# I GONITE YOUUUU STRENGTHS FOR THE CONNON

**2018 ANNUAL REPORT** 

### MONTANA NONPROFIT ASSOCIATION



"We are looking forward to great change both within MNA and in Montana's larger nonprofit community as we bring operational innovation together with next generation leadership."



Montana Nonprofit Association

## **EXECUTIVE DIRECTOR'S LETTER**

MNA's 2018 was future-focused!

We started the year with a statewide listening tour, hosting more than a dozen focus groups in nine communities with almost 200 participants who shared their perspectives on the recruitment and retention challenges nonprofits face in the workforce and boardroom. From this emerged MNA's pilot training curriculum for nonprofit leaders interested in learning how to create a more effective multigenerational organization for staff and board members. Our premise was that nonprofits need to start by building a culture that meets the developmental needs of staff and board teams before changing up recruitment practices. From busting stereotypes to holding difficult conversations, pitching good ideas, creating career lattices, and understanding communication differences, MNA helped more than sixty nonprofit organizations learn how to implement organizational structures and practices that would increase their ability to be a top choice for potential employees and volunteers.

MNA's focus on Next Generation leadership carried through to the annual MNA Conference, Catalyst: Ignite your Strengths for the Common Good. More than 400 nonprofit board and staff leaders convened in Helena for the state's premier nonprofit networking and education event. Derrick Feldman, one of the preeminent voices in the nation on engaging millennials in the workplace, helped us understand the tremendous leverage nonprofits have to engage incoming generations because of our orientation to mission.

Internally MNA also underwent a "next generation" evolution as we welcomed two new members to the MNA team. Shelby Rogala joined as MNA's Professional and Organizational Development Manager, and Leandra Lipson came on as our Communications Manager. With that came changes to MNA's programs, look, and feel. We finalized the new MNA website, launched the Business to Business Directory, began to restructure the Nonprofit Management Series, and built our first curriculum for individuals not yet familiar with nonprofit volunteerism. "So You Wanna Be a Board Member" was developed and offered to community members interested in nonprofit board leadership. We began to offer this intro to board service in communities as an add-on to our regular board leadership training. We now had a way to connect the dots when nonprofits said "We can't find board members," at the same time as emerging community leaders were asking "How do I get on a board?"

As we look toward 2019 we are well positioned to explore an opportunity to bring a more innovative approach to nonprofit capacity building. We have spent more than a year thinking about generational change, how nonprofits continually adapt but lack the risk capital needed for innovation, and how growth in technology has become a significant issue both in terms of workplace culture and operational effectiveness. Innovative capacity building seems the next logical step in nonprofit sustainability, and we are fortunate to have a partner interested in investing in this area. We are looking forward to great change both within MNA and in Montana's larger nonprofit community as we bring operational innovation together with next generation leadership, which might be best understood as human resource innovation!

We close the year looking forward to helping lead the renewal of the Montana Endowment Tax Credit during the 2019 Legislative Session. We are blessed with members, partners, and friends who are central to our effectiveness and our joy as we work together to strengthen Montana's nonprofits for the benefit of Montana's Communities. Thank you all.



Liz Moore Executive Director



C.B. Pearson

CB Pearson, Chair MNA Board of Directors



#### **STAFF**

#### **Emily Flemming**

Membership and Resource Development Director

Barbara Knutson **Office Manager** 

Leandra Lipson Partner Relations and Communications Manager

> Liz Moore **Executive Director**

Shelby Rogala Professional and Organizational Development Manager

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Rocky Mountain College **Billings** 

Dawn Wrigg Partner Rudd & Company, PLLC Helena

#### PROFESSIONAL AND ORGANIZATIONAL DEVELOPMENT

More than **1,300** nonprofit staff and board members from across Montana, including **360** from rural communities, participated in one of **forty-five** different training events held by MNA.

Almost **200** nonprofit staff and board members in **9** communities attended an "Up Next" Focus Group as we conducted a comprehensive listening tour which served as the foundation for MNA's Next Generation Leadership training program.

MNA piloted it's Next Generation Leadership training program to **60** nonprofit staff and board members in **four** communities.

