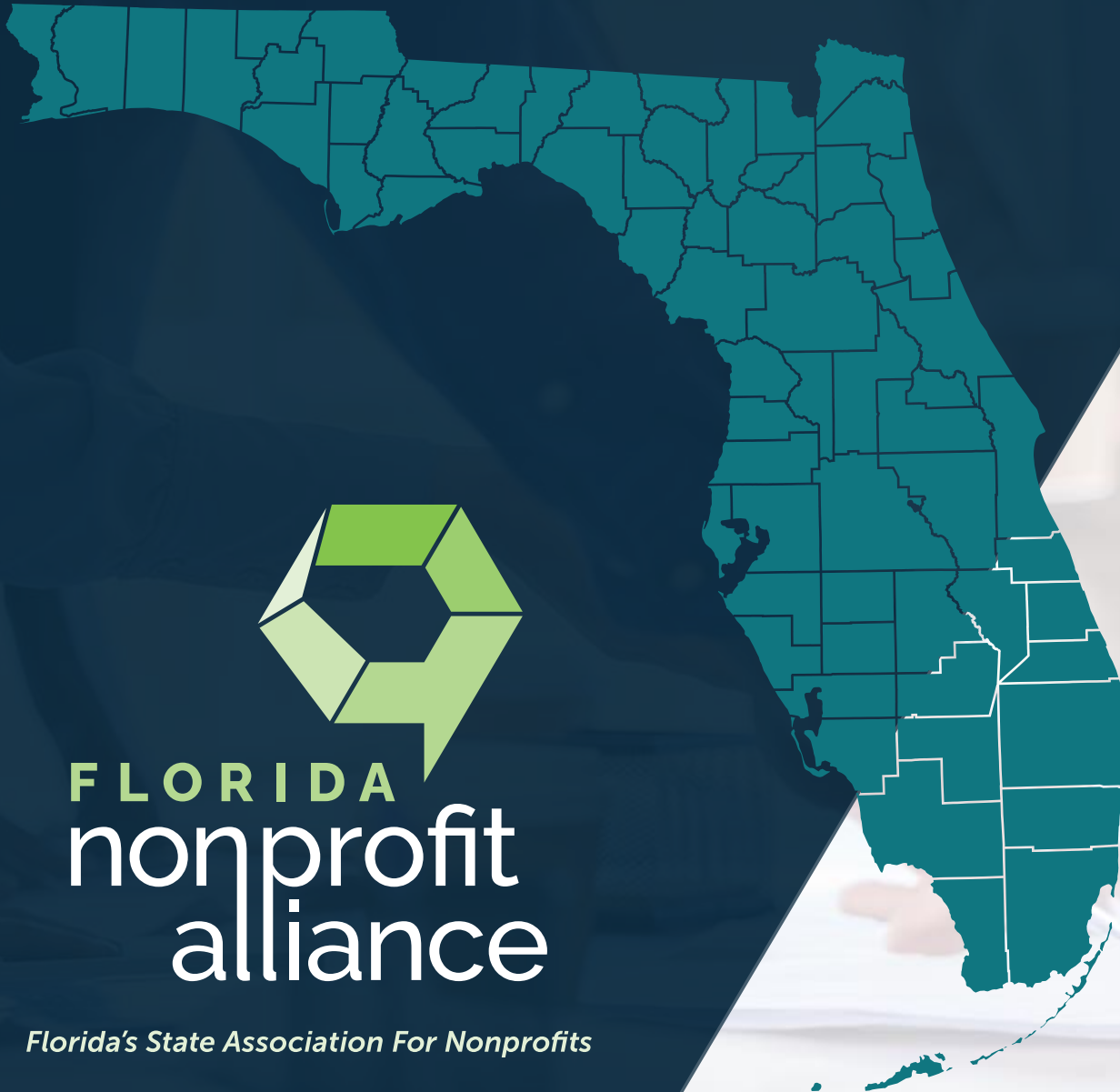


Advocate. Expert. Collective Voice.



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Florida's State Association For Nonprofits

Florida Nonprofits by the Numbers Northeast Florida

May 19, 2026



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.

Other statewide organizations for nonprofits in the U.S.



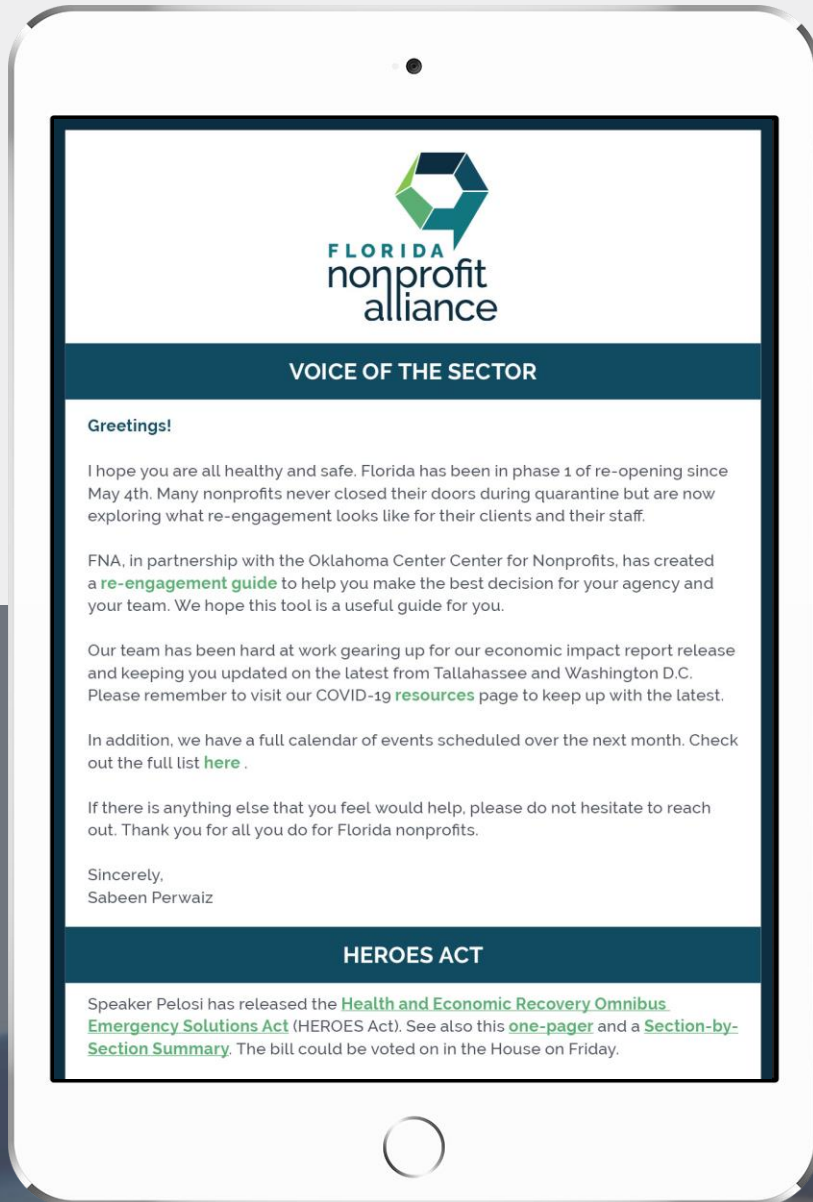
National Council of Nonprofits | FNA is a proud member of the National Council of Nonprofits



Membership— *the Core of FNA*

- 1. Nonprofits**
- 2. Foundations**
- 3. Consultants**

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



Newsletters

View [sample here](#)



VOICE OF THE SECTOR

Greetings!

I hope you are all healthy and safe. Florida has been in phase 1 of re-opening since May 4th. Many nonprofits never closed their doors during quarantine but are now exploring what re-engagement looks like for their clients and their staff.

FNA, in partnership with the Oklahoma Center Center for Nonprofits, has created a [re-engagement guide](#) to help you make the best decision for your agency and your team. We hope this tool is a useful guide for you.

Our team has been hard at work gearing up for our economic impact report release and keeping you updated on the latest from Tallahassee and Washington D.C. Please remember to visit our COVID-19 [resources](#) page to keep up with the latest.

In addition, we have a full calendar of events scheduled over the next month. Check out the full list [here](#).

If there is anything else that you feel would help, please do not hesitate to reach out. Thank you for all you do for Florida nonprofits.

Sincerely,
Sabeen Perwaiz

HEROES ACT

Speaker Pelosi has released the [Health and Economic Recovery Omnibus Emergency Solutions Act](#) (HEROES Act). See also this [one-pager](#) and a [Section-by-Section Summary](#). The bill could be voted on in the House on Friday.

Sign up at flnonprofits.org

Thank you to
our Host



NonprofitCenter
of Northeast Florida



**Thank you to
our Sponsor**

Remarks from:



Alicia Somers
*Community Relations
Manager*



Denise Akers
*Vice President and
Business Banking
Relationship Manager*





Agenda

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

Full research reports are available at flnonprofits.org

Why Data Matters



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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:



