Nonprofits Grow Their Ranks, Add Revenue

$1.7 Billion for OC's 95 Largest Organizations

By SUBRINA HUDSON

Nonprofit organizations in Orange County hit double-digit growth on this year’s Business Journal list, reporting $1.7 billion in revenue for the 12 months ended June 30, up 11% year-over-year. Expenditures increased for the 95 nonprofits on the list by 7.6% to $1.5 billion.

The rankings are based on organizations with at least $3 million in annual revenue and are based on OC or have significant operations in the county. It also includes data on paid staff, volunteer numbers and clients served, though those figures don’t affect the rankings.

Sixty-two nonprofits reported revenue growth, compared with 67 a year ago. Twenty-nine reported decreases, compared with 20 last year. The remaining four are Business Journal estimates.

The list saw the debut of eight organizations: Boys and Girls Club of Central Orange Coast in Irvine, No. 68; The Wooden Floor in Santa Ana, No. 77; CureDucheenne in Newport Beach, No. 79; Pediatric Cancer Research Foundation in Irvine, No. 80; The Leukemia and Lymphoma Society Orange County and Inland Empire Research Chapter in Santa Ana, No. 89; MemorialCare Saddleback

Granite Court: one of several Irvine affordable housing sites from Jamboree Housing. No. 23 on list

Medical Center Foundation in Laguna Hills, No. 90; Mary’s Path in Santa Ana, No. 93; and Grandma’s House of Hope in Santa Ana, No. 94.

The organizations combined to employ 13,589 as of October, up 2.6% year-over-year. The number of volunteers declined by 4.5% to 234,944 as 26 nonprofits reported decreases. Meanwhile, the organizations reported a 6% increase in the number of clients they serve to 9.7 million.

Notables

Orange County Community Foundation moved up one spot to land at No. 1 on the list. The Newport Beach-based organization helps individuals, families and companies partner and fund charitable organizations, and provides grants and resources to nonprofits.

It boosted its revenue by 46.5% to $155 million.

President Shelley Moss said increased contributions over the past year was driven by its ability to convert complex assets such as real estate and private business holdings for charitable purposes, family foundations utilizing OCCF as a strategic partner for their grant-making, and private foundations transitioning into funds at OCCF to reduce their administrative burden.

Its expenses climbed up 32% to $84.9 million, reflecting the grants and scholarships it provides to other charitable organizations, Hoss said. She added that it awarded $79 million to nonprofits worldwide, including those in OC, for the fiscal year ended June 30, 2018. For the top 2% for grant-making among all 780 U.S. community foundations.

No. 2, Goodwill of Orange County in Santa Ana saw its revenue rise to $1.308 million, up 6.7%. Expenses rose by 8% to $131 million. It added 18 employees, bringing its total to 1,647 as volunteers declined from 864 to 493.

President and Chief Executive Nicole Suydam was one of those new hires; she started her post in October.

Suydam said the organization continues to see revenue growth at its retail stores, e-commerce channel and workforce development programs. It opened its 25th Goodwill store in Cypress two months ago. The 13,000-square-foot shop, near Cypress Community College, features the organization’s first drive-thru donation drop-off.

We are planning for growth in 2019 in these core areas of our operation, along with securing more private, philanthropic contributions to support our Tierney Center for Veterans Services and our Rogers A. Severson Fitness & Technology Center," she said in a statement.

Mercy House Living Centers reported the biggest revenue jump by percentage, 76.4% to $15.2 million. The Santa Ana-based nonprofit leapfrogged from No. 49 to No. 33. It also boosted employee count 21.7% to 140 and increased its volunteers from 1,004 to 2,192.

No. 23, Jamboree Housing Corp. in Irvine reported one of the biggest declines. Its revenue decreased by 32.7% to $20.8 million while expenses decreased by 24.1% to $12 million.

