

Promoting a Strong Nonprofit Sector in Montana



Montana Nonprofit Association

2012 ANNUAL REPORT

Greetings from Montana Nonprofit Association –

This year MNA moved into its second decade of leadership within Montana's nonprofit sector. When MNA began in 2001, our founders knew a strong membership was paramount. Today, almost 650 nonprofit organization members are both our foundation and our guide. With you, MNA has emerged as the voice for Montana's nonprofit sector.

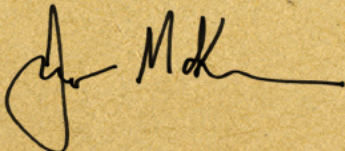
In many ways 2012 was a year of collecting. We gathered data, sought feedback, solicited advice, sent surveys, and asked your opinions. From the small business health care tax credit to the charitable deduction, sequestration, operating reserves and government contracts – you gave us information and we used it to inform, educate and advocate on your behalf.

As we listened, we heard your priorities for MNA. At the top of the list is excellent, readily accessible education and resources. Next, you look to MNA to be the voice, the advocate, the public policy presence for the sector. You also value MNA's role as a one stop shop for current information and data on trends, challenges, and opportunities both within and outside the sector.

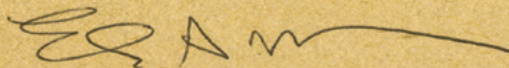
Our most significant accomplishments in 2012 directly respond to these priorities. We added a second staff person to our Professional and Organizational Development Program. We led the effort for renewal of Montana's endowment tax credit, launching www.endowmt.org in the process. We brought you the 2012 Montana Nonprofit Compensation Report, the 2012 Nonprofit Finance Fund Report and did the legwork for the 2013 Montana Nonprofit Sector report.

As we look ahead, we recognize the immense challenges Montana's nonprofits face – the reality of funding cuts, threats to the tax exempt status, public confusion about different types of nonprofits, and increased demands for service. Our response matters. Individually, we can cultivate an abundance mentality, become learners, do less and plan more, and intentionally sustain our inner lives. Organizationally, we can sharpen our focus and excel in our leadership and management practices. Collectively, we can continue to come together to raise the visibility and voice of Montana's nonprofit sector for the betterment of Montana.

Thank you for your work, thank you for being part of Montana's nonprofit community. Together we are many missions, one voice.



Jono McKinney, Chair
MNA Board of Directors



Liz Moore, Executive Director

MNA Leadership

MNA 2012 Board of Directors

Jono McKinney, Chair

President / CEO
Montana Conservation Corps - Bozeman

Russ Cargo, Vice Chair

Principal
Third Sector Services, LLC - Helena

Bruce Day, Treasurer

Executive Director
Rural Employment Opportunities - Helena

Andrea Davis, Secretary

Executive Director
homeWORD - Missoula

Marcia Eidel, Member at Large

Development Director
Archie Bray Foundation - Helena

Kelly Bruggeman

Executive Director
First Interstate Bank Foundation - Billings

Carol Condon

Executive Director
Glendive Medical Center Foundation

Jim Lawrence

Vice President of Development
Special Olympics Montana - Great Falls

Brodie Moll

CEO
Mission Mountain Enterprises - Ronan

CB Pearson

Senior Vice President
M+R Strategic Services - Missoula

Mary Peterson

Executive Director
Eagle Mount - Bozeman

Sheila Rice

Executive Director
NeighborWorks Montana - Great Falls

Paul Tuss, Public Policy Council Chair

Executive Director
Bear Paw Development Corporation - Havre

MNA Staff

Melanie Dayton, Office Manager

Liz Moore, Executive Director

Brad Robinson, Member Services Director

Gail Tronstad, Training and Events Manager

Suzanne Wilcox, Organizational Development Director

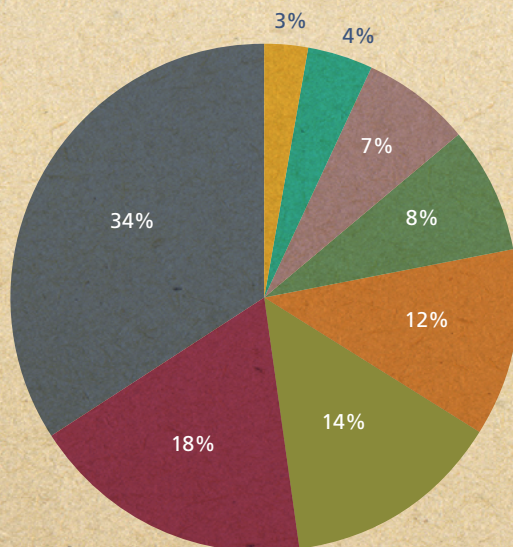
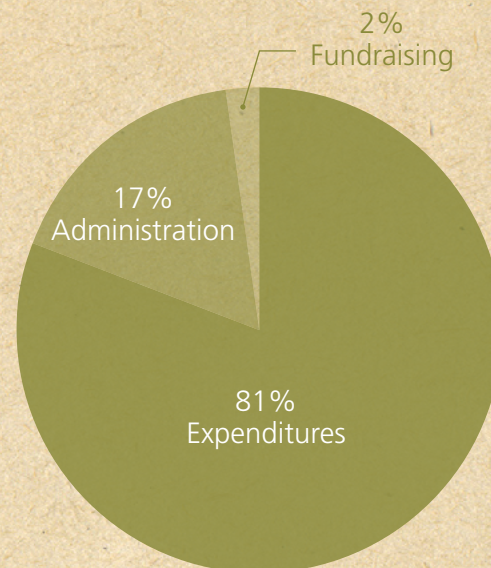
Financials

MNA's total revenue in 2012 was \$552,401, higher than the 2011 total of \$516,530.

