

Florida Association of Nonprofit Organizations

Government, Business,  
And The Nonprofit Sector  
Working Together  
For The Common Good

# Annual Florida Nonprofit Report





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*The Heart of the Florida Nonprofit Community*

## Florida Association of Nonprofit Organizations 2008 Leadership

### Board of Directors

**Chair**

DR. BARBARA WEINSTEIN  
Family Central, Inc.

**Vice Chair**

CORKY DOZIER  
Greater Miami  
Host Committee

**Immediate Past Chair**

NAOMI WRIGHT, CPC  
The Lady Speaks

**Past Chair**

LOIS GRACEY  
Communities In Schools  
of Florida

**Treasurer**

ALAN MARTINEZ  
The Collaborative Labs  
at St. Petersburg College

**Secretary &  
Chair Emeritus**

RUSS MARCHNER  
Miami-Dade County League  
of Cities

**President**

MARINA PAVLOV  
Florida Association of  
Nonprofit Organizations

DR. BARRY BURAK  
Southeastern Clinical  
Consultants

BOB KOVACEVICH  
Avatar Company  
Orlando

JACK SULLIVAN  
Florida Association  
of Crime Stoppers

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### Honorary Committee

JOHN COSGROVE  
Attorney at Law (deceased)

ROBERT B. GILBERTSON, JR  
Tampa Metropolitan  
Area YMCA

VINCE LOPEZ  
BellSouth

TED GRANGER  
United Way of Florida

DENNIS PASTRANA  
Goodwill Industries  
of South Florida

MICHAEL J. ROBBINS, CPA  
Robbins & Landino, PA

MICHAEL SITTIG  
Florida League of Cities

JUDGE EDWARD P. SWAN  
Barry University

**General Counsel**

MICHAEL KOSNITZKY  
Boies, Schiller and  
Flexner, LLP

## Florida Association of Nonprofit Organizations 2008 Progress Report

Dear Nonprofit Leaders,

As we reflect on the last two years, we can clearly see that FANO has provided the type of leadership and innovation that sets the bar in Florida. With the help of many in our member organizations, our list of accomplishments continues to grow. Some examples include:

**A successful partnership with economic development and city government organizations** which resulted in *The Ideas Exchange*—our 17th annual conference, which was held in May 2008. FANO showcased more than 60 nonprofit best practices during the Expo

**The Florida Nonprofit Think Tank** which gave FANO members and friends an opportunity to participate in a sector-wide brainstorming session. Hosted by The Collaborative Lab at St. Petersburg College, the first event took place in November of 2006 and was repeated in May of 2008

**You Asked for Help - We Leveraged Resources** We are all feeling the pinch. That's why in early 2009 FANO will launch several major purchasing programs aimed at saving you money. Our goal is to cut your office supply budget in half! But we need you to help us help you, so we will be calling on you for help and suggestions on leveraging FANO's buying power for the entire nonprofit community.

**\$500,000 Isn't Enough** savings for our members. That is how much we have saved you in 2007, mostly through the "First Nonprofit Unemployment Savings Program." This program allows nonprofits to stop making payments to the state unemployment tax program and instead make monthly payments into their own account from which any future benefits will be drawn. **Deadline for registration this year is November 30.** Our goal is to save you even more money this year!

**A Fresh Look for FANO** was introduced this year, beginning with a fold-out brochure that is the result of countless hours of investment by Marina Pavlov and award-winning artist and graphic designer Richard Lund. Watch as more materials are unveiled along with our new-and-improved website

**FANO is Improving Communication** with the distribution of our e-newsletter "WZ New?" along with the vital information on advocacy, funding and ideas sent via email. This information, along with GrantStation, offers assistance to more than 7000 nonprofit agencies statewide

**Two new partners, Nova Southeastern University and Broward College** have joined us in sponsoring FANO's flagship "Certificate in Nonprofit Management" Program (CNM). **In 2007, we had a Bumper Crop of CNM Graduates** as 59 people completed the intensive 11-part series. Currently eight new participants are moving through our pilot Saturday program.

**Nonprofit Start-Up Classes Have Been a Hit** and are continuing to be held the first Friday of each month. Classes are delivered where people need them and occasionally by phone. In 2007, the first class was conducted in Spanish. We are also launching our publication titled *34 Issues to Consider When Starting A Nonprofit*

**With More Than 45,000 Nonprofits Operating in Florida**, FANO's mission is more important than ever. Our economic impact report, titled *Florida Nonprofits: More Than A Charity*, begins on page 23

**Several Board Changes** have taken place in an effort to enhance statewide representation. This includes the addition of Board Member Alan Martinez from Pinellas County and Bob Kovacevich from Orange County. I became FANO chairperson after the untimely death of FANO chairman and former Florida Representative John Cosgrove. His 17 year dedication to FANO and pioneering work in drafting the Nonprofit Bill of Rights in 1991 were only a few of the contributions for which he is remembered. He is missed by all of us.

**We're Listening To You!** As always, FANO remains your organization and we want to hear from you about how FANO can continue to provide what you need from us. Our members are the driving force behind FANO's success and we appreciate each and every one!

Sincerely,  
Barbara



*The Heart of the Florida Nonprofit Community*

## Florida Association of Nonprofit Organizations Who Is FANO?

### MISSION:

FANO is a statewide resource center and professional network of 501 (c)(3) nonprofit organizations in Florida. It was founded by nonprofit leaders in 1989, to enhance the well-being of all people and the communities in their State by building the capacity of the nonprofit sector. FANO assists 45,000 nonprofits to reach their missions by strengthening their leadership, management, and financial/public policy capacity.

### VISION:

To create an oversight committee that will strictly enforce the validity of courses offered for accreditation in nonprofit management

Expand technology-based educational and communications offerings to nonprofit organizations on a national and international basis

Increase Statewide support by establishing satellite FANO offices throughout Florida

### WHAT WE DO:

FANO, like other state associations of nonprofits affiliated with the National Council of Nonprofits, provides programs in six areas:

- **HELP:** *A toll-free helpline has been assisting nonprofits for more than 17 years on a variety of subjects & acts as a clearinghouse of information. FANO also publishes an e-newsletter packed with important information*
- **EDUCATION:** *The Certificate of Nonprofit Management can be achieved in 11 full-day classes*
- **ADVOCACY:** *FANO is your voice in Tallahassee & Washington as well as a "go-to" organization for decision makers*
- **RESEARCH:** *FANO researches vital issues, best practices, innovations, trends and demographics to keep you informed.*
- **TRAINING:** *FANO provides an annual conference and access to our partners for assistance in many different areas important to the nonprofit community.*
- **SAVINGS:** *The buying power of our membership saves time and money and provides access to needed goods and services at a reduced cost. To date we have saved members over \$500,000 with our preferred providers.*



**H**elp  
**E**ducation  
**A**dvocacy  
**R**esearch  
**T**raining  
**S**avings



*The Heart of the Florida Nonprofit Community*

## Florida Association of Nonprofit Organizations How Does FANO Help?



**H**elp

***FANO is a clearinghouse of information supporting a nearly 57,000-record database of Florida Nonprofits***

### **Member-Only Added Value Providing:**

**A Helpline** staffed by experts and designed to assist members with questions regarding day-to day operations, management and policy issues

**Professional, Affordable Management and Consulting Services** for nonprofits, government and community groups backed by years of experience. Our consultants will meet with your staff and/or Board members, review your organizations planning history and tailor appropriate tools and activities

**Registered Agent Service:** FANO will be your Registered Agent as part of your annual registration with the state of Florida Department of State and Division of Corporations.

