

## What is in-kind support?

- In-kind support refers to resources besides money.
- In-kind resources, or non-cash contributions, might be things you'd otherwise pay for, or they might be things that money just can't buy. When someone volunteers to provide a service, supplies, or free help, you're receiving in-kind support. If another organization provides free-of-charge office equipment or meeting space, that's in-kind support.

## Examples of In-Kind Support

- Snacks or drinks that organization members bring to a meeting
- Free meeting space, like a church basement or library room, you would otherwise have to rent
- Items that business owners donate to use for fundraising, like for a raffle or auction
- Carpenters, painters or local handymen who volunteer their services

## Types of In-Kind Support

There are **three basic types of in-kind donations**: goods, services, and people.

**Goods** are just about anything that isn't money – a car, paper, equipment, or furniture. Examples include:

- Equipment and furniture, including computers and photocopiers
- Supplies, including paper, filing folders, and other office supplies
- Food that people bring to your regular meetings

**Services** are often provided by small businesses, vendors, agencies and colleges. Donated in-kind services *are not* tax deductible. Examples of services include:

- Printing
- Website development
- Transportation

**People** sometimes volunteer to help your organization. In addition to staffing events or helping with mailings, volunteers might provide training or serve on your Board of Directors. Some examples include:

- Clerical help
- Fundraising
- Legal, accounting, or other professional services

## Putting a Value on Volunteer Time

For the latest information on the **average** dollar value of a volunteer hour in North Carolina, Download report for NC information. <https://independentsector.org/resource/value-of-volunteer-time/>

It is very difficult to put a dollar value on volunteer time. This is an average value. The Bureau of Labor Statistics does provide [hourly wages by occupation](http://www.bls.gov/bls/blswage.htm) that can be used to determine the value of a specialized skill: <http://www.bls.gov/bls/blswage.htm>.

It is important to remember that when a doctor, lawyer, craftsman, or anyone with a specialized skill volunteers, the value of his or her work is based on the *type of volunteer work being done*. In other words, if a doctor is painting a fence or sorting groceries, he or she is not providing medical services for the nonprofit. Their volunteer hourly rate would not be the same as a doctor's pay. If a doctor is performing medical services or an attorney is providing legal advice to a nonprofit, the value of those in-kind services should reflect their professional hourly rates. Services are not tax-deductible for the volunteer.

## Why Include In-Kind Support in your Project Budget?

- Tracking in-kind contributions demonstrates community support for your project. This will strengthen your project with funders and donors.
- Putting a value on services or goods helps a potential funder understand how you're getting what you need – besides money – to carry out a successful project.
- You can use this information to **thank your volunteers and donors!**