2008 - 2010
Strategic Plan Summary

I. Capacity Building
Goal: Significantly increase MANP’s knowledge and depth of understanding of the management and leadership needs and opportunities of Maine nonprofits.
Strategies: Use capacity building programs to better understand nonprofit management and leadership needs; Develop partnerships and alliances that enable MANP to deepen its understanding of management and leadership needs.

II. Education
Goal: Expand range, type and vehicles for learning
Strategy: Determine vehicles for program delivery and opportunities to expand content and types of programming.

III. Advocacy
Goal: Better understand the sector and public perception of the sector to develop a communications strategy that effectively advocates for the sector.
Strategies: Increase MANP’s understanding of the public’s perception of the sector, improve that perception, and monitor trends over time; Increase MANP’s understanding of the economic and social impact of the sector and monitor trends over time; Continue to clarify MANP’s advocacy role in the areas of legislative activity and education.

V. Nonprofit Employers Coalition
Goal: Develop effective strategies to reduce the cost of employee benefits.
Strategy: Work with Bureau of Insurance, our endorsed broker and the MANP membership to create aggregated programs for health, benefits and insurance coverage that can reduce costs for Maine nonprofits.

VI. Organizational Capacity
Goal: Develop MANP’s capacity in the areas of resource development, governance, infrastructure, and marketing/knowledge management in order to fully accomplish our mission priorities and achieve our vision.
Strategies: Develop MANP’s internal capacity to raise philanthropic capital through grants and a major donor program, and will develop a new fee for service pricing structure, if appropriate; MANP’s Board of Directors will play an increasingly more active role in knowledge generation, as well as revenue and partnership creation; Adapting its budgeting and financial management, technology, logistics, program management, marketing systems and staffing to accommodate shifting focus areas; Focusing on integrating and disseminating new knowledge to build on the foundation of knowledge built over the past 13 years.

MANP Board of Directors
2010-11
President
Jennifer Hutchins, Creative Portland
Vice President
Cathy Ramsdell, Friends of Casco Bay
Treasurer
Peter Montano, Macdonald Pegg & Co.
Secretary
Kathryn Davis, United Way of York County
Past President
Tom Davis, SKILLS, Inc.
Kevin Beack
William Floyd, Genesis Community Loan Fund
Kim Lipp, Jobs for Maine Graduates
Tom McAdam, Kennebec Behavioral Health
Tracy Michaud Stutzer, Maine Crafts Association
Katherine O’Grady, Unum
Jim Pierce, People Plus
Nat Putnam, Eaton Peabody
Jane Richmond, The Nature Conservancy
Sarah Standford, Maine Women’s Lobby
Peter Taylor, Maine Community Foundation

2011-12
President
Jennifer Hutchins, Creative Portland
Vice President
Kathryn Davis, United Way of York County
Treasurer
Cathy Ramsdell, Friends of Casco Bay
Secretary
Jane Richmond, The Nature Conservancy

2011-14 New Members:
Leonard Cole, Preti Flaherty
Ellen Golden, Coastal Enterprises
Lisa Miller, The Bingham Program
Julia St. Germain, UNUM
Megan Williams, Hardy Girls, Healthy Women

Staff
Director of Program Development & Strategic Initiatives—Elizabeth Banwell
Administrative Assistant—Anne DiPietro
Project Manager—LK Gagnon

Membership Manager—Jessica Lantos
Director of Public Policy—Brenda Peluso
Executive Director—Scott Schnepp
Project Manager—Annie Sutton

www.nonprofitmaine.org
Message From the President

We live in an incredible state—both for its natural beauty and the resilience of its people. Despite serious economic conditions facing the nonprofit community the past few years, our volunteers, boards, staff, and donors have consistently come together to address issues honestly, creatively and collectively. It is an honor to serve on the board of an organization that is supporting the efforts of our member organizations whose staff, boards and volunteers wake up each morning determined to improve our communities and our neighbor’s livelihoods. I am also very proud of the work by MANP staff, board, volunteers, partners and sponsors to ask continually, what more can we do and how can we do it better?

If you have any suggestions, please let us know. It is through our collective energy and expertise that we will find and implement smart, forward-thinking solutions to our state’s pressing challenges. Thank you for all that you do.

