

Advocate. Expert. Collective Voice.

Florida Nonprofits by the Numbers Greater Orlando

May 21, 2026



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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.

Other statewide organizations for nonprofits in the U.S.



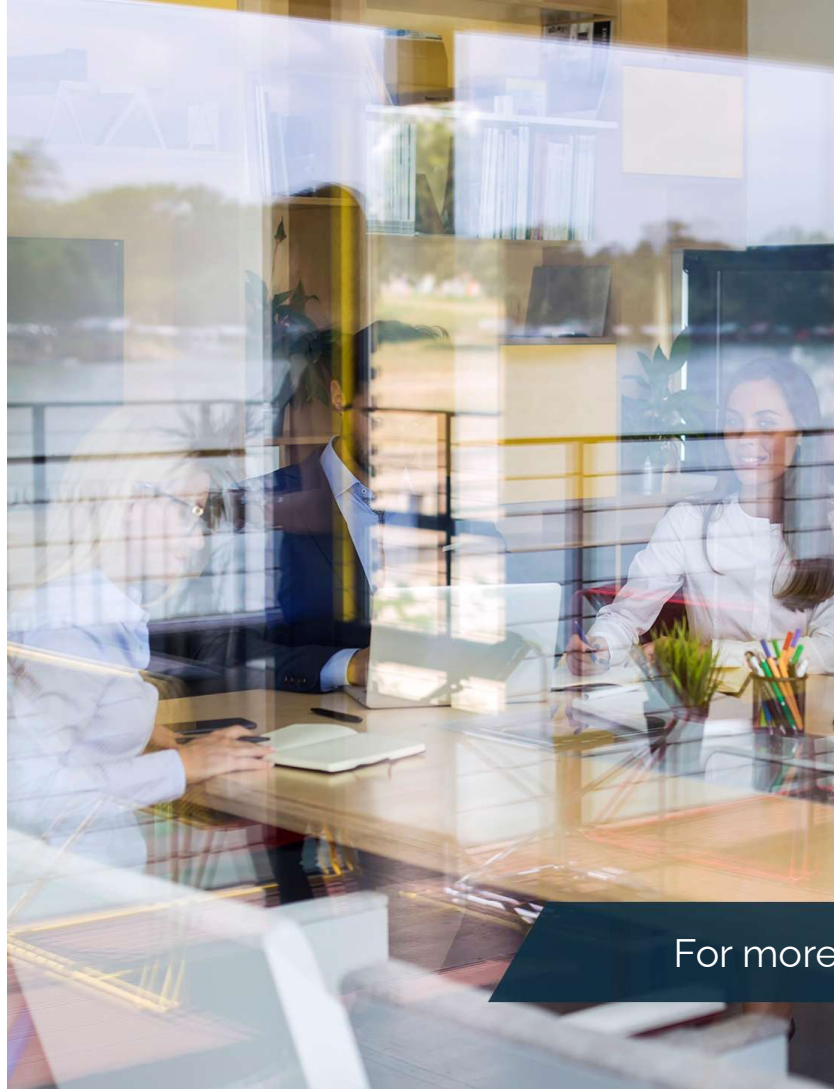
National Council of Nonprofits | FNA is a proud member of the National Council of Nonprofits



Membership— *the Core of FNA*

1. Nonprofits
2. Foundations
3. Consultants

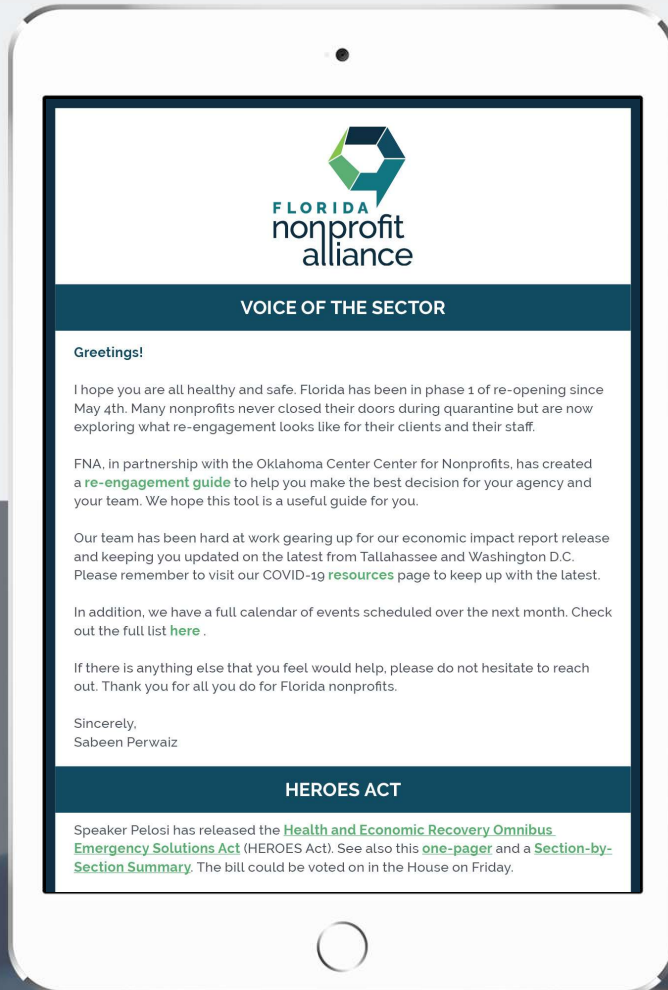
For more information, visit fnonprofits.org/membership-information





Newsletters

View [sample here](#)



Sign up at flnonprofits.org

Thank you to
our Host

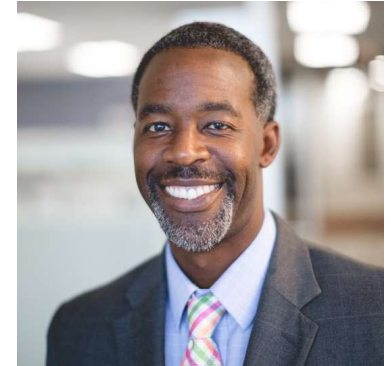
Crummer | Rollins

EDYTH BUSH INSTITUTE
FOR PHILANTHROPY & NONPROFIT LEADERSHIP



Thank you to
our Sponsor

Remarks from:



Lawrence Hatch

*Director of Private
Client Services*

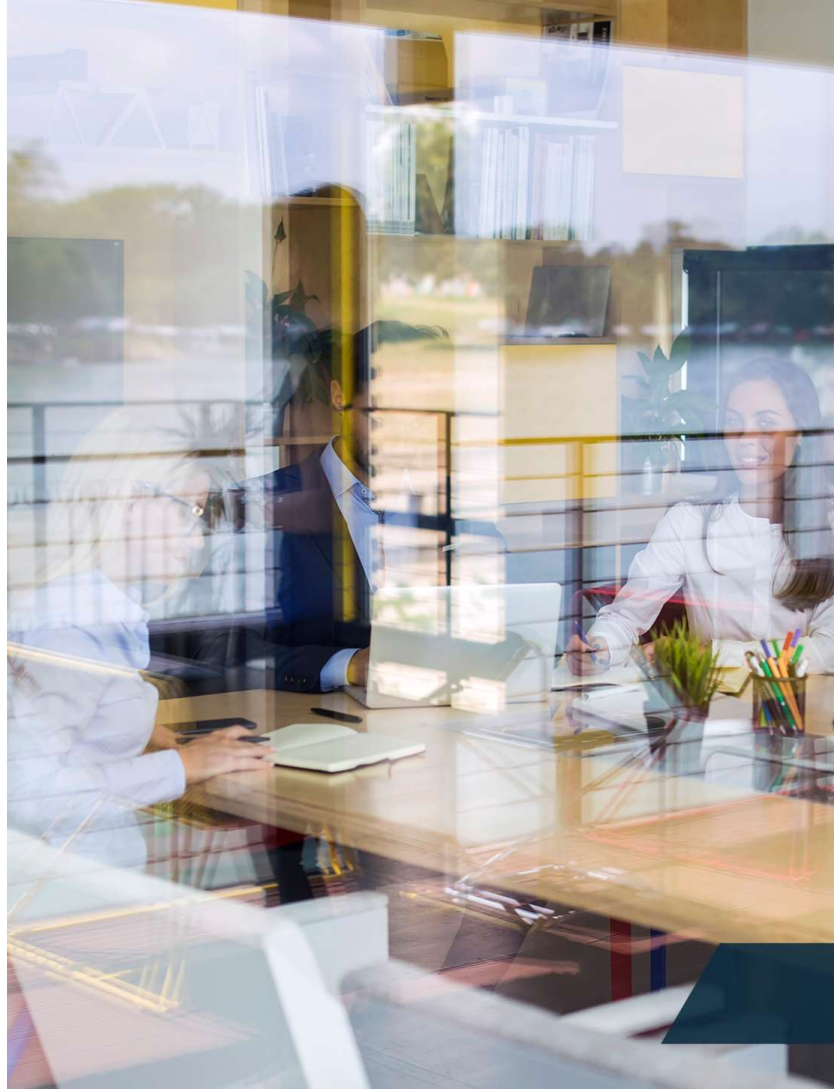




Agenda

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

Full research reports are available at fnonprofits.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:



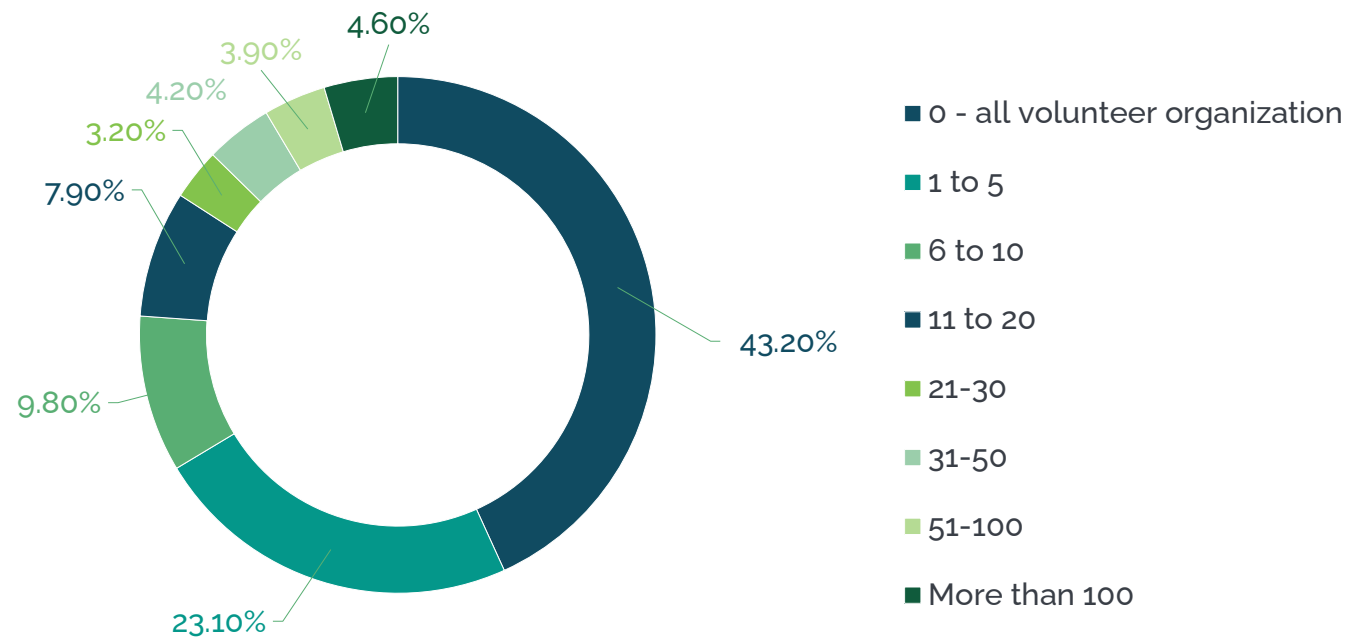
- **Florida Nonprofit Economic Impact**

- 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

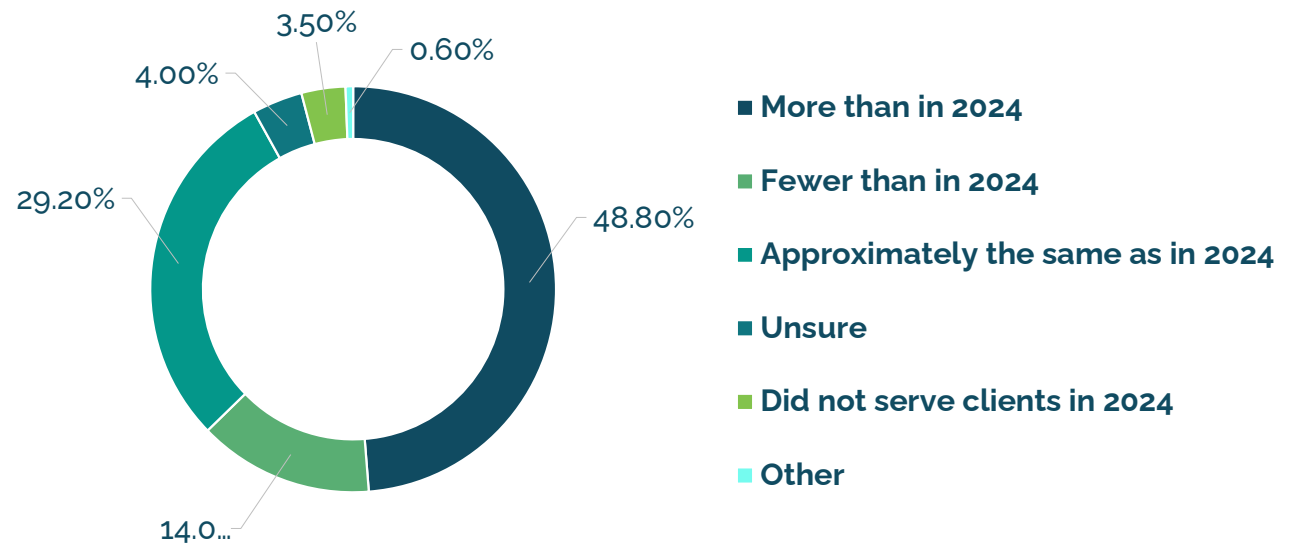
Providing programs is getting harder for nonprofits in Florida.

The Need in Florida

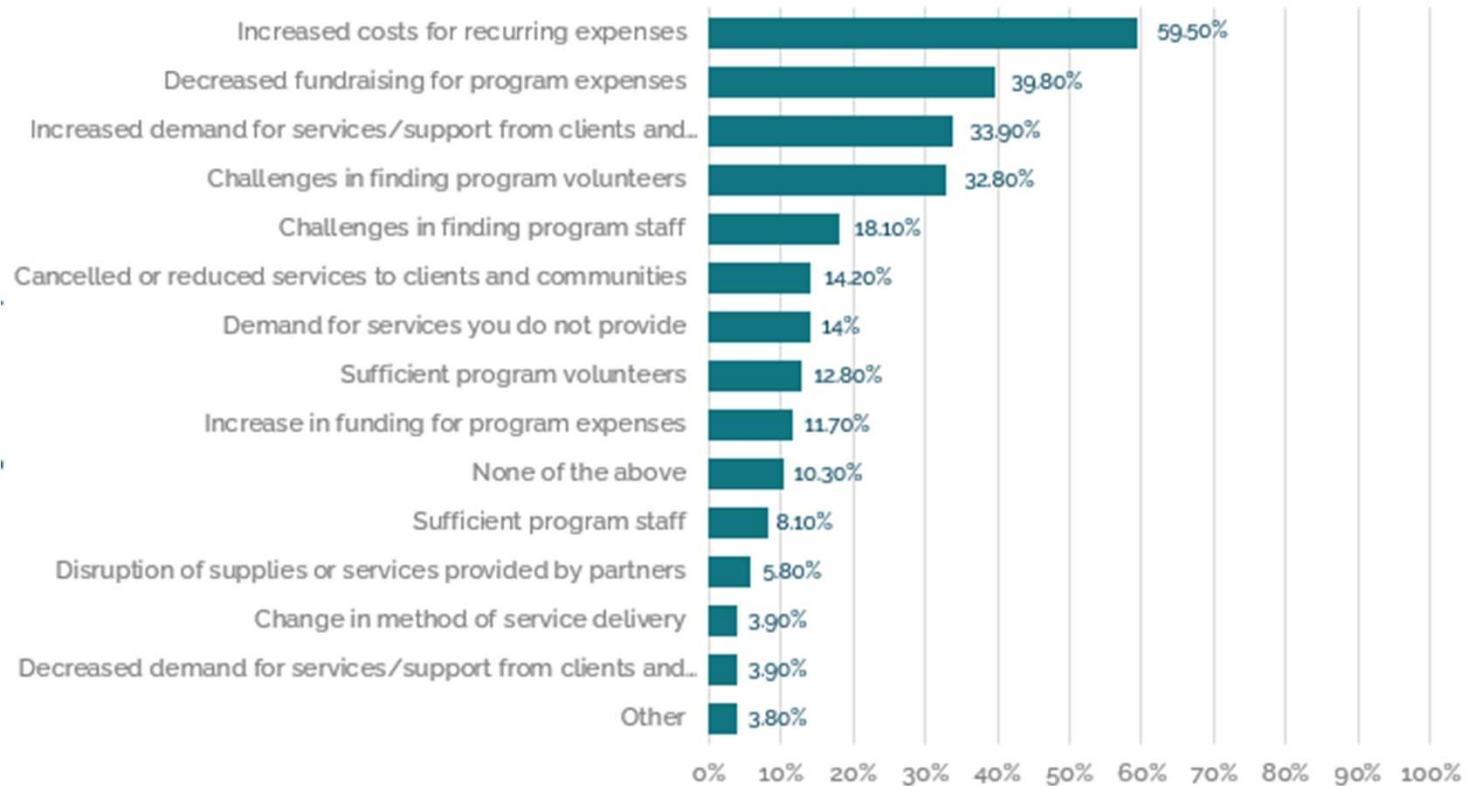
Florida is:

- **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?

