

Advocate. Expert. Collective Voice.



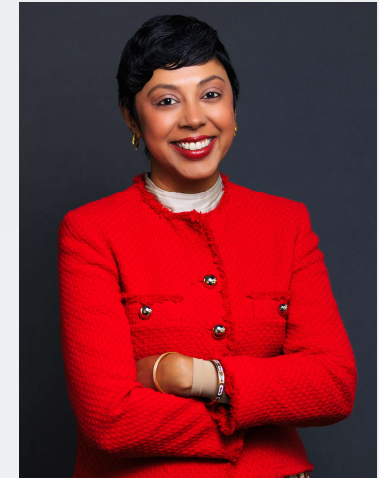
FLORIDA
nonprofit
alliance

Florida's State Association For Nonprofits

2025 Florida Nonprofits Survey Research Release

March 3, 2026

Welcome!



Sabeen Perwaiz

*President & CEO
Florida Nonprofit Alliance*





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.



FNA is a proud member of the National Council of Nonprofits

FNA Team

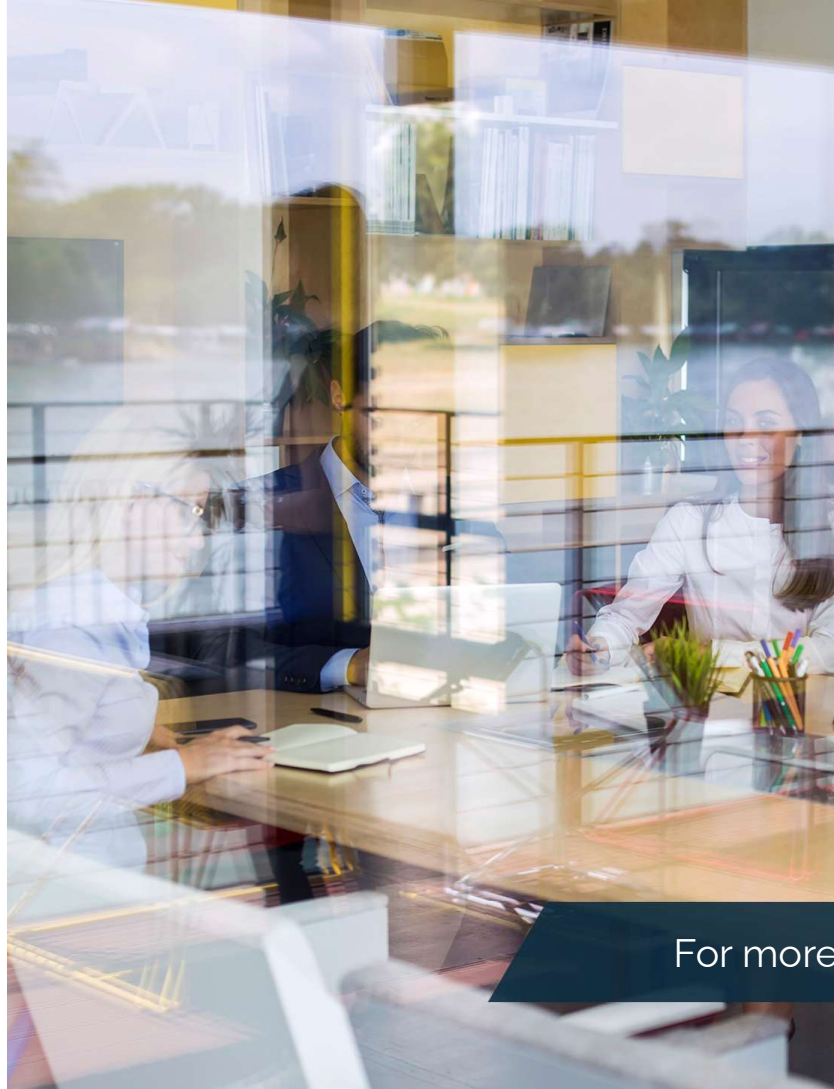




Membership— *the Core of FNA*

1. Nonprofits
2. Foundations
3. Consultants

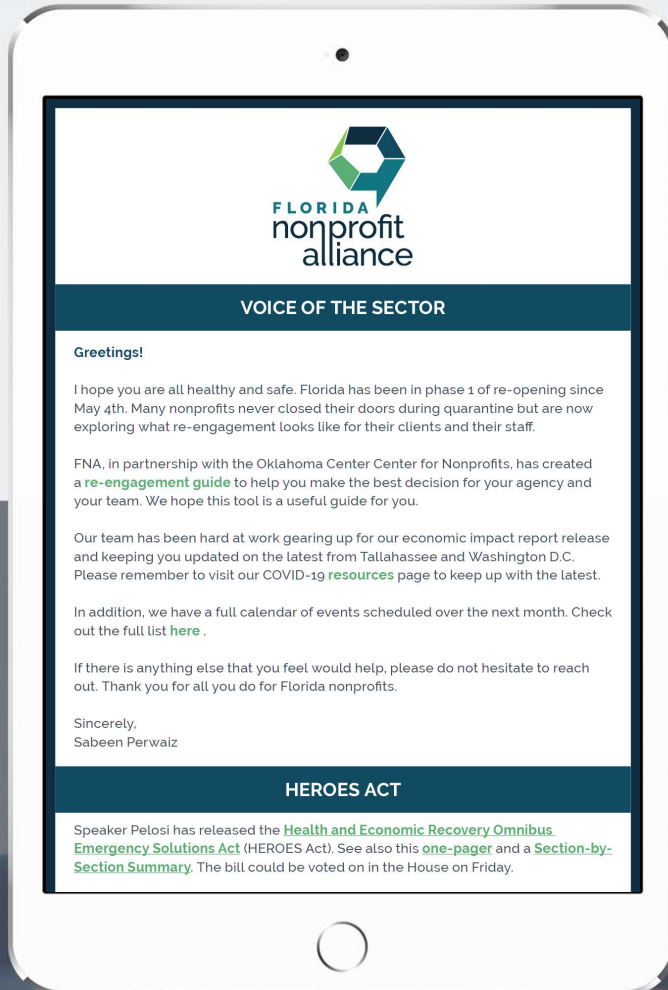
For more information, visit fnonprofits.org/membership-information





Newsletters

View [sample here](#)



Sign up at flnonprofits.org

Thank you



**WELLS
FARGO**

REMARKS BY:

Linda D. Hague

*Senior Philanthropy & Community
Impact Consultant - Florida
Statewide, Central Florida & West
Florida
Philanthropy & Community Impact*



Housekeeping

- All participants today are starting on mute
- Type your questions in the chat box – we will be monitoring them
- You can also unmute yourself to ask a question at the end
- Captioning is available
- This training is being recorded; the recording and slides will be shared afterwards

