

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.

2007 Annual Report

MANP Board of Directors

2007

President

Chris Amann- Maine Public Broadcasting

Vice President

Tom Davis – SKILLS, Inc.

Treasurer

Peter Montano- Macdonald Page & Co.

Secretary

Katherin O'Grady - Unum

Kevin Baack

Kathryn Davis- United Way of York County

Jennifer Hutchins – USM, Muskie School

Anna Kent

Tom McAdam-Kennebec Behavioral Health

Jim Pierce-Independence Association

Nat Putnam – Eaton Peabody

Jane Richmond – The Nature Conservancy

Sarah Standiford – Maine Women's Lobby

Peter Taylor – Maine Community Foundation

Deb Whitworth – GHS Data Management

Thanks to Our Outgoing Two- Term Member

Chris Amann

2008

Nominated Slate - Officers:

President: Tom Davis - SKILLS, Inc.

Vice President: Kathryn Davis -
United Way of York County

Treasurer: Peter Montano-
Macdonald Page & Co.

Secretary: Jennifer Hutchins- USM,
Muskie School

Nominated Slate - New Members:

William Floyd- Genesis Community
Loan Fund

Tracy Michaud Stutzman- Maine
Crafts Association

Cathy Ramsdell- Friends of Casco
Bay

Staff

Director of External Affairs- Elizabeth Banwell
SkillBuilder Program Manager – Joanna Crispe
Manager of Information Services- LK Gagnon
Office Manager – Jessica Lantos

Director of Public Policy- Brenda Peluso
Project Manager – Elizabeth Reinholt
Executive Director- Scott Schnapp
Membership Manager- Annie Sutton

Message From the President

The Maine Association of Nonprofits completed another active and successful year in 2007 resulting in much progress toward our long-term strategic objectives. The MANP board would like to express its appreciation and thanks to our more than 650 members and 100 for profit supporters for their ongoing support, participation and interest in the sector. Maine has entered challenging times for all nonprofits and the public we serve. Within this environment, where best practices and principles are now essential for success, we have continued our strong progress towards advocacy and comprehensive management support services for Maine's nonprofits. Enhancing organizational management, human resource skill levels, and communication with governmental and for-profit organizations is critical for our mutual effectiveness. Our continued development of capacity building resources, annual sector reports, assessment tools, and legislative updates combine to provide a dynamic, robust platform for the work ahead. We look forward to helping you meet your nonprofit management challenges in the coming years. Thank you for your active support.

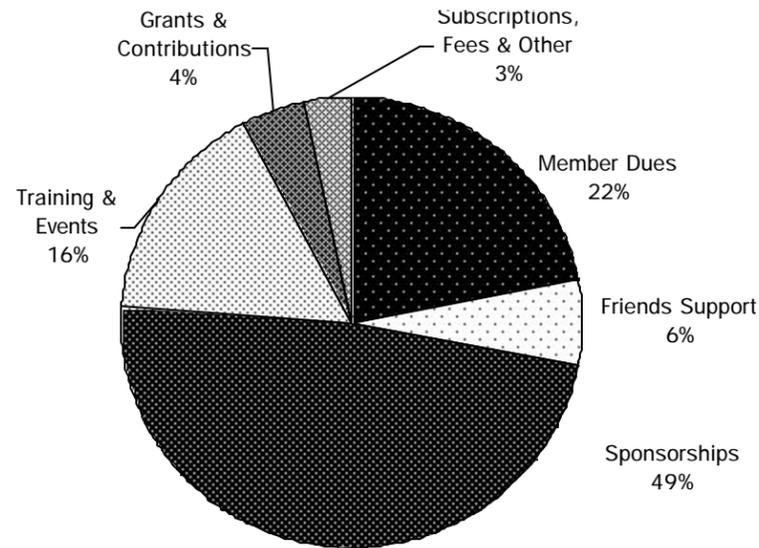
Chris Amann, President, MANP Board of Directors

The Year in Review

- Developed new online tools, awards program, and management case studies database, adding capacity building tools to our Guiding Principles & Practices for Nonprofit Excellence in Maine program.
- Published "Partners in Prosperity: The Maine Nonprofit Sector Impact", a nationally acclaimed report highlighting the social and economic impact of Maine's nonprofit sector.
- Enhanced services to members through the creation of MANP Marketplace, a searchable vendor database with discounts for members.
- Hosted over 100 SkillBuilder training programs in locations throughout the state, which were attended by more than 1800 nonprofit managers.
- Completed the development of a three year strategic plan that was approved by the board in December '08.
- Provided one-on-one nonprofit management assistance for more than 600 Maine based nonprofits.
- Developed partnerships with funders launching statewide capacity building programs for more than 140 executive directors; including a 3 year institute for refugee-led organizations in Portland & Lewiston; a 9 month program in Waldo & Knox counties, and 2 day intensive skill and network building programs in Hancock, Washington, York & Cumberland counties.
- Began offering train-the-trainer opportunities to nonprofit consultants in board development, leadership transition management, and organizational capacity and life-cycle assessment administration.
- Hosted 5th Annual Nonprofit Day at the Statehouse featuring educational sessions, a Blaine House Tea, and presentation of our economic impact report to the President of the Senate and the Speaker of the House.
- Developed academic partnerships with New England College, Southern New Hampshire University and University of Maine Hutchinson Center to provide discounted degree & certificate programs for nonprofit managers.
- Developed partnerships with local content experts to provide coaching programs, peer to peer learning opportunities and leadership development programs at discounted rates for members.
- Represented the interests of the sector to the 123rd Legislature and Maine's US Congressional Delegation.

2007 Finances

2007 Revenue



Statement of Activities

	12/31/2006 (Audited)	12/31/2007 (Unaudited)
Revenues & Other Support		
Membership Dues	\$ 160,644	\$ 165,894
Education Programs	\$ 121,769	\$ 94,578
Contributions & Sponsorships	\$ 224,332	\$ 284,245
Grants	\$ 37,600	\$ 24,300
Subscriptions & Fees & Other	\$ 14,445	\$ 19,484
Total Revenues & Other Support	\$ 558,790	\$ 588,501
Expenses		
Education	\$ 188,407	\$ 248,137
Coalition/Group Services	\$ 67,869	\$ 50,973
Member Services	\$ 186,877	\$ 209,705
Advocacy	\$ 51,352	\$ 51,460
Administration	\$ 23,301	\$ 31,777
Fundraising	\$ 8,657	\$ 11,621
Total Expenses	\$ 526,463	\$ 603,673
Increase in Net Assets	\$ 32,327	\$ (15,172)
Net at Beginning of Year	\$ 106,838	\$ 139,165
Net Assets at End of Year	\$ 139,165	\$ 123,993

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:** 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
 - Online resource library, organizational assessment tool, Nonprofit Excellence Awards program and effective practices database.
 - Board assessment survey and analysis through partnership with Starboard Leadership Consulting.
 - Statewide grant funded capacity building partnerships
- **Educational Discounts:** Member discounts on high-quality academic and leadership training through partnerships with Dale Carnegie Training of Maine, New England College, Southern New Hampshire University, University of Maine Hutchinson Center and many local content experts.
- **Technical Assistance:** Answers to a broad range of questions through our Staff Help Line, and online or in-house resource library; News You Can Use resources in bi-weekly ebulletin.
- **Member Services:** New MANP Marketplace assists members in finding vendors and discounts for professional services. 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"
 - "Partners in Prosperity: The Maine Nonprofit Sector Impact"
 - "Report on Wages & Benefits in Maine's Nonprofit Sector"
- **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
- **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, The Stanford Social Innovation Review, and Fieldstone Alliance Publications