



2020 Charities Registry Snapshot

December 2020

Charities

12,974 Charities are registered in Colorado, and of those...

12,378 (95.4%) are 501(c)(3) **268 (2.1%)** are 501(c)(4)

8,133 charities with a Colorado principal office address

7,899 charities formed in Colorado



86% of Colorado charities total spending is devoted to program services, consistent to 2019



On average, registered charities spend **7.7 cents** to raise a dollar, **0.5 cents less** than 2019

Paid Solicitors

95 Paid Solicitors are registered in Colorado



19 (20%) of paid solicitors have a Colorado principal office address and were formed in Colorado, a 3% increase over 2019

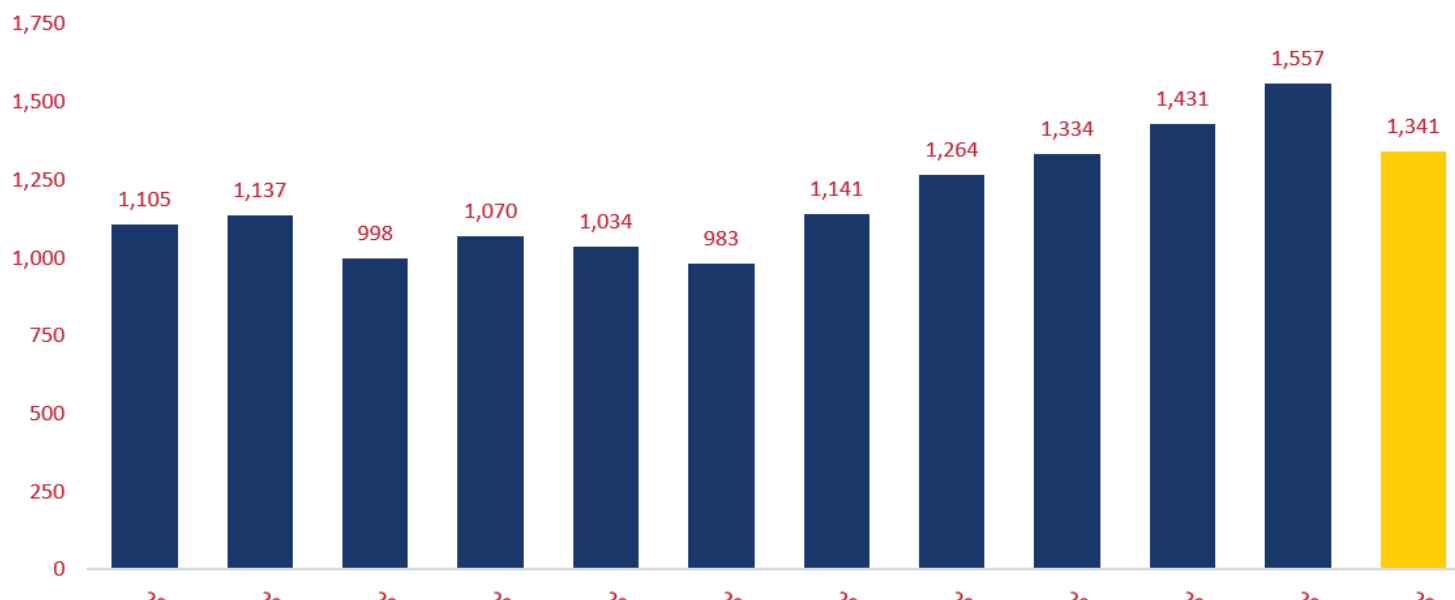
Professional Fundraising Consultants

37 Professional Fundraising Consultants are registered in Colorado

15 (40.5%) professional fundraising consultants have a Colorado principal office address and were formed in Colorado