2025 Florida Nonprofits Survey



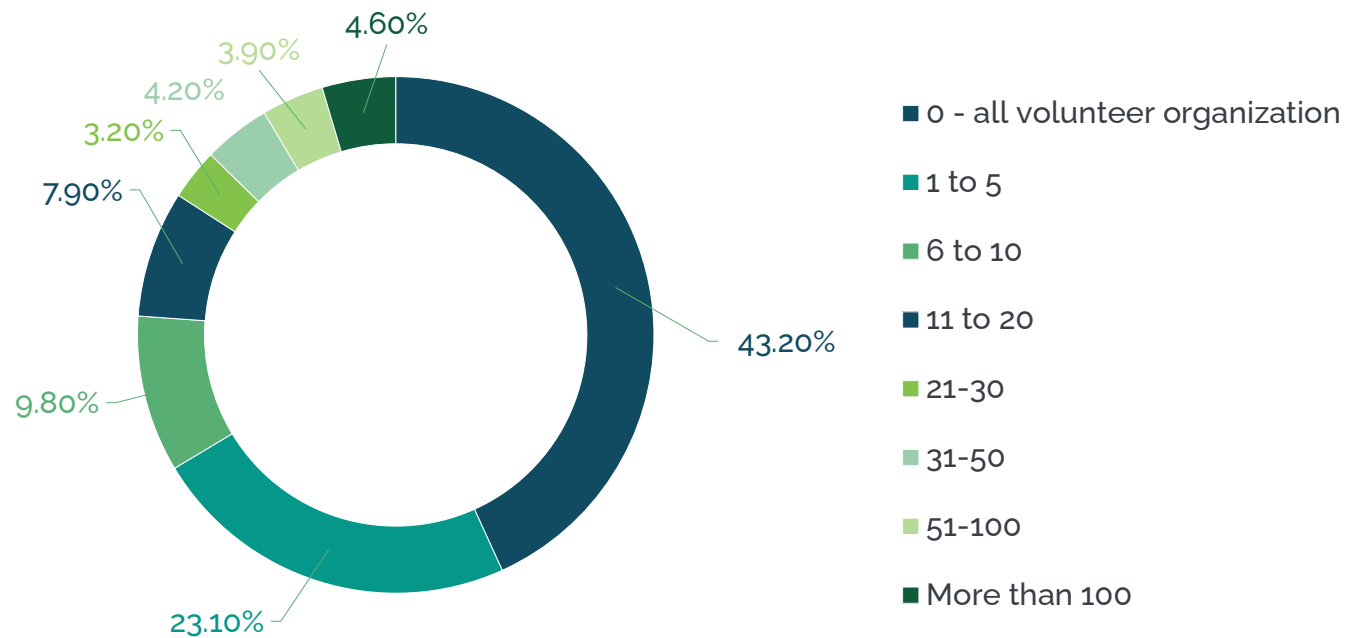
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Survey Method

- 501(c)(3) organizations statewide
- Surveys in the field from October 17 to November 24
- Distributed electronically
- Thanks to our partner, Florida Department of Agriculture and Consumer Services
- 1,082 organizations participated



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

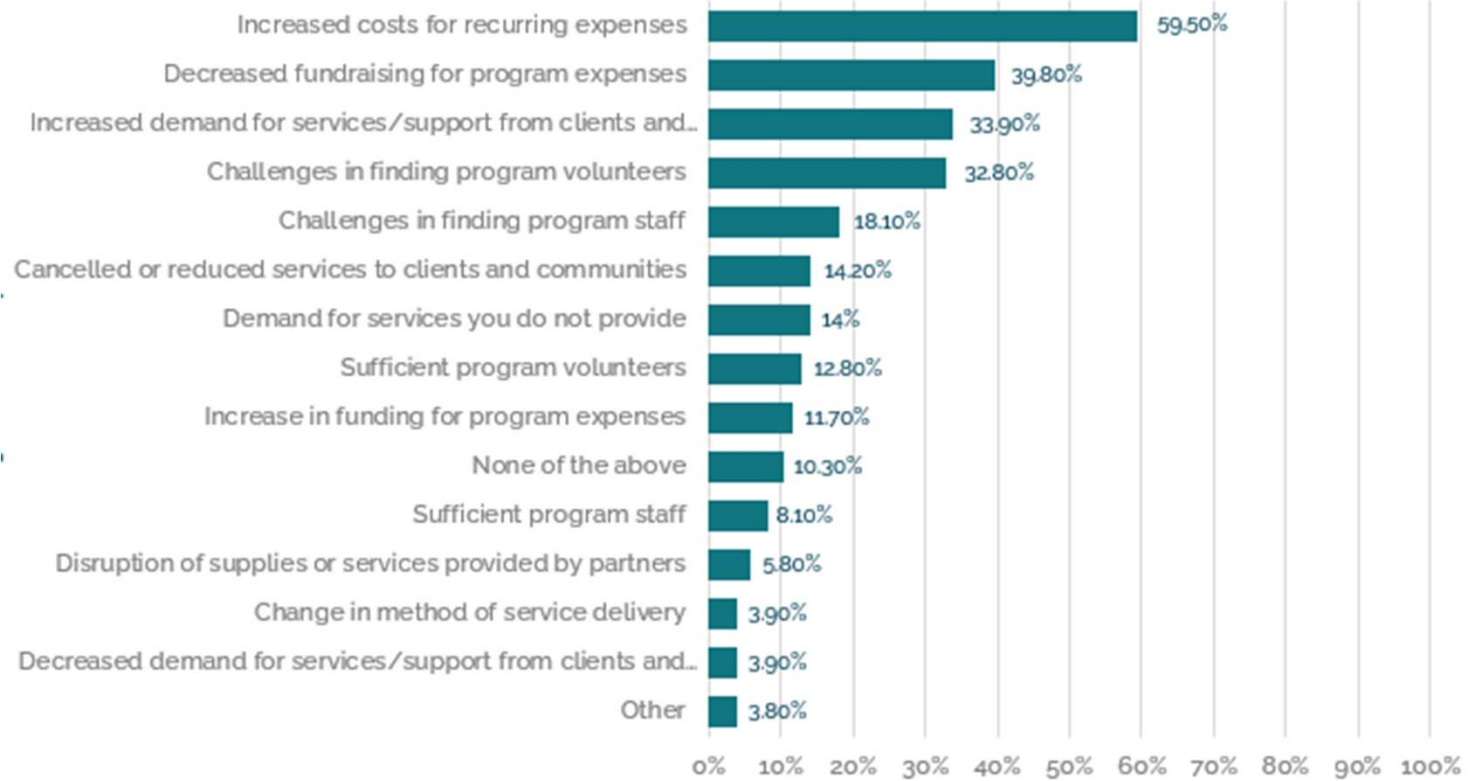




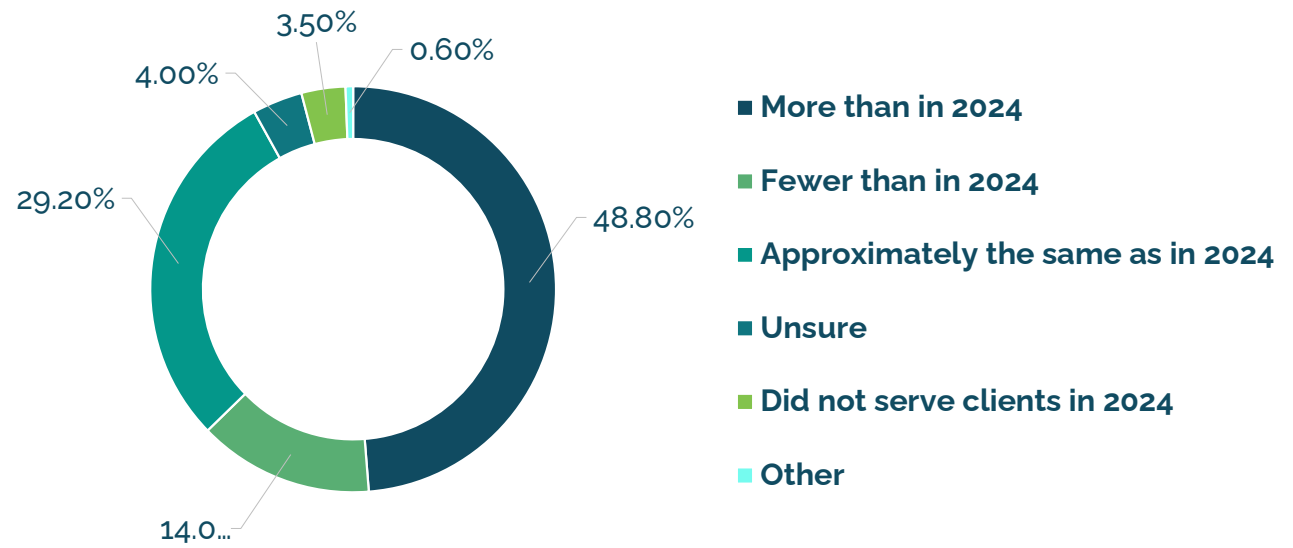
Key Findings: Programs

Providing programs is getting harder for nonprofits in Florida.

