

# State of the Nonprofit Sector Report-2024

## The Giving Partner Database

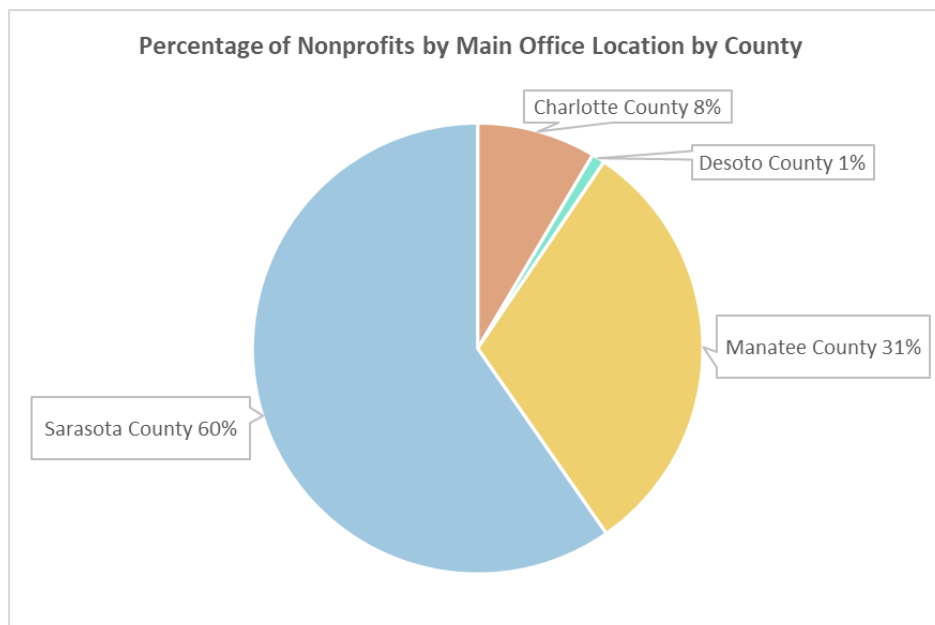
Nonprofits play a vital role in meeting needs and improving the quality of life for individuals, children, families, and communities. These essential organizations provide a lifeline for individuals or families facing a variety of challenges, promote opportunity for all through equity and inclusion, and offer well-being programs and services that strengthen individuals and communities. They support the arts, cultural assets, and the environment, enhancing the overall quality of life for residents.

The State of the Nonprofit Sector Report provides an overview of nonprofit organizations serving Charlotte, DeSoto, Manatee, and Sarasota counties. The nonprofit sector in this region is diverse, influential, and thriving. The goal of this summary report is to:

- Highlight the vitality of the nonprofit sector
- Inspire donors and funders to give and volunteer
- Encourage nonprofit collaboration and public-private collaboration
- Inform our communities about opportunities and challenges

The Community Foundation of Sarasota County hosts a digital, searchable nonprofit database, The Giving Partner. Each registered nonprofit profile contains key data points about the organizations that make up the region’s nonprofit sector. This information is available to everyone, providing transparency for donors, nonprofits, community leaders, and the public. Organizations wishing to be considered for Community Foundation grants or eligible to participate in biennial Giving Challenges (24-hour online giving events) must maintain a current profile that contains essential information, such as the organization’s mission, impact, leadership, financials, and more. This summary is based on data from 749 organizations in the four-county region that have active profiles in The Giving Partner.

The graph below identifies the percentage of nonprofits located in each county by main office location. Many nonprofits provide programs and services across multiple communities and counties. Main office location is not solely indicative of service area but does help identify nonprofit distribution and public access to programs and services throughout the four-county region.



The main office location data indicates nonprofit organizations aligned with demographics, making programs and services accessible to most of the population. Analyzing the distribution of nonprofit main office locations across the four-county region offers valuable insights for understanding community needs, promoting collaboration, addressing disparities in urban and rural areas, and making data-informed social and economic development decisions.

As you review the data, please note that you can click on the dots at the top of some interactive bar graphs to review the details for each county. For example:



The report information can be exported as a CSV (spreadsheet), SVG or PNG (photos), or even GeoJSON (for GIS applications). To see what file types are available for export, click on the bar graph icon at the top right of a visualization:



If you want to create a link to any data visualization, move your cursor to the symbol, upper right of the visualization, and click the left mouse button. The embed code will appear on your screen so that you can copy and paste as needed.



For a hyperlink to a visualization, move your cursor over the visualization and a paperclip symbol will appear next to the </> symbol. Right-click and select 'copy link address.' Copy the hyperlink and paste it into your document as needed.

