

2016 Annual Report



Photo courtesy of Camp No Limits, Member Since 2016

Leadership

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

Member Voice: "It is refreshing to remember that the challenges we face are not ours alone, and that there are practical and philosophical ways to plan for smooth transitions."

- ▶ Launched Mission-Driven Leadership, an initiative to prepare our members to navigate impending senior leadership transitions.
- ▶ Our 6th Leadership Institute for Executive Directors equipped 18 organizational leaders with skills and a powerful peer network.
- ▶ Energized and equipped 100+ board members to serve their communities through our popular Board Boot Camps.
- ▶ Expanded opportunities to meet and network with other members to foster connection, collaboration and idea-sharing.

Voice

MANP is the voice for Maine's nonprofits, raising the sector's public profile + empowering nonprofits to be legal + effective advocates.

Member Voice: "The sector is a fundamental pillar of civil society, and it needs a clear, intelligent, statewide voice to counterbalance a rising level of misunderstanding and misinformation."

- ▶ Lobbied to protect land trust property tax exemptions and reinstate charitable giving incentives.
- ▶ Fostered relationships between nonprofits and policymakers through the 13th Annual Nonprofit Day at the State House.
- ▶ Piloted training on issue framing to increase effectiveness of nonprofit advocates and raised funds to expand this work in 2017.
- ▶ Leveraged partnerships with Maine Today Media and MaineBiz to elevate awareness of nonprofit impact on Maine's economy and quality of life.

Effectiveness

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

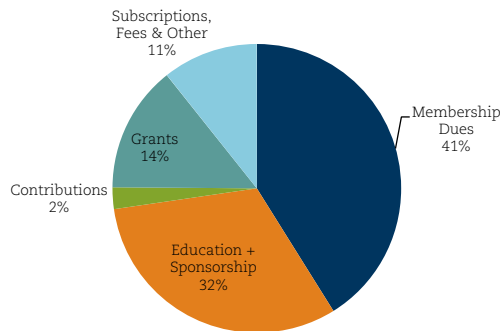
Member Voice: "I am so grateful for all the tools and information available through MANP. I've learned so much from Skillbuilders along the way. MANP is my go-to resource."

- ▶ Provided professional development to more than 1100 nonprofit staff and volunteers through 88 workshops and webinars.
- ▶ Leveraged scholarship funds and 275+ volunteer presenter hours to keep programs accessible.
- ▶ Released 2016 Report on Nonprofit Wages and Benefits in Maine to guide members in setting competitive and appropriate compensation.
- ▶ Emphasized peer-to-peer learning and team registration, strategies proven to increase retention and application of new ideas and skills.

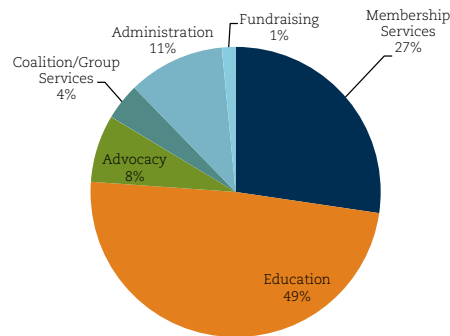
Financials 2016

Revenues + Other Support	12/31/2015	12/31/2016
Membership Dues	\$279,500	\$278,292
Education programs + Sponsorships	\$235,280	\$213,882
Contributions	\$18,475	\$16,425
Grants	\$30,450	\$96,150
Subscriptions, Fees + Other	\$64,606	\$72,414
Total Revenues + Other Support	\$628, 311	\$677,163
Expenses	12/31/15	12/31/16
Education	\$333,692	\$342,133
Coalition/Group Services	\$27,178	\$28,724
Membership Services	\$177,097	\$191,777
Advocacy	\$93,991	\$52,728
Administration	\$79,771	\$75,424
Fundraising	\$11,449	\$10,616
Total Expenses	\$723, 178	\$701,402
Change to Net Assets	(\$94, 867)	\$26, 617
Net Asssets, Beginning of the Year	\$227, 463	\$132, 596
Net Assets, End of the Year	\$132, 596	\$159,213

Revenues



Expenses



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



**We help nonprofits
help Maine.**