

---

[20] The complete survey is available here: https://nonprofit.indiana.edu/doc/SurveyInstrument.pdf

Appendix I: Overview of the Indiana Nonprofits Project

Since 2000, the **Indiana Nonprofits Project: Scope and Community Dimensions** has produced a substantial body of research about the nonprofit sector in Indiana: its composition and structure, its contributions to Indiana, the challenges it faces, and how these features vary across Indiana communities. The goal of this collaborative research effort is to help community leaders develop effective and collaborative solutions to community needs and to inform public policy decisions.

The project is directed by [Kirsten Grønbjerg](#), Efroymson Chair in Philanthropy at the [Lilly Family School of Philanthropy](#) (LFSOP) and Professor, [School of Public and Environmental Affairs](#) (SPEA), Indiana University Bloomington. It has benefitted greatly from the advice and support of the Project's distinguished [Advisory Board,](#)[21] the contributions of almost 90 SPEA research assistants – undergraduate, masters, and doctoral students – and financial support as described in the Acknowledgements on page 1.

The project's major components include:

Surveys of Indiana nonprofits. This component includes four surveys of Indiana nonprofits:

- Round I: Comprehensive survey of Indiana nonprofits (2002) in collaboration with the IU *Center for Survey Research* (CSR); 7 statewide reports on special topics and 12 regional reports on the nonprofit sector in selected communities across the state.
- Round II: Two surveys on nonprofit capacity and management challenges, including a survey (2007) for the *Indiana Philanthropy Alliance* and the *Lumina Foundation for Education* (1 report) and a more extensive survey (2010) for the *Indiana Arts Commission* (2 reports).
- Round III: Comprehensive survey of Indiana nonprofits (2017) in collaboration with the *CSR* is currently being analyzed and is the basis for this report.

Trends in paid nonprofit employment in Indiana. This component, undertaken in collaboration with the *Indiana Business Research Center* (IBRC), includes analyses of trends in nonprofit paid employment over time by industry and with comparisons to paid employment in the private and government sectors.

- Statewide trends in paid nonprofit employment by industry and sector (5 reports)
- Statewide trends in paid nonprofit employment for in selected industries (6 reports)

Community reports. This component focuses on the scope and composition of the nonprofit sector in communities across the state:

- Featured community reports for 7 metropolitan regions and 5 non-metropolitan counties across the state, including size and composition of the nonprofit sector and profiles based on Round I survey of Indiana nonprofits (2002)

---

[21] See https://nonprofit.indiana.edu/AboutTAB/index.html

- Regional trends in paid nonprofit employment by industry with comparisons to private and government sector employment: Metropolitan Areas and Economic Growth Regions (2007) and the Fort Wayne Metropolitan area (2015), in collaboration with *IBRC*.
- County reports on nonprofit paid employment 1995-2009 for Indiana counties with a population of 50,000 residents or more (29 reports), in collaboration with *IBRC*.

Surveys of local government officials: This component is based on surveys of Indiana local government officials (LGOs) on topics of special interest to Indiana nonprofits in collaboration with the *Indiana Advisory Commission on Intergovernmental Relations* (IACIR).

- PILOT/SILOT policies: attitudes towards requiring charities to provide payments (or services) in lieu of real estate taxes (PILOTS/SILOTS), 4 reports.
- Trust in Nonprofits: 2 reports.
- Government-nonprofit relations: 3 reports.
- 2-1-1 information and referral services: 2 reports.

Special topics. Several smaller projects have been completed in response to major national policy initiatives, as extensions of project components described above, or as special opportunities presented themselves.

- Overtime pay regulation: the likely impact on Indiana nonprofits by changes in the Fair Labor Standards Act (proposed 2016) on overtime pay for exempt employees,
- IRS Exempt Status Initiative: the impact of major changes in IRS reporting and compliance requirements mandated by the Pension Protection Act of 2006.
- Two surveys of Indiana residents conducted in collaboration with the *CSR*. This includes a 2001 survey on affiliation and involvement with Indiana nonprofits in preparation for Round I survey of Indiana nonprofits, and a 2008 survey on trust in nonprofits in collaboration with *CSR*.
- Comprehensive database of Indiana nonprofits, initially completed in preparation for Round I survey of Indiana nonprofits, now hosted by the *IBRC*.

For a full description of the project and access to all project reports, please visit https://nonprofit.indiana.edu.

O'NEILL
SCHOOL OF PUBLIC AND
ENVIRONMENTAL AFFAIRS

IUPUI
LILLY FAMILY SCHOOL OF PHILANTHROPY