



FLORIDA
nonprofit
alliance

Closing Out the Year:

COVID-19 Effects on Florida Nonprofits in 2020

December 8, 2020

Welcome!



Sabeen Perwaiz
Executive Director
Florida Nonprofit Alliance



Mission:

The Florida Nonprofit Alliance informs, promotes, and strengthens the nonprofit sector in order to create more vibrant communities across the state.

Website:

www.flnonprofits.org



Membership - the Core of FNA

- ▶ Nonprofits
- ▶ Foundations
- ▶ Consultants

- ▶ For more information, visit flnonprofits.org/page/Membership

Nonprofit Membership

- ▶ Representation in Tallahassee and Washington DC for Florida nonprofits
- ▶ Representation with Florida State Agencies (FNA leads the Florida Charitable Advisory Partnership)
- ▶ Subscription to FNA e-newsletters and Member Updates
- ▶ Membership for Nonprofit Risk Management Center
- ▶ 2021 Legislative Session Guide
- ▶ Elected Officials Directory
- ▶ Listing in FNA's Member Directory
- ▶ Access to monthly members-only policy calls (during Session)
- ▶ Free 30-day job postings on FNA's Statewide Nonprofit Job Board
- ▶ Discounted membership to GrantStation at \$79/year (89% discount)
- ▶ And more!



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 for Nonprofits, has created an [engagement guide](#) to help you make the best decision for your agency and 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. 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 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, Florida Community Affairs

Closing Out the Year: COVID-19 Effects on Nonprofits in 2020



Leah McDermott
Program Manager
Florida Nonprofit Alliance

Housekeeping

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

Survey Method

- ▶ 501(c)(3) organizations statewide
- ▶ Surveys in the field from October 21-November 10
- ▶ Distributed electronically
- ▶ 1,154 organizations participated
- ▶ Thanks to our partner, Florida Department of Agriculture and Consumer Services
- ▶ Thank you to the Florida MSOs and Community Foundations

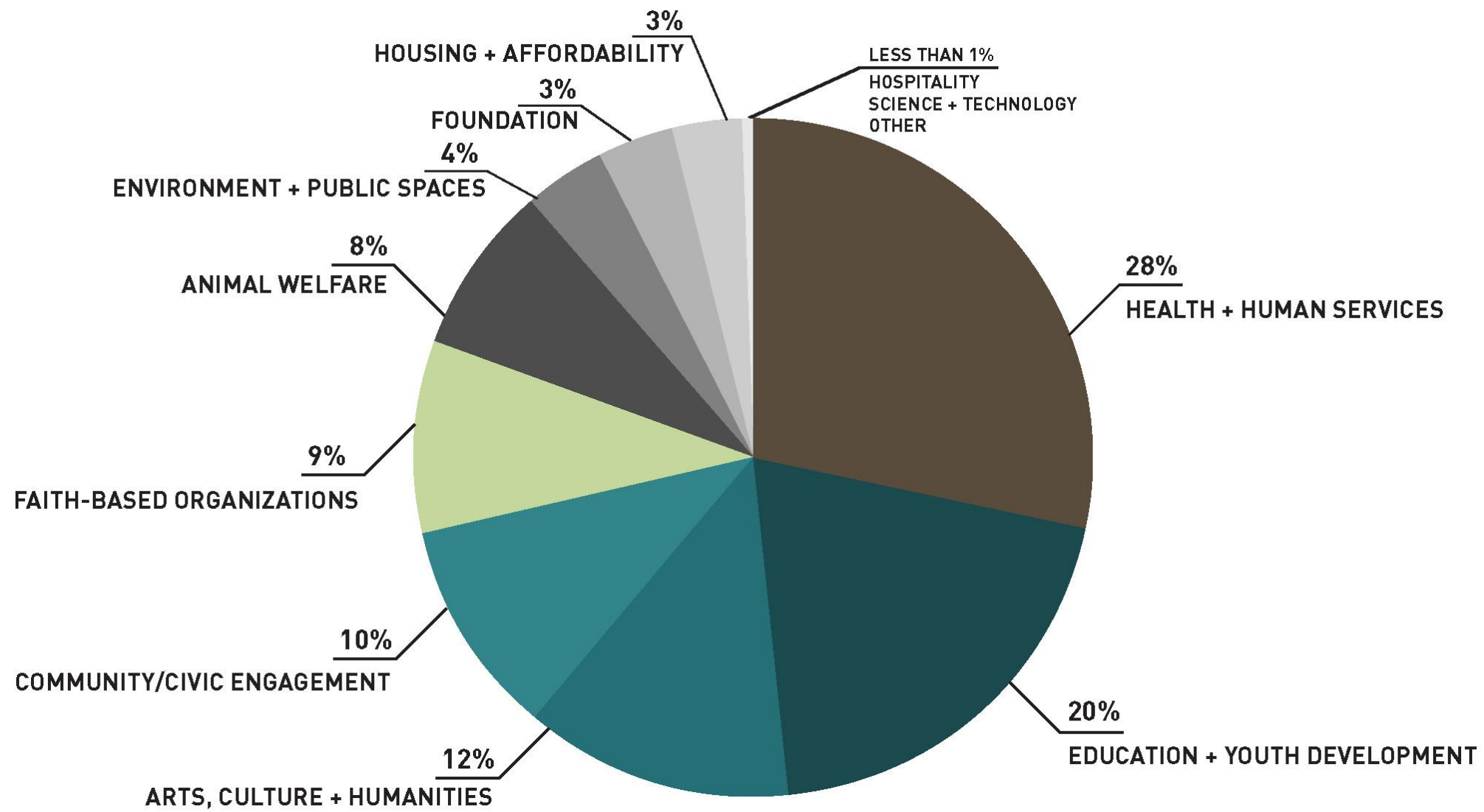
Key Findings

- Diverse sector, many organizations are small and run only by volunteers
- Current and future funding remains the top concern for nonprofit organizations.
 - 64% of organizations are somewhat or very concerned with loss of revenue/income
 - 59% are somewhat or very concerned with future funding in 2021 and beyond.
- Nonprofits continue to adapt their programs, services, and ways of working.
 - 50% of nonprofits believe that some amount of virtual or remote working is here to stay.
- The lack of volunteers and volunteer experiences in the nonprofit sector has already taken a toll on organizations. Fewer volunteers mean increased expenses and limited programs and services.
 - 52% of nonprofit organizations have experienced volunteer absences
 - 29% of organizations are not currently using any volunteers.

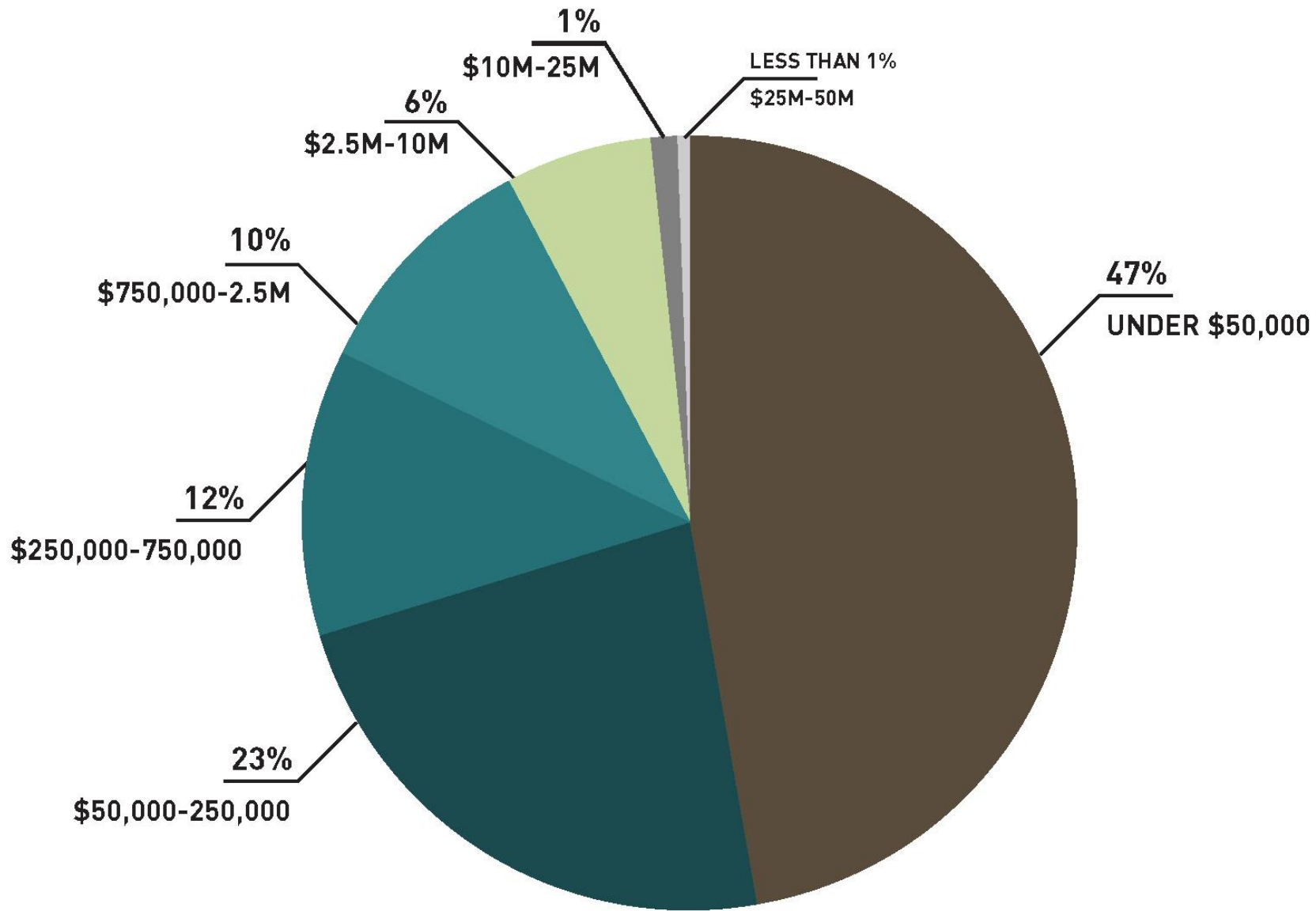
Key Findings, cont.

- 71% of nonprofits have had a decrease in unrestricted revenue in 2020. 69% have had less fundraising success this year than 2019.
 - Nonprofits are looking to individuals in the short term to help raise money to keep their organizations open and functioning.
- Staff and volunteers are burned out, exhausted and stressed.
 - Less than half of nonprofit organizations have engaged in concrete efforts to support their human resources.
- Almost 50% of the organizations that had reserve funds at the beginning of the year have tapped into them, leaving them more financially fragile than before. At least 29% of nonprofit organizations did not have any reserves to fall back on.
- Organizations feel slightly more optimistic about the future than they did in July, with the exception of concerns about funding and fundraising. Fewer organizations anticipate closing and more are hopeful that they will be able to resume programs and services in 2021