## Number of Nonprofit Organizations by Primary Cause

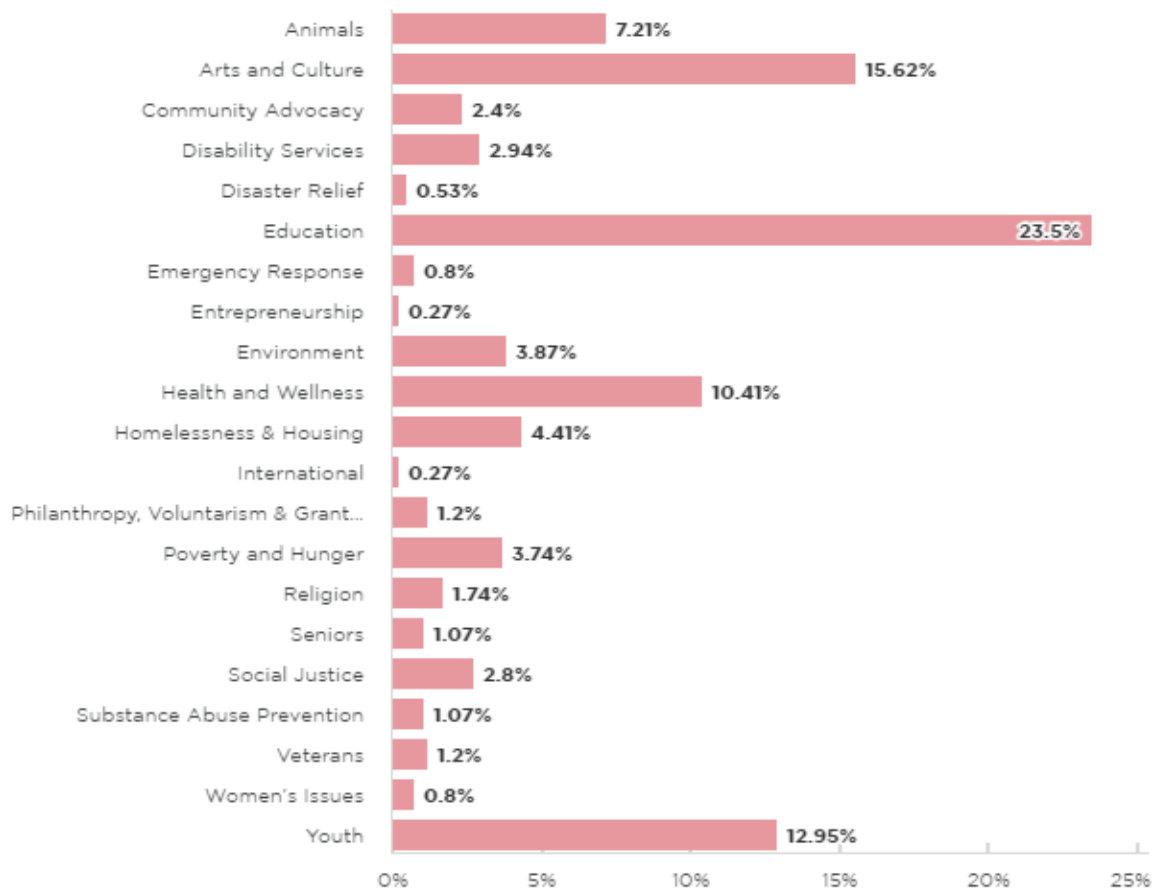
The graphs below list the number of nonprofit organizations, by primary cause and by the county location of the organization's primary office. The data shows a nonprofit sector aligned with diverse community needs, with significant numbers in the areas of education, youth, arts & culture, health & wellness, animals, homelessness, and housing. The primary cause is the core of the organization's mission, programs, services, and outreach, and causes are self-reported by the organizations, which may differ from traditional nonprofit classification codes.

Many nonprofit organizations also identified additional areas of service related to their primary cause, indicating nonprofits in the region are aware of layered community needs and take initiative to meet those needs responsively.

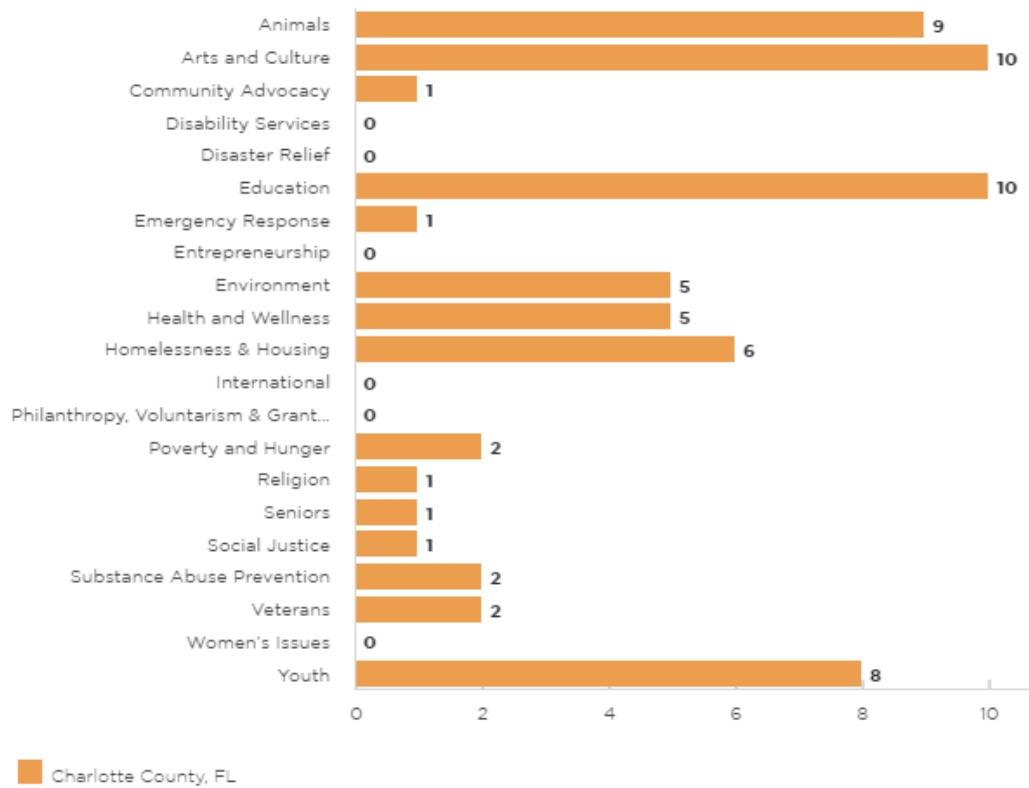
While the type of nonprofit organization was not collected in this data set, other data sources identify the top ten types of nonprofit organization in the four-county region are as follows:

