

## 2010 Membership Map for the Montana Nonprofit Association

### Membership Growth and Retention Snapshot - Historical

	Total Members	Growth Over Prev.	New Members	Members Lost	Retention Rate	New Per Month	Goal	Goal+/-
<b>2010</b>	<b>605</b>	<b>8%</b>	<b>102</b>	<b>55</b>	<b>90%</b>	<b>8.5</b>	<b>625</b>	<b>-20</b>
2009	558	6%	77	48	91%	6.4	600	-42
2008	529	10%	90	44	91%	7.5	550	-21
2007	481	27%	131	32	92%	10.9	485	-4
2006	381	40%	125	14	95%	10.4	325	57+
2005	272	42%	105	24	87%	8.75	252	20+
2004	191	11%	41					

### Membership Dues Snapshot - Historical

	Total Dues	Percent Increase	Average Dues	Average New Dues
<b>2010</b>	<b>\$100,340</b>	<b>9%</b>	<b>\$165.85</b>	<b>\$113.19</b>
2009	\$91,765	2%	\$164.45	\$115.71
2008	\$89,500	28%	\$169.51	\$122.89
2007	\$69,675	24%	\$145.76	\$126.91
2006	\$56,280	41%	\$146.42	\$120.80
2005	\$39,950	32%	\$146.78	\$113.57
2004	\$30,200			

### Membership Geographic Distribution Snapshot - 2009

	MNA Members	% of Total Members	MT Nonprofits	Percent of NPs
Rural	210	35%	4061	5%
Helena	95	16%	457	21%
Bozeman	70	12%	473	13%
Missoula	82	14%	621	15%
Billings	63	10%	627	10%
Great Falls	35	6%	370	9%
Kalispell	26	4%	269	10%
Butte	18	3%	179	10%
All Urban	389	64%	2996	13%
Total	599	100%	7057	8.5%

6 members are domiciled out of state



## 2010 Membership Map for the Montana Nonprofit Association Renewing Membership

Retention & Recruitment by Month & Quarter

### Membership Retention

Month	Basis	Retained	Retention	Actual
Jan	23	19	82.6%	<b>1st Q</b>
Feb	47	45	95.7%	94%
Mar	75	73	97.3%	
Apr	49	43	87.8%	<b>2nd Q</b>
May	64	56	87.5%	88%
Jun	49	44	89.8%	
Jul	31	29	93.5%	<b>3rd Q</b>
Aug	54	52	96.3%	90%
Sep	65	54	83.1%	
Oct	39	35	89.7%	<b>4th Q</b>
Nov	36	29	80.6%	87%
Dec	26	24	92.3%	
<b>558</b>		<b>503</b>		<b>EOY Retention</b>
				<b>90.1%</b>

### New Recruitment

Month	2009	
Jan	3	
Feb	6	<b>Total Membership at start of 2010</b>
Mar	5	<b>558</b>
Apr	6	
May	9	<b>Retained Membership at end of 2010</b>
Jun	11	<b>503</b>
Jul	9	
Aug	16	<b>New Membership at end of 2010</b>
Sep	16	<b>102</b>
Oct	4	
Nov	12	<b>Total Membership at end of 2010</b>
Dec	5	<b>605</b>
	102	



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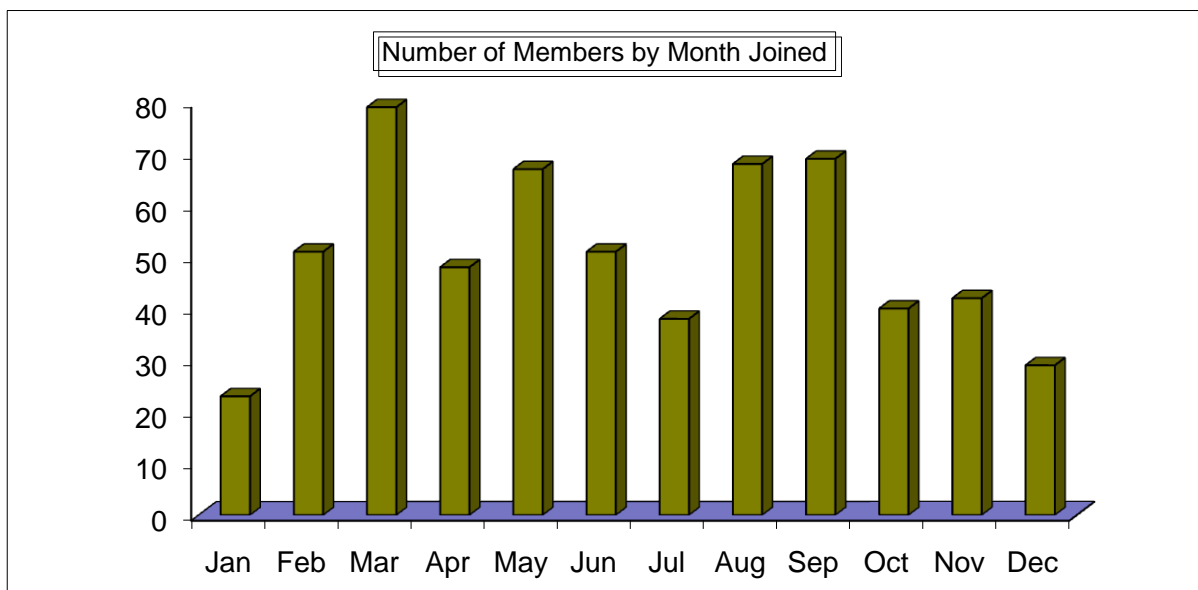
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# 2010 Membership Map for the Montana Nonprofit Association

