



FLORIDA  
nonprofit  
alliance

# Florida Nonprofits Survey 2023

February 8, 2024

# Welcome!



Sabeen Perwaiz  
President & CEO  
Florida Nonprofit Alliance



FLORIDA  
nonprofit  
alliance



## Mission:

Florida Nonprofit Alliance is the state's collective voice, respected advocate, effective connector, and powerful mobilizer for the nonprofit sector.

## Website:

[www.flnonprofits.org](http://www.flnonprofits.org)

theforakergroup  
Standing Beside Alaska's Nonprofits



HANO  
Hawaii Alliance of Nonprofit Organizations

# Membership - the Core of FNA

- ▶ Nonprofits
- ▶ Foundations
- ▶ Consultants
  
- ▶ For more information, visit [flnonprofits.org/page/Membership](https://flnonprofits.org/page/Membership)



## Voice of the Sector

...tings!

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

FLA, in partnership with the Oklahoma Center Center for Nonprofits, has created an [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 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 and Emergency Solutions Act](#) (HEROES Act). See also this [one-pager](#) and this [FAQ](#).

# Newsletters

- ▶ [Sample newsletter](#)
- ▶ Sign up at <https://flnonprofits.org/>

# Thank you



Remarks:  
Kate Wilson

Senior Vice President, Community Relations  
Philanthropy and Community Impact  
Public Affairs Team

# Florida Nonprofits Survey 2023



Leah Donelan McDermott  
Program Director  
Florida Nonprofit Alliance



# Housekeeping

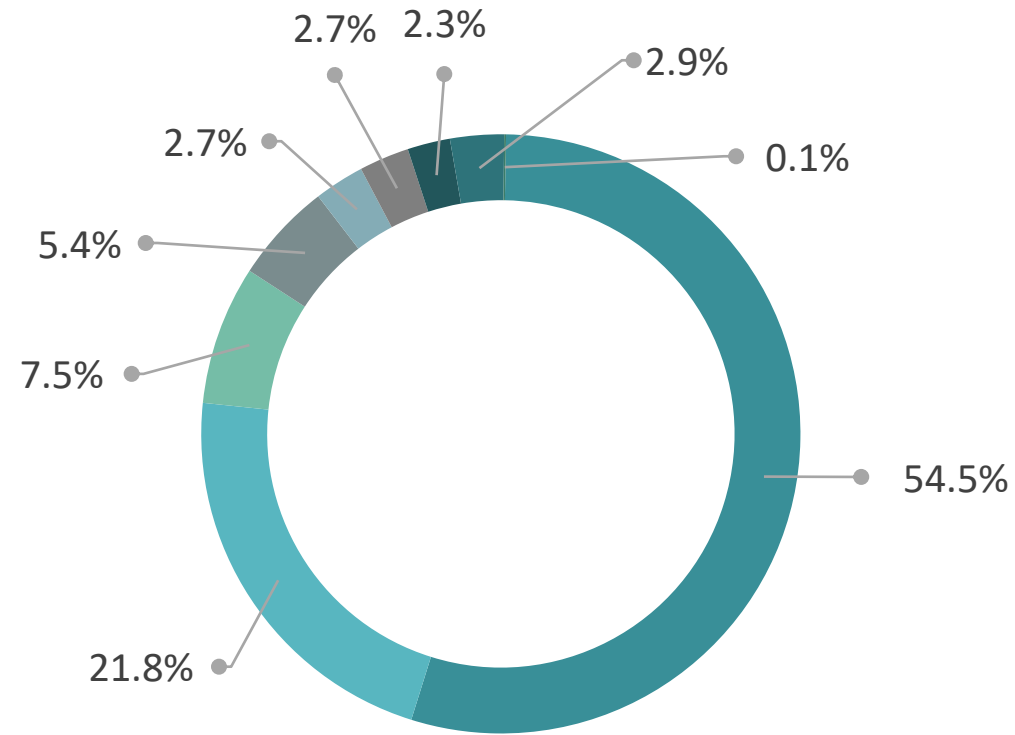
- ▶ All participants today are on mute
- ▶ Type your questions in the chat box
- ▶ Questions will be answered at the end
- ▶ Closed captioning is available
- ▶ This session is being recorded

# Survey Method

- ▶ 501(c)(3) organizations statewide
- ▶ Surveys in the field from October 26 to November 30
- ▶ Distributed electronically
- ▶ Thanks to our partner, Florida Department of Agriculture and Consumer Services
- ▶ 1,704 organizations participated

Q 29

How many total paid staff members (full and part time combined) does your organization have?