- religious organizations
- foundations
- education institutions
- recreation/sports/social clubs
- human service agencies
- arts/culture/humanities organizations
- business and community development agencies
- animal agencies
- public sector/public co-ops/veteran and mutual assistance organizations

## Percent of the 749 Total Nonprofit Organizations by Primary Cause



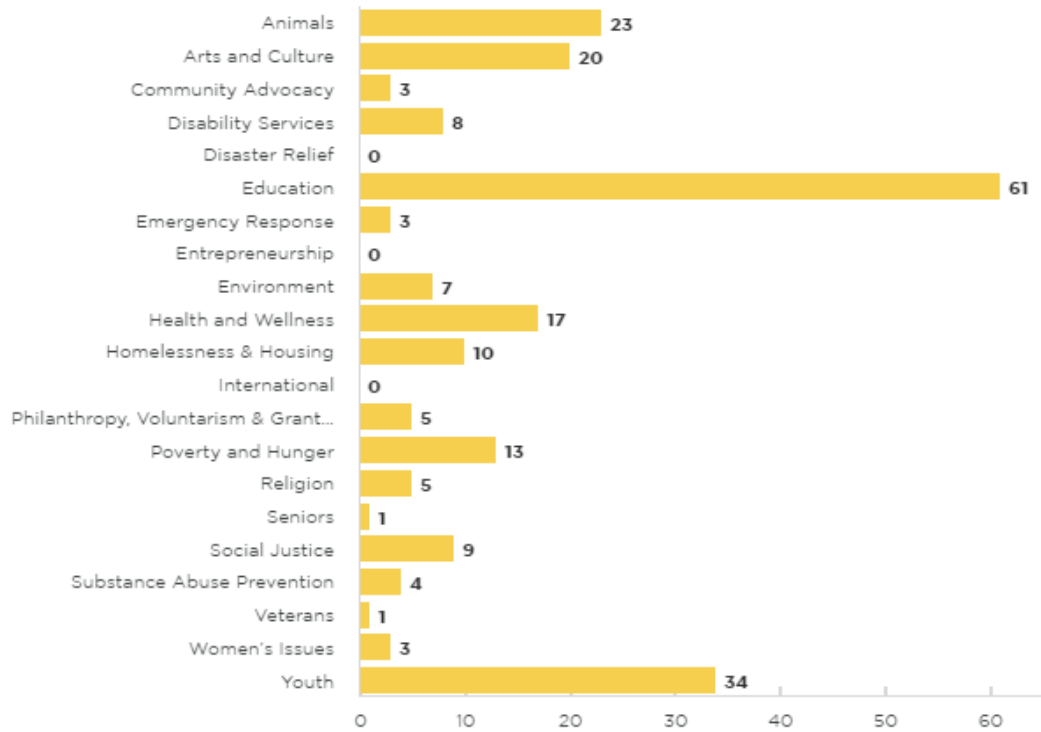
### Number of Nonprofit Organizations by Primary Cause



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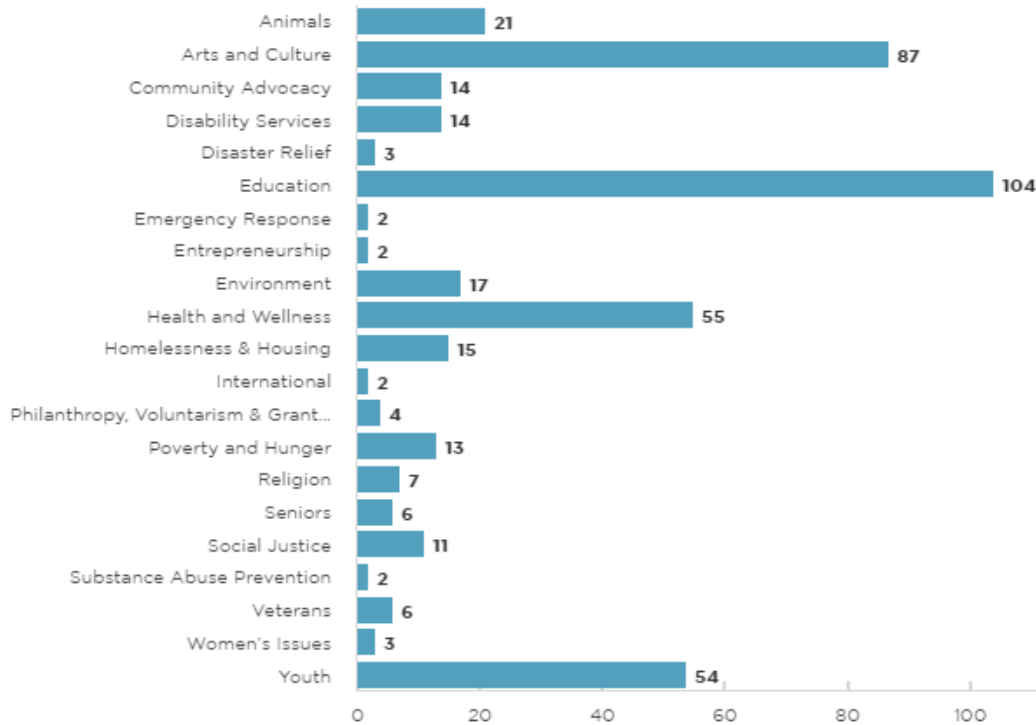


