

# 2022 FLORIDA BY THE NUMBERS

A Status Report on Food  
and Agriculture  
Nonprofits

# FLORIDA BY THE NUMBERS: A STATUS REPORT ON FOOD AND AGRICULTURE NONPROFITS

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## DATA SOURCE

DataLake Nonprofit Research  
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# NONPROFIT INDUSTRY REPORT

There are 1.6 million nonprofits in the United States, 95,000 of which are headquartered in Florida.<sup>1</sup> The nonprofit sector in Florida generates revenues of \$105 billion and employs more than 630,000 individuals.<sup>2</sup> UF/IFAS Extension (hereinafter referred to as "Extension") works closely with nonprofits to further develop communities.

Food insecurity is a pressing issue in the United States, and solving it requires cross-sector collaboration. As part of the food supply chain, many nonprofit, for-profit, and governmental agencies work together to increase access to safe, nutritious food. This is a sizable effort. Overall, Florida's combined agriculture, natural resources, and food industries contributed over \$132 billion to the state's economy in 2015.<sup>3</sup>

The nonprofit sector plays an important but under-recognized role in the food supply chain. There are approximately 904 nonprofits in Florida with missions related to food pre-production, production, distribution, and consumption. These nonprofits address gaps in the food supply chain by conducting research, education, and advocacy. They also provide direct food support. However, nonprofits are often left out of conversations about the food supply, leading to missed opportunities and potentially less effective outcomes.

The findings of this report indicate Extension is poised to bridge the gaps between Florida's for-profit industries and the food and agriculture nonprofit subsector and, thus, improve the state's overall food security. This role is especially important at this juncture in time. The COVID-19 pandemic impacted all industries and created food supply chain barriers. Nonprofits of all types suffered, but those serving individuals at the distribution and consumption levels struggled to maintain normal operations.<sup>4</sup>

The goal of this report is to educate Extension professionals and interested community members about the nonprofit sector's role in the food supply chain and, specifically, its intersection with the Extension Super Issues. This report includes an overview of the food and agriculture nonprofit subsector, the specific roles it plays in the food supply chain, its overlap with Extension throughout the state, and opportunities for collaboration. The steps of data collection are presented on the following page, and analysis processes are described in Appendix A.

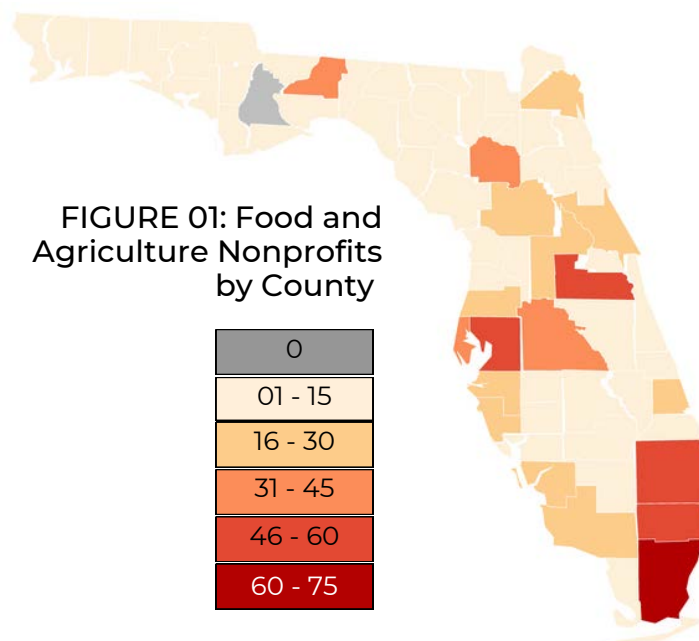
The information encapsulated in these pages is intended to help agents promote cross-sectoral collaboration.





To study food and agriculture nonprofits in Florida, the research team worked with DataLake, Inc. to build a list of nonprofits whose missions were associated with food and agriculture. Initially, 13,000 were identified using the IRS National Taxonomy of Exempt Entities (NTEE) codes labeled Food & Agriculture or with terms in organization name associated with food and agriculture located in Florida or serving Florida. This number was reduced to 1,300 by removing terms such as “field” or “fish” because these terms were more often associated with sports programs or religious organizations and less often about food. Less productive NTEE codes were filtered out as well. The 1,300 nonprofits were randomly sorted into ten batches of 130 nonprofits, which were assigned to six team members. Team members worked within their assigned batches to eliminate non-related organizations by reviewing nonprofits' names, websites, or IRS Form 990. This step reduced the dataset to 1,007 nonprofits. Select data was collected from the nonprofits' 2019 IRS Forms 990, including employer identification number, financials, number of employees and volunteers, and mission and programs where available.

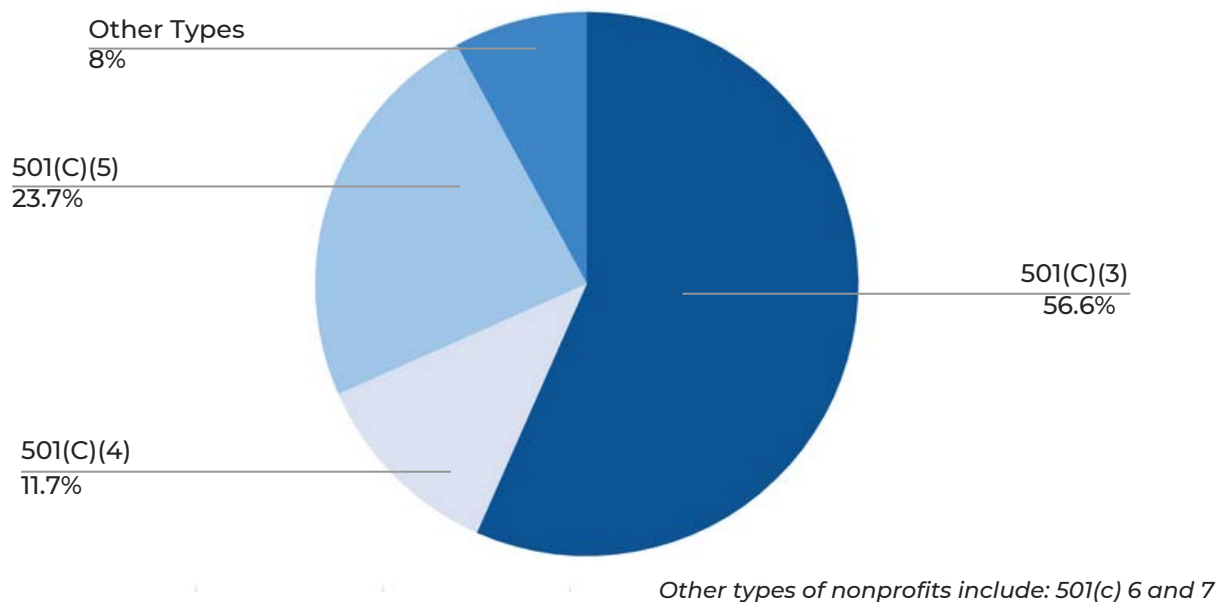
Our research identified **904** 501(c) nonprofits in Florida that have missions related to the food supply chain. These nonprofits are located in 66 of Florida's 67 counties; however, most are concentrated in South and Central Florida, see Figure 01. In order of density, the top five Florida counties with the highest concentration of food and agriculture nonprofits are Miami-Dade, Broward, Hillsborough, Orange, and Palm Beach.



First, the report provides an overview of the subsector. Second, it explores these nonprofits by dividing them into four categories or steps in the food supply chain: pre-production, production, distribution, and consumption.