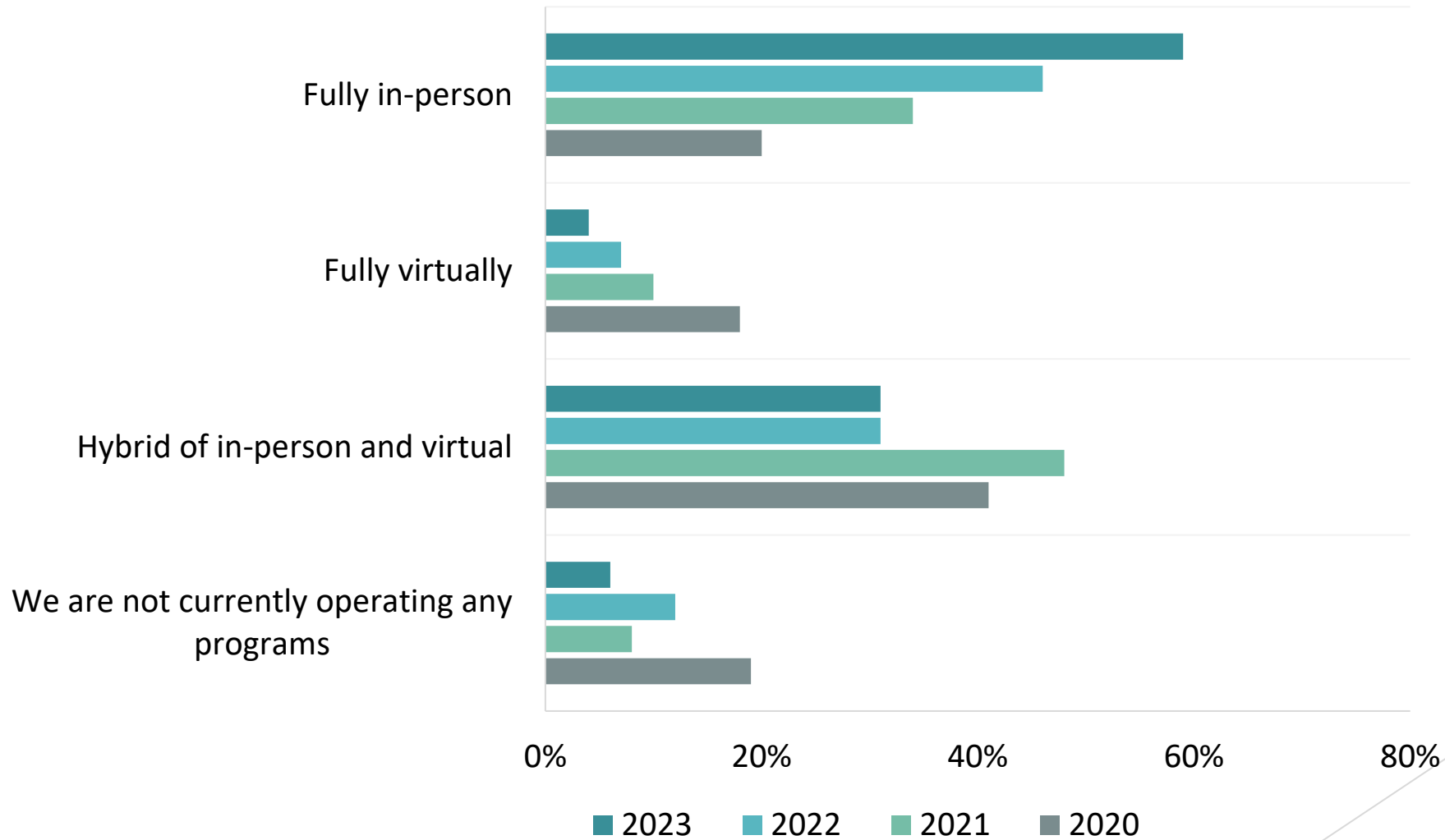
- 0 - all volunteer organization
- 1 to 5
- 6 to 10
- 11 to 20
- 21 to 30
- 31 to 50
- 51 to 100
- More than 100

# Key Findings: Positives

- Program and service delivery
  - 2/3 are providing services fully in person
  - Half report serving more people in 2023 than in 2022