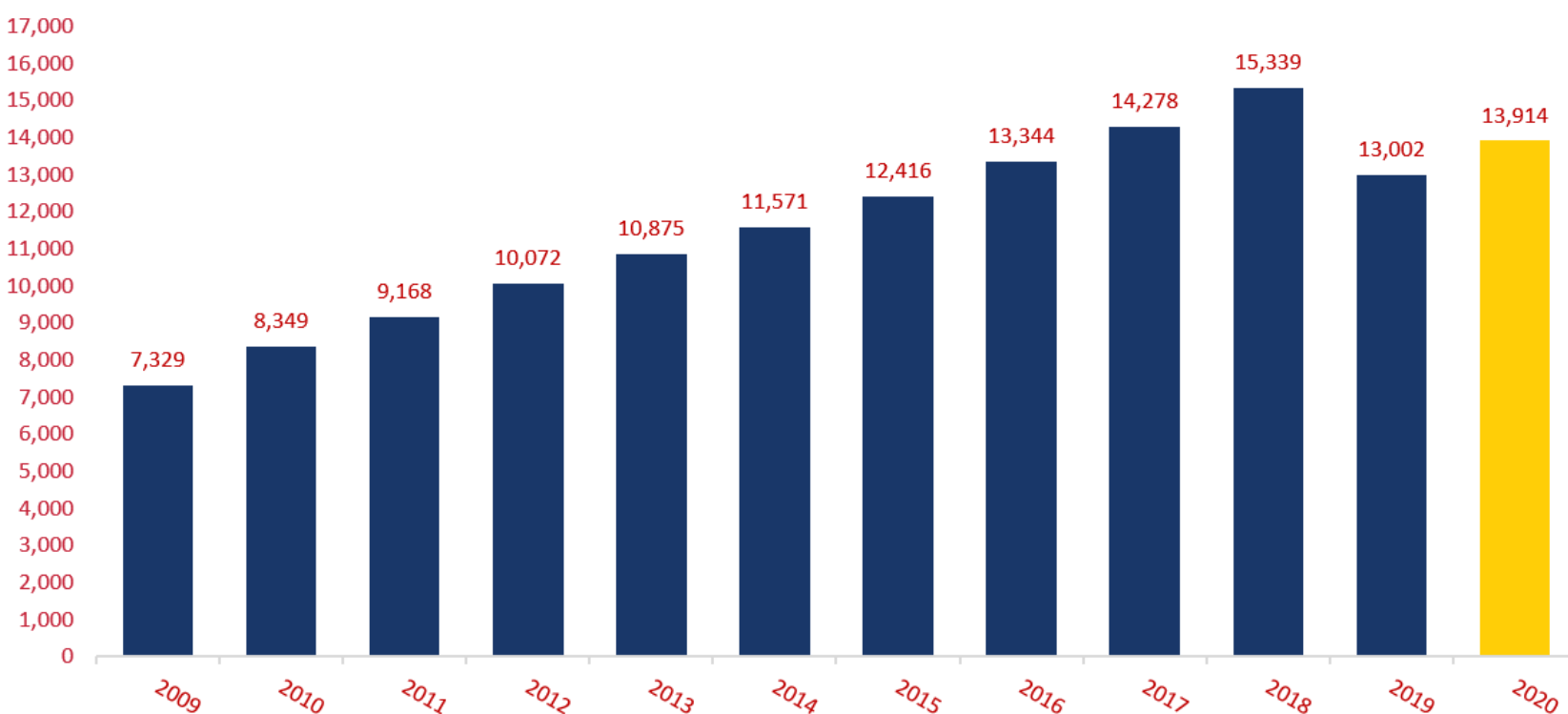


Initial registrations decreased 13.9% from the previous fiscal year ending 6/30/2020