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



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

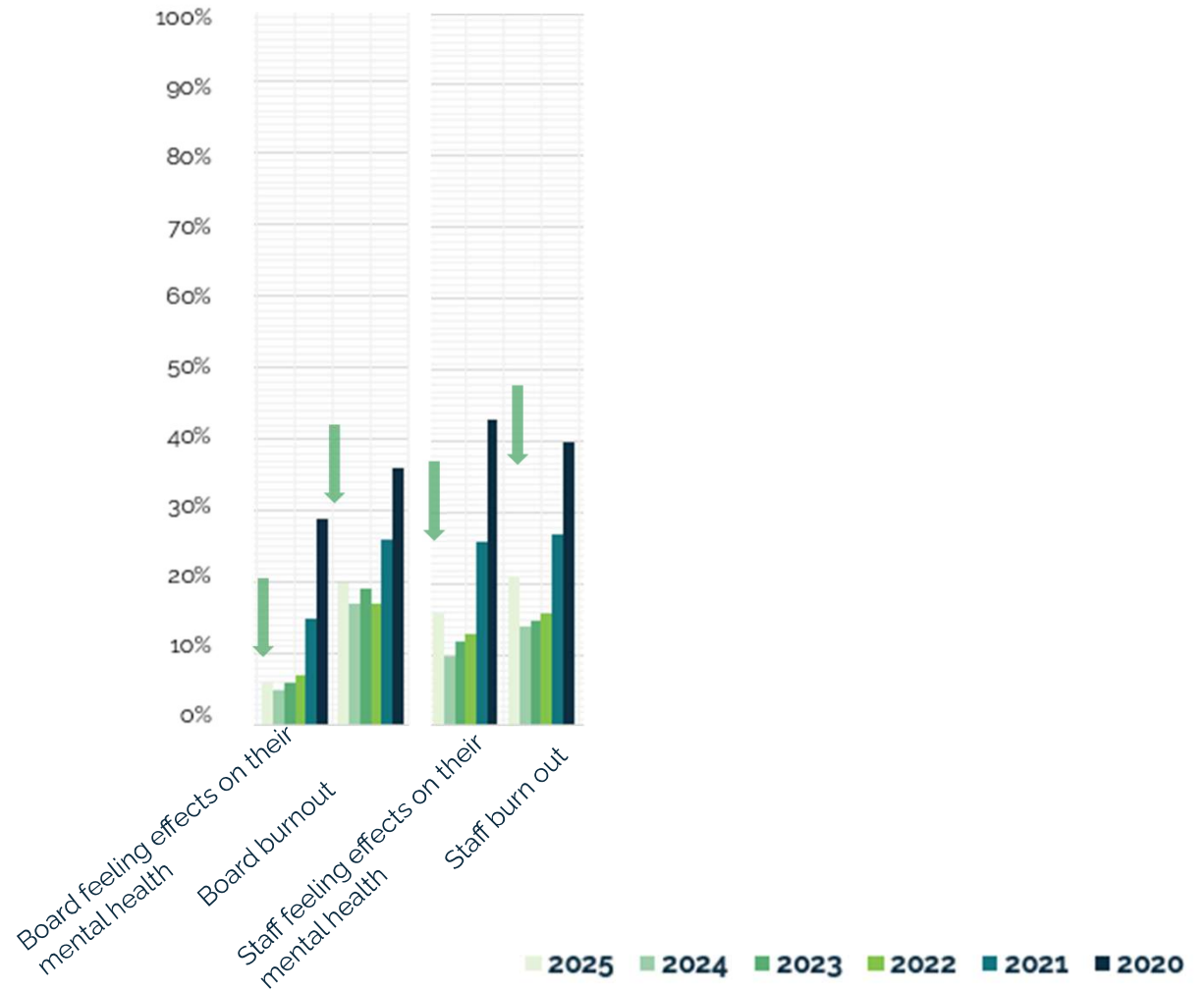




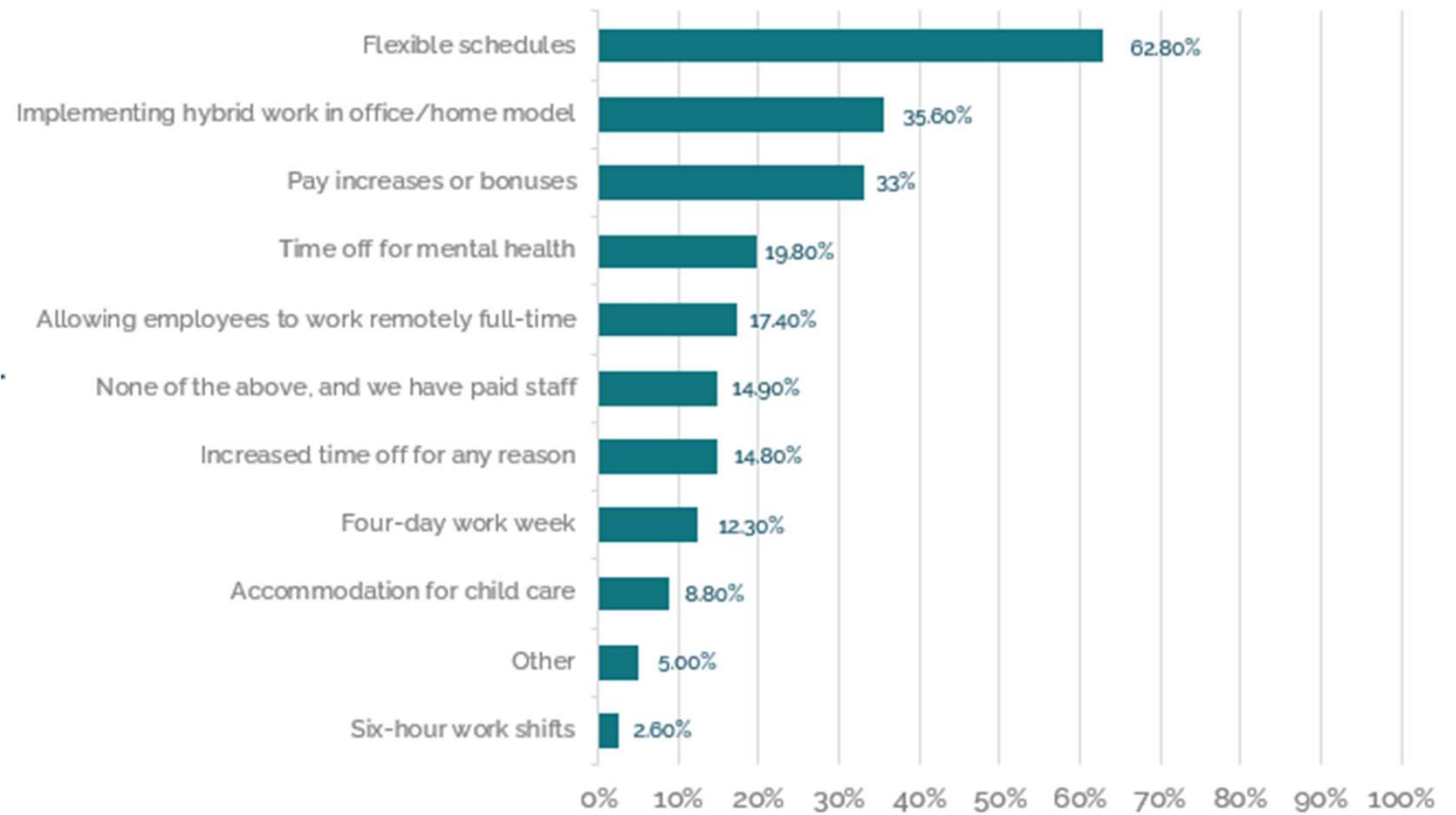
Key Findings: Human Resources

Nonprofit staff and volunteers are struggling more with burnout.

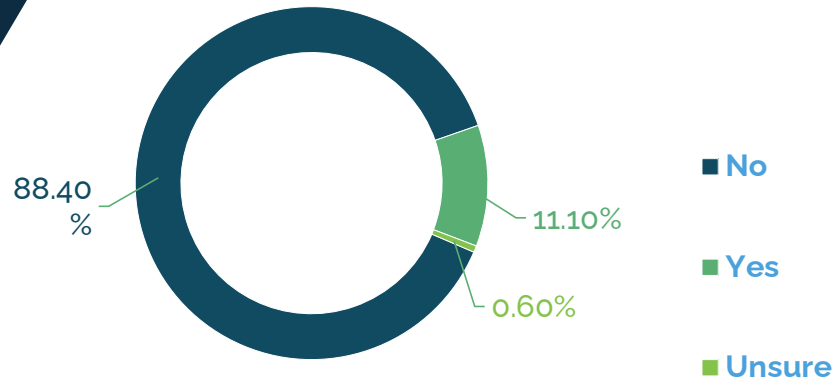
Q. What changes to your staffing have you experienced in 2025? Select all that apply.