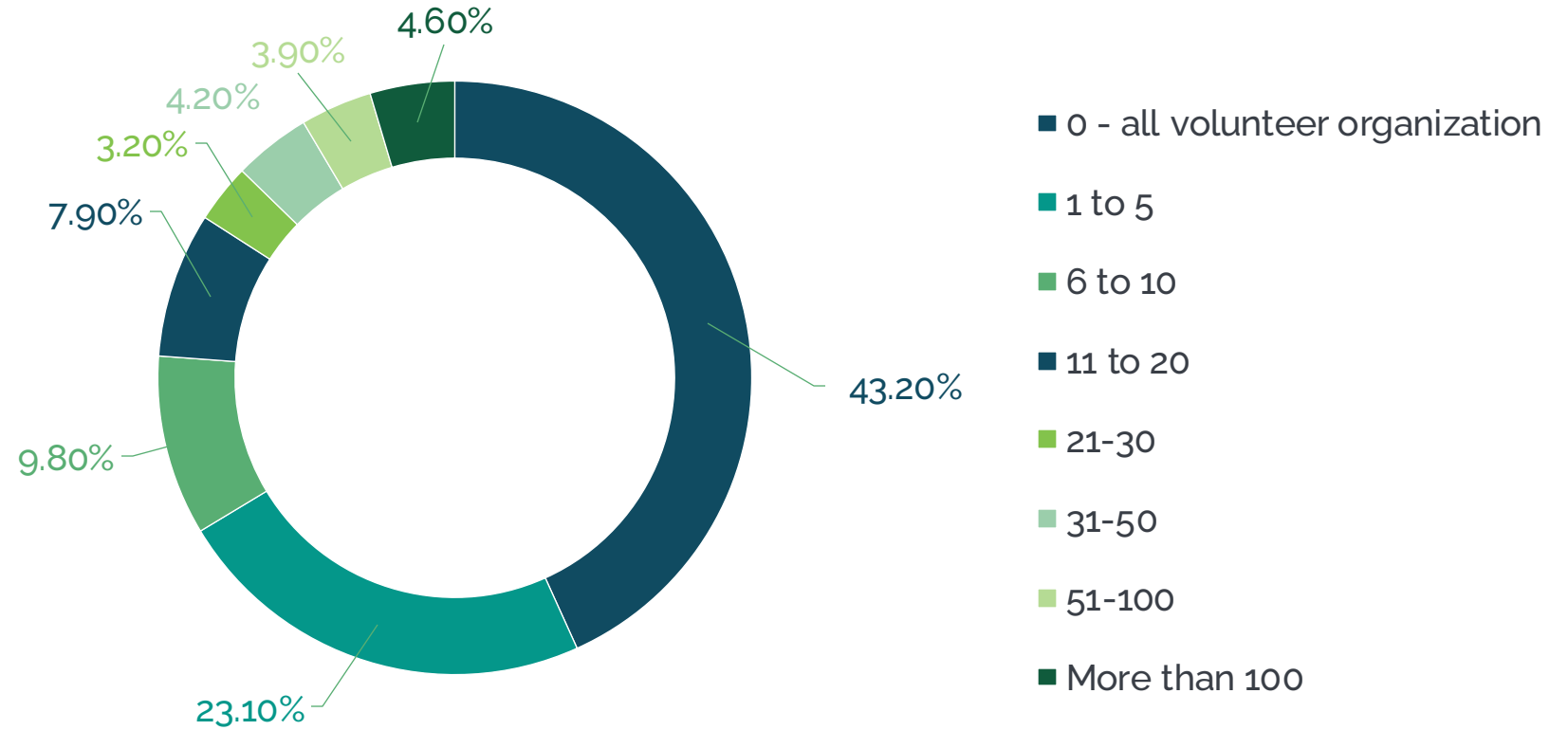
- **Florida Nonprofit Economic Impact**

- 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?



Sector Challenges:

Resources for Sustainability



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Key Findings: Programs

Providing programs is getting harder for nonprofits in Florida.

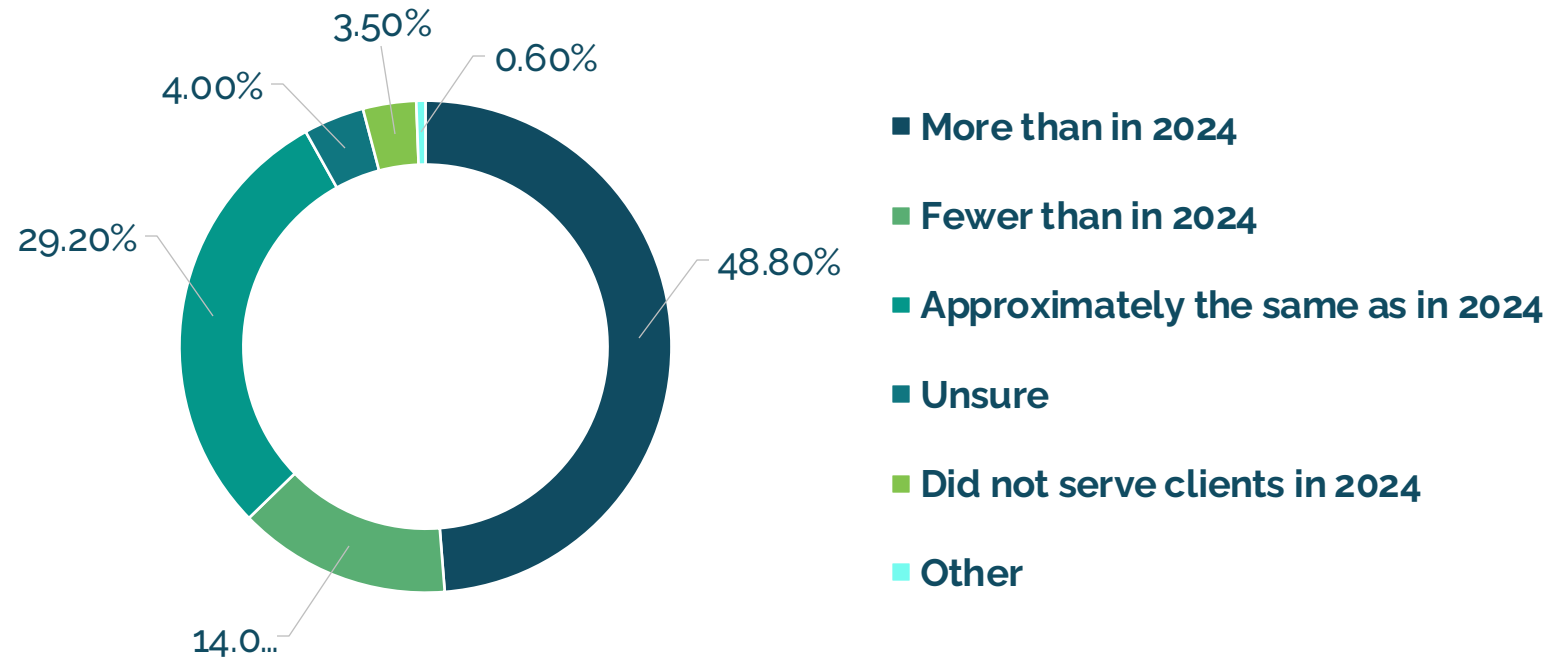
The Need in Florida

Florida is:

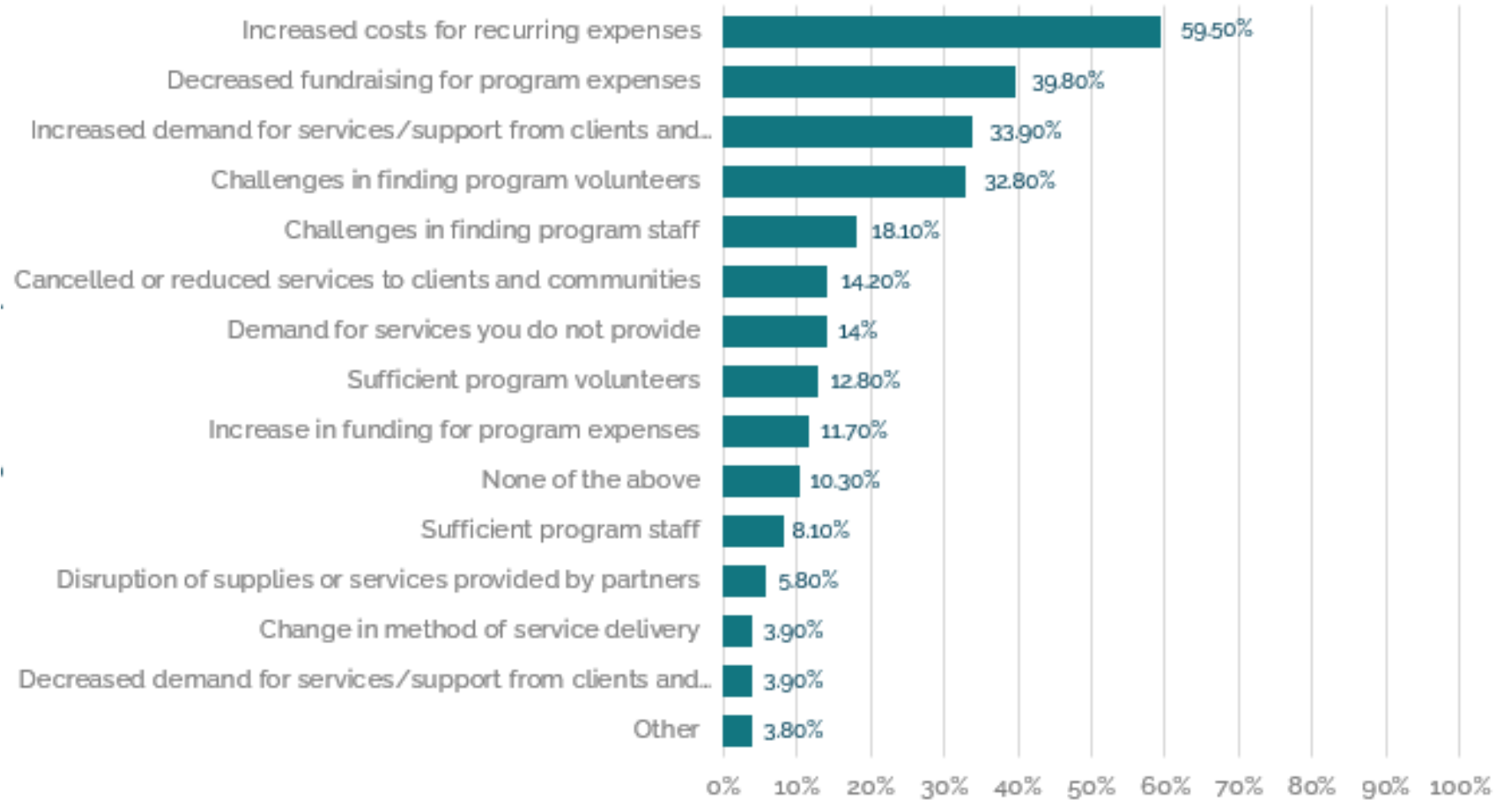
- **48th** in number of households falling below the ALICE threshold
- **43rd** in number of nonprofits per 1,000 households
 - 2.6 per 1,000 households – the same amount as in 2023.
- **40th** in nonprofit revenue and nonprofit income generated per capita



