Promoting a Strong Nonprofit Sector in Montana

2012 ANNUAL REPORT
Greetings from Montana Nonprofit Association –

This year MNA moved into its second decade of leadership within Montana’s nonprofit sector. When MNA began in 2001, our founders knew a strong membership was paramount. Today, almost 650 nonprofit organization members are both our foundation and our guide. With you, MNA has emerged as the voice for Montana’s nonprofit sector.

In many ways 2012 was a year of collecting. We gathered data, sought feedback, solicited advice, sent surveys, and asked your opinions. From the small business health care tax credit to the charitable deduction, sequestration, operating reserves and government contracts – you gave us information and we used it to inform, educate and advocate on your behalf.

As we listened, we heard your priorities for MNA. At the top of the list is excellent, readily accessible education and resources. Next, you look to MNA to be the voice, the advocate, the public policy presence for the sector. You also value MNA’s role as a one stop shop for current information and data on trends, challenges, and opportunities both within and outside the sector.

Our most significant accomplishments in 2012 directly respond to these priorities. We added a second staff person to our Professional and Organizational Development Program. We led the effort for renewal of Montana’s endowment tax credit, launching www.endowmt.org in the process. We brought you the 2012 Montana Nonprofit Compensation Report, the 2012 Nonprofit Finance Fund Report and did the legwork for the 2013 Montana Nonprofit Sector report.

As we look ahead, we recognize the immense challenges Montana’s nonprofits face – the reality of funding cuts, threats to the tax exempt status, public confusion about different types of nonprofits, and increased demands for service. Our response matters. Individually, we can cultivate an abundance mentality, become learners, do less and plan more, and intentionally sustain our inner lives. Organizationally, we can sharpen our focus and excel in our leadership and management practices. Collectively, we can continue to come together to raise the visibility and voice of Montana’s nonprofit sector for the betterment of Montana.

Thank you for your work, thank you for being part of Montana’s nonprofit community. Together we are many missions, one voice.

Jono McKinney, Chair
MNA Board of Directors

Liz Moore, Executive Director
MNA Leadership
MNA 2012 Board of Directors

Jono McKinney, Chair
President / CEO
Montana Conservation Corps - Bozeman

Russ Cargo, Vice Chair
Principal
Third Sector Services, LLC - Helena

Bruce Day, Treasurer
Executive Director
Rural Employment Opportunities - Helena

Andrea Davis, Secretary
Executive Director
homeWoRD - Missoula

Marcia Eidel, Member at Large
Development Director
Archie Bray Foundation - Helena

Kelly Bruggeman
Executive Director
First Interstate Bank Foundation - Billings

Carol Condon
Executive Director
Glendive Medical Center Foundation

Jim Lawrence
Vice President of Development
Special Olympics Montana - Great Falls

Brodie Moll
CEO
Mission Mountain Enterprises - Ronan

CB Pearson
Senior Vice President
M+R Strategic Services - Missoula

Mary Peterson
Executive Director
Eagle Mount - Bozeman

Sheila Rice
Executive Director
NeighborWorks Montana - Great Falls

Paul Tuss, Public Policy Council Chair
Executive Director
Bear Paw Development Corporation - Havre

MNA Staff
Melanie Dayton, Office Manager
Liz Moore, Executive Director
Brad Robinson, Member Services Director
Gail Tronstad, Training and Events Manager
Suzanne Wilcox, Organizational Development Director
MNA’s total revenue in 2012 was $552,401, higher than the 2011 total of $516,530.

MNA’s total operating expenses for 2012 were $588,665, a decrease from the 2011 total of $594,619.

81% of expenditures were used to strengthen Montana’s nonprofit sector by advancing our collective voice, increasing nonprofit management & leadership capacity, generating accurate research & information about the sector, & giving nonprofits access to a suite of cost-saving products. 17% of expenditures were used for administration and 2% for fundraising.