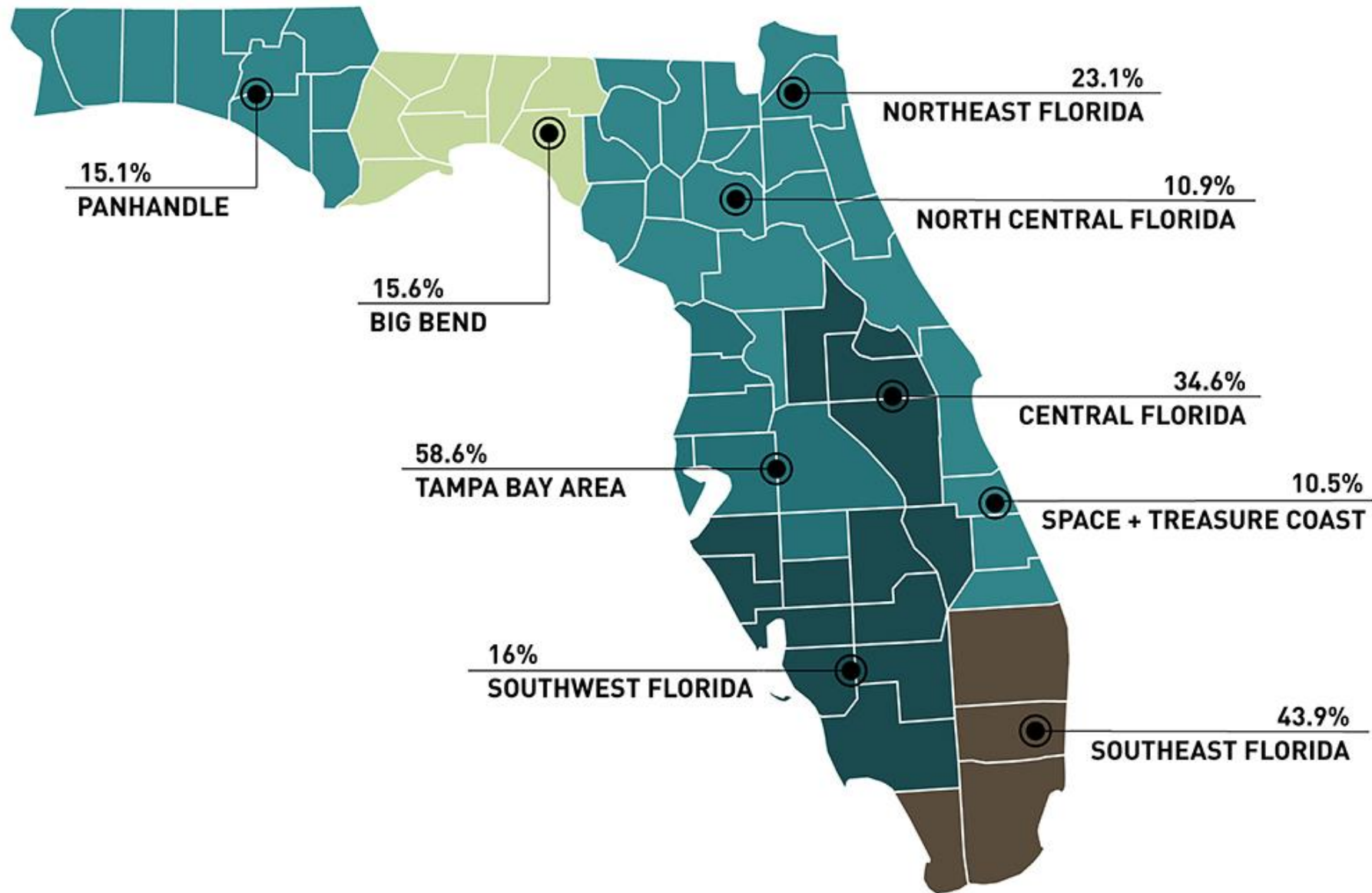
Participant Demographics



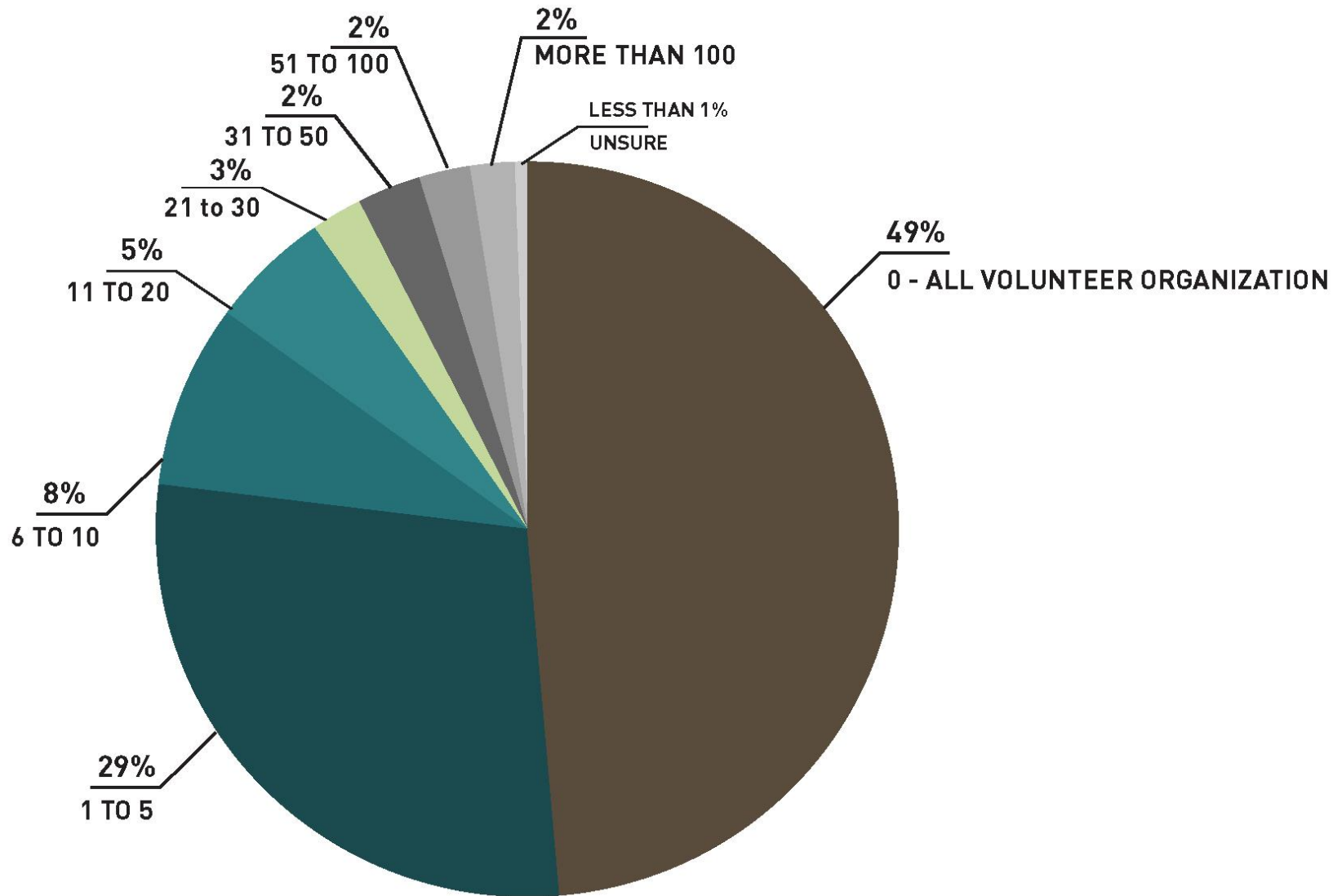
Q1: Mission Area



Q2: Budget Size

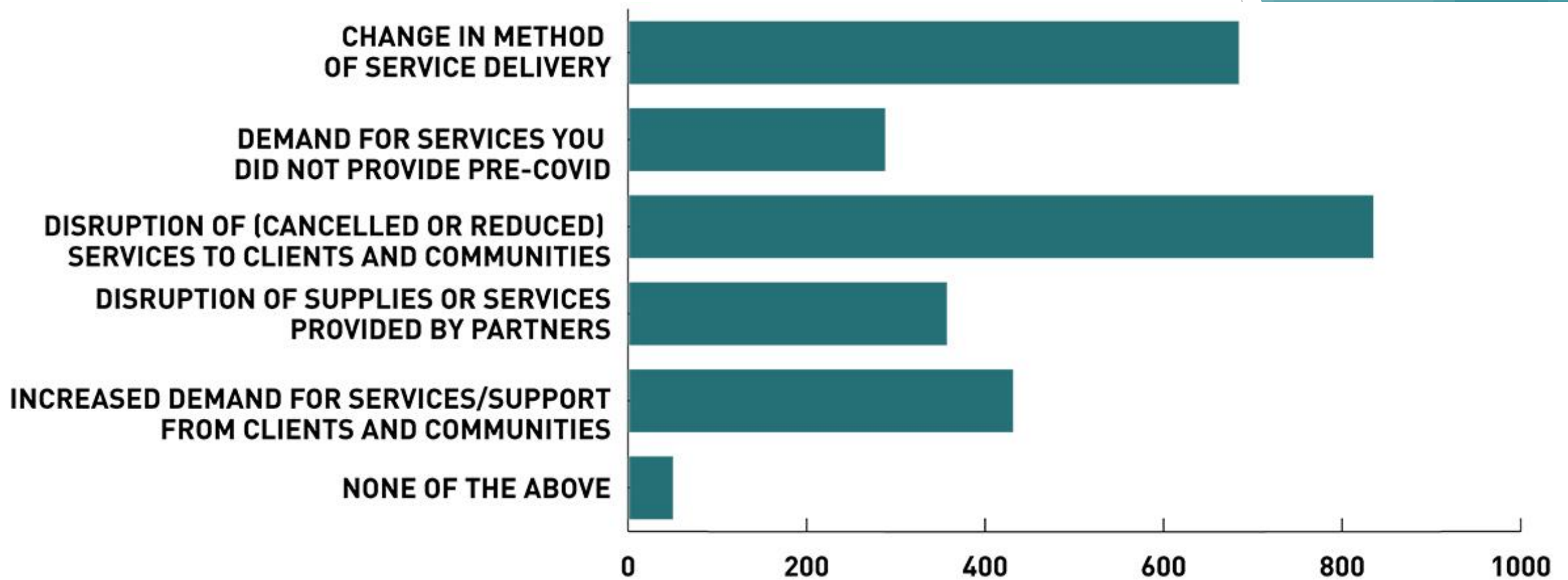


Q3: Counties/Regions Served

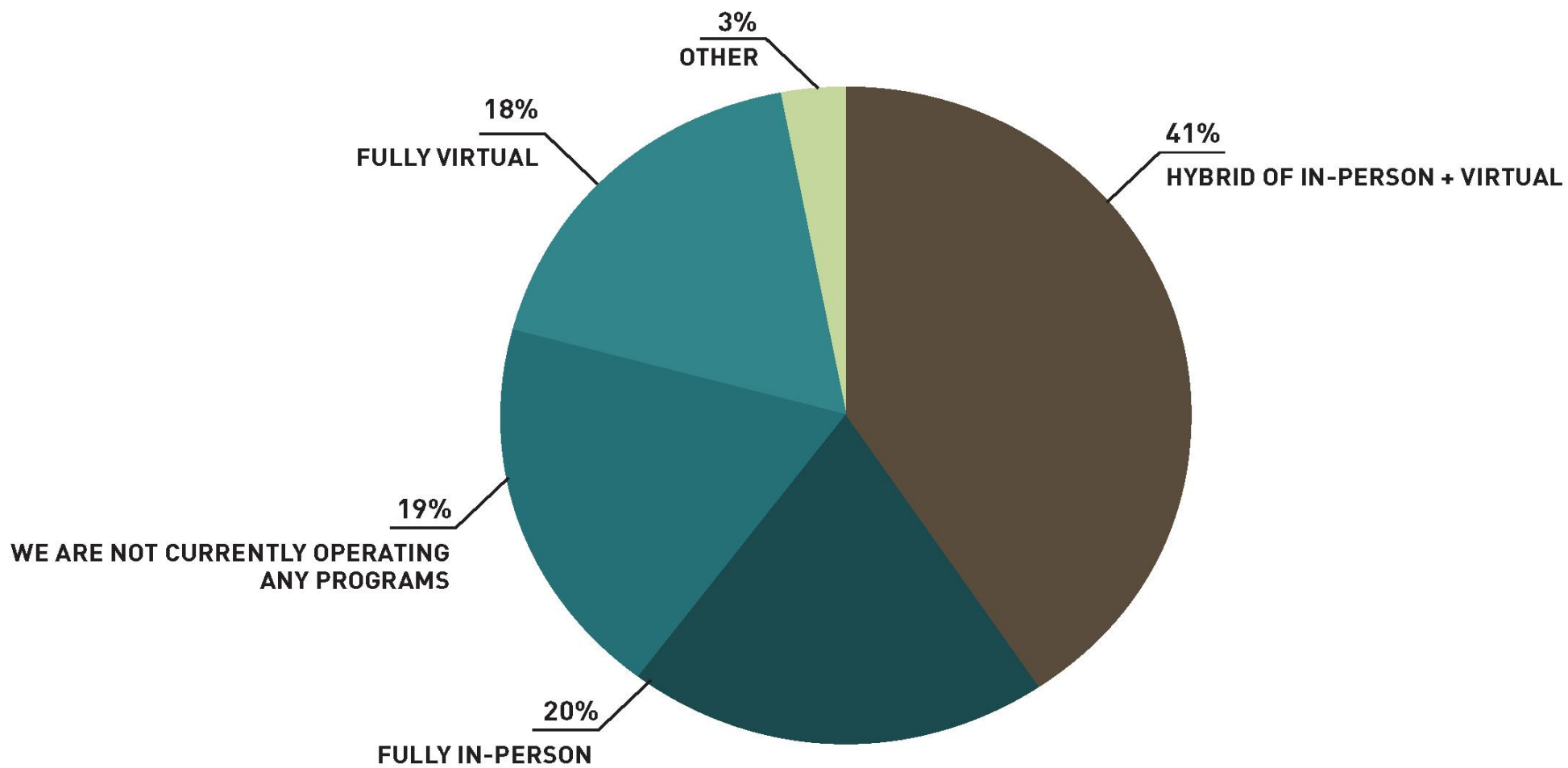


Q4: Number of Paid Staff
(Full and Part-time)