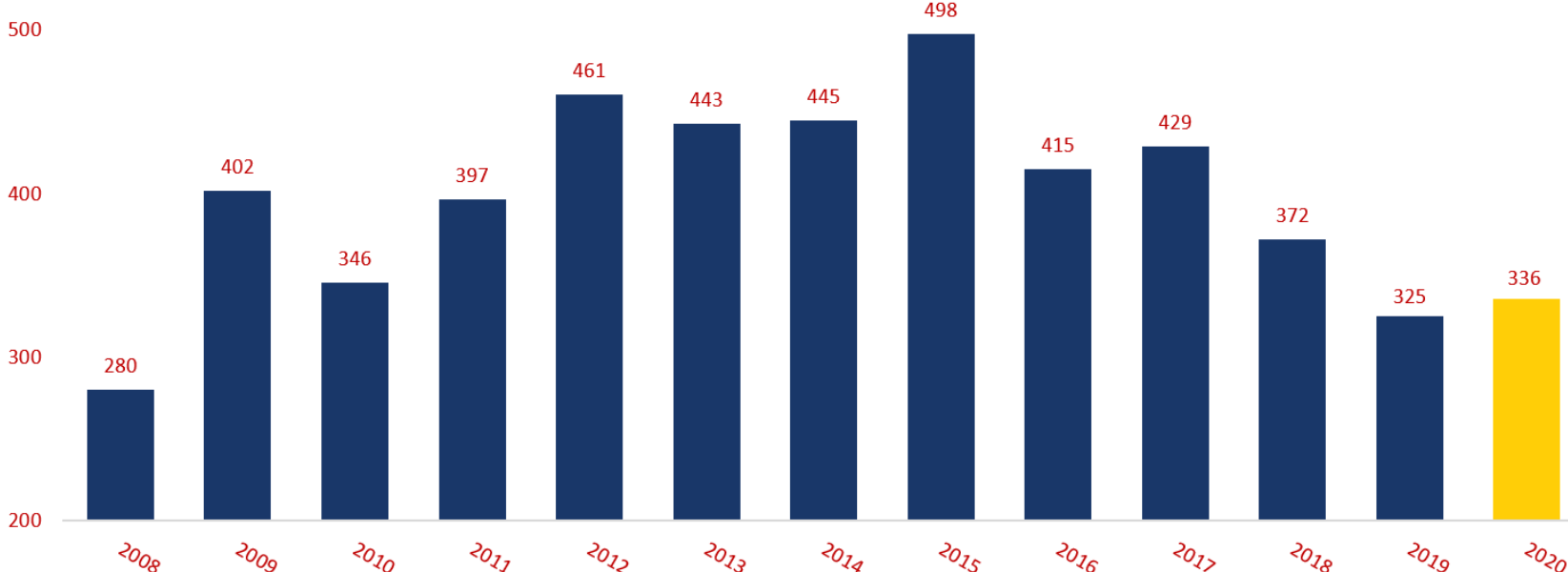
This chart shows the number of charities registering with the Secretary of State for the first time. Initial registrations decreased 13.9% in the fiscal year ending 6/30/2020.