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



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

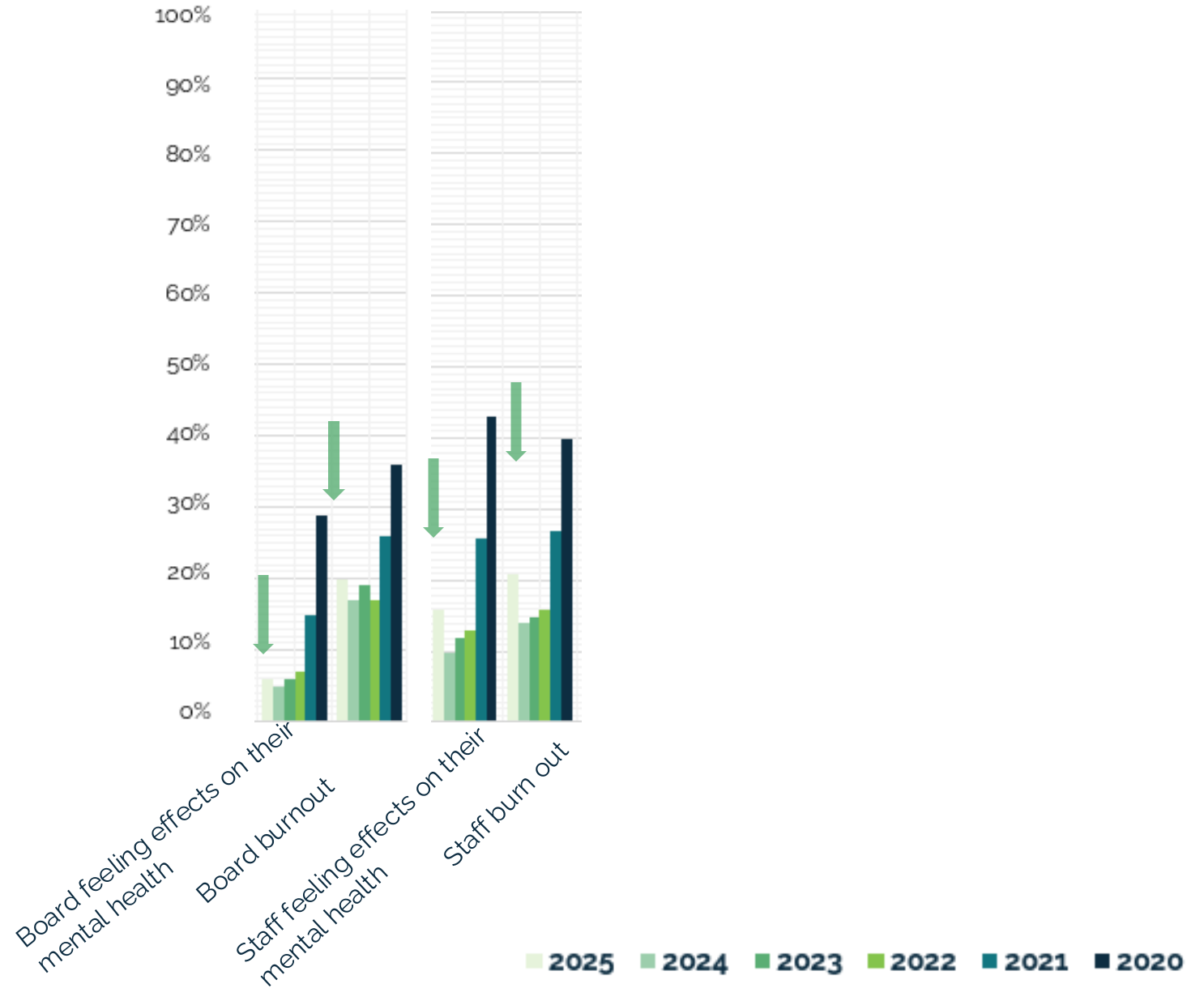




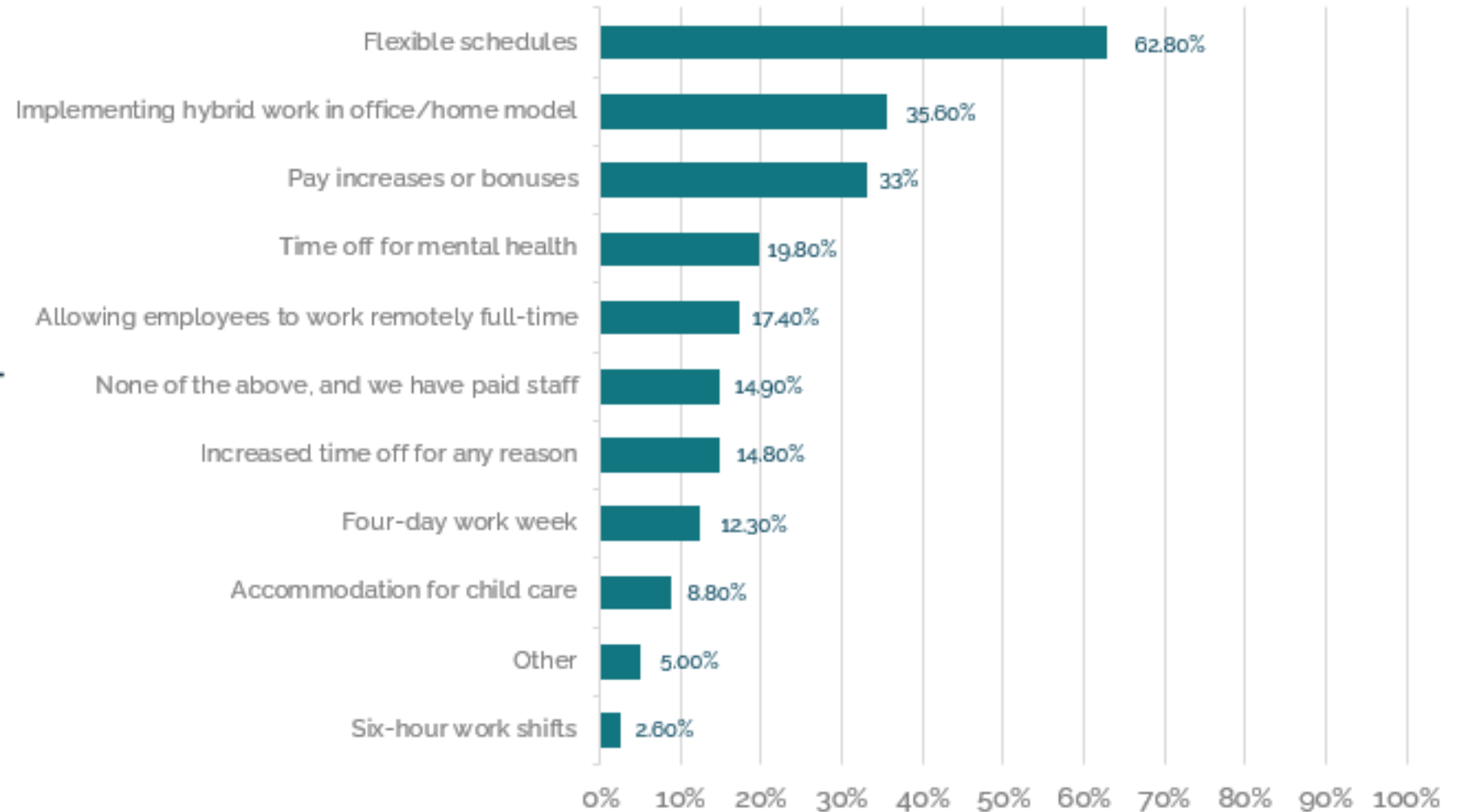
Key Findings: Human Resources

Nonprofit staff and volunteers are struggling more with burnout.

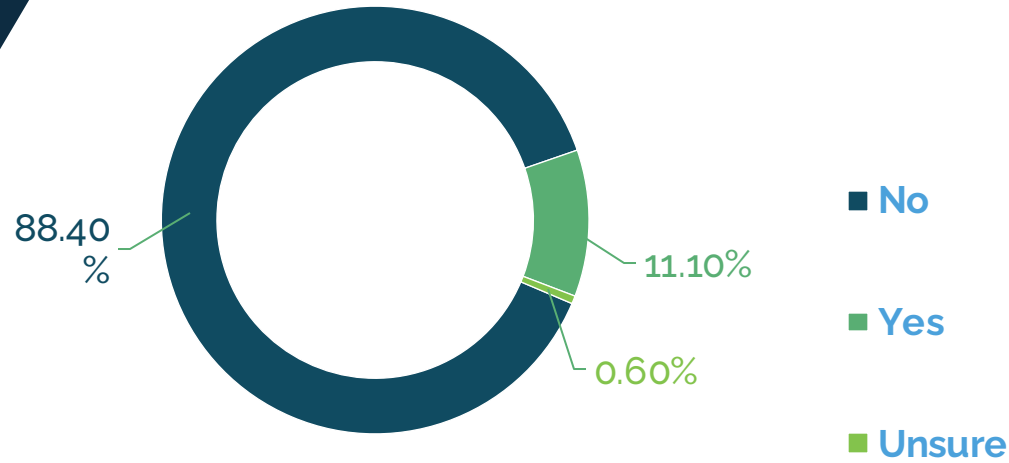
Q. What changes to your staffing have you experienced in 2025? Select all that apply.



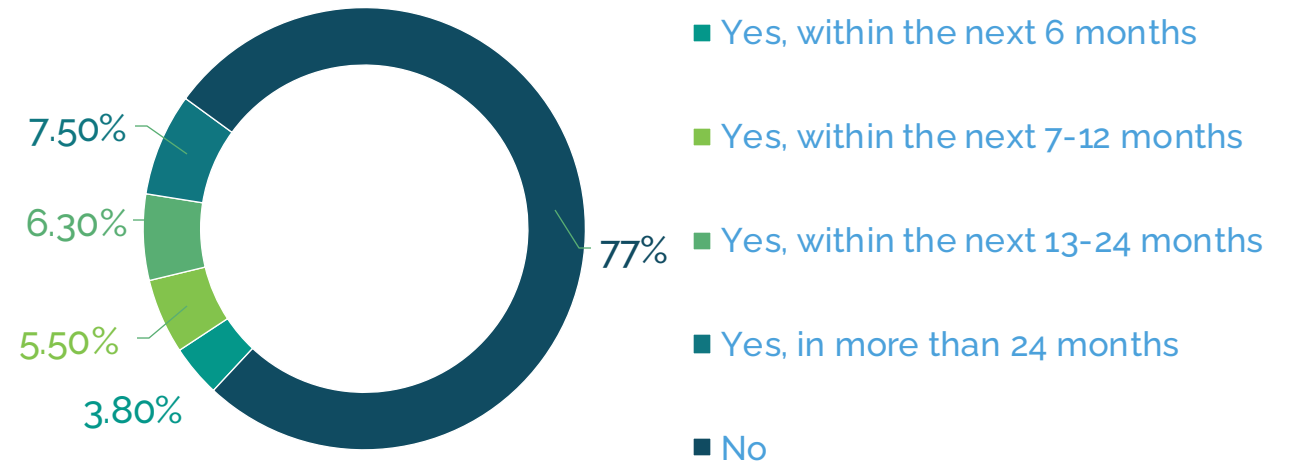
Q. What work options are you currently offering to your employees?



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?

