



FLORIDA
ASSOCIATION OF
NONPROFITS

Established 1990



HEARTS

HELPING EDUCATING ADVOCATING
RESEARCHING TRAINING SAVING



Nonprofit Economic Trends 2019

**Celebrating our
Thirtieth Year of Serving
Florida's Nonprofit Community**

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March 12, 2019

The Heart of the Florida Nonprofit Community

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Dear Florida Nonprofit Leaders:

We are happy to present the Fourth Edition of the Nonprofit Sourcebook 2019, as we prepare to celebrate thirty years of service to the community.

This year we focus on our Economic Development Study of Nonprofits in the state of Florida. As the voice of nonprofits since our founding in 1990, we have been touting the benefits of nonprofit organization. They are not only providing great value to the community with their programs, but they are also an economic generator.

By being true to our mission, we have been active in providing Help, Education, Advocacy, Research, Training, and Savings (HEARTS). Through our focus on savings, we have facilitated the savings of over \$2 million for nonprofits in Florida in the last 10 years.

As part of our family, you share in the many benefits, superior educational opportunities, 10,000 person contact list, and savings. Let us know if you would like to join us.

We have delivered the Sunshine Certificate in Nonprofit Management classes to over 8,000 community leaders and, their constituents, who like you, are making a difference in your community. This program is part of our mission to build the capacity of Florida's nonprofit sector along with our partners: Nova Southeastern University's Fischler School of Education and Human Services and Broward College since 1995.

The Fourth Edition Nonprofit Sourcebook 2019 will walk you through the economic impact of nonprofits in the nation and in Florida and our Sunshine Certificate in Nonprofit Management.

Our goal is assist you in meeting and exceeding your goals to achieve your mission.

Best regards,
Maria Hidalgo
Maria Hidalgo
Chair of the Board

Marina Pavlov
Marina Pavlov
President/CEO

The charitable sector provides millions of people with powerful, independent, and voluntary methods for addressing the issues and expressing the values most important to them.



What is a Nonprofit?

Simply put, a nonprofit is a tax-exempt organization that benefits the broad public interest.

However, the Internal Revenue Service (IRS) defines more than 25 categories of organizations that are exempt from federal income taxes. The most common nonprofit is classified as a 501(c)(3), which includes public charities or private foundations.

These organizations include large national organizations such as the American Red Cross, as well as your local soup kitchen, community hospital, and places of worship.

The charitable sector provides millions of people with powerful, independent, and voluntary methods for addressing the issues and expressing the values most important to them.

Independent Sector reported that in 2016, 63 million Americans volunteered about 8 billion hours of their time, talent and effort to improve people's lives and the world. With the value of volunteer time, these Americans are contributing approximately \$193 billion to our nation.

All nonprofits have a vital role to play in strengthening democracy, advancing freedom of expression, and adding richness and diversity to community life.

Throughout our history, Americans have turned to nonprofit organizations to provide a strong, collective voice to inform and influence public policy.

Source: Independent Sector - independentsector.org



FLORIDA
ASSOCIATION OF
NONPROFITS

Established 1990

Mission

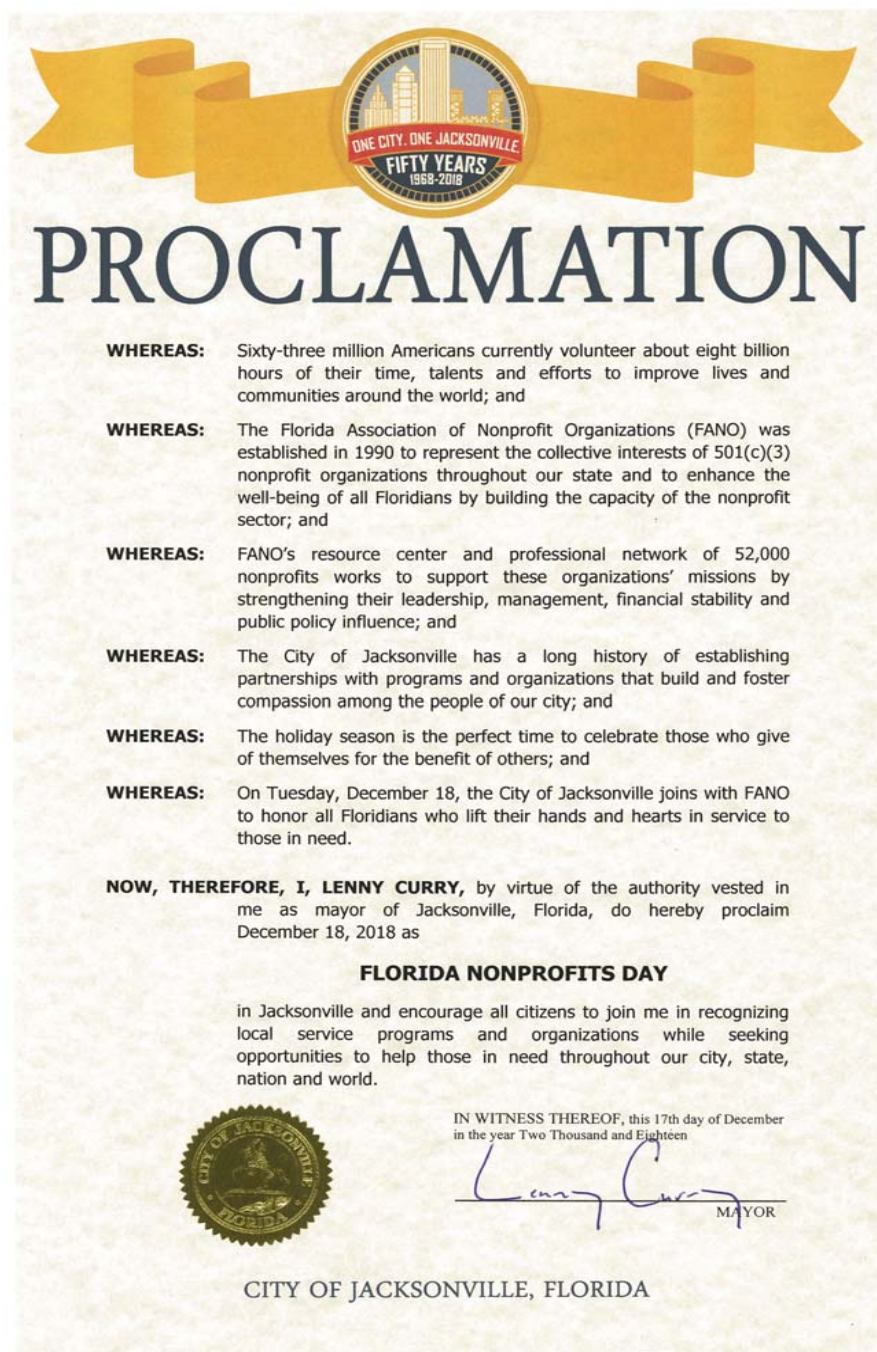
The **Florida Association of Nonprofits**, also known as Florida Nonprofits, is a statewide resource center and professional network for staff and board members of 501(c)(3) nonprofits in Florida. We were founded by nonprofit leaders in 1990 to enhance the wellbeing of all people and communities in the state of Florida by building the capacity of the private nonprofit sector. Florida Nonprofits assists Florida's more than 50,000 public charities in strengthening their leadership, management, financial, and public-policy capacity to reach their missions.

