

PUTTING KNOWLEDGE TO WORK



# THE STATE OF THE NONPROFIT SECTOR

Presented by Central Florida Foundation  
January 2021

**CENTRAL FLORIDA  
FOUNDATION**

# NONPROFIT SEARCH

## nonprofit-search.org

The go-to place for Central Florida nonprofits

- Nonprofits complete profile
- CFF staff reviews information
- Find nonprofits and learn about them
- Information about nonprofits' management, governance, financials and programs
- Make stronger giving decisions
- Donate directly to nonprofits on their profiles
- Completely free of charge

NONPROFIT  
SEARCH

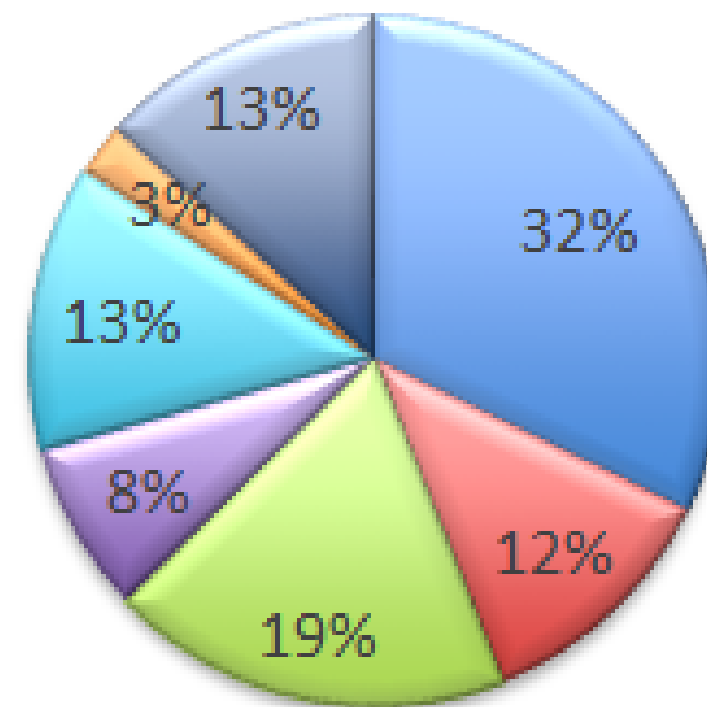
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# ALL SECTORS

