Founded in 2001, the Montana Nonprofit Association (MNA) is a membership organization that promotes a strong nonprofit sector in Montana. MNA achieves its mission through advocacy and public policy, access to affordable products and services, organizational development and training, research and information sharing, and network building. Representing the richness and diversity of Montana’s charitable nonprofit community, MNA’s over 650 nonprofit members address a broad array of missions, come from all four corners of the state and everywhere in between, and range in size from the smallest all-volunteer nonprofits to the largest organizations in Montana. We are many missions with one voice.
Dear MNA Members and Friends:

Greetings from the Montana Nonprofit Association (MNA)! This year is a true milestone event for all of us at MNA as we celebrate 10 years of leadership for and service to Montana’s nonprofit community. Now a decade down the road, MNA has grown from a promising idea among a few nonprofit leaders in Montana to one of the most successful and respected state nonprofit associations in the country.

To honor this very special anniversary, we have issued this Ten Year Report that chronicles MNA’s development and milestones, profiles a number of the partnerships that have been and will continue to be so important to our success, tells the story of our members at work through words and pictures, and highlights our accomplishments and impact through the years. We hope that you get as much enjoyment out of turning the pages as we did putting them together. It’s an inspiring story of success built upon tens of thousands of hours of Montana “barn raising” by many individuals—nonprofit leaders, program partners, investors and supporters, and MNA staff and board members to name a few.

Milestones are always an important time to look into the rear view mirror and reflect on the road behind us. Doing so helps to ensure that we are not only better prepared for future challenges, but more importantly, that we are well positioned to take advantage of the many opportunities that the future will present to us. As we look back on the past ten years, there are three important factors that are fundamental drivers of MNA’s success—our collective MNA voice expressed through our membership (now 650+ strong and growing), our commitment to excellence in all that we do, and our network of strategic partners that are aligned with our mission. These three drivers rise to the top and will continue to be the pillars of our foundation in the future.

Looking ahead to the next ten years, our mission to promote strong nonprofits will remain the same and we will build upon our solid foundation of individual nonprofit focused member support to expand our work providing broader leadership for the nonprofit sector. Importantly, this will include expanded and targeted public education activities about the vital role of nonprofits and much deeper public policy engagement on the issues that will shape our future as a sector. We are well positioned to take this next step as an organization. The best is yet to come.

We would like to close with a simple and heartfelt thank you to all of you—members, community leaders, program partners, and supporters—who have made MNA a shining example of what can be done when people join together in common purpose for a better future. Our hats are off to you.

Sincerely,

Judy Held
Chair, Board of Directors

Brian Magee
Executive Director

we are many missions—
one voice
MEMBERSHIP & NETWORKING

MNA’s membership has been and continues to be the engine that drives all that we do. Through the power of association, we are able to influence and shape the world around us in ways that are supportive of a healthy, strong, and sustainable nonprofit community.

Building Partnerships for Capacity Building

In 2008, MNA became part of a 5-state regional cohort through the Nonprofit Support Organization Initiative created and funded by the M. J. Murdock Charitable Trust. The cohort includes nonprofit support organizations in Alaska, Idaho, Oregon, and Washington. Through the initiative, the Murdock Trust provides core program support to organizations dedicated to building the capacity and enhancing the effectiveness of nonprofits in their state.

MNA used initiative support to create a 5-year vision and resulting business plan; make upgrades to our technology, and marketing and communications capacity; and expand our public policy program capacity. Now, in a two-year extension of the Initiative, MNA will focus our capacity-building efforts on executive leadership, organizational and program learning/evaluation, and marketing and communications.

The Initiative is led by Murdock Program Director, Christopher (Kit) Gillem. Not only has Kit directed the efforts on behalf of the Murdock Charitable Trust, he has also been a champion for and trusted leader of the 5-state cohort. With support from the Murdock Trust, Kit brings staff together each year from the five support organizations for peer learning sessions and to review the progress of the cohort through program evaluation of the Initiative.

“MNA has made **significant strides in building their own organizational capacity**—by creating a stronger organization that is **more effective, efficient, and sustainable**. A stronger MNA is better positioned to support the growing needs of Montana nonprofits. MNA has also contributed its expertise to the 5-state regional cohort in the areas of public policy, communications, and state association management. A key objective of the initiative extension is to advance the evaluation capacity of MNA in order to enhance services and better understand its impact on nonprofits it serves. I believe that with such a dedicated and knowledgeable staff and board, MNA will continue to improve services to Montana nonprofits.”