**Options Designed to Guide Organizations in Strategic Thinking, Goal Development, Objectives and Action Steps.** We support incorporating year-round planning into the workplace culture, providing opportunities for continuous learning and improvement





Florida Association of Nonprofit Organizations

*The Heart of the Florida Nonprofit Community*

## Florida Association of Nonprofit Organizations How Does FANO Educate?



### **E**ducation

***FANO pioneered the Certificate of Nonprofit Management in 1995 and has continued its educational legacy with academic partners and an expanded curriculum, scholarships and corporative partnerships.***

## **Certificate in Nonprofit Management (CNM)**

***Offers in cooperation with our partners at Nova Southeastern University (NSU) and Broward Community College (BCC), FANO became the first organization in the state to offer the certificate.***

***Now with a 10-year history, the program is more popular than ever***



- Motivating, Stimulating and Hands-On Courses that build on what you already know
- Provides professional growth for executives, Board members, staff, volunteers or others interested in the nonprofit sector
- Eleven monthly classes conducted by experts in each field
- Time to practice skills in between sessions
- Hand-outs and additional materials to expand your knowledge base
- 99th Percentile program recommendation from CNM graduates



## Florida Association of Nonprofit Organizations Education Continued –CNM Curriculum



### E ducation

## Certificate in Nonprofit Management (CNM)



### HATS of LEADERSHIP

#### Executive Director Training

So you have reached the top of the ladder and you're now a Florida Nonprofit Organization Executive Director. In fact, you have assumed a position for which few are properly trained or prepared. What should you do? What Executive Director hats will you be expected to wear...under what circumstances? Spend a meaningful and insightful day during which time you will:

- Benefit from hand-on training in current management techniques, practices and principals
- Answer questions that are perplexing today and every workday in the various hats we wear.

### GOVERNANCE & POLICY

#### Board Management and Other Policy Matters

Discussion will cover important issues related to the governance and management of nonprofit organizations including the essential and often confusing sorting out of roles and functions of board of directors and staff. Also addressed will be questions about both legal and fiduciary responsibilities of boards. In addition, the agenda will include discussion of recruitment, training, supervision and retention of volunteers.

- Learn how to strategize the roles of board members
- Understand how to designate the functions of directors and staff
- Learn the best techniques for recruiting and training volunteers
- Empower your board with techniques for efficient governing
- Learn how to budget strategically and prioritize your resources

### FUTURE TRENDS:

#### Where Are You Headed? Are You Prepared?

Explore These Issues Crucial To The Future of the Nonprofit Sector!

- Learn what the experts believe is in store for the voluntary sector
- Understand the emerging trends/policies to make your nonprofit effective and viable
- Imagine the face of the future nonprofit
- Project the effect of current tax reform and its effect on nonprofits
- Understand the role of nonprofits as the need for human services increases
- How can nonprofits tackle the challenges of more restricting laws governing nonprofits' ability to raise funds and do business?
- Cope with the uncertainty of Wall Street.

*After the Certificate we worked diligently using the knowledge we received from FANO. Now we have a permanent home and an active board. Thank you Margaret Clinton Homestead, Florida*

## Florida Association of Nonprofit Organizations Education Continued –CNM Curriculum



### E ducation

## Certificate in Nonprofit Management (CNM)



### **CAMPAIGNING TO POTENTIAL, PART I** *Results Oriented Fundraising;* *"Myth vs Reality"*

#### **Engage your nonprofits in result-oriented fundraising.**

- This exciting one-day workshop will give participants a clear understanding of the political realities of raising money, how to look strategically at the "bread game," separate myths from reality, analyze fundraising options, and develop a viable fundraising plan.
- Understand the funding pie and positive/negatives of each option
- Learn the basic principles and concepts of fundraising and when to apply the various options to your organization
- Develop your outline of an overall fundraising strategy and plan
- Explore the trends in giving during the next 3 to 5 years
- Learn how to "ask" for money
- Analyze controllable and uncontrollable funding options
- Understand how to raise BIG dollars from corporations through a marketing partnership rather than a philanthropic relationship

*The Certificate helped  
me get my dream job at  
a Children's Theater*  
*Mary Ann Neder,*  
*Ocala, Florida*

### **CAMPAIGNING TO POTENTIAL, PART II** *Results Oriented Fundraising;* *"Big Gifts"*

#### **Engage your nonprofits in result-oriented fundraising.**

- This exciting one-day workshop will give participants a clear understanding of soliciting the big gift from individuals, corporations, and foundations. This eye-opening workshop will complete your development strategies for a viable fundraising plan.
- Discover how to triple your annual fundraising in five years
- Learn all methods being used to generate private dollars
- Find out the most effective strategies of solicitation
- Learn the best techniques for building a solid donor base
- Explore how to get the most out of capital campaigning
- Practice through demonstrations to empower your nonprofit

*If you are a nonprofit in  
Florida then you should have  
a certificate in nonprofit  
management. It is one of  
the most proactive things you  
can do.*

*John Van Sickle*  
*Palm Beach County*

## Florida Association of Nonprofit Organizations Education Continued –CNM Curriculum



### E ducation

## Certificate in Nonprofit Management (CNM)



### **MARKETING & SPECIAL EVENTS** **Are You Selling Yourself Short?**

Here are the tools for getting your nonprofit to stand out:

- Learn the most cost-effective ways to promote your nonprofit
- Analyze best strategies for achieving your objectives
- Discover the most effective public relations techniques
- Plan effectively by utilizing volunteer talents and resources
- Design your own compelling event
- Overcome the pitfalls of putting on a special event
- Develop strategies for creating successful long-term special events

*The CNM Certificate Program / Classes offered by FANO provide the necessary knowledge and skills for leaders of NPO and I say this is a 'must' for an Executive Director of such an organization. Really eye-opening and definitely prepares the participant with the 'tools to do the job' and to lead an organization effectively and proactively.*

*Cheers,  
Doug Young, President  
Audubon Society of Broward Co.*

### **NETWORKING & COLLABORATION**

This workshop will assist you in: Building a network of partners and reaching targeted individuals both directly and indirectly. Building visibility by raising your profile, discover your approach - contact - follow up and overcome your natural shyness and your fear of rejection.

*The lessons learned are the best things for our organization. We are reaping the benefits already.*

*Dale Robinson  
Heather Wilbur  
Children's Trust Starter Grants*

### **POWER VISION**

#### **How Powerful Is Your Nonprofit?**

This workshop's theme is "great accomplishments are always accompanied by great vision." Turning organizational strength and vision into a strategic plan, you will explore the effectiveness of this method. Reviewing steps in a strategic planning process and identifying resources needed will insure a plan's long-term success. Here's how to make your nonprofit a mighty one:

- Develop strategies on how to turn your vision into reality
- Find sources to strengthen your nonprofit mission
- Discover long-term strategies on maintaining a solid foundation
- Access the strengths and weaknesses of your organization

## Florida Association of Nonprofit Organizations Education Continued –CNM Curriculum



### E ducation

## Certificate in Nonprofit Management (CNM)



### **MANAGING THE INFORMATION REVOLUTION**

#### **Tactics for nonprofits:**

#### **State of art tools can work for you!**

This class addresses maximizing the use of the Internet. Other topics include selecting the software for fundraising, development, projections, and electronic prospect research, and data base management. Hands-on demonstrations of various software applications will take place.

- Discover time-saving tips to maximize Internet time
- Obtain fund development software information
- Learn vital computer information that will enable you to efficiently manage
- Develop a plan for prospect research
- See demonstrations of various software capabilities!

### **GRANT WRITING WARS!!!**

#### **Discover What You Need To Win!**

- Understand successful fundraising strategies
- Write a proposal outline using best practices
- Learn about tools & technologies to maximize your potential and overcome weakness
- Learn to research information on funding sources
- Discover resources on innovative nonprofit programs
- Review tips to monitor your grant program
- Practice communication skills with potential funder
- Discover why some nonprofits are unsuccessful

### **TIME AND MONEY**

#### **What Counts in Accounting**

This class demystifies nonprofit regulations in financial reports and accounting procedures (FASB 116, 117 and SOP 94-3). (CPE's available upon request)

**Who** is required to file?

**What** is required regarding unconditional donations?

**What** are the rules regarding financial statements about the function of the entire nonprofit?

**When** must the financial statements be submitted?

**Where** can donors impose restrictions on gifts?

**Why** must a nonprofit record contributed services for non-financial assets such as buildings or equipment?

**Why** must a nonprofit show the degree of restricted funds in terms of permanent, temporary, and unrestricted?

*I have been running our organization just fine for years. I went to the certificate class as a favor to a friend. I did not know how much I would learn. My organization has doubled in budget since I graduated from the CNM. Thanks FANO. Thema Campbell, Miami, Florida*

## Florida Association of Nonprofit Organizations Education Continued –CNM Curriculum



### E ducation

## Certificate Of Nonprofit Management (CNM)



### **HUMAN RESOURCE MANAGEMENT**

#### **The Keys to a Successful Organization**

The ability of an organization to make effective use of the energy, time, and talents of its employees and volunteers is essential to accomplish the organization's mission. Nonprofit organizations will discover how to attract and retain qualified volunteers; adhere to all applicable employment laws and provide a safe/productive work environment and review of board approved employment policies.