By year’s end, MNA’s statement of financial position reflected a planned decrease in net assets of $36,264 as donor restricted funds were released and expended for their identified purposes.
MONTANA NONPROFIT ASSOCIATION
2012 Statement of Financial Position

2012

ASSETS

CURRENT ASSETS
Cash and cash equivalents $215,894
Grants receivable, current portion $88,493
Accounts receivable $29,593
Prepaid expenses $1,000
Total current assets $334,980

PROPERTY AND EQUIPMENT
Computers and equipment $35,657
Software $11,006
Accumulated depreciation and amortization $(30,420)
Total property and equipment $16,243

Total assets $351,223

LIABILITIES AND NET ASSETS

CURRENT LIABILITIES
Accounts payable $21,332
Payroll taxes payable $8,840
Accrued wages payable $14,624
Deferred membership dues $49,742
Total current liabilities $94,538

NET ASSETS
Unrestricted $68,850
Temporarily restricted $187,835
Total net assets $256,685

Total liabilities and net assets $351,223

MONTANA NONPROFIT ASSOCIATION
Statement of Activities
For the Year Ended December 31, 2012

REVENUES:

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<tr>
<th></th>
<th>UNRESTRICTED</th>
<th>TEMPORARILY RESTRICTED</th>
<th>TOTAL</th>
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<tr>
<td>Nonprofit member dues</td>
<td>$ 108,089</td>
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<td>$ 15,020</td>
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<td>Sponsorships</td>
<td>$ 41,400</td>
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<td>$ 41,400</td>
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<td>Discount product fees</td>
<td>$ 80,355</td>
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<tr>
<td>Conference and training fees</td>
<td>$ 73,855</td>
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<td>$ 73,855</td>
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<tr>
<td>Contributed support</td>
<td>$ 49,801</td>
<td>$ 157,102</td>
<td>$ 206,903</td>
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<td>Miscellaneous</td>
<td>$ 513</td>
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<td>$ 513</td>
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<td>Project Fees</td>
<td>$ 25,688</td>
<td>$ -</td>
<td>$ 25,688</td>
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<tr>
<td>Interest and dividends</td>
<td>$ 578</td>
<td>$ -</td>
<td>$ 578</td>
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<tr>
<td>Net assets released from restriction</td>
<td>$ 199,586</td>
<td>$(199,586)</td>
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<tr>
<td>Total revenue</td>
<td>$ 594,885</td>
<td>$(42,484)</td>
<td>$ 552,401</td>
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EXPENSES:

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<th>UNRESTRICTED</th>
<th>TEMPORARILY RESTRICTED</th>
<th>TOTAL</th>
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<td>Program</td>
<td>$ 475,149</td>
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<td>$ 475,149</td>
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<td>$ 99,821</td>
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<tr>
<td>Fundraising</td>
<td>$ 13,695</td>
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<td>$ 13,695</td>
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<tr>
<td>Total expenses</td>
<td>$ 588,665</td>
<td>$ -</td>
<td>$ 588,665</td>
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<tr>
<td>Change in net assets</td>
<td>$ 6,220</td>
<td>$(42,484)</td>
<td>$(36,264)</td>
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<td>Net assets, beginning of year</td>
<td>$ 62,630</td>
<td>$ 230,319</td>
<td>$ 292,949</td>
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<tr>
<td>Net assets, end of year</td>
<td>$ 68,850</td>
<td>$ 187,835</td>
<td>$ 256,685</td>
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5
Membership

Membership is our foundation and our north star, strengthening and guiding the work of Montana Nonprofit Association. In 2012, MNA grew to represent more than 10 percent of all registered 501(c)(3)’s in Montana (IRS Exempt Organization Master File, 12/2012). Our membership participation makes Montana one of the most active, connected, and involved states in the country and MNA one of the most successful State Associations in the country. For that, we offer you our greatest thanks.
Membership Continued