—Christopher (Kit) Gillem, Program Director for the M. J. Murdock Charitable Trust
Nonprofit Members

2nd US Cavalry Association
A Carousel for Missoula Foundation
A.W.A.R.E.
Absarokee Community Foundation
Access Freedom
ACLU of Montana Foundation
Adventure Cycling Association
AERO—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
Archie Bray Foundation
Area II Agency on Aging
Arlene Community Development Corporation
Art Mobile of Montana
Arthritis Foundation, Rocky Mountain Chapter
Arts Council of Big Sky
BareTooth Cupboards
Barrett Hospital Foundation
Bear Paw Development Corporation
Beartooth Hospital & Health Center Foundation
Beartooth Nature Center
Beartooth Recreational Trails Association
Befrienders
Belgrade Senior Center
Benefits Healthcare Foundation
Better Billings 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 Lake County
Big Brothers Big Sisters of Missoula
Big Brothers Big Sisters of Park County
Big Brothers Big Sisters of Yellowstone County
Boys & Girls Clubs of Yellowstone County
Bozeman Area Community Foundation
Bozeman Deaconness Foundation
Bozeman Public Library Foundation Inc.
Bozeman Schools Foundation
Bozeman Sculpture Park
Bozeman Senior Center
Bozeman Symphony Society
Bozeman Youth Initiative
Brain Injury Association of Montana
Bridger to Bangtail Coalition
Bridgercare
Broadwater Community Health Foundation
Buffalo Field Campaign
Burton K. Wheeler Center
Butte 4-C’s
Butte Emergency Food Bank
Butte Family YMCA
C.M. Russell Museum
Camp Bighorn
Camp Mak-A-Dream
Cancer Support Community/Montana
Capstone Christian Academy
Carbon County Arts Guild & Depot Gallery
Carbon County Historical Society & Museum
Carbon/Stillwater Community & Senior Programs
Career Futures
Career Training Institute
Career Transitions
CASA of Montana
CASA-CAN Children’s Advocate Network
Cascade County Law Clinic
Caspri Montessori Institute International 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 Museum of Bozeman Inc.
Children’s Museum of Montana
Choteau Activities
Citizens For A Better Flathead
Clark Fork Coalition
Clark Fork Pend Oreille Conservancy
Clark Fork Valley Hospital Foundation
Clay Arts Guild of Helena
Clearwater Resource Council
Climate Ride
Community Action Partnership of Northwest Montana
Community Closet
Community Counseling & Correctional Services
Community Foundation for a Better Bigfork
Community Hope of Laurel
Community Mediation Center
Community Medical Center Foundation
Community Option Medical Care
Conservation Congress
Continental Divide Trail Alliance
Cooperative Health Center Inc.
Court Appointed Special Advocates of Missoula—CASA
Craighead Institute
Custer County Community Health Center
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
Dickey Lake Bible Camp
Digger Athletic Association
Disability Rights Montana

91% is MNA’s average annual member retention rate since 2005—the average state association retention is 83% for the same period.
**District 6 Health Care Learning Center**
District 6 Human Resources
Development Council

**District IV HRDC**
Dolce Canto
Domestic & Sexual Violence Services of Carbon County

DOVES—Domestic Violence Education Services
Dress for Success Billings
Eagle Mount Billings
**Eagle Mount Bozeman**
Eagle Mount Helena

**Easter Seals-Goodwill Northern Rocky Mountain**
Eastern Montana CASA-GAL Inc.

**Eastern Montana Industries**
Ecology Project International Education Foundation
for Billings Public Schools

**Emerson Center for the Arts & Culture**

Fitch Foundation
**Flathead CARE**
Flathead Community Foundation
Flathead County Library Foundation

**Flathead Food Bank**
Flathead Land Trust
Flathead Reservation & Lake County Coalition for Kids

Flathead Shelter Friends

**Florence Crittenton Home & Services**
Footloose Montana
Foundation for Community Care

**Foundation for Community Vitality**
Frances Mahon Deaconess Hospital Foundation

Friends of Dominy Park
Friends of Irish Studies in the West
Friends of the Hobson Library
Friends of the Library Livingston
Friends of the Museum of the Plains Indian
Friends of the Shelter
Friends of the Story
Friends to Youth

**Friendship Center of Helena**
**Friendship House**
\*Fringe Films
Front Range CASA/GAL
Fun2U

Gallatin County Community Radio
Gallatin County Love in the Name of Christ
Gallatin Gateway Youth Group
Gallatin Valley Land Trust
Gallatin Valley YMCA