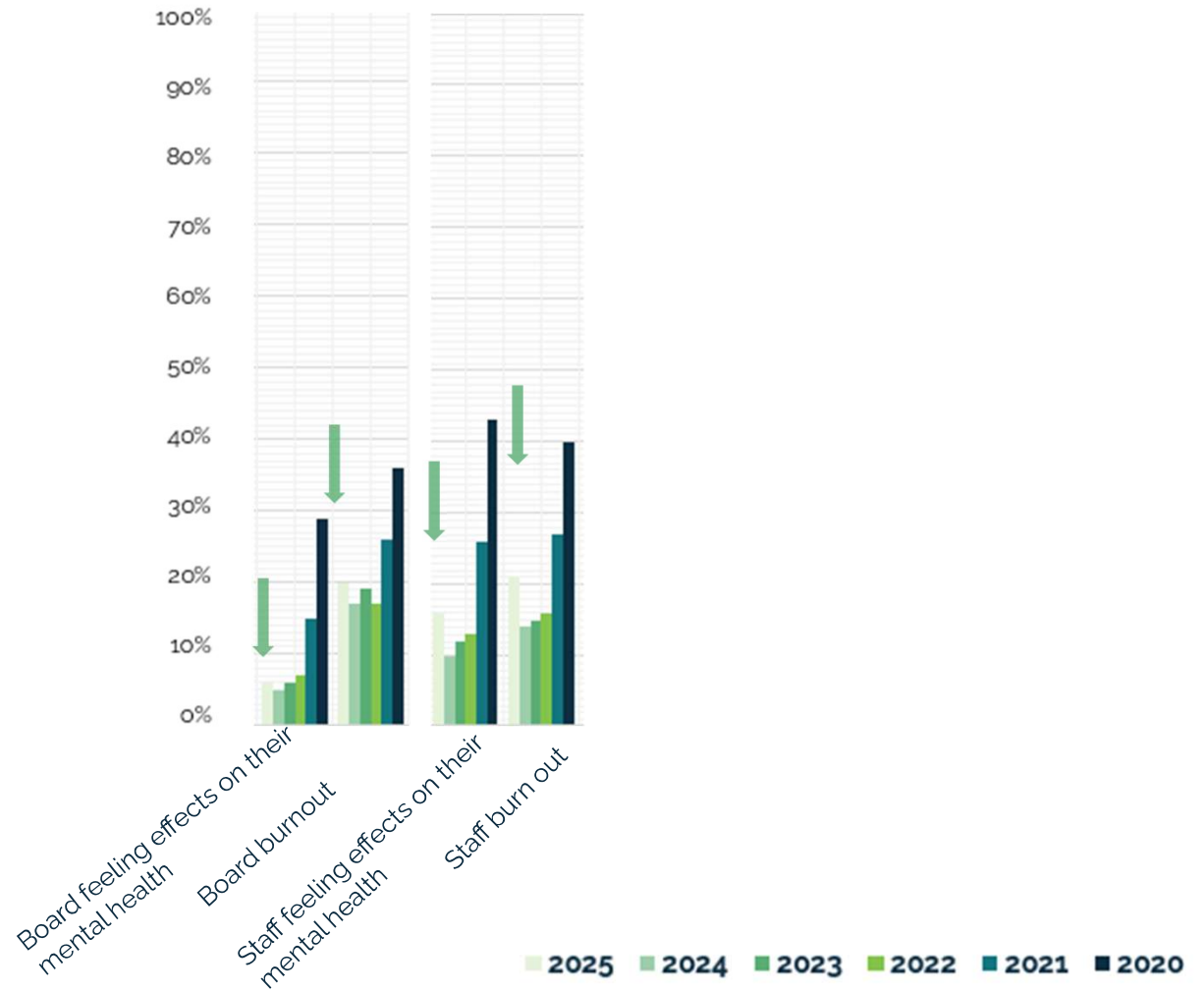




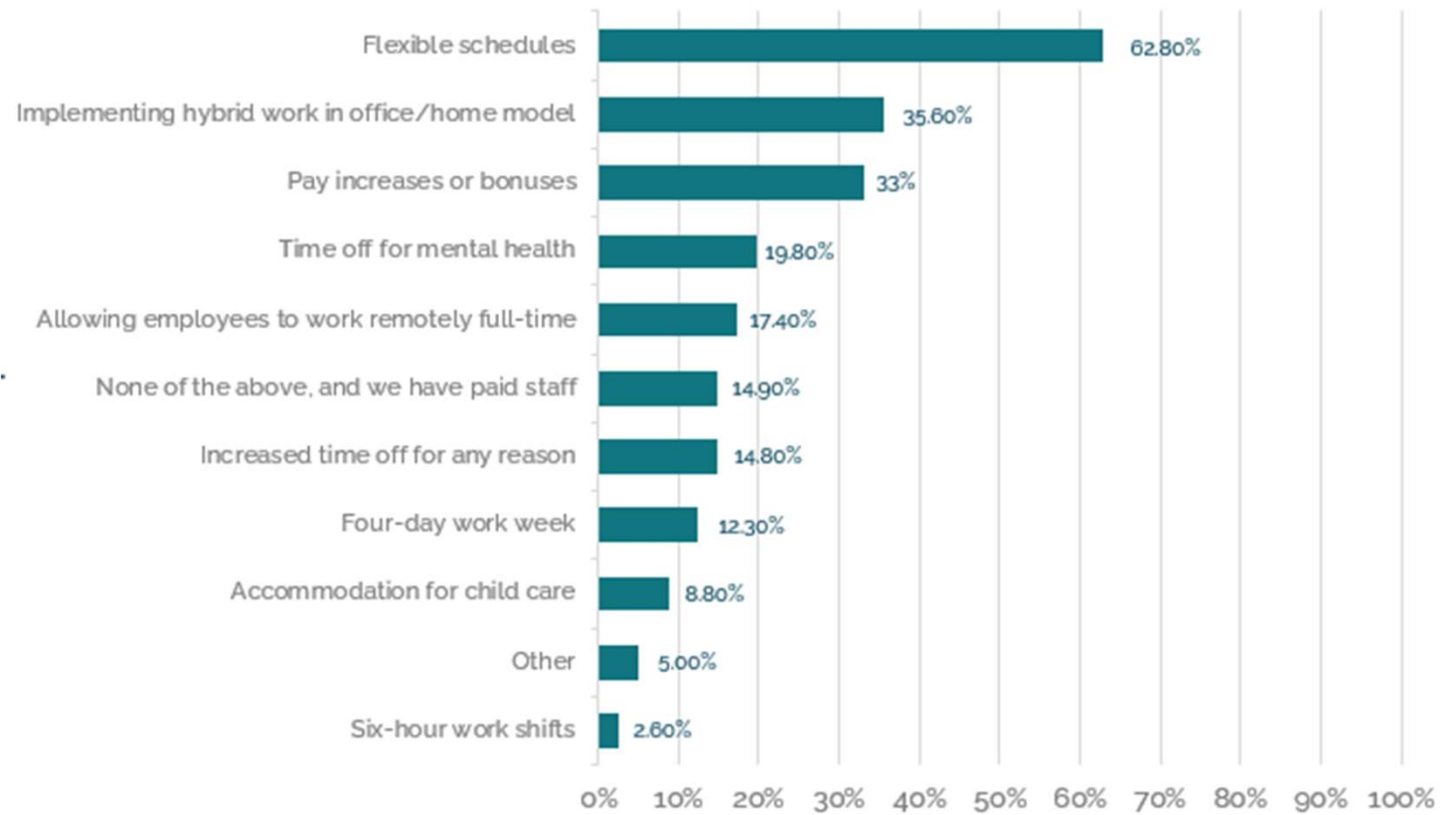
Key Findings: Human Resources

Nonprofit staff and volunteers are struggling more with burnout.

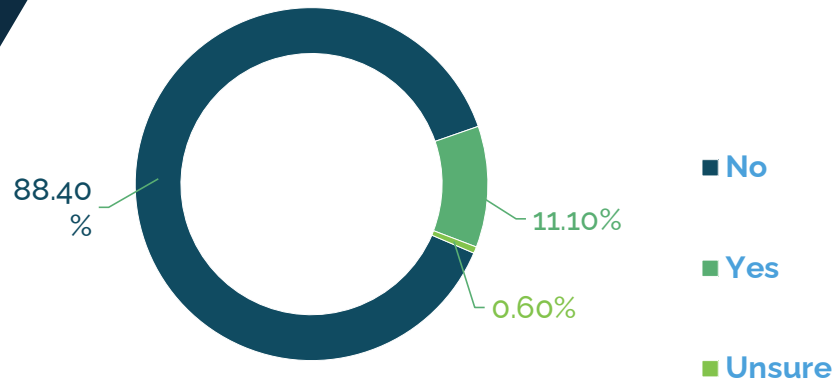
Q. What changes to your staffing have you experienced in 2025? Select all that apply.