MNA's 2018 Conference, Catlyst, brought the theme of Next Generation Leadership to the forefront for more than **400** executives, board members, nonprofit staff, and volunteers from all corners of the state. Nearly **30%** of MNA's trainings were attended by nonprofit leaders in rural communities, including **50** individuals that participated in Kaleidoscope, MNA's eastern Montana conference.

MNA supported and connected **21** local nonprofit networks all across the state from the Flathead to Miles CIty to Hamiliton, through monthly conference calls with network leaders.

HERE'S WHAT MEMBERS HAD TO SAY

"We left ready to rethink how we recruit and foster a multigenerational team."

## "Extremely well done."

"I really enjoyed this session (Building Tomorrows Nonprofit), learning from the speaker and other participants. Very useful and pertinent information." "I'm looking at the younger generation differently."

#### **MEMBERSHIP**

MNA's **561** charitable nonprofit members are the core of the Association. In addition, MNA served 95 affiliate members, many of whom provide support services to the nonprofit community.



#### **2018 MEMBERSHIP MAP**

	LOCATION	NUMBER	%	LOCATION	NUMBER	%	
	Rural	210	38%	Billings	54	10%	
	Helena	82	15%	Great Falls	31	6%	
	Missoula	82	15%	Kalispell	22	4%	
	Bozeman	59	11%	Butte	13	2%	
NONPROFIT MEMBERS		AFFILIATE MEMBERS		TOTAL MEMBERS		RURAL MEMBERS	
5(	51	9	5	656	39	)%	

#### **PRODUCTS & SERVICES**

Through group discounts and MNA's business partners...

**90** members gained **40%** to **60%** off of their unemployment costs with First Nonprofit Group.

**110** members saved **85%** off an annual subscription to GrantStation.

Over **250** members posted a job on MNA's Nonprofit Job Board at an average discount of **69%**. MNA provided affordable, high-quality health benefits to **30** Montana nonprofit organizations serving just about **880** nonprofit employees plus, hundreds of their dependents through its Group Benefit Trust (GBT). On average, nonprofit organizations saved **8%** to **10%** of medical insurance costs by utilizing the GBT which equated to approximately **\$360,000 in savings.** 

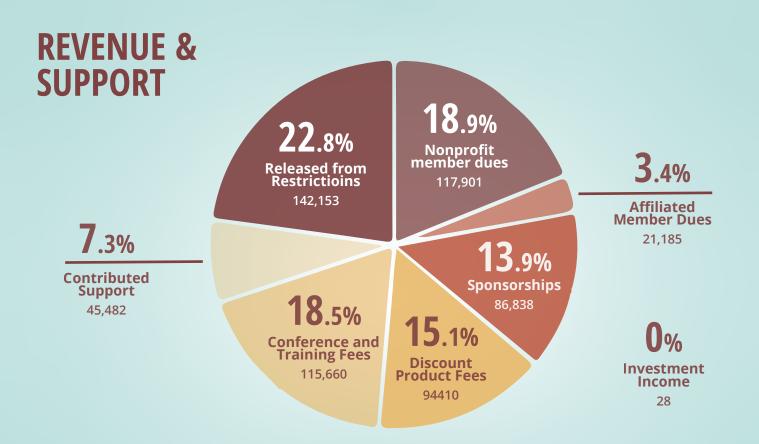
#### **FINANCIALS**



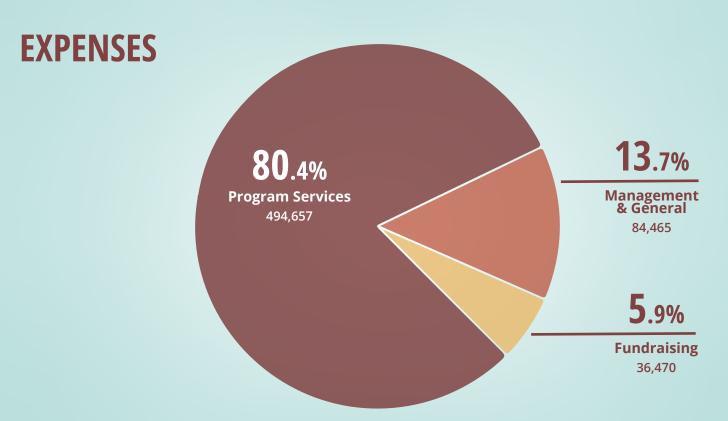
MNA's operational revenue in 2018 equaled \$623,657 with an increase of unrestricted net assets of \$8,065. Overall change in net assets was (\$38,929) as multi-year restricted grants were released and spent down. Year end net assets were \$79,584.