Community Mediation Center
Community Medical Center Foundation
Community Option Resources Enterprises
Congregation Beth Aaron
Conrad Mansion Museum
Conservation Congress
Cooperative Health Center
Court Appointed Special Advocates of Missoula
Craighead Institute
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
Digger Athletic Association
Disability Rights Montana
District 6 Health Care Learning Center
District IV HRDC
Division for Early Childhood
Dolce Canto
Domestic and Sexual Violence Services of Carbon County
Dream Adaptive Recreation
Dress for Success Billings
Eagle Mount Billings
Eagle Mount Bozeman
Easter Seals-Goodwill Northern Rocky Mountain
Eastern Montana CASA-GAL
Eastern Montana Industries
Ecology Project International
Education Foundation for Billings Public Schools
Emerson Center for the Arts and Culture
Emma’s House
Energy Share of Montana
Ennis Community Children’s School
Equinox Theatre Company
Evergreen Kids Corner
Ewam
Exergy Friends of the Story Mansion
Experience Works
ExplorationWorks!
Families First
Family Connections
Family Promise of Gallatin Valley
Family Promise of Greater Helena
Family Promise of Yellowstone Valley
Family Service
Family Support Network
Family Tree Center
Farm in the Dell
Fergus County Council on Aging
Fifth Judicial District Voice for Children
FireSafe Montana
First Judicial District CASA-GAL Program
Fitch Foundation
Flathead CARE
Flathead Community Foundation
Flathead County Library Foundation
Flathead Economic Policy Center
Flathead Food Bank
Flathead Lakers
Flathead Land Trust
Florence Crittenton Home & Services
Footloose Montana
Footloose Montana
Footloose Montana
Footloose Montana
Footloose Montana
Forward MT Foundation
Foundation for Community Care
Foundation for Community Vitality
Friends Forever Mentoring
Friends of Dornix Park
Friends of the Hbson Library
Friends of the Library (Livingston)
Friends of the Museum of the Plains Indian
Friends of the Whitall Community Library
Friendship Center of Helena
Friendship House
Front Range CASA/GAL
Future West
Gallant Chance Ranch
Gallatin County Love in the Name of Christ
Gallatin Gateway Youth Group
Gallatin Ice Foundation
Gallatin Valley Farm to School
Gallatin Valley Land Trust
Gallatin Valley YMCA
Garden City Harvest
Gateway to Glacier Trail
Girl Scouts of Montana and Wyoming
Glacier Community Health Center
Glacier County Historical Museum
Glacier National Park Fund
Glacier Natural History Association
Glacier Symphony & Chorale
Glacier Unitarian Universalist Fellowship
Glendive Medical Center Foundation
Glen-Wood
Global Village
Global Wildlife Resources
Good Samaritan Ministries Thrift Store
Grandstreet Theatre
Great Beginnings Montessori School
Great Burn Study Group
Great Falls Area Community Foundation
Great Falls Community Food Bank
Great Falls Senior Citizen’s Center
Great Falls Symphony Association
Greater Gallatin United Way
Greater Gallatin Watershed Council
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
Hand Me Down Some Silver
Haven
Hays Community Development Corporation
Headwaters Cooperative Recycling
Healthy Mothers Healthy Babies, The Montana Coalition
Heart of Montana Canine Center
Hearts and Homes Family Resource Center
Helena Bicycle Club
Helena Civic TV
Helena Community Gardens
Helena Education Foundation
Helena Family YMCA
Helena Food Share
Helena Indian Alliance
Helena Industries
Helena Tourism Alliance
HELP Committee and Boys and Girls Club of the Hi-line
Hi-Line Home Programs
Hi-Line Women Against Breast Cancer
Historic St. Mary’s Mission
Hockaday Museum of Art
Holtz Museum of Art
Homework
Hopak Mountain
Hospice Care Foundation
HRDC 7
Human Resource Development Council District IX
Human Resources Council District XII
Humane Society of Northwest Montana
Humanities Montana
Indian Law Resource Center
Indian Nonprofit Alliance
Intermountain
International Choral Festival
International Organic Inspectors Association
Invasive Species Action Network
IQRA Fund
Jack Creek Preserve Foundation
Membership Continued

