

The Hawai'i True Cost Coalition

2025 Funding Impact Survey Report

Methodology

- Survey was distributed to 73 True Cost Coalition member organizations
- Data was collected between September - October 2025

73

CBOs survey was sent to

75.3%

Response Rate

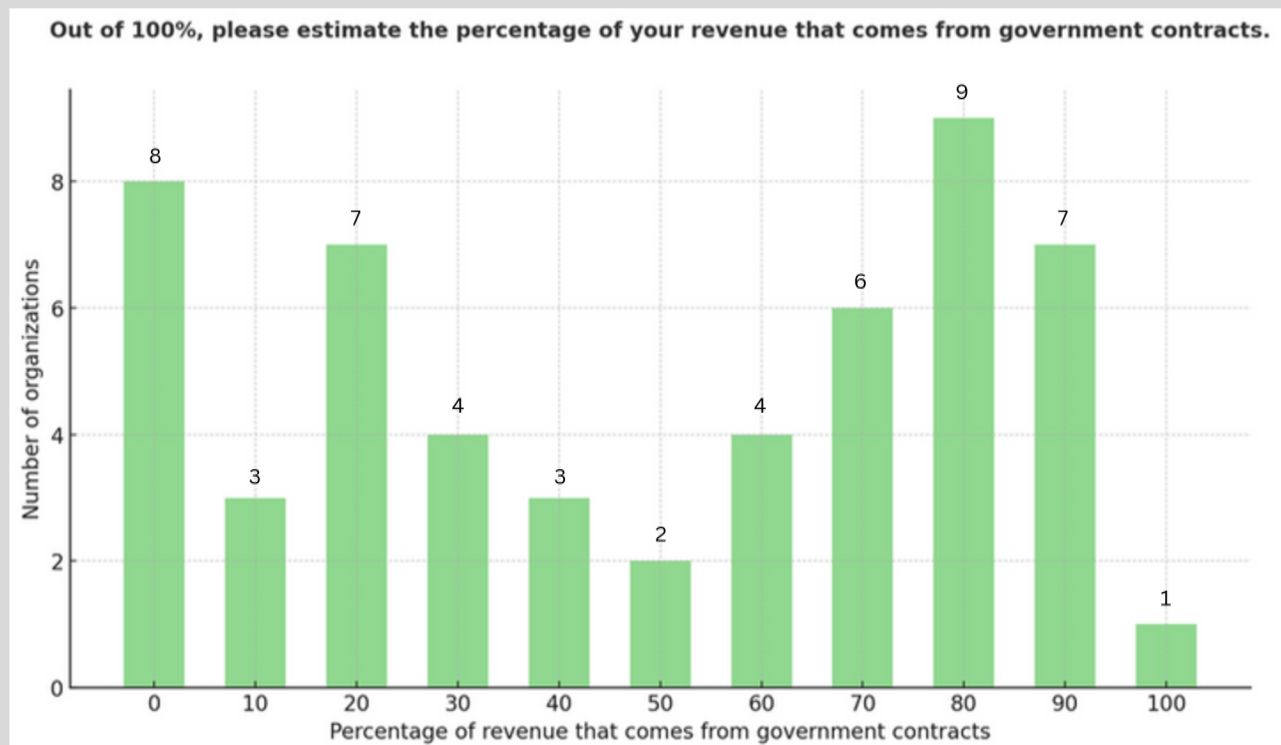
(55 responses/73 total CBOs survey was sent to)

Organizational Profiles & Reach

Core Funding Impact

Future Scenarios & Organizational Outlook

Nearly one-third (31%) of survey respondents rely on government contracts for the majority of their revenue (60% or more).

