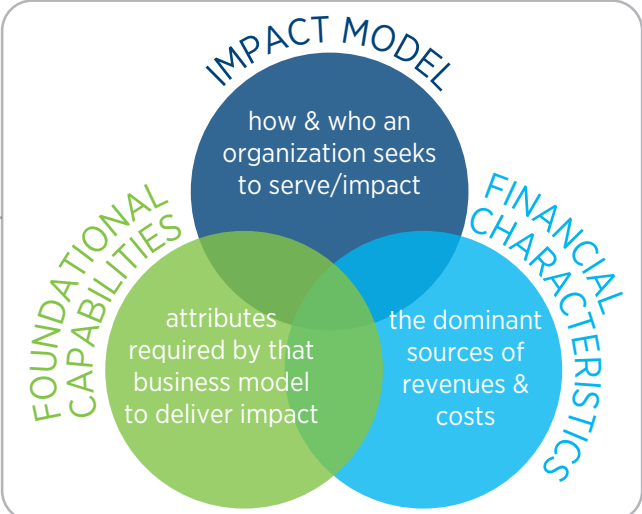
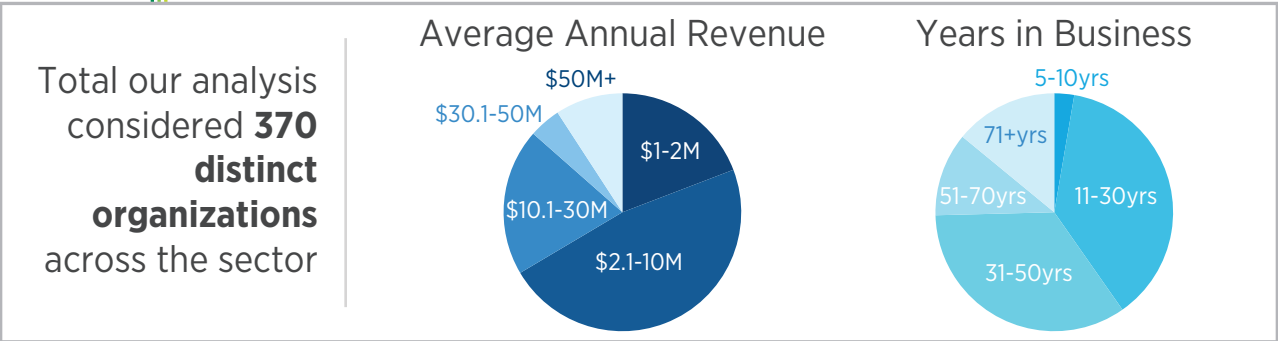
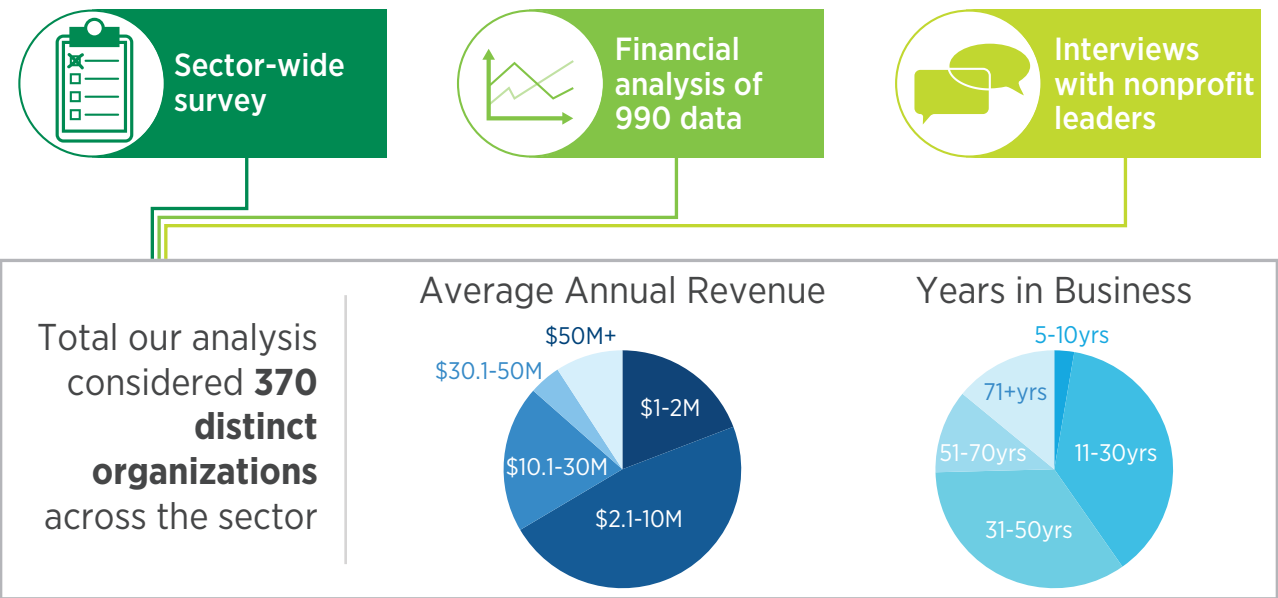