Florida Nonprofits, a 501(c)(3) statewide nonprofit, is a member of the [Independent Sector](http://independentsector.org), Washington, D.C. Contributions are tax-deductible as allowed by law.



HEARTS
HELPING EDUCATING
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TRAINING SAVING

Kudos to Florida Nonprofit Volunteers



Facts and Figures about the Nonprofit Sector in the U.S.

The charitable sector plays a crucial role in lives across the country and around the world.



\$390 Billion

Americans are generous. Total charitable giving in the U.S. in 2016 was about \$390 billion, a 2.7 percent increase from the previous year.



\$24.14 per hour

Each hour volunteered generated \$24.14 in value.

\$193 Billion

In 2016, Americans contributed approximately \$193 billion in value to their communities through volunteer hours.



The Johns Hopkins Nonprofit Economic Data Project (NED) is generating critical new information on the nonprofit sector by analyzing diverse datasets on nonprofits, including data on nonprofit finances, employment and wages, and volunteering.

Nonprofit organizations are facing increased pressures throughout the United States, but the nonprofit sector's ability to respond has been limited by a lack of timely information on economic realities are affecting nonprofits.

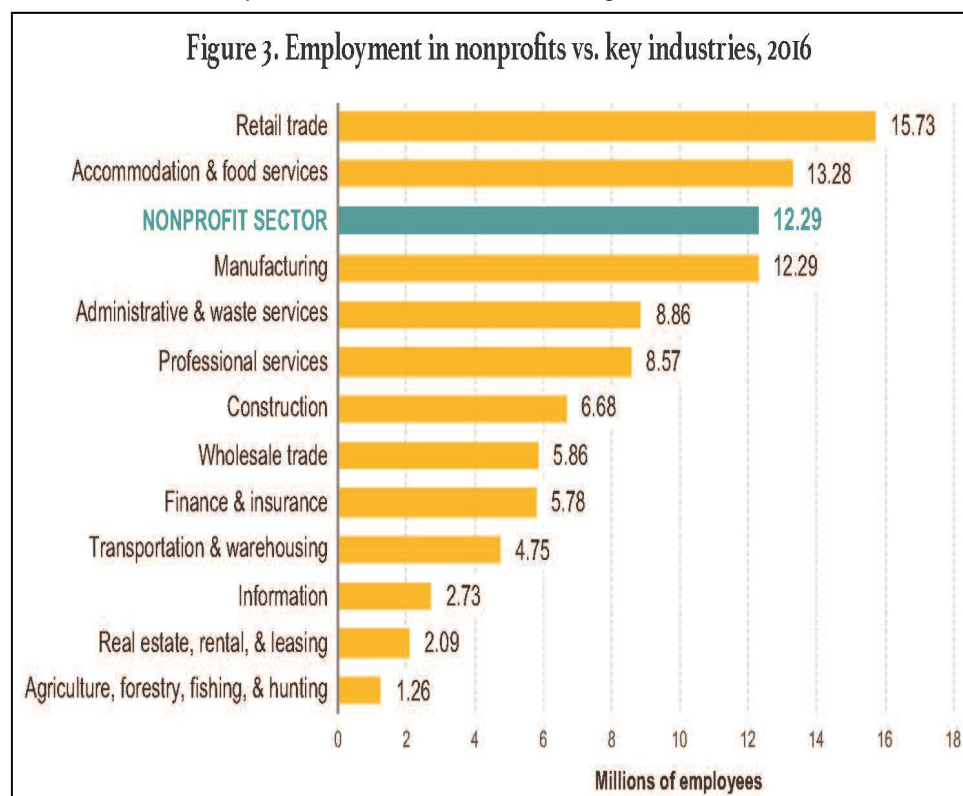
NED is charting economic trends in the nonprofit sector including how employment, wages, and finances have changed over time and in relation to other industries.

A collaboration between the Center for Civil Society Studies, state employment security agencies, the U.S. Bureau of Labor Statistics, and state nonprofit associations, NED offers the most up-to-date, in-depth analyses on these aspects of the nonprofit sector.

This analyses/reports are reshaping how the sector is viewed.

- **Nonprofit employment is much larger than expected** and much more widely dispersed, outdistancing many major industries in its contribution to state employment and payrolls.
- **Nonprofit employment is dynamic**, growing more rapidly than overall employment.
- **Nonprofit employment is spreading** to the suburbs and rural areas.
- **Nonprofit wages exceed for-profit wages** in many of the fields where both sectors operate.

The NED project reports that not only is the nonprofit workforce sizable when compared to all private employment, but its considerable scale is even more clearly apparent when compared to that of the 18 different "industries" into which statisticians divide the American economy. When viewed this way it becomes clear that US nonprofits employed the third largest workforce of any US industry in 2016, behind only retail trade and food service and accommodation, and on a par with manufacturing. The nonprofit sector has held this third highest position among US industries for well over a decade. Further, as of 2016, it is adding employment at a rate that exceeds that of the country's business sector by a [rate of 3-1](#). Yet, due to the way national economic data are kept, these facts are mostly unknown.



Facts and Figures about the Nonprofit Sector in the U.S.

The charitable sector plays a crucial role in lives across the country and around the world.



63 Million Volunteers



Twenty-five percent of America's adults volunteer their time, talent, and energy to making a difference in their communities.