- Hiring and firing within the law
- Risk management and assessment including unemployment issues
- Accountability, legal issues, and ethics including website ethics
- Cultural diversity in the workplace
- Policies for workplace harassment
- Work permits and other immigration issues
- Policies and procedures made easy
- Internet 101—skills for the new career
- Employee handbook training

### **CUSTOMIZED CLASS**

#### **FOR CERTIFICATIONS AND OTHER REQUIREMENTS**

**FANO will add various workshop for your specific area of training interest such as conflict resolution, coalition building or other topics!**

This class will address specific requirements your organization may have to qualify for other certifications or professional licensing.

- FANO's team consists of experienced consultants and professionals
- Trainers are professions with hands on experience
- Trainers are experts in the field with university degrees

*The Conference and the Certification were eye-opening experiences!*

*Thank you FANO!*

*Lynnae Elkind*

*Palm Beach, Class of 2003*

*The Certification has helped me lead our congregation to a new level.*

*Ernie Chu, Ph.D.*

*Wilton Manors, Class of 2006*

*FANO's certificate helped me attain my dream job at a nonprofit theater.*

*Mary Ann Neder*

*Ocala, FL, Class of 1998*

*If you are a nonprofit in Florida you should have the*

*FANO Certificate in*

*Nonprofit Management, period.*

*John Van Sickle, MBA*

*West Palm Beach, Class of 1997*

## Florida Association of Nonprofit Organizations CNM Registration



**E**ducation

### Certificate in Nonprofit Management (CNM)



### Certification Registration Application

Please print the registration and return with check, money order or credit card information to:

**FANO**  
**7480 Fairway Drive, Suite 205**  
**Miami Lakes, Florida, 33014**  
or  
**FAX to**  
**305.821.5228**

Classes are held at our Miami Lakes location unless otherwise noted.

Interested in classes closer to home or on a different schedule?

Contact us for customization options designed to fit your busy lifestyle

Participant Name/Title: \_\_\_\_\_

Organization Name: \_\_\_\_\_

Address, City, State, Zip: \_\_\_\_\_

Day Phone: \_\_\_\_\_ Cell Phone: \_\_\_\_\_

FAX#: \_\_\_\_\_ E-Mail Address: \_\_\_\_\_

*Indicate sessions you will be attending*

- Campaigning to Potential Part 1: Fundraising
- Campaigning to Potential Part 2: Big Gifts
- Future Trends: Executive Director Training
- Grantwriting Wars
- Time & Money, Accounting for NPO's
- Future Trends
- Marketing & Special Events
- Power Vision: Planning & Implementation
- Information Revolution, NPO Technology
- Nonprofit Governance and Volunteerism
- Human Resources/Volunteers
- Campaigning to Potential Part 1: Fundraising
- Campaigning to Potential Part 2: Big Gifts
- Future Trends: Executive Director Training
- Nonprofit Governance and Volunteerism
- Time & Money, Accounting for NPO's
- Individualized Consulting on all class topics

**Saturday Class Schedule**

- December 5, 2009
- December 5, 2009
- December 5, 2009
- December 12, 2009
- December 12, 2009
- January 24, 2010
- January 24, 2010
- February 13, 2010
- February 13, 2010
- March 19, 2010
- March 19, 2010
- April 17, 2010
- April 17, 2010
- April 17, 2010
- May 22, 2010
- May 22, 2010

\_\_\_\_\_ date requested

**Registration Fee**

ENTIRE SERIES	\$ 1,900.00
	NON-MEMBER
ENTIRE SERIES	\$ 1,495.00
	MEMBER DISCOUNT
Additional person(s)	\$ 895.00
	FROM SAME ORG.
Per Course	\$ 199.00
	NON-MEMBER
Per Course	\$ 150.00
	MEMBER DISCOUNT
Consultation (2 hrs)	\$ 250.00

Method of Payment:  Check  Money Order  
Credit Card type:  MC  Visa  AMX

Name on Card: \_\_\_\_\_

Card Number: \_\_\_\_\_ Exp Date: \_\_\_\_\_

Signature \_\_\_\_\_

(Class registration is final. No refunds will be issued.)



## Florida Association of Nonprofit Organizations How Does FANO Advocate for its members?



### **A**dvocacy

**FANO is your strong voice in Tallahassee and Washington**

**FANO is the "go-to" organization for decision-makers seeking public policy information on nonprofits.**

FANO makes a concerted effort to be cross-culturally representative, with members coming from major, medium and emerging nonprofits in the areas of Arts & Culture, Education, Environment, Health, Human Services, Community Development and Faith-based. There are also membership opportunities for "For-profit" Organizations (Preferred Partners), Institutions, Affiliated Associations and Governments.

### **Current issues tracked by FANO include:**

- *Federal Election Commission (FEC) change of rules with the potential to restrict nonprofit advocacy and lobbying. The process is on a fast track. To date, 971,000 requests have been received by the rulemaking committee to ask for an opportunity to express themselves on the issues.*
- *Grant uniformity and streamlining: The federal government is redesigning the federal grant system to have a uniform system of proposing, reporting and administering federal grants.*
- *Red tape reduction, elimination of redundancy, and recommendations to ensure consistency to help nonprofits streamline their dealings with governments and funders.*

### **We Are Watching Out For You:**

- Local Government
- Supreme Court
- Freedom of Speech
- Florida Department of Revenue:  
Sales Tax Exemption Expansion for the Fairness of Nonprofit designated organizations
- Nonprofit Bill of Rights
- Resolutions
- Awards Recognition

## Florida Association of Nonprofit Organizations How Does FANO Provide Research?



### **R**esearch

**FANO researches trends, demographics and more, proving that Florida nonprofits are "More than a Charity"**

### Did you know?

- The number of Florida's reporting charitable nonprofits doubled from 1992 to 2002.
- Despite a general economic downturn from 2000-2002 Florida nonprofit grew 19%.
- In 2002, Florida nonprofits controlled \$58.4 billion in total assets.
- In 2002 Florida nonprofits spent almost 36 billion, which is an increase of \$5 billion in two years.
- The largest proportion of charitable nonprofits is human service organization and the largest two-year change in proportion is public benefit organizations which grew from 4.4% to 11%.
- Almost 44% of the total nonprofits in Florida had annual revenue of under \$100,000 in 2002.
- Charitable nonprofits in Florida paid over \$9.7 billion in wages in 2000.
- Florida 3205 foundations held over \$13 billion in assets and gave almost \$907.5 million in grants. Surprisingly the two-year change from 2000 showed a 3.67% decrease in assets yet giving increased 9.2%
- The average charitable contribution of Florida's itemizers was \$3,335.



## Florida Association of Nonprofit Organizations How Does FANO Provide Training Opportunities?



### **T** raining

**FANO provides outreach training on an annual basis through its statewide conferences, keynote and other specialized speakers**

### FANO Annual Conference and Exhibit Expo

- Roundtables and seminars are offered throughout the year and at the annual conference throughout the state
- Nearly 250 nonprofit leaders attended the 2008 FANO Conference to network with each other and explore the importance of effective storytelling to increase awareness and support of their work
- Presenters included Bob Kovacevich, Avatar Company; Allan Martinez, The Collaborative Lab and Cornelia Dozier, Greater Miami Host Committee, among others.
- Hosted in partnership with VisionBROWARD's, " Ideas Exchange" leadership forum, Broward County's economic development arm, its focus was finding creative solutions to the future of the nonprofit sector, among other topics, especially during economic downturn and greater demand for cost-effective services
- A Nonprofit Advocacy Track captured best employee practices on connecting generations through advocacy, empowering nonprofit leadership and its effect on participants in nonprofit industries
- In keeping with global expansion plans, two Spanish-language classes were conducted





*The Heart of the Florida Nonprofit Community*

## **Florida Association of Nonprofit Organizations** **How Does FANO Save Us Money?**



**S**avings

**FANO puts the collective-buying power of its membership to work to save member organizations time and money as well as offering capacity-building consulting services.**

**All Florida nonprofits can benefit from money-saving services, quality training and benefits.**

***With the strength of our numbers, your purchasing power is a benefit that FANO can grow for your organization. In addition to saving its members over \$500,000 in the past three years, FANO has set forth to further expand its cost savings programs and aggressively negotiate on behalf of nonprofits to alleviate the Differences economic forces have dictated.***

The following list of benefits have been developed over the years by you, our members. With vendors coming and going, interchanging hard and soft insurance markets, etc., FANO listens to its members with the goal of finding solutions to their needs and demands. Your participation and ideas were and are instrumental to the success of the program.