Job Connection
Jwalan Muktika School for Illumination
Kalispell Education Foundation
Kid Central
Lake County CDC
Lake County Community Housing
Lakeside QRU
Landon's Lookout
Last Chance Public Radio Association
Last Chance Tennis Association
LaVie: An Early Pregnancy Clinic
Leadership Montana
Learning the Importance of Fitness & Exercise
Lewis & Clark County Community Foundation
Lewis & Clark Humane Society
Lewis & Clark Library Foundation
Lewis & Clark Literacy Council
Lewistown Art Center
Liberty Place
LIFT
Lighthouse Christian Home & Services
Lincoln County Transportation Service
Literacy Bitterroot
Literacy Volunteers of Flathead County
Live! at the Civic
Living Art of Montana
Livingston Food Pantry
Livingston Youth Soccer Association
Lost and Foundation
Madison River Foundation
MAI WAH Society
Malta Opportunities
MAPS Media Institute
March of Dimes
Maternal Life International
McLaughlin Research Institute for Biomedical Sciences
Messengers for Health
Milk River
Mineral County Community Foundation
Mission Mountain Enterprises
Missoula Aging Services
Missoula Art Museum
Missoula Children's Theatre
Missoula Community Access Television
Missoula Community Foundation
Missoula Community School
Missoula Cultural Council
Missoula Developmental Service Corporation
Missoula Educational Foundation
Missoula Food Bank
Missoula Housing Authority
Missoula Indian Center
Missoula International School
Missoula Manor Homes
Missoula Ravalli Transportation Management Association
Missoula Senior Citizens Center Association
Missoula Urban Demonstration Project
Missoula Writing Collaborative
MonDak Historical & Arts Society
Montana 4-H Foundation
Montana A Cappella Society
Montana Aquatic Resources Services
Montana Arts Council
Montana Association of Churches
Montana Audubon
Montana BioScience Alliance
Montana Budget and Policy Center
Montana Celiac Society
Montana Chamber Foundation
Montana Child Care Resource & Referral Network
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 Economic Education
Montana Creativity Quest - Montana Destination Imagination
Montana Credit Unions for Community Development
Montana Economic Developers Association
Montana Economic Revitalization & Development Institute
Montana Education Consulting
Montana Environmental Education Association
Montana Environmental Information Center
Montana Farm Bureau Federation
Montana Federation of Garden Clubs
Montana FFA Foundation Incorporated
Montana Fish Wildlife and Parks Foundation
Montana Food Bank Network
Montana History Foundation
Montana Horse Sanctuary
Montana Human Rights Network
Montana Innocence Project
Montana Justice Foundation
Montana Land Reliance
Montana Learning Center
Montana Legal Services Association
Montana Library Association
Montana Meth Project
Montana Natural History Center
Montana Natural Resources Youth Camp
Montana Outdoor Science School
Montana Post Secondary Educational Opportunities Council
Montana Preservation Association
Montana Professional Teaching Foundation
Montana Project Healing Waters Fly Fishing
Montana PTA
Montana Public Health Association
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 TheatreWorks
Montana Veterans Foundation
Montana Weed Control Association
Montana Wilderness Association
Montana Youth Soccer Association
Mountain View Social Development Center
MSU Billings Foundation
MusEco Media and Education Project
Museum of the Rockies
Musikanten Montana
Musselshell Valley Community Foundation
Myrna Loy Center for Performing and Media Arts
NAMI - Billings
NARAL Pro-Choice Montana Foundation
National Alliance on Mental Illness of Montana
National Center for Appropriate Technology
National Indigenous Women’s Resource Center
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 Lake County Library Foundation
North Valley Hospital Foundation
Northeast Montana Health Services Charitable Foundation
Northern Plains Resource Council
Northern Rockies Educational Services
Northern Rocky Mountain RC&D
Northwest Connections - Environmental and Cultural Resource Center
Northwest Montana United Way
NW Montana Head Start
NW Montana Veterans Stand Down
Old Trail Museum
Oneness Project
Open Aid Alliance
Opportunities
Opportunity Resources
Organic Advisory & Education Council
Original Governors Mansion Restoration Society
Our Montana
Outdoor Writers Association of America
Owl Research Institute
Parents Let’s Unite for Kids
Paris Gibson Square
Park County Environmental Council
Parmly Billings Library Foundation
Piegne Institute
Plains Justice
Planned Parenthood of Montana
Polar Oceans Research Group
Pompey’s Pillar Historical Association
Poverello Center
Prayer Lodge
Preparing the Way
Prickly Pear Land Trust
Project WET Foundation
Queen City Ballet Company
R E A D I Workforce Training Systems
Ranchers Stewardship Alliance
Ravalli County Council on Aging
Ravalli Services Corporation
Reach Out & Care Wheels
Reach
Red Lodge Area Community Foundation
Red Willow Learning Center
Region IV Family Outreach
Representative Payee Services
Residential Support Services
Resource, Support and Development
Richland Opportunities Inc.
Rimrock Opera Company
RiverStone Health Foundation
Rockets Healthcare Foundation
Rocky Mountain Development Council
Rocky Mountain Elk Foundation
Rocky Mountain Front Weed Roundtable
Rocky Mountain Hemophilia & Bleeding Disorders
Ronald McDonald House Charities of Montana
Ruby Habitat Foundation
Ruby Valley Foundation
Ruby Valley Hospital Foundation
Run Wild Missoula
Rural Dynamics
Rural Employment Opportunities
Rural Landscape Institute
Student Advocates for Valuing the Environment
Supporters of Abuse Free Environments
SAFE Harbor
Salish Kootenai College Foundation
Sanders County Arts Council
Sanders County Coalition For Families
Sanders County Community Development Corporation
Santa Saks
Selway-Bitterroot Foundation
Sheridan Health Care Foundation
Shift Empowerment Programs
Silver Bow Art
Sixth Judicial District CASA GAL
Smelter City Family Development
Snowy Mountain Development Corporation
Society for Wilderness Stewardship
Soil and Water Conservation Districts of MT
Southwestern Montana Family YMCA
Special K. Ranch
Special Olympics Montana
Spina Bifida Association of Montana
Support Group
Spirit at Play Early Child Program
Splashes of Joy
Spring Meadow Resources
SQUAT
St. John’s Foundation
St. Labre Indian School Educational Association
St. Luke Community Healthcare Foundation
St. Peter’s Hospital Foundation
St. Vincent De Paul Society
Stafford Animal Shelter
STEP
Stevens Youth Center
Stillwater Historical Society & Museum of the Beartooths
Student Assistance Foundation
Students Abroad: Missoula
Sun River Watershed
Sunburst Community Service Foundation Inc
Sunburst Unlimited
Susan G. Komen for the Cure - Montana Affiliate
Sustainable Business Council
Swan Ecosystem Center
Swan View Coalition
Sweet Grass Artists’ Alliance
Sweet Grass Health and Wellness Foundation
Sweet Medical Center Inc.
Sweettgrass Development, EDD
Tamarack Grief Resource Center
TangoHelena
TAP 365
TEDxBozeman
Templed Hills Baptist Camp
Teton Medical Center Foundation
The Anonymously Yours Foundation
The Center for Children and Families
The Children’s Center
The Cinnabar Foundation
The Cody Dieruf Benefit Foundation
The Foundation for the Diocese of Helena
The Haynes Foundation
The Little Bitty Ranch
The Lotus Project
The Nurturing Center
The People’s Partners for Community Development
The Policy Institute
The Sacred Portion Children’s Outreach
The Samaritan House
The Simple Gifts Project
The Traveling School
The Tributary Fund
The University of Montana Foundation
The Western Montana Chapter THRIVE
Travelers’ Rest Preservation & Heritage Association
Treacy Foundation
Tri-County Network Against Domestic and Sexual Violence
Trophy Lake Stewardship Council
Trout Conservancy of Montana
Tumbleweed Runaway Program
Turning the Wheel
United Way of Butte and 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
University of Montana Western Foundation
Upper Swan Valley Historical Society
Valley County Community Foundation
Victim-Witness Assistance Services
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
<table>
<thead>
<tr>
<th>Whitefish Community Foundation</th>
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<tr>
<td>Whitefish Lake Institute</td>
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<td>Whitefish Theatre Co.</td>
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<td>Wild Skies Raptor Center</td>
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<td>Wilderness Watch</td>
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<td>YWCA of Great Falls / Mercy Home</td>
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**Affiliate Members**