Source: Independent Sector

<https://independentsector.org>

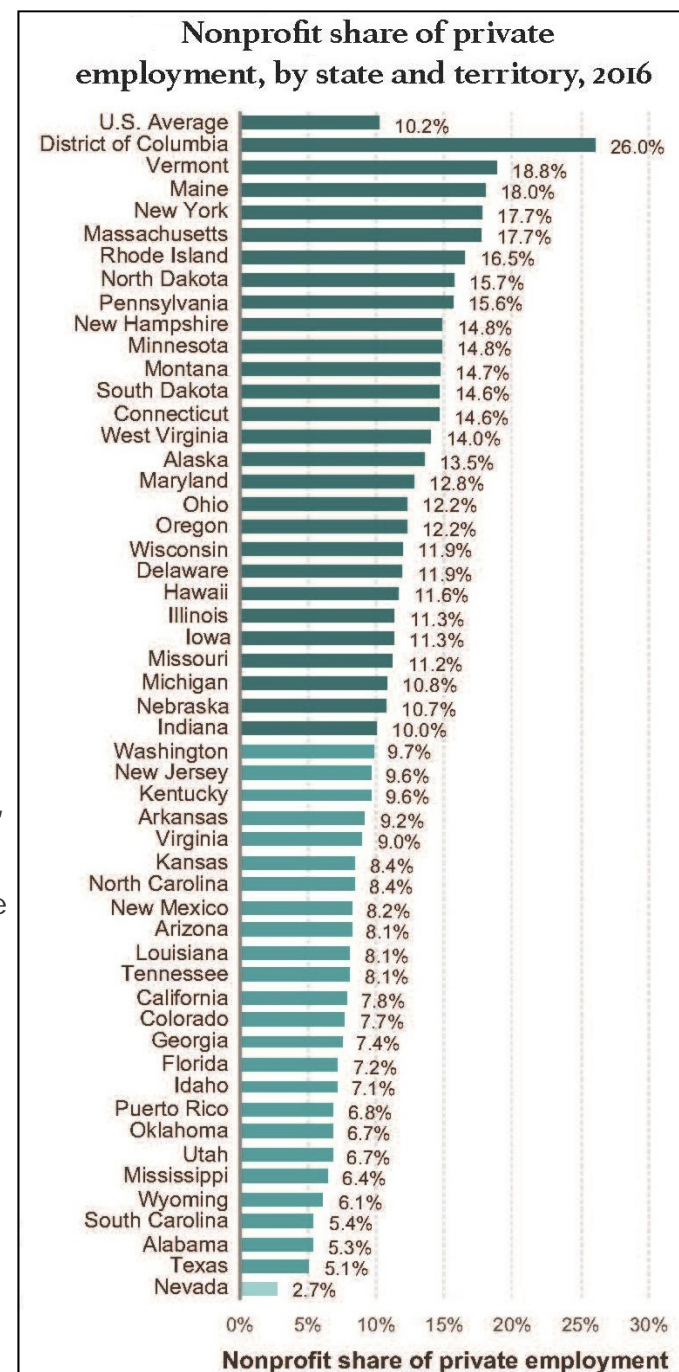
Florida Association of Nonprofits

Nonprofits are a Major Economic Force Nationally

Economists consider any industry or economic sector that employs 5% of a country's workforce to be a "major" industry or sector. The 12.3 million paid workers employed by US nonprofits as of 2016 accounted for a substantial 10.2% of the total US private workforce, more than qualifying nonprofits as a major economic force in the US.

In half the states, nonprofit jobs account for over 10% of all private jobs, and in 10 states they account for 15% or more.

Source:
**John Hopkins
Center for
Civil Studies**



Florida Trend

The Issues, People and Ideas that Define Florida Business

March 7, 2019

Financial Report

Florida's nonprofit sector provides payroll of \$26 billion annually - In Florida, 83,000 nonprofits statewide receive \$90 billion in annual revenue

"The Florida Association of Nonprofits provides guidance and supports in promoting nonprofit services, advising those organizations working to advance the health and welfare of the communities throughout Florida." Jeb Bush, Governor, State of FL

Kudos!!! Florida Association of Nonprofits 30 Years of Service

Thank you for the incredible conference, great instructors/topics, and social events. ... and many thanks again for an experience that seemed like a life-changer! **Thomas J. Harrington, MA Director, Department of External Relations**
Quit Doc Research & Education Foundation

Thank you for the great work that you do here in Florida. The certification intensive that I just completed was well worth the time and the work! The information was very relevant and the group was very special. I will recommend it to others and hope to work together again. **Dae Lynn K. Helm, Assistant Director of Research/Grants, Jacksonville Children's Commission**

The Florida Nonprofit program helped in increasing my skills and knowledge base. Most helpful to me was the method of fundraising... beyond grants. The curriculum strengthened my ability to tackle a nonprofit executive leadership role. The absolute best was the networking opportunities and contact with other nonprofit professionals and the brainstorming and collaboration too. **Lucille Acken, Director Organizational Development/Grants, Catholic Charities, Diocese of Venice,**

I will recommend the certification to others. I would do it all over again including the final project. **LaShawn McCray, Medical Operations Broward Children's Center**

The Nonprofit Sector in Florida



Economic Impact of Florida's Nonprofit Sector

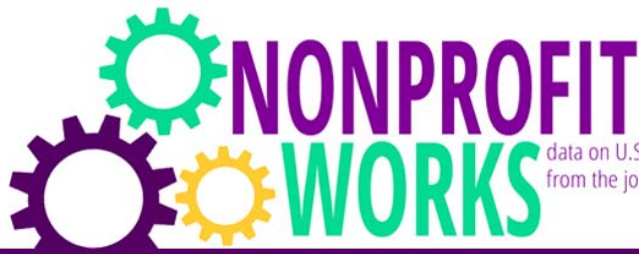
- Employs 429,800 people, 7% of the state's workforce
- Generates more than \$86 billion in annual revenues
- Holds assets of nearly \$192.9 billion
- Florida foundations annually give over \$1.4 billion
- Floridians give \$11.1 billion to charity each year, representing 3.4 percent of household income



NUMBER OF FLORIDA NONPROFIT ORGANIZATIONS

ALL NONPROFIT ORGANIZATIONS	69,310
501(c)(3) PUBLIC CHARITIES (INCLUDES SOME RELIGIOUS ORGANIZATIONS)	50,655
501(c)(3) PRIVATE AND PUBLIC FOUNDATIONS	5,960
OTHER 501(c) NONPROFIT ORGANIZATIONS *	12,695
* CIVIC LEAGUES, CHAMBERS OF COMMERCE, VETERANS ORGANIZATIONS, ETC.	

