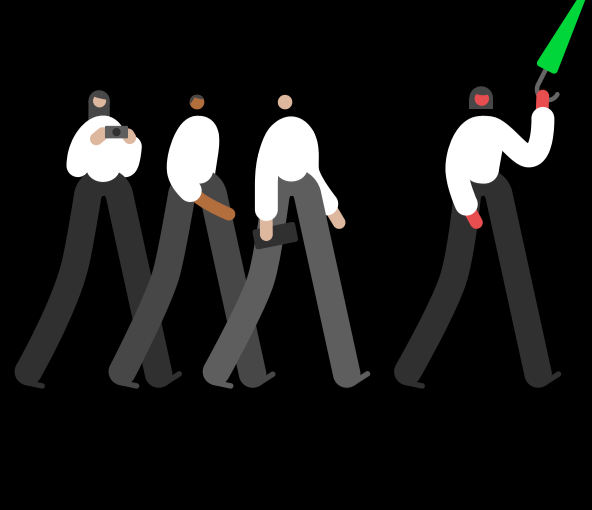


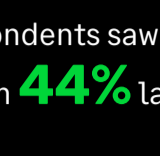
# Nonprofits Lead with Technology to Combat Economic Uncertainty



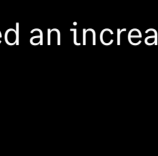
## New research report findings

The 4th annual Nonprofit Technology Trends Survey, sponsored by Sage Intacct, asked over 600 nonprofit finance leaders about their organization, current events, and technology engagement. The results show nonprofit executives are approaching 2023 with caution, while also revealing strategies to ease hiring challenges and economic uncertainty.

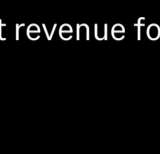
## In 2022...



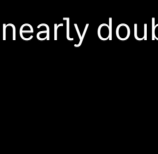
**50%** of respondents saw an increase in revenue, up from **44%** last year.



**37%** experienced an increase of more than **25%**.



**80%** of organizations are forecasting increased or flat revenue for 2023.



**33%** reported that government funding increased in 2022, nearly doubling from 2019.

## Frustrations center around the economy

In the last two years, the survey showed frustrations around changing programming due to the pandemic. This year, program-related concerns disappeared, and economic concerns are now top of mind.

### Top 5 external frustrations for 2023



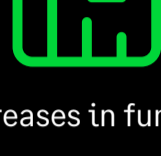
Economic uncertainty



Staffing shortages



Competition for funding



Decreases in funding



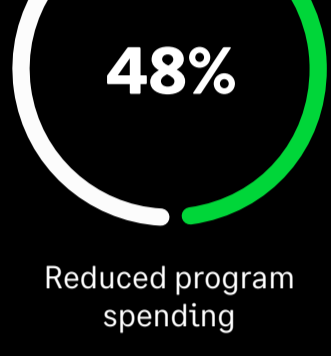
Increased demand for services

## A deep dive into economic uncertainty...

How do you anticipate economic uncertainty will affect your organization?



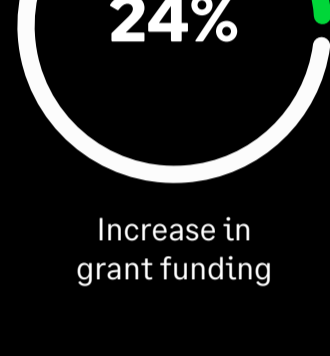
Reduced operations spending



Reduced program spending



Increased demand for services



Increase in grant funding



Investment in automation



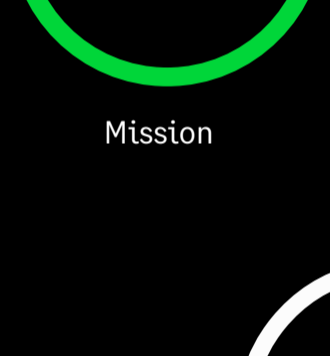
Layoffs

About half of respondents indicate that they expect reduced operations and program spending in 2023 due to economic uncertainty.

## ...and hiring challenges

Heading into 2023, nonprofit executives share how they are getting ahead in this competitive hiring environment.

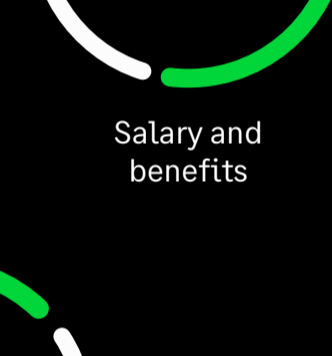
With staffing shortages and hiring challenges, what do you believe attracts candidates to your organization?