Data as of December 31, 2020



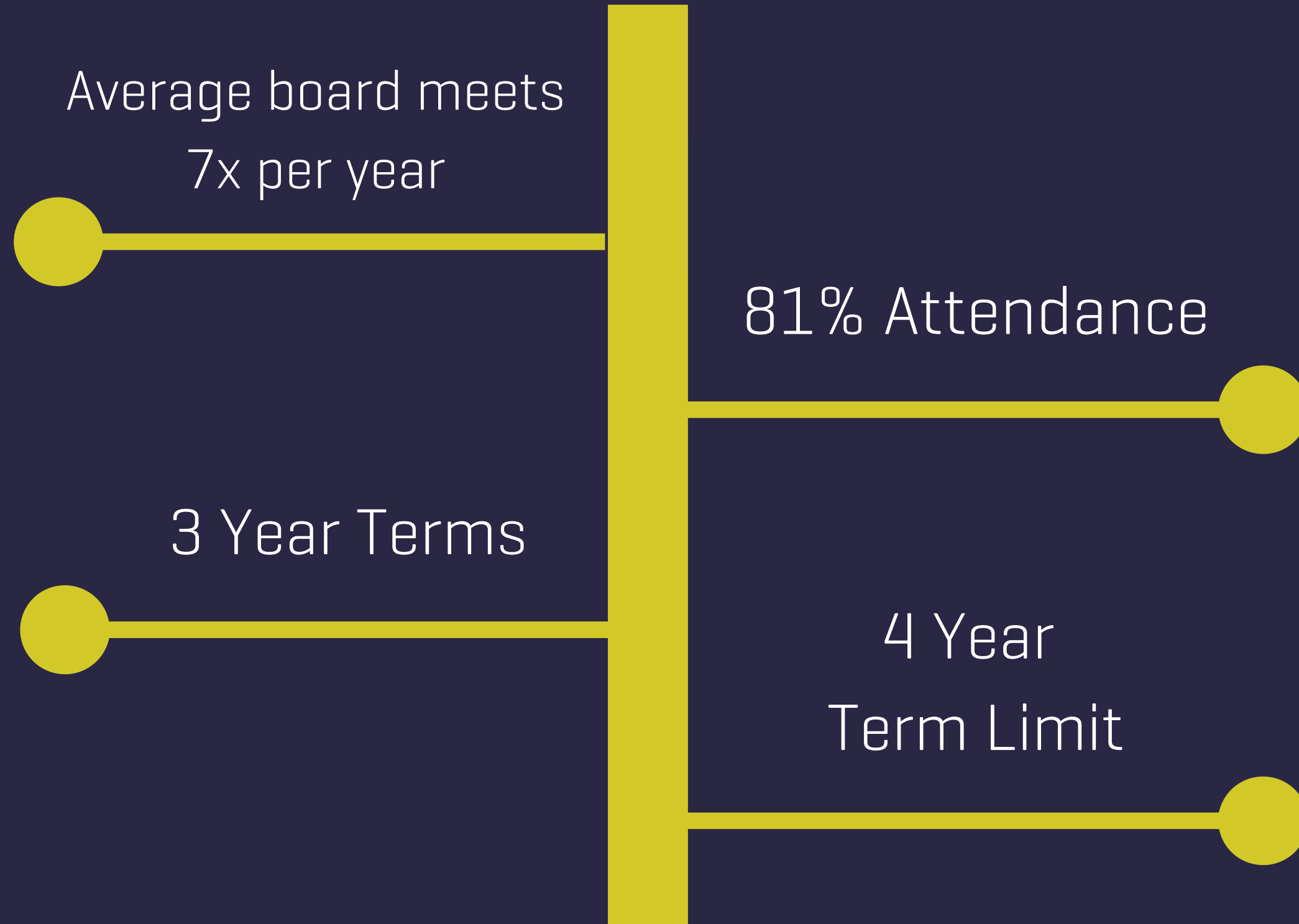
## % OF ORGS BY NTEE



- Human Services
- Arts & Culture
- Healthcare
- Other
- Education
- Youth Development
- Religion Related

- 305 Reviewed profiles
- Financials from 224 nonprofits of all sizes

# GOVERNANCE



**Average board investment**  
**83%**

**Written Selection Criteria**  
**68%**

**Conflict of interest policy**  
**87%**

**Average # of board members**  
**14**

# BOARD DEMOGRAPHICS

 **48%**

 **51%**

Gender  
Neutral  
or  
Unlisted **1%**

**CAUCASIAN**  
76%

**AFRICAN  
AMERICAN**  
12%

**ASIAN**  
2%

**HISPANIC**  
8%

**OTHER**  
2%

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# LEADERSHIP

CEOs performance review

**68%**

Senior staff performance review

**69%**

Volunteer Led

**27%**

Average CEO Compensation

**\$108,961**

Annual CEO Compensation

- Under \$50K
- \$50,001-\$75K
- \$75,001-\$100K
- \$100K+

**21%**

**19%**

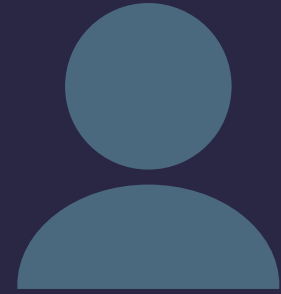
**19%**

**41%**

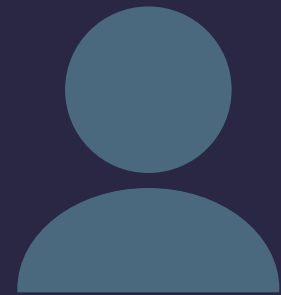
\*1 – Volunteer Led – organizations with 0 paid part-time and full time staff with non-paid CEOs