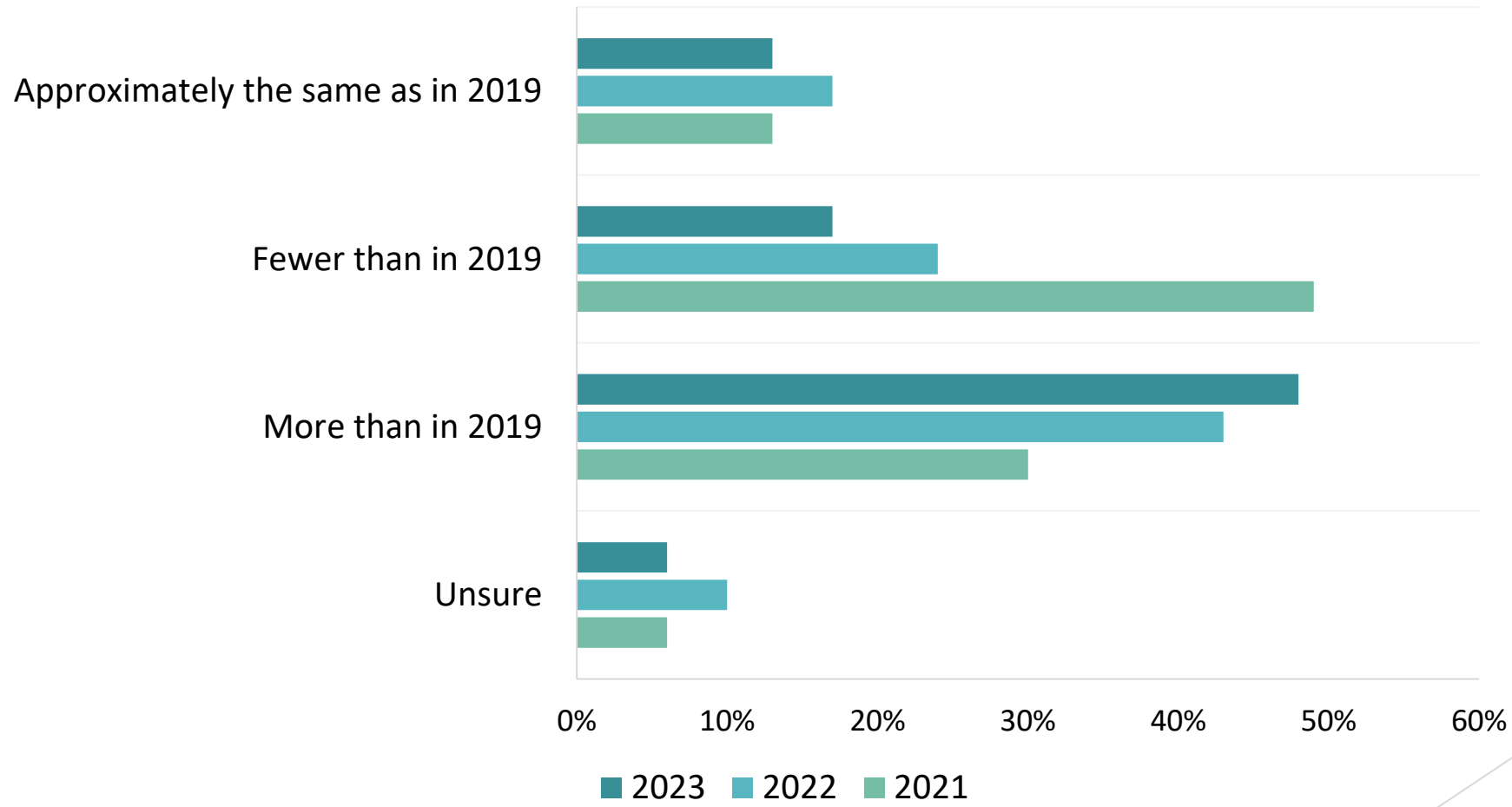
Q 2

## How are you currently operating your programs?



Q 4

Compared to 2019, how many clients have you served in 2023?



# Key Findings: Positives

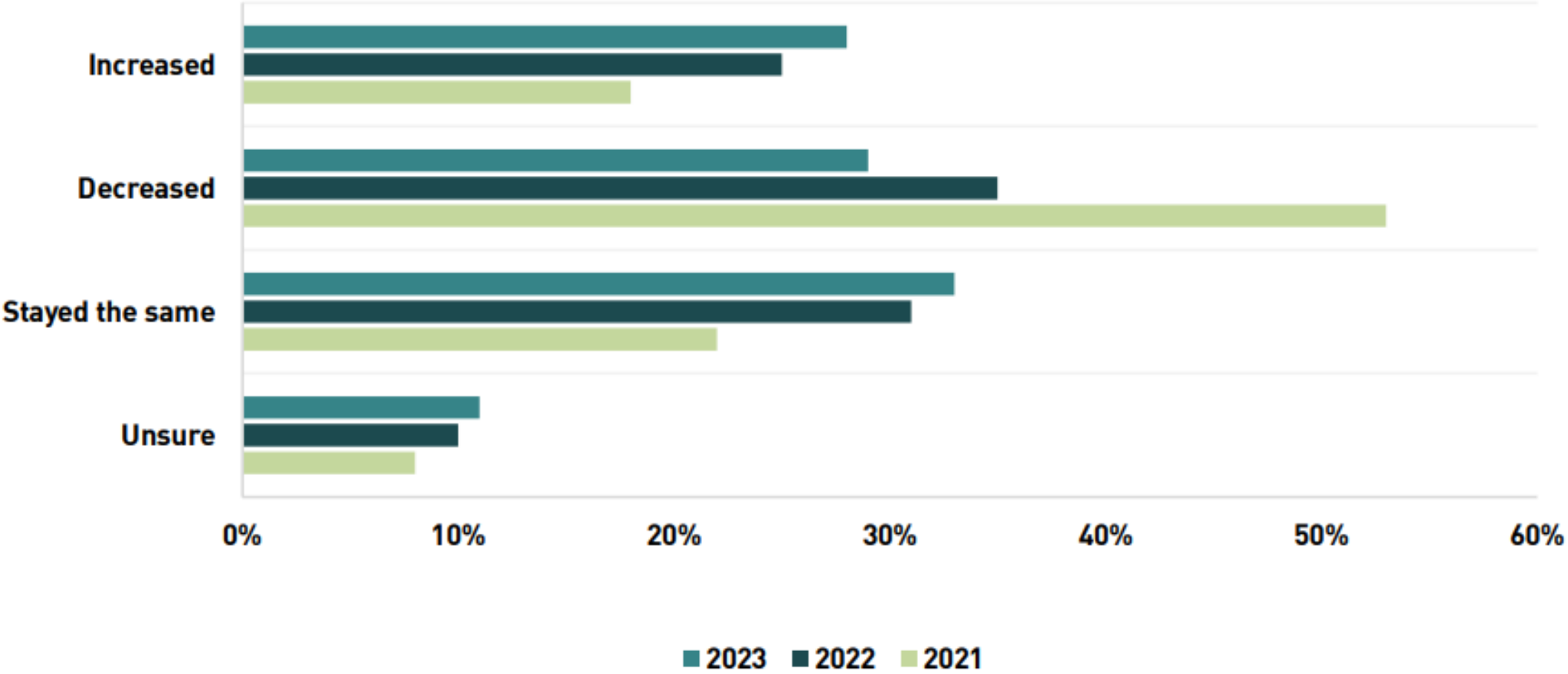
- Volunteer activity
  - Volunteer absences have dropped 30% since the height of the pandemic
  - Over half of nonprofits are using volunteers at the same or increase rates from 2019