# NONPROFIT TYPES

FIGURE 02: Types of 501(c) Nonprofit Organizations in Florida



Most of the food and agriculture nonprofits in Florida fall into one of three IRS-defined categories: 501(c)(3), 501(c)(4), and 501(c)(5), see Figure 02. These categories are all types of nonprofits, but each category has its own rules about tax exemption and reporting.

The majority (57%) of Florida’s food and agriculture nonprofits are 501(c)(3) organizations, which are commonly referred to as charitable organizations. These nonprofits are eligible to receive tax-deductible contributions. Examples include food banks, economic incubators, and soup kitchens.

A quarter (24%) of Florida’s food and agricultures nonprofits are 501(c)(5) organizations. This category typically includes labor and agricultural nonprofits. Ineligible for tax-deductible donations, they are typically funded through union dues.

These nonprofits also have more latitude to engage in lobbying than (c)(3) nonprofits. Examples include labor unions, agricultural membership associations, and sustainable horticulture groups.

Finally, 12% of nonprofits in the state are 501 (c)(4) organizations. Also known as social welfare organizations, 501(c)(4)s promote the common good. Contributions are not tax-deductible. They are exempt from federal income tax and, like (c)(5)s, have greater latitude to engage in lobbying. Examples include private foundations and political nonprofits.

The remaining 8% are 501(c)(6) or 501(c)(7) organizations. Examples include business leagues, chambers of commerce, social clubs, and recreational clubs.



# NONPROFIT AGE

Over half of the food and agriculture nonprofits in Florida emerged after 2000. This speaks to the lifespan of this type of nonprofit in the U.S. As nonprofits fulfill their mission or lose financial stability, they may merge with another organization, formally close, or simply cease activities.<sup>5</sup> The number of food and agriculture nonprofits in Florida ebbed and flowed with changes in federal policy beginning in the early 1900s. See Figure 03 for a policy timeline. The oldest federally-recognized food and agriculture nonprofits in existence today originated in the 1940s, as indicated in Figure 04. This is not to say food-related charities did not exist before 1940.

### Evolution in U.S Policy

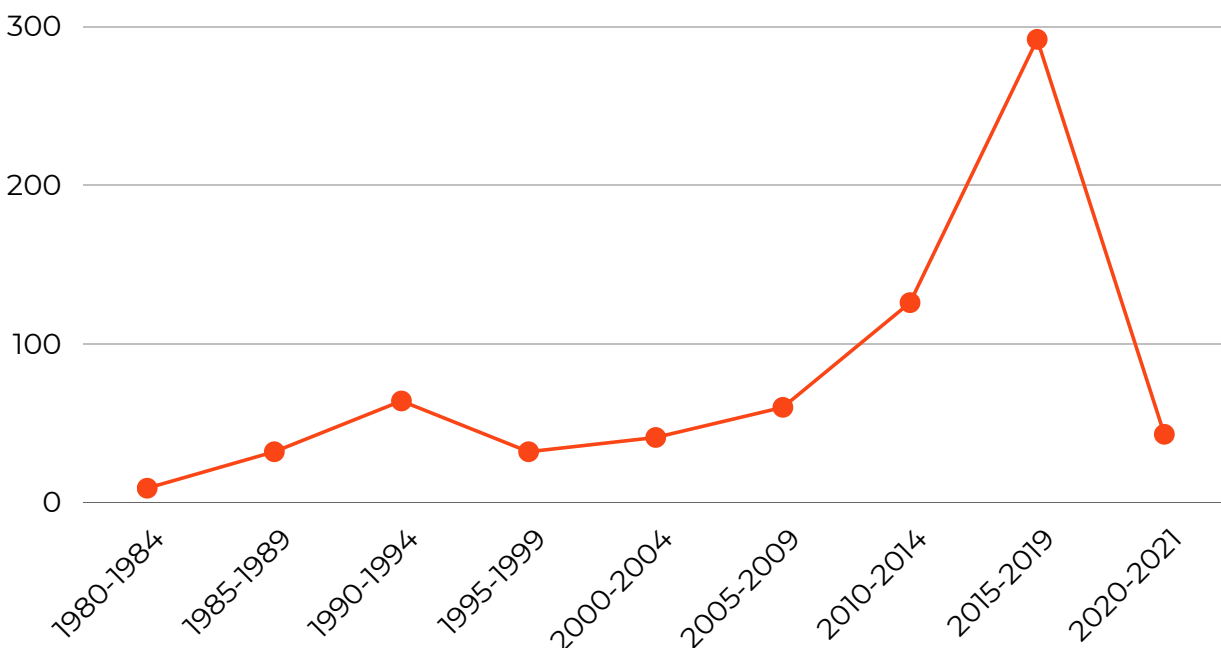
The U.S. adopted the Social Welfare Tax Exemption in 1913 but did not require nonprofits to report to the Internal Revenue Service until 1943. Charitable food distribution and informal farmers' associations existed without formal recognition at that time.

**FIGURE 03: Evolution of Federal Nonprofit and Food & Agriculture Policy**

1913	Social Welfare Tax Exemption
1939	First food stamp program
1943	990 filing required
1950s	Recession
1964	Donations deductions changed
1990	Growth in welfare programs
2010	Healthy, Hunger-Free Kids Act

A boost in legally-recognized nonprofits can be observed after each change in U.S. food policy and tax exemption policy. These changes provided new possibilities for tax deductions, followed by a steep incline in governmental food assistance programs. Federal food policy is typically associated with government grants nonprofits may use to distribute food from producers to consumers, which explains the change in numbers over time. For instance, as changes in USDA, SNAP, and WIC policy develop, the number of food and agriculture nonprofits will evolve.

**FIGURE 04: Number of Nonprofits by Year of Formation**



# NONPROFIT REVENUE

Nonprofits file an annual tax return with the Internal Revenue Service. The form nonprofits use is called the IRS Form 990. It has several variations based on the size of the organization.

*IRS Form 990:* \$200,000 or more in gross receipts

*IRS Form 990 or 990EZ:* \$50,000 to \$200,000 in gross receipts

*IRS Form 990N:* \$50,000 or less in gross receipts

Nonprofit tax forms are publicly available through services such as IRS.gov and Guidestar.org. Many nonprofits also put these forms on their website to promote transparency.

