

*Nonprofits Through  
The Looking Glass:  
the future of our sector*

*"If you don't know where you are going, any road will take you there."* – Lewis Carroll

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September 27 - 29 • Helena, Montana

The MNA Annual Conference is made possible through the generous support of our sponsors. Major funding is provided by the following Platinum Sponsors.\*



THE MONTANA COMMUNITY FOUNDATION  
all about Montana's future

\* See a complete list of conference sponsors inside.

# FEATURED SPEAKERS

*Step through the looking glass & glimpse the nonprofit of the future.*

National, state, and local economies, donor and foundation giving, increasing regulations, politics, and technological advances are all factors that will fundamentally change the face of nonprofits forever. We are witnessing challenges to our basic exempt structure and evidence of vanishing boundaries between the nonprofit, business, and governmental sectors. This transformation is inevitable, but ripe for opportunity, new funding strategies, innovation, and dynamic partnerships. Join us to explore the forces working to change our sector, and learn where we can shape our future and where we must adapt to survive and thrive in the decades ahead.

The journey begins September 27-29 in Helena with:

- Four, full-day pre-conference workshops
- Six conference tracks
- 24 concurrent sessions
- MNA Member Benefit Mininars
- Consultant's Corner
- Book Fair & Exhibitor's Fair
- Member networking reception

The MNA Conference is designed for nonprofit staff, board members, volunteers, consultants, foundation staff and trustees, community leaders, public officials, students, and others interested in the nonprofit sector in Montana.



## **Keynote:** *The Future of Nonprofits*

Ruth McCambridge, Editor in Chief, *Nonprofit Quarterly*, Boston MA

What is likely to effect the future of your nonprofit? Where is philanthropy headed? What is occurring in policy at the local, state and federal levels and in the funding of particular fields? Ruth has a rich history of nonprofit involvement with over 35 years of experience working in and with social justice and community-based nonprofits. As Editor in Chief of the *Nonprofit Quarterly*, Ruth combines her extensive nonprofit experience with her drive to help organizations develop their individual and collective voice. This combination, along with the power of the keyboard, enables Ruth to keep her finger on the pulse of critical trends, issues, and opportunities that impact the strength and viability of community nonprofits and the sector as a whole. Ruth will share these trends and much more in her talk that focuses on the very real changes occurring in and around nonprofits since the start of the recession.

## **Plenary:** *State & National Trends You Should Know About*

Tim Delaney, Esq., President & CEO of the National Council of Nonprofits, Washington, DC



Severe government budget shortfalls, policymakers' frightening lack of understanding about nonprofits, and our own sector's excessive inward focus are just a few of the dangerous trends threatening nonprofits across our nation. In addition to providing insight into important state and national trends that are either here already or coming our way, Tim Delaney will offer ideas from his unique perspective as President and CEO of the National Council of Nonprofits about how our network can rally together to engage these trends. Nothing short of the future of our sector and the well-being of our local communities are at stake.

*Alice laughed, "There's no use trying," she said, "one can't believe impossible things." ...*

## CONFERENCE TRACKS

**New this year.** Each track will feature its own Getting It Right session about nonprofit management fundamentals. Getting it Right sessions are ideal for new executives, for board members, emerging leaders, or as an update for veteran nonprofit leaders.

**MTc3: Looking Ahead** The nonprofit sector is part of national economic, political, and cultural changes. Join us and thought leaders for discussions about the 2011 state legislative session, national macro trends impacting our sector, and learn about MNA's new business plan and what it means for our members.

**Governance & Leadership:** Learn the key aspects of board governance and leadership – the critical foundation to any successful nonprofit.

**Fundraising:** Learn about the "new donor" and how to create a culture of fundraising in your nonprofit.

**Financial Management and Accountability:** Learn how to meet the growing demands of financial management and accountability.

**Human Resources:** Considered the most essential resource of nonprofits, we're dedicating a track this year to learning about HR basics, how to care for your executive director, and what's new in the volunteer community. Also, Ruth McCambridge, Editor in Chief of the *Nonprofit Quarterly* and our keynote speaker, will lead a roundtable discussion with executive directors.

**Technology and Communication:** No longer a luxury, technology is essential to serving constituents. Learn about cloud computing and green technology from Tech Soup and integrating social media tools from Network For Good.

## **Closing Plenary:** *The Story of the Indian Law Resource Center*

Tim Coulter, Executive Director, Indian Law Resource Center

Come hear the inspiring story of the Indian Law Resource Center, winner of the 2010 Peter and Patricia Gruber Foundation Justice Prize, which honors organizations and individuals for championing the rights of historically oppressed groups through advocacy, legal reform and the development of international law.