Registered charities increased 7% from the previous fiscal year ending 6/30/2020



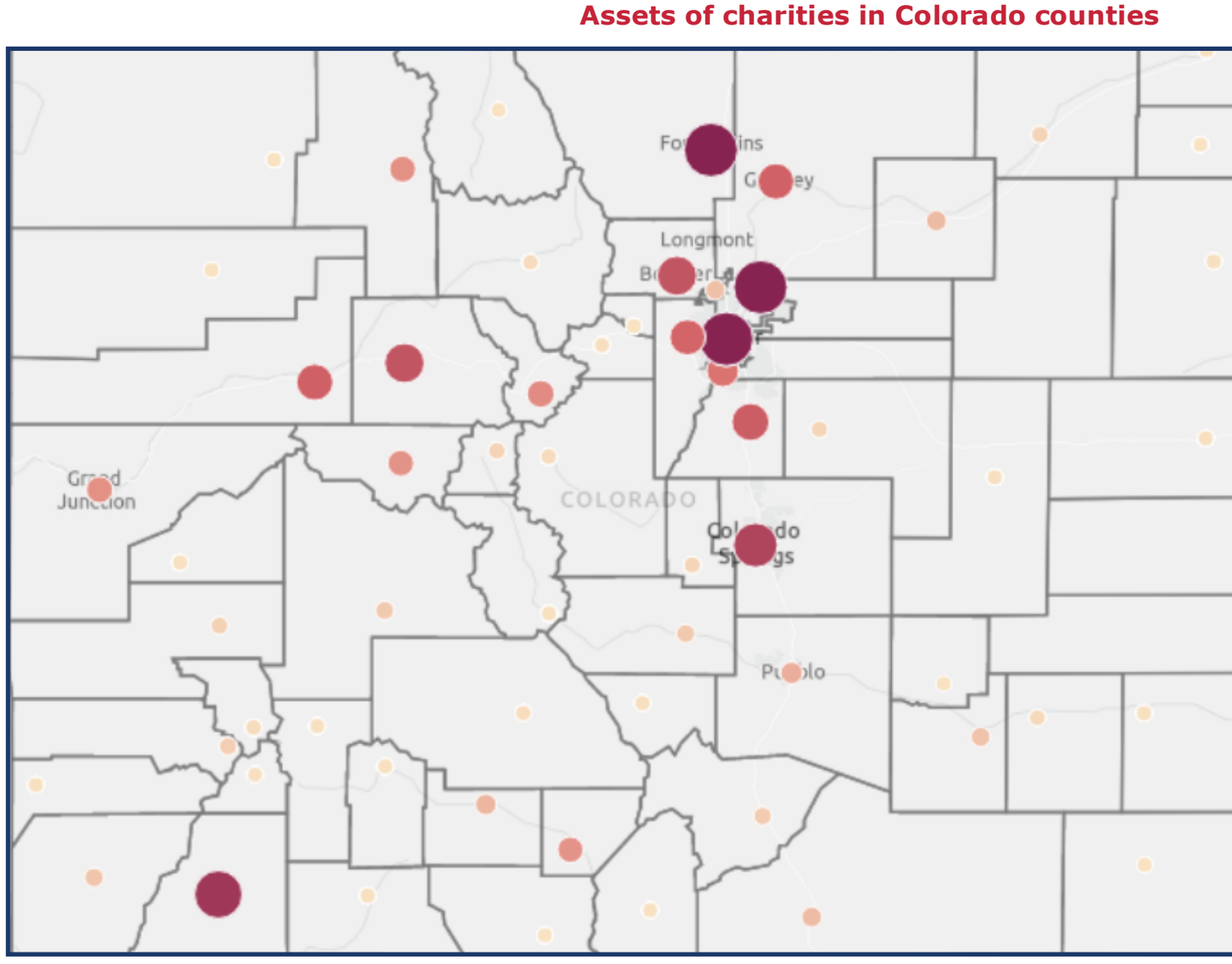
The 2019 drop is not attributable to economic forces, but rather to a new view of what constitutes a registered entity. Beginning Oct. 1, 2018, all registrations were allowed to expire after one year, with no presumption that the registration must be maintained until affirmatively withdrawn. Up until that time, organizations whose registrations had been "suspended" for failure to timely renew were still included in the count of registered entities, because many of these would eventually pay their late fees and renew their registrations. Now organizations who allow their registrations to expire are considered unregistered.