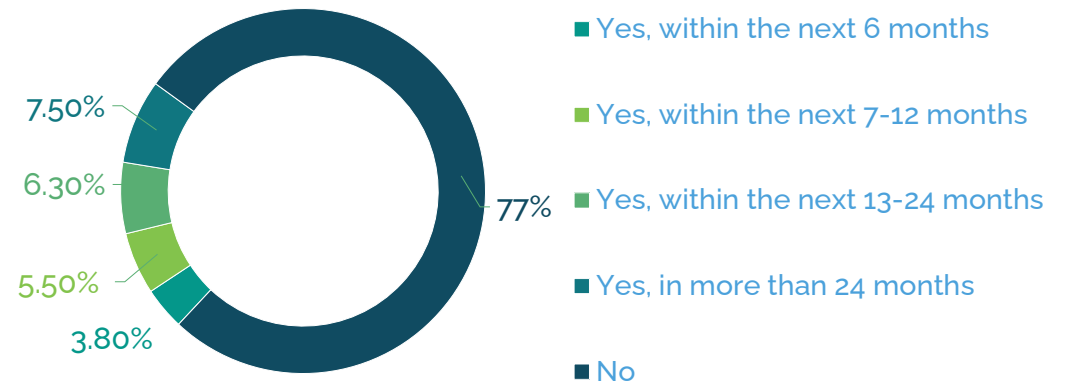
Q. What work options are you currently offering to your employees?



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?

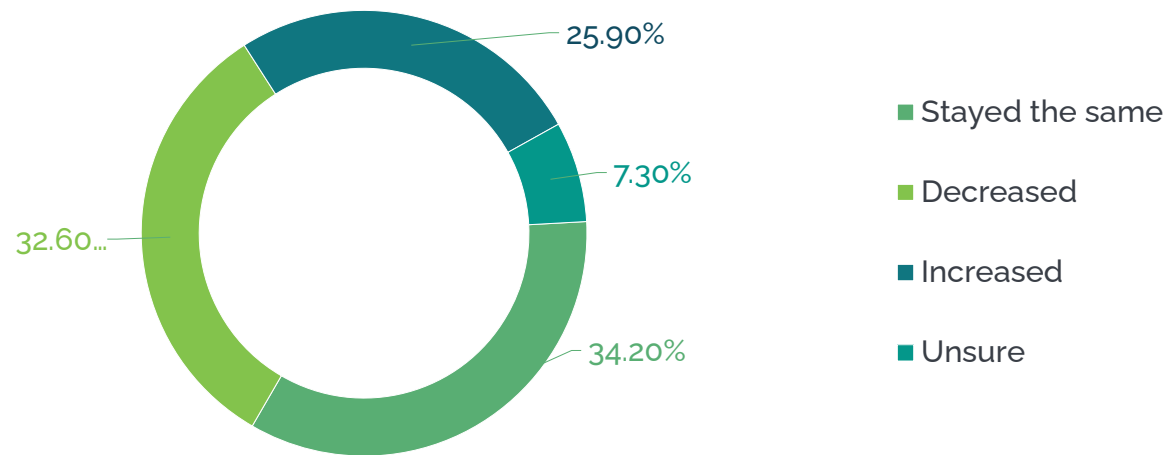




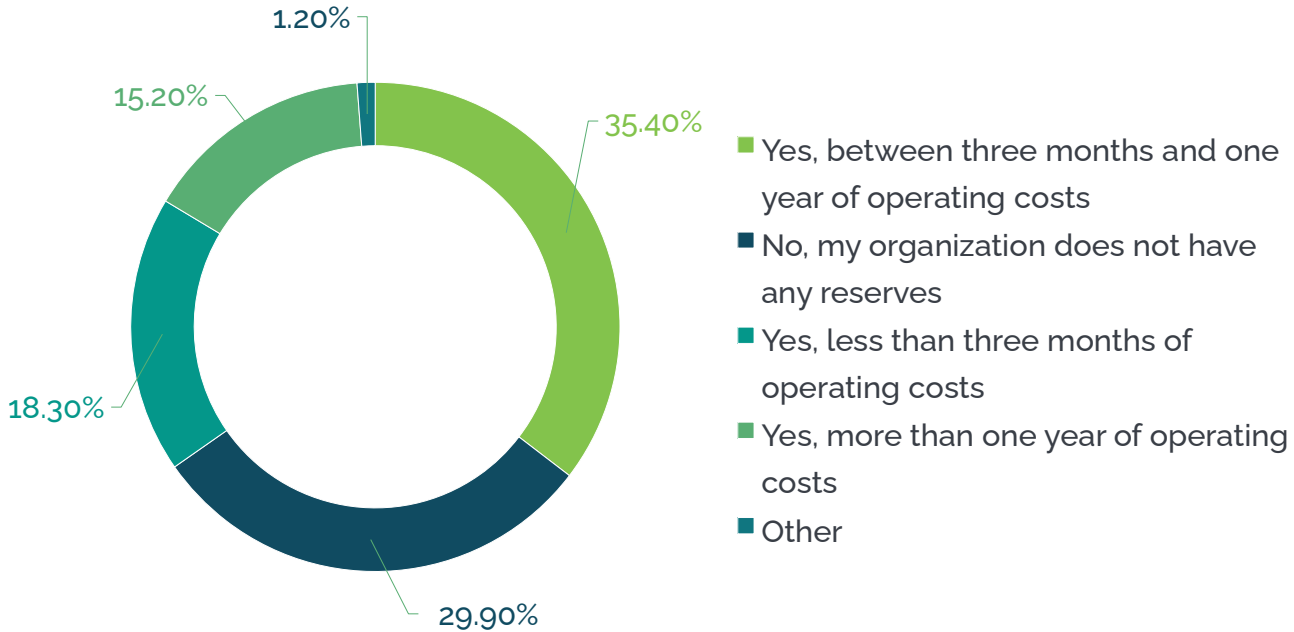
Key Findings: Financial Health

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

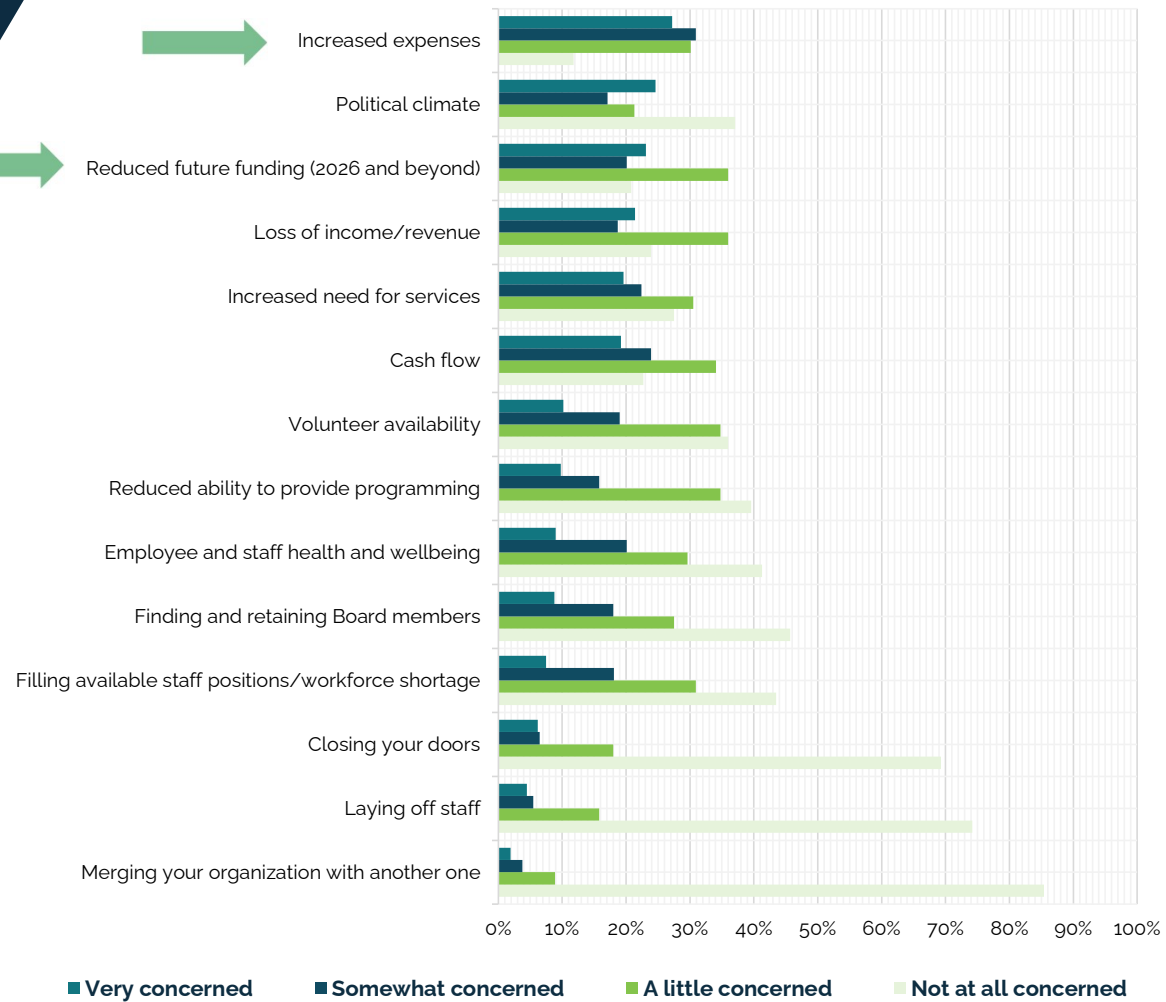
Q. Has your unrestricted revenue in 2025:



Q. Does your organization have reserve funds?



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

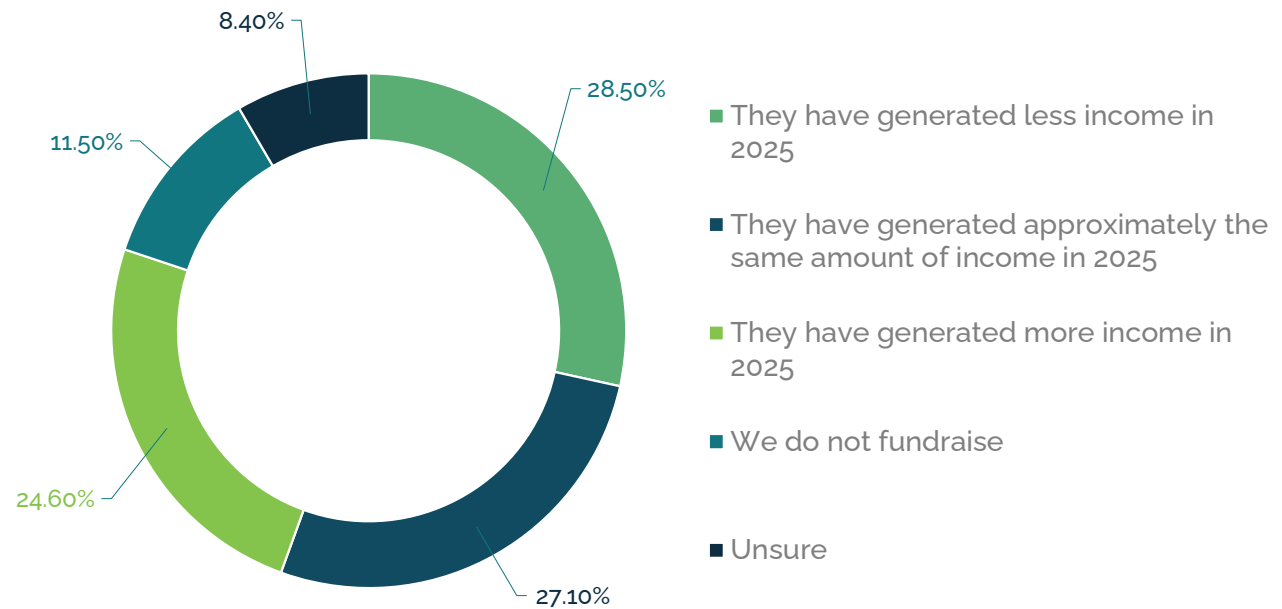




Key Findings: Fundraising

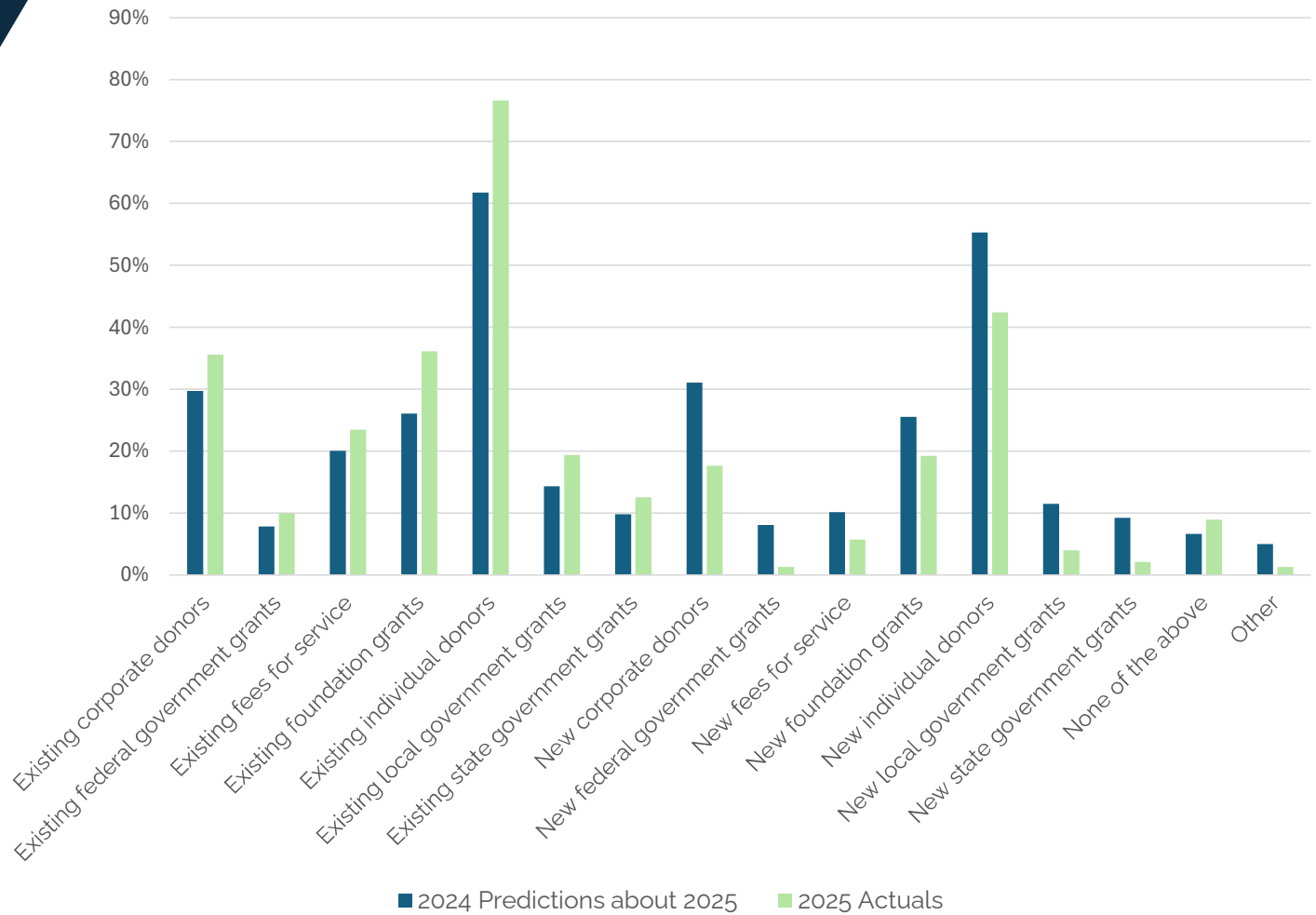
Fundraising remains the biggest concern and challenge for Florida nonprofits.

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?