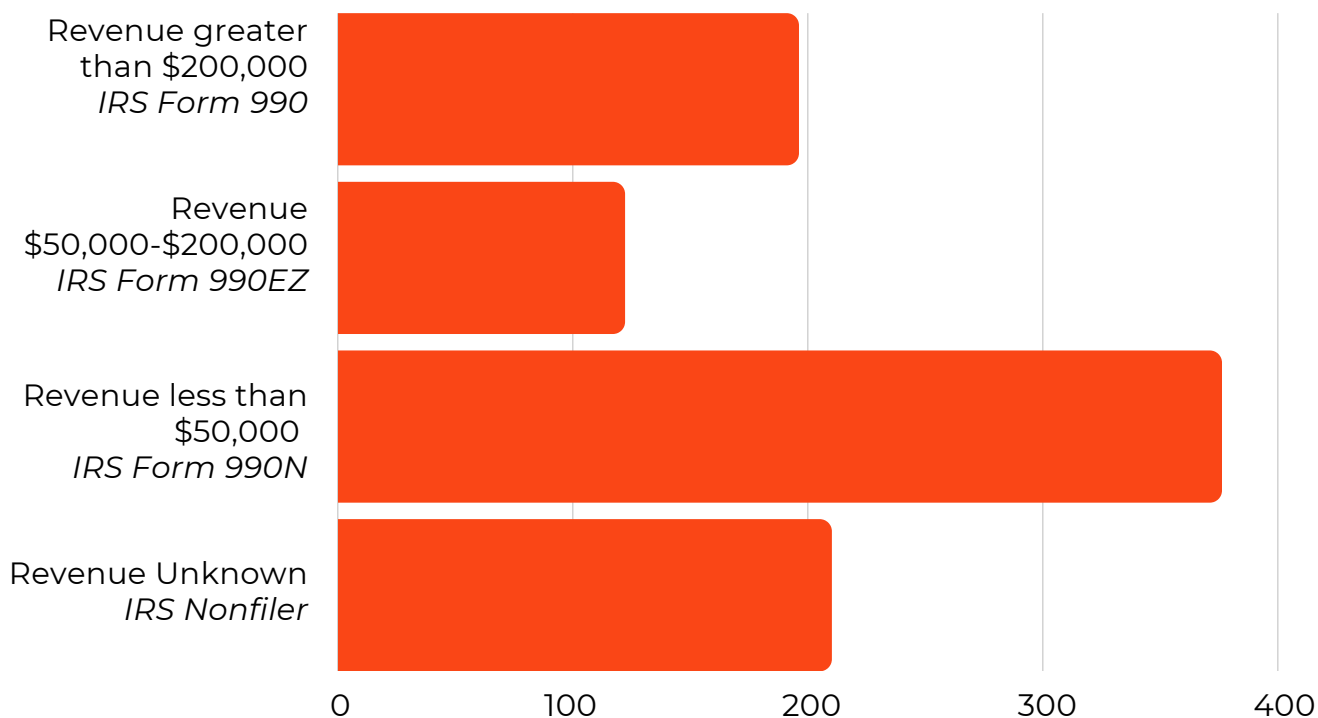
To offer an example, a blank IRS Form 990 is included in Figure 05. Total revenue can be found on Line 12. This line is the sum of all revenue, including contributions and grants, program service revenue, investment income, and other sources.

FIGURE 05: Page 1 of IRS Form 990 for Tax Exempt Nonprofit

Form <b>990</b>	<b>Return of Organization Exempt From Income Tax</b>	OMB No. 1545-0047	
Department of the Treasury Internal Revenue Service	Under section 501(c), 527, or 4947(a)(1) of the Internal Revenue Code (except private foundations) ▶ Do not enter social security numbers on this form as it may be made public. ▶ Go to <a href="http://www.irs.gov/Form990">www.irs.gov/Form990</a> for instructions and the latest information.	<b>2021</b> <b>Open to Public Inspection</b>	
<b>A</b> For the 2021 calendar year, or tax year beginning _____, 2021, and ending _____, 20			
<b>B</b> Check if applicable: <input type="checkbox"/> Address change <input type="checkbox"/> Name change <input type="checkbox"/> Initial return <input type="checkbox"/> Final return/terminated <input type="checkbox"/> Amended return <input type="checkbox"/> Application pending	<b>C</b> Name of organization Doing business as Number and street (or P.O. box if mail is not delivered to street address) Room/suite City or town, state or province, country, and ZIP or foreign postal code	<b>D</b> Employer identification number <b>E</b> Telephone number <b>G</b> Gross receipts \$	
<b>I</b> Tax-exempt status: <input type="checkbox"/> 501(c)(3) <input type="checkbox"/> 501(c) ( ) ◀ (insert no.) <input type="checkbox"/> 4947(a)(1) or <input type="checkbox"/> 527	<b>F</b> Name and address of principal officer:	<b>H(a)</b> Is this a group return for subordinates? <input type="checkbox"/> Yes <input type="checkbox"/> No <b>H(b)</b> Are all subordinates included? <input type="checkbox"/> Yes <input type="checkbox"/> No If "No," attach a list. See instructions. <b>H(c)</b> Group exemption number ▶	
<b>J</b> Website: ▶	<b>K</b> Form of organization: <input type="checkbox"/> Corporation <input type="checkbox"/> Trust <input type="checkbox"/> Association <input type="checkbox"/> Other ▶	<b>L</b> Year of formation: <b>M</b> State of legal domicile:	
<b>Part I Summary</b>			
<b>Activities &amp; Governance</b>	<b>1</b> Briefly describe the organization's mission or most significant activities: _____		
	<b>2</b> Check this box <input type="checkbox"/> if the organization discontinued its operations or disposed of more than 25% of its net assets.		
	<b>3</b> Number of voting members of the governing body (Part VI, line 1a) . . . . .	<b>3</b>	
	<b>4</b> Number of independent voting members of the governing body (Part VI, line 1b) . . . . .	<b>4</b>	
	<b>5</b> Total number of individuals employed in calendar year 2021 (Part V, line 2a) . . . . .	<b>5</b>	
	<b>6</b> Total number of volunteers (estimate if necessary) . . . . .	<b>6</b>	
	<b>7a</b> Total unrelated business revenue from Part VIII, column (C), line 12 . . . . .	<b>7a</b>	
<b>b</b> Net unrelated business taxable income from Form 990-T, Part I, line 11 . . . . .	<b>7b</b>		
<b>Revenue</b>	<b>8</b> Contributions and grants (Part VIII, line 1h) . . . . .	Prior Year	Current Year
	<b>9</b> Program service revenue (Part VIII, line 2g) . . . . .		
	<b>10</b> Investment income (Part VIII, column (A), lines 3, 4, and 7d) . . . . .		
	<b>11</b> Other revenue (Part VIII, column (A), lines 5, 6d, 8c, 9c, 10c, and 11e) . . . . .		
	<b>12</b> Total revenue—add lines 8 through 11 (must equal Part VIII, column (A), line 12)		
<b>Expenses</b>	<b>13</b> Grants and similar amounts paid (Part IX, column (A), lines 1–3) . . . . .		
	<b>14</b> Benefits paid to or for members (Part IX, column (A), line 4) . . . . .		
	<b>15</b> Salaries, other compensation, employee benefits (Part IX, column (A), lines 5–10)		
	<b>16a</b> Professional fundraising fees (Part IX, column (A), line 11e) . . . . .		
	<b>b</b> Total fundraising expenses (Part IX, column (D), line 25) ▶		
	<b>17</b> Other expenses (Part IX, column (A), lines 11a–11d, 11f–24e) . . . . .		
<b>18</b> Total expenses. Add lines 13–17 (must equal Part IX, column (A), line 25) . . . . .			
<b>19</b> Revenue less expenses. Subtract line 18 from line 12 . . . . .			

# NONPROFIT REVENUE

FIGURE 06: Number of Nonprofits by Revenue Level



Filed tax returns can provide a wealth of data about a nonprofit, including its size, year founded, income, and expenses. These returns also contain data related to leadership and governance practices and, thus, are useful diagnostic tools. Extension agents are encouraged to become familiar with IRS Form 990 and use it to analyze the overall health of the nonprofits with which they collaborate.

The research team collected revenue data about the 904 food and agriculture nonprofits in Florida, see Figure 06. Most nonprofits are required to file annually, but 210 of them did not file (status: IRS nonfiler). If a nonprofit is required to but does not file an IRS Form 990, the organization may be deemed inactive and lose its tax-exempt status.

The majority of food and agriculture nonprofits (376) in Florida filed 990N forms. This indicates that most of Florida’s food and agriculture nonprofits are small, with less than \$50,000 in annual gross receipts. A nonprofit with less than \$50,000 in annual receipts is likely an all or mostly volunteer-run initiative. These typically have a much smaller reach as they are constrained by the amount of time board members and volunteers can contribute. Nationally, most nonprofits are small and run by volunteers.