Jennifer Hutchins, President, MANP Board of Directors

The Year in Review

- Hosted over 100 SkillBuilder training programs in locations throughout the state, incorporating webinars and local partnership models to expand options and reduce travel costs.
- Expanded membership nonprofit to over 725 members, and increased revenue by 14% in a very challenging economic climate.
- Combined leaders from government, nonprofit, philanthropic and legislative sectors to address systemic challenges in human service provision.
- Held third annual Nonprofit Leadership Institute in partnership with Colby College, with philanthropist Donald Sussman and sustainable agriculture leader Ben Hewitt keynote.
- Developed a wide range of capacity building programs and services to nonprofits throughout the state adversely impacted by the recession though an ARRA federal stimulus grant.
- Continued partnerships with other capacity building organizations and funders through the Nonprofit Effectiveness Initiative. The program helps nonprofit leaders assess their organizational viability and weigh options for sustaining their missions. Over 80 organizations have participated in this program to date.
- Developed new finance and board mini-conference models that provide a broad range of content in an all-day format. Capacity building resources have been developed from both events, which now generate revenue for MANP.
- upgraded organizational hardware and software utilizing resources from the MRFA federal stimulus grant.
- Published Partners in Prosperity, a bi-annual economic and social impact report on the Maine nonprofit sector.
- Created leadership development program for young leaders in the sustainable agricultural and fisheries movement to strengthen the network and support the overall impact of the movement.
- Hosted 8th Annual Nonprofit Day at the Statehouse, featuring a broad range of nonprofit members from throughout the state.
- Partnered with Market Decisions and the Maine Philanthropy Center in administering the first ever public perception study of the sector.
- Developed bi-annual wage & benefit report, with data collected from a record number of participants.
- Funded a $10,000 board designated fund to further enhance cash reserves.
- Completed 2010 with a significant net surplus, while also increasing MANP’s staff capacity.

Statement of Activities

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<tr>
<th>Activity</th>
<th>12/31/2009 (Audited)</th>
<th>12/31/2010 (Audited)</th>
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<tbody>
<tr>
<td>Revenues &amp; Other Support</td>
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<tr>
<td>Membership Dues</td>
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<td>Education Programs &amp; Sponsorship</td>
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<td>Contributions &amp; Sponsorships</td>
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<td>Grass</td>
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<td>Subscriptions &amp; Fees &amp; Other</td>
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<td>Total Revenues &amp; Other Support</td>
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Expenses

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<th>Category</th>
<th>2010</th>
<th>2011</th>
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<td>Education</td>
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<td>Coalition/Group Services</td>
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<td>Member Services</td>
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<td>Administration</td>
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<td>Total Expenses</td>
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<td>Increase in Net Assets</td>
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<td>Net at Beginning of Year</td>
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<td>$115,449</td>
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<tr>
<td>Net Assets at End of Year</td>
<td>$115,449</td>
<td>$173,094</td>
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</tbody>
</table>

Advocacy

- Sector Research:
  * "Partners in Prosperity: The Maine Nonprofit Sector Impact"
  * "Report on Wages & Benefits in Maine’s Nonprofit Sector"
  * "Innovative Nonprofit Practices in Maine"
  * "Maine People on Nonprofits & Philanthropy"

- Advocacy Education: Legislative alerts on state & federal legislation affecting nonprofits and training on nonprofit rights & responsibilities to advocate for their missions.

- Legislative Advocacy: When appropriate, on issues that impact the entire Maine nonprofit sector; Annual Nonprofit Day at the Statehouse.

MANP Programs and Services

Education & Training
- Skillbuilders: 8-10 monthly nonprofit management seminars covering:
  * Fundraising & Grant Writing
  * Governance & Leadership
  * Communications
  * Human Resources
  * Financial Management
  * Information & Technology
  * Transparency & Accountability
  * Planning

- Conferences: Nonprofit Leadership Institute, Finance and Board mini-conferences provide technical training, resources and networking opportunities.

Capacity Building Resources:
- Guiding Principles & Practices for Nonprofit Excellence in Maine
- Online resource library, organizational assessment tools, Nonprofit Excellence Awards program and effective practices database
- Board and nonprofit effectiveness assessments
- Nonprofit Leadership Institutes
- Executive Transition Program
- Nonprofit Effectiveness Program
- Networks for Social Change Training
- Pro bono legal and accounting advice

Educational Discounts: Discounts on trainings through partnerships with Dale Carnegie Training and Nonprofit Risk Management Center

Technical Assistance: Answers to questions through our Answer Center and online resource library; News You Can Use weekly e-bulletins

Member Services: Job Board raises the visibility of nonprofit employment opportunities; The Yellow Pages assists members in finding vendors and discounts for professional services; MANP Classifieds matches businesses & individuals with donated products to nonprofits in need.

Marketing: Opportunities to raise money & awareness with Featured Member, Gifts That Give Twice

Cost-Savings Programs
- Employee Benefits: Health, Dental and Related Insurances; Employee Assistance Programs, Retirement, and Unemployment Insurance
- Business Services: Directors & Officers Liability and Commercial Insurance