As always, we are listening to you, so if you do not see a benefit listed that you wish to have FANO investigate; or if you have discovered a savings program that you think would benefit your sister organizations, please call us at 305.55.1764 or email [amy.fano@gmail.com](mailto:amy.fano@gmail.com)

**The Directory of Programs and Services include** our growing list of **Member Benefits:**

For your convenience, an "A-Z" listing of member benefits is provided followed by a more in-depth description of those benefits.

## Florida Association of Nonprofit Organizations How Does FANO Save Us Money?



### **S**avings

#### List of FANO Member Benefits "A - Z"

- ⇒ Accounting Q&A, Classes and Consulting
- ⇒ Board Q&A and 400 title reference library
- ⇒ Conference Calling
- ⇒ Directors and Officers Protection Program
- ⇒ E-Newsletters and E-Blasts
- ⇒ Fundraising Classes
- ⇒ Grant Research Emails
- ⇒ Health Coverage
- ⇒ Internet Donation Partners
- ⇒ Jossey Bass Publishers Discount
- ⇒ Knowledge Base on Website
- ⇒ Legal Q&A
- ⇒ Management of HR through outsourcing
- ⇒ Nonprofit Incorporation & IRS Filing Education
- ⇒ Office supplies at a Huge Discount
- ⇒ Presentation Assistance
- ⇒ Quantitative and Qualitative Evaluation Tools
- ⇒ Resources When You Need Them
- ⇒ Subscription Discounts
- ⇒ Technical Q&A
- ⇒ Unemployment Insurance
- ⇒ Voice on Matter Affecting Nonprofits
- ⇒ We Are Listening When You Need Assistance
- ⇒ X-eXtinguish Your Fuel Anxieties w/Card
- ⇒ Your Printing Needs in 48 Hours
- ⇒ Z- wZ Newsletter and other important correspondence

## Florida Association of Nonprofit Organizations How Does FANO Save Us Money?



### Savings

#### Description of FANO Member Benefits "A - Z"

**A**ccounting Q&A, classes and one-on-one consulting are requested every day at FANO. Nonprofits realized that sound financial planning is one of the most essential functions to manage when running a successful nonprofit. Whether you have a quick question, need information on an IRS letter you received, or just need to change your auditor to conform with Sarbanes Oxley, FANO can maximize your efforts and save valuable resources. FANO promotes the idea that your financial statement is a marketing tool and your organization should make the best of it. FANO members receive a discount on accounting classes, consulting services. "Accounting Q&A" is **FREE** to all members

**B**oard members require management, guidance, orientation and training. FANO supports a 400 title library including a complete selection of Board manuals. The collection was donated to FANO by the Carnegie Foundation. The Governance & Volunteers Class is offered several times annually. "Board Q&A" is **FREE** to members.

**C**onference Calling saves time and helps manage programs through internal and external communication, not to mention the savings in time and money by not taking time away from your desk and the office to attend meetings, and not spending time in traffic or money for gasoline. The conference calling feature also allows for online presentations and webinars. Pricing starts at \$.06 per minute for FANO members. Try the service for **FREE** for one month as a FANO member benefit.

**D**irectors and Officers (D&O) Protection Program: Given today's legal and economic climate, protecting board members, officers, and key staff from claims is critical. FANO provides low-cost, high-quality Directors and Officers Insurance. A quote will let you know how much your savings will be.

**E**-newsletters and E-blasts are received on a weekly basis allowing members to catch up on funding opportunities, grant deadlines, government policy decisions, interesting trends and best practices. Members receive a yearly **FREE** newsletter posting ranging from job announcements to award acknowledgments. For posting email Marina.fano@gmail.com.

**F**undraising Classes, Consulting and **FREE** Q&A are available with membership. Having successfully raised over \$1 million, our consultants have over 100 years combined experience. Areas of interest include: member development and retention, capital campaigns and events, among others. An organizational evaluation is available to all new and renewing members.

**G**rant research email and prospect research subscriptions are available for all your needs in doing research on individuals, foundations, corporations and government; subscriptions are discounted for members. Prices range from \$500 to \$4,000 annually. **FREE** monthly service available with enrollment in any FANO grantwriting, fundraising, or special event class.

## Florida Association of Nonprofit Organizations How Does FANO Save Us Money? - Continued



### Savings

### Description of FANO Member Benefits "A - Z" Continued

**H**Health Coverage is one of the most difficult costs to contain for nonprofits. FANO's Wage and Benefit Survey conducted several years ago reported that approximately 50% of all nonprofits reported having no employee benefits, including basic Health Coverage. FANO has two initiatives to participate in. First, FANO's group health insurance census/survey, [www.surveymonkey.com](http://www.surveymonkey.com), to assist FANO in negotiating a competitive group program. Secondly, a new wellness program that offers discount doctor and lab visits for those without insurance. FANO, your general agent, offers this program to employees, their families, your members and volunteers. Premiums are as low as \$50 per month. **FREE** quotes from FANO.

**I**nternet Donations offer a new tool to raise funds and solicit donors. Several excellent vendors, such as Q-Giv and Donor Buddy offer great discounts to choose each month. Customization available.

**J**ossey Bass Publishers offer a 30% discount to FANO members on the purchase of books, tapes and CDS. Code word appears in member kits.

**K**nowledge base on FANO's website hosts a large amount of information and resources so that your organization will not need to reinvent the wheel. The New FANO website was launched in the fall of 2008.

**L**egal Q&A is available **FREE** to FANO members. Issues such as Government in the Sunshine State, employee management, conflict of interest and many other problems requiring the services of lawyers who specialize in nonprofits. Top National Legal Counsel, a division of Boies, Schiller, Flexner LLP, is a firm that understands the specific needs of nonprofits and works with FANO to help our nonprofit members better understand the law.

**M**anage human resources by outsourcing services with a national firm has helped a number of FANO members. Their expertise helps your organization deal with termination, unemployment, employee law suits or just keeping well informed on current employee/employer rulings. It is well documented that nonprofits face most of their legal issues in the human resource arena. This program is offered to bring you that difficult-to-find expertise.

**N**onprofit Incorporation and IRS Filing Education for those who have always wanted to start a nonprofit, but did not know where to start. FANO will assist with its thirty-four step publication on how to start a nonprofit organization in Florida. Classes are held each First Friday of the month from 10:00 a.m. to 12:00 noon. Receive a **FREE** publication with membership.

**O**ffices Supplies including paper, pens, envelopes, ink cartridges, mailing labels and more. FANO can save you money even on the basics. What's more, you'll even get **FREE** next-day delivery.

## Florida Association of Nonprofit Organizations How Does FANO Save Us Money? - Continued



### Description of FANO Member Benefits "A - Z" Continued

#### **S**avings

**P**resentation: How your nonprofit presents itself to the public, other organizations or to your donors can mean the difference between success and failure. FANO will help you hone your communication and negotiation skills and help you develop your ability to speak with authority and conviction. FANO conducts classes in the art of networking where you will plan and strategically think about networking. And since one size does not fit all, services are tailored to your individual and corporate needs. **FREE** Assessment for new and renewing members.

**Q**uantitative & Qualitative evaluation tools, free and discount software for measuring the outcomes and success of nonprofit programs are available with FANO's **FREE** HelpLine. **305.557.1764**

**R**esources when you need them through FANO's helpline: **305.557.1764** See our sample Resource Bank on the new FANO website. If you have a sample board policy, fundraising plan, strategic plan, board orientation package or any management tool you would like to contribute to the sample bank please send it to [members.fano@gmail.com](mailto:members.fano@gmail.com). Thank you in advance for your generosity.

**S**ubscription discounts: keeping up to date on the latest development in nonprofits in general or specifically within your area often means reading a variety of publications. FANO can save you for 10-30% when you order from publishers Jossey Bass, John Wiley, Fieldstone, Board Source, etc.

**T**echnology Q&A, classes and consultants provide the "know how" needed to support the nonprofit office. Not just computers and software but service calls, maintenance and troubleshooting is part of everyday business. FANO recommends reliable professional help at reasonable prices.