# Key Findings: Positives

- Financially, organizations feel slightly more secure
  - Half of nonprofits in Florida had a larger budget in 2023 than in 2019, pre-pandemic
  - Organizations are slightly more likely in 2023 to have not seen a decrease in unrestricted funding
  - Nonprofits are slightly less concerned about cash flow and loss of income than they were in 2020 and 2021

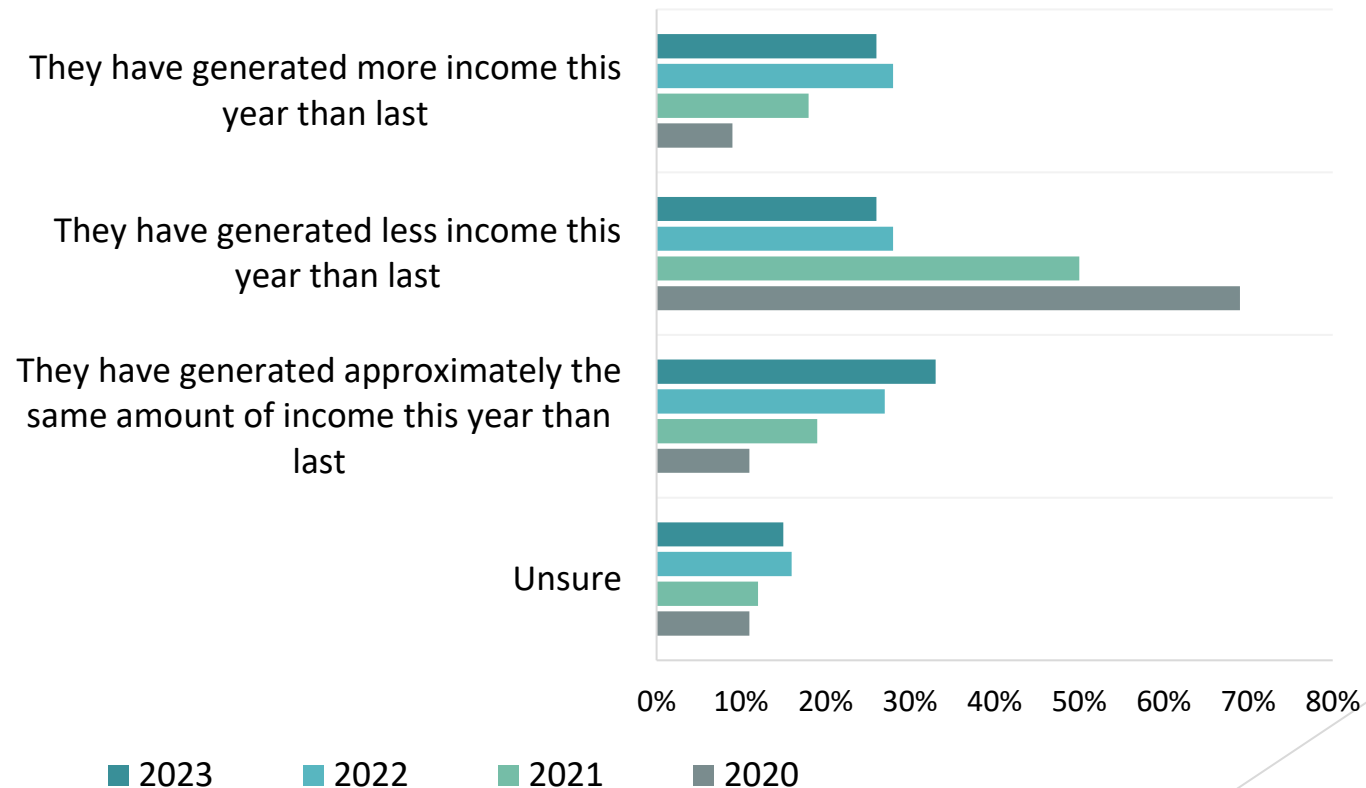


# Unrestricted revenue from year to year



# Key Findings: Positives

- Fundraising was slightly more stable than in previous years
  - 59% of organizations generated the same amount or more income from fundraising activities in 2023 compared to 2022