MNA's total operating expenses for 2012 were \$588,665, a decrease from the 2011 total of \$594,619.

81% of expenditures were used to strengthen Montana's nonprofit sector by advancing our collective voice, increasing nonprofit management & leadership capacity, generating accurate research & information about the sector, & giving nonprofits access to a suite of cost-saving products. 17% of expenditures were used for administration and 2% for fundraising.

By year's end, MNA's statement of financial position reflected a planned decrease in net assets of \$36,264 as donor restricted funds were released and expended for their identified purposes.



- Net Assets Released from Restriction
- Nonprofit Member Dues
- Discount Product Fees
- Conference & Training Fees
- Contributed Support
- Sponsorships
- Project Fees
- Affiliate Members

2012 Financial Statements

MONTANA NONPROFIT ASSOCIATION 2012 Statement of Financial Position 2012

ASSETS

CURRENT ASSETS

Cash and cash equivalents	\$215,894
Grants receivable, current portion	\$88,493
Accounts receivable	\$29,593
Prepaid expenses	\$1,000
Total current assets	<u>\$334,980</u>

PROPERTY AND EQUIPMENT

Computers and equipment	\$35,657
Software	\$11,006
Accumulated depreciation and amortization	\$(30,420)
Total property and equipment	<u>\$16,243</u>

Total assets \$351,223

LIABILITIES AND NET ASSETS

CURRENT LIABILITIES

Accounts payable	\$21,332
Payroll taxes payable	\$8,840
Accrued wages payable	\$14,624
Deferred membership dues	<u>\$49,742</u>
Total current liabilities	<u>\$94,538</u>

NET ASSETS

Unrestricted	\$68,850
Temporarily restricted	<u>\$187,835</u>
Total net assets	<u>\$256,685</u>

Total liabilities and net assets \$351,223

MONTANA NONPROFIT ASSOCIATION Statement of Activities For the Year Ended December 31, 2012

	UNRESTRICTED	TEMPORARILY RESTRICTED	TOTAL
REVENUES:			
Nonprofit member dues	\$ 108,089	\$ -	\$ 108,089
Affiliate member dues	\$ 15,020	\$ -	\$ 15,020
Sponsorships	\$ 41,400	\$ -	\$ 41,400
Discount product fees	\$ 80,355	\$ -	\$ 80,355
Conference and trianing fees	\$ 73,855	\$ -	\$ 73,855
Contributed support	\$ 49,801	\$ 157,102	\$ 206,903
Miscellaneous	\$ 513	\$ -	\$ 513
Project Fees	\$ 25,688	\$ -	\$ 25,688
Interest and dividends	\$ 578	\$ -	\$ 578
	<u>\$ 395,299</u>	<u>\$ 157,102</u>	<u>\$ 552,401</u>
Net assets released from restriction	\$ 199,586	\$ (199,586)	\$ -
Total revenue	<u>\$ 594,885</u>	<u>\$ (42,484)</u>	<u>\$ 552,401</u>
			\$ -
EXPENSES:			\$ -
Program	\$ 475,149	\$ -	\$ 475,149
Management and general	\$ 99,821	\$ -	\$ 99,821
Fundraising	\$ 13,695	\$ -	\$ 13,695
Total expenses	<u>\$ 588,665</u>	<u>\$ -</u>	<u>\$ 588,665</u>
			\$ -
Change in net assets	\$ 6,220	\$ (42,484)	\$ (36,264)
			\$ -
Net assets, beginning of year	<u>\$ 62,630</u>	<u>\$ 230,319</u>	<u>\$ 292,949</u>
			\$ -
Net assets, end of year	<u>\$ 68,850</u>	<u>\$ 187,835</u>	<u>\$ 256,685</u>

Membership

Membership is our foundation and our north star, strengthening and guiding the work of Montana Nonprofit Association. In 2012, MNA grew to represent more than 10 percent of all registered 501(c)(3)'s in Montana (IRS Exempt Organization Master File, 12/2012). Our membership participation makes Montana one of the most active, connected, and involved states in the country and MNA one of the most successful State Associations in the country. For that, we offer you our greatest thanks.

A Carousel for Missoula Foundation
A.W.A.R.E.
Absaroka Beartooth Wilderness Foundation
ACLU of Montana Foundation
Adult Resource Alliance of Yellowstone County
Adventure Cycling Association
Alternative Energy Resources Organization
Alberta Bair Theater
Alliance for Youth
Alpine Artisans
Alternatives
American Independent Business Alliance
American Indian Business Leaders
American Indian Institute
American Prairie Foundation
American Red Cross of Montana
Anaconda Community Foundation
Anaconda PCA Family Resource Center
Aquatic Habitat Group
Archie Bray Foundation
Area II Agency on Aging
Arlee Community Development Corporation
Art Mobile of Montana
Arthritis Foundation, Montana Chapter
Arts Council of Big Sky
Arts Without Boundaries Foundation
BareTooth Cupboards
Bear Paw Development Corporation
Bear Trust International
Beartooth Billings Clinic-Foundation
Beartooth Humane Alliance
Beartooth Recreational Trails Association
Befrienders
Belgrade Senior Center
Benefis Health System Foundation
Better Billings Foundation
Better Business Bureau Education Foundation
Bicentennial Apartments
Big Brothers Big Sisters of Butte-Silver Bow
Big Brothers Big Sisters of Flathead County
Big Brothers Big Sisters of Gallatin County
Big Brothers Big Sisters of Great Falls
Big Brothers Big Sisters of Helena
Big Brothers Big Sisters of Missoula

