

PUTTING KNOWLEDGE TO WORK

The State of Human Services Nonprofits

Data from Nonprofit Search
January 2018

**CENTRAL FLORIDA
FOUNDATION**

The place for people
who want to invest in
their community.
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 and click on Nonprofit Search

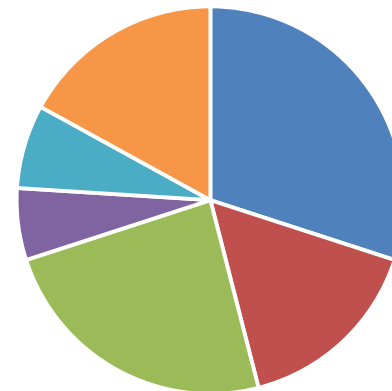
- Nonprofits complete profile
- CFF staff reviews information
- Information about nonprofits' management, governance, financials and programs
- **Make stronger giving decisions**

HUMAN SERVICES

Data collected from Nonprofit Search as of December 31, 2017

- 166 *Reviewed* Human Services Profiles *
- Data from 353 Total *Reviewed* Profiles**

% of Orgs by NTEE



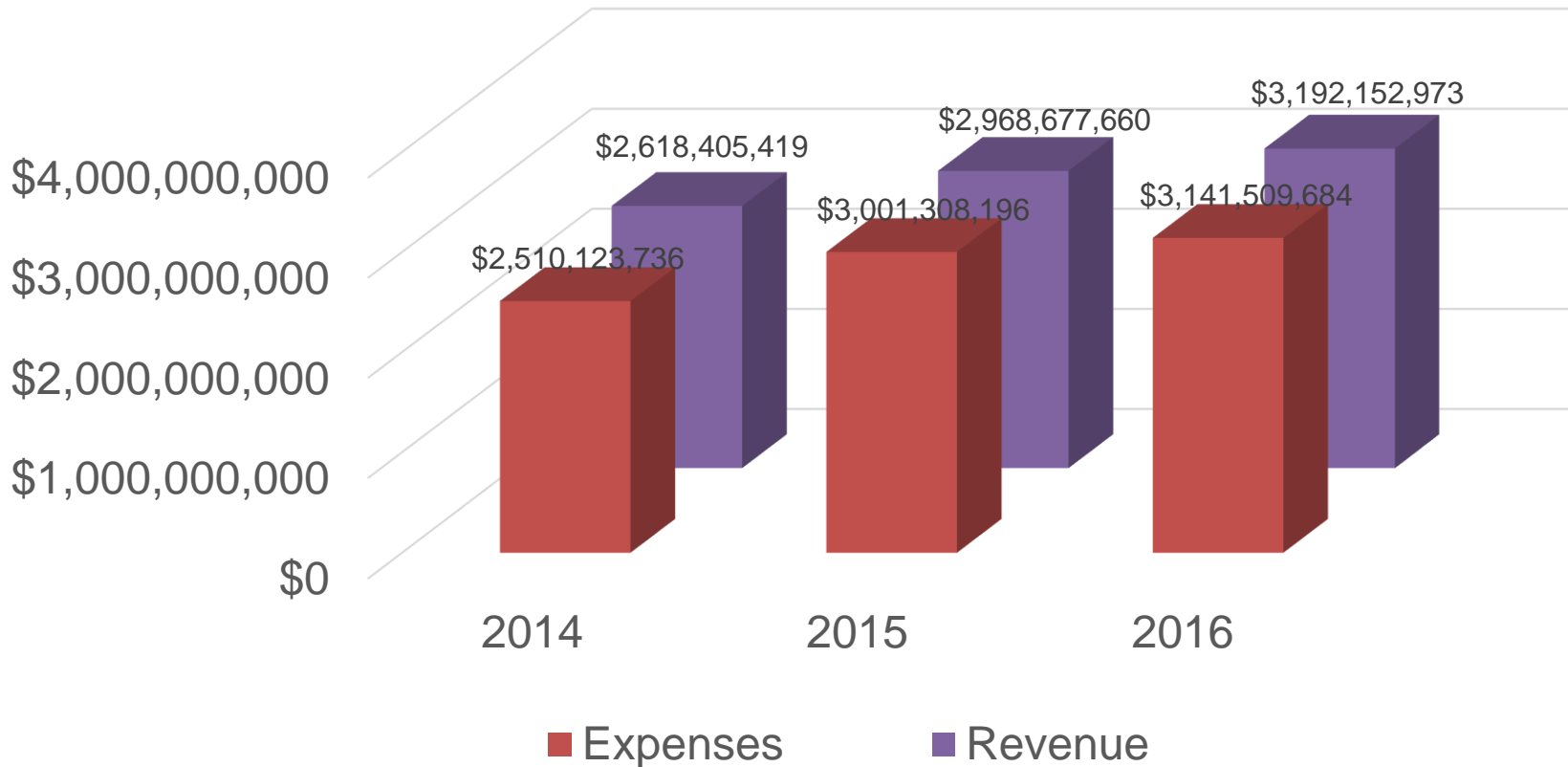
■ Human Services ■ Education
■ Arts & Culture ■ Youth Development
■ Healthcare ■ Other