## All Membership

Membership by Month

Month	Number of Members			
Jan	23	<b>1Q</b>		
Feb	51	153	25.3%	
Mar	79			<b>Total Membership for 2010 605</b>
Apr	48	<b>2Q</b>		
May	67	166	27.4%	
Jun	51			
Jul	38	<b>3Q</b>		
Aug	68	175	28.9%	
Sep	69			
Oct	40	<b>4Q</b>		
Nov	42	111	18.3%	
Dec	29			



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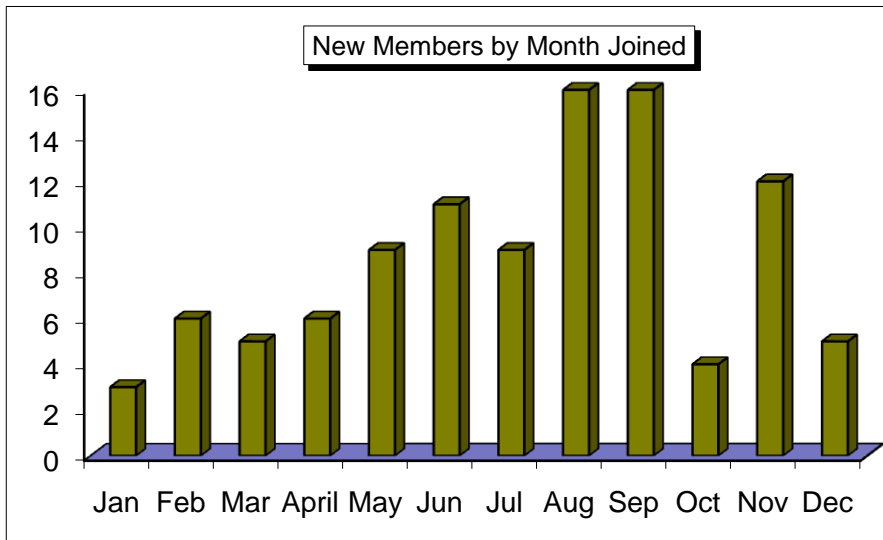
## New Members

Membership by month

Month	Number
Jan	3
Feb	6
Mar	5
April	6
May	9
Jun	11
Jul	9
Aug	16
Sep	16
Oct	4
Nov	12
Dec	5

**Average New Recruitment per month**  
8.5

**Total**                    **102**



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# 2010 Membership Map for the Montana Nonprofit Association

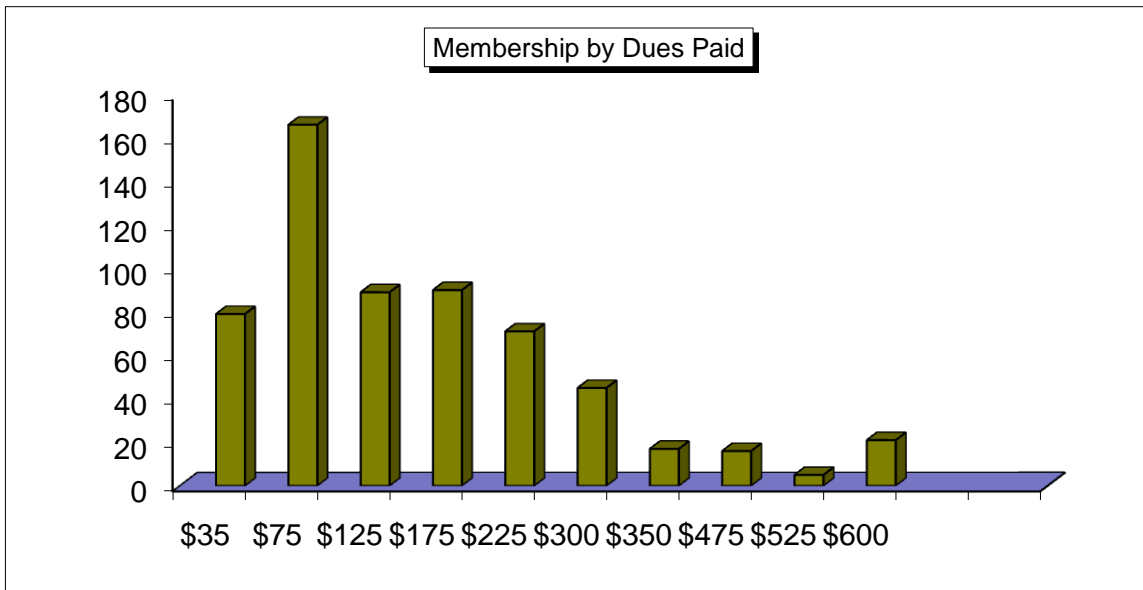
## All Membership

Membership by dues paid

Dues Level	Members	Total income
\$35	79	\$2,765
\$75	166	\$12,450
\$125	89	\$11,125
\$175	90	\$15,750
\$225	71	\$15,975
\$300	45	\$13,500
\$350	17	\$5,950
\$475	16	\$7,600
\$525	5	\$2,625
\$600	21	\$12,600

Annual Operating Budget	Annual Dues
Less than \$25,000	\$35
\$25,000 - \$124,999	\$75
\$125,000 - \$249,999	\$125
\$250,000 - \$499,999	\$175
\$500,000 - \$999,999	\$225
\$1,000,000 - \$1,999,999	\$300
\$2,000,000 - \$2,999,999	\$350
\$3,000,000 - \$3,999,999	\$475
\$4,000,000 - \$4,999,999	\$525
\$5,000,000 and higher	\$600

<b>Total</b>	<b>605</b>	<b>\$100,340</b>	Average '09	Average '08	Average '07	Average '06	Average '05
	Average dues paid 2010		\$164.45	\$169.51	\$145.76	\$146.42	\$146.78
	\$165.85						



