

Expanding to Serve You IN FY '02

Annual Report Fiscal Year 2002

(April 1, 2001 – March 31, 2002)

MISSION STATEMENT

Maryland Nonprofits' mission is to strengthen and support the ability of nonprofit organizations to serve the community and to enhance public understanding of, confidence in, and support for the nonprofit sector. To achieve this goal, Maryland Nonprofits works through a five-part program of: training and technical assistance on the entire spectrum of nonprofit management topics; cooperative buying programs for the purchase of employee benefits, office equipment and supplies and other necessary goods and services; information sharing and networking through informal roundtable discussion groups and monthly member mailings; public policy advocacy on issues affecting the health and vitality of the nonprofit sector; and research, public education and public relations to promote increased support for the nonprofit sector.

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Message from The Board Chair and The Executive Director

Expanding to Serve You in FY2002

Looking back on FY02, the theme “No Pain, No Gain” seems fitting. As we recall the days when hammers and drills dominated life in our Baltimore office, it is a pleasure to report that the renovation is over and the results are terrific. Our library is spacious, comfortable and easy to use, and we have not one, not two, but *three* meeting rooms, and a larger kitchen to share with members. We greatly expanded the mailroom, and have wonderful new duplication machinery we also share with our members. And happily, our staff members no longer sit on top of each other in cramped, crowded space.

Less visible than the renovation was the complete overhaul of our organization-wide information technology systems that took place in FY02. This has allowed us to expand many services to an online format, to more accurately track and analyze member activities, needs and responses, and to communicate more efficiently with members by electronic mail and through our website. Much of this work is still in progress, but we're all glad to have survived the worst days of tearing our hair out in an effort to translate the ideas into reality and the everyday use of technology!

While these expansions were costly, they were absolutely necessary. We are very grateful to the private and public funders who supported these expansions with grant funds, thereby enabling us to complete the renovation/expansion. And we salute the staff who rarely grumbled while all the havoc took place around them. We hope you come see us; you are all welcome to use the facilities in our Baltimore and Silver Spring offices, which we have developed to better serve all our members.

We are pleased to report that we ended FY02 with 1,247 organizational members, including 241 new member organizations and 97 new associate members. Of the new members, 63 organizations are located in the Maryland counties that surround the Washington, DC area. In FY02 we retained 91% of our members over the prior year and 95% of the dues. We also experienced a 25% increase in use of our website and added two new cooperative buying services.

Maryland Nonprofits' focus on our members and how to serve them better also included major program expansions in FY02. For example, we piloted an Executive Fellows Program under the sponsorship of the Harry and Jeanette Weinberg Foundation, and developed a business plan as part of our investigation into establishing a more extensive consulting practice than we currently sustain through the Management Innovation Project and the Executive Transition Initiative. In the *Standards for Excellence* program, we expanded our staff to assist Maryland organizations seeking to meet the *Standards*, and began the process of helping our sister associations in five states launch their own *Standards for Excellence* programs, made possible with funding from several major national foundations.

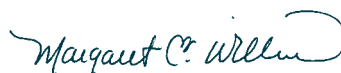
It was a challenge to undertake several expansions simultaneously – some planned, some not – but we take great pride in knowing it was worth the “gain”: an improved ability to serve our members and the entire nonprofit sector in Maryland. We continue to grow to serve the changing needs of individual nonprofits and the nonprofit sector as a whole. Our staff is dedicated to helping you and your organization develop, maintain, and expand your mission objectives.

We hope you will take a few moments to read the following pages about the programs and services that we carried out in FY02. Thank you for your support and for your patience over the past year.