Big Brothers Big Sisters of Park County
Big Brothers Big Sisters of Yellowstone County
Big Flat Community Grain Bin
Big Hole River Foundation
Big Hole Watershed Committee
Big Horn Hospital Association
Big Sandy Activities
Big Sky Community Corporation
Big Sky Institute for the Advancement
of Nonprofits
Big Sky Senior Services
Big Sky Youth Empowerment Project
BikeNet
Billings Child Care Association
Billings Clinic
Billings Community Foundation
Billings Depot
Billings Preservation Society
Billings Symphony Society
Biomimicry Institute
Bitter Root Resource Conservation &
Development Area
Bitter Root Water Forum
Bitterroot Ecological Awareness Resources
Bitterroot Performing Arts Council
Black Rose Spiritual Center
Blackfoot Challenge
Blue Mountain Clinic
Blue Water Task Force
Bob Marshall Wilderness Foundation
Boyd Andrew Community Services
Boys and Girls Club of Carbon County
Boys and Girls Club of Lewistown
Boys and Girls Club of the Little Rockies
Boys and Girls Club of the Northern
Cheyenne Nation
Boys and Girls Clubs of Yellowstone County
Bozeman Area Community Foundation
Bozeman Deaconess Foundation
Bozeman Public Library Foundation
Bozeman Schools Foundation
Bozeman Senior Center
Bozeman Symphony Society
Bozeman Youth Initiative

Brain Injury Alliance of Montana
Bridgercare
Broadwater Community Health Foundation
Buffalo Field Campaign
Burton K. Wheeler Center
Butte 4-C's
Butte Emergency Food Bank
Butte Rescue Mission
C.A.R.E. Center
C.M. Russell Museum
Camp Mak-A-Dream
Cancer Support Community Montana
Carbon County Arts Guild & Depot Gallery
Carbon County Historical Society and Museum
Carbon/Stillwater Community & Senior Programs
Care Team- Office of Development
Career Futures
Career Training Institute
Career Transitions
CASA of Montana
CASA-CAN Children's Advocate Network
Cascade County Law Clinic
Catholic Foundation of Eastern Montana
Center for Asbestos Disease Foundation
Center for Large Landscape Conservation
Center for Mental Health
Center for Restorative Youth Justice
Central Asia Institute
Central Montana Community Health Center
Central Montana Head Start
Central Montana Youth Mentoring Program
Cheerful Heart
Child Care Connections
Child Care Partnerships
Child Care Resources
Child Development Center
Children's Alliance of Montana
Children's Museum of Bozeman
Childrens Museum of Montana
Choteau Activities
Citizens For A Better Flathead
Clark Fork Coalition
Clark Fork Valley Hospital Foundation
Clearwater Resource Council
Climate Ride
Community Action Partnership of
Northwest Montana
Community Closet
Community Counseling and Correctional Services
Community Food & Agriculture Coalition
Community Foundation for a Better Bigfork

Membership Continued

Community Mediation Center
 Community Medical Center Foundation
 Community Option Resources Enterprises
 Congregation Beth Aaron
 Conrad Mansion Museum
 Conservation Congress
 Cooperative Health Center
 Court Appointed Special Advocates
 of Missoula
 Craighead Institute
 Custer Network Against Domestic Abuse
 Cut Bank Education Foundation &
 Alumni Association
 Daly Hospital Foundation
 Dawson College Foundation
 Dawson County Domestic Violence Program
 Dayton Proctor Park Association
 Deep Bay Center
 Developmental Educational Assistance Program
 Digger Athletic Association
 Disability Rights Montana
 District 6 Health Care Learning Center
 District IV HRDC
 Division for Early Childhood
 Dolce Canto
 Domestic and Sexual Violence Services of
 Carbon County
 Dream Adaptive Recreation
 Dress for Success Billings
 Eagle Mount Billings
 Eagle Mount Bozeman
 Easter Seals-Goodwill Northern
 Rocky Mountain
 Eastern Montana CASA-GAL
 Eastern Montana Industries
 Ecology Project International
 Education Foundation for Billings Public Schools
 Emerson Center for the Arts and Culture
 Emma's House
 Energy Share of Montana
 Ennis Community Children's School
 Equinox Theatre Company
 Evergreen Kids Corner
 Ewam
 Exergy Friends of the Story Mansion
 Experience Works
 ExplorationWorks!
 Families First
 Family Connections
 Family Promise of Gallatin Valley
 Family Promise of Greater Helena
 Family Promise of Yellowstone Valley
 Family Service
 Family Support Network

Family Tree Center
 Farm in the Dell
 Fergus County Council on Aging
 Fifth Judicial District Voice for Children
 FireSafe Montana
 First Judicial District CASA-GAL Program
 Fitch Foundation
 Flathead CARE
 Flathead Community Foundation
 Flathead County Library Foundation
 Flathead Economic Policy Center
 Flathead Food Bank
 Flathead Lakers
 Flathead Land Trust
 Florence Crittenton Home & Services
 Footloose Montana
 Forward MT Foundation
 Foundation for Community Care
 Foundation for Community Vitality
 Friends Forever Mentoring
 Friends of Dornix Park
 Friends of the Hobson Library
 Friends of the Library (Livingston)
 Friends of the Museum of the Plains Indian
 Friends of the Whitehall Community Library
 Friendship Center of Helena
 Friendship House
 Front Range CASA/GAL
 Future West
 Gallant Chance Ranch
 Gallatin County Love in the Name of Christ
 Gallatin Gateway Youth Group
 Gallatin Ice Foundation
 Gallatin Valley Farm to School
 Gallatin Valley Land Trust
 Gallatin Valley YMCA
 Garden City Harvest
 Gateway to Glacier Trail
 Girl Scouts of Montana and Wyoming
 Glacier Community Health Center
 Glacier County Historical Museum
 Glacier National Park Fund
 Glacier Natural History Association
 Glacier Symphony & Chorale
 Glacier Unitarian Universalist Fellowship
 Glendive Medical Center Foundation
 Glen-Wood
 Global Village
 Global Wildlife Resources
 Good Samaritan Ministries Thrift Store
 Grandstreet Theatre
 Great Beginnings Montessori School
 Great Burn Study Group
 Great Falls Area Community Foundation