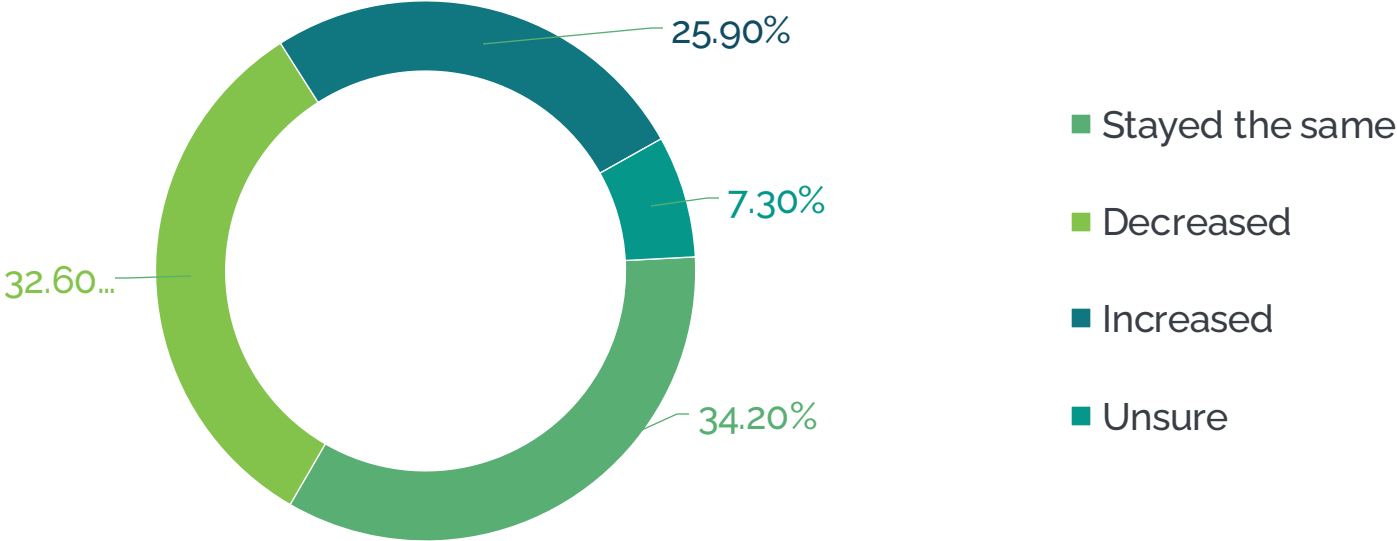




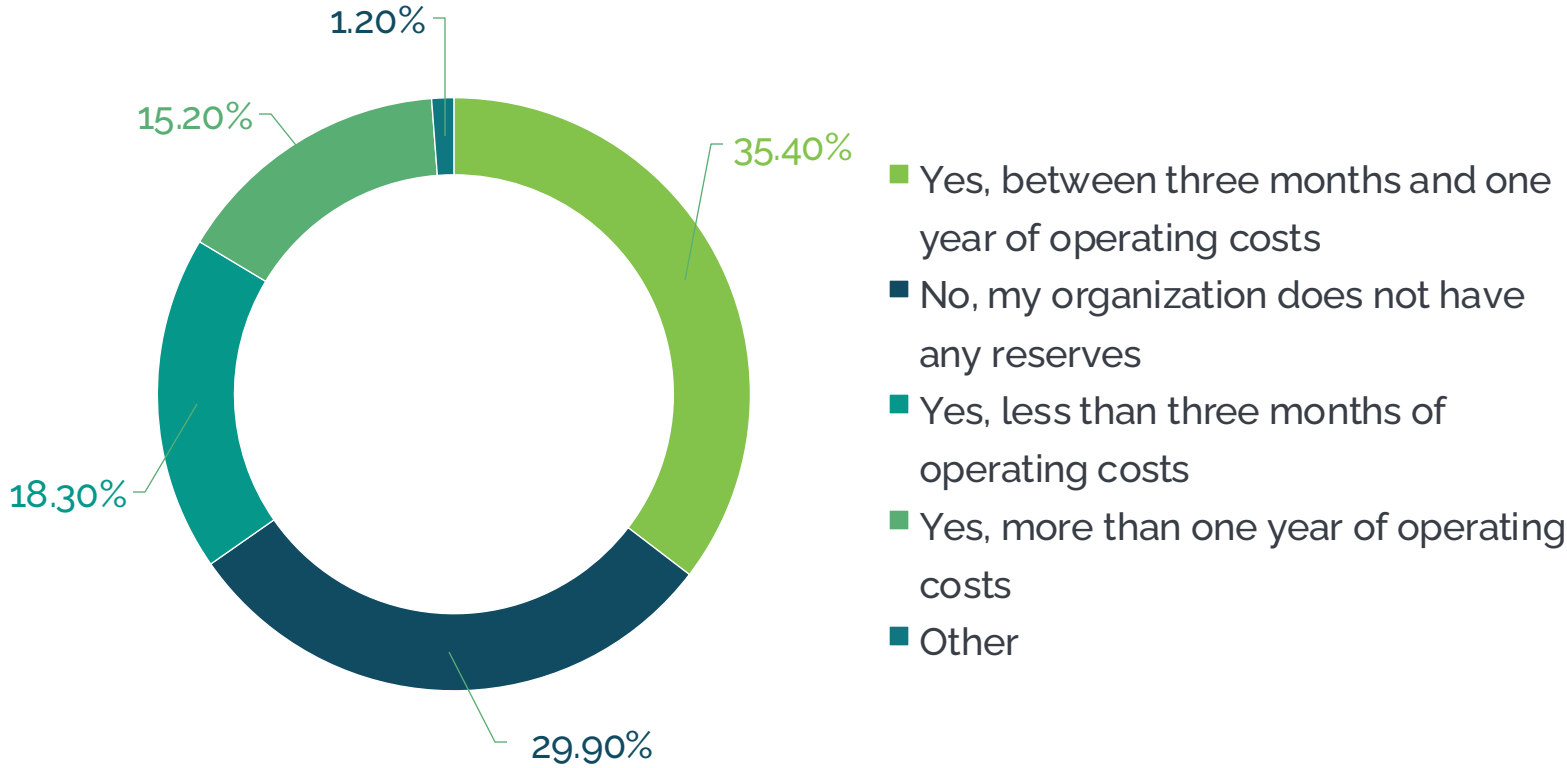
Key Findings: Financial Health

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

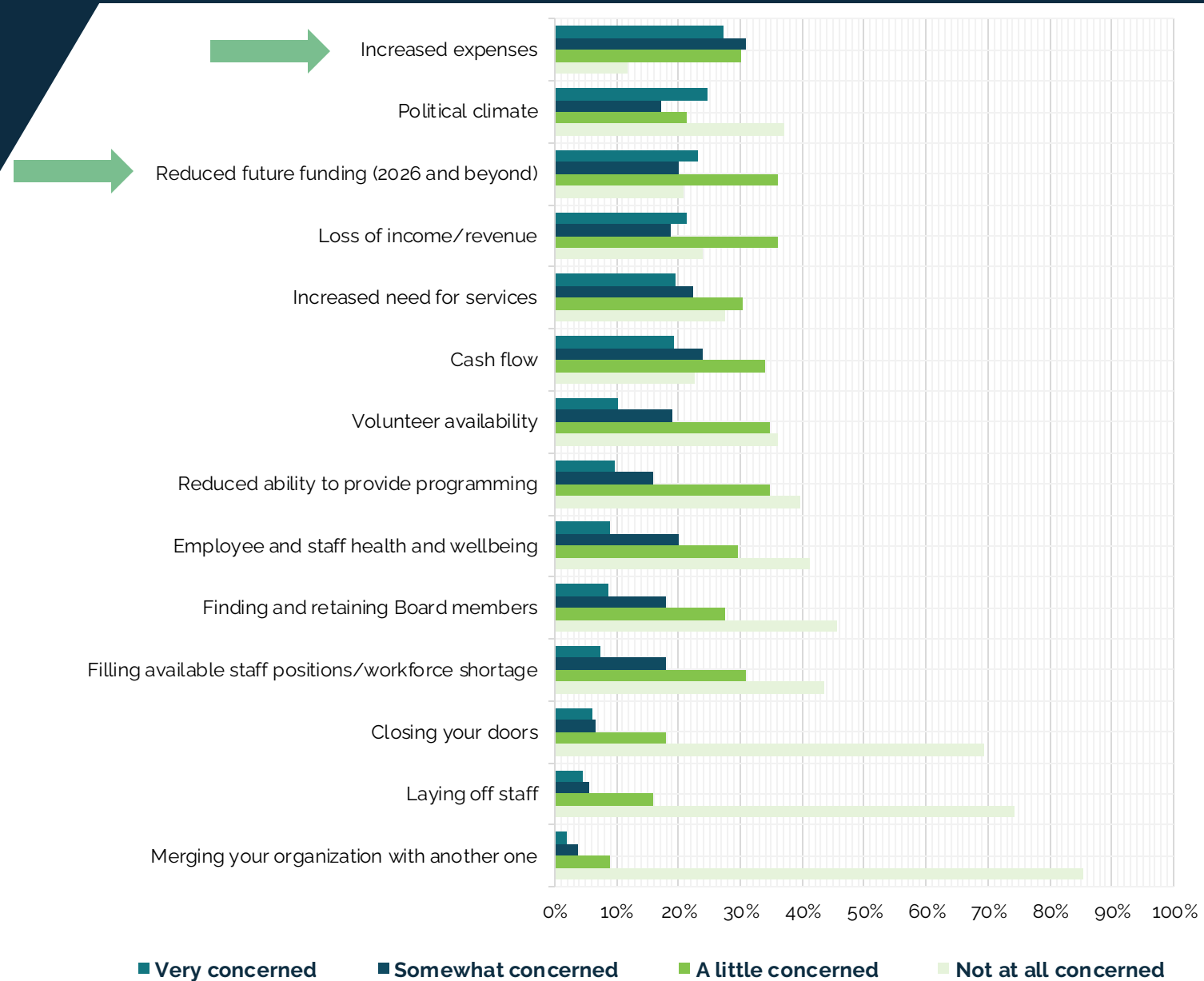
Q. Has your unrestricted revenue in 2025:



Q. Does your organization have reserve funds?



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

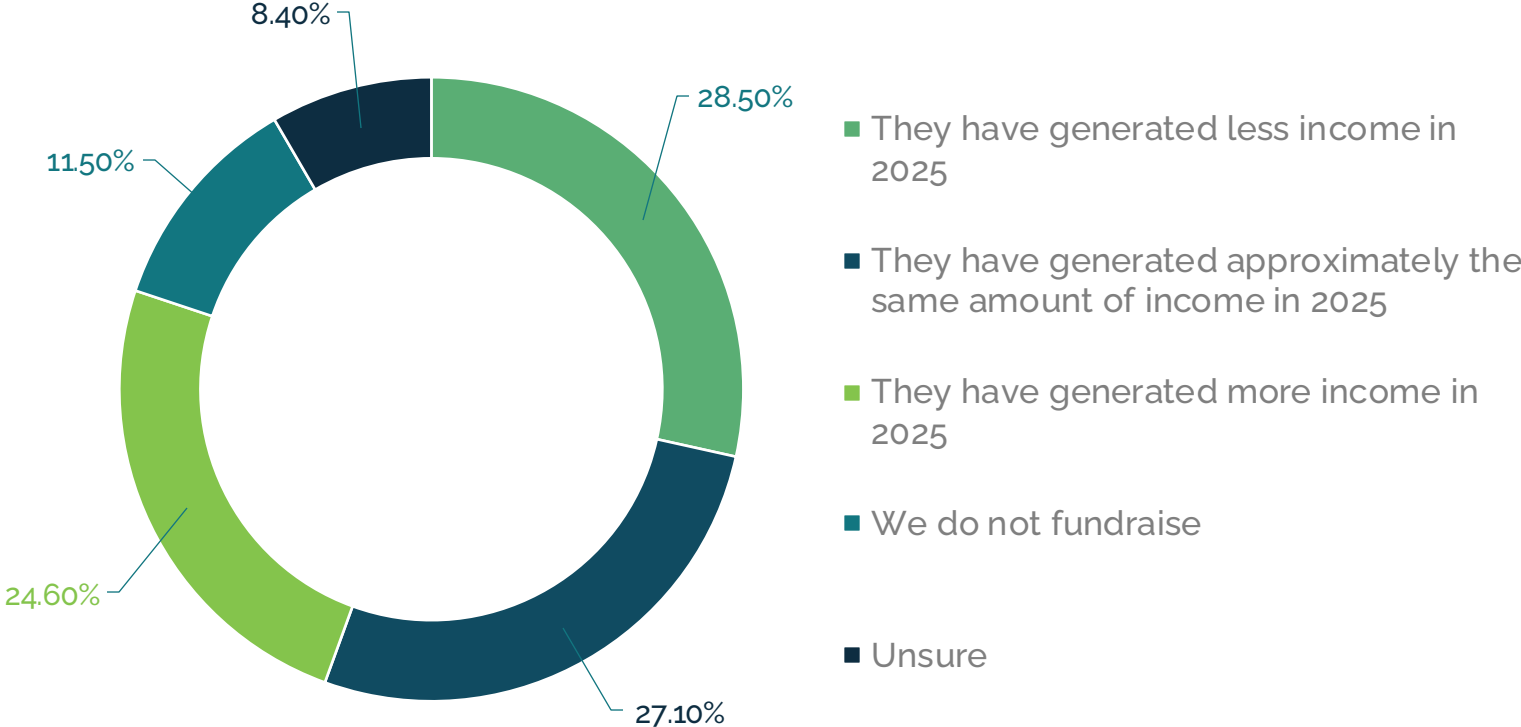




Key Findings: Fundraising

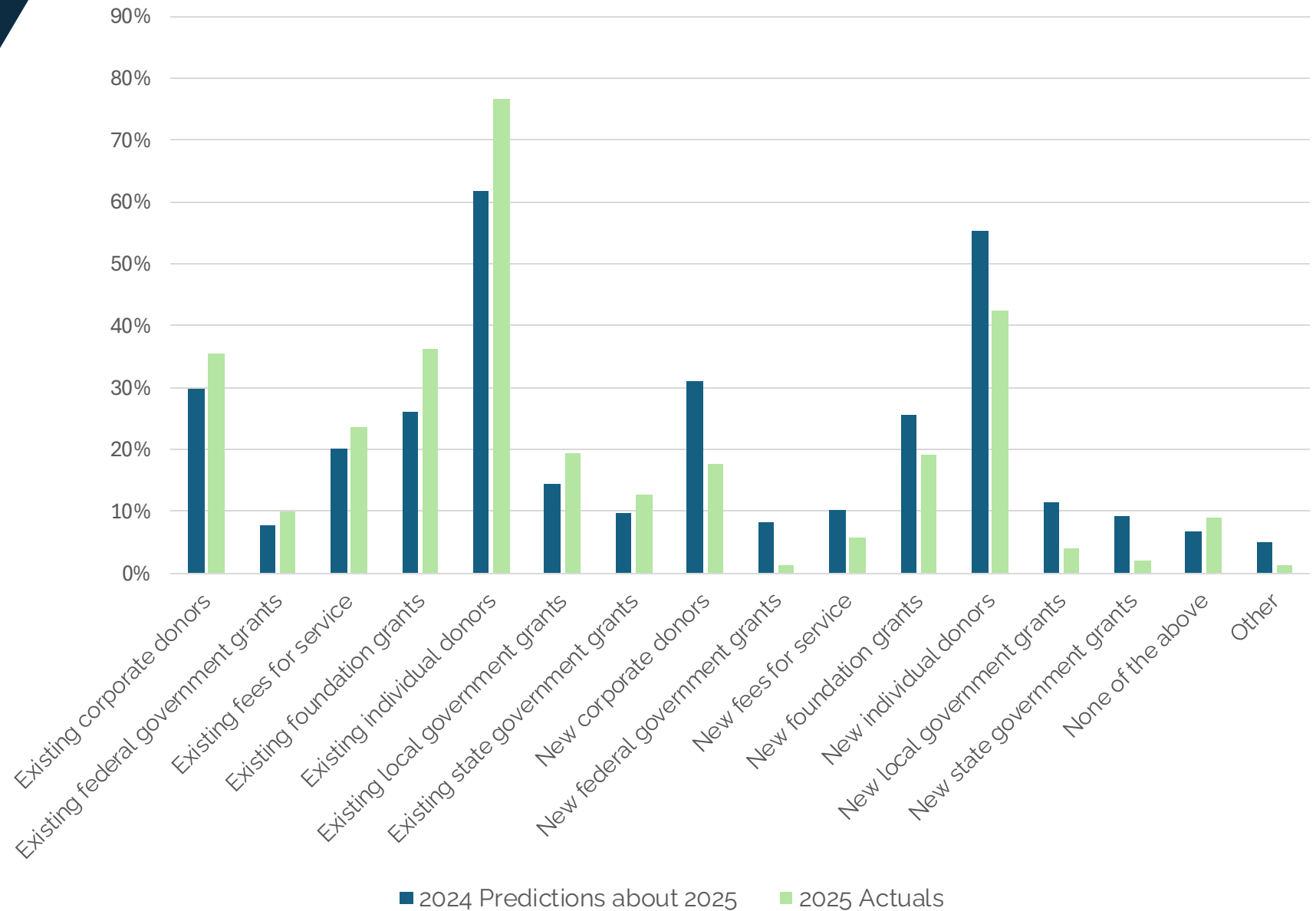
Fundraising remains the biggest concern and challenge for Florida nonprofits.

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?