Sincerely yours,



Peter V. Berns
Executive Director



Margaret E. Williams
Board Chair

FY02 BOARD OF DIRECTORS *(As of 3/31/02)*

(For the current list of Board members go to www.mdnonprofit.org)

CHAIRPERSON

Margaret E. Williams
Friends of the Family

VICE-CHAIRPERSON

Stephen H. Morgan
The Arc of Baltimore
(formerly Baltimore Association of Retarded Citizens)

SECRETARY

Wilhelm H. Joseph
Legal Aid Bureau

TREASURER

Marge Thomas
Baltimore Goodwill Industries

Stephen T. Baron
Baltimore Mental Health Systems

Mindy Koplon Binderman
Binderman & Ciecot LLP

Karen Y. Bond
Baltimore Educational Scholarship Trust

Patricia A. Bosse
College of Notre Dame

Sheryl Brissett-Chapman
National Center for Children and Families

Theresa A. Cameron
Arts and Humanities Council of Montgomery County

Jan A. Desper
University of Maryland Alumni Association

Jennifer Draxton
Friends of Annmarie Garden

Robert J. Etgen
Eastern Shore Land Conservancy

Cheryl Petty Garnette
Ivy Community Charities of Prince George's County

Martina A. Martin
United Way of Central Maryland

John F. Plaskon
Crossroads Community

Francisco J. Ramirez
Rural Schools and Community Trust

Lester M. Salamon
Johns Hopkins University Center for Civil Society Studies

Lee A. Sheller
Piper Rudnick LLP

James E. Upchurch, Jr.
Interfaith Housing of Western Maryland

Robert L. Waldman
Venable, Baetjer & Howard LLP

FY02 STAFF *(As of 3/31/02)*

(For the current list of staff members go to www.mdnonprofit.org)

Peter V. Berns, *Executive Director*

Jacqueline Bentz Dugroo, *Director of Training and Online Services*

Henry Bogdan, *Director of Public Policy and Public Affairs*

Victoria Bullard-Vinson, *Program Manager, Advocacy Leaders Program*

Beverly Davenport, *Office Manager **

Kenna Forsyth, *Librarian*

Maurice Gardner, *Administrative Assistant **

Nancy Hall, *Director of Finance, Marketing, and Membership Services*

Steve Hill, *Director Maryland Budget & Tax Policy Institute*

Deb Jung, *General Counsel*

Michael Lee, *Program Associate, Standards for Excellence*

Amy Coates Madsen, *Program Director, Standards for Excellence*

Stephanie Mlynar, *Lutheran Volunteer Corps, Standards for Excellence Assistant **

Padraic Morton, *Staff Attorney*

Noah Parker, *Program Associate, Standards for Excellence*

Tim Rahto, *Information Systems Manager*

Rafael Colon Regales, *Program Associate*

Tricia Rubacky, *Senior Development Advisor*

Tim Siegel, *Regional Director, Silver Spring Office **

Jill Stephenson, *Program Associate*

Kimberly Thomas, *Postal Coordinator*

Mara Winters, *Program Manager, Weinberg Fellows Program*

Lavina Woodward, *Postal Coordinator*

*no longer on the staff

A BRIEF HISTORY OF THE MARYLAND ASSOCIATION OF NONPROFIT ORGANIZATIONS

The nonprofit and philanthropic community established the Maryland Association of Nonprofit Organizations in 1991 after a two-year statewide organizing effort by more than 200 organizations, representing all nonprofit sectors and regions of the state. Since that time, the Association has grown from 139 charter members to 1,250 nonprofit organization members and 300 associate members, and it is now one of the largest and most successful nonprofit associations in the United States. ♦ The Maryland Association of Nonprofit Organizations, or “Maryland Nonprofits” for short, has grown from a staff of two in a small office to a staff of 24 in two locations: Baltimore and Silver Spring. Over the past five years, we developed and began implementing the *Standards for Excellence*, now a nationally recognized code of ethics and accountability for the nonprofit sector. In 2001, this program attracted the financial support of national foundations eager to see the *Standards for Excellence* implemented in other state associations of nonprofits. ♦ In 1998 we established the Maryland Budget and Tax Policy Institute to analyze how state fiscal policies impact vulnerable populations and the Management Innovation Fund to assist organizations contemplating mergers and strategic alliances. In 2001 we also created the Executive Transition Initiative to support organizations in the process of hiring a new executive director, and developed a new Advocacy Leaders Program in an effort to enhance advocacy skills among nonprofits. ♦ Descriptions of Maryland Nonprofits’ programs and services can be found on our websites: General Information and Training Schedules - www.mdnonprofit.org; the *Standards for Excellence* Program - www.standardsforexcellence.org; and the Maryland Budget and Tax Policy Institute - www.marylandpolicy.org.