* Human Services sector includes: Crime & Legal – Related, Employment, Food, Agriculture & Nutrition, Housing/Shelter, and Human Services.

** Data was collected from the Central Florida Foundation Nonprofit Search as of December 31, 2017.

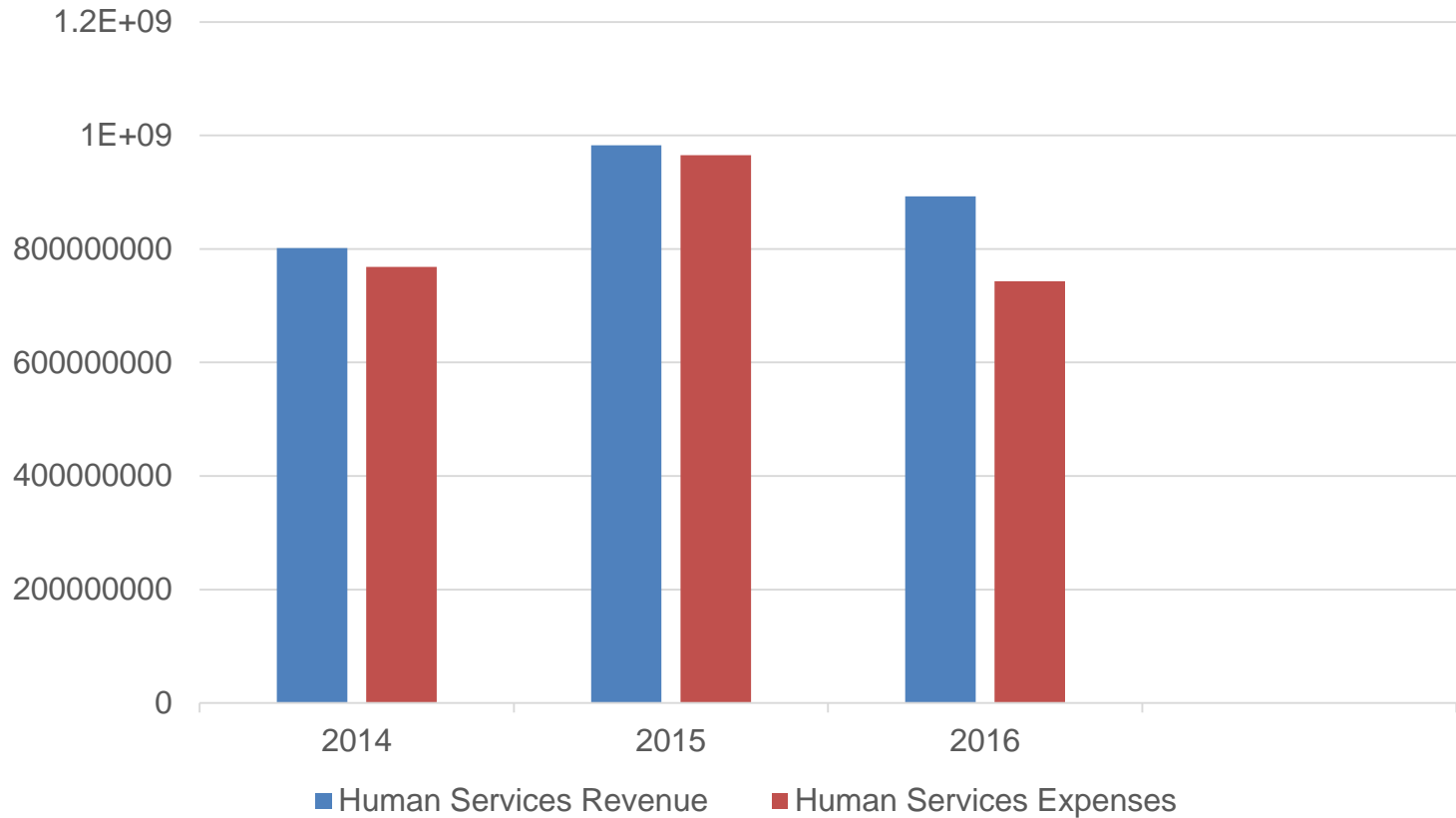
ALL SECTORS

Revenue and expenses



HUMAN SERVICES

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

- Average number of yearly meetings 7
- Board meeting attendance 76%
- Average board investment 76%
- Average board term limits 3
- Written selection criteria 49%
- Conflict of interest 83%
- Average number of board members 14
- Male 57% Female 43%
- Most boards lack diversity with 76% Caucasian

LEADERSHIP

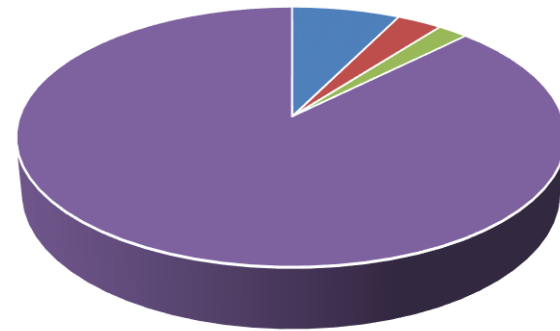
• CEOs performance review	76%
• Performance review of senior staff	71%
• Annual CEO Compensation	
Under \$50,000	16%
\$51,000 to \$75,000	21%
\$75,001 to \$100,000	13%
Over \$100,000	50%
Volunteer Led* ₁	20%
Average CEO compensation* ₂	\$105,549