Member %	Dues Level	Member %
13.1%	\$35 \	
27.4%	\$75 -----}	55.2%
14.7%	\$125 /	
14.9%	\$175	70.1%
11.7%	\$225	81.8%
7.4%	\$300	89.3%
2.8%	\$350	92.1%
2.6%	\$475	94.7%
0.8%	\$525	95.5%
3.5%	\$600	100.0%



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# 2010 Membership Map for the Montana Nonprofit Association

## New Members

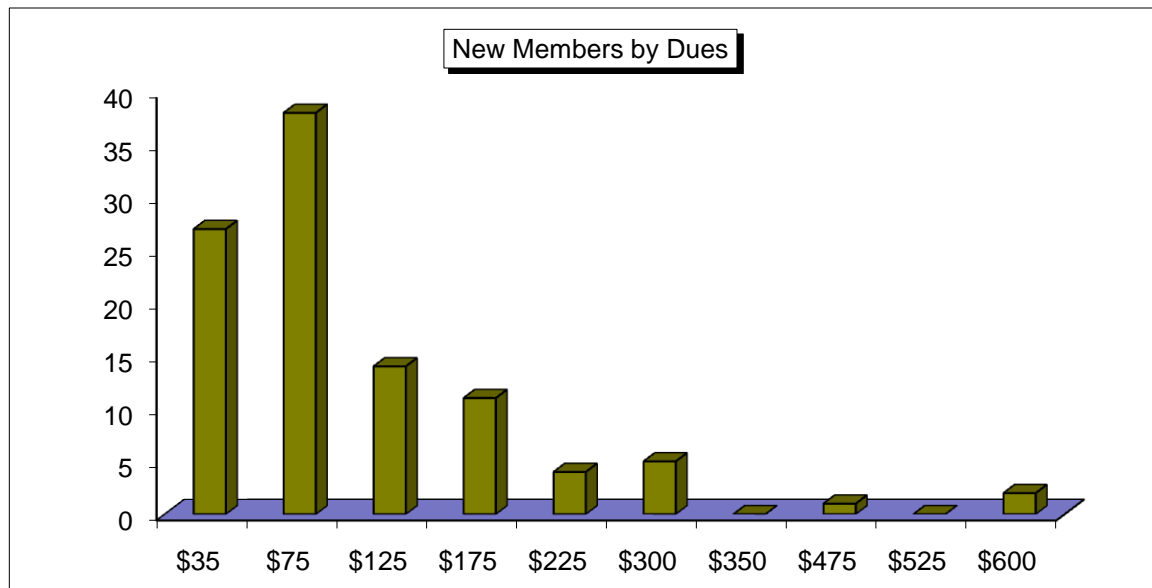
Membership by dues paid

Dues Level	Members	Total income
\$35	27	\$945
\$75	38	\$2,850
\$125	14	\$1,750
\$175	11	\$1,925
\$225	4	\$900
\$300	5	\$1,500
\$350	0	
\$475	1	\$475
\$525	0	
\$600	2	\$1,200
<b>Total</b>	<b>102</b>	<b>\$11,545</b>

Annual Operating Budget	Annual Dues
Less than \$25,000	\$35
\$25,000 - \$124,999	\$75
\$125,000 - \$249,999	\$125
\$250,000 - \$499,999	\$175
\$500,000 - \$999,999	\$225
\$1,000,000 - \$1,999,999	\$300
\$2,000,000 - \$2,999,999	\$350
\$3,000,000 - \$3,999,999	\$475
\$4,000,000 - \$4,999,999	\$525
\$5,000,000 and higher	\$600

**Average new dues 2010**  
**\$113.19**

08 New ave \$122.89    07 New ave \$126.91    06 New ave \$120.80    05 New ave \$113.57



Member %	Dues Level	
26.5%	\$35	\
37.3%	\$75	-----}
13.7%	\$125	/
10.8%	\$175	88.2%
3.9%	\$225	92.2%
4.9%	\$300	97.1%
0.0%	\$350	97.1%
1.0%	\$475	98.0%
0.0%	\$525	98.0%
2.0%	\$600	100.0%



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# 2010 Membership Map for the Montana Nonprofit Association