2016 Data



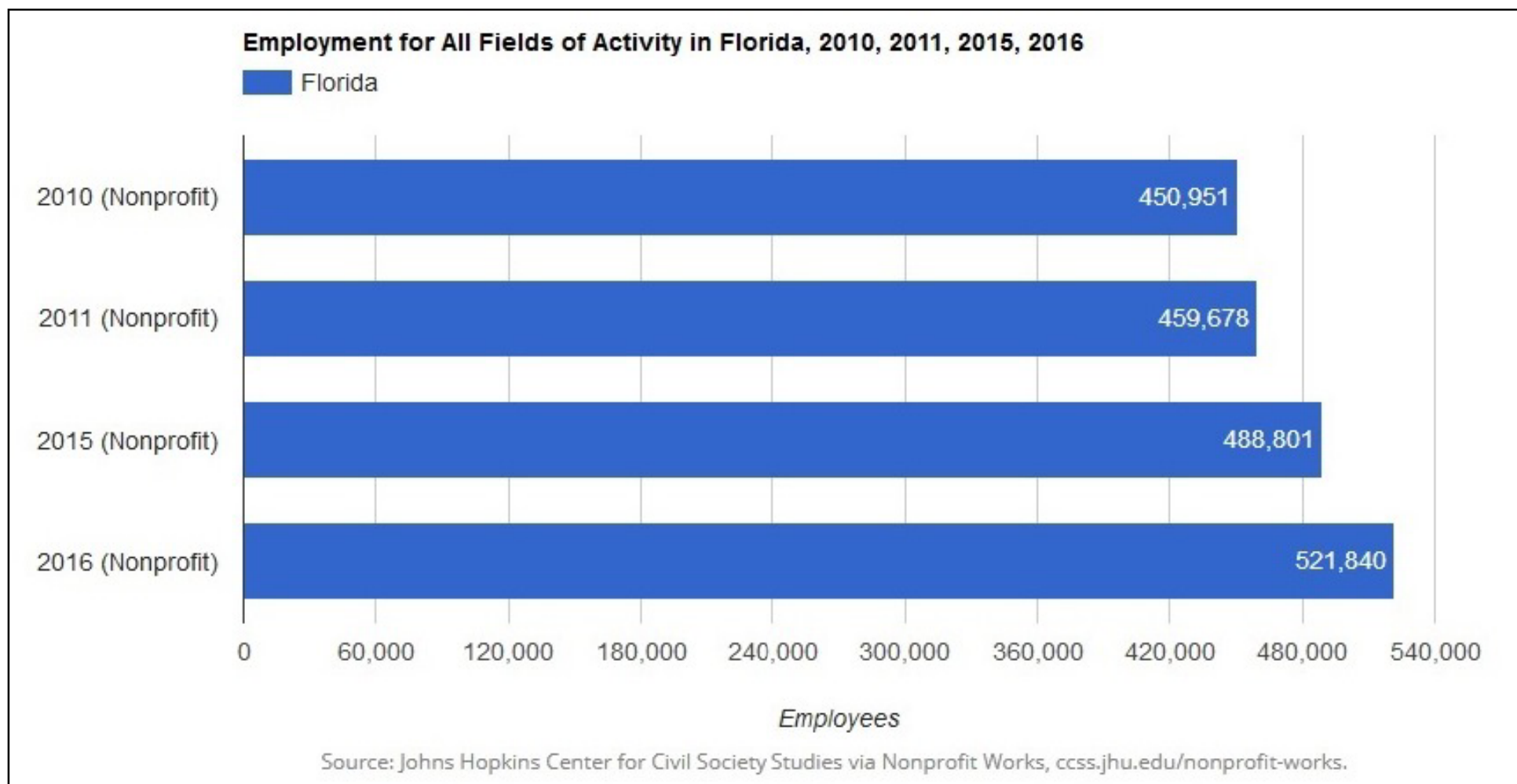
data on U.S. nonprofit employment, establishments, and wages
from the Johns Hopkins Center for Civil Society Studies

Nonprofit Wages in Florida 2010, 2011, and 2016



The John Hopkins Center for Civil Society Studies, via Nonprofit Works, determined that in 2016 nonprofits in Florida employed more than 500,000, paying annual wages in excess of 24.7 billion dollars.

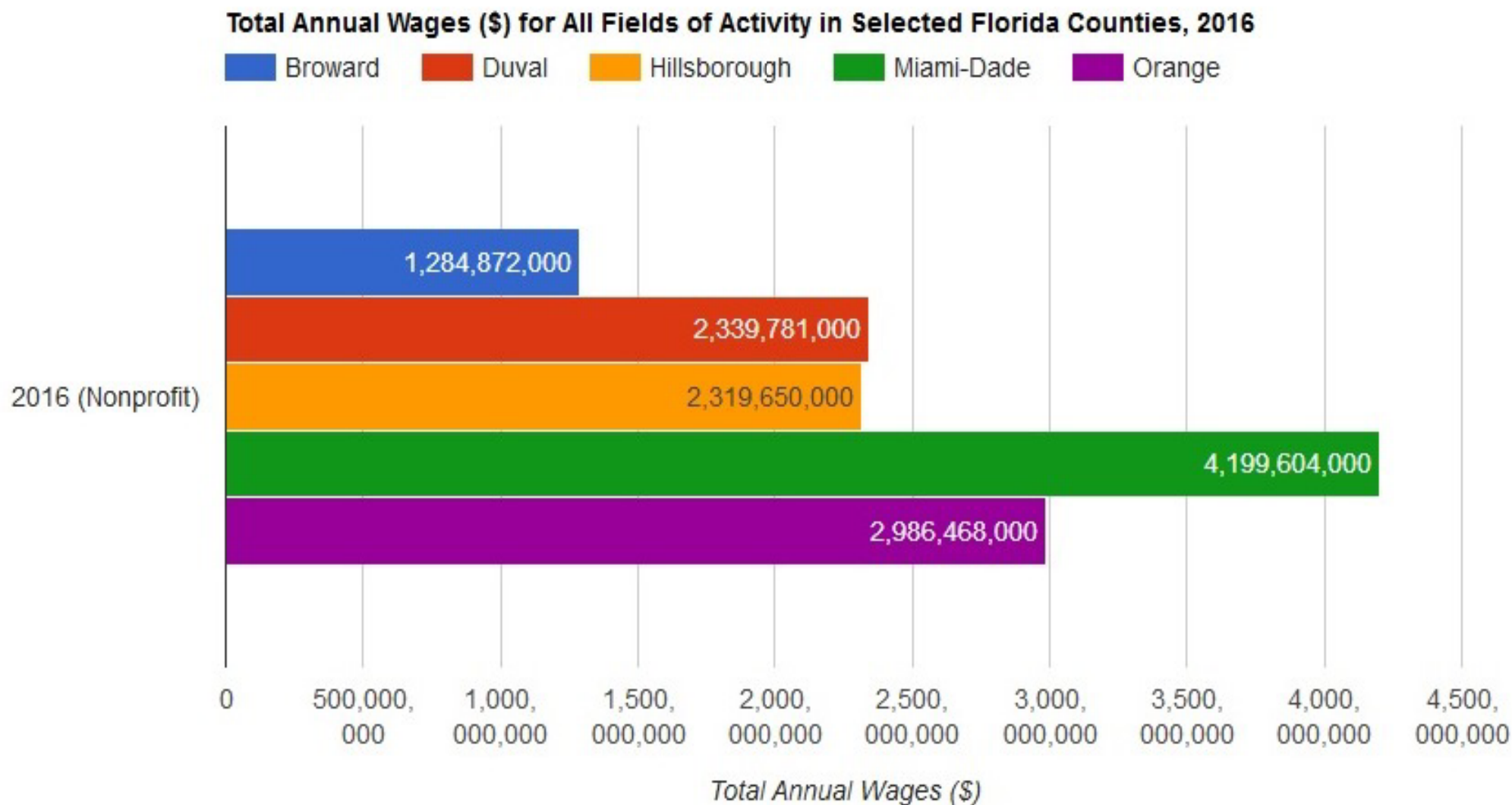
Nonprofit Employment in Florida 2010, 2011, 2015, and 2016