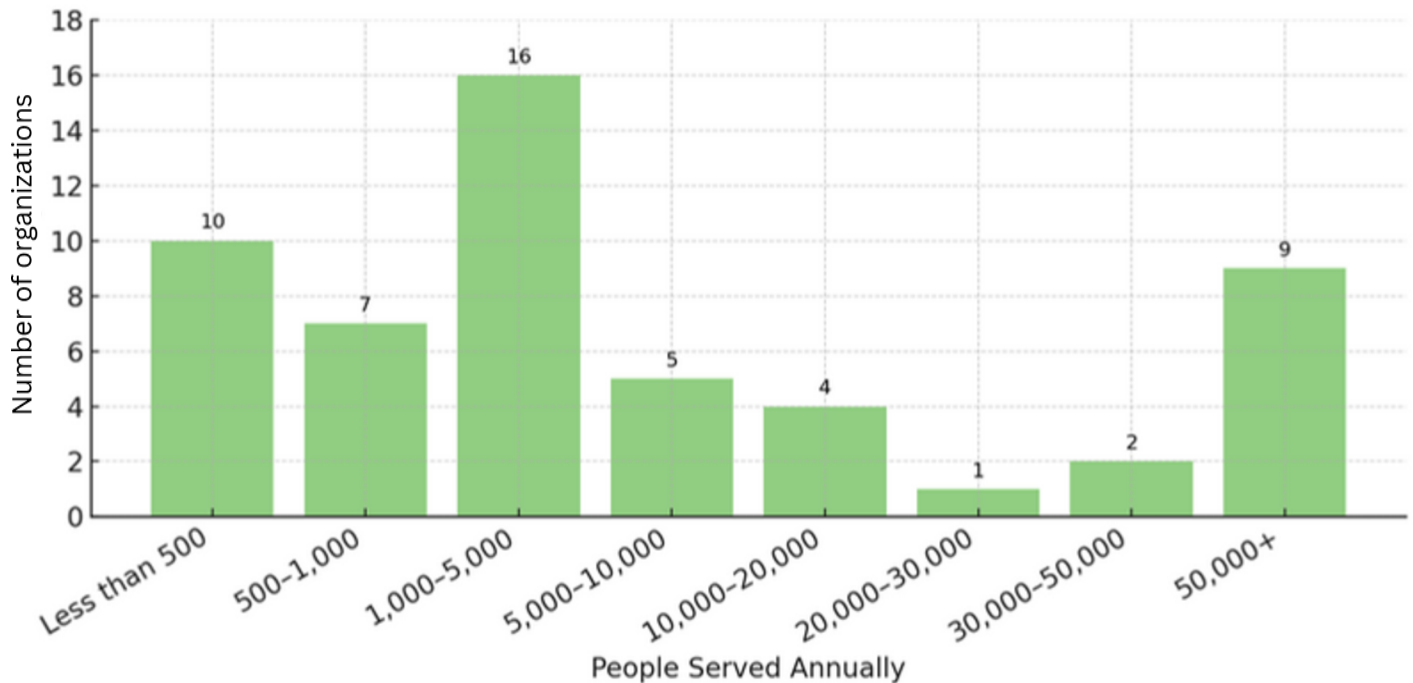


Organizational Profiles & Reach

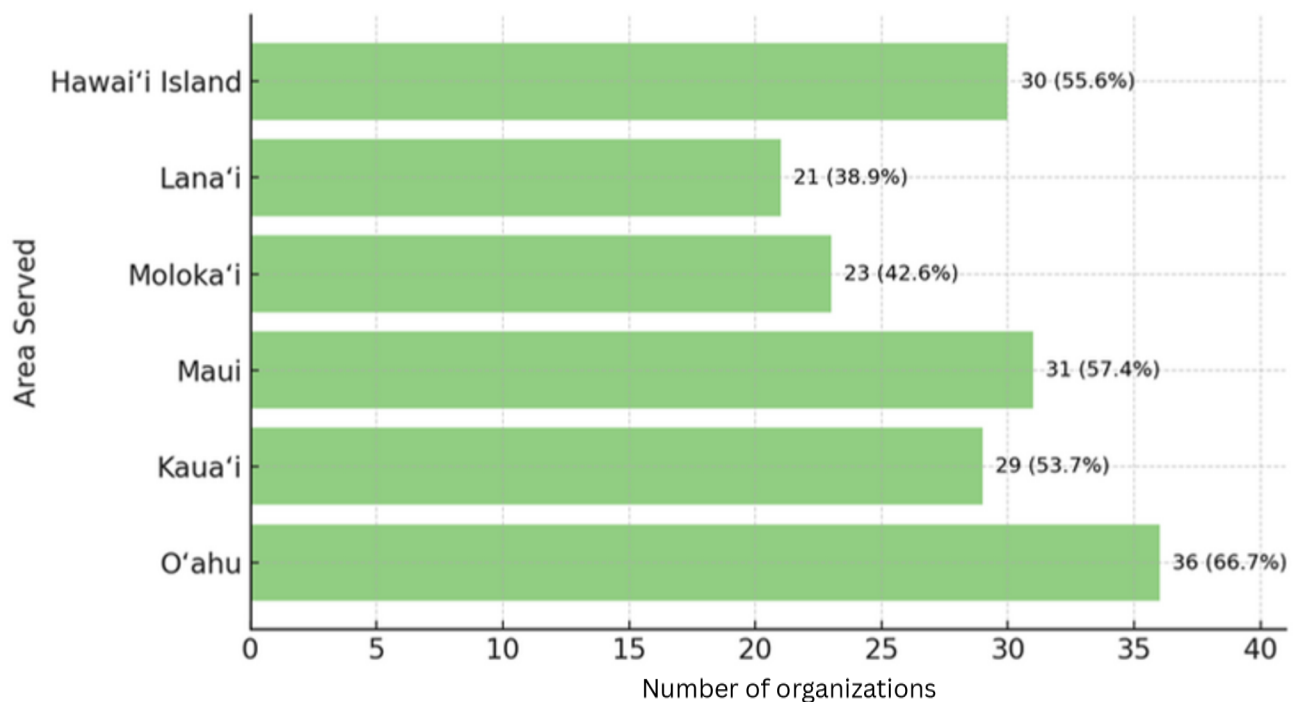
Core Funding Impact

Future Scenarios & Organizational Outlook

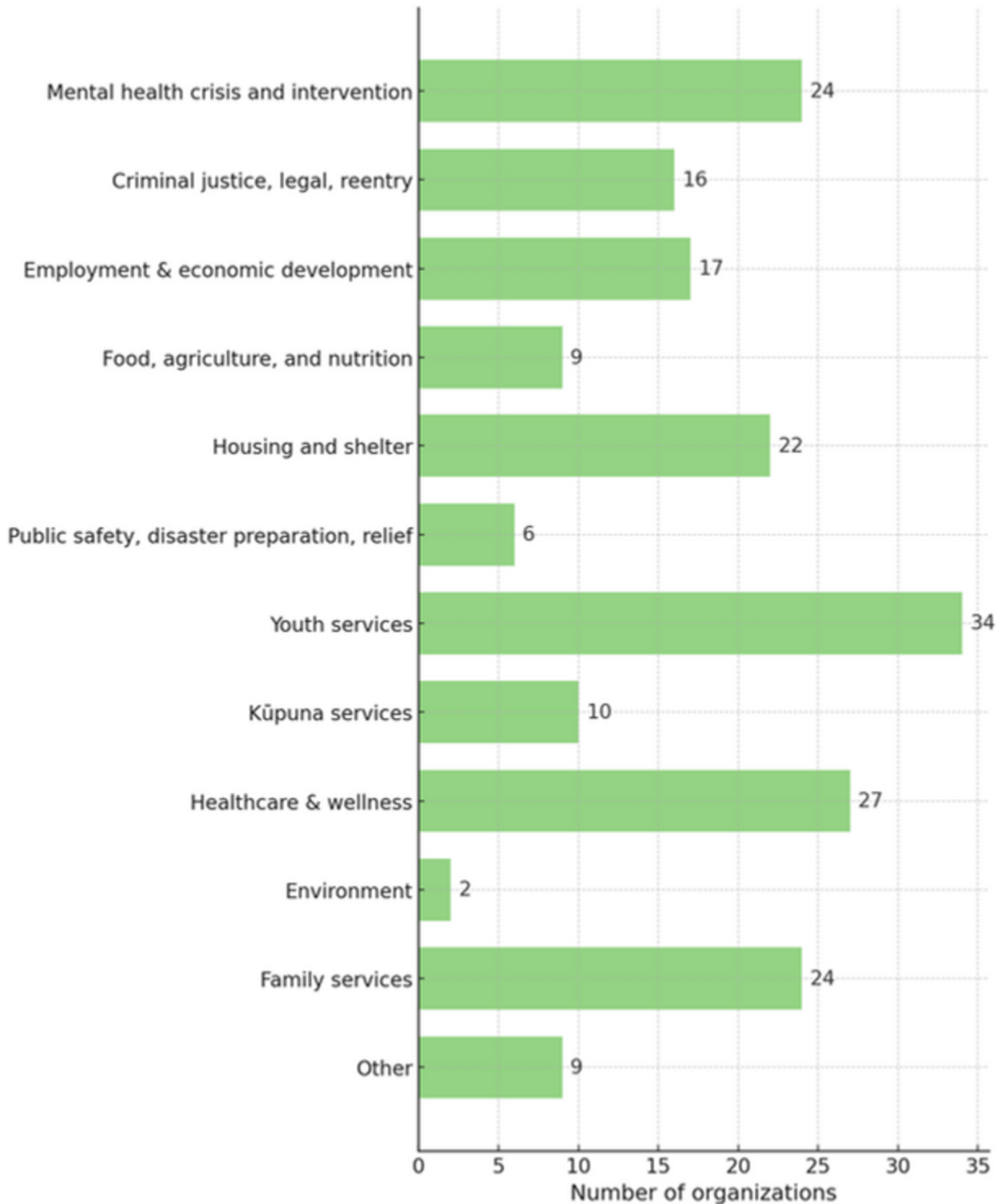