80% of MNA's expenditures were used for program services including nonprofit advocacy, nonprofit management, and leadership capacity, producing research and information about the nonprofit sector, and providing nonprofits across the state with an array of cost saving products and services. 14% of expenditures were used for administration and 6% for fundraising.



#### MONTANA NONPROFIT ASSOCIATION | DECEMBER 31, 2018 AND 2017 STATEMENTS OF FINANCIAL POSITION

	(REVIEWED)	(AUDITED)	
ASSETS	2018	2017	
CURRENT ASSETS			
Cash and cash equivalents	\$ 35,865	\$ 31,774	
Grants receivable, current	50,000	85,500	
Accounts recievable	34,907	27,421	
Prepaid Expenses	-	368	
Total Current Assets	120,772	145,063	
FIXED ASSETS			
Property and equipment	84,840	84,840	
Less accumulated depreciation and amortization	68,595	61,327	
Total Current Assets	16,245	23,513	
OTHER ASSETS			
Refundable unemployment reserve	6,230	6,030	
Grants receivable, long term	19,539	29,609	
Total Other Assets	25,769	35,639	
TOTAL ASSETS	\$162,786	\$204,215	
LIABILITIES AND NET ASSETS			
CURRENT LIABILITIES			
Accounts payable	\$ 3,110	\$ 261	
Accrued payroll liabilities	30,243	36,781	
Deferred revenue	49,849	48,660	
Total Current Liabilities	83,202	85,702	
NET ASSETS			
Without donor restrictions	9,778	1,713	
With donor restrictions	69,806	116,800	
Total Net Assets	79,584	118,513	
TOTAL LIABILITIES AND NET ASSETS	\$162,786	\$204,215	
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## MONTANA NONPROFIT ASSOCIATION STATEMENTS OF ACTIVITIES

YEARS ENDED DECEMBER 31, 2018 AND 2017

		(AUDITED)		
		2018		2017
	Without Donor Restrictions	With Donor Restrictions	Total	Total
<b>REVENUE AND SUPPORT</b>				
Nonprofit member dues	\$ 117,901	\$ -	\$ 117,901	\$ 117,993
Affiliate member dues	21,185	-	21,185	16,670
Sponsorships	86,838	-	86,838	96,406
Discount product fees	94,410	-	94,410	89,168
Conference and training fees	115,660	-	115,660	125,971
Contributed support	45,482	95,159	140,641	265,264
Investment income, net	28	-	28	256
Released from Restrictions	142,153	(142,153)	-	-
TOTAL REVENUE AND SUPPORT	623,657	(46,994)	576,663	711,728
EXPENSES				
Program Services	494,657	-	494,657	506,147
Management and general	84,465	-	84,465	95,084
Fundraising	36,470	-	36,470	50,632
TOTAL EXPENSES	615,592	-	615,592	651,863
CHANGE IN NET ASSETS	8,065	(46,994)	(38,929)	59,865
Net assets at beginning of year	1,713	116,800	118,513	58,648
NET ASSETS AT END OF YEAR	\$ 9,778	\$ 69,806	\$ 79,584	\$ 118,513