*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

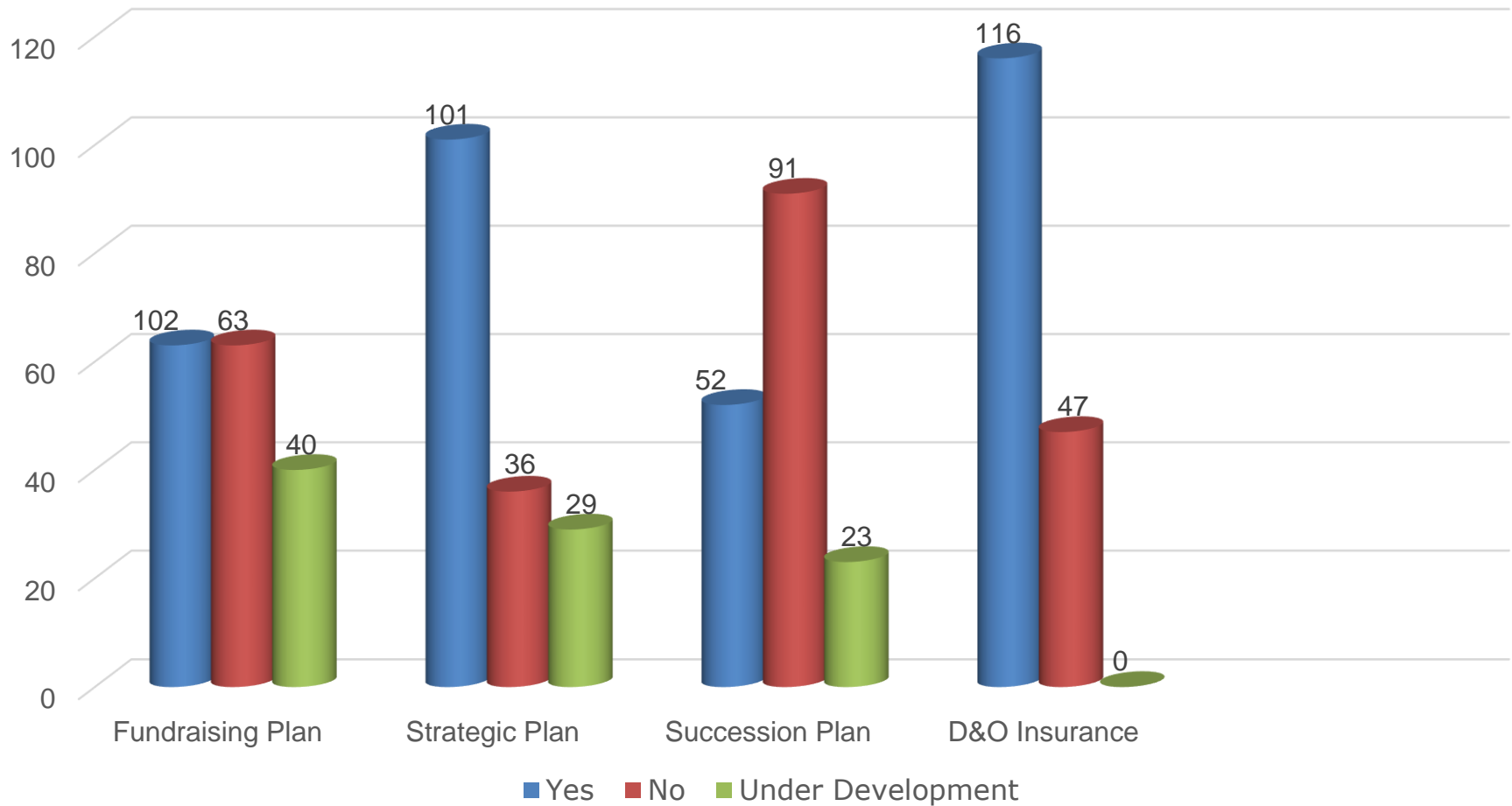
STAFFING

- Full Time 10,012
- Part Time 4348
- Contract Employees 687
- Volunteers 160,851
- Staff Retention 70%



■ FT ■ PT ■ Contract ■ Volunteer

OPERATIONAL POLICIES



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

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

Human Services Sector Value
=\$29,640,937

CAPITAL CAMPAIGNS

Whole Nonprofit Sector*1

9%

Goal - \$2.4 Billion

Raised - \$1.79 Billion

Human Services Sector

11%

Goal - \$69 Million

Raised - \$54 Million

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

REVENUE AND EXPENSES

- Total Government Funding - \$373 million *₁
- Total Funding from Individuals - \$82 million
- Total Funding from Foundations and Corporations - \$7.7 million
- Earned Revenue - \$181 million
- Special Events - \$9.5 million
- In-kind - \$105 million
- Average Overhead – 9% *₂
- Average Fundraising Cost – 3% *₃

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

*2 - Average Overhead – sample size of 88 nonprofits

*3 – Average Fundraising Cost – sample size of 88 nonprofits

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