

Advocate. Expert. Collective Voice.

Florida Nonprofits by the Numbers Sarasota County

May 14, 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:

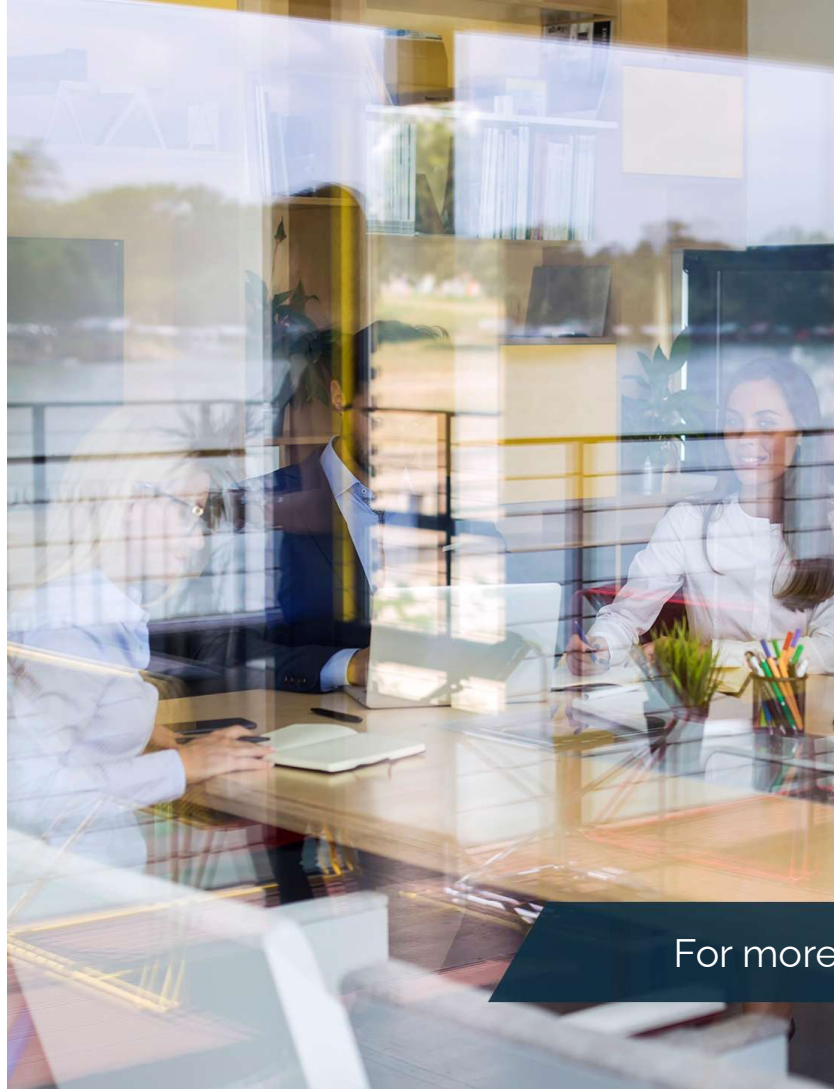
A better Florida through an elevated and protected nonprofit sector.



Membership— *the Core of FNA*

1. Nonprofits
2. Foundations
3. Consultants

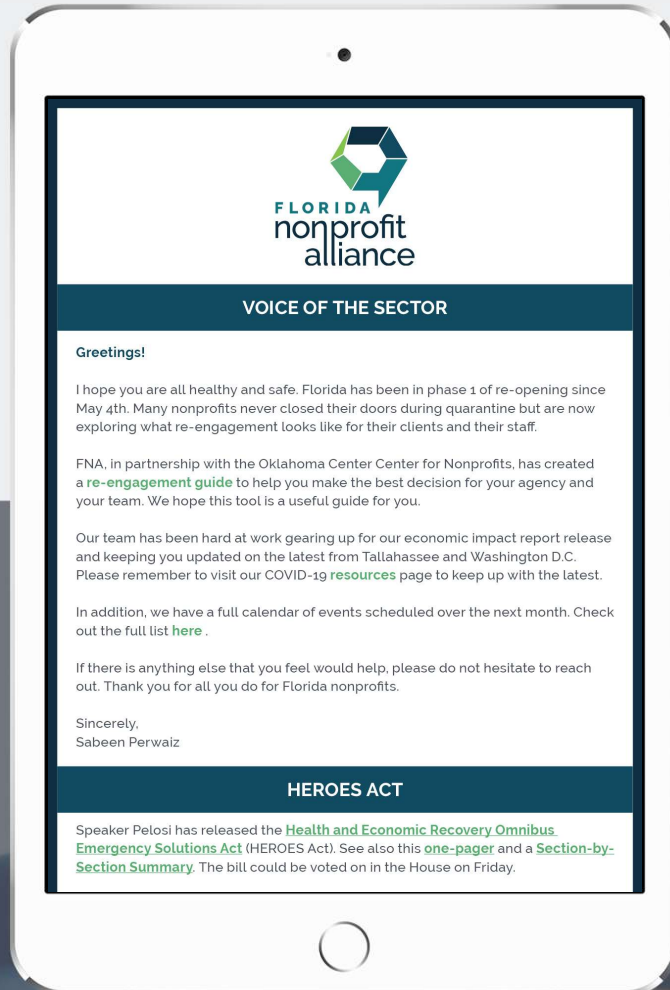
For more information, visit fnonprofits.org/membership-information





Newsletters

View [sample here](#)



Sign up at flnonprofits.org

**Thank you to
our Host**



**COMMUNITY
FOUNDATION**

of Sarasota County



Thank you to
our Sponsor

Remarks from:



Kim Hopper
*Private 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 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:



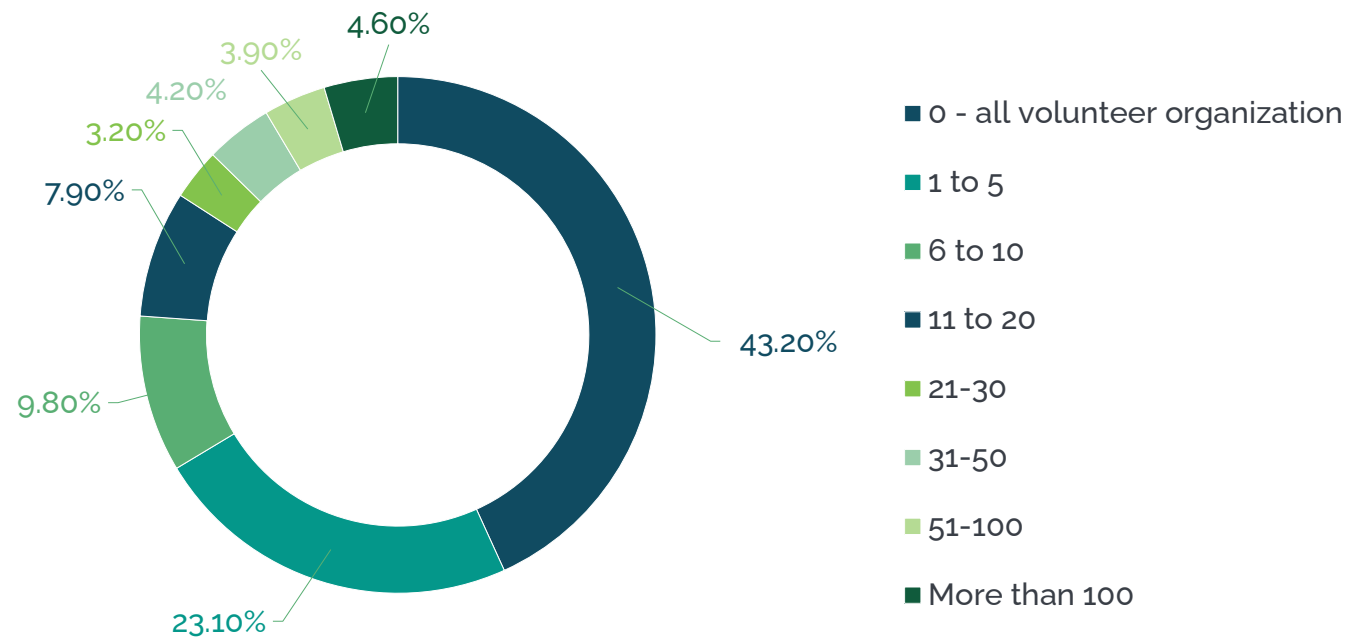
- **Florida Nonprofit Economic Impact**

- 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.