Only 196 organizations had greater than \$200,000 in revenue. These organizations are large enough to employ staff. Larger revenue provides nonprofits with more financial and human resource stability during crises.





# FOOD SUPPLY CHAIN

Florida's 904 food and agriculture nonprofits were categorized into the four stages of the agri-food production chain or the food supply chain. The chain begins with food pre-production, and each stage expends energy until ending in consumption.<sup>6</sup> Nonprofits play a unique role in getting food to consumers. The steps in the food supply chain listed here refer to the stages necessary for food to reach one's table and are articulated based on the role of nonprofits.

The food supply chain begins with **PRE-PRODUCTION**, where membership organizations built of farmers or food producers work collaboratively to strengthen the food and agriculture industries through policy advocacy, research, and education. Pre-production nonprofits are not limited to production inputs and may also engage in efforts broadly concerning agricultural practices and knowledge sharing. Other examples include industry advocacy groups, professional clubs, youth education programs, and membership associations.

**PRODUCTION** is the core stage wherein nonprofits like farmer groups actually cultivate the food or otherwise prepare it for distribution. This includes activities like harvesting and marketing the food as well. For example, the nonprofit Bringing Food Forests to Northeast Florida focuses on cultivating forest gardens to sustainably grow free, organic food for populations lacking access to such nutrition in local food deserts. Urban farms and community gardens also fall in this stage.

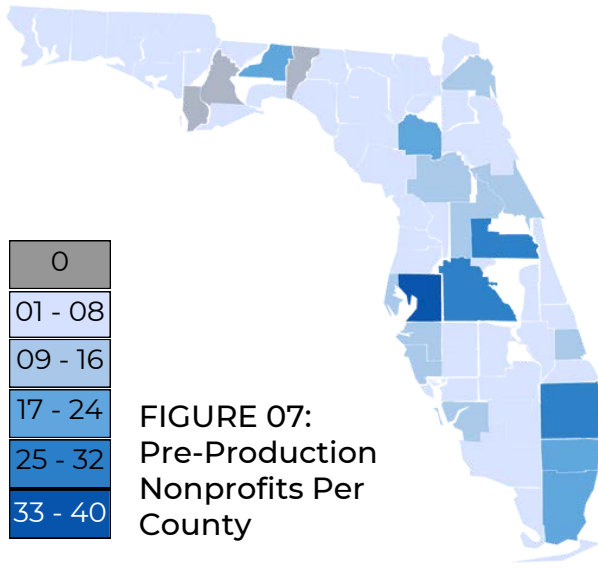
**DISTRIBUTION** entails packing the food and moving it to locations where consumers may access food or directly to consumers through nonprofits. Food banks are this stage's most common and well-known nonprofit type. Other food distribution nonprofits include food delivery programs like Englewood Meals On Wheels Inc. work with volunteers to deliver meals directly to its clients' homes.

Finally, **CONSUMPTION** includes the actual intake of food as well as efforts to manage its use or preparation. A common example is a soup kitchen like Homestead Soup Kitchen Inc., which feeds its clients hot meals on-site. Other examples include food safety and nutrition professional associations and advocacy organizations. Such organizations support research, education, and policy advocacy for safe and healthy eating.

While many nonprofits in this dataset address food waste, nonprofits solely working with food waste were not included. Nonprofits were coded by the primary food supply chain stage their organization addressed. However, many nonprofits in the sample had secondary goals allowing them to bridge the supply chain stages. These four roles are explored in more depth in the next pages.



# PRE-PRODUCTION



The pre-production stage is the first in the agrifood production chain, which comprises **54.6%** of all food and agriculture nonprofits in Florida. As indicated in Figure 07 and Table 01, the greatest number of these pre-production nonprofits were located in Hillsborough, Orange, and Palm Beach Counties.

Pre-production entails the first steps in the process, which include activities like advancing agrifood resources, enterprises, professional development, industry groups, and system inputs more broadly. While their members are often producers, these nonprofits do not produce and sell food and agriculture goods themselves. For example, the Highlands County Farm Bureau labors to make agriculture more profitable for farmers and ranchers to ultimately better their lives.

Nonprofits that are categorized as pre-production in this analysis work to ensure agri-businesses, large and small, have the resources they need like research, favorable public policy, and professional development to

maintain financial and human resource stability. These are often membership organizations responsible for representing the voice of specific producer groups to local and state policymakers or policymaking sessions.

Youth programming that prepares future farmers and training programs fall in this category. Such nonprofits train those aspiring to pursue a career in agriculture by providing them the education and experience necessary to manage an agriculture-oriented business and conduct day-to-day operations.

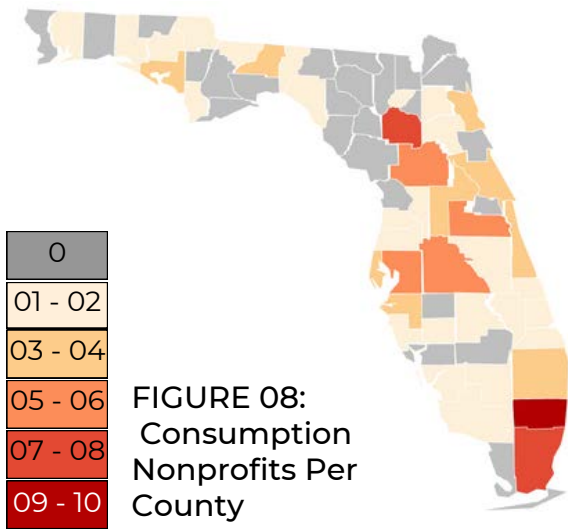
The central location of these nonprofits increases access to services like professional training and membership meetings. Each of these counties is neighbor to or is surrounded by more rural, farming areas. Their population density and easy access to interstate highways support policy advocacy efforts.

**TABLE 01: Top 10 Counties with Greatest Number of Pre-Production Nonprofits**

County	Number of Pre-Production Nonprofits in County	Percentage of Total Pre-Production Nonprofits
Hillsborough	38	8%
Orange	32	6%
Palm Beach	27	5%
Polk	26	5%
Broward	23	5%
Leon	19	4%
Miami-Dade	19	4%
Alachua	18	4%
Manatee	14	3%
Pinellas	14	3%



# PRODUCTION



Production is the second stage of the food supply chain and is comprised of **12.1%** of the food and agriculture nonprofits in Florida. This stage concerns the manufacture of agri-food products. Thus, it includes tending crops, harvesting, animal husbandry, and meat production. Nonprofits may step in to assist with advancing efficiency or reducing environmental impact.

For example, the Tropical Fruit Growers of South Florida Inc. aids production by focusing its efforts on the cultivation of tropical and subtropical fruits. The Volusia Soil and Water Conservation District supports sustainable farming with programs like conservation stewardship, water containment, and backyard beekeeping. Rather than solely providing membership services such as financial support or professional development, these production organizations help individuals cultivate crops and livestock.

As specified in Table 02 and Figure 08, most of the production nonprofits were located in Broward, Alachua, and Miami-Dade Counties.