On average, how many people does your organization serve annually?
(Total Responses: 54)



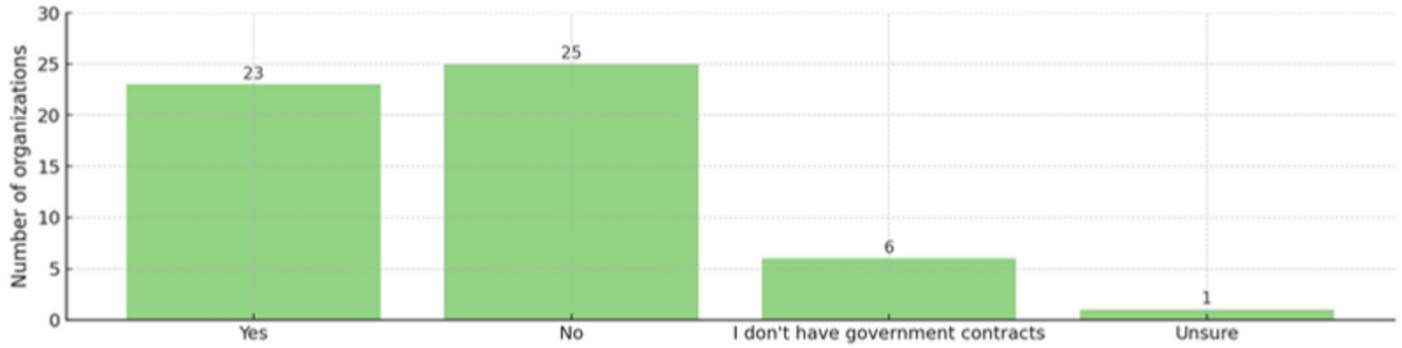
Which area(s) does your organization serve? (select all that apply)
(Total Responses: 54)