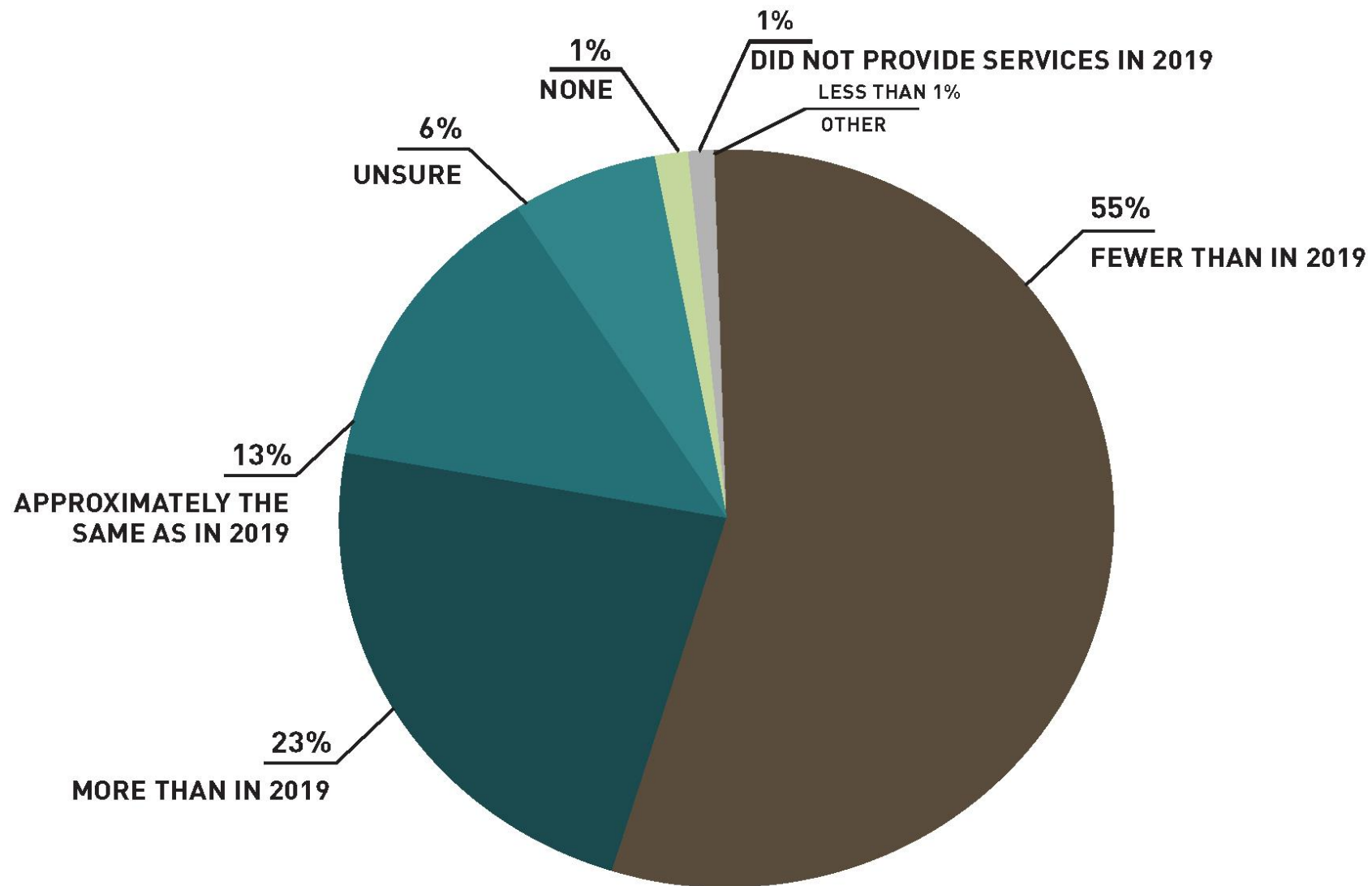
Impact on Programs



Q5: Program Impact

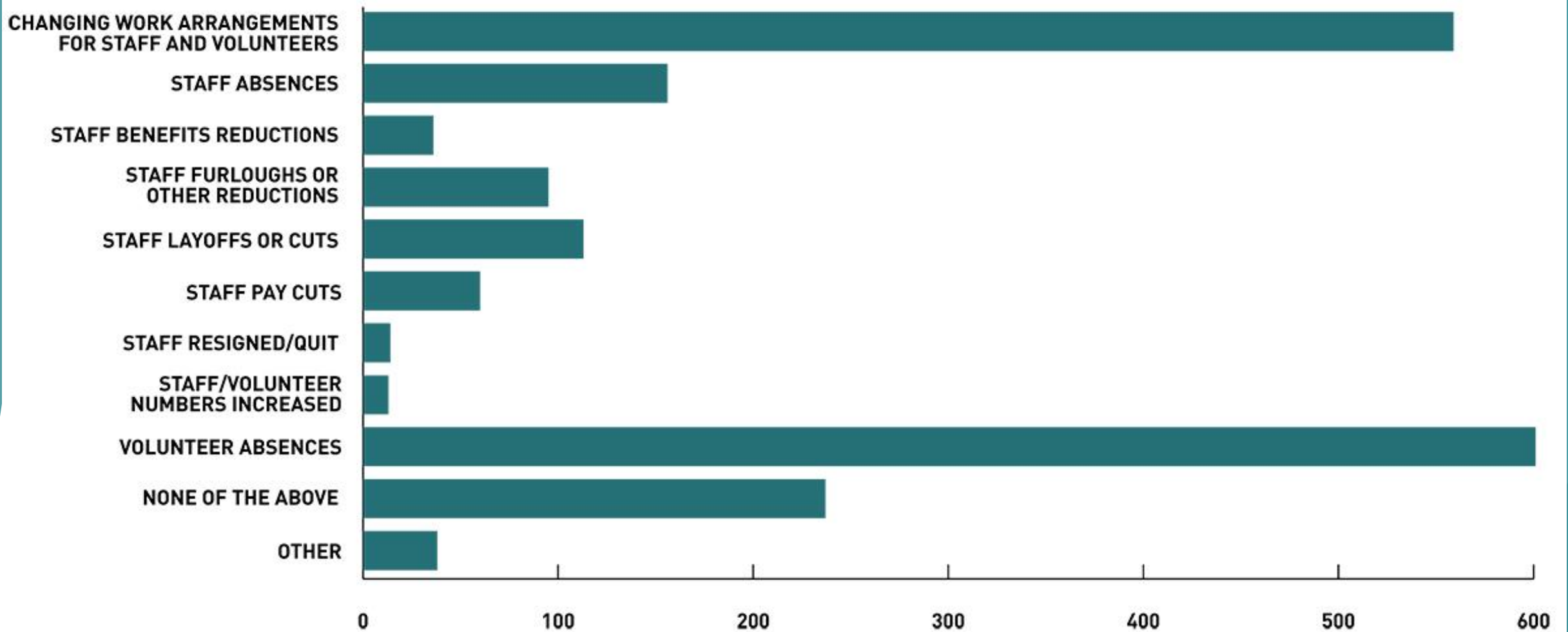


Q6: Current Programs

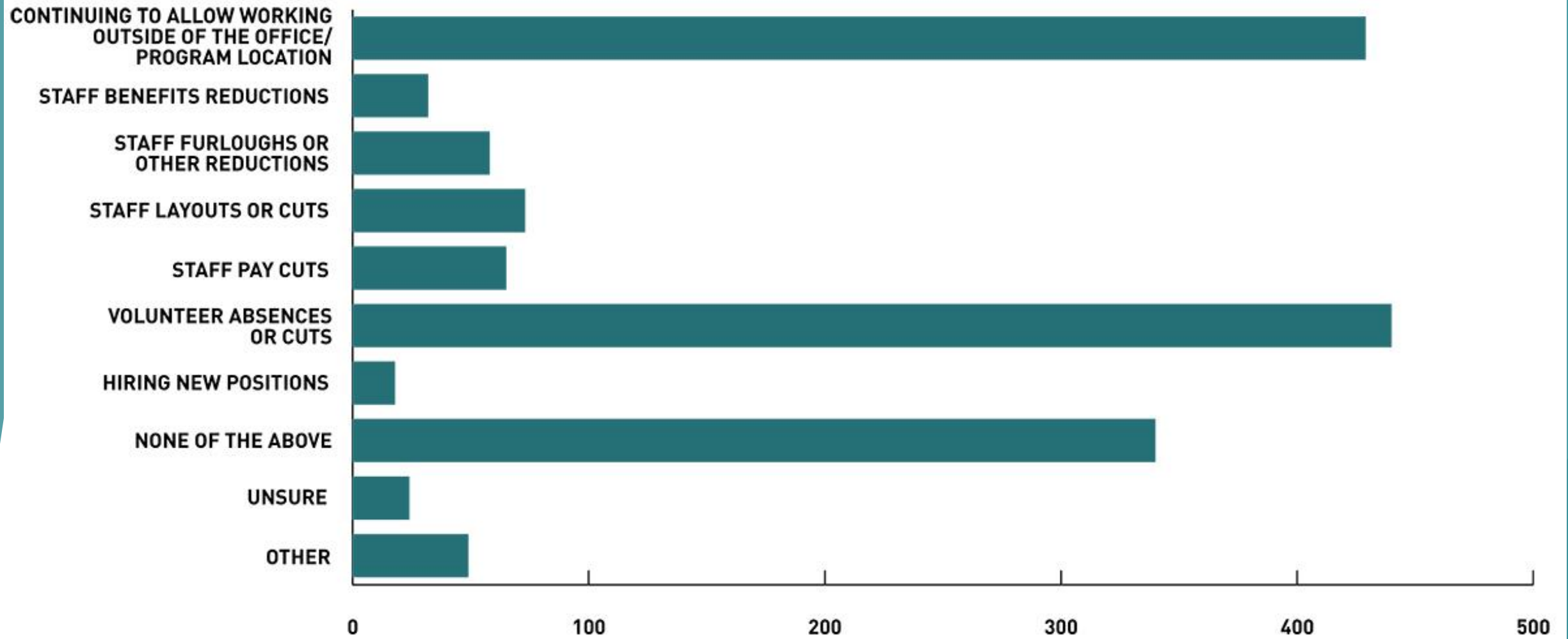


Q7: Clients Served 2019 vs. 2020

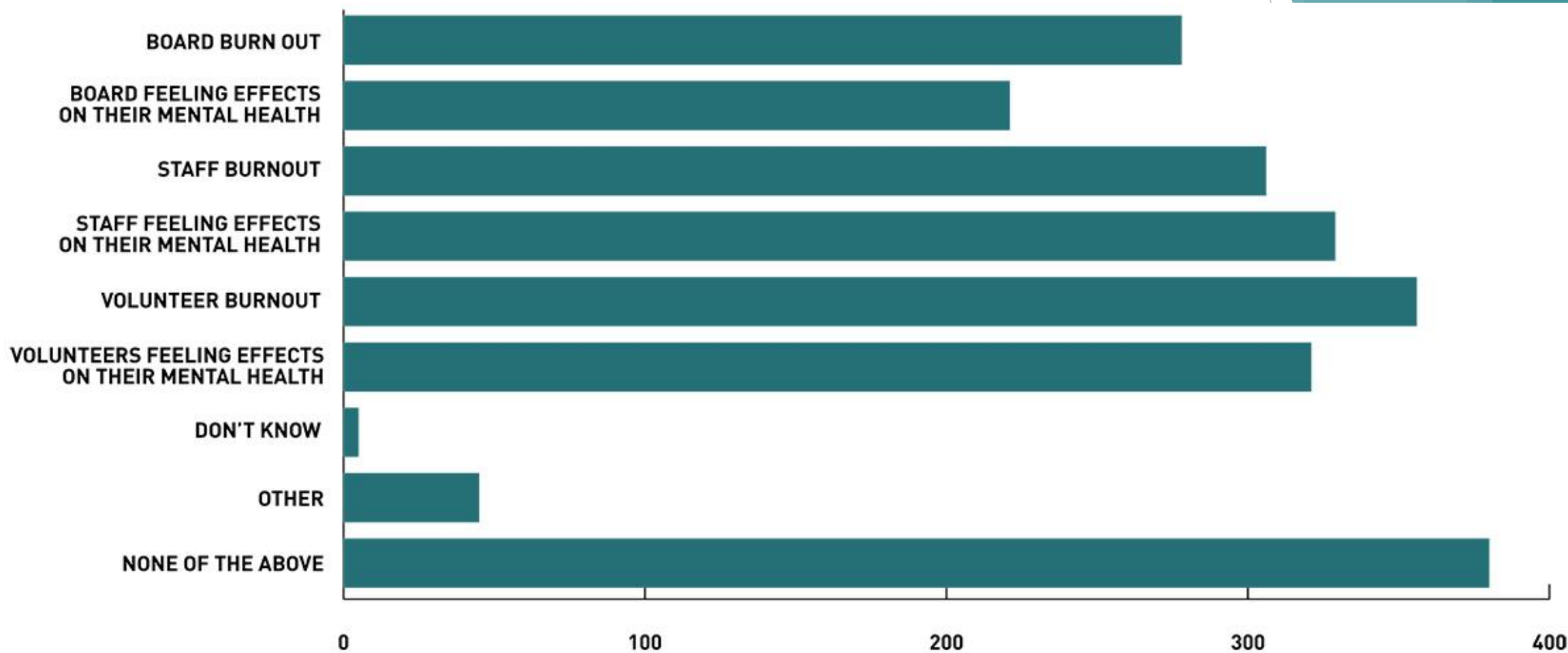
Impact on Staff and Volunteers



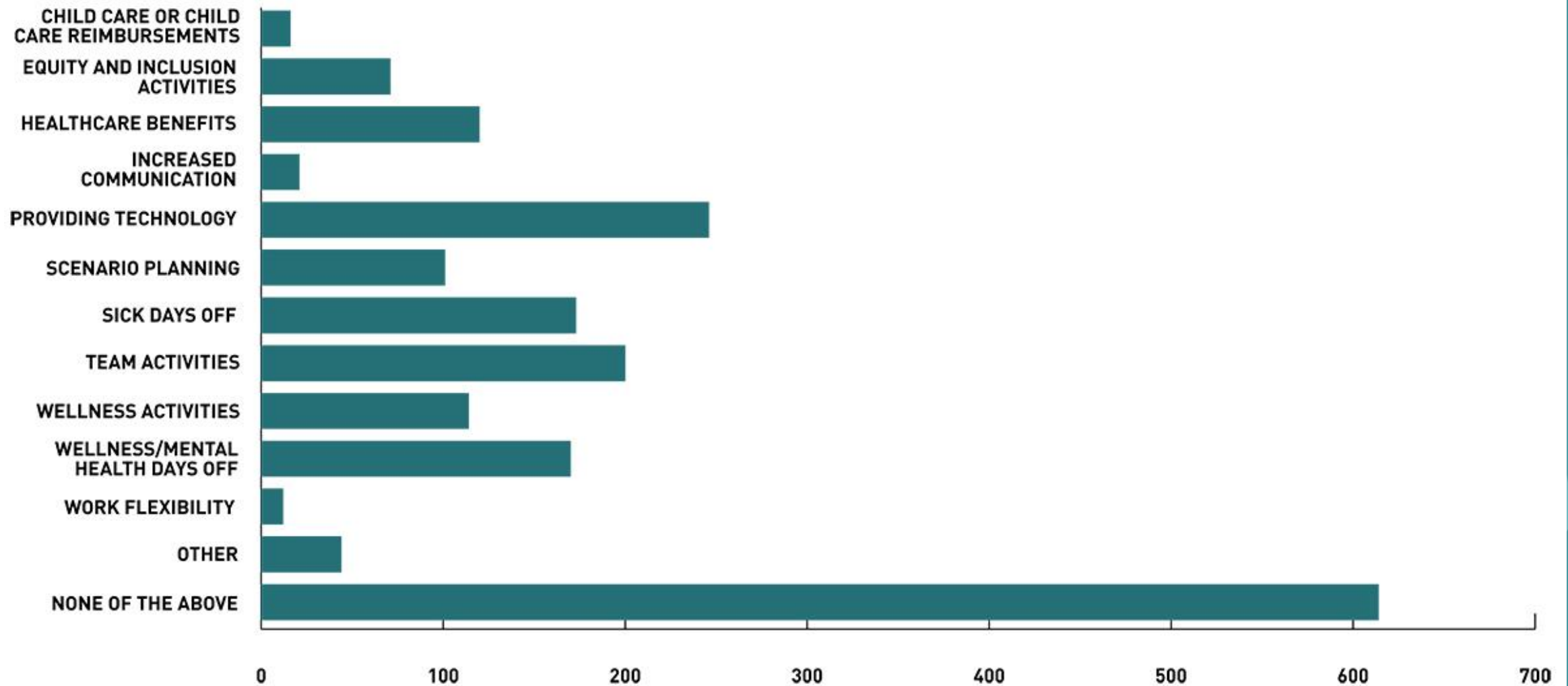
Q8: Current Staffing Changes