Garden City Harvest
Girl Scouts of Montana & Wyoming
Glacier Community Health Center
Glacier County Historical Museum
Glacier National Park Fund
Glacier Natural History Association
Glacier Symphony & Chorale

**Glenrose Medical Center Foundation**
Glen-Wood

Global Village
Global Wildlife Resources
Grandstreet Theatre

**Great Burn Study Group**
Great Falls Area Community Foundation
Great Falls Community Food Bank
Great Falls Development Authority
Great Falls Senior Citizen’s Center

**Great Falls Symphony Association**
Great Falls Young Peoples Choir
Greater Gallatin United Way
Greater Gallatin Watershed Council

**Greater Glendive Community Foundation**
Greater Missoula Family YMCA

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 Haven**

**Hays Community Development Corporation**
Headwaters Cooperative Recycling

**Healthy Mothers Healthy Babies, The Montana Coalition**

**Heart of the Valley Animal Shelter**
Hearts & Homes Family Resource Center

Heisey Youth Center
Helena Area Habitat for Humanity

**Helena Civic TV**

**Helena Family YMCA**

**Helena Food Share**
Helena Indian Alliance

Helena Industries
Helena Symphony Society

**HELP Committee & Boys & Girls Club of the Hi-line**

**Heritage Christian School**

**Hi-Line Home Programs**

**Hi-Line Women Against Breast Cancer**
Historic St. Mary’s Mission

**Hockaday Museum of Art**

**Holter Museum of Art**

**Holter Museum of Art**

**Holton Public Library**

**Hospice Care Foundation**

**Houghton’s Lookout**

**Huron Volunteer Ambulance Service**

**Huyck’s Lookout**

**Ikeda’s Lookout**

**Indian Law Resource Center**
Indian Nonprofit Alliance
Interfaith Hospitality Network of Yellowstone County

Intermountain International Choral Festival

**International Organic Inspectors Association**

**Jobs for Montana’s Graduates Foundation**
Junior Achievement of Montana

**Jwala Muktika School for Illumination**

**Kairos Youth Services**

**Kalispeis Education Foundation**

**Kid Central**

**Lake County CDC**

**Lake County Community Housing**

**Lakeside ORU**

**Landon’s Lookout**

**Last Chance Public Radio Association**

**Last Chance Tennis Association**

**LaVie: An Early Pregnancy Clinic**

**Leadership Montana**

**Lewis & Clark County Community Foundation**

**Lewis & Clark Humane Society**

**Lewis & Clark Literacy Council**

**Lewis & Clark Public Library Foundation**

**Lewistown Art Center**

**Libby Volunteer Ambulance Service**

**Liberty Place**

**Life Houses**

**Lighthouse Christian Home & Services for the Developmentally Disabled**

**Lincoln County Transportation Service**

**Literacy Bitterroot**

**Literacy Volunteers of Flathead County**

**Living Art of Montana**

**Livingston Healthcare Foundation**

**Livingston Food Pantry**

**Livingston Youth Soccer Association**

**MNA OFFICIALLY SPINS OFF FROM BSI AS STANDALONE NONPROFIT**

**FIRST EXECUTIVE DIRECTOR HIRED**

**2003**

**501(C)(3) STATUS RECEIVED FROM IRS**
Missoula Community Dispute Resolution Center
Missoula Community Foundation
Missoula Community School
Missoula Cultural Council
Missoula Developmental Service Corporation
Missoula Educational Foundation
Missoula Food Bank
Missoula Housing Authority
Missoula Manor Homes
Missoula Ravalli Transportation Management Association
Missoula Urban Demonstration Project
Missoula Writing Collaborative
MonDak Historical & Arts Society
Montana 4-H Foundation
Montana A Cappella Society
Montana Artists Refuge
Montana Arts Council
Montana Audio Information Network
Montana Audubon
Montana Budget & Policy Center
Montana Center for International Visitors Inc.
Montana Chamber Foundation
Montana Child Care Resource & Referral Network
Montana Children’s Initiative
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 Developmental Disabilities
Montana Council on Economic Education
Montana Council on Problem Gambling
Montana Creativity Quest—Montana Destination Imagination
Montana Credit Unions for Community Development
Montana Crime Prevention Association
Montana Economic Developers Association
Montana Economic Revitalization & Development Institute
Montana Environmental Education Association
Montana Environmental Information Center
Montana Farm Bureau Federation
Montana FFA Foundation Inc.
Montana Fish Wildlife & Parks Foundation
Montana Food Bank Network
Montana History Foundation
