

State of the Sector 2022





Community Foundation of North
Florida

DONATE



Reviewed by CFNCF

Building Trust & Capacity

- Launched early 2020
- 120 Reporting Requirements to receive Verification: Management, Governance, Financials, Programs, Development
- Financials populated from IRS
- Process helps build capacity for orgs
- Transparency for donors

Building Collaborations & Partnerships

- Profiles used in evaluations for The Children's Trust
- Verified profiles were expedited for CARES Act funding for local nonprofits and ARPA funding
- Partnering with UF for graduate and faculty research
- Hope to partner with more local funders to expedite their grantmaking processes

Community is our First Name



COMMUNITY FOUNDATION
of North Central Florida

The Community Foundation stewards philanthropic dollars on behalf of individuals, families and nonprofits. We partner with people who are determined to make a difference in their community.

Knowing true change demands more than dollars, we foster collaboration, new ideas and spearhead innovation that will transform our region for good.

How Does it Work?

- Nonprofits complete their profiles
- Community Foundation staff reviews information
- The community can fund nonprofits and learn about them
- The opportunity to gather information about nonprofits' management, governance, financials, programs
- Allows donors to make stronger giving decisions
- Donors can give directly to nonprofits
- Completely free of charge for nonprofits and the community

View of the Future



North Central Florida nonprofits are still in recovery from the pandemic



Tough decisions continue to challenge the sector. Many revenue streams are volatile and fragile. Reserves are being rebuilt.



Transfer of wealth is happening now! Planned giving is essential



Increase need to focus on the next generation of philanthropists, meaning new and creative fundraising plans are needed