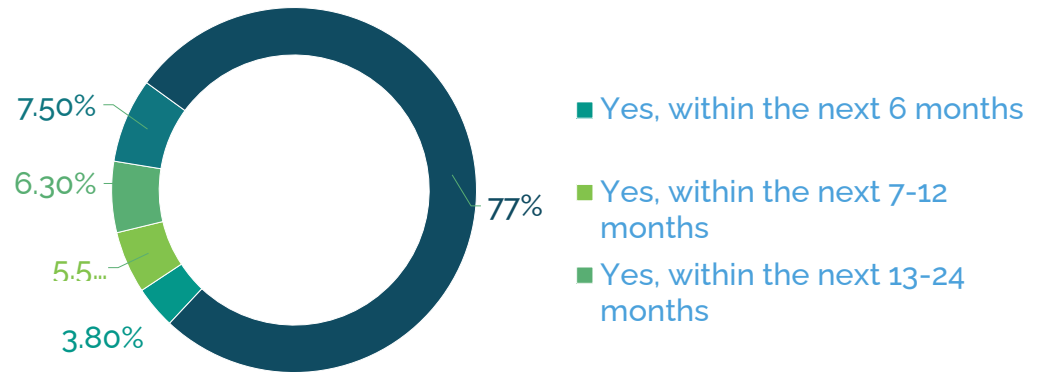
Q. What work options are you currently offering to your employees?



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?