**U**neemployment Insurance: Do you know how many of your former employees are collecting benefits? Do you know if someone you fired is claiming unemployment they aren't entitled to? Whether you know the answer or not, you are probably paying too much money for unemployment taxes. FANO can show you how to lower your costs substantially. (see quote from Broward House) Get a **FREE** cost estimate today and avoid the rush for the November 30 deadline.

**V**oice of the nonprofit is vital. Join the FANO Legislative Committee and participate in Nonprofit Days in Tallahassee, National Legislative Committee of NCNA and other special initiatives to enhance the well-being of Florida's Heart of the Community, the Nonprofit Industry. **FREE** "Lessons in Leveraging" publication with new and renewing membership.



## Florida Association of Nonprofit Organizations How Does FANO Save Us Money? - Continued



### Savings

### Description of FANO Member Benefits "A - Z" Continued

**W**e want to hear from you about what needs you have. If there is an item you would like to save on call FANO. Our team will negotiate a saving for you. **eX**tinguish your organization's fuel/gas anxieties. Now there is a FANO Fuel credit card that has a two part benefit. The card will control costs and will help contain gas allowances for your employees. Secondly, the itemized bill will enable your tax exempt organization to submit for a tax reimbursement from Florida's Department of Revenue.

**Y**our printing needs in 48 hours is a new preferred partner with internet service 24/7. Your membership entitles you to a discount. Although websites and emails are essential communications, the printed publication is now becoming more important than ever. The service is discounted for members including the most recent trend, postcards. **FREE** online designer software available.

**wZ** Newsletter issues weekly, breaking news and updates. Newsletters contain timely alerts which affect all nonprofits: grant and recognition opportunities, happenings at the Legislature and in Washington, D.C., announcements, conferences and meetings, technology and training opportunities. New and renewing members can submit **FREE** articles to our Newsletter.

*"Being a member of  
FANO saved me \$55,000.  
Enough said."*

*President/  
Chief Executive Officer*



**You Can Start Saving Right Away!  
Become A Member of FANO and Watch  
the Savings Pile Up!**



**Florida Association of Nonprofit Organizations**  
**"More Than A Charity" Report**

***Florida Nonprofits,  
More Than a Charity:***

***Third Edition***

- 23 Nonprofits in Florida
- 24 Nonprofits Revenue Source, Size & Region
- 25 Florida Nonprofits by County
- 26 Florida Nonprofits by Field
- 27 Nonprofits by Sector
- 28 Nonprofit Wages
- 29 Nonprofit Employment by County
- 30 Itemizers Contribution



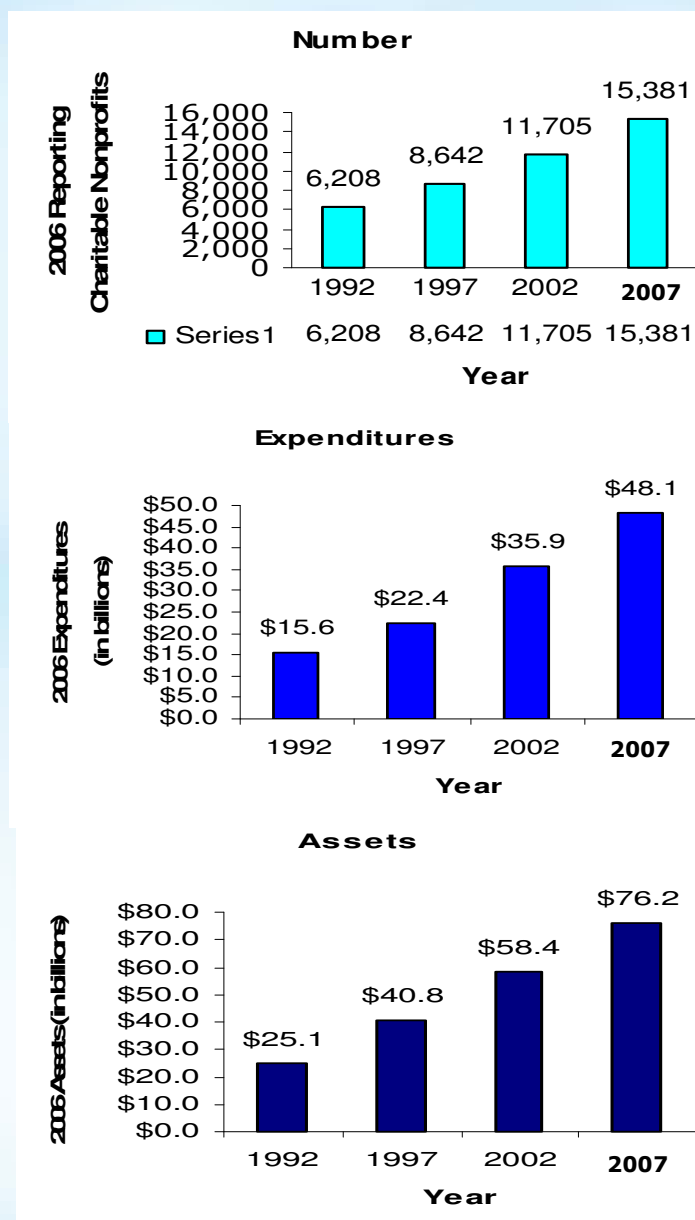


Florida Association of Nonprofit Organizations

*The Heart of the Florida Nonprofit Community*

## Florida Association of Nonprofit Organizations "More Than A Charity" Report

### Reporting Charitable Nonprofits in Florida, 1992-2007



- There were 15,381 reporting charitable nonprofits that were tax-exempt under Section 501(c)(3) of the IRS code (Fig. 1). (Private foundations are not included but are discussed on page 29.)

- Religious congregations are not required to report and are also not included. They are discussed on Fig. 6 and Fig. 1.

- Reporting charitable nonprofits had almost \$48.1 billion in expenditures in 2007

- In 2002 about 6.6% of Gross State Product in Florida was contributed by Florida nonprofit organizations. (Fig. 1)

- The value of assets held reached \$76.2 billion in 2006, which is a 303% increase from \$25.1 billion in 1992 (Fig. 1)

**Figure 1. Reporting Charitable Nonprofits in Florida, 1992-2007**

Source: National Center for Charitable Statistics, Urban Institute



## **Florida Association of Nonprofit Organizations "More Than A Charity" Report**

### **FLORIDA ORGANIZATIONS: REVENUE SOURCE/SIZE AND GEOGRAPHIC REGION**

- About 13% of total revenues for reporting charitable nonprofits in Florida were from contributions made by individuals, corporations, and foundation. (Fig. 2)

- The major source of revenues is program service fees and charges. Other sources include government support and investment income. (Fig. 2)

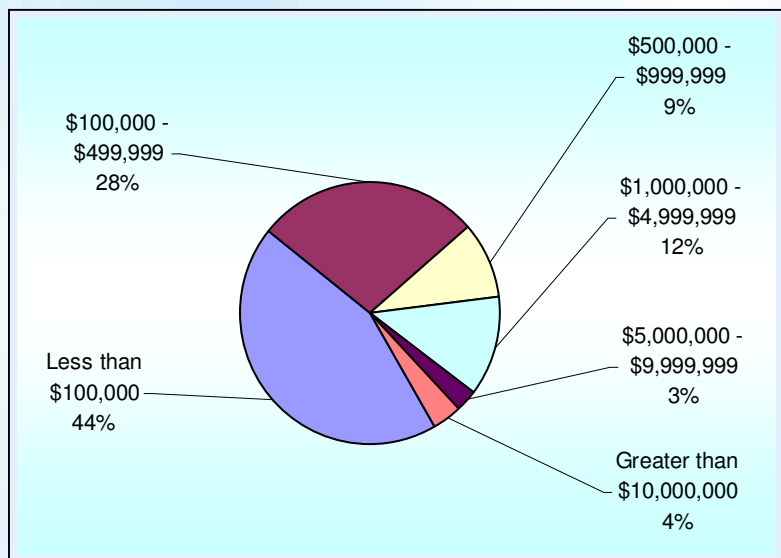
- In 2002, only 3% of Florida's reporting charitable nonprofits had annual expenditures greater than \$5 million. However, these organizations accounted for over 80% of total assets and 86.3% of total expenditures (Fig. 3).