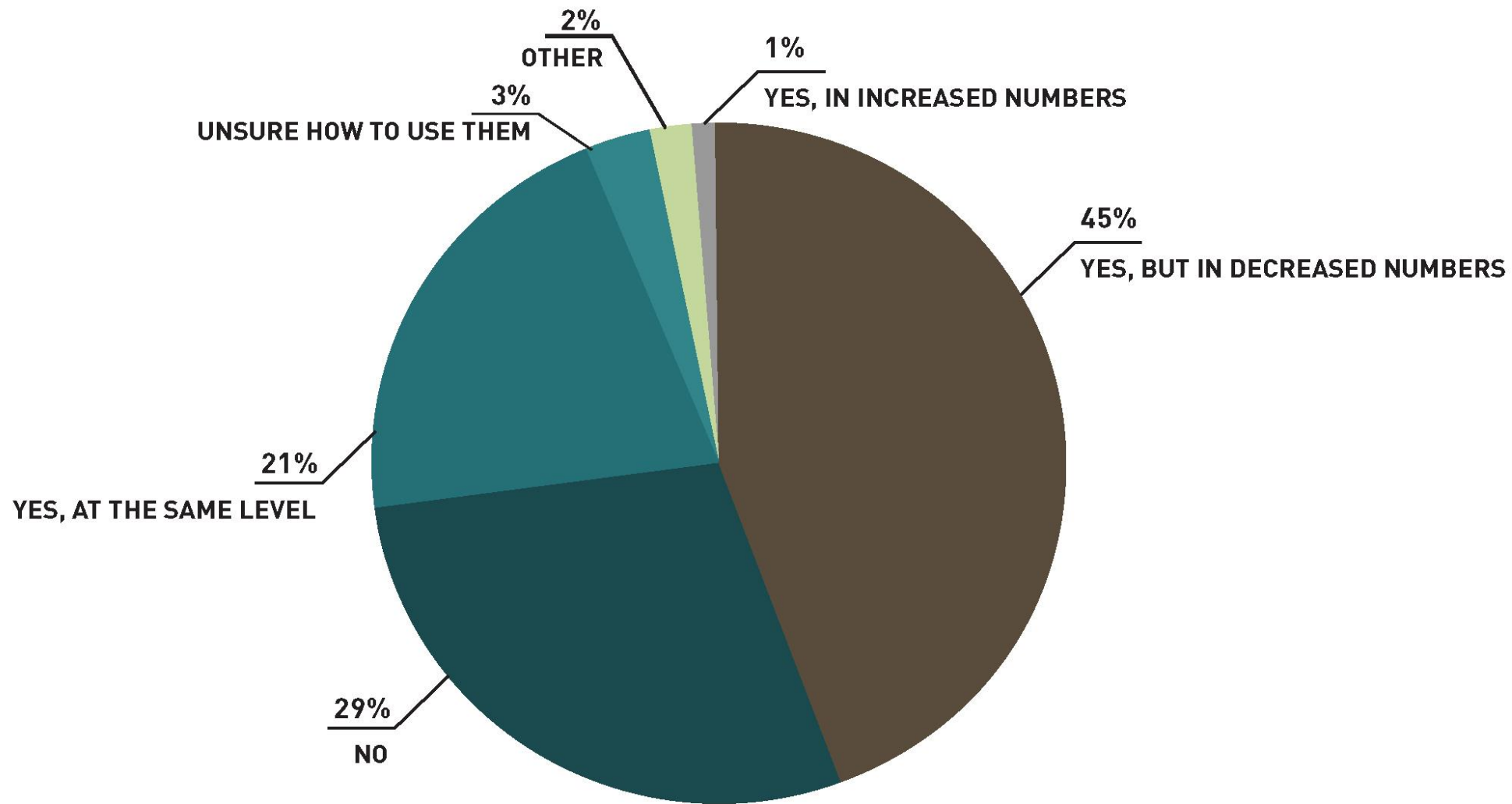
Q9: 2021 Staffing Changes



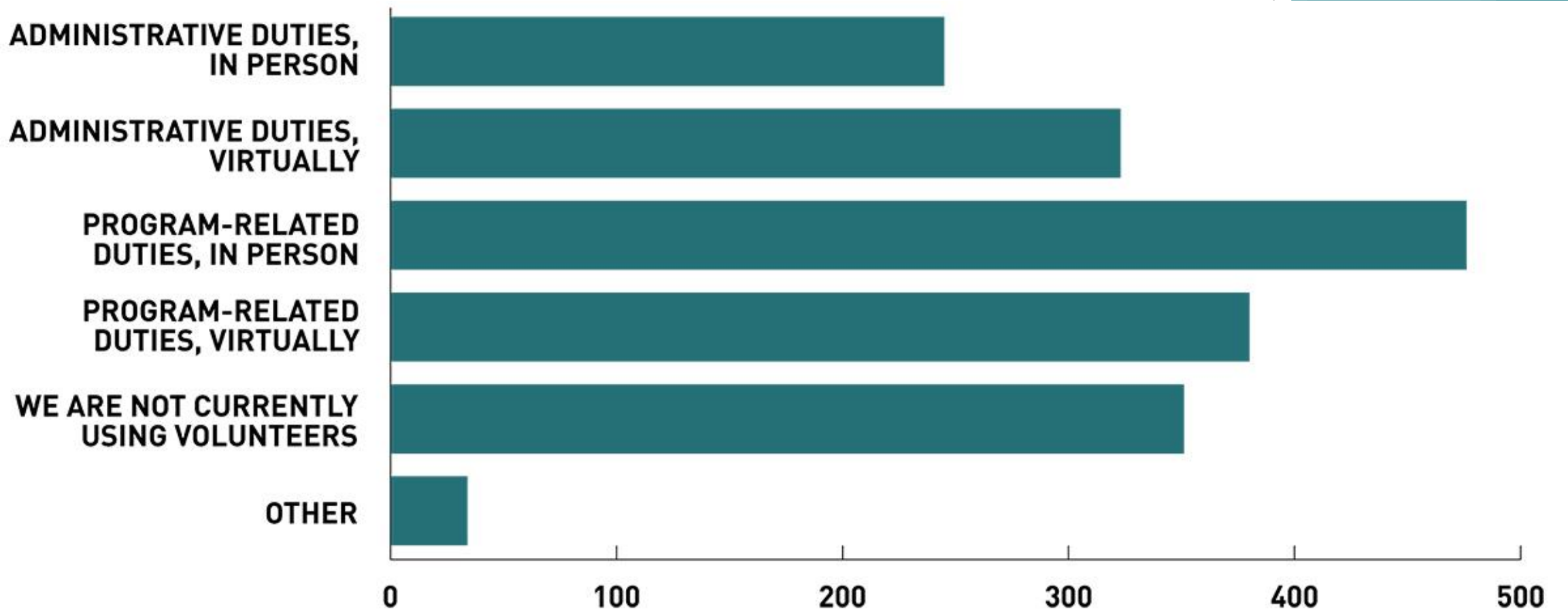
Q10: Health Effects



Q11: Support for Staff



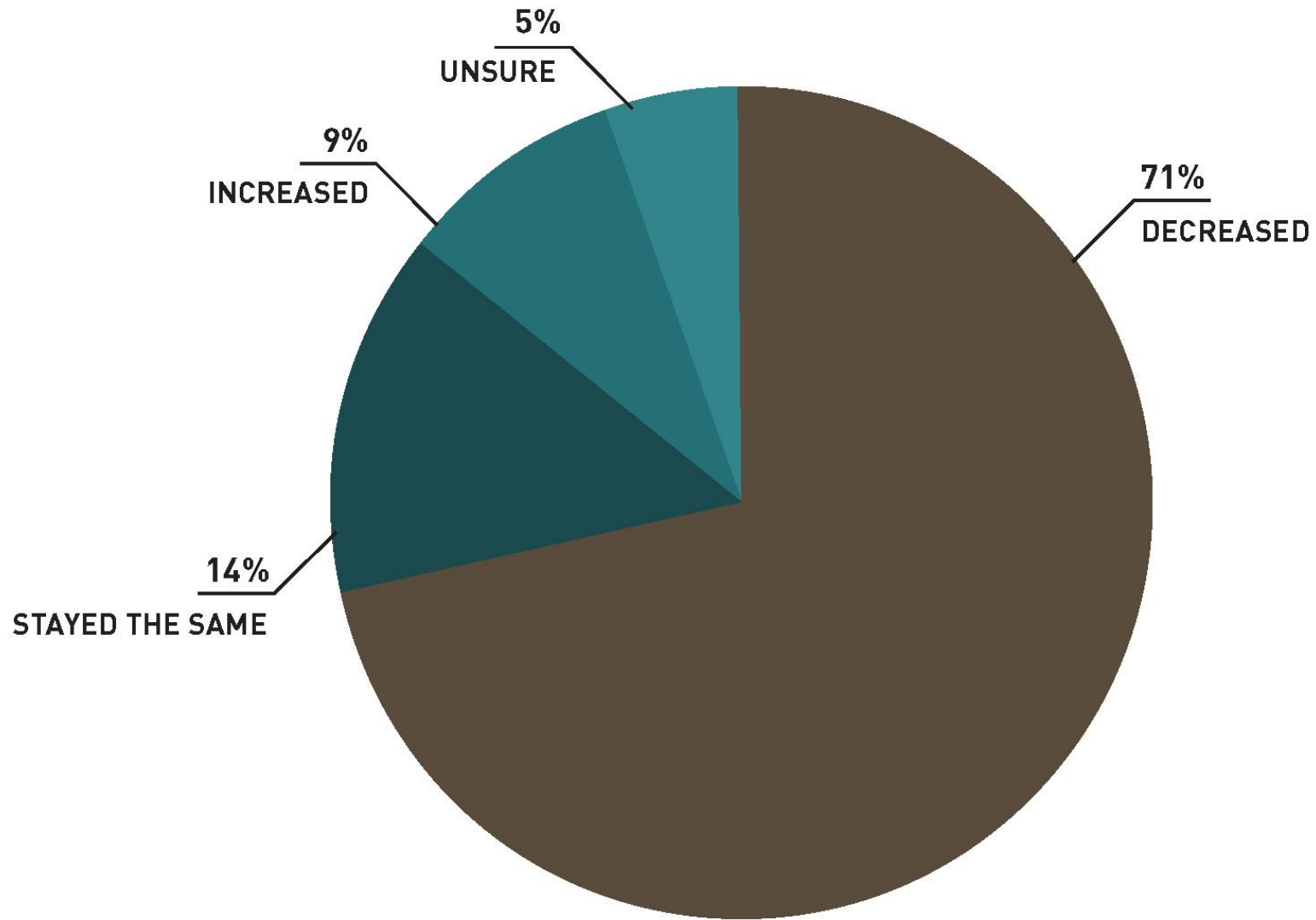
Q12: Volunteer Activity



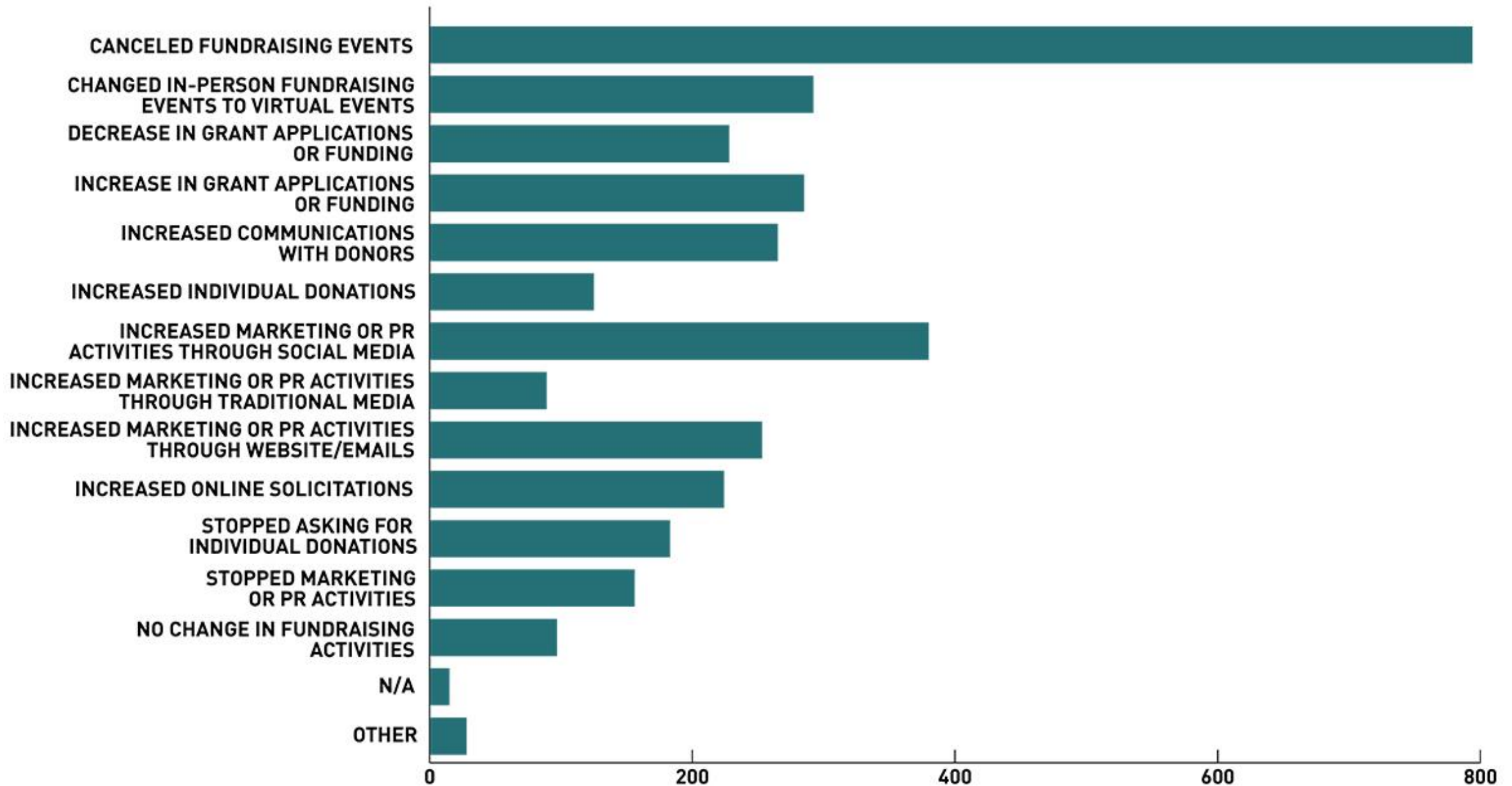
Q13: Volunteer Activity Type

Financial Impact

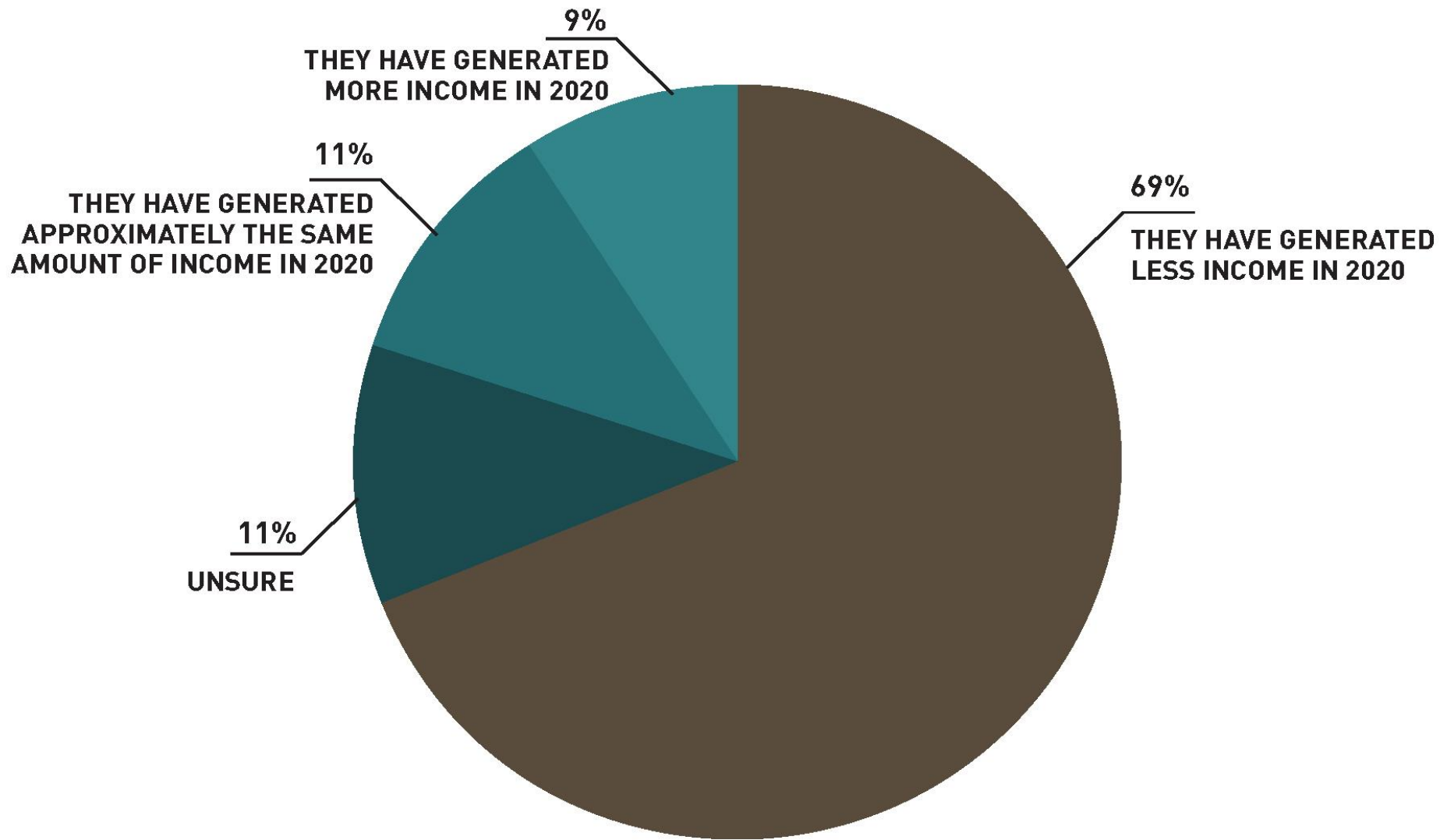