Hub Data



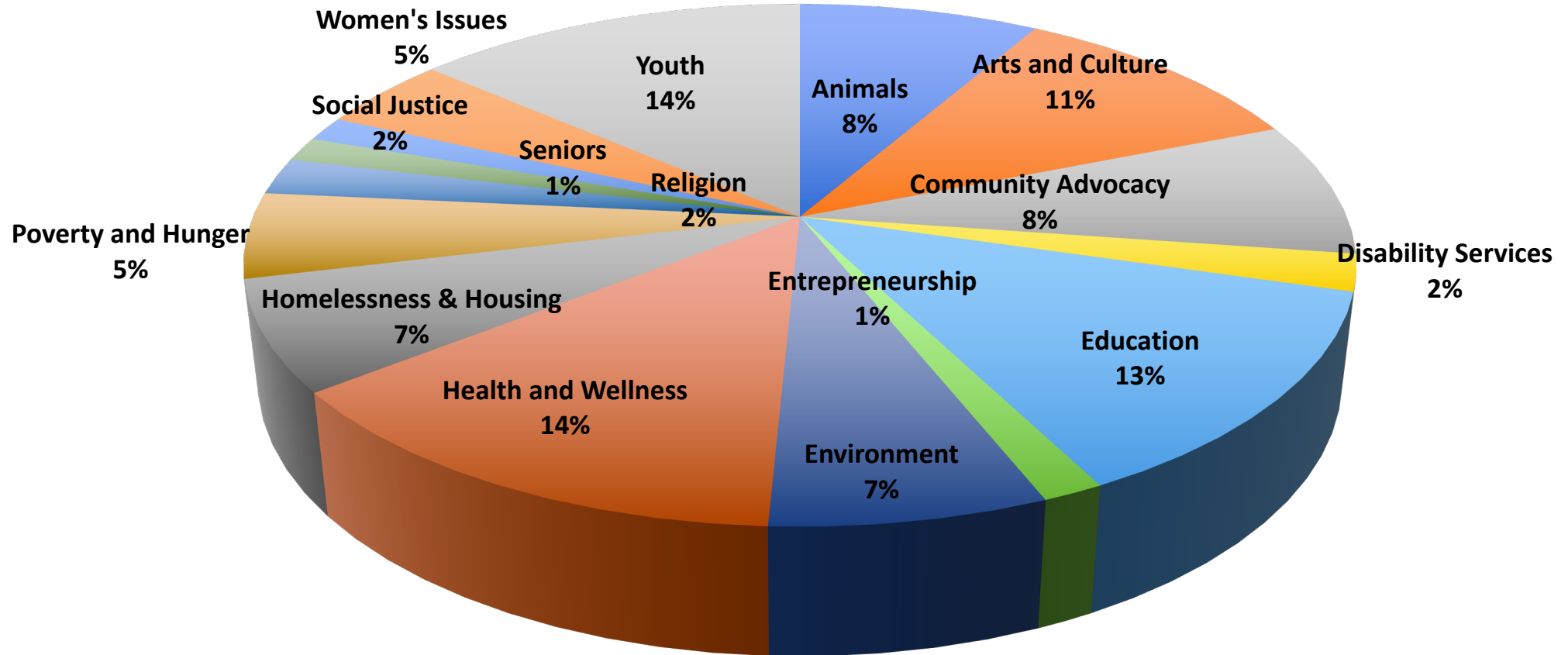
213 ORGANIZATIONS
REGISTERED



132 ORGANIZATIONS
VERIFIED

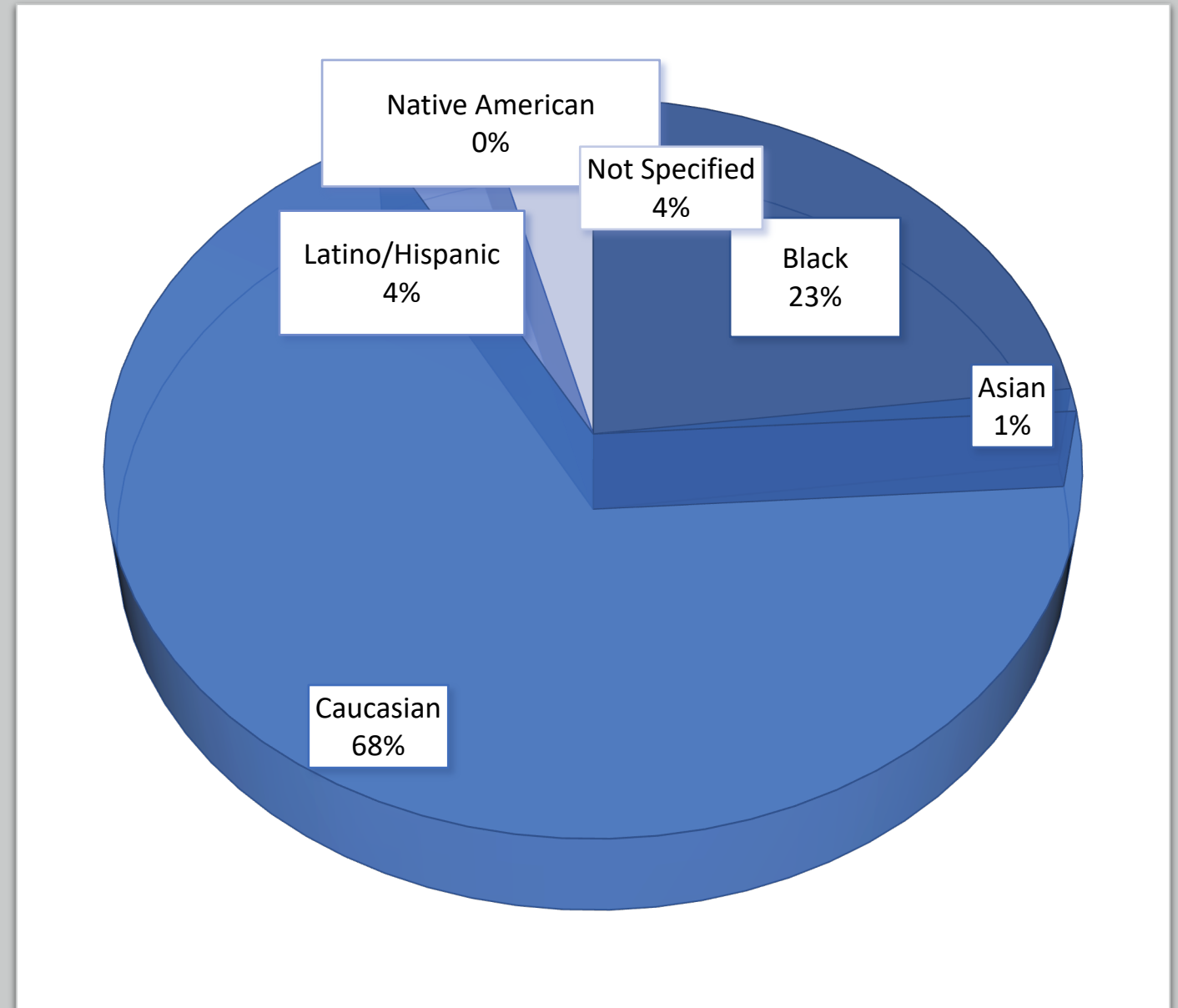
* Of organizations reporting; not all organizations registered reported data