#### **NONPROFIT MEMBERS**

#### 9 Energies

A Carousel for Missoula Foundation **Abuse Support & Prevention Education Network** Adult Resource Alliance of Yellowstone County **Adventure Cycling Association** Alberta Bair Theater Alliance for Youth **Alpine Artisans Alternative Energy Resources Organization** Alternatives **American Indian Institute Anaconda Community Foundation Animals 4 Therapy Archie Bray Foundation** Area II Agency on Aging Artists and Craftsman of the Flathead Arts Council of Big Sky Arts Missoula **Back Country Horsemen of the Flathead Bear Paw Development Corporation Beartooth Humane Alliance Beartooth Mountain Christian Ministries Beartooth Recreational Trails Association Beaverhead Trails Coalition Befrienders Behavioral Health Alliance of MT Belgrade Community Coalition Benefis Health System Foundation Benefis Teton Medical Center Foundation Big Brothers Big Sisters of Flathead County Big Hole River Foundation Big Hole Watershed Committee Big Horn Hospital Association Big Sky Bravery Big Sky Community Organization Big Sky Discovery Academy Big Sky Institute for the Advancement of Nonprofits Big Sky Science Education Enhancement Big Sky Senior Services Big Sky State Games Big Sky Youth Empowerment Project Bigfork Art and Cultural BigFork Ladies Service Club Bigger Sky Kids Bike Walk Montana Billings Amateur Hockey League Billings Child Care Association Billings Community Foundation Billings Public Library Foundation Billings Symphony Society Billings TrailNet Biomimicry Institute Bitter Root Cultural Heritage Trust Bitter Root Resource Conservation & Development Area Bitter Root Water Forum** 

**Bitterroot CASA Bitterroot Performing Arts Council Bitterroot Trail Preservation Alliance Bitterrooters for Planning Blackfoot Challenge Blue Mountain Clinic Boyd Andrew Community Services** Boys and Girls Club of Carbon County Boys and Girls Club of Lewistown **Boys and Girls Club of Richland County** Boys and Girls Club of the Northern Cheyenne Nation **Boys and Girls Clubs of Yellowstone County Bozeman Area Community Foundation Bozeman Art Museum Bozeman Health Foundation Bozeman Public Library Foundation Bozeman Senior Center Bozeman Symphony Society** Bridgercare **Brightways Learning Broadwater Community Health Foundation Burton K. Wheeler Center** Butte 4-C's **Butte Cares Butte Emergency Food Bank** C.M. Russell Museum **Camp Bighorn** Camp Mak-A-Dream **Camp Promise Cancer Support Community Montana Carbon County Arts Guild & Depot Gallery Carbon/Stillwater Community & Senior Programs Career Futures Career Training Institute Career Transitions CASA for Kids, Flathead County CASA of Hill County** CASA of Lake & Sanders Counties CASA-CAN Children's Advocate Network **Cascade County Law Clinic Catholic Foundation of Eastern Montana Center for Large Landscape Conservation Center for Restorative Youth Justice Central Asia Institute Child Care Connections Child Care Resources Child Development Center Children's Alliance of Montana** Children's Museum Missoula **Citizens For A Better Flathead Clark Fork Valley Hospital Foundation Clearwater Resource Council Cody Dieruf Benefit Foundation Columbus Community Foundation Community 7 Television** 

**Community Closet Community Counseling and Correctional Services Community Dispute Resolution Center of Missoula County Community Food & Agriculture Coalition Community Foundation for a Better Bigfork Community Leadership & Development Inc Community Option Resources Enterprises Conrad Mansion Museum** Cottonwood ALC **Creative Arts Council Custer Network Against Domestic Abuse Daly Hospital Foundation Daly Mansion Preservation Trust Dawson College Foundation Dawson County Domestic Violence Program Dawson County Healthy Communities Coalition Deep Bay Center Developmental Educational Assistance Program Disability Rights Montana District II Alcohol & Drug Program Dog Tag Buddies Dolce Canto Domestic and Sexual Violence Services of Carbon County Dream Adaptive Recreation Eagle Mount Bozeman** 



**Eagle Mount Great Falls Easter Seals-Goodwill Northern Rocky Mountain** Eastern Montana CASA-GAL Inc. **Eastern Plains Economic Development Corporation Ecology Project International Emerson Center for the Arts and Culture** Emma's House **Energy Share of Montana Enpower MT ExplorationWorks! Families In Partnership Families with Heart Family Connections Family Promise of Gallatin Valley Family Promise of Great Falls Family Promise of Greater Helena** 