Mission



Flexible work environment



Salary and benefits



Leadership



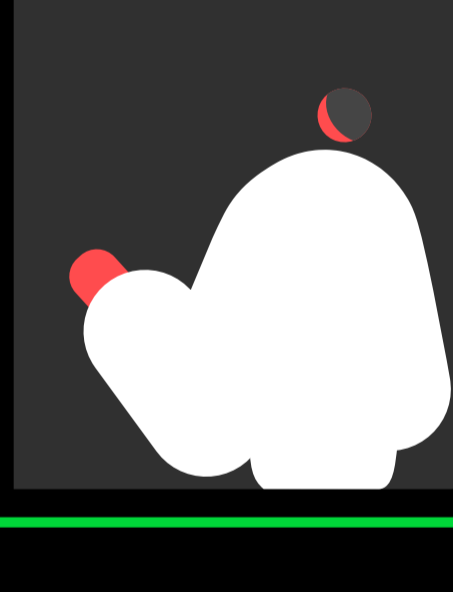
Systems, technology, or automation

## Culture as a competitive advantage

Often culture and reputation give nonprofits a leading edge over for-profit companies. This was echoed by our survey respondents.

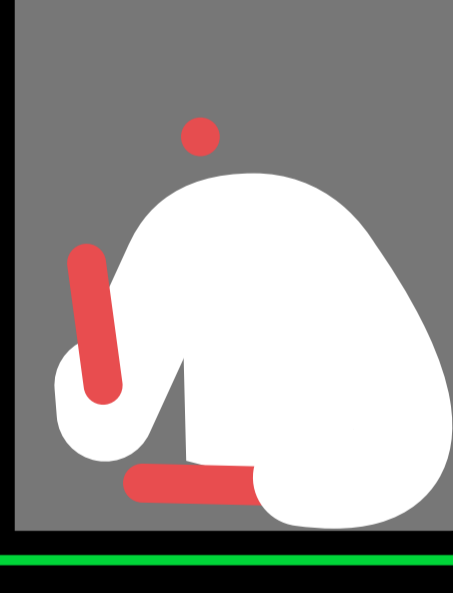
“I would put flexible work environment and systems automation as my #1 and #2 reasons candidates are attracted to our organization.”

Education nonprofit



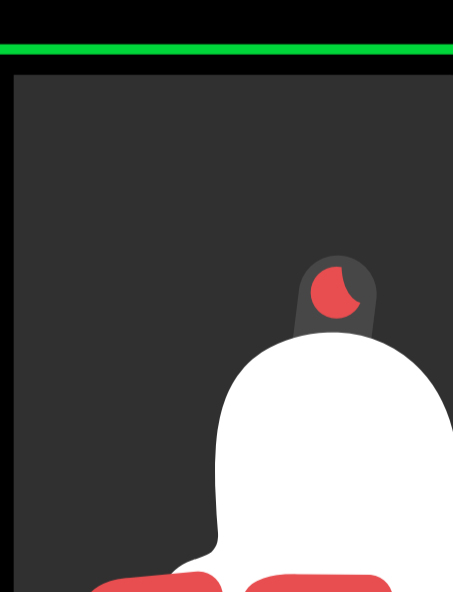
“We have a great mission, good leadership, and are exploring new technology and automation. With good systems in place, we can create a flexible work environment that can be motivating.”

Public benefit nonprofit

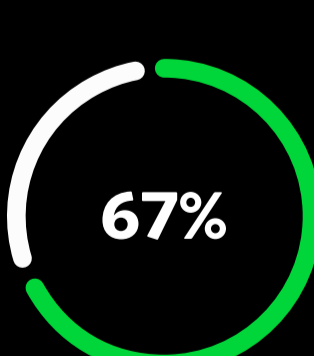


“A combination of our salary, flexibility, and our hours. In addition, our mission and partnerships in the community are also a foundation to why people want to work here.”

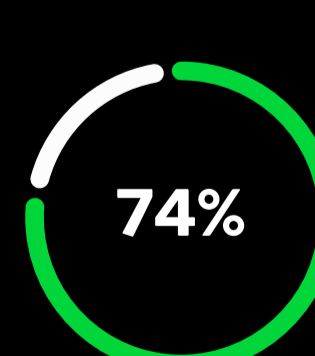
Education nonprofit



## Use technology as a recruiting and retention tool



say they are less likely to accept a position at an organization with older, on-premises technology.



say they are more likely to accept a position at an organization that has modern, cloud-based technology.

Digital transformation can have a strong impact on employee morale. Nonprofits need to leverage modern technology to compete for talent and build a meaningful workplace culture.

## Sage Intacct can help you navigate uncertainty

Navigating uncertainty requires more focus into every aspect of your nonprofit's finances. This means increased visibility into your financial data, greater controls and compliance, and streamlined reporting. Accomplishing these tasks during stressful times is daunting without the use of modern technology.

The Sage Intacct cloud accounting and financial management solution empowers nonprofit finance leaders by streamlining operations, increasing visibility, and giving you the flexibility and efficiency you need to move your mission forward during challenging times.

Learn more at [www.sageintacct.com/nonprofit](http://www.sageintacct.com/nonprofit)