The affordable housing provider had a tough crop to match this year. "Jamboree’s year-over-year drop in revenue was the result of a refinement of one of our communities in 2016 which netted an $8 million gain on sale and a beautiful remodel of that property that included infrastructure, ADA and green upgrades to the property," Vice President of Marketing and Communications Mary Jo Goeller said in a statement.

She added that the organization will be busy next year as it has more than 2,400 affordable apartment units in the pipeline, offering monthly rents from $500 to $1,600 for families, seniors, veterans and those living with mental illness and the homeless. It will also celebrate the ground breaking of its newest property, the Santa Ana Veterans Village, next month. It says it will be the county’s largest housing complex for veterans with 75 one- and two-bedroom units and 14,639 square feet of outdoor space and 9,900 square feet of community areas including services such as an employment center, pro bono legal assistance and VA benefits and services.
<table>
<thead>
<tr>
<th>Rank</th>
<th>Nonprofit Name</th>
<th>Nonprofit Address</th>
<th>Company Logo</th>
<th>Revenue for 12 months ended June 30, 2018 (dollars)</th>
<th>Expenses for 12 months ended June 30, 2018 (dollars)</th>
<th>Paid staff in 12 months ended June 30, 2018</th>
<th>Volunteers serving in DC</th>
<th>Nonprofit description</th>
<th>Top local official(s)</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Orange County Community Foundation</td>
<td>2003 MacArthur Blvd., Ste. 510 Newport Beach 92660-9530 Newport Beach Website: oc-cf.org Email: <a href="mailto:info@oc-cf.org">info@oc-cf.org</a></td>
<td><img src="link" alt="Orange County Community Foundation logo" /></td>
<td>$155,440</td>
<td>$149,860</td>
<td>39%</td>
<td>5% change</td>
<td>Partners with individuals, families, foundations, and businesses to fulfill their philanthropic and financial objectives</td>
<td>Shelley Hess president (949) 553-4202 (949) 553-4211</td>
</tr>
<tr>
<td>2</td>
<td>Goodwill of Orange County</td>
<td>410 S. Fairbanks Ct. Santa Ana 92703-3412 Headquarters: Santa Ana Website: goodwillh4.org Email: <a href="mailto:info@goodwillh4.org">info@goodwillh4.org</a></td>
<td><img src="link" alt="Goodwill of Orange County logo" /></td>
<td>$120,857</td>
<td>$131,075</td>
<td>3%</td>
<td>6% change</td>
<td>Helps people who are facing barriers to get and keep jobs</td>
<td>Noelle Strydom CEO (714) 547-0326 (714) 547-6531</td>
</tr>
<tr>
<td>3</td>
<td>Think Together</td>
<td>2510 E. Fourth St., Ste. 200 Santa Ana 92705-3822 Headquarters: Santa Ana Website: thinktogether.org Email: <a href="mailto:thinktogether@santaana.com">thinktogether@santaana.com</a></td>
<td><img src="link" alt="Think Together logo" /></td>
<td>$71,100</td>
<td>$69,900</td>
<td>9%</td>
<td>5% change</td>
<td>Partners with schools to change the odds for kids</td>
<td>Randy Barth President (714) 543-3807 (714) 543-3852</td>
</tr>
<tr>
<td>4</td>
<td>Planned Parenthood of Orange and San Bernardino Counties</td>
<td>700 E. T topped Dr. Orange 92866-3475 Headquarters: Orange Website: ppogo.org Email: <a href="mailto:mailroom@apc.org">mailroom@apc.org</a></td>
<td><img src="link" alt="Planned Parenthood logo" /></td>
<td>$69,900</td>
<td>$67,100</td>
<td>10%</td>
<td>2% change</td>