- 5th House Consulting
- Allegra Marketing Print and Web
- ALPS Foundation Services
- Anderson ZurMuehlen
- Ascent Strategic Development
- Associated Employers
- Bancserve
- Big Sky Commerce
- Big Sky Owners Association
- Brian Abbott
- Briggs Consulting
- Broadwater Community Foundation
- Eric Brosten
- Carol Bronson
- Changing Directions
- Chany Reon Ockert Consulting, LLC
- Classic Ink Creative
- Colette Bernica
- Columbus Community Foundation
- Tracy Crabtree
- Debbie Richert
- Department of Labor & Industry
- Destination Missoula
- Doreen Dvarishkis
- Downtown Helena BID
- Extension Service Montana State University
- F.A.L.R. Community Foundation
- Ferrone Associates
- First Interstate Bancsystem Foundation
- First Nonprofit Companies
- First Nonprofit Insurance Company
- Frontline Processing Corporation
- Gallatin County DUI Task Force
- Galusha Higgins & Galusha
- Governor’s Office of Community Service
- Frances Graham
- Heather Willis
- Andrew Iaderosa
- IdealWare
- Jefferson Local Development Corporation
- Jefferson Valley Community Foundation
- John & Melanie Dayton
- Joy McGrath
- Junkermier, Clark, Campanella, Stevens PC
- Kathy Ruff
- Kerri Brown
- Kit Gillem
- LA Williams
- Lisa Smith
- Jorrun Liston
- Liz Moore
- Magpie Techwriting
- Mark Douglass
- Monitor Liability Managers
- Montana Conservation Voters
- Montana Correctional Enterprises
- Montana Historical Society
- Montana Nurses Association
- Montana State University- Northern
- Montana’s Glacier Country
- Mountain West Benefits
- MRG Financial Services, PLLC
- MSU Office of Community Involvement
- Nikki Sandve
- NTEN - The Nonprofit Technology Network
- O.P. & W.E. Edwards Foundation
- Park Side FCU
- Patty Dean
- Patty White
- PayneWest Insurance
- Peggy Owens
- Phil and Pat Grimm
- Phil Drake
- PLL Montana, LLC
- Pratt and Associates
- PSIA-NRM
- Randall Knowles
- River Rock Resources
- Ruthann Knudson
- Sage Solutions Nonprofit Consulting, LLC
- Sherry Meador
- Sigri J. Thorn-Gildea
- Stephanie Hull
- Stillwater County Chamber of Commerce
- Sue Talbot
- Susan Near
- Teresa Geremia Chart
- The Foraker Group
- The School of Art
- Theresa Sanford
- Third Sector Services
- Tom McElwain
- Turner and Associates
- UM Office for Civic Engagement
- Kathleen Wright
- Youth Connections
In 2012