## All Membership

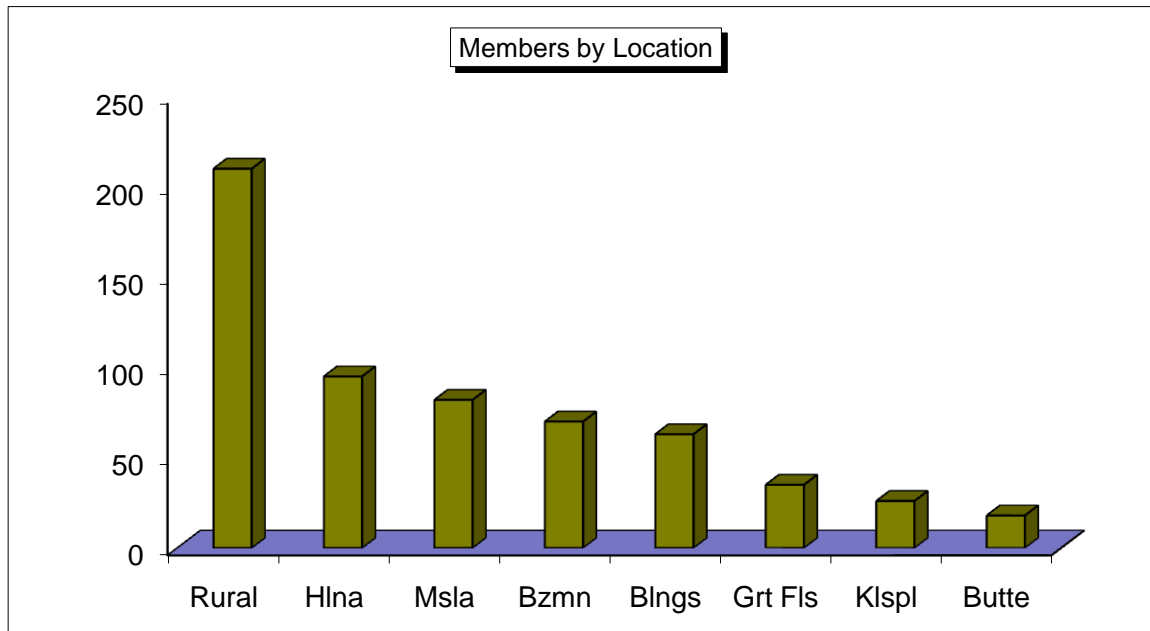
Members by location

### Location

Rural	210
Hlna	95
Msla	82
Bzmn	70
Blngs	63
Gr FIs	35
KIspl	26
Butte	18
Other	6

**Total Membership for 2009**  
**605**

**Rural Membership**  
**35%**



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# 2010 Membership Map for the Montana Nonprofit Association

## New Members

New members by location

### Location

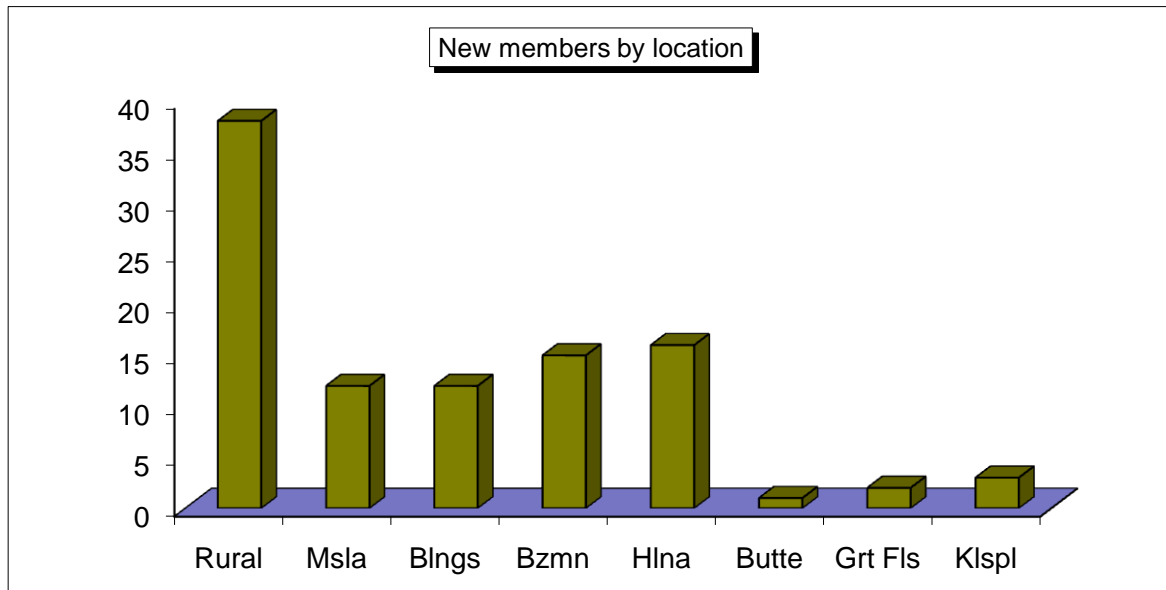
Rural	38
Msla	12
Blngs	12
Bzmn	15
Hlna	16
Butte	1
Grt Fls	2
Klspl	3
Other	3

**Total New Members for 2006**

**102**

**New Rural Membership**

**37%**



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# 2010 Membership Map for the Montana Nonprofit Association