Family Promise of Yellowstone Valley **Family Service** Family Support Network Farm Hands Nourish The Flathead First Judicial District CASA-GAL Program **Flathead Community Foundation Flathead Food Bank Flathead Lakers** Flathead Lutheran Bible Camp **Florence Crittenton Home & Services Foundation for Animals Foundation for Community Health** Foundation for the Diocese of Helena **Foys to Blacktail Trails Free Voice Media** Freedom in Christ Prison Ministry **Friends of Dornix Park** Friends of the Historical Museum at Fort Missoula Friends of the Library Friends of the Missouri River Breaks Monument **Friendship Center of Helena Friendship House of Christian Service** Front Range CASA/GAL **Future West** Gallatin County Love in the Name of Christ **Gallatin Historical Society Gallatin River Task Force Gallatin Valley Farm to School Gallatin Valley Land Trust Gals Going Global Garden City Ballet Garden City Harvest** Girl Scouts of Montana and Wyoming Girls on the Run Flathead Valley **Glacier Country Tourism Glacier County Historical Museum Glacier National Park Conservancy Glacier Symphony & Chorale Glacier Two Medicine Alliance Glacier Unitarian Universalist Fellowship Global Village Good Samaritan Ministries Thrift Store Grandstreet Theatre Great Burn Study Group Great Falls Clinic Legacy Foundation Great Falls Senior Citizen's Center Great Falls Symphony Association** 



**Great Northern Development Center** Greater Gallatin United Way **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 Hamilton Players, Inc. Haven **Headwaters Foundation** Healthy Mothers Healthy Babies, The Montana Coalition Heart of the Rockies Initiative Heart of the Valley Animal Shelter **Hearts and Hands Hospice Helena Area Community Foundation** Helena Area Habitat for Humanity Helena Civic TV **Helena Community Connections Helena Education Foundation Helena Family YMCA Helena Food Share Helena Indian Alliance** Helena Symphony Society Helena Tourism Business Improvement District **Help Center HELP Committee and Boys and Girls Club of the Hi-line Hi-Line Home Programs Hockaday Museum of Art** Holter Museum of Art Home ReSource Homeword, Inc. Human Resource Development Council, District 4 Human Resource Development Council, District 7 Human Resource Development Council, District 9 **Human Science Institute Humane Society Lake County Area Humane Society of NW Montana Humanities Montana Imagine IF Library Foundation** Indian Law Resource Center Inner Roads Intermountain Children's Home and Services Intermountain Opera Association of Bozeman **International Organic Inspectors Association Invasive Species Action Network** Jeannette Rankin Peace Center Jefferson Valley Community Foundation **Job Connection Kiwanis Foundation of Montana** Kootenai Heritage Council L.P. & Teresa Anderson Foundation Lake County CDC Lake County Council on Aging **Laurel Montana Community Foundation** LaVie: An Early Pregnancy Clinic

Leadership Montana Lewis & Clark Humane Society Lewis and Clark Library Foundation Lewis and Clark Literacy Council **Liberty Place Lighthouse Christian Home & Services Lincoln County Transportation Service Literacy Bitterroot** Living Art of Montana **Livingston Food Resource Center Livingston Healthcare Foundation Maclean Animal Adoption Center Madison River Foundation** Madison Valley Medical Center Foundation Mahmowi **MAI WAH Society MAPS Media Institute Marion Fire Auxiliary MASS Design Group MCA Education Foundation Miles City Area Community Fund Mission Mountain Enterprises Mission Valley Ice Arena Association Missoula Aging Services Missoula Area Youth Hockey Association** Missoula Art Museum **Missoula Children's Theatre** 



**Missoula Community Access Television Missoula Community Foundation Missoula Downtown Foundation Missoula Education Foundation Missoula Food Bank** Missoula Housing Authority Missoula Interfaith Collaborative Missoula Manor Homes Missoula Ravalli Transportation Management Association **Missoula Transportation and Restoration Museum Missoula Writing Collaborative MonDak Heritage Center Montana 4-H Foundation** Montana A Cappella Society Montana Association for the Blind **Montana Association of Symphony Orchestras Montana Audubon Montana Budget and Policy Center** Montana CASA GAL Montana Chamber Foundation

Montana Coalition Against Domestic & Sexual Violence Montana College Access Network Montana Community Development Corporation Montana Conservation Corps