- In contrast, 85% (8,017 organizations) had annual expenditures under \$1 million (Fig. 3).

- Not reflected in the chart are the 25,660 small charitable nonprofits registered with the IRS not required to file. This group includes organizations such as youth sports leagues and rescue squads.

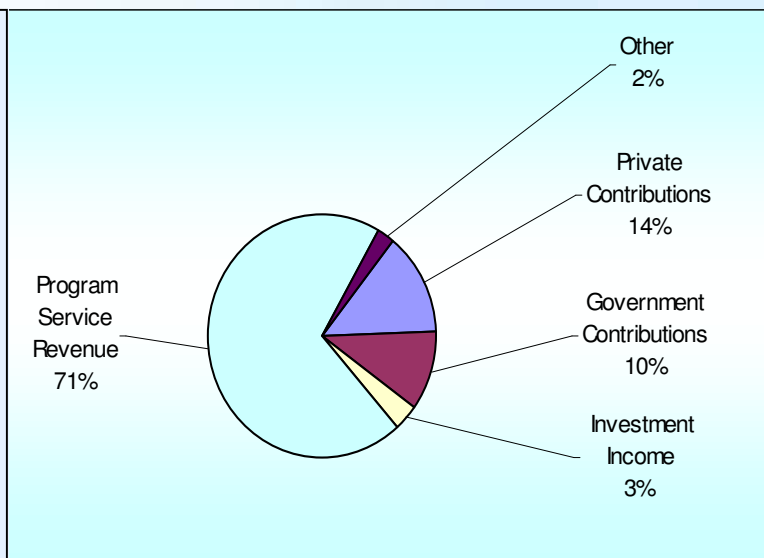
- Eight counties—Alachua, Broward, Dade, Duval, Hillsborough, Orange, Palm Beach, and Pinellas—have over \$4 billion in both total expenditures and total assets and represent 57.2% of nonprofits (Fig. 4).

- Every county in Florida has at least one nonprofit organization (Fig. 4).



**Figure 3. Reporting Charitable Nonprofits in Florida by Expenditure Level, 2002**

Source: NCCS, Urban Institute.



**Figure 2. Revenue Sources for Reporting Charitable Nonprofits in 2001**

Source: NCCS, Urban Institute.



**Florida Association of Nonprofit Organizations**

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## Florida Association of Nonprofit Organizations "More Than A Charity" Report

**Figure 4: Reporting Charitable Nonprofits in Florida by County, 2002**

Source: National Center for Charitable Statistics, Urban Institute

County	# of Orgs	Assets	Expenses	County	# of Orgs	Assets	Expenses
Alachua	296	2,722,732,172	1,503,523,208	Lee	343	876,310,970	385,805,731
Baker	5	20,163,722	12,202,387	Leon	416	1,655,935,210	1,164,121,730
Bay	109	67,967,093	73,419,558	Levy	22	4,959,865	11,968,299
Bradford	6	2,624,570	2,608,004	Liberty	2	967,273	5,358,399
Brevard	324	1,271,919,788	1,215,681,073	Madison	13	7,373,580	13,123,746
Broward	910	3,144,955,381	2,679,521,922	Manatee	211	281,022,460	178,442,291
Calhoun	3	1,380,784	1,294,502	Marion	128	453,266,908	345,741,762
Charlotte	94	139,186,912	131,027,966	Martin	126	339,715,897	286,416,866
Citrus	69	147,083,182	110,074,609	Miami-Dade	1,388	7,385,539,268	6,687,143,163
Clay	61	67,299,007	56,272,365	Monroe	152	181,553,508	125,448,227
Collier	216	899,782,786	555,008,608	Nassau	41	12,865,211	11,128,026
Columbia	30	15,258,567	28,130,335	Okaloosa	123	218,874,448	100,982,759
DeSoto	12	15,476,018	26,984,346	Okeechobee	19	4,072,151	5,205,500
Dixie	4	291,135	182,536	Orange	763	6,335,310,998	4,115,080,210
Duval	649	3,949,260,467	3,329,952,163	Osceola	53	163,343,544	68,624,784
Escambia	247	958,368,907	718,973,010	Palm Beach	1,009	3,678,333,774	1,799,292,800
Flagler	30	7,146,197	6,428,244	Pasco	138	260,868,143	261,729,635
Franklin	11	1,794,379	2,292,745	Pinellas	789	3,867,345,717	2,776,569,370
Gadsden	25	17,855,047	12,361,448	Polk	305	1,402,544,555	864,243,679
Gilchrist	7	7,568,880	7,058,996	Putnam	36	33,897,483	27,362,951
Glades	3	193,075	253,477	Santa Rosa	55	19,231,780	13,516,380
Gulf	5	1,784,385	4,010,900	Sarasota	388	1,311,590,223	779,023,188
Hamilton	6	2,470,215	4,519,797	Seminole	225	146,097,857	152,455,792
Hardee	15	2,830,999	4,181,752	St. Johns	133	594,542,655	259,079,712
Hendry	14	5,278,980	4,709,564	St. Lucie	86	88,262,255	88,232,790
Hernando	45	18,691,266	30,837,020	Sumter	18	6,582,607	15,997,044
Highlands	58	34,138,737	33,207,594	Suwannee	23	112,204,266	45,372,695
Hillsborough	776	12,575,791,110	3,194,166,055	Taylor	3	11,352,169	23,626,716
Holmes	4	3,416,183	7,806,125	Union	6	1,519,921	1,146,142
Indian River	119	341,592,514	227,650,442	Volusia	292	1,443,345,694	766,381,318
Jackson	21	13,952,747	11,182,270	Wakulla	13	2,690,759	3,044,818
Jefferson	11	3,657,466	6,070,650	Walton	37	8,759,055	9,993,023
Lafayette	1	217,730	157,520	Washington	12	12,116,804	21,057,629
Lake	140	1,061,938,743	507,725,039	Others	6	22,651,289	6,115,058
				<b>TOTAL</b>	<b>11,705</b>	<b>\$58,471,778,033</b>	<b>\$35,929,688,510</b>



Florida Association of Nonprofit Organizations

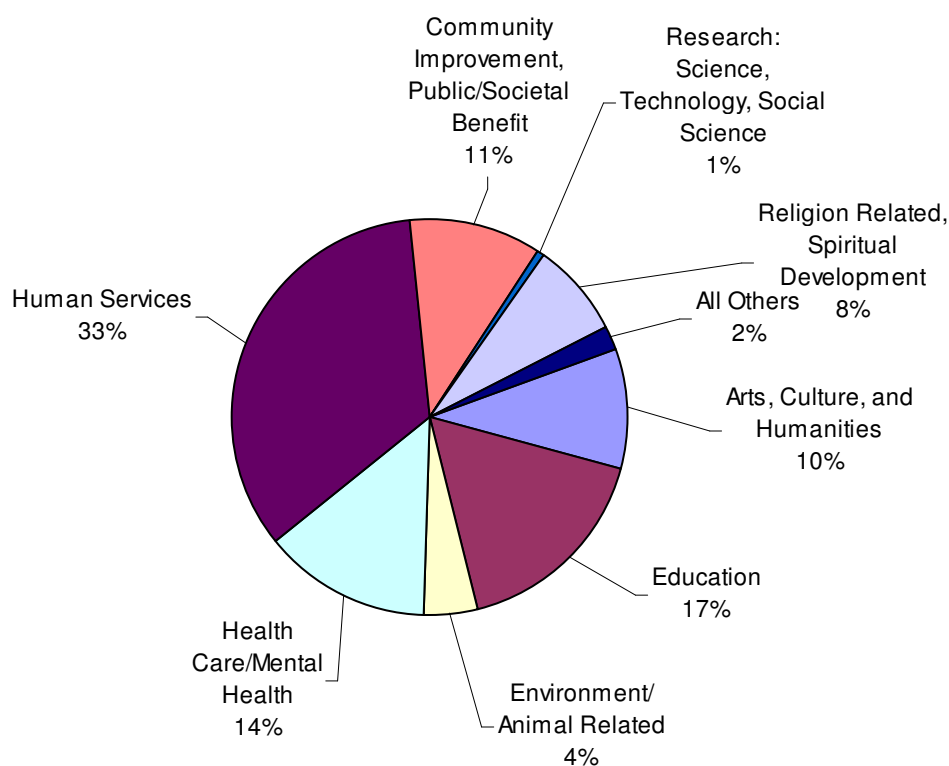
*The Heart of the Florida Nonprofit Community*

## Florida Association of Nonprofit Organizations “More Than A Charity” Report

### FLORIDA NONPROFITS BY FIELD

- Human services organizations make up the largest proportion of Florida’s reporting charitable nonprofits (33%)
- These organizations provide a broad spectrum of services including youth development, disaster relief, housing services, and family support (Fig. 5)

Distribution of Charitable Nonprofits by Type



**Figure 5. Reporting Charitable Nonprofits in Florida By Field 2006**

Source: National Center for Charitable Statistics Urban Institute.