1045 nonprofit leaders representing

583 organizations

located in 95 Montana communities

received more than 13,000 aggregate hours of Principles and Practices for Nonprofit Excellence training, education and technical assistance in areas such as Financial Management, Fundraising, Governance, Leadership, Advocacy and Planning through 14 community workshops,

25 webinars,

235 technical assistance contacts and MNA’s 2012 Annual Conference.

“Montana is a big state with a variety of nonprofit services and organizations. Our nonprofit association is crucial for serving our sector. I depend on MNA for sharing information, finding deals on insurance, providing ‘best practices’ in the nonprofit field and communicating changes in policy and nonprofit related reporting requirements for instance. The availability for support for the administrative side to the nonprofit work is a huge service to us. Overextended staff and small budgets make the connections in our state immensely helpful and are really our lifeline to succeeding.” — MNA 2012 Nonprofit Sector Survey
From the State Capitol to Washington DC, MNA raised the collective voice of 650 member organizations to fight for issues that matter to Montana’s nonprofits. Led by MNA’s sixteen member Public Policy Council, MNA’s advocacy work at the national, state and local levels included:

- Asking Montana’s congressional delegation to preserve rather than diminish the charitable deduction, especially as demand for services increase and sequestration and other spending cuts reduce overall funding to Montana’s nonprofits.

- Providing an opportunity for Montana’s nonprofit leaders to hear from and ask question of Montana’s gubernatorial and attorney general candidates prior to the election at the Candidate’s Forum during the 2012 MNA Conference.

- Taking up the leadership reins for the renewal of Montana’s endowment tax credit, set to expire in 2013. MNA joined forces with several partners to begin a full scale effort to renew the endowment tax credit, including building an advocacy coalition; developing and launching a new Endow Montana website, www.endowmt.org; meeting with legislators, candidates and community leaders throughout the state to generate support for the endowment tax credit; and, securing vital senate sponsorship of the endowment tax credit bill. These efforts resulted in a successful 2013 campaign to renew the endowment tax credit for another six years.

- Meeting with policy makers and state officials to listen, learn and weigh in on emerging legislative issues, resulting in several positive outcomes for the sector before the session began.

“The endowment tax credit . . . has helped Energy Share work toward achieving its goal of replacing state oil-overcharge “stripper well” funding with earnings from our endowment. We now use endowment earnings to help achieve our mission, which is to provide one-time assistance for Montanans who are facing energy emergencies.” — Rachel Haberman, Energy Share of Montana

Research and Information

Through research and information MNA deepens the understanding and awareness of nonprofit issues and connects nonprofit leaders, policymakers and the general public with timely and relevant information and resources about Montana’s nonprofit sector.

