

# Annual Report

## 2014-2015

**Advancing** creative solutions

**Connecting** people + resources

**Strengthening** Maine communities

Photo Credit: Friends of Maine's Seabird Islands, Member Since 2011



# Highlights 2014-2015

Our mission is to enrich the quality of community + personal life in Maine by **strengthening** the leadership, voice + organizational **effectiveness** of our state's **nonprofits**.

In 2014 MANP developed a **three year strategic plan**. The plan's goals, shaped by significant member input, will enhance MANP's educational, leadership and advocacy efforts.

- ▶ Learn more about our **strategic priorities**:  
[NonprofitMaine.org/Strategic](http://NonprofitMaine.org/Strategic)
- ▶ Find directories of our **members** and **Friends**:  
[NonprofitMaine.org/Directories](http://NonprofitMaine.org/Directories)
- ▶ Meet our **staff**:  
[NonprofitMaine.org/Staff](http://NonprofitMaine.org/Staff)
- ▶ Meet our **board**:  
[NonprofitMaine.org/Board](http://NonprofitMaine.org/Board)

## Learn

- ▶ Leveraged **600+** volunteer hours from **84** presenters to offer **100+ trainings** and events, through which over **1,250 individuals** built professional skills and developed capacity for their organizations.
- ▶ Delivered an enhanced Nonprofit Finance Conference with a **nationally -recognized** keynote speaker, expanded content, and a new partnership with The Bank of Maine to recognize outstanding service through their Leaders & Luminaries Awards.
- ▶ Provided **Nonprofit Help Desk** support to **367** members, with resources and answers about nonprofit management best practices.
- ▶ Equipped **20** new executive directors with nonprofit management best practices and peer connections through our Leadership Institute.
- ▶ Published the 2014 edition of the Report on **Nonprofit Wages + Benefits**, the only one of its kind with a focus on Maine nonprofit compensation.

“

*You are not only preventing me from reinventing the wheel, but also ensuring that I look at all possibilities.”*

“

*We appreciate all you do to help us do our work at a higher level!”*

“

*I was thrilled with not only the general presentations, but the resources and materials we received that will help us continue strengthening our organization.”*

# Connect

- ▶ Maintained a **powerful network** of **770** nonprofit members.
- ▶ Provided broad value at affordable costs with the support of **145 Friends** of MANP.
- ▶ Piloted the first in a series of **Executive Leadership Forums** designed to bring leaders together to learn from high profile speakers, discuss critical issues, imagine creative approaches and build relationships with peers.
- ▶ Convened community leaders at **Community Catalyst Celebrations** in Bangor and Lewiston/Auburn, awarding the Maddy Corson Community Catalyst Award to Wilma Bradford and Jim Wellehan.
- ▶ Connected members to **pro bono** legal, accounting, human resources and risk management support, and provided consultant and vendor **referrals** through our searchable Yellow Pages.



*You have been fantastic at keeping us connected with the on goings of the nonprofit world not only state-wide, but nation-wide. As a one person admin/finance/it/operations/hr department, this service has been essential."*



*I continually sing the praises of MANP and the resources it has to offer."*



*We found our last hire (who is excellent) through our job listing on your website!"*

# Advocate

- ▶ Created the **MANP Advocacy Network** to enhance MANP's efforts related to public policy. Our 25 founding members enabled MANP to hire a lobbying firm and expand our presence at the State House on behalf of the sector.
- ▶ **Advanced** public and policymaker understanding of the economic and social impact of nonprofits by hosting annual **Nonprofit Days** and publishing the **Adding Up Impact** report.
- ▶ **Successfully lobbied** to **streamline** the rules governing charitable solicitation registration.
- ▶ **Defended the sector** against attacks on tax exemptions by speaking up in op-eds, articles and rebuttals in statewide media outlets, and supporting members with talking points for their own outreach.



*We had a great experience at Nonprofit Day with legislators stopping by to have meaningful dialogue about our services. It was nice to learn how many were already familiar with who we are and what we do, and even nicer to be able to educate those who were not."*



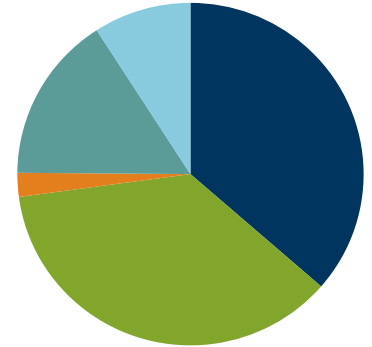
*Thanks for the great work in the midst of all that has been happening in Augusta. We've relied heavily on lots of good information that MANP has developed in formulating responses and actions."*

# Financials 2014

In 2014 MANP successfully implemented several earned income strategies to **strengthen our business model** and ensure that we can continue to provide **high value** to our diverse membership.

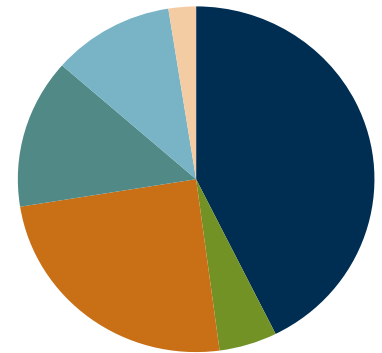
Revenues + Other Support*	12/31/2013	12/31/2014
Membership Dues ▶	\$219,362	\$264,053
Education Programs + Sponsorships ▶	\$289,171	\$264,716
Contributions ▶	\$5,025	\$16,295
Grants ▶	\$60,350	\$114,483
Subscriptions, Fees + Other ▶	\$37,371	\$66,066
<b>Total Revenue + Other Support</b>	<b>\$611,279</b>	<b>\$725,613</b>

Revenue + Other Support



Expenses*	12/31/2013	12/31/2014
Education ▶	\$272,430	\$282,289
Coalition/Group Services ▶	\$47,655	\$34,783
Membership Services ▶	\$206,504	\$162,710
Advocacy ▶	\$62,643	\$92,619
Administration ▶	\$73,080	\$73,230
Fundraising ▶	\$12,388	\$16,485
<b>Total Expenses</b>	<b>\$674,700</b>	<b>\$662,116</b>

Expenses



<b>Change to Net Assets</b>	<b>(\$63,421)</b>	<b>\$63,497</b>
Net Assets, Beginning of Year	\$227,387	\$163,966
Net Assets, End of Year	\$163,966	\$227,463

\*Small arrows provide key for charts.

**100%**  
of Maine people  
**benefit**  
from the work of  
Maine nonprofits



We help  
nonprofits  
help Maine