### Number of Nonprofit Organizations by Primary Cause



Manatee County, FL

### Number of Nonprofit Organizations by Primary Cause



Sarasota County, FL

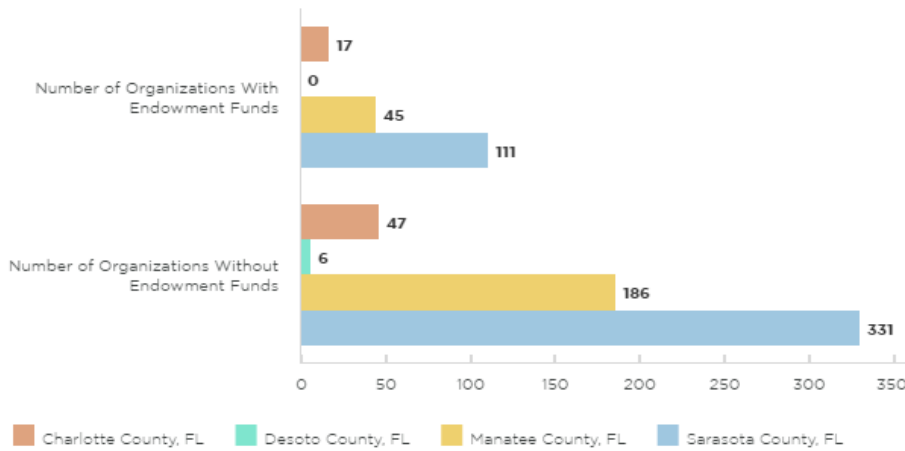
## Organizations With/Without Endowment Fund

This chart shares the count of nonprofit organizations with/without endowments for the four-county region. Some 173 of the 749, or 23% of the nonprofit organizations in this summary, have established endowment funds.

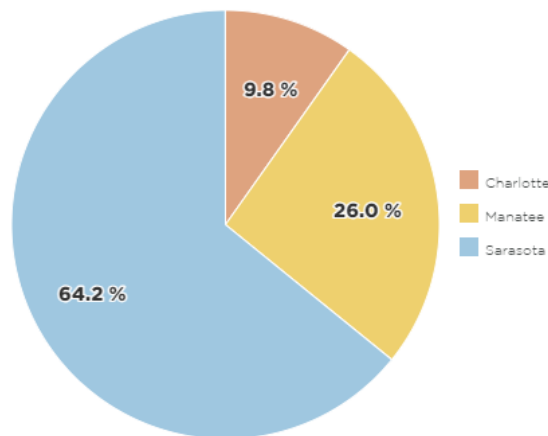
Why is the number of organizations with an endowment fund an important indicator regarding nonprofit sector vitality? A nonprofit organization with an endowment fund is sending a message to its donors and constituents that the organization is planning for the future and will be fulfilling its mission for decades to come. An endowment demonstrates financial stability for day-to-day operations and enables organizations to take on new challenges and seize new opportunities as they arise.

What exactly are endowment funds? Endowments may be described as funds set aside so that the original funds (known as the “corpus”) grow over time because of income earned from interest and investment returns on the underlying invested funds. Endowment funds may receive additional deposits. Different from reserve funds, an endowment usually implies that some, or all, of the use of the endowed assets are restricted in some way. Most endowments keep the principal corpus intact so it can grow over time but allow the nonprofit to use the annual investment income for programs, operations, or purposes as specified by the donors or the nonprofit’s board of directors.

