

# PUTTING KNOWLEDGE TO WORK

## The State of Arts Organizations

Data from Nonprofit Search  
January 2018

**CENTRAL FLORIDA  
FOUNDATION**

The place for people  
who want to invest in  
their community.  
[cffound.org](http://cffound.org)



**CENTRAL FLORIDA  
FOUNDATION**

# LOCAL

## Create Social Change

- Impact Funds
- Social Enterprise
- Giving Circles
- Scholarships
- Regional Affiliates

# TRUSTED RESOURCE

Invest Personally

Since 1994 | Philanthropic home for more than 400 charitable funds to connect caring people, businesses, governments and organizations

# PHILANTHROPY

What we do – Connect philanthropy and strategy to address community issues

- Charitable Funds
- Grant-making
- Planned Giving
- Be a part of something bigger

# NONPROFIT SEARCH

The place for discovering Central Florida nonprofits | [cffound.org](http://cffound.org) and click on Nonprofit Search

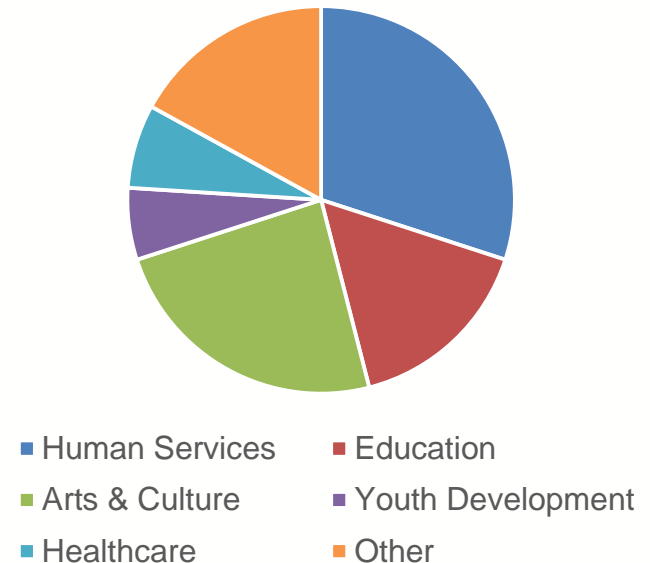
- Nonprofits complete profile
- CFF staff reviews information
- Information about nonprofits' management, governance, financials and programs
- **Make stronger giving decisions**

# ARTS SECTOR

Data collected from Nonprofit Search as of December 31, 2017

- 14 *Reviewed* Portraits
- Cultural Groups over \$900,000 budget (UA14)
- Compared with 353 *Reviewed* total and 73 Arts Sector