<td>Reproductive/sexual health care: primary healthcare, women, infants and children nutrition services, preventive care, education programs</td>
<td>Jon Dam CEO (714) 522-4160 (714) 633-4303</td>
</tr>
<tr>
<td>5</td>
<td>Segerstrom Center for the Arts</td>
<td>2057 Town Center Drive, Ste. 810 Costa Mesa 92627-1723 Headquarters: Costa Mesa Website: sc4arts.org Email: <a href="mailto:info@sc4arts.com">info@sc4arts.com</a></td>
<td><img src="link" alt="Segerstrom Center for the Arts logo" /></td>
<td>$64,100</td>
<td>$64,400</td>
<td>5%</td>
<td>0% change</td>
<td>Multi-disciplinary cultural campus committed to artistic excellence, engaging the community through live performances and arts programs</td>
<td>Mark G. Perry/Terrence W. Dwyer Chairman of the board (949) 552-2121 (949) 556-6884</td>
</tr>
<tr>
<td>6</td>
<td>National Christian Foundation</td>
<td>1001 Town Center Drive, Ste. 300 Costa Mesa 92626-1916 Headquarters: Costa Mesa Website: nc4.org Email: <a href="mailto:info@nc4.org">info@nc4.org</a></td>
<td><img src="link" alt="National Christian Foundation logo" /></td>
<td>$60,700</td>
<td>$60,100</td>
<td>11%</td>
<td>0% change</td>
<td>Charitable giving planning for Christian families, churches and professional advisors</td>
<td>Bryan Felker/Jim Johnson President/Treasurer of the board (949) 269-0820 (949) 269-9129</td>
</tr>
<tr>
<td>7</td>
<td>Second Harvest Food Bank of Orange County</td>
<td>26740 Orange Ave Irvine 92618-2335 Headquarters: Irvine Website: foodbank.org Email: <a href="mailto:communications@foodbank.org">communications@foodbank.org</a></td>
<td><img src="link" alt="Second Harvest Food Bank of Orange County logo" /></td>
<td>$60,800</td>
<td>$59,600</td>
<td>14%</td>
<td>5% change</td>
<td>Goal is to close the meal gap to end hunger in Orange County, selects food funds and volunteer help to keep 250,000 men, women and children each month through a network of 250 community partners located in every city in the county</td>
<td>Dave Colley CEO (949) 633-2809 (949) 633-6700</td>
</tr>
<tr>
<td>8</td>
<td>Olive Crest</td>
<td>11733 E. Fourth St., Ste. 300 Santa Ana 92705-3819 Headquarters: Santa Ana Website: olivcrest.org Email: <a href="mailto:info@olivcrest.org">info@olivcrest.org</a></td>
<td><img src="link" alt="Olive Crest logo" /></td>
<td>$56,700</td>
<td>$56,500</td>
<td>10%</td>
<td>0% change</td>
<td>Preventing child abuse, treating and educating at-risk children, and helping to preserve families</td>
<td>Donald Verkes CEO (714) 543-0437 (714) 543-5463</td>
</tr>
<tr>
<td>9</td>
<td>Orange County Food Bank</td>
<td>26740 Orange Ave Irvine 92618-2335 Headquarters: Irvine Website: ocfoodbank.org Email: <a href="mailto:info@ocfoodbank.org">info@ocfoodbank.org</a></td>
<td><img src="link" alt="Orange County Food Bank logo" /></td>
<td>$43,300</td>
<td>$43,300</td>
<td>0%</td>
<td>0% change</td>
<td>Provides early education programs that promote children’s school readiness in the areas of language and cognitive development, early reading, science, mathematics, social skills, health and physical development</td>
<td>Colleen Vose PhD, CEO (949) 241-8610 (949) 480-7811</td>
</tr>
<tr>
<td>10</td>
<td>YMCA of Orange County</td>
<td>13071 Newport Blvd, Ste. 100 Tustin 92780-7705 Headquarters: Tustin Website: ymcaoc.org Email: <a href="mailto:info@ymcaoc.org">info@ymcaoc.org</a></td>
<td><img src="link" alt="YMCA of Orange County logo" /></td>