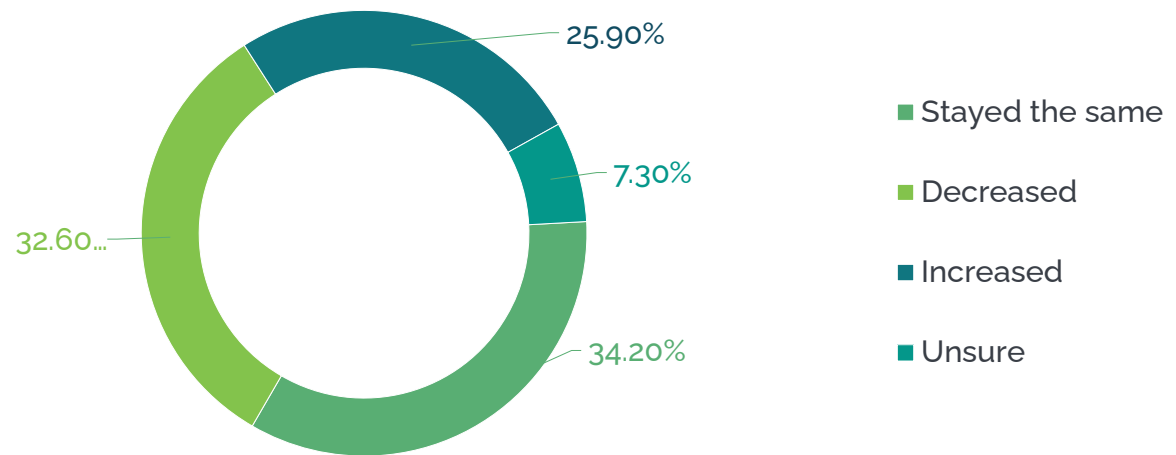




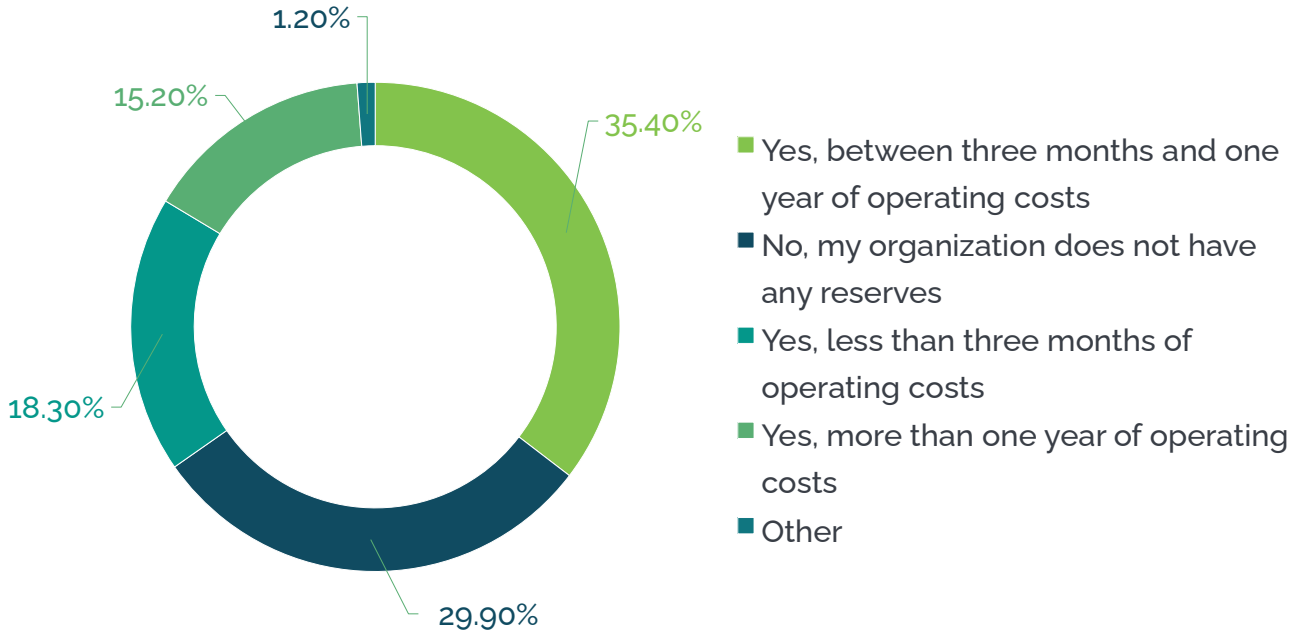
Key Findings: Financial Health

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

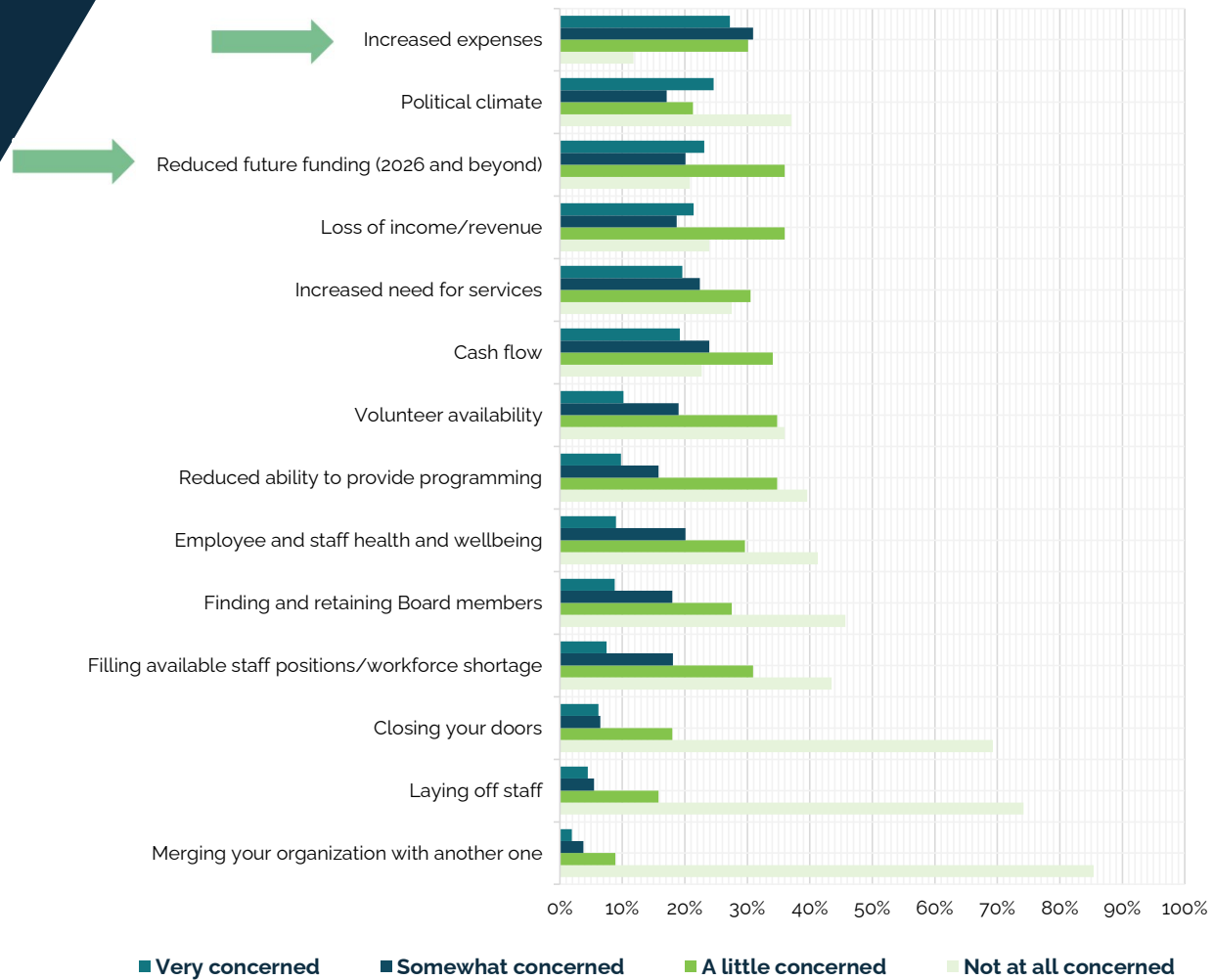
Q. Has your unrestricted revenue in 2025:



Q. Does your organization have reserve funds?



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

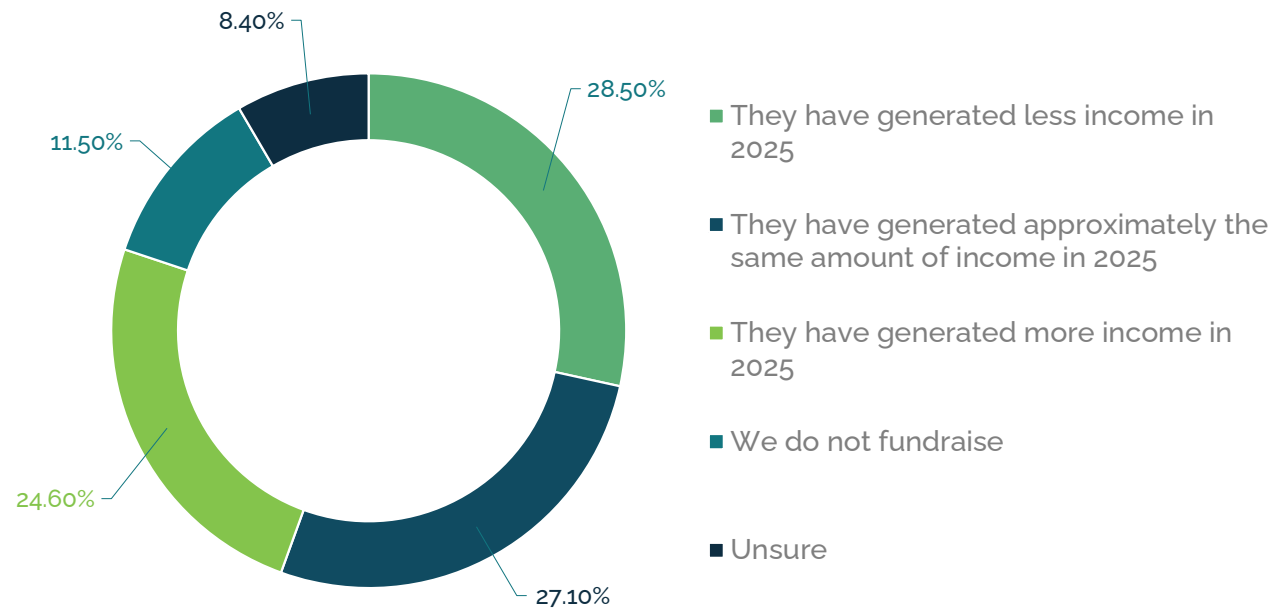




Key Findings: Fundraising

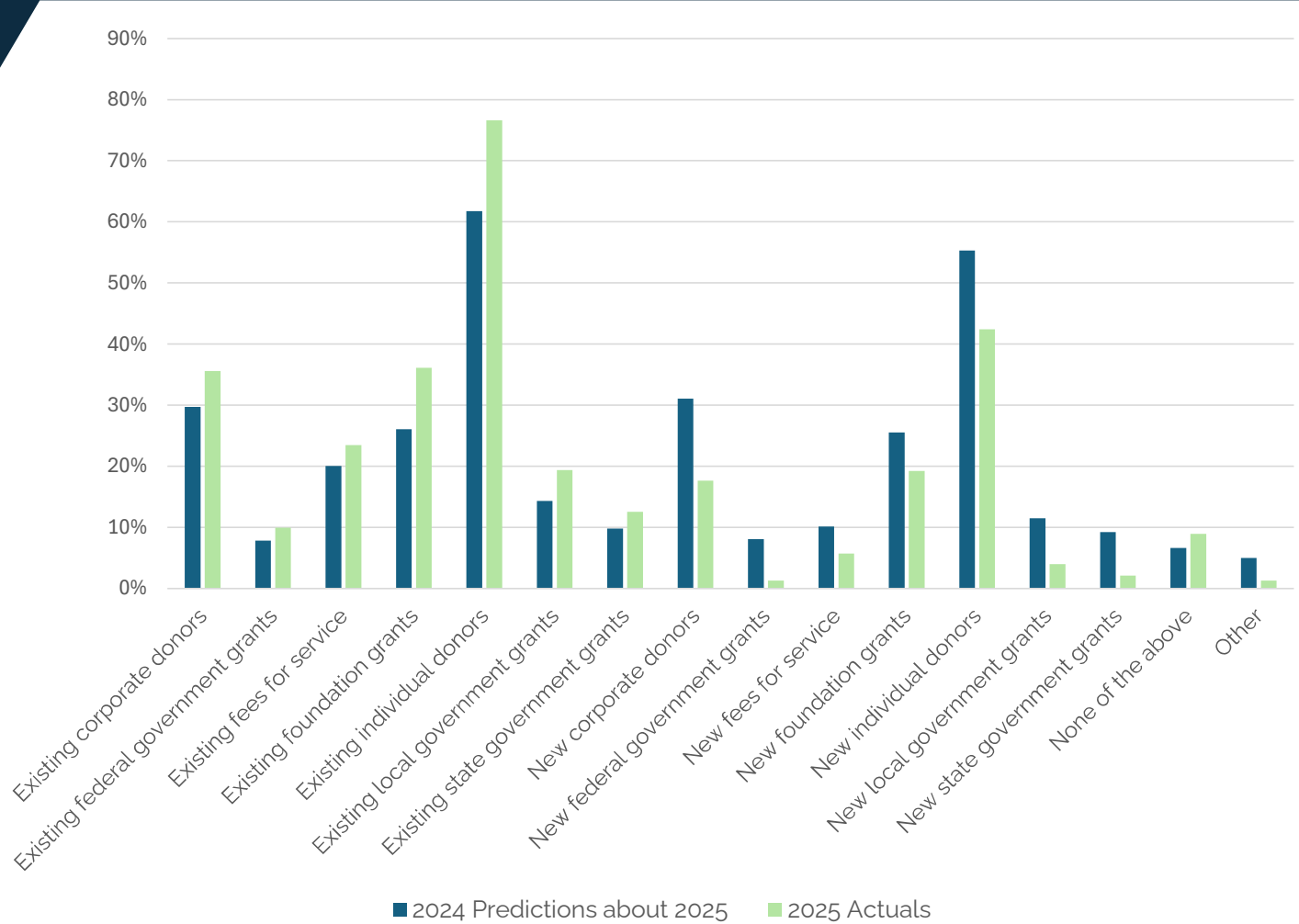
Fundraising remains the biggest concern and challenge for Florida nonprofits.