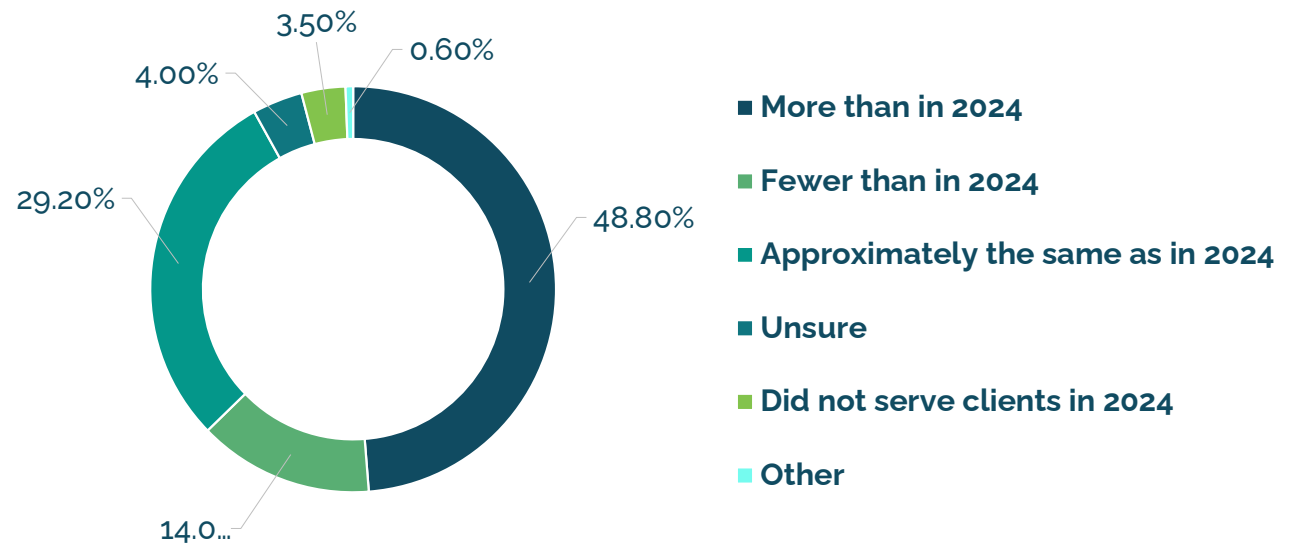
The Need in Florida

Florida is:

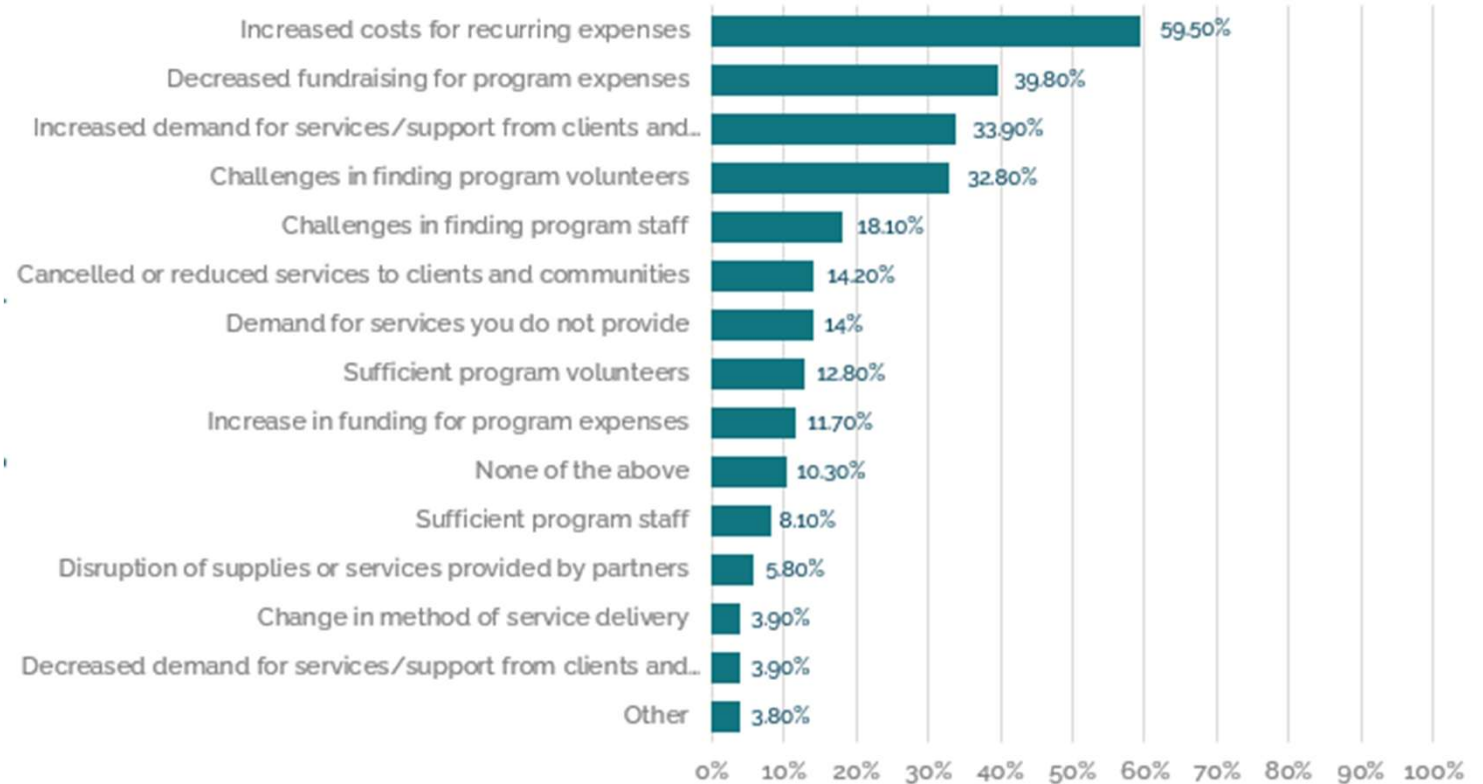
- **48th** in number of households falling below the ALICE threshold
- **43rd** in number of nonprofits per 1,000 households
 - 2.6 per 1,000 households – the same amount as in 2023.
- **40th** in nonprofit revenue and nonprofit income generated per capita