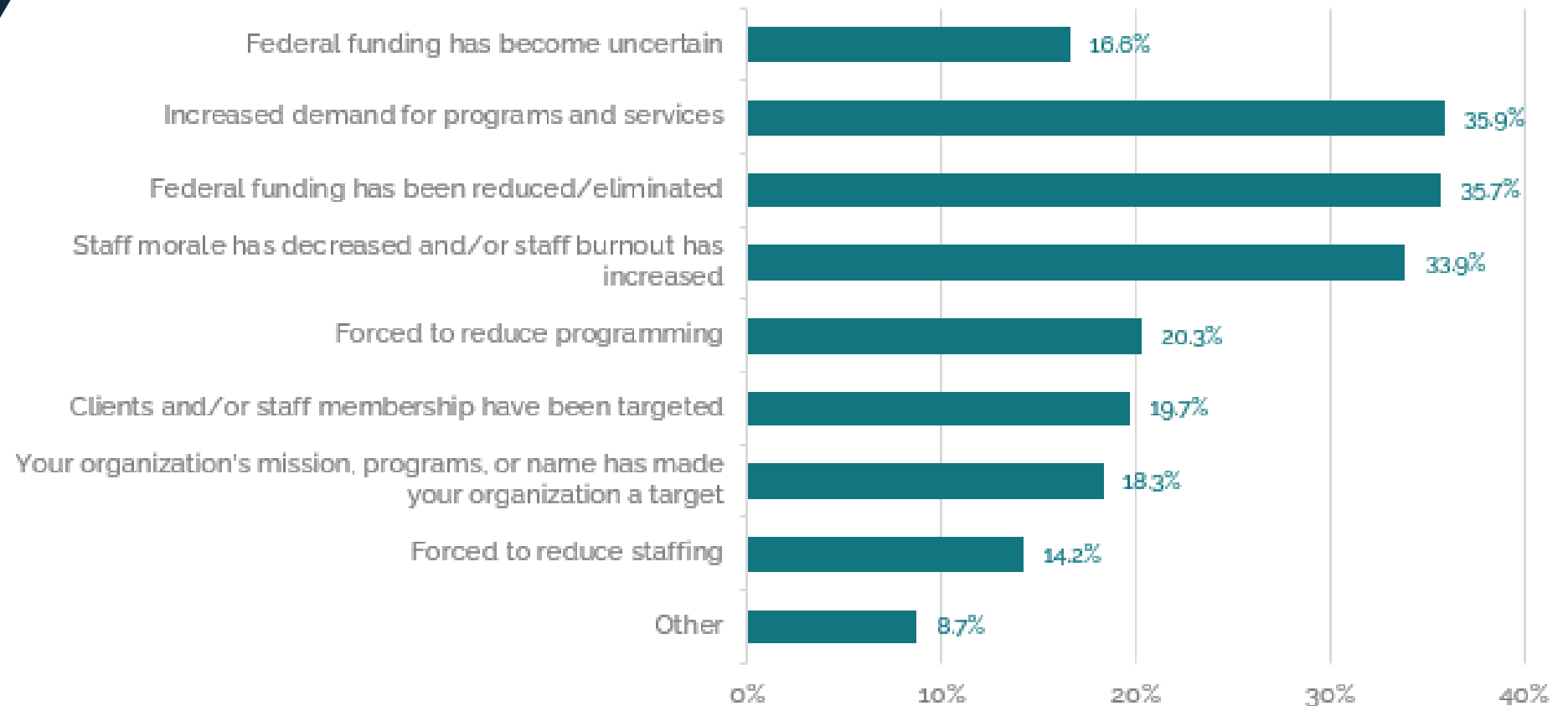




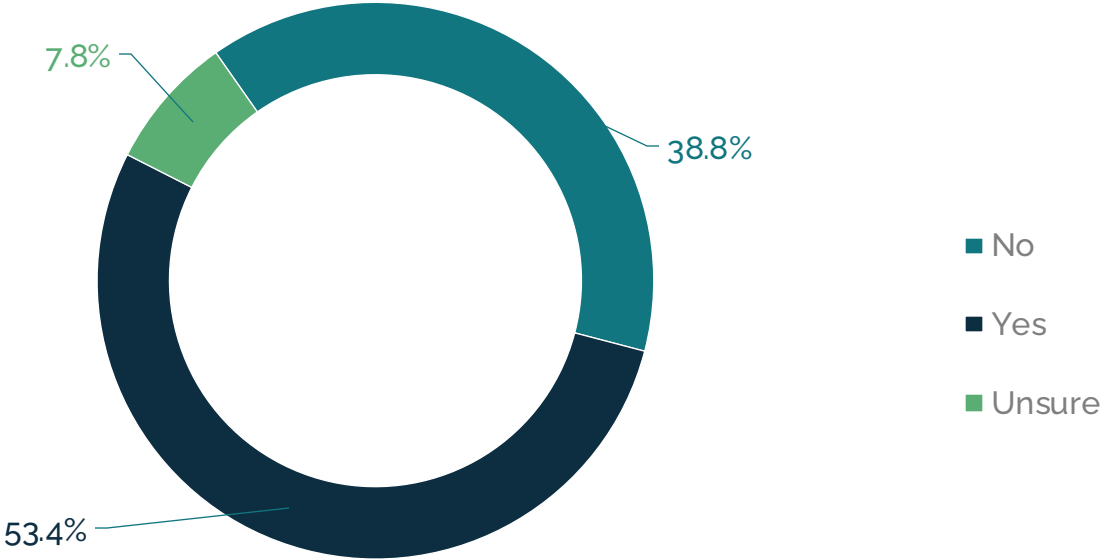
Key Findings: External Factors

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

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

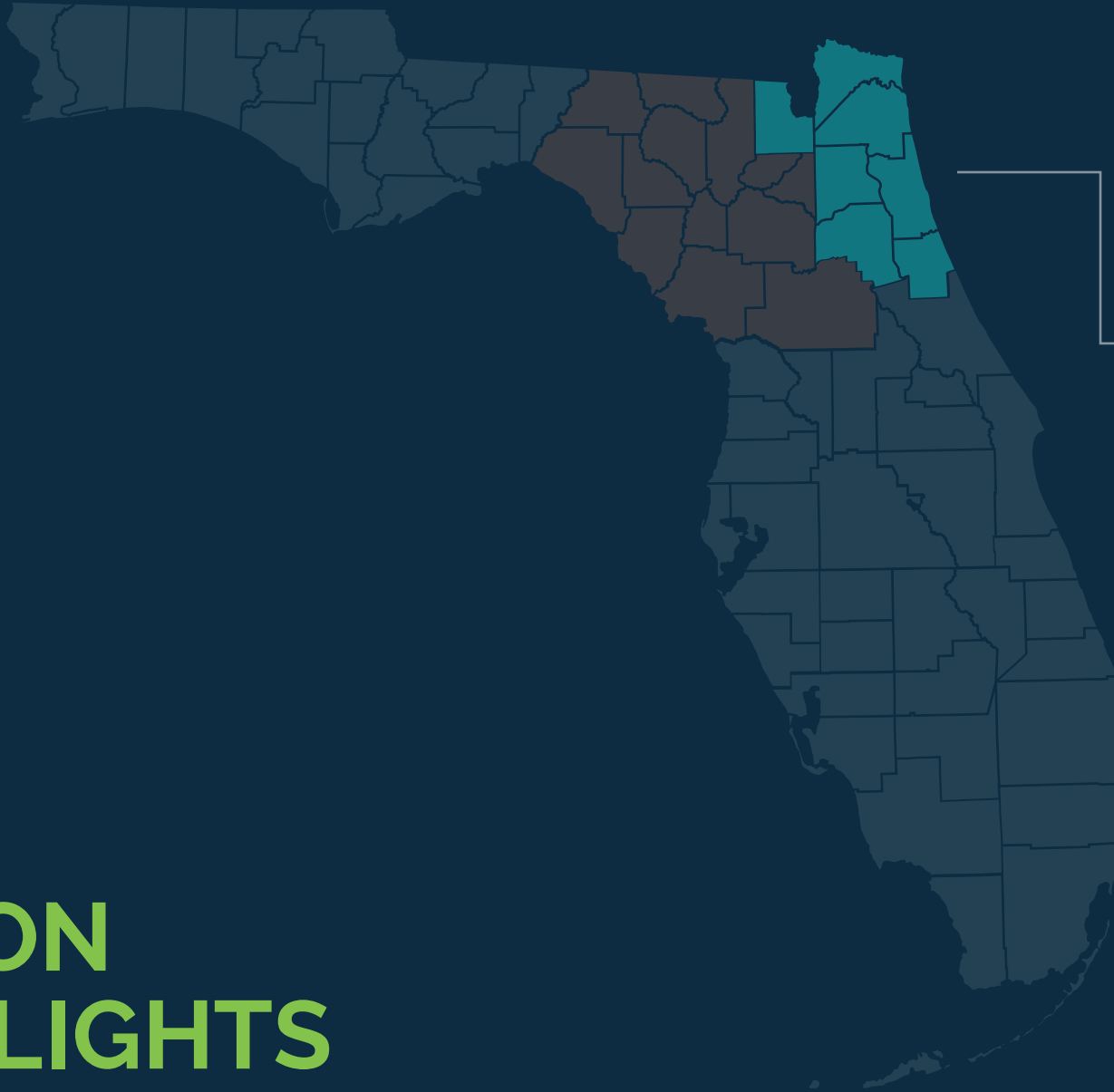


Q. Do you have a disaster preparedness plan in place for your organization?





REGION HIGHLIGHTS



NORTHEAST

- More likely to provide services in person
- More likely to have served more clients in 2025
- Less likely to have reserves
- More likely to be affected by federal changes
- Less likely to have a disaster plan
- More challenged by fundraising for programs and meeting community demand for services

Questions



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Reflection

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

The Importance of Nonprofits:

Economic Impact and Program Delivery



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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

Northeast Florida nonprofits:

- Number **1,847**
- Employ over **53,868** employees annually
- Provide annual wages of **\$3 billion**
- Generate **\$15.2 billion** in annual revenue



The Power of the Nonprofit Sector

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

Duval County nonprofits:

- Number **1,060**
- Employ **41,944** employees annually
- Provide annual wages of **\$2.8 billion**
- Generate **\$13.5 billion** in annual revenue



The Power of the Nonprofit Sector

Clay County nonprofits:

- Number **130**
- Employ **1,647** employees annually
- Provide annual wages of **\$58 million**
- Generate **\$183 million** in annual revenue

The Power of the Nonprofit Sector

Nassau County nonprofits:

- Number **109**
- Employ **1,115** employees annually
- Provide annual wages of **\$58 million**
- Generate **\$64 million** in annual revenue



The Power of the Nonprofit Sector

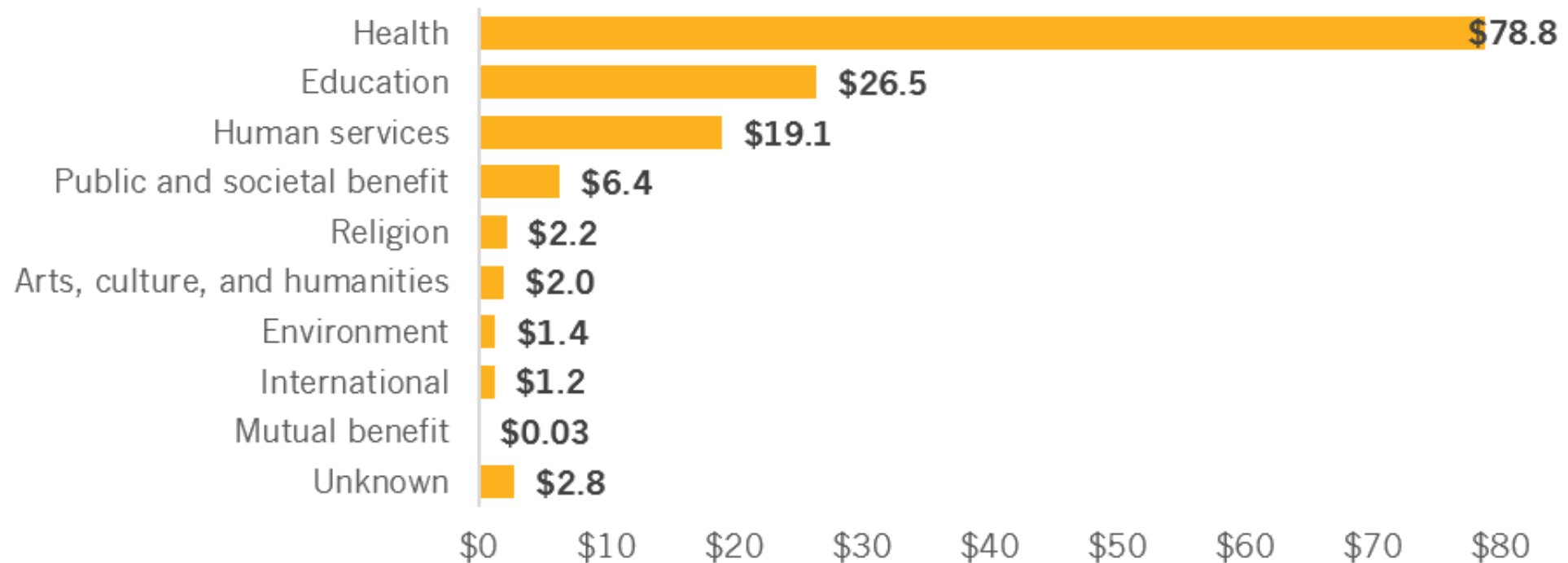
St. Johns County nonprofits:

- Number **391**
- Employ **6,110** employees annually
- Provide annual wages of **\$334 million**
- Generate **\$902 million** in annual revenue