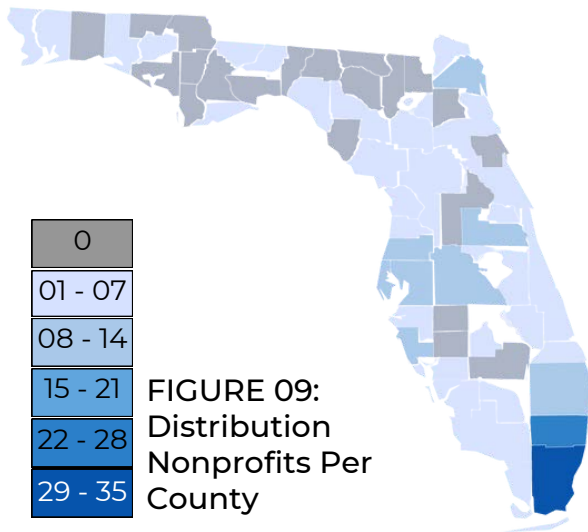
The scarcity of nonprofits with production-oriented missions is likely due to two reasons. First, production typically focuses on profit-making. While some agri-businesses may provide services similar to a nonprofit, they may use a for-profit designation instead, like LLC, or a social enterprise designation like L3C or B-Corporation. Second, the strong presence of Extension across the state may crowd out nonprofits intending to provide similar production programming. Competition for service users and funding may reduce nonprofit access to the market.

**TABLE 02: Top 10 Counties with Greatest Number of Production Nonprofits**

County	Number of Production Nonprofits in County	Percentage of Total Production Nonprofits
Broward	9	8%
Alachua	8	7%
Miami-Dade	8	7%
Orange	6	6%
Polk	6	6%
Hillsborough	5	5%
Marion	5	5%
Leon	4	4%
Palm Beach	4	4%
Bay	3*	3%

*\*Brevard, Lake, Manatee, Pinellas, St. Johns, and Volusia also have 3 nonprofits*

# DISTRIBUTION



The distribution stage is the third stage of the food supply chain and is comprised of **25.2%** of Florida's food and agriculture nonprofits. Distribution entails packing and transporting food so that it may arrive at locations accessible to consumers, like wholesale markets, grocery stores, and distribution centers. It also includes handing food directly to consumers.

As presented in Table 03 and Figure 09, the counties with the greatest concentration of distribution nonprofits are Miami-Dade and Broward. Given the counties' population density and proximity to ports and other lines of transport, it makes sense there would be a large number of nonprofits addressing food distribution.

It is interesting to note that four of the top counties were also in the top ten for the "value of agricultural products sold in 2019:" Palm Beach, Miami-Dade, Duval, and Hillsborough. were recognized in the 5-year USDA agriculture census.<sup>7</sup>

The most common food distribution nonprofit is a food bank.

The traditional food bank sorts, stores, and distributes food goods to consumers onsite. Though, other types of food banks send food to locations outside of their communities. For instance, Support Our Troops, Inc. ships foodstuff overseas to U.S. military members.

Often in these nonprofits, food distribution is paired with other services like emergency housing, childcare, or job training. Also, a large number of distribution services were located in nonprofits associated with religious organizations.

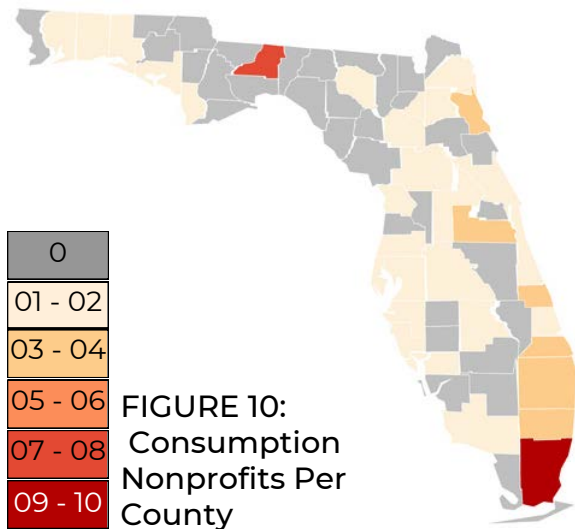
The absence of food distribution nonprofits in rural counties in North and Central Florida may be an indication that (1) nonprofits that address broader social service needs also address food insecurity, (2) religious organizations distribute food to those in need, or (3) there is a gap in service in these communities that Extension could assist with filling.

**TABLE 03: Top 10 Counties with Greatest Number of Distribution Nonprofits**

County	Number of Distribution Nonprofits in County	Percentage of Total Distribution Nonprofits
Miami-Dade	32	14%
Broward	22	10%
Palm Beach	12	5%
Pinellas	12	5%
Sarasota	12	5%
Hillsborough	11	5%
Orange	10	4%
Pasco	9	4%
Duval	8	4%
Collier	7*	3%

*\*Polk also has 7 nonprofits*

# CONSUMPTION



Consumption is the fourth and final stage of the food supply chain and is comprised of **8.1%** of the food and agriculture nonprofits in Florida. The consumption stage primarily involves the connection of people with their food. Some broad examples include soup kitchens, restaurant groups, and school nutrition groups. This conceptualization also includes food safety and nutrition.

Connecting consumers to food could involve ongoing interactions between the nonprofit and the service user or groups of consumers. The connection could also be a one-time event like providing Thanksgiving Dinner or organizing local food festivals. For instance, the Suwannee River Catfish Festival features community members coming together to consume locally-produced catfish. Though such festivals are single events, the nonprofits exist year-round due to the intense planning required. The nonprofit allows local governments to outsource the financial management and labor necessary for such events.

As illustrated in Table 04, Miami-Dade and Leon Counties have the most nonprofits addressing food consumption.

The shading coverage in Figure 10 is potentially deceiving as it would seem that there is not such a great disparity between the counties serving as home to consumption-oriented nonprofits. However, it is important to note that about 70% of Florida counties have fewer than two consumption nonprofits. This scarcity could mean that there is a reduced need given federal and state resources like SNAP-ed, free school lunches programs, and Extension programming on nutrition and food safety. It could also mean that the counties with fewer than two nonprofits could be targeted for expansion or outreach of Extension efforts in relation to food consumption.

**TABLE 04: Top 10 Counties with Greatest Number of Consumption Nonprofits**

County	Number of Consumption Nonprofits in County	Percentage of Total Consumption Nonprofits
Miami-Dade	9	12%
Leon	8	11%
Broward	4	5%
Indian River	3	4%
Martin	3	4%
Orange	3	4%
Palm Beach	3	4%
St. Johns	3	4%
Alachua	2*	3%
Brevard	2*	3%

\*Clay, Collier, Hillsborough, Lake, Manatee, Marion, Pinellas, Santa Rosa, St. Lucie, and Suwannee also have 2 nonprofits