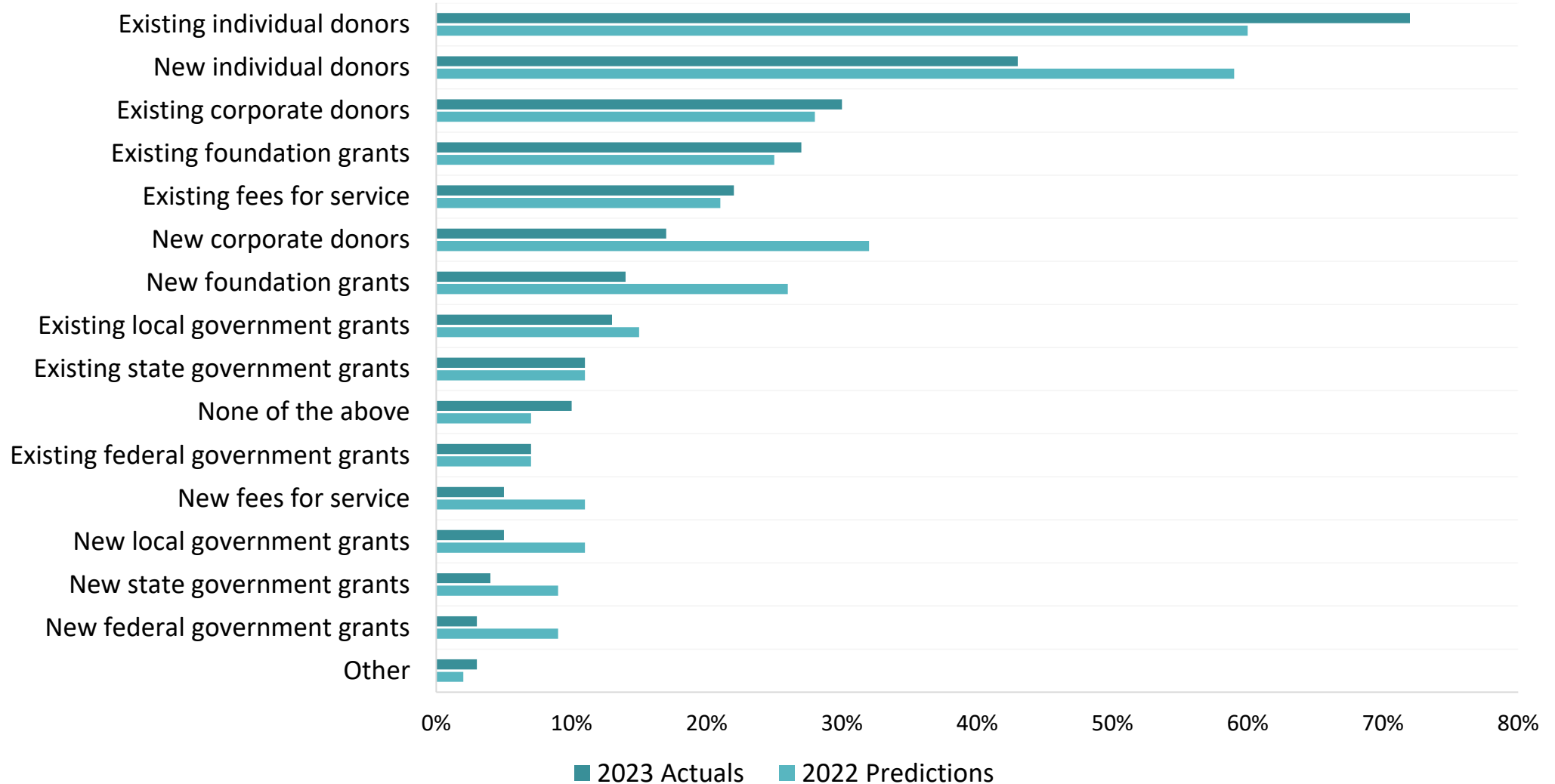
# Key Findings: Pressure Points

- Both costs and demand for services are increasing
  - 50% of nonprofits are experiencing increased costs for recurring expenses
  - 36% have seen decreased fundraising for program expenses
  - 28% of organizations had increased demand for their programs and services

# Key Findings: Pressure Points

- Nonprofits need new sources of funding
  - A record 42% of nonprofits say fundraising is their biggest challenge
  - 62% of nonprofits say they need more funding
  - 72% of organizations receive a significant portion of their fundraising from existing individual donors, and existing corporate donors, foundation grants, and fees for service all generate more revenue than new corporate donors, foundation grants, and fees for service

## COMPARISON: 2022 PREDICTIONS VS. 2023 ACTUALS



# Key Findings: Pressure Points

- More volunteers are needed
  - 42% of nonprofits say more volunteers is a resource they need
  - More than one third of nonprofit organizations have challenges finding program volunteers
  - About 20% of current volunteers and Board members are experiencing burnout

# Key Findings: Pressure Points

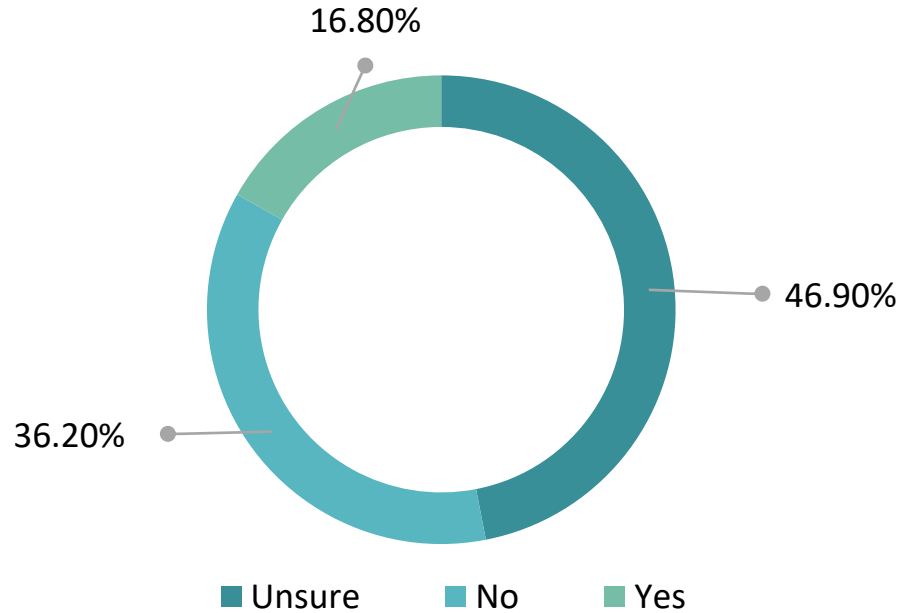
- CEO transitions are happening frequently and will continue to do so.
  - One third of current CEOs will leave their jobs by 2026.
  - More organizations experienced a CEO transition in 2023 than were expecting one in 2022

