

Advocate. Expert. Collective Voice.

Florida Nonprofits by the Numbers Collier County

May 6, 2026



FLORIDA
nonprofit
alliance

Florida's State Association For Nonprofits



Our Mission:

To advance Florida's nonprofits as their advocate and collective voice.

Our Vision:

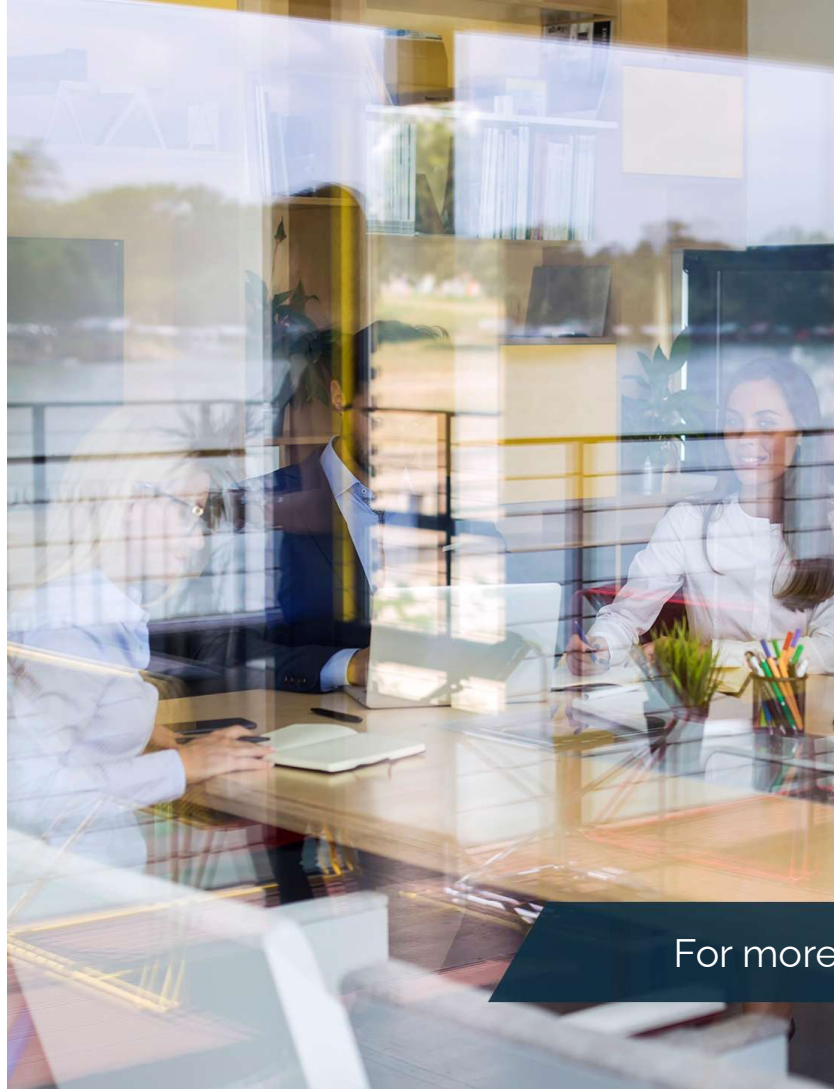
A better Florida through an elevated and protected nonprofit sector.



Membership— *the Core of FNA*

1. Nonprofits
2. Foundations
3. Consultants

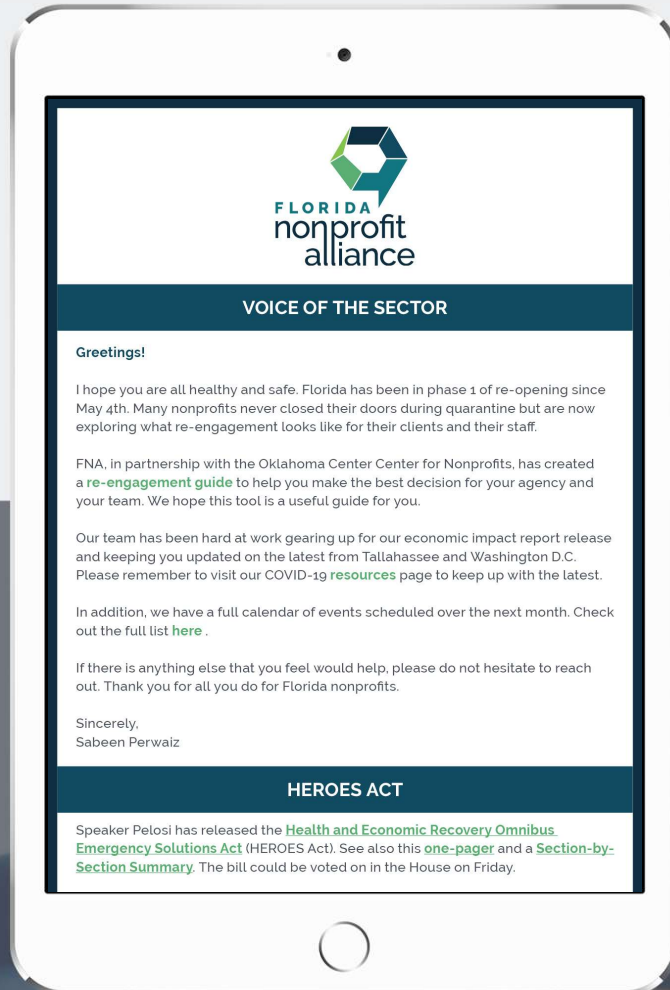
For more information, visit fnonprofits.org/membership-information





Newsletters

View [sample here](#)



Sign up at flnonprofits.org

Thank you to
our Host



COLLIER
COMMUNITY
FOUNDATION®



Thank you to
our Sponsor

Remarks from:



Paul Belfore

*Senior Vice President,
Private Client Group
Manager*

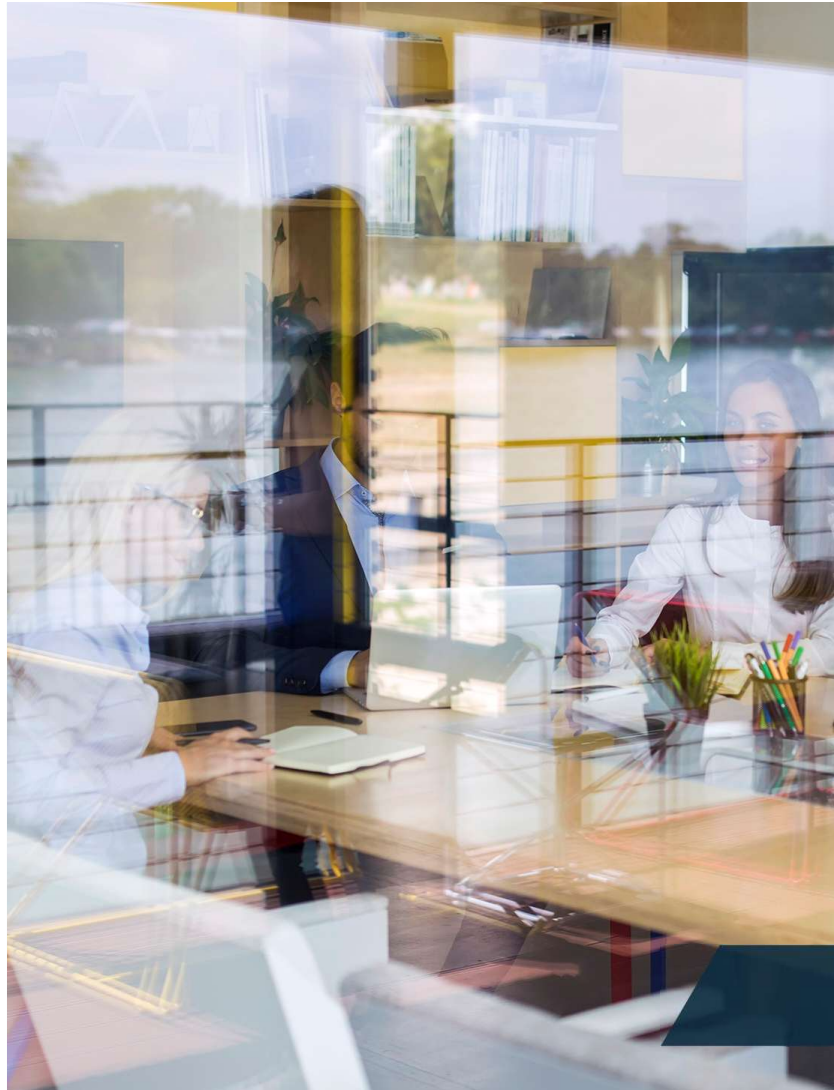




Agenda

1. Why Data Matters
2. The Importance of Nonprofits
3. Sector Challenges
4. Using the Data

Full research reports are available at f1nonprofits.org



Why Data Matters



FLORIDA
nonprofit
alliance



Data Sources

- **FNA Florida Nonprofits Survey**

- Annual check-in with nonprofits
- 501(c)(3) organizations statewide
- Surveys distributed fall 2025
- 1,082 organizations participated

Sponsored by:



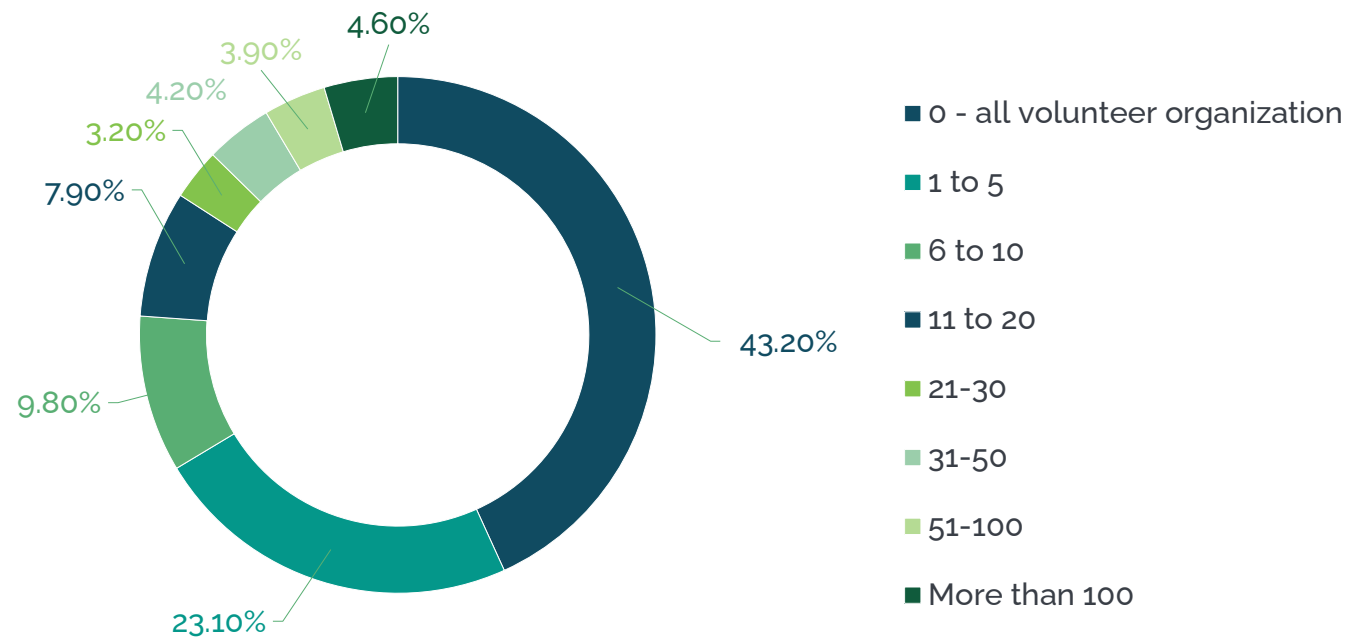
- **Florida Nonprofit Economic Impact**

- Tri-annual look at revenue and employment
- 501(c)(3) organizations with at least \$50,000 revenue, filed a 990 in the last four years
- Includes more than 23,000 nonprofits

Sponsored by:



Q. How many total paid staff members (full & part-time combined) does your organization have?



The Importance of Nonprofits:

Economic Impact and Program Delivery



FLORIDA
nonprofit
alliance



Key Findings: Nonprofits Drive the Economy

Florida is the 15th largest economy in the world.

The Power of the Nonprofit Sector

Florida nonprofits:

- Number **23,224**
- Employ over **517,580** employees annually
- Make up **5.2%** of the state workforce
- Provide annual wages of **\$34.8 billion**
- Generate **\$140.4 billion** in annual revenue
- Hold assets valued at **\$312.4 billion**



The Power of the Nonprofit Sector

- Sout
- Nu
- Em
- Pro
- Ge

Region	Total Revenue	Average Revenue per Nonprofit	Percent Change in Total Revenue from 2023
Central West	\$35,702,948,556	\$7,156,334	14%
East Central	\$32,739,027,208	\$8,275,790	16%
North Central	\$6,626,401,279	\$7,860,500	11%
Northeast	\$15,150,810,225	\$8,202,929	2%
Northwest	\$6,301,531,323	\$3,899,462	0%
South Central	\$112,785,928	\$603,133	-7%
Southeast	\$39,407,934,177	\$4,824,674	1%
Southwest	\$4,328,877,623	\$2,675,450	-3%
State Total	\$140,370,316,319	\$6,044,192	8%

The Power of the Nonprofit Sector

Collier nonprofits:

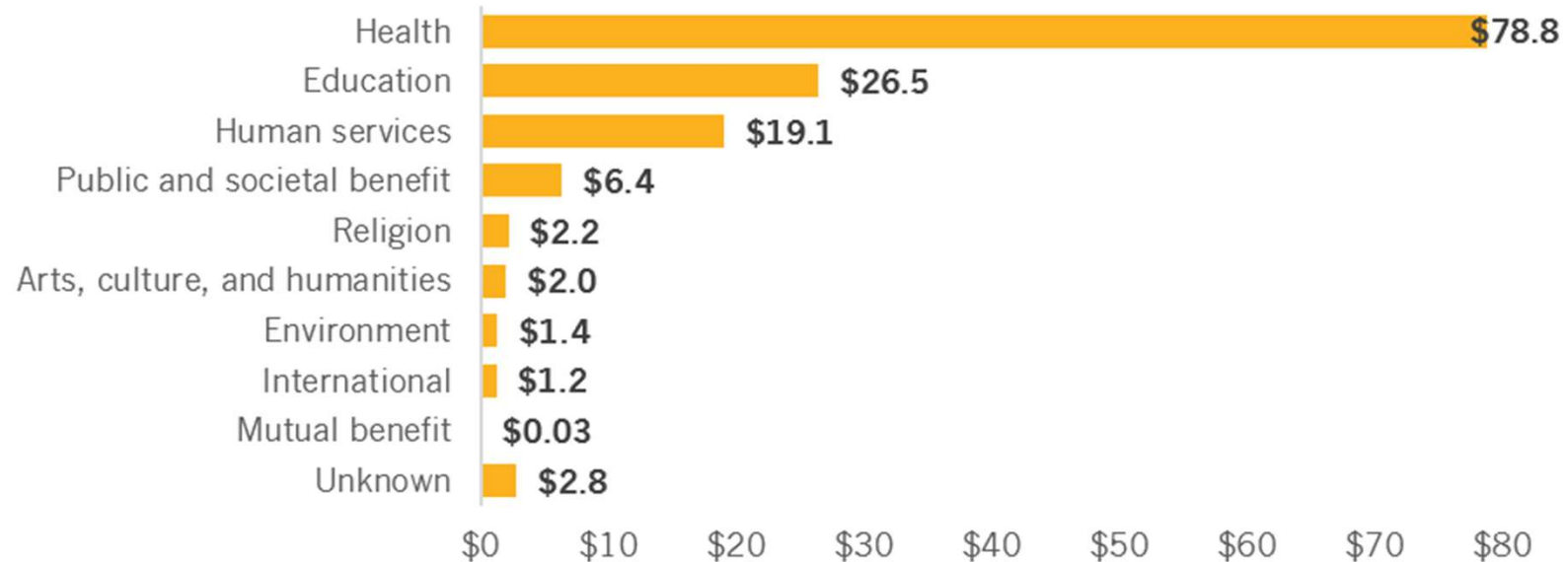
- Number **768**
- Employ **10,840** employees annually
- Provide annual wages of **\$715 million**
- Generate **\$2.45 billion** in annual revenue





Revenue by Sub-sector

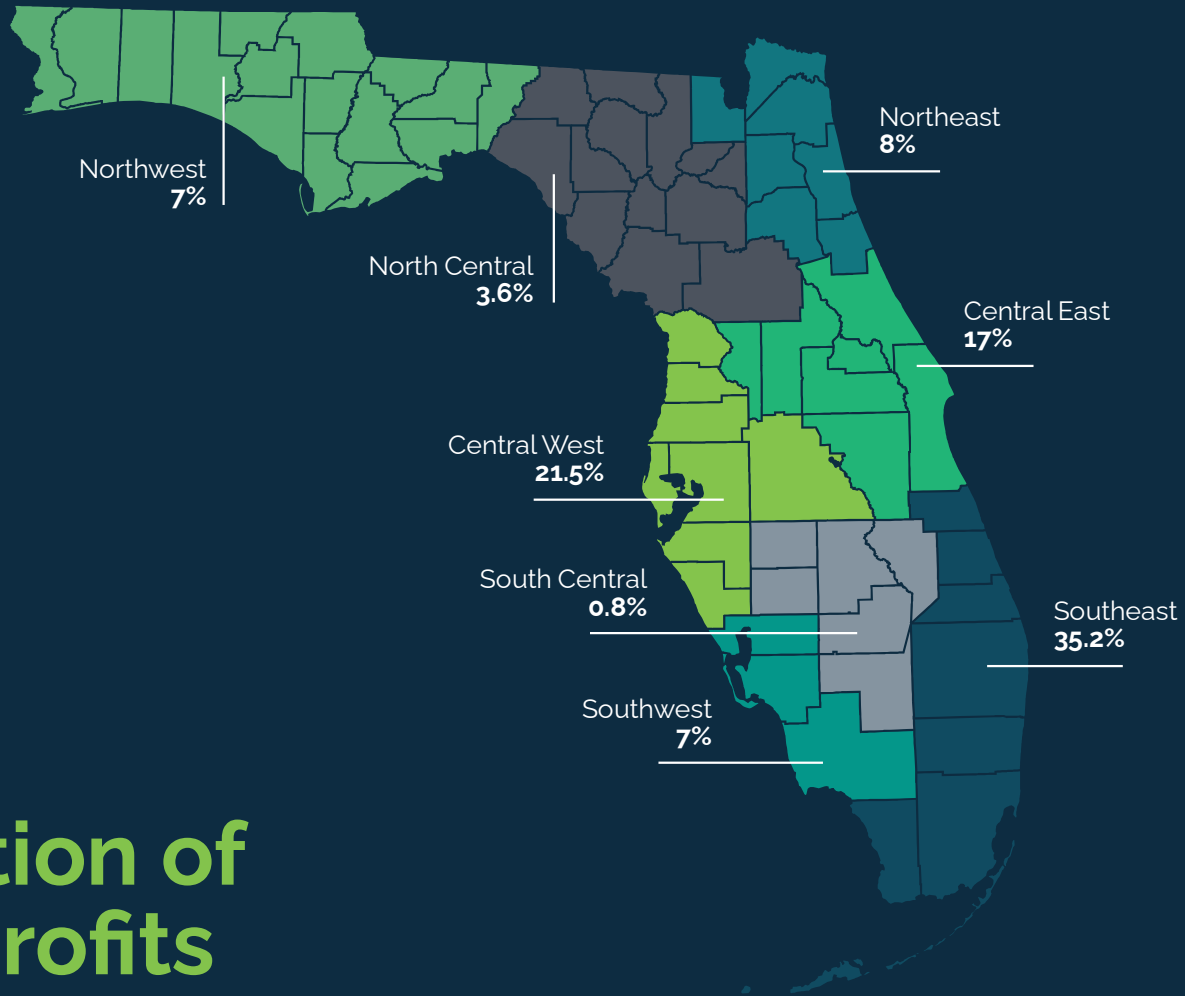
EXHIBIT 11. Nonprofit Revenue by Sector, in billions of dollars





Key Findings: Economic Impact

The number of nonprofits in Florida has increased 13% since 2023.