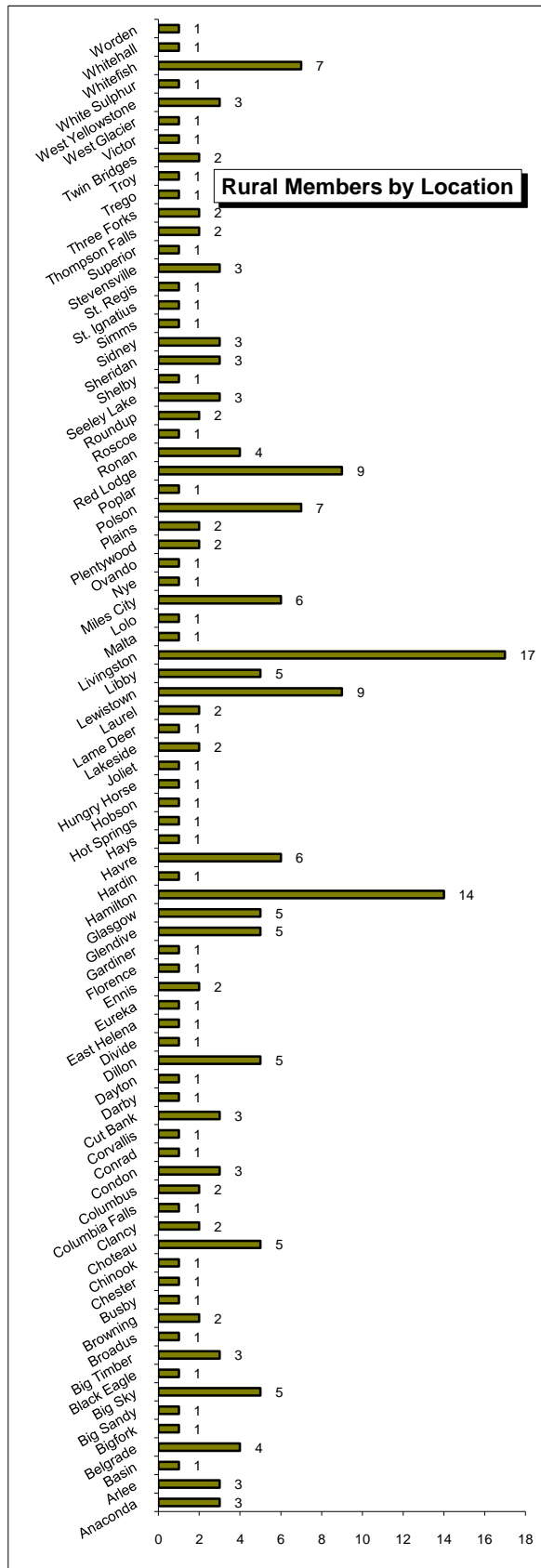
## All Membership

### Rural members by location

Locale	Count
Anaconda	3
Arlee	3
Basin	1
Belgrade	4
Bigfork	1
Big Sandy	1
Big Sky	5
Black Eagle	1
Big Timber	3
Broadus	1
Browning	2
Busby	1
Chester	1
Chinook	1
Choteau	5
Clancy	2
Columbia Falls	1
Columbus	2
Condon	3
Conrad	1
Corvallis	1
Cut Bank	3
Darby	1
Dayton	1
Dillon	5
Divide	1
East Helena	1
Eureka	1
Ennis	2
Florence	1
Gardiner	1
Glendive	5
Glasgow	5
Hamilton	14
Hardin	1
Havre	6
Hays	1
Hot Springs	1
Hobson	1
Hungry Horse	1
Joliet	1
Lakeside	2
Lame Deer	1
Laurel	2
Lewistown	9
Libby	5
Livingston	17
Malta	1
Lolo	1
Miles City	6
Nye	1
Ovando	1
Plentywood	2
Plains	2
Polson	7
Poplar	1
Red Lodge	9
Ronan	4
Roscoe	1
Roundup	2
Seeley Lake	3
Shelby	1
Sheridan	3
Sidney	3
Simms	1
St. Ignatius	1
St. Regis	1
Stevensville	3
Superior	1
Thompson Falls	2
Three Forks	2
Trego	1
Troy	1
Twin Bridges	2
Victor	1
West Glacier	1
West Yellowstone	3
White Sulphur	1
Whitefish	7
Whitehall	1
Worden	1

Total Rural Membership

210



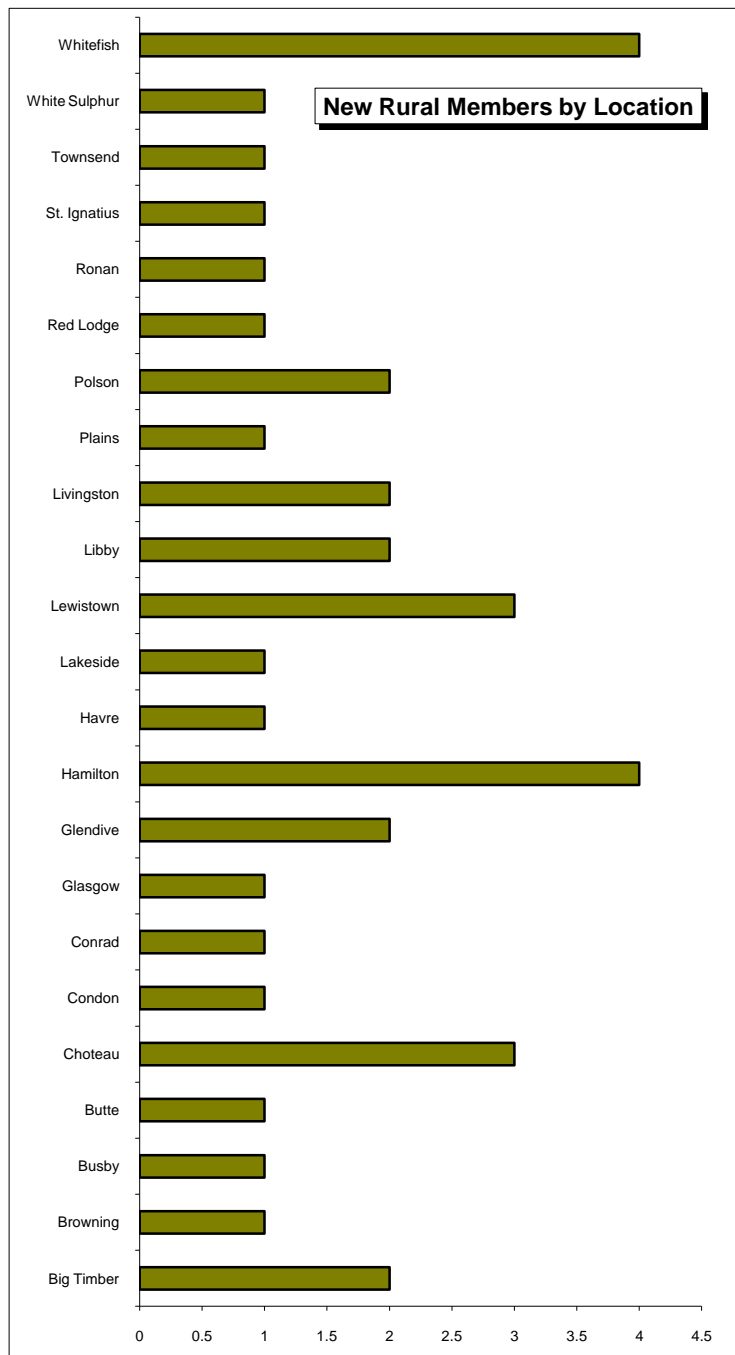
# 2010 Membership Map for the Montana Nonprofit Association