% of Orgs by NTEE



# CULTURAL GROUPS

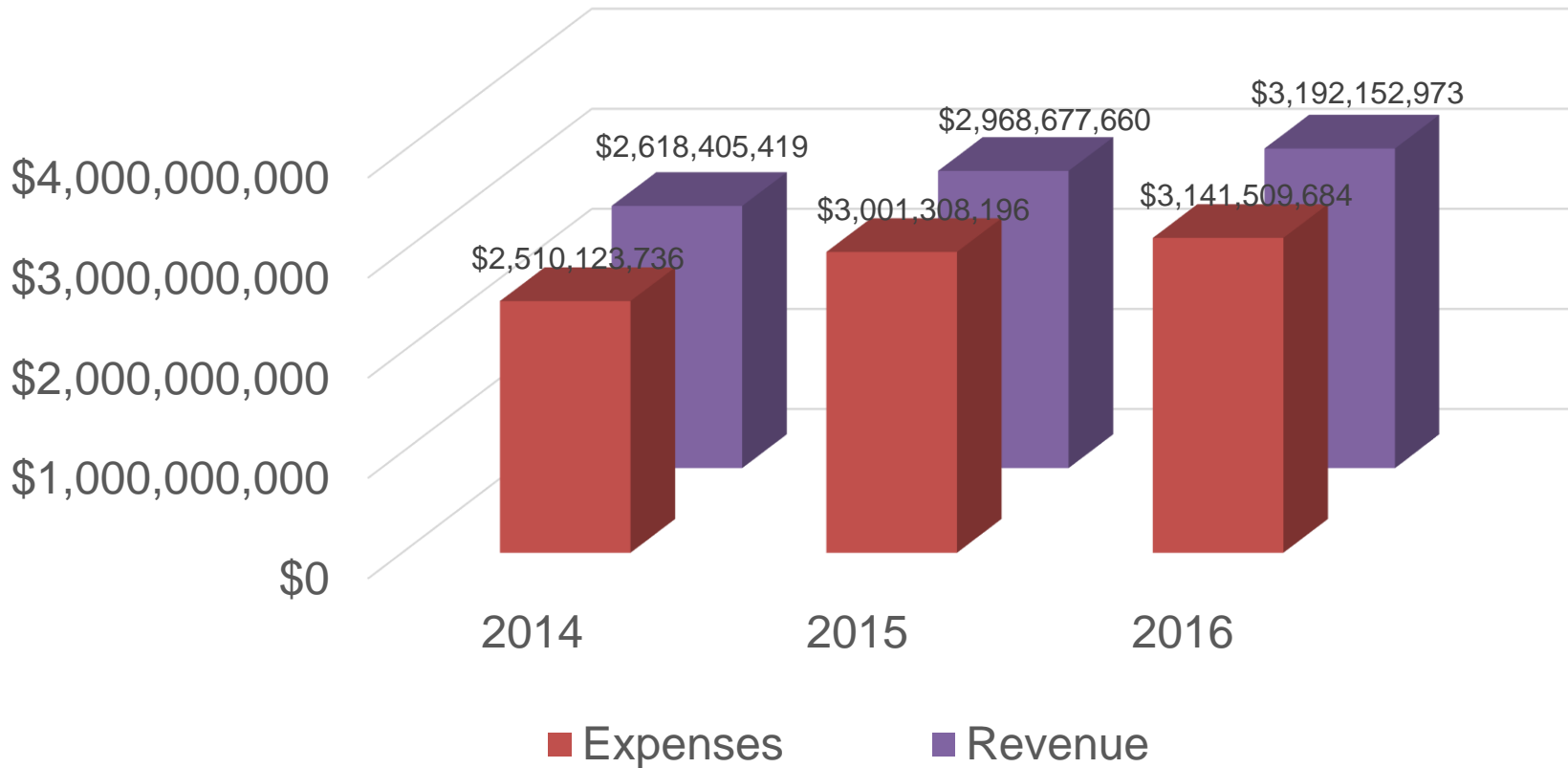
\$900,000 + in Revenue (UA 14)

- Art & History Museums Maitland
- Bach Festival Society
- Crealdé School of Art
- Enzian Theater
- Garden Theater
- International Fringe Festival
- Downtown Arts District, Inc.
- Orange County Regional History Center
- Orlando Ballet
- Orlando Museum of Art
- Orlando Repertory Theater
- Orlando Science Center
- Orlando Shakespeare Theater
- The Orlando Philharmonic