Location of Nonprofits

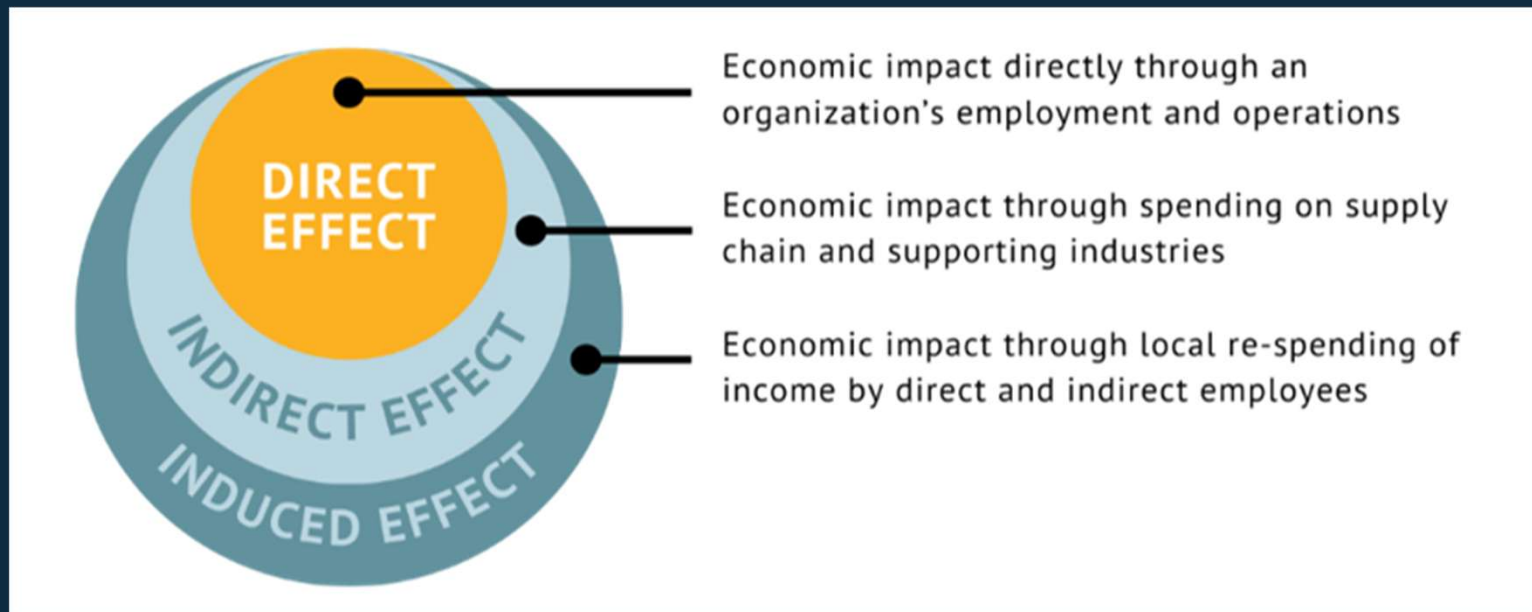


Key Findings: Economic Impact

For every one direct job in the Florida nonprofit sector, another 1.9 jobs are supported.



Full Economic Effects of Nonprofits





Key Findings: Important Employer

The sector supports 1.5 million jobs and \$101B in labor income in Florida.

Southwest Region Multiplier

EXHIBIT 34. Southwest Region

	Employment	Labor Income (in billions)	Value Added (in billions)	Output (in billions)
Direct effects	21,577	\$1.5	\$1.5	\$4.3
Indirect and induced effects	21,457	\$1.2	\$2.1	\$3.9
Total effects	43,034	\$2.7	\$3.6	\$8.2
Multipliers	2.0	1.8	2.4	1.9

Economic Impact of Florida Nonprofits

Region

43,034	\$2.7	\$3.6	\$8.2
Employment	Labor Income (in billions of \$)	Value Added (in billions of \$)	Total Output (in billions of \$)



Effect Type
■ Direct effects
■ Indirect and induced

Average Wages by Region

Region	Average Hourly Wage	Average Annual Wage
Central West Region	\$32.96	\$68,565
East Central Region	\$33.89	\$70,499
North Central Region	\$32.35	\$67,282
Northeast Region	\$30.86	\$64,182
Northwest Region	\$26.02	\$54,120
South Central Region	\$22.94	\$47,719
Southeast Region	\$33.10	\$68,839
Southwest Region	\$27.49	\$57,181
Unknown	\$27.12	\$56,407
State Total	\$32.30	\$67,183

Questions



FLORIDA
nonprofit
alliance

Providing Important and Necessary Services

- Healthcare
- Public safety
- Education
- Culture and arts
- Human services
- Disaster aid
- Affordable housing
- Food security
- Workforce development
- Environmental protections
- And more...

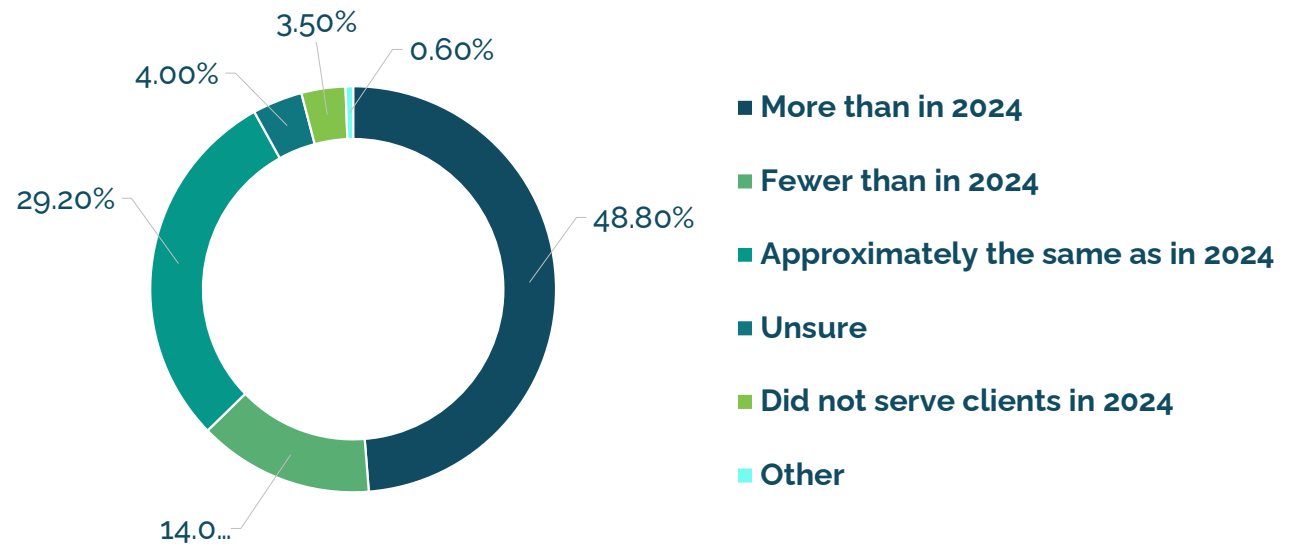


The Need in Florida

Florida is:

- **48th** in number of households falling below the ALICE threshold
- **43rd** in number of nonprofits per 1,000 households
 - 2.6 per 1,000 households – the same amount as in 2023.
- **40th** in nonprofit revenue and nonprofit income generated per capita

Q. Compared to 2024, how many clients have you served in 2025?

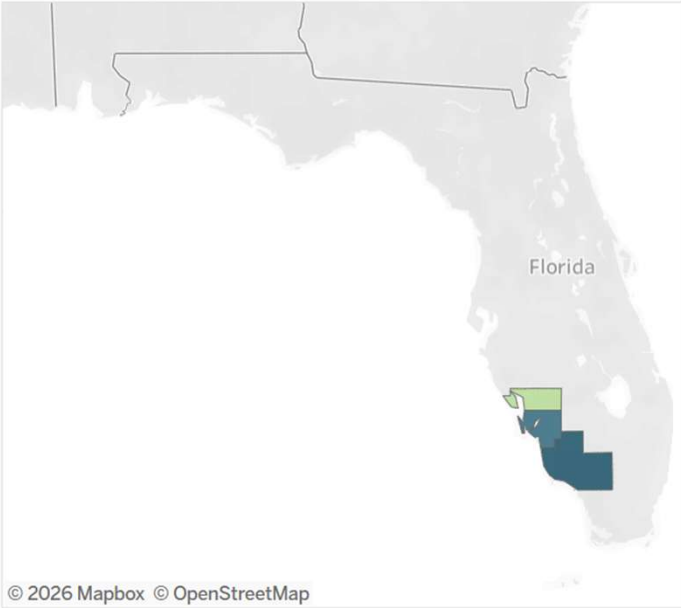




Reflection

- *Who needs to know about our strengths?*
- *How do you tailor the message?*

Social Function Snapshot



© 2026 Mapbox © OpenStreetMap



Region

Southwest Region

Social Function

(All)

