





MNA Executive Director right **Mary Peterson** MNA Board Chair

left Liz Moore

Dear friends,

Wow! 2016 was a year of highs, lows, and everything in between for the Montana Nonprofit Association!

Changes on our staff team created stress, but propelled us into a period of internal reorganization to position MNA for the future. The skillset on the team we subsequently assembled is extraordinary, including philanthropy, marketing, graphic design, business planning, event planning, governance and leadership, and advocacy. Our team is exceptionally suited to meet the needs of our members; we share a united and deeply held sense of mission on your behalf. We are your team, and we love it every day!

Our 2016 organizational development program brought nonprofit training to rural Montana, particularly with our eastern Montana Kaleidoscope Conference and our management series in Dillon; we partnered with local communities to tour national speakers on evaluation and fund development through the state; we offered a deep dive into nonprofit management and leadership through our four-part Nonprofit Management Series; and, we began a significant revision of our hallmark publication, the Principles and Practices for Nonprofit Excellence in Montana. The MNA Conference had our highest attendance to date with 414 participants.

Membership held strong with 574 nonprofit organizational members and another 70 affiliate members. On the policy front changes to the Department of Labor's overtime and exempt employee regulations were ultimately overturned, but not before many of us upended our personnel policies to accommodate changes we appreciated from a social justice perspective but couldn't afford financially. And then the election. Regardless of affiliation or mission, every nonprofit in the state was impacted by the 2016 election. What a time to be on the frontline of civil society!

Financially, MNA's operations ended the year in the black although, as expected, we spent down several multi-year restricted grants, resulting in decreased net assets. The MNA Board of Directors and staff exited 2016 profoundly thankful for your membership and your extensive and remarkable contributions to Montana's way of life. As your association, we are blessed to provide leadership, offer resources, and give voice to your extraordinary role in Montana's communities large and small. We ask you to stay the course, doing meaningful and necessary work to ensure Montana's vitality now and for future generations. Engage with MNA; call on us to further your endeavors. We've got your back. Thank you for allowing us to be a part of your circle.

Many missions, one voice.

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Organizational Development

Nonprofit training and organizational development continue to be one of the highest rated benefits for MNA Members.

IN 2016

1129 Nonprofit Leaders from 75 communities (68 of them rural), representing **558 organizations**, attended an MNA training.

Highest Attendance Ever: 414 individuals from across Montana attended the MNA Annual Conference, Nonprofits in Focus.

The 2nd Annual Kaleidoscope, 1.5 day, **rural conference**, was held in Sidney, MT.

Author tours featuring Steve Patty and Tom Ahern were presented to **304 participants in six communities**.

MNA's signature, **4-part, Nonprofit Management Series** was presented to 119 attendees in Dillon and Missoula.





Financials

MNA's total revenue in 2016 was \$610,301, higher than the 2015 total of \$542,959.

MNA's total operating expenses for 2016 were \$593,178, a decrease from the 2015 total of \$674,067.

78% 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 5% for fundraising.

By year's end, MNA's statement of financial position reflected a planned decrease in net assets of \$63,277 as donor restricted funds were released and expended for their identified purposes.



Revenue & Support

1% MISCELLANEOUS
2% AFFILIATE MEMBERS

14% DISCOUNT PRODUCT FEES

18% NONPROFIT MEMBERSHIP DUES

19% CONFERENCE AND TRAINING FEES

22% SPONSORSHIPS

24% FOUNDATION & OTHER CONTRIBUTIONS

5% FUNDRAISING

17% ADMINISTRATION

LEADERSHIP
ADVOCACY
GROUP BUYING
RESEARCH
OLLECTIVE VOICE

78% EXPENDITURES

INFORMATION
NETWORKS
PUBLIC POLICY
OUTREACH
COLLABORATION
BOARD GOVERNANCE
COMMUNICATION
STRATEGIC PLANNING
ECONOMIC IMPACT



MONTANA NONPROFIT ASSOCIATION

2016 Statement of Financial Position December 31, 2016

ASSETS

ASSEIS	
CURRENT ASSETS Cash and cash equivelants Grants receivable, current portion Accounts receivable Prepaid expenses	\$32,035 \$40,000 \$19,305 \$2,778
Total current assets	\$94,118
FIXED ASSETS Property and equipment Accumulated depreciation & amortization Total fixed assets	\$77,038 \$(52,875) \$24,163
OTHER ASSETS Investments Refundable unemployment reserve Grants receivable, long term Total other assets	\$690 \$5,030 \$14,140 \$19,860
Total assets	\$138,141
LIABILITIES AND NET ASSETS	
CURRENT LIABILITIES Accounts payable Accrued payroll liabilities Deferred revenue Line of credit Total current liabilities	\$5,380 \$25,770 \$48,343 - \$79,493
NET ASSETS Unrestricted Temporarily restricted Total net assets	\$677 \$57,971 \$58,648
Total liabilities and net assets	\$138,141

