Nonprofits

The nonprofit industry is a vast and growing collection of more than 700,000 organizations that employ over 10 million people. While these organizations have varied goals and missions, they all have one thing in common: a concern for quality of life and a commitment to the betterment of a specific population.

Nonprofit organizations come in all shapes and sizes, from the local museum to the United Way to your alma mater. Many nonprofits work at the forefront of such major issues as AIDS, civil rights, homelessness, and the environment.

The exact structure of a nonprofit varies greatly depending upon the size and type of the organization. In a smaller nonprofit, one or two people may work as generalists fulfilling the requirements of all functions of the organization, while larger nonprofits often have entire departments set up to manage each function separately.

People who work for nonprofits agree that the best part of working in the industry is the sense of meaning and purpose they get from their job and from being part of their respective organizations. In most cases, this creates an environment that is less competitive and more communal than that of most for-profit organizations.

Nonprofit organizations expect a strong degree of commitment and dedication to their cause and the organization. This is expected of everyone—from the executive director to the administrative assistants and interns. This type of commitment often means that you work long, hard hours. It can sometimes be difficult to maintain a personal life in this type of work, and people can easily get burned out.

As nonprofits grow rapidly in size and number, they urgently need enthusiastic and dedicated graduates to get involved in a variety of challenging ways. Often, the best way to find a job in a nonprofit is to start out as a volunteer.

<table>
<thead>
<tr>
<th>Position</th>
<th>Average Salary</th>
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</thead>
<tbody>
<tr>
<td>Development Manager</td>
<td>$43,585-62,755</td>
</tr>
<tr>
<td>Grant Writer</td>
<td>$49,944-64,433</td>
</tr>
<tr>
<td>Membership Director</td>
<td>$64,235-99,763</td>
</tr>
<tr>
<td>Program Director</td>
<td>$56,078-79,323</td>
</tr>
<tr>
<td>PR or Communications Director</td>
<td>$56,815-68,093</td>
</tr>
</tbody>
</table>

www.salary.com

Skills
- Creativity
- Excellent interpersonal skills
- Dedication
- Communication skills
- Enthusiasm
- Flexibility

Pro Humanitate for Work

FAST STATS

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The Differences Between For-Profits and Nonprofits

1. The purpose of a nonprofit company is to serve society rather than make money, and at the end of the year any profits that do exist are recycled back into the organization’s programs.

2. Nonprofits are tax exempt.

3. Volunteers make up a large portion of the workforce.

4. Nonprofits depend on fundraising to survive by soliciting money from the general public, private companies, government, and foundations.

5. Nonprofits are required to have a board of directors made up of three or more volunteers responsible for setting policies, electing officers, and ensuring the organization’s mission is carried out.

6. Decisions are not based on cost-effectiveness, but rather on more “mission-related” criteria.

7. A nonprofit company measures its productivity not in dollars but in how well it reaches its goals and fulfills its mission.

8. Nonprofit salaries are generally 15 to 20 percent less than for-profit companies.

9. The atmosphere in most nonprofits is more casual and relaxed.

10. Nonprofits often provide experience in many different areas and functions.

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Jobs and Networking Opportunities

Great site! Includes job listings in nonprofits: www.idealist.org

National database of nonprofit organizations: www.guidestar.org

Nonprofit Jobs: www.nonprofit-jobs.org

Opportunity Knocks: www.opportunityknocks.org

DeaconSource: career.opcd.wfu.edu

Young Nonprofit Professionals Network: www.ynpn.org

Nonprofit Career Network: www.nonprofitcareer.com

Electronic Journals/News Sources (many have job posting sites)

Chronicle of Philanthropy: www.philanthropy.com

Philanthropy Journal: www.philanthropyjournal.com

Philanthropy News Digest: http://foundationcenter.org/pnd

Philanthropy News Network Online: www.pnnonline.org

Foundation News and Commentary: www.foundationsnews.org

Nonprofit Online News: http://news.gilbert.org

Society for Nonprofit Organizations: www.snpo.org

Nonprofits—General

Independent Sector: www.independentsector.org

National Council of Nonprofit Associations: www.ncna.org

Foundations

Council on Foundations: www.cof.org

The Foundation Center: http://foundationcenter.org

Washington Grantmakers: www.washingtongrantmakers.org

Nonprofit Management and Consulting

Alliance for Nonprofit Management: www.allianceonline.org

Association of Consultants to Nonprofits: www.acnconsult.org

Fundraising

Association of Fundraising Professionals: www.afpnet.org

Assoc. of Professional Researchers for Advancement: www.aprahome.org

Nonprofit Research Centers/Academic Programs

List of Nonprofit Administration programs: www.gradschools.com/search-programs/non-profit-administration

