2005 - 2008
Strategic Plan Summary

I. Education & Training
Goal: Develop strategic curriculum & new delivery models that provide value for all experience levels & learning preferences
Strategies: Evaluate current programs, increase use of technology to deliver content, and maximize collaborations

II. Nonprofit Management Assistance
Goal: Develop nonprofit management assistance program to meet the diversity of needs in Maine’s nonprofit sector
Strategy: Research and identify needs and develop appropriate tools

III. Advocacy
Goal: Build public awareness of the impact of Maine’s nonprofit sector and advocate for public policies that support nonprofits in the achievement of their missions
Strategies: Educate governing bodies on the history and contributions of Maine’s nonprofit sector, organize efforts around policy issues that have broad nonprofit impact, and support nonprofits in advocating more effectively for their missions

IV. Member Services
Goal: Develop enhanced membership benefits to increase enrollment and representation across the spectrum of the nonprofit sector
Strategy: Develop comprehensive membership plan that includes additional member benefits, new dues structure, and the delineation of member vs. nonmember services

V. Nonprofit Employers Coalition
Goal: Develop enhanced insurance and benefit programs to increase participation in Coalition programs
Strategy: Develop new insurance products that provide enhanced member value and respond to member needs

VI. Organizational Capacity
Goal: Build MANP’s capacity to sustain and grow its programs and services in response to identified needs
Strategies: Develop a sustainable financial model allowing for long-term growth of programs and resources and implement a structure to ensure that the MANP Board of Directors has the necessary capacity and skills for strong organizational governance
Goal: Increase awareness of MANP and its programs and services
Strategy: Create and implement comprehensive marketing plan that integrates MANP’s brand identity and identifies strategies to reach specific audiences

MANP Board of Directors

2005
President
Chris Amann- Maine Public Broadcasting
Vice President
Nancy Winslow- Davis Family Foundation
Treasurer
Peter Montana- Macdonald Page & Co.
Secretary
Stacy Begin- Davis Family Foundation
Sarah Armentrout- Equest Therapeutic Riding
Kevin Basich- Goodwill Industries of Northern New England
Kevin Healey- Sisters of Charity Health Systems
Anna Kent- Maine Women’s Fund
Bart Morrison- Assumption College
Katherine O’Grady- Unum/Provident
Marianne Pinkham- Senior Spectrum
Nathaniel Putnam- Eaton Peabody
Richard Roderick- Dead River Company
Greg Shea
Ruth Vinal- Institute for Financial Literacy
Deb Whitworth- GHS Data Management

Thanks to Our Outgoing Two-Term Members
Stacy Begin
Richard Roderick
Nancy Winslow

2006
Nominated State - Officers:
President: Chris Amann- Maine Public Broadcasting
Vice President: Deb Whitworth- GHS Data Management
Treasurer: Peter Montana- Macdonald Page & Co.
Secretary: Katherine O’Grady- Unum/Provident

Nominated State - New Members:
Thomas Davis- SKILLS, Inc.
Jennifer Hutchins- USM, Muskie School
Jane Richmond- The Nature Conservancy
Paula Valentine- YWCA of Greater Portland

Staff
Executive Director- Scott Schnapp
Associate Director- Meadow Davis Slater
Director of Public Policy- Brenda Patuño
Director of Education- Eva Erdlidge

Education Coordinator- Emily Davidson
Membership Coordinator- Lydia Badger
Technology Assistant- LK Gagnon

2005 Annual Report

www.nonprofitmaine.org
Message From the President

The Maine Association of Nonprofits completed another extremely productive year in 2005, and I would first like to extend my sincere thanks to our members and supporters for their continued involvement, as we couldn’t have done it without your support. We continue to make significant progress towards our goal of developing a comprehensive program, service and resource center for Maine’s nonprofit community, and remain committed to assisting our constituents in addressing the many challenges they face in meeting mission-related goals. We hope that through the many resources MANP offers to Maine’s nonprofit sector, we are helping to create stronger and more effective nonprofits across the state.

We look forward to assisting you in the year ahead in meeting your nonprofit management challenges.