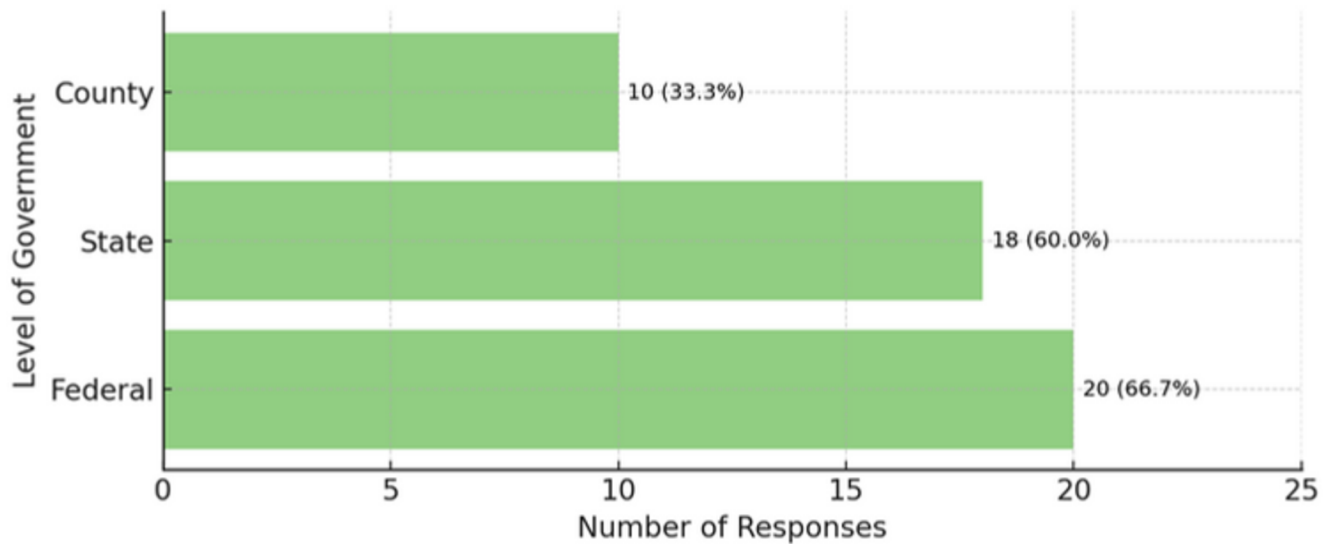
Please indicate your organization's primary areas of service. (select all that apply) (55 responses)



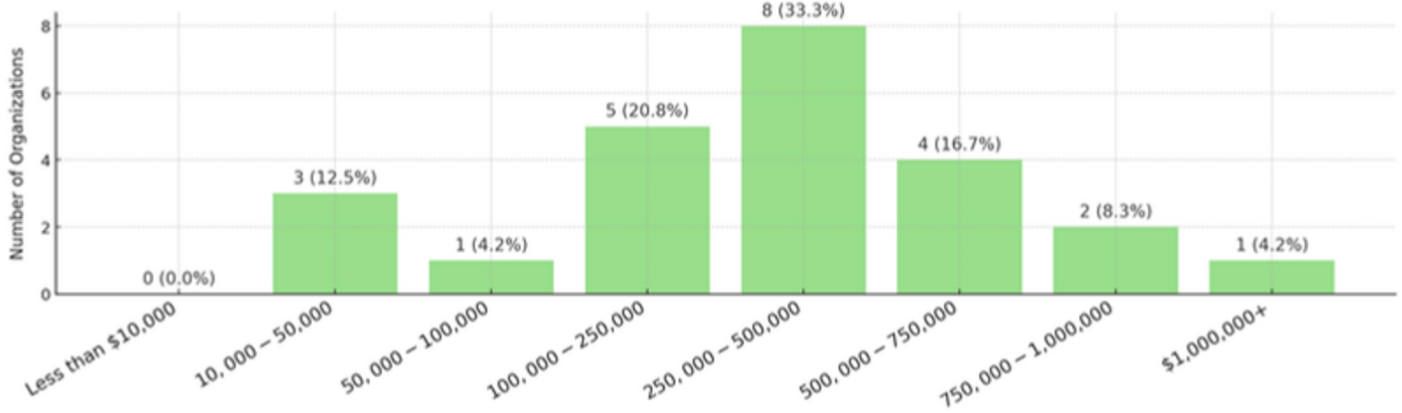
Has your organization's government contracts been cut in the past 3 years? (55 responses)