"Thank you for conducting the recent Board Excellence Training sessions for Court Appointed Special Advocates of Baltimore City; I truly did get the feeling that we all picked up some great ideas, and the training certainly energized and motivated me to implement some of those ideas."

*James Rock, Board Member
Court Appointed Special Advocates of
Baltimore City*

"I contacted you to ask advice regarding fundraising for MEDBANK to create a pharmacy...you recommended the Weinberg Foundation to me. I'll never forget that advice. The pharmacy will open in a few more weeks with primary funding from the Weinberg Foundation and other fundraising in the works. Thanks again!"

*Christine R. Garland, Executive Director
MEDBANK of Maryland, Inc.*

"I wanted to take the time to let you know how much I appreciate your organization and the wealth of information you pass on to individual nonprofits. No matter who answers the phone my questions are answered promptly or I am transferred to the person who can help me. In this electronic age it is wonderfully refreshing to have real people give true customer service. Congratulations on a job well done."

*Jackie Sims, Assistant Director
Sidran Traumatic Stress Foundation*

New in FY 02 –New Programs, New Products, New Services and New Victories for Maryland Nonprofits

COOPERATIVE BUYING PROGRAMS

Maryland Nonprofits' cooperative buying programs give our members opportunities to save time and money. We negotiate lower prices or attractive features with vendors who understand nonprofits and appreciate their business. By the end of FY02 we offered 14 different programs including Workers Compensation Insurance, Directors & Officers Liability Insurance, Office Equipment, and Payroll Services. By the end of the year, almost half of our membership (550 members) participated in one or more of the programs offered. The Directors and Officers Liability Insurance Program remains a favorite with 340 participating organizations. Our employee benefit programs are especially attractive to small organizations that are hiring their first paid staff and want to be competitive.

The Maryland Nonprofits Workers Compensation Program with IWIF marked its third birthday by celebrating an increase to over \$3 million total annual premium for our members. This translates to combined savings for our members of \$400,000 annually. IWIF offers a discount on a product that is required for every organization with staff. It is one of our most popular programs, so far having attracted 215 participating member organizations, ranging from organizations with one staff to organizations with thousands of staff.

Unfortunately FY02 was a year when nonprofits experienced substantial increases in insurance premiums. The poor performance of equity markets coupled with the September 11th disaster were major forces behind these increases, although this provided little consolation to the many callers who asked "If I haven't done anything different, why is my premium increasing?" Maryland Nonprofits has kept our members informed about trends in the insurance marketplace, provided information on how to control their insurance costs, and continued to negotiate with our vendors to keep premiums as reasonable as possible.

In FY02 Maryland Nonprofits added two new money-saving services to our members: banking services through Allfirst and discounts from Consistent Computer Bargains (CCB). CCB has been a long time provider of software and hardware to the nonprofit community, and in FY02 they began offering our members an additional 5% off their already low prices.

For more information about the Cooperative Buying Programs, log on to www.mdnonprofit.org or give us a call.

STANDARDS FOR EXCELLENCE

In FY02, the *Standards for Excellence* program certified its third graduating class of 12 organizations with the Seal of Excellence. The organizations that were certified included:

Advocates for Children and Youth
Anita Lynne Home
Crossroads Community
Health Education Resource Organization (HERO)
Housing Unlimited
Humanim
International Center for the Integration of Health and Spirituality
Maryland Association of Community Services
Maryland Center for Veterans Education and Training
Prince George's Child Resource Center
Women Entrepreneurs of Baltimore
YWCA of Annapolis and Anne Arundel County

The National Replication component of the *Standards for Excellence* also took off in FY02. With major support from national foundations, Maryland Nonprofits is assisting five other state associations in Louisiana, Pennsylvania, North Carolina, Ohio and Georgia to establish *Standards for Excellence* programs modeled after the Maryland program.