Florida Association of Nonprofit Organizations

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## Florida Association of Nonprofit Organizations "More Than A Charity" Report

### Florida Nonprofits by Sector

Tax-Exempt Organizations	Registered with IRS (over \$5,000 in gross receipts)	Filing Annual IRS Report (over \$25,000 in gross receipts)
<b>Under 501(c) (3)*</b>	<b>45,731</b>	<b>15,381</b>
<b>Private Foundations</b>	6,087	2,024
<b>Charitable Nonprofits</b>	39,644	13,357
<b>Other under 501(c) subsections*</b>	16,117	

### Growth in the Nonprofit Community in ten years by number of organizations registered from 1996 to 2006

	1996	2006
<b>501(c)(3) Charitable nonprofit/private foundations</b>	<b>21,238</b>	<b>45,731</b>
<b>501(c)(3) social welfare</b>	4,918	4,369
<b>501(c)(3) labor/agriculture</b>	1,412	1,283
<b>501(c)(3) business leagues</b>	2,810	3,137
<b>Congregations (about half are registered with IRS)***</b>	unknown	18,156

**Figure 6. The Florida Nonprofit Sector, 2006**

Source: National Center for Charitable Statistics, Urban Institute.

\*Source: IRS Business Master File 01/2007 (with modifications by the National Center for Charitable Statistics at the Urban Institute to exclude foreign and governmental organizations).

\*\* Source: The number of congregations is from the website of American Church Lists (<http://list.infousa.com/acl.htm>), 2004. These numbers are excluded from the totals for the state since approximately half of the congregations are included under registered public charities.

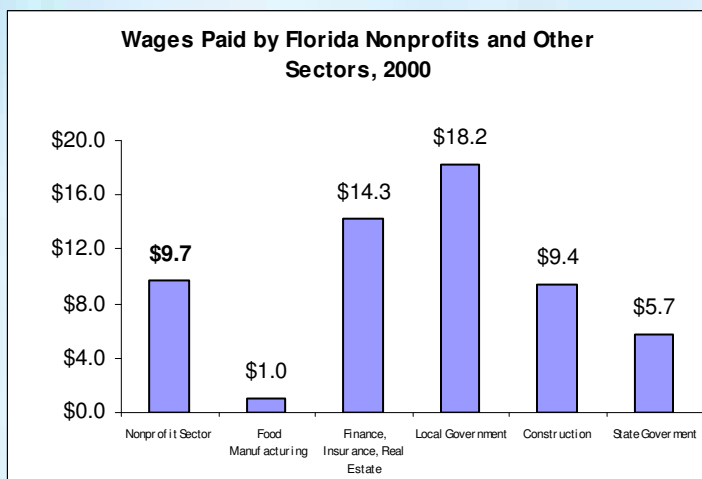


**Florida Association of Nonprofit Organizations**

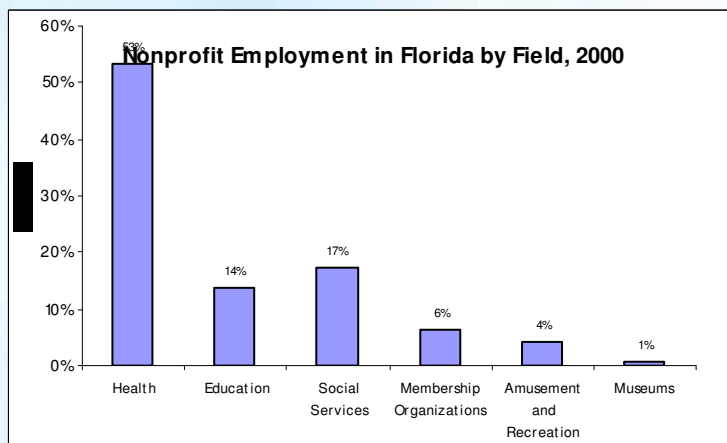
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## **Florida Association of Nonprofit Organizations "More Than A Charity" Report**

### **FLORIDA NONPROFIT EMPLOYMENT**



**Figure 8. Wages Paid by Florida Nonprofits and Others, 2000** Source: Johns Hopkins Center for Civil Society Studies



**Figure 9. Nonprofit Employment in Florida by Field, 2002** Source: Johns Hopkins Center for Civil Society Studies

- In 2000, nonprofit organizations employed 398,691 people. Entities exempt under section 501(c) 3 employed 352,739 people, approximately 5.0% of the state's labor force. By comparison, 501(c) 3 organizations comprise about 7.0% of employment nationwide (Fig. 10)

- Nonprofit employees earned \$9.7 billion in wages, or about 5% of the state total (Fig. 8)

- This is approximately equal to the total wages paid in the state's construction industry, 70% more than the total wages paid to state government employees, and almost ten times more than the total wages paid in the state's food manufacturing industry (Fig. 8)

- The health field accounts for the largest proportion of nonprofit employment in Florida, as in other states. Approximately 53% of all nonprofit employees in the state work for health organizations (Fig. 9)

- Though significantly lower than health organizations, social service and education organizations account for the next largest components of the nonprofit workforce in Florida, with 17% and 14% of the employees, respectively. Social service organizations include services to individuals and families, day care, residential care, and employment and training. Education includes elementary and secondary education as well as colleges and universities (Fig. 9)



**Florida Association of Nonprofit Organizations**

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## Florida Association of Nonprofit Organizations "More Than A Charity" Report

**Figure 10: Nonprofit Employment in Florida by County, 2000**

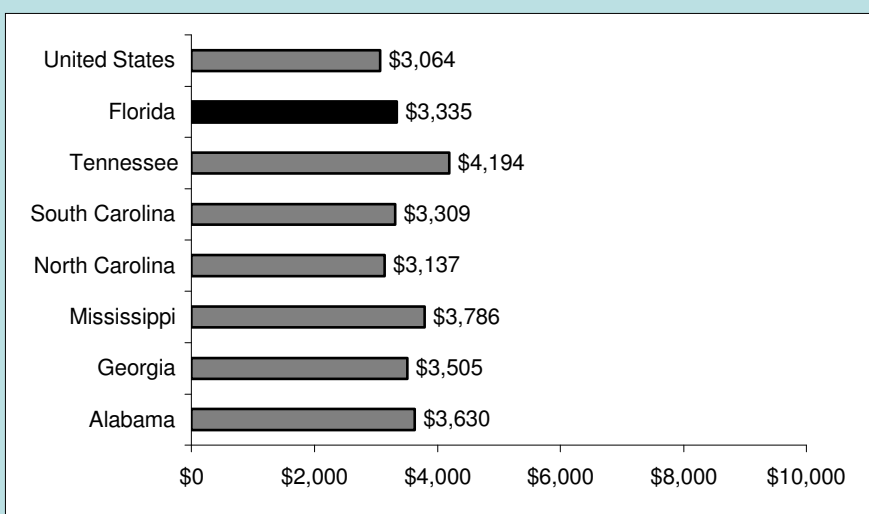
Source: Johns Hopkins Center for Civil Society Studies.