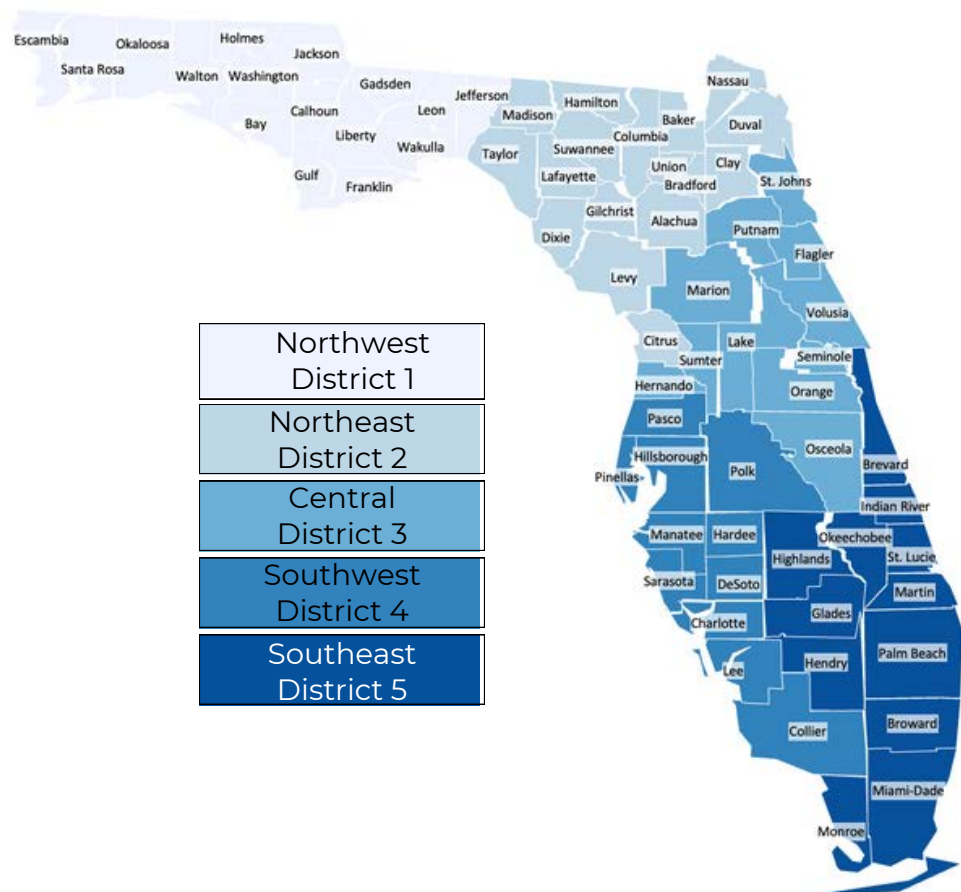




Extension is a partnership between state, federal, and county governments to provide scientific knowledge and expertise to the public. The University of Florida (UF), together with Florida A&M University (FAMU), administers the Florida Cooperative Extension Service. At the University of Florida, Extension is located in the Institute of Food and Agricultural Sciences (IFAS), along with the College of Agricultural and Life Sciences (CALs) and the Florida Agricultural Experiment Station. The role of Extension is to develop knowledge in agriculture, human and natural resources, and the life sciences and to make that knowledge accessible to sustain and enhance the quality of human life.

Extension office locations are split into five districts with one office per county, as presented in Figure 11. Local Extension agents work on issues unique to the state and their local communities. The districts are home to researchers and educators focused on core issues associated with food and agriculture, along with community and family development. Extension supports home gardens, industrial farms, and everything in between. Food and agriculture nonprofits with missions overlapping with Extension programming increase in density in correlation with the local population: Northwest (97 food and agriculture nonprofits); Northeast (126), Central (171), Southwest (251); and Southeast (259).

FIGURE 11: Florida Counties by UF/IFAS Districts



# INITIATIVES AND PRIORITY WORK GROUPS

Extension developed seven statewide initiatives to prioritize program development, delivery, and impact assessment. Within these seven initiatives are 22 priority work groups, as presented in Table 05. The priority work groups address one or more of five "super issues" seen in the right column.

Nonprofits' missions, websites, and program areas were reviewed to identify their relationship to Extension initiatives and priority work groups. Due to the nature of nonprofit programming, the nonprofits were often associated with multiple initiatives and priority work groups. As such, the total nonprofits counted in Figure 12 and Table 05 exceed the 904 nonprofits in the dataset. This overlap is encouraging because it indicates a great opportunity for collaboration between Extension and the nonprofit sector.

These five intersecting super issues overlap with food and agriculture nonprofit mission areas throughout the state, opening the door to local and statewide collaboration in food systems. Nonprofit mission areas often overlap with the purpose of multiple priority work groups.

For instance, located in District 1, the goals and activities of the Tallahassee Food Network address all five super issues. The Farmworker Association of Florida addresses awareness of food systems and the financial security of individuals. St. Pete Youth Farm addresses appreciation of food systems, sustainability, and opportunities for youth. Thus the total nonprofits counted in Table 05 far exceeds the total nonprofits in the dataset.

## SUPER ISSUES

Awareness and appreciation of our food systems and our environment

Sustainability and conservation of resources in our Florida communities

Financial security of individuals, business enterprises, and communities

Opportunity for our youth to experience science, technology, engineering, and math (STEM)

Opportunity for Floridians to embrace healthy lifestyles

SOURCE: University of Florida. (2013) *Shaping Solutions for Florida's Future: The UF/IFAS Extension Roadmap 2013-2023*. Gainesville, FL.





# EXTENSION INITIATIVES

- 01 **Agriculture/Horticulture.** Increasing the sustainability, profitability, and competitiveness of agriculture and horticulture enterprises.
- 02 **Water.** Enhancing and protecting water quality, quantity, and supply.
- 03 **Natural Resources.** Enhancing and conserving Florida's natural resources and environmental quality.
- 04 **Energy.** Producing and conserving traditional and alternative forms of energy.
- 05 **Individual and Family Development.** Empowering individuals and families to build healthy lives and achieve social and economic success.
- 06 **Community Development.** Strengthening urban and rural community resources and economic development.
- 07 **4-H Youth.** Preparing youth to be responsible citizens and productive members of the workforce.

SOURCE: University of Florida. (2013). *Shaping Solutions for Florida's Future: The UF/IFAS Extension Roadmap 2013–2023*. Gainesville, FL.

# EXTENSION INITIATIVES

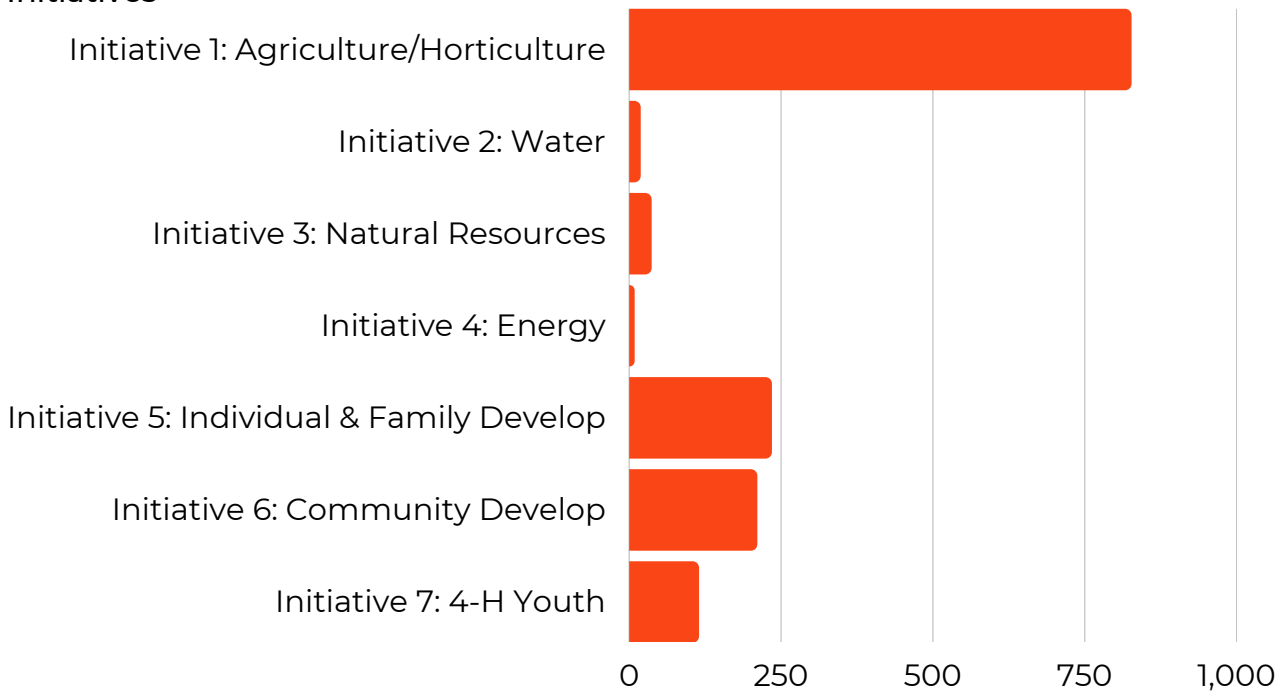
The mission areas of most food and agriculture nonprofits (826, 91%) overlap with **Initiative 1: Increasing the sustainability, profitability, and competitiveness of agriculture and horticulture enterprises**. Two examples of nonprofits with similar goals to Initiative 1 are the Calhoun-Gulf County Farm Bureau and Carmines Farm, Inc.