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



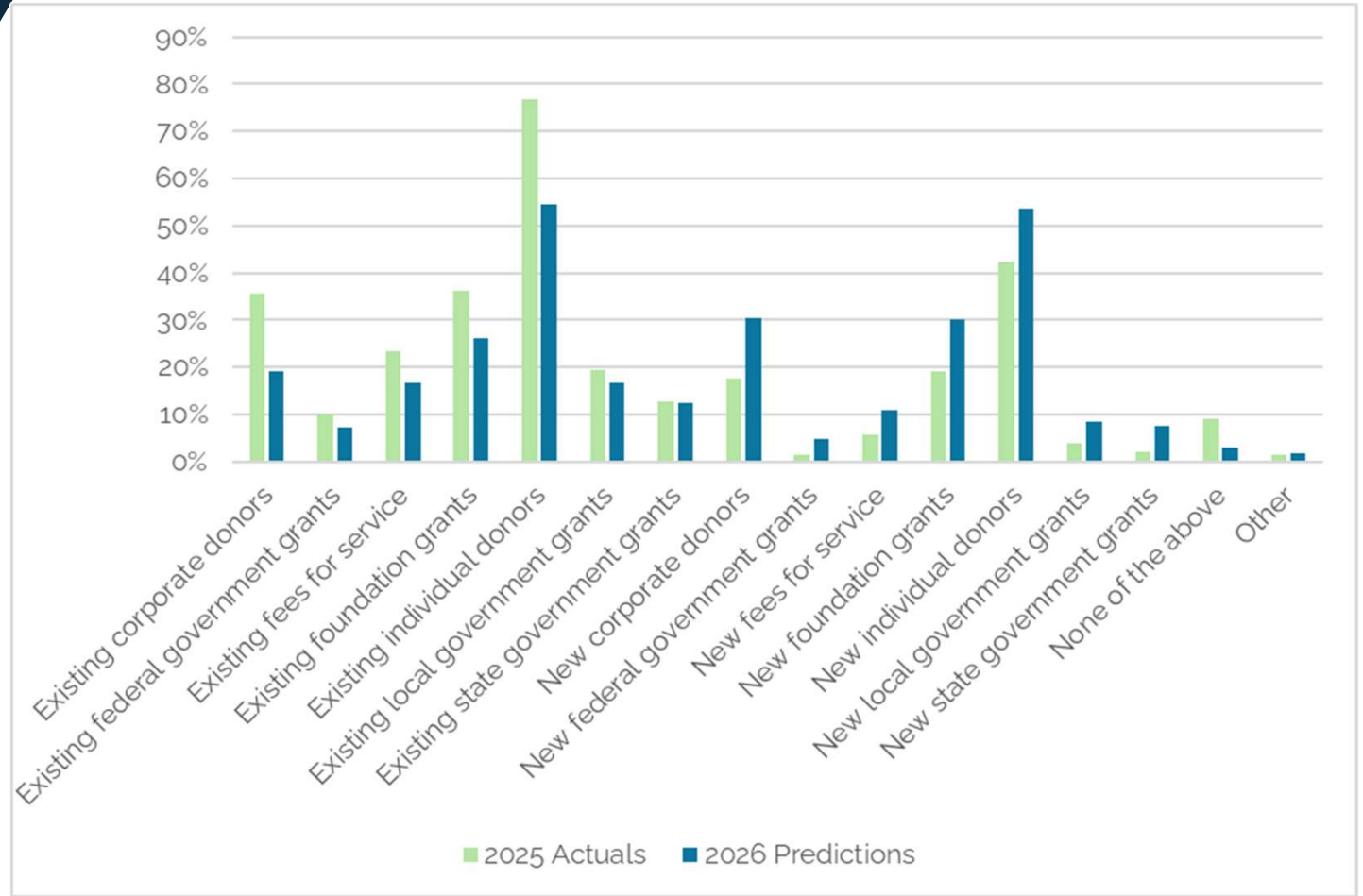
Q. What are the significant sources of your current fundraising dollars?

2024 predictions vs. 2025 actuals

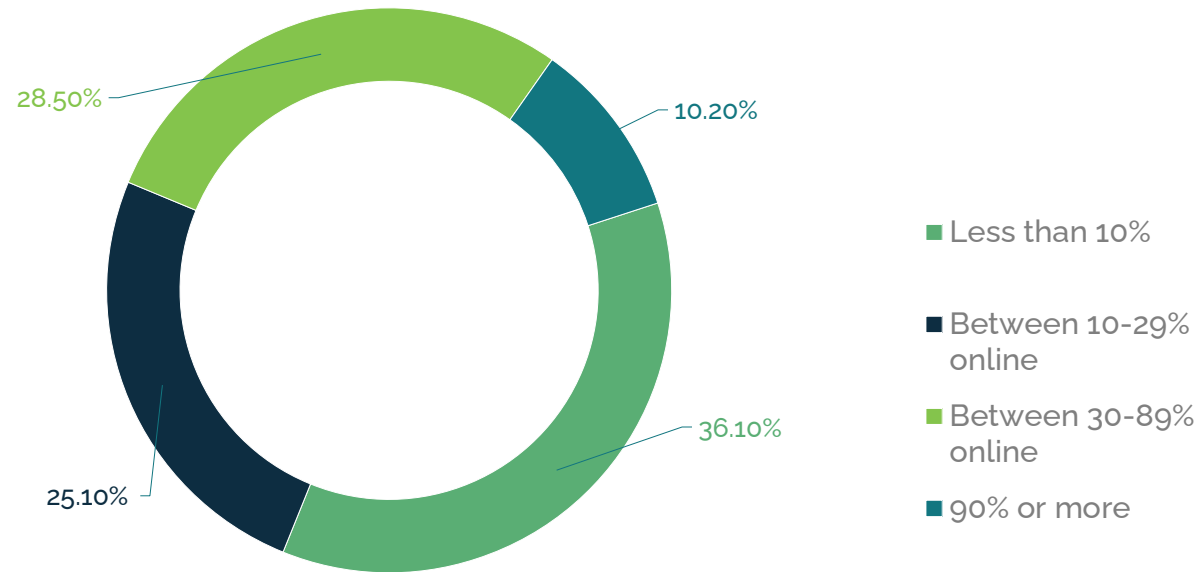


Q. What are the significant sources of your current fundraising dollars?

2025 actuals vs. 2026 predictions



Q. Approximately what percentage of your individual fundraising happens through online portals?



Fundraising Continues to Challenge

- 24% say fundraising for operations is their biggest challenge
- 20% say fundraising for programs is their biggest challenge