All Sub Sectors



Board Demographics

- Female 59%
- Male 40%
- Other 1%



1303 Community Members Serving on Boards
15% have attended The Board Academy

Board Policies

Board Orientation: 84%

Board Assessment: 52%

Conflict of Interest: 83%

Confidentiality: 66%

Review of Bylaws: 83%

Formal Nominating Policy: 71%

Board Diversity Policy: 74%

Strategic Plan: 69%

Succession Plan: 45%

Leadership

68 Paid Full Time Paid
Executives

CEO performance review: 76%

Average Years of Experience: 12.7

Average Years on the Job: 8

Average Age:* 46

Annual Compensation*

Under \$50,000: 31%

\$50,0001 to \$80,000: 32%

\$80,000 to \$100,000: 13%

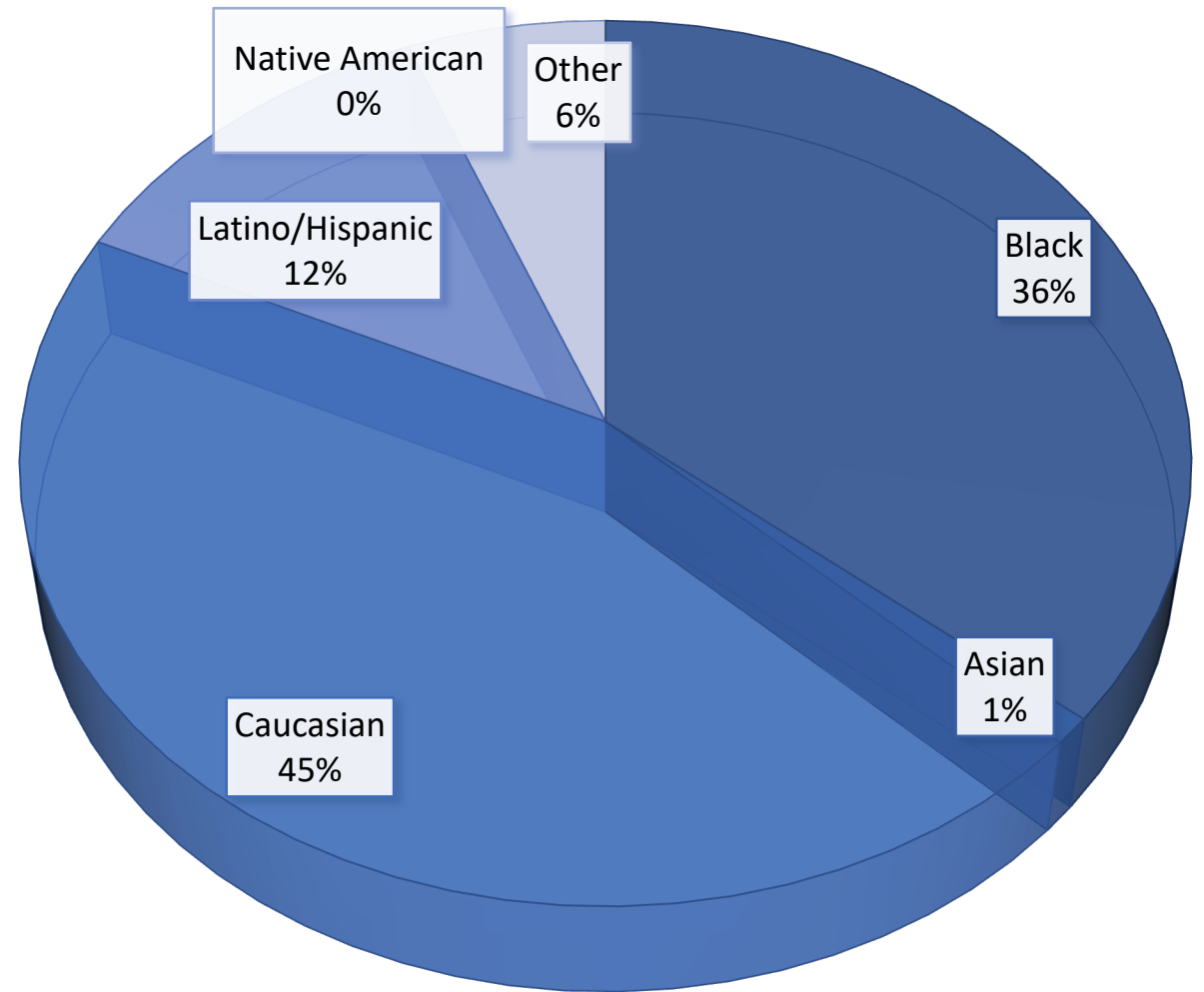
More than \$100,001: 24%

Volunteer Led Orgs: 44%

*58 reporting

Staffing

- Full Time Staff: 2,871
- Part Time: 1,087
- Contracted Staff: 211
- Interns: 722
- Estimated Volunteers a Year: 44,462
- Female: 74%
- Male: 21%
- Other/Not Specified 5%



Staff Policies

Nondiscrimination Policy: 84%

Whistleblower: 58%

Document Destruction: 57%

General Policies: 88%

Staff Confidentiality: 52%

Staff Conflict of Interest: 55%

BIPOC vs. Caucasian Led

- Orgs have full paid time directors
 - BIPOC: 37%
 - Caucasian: 62%
- Performance Evaluations
 - BIPOC: 54%
 - Caucasian: 77%
- CEO/Director Salary Average
 - BIPOC: \$64,000
 - Caucasian: \$75,000

A blue ribbon graphic with a 3D effect, featuring a lighter blue top surface and a darker blue bottom surface, creating a sense of depth. The ribbon is folded into a loop.