## New Members

Rural members by location

Locale	Count
Big Timber	2
Browning	1
Busby	1
Butte	1
Choteau	3
Condon	1
Conrad	1
Glasgow	1
Glendive	2
Hamilton	4
Havre	1
Lakeside	1
Lewistown	3
Libby	2
Livingston	2
Plains	1
Polson	2
Red Lodge	1
Ronan	1
St. Ignatius	1
Townsend	1
White Sulphur	1
Whitefish	4

**Total New Rural Members**  
**38**



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## 2010 Membership Map for the Montana Nonprofit Association

### New Members in 2010

#### List of new members

People First of Montana	Last Chance Public Radio Association, Inc.	Frances Mahon Deaconess Hospital Foundation
Boys and Girls Club of Red Lodge	Greater Montana Foundation	Sweetgrass Development, EDD
Mission Scholarship Foundation	Central Montana Youth Mentoring Program, Inc	Bitter Root Valley Historical Society
Heart of the Valley Animal Shelter	Trout Conservancy of Montana	WorkSafeMT
Queen City Ballet Company	SAFE Harbor, Inc.	The Policy Institute
Montana Conservation Science Institute	Community Option Resources Enterprises, Inc.	Kalispell Education Foundation
Clark Fork Pend Oreille Conservancy	Bozeman Sculpture Park	District 6 Human Resources Development Council
Whitefish Theatre Co.	Native American Community Development Cor	Dolce Canto, Inc.
Continental Divide Trial Alliance	Montana Public Health Association	Missoula Educational Foundation
Housing Montana	Opportunities, Inc.	Missoula Urban Demonstration Project
Bridger to Bangtail Coalition	N C B I	American Indian Business Leaders
Montana Environmental Information Center	DOVES - Domestic Violence Education & Servi	Indian Nonprofit Alliance
Lewistown Art Center	National American Indian, Alaskan & Hawaiian	Youth Dynamics, Inc
St. John's Lutheran Hospital	Broadwater Community Health Foundation, Inc	Uganda Orphans Fund
Clark Fork Valley Hospital Foundation	Interfaith Hospitality Network of Yellowstone Cc	American Indian Institute
Friends of the Story	Leadership Montana	Selway-Bitterroot Foundation
Gallatin County Community Radio	Boys and Girls Clubs of Yellowstone County	Dress for Success Billings
Childrens' Museum of Bozeman Inc	Montana Farm Bureau Federation	The Simple Gifts Project, Inc.
SAFE - Supporters of Abuse Free Environme	Prayer Lodge	Global Wildlife Resources, Inc.
Center for Asbestos Disease Foundation	Front Range CASA/GAL	National Parks Conservation Association
Landon's Lookout	Glendive Medical Center Foundation	Youth Enhancement Services, Inc.
Friends of Darnix Park	Montana A Cappella Society	Upper Swan Valley Historical Society, Inc.
Big Timber Community Food Bank	Bitterroot CASA, Inc.	Dawson College Foundation
American Independent Business Alliance	Montana State University- Northern Foundation	Art Mobile of Montana
Emerson Center for the Arts and Culture	Ryan United	Flathead Shelter Friends, Inc.
Mineral County Community Foundation	Eagle Mount Helena	NW Montana Headstart
Montana Crime Prevention Association	Indian Child and Family Resource Center	Run Wild Missoula
Musselshell Valley Community Foundation	Lakeside QRU, Inc.	Youth, Inc.
Seeley Lake Community Foundation	Montana Renewable Energy Association	Plains Justice
Park County Friends of the Arts Danforth	Zootown Arts Community Center	Gallatin Valley YMCA
Montana Organizing Project	Access Freedom	Willow Creek Nutrition Program
Inc	Congregation Beth Aaron	Montana Budget and Policy Center
The Grreat Program	Billings Preservation Society	Whitefish Community Foundation
Digger Athletic Association	Education Foundation for Billings Public School	Rocky Mountain Front Weed Roundtable

**Total 102**



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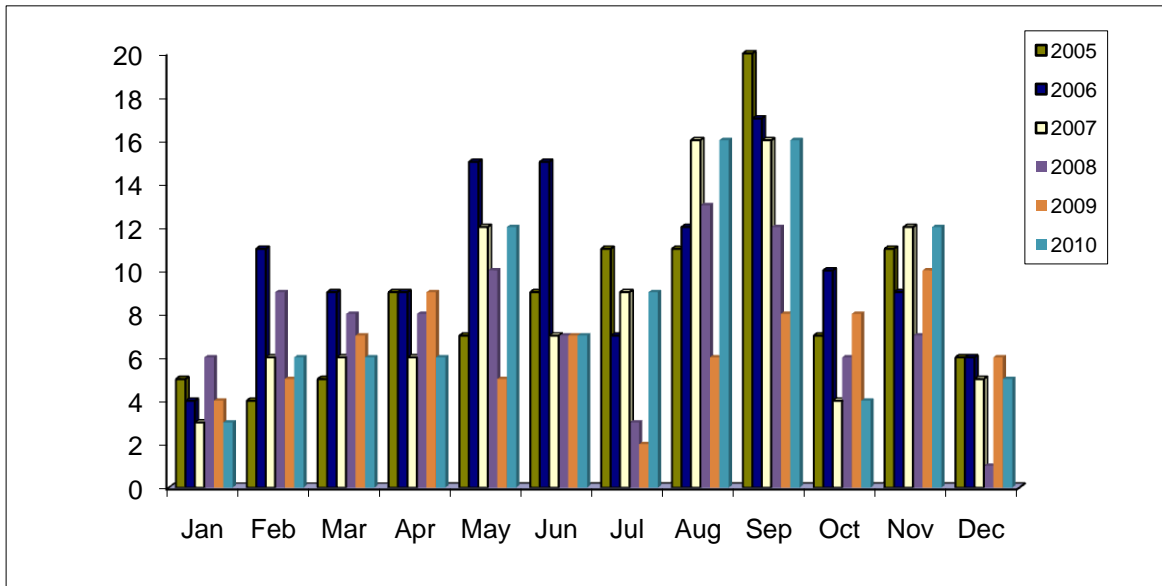
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## 2010 Membership Map for the Montana Nonprofit Association Historical Comparison - New Members by month