**Nonprofit Organizations With/Without Endowment Fund**



**Percent of the 173 Nonprofit Organizations with Endowment Funds by County**

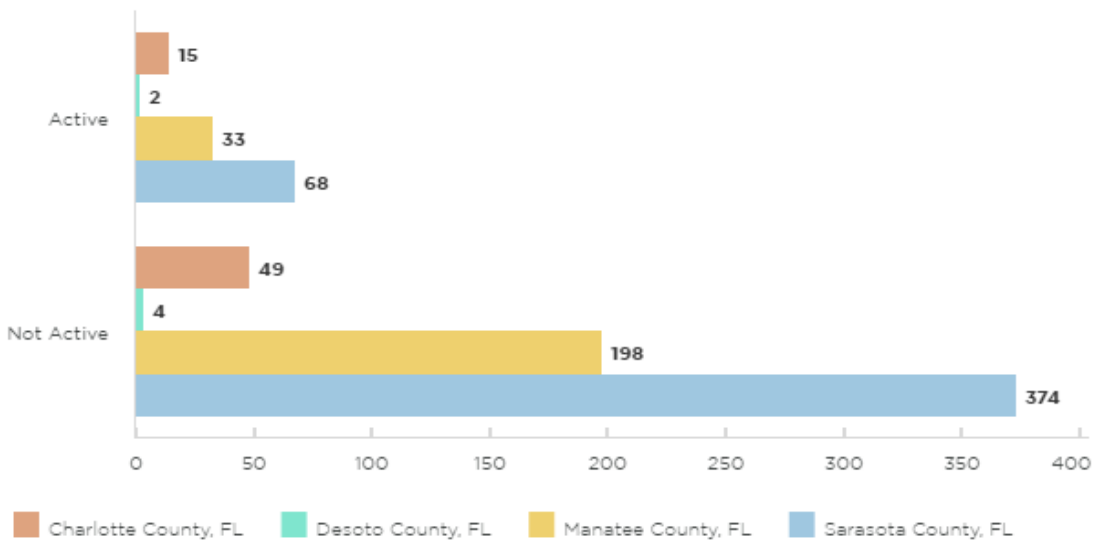


## Organizations Active/Not Active in a Capital Campaign

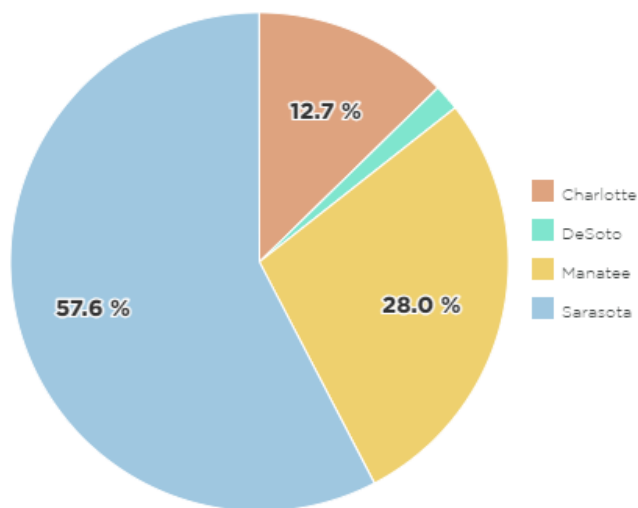
One measure of capacity building in the region is the number of organizations with active capital campaigns. The number of nonprofit organizations that are currently in/not in a capital campaign for the four-county region is displayed in this chart. There are 118 nonprofits, or 16% of the 749 nonprofits represented in this summary, in an active capital campaign, indicating significant capacity building in the region.

A capital campaign is an intense effort on the part of a nonprofit organization to raise significant dollars in a specified period or for specific purposes. Usually, the money raised is to fund acquiring or renovating a building, but it can also be for other capacity expansions such as equipment, technology, or staff positions. In addition to growth, capital campaigns can raise awareness about the organization’s cause and generate positive community interest. Capital campaigns provide a way to interact with the public, communicate, mobilize, and involve people in the nonprofit’s mission.

### Nonprofit Organizations Active/Not Active in Capital Campaign



### Percent of the 118 Nonprofit Organizations with Active Capital Campaign



## Organization Size

Two data sets that indicate an organization's size are listed below. The first is organization size based on annual expenses. The second is organization size based on annual revenue from all sources. The expense and revenue data were reported by nonprofit organizations for their most recently reported year (calendar or fiscal).

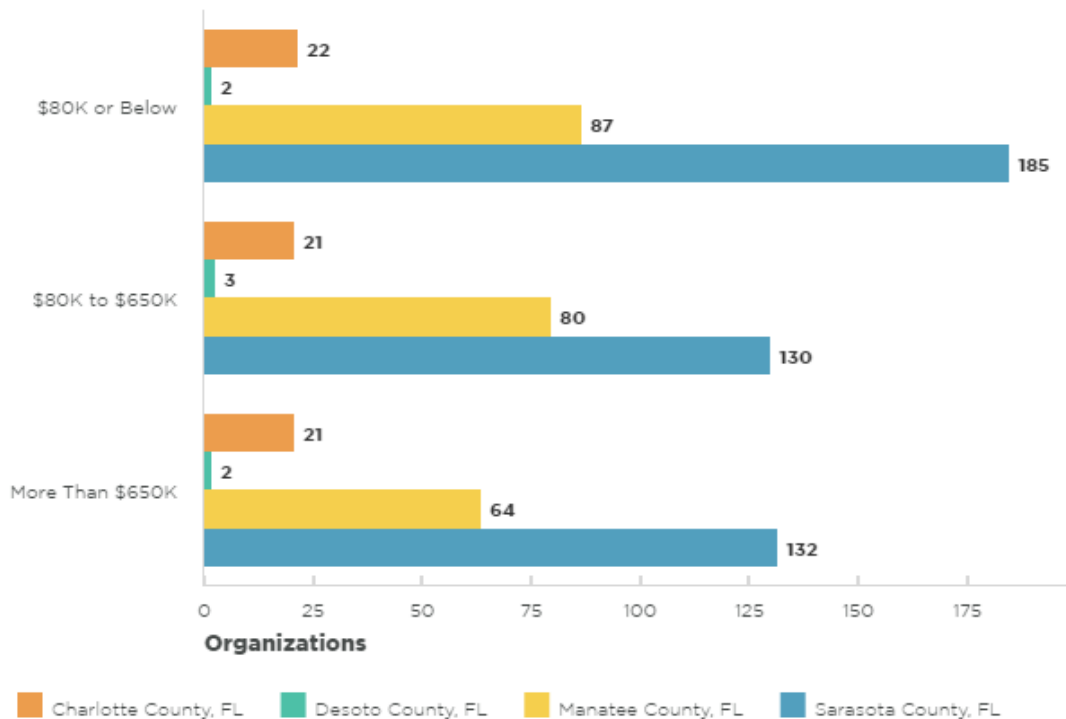
For categorization purposes, organizations were grouped into three categories:

- annual expense or income \$80K or below
- annual expense or income between \$80K-650K
- annual expense or income above \$650K

There is significant depth and breadth with organizations ranging from volunteer led, to one staff member, to more than 100 staff members. In some cases, an organization might serve a relatively small group of constituents, while others serve hundreds of thousands of constituents. All the nonprofit organizations included in this data play a vital role in meeting community needs and increasing well-being. This data set is not a measure of organizational effectiveness or value.

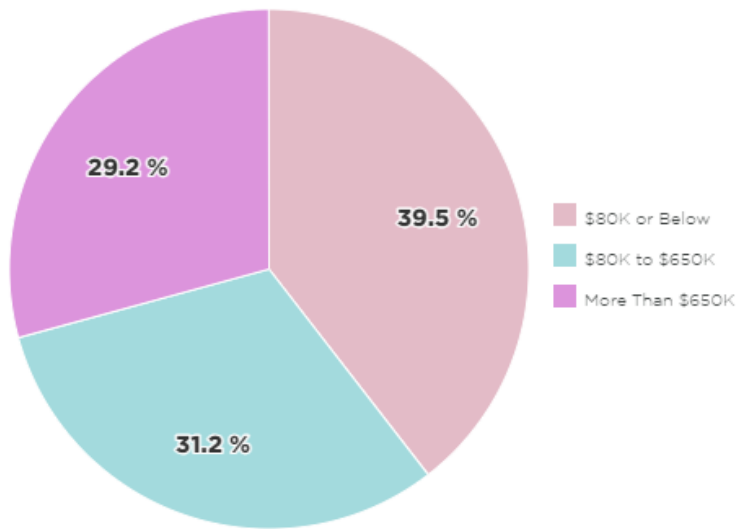
Organization size by expense shows an even size distribution. Organization expenses can be broadly categorized as administrative, operational, programmatic, fund development, and outreach. When you compare organization size by expense with organization size by revenue it can be inferred that some organizations \$80K or below may have operated with negative income for the most recently reported year. Both for-profit and nonprofit organizations can operate with a negative income budget, either by design or due to unforeseen circumstances, using funds from reserve accounts. This may not impact their ability to deliver their programs and services to the community and is not specifically a sign of financial instability.

