PUTTING KNOWLEDGE TO WORK
The State of the Nonprofit Sector

Data from Nonprofit Search
January 2020
We are Central Florida’s launchpad for high-impact philanthropy, fueling ideas, investment, innovation and collaboration that powers relevant, sustainable social change.
Because we exist

Our community leans in to and leads the solution for the most critical challenges of today, and those on the horizon.
Because we exist

- Strategic philanthropy is in our DNA
- $70M and growing
- Focused philanthropy
- Stewards and shepherds of philanthropic dollars
• 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
ALL SECTORS

Data collected from Nonprofit Search as of December 31, 2019

- 344 Reviewed Profiles
- Financials from 231 nonprofits of all sizes

% of Orgs by NTEE

- Human Services: 38%
- Education: 12%
- Arts & Culture: 9%
- Youth Development: 9%
- Healthcare: 19%
- Other: 13%
GOVERNANCE

- Average board meets 6 times per year
- 78% Attendance
- 3 year terms
- 6 year limit
- Average board investment 83%
- Written selection criteria 50%
- Conflict of interest policy 86%
- Average number of board members 14
Boards still lack diversity

Women on boards decrease by 2% over 2018. Men increased by 2%
LEADERSHIP

- CEOs performance review: 73%
- Performance review of senior staff: 68%
- Annual CEO Compensation
  - Under $50,000: 12%
  - $50,001 to $75,000: 14%
  - $75,001 to $100,000: 17%
  - Over $100,000: 32%
- Volunteer Led\(^1\): 25%
- Average CEO compensation\(^2\): $108,896

*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

Part-time  7598
Full-time  19,085
Contract   2305
Volunteer  244,454

Staff Retention Rate is 84%
ENDOWMENT

- True Endowment - as reported in audited financial statements which must be permanently restricted by a donor and cannot be invaded.
- 76 Nonprofits in this cohort report having endowments

Value = $661,778,042

Value includes UCF and Rollins College
CAPITAL CAMPAIGNS

Whole Nonprofit Sector*

- 14%
- Goal - $2.0 Billion
- Raised - $1.6 Billion

* Sample: 66 organizations in Orange, Osceola, Lake, and Seminole counties
REVENUE AND EXPENSES

• Total Audited Revenues 1,287,624,300 (231 nonprofits)
• Total Audited Expenses 1,220,061,073
• Total Government Funding - $313 million *1
• Total Funding from Individuals - $258 million
• Total Funding from Foundations and Corporations - $32.7 million
• Earned Revenue - $414 million
• Special Events - $25 million
• In-kind - $194 million
• Average Overhead – 8% *2
• Average Fundraising Cost – 3% *3

*1 – Total Govt. includes local, state and federal funding
*2 - Average Overhead – sample size of 225 nonprofits
*3 – Average Fundraising Cost – sample size of 225 nonprofits
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