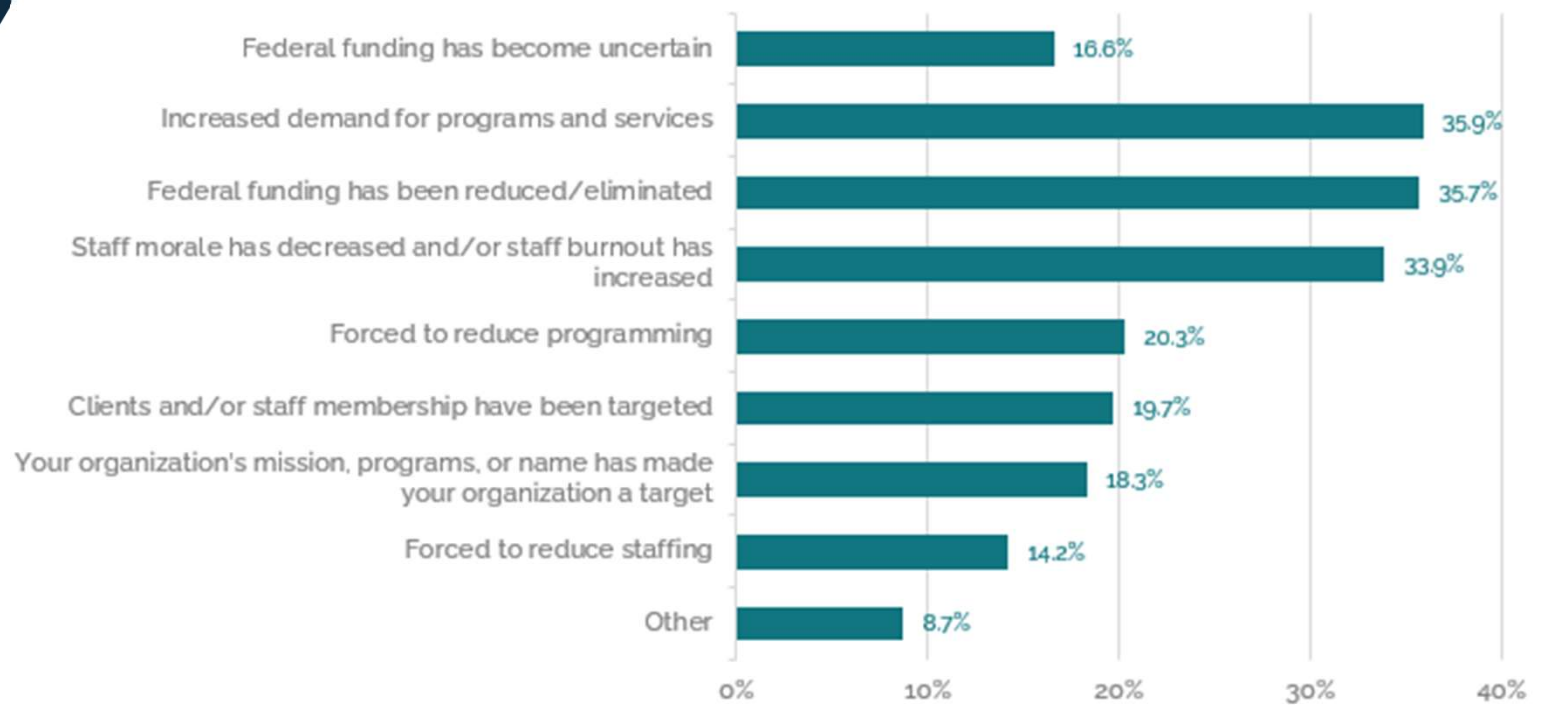




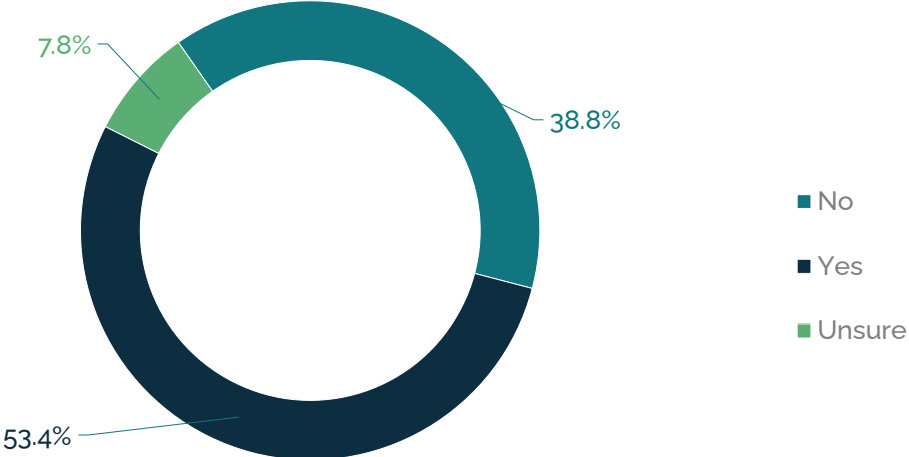
Key Findings: External Factors

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

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

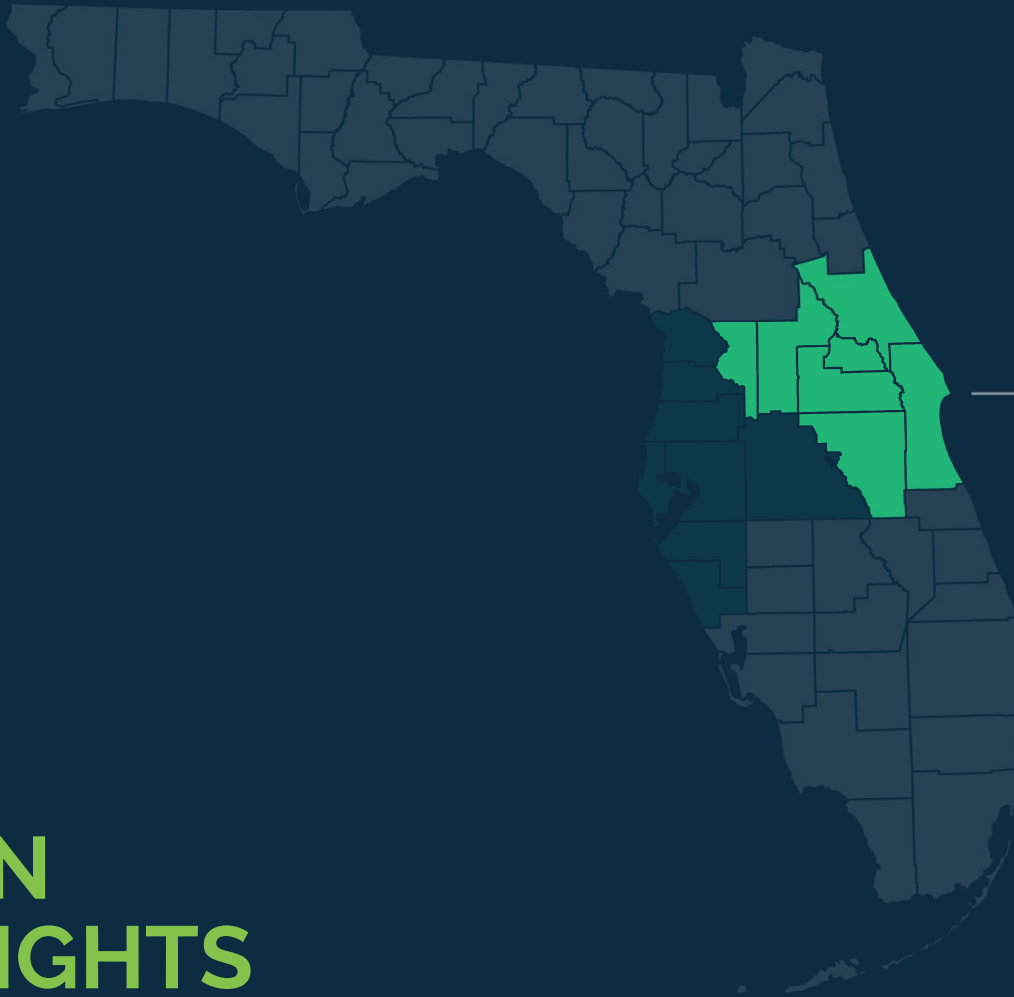


Q. Do you have a disaster preparedness plan in place for your organization?





REGION HIGHLIGHTS



CENTRAL EAST

- More likely to provide services in person
- Fewer nonprofits had an increase in unrestricted revenue
- Fewer nonprofits have reserves
- Less likely to have a disaster plan
- More likely to say fundraising is a challenge

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



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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

East Central Florida nonprofits:

- Number **3,956**
- Employ over **106,539** employees annually
- Provide annual wages of **\$7.5 billion**
- Generate **\$32.7 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

Orange County nonprofits:

- Number **2,021**
- Employ **48,212** employees annually
- Provide annual wages of **\$3.8 billion**
- Generate **\$12.8 billion** in annual revenue



The Power of the Nonprofit Sector

Seminole County nonprofits:

- Number **450**
- Employ **8,088** employees annually
- Provide annual wages of **\$568 million**
- Generate **\$10 billion** in annual revenue



The Power of the Nonprofit Sector

Osceola County nonprofits:

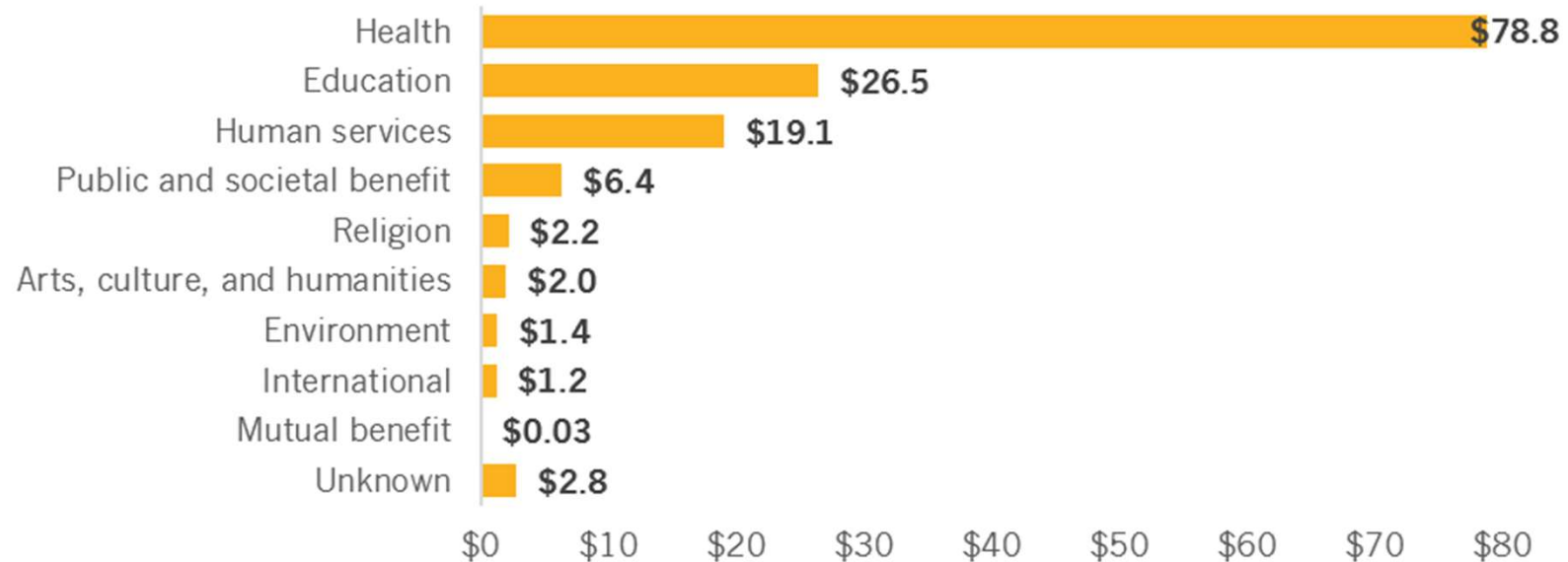
- Number **180**
- Employ **3,015** employees annually
- Provide annual wages of **\$192 million**
- Generate **\$410 million** in annual revenue