<td>$43,000</td>
<td>$43,100</td>
<td>11%</td>
<td>2% change</td>
<td>Provides programs and opportunities for youth development, healthy living and social responsibility</td>
<td>Jeff McRobb CEO (714) 549-9625 (714) 839-5976</td>
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<tr>
<td>11</td>
<td>CHOC Children’s Foundation</td>
<td>131 W. La Veta Ave. Orange 92868-4020 Headquarters: Orange Website: chcchildren.org Email: <a href="mailto:info@chcchildren.org">info@chcchildren.org</a></td>
<td><img src="link" alt="CHOC Children’s Foundation logo" /></td>
<td>$42,500</td>
<td>$30,100</td>
<td>18%</td>
<td>5% change</td>
<td>Nonprofit supporting CHOC Children’s Hospital</td>
<td>Douglas Corbin President/Development officer (714) 509-8080 (714) 509-8380</td>
</tr>
<tr>
<td>12</td>
<td>Orange Catholic Foundation</td>
<td>12601 Chapman Ave. Garden Grove 92840-4414 Headquarters: Garden Grove Website: orangecatholicfoundation.org Email: <a href="mailto:info@orangecatholicfoundation.org">info@orangecatholicfoundation.org</a></td>
<td><img src="link" alt="Orange Catholic Foundation logo" /></td>
<td>$39,000</td>
<td>$43,200</td>
<td>5%</td>
<td>8% change</td>
<td>Raising, manages, grows, and grants funds to support Catholic parishes, schools, and programs for benefit of 131 million Catholics in the Diocese of Orange</td>
<td>Cynthia Bobik President/Executive Director (714) 323-9021 (714) 232-2016</td>
</tr>
<tr>
<td>13</td>
<td>Giving Children’s Hope</td>
<td>8302 Commonwealth Ave. Brea Park 92627-1026 Headquarters: Brea Park Website: givingchildrenshope.org Email: <a href="mailto:info@givingchildrenshope.org">info@givingchildrenshope.org</a></td>
<td><img src="link" alt="Giving Children’s Hope logo" /></td>
<td>$36,900</td>
<td>$39,000</td>
<td>0%</td>
<td>2% change</td>
<td>Faith-based partner providing sustainable hope through wellness programs and disaster response in local and global communities</td>
<td>Joe Schowengerdt/CEO (949) 553-4454 (714) 523-4474</td>
</tr>
<tr>
<td>14</td>
<td>Orange County Rescue Mission Inc</td>
<td>170 S. Hope Drive Tustin 92680-4011 Headquarters: Tustin Website: rescuemission.com Email: <a href="mailto:info@rescuemission.com">info@rescuemission.com</a></td>
<td><img src="link" alt="Orange County Rescue Mission Inc logo" /></td>
<td>$31,900</td>
<td>$31,600</td>
<td>0%</td>
<td>3% change</td>
<td>Offers one-on-one and group counseling, food, clothing, job training, clean shelter, hot food, clean clothing, healthcare services, dental services, housing, chaplaincy services, legal services, mental health services and independent living to move clients toward self-sufficiency with a commitment to self-sufficiency</td>
<td>James Jim Palmer CEO/President (714) 247-4300 (714) 259-4451</td>
</tr>
<tr>
<td>15</td>
<td>MIND Research Institute</td>
<td>111 Academy Dr., Suite 100 Irvine 92617-3046 Headquarters: Irvine Website: metagenome.org Email: <a href="mailto:info@mindresearch.org">info@mindresearch.org</a></td>
<td><img src="link" alt="MIND Research Institute logo" /></td>
<td>$30,000</td>
<td>$29,700</td>
<td>8%</td>
<td>2% change</td>
<td>Mission is to ensure that all students are mathematically equipped to solve the world’s most challenging problems</td>
<td>Brett Winklerberg CEO (949) 345-8700</td>
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</tbody>
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