# Key Findings: Pressure Points

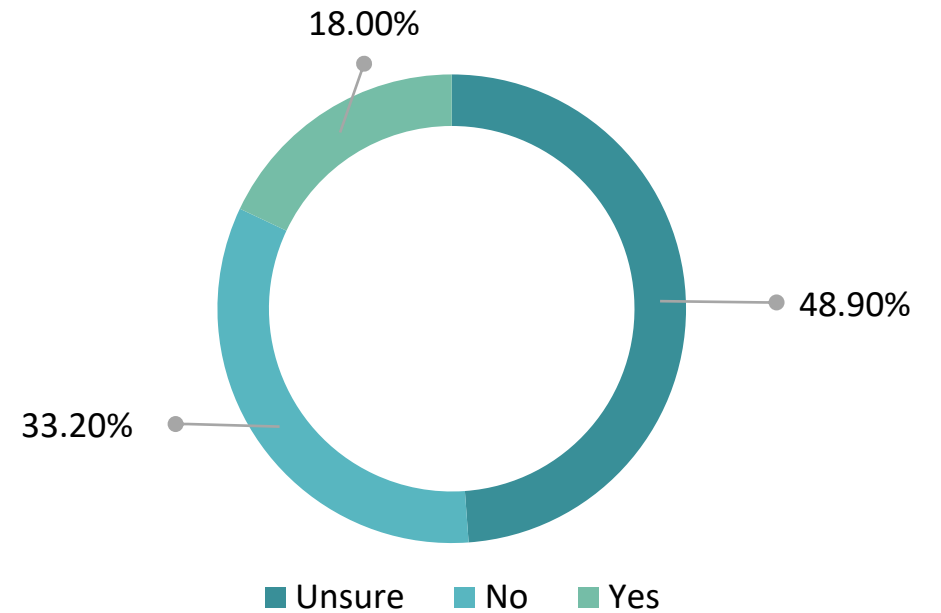
- Changing advocacy needs
  - At the state level, there are more bills that include nonprofit organizations than ever before
  - Florida nonprofits may need support – education and funding – to be sure they are either complying with or challenging legislation that affects their ability to meet their mission.



**Q 21** If yes, does your organization need funding support to aid in compliance with new state legislation? Examples could include legal advice, staff training, advocacy to state agencies, etc.

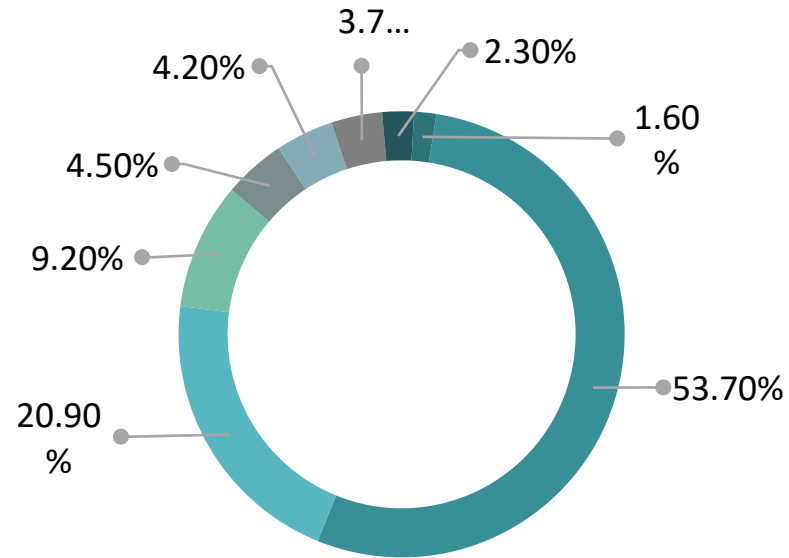


**Q 22** If yes, does your organization need funding support to aid in challenging new legislation or protecting yourself from how new legislation is being implemented? Examples could include legal counsel, other professional expertise, staff training, etc.