Great Falls Community Food Bank
 Great Falls Senior Citizen's Center
 Great Falls Symphony Association
 Greater Gallatin United Way
 Greater Gallatin Watershed Council
 Greater Montana Foundation
 Greater Polson Community Foundation
 Greater Yellowstone Coalition
 Grizzly & Wolf Discovery Center
 Habitat for Humanity Great Falls Area
 Habitat for Humanity Mid-Yellowstone Valley
 Habitat for Humanity of Gallatin County
 Hamilton Players
 Hand Me Down Some Silver
 Haven
 Hays Community Development Corporation
 Headwaters Cooperative Recycling
 Healthy Mothers Healthy Babies, The Montana
 Coalition
 Heart of Montana Canine Center
 Hearts and Homes Family Resource Center
 Helena Bicycle Club
 Helena Civic TV
 Helena Community Gardens
 Helena Education Foundation
 Helena Family YMCA
 Helena Food Share
 Helena Indian Alliance
 Helena Industries
 Helena Tourism Alliance
 HELP Committee and Boys and Girls Club of
 the Hi-line
 Hi-Line Home Programs
 Hi-Line Women Against Breast Cancer
 Historic St. Mary's Mission
 Hockaday Museum of Art
 Holter Museum of Art
 Homeword
 Hopa Mountain
 Hospice Care Foundation
 HRDC 7
 Human Resource Development Council District IX
 Human Resources Council District XII
 Humane Society of Northwest Montana
 Humanities Montana
 Indian Law Resource Center
 Indian Nonprofit Alliance
 Intermountain
 International Choral Festival
 International Organic Inspectors Association
 Invasive Species Action Network
 IQRA Fund
 Jack Creek Preserve Foundation

Membership Continued

Job Connection
Jwalan Muktika School for Illumination
Kalispell Education Foundation
Kid Central
Lake County CDC
Lake County Community Housing
Lakeside QRU
Landon's Lookout
Last Chance Public Radio Association
Last Chance Tennis Association
LaVie: An Early Pregnancy Clinic
Leadership Montana
Learning the Importance of Fitness & Exercise
Lewis & Clark County Community Foundation
Lewis & Clark Humane Society
Lewis & Clark Library Foundation
Lewis & Clark Literacy Council
Lewistown Art Center
Liberty Place
LIFTT
Lighthouse Christian Home & Services
Lincoln County Transportation Service
Literacy Bitterroot
Literacy Volunteers of Flathead County
Live! at the Civic
Living Art of Montana
Livingston Food Pantry
Livingston Youth Soccer Association
Lost and Foundation
Madison River Foundation
MAI WAH Society
Malta Opportunities
MAPS Media Institute
March of Dimes
Maternal Life International
McLaughlin Research Institute for
Biomedical Sciences
Messengers for Health
Milk River
Mineral County Community Foundation
Mission Mountain Enterprises
Missoula Aging Services
Missoula Art Museum
Missoula Children's Theatre
Missoula Community Access Television
Missoula Community Foundation
Missoula Community School
Missoula Cultural Council
Missoula Developmental Service Corporation
Missoula Educational Foundation
Missoula Food Bank
Missoula Housing Authority
Missoula Indian Center
Missoula International School
Missoula Manor Homes

Missoula Ravalli Transportation Management
Association
Missoula Senior Citizens Center Association
Missoula Urban Demonstration Project
Missoula Writing Collaborative
MonDak Historical & Arts Society
Montana 4-H Foundation
Montana A Cappella Society
Montana Aquatic Resources Services
Montana Arts Council
Montana Association of Churches
Montana Audubon
Montana BioScience Alliance
Montana Budget and Policy Center
Montana Celiac Society
Montana Chamber Foundation
Montana Child Care Resource & Referral
Network
Montana Coalition Against Domestic &
Sexual Violence
Montana Community Development Corporation
Montana Community Finance Corporation
Montana Community Foundation
Montana Conservation Corps
Montana Conservation Science Institute
Montana Council of Teachers of Mathematics
Montana Council on Economic Education
Montana Creativity Quest - Montana Destination
Imagination
Montana Credit Unions for Community
Development
Montana Economic Developers Association
Montana Economic Revitalization &
Development Institute
Montana Education Consulting
Montana Environmental Education Association
Montana Environmental Information Center
Montana Farm Bureau Federation
Montana Federation of Garden Clubs
Montana FFA Foundation Incorporated
Montana Fish Wildlife and Parks Foundation
Montana Food Bank Network
Montana History Foundation
Montana Horse Sanctuary
Montana Human Rights Network
Montana Innocence Project
Montana Justice Foundation
Montana Land Reliance
Montana Learning Center
Montana Legal Services Association
Montana Library Association
Montana Meth Project
Montana Natural History Center
Montana Natural Resources Youth Camp
Montana Outdoor Science School

