

2017 Annual Report



Photo Courtesy of Midcoast Music Academy, Member Since 2017

Leadership

MANP is building the capacity of Maine nonprofits by developing existing and emerging nonprofit leaders.

Transition: Expanded support for managing leadership transition with a new Executive Transitions Toolkit and discounted Executive Search Services.

Development: Piloted a redesigned Leadership Institute for Executive Directors using a strengths-based model that empowers executive directors as organizational leaders.

Governance: Through our popular Board Boot Camps, energized and equipped 200+ board members to serve their communities.

Board Recruitment: Added an Emerging Leaders Program to strengthen boards by building a bench of prepared, committed young leaders.

Member Voice

"We have been using the executive transitions toolkit extensively to guide our transition team. We couldn't have been successful without it!"

Voice

MANP is the voice for Maine nonprofits, raising their public profile and empowering them to be legal and effective advocates.

Policy: Successfully lobbied to protect nonprofit property tax exemptions in Augusta and nonprofit nonpartisanship in Washington, D.C.

People: Cultivated relationships between nonprofits and policymakers through the 14th Annual Nonprofit Day at the State House.

Preparation: Through training and toolkits, introduced 300+ nonprofits to how the effective issue framing can improve public understanding of nonprofit impact.

Promotion: Published the 2017 *Adding Up Impact* report and leveraged media partnerships to elevate awareness of nonprofit impact on Maine's economy and quality of life.

Member Voice

"MANP has proven to be the best advocate and resource for nonprofits in the State of Maine."

Effectiveness

MANP provides high-quality trainings, resources and tools to foster best practices and support nonprofits to build their bench.

Expertise: Brought nationally recognized speakers to Maine, including Steve Zimmerman, Andy Robinson and Kim Klein, to speak on best practices and emerging trends.

Variety: Delivered high-quality professional development to more than 1,100 people through 50+ conferences, workshops and webinars.

Access: Provided \$10,000 in scholarships and leveraged hundreds of volunteer presenter hours to keep programs accessible.

Peer Learning: Incentivized team learning and expanded opportunities for members to meet and network to foster connection, collaboration and idea-sharing.

Member Voice

"MANP provides access to trainings, information and colleagues who face similar challenges."

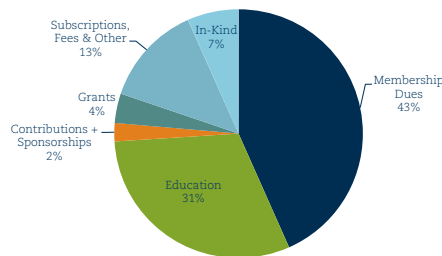


Photo Courtesy of Cornerstones of Science, Member Since 2011

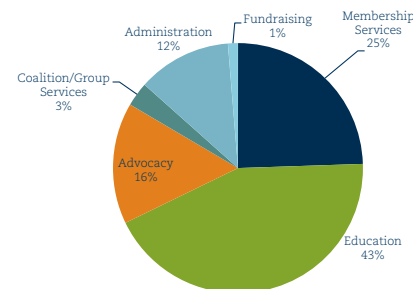
Financials 2017

Revenues + Other Support	12/31/2016	12/31/2017
Membership Dues	\$278,292	\$304,867
Education programs	\$213,882	\$215,677
Contributions + Sponsorships	\$16,425	\$16,710
Grants	\$96,150	\$27,000
Subscriptions, Fees + Other	\$72,414	\$92,364
In-Kind	\$50,856	\$46,925
Total Revenues + Other Support	\$728,019	\$703,543
Expenses	12/31/2016	12/31/2017
Education	\$342,133	\$314,572
Coalition/Group Services	\$28,724	\$22,701
Membership Services	\$191,777	\$177,831
Advocacy	\$52,728	\$113,929
Administration	\$75,424	\$88,038
Fundraising	\$10,616	\$9,333
Total Expenses	\$701,402	\$726,404
Change to Net Assets	\$26,617	(\$22,861)
Net Assets, Beginning of the Year	\$132,596	\$159,213
Net Assets, End of the Year	\$159,213	\$136,352

Revenues



Expenses



What's New for Members in 2018?

...to Strengthen Leadership + Governance

- Discounted executive search services
- Emerging Leaders Program: Nonprofit board service training + matching for young professionals
- Executive director peer learning + coaching groups

...to Increase Nonprofit Voice + Influence

- Candidate surveys + forums to promote nonprofit issues
- Election-season guidance on legal + effective civic engagement
- New media partnership with Down East Magazine

..to Build Operational Effectiveness + Efficiency

- HR Support Center
- Springboard: Pro bono peer coaching on strategic issues
- Credit card processing fee auditing services