### New members

	2010	2009	2008	2007	2006	2005
Jan	3	4	6	8	4	5
Feb	6	5	9	10	11	4
Mar	6	7	8	8	9	5
Apr	6	9	8	7	9	9
May	12	5	10	16	15	7
Jun	7	7	7	8	15	9
Jul	9	2	3	13	7	11
Aug	16	6	13	14	12	11
Sep	16	8	12	17	17	20
Oct	4	8	6	13	10	7
Nov	12	10	7	9	9	11
Dec	5	6	1	8	6	6
<b>Total</b>	<b>102</b>	<b>77</b>	<b>90</b>	<b>131</b>	<b>124</b>	<b>105</b>



	2010 Actual	5 Yr Ave.		2010 Actual	5 Yr Ave.		2010 Actual	5 Yr Ave.
Jan	3	5	May	12	11	Sep	16	15
Feb	6	8	Jun	7	9	Oct	4	9
Mar	6	7	Jul	9	7	Nov	12	9
Apr	6	8	Aug	16	11	Dec	5	5



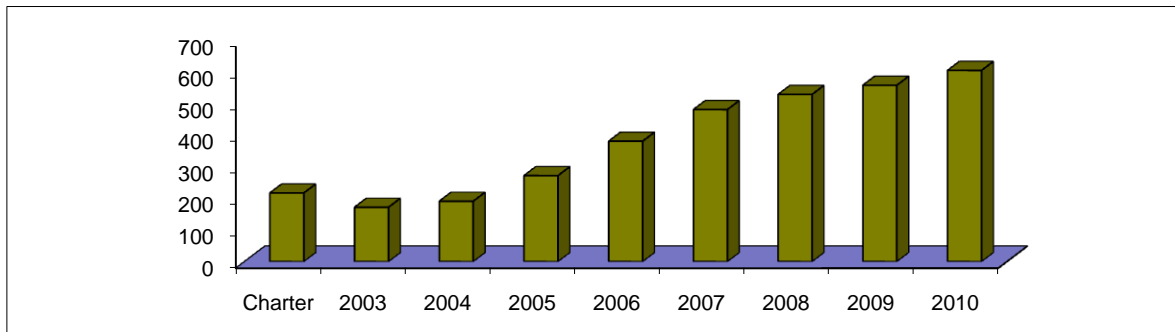
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## 2010 Membership Map for the Montana Nonprofit Association Membership growth

### Overall growth

Year	Charter	2003	2004	2005	2006	2007	2008	2009	2010
Members	217	172	191	272	381	481	529	558	605
Growth over prior		-45	19	81	109	100	48	29	47
Percent growth		-21%	11%	42%	40%	27%	10%	6%	8%



**2010 Goal**  
625

**Goal plus or minus**  
-20    -3.2%

### Growth by Area

	2010	2009	% Growth
Rural	210	201	4.5%
Helena	95	84	13.1%
Missoula	82	78	5.1%
Bozeman	70	61	14.8%
Billings	63	60	5.0%
Grt Falls	35	30	16.7%
Kalispell	26	24	8.3%
Butte	18	18	0.0%
Other	6	2	200.0%
	605	558	



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## 2010 Membership Map for the Montana Nonprofit Association

### Analytics - based on December 2009 EO Master

#### Market Penetration

	Total MT (c)(3)'s	MNA Members	Penetration	Potential Members
<b>Montana</b>	<b>7057</b>	<b>558</b>	<b>0.08</b>	<b>6499</b>
Billings	627	63	0.10	564
Bozeman	473	70	0.15	403
Butte	179	18	0.10	161
Great Falls	370	35	0.09	335
Helena	457	95	0.21	362
Kalispell	269	26	0.10	243
Missoula	621	82	0.13	539
All Urban	2996	389	0.13	2607
Other State		6		
Rural	4061	210	0.05	3851



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# 2010 Membership Map for the Montana Nonprofit Association

## Affiliate Membership - All categories

John & Melanie Dayton  
Leila Farnum  
Michael Krug  
Jenna Tomiello  
Bob Gilbert  
Colette Bernica  
Nina Smith  
John Chart and Teresa Geremia- Chart  
Kit Gillem  
Douglas Koester  
Allison Baker  
Patty White  
Marcie Duaiame  
Wendy Bay Lewis  
Lauren Goeddel  
Sigri J. Thorn-Gildea  
Birds & Bees, LLC  
Meghan Thompson  
Diane Herrick  
Bob Walker  
Sue Talbot  
Terry and Lou Magee  
Brad and Susan Robinson  
Dorcie Dvarishkis  
Sherry Meador  
Debbie Richert  
Debbie Singer  
Pat Seiler  
Cassie Carter  
Darci Hertz  
Amy Vaughan  
Kaite Manion  
Kathy Kelliher  
Randall Knowles  
Susan Near  
Glen Newhart, CFRE  
Treva Bittinger  
Tiffany Straza  
Leissa Wages  
Carrie Kolb  
Ruthann Knudson  
Phil and Pat Grimm  
Blaine County CF  
Richland County Community Foundation  
Blackfeet Community Endowment Fund  
Hill County Community Foundation  
Broadwater Community Foundation  
Carter County Community Foundation  
Phillips County Community Foundation  
Redwater Community Foundation  
F.A.I.R. Foundation  
Columbus Community Foundation  
Culbertson Community Foundation  
Associated Employers  
PSIA-NRM