Montana Post Secondary Educational
Opportunities Council
Montana Preservation Alliance
Montana Professional Teaching Foundation
Montana Project Healing Waters Fly Fishing
Montana PTA
Montana Public Health Association
Montana Regional Mental Health Center
Montana Renewable Energy Association
Montana Section of the American Water
Works Association
Montana Shares
Montana State University - Northern Foundation
Montana Supporting Soldiers
Montana Tech Foundation
Montana TheatreWorks
Montana Veterans Foundation
Montana Weed Control Association
Montana Wilderness Association
Montana Youth Soccer Association
Mountain View Social Development Center
MSU Billings Foundation
MusEco Media and Education Project
Museum of the Rockies
Musikanten Montana
Musselshell Valley Community Foundation
Myrna Loy Center for Performing and Media Arts
NAMI - Billings
NARAL Pro-Choice Montana Foundation
National Alliance on Mental Illness of Montana
National Center for Appropriate Technology
National Indigenous Women's Resource Center
National Institute on Money in State Politics
National Museum of Forest Service History
National Parks Conservation Association
Native American Community Development
Corporation
NC Foundation
Neighbor To Neighbor
NeighborWorks
Nerdy Girls
Nkwusm
North Central Area Agency on Aging
North Central Independent Living Services
North Lake County Library Foundation
North Valley Hospital Foundation
Northeast Montana Health Services Charitable
Foundation
Northern Plains Resource Council
Northern Rockies Educational Services
Northern Rocky Mountain RC&D
Northwest Connections - Environmental and
Cultural Resource Center
Northwest Montana United Way

NW Montana Head Start
 NW Montana Veterans Stand Down
 Old Trail Museum
 Oneness Project
 Open Aid Alliance
 Opportunities
 Opportunity Resources
 Organic Advisory & Education Council
 Original Governors Mansion Restoration Society
 Our Montana
 Outdoor Writers Association of America
 Owl Research Institute
 Parents Let's Unite for Kids
 Paris Gibson Square
 Park County Environmental Council
 Parmly Billings Library Foundation
 Piegan Institute
 Plains Justice
 Planned Parenthood of Montana
 Polar Oceans Research Group
 Pompeys Pillar Historical Association
 Poverello Center
 Prayer Lodge
 Preparing the Way
 Prickly Pear Land Trust
 Project WET Foundation
 Queen City Ballet Company
 R E A D I Workforce Training Systems
 Ranchers Stewardship Alliance
 Ravalli County Council on Aging
 Ravalli Services Corporation
 Reach Out & Care Wheels
 Reach
 Red Lodge Area Community Foundation
 Red Willow Learning Center
 Region IV Family Outreach
 Representative Payee Services
 Residential Support Services
 Resource, Support and Development
 Richland Opportunities Inc.
 Rimrock Opera Company
 RiverStone Health Foundation
 Rockies Healthcare Foundation
 Rocky Mountain Development Council
 Rocky Mountain Elk Foundation
 Rocky Mountain Front Weed Roundtable
 Rocky Mountain Hemophilia & Bleeding Disorders
 Ronald McDonald House Charities
 of Montana
 Ruby Habitat Foundation
 Ruby Valley Foundation
 Ruby Valley Hospital Foundation
 Run Wild Missoula
 Rural Dynamics
 Rural Employment Opportunities

Rural Landscape Institute
 Student Advocates for Valuing the Environment
 Supporters of Abuse Free Environments
 SAFE Harbor
 Salish Kootenai College Foundation
 Sanders County Arts Council
 Sanders County Coalition For Families
 Sanders County Community Development
 Corporation
 Santa Saks
 Selway-Bitterroot Foundation
 Sheridan Health Care Foundation
 Shift Empowerment Programs
 Silver Bow Art
 Sixth Judicial District CASA GAL
 Smelter City Family Development
 Snowy Mountain Development Corporation
 Society for Wilderness Stewardship
 Soil and Water Conservation Districts of MT
 Southwestern Montana Family YMCA
 Special K. Ranch
 Special Olympics Montana
 Spina Bifida Association of Montana
 Support Group
 Spirit at Play Early Child Program
 Splashes of Joy
 Spring Meadow Resources
 SQUAT
 St. John's Foundation
 St. Labre Indian School Educational Association
 St. Luke Community Healthcare Foundation
 St. Peter's Hospital Foundation
 St. Vincent De Paul Society
 Stafford Animal Shelter
 STEP
 Stevens Youth Center
 Stillwater Historical Society & Museum of
 the Beartooths
 Student Assistance Foundation
 Students Abroad: Missoula
 Sun River Watershed
 Sunburst Community Service Foundation Inc
 Sunburst Unlimited
 Susan G. Komen for the Cure - Montana Affiliate
 Sustainable Business Council
 Swan Ecosystem Center
 Swan View Coalition
 Sweet Grass Artists' Alliance
 Sweet Grass Health and Wellness Foundation
 Sweet Medical Center Inc.
 Sweetgrass Development, EDD
 Tamarack Grief Resource Center
 TangoHelena
 TAP 365
 TEDxBozeman