Revenue by Sub-sector

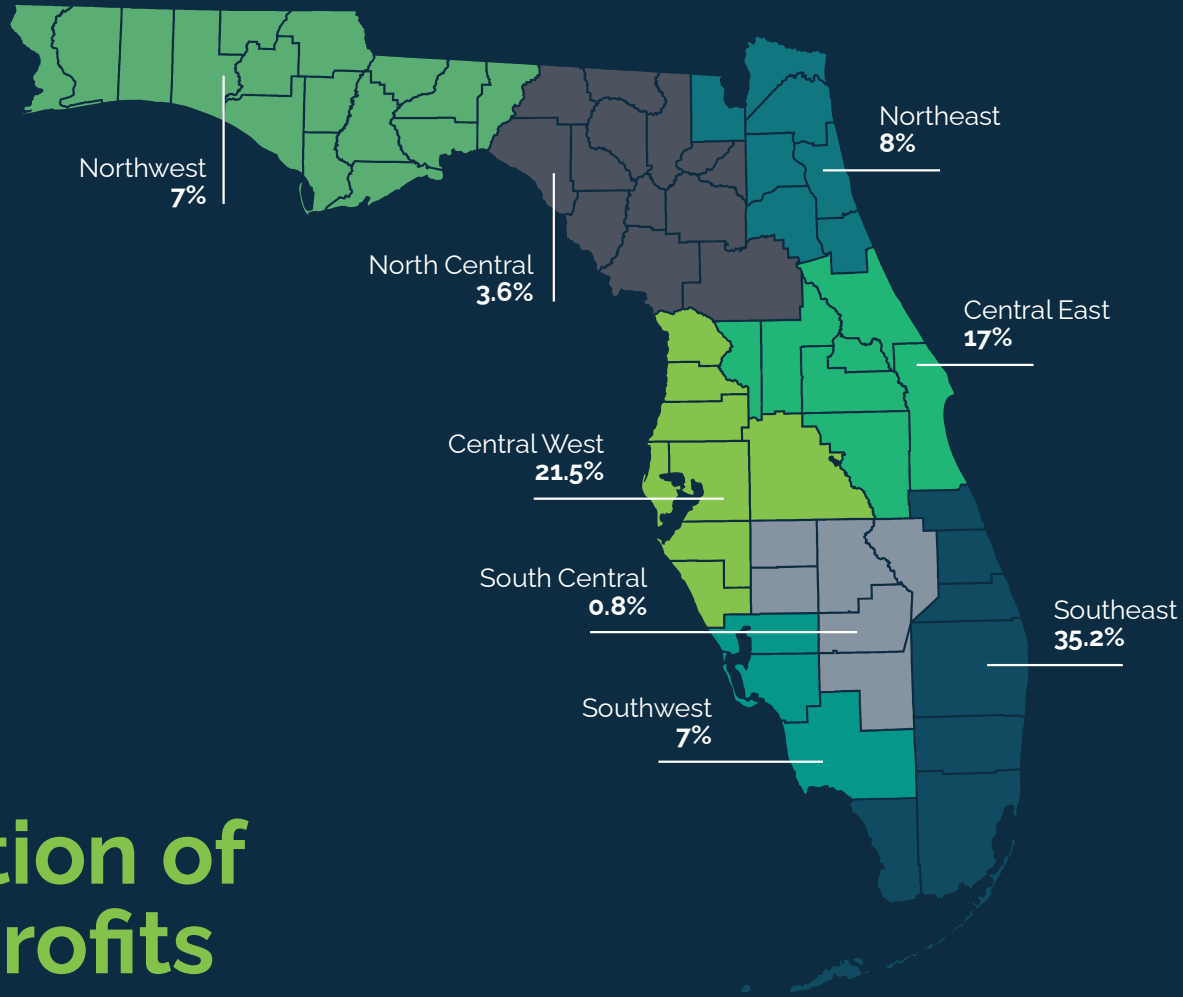
EXHIBIT 11. Nonprofit Revenue by Sector, in billions of dollars





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.

East Central Region Multiplier

EXHIBIT 30. East Central Region

	Employment	Labor Income (in billions)	Value Added (in billions)	Output (in billions)
Direct effects	107,094	\$9.1	\$9.1	\$32.7
Indirect and induced effects	218,170	\$12.7	\$22.4	\$40.4
Total effects	325,264	\$21.8	\$31.5	\$73.1
Multipliers	3.0	2.4	3.5	2.2

Source: IMPLAN, 2024 data

Economic Impact of Florida Nonprofits

Region

325,264	\$21.8	\$31.5	\$73.1
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



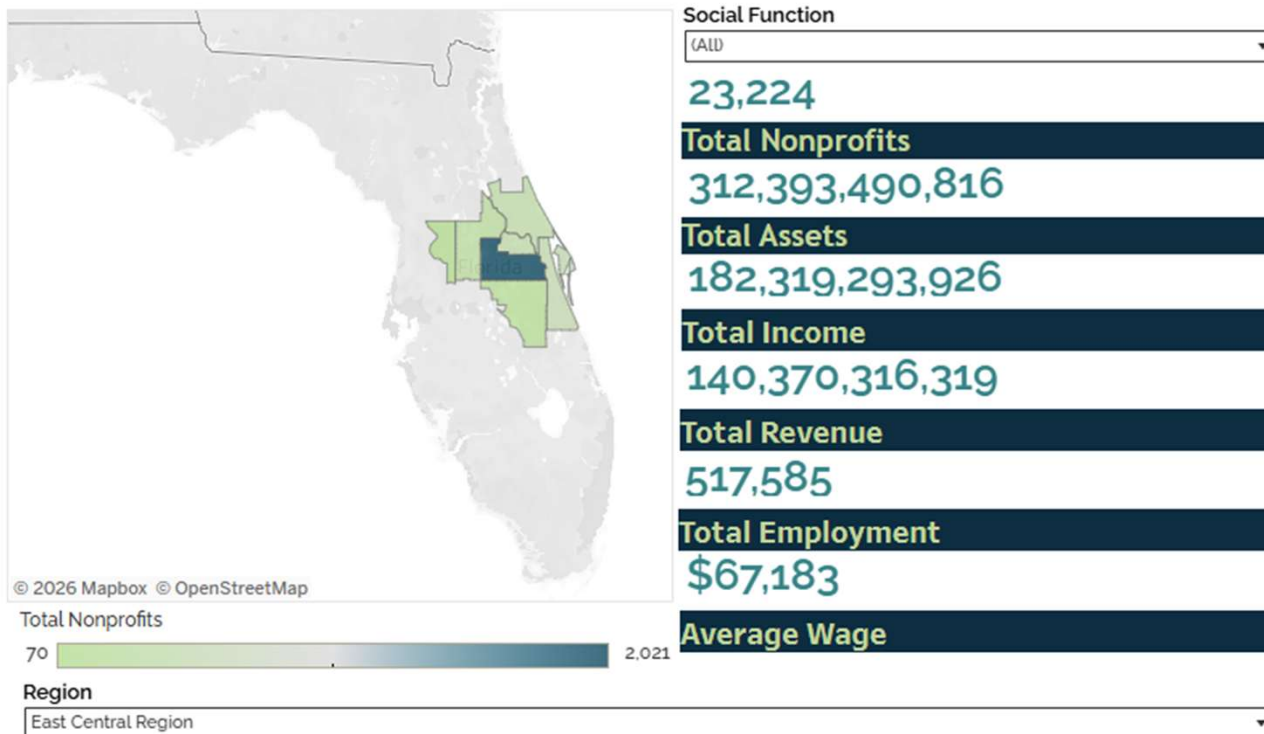
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Reflection