23,224

Total Nonprofits

312,393,490,816

Total Assets

182,319,293,926

Total Income

140,370,316,319

Total Revenue

517,585

Total Employment

\$67,183

Average Wage

Social Function	al Nonprofi..	Total Assets	Total Revenue	Total Income	Average Wage	% of Total Em..
Arts, culture, and humanities	96	\$558,432,780	\$123,723,957	\$164,833,918	\$39,210	1.02%
Education	159	\$1,236,883,155	\$510,446,599	\$663,178,488	\$59,957	11.70%
Environment	80	\$470,066,664	\$134,249,995	\$180,874,374	\$48,548	2.19%
Health	88	\$1,889,476,803	\$1,693,545,848	\$1,802,571,536	\$79,453	30.81%
Human services	347	\$3,725,883,161	\$1,225,159,690	\$1,967,513,224	\$45,899	38.44%
International	31	\$73,887,533	\$118,294,333	\$120,244,233	\$62,047	0.19%
Mutual benefit	1	\$85,747	\$20,922	\$61,540		

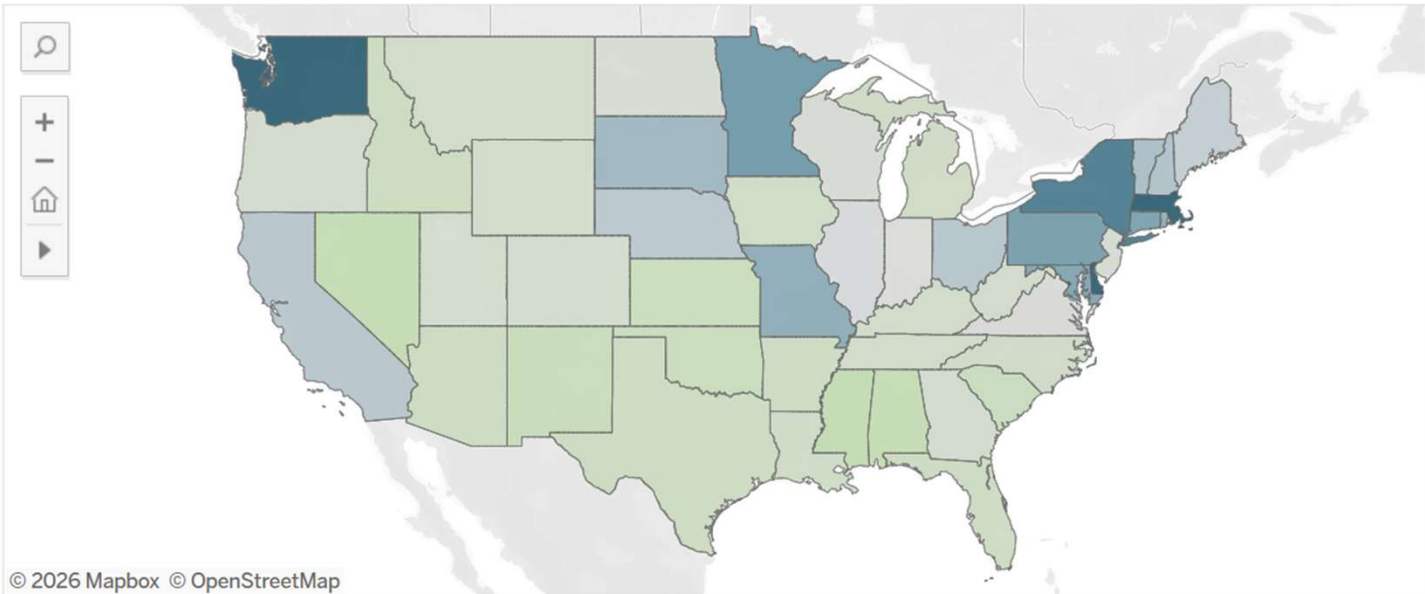
State Comparison of Revenue and Income per Capita

Nonprofit Income or Revenue per Capita

State Name

Income per Capita

(All)



© 2026 Mapbox © OpenStreetMap

Nonprofit Income or Revenue per Capita



State Name	Number of Nonprofits p..	Nonprofit Income per C..	Nonprofit Revenue per ..	Population (2024, 5-ye..
Alabama	2.6	4,419	3,097	5,086,768
Alaska	5.3	12,351	8,886	735,706
Arizona	2.2	7,951	6,877	7,378,838
Arkansas	2.5	8,119	5,498	3,049,391
California	3.6	17,154	11,875	39,287,377
Colorado	3.9	11,150	8,063	5,862,189
Connecticut	4.4	21,574	14,305	3,624,508

Sector Challenges:

Resources for Sustainability



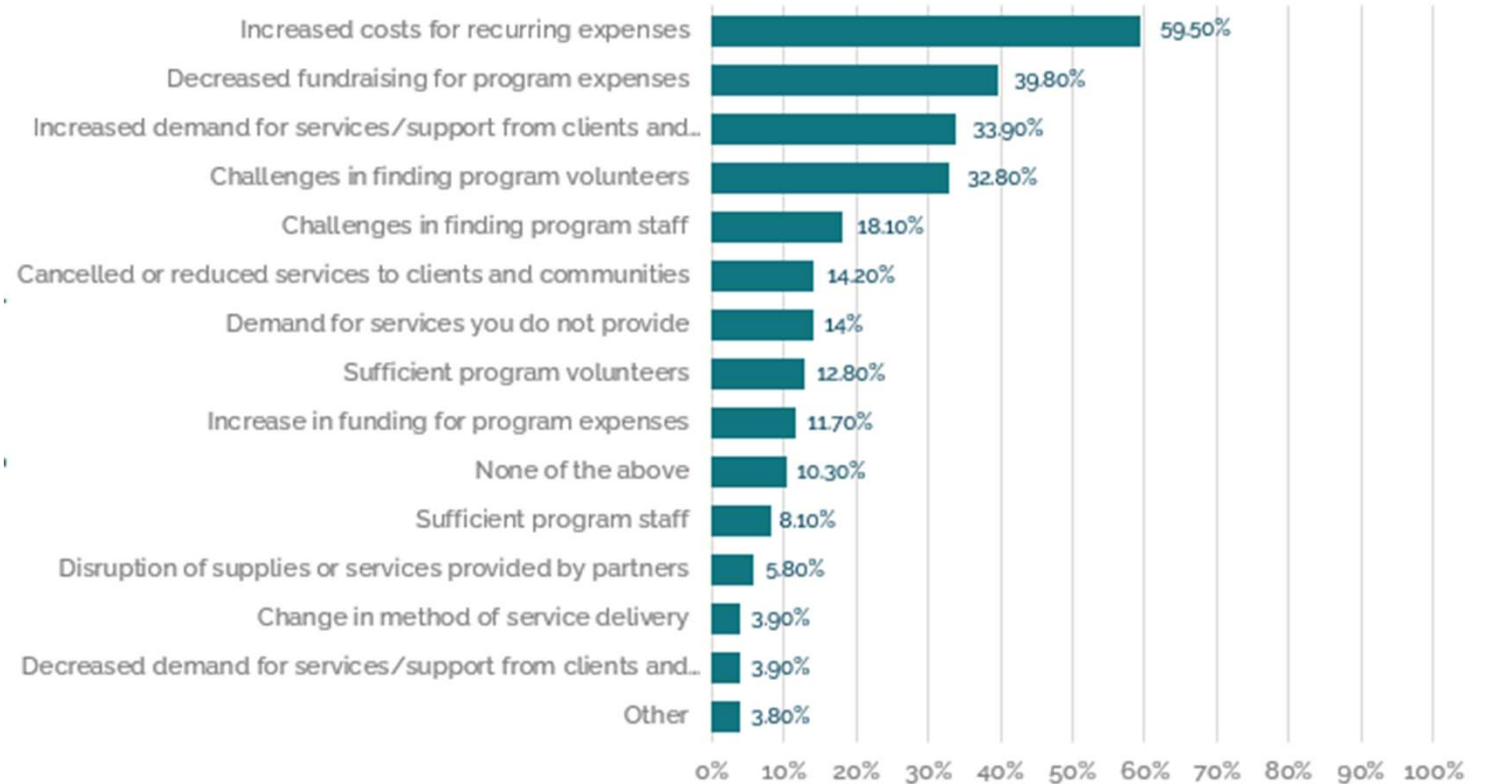
FLORIDA
nonprofit
alliance



Key Findings: Programs

Providing programs is getting harder for nonprofits in Florida.