Templed Hills Baptist Camp
 Teton Medical Center Foundation
 The Anonymously Yours Foundation
 The Center for Children and Families
 The Children's Center
 The Cinnabar Foundation
 The Cody Dieruf Benefit Foundation
 The Foundation for the Diocese of Helena
 The Haynes Foundation
 The Little Bitty Ranch
 The Lotus Project
 The Nurturing Center
 The People's Partners for Community
 Development
 The Policy Institute
 The Sacred Portion Children's Outreach
 The Samaritan House
 The Simple Gifts Project
 The Traveling School
 The Tributary Fund
 The University of Montana Foundation
 The Western Montana Chapter
 THRIVE
 Travelers' Rest Preservation & Heritage Association
 Treacy Foundation
 Tri-County Network Against Domestic and
 Sexual Violence
 Trout Conservancy of Montana
 Tumbleweed Runaway Program
 Turning the Wheel
 United Way of Butte and Anaconda
 United Way of Cascade County
 United Way of Hill County
 United Way of Lewis & Clark County
 United Way of Missoula County
 United Way of Yellowstone County
 University of Montana Western Foundation
 Upper Swan Valley Historical Society
 Valley County Community Foundation
 Victim-Witness Assistance Services
 Violence Free Crisis Line
 Vital Ground Foundation
 Voices of Hope
 Watershed Education Network
 Watson Children's Shelter
 West Mont
 West Yellowstone Foundation
 Western Heritage Center
 Western Montana Area VI Agency on Aging
 Western Montana Equine Rescue & Rehabilitation
 Western Sustainability Exchange

Whitefish Community Foundation
 Whitefish Lake Institute
 Whitefish Theatre Co.
 Wild Rockies Field Institute
 Wild Skies Raptor Center
 Wilderness Watch
 Willow Creek Nutrition Program
 Women In Action
 Women's Opportunity Resource Development
 Women's Resource Center
 Women's Voices For The Earth
 Working Dogs for Conservation Foundation
 WorkSafeMT
 World Affairs Council of Montana
 WorldMontana
 WW Idea

YAKIN
 Yellowstone AIDS Project
 Yellowstone Art Museum
 Yellowstone Association
 Yellowstone National Park
 Yellowstone Ballet Company
 Yellowstone Boys and Girls Ranch Foundation
 Yellowstone Business Partnership
 Yellowstone CASA
 Yellowstone Club Community Foundation
 Yellowstone Conference
 United Methodist Foundation
 Yellowstone Country Guardians
 Yellowstone Ecological Research Center
 Yellowstone Gateway Museum of Park County
 Yellowstone Historic Center

Yellowstone River Parks Association
 Yellowstone Wildlife Sanctuary
 Young Parents' Education Center
 Youth Dynamics
 Youth Homes
 Youth Image Project
 YWCA of Helena
 YWCA Billings
 YWCA Missoula
 YWCA of Billings Endowment Foundation
 YWCA of Great Falls / Mercy Home
 ZooMontana

Affiliate Members

5th House Consulting
 Allegra Marketing Print and Web
 ALPS Foundation Services
 Anderson ZurMuehlen
 Ascent Strategic Development
 Associated Employers
 Bancserve
 Big Sky Commerce
 Big Sky Owners Association
 John Blake
 Matt Blancas
 Blue Cross Blue Shield of Montana
 Brad and Susan Robinson
 Brian Abbott
 Briggs Consulting
 Broadwater Community Foundation
 Eric Brosten
 Carol Bronson
 Changing Directions
 Chany Reon Ockert Consulting, LLC
 Classic Ink Creative
 Colette Bernica
 Columbus Community Foundation
 Tracy Crabtree
 Debbie Richert
 Department of Labor & Industry
 Destination Missoula
 Dorcie Dvarishkis
 Downtown Helena BID
 Extension Service Montana State University
 F.A.I.R. Community Foundation
 Ferrone Associates
 First Interstate Bancsystem Foundation

First Nonprofit Companies
 First Nonprofit Insurance Company
 Frontline Processing Corporation
 Gallatin County DUI Task Force
 Galusha Higgins & Galusha
 Governor's Office of Community Service
 Frances Graham
 Heather Willis
 Andrew Iaderosa
 IdealWare
 Jefferson Local Development Corporation
 Jefferson Valley Community Foundation
 John & Melanie Dayton
 Joy McGrath
 Junkermier, Clark, Campanella, Stevens PC
 Kathy Ruff
 Kerri Brown
 Kit Gillem
 LA Williams
 Lisa Smith
 Jorrun Liston
 Liz Moore
 Magpie Techwriting
 Mark Douglass
 Monitor Liability Managers
 Montana Conservation Voters
 Montana Correctional Enterprises
 Montana Historical Society
 Montana Nurses Association
 Montana State University- Northern
 Montana's Glacier Country
 Mountain West Benefits
 MRG Financial Services, PLLC
 MSU Office of Community Involvement

Nikki Sandve
 NTEN - The Nonprofit Technology Network
 O.P. & W.E. Edwards Foundation
 Park Side FCU
 Patty Dean
 Patty White
 PayneWest Insurance
 Peggy Owens
 Phil and Pat Grimm
 Phil Drake
 PPL Montana, LLC
 Pratt and Associates
 PSIA-NRM
 Randall Knowles
 River Rock Resources
 Ruthann Knudson
 Sage Solutions Nonprofit Consulting, LLC
 Sherry Meador
 Sigri J. Thorn-Gildea
 Stephanie Hull
 Stillwater County Chamber of Commerce
 Sue Talbot
 Susan Near
 Teresa Geremia Chart
 The Foraker Group
 The School of Art
 Theresa Sanford
 Third Sector Services
 Tom McElwain
 Turner and Associates
 UM Office for Civic Engagement
 Kathleen Wright
 Youth Connections

Professional and Organizational Development

In **2012**
1045 nonprofit leaders representing
583 organizations
located in **95** Montana communities
received more than **13,000 aggregate hours** of
Principles and Practices for Nonprofit Excellence training, education
and technical assistance in areas such as **Financial Management,**
Fundraising, Governance, Leadership, Advocacy and Planning
through **14** community workshops,
25 webinars,
235 technical assistance contacts and MNA's 2012 Annual Conference.