The Indian Law Resource Center, in Helena, MT began with legal work for a single Indian nation—without an office and without any funding. Their work at the United Nations to create a Declaration on the Rights of Indigenous Peoples led to the formal creation of the Center in 1978. The Center refused to accept any government support, and remained very small, supported by small foundations and generous individuals. Their work from the beginning was to challenge United States law and international law, and to work for Indian communities in Mexico, Central and South America as well. In time, the relevance of their work was recognized, and the Center has grown. "We still struggle for our 'daily bread' and take nothing for granted."



Photo: Eliza Wiley/IndependentRe

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Monday, Sept 27

# PRE-CONFERENCE WORKSHOPS

## Developing Leadership in Your Nonprofit

**Bao Vang**, Leadership Program Coordinator, Minnesota Council of Nonprofits, St. Paul, MN

This is an exciting and challenging time for nonprofits and leaders within nonprofits. Nonprofits and the people who work in them have an opportunity to rise up and help solve some of the most pressing issues facing our communities today. However, this takes courage and leadership. In this session, you will learn about the challenges facing nonprofits and how nonprofits can develop their capacity to lead in their communities and develop leaders within their organizations. Participants will identify leadership challenges and interactively work with each other to discover new ways and develop new skills to solve these challenges.

## Advanced Grantwriting: From a Funder's View

**Christopher "Kit" Gillem**, Program Director, M.J. Murdock Charitable Trust, Vancouver, WA

What makes a strong proposal? What captures the attention of a funder? What are the key elements in a successful proposal? What are the key steps in researching, planning, writing, and submitting a quality proposal? This pre-conference session will be led by a seasoned foundation program officer, Kit Gillem who reads dozens of successful proposals each year and conducts many grantwriting workshops throughout the Northwest. Kit will present his thoughts during this interactive session and will distribute and discuss several proposal documents including goals and objectives, budgets, funding plans and supplemental materials. This workshop is targeted for people with at least five years of experience in grant writing or fund development work. Attendance limited to 35.

... "I daresay you haven't had much practice," said the Queen. "When I was your age, I always did it..."

## Strategic Learning: Getting the Most Out of Evaluation

**Jared Raynor**, Senior Consultant, TCC Group, Philadelphia, PA

**Peter York**, Senior Vice President & Director of Research, TCC Group, Philadelphia, PA

Many evaluations focus heavily on methods, data and recommendations, but results are far-to-infrequently used. This session focuses on how evaluation can serve an ongoing strategic learning process that supports and strengthens a true "learning culture" toward increasing impact and taking programs/services to scale. Participants will begin to develop learning plans that can satisfy funder demands, internal decision-making, and stakeholder communication and outreach efforts.

## Governance: Creating Boards That Lead

**Peggy Owens, CFRE**, Partner, Sage Solutions Nonprofit Consulting, Bozeman, MT

**Terry Profata, MNM**, Partner, Sage Solutions Nonprofit Consulting, Bozeman, MT

**Bonnie Sachatello-Sawyer, PhD**, Executive Director, Hopa Mountain, Inc., Bozeman, MT

This workshop, designed for both management and board members, explores how to form and maintain a governing body that promotes a healthy and successful nonprofit organization. Critical governance, leadership, and management issues will be examined including: strategic to action planning; organizational culture; board roles and legal responsibilities; effective oversight and budgeting strategies; recruiting and maintaining an active board; effective committee structure; and executive director/board relationships. Participants will be revitalized and gain knowledge, understanding, and resources necessary to lead their organization to mission fulfillment. MNA recommends executive staff and board members attend this workshop together.

register online: [www.mtnonprofit.org](http://www.mtnonprofit.org)

## CONFERENCE SPONSORS

*Platinum \$5000*

Montana Community Foundation

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Serve Montana: Governor's Office of  
Community Service

The University of Montana

*Gold \$2000*

First Interstate BancSystem Foundation

Monitor Liability Managers, Inc.

O.P. & W.E. Edwards Foundation

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*Bronze \$500*

Association of Fundraising Professionals—Montana Chapter

ALPS Foundation Services

Dennis and Phyllis Washington Foundation

Gallatin Public Affairs

Mountain West Benefit Solutions

Office for Civic Engagement at the University of Montana

Oro Y Plata Foundation

PPL Montana

Strategies 360

Western Montana Fund Raisers Association



## CONSULTANT'S CORNER

Consultant's Corner is an opportunity to meet individually with experienced consultants and nonprofit expert practitioners about your specific nonprofit issues & questions. Sign up at the conference for your free, 25-minute, one-on-one session with an expert in nonprofit management.