Q. Which of the following programmatic impacts is your organization currently facing?

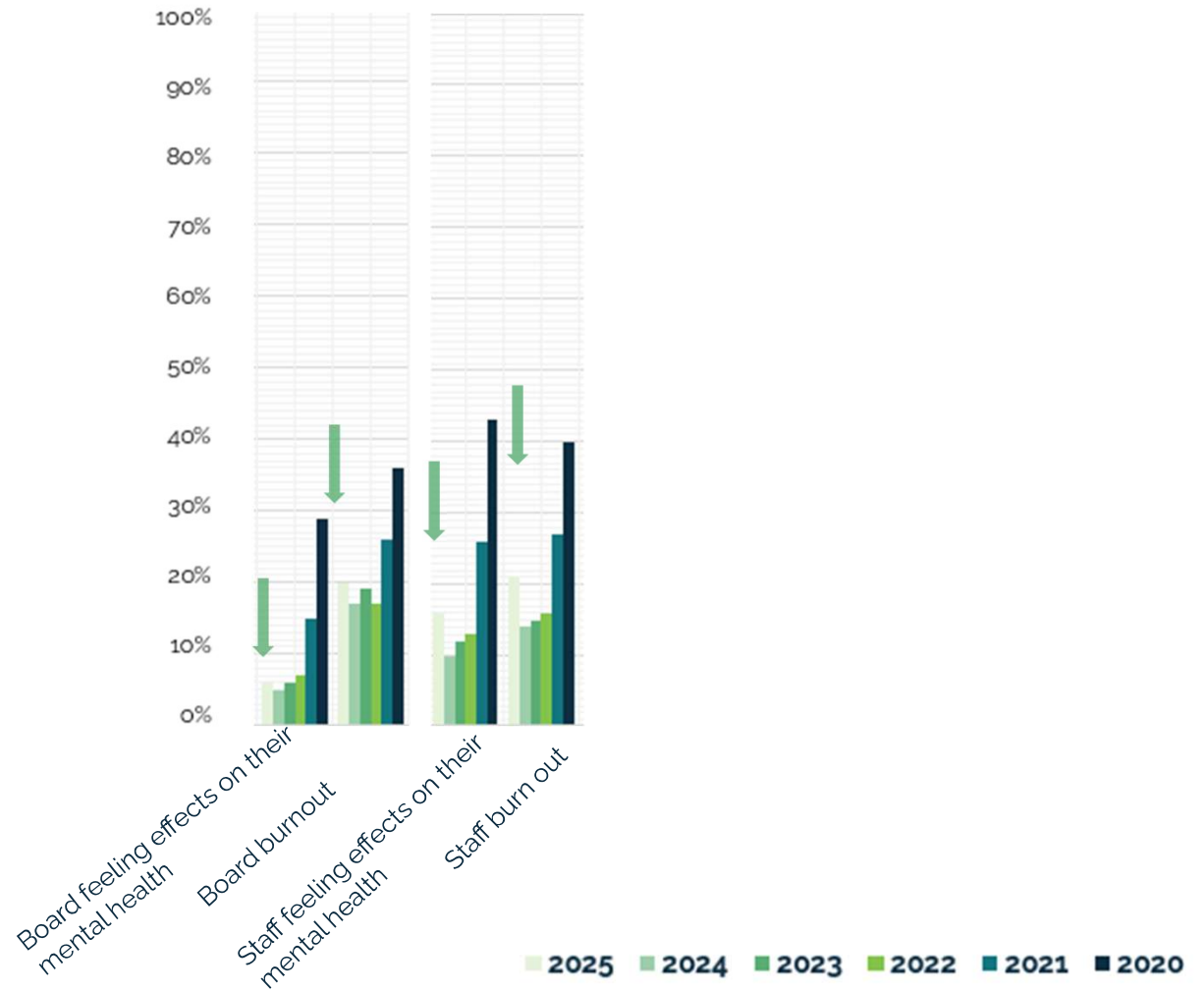




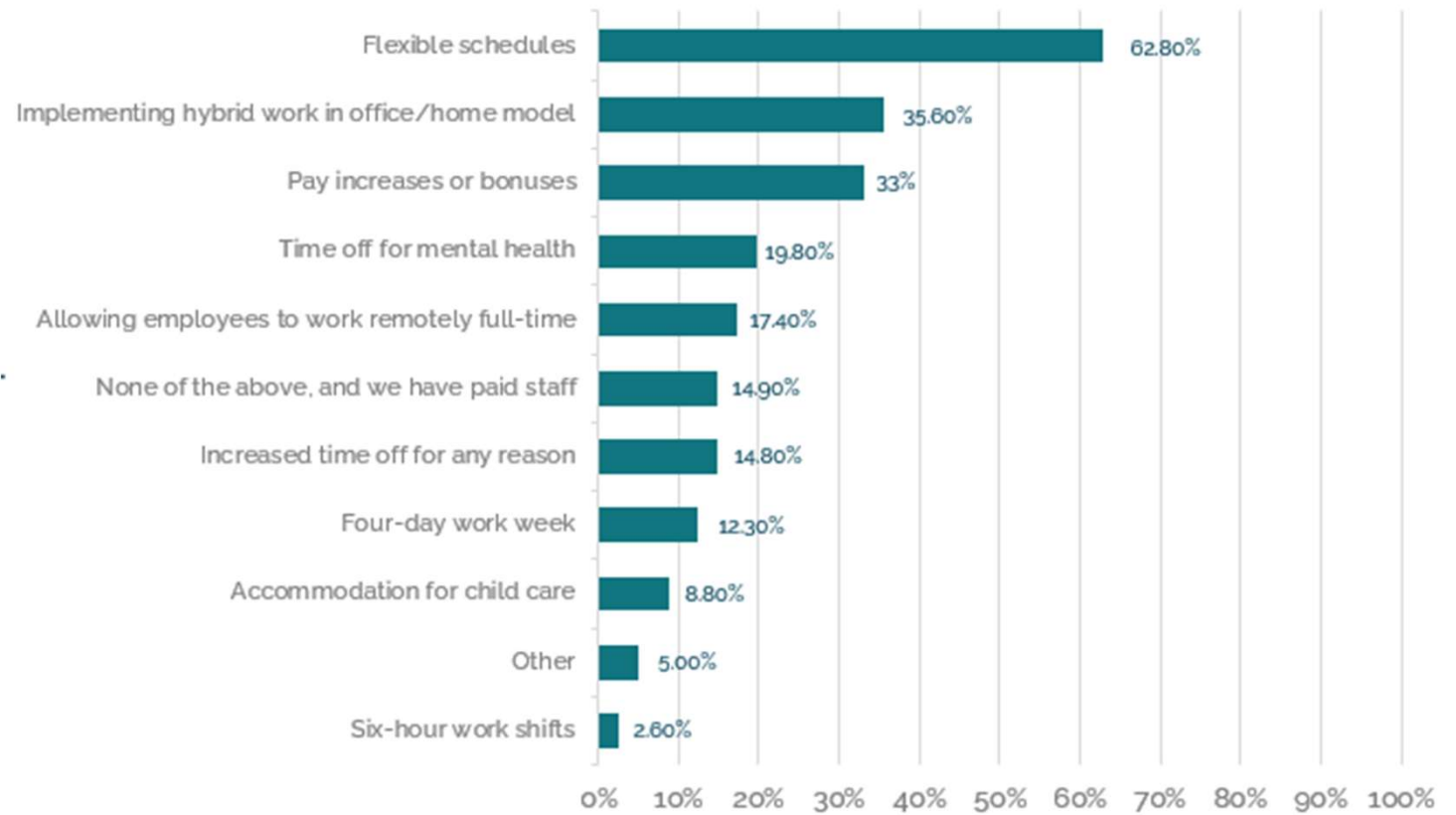
Key Findings: Human Resources

Nonprofit staff and volunteers are struggling more with burnout.

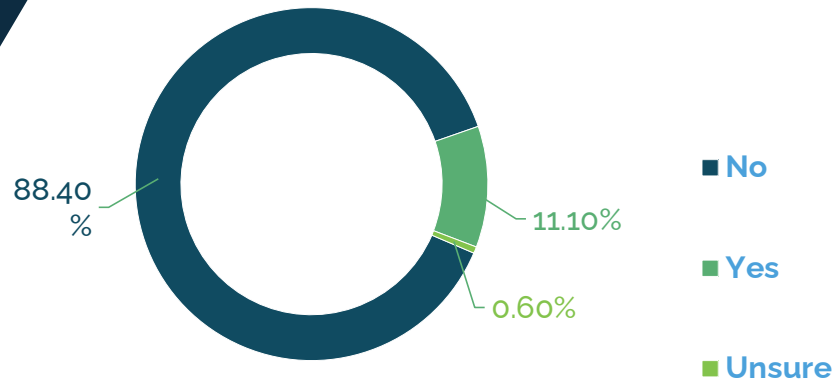
Q. What changes to your staffing have you experienced in 2025? Select all that apply.



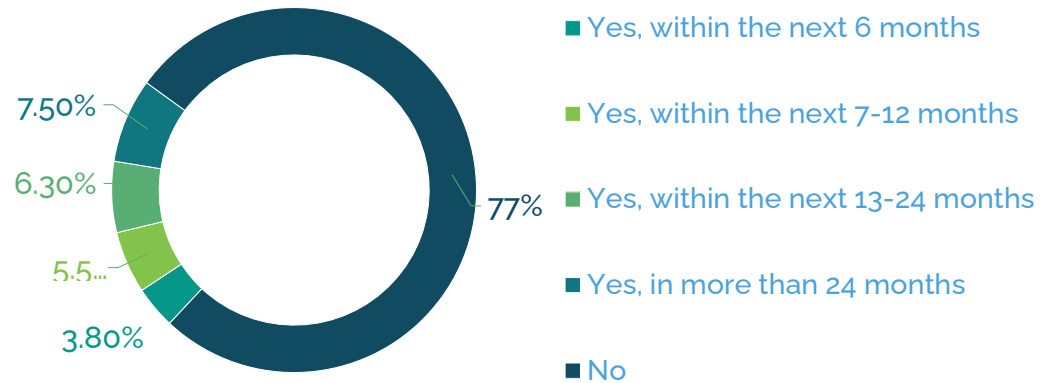
Q. What work options are you currently offering to your employees?



