

**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

2006 Annual Report

MANP Board of Directors

2006

President

Chris Amann- Maine Public Broadcasting

Vice President

Deb Whitworth – GHS Data Management

Treasurer

Peter Montano- Macdonald Page

Secretary

Katherin O'Grady - Unum

Sarah Armentrout- Equest Therapeutic Riding

Kevin Baack- Goodwill Industries of Northern New England

Tom Davis – SKILLS, Inc.

Jennifer Hutchins – USM, Muskie School

Anna Kent- Maine Women's Fund

Marianne Pinkham – Senior Spectrum

Nat Putnam – Eaton Peabody

Jane Richmond – The Nature Conservancy

Greg Shea

Peter Taylor – Maine Community Foundation

Ruth Vinal- Institute for Financial Literacy

**Thanks to Our
Outgoing Two-
Term Members**

Marianne Pinkham
Greg Shea
Ruth Vinal

2007

Nominated Slate - Officers:

President: Chris Amann- Maine Public Broadcasting

Vice President: Tom Davis- SKILLS, Inc.

Treasurer: Peter Montano- Macdonald Page

Secretary: Katherin O'Grady- Unum

Nominated Slate - New Members:
Kathryn Davis – United Way of York County

Tom McAdam – Kennebec Valley Mental Health

Jane Morrison

Jim Pierce – Independence Association

Sarah Standiford – Maine Women's Policy Center

Staff

Executive Director- Scott Schnapp

Director of Public Policy- Brenda Peluso

Director of External Affairs- Elizabeth Banwell

SkillBuilder Program Manager – Joanna Crispe

Membership Manager- Lydia Badger

Manager of Information Services- LK Gagnon

Project Coordinator – Christopher McCabe

Technology Assistant – Jessica Lantos

Message From the President

The Maine Association of Nonprofits completed another very successful year in 2006, and the MANP board would like to express its appreciation and thanks to our more than 575 members and 100 for profit supporters for their ongoing support. We continue making consistent progress towards our goal of developing a comprehensive management support center for Maine's nonprofits, and remain committed to supporting the identified needs in the sector as we increase our services. Our recent release of two important assessment tools, Guiding Principles & Practices for Nonprofit Excellence in Maine and Basic Infrastructure Checklist, have created a dynamic platform for MANP's next stage of development, and we look forward to helping you meet your nonprofit management challenges in the year ahead. Thank you for your active support.

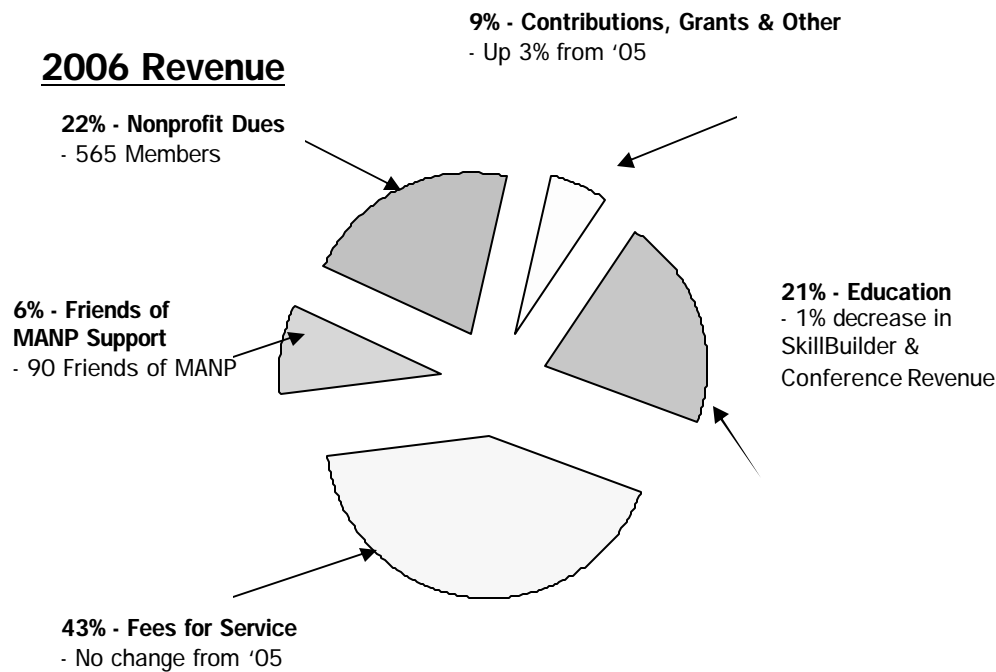
Chris Amann, President
MANP Board of Directors