MONTANA NONPROFIT ASSOCIATION

Statement of Activities
For the Year Ended December 31, 2016

	UNRESTRICTED		TEMPORARILY RESTRICTED		TOTAL	
REVENUES						
Nonprofit member dues	\$	110,084	\$		\$	110,084
Affiliate member dues	\$	9,100	\$		\$	9,100
Sponsorships	\$	135,583	\$		\$	135,583
Discount product fees	\$	86,718	\$		\$	86,718
Conference and training fees	\$	116,071	\$		\$	116,071
Contributed support	\$	6,383		\$65,734	\$	72,117
Interest and dividends	\$	18	\$		\$	18
Unrealized gain (loss) on investments	\$	210	\$		\$	210
Released from restriction	\$	146,134	\$	(146,134)	\$	
Total revenue and support	\$	610,301	\$	80,400	\$	529,901
EXPENSES						
Program services	\$	462,214	\$		\$	462,214
Management and general	\$	101,521	\$		\$	101,521
Fundraising	\$	29,443	\$		\$	29,443
Total expenses	\$	593,178	\$		\$	593,178
CHANGE IN NET ASSETS	\$	17,123	\$	(80,400)	\$	(63,277)
Net assets, beginning of the year	\$	(16,446)	\$	138,371	\$	121,925
NET ASSETS, END OF YEAR	\$_	677	\$	57,971	\$	58,648

Nonprofit Members

100 Fold Studio
A Carousel for Missoula Foundation Inc.
ACLU of Montana Foundation

Adult Resource Alliance of Yellowstone County

Adventure Cycling Association AERO - Alternative Energy Resources Organization

Alberta Bair Theater

Alliance for Youth, Inc.

Alpine Artisans, Inc.

Alternatives, Inc.

American Indian Institute

American Red Cross of Montana Anaconda Community Foundation

Anaconda Community Intervention, Inc.

Archie Bray Foundation

Area II Agency on Aging Arts Council of Big Sky

Arts Missoula

ASPEN- Abuse Support & Prevention Education Network

Aspen's Angels Grief Outreach Foundation Awareness Network

Back Country Horsemen of the Flathead

Bannack Association
Bear Paw Development Corporation

Beartooth Billings Clinic-Foundation

Beartooth Humane Alliance

Beartooth Mountain Christian Ministries

Beartooth Recreational Trails
Association, Inc.

Beaverhead Trails Coalition

Befrienders, Inc.

Benefis Health System Foundation

Benefis Teton Medical Center 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 Helena and

Great Falls

Big Brothers Big Sisters of Park and Sweet Grass Counties

Big Brothers Big Sisters of Yellowstone County

Big Hearts Under the Big Sky

Big Hole River Foundation, Inc. Big Hole Watershed Committee

Big Horn Hospital Association

Big Sky Community Organization

Big Sky Discovery Academy Big Sky Film Institute Big Sky Institute for the Advancement of Nonprofits

Big Sky Science Education Enhancement

Big Sky Senior Services, Inc.

Big Sky Youth Empowerment Project

Bike Walk Montana

Billings Amateur Hockey League

Billings Child Care Association

Billings Clinic

Billings Community Foundation

Billings Depot, Inc.

Billings Public Library Foundation

Billings Symphony Society

Billings TrailNet

Biomimicry Institute

Bitter Root Cultural Heritage Trust

Bitter Root Resource Conservation & Development Area

Bitterroot Performing Arts Council Bitterroot Therapeutic Riding

Bitterroot Trail Preservation Alliance

Black Rose Spiritual Center

Blackfoot Challenge

Blue Mountain Clinic, Inc.

Bob Marshall Wilderness Foundation Inc.

Boyd Andrew Community Services

Boys and Girls Club of Lewistown
Boys and Girls Club of Richland County

Boys and Girls Clubs of Yellowstone County

Bozeman Area Community Foundation

Bozeman Art Museum

Bozeman Health Foundation

Bozeman Senior Center, Inc.