Revenue by Sub-sector

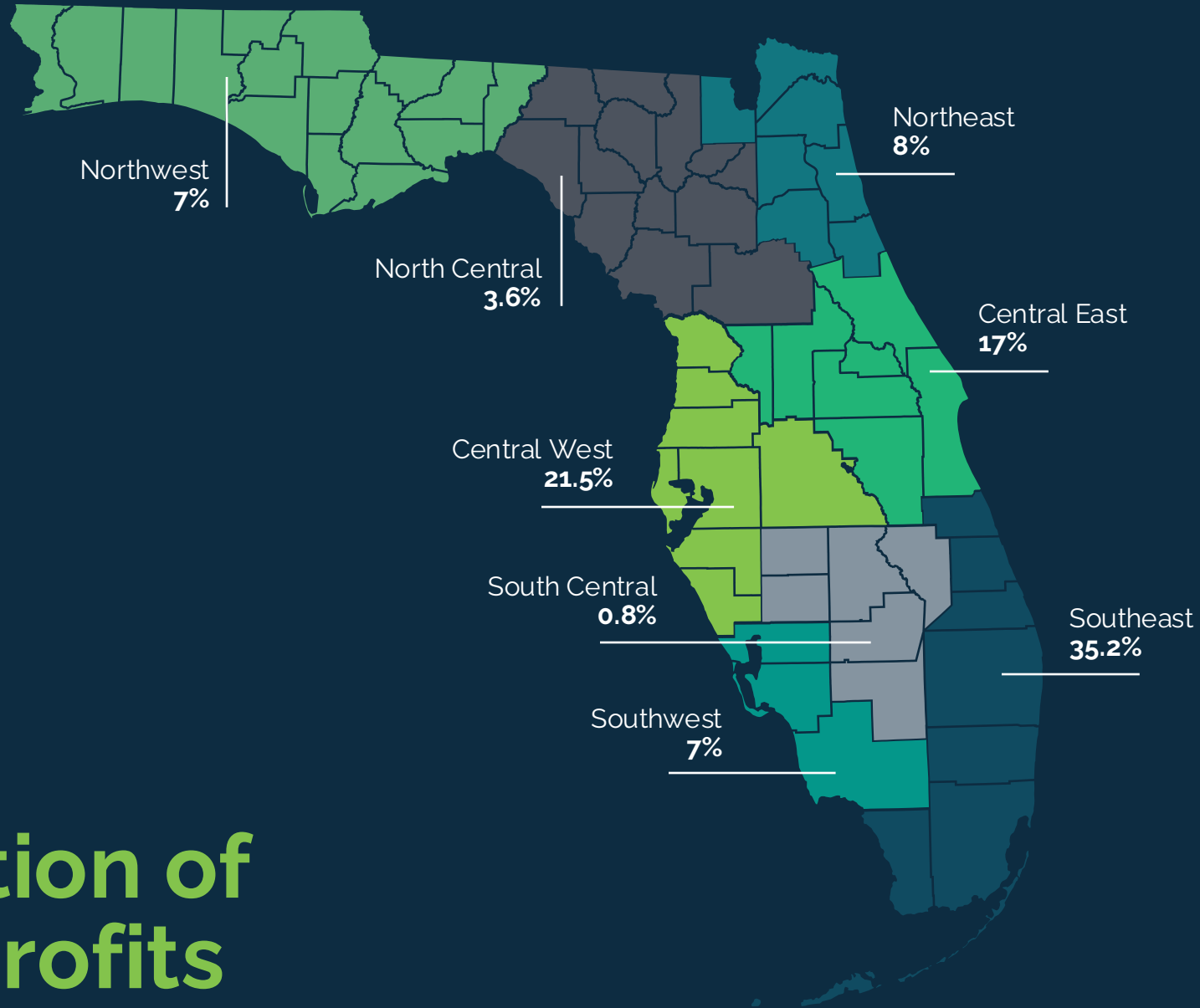
EXHIBIT 11. Nonprofit Revenue by Sector, in billions of dollars





Key Findings: Economic Impact

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



Location of Nonprofits



Full Economic Effects of Nonprofits





Key Findings: Economic Impact

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



Key Findings: Important Employer

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

Northeast Region Multiplier

EXHIBIT 31. Northeast Region

	Employment	Labor Income (in billions)	Value Added (in billions)	Output (in billions)
Direct effects	54,149	\$4.1	\$4.1	\$15.2
Indirect and induced effects	96,253	\$6.2	\$10.6	\$18.6
Total effects	150,401	\$10.4	\$14.7	\$33.7
Multipliers	2.8	2.5	3.6	2.2

Source: IMPLAN, 2024 data

Economic Impact of Florida Nonprofits

Region

150,401

Employment

\$10.4

**Labor Income
(in billions of \$)**

\$14.7

**Value Added
(in billions of \$)**

\$33.7

**Total Output
(in billions of \$)**



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



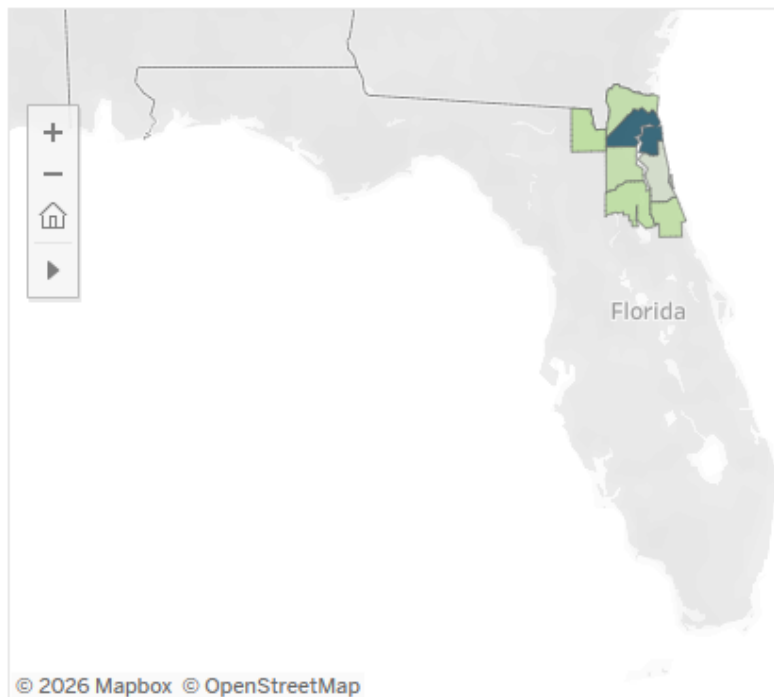
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Reflection

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

Social Function Snapshot



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

Total Nonprofits



Region

Northeast Region

Social Function	Total Nonprofits	Total Assets	Total Revenue	Total Income	Average W
Arts, culture, and humanities	114	\$250,744,027	\$112,874,151	\$137,832,104	\$51
Education	247	\$3,774,990,084	\$2,010,750,859	\$2,174,710,838	\$51
Environment	104	\$274,920,786	\$143,379,128	\$169,677,067	\$39
Health	168	\$21,836,890,799	\$8,797,692,805	\$10,339,240,993	\$77
Human services	499	\$3,399,378,061	\$2,109,461,200	\$2,338,441,473	\$47
International	36	\$30,425,292	\$24,557,719	\$25,945,722	\$86
Mutual benefit	1	\$249,899	\$136,097	\$175,059	

Search for Nonprofits by Name



Select from the dropdown menus below to filter nonprofits by name, county, and social function. Under the "Name" dropdown menu, search by name within the "enter search text" box to find a specific organization.

Name

Social Function

County

Total Nonprofits by Selection



Name	Street	City
1000 DOLLAR START-UPS CONSORTIUM	PO BOX 15071	FERN BCH
A L LEWIS HISTORICAL SOCIETY	1600 JULIA ST	FERN BCH
AEL FAMILY FOUNDATION INC	1417 SADLER RD PMB 378	FERN BCH
AFFORDABLE HOUSING FIRST CORP	1629 HIGHLAND DUNES WAY	FERN BCH
AMELIA COMMUNITY THEATRE ASSOCIATION INC	209 CEDAR ST	FERN BCH
AMELIA ISLAND CHAMBER MUSIC FESTIVAL INC	1405 PARK AVE STE 101	FERN BCH
AMELIA ISLAND DANCE FESTIVAL INC	1751 LISA AVE	FERN BCH
AMELIA ISLAND MUSEUM OF HISTORY INC	233 S 3RD ST	FERN BCH
AMELIA ISLAND OPERA INC	1841 PERIMETER PARK RD W	FERN BCH
AMELIA ISLAND PLANTATION FOUNDATION INC	5542 FIRST COAST HIGHWAY	AMELIA ISLAND
AMELIA ISLAND YOUTH SOCCER INCORPORATED	PO BOX 421	YULEE
AMELIA TREE CONSERVANCY INC	PO BOX 16424	FERN BCH
AMERICAN YOUTH FOOTBALL INC	PO BOX 606	YULEE
ARK WILDLIFE CARE AND SANCTUARY INC	781 CARLEE LN	HILLIARD

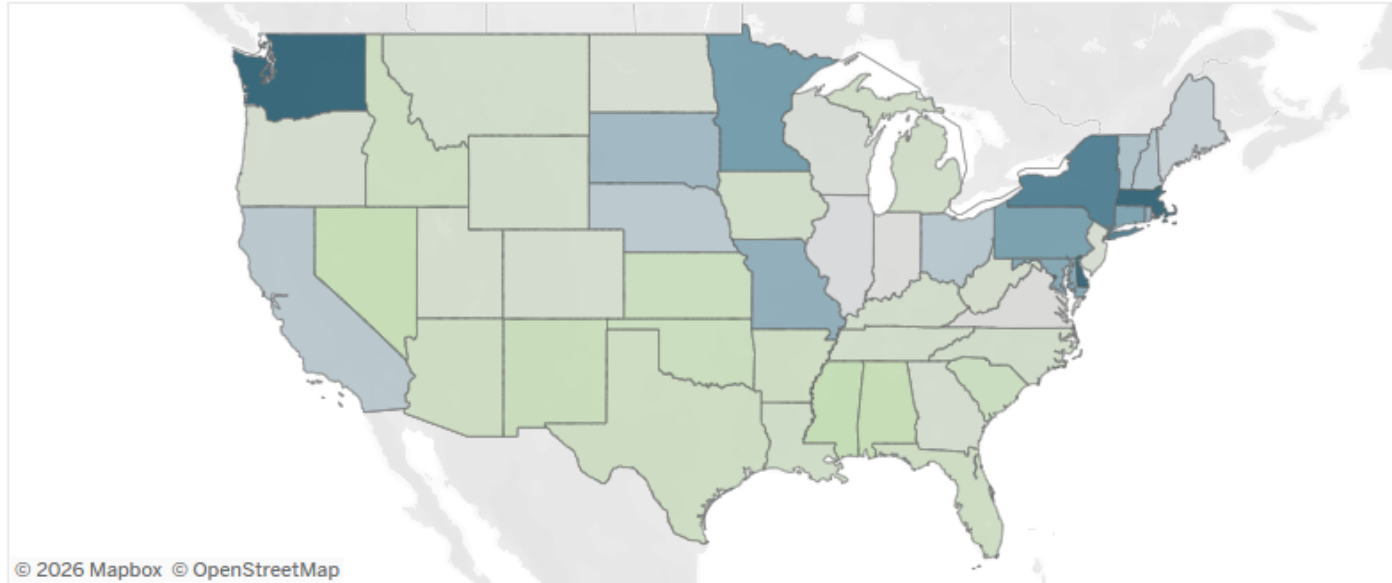
State Comparison of Revenue and Income per Capita