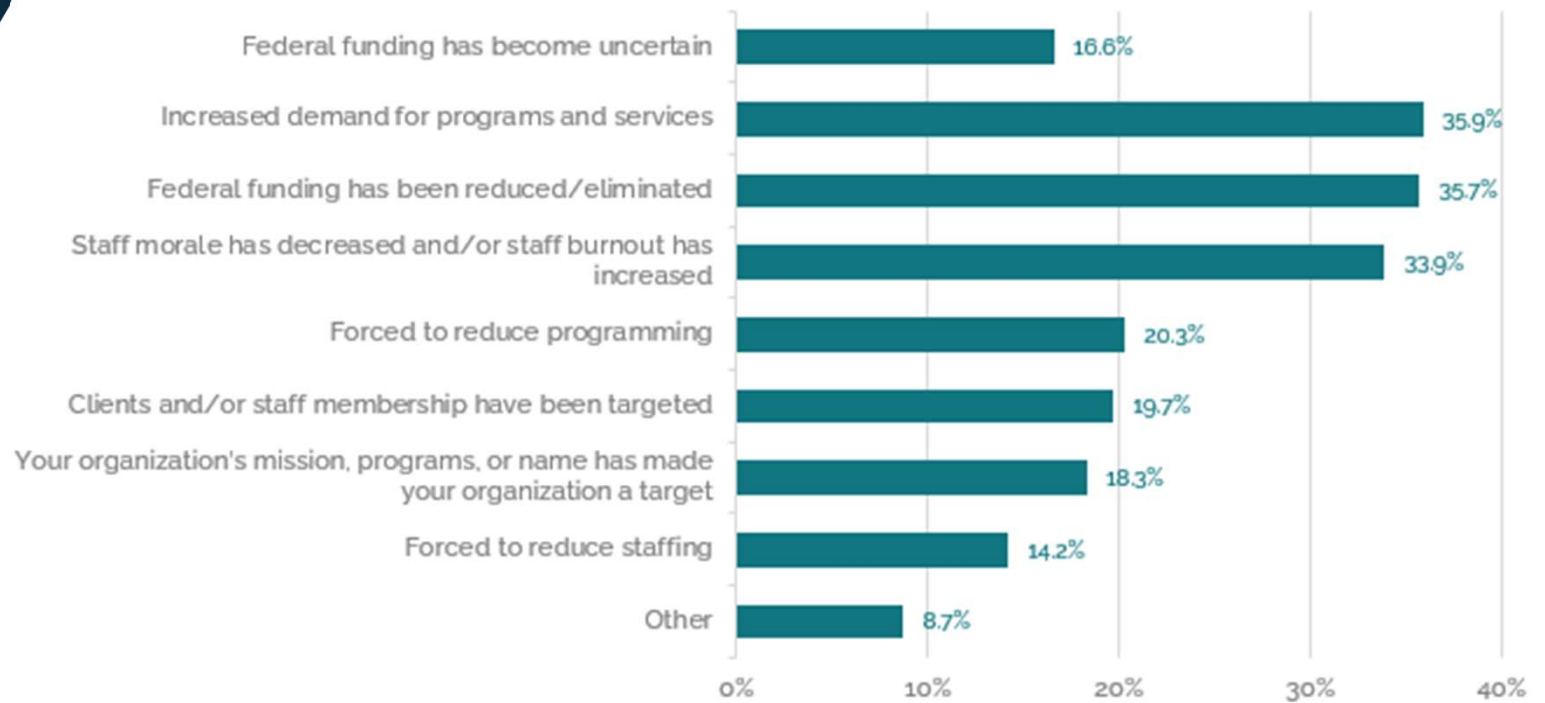




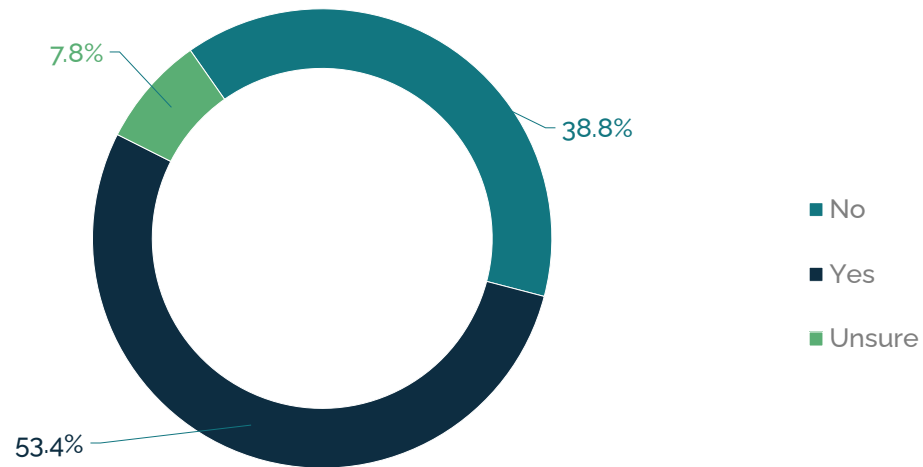
Key Findings: External Factors

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?



Looking Ahead



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Q. What resources does your organization need going forward?