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



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

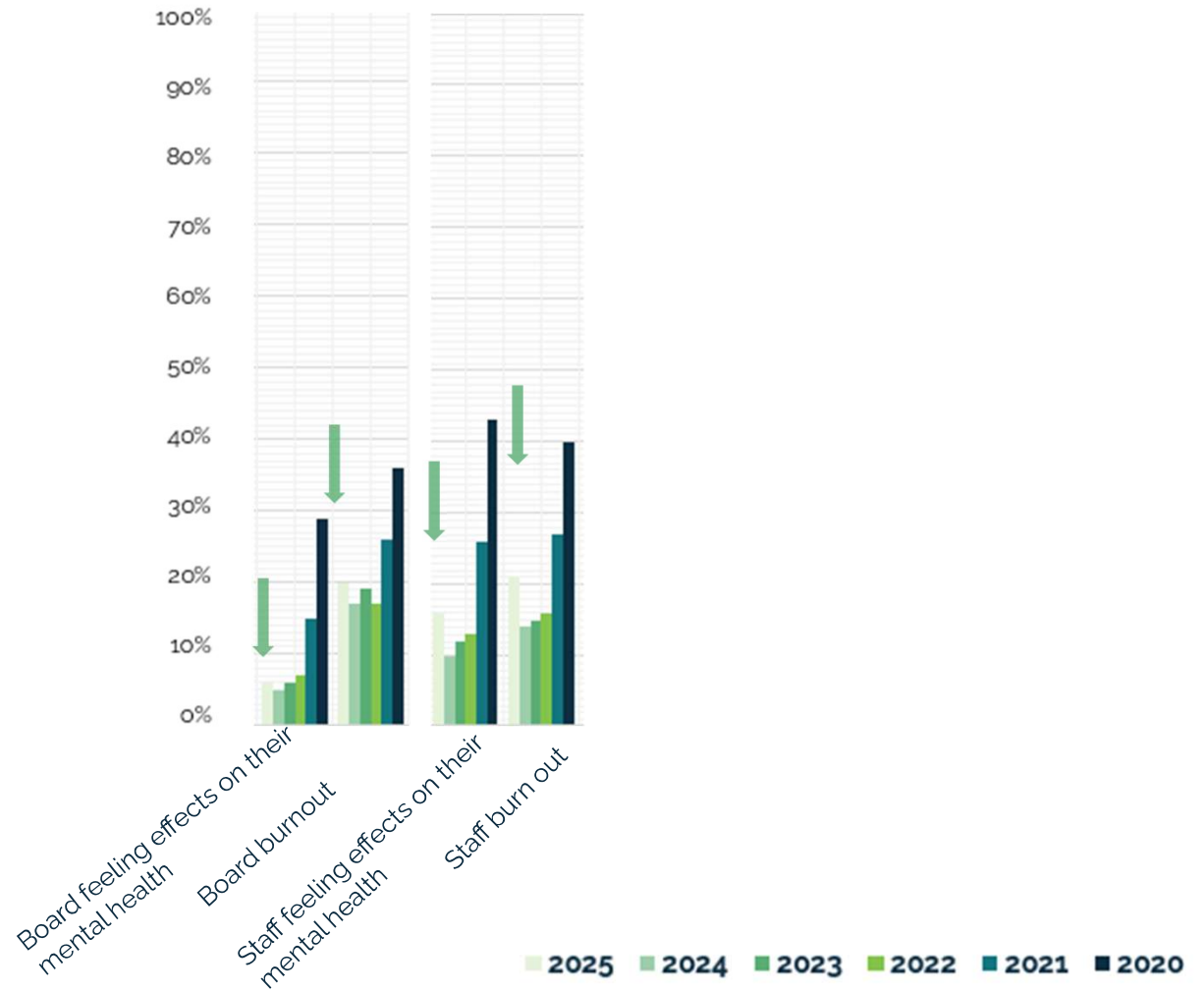




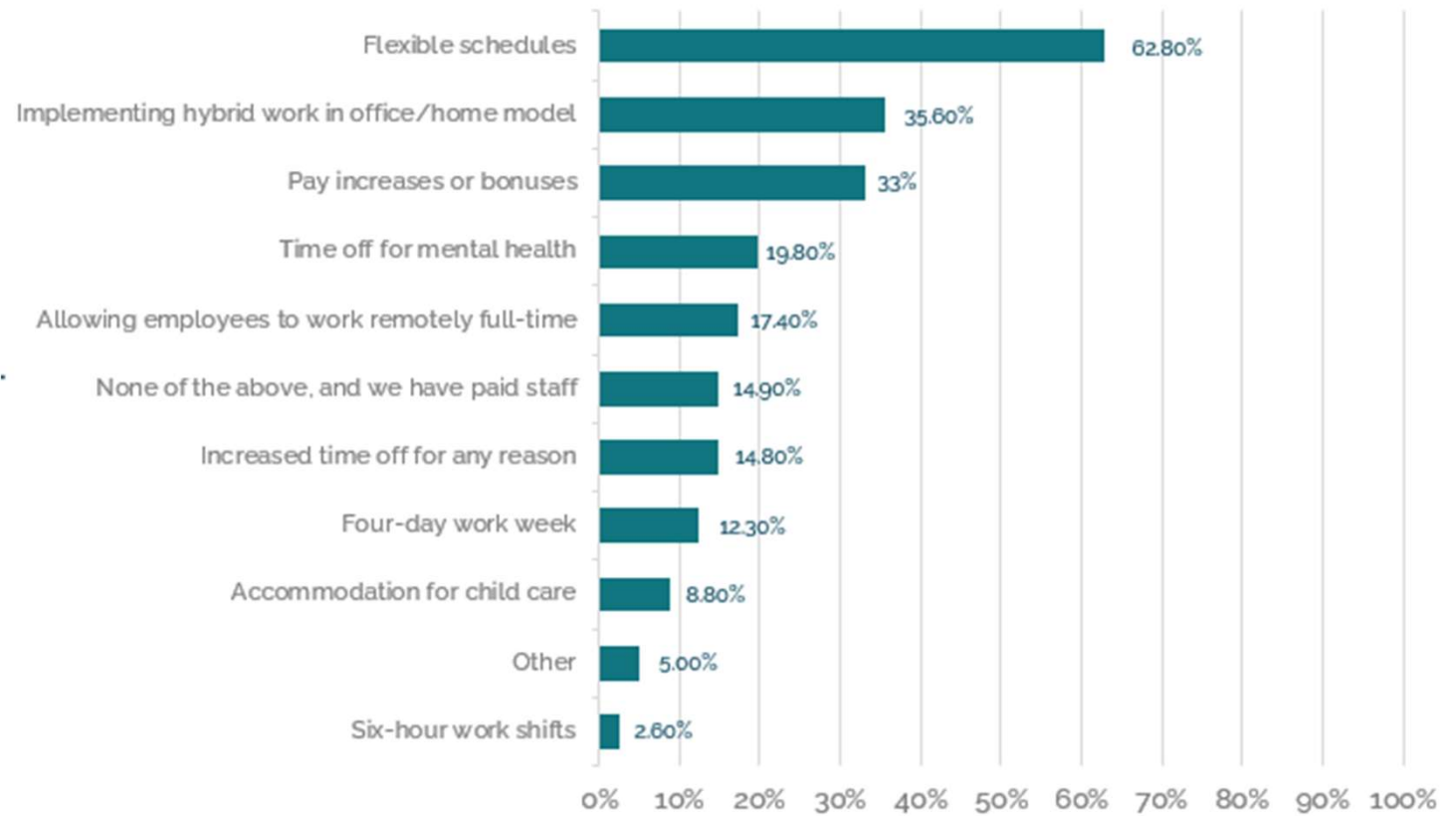
Key Findings: Human Resources

Nonprofit staff and volunteers are struggling more with burnout.

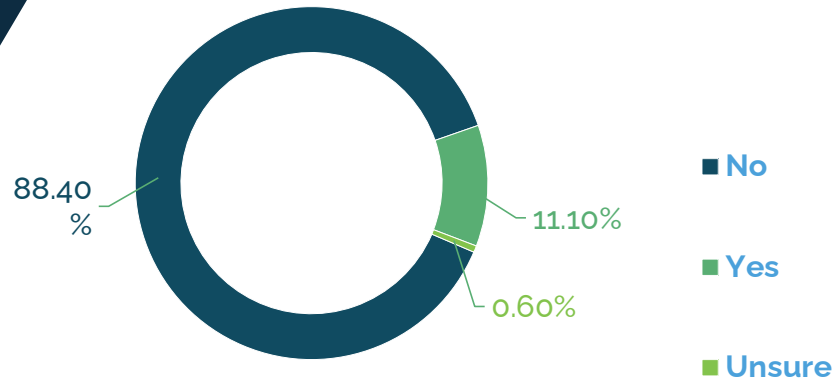
Q. What changes to your staffing have you experienced in 2025? Select all that apply.



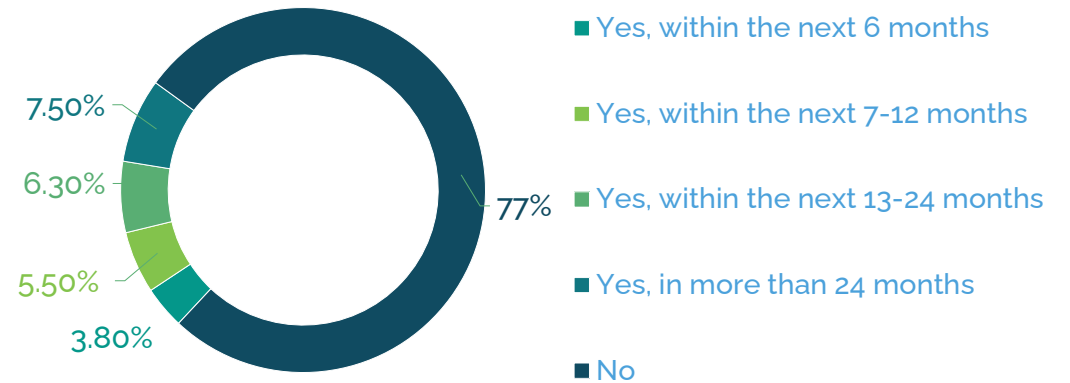
Q. What work options are you currently offering to your employees?