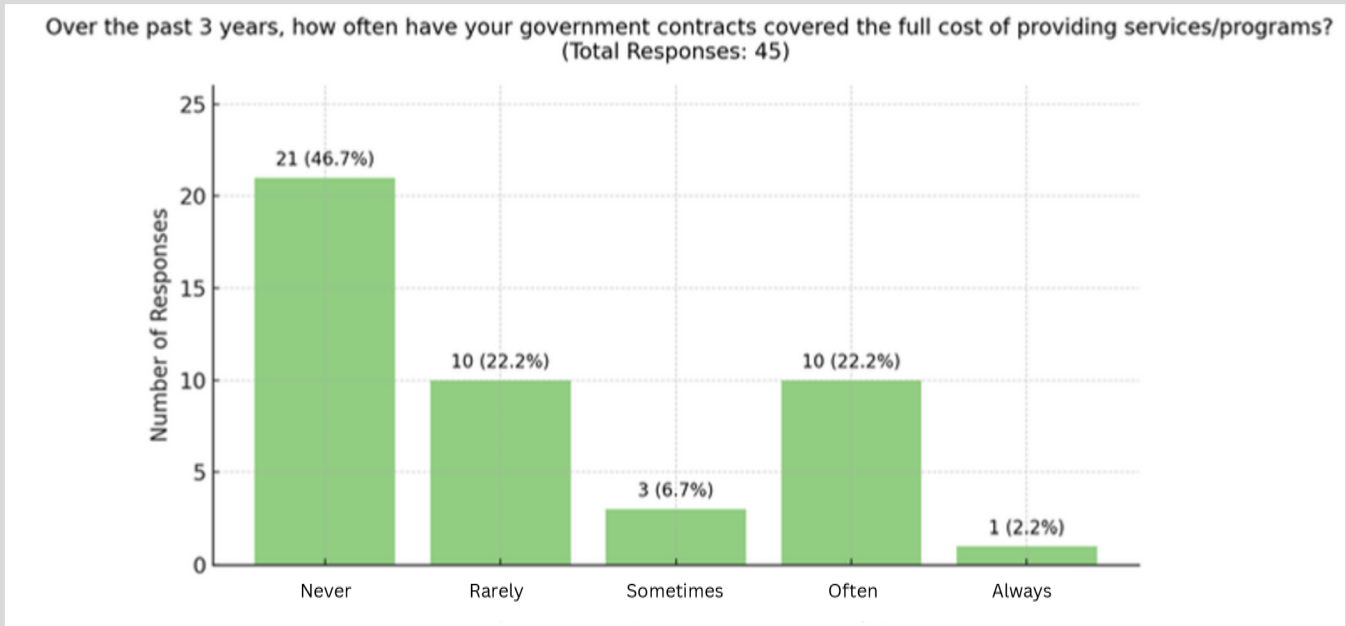
Please specify which level(s) of government you have received contract cuts. (Check all that apply) (Total Responses: 30)



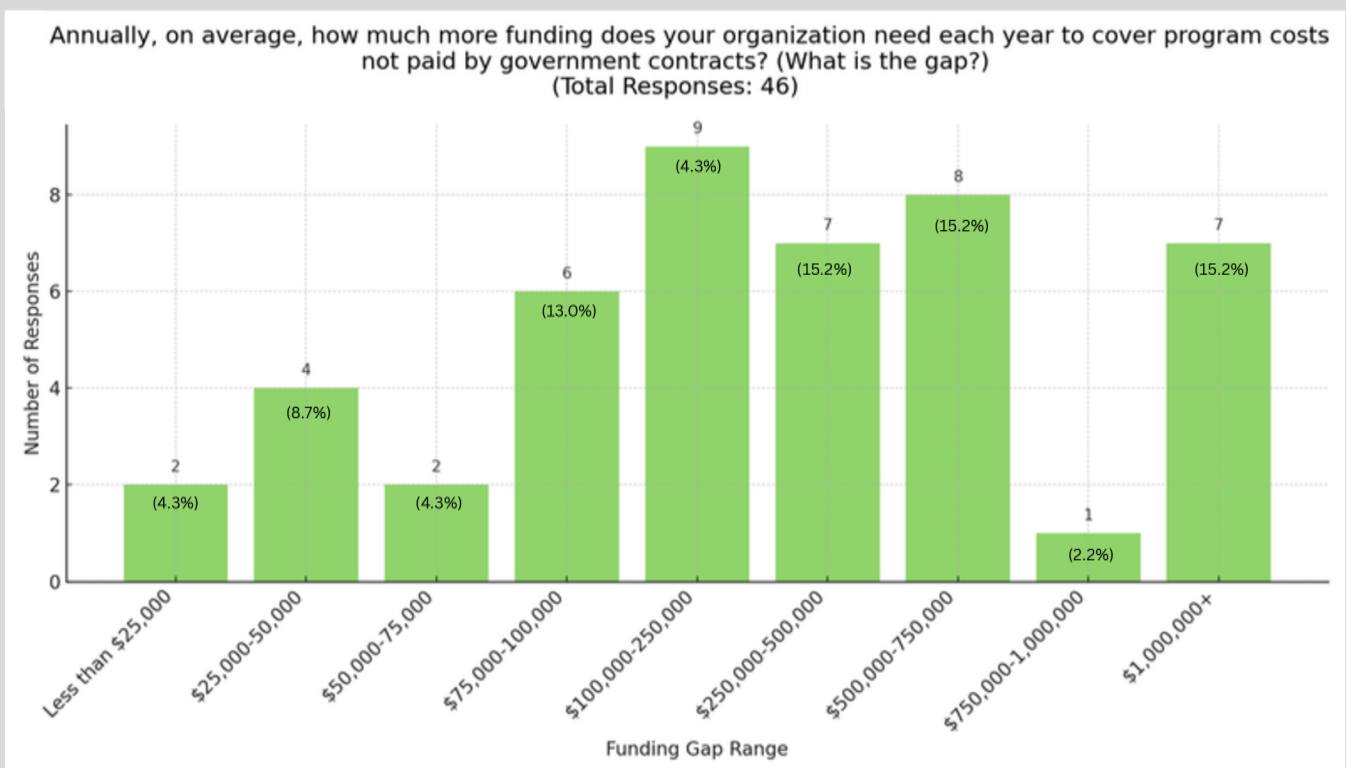
If yes, what is your estimated annual funding loss? (24 responses)