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

Social Function Snapshot



Social Function	Total Nonprofits	Total Assets	Total Revenue	Total Income	Average W.
Arts, culture, and humanities	234	\$512,080,421	\$264,444,064	\$308,585,056	\$37
Education	540	\$7,578,022,682	\$3,869,917,081	\$4,797,203,681	\$54
Environment	159	\$503,143,650	\$123,320,920	\$216,571,700	\$39
Health	297	\$44,565,705,793	\$23,576,520,770	\$24,529,371,534	\$75
Human services	899	\$5,321,152,188	\$3,509,979,854	\$4,184,017,720	\$44
International	68	\$112,893,102	\$63,872,219	\$66,852,292	\$53
Mutual benefit	3	\$416,327	\$241,158	\$307,811	

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

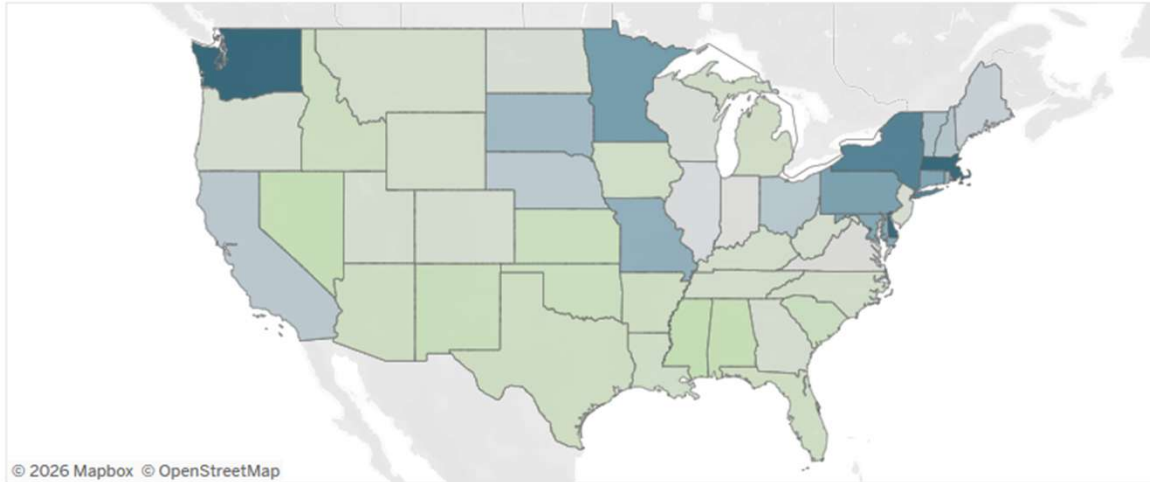
Total Nonprofits by Selection



Name	Street	City
2ND CHANCE UNIVERSITY	2175 MARQUETTE AVE	SANFORD
854 AND 529 SCOUTERS ASSOCIATION INC	1701 CEDARHILL PL	LAKE MARY
911DER WOMEN INC	2356 CHANTILLY TER	OVIDO
ABDULHUSSEIN FAMILY FOUNDATION INC	400 RINEHART ROAD STE 1060	LAKE MARY
ABILITIES WORKSHOP INC	631 PALM SPRINGS DR STE 107	ALTAMONTE SPG
ABOVE AND BEYOND CHILDREN & COMMUNITY SER.	2575 WESTMINSTER TER	OVIDO
ACA OF CENTRAL FLORIDA INC	2759 MARSH WREN CIR	LONGWOOD
ACE MENTOR PROGRAM OF AMERICA INC	130 CANDACE DR	MAITLAND
ACTS2HELPOOTHERS	PO BOX 621102	OVIDO
ADDITION FINANCIAL FOUNDATION INC	1000 PRIMERA BLVD	LAKE MARY
ADVENTHEALTH FOUNDATION INC	900 HOPE WAY	ALTAMONTE SPG
ADVENTHEALTH SENIOR CARE INC	900 HOPE WAY	ALTAMONTE SPG
ADVENTIST HEALTH SYSTEM SUNBELT HEALTHCAR..	900 HOPE WAY	ALTAMONTE SPG
ADVENTIST HEALTH SYSTEM SUNBELT INC	900 HOPE WAY	ALTAMONTE SPG
ADVOCATES & GUARDIANS FOR THE ELDERY & DISA..	1024 FLORIDA CENTRAL PKWY	LONGWOOD

State Comparison of Revenue and Income per Capita

Nonprofit Income or Revenue per Capita State Name
 Income per Capita (All)



© 2026 Mapbox © OpenStreetMap



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 fnonprofits.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

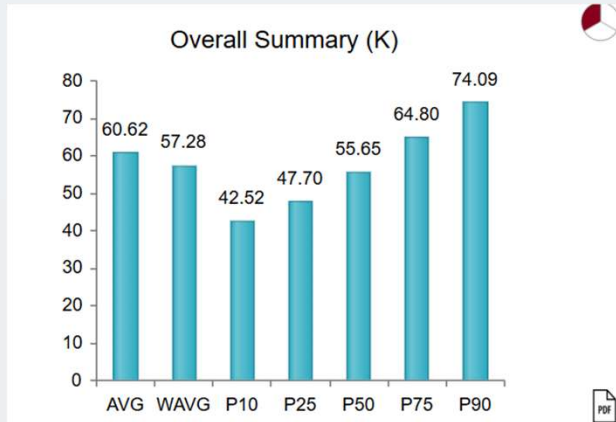
Compensation and Benefits Survey

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



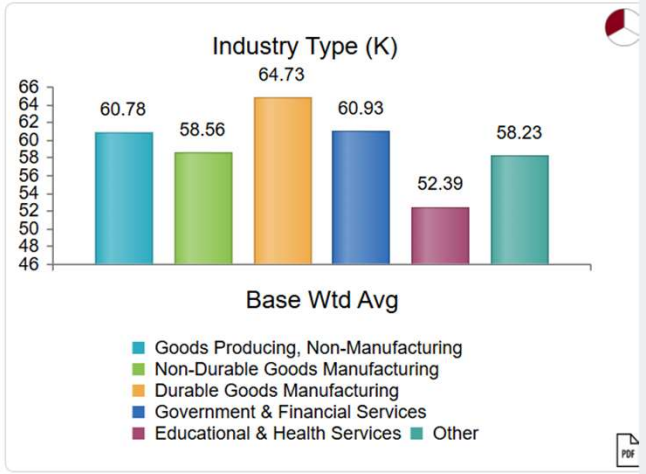
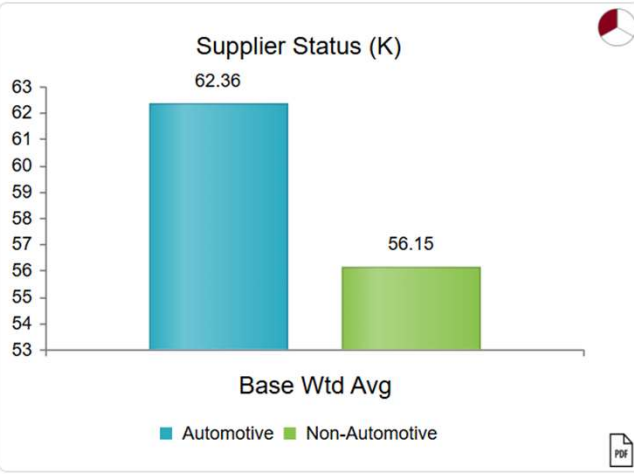
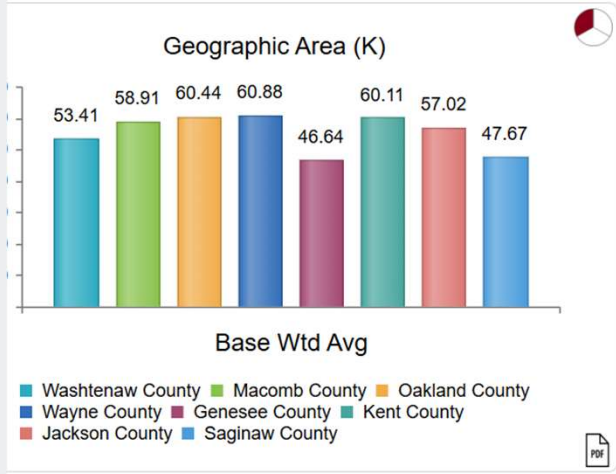
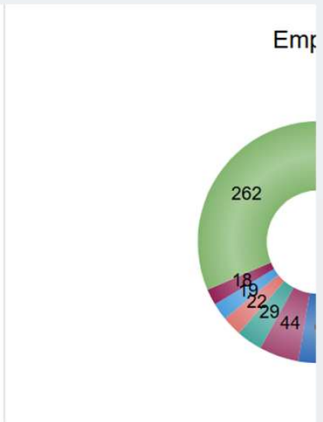
Job Title: Administrative Assistant I (Advanced)
Job Family: Administrative

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

407.694.5213 | flnonprofits.org



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