

THE FIRST ✦ THE ONLY

VeroBeach

Magazine®

NOVEMBER 2026



**A FASCINATION
WITH FLAVOR**

Chef gives iconic dishes
a creative twist



The wine industry and the nonprofit sector share supply-and-demand parallels.

CHARITABLE GIVING

Philanthropy Uncorked

SUPPLY AND DEMAND ISSUES AFFLICT THE WINE INDUSTRY;
WHAT IS THEIR IMPACT IN THE NONPROFIT SECTOR?



BY JEFFREY R. PICKERING

“The US wine industry hasn’t had it this bad since Prohibition,” *The Wall Street Journal*’s Laura Cooper wrote in an October 2025 column. With several friends and clients in the wine business and a son graduating from a California university with one of the nation’s top viticulture programs, I found this lede thought-provoking.

Of course, there are perennial concerns among grape growers and winemakers about weather, water, and workforce, but Cooper’s article focused on new problems within the framework of supply, demand, and the economy that were more existential. Over the last year, as I’ve learned more about this looming crisis, I’ve found it impossible to

ignore similarities within philanthropy and our nonprofit sector. I am less troubled about the wine industry, but as the leader of the largest grantmaking foundation in Indian River County, I am very worried about the implications a lack of understanding of these common problems may have on our community.

To begin with, one problem

INDIAN RIVER INSIGHTS



facing the wine industry can be found in the supply. There are too many grapes. Large buyers hedging their bets by reducing their orders resulted in more than 30 percent of the year's crop being left either on the vine or in the landfill. This supply-side variable is not new, but the scale is unprecedented.

As for demand, there are fewer wine consumers. People are drinking less, especially younger drinkers. Beyond declining sales revenues, excess inventory is expensive to store and is eventually disposed of. This demand-side variable is not new either, but its scale is also unprecedented.

Then there is the ubiquitous scapegoat of the economy,

where instability and unpredictability in the financial markets are affecting the wine industry in ways that are vexing but perhaps less perplexing. Unlike weather, the man-made impact of tariffs, inflation, and disruptions in the global supply chain caused by multiple military conflicts are keeping investors on the sidelines, farmers out of the fields, and consumers out of the wine aisle.

Does Indian River County's nonprofit sector face the same challenges as the wine industry when it comes to supply, demand, and the economy? Of course not; however, there are still lessons we can learn.

When it comes to supply in

Increased demand for programs strains the resources of our nonprofit sector.



Bring Tradition Home



Discover your new style at
LEAHMULLERINTERIORS.COM





Local philanthropy supports a number of organizations providing women's and children's services.

the local nonprofit sector, a common misconception I hear from both taxpayer advocates and donors is that there are "too many nonprofits."

Indian River Community Foundation's most recent Nonprofit Market Report counts 898 public charities, with only 218 required to file an IRS form 990 tax return for earning more than \$50,000 per year. (By comparison, there are 4,600 private-sector employers operating in Indian River County.) Of the public charities, 73 percent have annual operating budgets of less than \$1 million. Together, their missions address basic needs, provide enrichment, support infrastructure, and, to a lesser extent, represent special interests.

Except for rare circumstances in which a new nonprofit is established only to be acquired by or merged with an existing charity, or goes out of business because



of market conditions, there is relatively little duplication of services among Indian River County's charities. Take the dozens of local charities that provide after-school academic enrichment, recreation, and vocational training to the community's 22,000 children aged 5 to 18: coexistence, yes; fragmentation, sure. As for duplication, it is a hard case to make when looking at the underlying data or the needs that remain in our community.

As for demand in the nonprofit sector, it can be looked at from multiple perspectives. When it comes to the problems solved by local charities, more demand from residents for proven programs that improve health outcomes can be a good thing. Pregnant mothers who pursue early



ESCAPE
ORDINARY



Olympic Swimmer by Alex Katz



ORANGE ISLAND GALLERY

772.588.4270

645 BEACHLAND BLVD, VERO BEACH, FLORIDA 32963

INDIAN RIVER INSIGHTS



A growing number of women seek and receive essential prenatal care.

access to prenatal care while in the first trimester reflect the growing trust placed in organizations such as Indian River Healthy Start Coalition and A Caring Center for Women. Yes, these charities may experience a strain on their resources from the growing number of women seeking care, but the alternative results in higher infant mortality and maternal morbidity rates.

For other problems related to economic opportunities or housing, increased demand for living-wage jobs and affordable rentals is not such a good thing. It can have a ripple effect that causes greater human suffering, as with the

ALICE population. According to the United Way of Indian River County, thousands of our neighbors who are “asset-limited, income-constrained, and employed,” are just one emergency away from losing a job or being evicted. Beyond the personal level, these adverse outcomes can cost taxpayers much more to remedy compared to the cost of prevention.

Either way, increased demand for proven programs or increased demand for scarce resources stretch the limits of Indian River County’s nonprofit sector, putting more than just an industry at risk. It can affect essential services such as health care,



Happy Holidays



THE HOUSE OF LIGHTS
— HOME ACCENTS —

1034 S. Harbor City Blvd | Melbourne, FL
TheHouseOfLights.com | 800-541-3048

**LIGHTING ~ CEILING FANS ~ FURNITURE
ACCESSORIES ~ DELIVERY
ASSEMBLY & INSTALLATION ~ WARRANTY**

education, economic opportunity, and housing, threatening the entire community's quality of life.

Our community's nonprofits are not entirely free from instability and unpredictability in the economy, especially related to federal, state, and local government funding sources. From my point of view, the impact of Indian River County's nonprofit sector on the local economy is underestimated with respect to investment of public dollars. Last year, government support for this work was just \$51 million, with less than half of these dollars coming from county or municipal sources. Thankfully, local charities

receive most of their revenue from contributions, earned income, and returns on investments, which equaled \$399 million out of \$448 million in annual revenue—all while employing more than 6 percent of the county's workforce.

Despite limited financial support from local government, local charities still take their responsibility to steward these scarce dollars very seriously. Our local nonprofit leaders are trustworthy, accountable, and making a meaningful difference in the lives of many people.

When I spend time with my winemaking friends, some tend to wax poetic about the fruits of their labor. With



Local nonprofits rely heavily on contributions, which they steward responsibly.

a sommelier's palate, they describe a particular vintage with details about the land the grapes were grown on, the weather at harvest time, a wine's flavor profile, its body, and the finish. Sometimes they'll even offer a rating, with 90 points representing a coveted figure.

I am amused and enter-

tained, but it is hard to determine whether any of it matters, whereas the charities that serve our community matter a lot: to the abandoned pet; to the artist; to the land and the lagoon it protects; to the patient; to the student; to ALICE's young and old.

These causes count—for much more than 90 points. 🍷

GLENMEDE TRUST COMPANY

Sophisticated, *Personalized* Solutions

Your experienced wealth partner for
lifestyle, legacy, and philanthropic goals.



Joe Coconate

Regional Director of Florida
561-571-4904
joseph.coconate@glenmede.com

glenmede.com