## MNA MEMBER BENEFIT MININARS

Join MNA staff and Program Partner experts to learn how you can save money using the MNA Unemployment Insurance Alternative, Nonprofit Business Insurance, Major Medical Health Insurance, and our new Property and Casualty Insurance programs through 25 minute "mininars" during conference break times.

## CONNECT ONLINE & FLIP!

Do you tweet? blog? Flip? Join us online with the MNA Conference Blog and follow the conference via Twitter and Facebook. Presenters and attendees will start the conversation online before the event and continue during and after the conference. Also, take advantage of onsite Flip cameras to record & share your nonprofit's story at the conference and on YouTube. Or, call MNA now to reserve a Flip camera and record your video before the conference.

# CONFERENCE SCHEDULE

## EXHIBITOR FAIR & BOOK FAIR

Vendors will be on hand to showcase the latest and greatest products and services for nonprofit management. Extended break times will provide sufficient opportunity to visit the Exhibitor Fair. Also, the Book Fair will feature books that are pertinent to all aspects of nonprofit leadership and management. Look for staff & presenter picks!

## THE ART OF CONNECTING

A reception for all conference attendees will be hosted by MNA at the **Archie Bray Foundation for the Ceramic Arts** on Tuesday, from 6:00 - 7:30 pm. Enjoy pizza (baked in the Archie Bray brick ovens) and local brews among the Bray's galleries and outdoor ceramic gardens. The reception is generously sponsored by the **Montana Funder's Group**.



**archiebrayfoundation**  
for the ceramic arts

*"... for all who are sincerely interested in any branches of the ceramic arts, a fine place to work."* – Archie Bray, Sr. 1951

## Monday, September 27 - Pre-Conference

8:00 am-6:00 pm Registration & Book Fair  
12:00 pm-1:00 pm Lunch  
9:30 am-5:00 pm Four Concurrent Pre-Conference Seminars

## Tuesday, September 28

7:00 am - 5:30 pm Registration  
8:30 am - 8:45 am Welcome and Opening  
8:45 am - 9:45 am Keynote Address - Ruth McCambridge  
9:45 am -10:15 am Break Activities\*  
10:15 am - 11:45 am Concurrent Sessions A \*\*  
12:00 pm - 1:30 pm Lunch & MNA Annual Meeting  
1:30 pm - 3:00 pm Concurrent Sessions B \*\*  
3:00 pm - 3:30 pm Break Activities\*  
3:30 pm - 4:45 pm Plenary - Tim Delaney  
5:00 pm - 5:25 pm Consultant's Corner  
6:00 pm - 7:30 pm Reception - Archie Bray Foundation

*...for half-an-hour a day. Why, sometimes I've believed as many as six impossible things before breakfast."*

## REGISTRATION

Register online at [www.mtnonprofit.org](http://www.mtnonprofit.org). Early bird fees, group discounts, student rates, scholarships, and MNA Member rates are available—join today to get member discounts! **The first 100 registrants** will receive a free, one-year subscription to the *Nonprofit Quarterly*.

## CANCELLATION/REFUND POLICY

Cancellations on or before Sept 20 will be refunded less a \$25 service fee. Cancellations after Sept 20 are not refundable.

## QUESTIONS?

Please contact conference coordinator Gail Brockbank at 406.442.4141 or [gailb@mt.net](mailto:gailb@mt.net)

## Wednesday, September 29

7:00 am - 4:00 pm Registration and Book Fair  
7:30 am - 9:00 am Networking Breakfast  
9:15 am - 10:45 am Concurrent Sessions C \*\*  
10:45 am - 11:15 am Break Activities\*  
11:15 am - 12:45 pm Concurrent Sessions D \*\*  
1:00 pm - 3:00 pm Lunch and Plenary - Tim Coulter  
3:00 pm - 3:30 pm Closing Remarks & Raffle

\* Book & Exhibitor Fair, Consultant's Corner, and MNA Mininars

\*\* For a complete list of Concurrent Session topics and other conference details, please visit the conference page at [www.mtnonprofit.org](http://www.mtnonprofit.org).

REGISTRATION	EARLY BIRD - through Sept 8			REGULAR - Sept 9 and after		
	Pre-Conference (Mon only)	Conference (Tues & Wed)	Pre-Conf & Conf (Mon - Wed)	Pre-Conference (Mon only)	Conference (Tues & Wed)	Pre-Conf & Conf (Mon - Wed)
Member	\$95	\$155	\$220	\$130	\$185	\$285
Non-member	\$165	\$225	\$350	\$200	\$250	\$420
Student	\$50	\$75	\$125	\$50	\$75	\$125