### Organization Size by Annual Expense



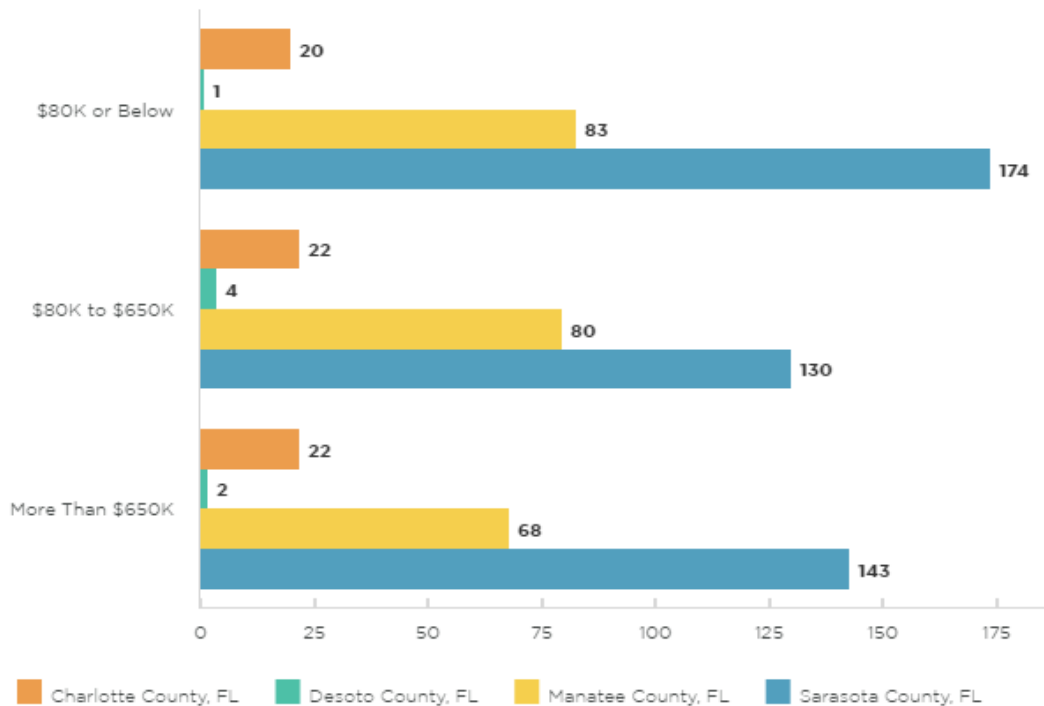


**Percent of the 749 Total Nonprofit Organization Size by Annual Expense**

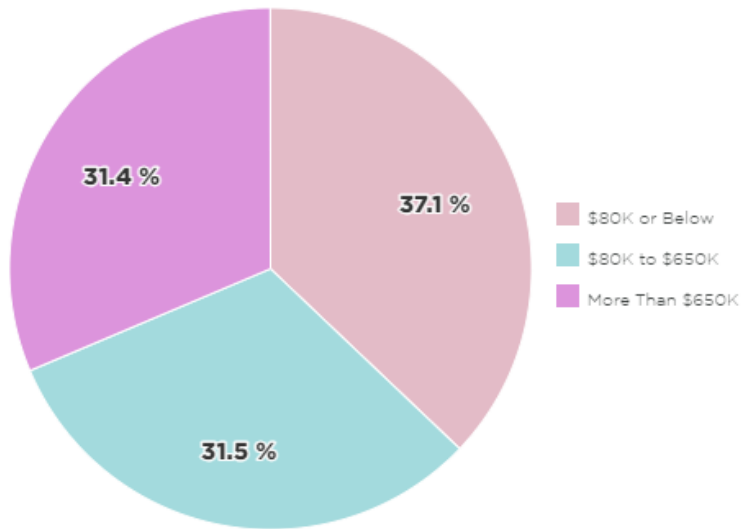


Organization size by revenue shows organization size is also evenly distributed. Key sources of nonprofit revenue include donations, government, foundation, and individual grants, fees for service, and program or service reimbursements. The revenue category distributions indicate a healthy, well-supported nonprofit sector able to provide programs and services that improve the quality of life in the region. Nonprofit organizations with revenue below \$80K may be focused and very mobile in their program and service delivery. The nonprofit organizations with \$80K-\$650K or above \$650K may have a suite of programs and services or broader outreach. All three organization sizes are valuable to a healthy, diverse nonprofit sector. All three are vital to their primary causes and the constituents they serve.