The John Hopkins Center for Civil Society Studies, via Nonprofit Works, determined that in 2016 nonprofits in Florida employed more than 500,000, paying annual wages in excess of 24.7 billion dollars.

2016 Annual Wages Paid by Nonprofits in Broward, Duval, Hillsborough, Miami- Dade, and Orange Counties

Source: Johns Hopkins Center for
Civil Society Studies via Nonprofit Works,
ccss.jhu.edu/nonprofit-works.





Florida Nonprofits pioneered the Sunshine Certificate in Nonprofit Management in 1995 and has continued its educational legacy with academic partners and an expanded curriculum, scholarships

LEADERSHIP

LEADERSHIP -	Governance & Board Policy
EXECUTIVE	Director Training
ACCOUNTING -	Time & Money
DISCOVERING TRENDS	Through Civic Engagement
EVENTS -	Marketing & Special Events
REVENUE -	Grantwriting & Evaluation
SPONSORSHIP -	Fundraising; Sustainability - Big Gifts
HUMAN RESOURCES -	Staff & Volunteers
INFORMATION REVOLUTION -	Managing Technology
PLANNING -	Power Vision & Strategic Thinking

Take your career to a new level ...

LEADERSHIP:

Governance/Board Policy & Volunteerism

Are your leaders leading?

This class provides a strong foundation for the governance and management of nonprofits. The task of sorting out the roles and functions of Board members, paid staff and volunteers is essential, but often confusing. By understanding legal and fiduciary responsibilities of board members you will establish a stable foundation that will better achieve success. In this class you will:

- Identify the roles of board members
- Designate the functions of directors and staff
- Empower your board with techniques for efficient governing
- Create a strategic budget that prioritizes your resources
- Build a plan to recruit and train volunteer leaders

EXECUTIVE DIRECTOR TRAINING: HATS

What “hats” will you wear today?

Finally! You have reached the top of the ladder and are now Executive Director of a nonprofit organization. What “Executive Director” hats will you be expected to wear ... and under what circumstances? This class will examine your role in a position for which few are properly trained or prepared. Sharing experiences with others in this class and discovering remedies to common challenges are valuable tools to strengthen your own unique leadership abilities.

- Expand your skill set with new management techniques
- Build awareness of professional expectations
- Analyze your strengths through a self-assessment
- Network and build a professional safety-net group

ACCOUNTING FOR TIME & MONEY:

Managing Financial Resources

Need Help Navigating the Rules & Laws?

This class will demystify the sometimes complicated regulations that all nonprofits must follow in their financial reports and accounting procedures (FASB 116-117, and SOP 94-3). Vitally important terminology you must know to keep your agency in the black and also out of trouble includes: Sarbanes Oxley rules, restricted/unrestricted funds, Intermediate Sanctions, quid pro quo, fund accounting, and more. You will:

- Develop a budget with in-kind and proposed project columns
- Understand the new 990 and its implications
- Develop a financial policy
- Understand the IRS's Unrelated Business Income Tax

DISCOVERING TRENDS

Through Civic Engagement

Are you prepared for changing landscapes?

There are many threats to the health of the nonprofit sector today that will affect your organization's future. This class addresses critical issues including statistics, perception and myths about nonprofits which you can use to strategically plan future operations, advocacy, public relations, and grassroots lobbying. By examining a wide range of expert opinions on the changing social and political landscape you will more clearly position your agency to face the future. Plato first advised: "Necessity is the mother of invention." Apply his advice to your fundraising and:

- Develop techniques to monitor lawmakers and communicate your priorities
- Tackle the challenges of doing business under new and more restrictive laws
- Design a plan to position your nonprofit to prosper through adversity
- Learn to protect your bottom line
- Use the "Big Picture" to frame facts to your advantage

EVENTS: Marketing & Special Events

Does your target market invest in you?

In the ever-growing field of nonprofits it is harder than ever to get a fair share of attention; and more important than ever to use all the talent you have. This class features many best practices that will promote your agency so it stands out from the crowd. These practical and creative ideas, plus all of your other resources and volunteers, can form the basis for a cost-effective and successful marketing plan through a comprehensive marketing blueprint, effective communications and compelling special events. You will:

- Create a comprehensive marketing blueprint
- Adapt the Five P's of marketing to your agency needs
- Design a compelling special event that minimizes pitfalls
- Adapt traditional and social media techniques/protocols
- Develop evaluation tools to gauge customer satisfaction

REVENUE: Grantwriting & Evaluation

Will you be victorious in the "grantwriting wars"?

This class introduces you to innovative, effective and tried-and-true fundraising strategies aimed at helping your agency reach its goals during even the toughest economic times. Finding appropriate funders and writing a compelling proposal are valuable skills that enable you to maximize your potential. When agencies follow the practices of successful grantwriters they soon learn why some nonprofits are victorious, while others are left in the dust. You will:

- Write a proposal that stands above the rest
- Find funding sources
- Use today's resources to create innovative programs
- Monitor your grant program
- Communicate effectively with funders

Sunshine Certificate in Nonprofit Management

SPONSORSHIP:

Campaigning to Potential, Fundraising

Is your short-term fundraising producing results?

This class provides a clear understanding of the political realities of raising money, and gives you the tools to look strategically at the "bread game," separate myths from reality, analyze fundraising options, and develop a viable fundraising plan. You will:

- Explore giving trends for the next three to five years (controllable / uncontrollable funds)
- Understand the funding pie (positives/negatives)
- Incorporate fundraising principles and practices into your organization's program
- Outline an overall fundraising strategy and plan
- Find new ways to "ask" for money
- Use marketing partnerships, not philanthropy, to raise BIG corporate dollars

SUSTAINABILITY:

Campaigning to Potential, Big Gifts

Is your long-term fundraising producing results?