A considerable number of nonprofits addressed goals similar to **Initiative 5: Empowering individuals and families to build healthy lives and achieve social and economic success** (234, 26%). These nonprofits focus their efforts on helping families and youth access nutritional food or secure and manage a sustainable income. Some examples include the Agricultural and Labor Housing Development Corp and the All People Eat Foundation.

Nearly a quarter of the nonprofits (210, 23%) target goals related to **Initiative 6: Strengthening urban and rural community resources and economic development**. These nonprofits support communities' economic stability and growth.

Extension agents can use the information in this report to build their own knowledge base and skillset around the particular needs of these types of nonprofits in order to facilitate successful collaborations and reduce competition for funding and service users.

**Figure 12: Food and Agriculture Nonprofits with Missions Similar to Extension Initiatives**



# EXTENSION WORK GROUPS

Table 05: Food and Agriculture Nonprofits with Missions Similar to Extension Priority Work Groups

	Work Group	Number of Nonprofits
Initiative 1: Agriculture/ Horticulture	1.1 Sustainability of Production Systems and Alternatives: Animal Systems	135
	1.2: Food Systems	671
	1.3 Plant Systems	101
	1.4: Integrated Pest Management	1
	2: Farm Economics, Entrepreneurship, and Management	256
	3: Citizen Awareness of Food Systems and the Environment	72
Initiative 2: Water	4: Urban Water Conservation, Quality, and Awareness	9
	5: Agriculture Water Conservation, Quality, and Awareness	13
Initiative 3: Natural Resources	6: Sustaining Value From Natural Resources	24
	7: Strengthening Healthy Ecosystems for Biodiversity and Human Wellbeing	14
Initiative 4: Energy	8: Enhancing Community and Ecosystem Resilience	14
	9: Conservation Practices and Efficiency Improvement	15
	10: Alternative Energy Solutions	4
	11: Community Capacity Development	17
Initiative 5: Individual and Family Development	12: Health and Wellness	97
	13: Family Resource Management	40
	14: Nutrition and Food Systems	240
Initiative 6: Community Development	15: Economic Development and Entrepreneurship	27
	16: Community Capacity Building	56
	17: Public Policy Education	130
Initiative 7: 4-H Youth	18: Youth Development	11
	19: Developing Organizational and Volunteer Systems to Support Youth Development	8

SOURCE: University of Florida. (2013). *Shaping Solutions for Florida's Future: The UF/IFAS Extension Roadmap 2013–2023*. Gainesville, FL.



# COLLABORATION

Food and agriculture nonprofits work in many of the same mission areas as Extension professionals. This can lead to competition or collaboration, depending on whether and how the Extension professionals choose to engage nonprofits. Extension agents accomplish the UF/IFAS outreach mission by partnering with communities to provide high-quality, research-based relevant education and expertise. The overall goal is to foster healthy people, healthy environments, and healthy communities.

Nonprofits of all sizes and missions can benefit from working with Extension agents. For example, agents can support nonprofits with program planning and evaluation, bridging the rural/urban divide, and making use of the cutting-edge research conducted at the UF/IFAS.

In particular, the state of Florida has many nonprofit organizations working in the pre-production stage of the food supply chain. Most serve farmers, laborers, and youth groups. Shifting scholarship and capacity-building outreach toward pre-production nonprofits could open new collaborative opportunities.

Overall, collaborations between nonprofits and Extension agents have the potential to move the needle in addressing Florida's most critical issues.

## BENEFITS TO COLLABORATION









# NONPROFIT

Florida's food and agriculture nonprofits are rich in diversity and serve all parts of the food system, a variety of populations, and almost every county. A majority of these nonprofits maintain revenue of less than \$50,000, are less than ten years old and are located in South Florida. Given their size and age, it is likely the nonprofits have low financial reserves and are volunteer-run.<sup>8</sup> Extension agents are in a unique position to support and collaborate with this subsector by providing education and technical assistance. Three important takeaways from this analysis relate to the composition of food and agriculture nonprofits and the role of Extension in this industry.

## **FOOD AND AGRICULTURE NONPROFITS ARE MORE THAN JUST FOOD BANKS**

While one might first think of food distribution as a main function of nonprofits in this subsector, most of Florida's nonprofits serve in a pre-production capacity. Only 57% of Florida's food and agriculture nonprofits serve in a charitable capacity. The remaining 43% are advocacy or membership organizations. These pre-production nonprofits support research, education, and advocacy. They represent farmers, industry, and communities. As this subsector continues to grow, all eyes will be on it.

## **NONPROFITS, FOR-PROFITS, AND EXTENSION ARE NATURAL PARTNERS**

Nonprofit mission areas overlap significantly with the seven UF/IFAS Extension initiatives and 22 priority work groups. Extension and for-profit industries have wide possibilities for collaboration with the nonprofit sector to work toward similar goals, like the five super Issues. Capitalize on complementary expertise and avoid competing or overlapping with existing efforts.

## **ENTREPRENEURS WITH COMMUNITY DEVELOPMENT AND ENVIRONMENTAL SUSTAINABILITY IN MIND CAN BENEFIT FROM TAX-EXEMPT STATUS**

Support is available to those who wish to join the nonprofit community. UF/IFAS offers publications, research opportunities, and education on strengthening the nonprofit subsector. Entrepreneurs may leverage the resources listed in Appendix B to build or grow their own nonprofit. Extension agents may share these resources with existing and budding nonprofits in their districts to drive collective impact.



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**ROUND 1 CODING NONPROFITS** The team used a shared glossary of terms to determine where a nonprofit's primary purpose aligned with the food supply chain: pre-production, production, distribution, and consumption. The coding tool allowed coders to flag nonprofits where they were unsure where the nonprofit fit in the food supply chain. Three team members discussed these flagged cases to complete the sorting process. The final dataset included 904 nonprofits.

**ROUND 2 CODING NONPROFITS** Coding batches were reassigned across the team. Each nonprofit was investigated a second time to determine which Extension initiatives and workgroups best aligned with each nonprofit's mission and programming. Flagged cases were reviewed to determine the best placement.

**DATA ANALYSIS** The research team aggregated the coding to assess the size and reach of Florida's food and agriculture nonprofit sector. IRS Form 990 data was paired with qualitative coding. Data was sorted by districts to determine the role of nonprofits in each part of the state. Descriptive statistics were used to produce figures.

**LIMITATIONS** IRS Form 990 data is the most uniform data for nonprofits in the U.S. Each year, nonprofits report their status and finances for the previous year. The dataset was built using the most recent IRS data available in December 2021. Thus, the dataset was built from 2019 data, which means nonprofits established in 2020 or after were not included. Also, 210 nonprofits did not file an IRS Form 990, 990EZ, or 990N. Thus, pecuniary information was unavailable for these nonprofits.