3% more campaigns being run by paid solicitors in Colorado

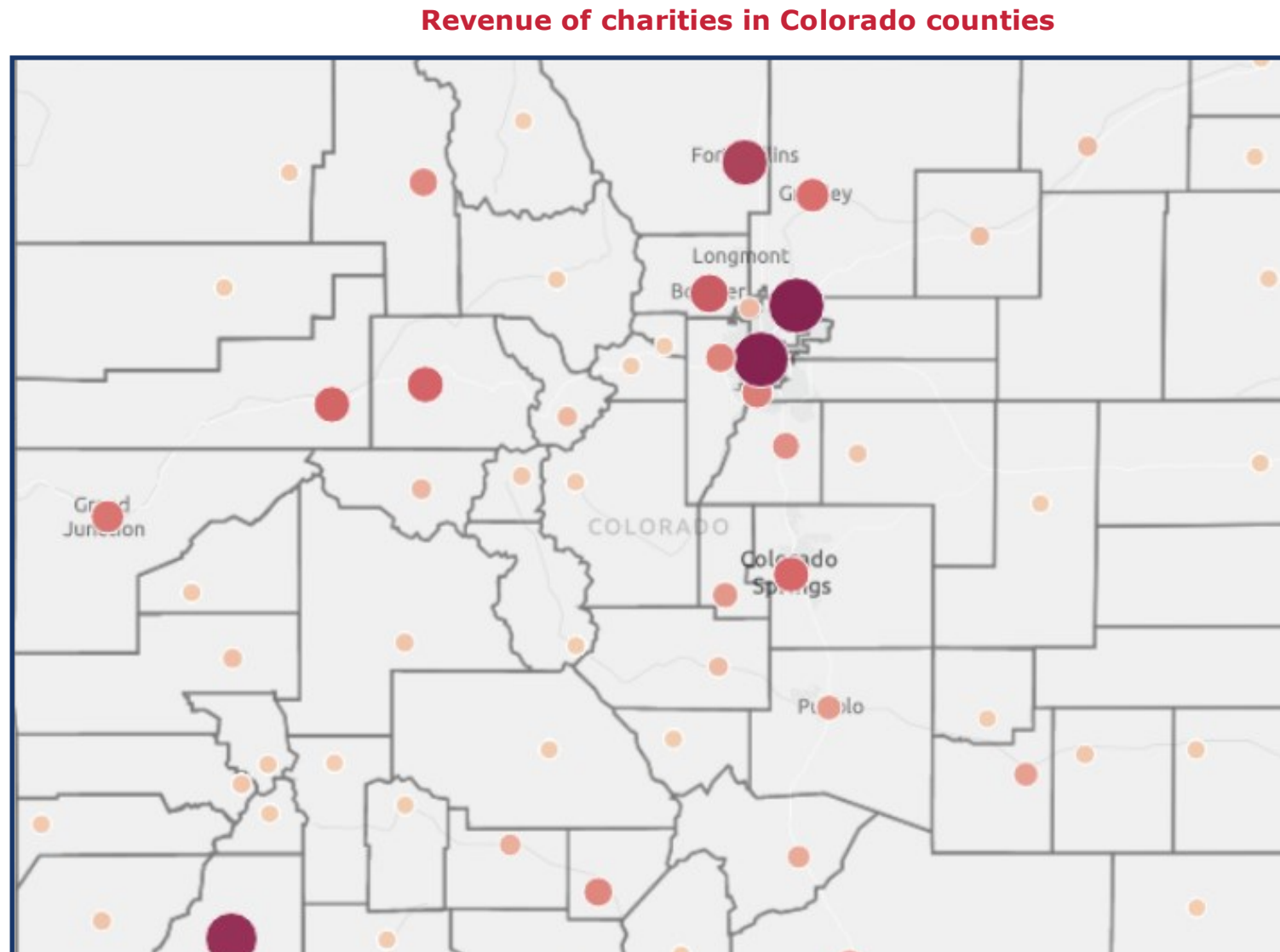


The total number of solicitation campaigns run by paid solicitors increased by 3% from 325 in 2019 to 336 in 2020. This could be attributed to charities turning to more traditional means of raising funds during covid-19 (i.e., telemarketing and direct mail).