This eye-opening class gives you a clear understanding of the process of soliciting the "big gift" from individuals, corporations and foundations, and completing your development strategies for a viable fundraising plan. You will:

- Develop a plan to triple your annual fundraising in 5 years
- Use innovative methods to generate private dollars
- Discover effective solicitation strategies
- Build a solid donor base
- Use a systematic approach for successful capital campaigns

Lincoln said, "With public sentiment, nothing can fail...

Without it, nothing can succeed."

Telling the story of your nonprofit to gain public sentiment is key to successful fundraising.

Take your career to a new level ...

HUMAN RESOURCES: Staffing & Volunteers

Are you using "people power"?

To accomplish your organization's mission, you must effectively use the energy, time and talents of your employees and volunteers.

This involves attracting, training and retaining qualified staffers, both paid and unpaid. It is vitally important to provide a safe and productive work environment, review Board-approved employment policies and follow applicable employment law. Discover how to:

- Apply hiring and firing practices within the law
- Assess risk so you can develop policies to avoid or mitigate potential problems
- Increase your knowledge of workplace ethics, accountability, diversity, harassment, immigration, and work-permit issues
- Use the Internet creatively to attract and retain staff

INFORMATION REVOLUTION:

Managing Technology

Are you ahead of or behind the curve?

This class helps identify intellectual property you may not know your nonprofit has. Stay up to date as existing technologies become obsolete, and new ones are developed. Learn about new options and weigh their benefits. New knowledge will make you more proficient and efficient ... even savvy! Use apps, software, freeware, and social networks - which are often free or discounted for nonprofits - to leverage your resources. Update your skills to:

- Optimize internal and external communications
- Access fundraising applications and development tools
- Research for prospects and improve your database
- Develop metrics and projections
- Use the Internet efficiently to manage new information
- Apply Internet skills to enhance your professional career

Sunshine Certificate in Nonprofit Management

PLANNING:

Power Vision & Strategic Thinking

How powerful is your nonprofit?

This class reinforces the idea that "great accomplishments are always accompanied by great vision." The blueprint for this method provides innovative ideas to turn organizational strength and vision into a strategic plan. Each step in your plan must be reviewed and the resources to make it work must be identified to ensure long-term success for your agency. You will:

- Develop strategies to turn your vision into reality
- Find sources to strengthen your nonprofit mission
- Discover how a long-term plan can help maintain a solid foundation and structure
- Access the strengths and minimize the weaknesses of your nonprofit organization

The Sunshine Certificate in Nonprofit Management provides motivating and stimulating classes to assist the professional development of anyone involved in the nonprofit sector - from nonprofit executives and board members to staff and volunteers. **It is offered in coordination with the Nova Southeastern University (NSU) Fischler School of Education and Human Services and Broward College (BC).**

Certification provides you and the nonprofit with many useful skills including: fundraising, empowering vision from mission to action plan, nonprofit accounting, and creating a organizational proposal. While each class offers valuable information and stands alone, a dynamic synergy is experienced by taking the entire series. For example: Exploring how to fundraise and generate more income goes hand in hand with having a specific plan for the use and accounting of those funds.



**A dream you dream alone
is only a dream.**

**A dream you dream together
is reality.**

Yoko Ono

Pursue your dreams with Florida Nonprofits

WE ARE PROUD OF WHAT PEOPLE ARE SAYING...

"It is rare to get so much information in one program. Goals are successfully met in fundraising, strategic planning, marketing, grantwriting, and other essential areas." **Maxine Kamin, Soft Skills, Touch Consulting**

"As a social service practitioner, I was able to grow my nonprofit organization alongside of my client base."
Dr. Sheryl Ferguson, President, Lasting Families

"My association of medical workers and agencies was reorganized thanks to the Certificate."

Pedro Curbelo, President Miami-Dade Coalition on Aging

"By taking the intensive Sunshine Certificate Classes; it took us only six months to learn and get our organization up and operating at a successful level. I highly recommend this program. It is well worth the money." **Kimberly Chmura, Global Arts Project**

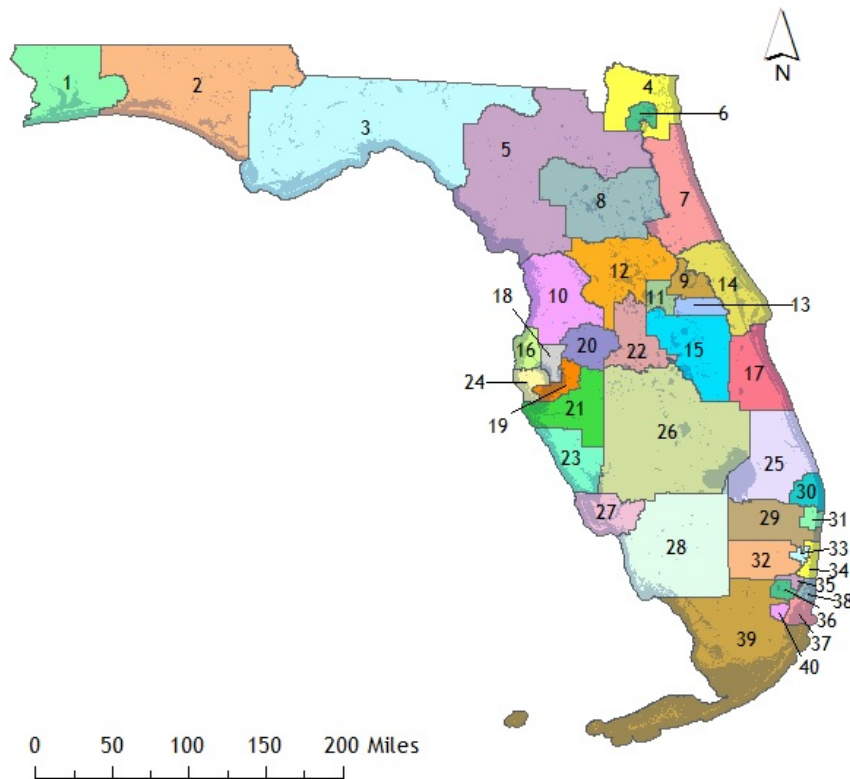
"In our search to find help with governance and understanding of the unique opportunities and challenges of my organization, Florida Nonprofits was there when help was needed." **Brendaly Rodriguez, Co-President, FL CHW Coalition (FL Community Health Worker Coalition)**

This is a program that delivers for nonprofits. It is time and money well spent. I highly recommend it. Thanks.,
Gloria Burns, Coral Gables Community Foundation

The speakers were outstanding. My hat is off to you. Your hard work was evident at every turn. Very Impressive.