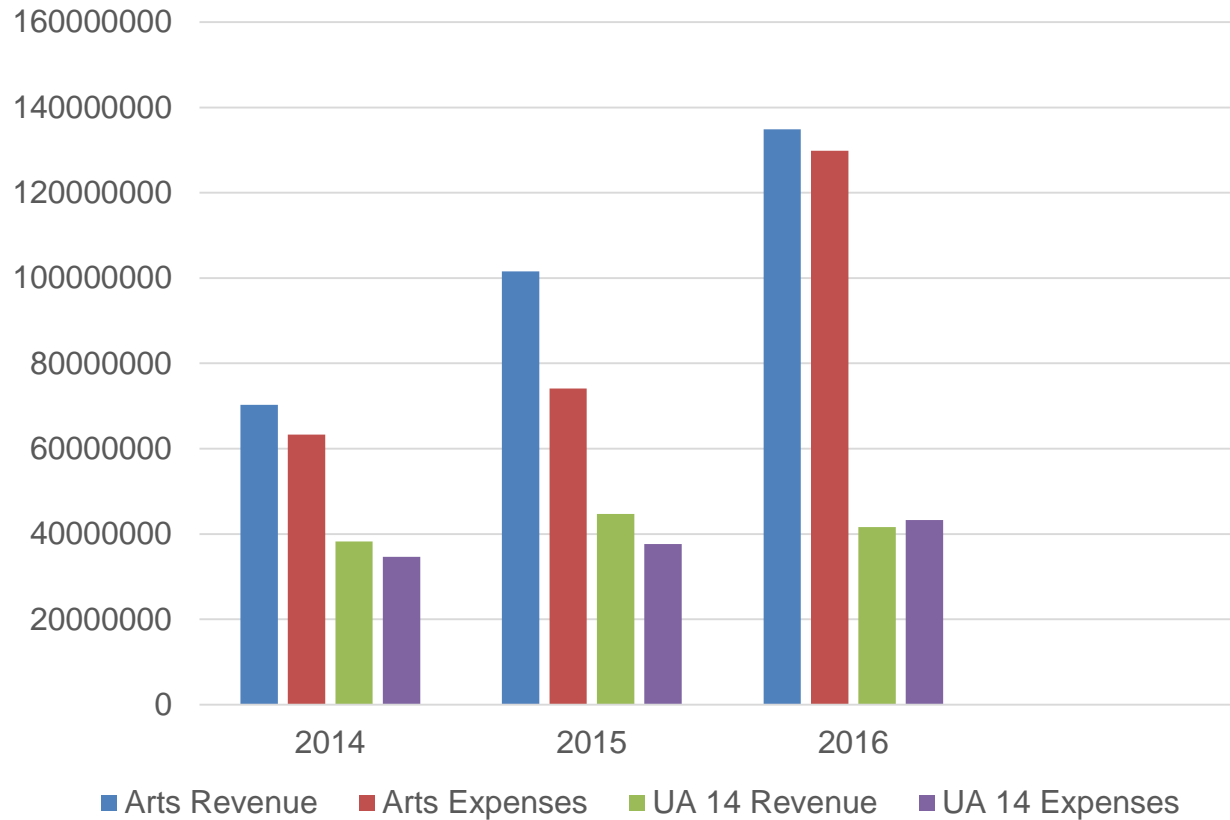
# ALL SECTORS

## Revenue and expenses



# ART SECTOR

## Revenue and expenses



# DEFINITIONS

**Capacity** is infrastructure, tools, and resources necessary to do the job identified in the mission and/or strategic plan.

**Sustainability** is meeting the needs of the present without compromising the ability of future generations to meet their own needs. United Nations Definition

Source: BlueAvocado.org

# GOVERNANCE

	Total Sector	Total Arts	UA 14
Average number of yearly meetings	7	7	8
Board meeting attendance	77%	77%	70%
Average board investment	79%	84%	99%
Average board term limits	3	2.5	3
Written selection criteria	51%	56%	86%
Conflict of interest	83%	85%	100%
Average number of board members	16	15	22
Male/Female	M 53% F 47%	M 49% F 51%	M 55% F 45%
Board Diversity	78% Caucasian	80% Caucasian	81% Caucasian

# LEADERSHIP

	Total Sector	Arts Sector	UA14
• CEOs performance review	73%	65%	100%
• Performance review of senior staff	65%	55%	93%
• Annual CEO Compensation			
Under \$50,000	19%	33%	0%
\$50,001 to \$75,000	19%	23%	21%
\$75,001 to \$100,000	20%	21%	43%
Over \$100,000	42%	23%	46%
Volunteer Led* <sub>1</sub>	18%	21%	0%
Average CEO compensation* <sub>2</sub>	\$105,549	\$68,079	\$91,145