Writer's Block  
Gallatin Public Affairs  
Payne Financial Group  
Good With Numbers, LLC  
The Open Book-Keeper, Inc.  
Sage Solutions Nonprofit Consulting, LLC  
Kathleen O'Leary  
Third Sector Services  
Carol Bronson  
Pratt and Associates  
Sage Solutions Nonprofit Consulting, LLC  
Turner and Associates  
Kathleen O'Leary  
Tompkins & Peters CPA's, P.C.  
Joseph Eve Certified Public Accountants  
Willis Research Services  
Houseworth Consulting, LLC  
ALPS Foundation Services  
Cinch Design & Communications  
Ascent Strategic Development  
Leo and Associates, Foundation & Nonprofit Services  
River Rock Resources  
Invisage Consulting LLC  
POSAO Strategies  
Jefferson Local Development Corporation  
Gallatin County DUI Task Force  
Cascade County Retired Senior Volunteer Program  
Anderson ZurMuehlen  
VALIC  
Beartooth Events  
Downtown Helena BID  
Montana's Glacier Country  
Extension Service Montana State University  
Destination Missoula  
Montana Nurses Association  
MSU Office for Community Involvement  
Montana State University- Northern  
UM Office for Civic Engagement  
Montana Conservation Voters  
First Interstate Bancsystem Foundation  
Galusha Higgins & Galusha  
Pyron Technologies, Inc.  
Worden Thane P.C.  
Judd Accounting Service  
Allegra Marketing Print and Web  
Banc Certified Merchant Services  
First Nonprofit Companies  
Bancserve, Inc.

### 2010 Affiliate Member Totals

**102 -- \$8485**

2009 totals 90 -- \$6270

2008 totals 71 -- \$4575

2007 totals 82 -- \$3100

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## 2010 Membership Map for the Montana Nonprofit Association

### Members lost in 2010

	Organization Name	Expected dues	
1	Blackhorse Pride	35	Lost after one year
2	Chiari People of Montana	35	
3	Community Environmental Development & Education	35	Lost after one year
4	Community Housing Resource Board	35	
5	Companies Enhancing Education	35	Lost after one year
6	Corporation for Public Community Newspapers	35	
7	Great Falls Native Art Association, Inc.	35	Lost after one year
8	Helena Institute	35	Lost after one year
9	Jefferson Valley Community Foundation	35	
10	Meadher County Community Foundation	35	
11	Montana Mountaineering Association	35	
12	Old Trail Museum	35	
13	Preparing the Way	35	Lost after one year
14	Ranchers Stewardship Alliance	35	
15	Roberts Community Foundation	35	
16	Roosevelt County Community Foundation	35	
17	Seeley Swan Medical Center	35	
18	The Daedalus Institute for Biological Research	35	Lost after one year
19	Tobacco Valley Community Foundation	35	
20	Western Montana Community Foundation	35	
21	Whitefish Area Fire Safe Council, Inc.	35	Lost after one year
22	Willing Servants, Inc	35	Lost after one year
23	Xenophon USA	35	Lost after one year
24	Anaconda Local Development Corporation	75	Lost after one year
25	Bitterroot Therapeutic Riding	75	
26	Browning Community Development Corporation	75	
27	Convergence Ministries, Inc.	75	Lost after one year
28	Face-to-Face Ministries, Inc.	75	Lost after one year
29	Flathead Valley Montessori School	75	
30	Holy Rosary Healthcare Foundation	75	
31	Kaleidoscope! A Theater & Arts Cooperative	75	Lost after one year
32	Livingston Center for Arts and Culture, Inc.	75	Lost after one year
33	Livingston Education Foundation	75	
34	Madison Valley Medical Center Foundation	75	Lost after one year
35	Montana Lions Sight and Hearing Foundation	75	
36	National MS Society, All America Chapter	75	
37	Phillips County Historical Museum	75	Lost after one year
38	Ravenwood Outdoor Learning Center	75	
39	Santa Saks	75	Lost after one year
40	The Healing Tree	75	
41	Youth Dynamics Foundation, Inc	75	
42	Lake County Community Housing	125	
43	Missoula Area Economic Development Foundation	125	
44	Montana Association of School Business Officials	125	
45	National Indian School Board Association	125	
46	Northern Rocky Mountain RC&D	125	
47	Big Sky State Games	175	Lost after one year
48	Montana Hope Project	175	Lost after one year
49	Rolling Dog Ranch Animal Sanctuary	175	
50	Critical Illness and Trauma Foundation	225	Lost after one year
51	Missoula Indian Center	225	
52	Boyd Andrew Community Services	300	
53	Bridger Clinic, Inc.	300	
54	Center for Asbestos Related Disease	300	Lost after one year
55	Havre Day Activity Center	350	

Organizations lost = 55

Dues Lost (est.) **\$5,005**

Average Dues Lost **\$91.00**

Percent Orgs Lost **10%**

Percent lost after one year **40%**



**2010 Membership Map for the Montana Nonprofit Association**  
**Members lost in 2010 - by location**

**Location**

Rural	31
Hlna	5
Bzmn	7
Msla	4
Blngs	6
Grt Fls	1
Klspl	1
Butte	0
Total	55



Montana Nonprofit Association

2010 Montana Nonprofit Association Member Mapping  
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**2010 Membership Map for the Montana Nonprofit Association**  
**Members lost in 2010 - by Month and Quarter**

<b>Members Lost</b>			
<b>Jan</b>	4		
<b>Feb</b>	2	<b>Q1</b>	8
<b>Mar</b>	2		
<b>Apr</b>	6		
<b>May</b>	11	<b>Q2</b>	22
<b>Jun</b>	5		
<b>Jul</b>	2		
<b>Aug</b>	2	<b>Q3</b>	14
<b>Sep</b>	10		
<b>Oct</b>	3		
<b>Nov</b>	6	<b>Q4</b>	11
<b>Dec</b>	2		
<b>Total</b>	55		



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