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?

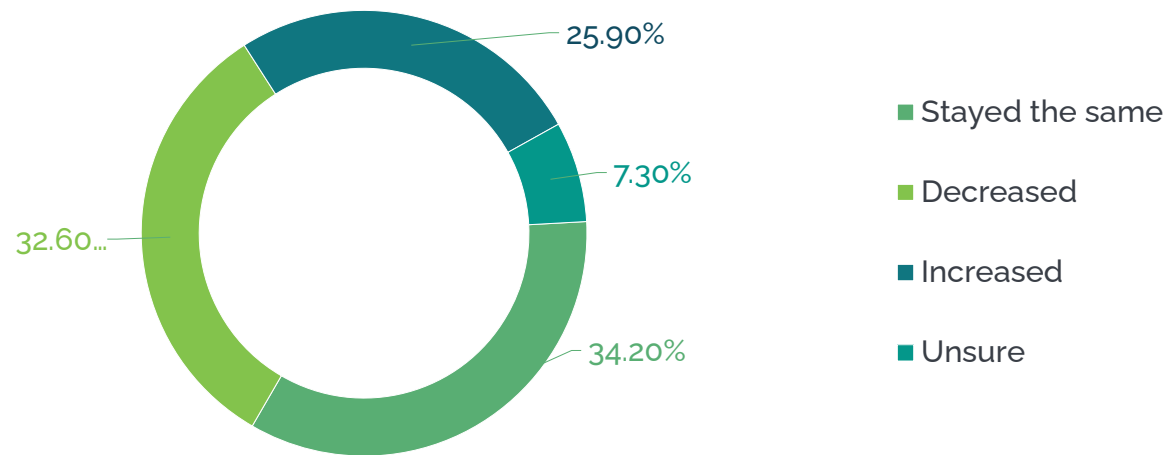




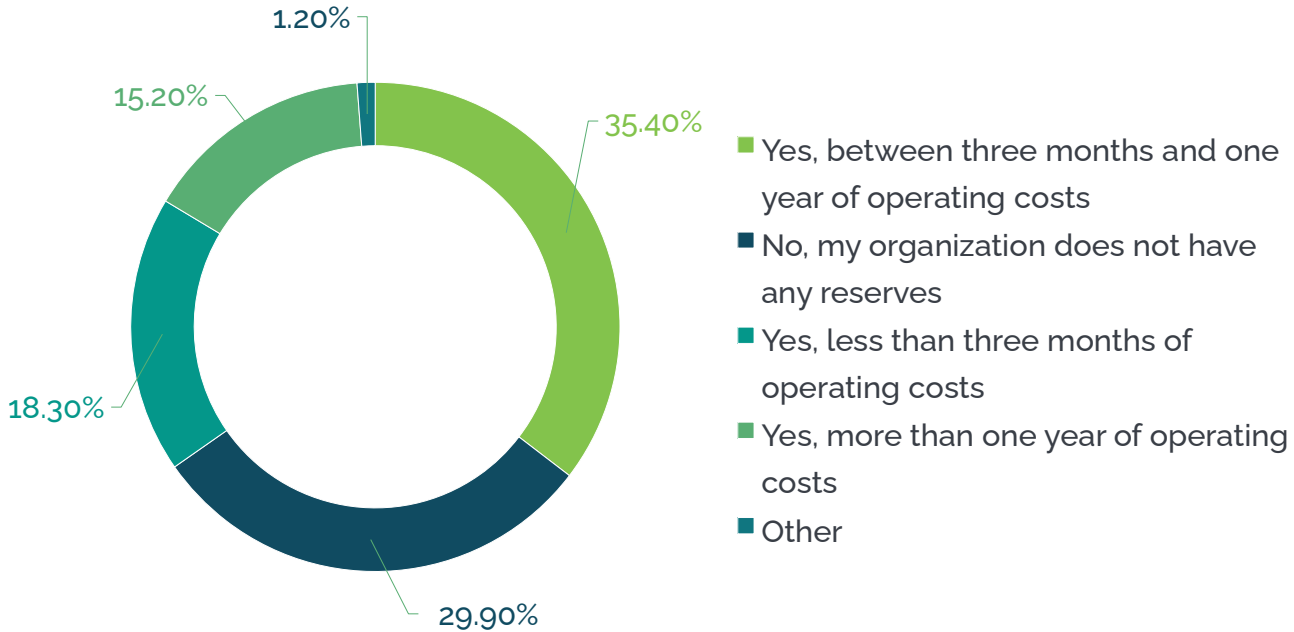
Key Findings: Financial Health

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

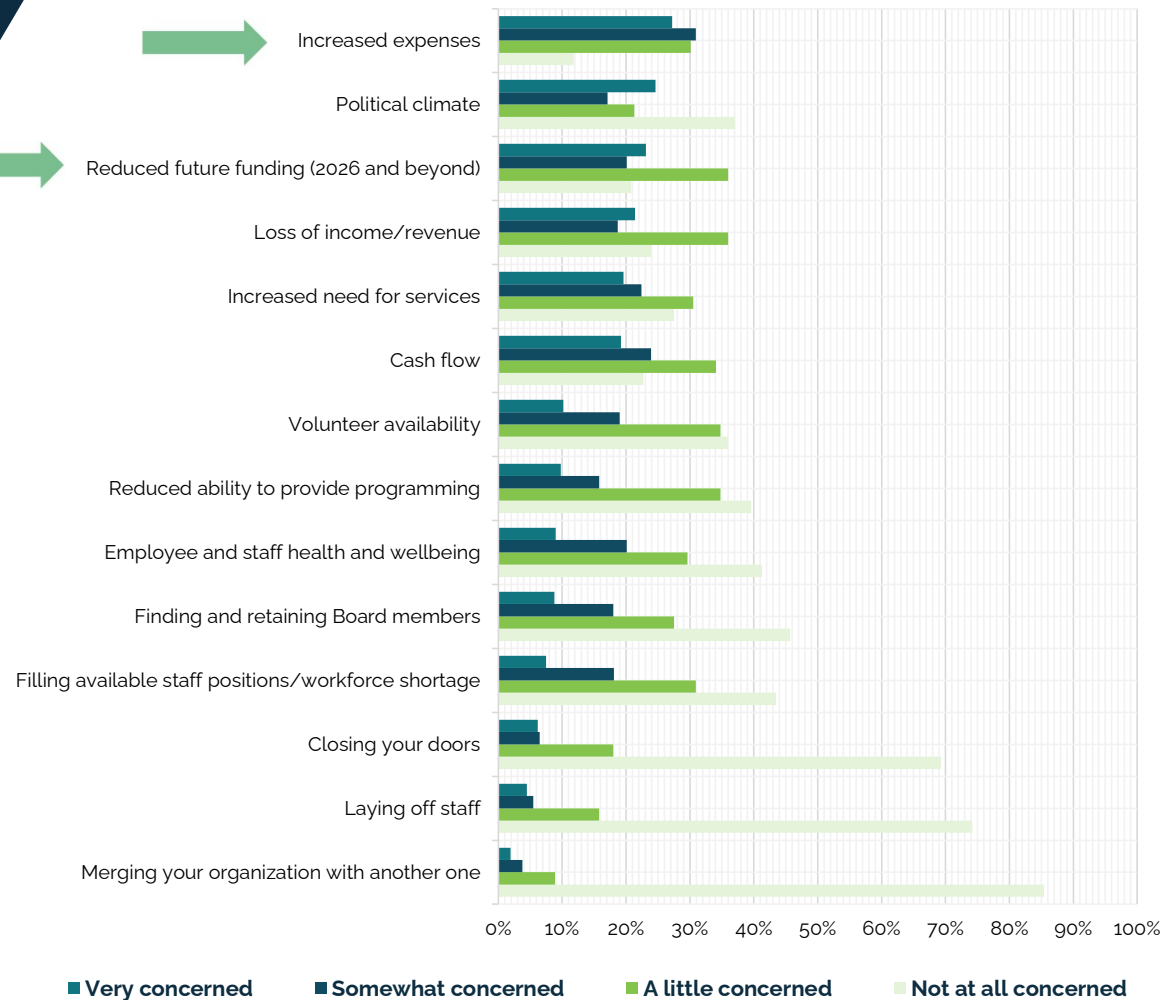
Q. Has your unrestricted revenue in 2025:



Q. Does your organization have reserve funds?



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

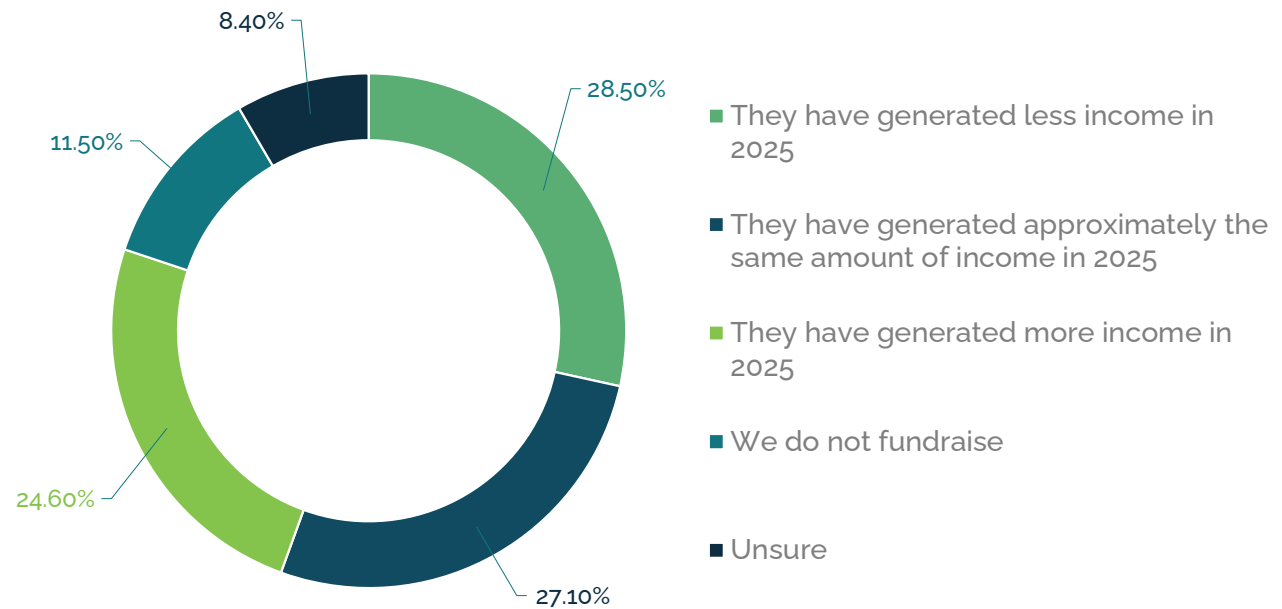




Key Findings: Fundraising

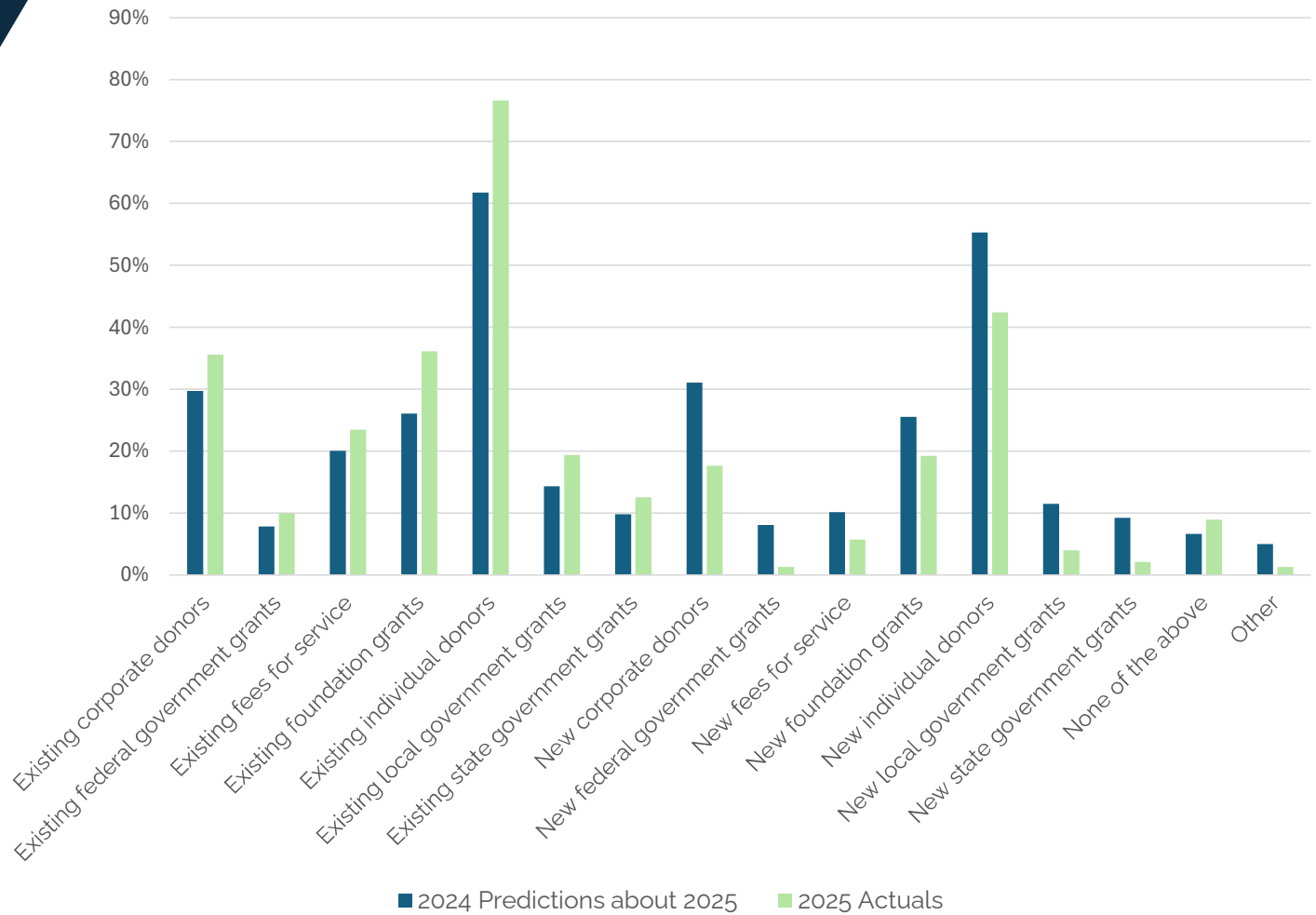
Fundraising remains the biggest concern and challenge for Florida nonprofits.

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?