Q. Have you had a change in CEO leadership at your organization in the last year?



Q. Do you anticipate a turnover in the CEO/ED position at your organization?

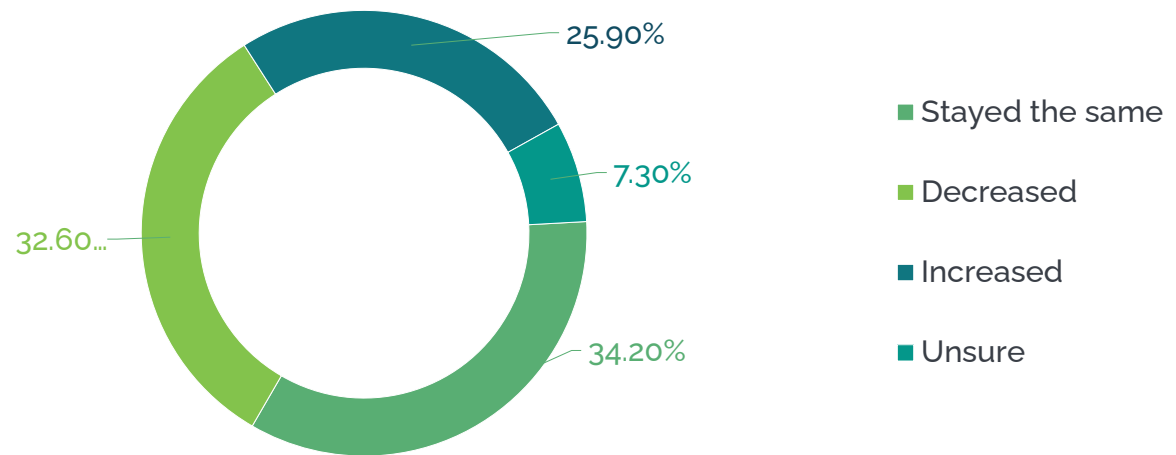




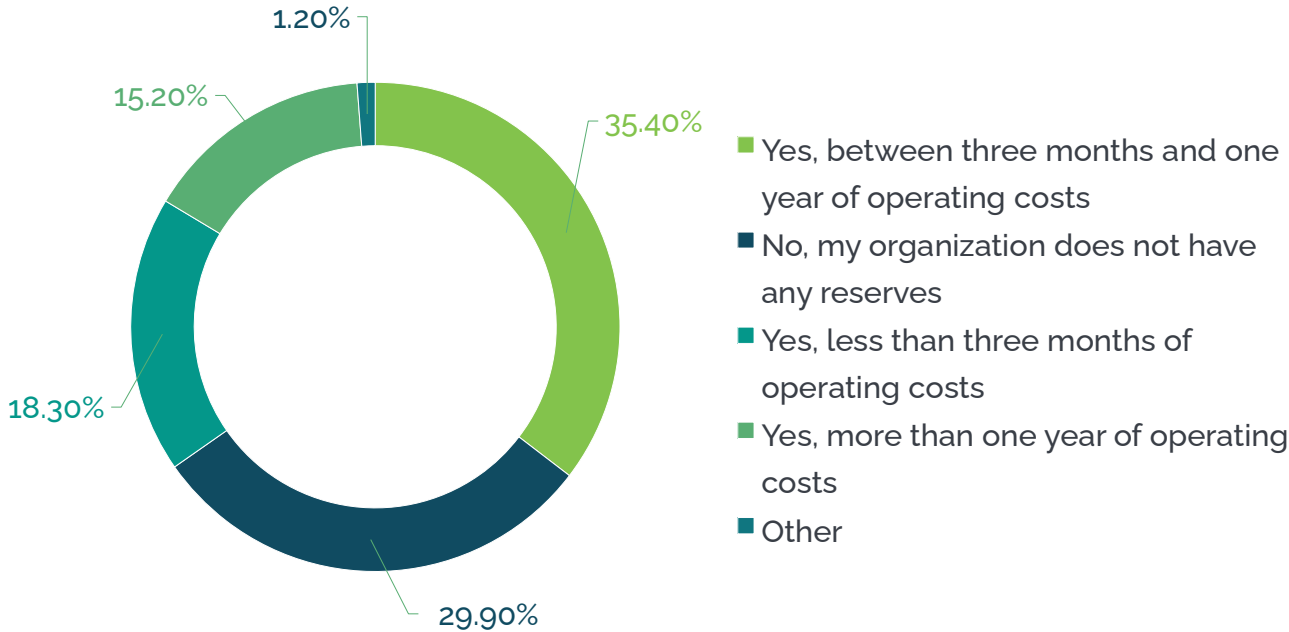
Key Findings: Financial Health

Financial health indicators are slightly improved from 2024 but still raise red flags about long-term sustainability.

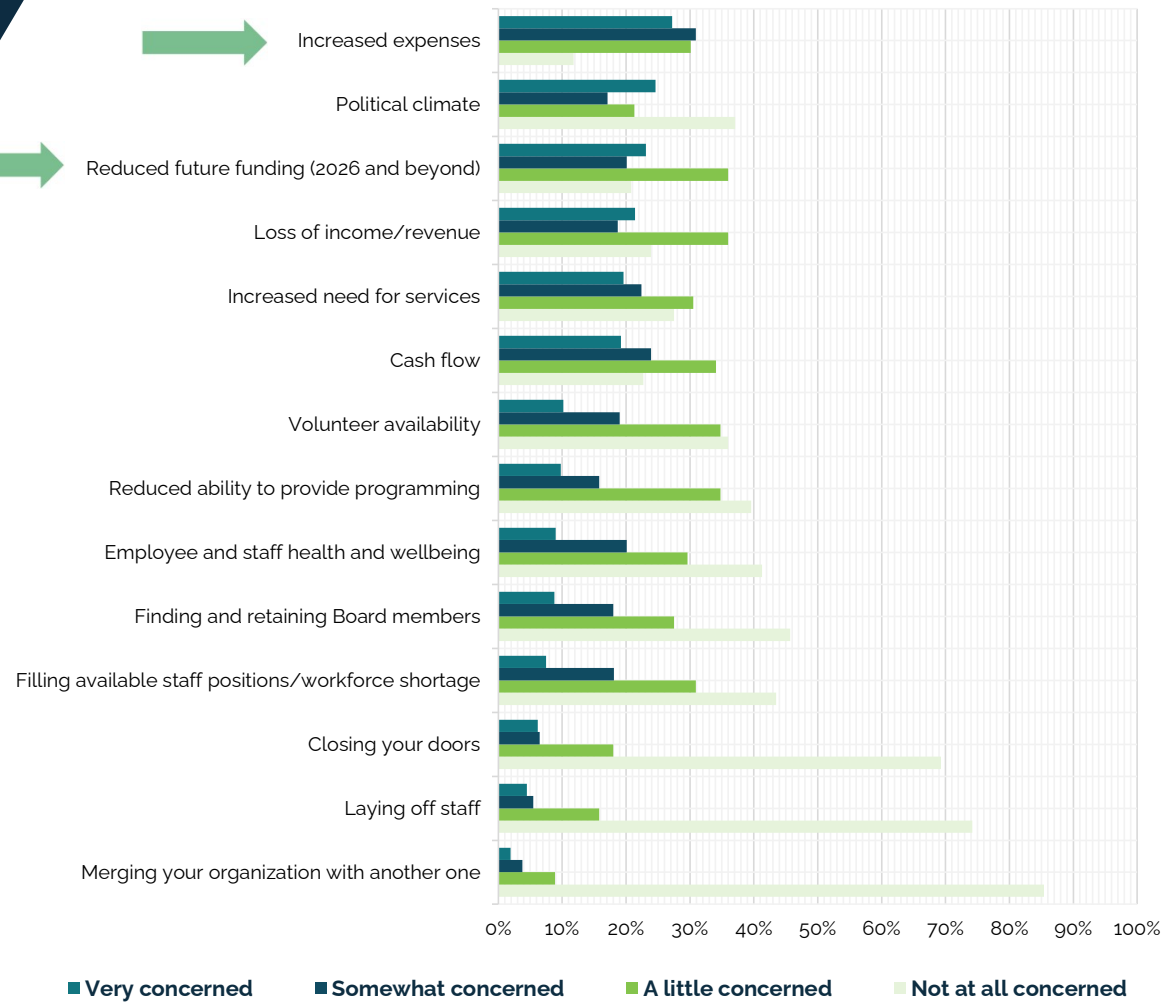
Q. Has your unrestricted revenue in 2025:



Q. Does your organization have reserve funds?



Q. How concerned are you about the following in the next 12 months?

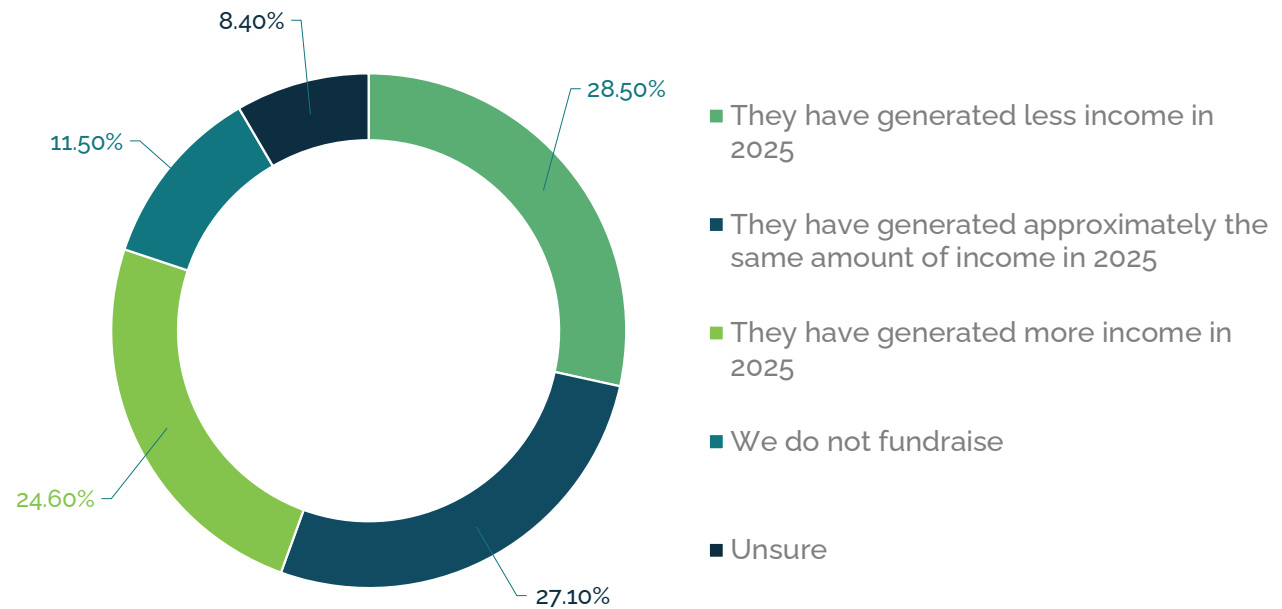




Key Findings: Fundraising

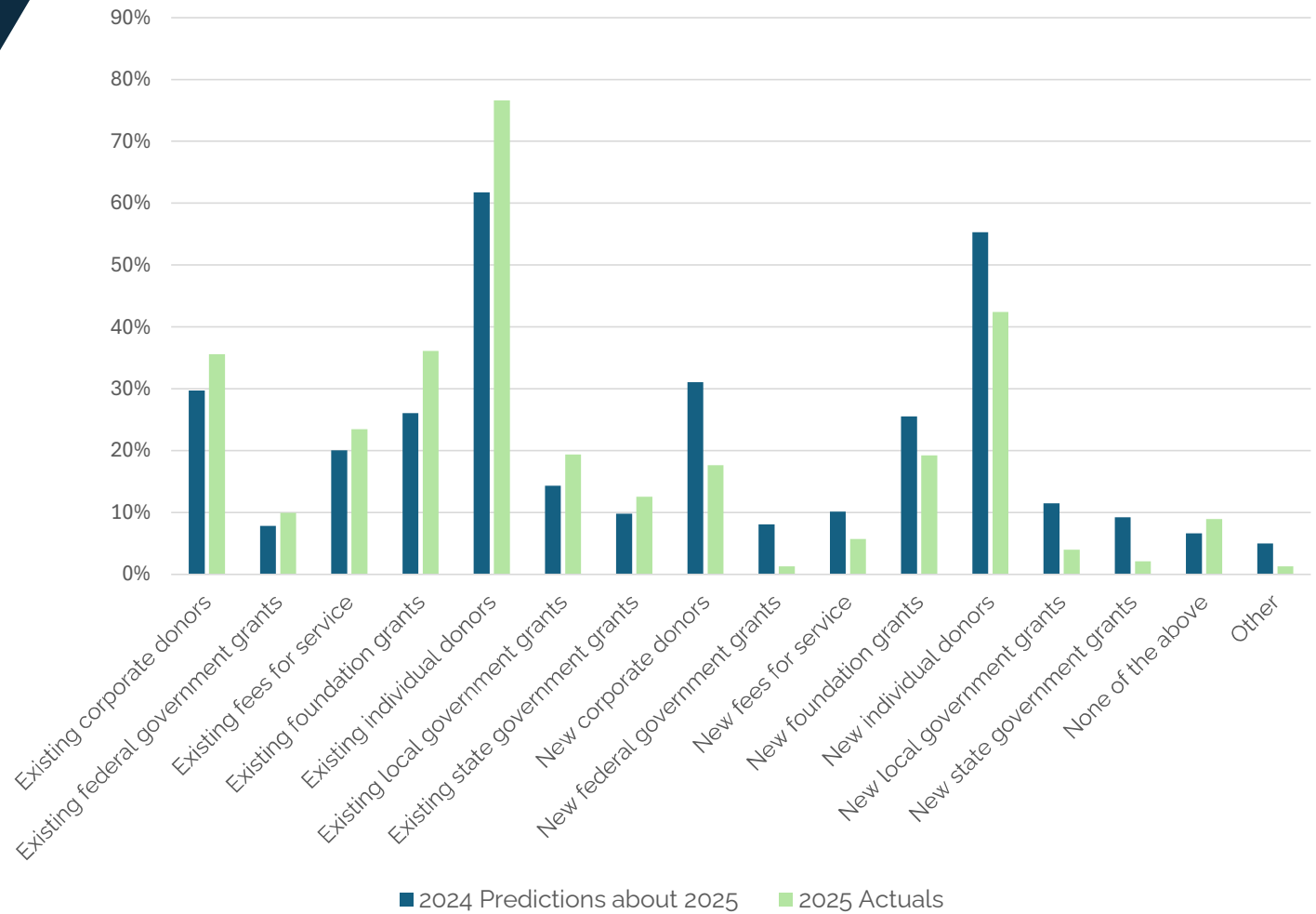
Fundraising remains the biggest concern and challenge for Florida nonprofits.

Q. How did your fundraising activities in 2025 compare to your fundraising activities in 2024?



Q. What are the significant sources of your current fundraising dollars?

2024 predictions vs. 2025 actuals



Q. What resources does your organization need going forward?

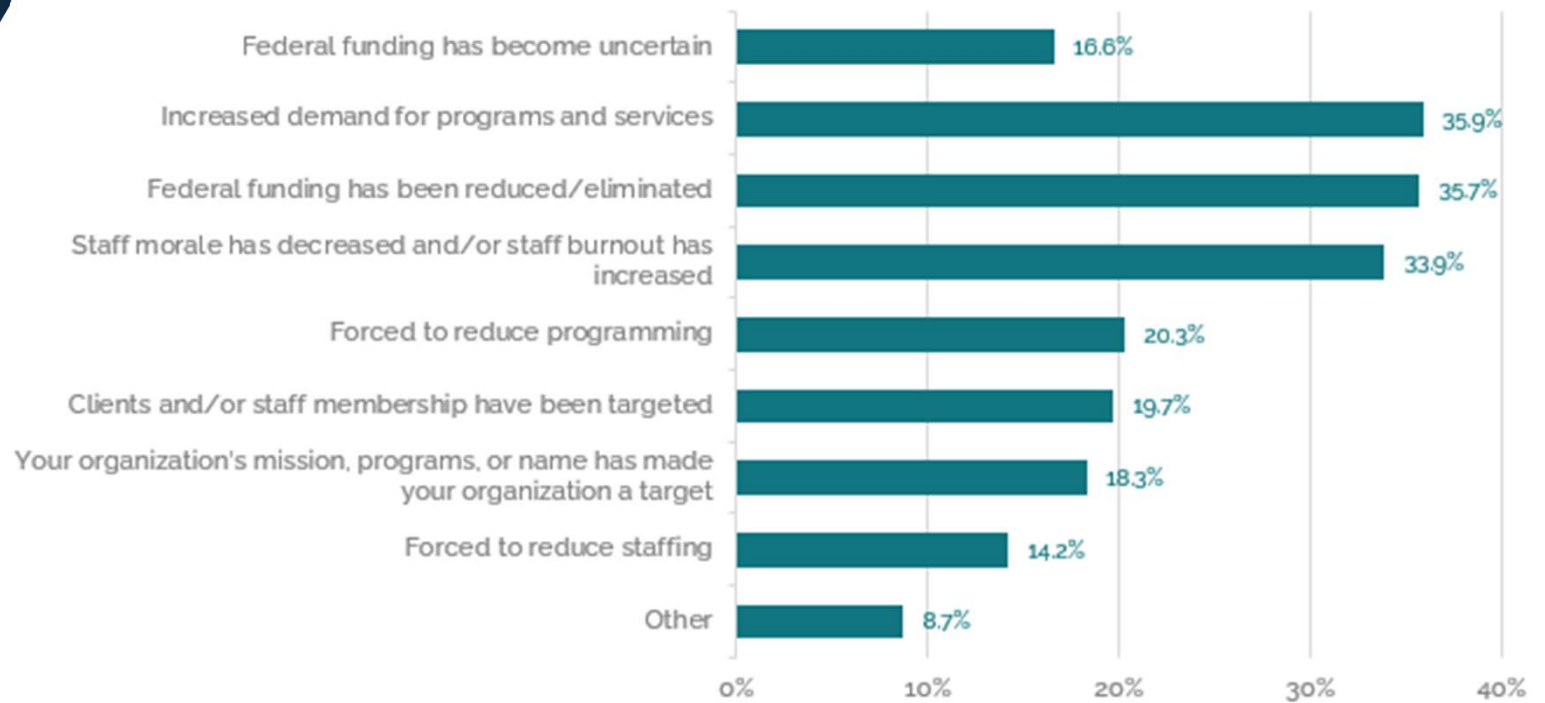




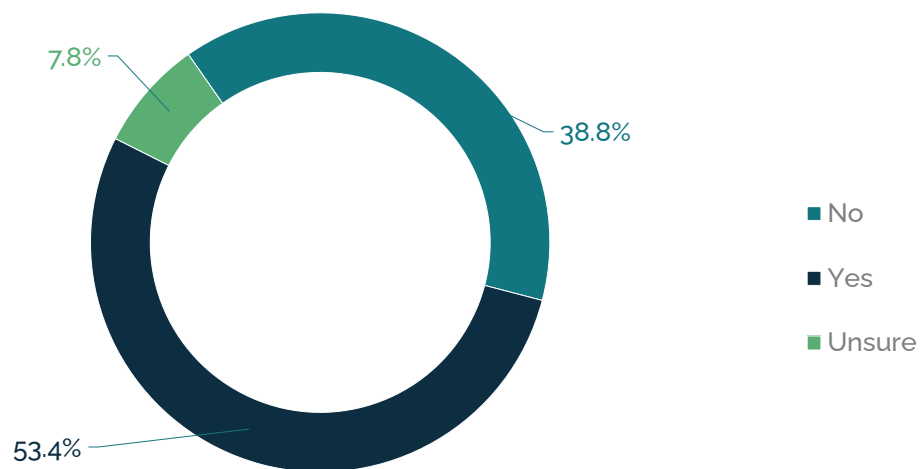
Key Findings: External Factors

External factors, like the political landscape and disaster recovery, add additional stress to nonprofits.