“Montana is a big state with a variety of nonprofit services and organizations. Our nonprofit association is crucial for serving our sector. I depend on MNA for sharing information, finding deals on insurance, providing ‘best practices’ in the nonprofit field and communicating changes in policy and nonprofit related reporting requirements for instance. The availability for support for the administrative side to the nonprofit work is a huge service to us. Over-extended staff and small budgets make the connections in our state immensely helpful and are really our lifeline to succeeding.” — MNA 2012 Nonprofit Sector Survey

Public Policy



From the State Capitol to Washington DC, MNA raised the collective voice of 650 member organizations to fight for issues that matter to Montana's nonprofits. Led by MNA's sixteen member Public Policy Council, MNA's advocacy work at the national, state and local levels included:

- Asking Montana's congressional delegation to preserve rather than diminish the charitable deduction, especially as demand for services increase and sequestration and other spending cuts reduce overall funding to Montana's nonprofits.
- Providing an opportunity for Montana's nonprofit leaders to hear from and ask question of Montana's gubernatorial and attorney general candidates prior to the election at the Candidate's Forum during the 2012 MNA Conference
- Taking up the leadership reins for the renewal of Montana's endowment tax credit, set to expire in 2013. MNA joined forces with several partners to begin a full scale effort to renew the endowment tax credit, including building an advocacy coalition; developing and launching a new Endow Montana website, www.endowmt.org; meeting with legislators, candidates and community leaders throughout the state to generate support for the endowment tax credit; and, securing vital senate sponsorship of the endowment tax credit bill. These efforts resulted in a successful 2013 campaign to renew the endowment tax credit for another six years.
- Meeting with policy makers and state officials to listen, learn and weigh in on emerging legislative issues, resulting in several positive outcomes for the sector before the session began.

"The endowment tax credit . . . has helped Energy Share work toward achieving its goal of replacing state oil-overcharge "stripper well" funding with earnings from our endowment. We now use endowment earnings to help achieve our mission, which is to provide one-time assistance for Montanans who are facing energy emergencies." — *Rachel Haberman, Energy Share of Montana*

MNA 2012 Public Policy Council: **Paul Tuss**, Bear Paw Development Corporation (Chair), **Jono McKinney**, Montana Conservation Corps, **Ned Cooney**, Ascent Strategic Development, **Marcia Eidel**, Archie Bray Foundation, **Judy Held**, Diocese of Great Falls-Billings, **Jim Soft**, Yellowstone Boys and Girls Ranch Foundation, **Sheila Rice**, NeighborWorks Montana, **Geoff Birnbaum**, Youth Homes, **Mary Hernandez**, Invisage Consulting, **Charlie Briggs**, Easter Seals-Goodwill NRM, **Tim Sievers**, Big Brothers Big Sisters of Flathead County, **Keri McWilliams**, Missoula Aging Services, **Candace Strauss**, Museum of the Rockies, **Linda Reed**, formerly of Montana Community Foundation, **CB Pearson**, M+R Strategic Services and **Jeffrey Glovan**, Luxan & Murfitt, PLLP.



Gubernatorial Candidate Steve Bullock at the 2012 MNA Conference – Helena

Research and Information

Through research and information MNA deepens the understanding and awareness of nonprofit issues and connects nonprofit leaders, policymakers and the general public with timely and relevant information and resources about Montana's nonprofit sector.

Major accomplishments in 2012 include:

161 Montana nonprofit organizations responded to MNA's invitation to participate in a **Compensation Survey** in partnership with Columbia Books. As a result, Montana's charitable nonprofits have access to the 2012 Montana Nonprofit Compensation Report, which details salary and benefit levels for approximately 100 positions in Montana's nonprofit sector.

In partnership with Montana Community Foundation, MNA developed and launched **Endow Montana**, www.endowmt.org, offering comprehensive, current information about endowed giving to nonprofits, donors and policymakers.

In advance of the 2013 legislative session, MNA prepared the biennial **Montana Nonprofit Sector Report**, an economic impact report with information on employment, charitable contributions, volunteerism, and subsector demographics.

81 Montana nonprofit organizations participated in the **2012 Nonprofit Finance Fund Survey**, offering a snapshot of the state of the nonprofit sector as it relates to demands for services, changes within the organization, funder and board engagement, and overall financial health.

MNA participated with state associations in Alaska, Oregon and Idaho to initiate the first **Northwest Nonprofit Sector Survey**, which provided benchmark data on nonprofit capacity, effectiveness and sustainability from the perspective of nonprofit leaders. 148 Montana nonprofits participated.

Member Products and Services



Cost-Saving Products & Services for Members

MNA members saved more than \$800,000 in 2012 through our cost savings and group buying programs.

- Renewal negotiations saved nonprofits participating in MNA's Group Benefits Trust (GBT) health insurance program \$389,000 compared to the proposed rate increase.
- MNA's Unemployment Insurance (UI) program saves participating members \$250,000 per year over using the State UI pool, provides stop loss insurance for added protection, and includes claims administration to reduce MNA member's administrative burden.
- MNA's members-only GrantStation Program saved participating organizations \$159,000 compared to the standard rate. MNA members pay the lowest rate in the State Association network for full year GrantStation Subscription.
- MNA's Online Career Center saves participating members \$45,000 per year when compared to major employment websites.