**Carole Nugent,
Fort Lauderdale International Film Festival**

Senatorial District Map



The district map is comprised of the 40 districts that a Senator represents. Districts are determined on the basis of population.



2018-2020 Florida Senators

Senator	District	Senator	District
Albritton, Ben (R)	26	Hooper, Ed (R)	16
Baxley, Dennis (R)	12	Hutson, Travis (R)	7
Bean, Aaron (R)	4	Lee, Tom (R)	20
Benacquisto, Lizbeth (R)	27	Mayfield, Debbie (R)	17
Berman, Lori (D)	31	Montford, Bill (D)	3
Book, Lauren (D)	32	Passidomo, Kathleen (R)	28
Bracy, Randolph (D)	11	Perry, Keith (R)	8
Bradley, Rob (R)	5	Pizzo, Jason W. B. (D)	38
Brandes, Jeff (R)	24	Powell, Bobby (D)	30
Braynon, Oscar II (D)	35	Rader, Kevin J. (D)	29
Broxson, Doug (R)	1	Rodriguez, Jose Javier (D)	37
Cruz, Janet (D)	18	Rouson, Darryl Ervin (D)	19
Diaz, Manny, Jr. (R)	36	Simmons, David (R)	9
Farmer, Gary M. Jr. (D)	34	Simpson, Wilton (R)	10
Flores, Anitere (R)	39	Stargel, Kelli (R)	22
Gainer, George B. (R)	2	Stewart, Linda (D)	13
Galvano, Bill (R)	21	Taddeo, Annette (D)	40
Gibson, Audrey (D)	6	Thurston, Perry E., Jr. (D)	33
Gruters, Joe (R)	23	Torres, Victor M., Jr. (D)	15
Harrell, Gayle (R)	25	Wright, Tom A. (R)	14

<https://www.flsenate.gov/Senators/#Senators>

Florida House of Representatives P1

Alexander, Ramon (D)	District 8
Aloupis, Vance Arthur, Jr. (R)	District 115
Altman, Thad (R)	District 52
Andrade, Robert Alexander "Alex" (R)	District 2
Antone, Bruce (D)	District 46
Ausley, Lorraine (D)	District 9
Avila, Bryan (R)	District 111
Bell, Melony M. (R)	District 56
Beltran, Mike (R)	District 57
Brannan, Robert Charles "Chuck," III (R)	District 10
Brown, Kamia L. (D)	District 45
Buchanan, James (R)	District 74
Burton, Colleen (R)	District 40
Bush, Dr. James, III (D)	District 109
Byrd, Cord (R)	District 11
Caruso, Michael A. "Mike" (R)	District 89.
Casello, Joseph A. "Joe" (D)	District 90
Clemons, Charles Wesley "Chuck," Sr. (R)	District 21
Cortes, John (D)	District 43
Cummings, W. Travis (R)	District 18
Daniels, Kimberly (D)	District 14
Davis, Tracie (D)	District 13
Diamond, Ben (D)	District 68
DiCeglie, Nick (R)	District 66
Donalds, Byron (R)	District 80
Drake, Brad (R)	District 5
Driskell, Fentrice (D)	District 63
DuBose, Bobby B. (D)	District 94
Duggan, Wyman (R)	District 15
Duran, Nicholas X. (D)	District 112

Florida House of Representatives P2

Eagle, Dane (R)	District 77
Eskamani, Anna V. (D)	District 47
Fernández, Javier E. (D)	District 114
Fernandez-Barquin, Juan Alfonso (R)	District 119
Fetterhoff, Elizabeth Anne (R)	District 26
Fine, Randy (R)	District 53
Fischer, Jason (R)	District 16
Fitzenhagen, Heather (R)	District 78
Geller, Joseph (D)	District 100
Goff-Marcil, Joy (D)	District 30
Good, Margaret (D)	District 72
Gottlieb, Michael "Mike" (D)	District 98
Grall, Erin (R)	District 54
Grant, James "J.W." (R)	District 64
Grant, Michael (R)	District 75
Gregory, Tommy (R)	District 73
Grieco, Michael "Mike" (D)	District 113
Hage, Brett Thomas (R)	District 33
Hart, Dianne "Ms Dee" (D)	District 61
Hattersley, Adam Roger (D)	District 59
Hill, Walter Bryan "Mike" (R)	District 1
Hogan Johnson, Delores D. "D" (D)	District 84
Ingoglia, Blaise (R)	District 35
Jacobs, Kristin Diane (D)	District 96
Jacquet, Al (D)	District 88
Jenne, Evan (D)	District 99
Jones, Shevrin D. "Shev" (D)	District 101
Joseph, Dotie (D)	District 108
Killebrew, Sam H. (R)	District 41
La Rosa, Mike (R)	District 42

Florida House of Representatives P3

LaMarca, Chip (R)	District 93
Latvala, Chris (R)	District 67
Leek, Thomas J. "Tom" (R)	District 25
Magar, MaryLynn "ML" (R)	District 82
Mariano, Amber (R)	District 36
Massullo, Ralph E., MD (R)	District 34
McClain, Stan (R)	District 23
McClure, Lawrence (R)	District 58
McGhee, Kionne L. (D)	District 117
Mercado, Amy (D)	District 48
Newton, Wengay "Newt" (D)	District 70
Oliva, Jose R. (R)	District 110
Omphroy, Anika Tene (D)	District 95
Overdorf, Tobin Rogers "Toby" (R)	District 83
Payne, Bobby (R)	District 19
Perez, Daniel (R)	District 116
Pigman, Cary (R)	District 55
Plakon, Scott (R)	District 29
Plasencia, Rene "Coach P" (R)	District 50
Polo, Cindy (D)	District 103
Polsky, Tina Scott (D)	District 81
Ponder, Mel (R)	District 4
Pritchett, Sharon (D)	District 102
Raschein, Holly (R)	District 120
Renner, Paul (R)	District 24
Roach, Spencer (R)	District 79
Robinson, William Cloud "Will," Jr. (R)	District 71
Rodrigues, Ray Wesley (R)	District 76
Rodriguez, Ana Maria (R)	District 105
Rodriguez, Anthony (R)	District 118