County	# of Orgs	#Employees	NPO employment as % of Total Emp. In County	County	# of Orgs	#Employees	NPO employment as % of Total Emp. In County
Alachua	267	17,427	14.8%	Lee	282	9101	5.6%
Baker	3	61	1.1%	Leon	341	10,319	7.2%
Bay	79	3,315	5.3%	Levy	18	295	3.8%
Bradford	6	247	3.8%	Liberty	2	46	2.9%
Brevard	254	13,627	7.5%	Madison	10	508	8.6%
Broward	763	33,554	5.2%	Manatee	176	2,457	2.1%
Calhoun	3	52	1.7%	Marion	107	1,552	1.8%
Charlotte	85	1,917	5.2%	Martin	113	4,743	9.3%
Citrus	55	1,351	4.9%	Miami-Dade	1210	54,156	5.5%
Clay	47	899	2.3%	Monroe	123	1,431	3.8%
Collier	174	7,172	6.9%	Nassau	34	676	4.1%
Columbia	26	893	4.7%	Okealoosa	96	1,566	2.1%
DeSoto	8	371	4.1%	Okeechobee	16	435	4.3%
Dixie	2	62	2.5%	Orange	642	33,541	5.5%
Duval	573	27,743	6.4%	Osceola	42	2,422	4.7%
Escambia	219	5,237	4.1%	Palm Beach	842	28,141	5.9%
Flagler	20	593	4.9%	Pasco	109	3,922	5.3%
Franklin	8	66	2.2%	Pinellas	698	26,492	6.1%
Gadsden	24	483	3.3%	Polk	264	11,209	6.0%
Gilchrist	9	32	5.5%	Putnam	31	584	3.0%
Glades	1	111	8.7%	Santa Rosa	45	564	2.2%
Gulf	6	135	4.1%	Sarasota	325	11,106	7.9%
Hamilton	4	118	3.1%	Seminole	179	4576	3.3%
Hardee	11	181	2.4%	St. Johns	109	3617	8.5%
Hendry	11	353	2.7%	St. Lucie	70	2872	5.5%
Hernando	45	593	2.0%	Sumter	9	346	4.0%
Highlands	50	3,419	14.4%	Suwannee	21	885	9.5%
Hillsborough	636	27,875	4.7%	Taylor	5	380	5.7%
Holmes	5	162	4.7%	Union	2	78	2.2%
Indian River	106	3,845	9.2%	Volusia	237	20,392	14.3%
Jackson	18	768	5.6%	Wakulla	6	83	1.9%
Jefferson	6	173	6.2%	Walton	24	447	3.8%
Lafayette	2	0	0%	Washington	12	432	6.9%
Lake	126	5345	8.4%				

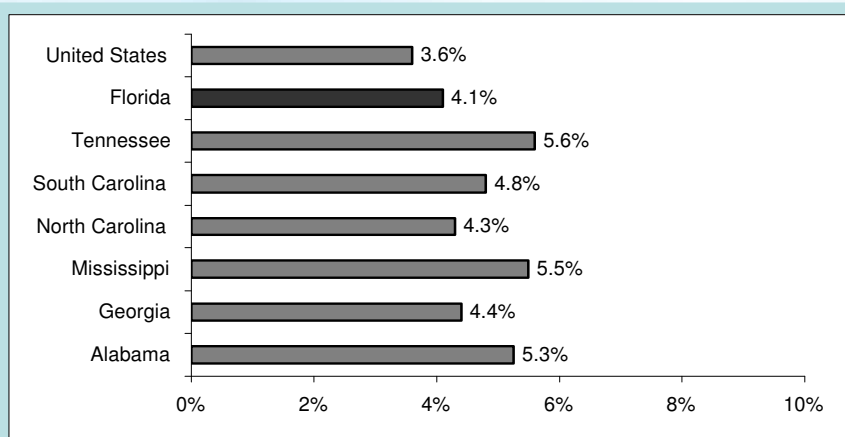


## **Florida Association of Nonprofit Organizations "More Than A Charity" Report**

### **CONTRIBUTION OF FLORIDA ITEMIZERS**



**Figure 14. Average Charitable Contribution of Itemizers, 2002** Source: National Center for Charitable Statistics, Urban Institute



**Figure 15. Percent of Income Contributed by Itemizers, 2002** Source: National Center for Charitable Statistics, Urban Institute

- The average charitable contribution of those who itemized deductions was \$3,064 in the United States in 2002 (Fig. 14)
- The average Florida charitable contribution of those who itemized deductions is over the national average, and totals \$3,335 in 2002 (Fig. 14)
- The percent of income contributed by these Florida itemizers was 4.1%, above the national average of 3.5% (Fig. 15)
- Although Florida taxpayers may be considered generous givers, other states with lower average income levels, such as Mississippi and Tennessee with 5.5% and 5.6% gave more and were much more generous than Florida with 4.1%





## **Florida Association of Nonprofit Organizations** **Why Should We Join FANO?**

*You have already read about all the great things FANO is doing for its members. If you still aren't convinced, please take a look at this reminder of what FANO can do for you. We hope you will soon become our newest FANO member and begin reaping the benefits of membership today!*

### **Top 10 Reasons To Join FANO today!**

- 10. Save Money** Benefit from discounts on products and services, such as insurance and consultant services.
- 9. Save Time** Get fast and reliable answers to your management and governance questions.
- 8. Raise Money** Gain knowledge and resources through training in fundraising and marketing, technical assistance, and connections to increase revenue.
- 7. Effectively Manage** Attend trainings and conferences on essential topics such as fundraising, marketing, and governance in order to lead and manage more effectively.
- 6. Be Connected** Network with your peers, share ideas, and exchange solutions to address organizational challenges.
- 5. Successfully Advocate** Represent your interests to state government. Join your nonprofit peers in advancing critical policy issues affecting the sector.
- 4. Demonstrate Leadership** Mentor others and create a stronger network.
- 3. Foster Collaboration** Create strategic partnerships and find new clients and supporters.
- 2. Strive for Excellence** Honor standards of practice and accountability that advance the sector.
- 1. Make an Impact** Achieve your mission in community.

# Florida Nonprofit Annual Report

## Membership Application



*The Heart of the Florida Nonprofit Community*

**Please select one Organizational Classification**

- Arts, Culture and Humanities
  - Education
  - Environment and Animals
  - Health
  - Human Services
  - International, Foreign Affairs
  - Public, Societal Benefit
  - Mutual/Membership Benefit
  - Religious/Faith-based
  - Unknown, Unclassified (state type)
- 
- For-Profit (state type of business)

Organization Name: \_\_\_\_\_

Address: \_\_\_\_\_

City: \_\_\_\_\_ State: \_\_\_\_\_ Zip Code: \_\_\_\_\_

Phone: \_\_\_\_\_ Website 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: \_\_\_\_\_

**Dues Structure**

If annual expenses\* are: Dues are:

\$50,000-\$199,000	\$100
\$200,000-\$499,000	\$250
\$500,000-\$999,000	\$500
\$1Million - \$1.9Million	\$600
\$2Million - \$3.9Million	\$800
Over \$4 Million	\$1,000

**Associate Membership**

Student	\$25
Consultant	\$100
Small Bs./ Gov't	\$250
Corporation	\$500
Sponsor	\$1,000
Underwriter	\$2,500
Benefactor	\$5,000
Angel	\$10,000

\*Line 17 of IRS Form 990

**WHAT FANO BENEFIT OPPORTUNITIES ARE YOU INTERESTED IN?**

- Health Care Program
- Database Services
- On-Line Job Bank
- Conference Calling
- Dental Benefits
- Travel Discounts
- Conference and Networking Events
- Office Supply Discount
- Workshops and Training Opportunities
- Certification (Nonprofit Management)
- Commercial and Liability Insurance
- Unemployment Savings
- Employee Retirement Plans
- Advocacy Assistance
- Prospect Research

**HOW DID YOU HEAR ABOUT FANO?**

- Newsletter
- Website
- Referred by a FANO Member

Other \_\_\_\_\_

**METHOD OF PAYMENT (PLEASE CHECK)**

Check or Money Order Enclosed for \$ \_\_\_\_\_  Please Bill My Credit Card: Type: \_\_\_\_\_

Cardholder Name \_\_\_\_\_ Signature \_\_\_\_\_

Card Number \_\_\_\_\_ Amount \$ \_\_\_\_\_ Exp. Date \_\_\_\_\_

We would like to join FANO and agree with the organizations purpose and objectives. We understand that: membership is open to IRS tax-exempt and non-exempt organizations. Dues cover a 12-month period from date paid. Participation in all FANO Services requires membership in the organization. This is an organizational membership with the CEO / Executive Director as the official representative to FANO unless otherwise noted on the application. By providing the signature, I consent to receive e-mails communications sent to my organization by or on behalf of FANO Benefits to the addresses listed on the application.

Please attach a copy of Page 1 of your organizations most recent Form 990. If no form is required by law, please attach a copy of your most recent income statement.  
**Remit form & dues payment to: FANO, 7480 Fairway Dr., #205, Miami Lakes, FL 33014**