

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.

2008 Annual Report

MANP Board of Directors

2008

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

Kevin Baack

William Floyd-Genesis Community Loan Fund

Anna Kent

Tom McAdam-Kennebec Behavioral Health

Tracy Michaud Stutzman-Maine Crafts Association

Katherin O'Grady-Unum

Jim Pierce-Independence Association

Nat Putnam-Eaton Peabody

Cathy Ramsdell-Friends of Casco Bay

Jane Richmond-The Nature Conservancy

Sarah Standiford-Maine Women's Lobby

Peter Taylor-Maine Community Foundation

Staff

Director of External Affairs-Elizabeth Banwell
SkillBuilder Program Manager-Rachael DeCruz
Manager of Information Services-LK Gagnon
Advocacy Assistant-Abi Griffith

Thanks to Our Outgoing Two- Term Member

Anna Kent

2009

Nominated Slate - Officers:

President: Tom Davis-SKILLS, Inc.

Vice President: Jennifer Hutchins-USM, Muskie School

Treasurer: Peter Montano-Macdonald Page & Co.

Secretary: Cathy Ramsdell-Friends of Casco Bay

Nominated Slate - New Members:

Warren Cook-Saddleback Mountain

Kim Lipp-Jobs for Maine Graduates

Office Manager-Jessica Lantos
Director of Public Policy-Brenda Peluso
Executive Director-Scott Schnapp
Membership Manager-Annie Sutton

Message From the President

On behalf of the board and staff of the Maine Association of Nonprofits (MANP), I want to thank our 660 member organizations for their steadfast support this past year. 2008 was a year of change and challenge in many sectors, and we expect the same in 2009.

Given the fast changing landscape of diminishing fiscal resources and increasing service demands, we recognize the need to offer dynamic tools and strategies for our members. In addition, we understand the importance of creating a collaborative environment in which nonprofits can forge new relationships and partnerships. Perhaps more than any time in our history, the concept of collaboration presents profound opportunities and challenges. In this regard, our task is to identify the catalytic strategies that will strengthen the capacity of nonprofits—both individually and collectively.

It has been a pleasure working with you during the past year. I look forward to - and greatly value - your continued contribution of ideas and suggestions.

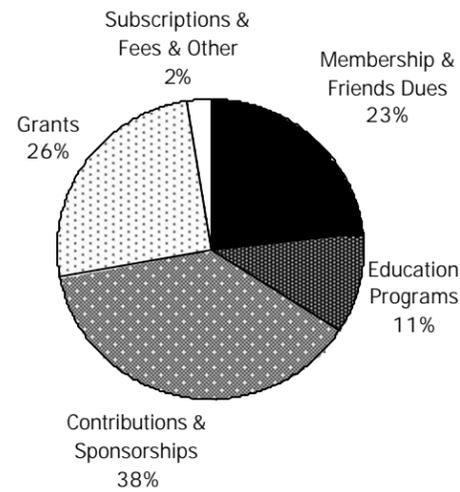
Tom Davis, President, MANP Board of Directors

The Year in Review

- Hosted over 100 SkillBuilder training programs in locations throughout the state, which were attended by more than 1500 nonprofit managers.
- Represented the interests of the sector to the 123rd Legislature and Maine's US Congressional Delegation.
- Partnered with Common Good Ventures, Institute for Civic Leadership, United Ways, Maine Community Foundation, and Maine Health Access Foundation to launch a program to help nonprofit leaders assess their organizational viability and weigh options for sustaining their missions.
- Published "Innovative Nonprofit Practices in Maine: A Good Return on Investment", a report highlighting entries from our collection, "Case Studies: Management Practices in Action".
- Offered a series of trainings designed to support statewide collaborative efforts through a partnership with Maine Network Partners.
- Developed a series of two-day leadership institutes for Executive Directors from the Western Mountains counties.
- Provided one-on-one nonprofit management assistance for more than 500 Maine based nonprofits.
- Developed a six month Nonprofit Leadership Institute for leaders from the Greater Bangor area
- Hosted 6th Annual Nonprofit Day at the Statehouse featuring the presentation of our innovation report to the Governor.
- Through our partnership with the Maine Office of Multi-Cultural Affairs, kicked off the second year of a three year initiative to assist refugee leaders in developing leadership and community organizing skills.
- Launched a training program for boards of directors that are anticipating the loss of an executive director or managing a leadership transition.
- Coordinated a nonpartisan "get out the vote" campaign for the historic 2008 Presidential Election, which included engaging candidates in conversations about the sector.
- Clarified our relationship with consultant partners, and strengthened our Technical Assistance and Consultant Referral programs.
- Reviewed SkillBuilder content against MANP's Guiding Principles and Practices with a group of our consultant partners to strengthen content of two of our core programs.

2008 Finances

2008-Revenue



Statement of Activities	12/31/2007 (Audited)	12/31/2008 (Unaudited)
Revenues & Other Support		
Membership Dues	\$ 165,894	\$ 171,926
Education Programs	\$ 94,577	\$ 79,123
Contributions & Sponsorships	\$ 284,244	\$ 276,393
Grants	\$ 27,102	\$ 187,744
Subscriptions & Fees & Other	\$ 19,484	\$ 18,298
Total Revenues & Other Support	\$ 591,301	\$ 733,483
Expenses		
Education	\$ 246,645	\$ 430,602
Coalition/Group Services	\$ 57,986	\$ 48,863
Member Services	\$ 193,789	\$ 171,065
Advocacy	\$ 60,078	\$ 56,139
Administration	\$ 28,794	\$ 49,375
Fundraising	\$ 11,054	\$ 11,110
Total Expenses	\$ 598,346	\$ 767,155
Increase in Net Assets	\$ (7,045)	\$ (33,672)
Net at Beginning of Year	\$ 139,165	\$ 132,120
Net Assets at End of Year	\$ 132,120	\$ 98,448

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:** Annual Leadership 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
 - Online resource library, organizational assessment tools, Nonprofit Excellence Awards program and effective practices database
 - Board assessment survey and analysis through partnership with Starboard Leadership Consulting
 - Nonprofit Leadership Institutes
 - Executive Transition Program
 - Organizational Viability Clinics
 - Networks for Social Change Training
- **Educational Discounts:** Discounts on trainings through partnership with Dale Carnegie Training of Maine and Institute for Civic Leadership
- **Technical Assistance:** Answers to questions through our Staff Help Line and online resource library; News You Can Use in bi-weekly ebulletin
- **Member Services:** Job Board raises the visibility of nonprofit employment opportunities. MANP Marketplace assists members in finding vendors and discounts for professional services
- **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"
 - "Innovative Nonprofit Practices in Maine"
- **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