Bozeman Symphony Society

Brain Injury Alliance of Montana

Bridgercare

Brightways Learning

Broadwater Community Health

Foundation, Inc.

Burton K. Wheeler Center

Butte 4-C's

Butte Emergency Food Bank

C.M. Russell Museum Camp Mak-A-Dream

Cancer Support Community Montana

Carbon/Stillwater Community &

Senior Programs Career Futures, Inc.

Career Training Institute

Career Transitions

Carroll College, Office of Institutional Advancement

CASA for Kids, Inc. Flathead County CASA of Hill County, Inc.

CASA-CAN Children's Advocate Network

Cascade County Law Clinic

Catholic Foundation of Eastern Montana Center for Large Landscape Conservation

Central Asia Institute

Central Montana Youth Mentoring Program, Inc.

Chase Hawks Memorial Association, Inc.

Cheerful Heart, Inc.

Chicks N Chaps

Child Bridge, Inc.

Child Care Partnerships

Child Care Resources

Child Development Center

Children's Alliance of Montana

Children's Museum Missoula

Children's Museum of Bozeman, Inc.

Citizens For A Better Flathead

Clark Fork Valley Hospital Foundation

Cody Dieruf Benefit Foundation

Coffeelands Foundation

Community 7 Television

Community Action Partnership of

Northwest Montana Community Counseling and Correctional

Services, Inc.

Community Food & Agriculture Coalition

Community Foundation for a Better Bigfork

Community Option Resources

Enterprises, Inc.

Conrad Mansion Museum

Cottonwood Commons Transition Home

Cottonwood Day School

Creative Arts Council

Custer County Community Table

Custer County Historical Society

Custer Network Against Domestic Abuse

Dawson County Domestic Violence Program
Dawson County Domestic Violence Program

Dawson County Healthy Communities
Coalition

Dayton Proctor Park Association

Deep Bay Center
Developmental Educational Assistance

Program

Disability Rights Montana

Dog Tag Buddies

Domestic and Sexual Violence Services of Carbon County

Dream Adaptive Recreation, Inc.

Dress for Success Billings

Eagle Mount Bozeman

Eagle Mount Great Falls

Easter Seals-Goodwill Northern Rocky Mountain, Inc.

Eastern Montana CASA-GAL Inc.

Eastern Montana Industries Ecology Project International Education Foundation for Billings

ExplorationWorks!

Public Schools Electric Peaks Arts Council Emerson Center for the Arts and Culture Emma's House Energy Share of Montana Empower MT



Express to Speak Family Connections

Family Promise of Gallatin Valley, Inc.

Family Promise of Great Falls, Inc.

Family Promise of Greater Helena Family Promise of Yellowstone Valley

Family Service, Inc. Family Tree Center

Fifth Judicial District Voice for Children
First Judicial District CASA-GAL Program, Inc.

Flathead County Library Foundation

Flathead Food Bank, Inc. Flathead Lake United Methodist Camp & Conference Center, Inc.

Flathead Lakers
Flathead Lutheran Bible Camp
Flint Creek Trails Association
Florence Crittenton Home & Services
Forsyth Health and Recreation Advocates
Fort Peck Fine Arts Council

Formard MT Foundation
Forward MT Foundation
Foundation for Animals

Foundation for Community Care Foundation for Community Health Foundation for Community Vitality

Foundation for the Diocese of Helena Friends of Dornix Park

Friends of Pompeys Pillar Friends of the Bozeman Public Library Friends of the Library (Livingston) Friends of the Missouri River Breaks Monument

Friendship Center of Helena, Inc Friendship House of Christian Service Front Range CASA/GAL

Future West, Inc.

Gallatin County Love in the Name of Christ

Gallatin Historical Society Gallatin River Task Force

Gallatin Valley Farm to School

Gallatin Valley Land Trust Gallatin Valley YMCA

Garden City Ballet

Garden City Harvest Gateway to Glacier Trail

Girl Scouts of Montana and Wyoming Glacier Community Health Center, Inc.

Glacier County Historical Museum
Glacier National Park Conservancy

Glacier Symphony & Chorale

Glacier-Two Medicine Alliance

Glen-Wood, Inc.

Global Village, Inc.

Good Samaritan Ministries Thrift Store

Grandstreet Theatre

Great Burn Study Group

Great Falls Development Authority, Inc.