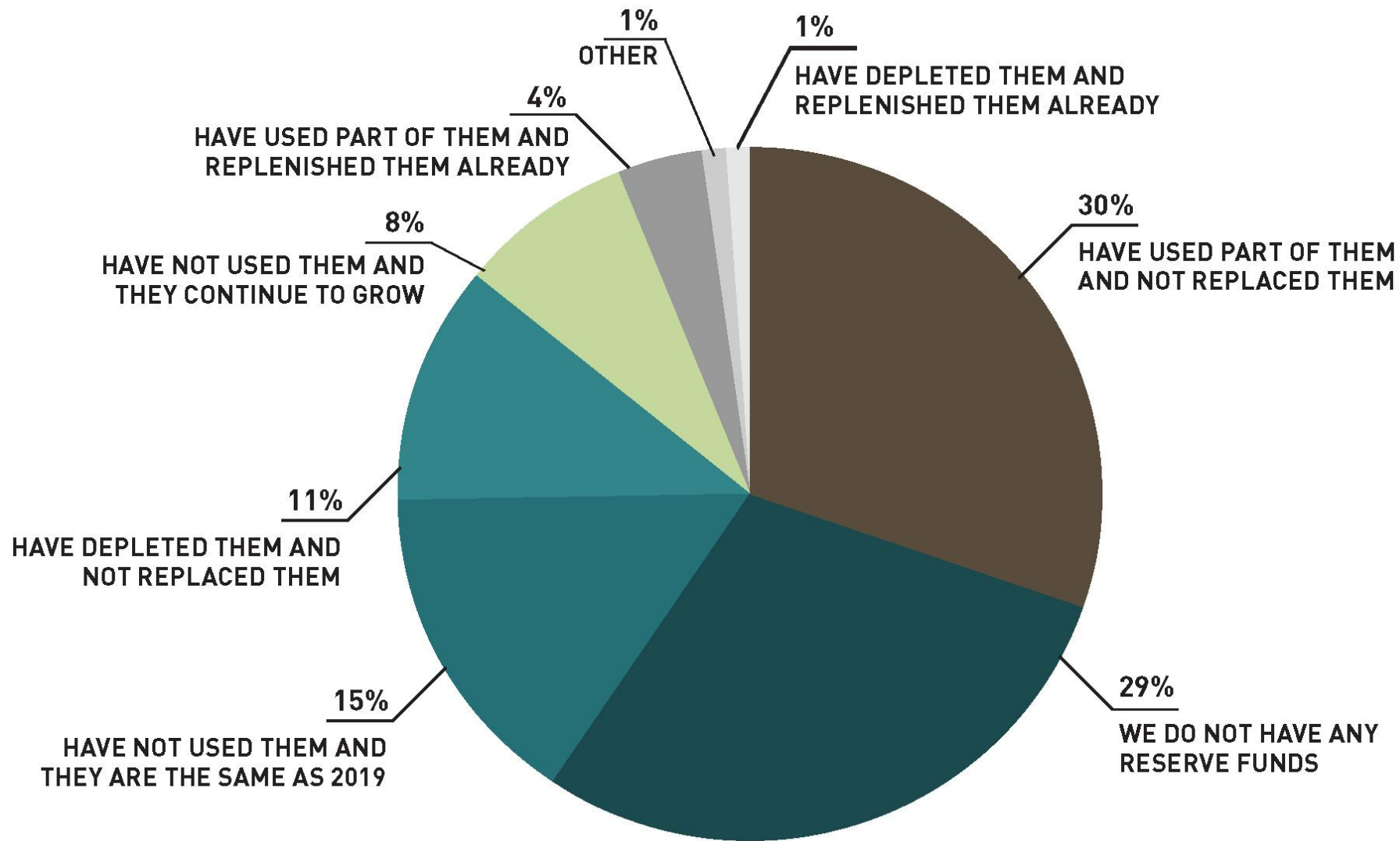
Q14: Unrestricted Revenue in 2020



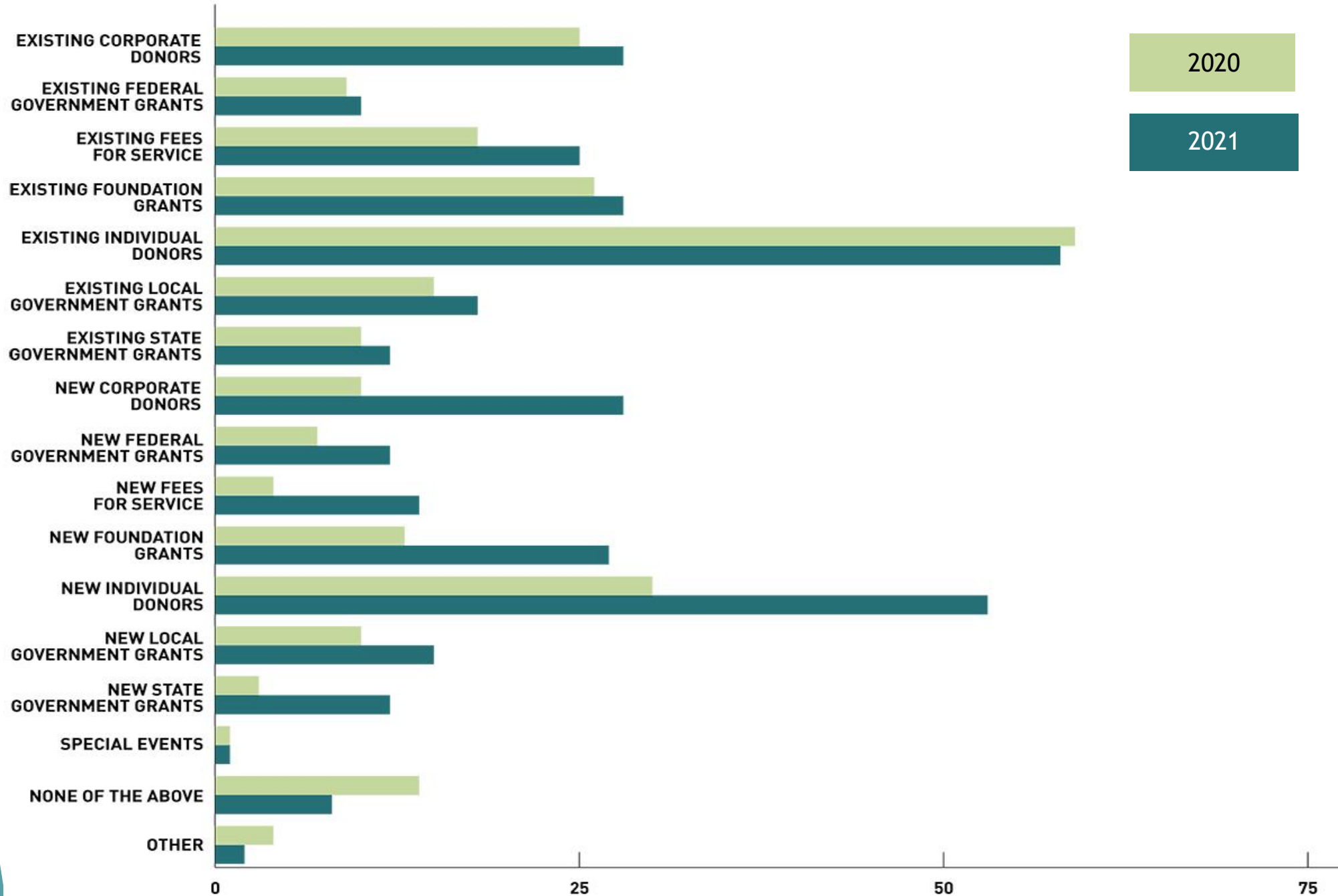
Q15: Fundraising Activities Changes



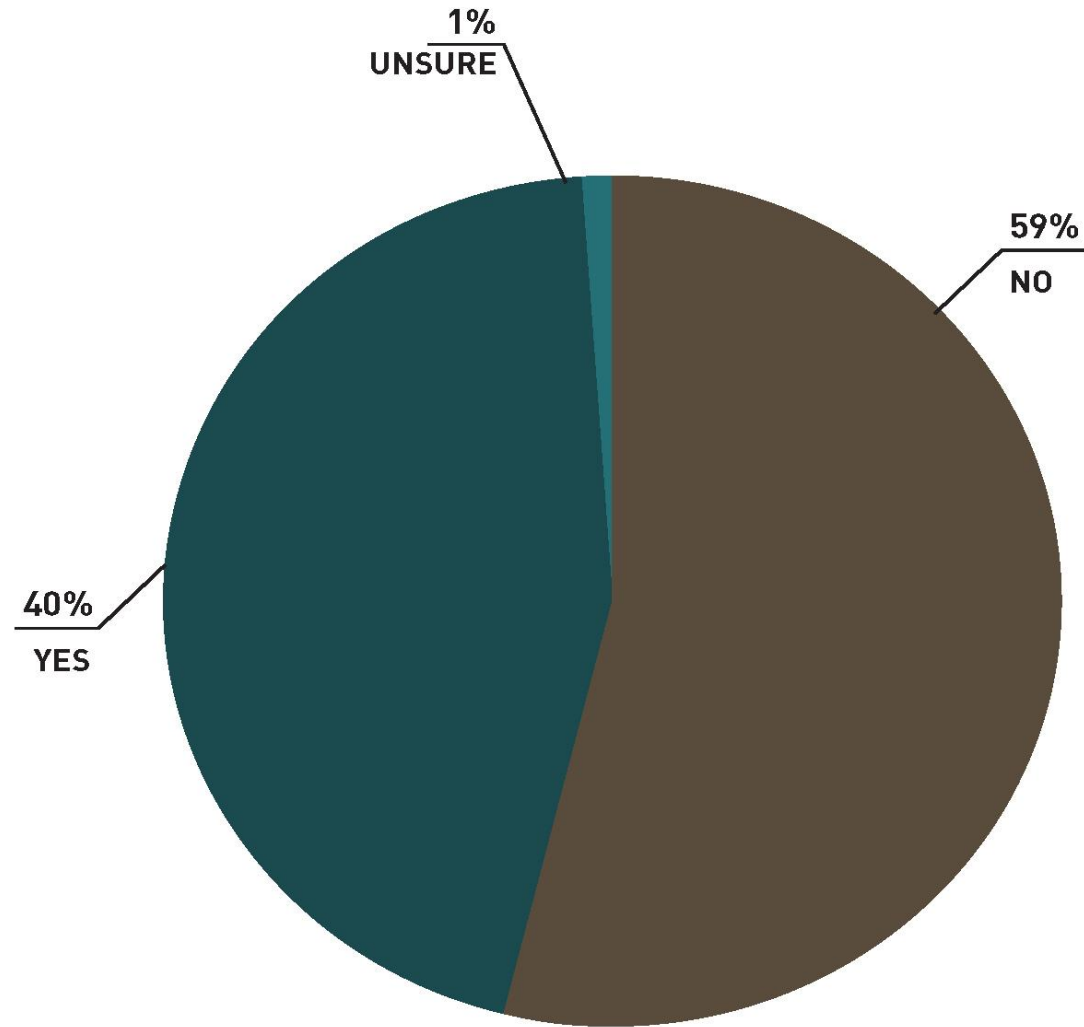
Q16: Fundraising Activities Comparison



Q17: Reserve Funds

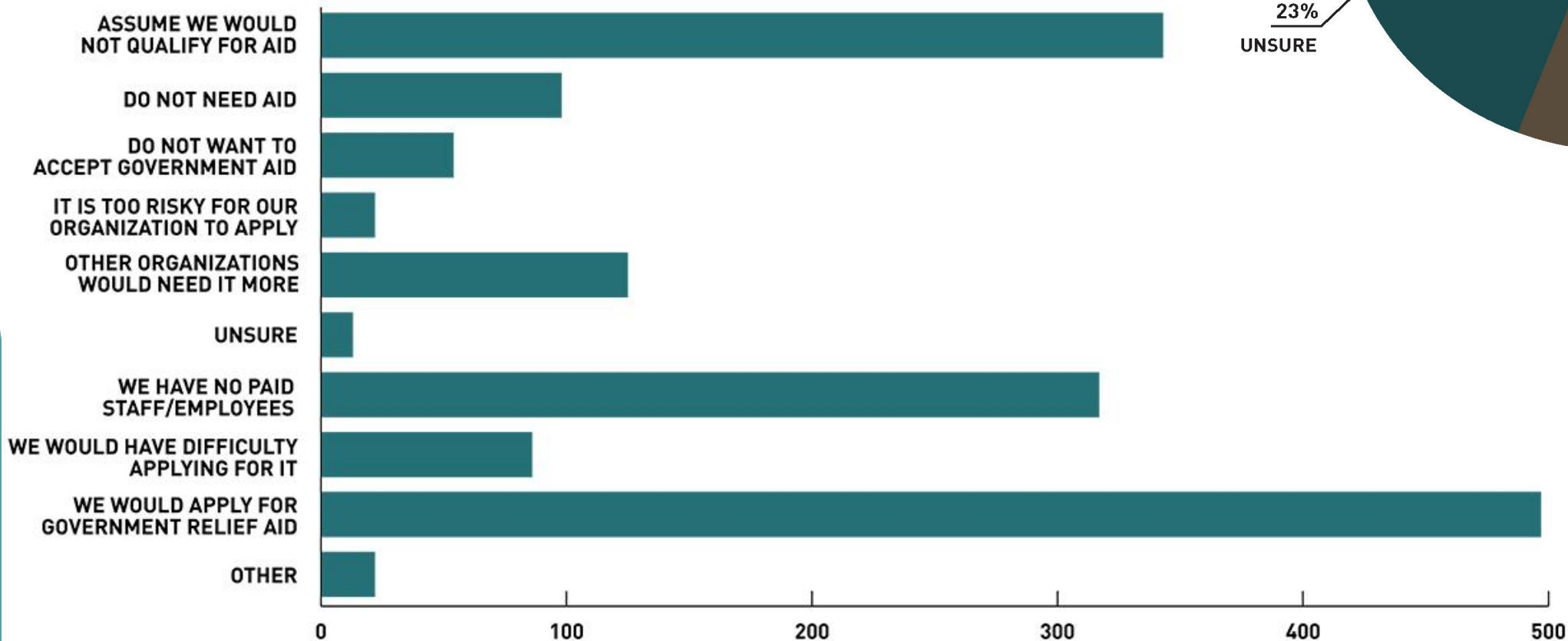
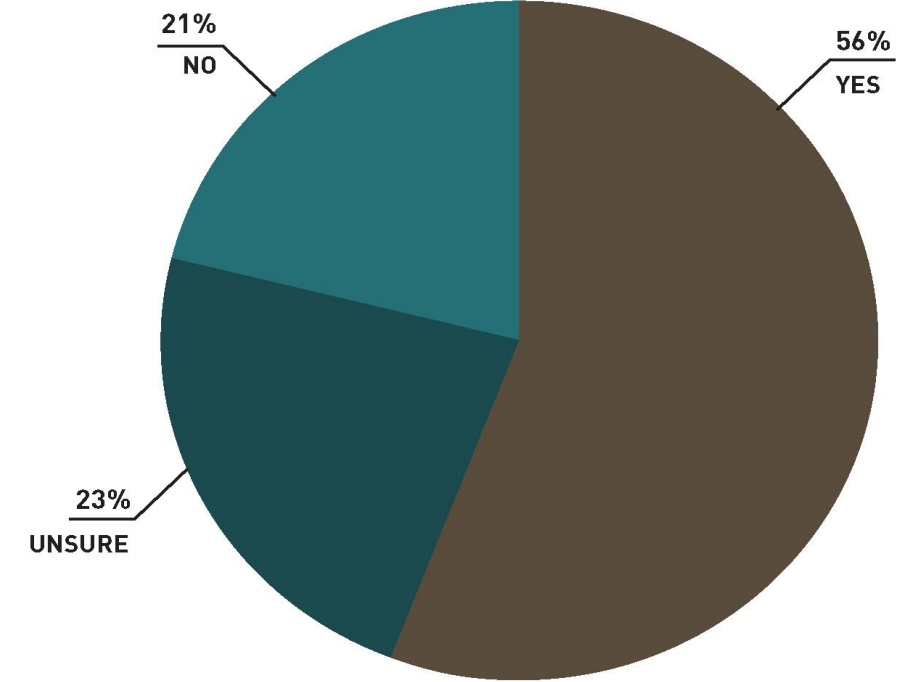