Major accomplishments in 2012 include:

161 Montana nonprofit organizations responded to MNA’s invitation to participate in a Compensation Survey in partnership with Columbia Books. As a result, Montana’s charitable nonprofits have access to the 2012 Montana Nonprofit Compensation Report, which details salary and benefit levels for approximately 100 positions in Montana’s nonprofit sector.

In partnership with Montana Community Foundation, MNA developed and launched Endow Montana, www.endowmt.org, offering comprehensive, current information about endowed giving to nonprofits, donors and policymakers.

In advance of the 2013 legislative session, MNA prepared the biennial Montana Nonprofit Sector Report, an economic impact report with information on employment, charitable contributions, volunteerism, and subsector demographics.

81 Montana nonprofit organizations participated in the 2012 Nonprofit Finance Fund Survey, offering a snapshot of the state of the nonprofit sector as it relates to demands for services, changes within the organization, funder and board engagement, and overall financial health.

MNA participated with state-associations in Alaska, Oregon and Idaho to initiate the first Northwest Nonprofit Sector Survey, which provided benchmark data on nonprofit capacity, effectiveness and sustainability from the perspective of nonprofit leaders. 148 Montana nonprofits participated.
Cost-Saving Products & Services for Members

MNA members saved more than $800,000 in 2012 through our cost savings and group buying programs.

- Renewal negotiations saved nonprofits participating in MNA's Group Benefits Trust (GBT) health insurance program $389,000 compared to the proposed rate increase.
- MNA's Unemployment Insurance (UI) program saves participating members $250,000 per year over using the State UI pool, provides stop loss insurance for added protection, and includes claims administration to reduce MNA member’s administrative burden.
- MNA’s members-only GrantStation Program saved participating organizations $159,000 compared to the standard rate. MNA members pay the lowest rate in the State Association network for full year GrantStation Subscription.
- MNA's Online Career Center saves participating members $45,000 per year when compared to major employment websites.

\[
\begin{align*}
\text{Total Savings} & = 389,000 + 250,000 + 159,000 + 45,000 \\
& = 843,000
\end{align*}
\]
The power of connection is apparent in the nonprofit sector. Montana's nonprofits partner with government, business, philanthropists, community leaders and colleagues in the sector. This vast web crosses community lines, cultural and demographic differences, and geographic boundaries in service of Montana's people, lands, waterways, animals, institutions and heritage.

Together MNA's 501(c)(3) members, foundation partners, business and individual supporters, partners in government, and the nonprofit consulting community are working to make Montana's communities stronger through the presence of a vibrant nonprofit sector.

MNA is proud to connect MNA members to almost 25,000 other nonprofit organizations through affiliation with the National Council of Nonprofits.

- In 2012 MNA partnered with Anderson ZurMuehlen, Associated Employers, the Nonprofit Law Section of the Montana State Bar Association, Montana's Community Foundations, philanthropists, and a host of consultants, and trainers to offer excellent education in nonprofit management, leadership and governance.

- MNA's cost saving and group buying products are supported by eighteen different business vendors, including Blue Cross Blue Shield of Montana, Mountain West Benefits, First Nonprofit Group, PayneWest, JobTarget, NTEN, GrantStation, IdealWare, ReadyTalk, and CoeusGlobal.

- As a result of support from the M.J. Murdock Charitable Trust, MNA is one of four organizations participating in the Northwest Nonprofit Support Organization Initiative (NSOI). Through this effort, Montana's nonprofit sector benefits from the shared wisdom, information and resources within the NSOI.
Thank you! A warm thank you to our many financial supporters:

Foundations
Billings Community Foundation
Dennis and Phyllis Washington Foundation
First Interstate BancSystem Foundation
High Stakes Foundation
M.J. Murdock Charitable Trust
Montana Community Foundation
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Businesses
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Individuals
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Bruce Day
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Phil and Pat Grimm
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Sheila Rice
Sue Talbot

Volunteers:
Thank you to the many individuals across the state who gave time, energy, and ideas to MNA in 2012 on behalf of the greater Montana nonprofit community.

* MNA Sustaining Members

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