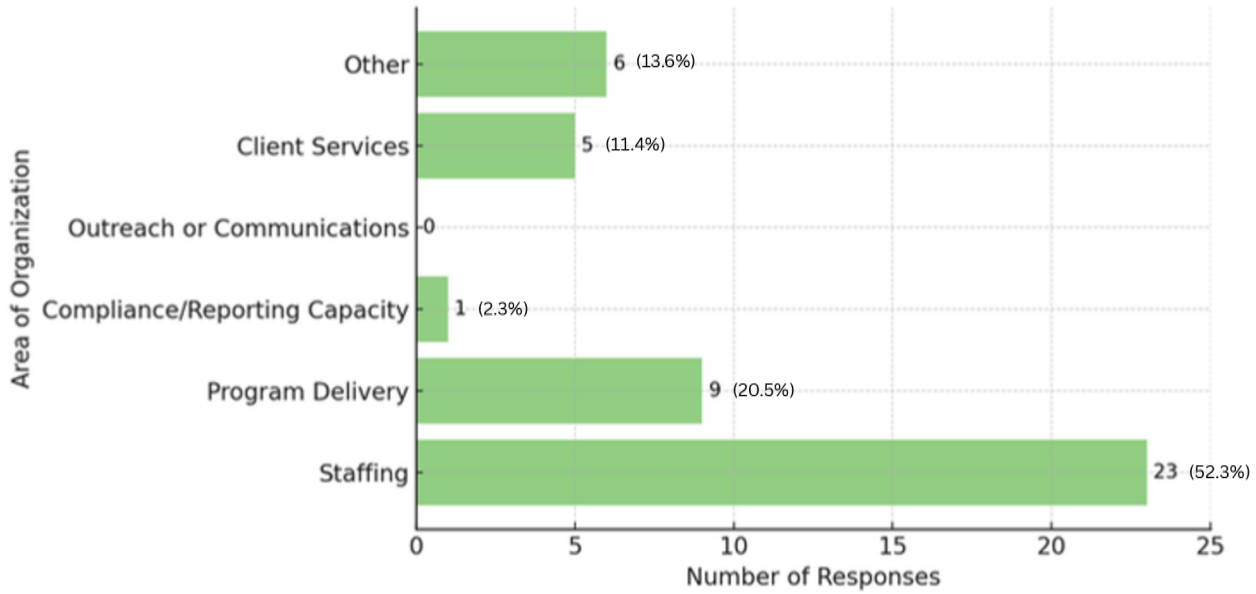
68.9% of survey respondents said that government contracts “never” or “rarely” cover the full costs of providing programs/services