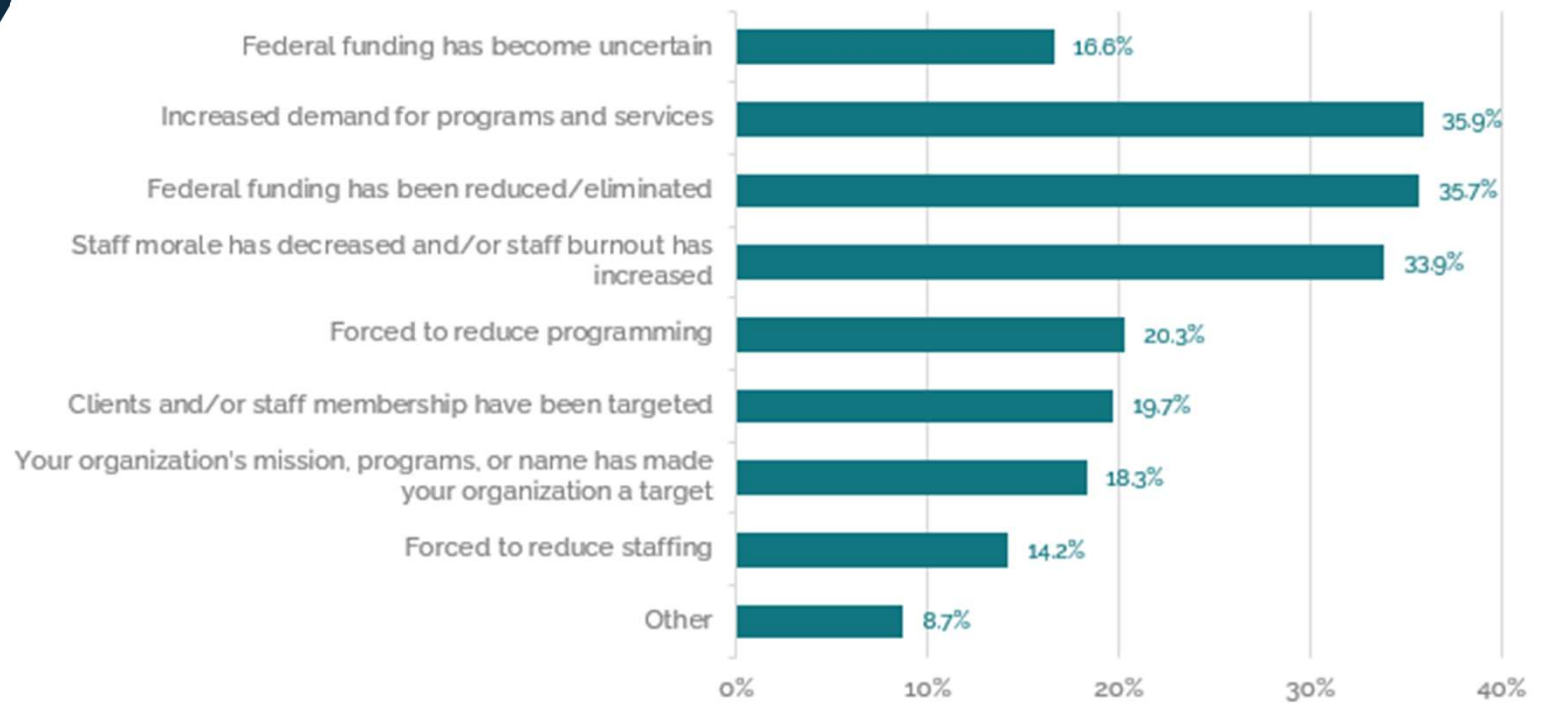




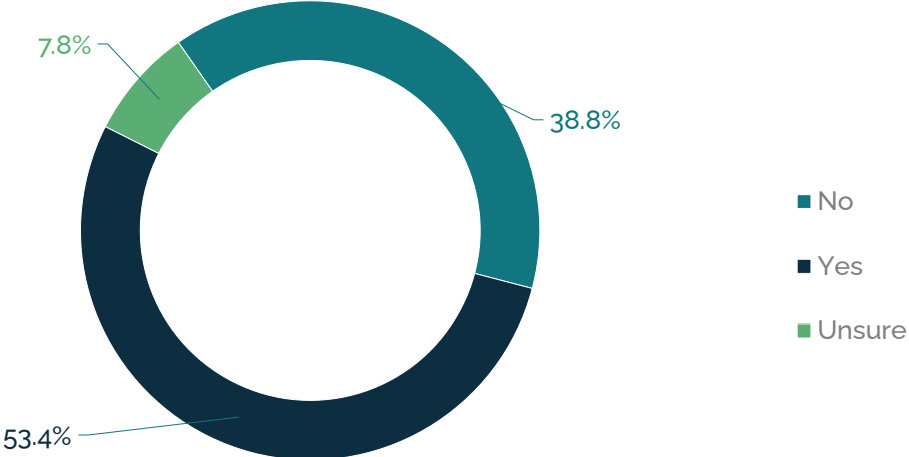
Key Findings: External Factors

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?





CENTRAL WEST

- More likely to provide hybrid services
- More nonprofits served more clients
- More CEO turnovers in the next two years
- More likely to be dealing with hurricane effects
- More likely to not have a disaster plan
- More likely to say fundraising is a challenge

REGION HIGHLIGHTS

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

Central West Florida nonprofits:

- Number **4,989**
- Employ over **134,037** employees annually
- Provide annual wages of **\$9.2 billion**
- Generate **\$35.7 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

Sarasota nonprofits:

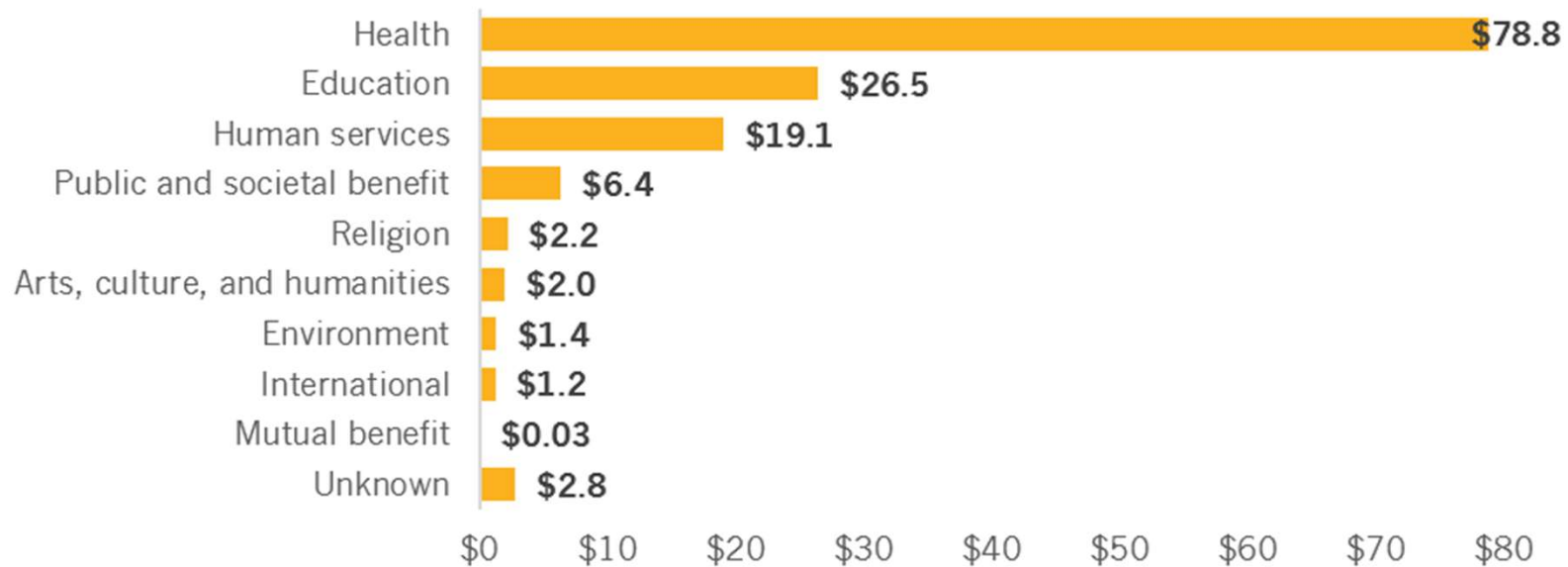
- Number **888**
- Employ **8,703** employees annually
- Provide annual wages of **\$444 million**
- Generate **\$1.9 billion** in annual revenue