Established in 1998 by a work group of 50 nonprofit executives, board leaders and consultants from among the ranks of Maryland Nonprofits members, the *Standards for Excellence: An Ethics and Accountability Code for the Nonprofit Sector* is the first program of its kind in the nation. This program sets high standards and promotes accountability for nonprofits through self-regulation.

During FY02, we distributed approximately 10,000 more copies of the *Standards* code within Maryland, bringing the total distribution to over 25,000 copies. We have also distributed the *Standards* widely outside of Maryland. We continue to offer regular educational programs to help nonprofit organizations implement the *Standards* and earn certification. More information about the *Standards for Excellence* can be found at www.standardsforexcellence.org

EDUCATIONAL PROGRAMS Training Programs and Roundtables

In FY02 Maryland Nonprofits offered more than 200 training sessions and roundtable discussions in numerous locations all over the state. Nearly 4,000 nonprofit volunteers, staff and board members attended sessions on such topics as the latest theories and practices of financial management, organizational development, marketing and communications, human resources, fundraising and development, and technology. Maryland Nonprofits' staff and more than 100 volunteer trainer specialists provided these state-of-the-art trainings. The Training Calendar, locations, fees and directions to all programs are posted on the website at www.mdnonprofit.org.

Samples of new training programs offered in FY02 included:

- A three-day intensive fundraising program "From Program Development to Proposal Writing: The Path to Successful Fundraising"
- "Diversity: Perspectives and Possibilities"
- "Lessons for Funding Your Organization's Information Technology Needs"
- A double-header program,

"After I learning about Maryl and Nonprofits and taking the How To Start A Nonprofit class with Nancy Hall, the filing process was demystified and became manageable. Now that we have our 501(c)(3), I am learning about the many resources available and the extensive knowledge base of the staff. Thank you!"

Scott B. Hileman, President
Diversity Works Multimedia, Inc.

"On the way home I began to reflect on the workshop and wanted you to know that it was a very enjoyable experience. You were able to cram a lot of usable information into a very short period of time."

Wallace Brengle, Director of Development,
Bowling Brook Preparatory School, Inc.

"We have benefited significantly from the various training programs, technical assistance, information resources and group buying programs of Maryl and Nonprofits. Staff and board members have participated in many Maryl and Nonprofits training programs...the formal organization objectives for this year require that each staff member attend at least one Maryl and Nonprofits training program. When we need information and advice, often the first step it to contact Maryl and Nonprofits."

J. Joseph Willmott,
President of the Board of Directors
INNterim Housing Corporation

"Thank you for your help...Maryland Nonprofits is the best value/most valued membership."

Ellen Von Karajan, *Executive Director*
The Preservation Society

"I was in the middle of trying to figure out how the Friends of Patterson Park's budget was going to support the software purchase needs for the next year, when I received a sales call from Consistent Computer Bargains, Inc. I was transferred to a knowledgeable and helpful sales representative who answered questions, looked things up for me, provided me with contact names and probably will end up saving us hundreds of dollars. This is not the first service we have received as members of Maryland Nonprofits. Our board members have attended great workshops, we read the helpful mailings, have visited the library and received help over the phone. The contact with Consistent Computer Bargains, Inc. promises to be a service that will result in concrete help for our group."

Nancy Supik, *Executive Director*
Friends of Patterson Park

"The organizations you represent have been such high quality and such a joy to work with."

Stacey Irwin
Towson University

"Conference Planning" and
"Marketing Your Conference"

- "The Drucker Self-Assessment Tool"
- "Organizational Surveys: The Art and Science of Data Collection".