Q. How have federal changes impeded your programs and services?



Q. Do you have a disaster preparedness plan in place for your organization?





SOUTHWEST

- More likely to have had a CEO transition in 2025
- More likely to have reserves
- More likely to be affected by federal changes
- Much more likely to still be affected by hurricanes
- More likely to be challenged by fundraising for operations

REGION HIGHLIGHTS



Reflection

- *Does this resonate for your organization?*
- *What do you find to be the most challenging?*

Using This Data

Audiences and Messages



FLORIDA
nonprofit
alliance

Nonprofit Organizations

Calls to Action

- Prioritize sustainability alongside mission delivery.
- Lean into collaboration.
- Communicate needs clearly.
- Invest in your people.



Funders and Philanthropic Partners

Calls to Action

- Provide flexible, unrestricted funding for general operating support.
- Offer multi-year commitments when possible.
- Reduce administrative burden.
- Support the nonprofit workforce.



Individuals and Communities

Calls to Action

- Give consistently, not just during crises. Recurring donations—even modest ones—provide stability in an unpredictable funding environment.
- Volunteer skills as well as time.
- Serve on nonprofit boards.
- Advocate locally. Sharing nonprofit impact stories with community leaders helps elevate the sector's role and value.



Elected Officials and Policymakers

Calls to Action

- Engage nonprofits as partners. Nonprofits are the unbiased, trusted source of expert knowledge.
- Ensure timely and reliable government funding.
- Reduce administrative complexity.





Reflection

- *How can you strengthen your messages to those audiences?*
- *Who else needs a call to action?*

Questions and Reactions



FLORIDA
nonprofit
alliance



*The nonprofit sector
is the cornerstone of
Florida's social and
economic well-being*

*The success of the
sector depends on
collective action*

FLORIDA NONPROFITS



Advocacy:

- Education
- Information
- Guides

Research:

- Compensation & Benefits research
- Economic Impact data
- Annual Nonprofits Survey
- Individual Giving Research

Resources:

- Newsletter
- Legal Compliance checklist
- Nonprofits and Overhead resource page

FNA RESOURCES

Visit us at fnonprofits.org

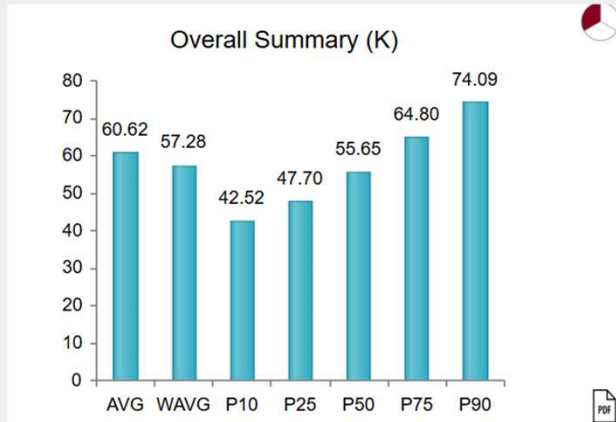
Compensation and Benefits Survey

Launching early June!

- Extensive survey with specific compensation numbers per position
- Includes data on:
 - Employment practices and policies
 - Benefits
 - Leadership profiles
 - Comparisons to for-profit job equivalents
 - And more!
- Final report available to any nonprofit for free
- Includes an interactive dashboard that can be sorted by job, budget size, number of employees, - as long as there are at least 5 respondents per category.
- **Please complete the survey and spread the word!**



Sample Dashboard



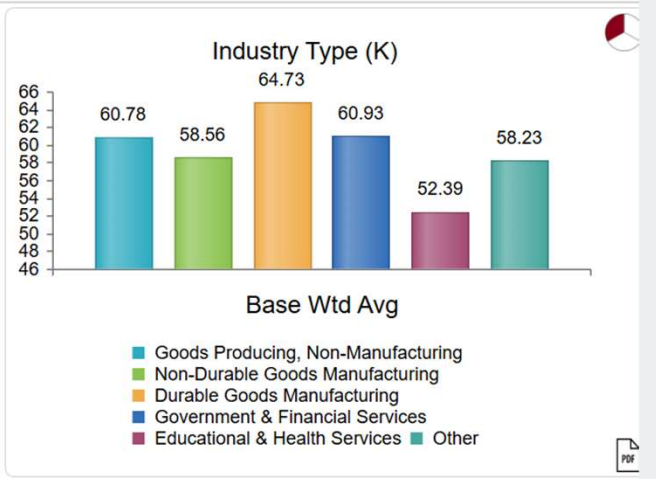
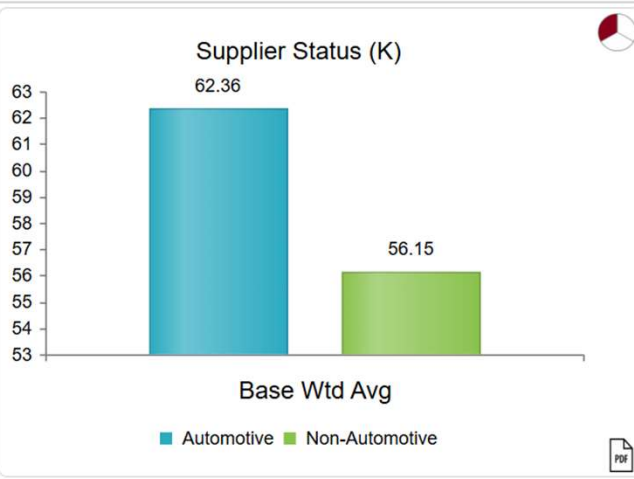
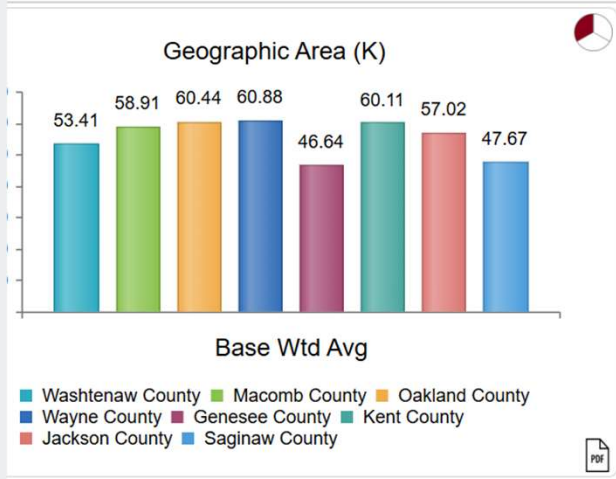
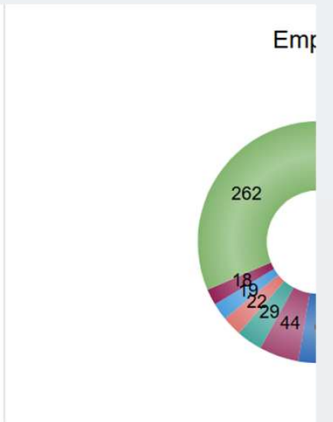
Job Title: Administrative Assistant I (Advanced)
Job Family: Administrative

Job Description: Third of three levels of administrative assistant job. This role does not directly support the CEO or President. The job typically requires high school graduate level reading, communication, math and problem solving skills and 5+ years of experience, or equivalent. Perform administrative support work; specific duties vary with department(s) assigned. Assists the department or function manager and other department or function staff by performing a variety of support duties, such as conference/meeting planning, preparing complex documents or coordinating activities. Gathers data and prepares reports with information necessary for decision-making [\(more\)](#)

Companies: 92 **EEs: 833**

Salary Summary for Salary data

AVG	WAVG	P10	P25	P50	P75	P90
60622	57279	42521	47697	55645	64797	74092





Setting a Policy Agenda
May 12, 2026
9:30-11AM ET

Member Orientation
June 9, 2026
10-11AM ET

**June Policy Call
(Members Only)**
June 15, 2026
4-5PM ET

FNA EVENTS

Visit us at fnonprofits.org

Thank you

Contact:

Leah Donelan McDermott
lmcdermott@flnonprofits.org

Florida Nonprofits Survey
flnonprofits.org/floridanonprofits-survey-2025

Economic Impact Report
Available May 18th

407.694.5213 | flnonprofits.org



FLORIDA
nonprofit
alliance