# Key Findings: Present Opportunities

- Convince more individuals to give to formal nonprofit organizations
- Increase availability of health insurance providers.
  - 21% of nonprofit organizations that would like to provide health insurance access to staff cannot find an insurance provider



- Yes, we provide some sort of health insurance to qualified staff (this could include HMOs, PPOs, HSAs, health care stipend, QSEHRAs, etc.)
- No, we have not been able to find an insurance provider
- No (undisclosed reason)
- No, cannot afford to
- No, we only have part-time staff
- Other
- No, employees have access to health insurance from other sources

# Key Findings: Present Opportunities

- Support nonprofit staff
  - 17% of organizations have open staff positions, and 15% are experiencing voluntary staff resignations
  - 1 in 5 organizations did not offer any work options for their staff in 2023

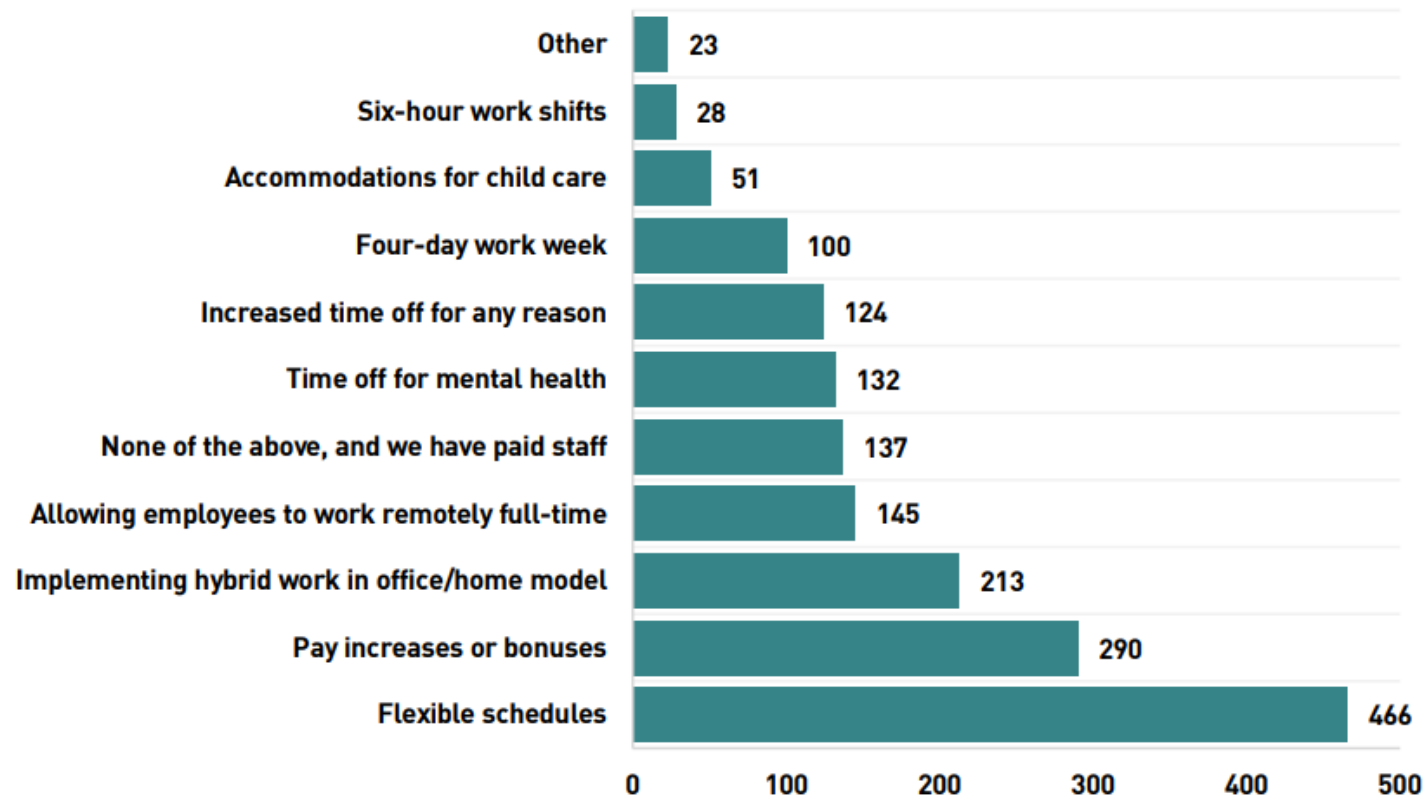
**Q 6**

### What work options are you currently offering to employees?

Select all that apply

Answers below only include nonprofit organizations with paid employees.