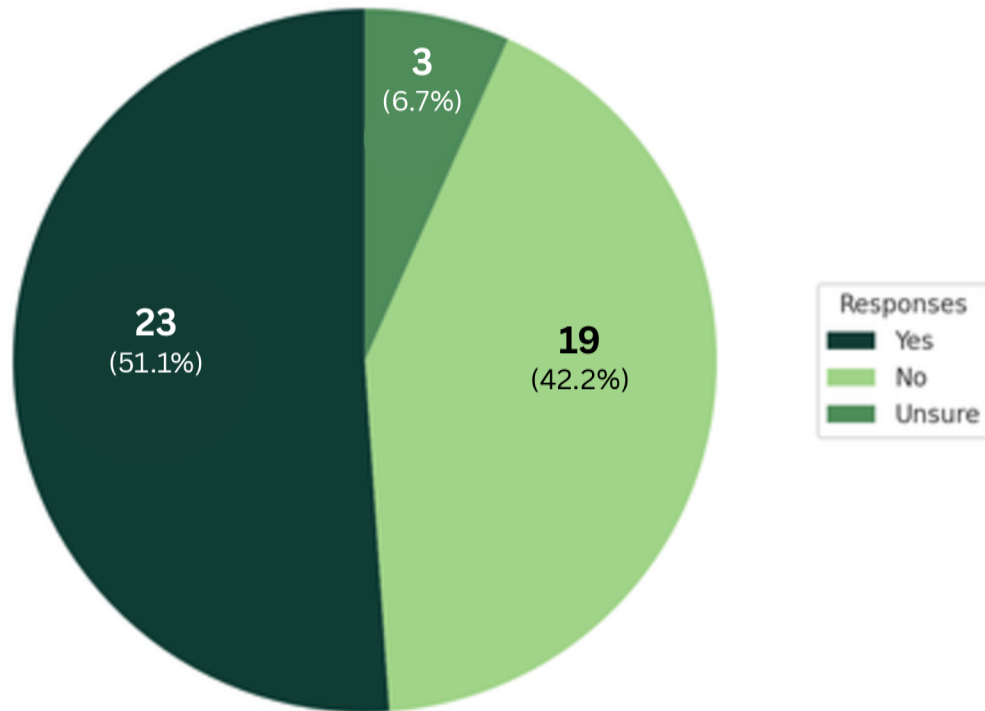
69.6% of survey respondents need over \$100,000 annually to cover program costs not covered by government contracts.



Which area of your organization has been MOST impacted by insufficient contract funding?
(Total Responses: 44)



In the past 3 years, has your organization reduced services/programs and/or the number of people served due to insufficient contract funding?



For the following question, please indicate how often your organization has done the following, over the last 3 years, when past or current government contracts do not cover full program costs.

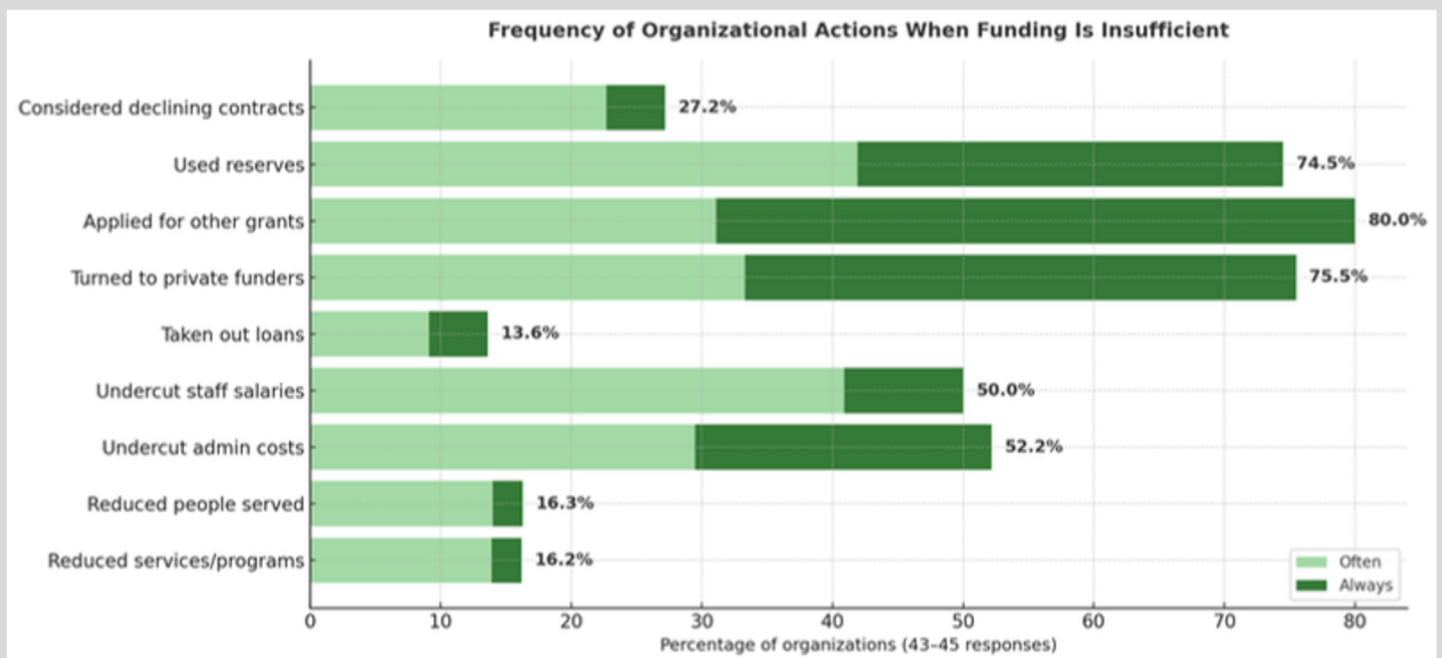
The data reveals how organizations respond to funding shortfalls, showing which cost-saving or gap-filling strategies are most common.