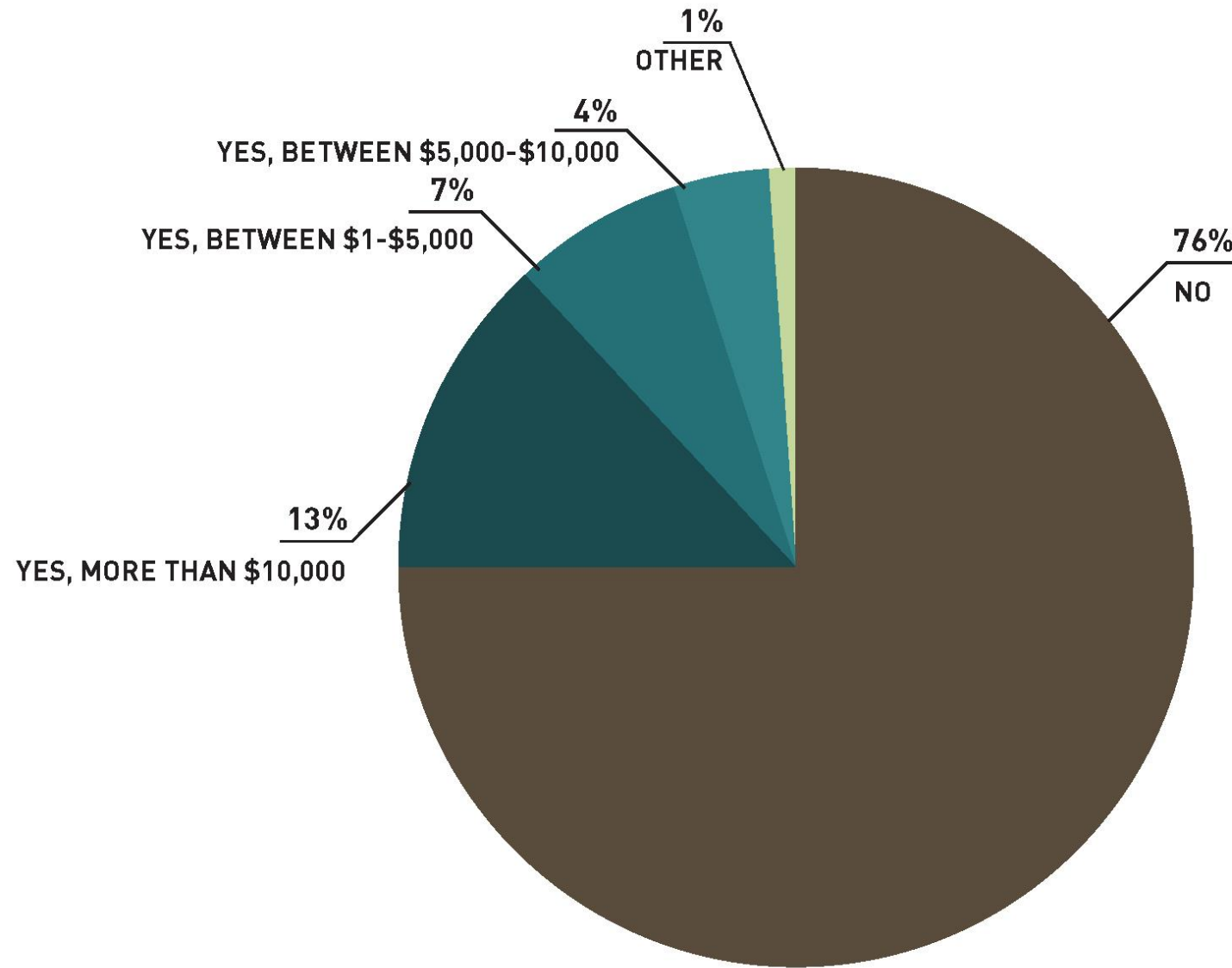
Q18/19: Fundraising Sources - 2020 vs. 2021