**Organization Size by Annual Revenue**



## Percent of the 749 Total Nonprofit Organization Size by Annual Revenue



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## Organization Size by Number of Staff, Consultants, Volunteers

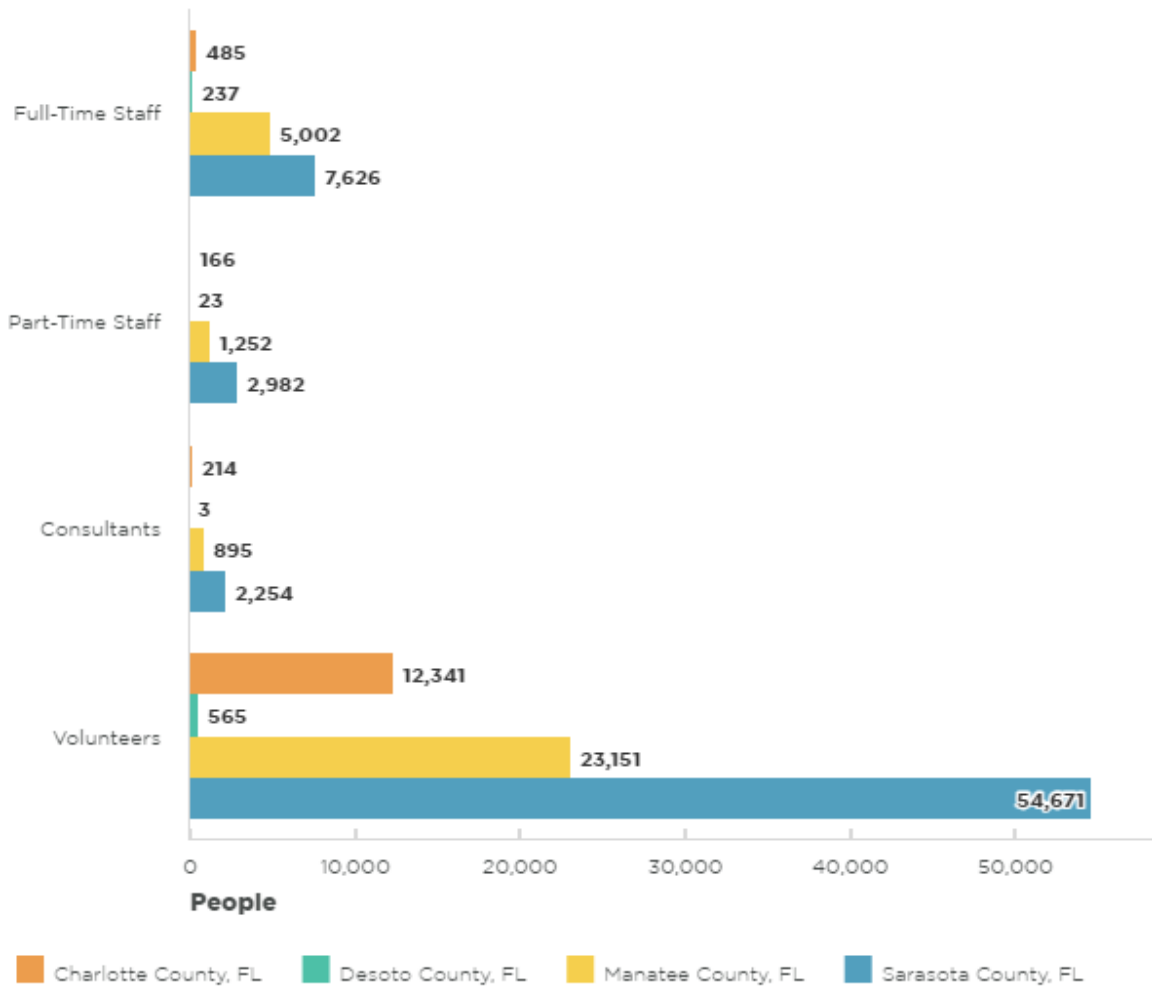
Nonprofits exist in every community and are usually the organizations closest to community needs and challenges. These organizations understand issues and can offer solutions. The greater the number of nonprofit organizations and staff in a community, the greater the opportunities for collaboration, significant solutions, and positive community outcomes. The community suffers when the nonprofit sector cannot hire enough staff to provide programs and services. Thus, the number of staff, consultants, and volunteers indicates the overall strength of a nonprofit, and its ability to deliver services to constituents.

Reviewing organization size by the number of staff, the data shows a robust nonprofit sector in the region. Some organizations have full-time and part-time positions open, but staffing in the regional nonprofit sector remains consistent with nonprofit staff vacancies nationwide.

The nonprofit sector engages a substantial number of consultants who share expertise in areas such as subject matter knowledge, lived experience, operations, administration, development, and fundraising. The number of consultants engaged aligns with the national nonprofit sector average. The region has numerous volunteer-led organizations that are well-staffed with individuals sharing their relevant expertise and experience. Volunteers provide program support, service delivery, peer-to-peer connections, fundraising support, and community outreach assistance. The region boasts vibrant volunteer engagement, higher than the national average, demonstrating active service commitment to communities and causes, which bodes well for the future.

The collaboration of staff, consultants, and volunteers enriches program and service delivery, removes stigma, and invites participation.