\*2- Only includes an average of paid CEO's – backs out volunteer led organizations

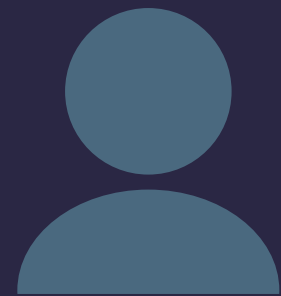
# STAFFING



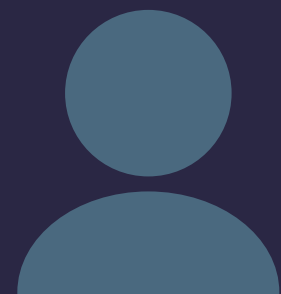
**Full-time: 12,270**



**Part-time: 6,347**



**Contract: 2,132**



**Volunteer: 231,220**

Staff Retention Rate = 78%

# PLANNING & POLICIES



## Fundraising Plan

Yes - 39%

No - 31%

Under Development - 30%

## Organizational Policies

Yes - 63%

No - 23%

Under Development - 14%

## Strategic Plan

Yes - 64%

No - 14%

Under Development - 22%

# RISK MANAGEMENT

WHISTLEBLOWER POLICY  
64%

D&O INSURANCE  
57%

DOCUMENT DESTRUCTION  
POLICY  
56%

SUCCESSION PLAN  
32%

BUSINESS CONTINUITY PLAN  
24%



# ENDOWMENT

## TRUE ENDOWMENT

As reported in audited financial statements which must be permanently restricted by a donor and cannot be invaded

## 88 NONPROFITS

In this cohort report having endowments

**VALUE = \$939,258,248**

Value includes UCF, Valencia, Rollins College, and Stetson University

\* Sample: 41 organizations in Orange, Osceola, Lake, and Seminole counties

TOTAL

13%

GOAL

\$2.3B

# CAPITAL CAMPAIGNS

Whole nonprofit  
sector

RAISED

\$1.9B

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# REVENUE & EXPENSES

**Total Audited Revenues 1,560,705,302 (224 nonprofits)**

Total Audited Expenses 1,486,297,804

**Total Government Funding - \$263 million \*1**

Total Funding from Individuals - \$232 million

**Total Funding from Foundations and Corporations - \$38.6 million**

Earned Revenue - \$661 million

**Special Events - \$41 million**

In-kind - \$161 million

**Average Overhead - 11% \*2**

Average Fundraising Cost - 3% \*3

## NOTES

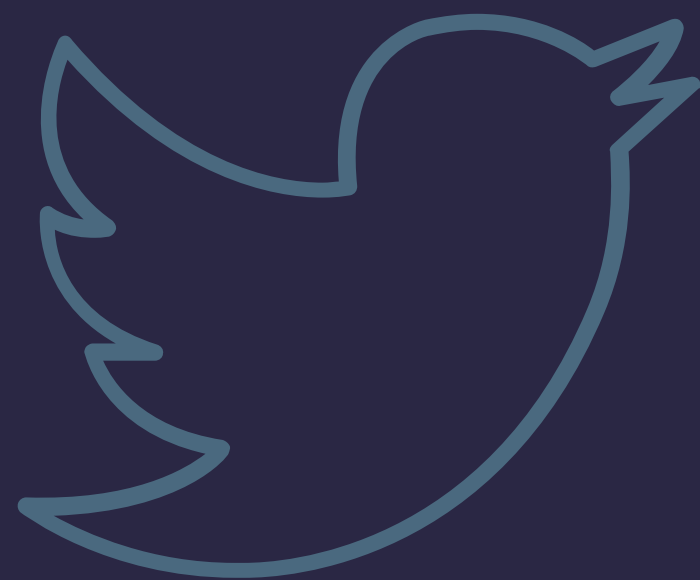
\*1 - Total Govt. includes local, state and federal funding

\*2 - Average Overhead - sample size of 224 nonprofits

\*3 - Average Fundraising Cost - sample size of 224 nonprofits

LET'S CONNECT

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