Projected Revenues
\$321,982,884

Endowments and Reserves

Orgs with Endowments: 15%

Totaling \$17,796,042

Orgs Reserve Funds: 32%

Averaging \$300,000

Capital Campaigns

Orgs Currently in a Campaign: 14

Cumulative Goal: 19,918,000

Raised to Date: \$2,376,250

Orgs planning to Start in 5 yrs: 41

BIPOC vs. Caucasian Led

- Orgs with Endowments
 - BIPOC: 0%
 - Caucasian: 15%
- Orgs with Reserve Funds
 - BIPOC: 7%
 - Caucasian: 42%
- Revenue
 - BIPOC: \$328,500
 - Caucasian: \$960,000

Funding by Subsector:

Foundations/Corporations:

- Animals

Earned Revenue:

- Health and Wellness

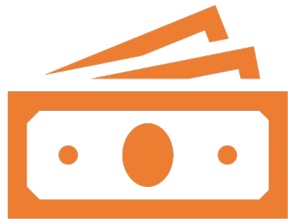
Individual Gifts:

- Community Advocacy
- Youth
- Arts and Culture
- Disability Services
- Seniors
- Homelessness and Housing

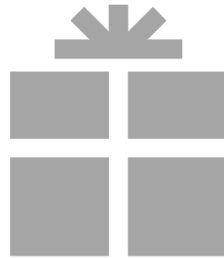
Grants:

- Education
- Environmental
- Women's Issues
- Poverty and Hunger

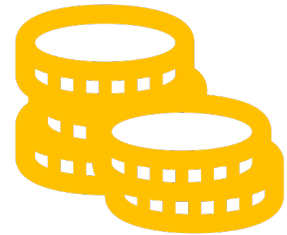
Out of the top 25 operating budgets



Grants



Individual Gifts



Earned Revenue

Out of the
bottom 25
operating
budgets



Small Grants



Individual Gifts



Foundations/Corporations



Special Events



Membership Dues

A few projections

- Total giving is expected to increase throughout 2022
- Corporate giving has not caught up with pre-pandemic levels
- Health and environment causes still lead giving in our community
- Expecting a ramp up in political giving, causing a slight dip in gifts from individuals.
- Planned giving donations are on the rise

When is it Transferring?