Montana Cooperative Development Center **Montana Council of Teachers of Mathematics** Montana Council on Developmental Disabilities Montana Creativity Quest - Montana Destination Imagination **Montana Credit Unions for Community Development Montana Economic Developers Association Montana Environmental Information Center Montana Farm Bureau Foundation** Montana FFA Foundation Incorporated **Montana Food Bank Network Montana Healthcare Foundation Montana History Foundation Montana Horse Welfare Council** Montana Independent Living Project **Montana Innocence Project Montana Justice Foundation Montana Land Reliance** Montana Law Enforcement Museum Montana Legal Services Association **Montana Library Association Montana Mediation Association Montana Medical Association Foundation Montana Meth Project Montana Natural History Center Montana Operation Lifesave Montana Oral Health Foundation Montana Police Protective Association Foundation Montana Post Secondary Educational Opportunities Council** Montana PTA **Montana Public Health Association Montana Raptor Conservation Center Montana Renewable Energy Association Montana Restoration Foundation Montana Science Center** Montana Section of the American Water Works Association Montana Shares **Montana State University - Billings Foundation Montana State University - Northern Foundation** Montana Supporting Military **Montana Tech Foundation** Montana Warriors on the Water **Montana Weed Control Association** 

Montana Wilderness Association Montana Wildlife Federation Montana's Peer Network Montanical Garden Moonlight Community Foundation Morning Star Expeditions Mountain Home Montana Mountain Journal Musselshell Valley Community Foundation Myrna Loy Center for Performing and Media Arts



National Center for Appropriate Technology **National Indigenous Women's Resource Center Native American Community Development Corporation Neighbor To Neighbor Neighborworks Great Falls NeighborWorks Montana** Nibs and Edna Allen Foundation **Ninepipes Museum of Early Montana** North American Indian Alliance North Central Area Agency on Aging North Central Independent Living Services North Lake County Library Foundation **North Valley Food Bank North Valley Hospital Foundation** Northeast Montana Health Services Charitable Foundation **Northern Plains Resource Council** Northwest Montana Head Start Northwest Montana United Way **NOVA Center for the Performing Arts Nurturing Center Old Montana Prison and Auto Museums Old Trail Museum Oneness Project Open Aid Alliance Opportunities**, Inc. **Opportunity Link, Inc. Opportunity Resources Organic Advisory and Education Council Orphan Girl Children's Theatre Parents Let's Unite for Kids Paris Gibson Square Park County Community Foundation Park County Environmental Council Park County Friends of the Arts Park County Senior Citizens Center** 

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SAFE Harbor Sagebrush Food Pantry Salish Kootenai College Foundation Samaritan House Sanders County Coalition For Families **Seeley Lake Community Foundation Seeley Lake Regional Center for Kinetic Sports Selway-Bitterroot Frank Church Foundation** Shane Lalani Center for the Arts **Shepherds Hand Sheridan Health Care Foundation** Silver Bow Art **Smelter City Family Development Soft Landing Missoula** Soil and Water Conservation Districts of MT South Central Montana Regional Mental Health Center Southeast Montana Area Revitalization Team Southwest Montana School Services Southwestern Montana Family YMCA **Special K Ranch Special Olympics Montana** Spirit of Life Community Bike Shop St Catherine Family Health Care Clinic & PRC St. John's Lutheran Ministries St. Labre Indian School Educational Association St. Peter's Health Foundation **Stevensville Main Street Association** Sula Country Life Community Clubhouse Summit Independent Living Center **Sun River Watershed Sunburst Unlimited Sunnyside Farms Sunrise Women's Clinic Supporters of Abuse Free Environments Swan Valley Connections** 



**Sweet Grass Community Foundation** Sweet Pea a Festival of the Arts **Sweetgrass Development Tamarack Grief Resource Center Teller Wildlife Refuge The Art Center The Caring Foundation of Montana** The Clay Studio of Missoula **The Confluence Center The Montana Racial Equity Project** The Nature Conservancy The O'Hara Commons & Sustainability Center **The Rosebud Foundation The Traveling School Thermus Aquaticus Learning & Swim Center** Thrive **Toby's House Crisis Nursery Travelers' Rest Preservation & Heritage Association** 

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WaterWorks Art Museum Watson Children's Shelter West Mont West Yellowstone Foundation Western Heritage Center Western Montana Area VI Agency on Aging Western Montana Chapter for the Prevention of Elder Abuse Western Montana Equine Rescue & Rehabilitation Western Native Voice



Western Sustainability Exchange Whitefish Community Foundation Whitefish Lake Institute Whitefish Legacy Partners Whitetail Ranch Center Wild Rockies Field Institute

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