This dataset was initially created in order to build a directory for Extension agents to navigate the range of agricultural organizations in their district and research possible collaborations. It is important to note that not every nonprofit in operation in 2022 will necessarily be included. Nonprofits sometimes close their doors without notifying the IRS.<sup>9</sup> Some organizations may provide community programming without alerting the IRS or may not be operating independently from another nonprofit. Users may notice nonprofits in the directory that are no longer in operation or that newer or non-registered nonprofits are not listed.

Nonprofits had varying data available for analysis. Larger, established nonprofits usually submitted an IRS Form 990, had a comprehensive website, and news articles about their community contributions. On the one hand, there was ample information available to interpret. On the other hand, their services were often more diverse and complex. This complexity made narrowing in on a single stage in the food supply chain more difficult.



## UF/IFAS FACULTY WITH NONPROFIT EXPERTISE

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## NONPROFIT SECTOR REPORTS

The Pulse of the Sector provides a comprehensive account of nonprofits in North Central Florida. More information here: [https://fyics.ifas.ufl.edu/media/fyicsifasufledu/docs/pdfs/2016\\_Pulse\\_of\\_the\\_Sector.pdf](https://fyics.ifas.ufl.edu/media/fyicsifasufledu/docs/pdfs/2016_Pulse_of_the_Sector.pdf)

Benchmarking Current Collaborations between UF/IFAS Extension and the Nonprofit Sector explores the scope of Extension and nonprofit collaborations in Northeast Florida. More information here: [https://fyics.ifas.ufl.edu/media/fyicsifasufledu/docs/pdfs/2016\\_UF\\_IFAS\\_and\\_Nonprofit\\_Sector\\_NE\\_Florida.pdf](https://fyics.ifas.ufl.edu/media/fyicsifasufledu/docs/pdfs/2016_UF_IFAS_and_Nonprofit_Sector_NE_Florida.pdf)

The annual Urban Institute Nonprofit Report provides critical information about the U.S. nonprofit sector, including funding, governance, and size. More information here: <https://www.urban.org/research/publication/nonprofit-trends-and-impacts-2021>

## UF/IFAS EXTENSION EDIS AND JOURNAL OF EXTENSION PUBLICATIONS

Barajas Espinosa, M., Richardson, M., DeMasters, C., Jones, J. A., & Wiley, K. (2022). *Conducting a process evaluation in nonprofit and governmental programs*. University of Florida IFAS Extension. <https://edis.ifas.ufl.edu/publication/FY1509>

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#### NONPROFIT MANAGEMENT TEXTBOOK

Nonprofit Management Practices is a book that provides information on key topics relevant to nonprofit leaders. Book available via the UF Library and here: <https://us.sagepub.com/en-us/nam/nonprofit-management/book268259>

#### HELPFUL NONPROFIT MANAGEMENT WEBSITES AND BLOGS

Board Source <https://boardsource.org/>  
 Nonprofit Times <https://www.thenonprofittimes.com/>  
 Nonprofit Quarterly <https://nonprofitquarterly.org/>  
 Nonprofit AF <https://nonprofitaf.com/>  
 Chronicle of Philanthropy <https://www.philanthropy.com/>  
 Colton Strawser Consulting <https://www.coltonstrawser.com/blog/>

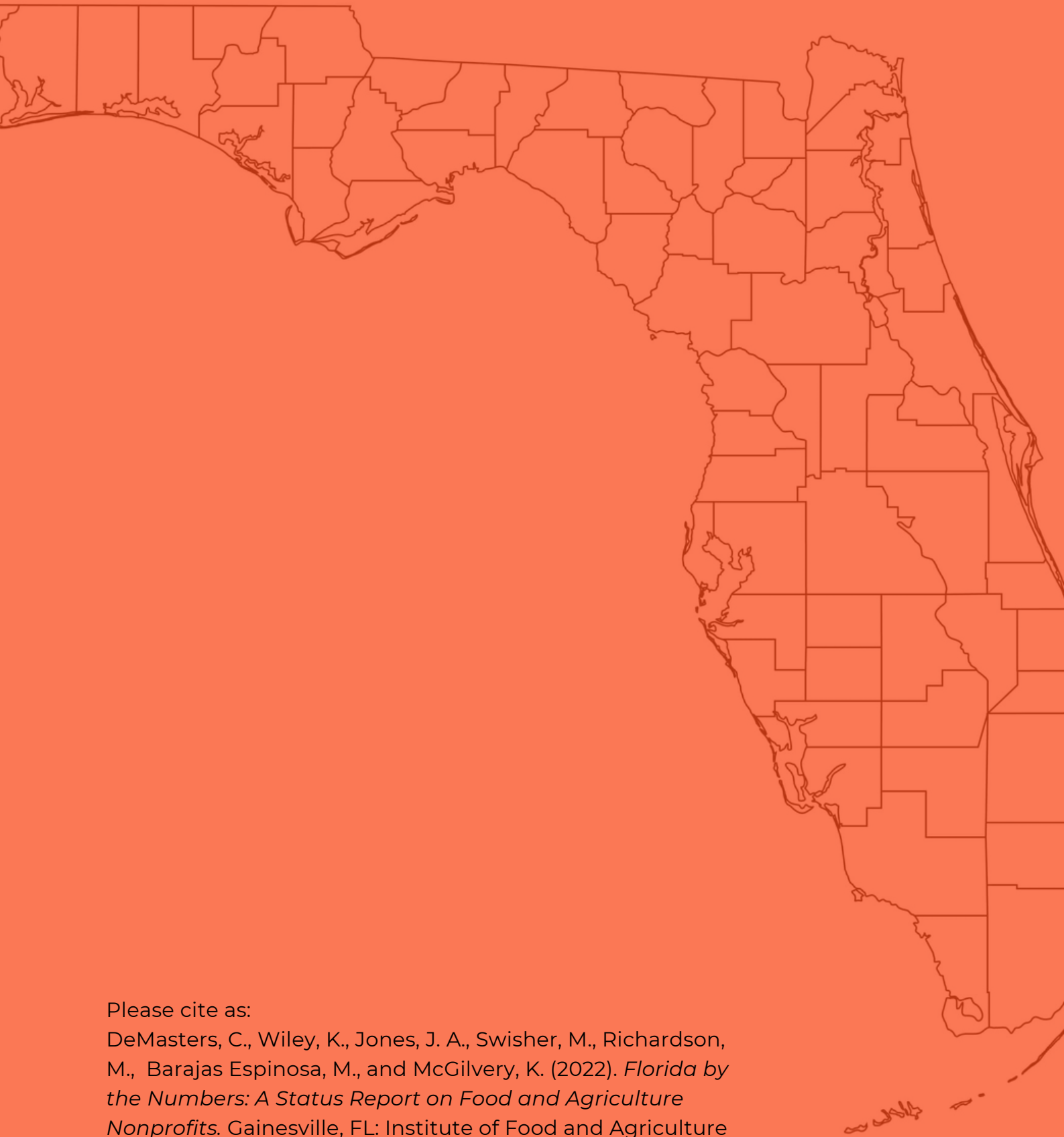
#### ACADEMIC JOURNALS AVAILABLE THROUGH UF LIBRARIES

*Research in Nonprofit and Voluntary Sector Quarterly* addresses issues affecting the sector overall and includes scholarship on volunteering.

*Nonprofit Leadership and Management* publishes research that speaks broadly about high-level management issues.

*Voluntas* provides scholarship with an international focus on nongovernmental organizations (NGOs).

*The Journal of Nonprofit Education and Leadership* provides teaching tools, case studies, and research on teaching about nonprofits and volunteering.



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