**N=772**



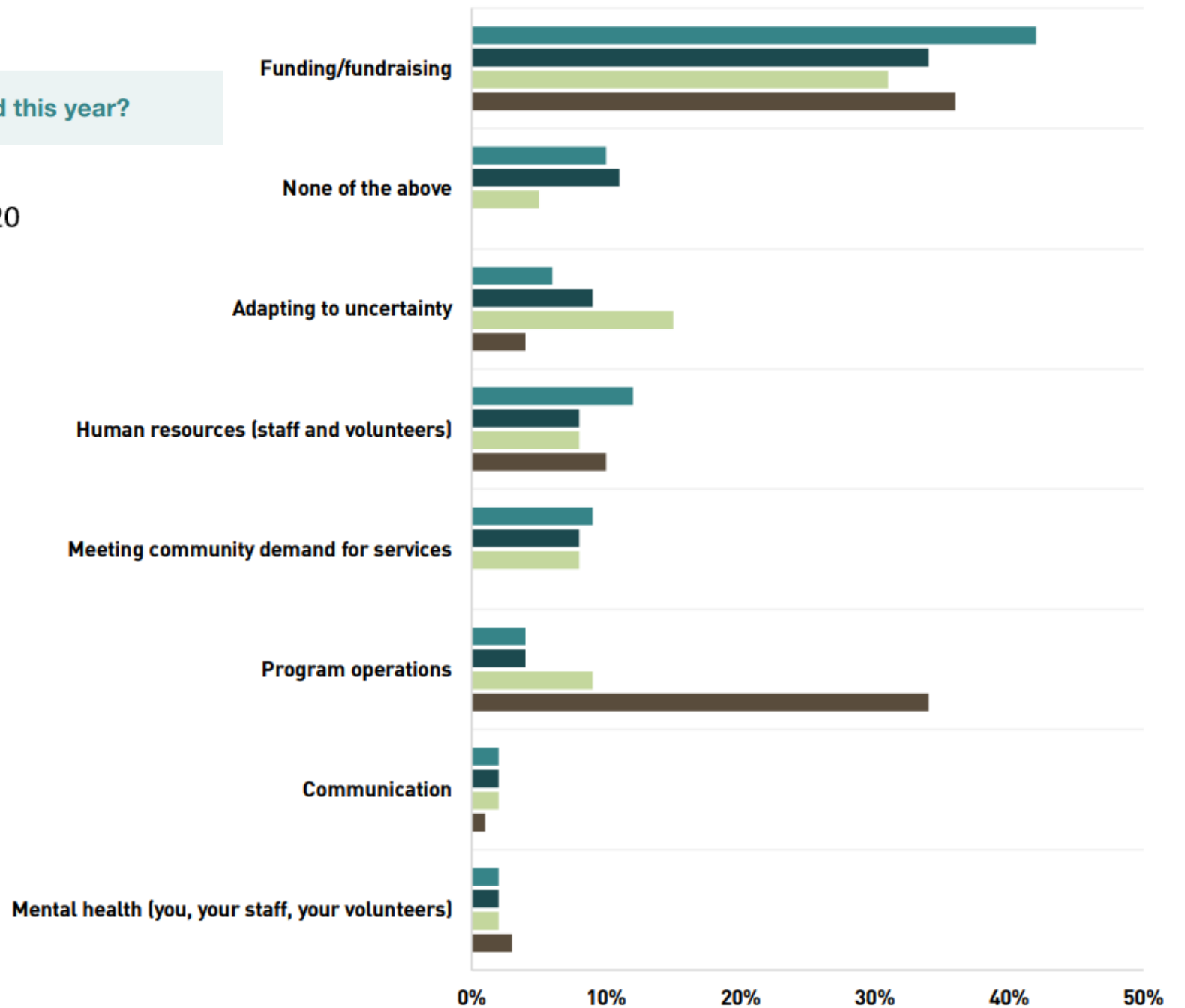
# Key Findings: Present Opportunities

- Increase unrestricted revenue for nonprofits
  - 27% of organizations have no reserves
  - 1/3 have used some or all of them since the beginning of the pandemic) and support for staff as mentioned above.

Q 24

What is the biggest challenge you have faced this year?

■ 2023 ■ 2022 ■ 2021 ■ 2020



# Takeaways and Next Steps

The background features a white space with abstract teal-colored geometric shapes on the right side. These shapes include overlapping triangles and polygons in various shades of teal, creating a modern, layered effect.



# Next Steps

FNA will share this research with:

- ▶ Florida elected officials
- ▶ Funders across the state
- ▶ Media

# Funding

## Takeaways and Next Steps

- ▶ Support nonprofit organizations with unrestricted gifts
- ▶ Increase your current philanthropic giving
- ▶ If you already donate, ask your friends, colleagues, and others in your network to donate as well

# Nonprofit Leadership

## Takeaways and Next Steps

- ▶ Support professional development of nonprofit staff
- ▶ Ensure nonprofits are engaging in succession planning

# Share Resources

## Takeaways and Next Steps

- ▶ Provide access to facilities
- ▶ Volunteer for Board service
- ▶ Offer pro bono services to a nonprofit
- ▶ Advocate on behalf of nonprofits

# Florida Nonprofits

The success of the state depends on strong nonprofits

Everyone can contribute to the nonprofit sector

Questions?

# FNA Resources - flnonprofits.org

- Advocacy:
  - 2024 Legislative Agenda
  - Nonprofits and Elections information
  - Continued lobbying efforts
- Research:
  - Compensation and Benefits research - **please participate!**  
<https://www.associationtrends.com/product/National-Compensation-Report/>
  - Economic Impact data
  - Nonprofits Research
  - Individual Giving Research
- Resources:
  - Legal Compliance checklist
  - Nonprofits and Overhead resource page

# Upcoming Events

- ▶ **February Consultant Connection**  
February 15, 1-2PM ET
- ▶ **Advocacy 101**  
February 21, 2-3:30PM ET
- ▶ **February Policy Call (Members Only)**  
February 27, 4-5PM ET

Check [flnonprofits.org](http://flnonprofits.org), then News - Community Calendar for future events





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# Thank you!

<https://flnonprofits.org/page/NonprofitSurvey2023>

[flnonprofits.org](https://flnonprofits.org)

[sperwaiz@flnonprofits.org](mailto:sperwaiz@flnonprofits.org)

[lmcdermott@flnonprofits.org](mailto:lmcdermott@flnonprofits.org)