Great Falls Senior Citizen's Center

Greater Gallatin United Way

Greater Gallatin Watershed Council

Greater Montana Foundation

Greater Polson Community Foundation

Greater Yellowstone Coalition

Grizzly & Wolf Discovery Center

H.E.A.R.T. Ministries

Habitat for Humanity Great Falls Area Habitat for Humanity Mid-Yellowstone Valley

Habitat for Humanity of Gallatin Valley

Habitat for Humanity of Missoula

Habitat for Humanity of Ravalli County



Healthy Mothers Healthy Babies,

The Montana Coalition, Inc.

Heart of the Rockies Initiative

Heart of the Valley Animal Shelter Helena Area Community Foundation

Helena Area Habitat for Humanity Helena Civic TV

Helena Education Foundation

Helena Family YMCA

Helena Indian Alliance

Helena Industries, Inc.

Helena Tourism Business Improvement District

Help Center, Inc.

HELP Committee and Boys and Girls

Club of the Hi-line

High Stakes Foundation

Hi-Line Home Programs, Inc.

Hockaday Museum of Art

Holter Museum of Art

Home ReSource

Homeword, Inc.

Hospice Care Foundation

Human Resource Development Council (HRDC), District 4

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Human Science Institute, Inc.

Humane Society of NW Montana

Humane Society of Western Montana

Humanities Montana

Impact on Learning, Inc

Indian Law Resource Center

Intermountain Children's Home and Services

International Choral Festival of Missoula International Organic Inspectors Association

Invasive Species Action Network

Jack Creek Preserve Foundation

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Jwalan Muktika School for Illumination Kay McKenna Youth Foundation

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Lewis and Clark Library Foundation

Lewis and Clark Literacy Council

Lewis and Clark Trail Heritage Foundation Liberty Place, Inc.



Lighthouse Christian Home & Services, Inc Lincoln County Transportation Service, Inc. Livingston Food Pantry Livingston Healthcare Foundation Lolo Watershed Group Lovola Sacred Heart Foundation Luccock Park Camp Ministries Madison Valley Aquatic Center MAI WAH Society MAPS Media Institute McLaughlin Research Institute for Biomedical Sciences Miles City Area Community Fund Miles City Community College Endowment Million Girl Army Mineral County Community Foundation Mission Mountain Enterprises, Inc. Missoula Aging Services Missoula Area Youth Hockey Association Missoula Children's Theatre Missoula Community Access Television Inc. Missoula Community Foundation Missoula Community School Missoula Community School Missoula Developmental Service Corporation Missoula Education Foundation Missoula Food Bank Missoula Housing Authority Missoula Interfaith Collaborative Missoula Manor Homes Missoula Ravalli Transportation Missoula Senior Citizens Center Association Missoula Transportation and Missoula Writing Collaborative MonDak Historical & Arts Society Montana 4-H Foundation Montana A Cappella Society Montana Amateur Sports, Inc. dba Big Sky State Games Montana Arts Council Orchestras Montana Budget and Policy Center Montana Coalition Against Domestic & Sexual Violence Montana College Access Network Montana Community Development Corporation Montana Community Foundation, Inc.

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Montana Wilderness Association

Montana Youth Soccer Association

Montana's Outdoor Legacy Foundation

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NOVA Center for the Performing Arts

Opportunity Link, Inc. Opportunity Resources, Inc. Organic Advisory and Education Council Orphan Girl Children's Theatre Our Montana, Inc. Parents Let's Unite for Kids - PLUK Park County Community Foundation Park County Environmental Council Park County Senior Citizens Center Partners United for Life Saving Education Peers Unlimited Planned Parenthood of Montana Pondera Arts Council Prickly Pear Land Trust Pride Foundation Project Hope Project WET Foundation Providence Montana Health Foundation Public Land/Water Access Association, Inc. Ranchers Stewardship Alliance Ravalli County Council on Aging Ravalli County Museum and Historical Society Reach Higher Montana Reach Out & Care Wheels, Inc. Reach, Inc. Red Lodge Area Community Foundation

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West Yellowstone Foundation

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Western Native Voice

Western Sustainability Exchange

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Yellowstone Bighorn Research Association Yellowstone Boys and Girls Ranch

Foundation

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Yellowstone Club Community Foundation Yellowstone Ecological Research Center

Yellowstone Forever

Yellowstone Historic Center

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Yellowstone Valley Animal Shelter

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Young Parents' Education Center, Inc.

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YWCA Missoula

YWCA of Billings Endowment Foundation

YWCA of Great Falls / Mercy Home

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Foundation

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