Montana Horse Sanctuary
Montana Human Rights Network
Montana Indian Education Association
Montana Innocence Project
Montana Justice Foundation
Montana Land Reliance
Montana Learning Center
Montana Meth Project
Montana Natural History Center
Montana Natural Resources Youth Camp
Montana Organizing Project
Montana Outdoor Science School
Montana Post Secondary Educational Opportunities Council
Montana Preservation Alliance
Montana Professional Teaching Foundation
Montana PTA
Montana Public Health Association
Montana Raptor Conservation Center
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
Montana’s Parrot & Exotic Bird Sanctuary
Morningstar Learning Center
Mountain View Social Development Center
MSU Billings Foundation
MusEco Media & Education Project
Museum of the Rockies
Musikanten Montana
Musselshell Valley Community Foundation
Myrna Loy Center for Performing & Media Arts
NAMI—Billings
NARAL Pro-Choice Montana Foundation
National Alliance on Mental Illness of Montana
National American Indian, Alaskan & Hawaiian Educational Development Center
National Center for Appropriate Technology—N.C.A.T.
National Coalition Building Institute
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 Central Montana Resource Conservation & Development Area
North Valley Hospital Foundation
North Valley Music School
Northeast Montana Health Services Charitable Foundation
Northern Plains Resource Council
Northern Rockies Educational Services
Northern Rockies Heritage Center
Northwest Connections—Environmental & Cultural Resource Center
Northwest Montana United Way Inc.
NW Montana Headstart
NW Montana Veterans Stand Down
Nye Community Foundation
Old Trail Museum
Oneness Project
Opportunities
Opportunity Link
Opportunity Resources
Our Montana
Outdoor Writers Association of America
Paw For Paws Foundation
Parents Let’s Unite for Kids—PLUK
Paris Gibson Square
Park County Community Foundation
Park County Friends of the Arts Danforth
Parmly Billings Library Foundation
People First of Montana
Piegan Institute
Plains Justice
Planned Parenthood of Montana
Polar Oceans Research Group
Pompeys Pillar Historical Association
Poverello Center
Prayer Lodge
Pregnancy Resource Center of Helena
Prickly Pear Land Trust
Sixth Judicial District CASA GAL
Smelter City Family Development
Snowy Mountain Development Corporation
Southwestern Montana Family YMCA
Special K Ranch
Special Olympics Montana
Spina Bifida Association of Montana
Support Group
Spring Meadow Resources
St. John’s Lutheran Hospital
St. Luke Community Healthcare Foundation
St. Patrick Hospital & Health Foundation
St. Peter’s Hospital Foundation
St. Vincent DePaul Society
Stafford Animal Shelter
STEP
Stevensville Community Foundation
Stillwater Historical Society & Museum of the Beartooths
Student Assistance Foundation
Sun River Watershed
Sunburst Community Service Foundation Inc.
Sunburst Unlimited
Susan G. Komen for the Cure—Montana Affiliate
Sustainable Business Council
Sustainable Obtainable Solutions
Swan Ecosystem Center
Swan View Coalition
Sweet Grass Health & Wellness Foundation
Sweet Medical Center Inc.
Sweetgrass Development, EDD Systems for Environmental Management
Tamarack Grief Resource Center
Templed Hills Baptist Camp
Teton Medical Center Foundation
The Cinnabar Foundation
The Great Program
The Haynes Foundation
The Heritage Museum
The Nature Conservancy
The Nurturing Center

The People’s Partners for Community Development
The Policy Institute
The Samaritan House
The Simple Gifts Project
The Traveling School
The Tributary Fund
The University of Montana Foundation
The Western Montana Chapter
Three Mile Lake Area Foundation
THRIVE
Travelers’ Rest Preservation & Heritage Association
Treacy Company
Tri-County Network Against Domestic & Sexual Violence
Trot Conservancy of Montana
Tumbleweed Runaway Program
Turning the Wheel
Two Rivers Economic Growth Uganda Orphans Fund
United Way of Butte & 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 Inc.
University of Montana Western Foundation
Upper Swan Valley Historical Society
Valley County Community Foundation
Victim-Witness Assistance Services Inc.
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 Company
Wild Rockies Field Institute
Wild Skies Raptor Center
Wilderness Watch Inc.
Willow Creek Nutrition Program
Women in Action
Women’s Opportunity Resource—W.O.R.D.
Women’s Resource Center