\$16 billion

OVER 10 YEARS

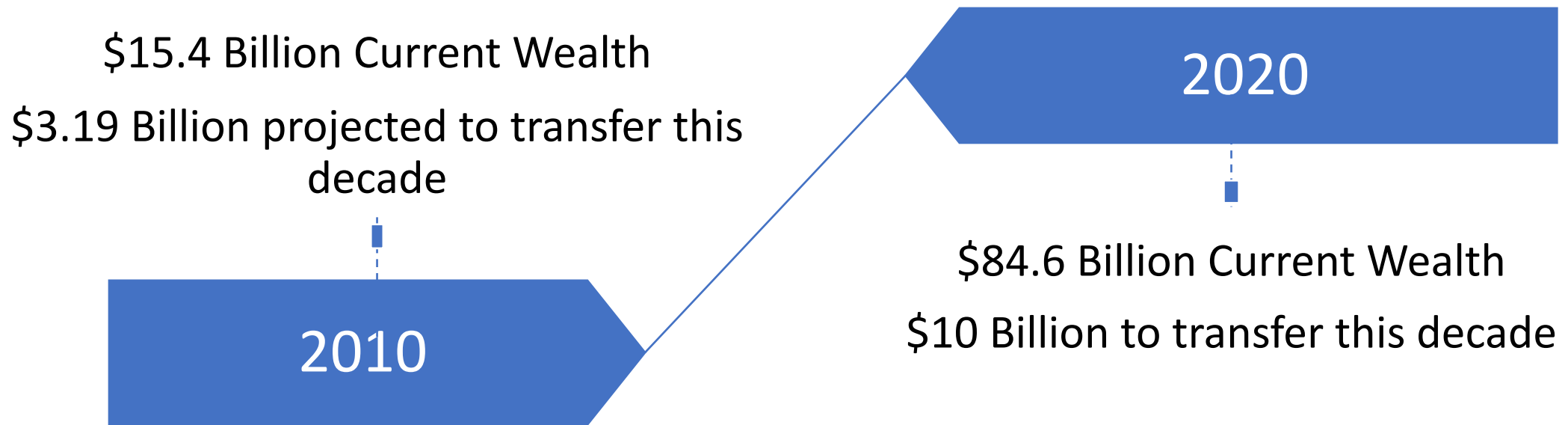
\$884 billion
STATEWIDE

\$174 billion

OVER 50 YEARS

\$11.3 trillion
STATEWIDE

Alachua County



Why is Planned Giving so Important?

Here's the Big Deal!

No previous generation has ever seen a transfer of wealth this size.

80% of America's wealth is currently held by people over the age of 50.

The oldest members of the Baby Boom Generation turned 70.5 years old in 2017.

U.S. tax laws require anyone over 70.5 to begin making annual withdrawals their tax-sheltered retirement accounts AND pay taxes on those withdrawals.

The transfer will shift the balance of buying power as it is passed down to millennials.

Millennials' spending habits have made a lot of industries start worrying that they're about to become obsolete.

The Missing Middle

- Now, more than ever, making the market for median giving is critical! About 68% of giving is from individuals and families and the average gift is about \$2500.
- We must engage the middle—Millennials and Gen Z- or face losing donors for a generation!
- Millennials and Gen Z are starting to receive inheritance and become decision makers in charitable giving.

Diversity is still needed

In two years, we have seen a growth of 9% in board diversity

21 orgs reporting all Caucasian

9 orgs reporting all Black

There is still work to be done to diversify board of directors and staffing in the nonprofit sector.

When a nonprofit's board reflects the diversity of the community served, the organization will be better able to access resources in the community through connections with collaborative partners, policy makers, and often, potential donors.

What's Next

The Philanthropy Hub re-verification begins on January 13

Look for new fields- ie. planned giving, financial fields

Transfer of Wealth board presentations

Center for Nonprofit Excellence 2023 trainings based on findings

Save the Date: The Amazing Give on April 20, 2023 from 8 a.m. to 8 p.m.

We want your feedback!

Let's Connect



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