THE COMMON BUSINESS MODELS OF THE NONPROFIT SECTOR

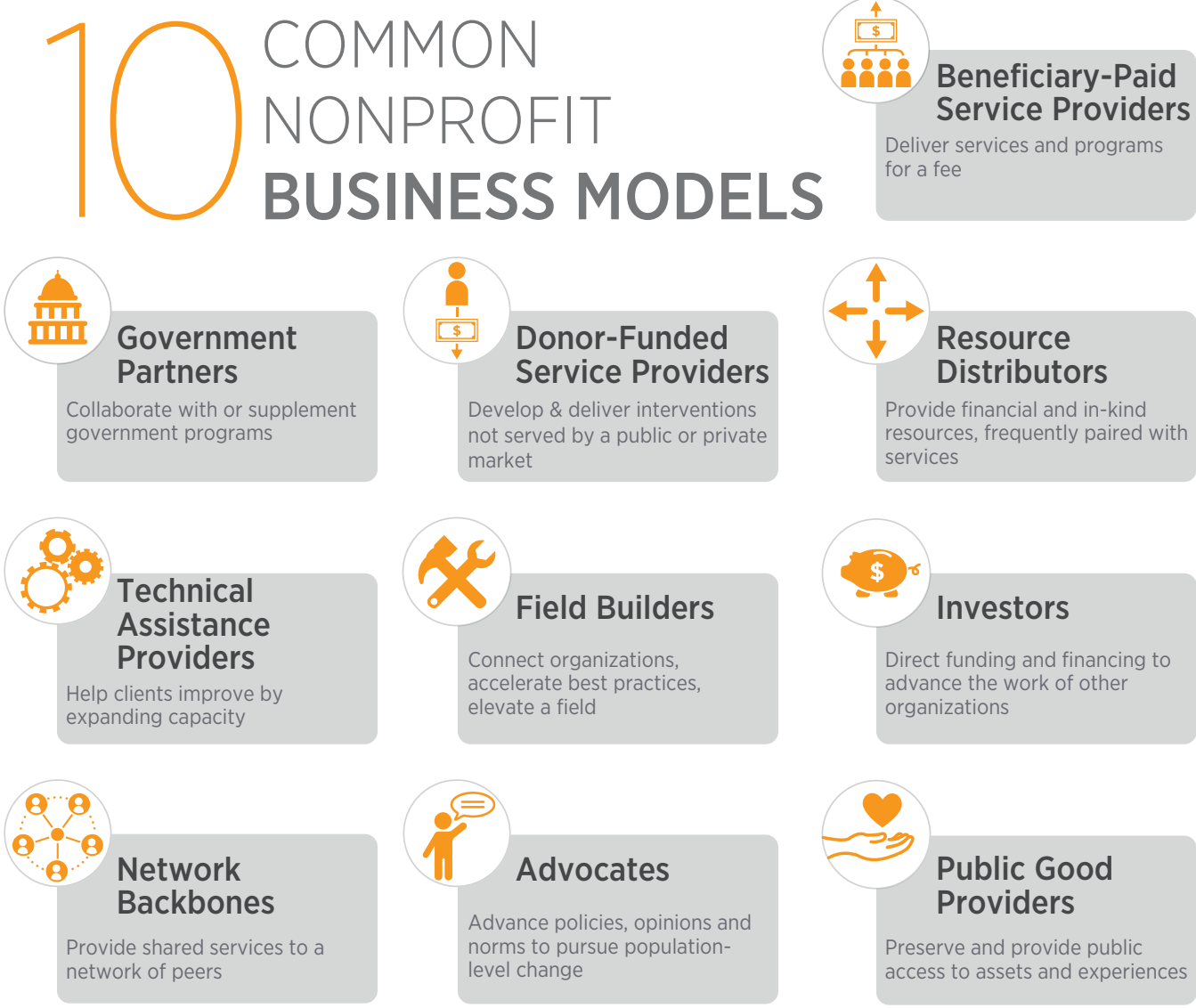
A BUSINESS MODEL IS... the combination of three interdependent and critical components that help a nonprofit achieve its strategic goals and translate resources into outcomes