Women’s Voices For The Earth
Working Dogs for Conservation Foundation
Working for Equality & Economic Liberation (WEEL)
WorkSafeMT
World Affairs Council of Montana
World Museum of Mining
WWV Idea
Yellowstone AIDS Project Inc.
Yellowstone Art Museum
Yellowstone Association
Yellowstone National Park
Yellowstone Ballet Company
Yellowstone Boys & Girls Ranch
Yellowstone Boys & Girls Ranch Foundation
Yellowstone Business Partnership
Yellowstone CASA
Yellowstone Conference
United Methodist Foundation
Yellowstone Country Guardians
Yellowstone County Council on Aging
Yellowstone Ecological Research Center
Yellowstone Gateway Museum of Park County
Yellowstone Historic Center
Yellowstone Park Foundation
Yellowstone River Parks Association Inc.
Young Parents’ Education Center
Youth Dynamics
Youth Enhancement Services
Youth Homes Inc.
Youth Image Project
Youth Yellowstone Boys & Girls Ranch
YWCA of Helena
YWCA of Missoula
YWCA of Great Falls—Mercy Home
ZooMontana
Zootown Arts Community Center

ACCEPTED AS A FULL MEMBER OF THE NATIONAL COUNCIL OF NONPROFIT ASSOCIATIONS
MOVED INTO NEW OFFICES AND CURRENT HOME
PUBLIC POLICY COUNCIL CREATED
FIRST MEMBER SERVICES DIRECTOR HIRED
A Decade of Collaboration:

MNA has built strong partnerships with nonprofits and support organizations in Montana, the region, and nationally. This spirit of collaboration began 10 years ago when nonprofit leaders were asked about what the role of a state association should be, and to share their priorities for our work at the first town hall meetings in over 20 communities across Montana. Follow-up town halls were conducted in 2008 to inform MNA’s new Business Plan. From advocacy to the creation of Principles and Practices; from providing member services to developing special projects like Build Montana—this culture of partnership with our members is evident in all of MNA’s endeavors.

Our work at MNA is also supported by our relationships with our many partners: Through the National Council of Nonprofits we connect with over 35 state associations across the country; we are working with our regional partners in Alaska, Idaho, Oregon and Washington on capacity building and evaluation; and our many nonprofit, business, and public partners in Montana join us in our public policy, organizational development, community service, and philanthropy work.

We also encourage our members to build meaningful and supportive relationships with local networks and to become active members of sub-sector associations. Local nonprofit networks can be found in Bozeman, Missoula, the Flathead, eastern Montana, and the Native American communities. MNA provides opportunities throughout the year for members to network with one another at the conference and trainings, and online through resource sharing and social networking.
**PUBLIC POLICY**

MNA’s advocacy and public policy program seeks to deepen public understanding of nonprofits, give voice to nonprofit leaders in policy debates at the national, state and local levels, and build the capacity of nonprofit leaders to be effective advocates for their missions and broader nonprofit issues. Even before our first Nonprofit Day at the Montana State Capitol in 2007, MNA was hard at work building the structures, networks, knowledge-base, and credibility to serve as an effective lead advocate for Montana’s nonprofit sector. Now ten years from start-up, our growing influence is already paying important dividends on policy matters vital to the health and well being of the nonprofit sector.

**Building Partnerships with National Leaders**

In time, all successful leadership movements develop a rich network of connectivity, knowledge, resources, and influence that combine to affect change. The nonprofit sector is no different. One of MNA’s most important partners is the National Council of Nonprofits that was founded in 1989 by a group of state association leaders across the country and has really come of age over the past twenty years. The National Council’s most unique asset is its national-state-local network that operates through the 36 member State Associations, including MNA, across the country. Every day, the National Council’s State Associations are working to build the capacity and organizational effectiveness of more than 24,000 local community-based nonprofit members that collectively serve tens of thousands of individuals and communities.

MNA was formally approved as a member in good standing of the National Council network in 2005 and has been an active member ever since. This partnership has allowed MNA to connect with our peers across the country to better serve our members, gain access to valuable knowledge and resources to share with our members, save money for nonprofits through group buying programs such as ReadyTalk teleconferencing, and—most importantly—raise our collective voices on nonprofit advocacy and public policy issues that matter at all levels of government. MNA works to contribute as much to the network as we receive in return. MNA is proud to partner with the National Council of Nonprofits.