## Organization Size by Number of Staff, Consultants, Volunteers

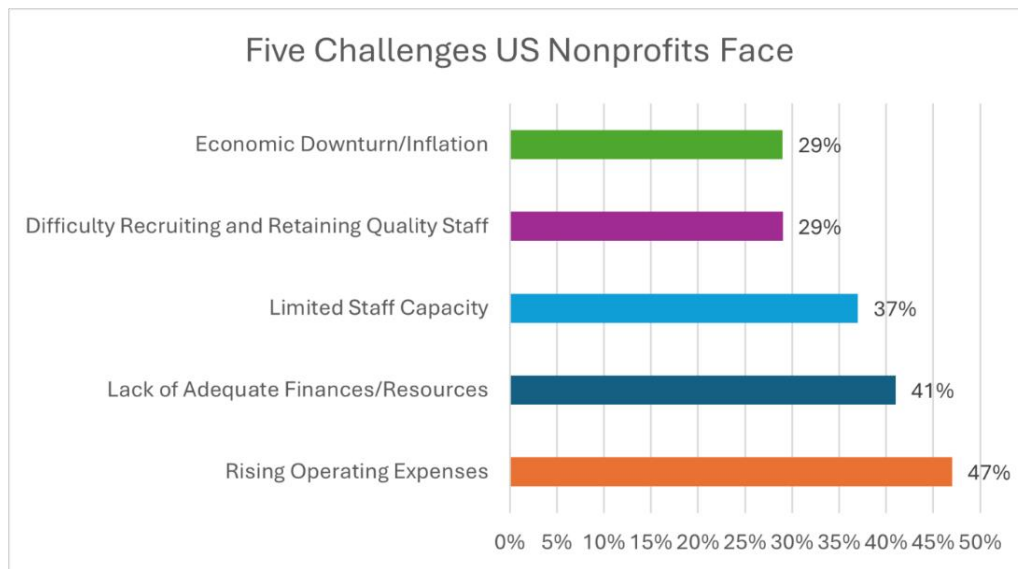


## Florida and US Nonprofit Data for Comparison

Florida has a total of 115,424 nonprofit organizations. Combined, they employ more than 893,000 people, have a combined annual revenue of \$155 billion, and combined assets of \$394 billion.

In comparison, there are more than 1,380 nonprofit organizations in the Charlotte, DeSoto, Manatee, and Sarasota County region, with incomes greater or equal to \$50,000, employing more than 14,000 people, with combined annual revenue of more than \$2.6 billion, and combined assets of \$8 billion.

A 2023 nationwide survey by **Forvis** shared that nonprofits are facing challenges that can disrupt their ability to provide critical services to those in need. Of the top five challenges US nonprofits face, four relate to capacity building and one to economic challenge:



2023 was only the fourth time in four decades that donations did not increase year over year. Overall, US nonprofit organizations of all types continue to grapple with the dilemma of how to maintain free or affordable services to those in need while offsetting the effects of inflation and rising operating costs. Except for Mutual & Membership Benefit organizations, every other type of nonprofit organization increased its fees for programs and services. At the same time, 71% of nonprofit organizations nationwide have seen an increase in demand for programs and services.

The **2023 Florida Nonprofit Alliance** survey provided the following data points:



Programming and service delivery continue to be strengths for the nonprofit sector. Half of the nonprofit organizations report serving more people in 2023 than in 2022, and the majority are serving more people now than in pre-pandemic 2019.



DEMAND

Both costs and demand for services are increasing. 50% of nonprofits are experiencing increased costs for recurring expenses, and 36% have seen decreased fundraising for program expenses. 28% of organizations had increased demand for their programs and services, which will be hard to meet if costs are also up and fundraising is down.



Nonprofits need new sources of funding. A record 42% of nonprofits say fundraising is their biggest challenge and 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. To grow, nonprofits need to build visibility and trust with individuals and institutions that do not currently fund them.



Nonprofit 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, so there may be even more transitions – either quick or unplanned – to come.



Policy is driving changes in advocacy needs. At the state level, there are more bills that include nonprofit organizations than ever before, and 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 and improve quality of life in communities.

Sources: Forvis, Statista, Library of Congress, Florida Nonprofit Alliance

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# State of the Nonprofit Sector Report-2024 Takeaways

## For Donors and Funders

- The nonprofit sector in the four-county region is robust and diverse, catering to the needs of our communities. Nonprofit organizations face high demand for programs and services and require new and unrestricted funding to address rising costs, staff capacity, program and service expansion, and the ability to build reserve funds.
- Funders and donors have opportunities to deepen their understanding of challenges and opportunities, share expertise, and collaborate with nonprofit organizations on ways of expanding well-being programs and services that strengthen individuals and communities.

## For Nonprofit Organizations

- The diverse range of nonprofit organization sizes and their proximity to each other present opportunities for collaboration, partnership, and mutual sustainability. Nonprofits can share resources and create a network of support for each other and the community.
- Staffing levels remain relatively stable, providing the sector with time to plan sustainable ways to attract and retain staff.
- There is very high volunteer engagement in the region, and nonprofit organizations can update their volunteer engagement strategies to sustain engagement and positive outcomes.
- Though not a measure in this report, most nonprofit organizations are seeking ways of expanding their funding and donor base. The proximity of nonprofits to each other within the region can potentially lead to competition for funding and donors. Communication, collaboration, and partnerships can offer opportunities to build program and service support, funder, and donor engagement with mutual benefit to all partners.

## For Our Community

- Nonprofit organizations play a crucial role in meeting the diverse needs of communities by including individuals from different backgrounds, cultures, and skill sets in their programs and services. By including diverse voices in program and service design and delivery, nonprofits can remove stigma or trauma for those seeking assistance.
- Nonprofit investment in community programs and services complements local government funding, and there are opportunities to develop more public-private partnerships to address community needs.
- Nonprofit organizations, foundations, funders, and donors are important voices advocating for improvements to social and well-being causes and should be included in those conversations.
- While nonprofits are key to building communities where all can thrive, national and state surveys confirm they regularly face challenges raising unrestricted operating funds, which could interfere with service and program delivery.

## For the Community Foundation of Sarasota County

- The Community Foundation of Sarasota County uses insights from the nonprofit sector data to complement its grantmaking and scholarship investments, amplifying 2Gen approaches for community health and well-being.
- The foundation shares data with the community and donors to facilitate data-informed philanthropic decisions.
- The foundation shares data with the nonprofit sector to inspire conversations, collaboration, and partnerships across program and service sectors.