In January 2002 Maryland Nonprofits was pleased to sponsor another program conducted by the ever-popular Kim Klein, publisher of the *Grassroots Fundraising Journal* and author of several books including *Fundraising for Social Change* and *Fundraising for the Long Haul*. A sell-out audience of over 180 people attended Kim's all day workshop "How Small Groups Can Raise Big Money" at the Maritime Institute in Linthicum.

House Calls and Customized Training

Organizations that desire training at the location, date and time of their choice can make arrangements with us for a "House Call," a customized program that meets their precise needs. House Calls programs include Board Excellence, Fundraising Basics for Boards, Fundraising Readiness, and Innovative Board Recruitment and Management. Customized Training is provided in a wide variety of topics including Board Governance, Financial Management, Employer/Employee Relations, Fundraising, Organizational Development, and Public Policy.

Ninth Annual Conference – December 12, 2001

A number of distinguished speakers and guests including Pablo Eisenberg, Senior Fellow at the Georgetown Public Policy Institute Center for the Study of Voluntary Organizations & Service and the founder and Vice-Chair of the National Committee for Responsive Philanthropy, presented at this event.

In his keynote address, Mr. Eisenberg reflected on the nonprofit sector's response to the tragedy of September 11, 2001 and posed some of the major challenges confronting our civil society in the 21st Century. The conference was held at Martin's West in Woodlawn, Maryland, with over 450 people in attendance.

Weinberg Fellows Program

In partnership with the Harry and Jeanette Weinberg Foundation, Maryland Nonprofits sponsored the first year of the Weinberg Fellows Program in FY02. This program was established as a replication of a similar program the Weinberg Foundation has been implementing successfully in Hawaii for the past decade. A diverse group of 25 executive directors of agencies serving disadvantaged residents of the City of Baltimore were selected to participate. The Weinberg Fellows met for two 4-day retreats and two 2-day sessions over the course of a year. The program was designed to enhance executive director leadership and offer opportunities for peer interaction among the executives.

TECHNICAL ASSISTANCE, INFORMATION SHARING, AND LEGAL SERVICES

"On-Call" Technical Assistance – Maryland Nonprofits' staff members respond daily to numerous requests for technical assistance and information from both members and non-members. Technical assistance inquiries come to us over the telephone, via e-mail and through contacts we make in the field. Annual member surveys indicate year after year that technical assistance is among the most highly valued benefits of membership in Maryland Nonprofits.

In FY02 we responded to over 2,300 technical assistance inquiries such as how to conduct a raffle legally, how to set fair and competitive salaries for employees, and how to prepare budgets for grant proposals. In FY02, we developed *Answers to Frequently-Asked Questions* for our website. The purpose of this feature is to provide a quick turn-around written response to questions we know are common to many organizations. The vast majority of our technical assistance inquiries are answered in-person by one of our experienced staff.

Resource Libraries – Our libraries are located in both the Baltimore and Silver Spring offices. Maryland Nonprofits continues to expand the size of the library collections, adding almost 100 new titles each year. In FY02 we placed the entire library catalog as a searchable feature on our website. Over 3,300 catalogued items may be searched through www.mdnonprofit.org/library.htm.

The Annual Survey of Nonprofit Salaries (specific to MD, DC and VA), the Kim Klein fundraising videotapes, *GrantsDirect.com*, an online database of Maryland and Washington, DC-area funding, and *FC Search*, the Foundation Center database on national foundations were among the most frequently used items in our libraries.

Legal Services – Each year Maryland Nonprofits receives an increasing number of requests for legal assistance from nonprofit organizations. During FY02 we hired a second part-time attorney to respond to numerous requests for legal assistance on topics such as employment practices, nonprofit start-up and governance, nonprofit tax exemption. Examples of legal services we provided in FY02 include:

- Helping a health charity deal with theft by an employee;
- Assisting with the incorporation and application for tax exemption for a leadership program for racially and ethnically diverse populations;
- Facilitating the negotiations between two Boards of Directors of two nonprofit health care providers in the process of merging; and
- Negotiating a building lease for a small national organization that moved to Maryland.