The Year in Review

- Developed two new capacity building tools, Guiding Principles & Practices for Nonprofit Excellence in Maine and Basic Infrastructure Checklist, to provide resources and support for organizational capacity building.
- In partnership with the Nonprofit Risk Management Center, developed a two day regional nonprofit finance/risk management conference which drew nonprofit organizations from throughout New England.
- In response to the threats of the TABOR ballot initiative, created the Nonprofit Voice Project and played an active role in educating nonprofits and government about the financial impacts of TABOR and the impact of the nonprofit sector.
- Participated in the Nonprofit Congress, holding Town Hall Meetings throughout the state supporting the effort to develop a unified national advocacy effort for the sector.
- Released sixth edition of Nonprofit Wage & Benefit Report, expanding and enhancing data collection through a partnership with the New Hampshire Center for Nonprofits and online data submission.
- Expanded 4th Annual Nonprofit Day at the Statehouse through the addition of a press conference, educational sessions, a Blaine House reception and collaborative programming.
- Enhanced services to members through the creation of a nonprofit Job Board, enhancing the Gifts That Give Twice program, and developing a partnership with Maine-based Targeted Learning Corp. to make extensive online training options available to members
- Increased organizational revenue by 20% through membership growth, and expansion of revenue from educational programs, businesses, service fees and grants
- Hosted over 100 SkillBuilder management training programs in locations throughout Maine, which were attended by more than 1600 nonprofit managers
- Provided one-on-one nonprofit management assistance for more than 500 nonprofits

2006 Finances

2006 Revenue



Statement of Activities

	12/31/2005 (Audited)	12/31/2006 (Unaudited)
Revenues & Other Support		
Membership Dues	\$ 133,373	\$ 149,644
Education Programs	\$ 98,455	\$ 114,269
Service Fees	\$ 193,619	\$ 230,506
Contributions	\$ 2,518	\$ 1,979
Grants	\$ 23,500	\$ 40,100
Subscriptions	\$ 425	\$ 4,771
Miscellaneous	\$ 1,058	\$ 1,521
Total Revenues & Other Support	\$ 452,947	\$ 542,789
Expenses		
Education	\$ 126,046	\$ 140,743
Coalition/Group Services	\$ 9,895	\$ 19,569
Member Services	\$ 117,279	\$ 172,512
Advocacy	\$ 13,040	\$ 36,009
Administration	\$ 149,759	\$ 147,250
Fundraising	\$ 3,031	\$ 6,941
Total Expenses	\$ 417,050	\$ 523,024
Increase in Net Assets	\$ 35,897	\$ 19,765
Net at Beginning of Year	\$ 70,939	\$ 106,836
Net Assets at End of Year	\$ 106,836	\$ 126,601

MANP Programs and Services

Education & Training

- **SkillBuilders:** 8-10 monthly nonprofit management seminars covering:
 - Fundraising & Development
 - Marketing & Public Relations
 - Human Resources
 - Organizational Management
 - Board Development
 - Financial Management
 - Technology & Innovation
- **Conferences:** Statewide Annual Conference, Regional Finance & Risk Management Conference and Board Governance Conference provide a broad level of technical training resources and networking opportunities
- **Capacity Building Resources:** Guiding Principles & Practices for Nonprofit Excellence in Maine and Basic Infrastructure Checklist provide information, guidance and resources to support organizational capacity building; Board assessment survey and analysis through partnership with Starboard Leadership Consulting.
- **Educational Discounts:** Significant member discounts on high-quality leadership and technology training through organizations such as Dale Carnegie Training of Maine and Burgess Computers
- **Technical Assistance:** Answers to a broad range of questions through our Staff Help Line and in-house resource library; News You Can Use resources in bi-weekly ebulletin.
- **Member Services:** MANP's new Job Board raises the visibility of nonprofit employment opportunities
- **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 Charitable Nonprofit Sector"
 - "Nonprofit Voice Project" - statewide
 - "Report on Wages & Benefits in Maine's Nonprofit Sector"
- **Advocacy Education:** Legislative Alerts on state & federal legislation affecting nonprofits and SkillBuilders on nonprofit rights & responsibilities to advocate for their missions
- **Legislative Advocacy:** When appropriate on behalf of issues that impact the entire Maine nonprofit sector
- **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:** Directors & Officers Liability and Commercial Insurance
- **Publication Discounts:** Mainebiz, The Nonprofit Quarterly, BoardSource, The Stanford Social Innovation Review, and Fieldstone Alliance Publications