Nonprofit Income or Revenue per Capita

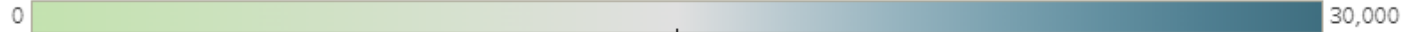
State Name

Income per Capita

(All)



Nonprofit Income or Revenue per Capita



State Name	Number of Nonprofit..	Nonprofit Income per C..	Nonprofit Revenue per ..	Population (2024, 5-ye..
Mississippi	2.0	3,697	2,928	2,946,779
Arizona	2.2	7,951	6,877	7,378,838
Nevada	2.3	4,150	2,471	3,184,612
Louisiana	2.4	8,817	7,313	4,611,961
South Carolina	2.5	6,959	6,098	5,296,225
Arkansas	2.5	8,119	5,498	3,049,391
Utah	2.6	10,985	7,009	3,392,331
Alabama	2.6	4,419	3,097	5,086,768
Florida	2.6	8,133	6,262	22,416,077
Kentucky	2.6	9,782	8,213	4,534,824
Texas	2.7	7,600	5,233	30,188,424
Georgia	2.7	11,501	8,485	10,940,407
Tennessee	2.8	10,085	7,383	7,066,383
North Carolina	2.8	9,546	7,853	10,730,404

Using This Data

Audiences and Messages



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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



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*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

Legislative Changes:

Effects on Nonprofit Organizations



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Legislation Notes

- SB 700 (2025): New Compliance Regulations
 - Attest to appropriate elections activities and no foreign sources of concern donations annually
 - Establishes Honest Services Registry
- HB 797: Nonprofit Corporations Act
 - Significance governance update for member rights and responsibility, directors and officers conduct, meeting protocol, conflicts of interest, and more.
- HB 1471: Systems of Law and Terrorist Organizations
 - Potential for nonprofits to be designated “domestic terrorist organizations”
- SB 1134: Official Actions of Local Governments
 - Prohibits local governments to establish or support DEI offices, officers, staff or programs
 - Requires grant recipients to certify public funds will not be use for DEI



Considerations for Your Organization

- Use FNA's Legal Services Program (member benefit)
- Conduct risk assessment for your organization
- Review Articles of Incorporation and bylaws for updates and consistency
- Review language and communications, especially DEI
- Update internal compliance procedures
- Train staff and leadership on the new requirements.
- Review solicitation practices and funding sources for foreign-based donors
- Consider morality clauses to outbound and inbound grant agreements
- Ensure all required attestations are accurate and complete.
- Use the Form 990 as a communication tool





Advocacy:

- Education
- Information
- Guides

Research:

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

Resources:

- Legal Services program
- Legal Compliance checklist
- Nonprofits and Overhead resource page

FNA RESOURCES

Visit us at flnonprofits.org



Member Orientation
June 9, 2026
10-11AM ET

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

Advocacy 101
June 16, 2026
9:30-11AM ET

FNA EVENTS

Visit us at flnonprofits.org

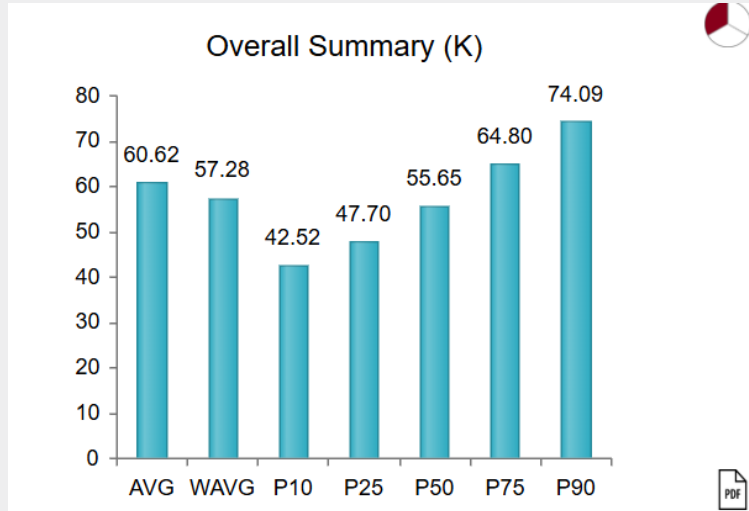
Compensation and Benefits Survey

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
- 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)

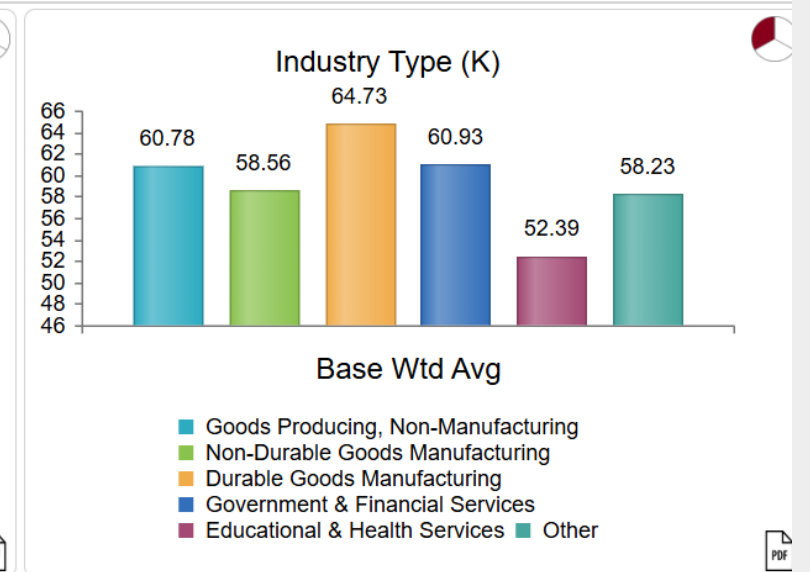
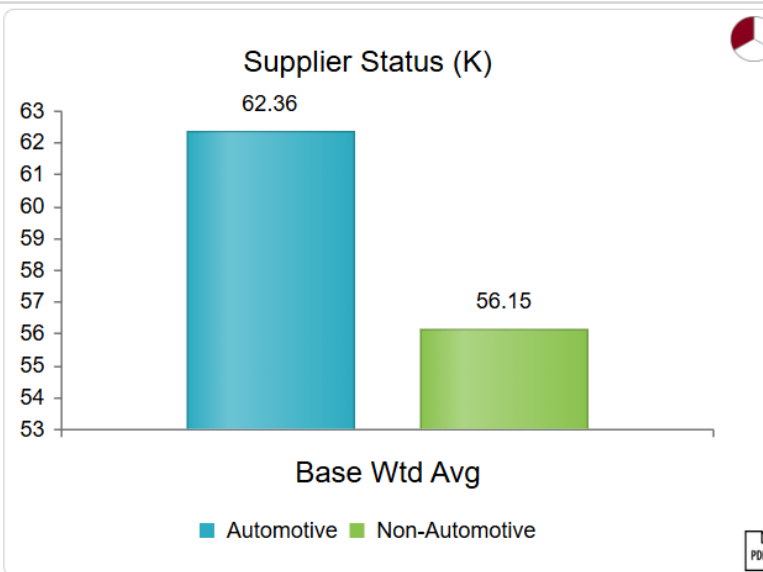
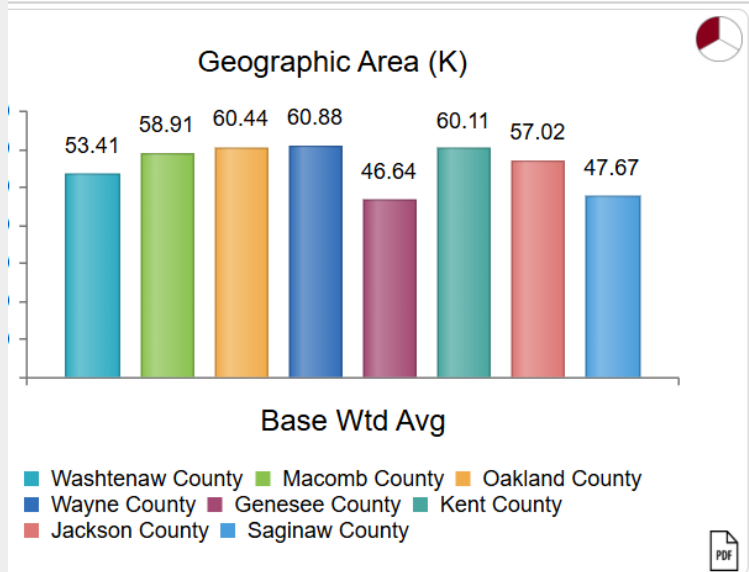
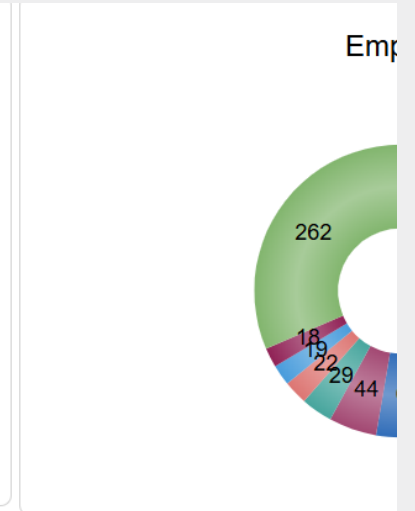
Job Family: Administrative

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



Thank you

Contact:

Sabeen Perwaiz

sperwaiz@flnonprofits.org

Florida Nonprofits Survey

flnonprofits.org/floridanonprofits-survey-2025

Economic Impact Report

Available mid-May



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