“The Montana Nonprofit Association public policy program is legendary within the State Association network. MNA has secured critical support for nonprofit capacity building programs, health care reforms that benefit nonprofit employers, and the creation of nonprofit jobs. MNA’s work has raised the overall profile of the Montana nonprofit community by promoting public awareness of the impact of nonprofits in communities throughout the state. The public policy work of MNA is a model for all State Associations and for nonprofits throughout the country.”

—Tim Delaney,President/CEO of the National Council of Nonprofits

**successfully lobbied**

- for passage of the Montana Charitable Endowment Tax Credit to build philanthropic support
- for the Serve America Act to encourage service and volunteerism
- for the Nonprofit Capacity Building Act to build strong organizations
- for the Patient Protection and Affordable Care Act to provide health insurance tax credits for small nonprofits
- for the HIRE Act to promote nonprofit job security and job growth

Thousands of MNA member calls and emails have been received by policy makers regarding key nonprofit issues.

900 MNA members, community leaders, and legislators have attended Nonprofit Day at the State Capitol since 2007.

357 nonprofit leaders have been trained in advocacy and lobbying skills.
Since MNA first offered the Unemployment Insurance program in 2002, we have continued to offer our members high-quality products and services by leveraging our membership group-buying power to secure favorable prices on products that nonprofits need. In several instances, we have partnered with new vendors, increasing competition in Montana and improving the marketplace for our members. In this 10th year, we offer 22 programs that reduce administrative costs and enable members to direct more of their resources to their mission and program related activities.

Building Partnerships with Service Providers

MNA’s Unemployment Insurance alternative program was the first group buying program offered to our members, and First Nonprofit Companies (FNC) has been our UI vendor from the start. Since 2002, our partnership has resulted in Montana nonprofits saving over $2,127,725.00 on UI costs which have then been redirected back into communities and mission-related activities.

MNA’s strong membership base is a key asset in bringing cost savings to the sector. Vendors recognize the value of our collective membership buying power and are grateful for the access to our loyal membership.

The success of this program is substantial, with FNC currently serving over 80 MNA members statewide, who have collectively saved millions of dollars over the years.

“Throughout our years of working together, First Nonprofit Companies and MNA have built a strong relationship that has benefited MNA, their members, and our company. The value of our partnership with MNA is truly priceless. They have been one of the fastest growing state association partners, as well as one of the most effective in helping nonprofits understand how the MNA/FNC UI alternative program can save nonprofits thousands of dollars each year without exposing them to any budget uncertainty.”

“MNA has exceeded our expectations as a partner, and we expect MNA to play a vital role in benefiting both FNC and Montana nonprofits for many years to come.”

—Cecelia Piazza, VP of Member Services at First Nonprofit Companies

$2,100,000 saved by Montana nonprofits through MNA’s Unemployment Insurance Alternative program since 2002

5.9% increase on health insurance premiums negotiated by MNA Group Benefits Trust in 2011—our cumulative 5-year increase is less than what most programs see in just one year

$290,000 saved by MNA members since 2009 on GrantStation database program

100,000 views of nonprofit jobs posted on the MNA Career Center since 2005
RESEARCH & COMMUNICATIONS

Through our research and communications program, MNA seeks to deepen public understanding and awareness of nonprofit issues through timely and relevant research, information, and resources. MNA regularly publishes research on the size, scale and impact of the nonprofit sector in Montana and survey results about Montana nonprofit wages and benefits. We also make key resources on volunteerism, philanthropy, economics and policy available online by connecting with our partners at the state and national level. And, we share stories about MNA, our members, and the sector through print, radio, television, web-based, electronic messaging, and social media.

Building Partnerships with Government

At MNA, we know that involved citizens help make Montana a great place to live, work, recreate and raise a family. That is why MNA is proud to celebrate our long standing partnership with the Governor’s Office of Community Service to promote and expand volunteer opportunities for all Montanans.

For a decade, MNA and the Governor’s Office of Community Service have successfully partnered on trainings and conferences to ensure a vital nonprofit sector and develop the next generation of volunteer leaders and managers.

Our most recent partnership with the Governor’s Office of Community Service recognizes that volunteers are vital to helping the nonprofits’ capacity to build strong communities. Build Montana is the first statewide online portal that makes it easy for Montanans to search for volunteer opportunities anytime and anywhere in the state. A program of MNA, Build Montana also provides a place to search for nonprofits, learn about the impact of the nonprofit sector and make donations directly to organizations that are at work strengthening our communities. For more information, visit Build Montana at www.buildmontana.org.