Revenue by Sub-sector

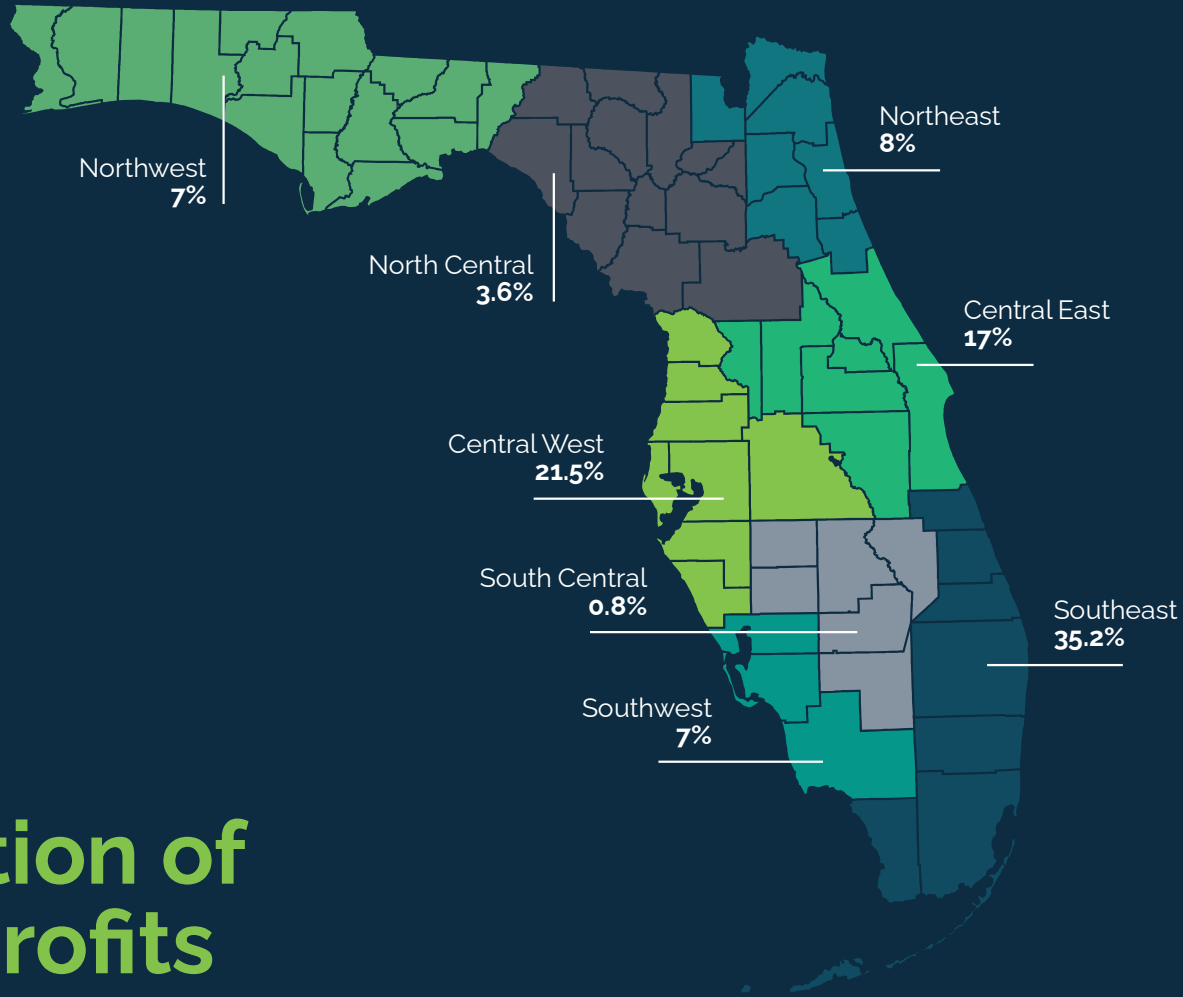
EXHIBIT 11. Nonprofit Revenue by Sector, in billions of dollars





Key Findings: Economic Impact

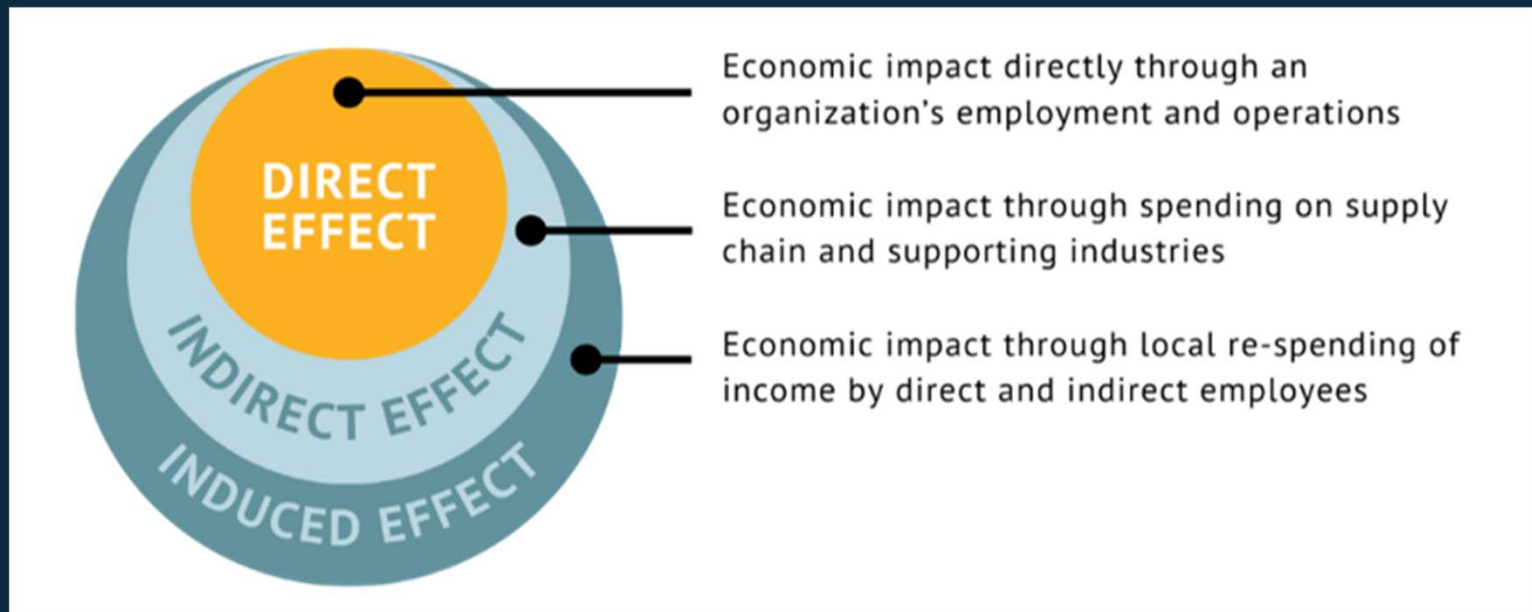
The number of nonprofits in Florida has increased 13% since 2023.



Location of Nonprofits



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.

Central West Region Multiplier

EXHIBIT 29. Central West Region

	Employment	Labor Income (in billions)	Value Added (in billions)	Output (in billions)
Direct effects	134,735	\$11.0	\$11.0	\$35.7
Indirect and induced effects	244,472	\$14.9	\$26.0	\$46.7
Total effects	379,208	\$26.0	\$37.1	\$82.4
Multipliers	2.8	2.4	3.4	2.3

Source: IMPLAN, 2024 data

Economic Impact of Florida Nonprofits

Region

379,208	\$26.0	\$37.1	\$82.4
Employment	Labor Income (in billions of \$)	Value Added (in billions of \$)	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



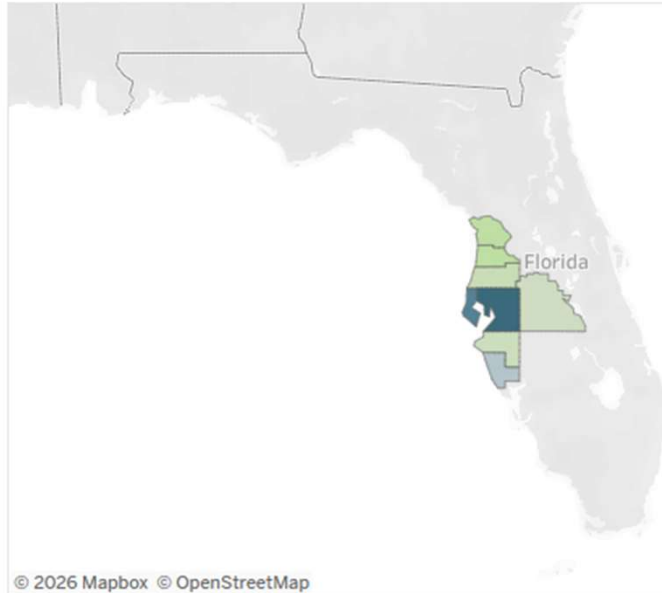
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Reflection

- *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

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Total Nonprofits



Region

Central West Region

Social Function	Total Nonprofits	Total Assets	Total Revenue	Total Income	Average W.
Arts, culture, and humanities	314	\$1,563,302,938	\$492,674,970	\$657,626,386	\$44
Education	702	\$9,660,060,408	\$4,398,396,687	\$5,418,199,623	\$54
Environment	241	\$934,146,546	\$364,833,771	\$436,177,407	\$45
Health	370	\$47,781,861,800	\$21,382,517,929	\$25,803,190,174	\$80
Human services	1,312	\$6,187,152,194	\$5,086,846,114	\$5,423,110,917	\$42
International	90	\$204,693,655	\$109,231,459	\$141,813,800	\$59
Mutual benefit	6	\$8,131,288	\$2,857,461	\$3,414,635	