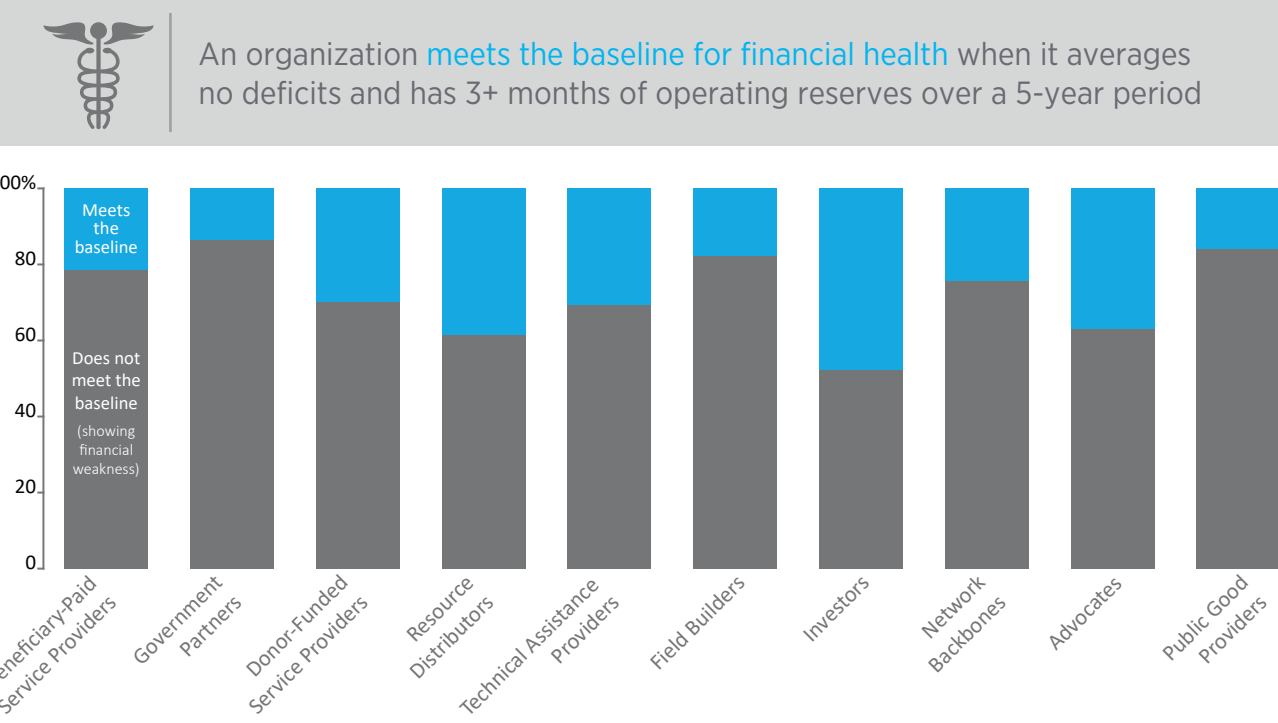
To identify the most common nonprofit business models, we implemented three approaches:



10 COMMON NONPROFIT BUSINESS MODELS



We discovered that nonprofit financial health varied widely by business model



Potential drivers of this variation are:

- Some revenue sources are more unpredictable and volatile (especially challenging in a market where full costs are not always fully reimbursed)
- Some business models require more asset-intensive investments (e.g., capital expenses), reducing an organization's liquidity
- Some capabilities are more costly to develop than others (e.g., IT)

Out of the nonprofits surveyed