“The Build Montana website makes it so easy for organizations to promote volunteer opportunities for citizens to serve their community.”
—Jan Lombardi, Director of the Governor’s Office of Community Service

250,000 visits to the MNA website this past year with 1,050,000 pages viewed

42 stories about MNA were reported by radio, television and print news outlets since 2008

1700 subscribers to MNA communications, more than 400 likes on Facebook, and over 605 followers on Twitter

All of Montana’s nonprofits are represented on MNA’s Build Montana website
ORGANIZATIONAL DEVELOPMENT

MNA’s organizational development program seeks to build effective, efficient, and sustainable nonprofits through Principles and Practices for Nonprofit Excellence, organizational self-assessment, self-help resources, technical assistance, and training and educational opportunities. To date, over 2,800 individuals, representing almost 2,000 organizations, have attended 74 trainings offered by MNA; we have responded to almost 800 technical assistance calls; over 100 online resources and links are available; and over 3,000 people have attended MNA conferences.

Building Partnerships with Business

MNA is fortunate to have a partner like Anderson ZurMuehlen and Company P.C. in the business community. Their support of the nonprofit sector across the state, combined with their expertise in the areas of financial management and risk management has set the stage for an important cross-sector relationship for MNA.

This relationship started in 2007 when they were one of three major sponsors of the Lunch and Learn Series delivered in 8 communities throughout Montana. More recently, AZ provided speakers for 2 webinars and 4 seminars. And, this fall, MNA and Anderson ZurMuehlen will begin a partnership to provide technical assistance to MNA members in the area of Financial Management.

AZ has been a sponsor of every MNA Conference, sending participants and hosting an exhibitor table. They have also lent their expertise by presenting several break-out sessions in the Financial Management track and participating in all of our Consultant’s Corner events. And this year, a team of 7 will deliver one of four pre-conference sessions on all aspects of nonprofit risk management.

“Congratulations to the board and staff on MNA’s 10-year anniversary of service to Montana’s nonprofits! MNA provides valuable resources for Montana’s nonprofit organizations. MNA makes life better for all Montanans.”

—Don Laine, CEO of Anderson ZurMuehlen and Company P.C.
Building Partnerships with Montana Foundations

The growth of MNA could not have been possible without the support of foundations from the Montana philanthropic community. Whether it is support for our education and organizational development programs, our communications work, or making our conference possible every year, Montana foundations have seen both the potential and impact of supporting a statewide nonprofit association that works to strengthen Montana’s nonprofit sector.

One of the first foundations to recognize and support MNA’s work was Mountain Sky Guest Ranch Fund. Located in Montana’s beautiful Paradise Valley, the employees of Mountain Sky provide significant funding each year to support the collaborative efforts of Park and Gallatin County nonprofits through their employee-supported fund. Even though Mountain Sky funds primarily in these counties, they recognize that MNA’s work to promote the entire sector strengthens all of Montana’s nonprofits and in turn, the nonprofits and communities that border the ranch. The Mountain Sky Guest Ranch Fund first provided support to MNA in 2003 to help hire MNA’s first Executive Director and has continued their support every year.

“We have had a long relationship with MNA because we value the work they do to strengthen the capacity of Montana nonprofits, the leadership they bring to advancing the vital role of the sector, and the nonprofit connections they foster through the delivery of resources that are critical to survival in a sparsely populated region. Montana’s rural communities rely on local nonprofits to enhance their quality of life, and we know that MNA understands the unique needs of nonprofits located in and serving rural Montana.”

—Tawnya Rupe, Fund Director, Mountain Sky Guest Ranch
## Statements of Financial Position

**December 31, 2010 and 2009**

### Assets

<table>
<thead>
<tr>
<th></th>
<th>2010</th>
<th>2009</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Current Assets</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Cash and cash equivalents</td>
<td>$114,468</td>
<td>$83,725</td>
</tr>
<tr>
<td>Grants receivable, current portion</td>
<td>$168,750</td>
<td>$104,750</td>
</tr>
<tr>
<td>Accounts receivable</td>
<td>$59,812</td>
<td>$21,332</td>
</tr>
<tr>
<td>Prepaid expense</td>
<td>$1,000</td>
<td>$662</td>
</tr>
<tr>
<td><strong>Total current assets</strong></td>
<td>$344,030</td>
<td>$210,469</td>
</tr>
<tr>
<td><strong>Property &amp; Equipment</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Computers and equipment</td>
<td>$32,168</td>
<td>$32,168</td>
</tr>
<tr>
<td>Accumulated depreciation</td>
<td>(16,430)</td>
<td>(10,676)</td>
</tr>
<tr>
<td><strong>Total property and equipment</strong></td>
<td>$15,738</td>
<td>$21,492</td>
</tr>
<tr>
<td><strong>Other Assets</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Long-term grants receivable, net</td>
<td>$103,046</td>
<td>$50,080</td>
</tr>
<tr>
<td><strong>Total assets</strong></td>
<td>$462,814</td>
<td>$282,041</td>
</tr>
</tbody>
</table>