CONSULTING SERVICES

When an organizations' needs cannot be met through technical assistance and training, they often turn to Maryland Nonprofits for more in-depth or long-term assistance. Depending upon the circumstances, we assist in one of the following ways:

Management Innovation Project –

Since 1998, Maryland Nonprofits has assisted organizations contemplating mergers or other forms of strategic alliances. We also counsel organizations that are examining related and unrelated business ventures. Over 40 expert consultants are available to work in teams on such programs. Several Maryland Nonprofits' staff and associated consultants with expertise in organizational development, financial management, fundraising, public relations, law, and other subject areas, assist specific organizations in exploring and implementing significant management reforms.

Executive Transition and Interim Executive Services –

This service was added in 2001 as a supplement to and an outgrowth of the Management Innovation Project. If an organization needs to hire its first executive or find a new executive, Maryland Nonprofits can help by identifying an experienced

"Thank you very much for presenting Innovative Board Recruitment and Management...your presentation was informative and interesting. The introductory exercise and your relaxed presentation style made people comfortable and set the positive tone necessary to address issues often ignored by nonprofit organizations."

*Kelly Cooney, Housing Specialist
Housing Assistance Council*

"I wanted to compliment Maryland Nonprofits on the Legal Requirements Checklist that you prepared. I found it very helpful in my attempt to make sure that our new organization is complying with the myriad of applicable laws. I appreciate all of the excellent information that we receive from your organization. I'm not sure how small nonprofits managed before Maryland Nonprofits existed!"

*Cheryl L. Hystad, Executive Director
Maryland Consumer Rights Coalition*

"Please remove the two job postings for 1000 Friends of Maryland...both positions got great candidates – better than any other source! Thanks for saving us the cost of advertising"

*Dur Schmidt-Perkins, Executive Director
1000 Friends of Maryland*

interim executive to meet short-term staffing needs. We also can provide a consultant to assist your Board's search committee at key decision points during the search for a new executive. Our Executive Transition program also provides Executive Director Coaching Services and Peer Networking opportunities with other executives.

Consultant Databank –

Approximately 100 individuals, small businesses and corporations, including other nonprofit groups that provide services and products to nonprofit organizations participate in our Consultant Databank. When we receive a request for a consultant, we match the needs with the consultants whose qualifications best meet the expressed needs and make the referrals.

PUBLIC POLICY AND ADVOCACY

During FY02, Maryland Nonprofits continued to implement its Nonprofit Policy Agenda, driven by the in-depth participation of a 21-member Public Policy Committee from all over the state. Maryland Nonprofits was successful in helping to facilitate a compromise on a taxation proposal between the Baltimore City Council and key, large nonprofit organizations. In the 2002 Maryland General Assembly, we worked with member organizations and particularly the state bar association, to successfully champion significant changes to the state lobbyist-ethics law.

By far, the topic demanding the most attention and resources during the 2002 General Assembly was the worsening state fiscal situation and its impact on nonprofit organizations. Maryland Nonprofits led a coalition

that favored a delay in the last phase of the state income tax and supported several revenue increases that helped soften the funding cuts felt by nonprofit organizations. In recognition of the significant and complex revenue and tax issues facing the state, the General Assembly commissioned a high-level study of the state's revenue needs and fiscal structure. The General Assembly established a Commission on Maryland's Fiscal Structure, and appointed a representative from Maryland Nonprofits to sit on the commission. Maryland Nonprofits led efforts to focus attention on revenue needs and several alternative revenue measures.

In FY02 we also acquired and implemented an online system through www.givevoice.org for distributing public policy alerts and assisting our members to communicate with their elected representatives.

Advocacy Leaders Program– One of the most significant accomplishments of our public policy program in FY02 was graduating the first formal class of the Maryland Advocacy Leaders Program. We launched this statewide program in 2001 with support from the Annie E. Casey Foundation and the Open Society Institute in collaboration with the Advocacy Institute, based in Washington, DC. Selected nonprofit executives, board members and staff participated in an intensive year-long process designed to increase knowledge and understanding of government policymaking in the executive, legislative and judicial branches of government. The program is designed to expand capacity,

competence and confidence so that advocates can utilize a variety of advocacy methods, skills and strategies. It is also intended to promote the development of a supportive, learning community among advocates working on related public policy issues. The first Advocacy Leaders Class included 15 advocates from various nonprofits and lobbying groups in various areas of the state.