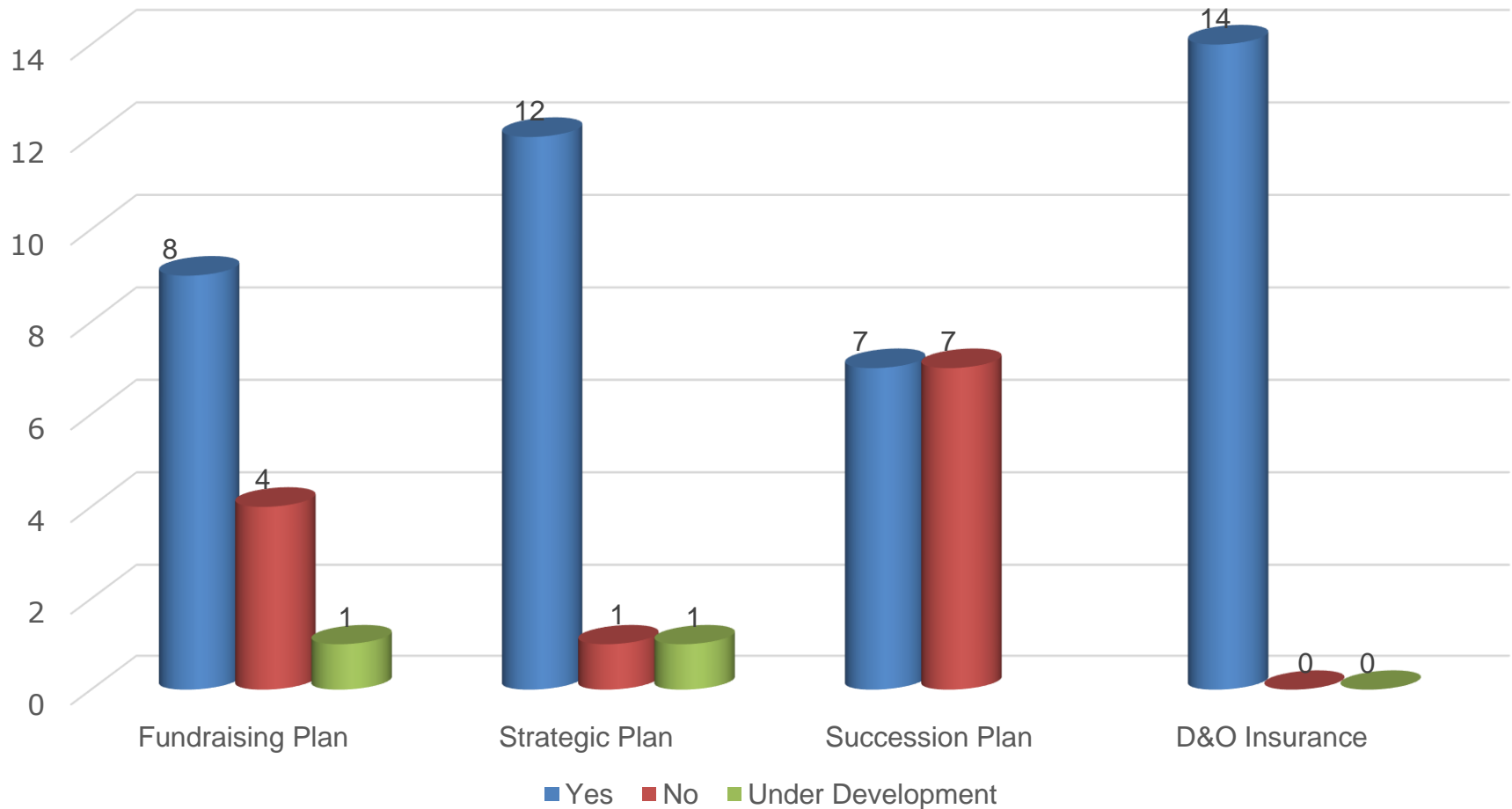
\*1 – Volunteer Led – organizations with 0 paid part-time and full time staff with non-paid CEOs

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

# STAFFING

	Total Sector	Arts Sector	UA 14
• Full Time	17,568	549	309
• Part Time	7,356	567	257
• Contract Employees	5,022	1,254	580
• Volunteers	217,859	9,663	3,457
• Staff Retention	86%	71%	78%

# OPERATIONAL POLICIES UA 14



# ENDOWMENT

- True Endowment - as reported in audited financial statements which must be permanently restricted by a donor and cannot be invaded.
- 97 nonprofits report having endowments, Arts Sector reports 13 having endowments, and UA 14 reports 8 nonprofits with endowments.

Total Sector Value = \$1,018,896,194

Arts Sector Value = \$31,014,308

UA 14 Value = \$6,390,188



# CAPITAL CAMPAIGNS

## Whole Nonprofit Sector \*1

9%

Goal - \$2.4 Billion

Raised - \$1.79 Billion

## Total Arts Sector \*2

19%

Goal - \$1.24 Billion

Raised - \$1.06 Billion

\*1 Sample: 38 organizations in Orange, Osceola, Lake, and Seminole counties

\*2 Sample 14 Organizations in Orange, Osceola, Lake, and Seminole counties

# ARTS REVENUE AND EXPENSES

- Total Government Funding - \$10.1 million \*<sub>1</sub>
- Total Funding from Individuals - \$28.8 million
- Total Funding from Foundations and Corporations - \$3.7 million
- Earned Revenue - \$50.2 million
- Special Events - \$2.3 million
- In-kind - \$1.3 million
- Average Overhead – 8% \*<sub>2</sub>
- Average Fundraising Cost – 5% \*<sub>3</sub>

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

\*2 - Average Overhead – sample size of 56 nonprofits

\*3 – Average Fundraising Cost – sample size of 56 nonprofits

# LET'S STAY CONNECTED

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