



SB 69 - Nonprofit Organizations Navigator - Termination Provision - Repeal

Senate Finance Committee

January 29, 2026

SUPPORT

Chair Beidle, Vice-Chair, and members of the committee, thank you for the opportunity to submit testimony in support of Senate Bill 69. This bill will help nonprofits continue to provide essential services across the state by continuing the Nonprofit Navigator position.

The CASH Campaign of Maryland promotes economic advancement for low-to-moderate income individuals and families in Baltimore and across Maryland. CASH accomplishes its mission through operating a portfolio of direct service programs, building organizational and field capacity, and leading policy and advocacy initiatives to strengthen family economic stability. CASH and its partners across the state achieve this by providing free tax preparation services through the IRS program 'VITA', offering free financial education and coaching, and engaging in policy research and advocacy. **Almost 4,000 of CASH's tax preparation clients earn less than \$10,000 annually. More than half earn less than \$20,000.**

CASH is one of over 40,000 nonprofit organizations in Maryland, which together account for about 13% of all private employment in the state. Many nonprofits are either all volunteers or operate with only a handful of staff. It is difficult to identify or access government programs or grant opportunities that could provide critical assistance in growing or even sustaining nonprofit organizations. Even larger nonprofits that regularly provide important services on behalf of government at all levels often struggle with complexities of the bureaucratic structures that delay approvals of contracts or grant agreements, and even then, payments for services provided.

In 2025, the General Assembly recognized these hardships and passed SB 365/ HB 541 (2025) to establish the Nonprofit Organizations Navigator position within the Maryland Department of Commerce.

The position of Nonprofit Navigator established under that bill helped nonprofits to resolve these issues, by:

- Providing technical assistance in accessing and applying for grant programs,
- Working with both nonprofits and governmental units to resolve delays and complexities, and
- Collecting and sharing information on government programs and funding opportunities

CASH receives federal and state funding that flows through state agencies, academic institutions, and non-profit intermediaries. After an initial invoice, payments can take anywhere from thirty days to six months. Unfortunately, the payments can be inconsistent with invoice amounts due to undisclosed offset liabilities. Like many other small businesses, nonprofits must plan and manage their operations, finances, and recruit, retain and pay their employees. We've experienced economic hardships and dislocations due to the pandemic and the changing landscape due to federal changes. A "Navigator" to assist us and other nonprofits in dealing with state or other government agencies will continue to improve our ability to provide services and assistance in communities across the state.

Thus, we encourage you to return a favorable report for SB 69.

Creating Assets, Savings and Hope