### Liabilities & Net Assets

<table>
<thead>
<tr>
<th></th>
<th>2010</th>
<th>2009</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Current Liabilities</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Accounts payable</td>
<td>$15,820</td>
<td>$1,801</td>
</tr>
<tr>
<td>Deferred membership dues</td>
<td>$44,103</td>
<td>$38,309</td>
</tr>
<tr>
<td>Payroll taxes payable</td>
<td>$7,851</td>
<td>$12,100</td>
</tr>
<tr>
<td>Accrued wages payable</td>
<td>$24,002</td>
<td>$30,730</td>
</tr>
<tr>
<td><strong>Total current liabilities</strong></td>
<td>$91,776</td>
<td>$82,940</td>
</tr>
<tr>
<td><strong>Net Assets</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Unrestricted</td>
<td>$71,713</td>
<td>$27,114</td>
</tr>
<tr>
<td>Temporarily restricted</td>
<td>$299,325</td>
<td>$171,987</td>
</tr>
<tr>
<td><strong>Total net assets</strong></td>
<td>$371,038</td>
<td>$199,101</td>
</tr>
<tr>
<td><strong>Total Liabilities &amp; Net Assets</strong></td>
<td>$462,814</td>
<td>$282,041</td>
</tr>
</tbody>
</table>

## Statement of Activities

**For the Year Ended December 31, 2010**

### Revenues

<table>
<thead>
<tr>
<th></th>
<th>UNRESTRIC TED</th>
<th>TEMPORARILY RESTRICTED</th>
<th>TOTAL</th>
</tr>
</thead>
<tbody>
<tr>
<td>Nonprofit member dues</td>
<td>$95,382</td>
<td>$-</td>
<td>$95,382</td>
</tr>
<tr>
<td>Affiliate member dues</td>
<td>$13,200</td>
<td>$-</td>
<td>$13,200</td>
</tr>
<tr>
<td>Sponsorships</td>
<td>$38,240</td>
<td>$15,000</td>
<td>$53,240</td>
</tr>
<tr>
<td>Discount product fees</td>
<td>$80,088</td>
<td>$-</td>
<td>$80,088</td>
</tr>
<tr>
<td>Conference and training fees</td>
<td>$76,880</td>
<td>$-</td>
<td>$76,880</td>
</tr>
<tr>
<td>Contributed support</td>
<td>$23,588</td>
<td>$305,466</td>
<td>$329,054</td>
</tr>
<tr>
<td>Project Fees</td>
<td>$24,750</td>
<td>$-</td>
<td>$24,750</td>
</tr>
<tr>
<td>Interest and dividends</td>
<td>$1,026</td>
<td>$-</td>
<td>$1,026</td>
</tr>
<tr>
<td><strong>Total revenue</strong></td>
<td>$546,282</td>
<td>$127,338</td>
<td>$673,620</td>
</tr>
</tbody>
</table>

### Expenses

<table>
<thead>
<tr>
<th></th>
<th>UNRESTRICTED</th>
<th>TEMPORARILY RESTRICTED</th>
<th>TOTAL</th>
</tr>
</thead>
<tbody>
<tr>
<td>Program</td>
<td>$414,025</td>
<td>$-</td>
<td>$414,025</td>
</tr>
<tr>
<td>Management and general</td>
<td>$76,276</td>
<td>$-</td>
<td>$76,276</td>
</tr>
<tr>
<td>Fundraising</td>
<td>$11,382</td>
<td>$-</td>
<td>$11,382</td>
</tr>
<tr>
<td><strong>Total expenses</strong></td>
<td>$501,683</td>
<td>$-</td>
<td>$501,683</td>
</tr>
</tbody>
</table>

### Increase in Net Assets

|                     | $44,599     | $127,338              | $171,937 |

### Net Assets, End of Year

|                     | $71,713     | $299,325              | $371,038 |

---

$550 million is the aggregate budget of MNA nonprofit members.

$240 million in wages are earned by Montanans employed by MNA nonprofit members.

Read MNA’s **New Business Plan** at www.mtnonprofit.org/busplan