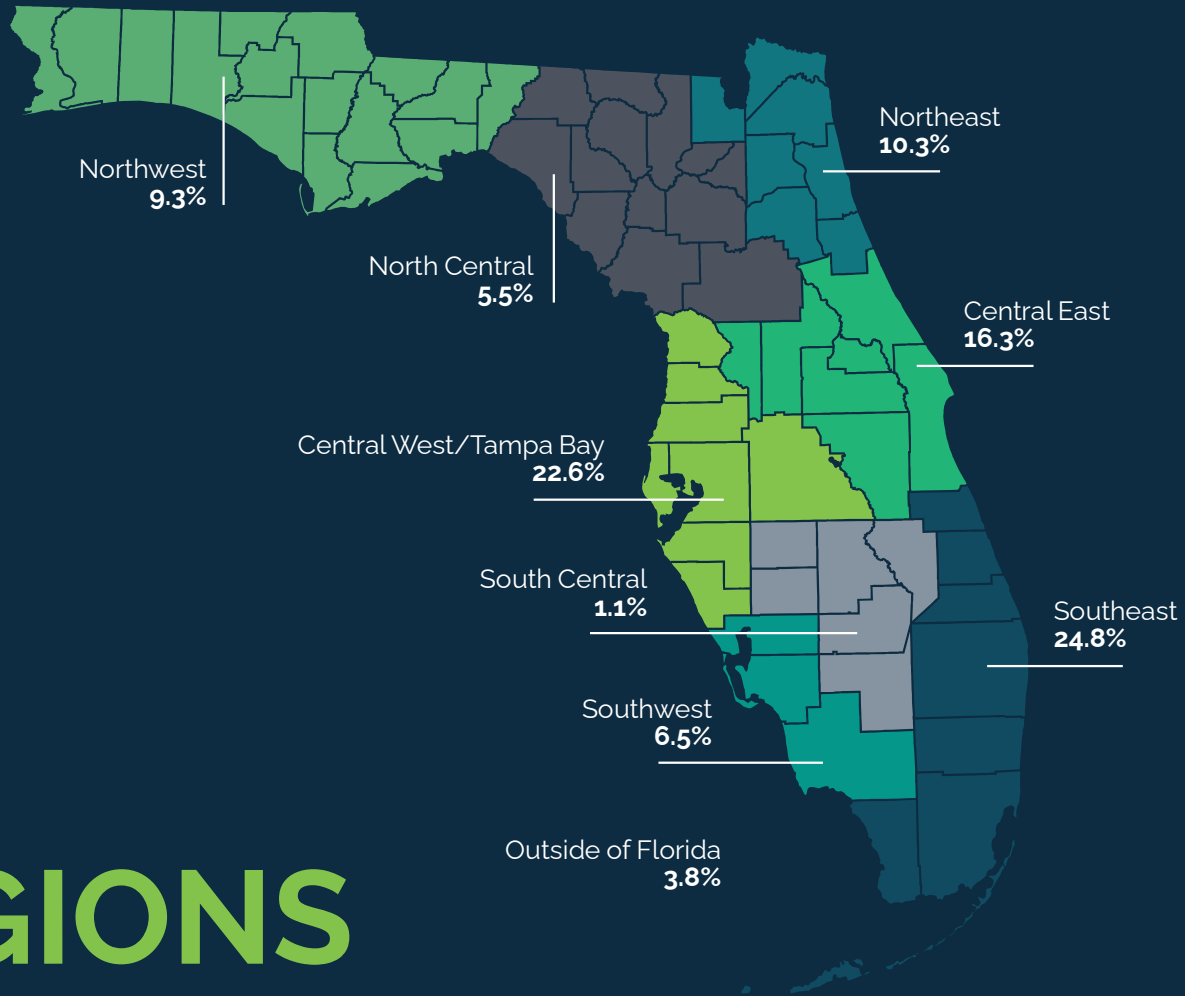
Regional Breakdown



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8 REGIONS





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

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

REGION HIGHLIGHTS



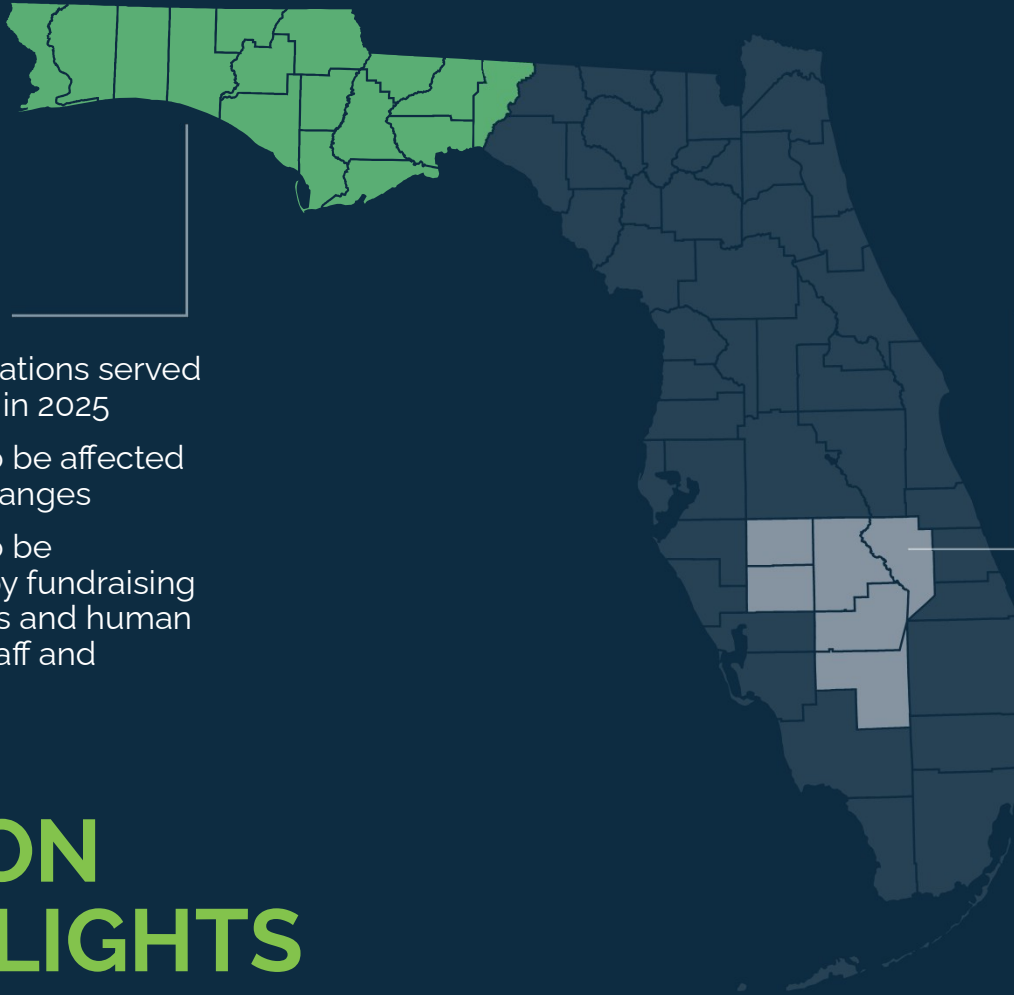
NORTH CENTRAL

- More likely to provide services in person
- More likely to have had CEO transitions in 2025
- More likely to have less unrestricted revenue
- Less likely to have reserves
- Less likely to be affected by federal changes
- More concerned about meeting community demand for services

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

REGION HIGHLIGHTS



NORTHWEST

- More organizations served fewer clients in 2025
- More likely to be affected by federal changes
- More likely to be challenged by fundraising for operations and human resources (staff and volunteers)

REGION HIGHLIGHTS

SOUTH CENTRAL

- Much more likely to be providing programs in person
- Much more likely to have a CEO transition in 2025
- More organizations had an increase in unrestricted revenue
- More likely to still be feeling effects from hurricanes
- Much more likely to be challenged by fundraising for operations and human resources (staff and volunteer)



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

SOUTHEAST

- Fewer organizations have had and are planning for CEO transitions
- Slightly less likely to have reserves
- More likely to be affected by federal changes
- More likely to be challenged by fundraising, both operations and programs

REGION HIGHLIGHTS

Calls to Action



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FNA Shares the Data

- Florida elected officials
- Funders across the state
- Media
- Business leaders



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.





*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

Questions and Reactions



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Advocacy:

- Education
- Information
- Guides

Research:

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

Resources:

- Federal Updates page
- Legal Compliance checklist
- Nonprofits and Overhead resource page

FNA RESOURCES

Visit us at fnonprofits.org



March 5, 2026
10-11AM ET
Member Orientation

March Policy Call
(Members Only)
March 24, 2026
4-5PM ET

Advocacy 101
March 31, 2026
9:30-11AM ET

FNA EVENTS

Visit us at fnonprofits.org

Upcoming Tour

Come See Us in Your Community!

- May 6 - Collier
 - May 7 – Miami-Dade (PhilanthropyMiami's Ignite Conference)
 - May 13 – Palm Beach and Manatee
 - May 14 – Sarasota and Indian River
 - May 19 – Jacksonville and Gainesville
 - May 21 - Orlando
 - June 2 – Brevard
 - June 4 – Broward
- If your community isn't on here and you'd like us to come, contact Leah!

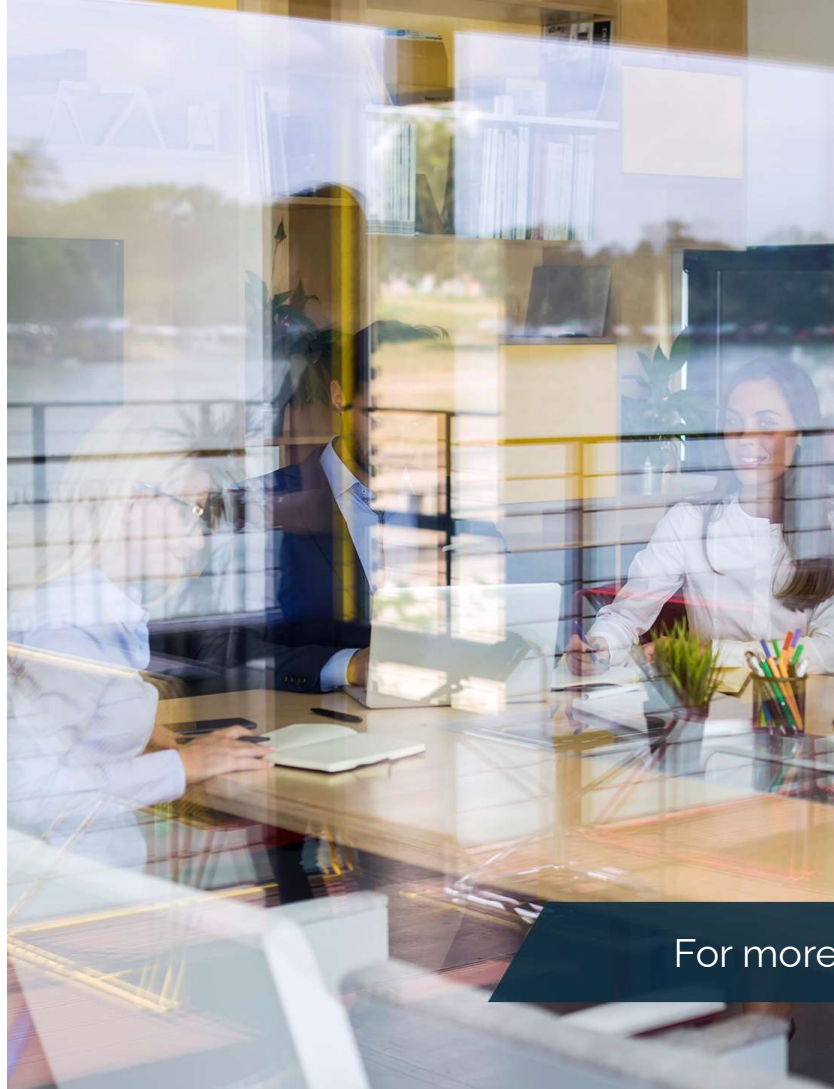




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Thank you

Questions?

Email Leah Donelan McDermott at lmcdermott@flnonprofits.org

Download the 2025 survey at flnonprofits.org/floridanonprofits-survey-2025



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