

In order to estimate the total revenue of Lower Eastern Shore nonprofits, publicly available data from U.S. Department of Treasury Internal Revenue Service 990 and 990-EZ tax forms was compiled. Information for a majority of nonprofits was available through these records, however, documentation for a small portion of the nonprofit population (4%) was not available. In order to estimate revenues for this portion of the nonprofit population the following steps were followed:

1. All nonprofits were divided into the following eleven classifications: Animal Services, Arts and Entertainment, Economic Development, Education, Environmental and Historic Preservation, Faith Based, Health Care, Human Services, Recreation, and Veteran and Family Support, and Other.
2. Average total revenues were calculated for each classification of nonprofit
3. Average revenue per nonprofit was calculated for each classification of nonprofit
4. Revenue estimates were developed for the nonprofits for whom data was not readily available. It was assumed, based on local knowledge, that these nonprofits are on the lower end of the revenue range for all nonprofits in the area. As such, one quarter of the average revenue per nonprofit for the relevant classification was applied to each organization for which data was unknown.