Based on the data, most organizations have taken significant action to manage funding shortfalls from government contracts.

Over half of organizations have often or always resorted to major cost-saving or alternative funding measures – including turning to private funders (75.5%), applying for other grants (80%), and using organizational reserves (74.5%). These findings point to a heavy reliance on external or internal supplemental funding sources to sustain operations.

Additionally, 50% of organizations reported undercutting staff salaries and 52% undercutting administrative costs, indicating that workforce and operational budgets are frequently strained. In contrast, only a small portion (13.6%) have taken out loans, suggesting that debt is a less preferred or accessible strategy. Notably, 27% of organizations have considered declining government contracts altogether – a potential warning sign of eroding trust in funding reliability.

Overall, the data underscores that funding gaps have driven many organizations toward financially risky or unsustainable coping actions.



Organizational Profiles & Reach

Core Funding Impact

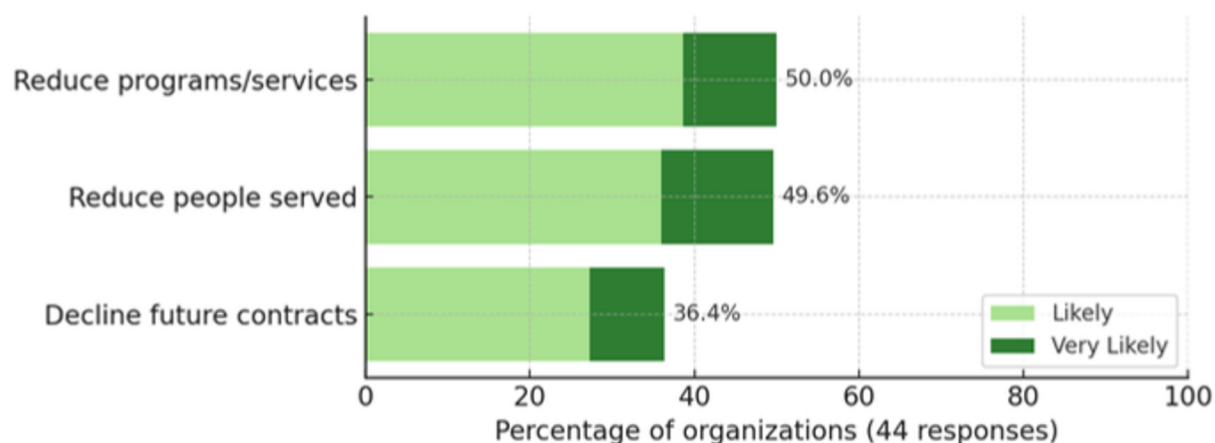
Future Scenarios & Organizational Outlook

For the following question, please indicate how often your organization has done the following, over the last 3 years, when past or current government contracts do not cover full program costs.

Question	Never	Rarely	Sometimes	Often	Always
reduced the amount or types of services/programs provided? (43 responses)	20.9%	18.6%	44.8%	13.9%	2.3%
reduced the number of people served? (43 responses)	23.3%	18.6%	41.9%	14.0%	2.3%
undercut administrative costs? (44 responses)	4.5%	6.8%	36.4%	29.5%	22.7%
undercut staff salaries? (44 responses)	27.3%	9.1%	13.6%	40.9%	9.1%
taken out loans? (44 responses)	59.1%	11.4%	15.9%	9.1%	4.5%
incurred interest on loans? (43 responses)	62.8%	7.0%	18.6%	4.7%	7.0%
received reimbursement for interest paid on loans? (43 responses)	81.4%	14.0%	2.3%	2.3%	0.0%
turned to private funders to cover the funding gap? (45 responses)	6.7%	4.4%	13.3%	33.3%	42.2%
applied for other grants to cover funding gaps? (45 responses)	2.2%	2.2%	15.6%	31.1%	48.9%
used your organization's reserves to cover funding gaps? (43 responses)	11.6%	4.7%	9.3%	41.9%	32.6%
considered declining government contracts due to insufficient funding levels? (44 responses)	11.4%	15.9%	45.5%	22.7%	4.5%

For the following question, please indicate how likely your organization will do the following for future government contracts if funding levels remain the same and are not increased.

Likelihood of Organizational Actions if Funding Levels Remain the Same



Question	Not Likely	Unlikely	Neutral	Likely	Very Likely
reduce number of programs and/or services? (44 responses)	9.1%	15.9%	25.0%	38.6%	11.4%
reduce the amount of people served? (44 responses)	9.1%	15.9%	25.0%	36.4%	13.6%
decline future government contracts? (44 responses)	15.9%	18.2%	29.5%	27.3%	9.1%
continue operating in Hawai'i? (45 responses)	6.7%	2.2%	11.1%	17.8%	62.2%

88.5% of survey respondents are “extremely” or “very” concerned when it comes to the future of government contracts.