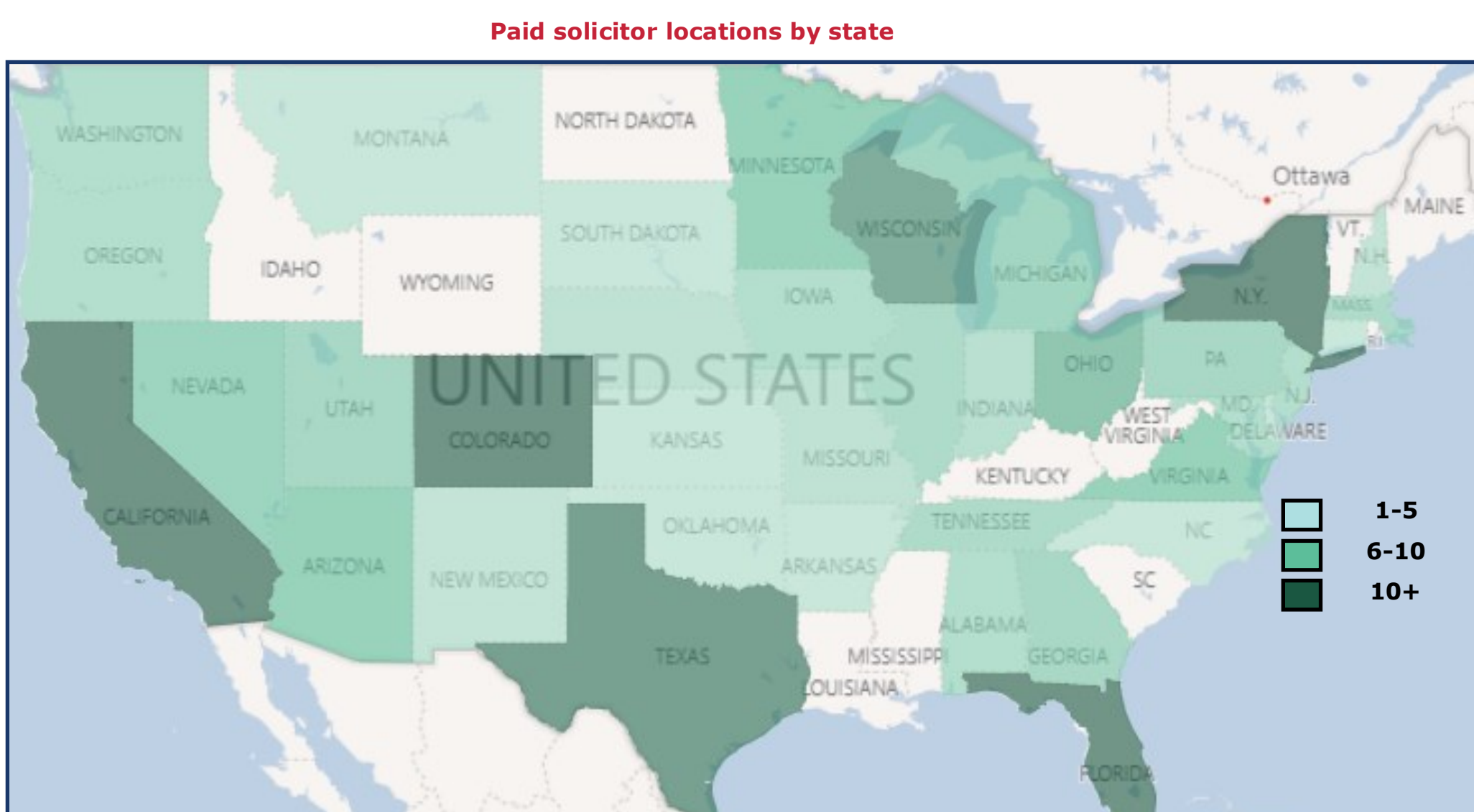
Assets of charities in Colorado counties



Revenue of charities in Colorado counties



Paid solicitor locations by state



Charities locations by state