\$389.000

250.000

159.000

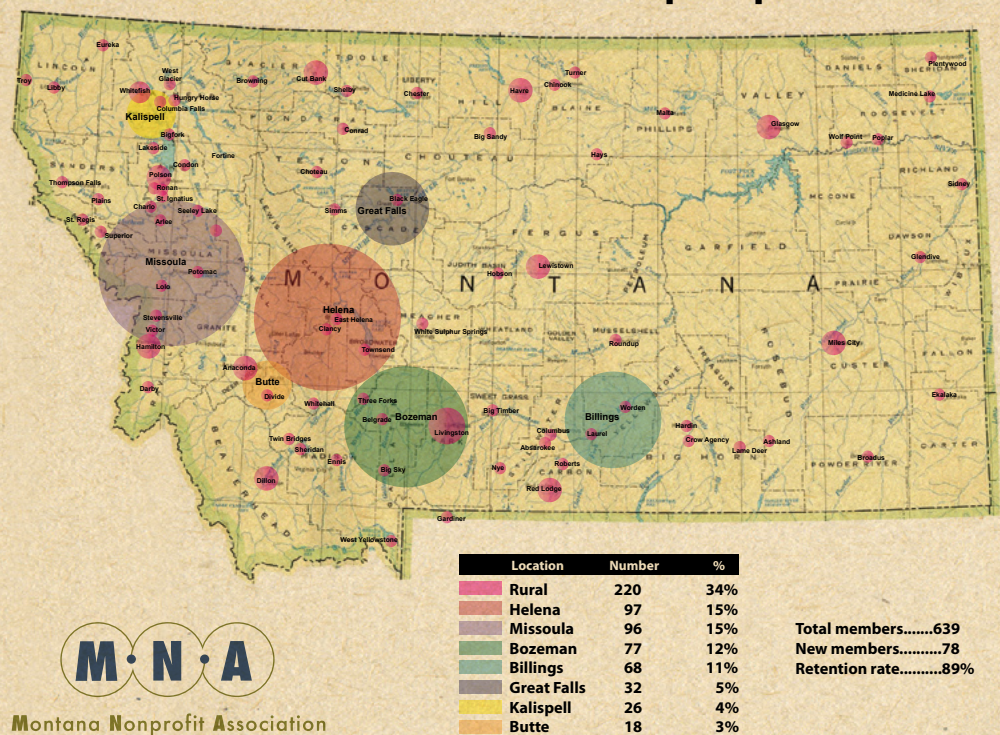
45.000

\$843.000

in cost savings



2012 MNA Membership Map



The power of connection is apparent in the nonprofit sector. Montana's nonprofits partner with government, business, philanthropists, community leaders and colleagues in the sector.

This vast web crosses community lines, cultural and demographic differences, and geographic boundaries in service of Montana's people, lands, waterways, animals, institutions and heritage.

Together MNA's 501(c)(3) members, foundation partners, business and individual supporters, partners in government, and the nonprofit consulting community are working to make Montana's communities stronger through the presence of a vibrant nonprofit sector.

MNA is proud to connect MNA members to almost 25,000 other nonprofit organizations through affiliation with the National Council of Nonprofits.



- In 2012 MNA partnered with Anderson ZurMuehlen, Associated Employers, the Nonprofit Law Section of the Montana State Bar Association, Montana's Community Foundations, philanthropists, and a host of consultants, and trainers to offer excellent education in nonprofit management, leadership and governance.
- MNA's cost saving and group buying products are supported by eighteen different business vendors, including Blue Cross Blue Shield of Montana, Mountain West Benefits, First Nonprofit Group, PayneWest, JobTarget, NTEN, GrantStation, IdealWare, ReadyTalk, and CoeusGlobal.
- As a result of support from the M.J. Murdock Charitable Trust, MNA is one of four organizations participating in the Northwest Nonprofit Support Organization Initiative (NSOI). Through this effort, Montana's nonprofit sector benefits from the shared wisdom, information and resources within the NSOI.

Thank you!

A warm thank you to our many financial supporters:

Foundations

Billings Community Foundation
Dennis and Phyllis Washington Foundation
First Interstate BancSystem Foundation
High Stakes Foundation
M.J. Murdock Charitable Trust
Montana Community Foundation
Mountain Sky Guest Ranch Fund
O.P. & W.E. Edwards Foundation*
Oro Y Plata
Paul G Allen Family Foundation
PPL Montana
SalesForce Foundation
Steele Reese Foundation
Treacy Foundation

Businesses

ALPS Foundation Services
ALPS
Anderson ZurMuehlen & Co., P.C.*
Big Sky Commerce*
First Interstate Bank
First Nonprofit Companies*
First Nonprofit Insurance Company*
Insurance Coordinators of Montana
Invisage Consulting
Monitor Liability Managers, LLC
Montana Correctional Enterprises
Mountain West Benefits*
Payne Financial Group
Strategies 360

Nonprofits, Associations And Public Partners

Association of Fundraising Professionals - Montana Chapter
Blue Cross and Blue Shield of Montana*
Montana Commission on Community Service - ServeAmerica
Office for Civic Engagement at The University of Montana
University of Montana
Yellowstone Boys and Girls Ranch Foundation

Individuals

Andrea Davis	Kelly Bruggeman
Bruce Day	Marcia Eidel
Carol Condon	Ned Cooney
Kit Gillem	Paul Tuss
Brodie Moll	Phil and Pat Grimm
Jim Soft	Russell Cargo
Jono McKinney	Sheila Rice
Judy Held	Sue Talbot

Volunteers:

Thank you to the many individuals across the state who gave time, energy, and ideas to MNA in 2012 on behalf of the greater Montana nonprofit community.

* MNA Sustaining Members



Montana Nonprofit Association

P.O. Box 1744
Helena, MT 59624