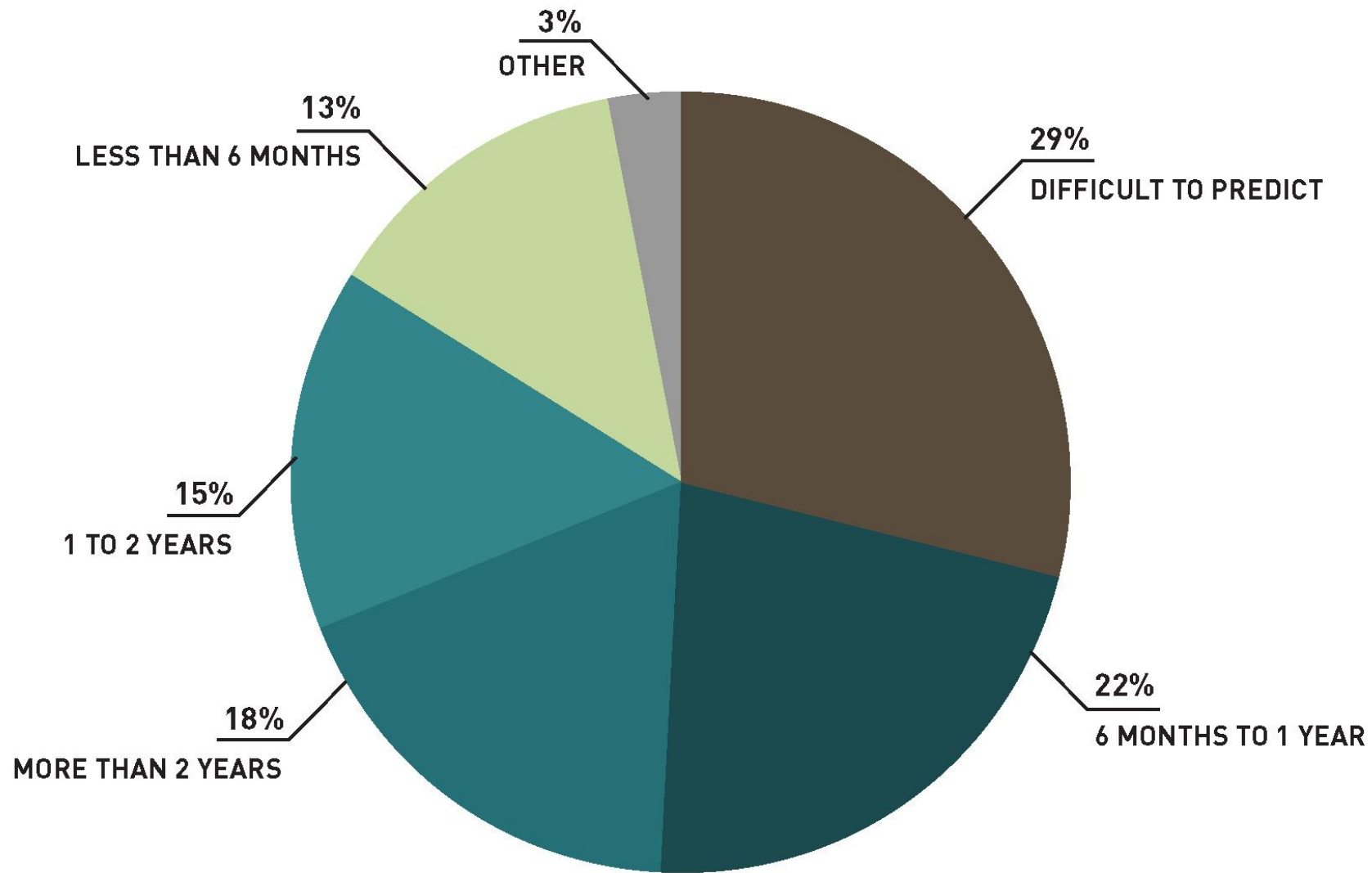
Q20: Current Government Relief Aid

Q21/22: Government Relief Aid Going Forward

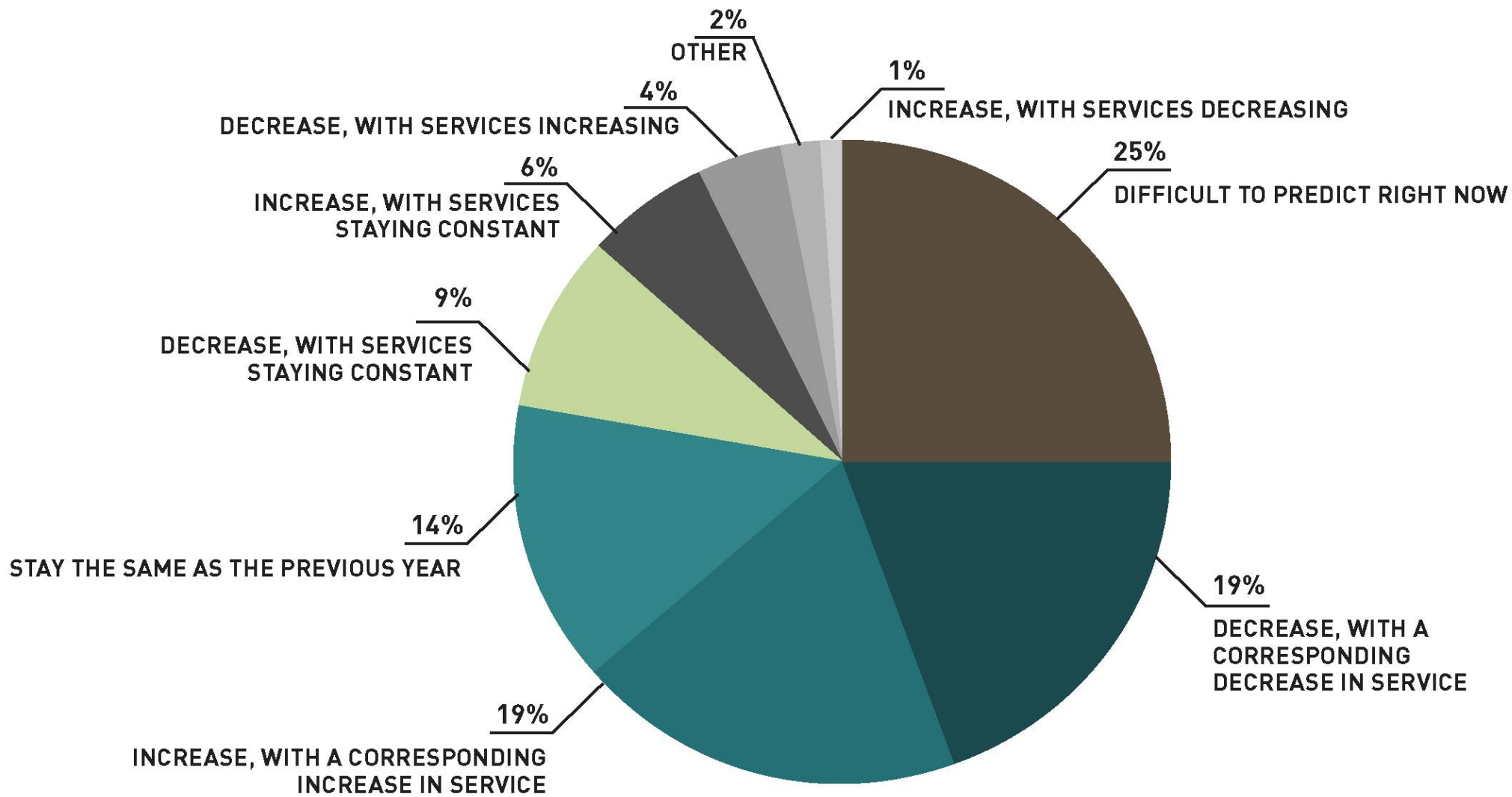




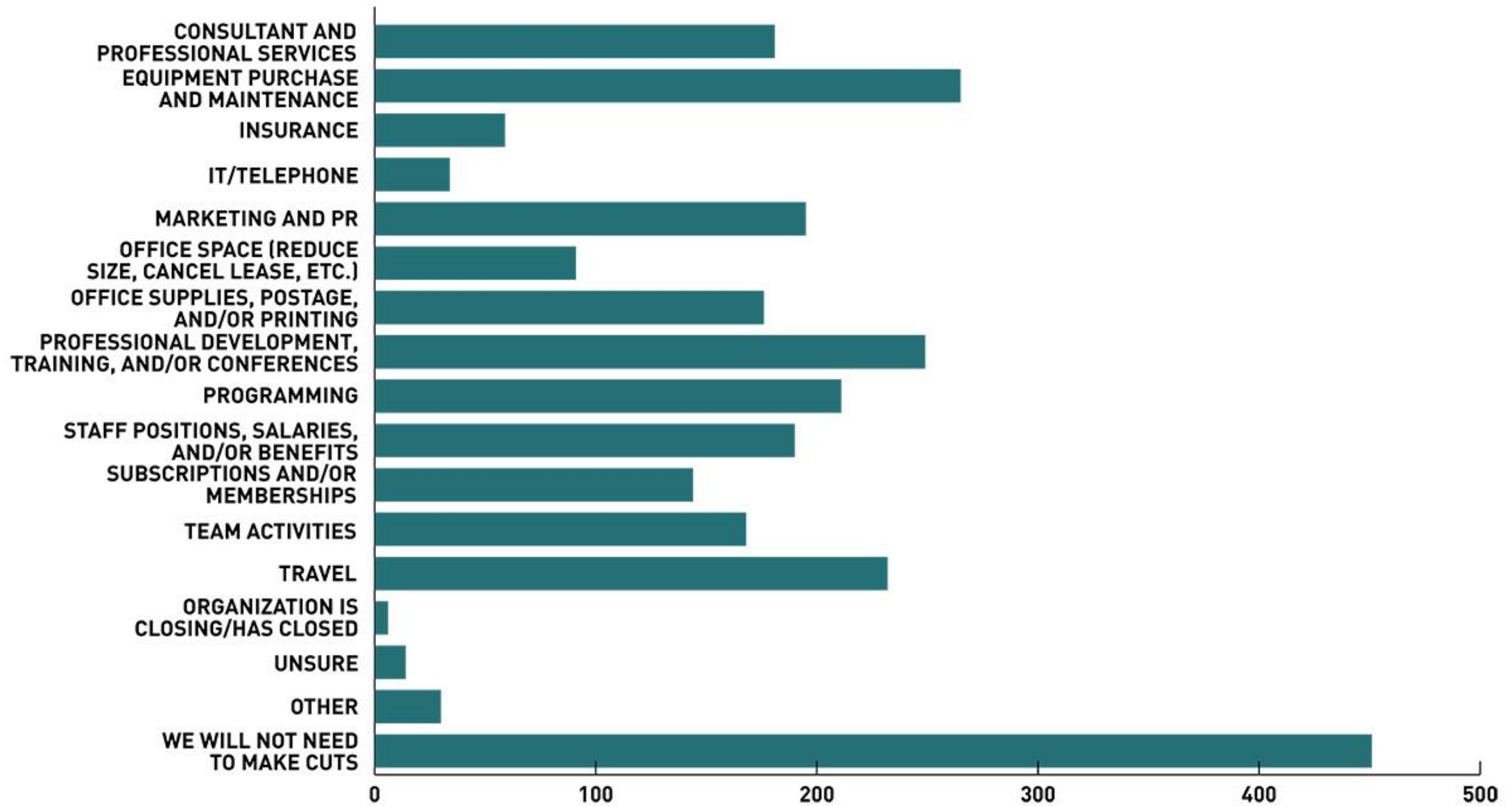
Q23: Other Relief Funding



Q24: Staying Afloat

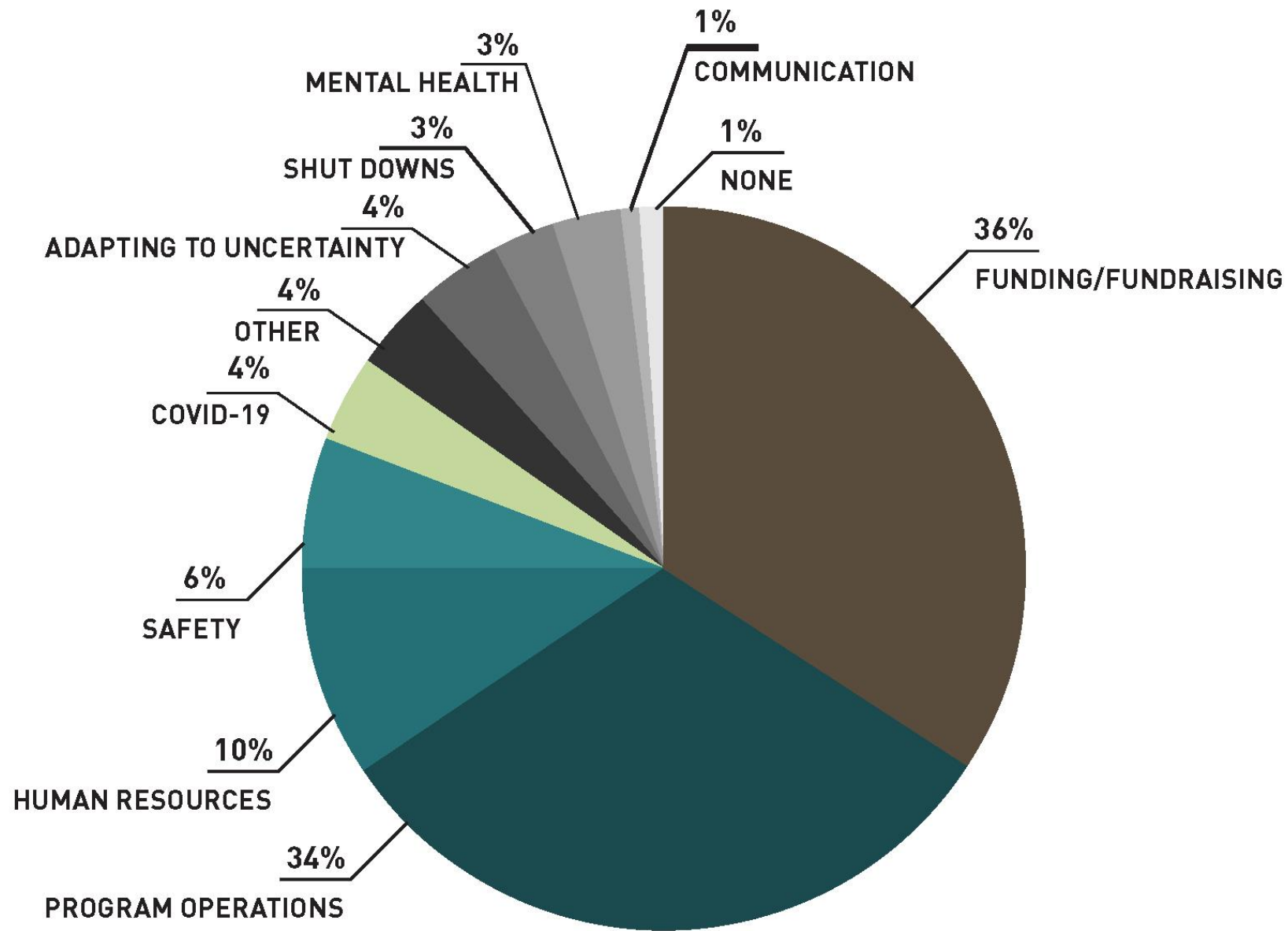


Q25: 2021 Budget Projections



Q26: 2021 Budget Cuts

Biggest Challenges



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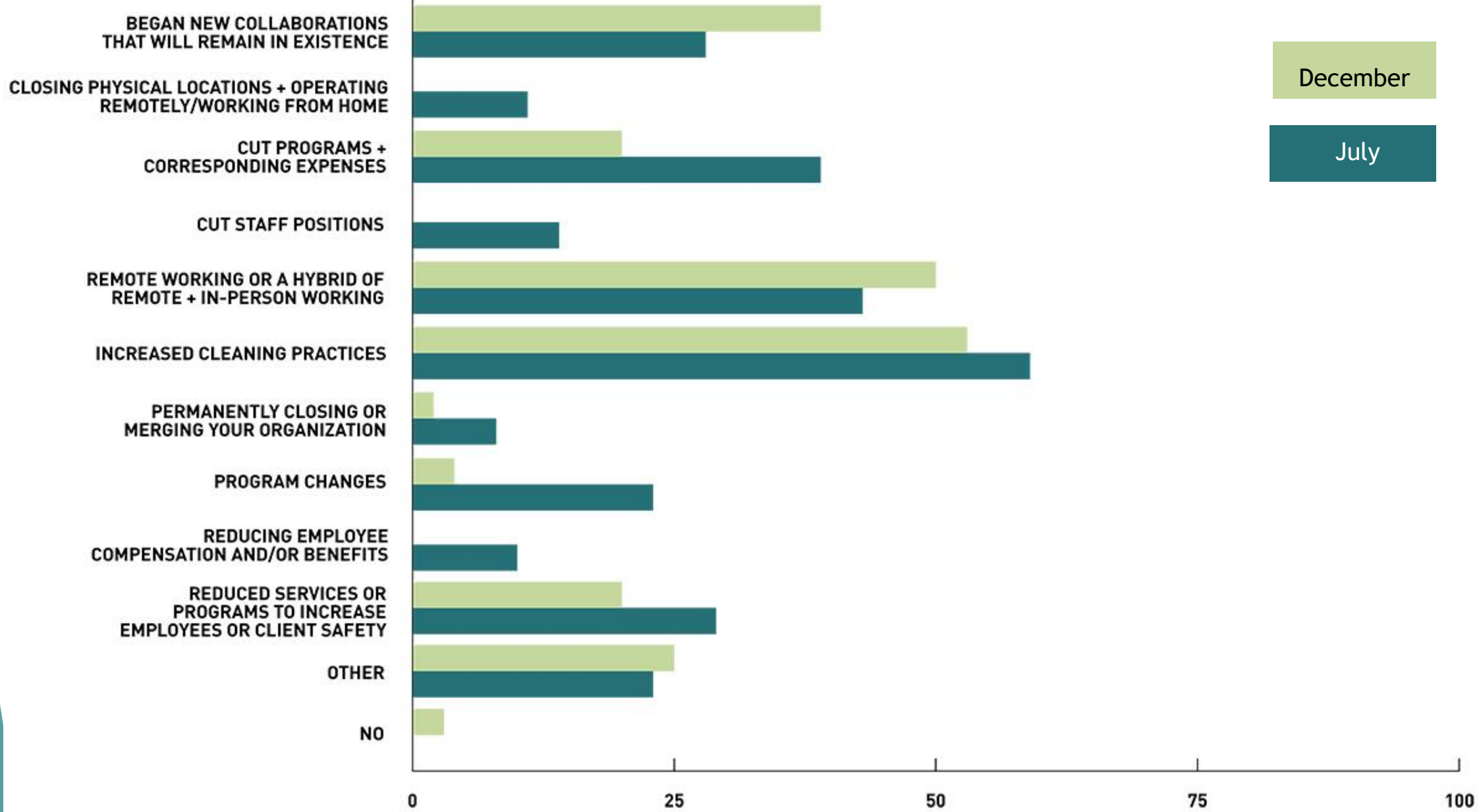
Q27: Biggest Challenges



Looking Ahead to 2021

	MUCH BETTER	SLIGHTLY BETTER	SAME	SLIGHTLY WORSE	MUCH WORSE
ACCESS TO FUNDS	7%	14%	36%	19%	24%
ACCESS TO VOLUNTEERS	4%	8%	39%	25%	24%
CLIENT NEEDS	5%	10%	46%	19%	20%
FUNDRAISING ACTIVITIES	2%	7%	27%	25%	39%
KEEPING STAFF IN PLACE	5%	8%	54%	17%	16%
PROGRAM DELIVERY	7%	14%	34%	24%	21%
RE-OPENING + RE-ENGAGEMENT	5%	12%	32%	26%	25%
STAFF/VOLUNTEER MORALE	5%	13%	41%	24%	17%

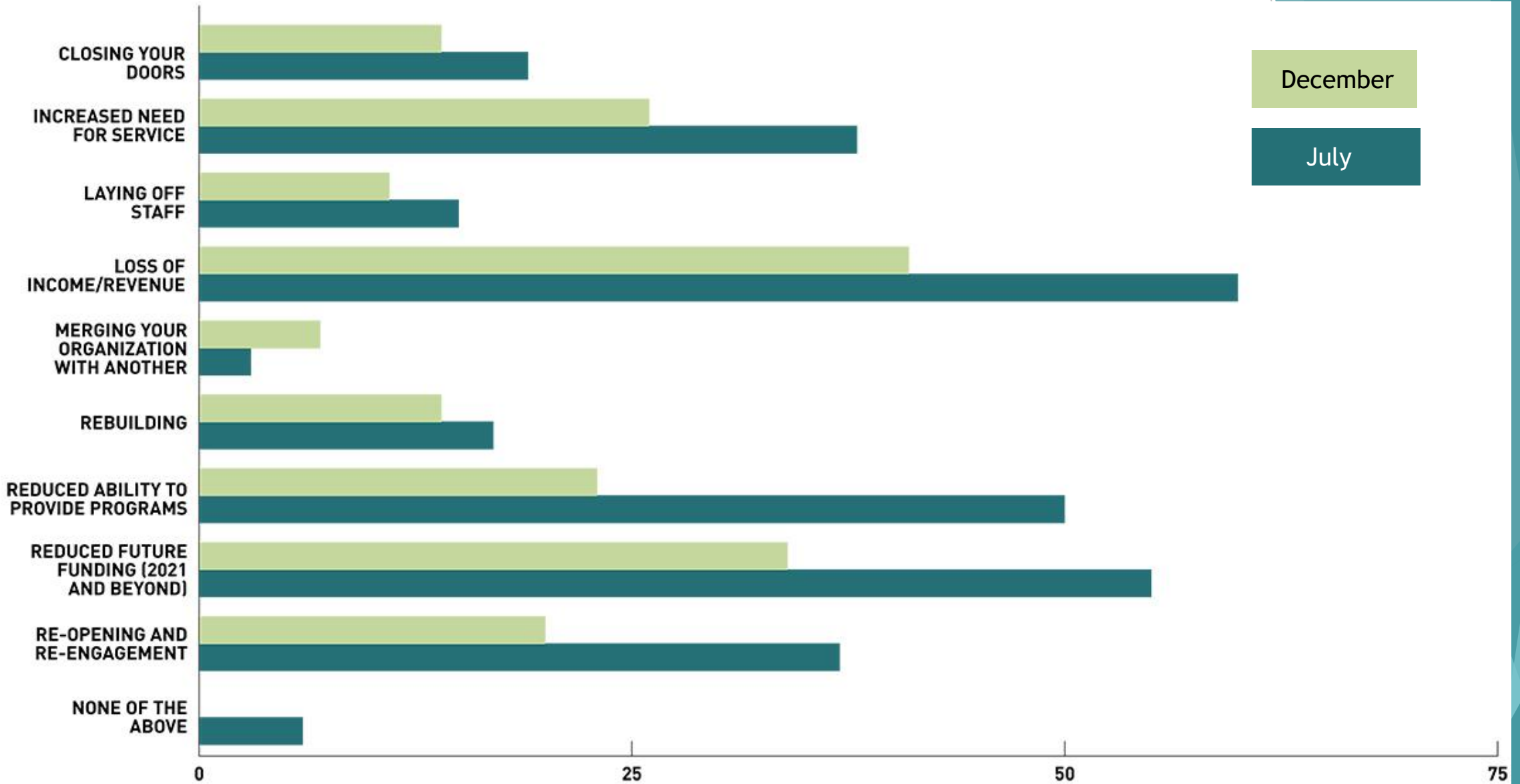
Q28: Expectations vs. Reality



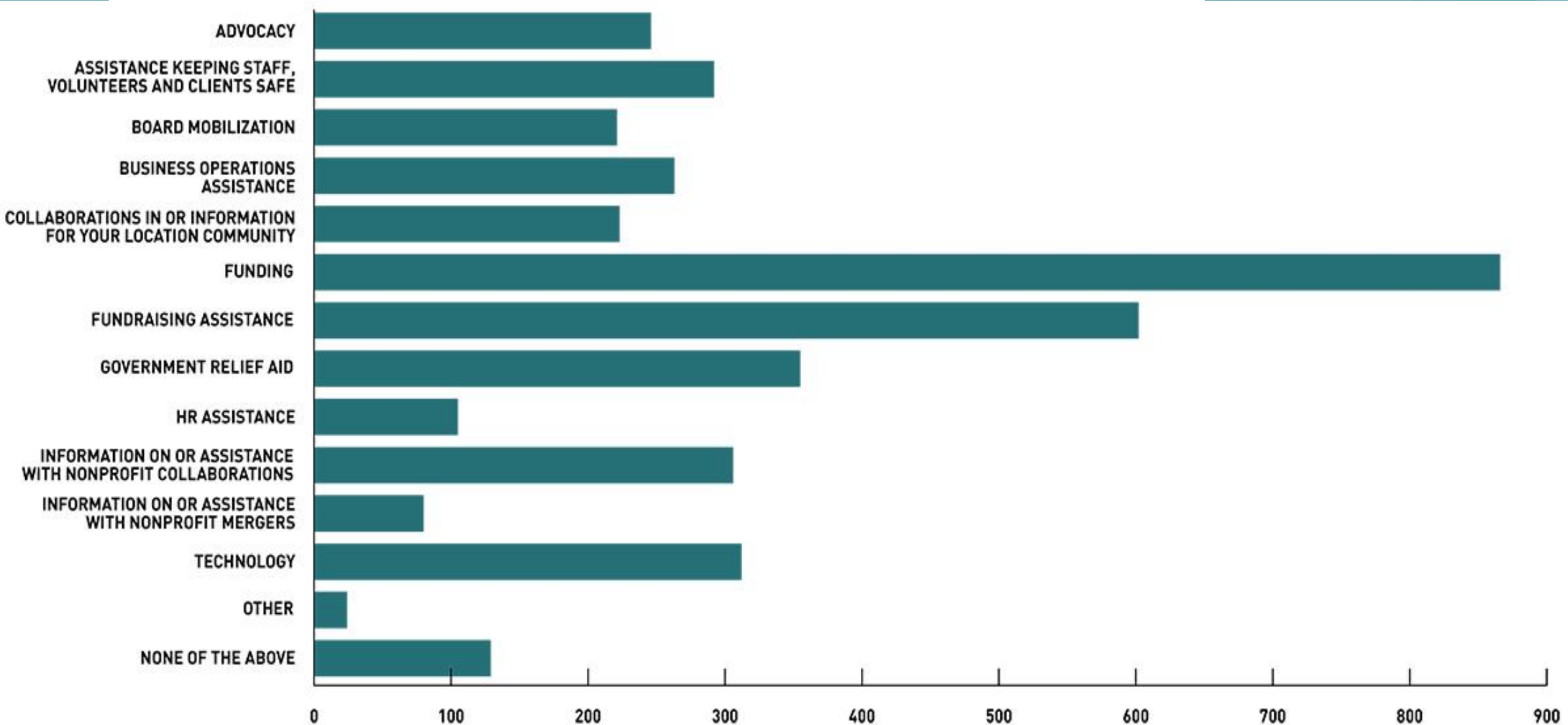
Q29: What Changes Will be Permanent?