Chris Arnamn, President
MANP Board of Directors

The Year in Review

- Hosted over 100 SkillBuilder management trainings in diverse Maine locations, attended by more than 1750 nonprofit managers
- Provided one-on-one nonprofit management assistance to over 500 nonprofit organizations
- Published “The Maine Nonprofit Sector”, an economic impact report, in partnership with the Maine Community Foundation
- Expanded collaborative relationships with regional organizations to develop targeted programs that meet local needs
- Achieved ’05 organizational strategic plan goals. Plan goals were developed from surveying the needs of members and nonmembers
- Increased organizational revenue by expanding membership revenue, corporate support and service tests
- Expanded Nonprofit Day at the Statehouse by adding an educational session, press conference, Blaine House reception, and collaborative programming
- Provided a range of health care, benefits and retirement services for over 4,000 employees at 175 nonprofit organizations through MANP’s Nonprofit Employers Coalition
- Hosted the third John E. Walker public policy interns to support MANP’s advocacy mission
- Developed job board, board assessment tools, fund raising opportunities and management resources discounts for members
- Launched new MANP website with enhanced technical assistance resources, and online registration and account management capabilities

2005 Finances

2005 Revenue
22% - Nonprofit Dues
- $260,642
560 Members
6% - Contributions, Grants & Other
- No Change from ’04
7% - Friends of MANP Support
- $95,648
95 Friends of MANP
43% - Fee for Service
- 2% increase
22% - Education
- 2% decrease in SkillBuilder & Conference Revenue

Statement of Activities
12/31/2004 (Revise) 12/31/2005 (Unaudited)

Revenues & Other Support
Membership Dues $260,642 $133,373
Education Programs $100,139 98,456
Service Fees $171,910 153,619
Contributions $2,000 7,588
Grants $20,503 23,500
Subscriptions $3,330 425
Miscellaneous $301 4,068
Total Revenues & Other Support $450,244 $457,947

Expenses
Education $187,750 170,163
Coalition/Group Services $59,462 52,901
Member Services $157,437 155,488
Advocacy $17,549 20,720
Administration $13,845 28,438
Funding $7,291 7,458
Total Expenses $443,240 438,366

Income in Net Assets $4,216 $16,162
Net at Beginning of Year $75,256 70,939
Net Assets at End of Year $70,939 $87,121

MANP Programs and Services

Education & Training
- SkillBuilders: 8-10 monthly nonprofit management seminars covering:
  - Fundraising & Development
  - Marketing & Public Relations
  - Human Resources
  - Strategic Management
  - Board Development
  - Financial Management
  - Technology & Innovation
- Collaborations: High-quality, affordable learning opportunities from the best sources available through collaborations with others serving
  - Maine’s nonprofit sector
- Educational Discounts: Significant member discounts on high-quality leadership and technology training through organizations such as:
  - Leadership: Delta Carnegie Training of Maine and BoardSource
  - Technology: Business Computers and TECDCME
- Technical Assistance: Answers to a broad range of questions through our Staff Help Line and in-house resource library; Board assessment survey and analysis through partnership with Starboard Leadership Consulting; News You Can Use resources in bimonthly ebulletin
- Member Services: MANP’s new Job Board raises the visibility of nonprofit employment opportunities
- Events: Networking and educational opportunities statewide
- Marketing: Opportunities to raise money & awareness with Featured Member, Gifts That Give Twice & O’Naturals Community Nights

Advocacy
- Sector Research:
  - “Maine’s Nonprofit Employment Data Report”
  - “Maine’s Nonprofit Sector”
  - “Report on Wages & Benefits in Maine’s Nonprofit Sector”
- Advocacy Education: Regular updates on state & federal legislation, seminars on nonprofit rights & responsibilities to advocate for their missions
- Legislative Lobbying: When appropriate on behalf of Maine nonprofits
- Online Resources: Links, information and resources about the nonprofit sector and legislative advocacy

Cost-Savings Programs
- Employee Benefits: Health, Dental and Related Insurances; Employee Assistance Program, Retirement, and Unemployment Insurance
- Business Services: Commercial, Directors & Officers Liability, Online HR assistance and discounted job postings through JobsInMe.com