Search for Nonprofits by Name



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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

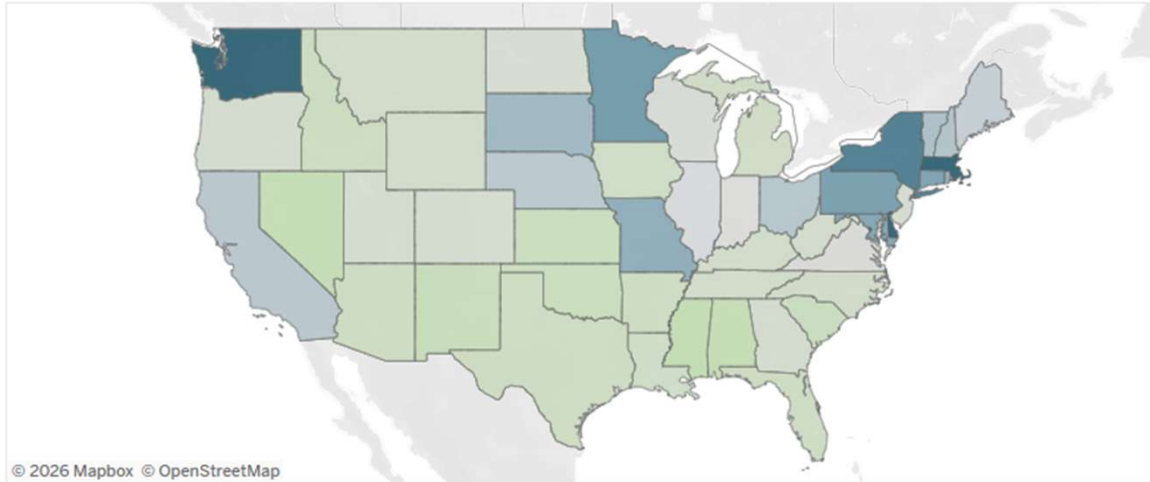
Total Nonprofits by Selection



Name	Street	City
2B KIND CORPORATION	910 E BAFFIN DR	VENICE
A BOND OF LOVE ADOPTION AGENCY INC	2813 FOREST LN	SARASOTA
ABRAHAMIC REUNION INC	2636 AUSTIN ST	SARASOTA
ABUNDANT LIFE MINISTRIES FOR PERU INC	926 ORINOCO W	VENICE
ACADEMY AT GLENGARY INC	1819 GLENGARY ST	SARASOTA
AD IMPACT	990 BOULEVARD OF THE ARTS 1602	SARASOTA
ADOPTABLE GREYHOUNDS OF FLORIDA	2916 WYOLA AVE	NORTH PORT
ADVENTURE FOR ALL CORPORATION	1361 BOULEVARD OF THE ARTS 102	SARASOTA
AGAPE CHRISTIAN SCHOOL OF SARASOTA INC	150 N SHADE AVE	SARASOTA
AGAPE FLIGHTS INC	100 AIRPORT AVE E	VENICE
AKHOURY FOUNDATION INC	2251 GULF OF MEXICO DR APT 304	LONGBOAT KEY
AL-DAR FOUNDATION	5051 TIMBER CHASE WAY	SARASOTA
ALICE PACK AND L THOMAS MELLY FOUNDATION	4523 WINDSOR PARK	SARASOTA
ALL FAITHS FOOD BANK INC	8171 BLAIKIE CT	SARASOTA
ALL FRIENDS NETWORK INC	1901 FLOYD ST	SARASOTA

State Comparison of Revenue and Income per Capita

Nonprofit Income or Revenue per Capita State Name



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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 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:

- Newsletter
- 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 fnonprofits.org

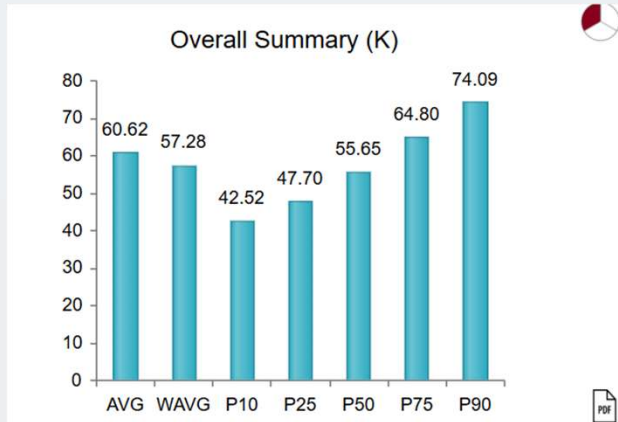
Compensation and Benefits Survey

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
- 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)

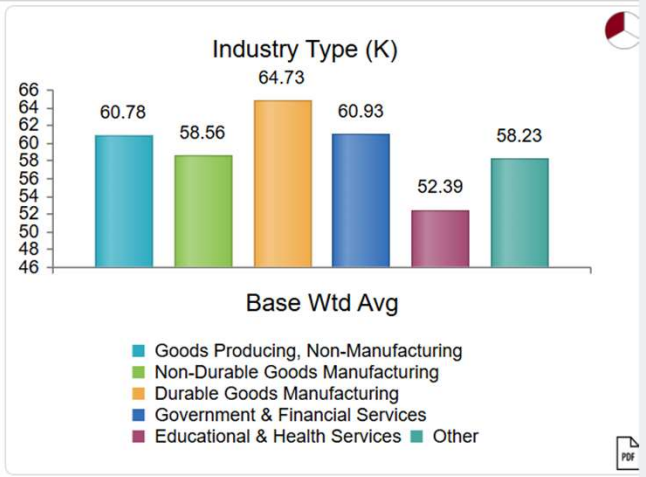
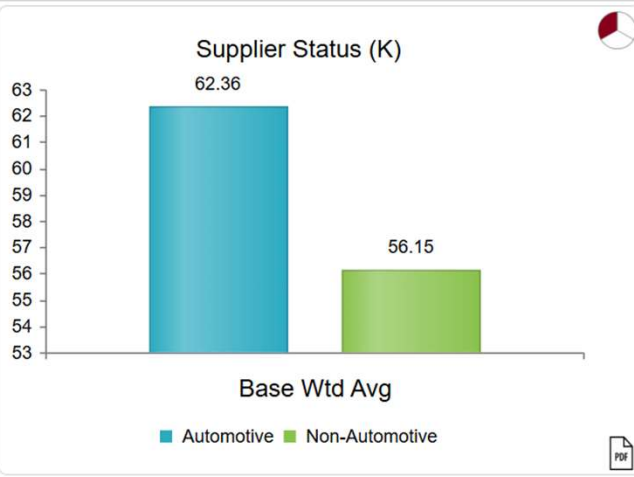
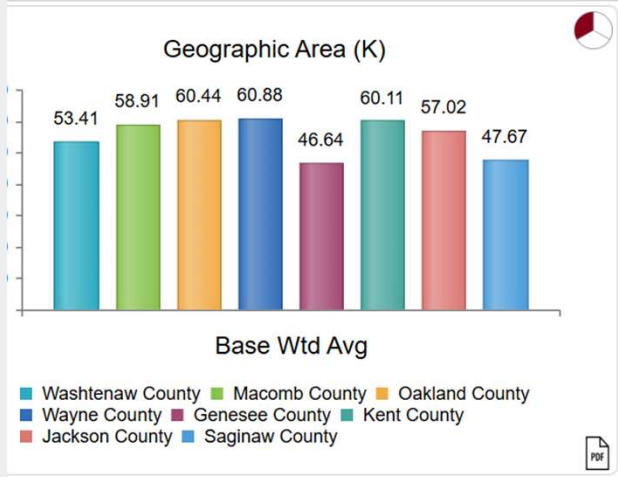
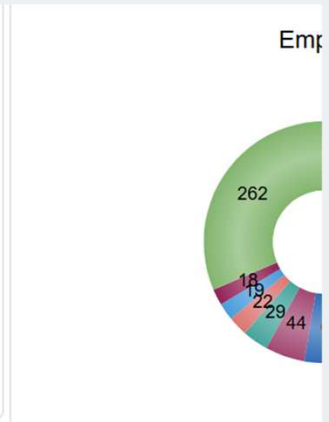
Job Family: Administrative

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:

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sperwaiz@flnonprofits.org

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

Economic Impact Report
Available May 18th

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