	NOT AT ALL CONCERNED	A LITTLE CONCERNED	SOMEWHAT CONCERNED	VERY CONCERNED
CLOSING YOUR DOORS	44%	24%	18%	14%
INCREASED NEED FOR SERVICES	23%	27%	24%	26%
LAYING OFF STAFF	58%	20%	11%	11%
LOSS OF INCOME/REVENUE	11%	25%	23%	41%
MERGING YOUR ORGANIZATION WITH ANOTHER ONE	77%	10%	6%	7%
REBUILDING	43%	23%	20%	14%
REDUCED ABILITY TO PROVIDE PROGRAMS	22%	30%	25%	23%
REDUCED FUTURE FUNDING (2021 AND BEYOND)	14%	27%	25%	34%
RE-OPENING AND RE-ENGAGEMENT	30%	28%	22%	20%

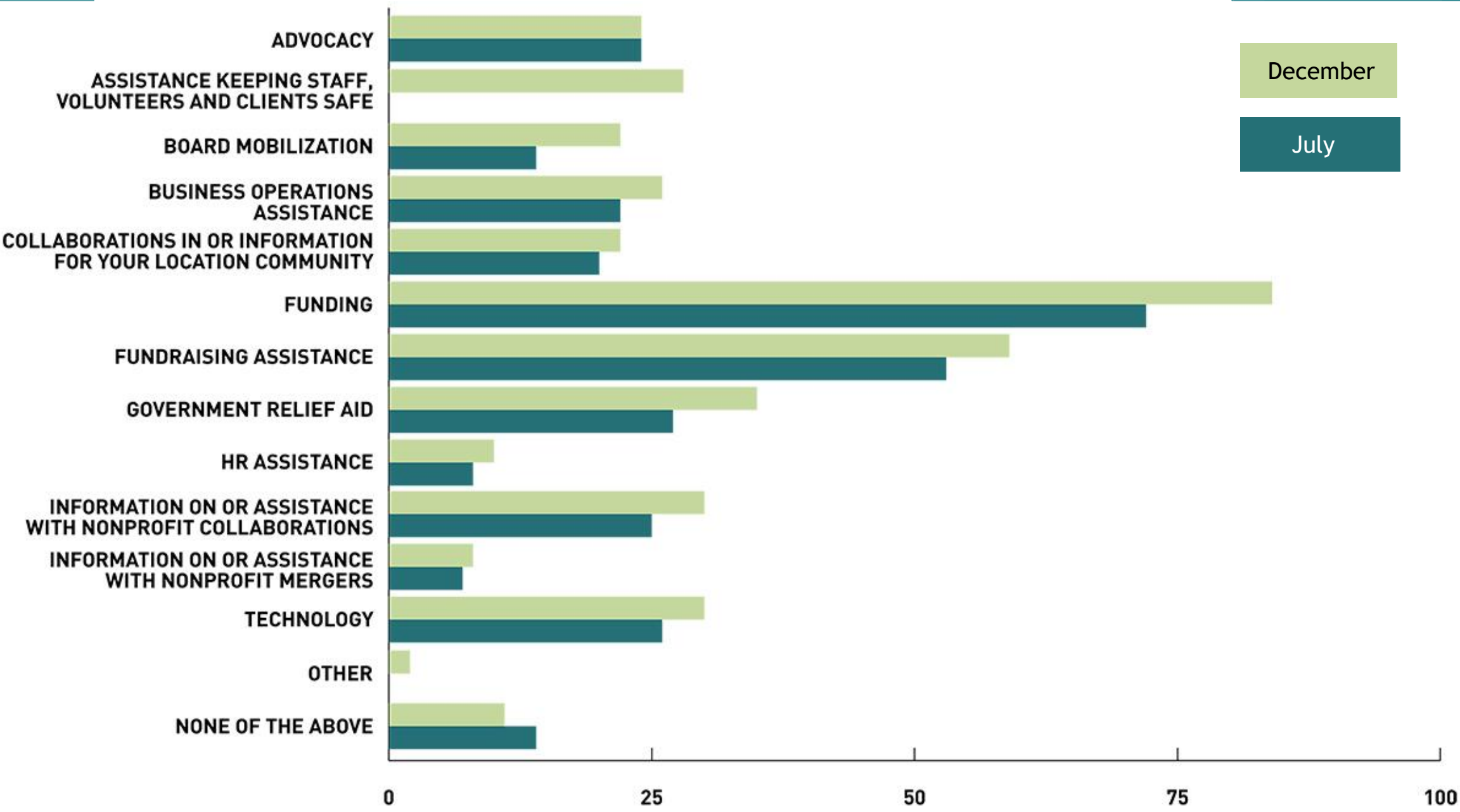
Q30: Concerns for the Next Year



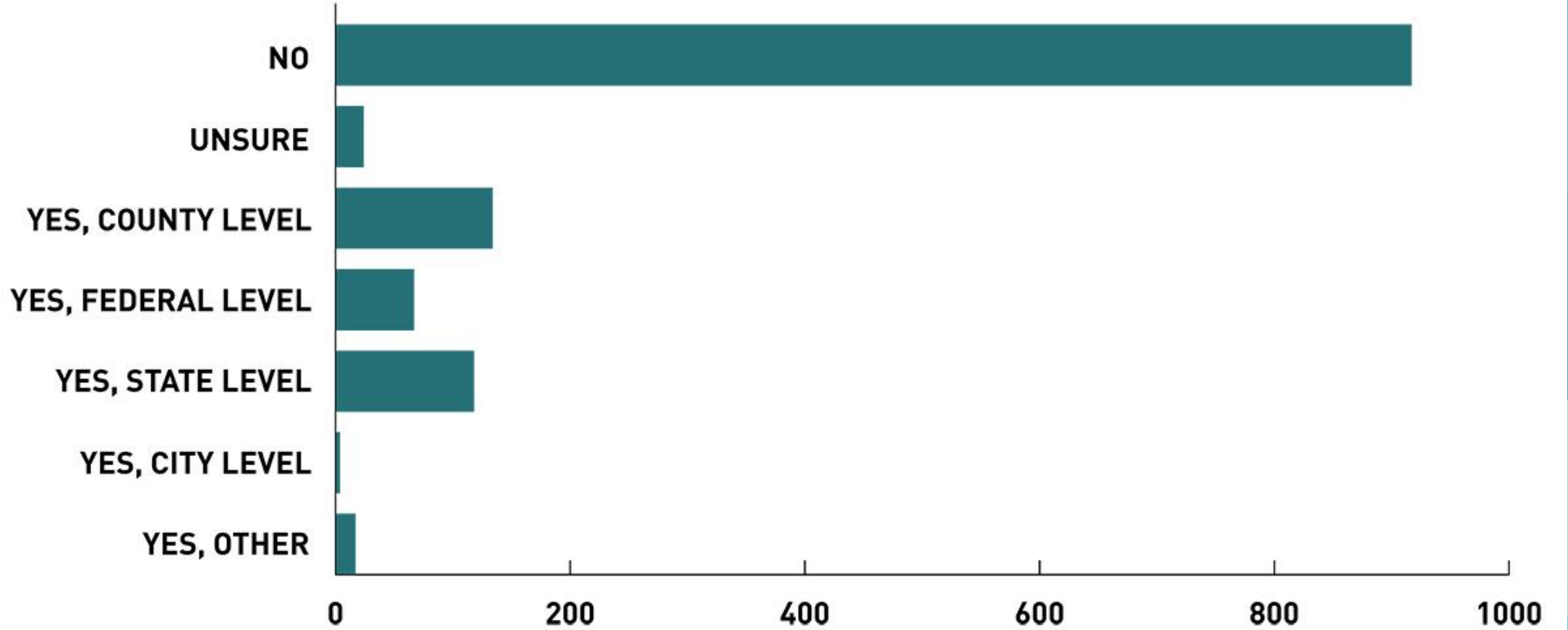
Q30: Concerns for the Next Year



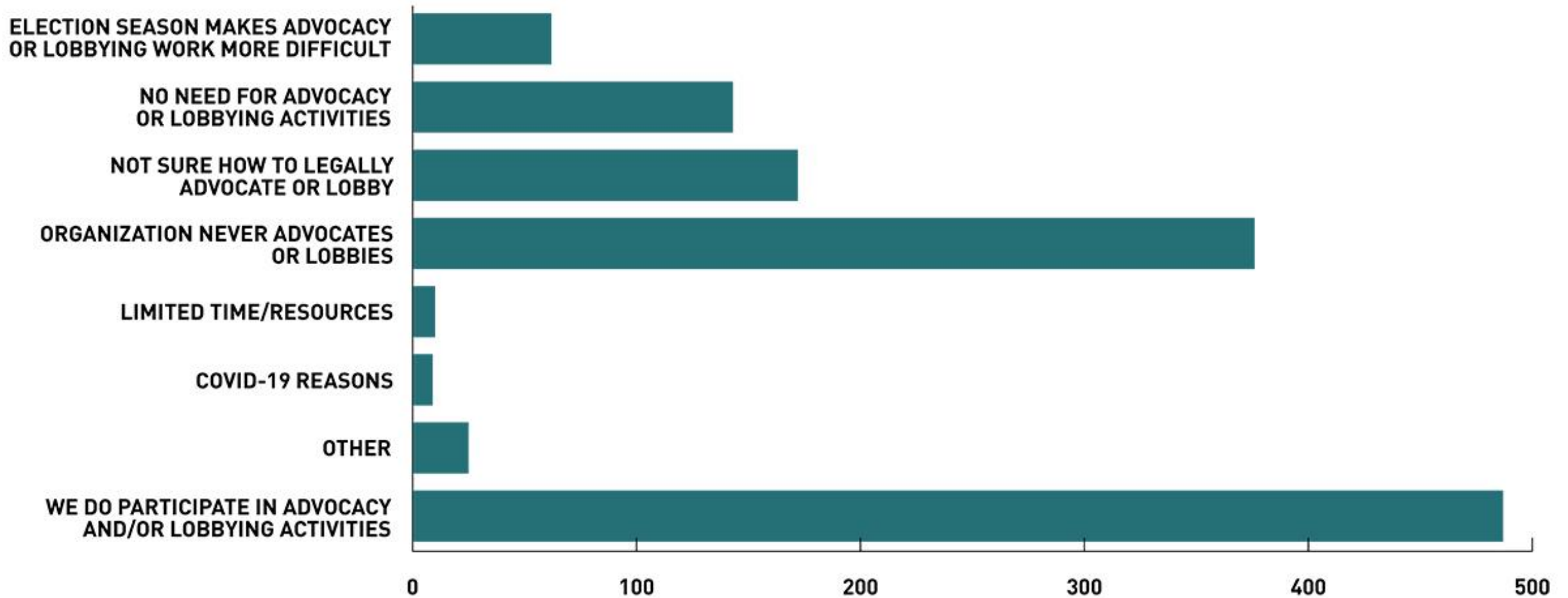
Q31: Resources Needed



Q31: Resources Needed



Q32: Advocacy Efforts



Q33: Advocacy Efforts

Takeaways

Takeaways - Funding

- Addressing funding concerns will take individual, foundation, government, and business giving efforts to support the vital work of nonprofit organizations.
- New government grants and contracts, especially at the state level, seem unlikely at this time.
- To ensure government relief measures are passed and include nonprofits in the relief provided, nonprofits need to understand that they can and should advocate in a legal and ethical manner.
- Nonprofits most need unrestricted operating funding.
- For nonprofits that have tapped into reserves this year, replenishing them will need to be a priority.

Takeaways - Other Resources

- It is time to re-envision and reimagine the roles of volunteers. Nonprofits need people to re-engage as volunteers, but we must keep them safe and provide different kinds of volunteer opportunities than we have in the past.
- Organizations need resources for technology, collaborations, safety, and business operations.

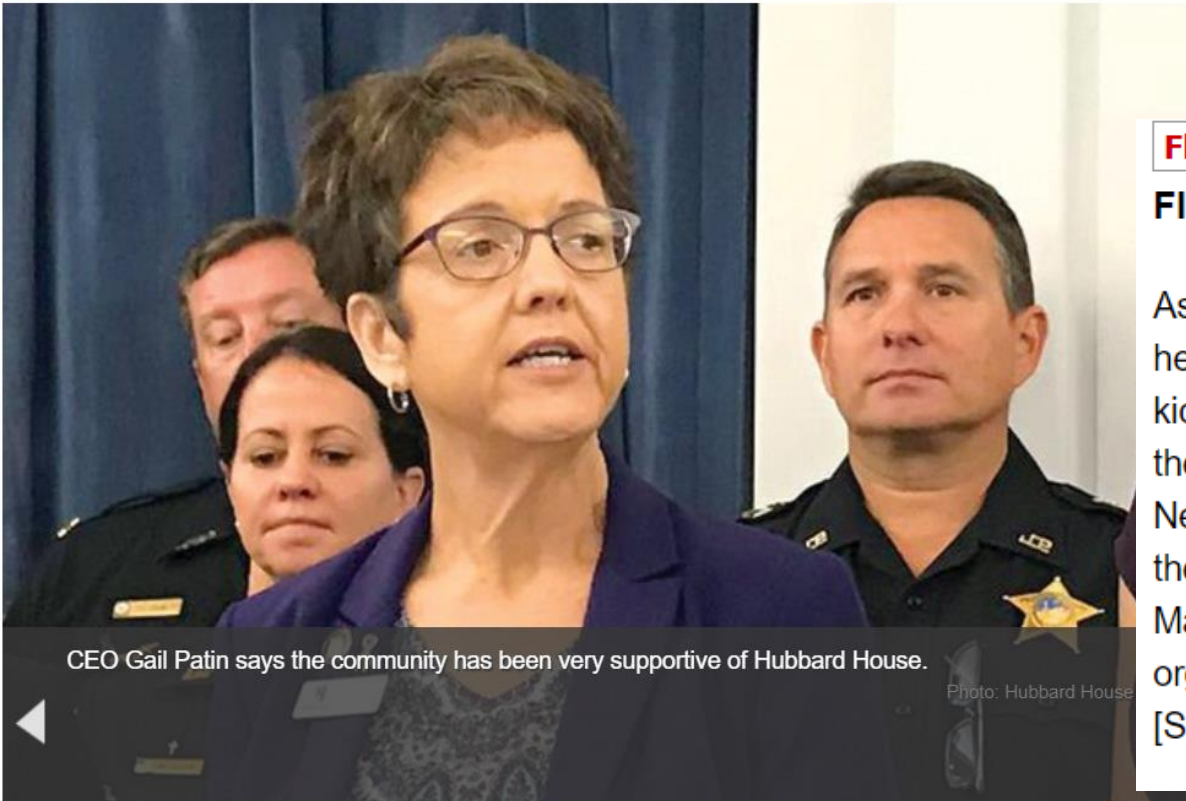
Takeaways - Looking Forward

- Nonprofit organizations are feeling slightly more optimistic than they did in July.
- However, demand remains high, service cuts still exist, and staff and volunteers are burned out and feeling effects on their mental health. We must take care of ourselves as a sector while we also take care of our communities.
- 14% are very concerned about shutting their doors; 34% only have enough income to stay open a year or less. Organizations will need technical, and potentially financial, assistance if they have to close.

Questions?

Florida Trend's Floridian of the Year

December 8, 2020



Florida Trend Exclusive

Floridian of the Year: Florida's non-profit sector during the pandemic

As the economy unraveled in 2020 amid mass layoffs and uncertainty, an army of helpers in Florida's nonprofit sector — Florida Trend's 2020 Floridian of the Year — kicked into high gear, delivering food to the hungry, offering financial assistance to the unemployed and providing emotional support, guidance and other services. Nearly 40% of non-profits have experienced an increased demand for services over the past several months, according to a survey by the Florida Nonprofit Alliance. Many answered the call even as the pandemic created big challenges for their organizations — from shrinking pools of volunteers to challenges in raising money. [Source: [Florida Trend](#)]

SHARE:



THE HELPERS

Floridian of the Year: Florida's non-profit sector during the pandemic

Amy Keller | 11/25/2020

Resources

FNA Resources - flnonprofits.org

- Advocacy and Communications:
 - 2021 Legislative Agenda
 - 2021 Legislative Session Preparation Guide
 - Newsletters and Member Updates
 - Continued lobbying efforts
- Research:
 - Economic Impact data
 - COVID-19 Research
- Resources:
 - Re-opening and Re-engagement Guide
 - COVID-19 Resources page

Next Steps

FNA will share this research with:

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

Florida Nonprofits

The success of the
state depends on
strong nonprofits

We must take care of
ourselves while we
care for others



Thank you!

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