International (also see International handout)

UN Department of Public Information NGOs: www.un.org/dpi/ngosection/dpingo-directory.asp

USAID: www.usaid.gov
Government Opportunities to Make a Difference

Provides opportunities for Americans of all ages and backgrounds to serve their communities and country through three programs: Senior Corps, AmeriCorps, and Learn and Serve America. Members and volunteers serve with national and community nonprofit organizations, faith-based groups, schools, and local agencies to help meet community needs in education, the environment, public safety, homeland security, and other areas.

Works directly with foster and biological parents, children, and case workers to help shape the services that states provide to vulnerable children and families.

Bureau of Indian Affairs, www.bia.gov
Works with students, parents, and counselors to develop programs that will help more young Native Americans stay in school, succeed in school, and go on to post-secondary education.

Develops and improves programs that provide meals to children and adults in day care centers, nursing homes, Head Start centers, and family day care homes.

Bureau of Primary Health Care, www.bphc.hrsa.gov
Collaborates with community health providers and social service agencies to deliver care to underserved people.

Protects forests, manages wildlife and lakeshores, and presents educational programs about the conservation and use of cultural and natural resources.

Office of Air and Radiation, www.epa.gov/oar/
Develops national programs to improve air quality, control pollution, and ensure that future generations will have clean and healthy air.

Administration on Aging, www.aoa.gov
Protects the rights of vulnerable older persons; develops, coordinates, and manages initiatives and services for elderly citizens; and works to increase the quality and years of healthy life.

Agency for International Development (USAID), www.usaid.gov
Works in less-developed nations on maternal and childcare health programs to help more babies survive beyond the most vulnerable years of childhood and on programs to combat HIV/AIDS and other infectious diseases.

Administers grants for programs to combat hunger and malnutrition, promote sustainable development, and encourage the growth of democratic participation in developing countries.
WFU Can Help You Help Others

Institute for Public Engagement Summer Nonprofit Immersion Program
http://ipe.wfu.edu/student-resources/summer-nonprofit-immersion/

The purpose of this program is to expand the academic and professional development of undergraduate students by exposing them to multiple aspects of the nonprofit sector. The program allows Wake Forest University undergraduate students to connect with the nonprofit sector while reflecting on the sector’s role and their own professional development. Through an integrated program that combines a high quality educational experience with a structured internship placement and vocational reflection, the Summer Nonprofit Immersion offers a unique personal and professional development opportunity through public engagement.

Some of the sites where students have interned include: Experiment in Self Reliance, Community Care Center, The Darryl Hunt Project for Freedom and Justice, Ronald McDonald House, Crisis Control, Children’s Law Center, The Winston-Salem Symphony, The Shalom Project, and The Children’s Museum of Winston-Salem.

The Office of Volunteer Services
www.wfu.edu/studentdev/2volunteer.php

The Office of Volunteer Services is located in Benson 506 and oversees the Volunteer Service Corps (VSC), international and domestic service trips, large scale volunteer events, Campus Kitchen, and leadership development through service initiatives.

VSC is a student run organization dedicated to furthering the University’s motto of “Pro Humanitate” by engaging students, faculty, and staff in meaningful volunteer service. In addition to overseeing large annual events such as Project Pumpkin and DESK, the VSC works hard to connect volunteers to nearly 40 non-profit agencies in the Winston-Salem community.

Go to http://vsc.groups.wfu.edu for more information.

Job Titles

Common entry-level positions in nonprofits include:

- Assistant Director
- Program Analyst
- Fundraising/Development Assistant
- Volunteer Coordinator

Large National Nonprofits

American Cancer Society
American Heart Association
American Red Cross
America’s Second Harvest
Big Brothers/Big Sisters
Boy Scouts of America
Boys & Girls Clubs
CARE
Catholic Charities
City of Hope
Colonial Williamsburg
Ducks Unlimited
Easter Seals
Girl Scouts of the USA
Goodwill Industries
Habitat for Humanity
Lutheran Services
March of Dimes
Metropolitan Museum of Art
Metropolitan Opera
The Nature Conservancy
Planned Parenthood
Public Broadcasting Service
Salvation Army
Shriners Hospitals
Smithsonian Institution
Special Olympics
UNICEF
United Jewish Communities
Urban League
Volunteers of America
World Vision
YMCA
Young Life