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Rommel, Bob (R)	District 106
Roth, Rick (R)	District 85
Sabatini, Anthony (R)	District 32
Santiago, David (R)	District 27
Silvers, David (D)	District 87
Sirois, Tyler I. (R)	District 51
Slosberg, Emily (D)	District 91
Smith, Carlos Guillermo (D)	District 49
Smith, David (R)	District 28
Sprowls, Chris (R)	District 65
Stark, Richard (D)	District 104
Stevenson, Cyndi (R)	District 17
Stone, Charlie (R)	District 22
Sullivan, Jennifer Mae (R)	District 31
Thompson, Geraldine F. "Geri" (D)	District 44
Toledo, Jackie (R)	District 60
Tomkow, Josie (R)	District 39
Trumbull, Jay (R)	District 6
Valdes, Susan L. (D)	District 62
Watson, Barbara (D)	District 107
Watson, Clovis, Jr. (D)	District 20
Webb, Jennifer Necole (D)	District 69
Willhite, Matt (D)	District 86
Williams, Patricia H. (D)	District 92
Williamson, Jayer (R)	District 3
Yarborough, Clay (R)	District 12
Zika, Ardian (R)	District 37
Pending Special Election	District 7
Pending Special Election	District 38
Pending Special Election	District 97



Established 1990

Membership Application

Please complete the application below

Annual Dues Structure

Nonprofit Membership	Annual expenses*	Dues	Discount for monthly payment
under \$199,000	\$150 or \$10/mo.	\$30	
\$200,000-\$499,000	\$350 or \$25/mo.	\$50	
\$500,000-\$999,000	\$675 or \$50/mo.	\$75	
\$1Million - \$3.9M	\$1,000 or \$75/mo.	\$100	
Over \$4 Million	\$1,500 or \$100/mo.	\$300	

*Line 17 of IRS Form 990

Associate Membership

Associate Membership	Dues	Discount for monthly payment
Student	\$50	
Consultant	\$150 or \$10/mo.	\$30
Small Business	\$350 or \$25/mo.	\$50
Gov't Agency	\$350 or \$25/mo.	\$50
Corporation	\$675 or \$50/mo.	\$75

Preferred Partner Membership

Preferred Partner Membership	Dues	Discount for monthly payment
Sponsor	\$1,500 or \$100/mo.	\$300
Underwriter	\$3,500	\$250/mo. \$500
Benefactor	\$6,750	\$500/mo. \$750
Angel	\$10,000 or \$750/mo.	\$1,000
Archangel	\$30,000 or \$2,000/mo.	\$6K

Membership Benefits & Services Directory

Accounting Training and Seminars
Board of Directors Governance Classes
Consultant Referral Services
Directors and Officers (D&O) Protection
Event Planning Education
Foundation Center Partner
Grantwriting and Fundraising Training
Humanitarian Award Nominations
Incorporation for Nonprofits & IRS Filing
Job Bank
Knowledgebase
Legal Q and A
Meeting and Event Space
Networking Events
Office Supplies Discounts
Presentations
Quotes for Liability Insurance
Resources
Subscription discounts
Training
Unemployment Insurance
Voice is Vital - Advocacy
Wishing for a Sample Bank
Xtinction Social Media Anxietyes:
Your Teleconferences and Seminars
wZ New? Newsletter

HOW DID YOU HEAR ABOUT FLORIDA NONPROFITS?

- ☐ Newsletter ☐ Website ☐ Radio
☐ Facebook ☐ LinkedIn ☐ GooglePlus
☐ Other Social Media ☐ Other _____
☐ Referred by a FANO Member:

Organization Name: _____

Address: _____

City: _____ State: _____ Zip Code: _____

Phone: _____ Website address: _____

Primary Contact: _____ Email Address: _____

CEO / Executive Director: _____ Email Address: _____

Board Chair/President: _____ Email Address: _____

Human Resources Contact: _____ Email Address: _____

Development Contact: _____ Email Address: _____

Public Policy Contact: _____ Email Address: _____

Organizational Mission Statement: _____

Federal ID Number: _____ Annual Expenses: \$ _____ No. of Employees: _____

Signature of Primary Contact: _____ Date _____

METHOD OF PAYMENT (PLEASE CHECK)

☐ Check or Money Order Enclosed for \$ _____ ☐ Please Bill My Credit Card (see below)

Pay Online: Go to FANO.org and click Join under the "Members" tab

Or call 305.557.1764 for assistance

Yes, we would like to join to use the resources and benefits of Florida Nonprofits' membership. Nonprofits that invest in education and training are more likely to succeed. Florida Nonprofits' offers resources and benefits when you need them.

Dues cover a 12-month period from month paid.

For nonprofits, this is an organizational membership with the CEO/Executive Director as the official representative. For-profits please list a contact name.

By providing the signature, I consent to receive e-mail communications to the addresses listed on the application by or on behalf of Florida Nonprofits.

Return completed form along with your dues payment to:

Florida Nonprofits, 512 NE Third Avenue, Fort Lauderdale, Florida 33301
305.557.1764 or email: info@fano.org
Visit our website: www.FANO.org



FLORIDA
ASSOCIATION OF
NONPROFITS

Formerly FANO

How to Start a Nonprofit Organization Agenda

The Decision to Incorporate

- Administrative (32 points to consider)
- Advantages and Disadvantages of a Corporation

Steps to Incorporate

- Bylaws
- Board of Directors
- Liability, Risk Management

501(c)(3) Tax Exempt Status

- Principal Objectives
- Religious, Charitable, Scientific, Literary, Educational
- Testing for Public Support

Strategic Planning

- Mission Statement
- Vision Statement

Human Resources

- Hiring & Firing
- Recruiting and Retaining Volunteers

Financial Issues

- Charitable Solicitation Registration
- Fundraising
- Grantwriting
- Internet and E-Commerce

Political Activity by Nonprofits

Nonprofit corporations may not substantially engage in lobbying or engage in partisan political activities

Communications

- Public Relations
- Marketing

Trends

- Advocacy
- Legislative Issues

Questions & Answers

Adjourn

\$125 for Florida Nonprofits' members
\$50 second person from the organization
no charge for additional persons

Sponsorships available for NPO Start-up Classes



To further increase your knowledge, consider the Sunshine Certificate in Nonprofit Management

The curriculum consists of a complete spectrum of nonprofit management issues.



In coordination with



Fischer School
of Education and Human Services
and



HEARTS
HELPING EDUCATING ADVOCATING
RESEARCHING TRAINING SAVING



HEARTS
HELPING EDUCATING ADVOCATING
RESEARCHING TRAINING SAVING

Come take our Nonprofit Start-up class on the first Friday of each month.
Start-up consultation also available.

*If you don't have time to do it right,
how will you ever find time to do it over?*



First Nonprofit

Unemployment Savings Program

Florida Nonprofits Saved
Over \$2 Million
in the Last 10 Years!

In partnership with the
Florida Association of Nonprofits,
First Nonprofit unemployment
programs have helped nonprofits
save an average of **36%** last year
over previous unemployment costs.

Explore you options today!