Maryland Budget and Tax Policy Institute–

In FY02 the Institute published a number of reports that contributed to public policy debates related to state fiscal issues. In January 2002, the Institute released the third edition of its *Chartbook on Taxes in Maryland*. The report concludes that, contrary to widely held beliefs, Maryland is a low-tax, low-revenue state.

In March 2002 the Institute released three reports that highlight some of the problems with Maryland's child support system, as well as some possible solutions. Institute research included in the reports shows that the child support guidelines can take up such a large percentage of low-income parents' earnings that they cannot both pay child support and meet their own subsistence needs. These reports and all other reports issued by the Institute are available at www.marylandpolicy.org.

MARYLAND ASSOCIATION OF NONPROFIT ORGANIZATIONS, INC.
Baltimore, Maryland

STATEMENTS OF FINANCIAL POSITION
AS OF MARCH 31, 2002
WITH SUMMARIZED FINANCIAL INFORMATION FOR 2001

ASSETS		2002	2001
Current Assets			
Cash		\$ 193,527	\$ 79,497
Short-term investments		575,056	420,342
Accounts Receivable		283,267	182,029
Security deposit and prepaid expenses		24,768	56,683
	Total current assets	<u>1,076,618</u>	<u>738,551</u>
Furniture and Equipment			
Furniture and equipment at cost, net of accumulated depreciation of \$209,328 in 2002 and \$142,855 in 2001		221,837	57,426
	Total assets	<u>\$1,298,455</u>	<u>\$795,977</u>
LIABILITIES AND NET ASSETS			
Current Liabilities			
Accounts payable and accrued expenses		\$116,321	\$67,554
Deferred revenue		36,670	39,247
Deferred membership dues		212,671	188,381
	Total current liabilities	<u>365,662</u>	<u>295,182</u>
Net Assets			
Unrestricted		191,316	146,094
Temporarily restricted		741,477	354,701
	Total net assets	<u>932,793</u>	<u>500,795</u>
	Total liabilities and net assets	<u>1,298,455</u>	<u>795,977</u>

MARYLAND ASSOCIATION OF NONPROFIT ORGANIZATIONS, INC.
Baltimore, Maryland

STATEMENT OF ACTIVITIES AND CHANGE IN NET ASSETS
FOR THE YEAR ENDED MARCH 31, 2002
WITH SUMMARIZED FINANCIAL INFORMATION FOR 2001

	2002			2001
	Unrestricted	Temporarily Restricted	Total	Total
Revenue				
Membership dues	\$ 562,852	-	\$ 562,852	\$ 472,025
Grants and contributions	388,337	1,710,833	2,099,170	977,658
Member services	626,919	-	626,919	360,542
Investment income	25,817	-	25,817	25,523
Net assets released from restrictions:				
Satisfaction of donor imposed restrictions	1,324,057	(1,324,057)	-	-
	Total revenue	386,776	3,314,768	1,835,748
Expenses				
Personnel	1,445,536	-	1,445,536	1,099,884
Communications	132,197	-	132,197	113,784
Occupancy	108,064	-	108,064	91,430
Member services	260,567	-	260,567	267,609
All other	936,396	-	936,396	310,032
	Total expenses	-	2,882,760	1,882,739
Change in net assets	45,222	386,776	431,998	(46,991)
Net assets at beginning of year	146,094	354,701	500,796	547,786
NET ASSETS AT END OF YEAR	<u>\$191,316</u>	<u>\$741,477</u>	<u>\$932,793</u>	<u>\$500,795</u>

CONTRIBUTORS FY 2002

We wish to express our sincere gratitude to the following individuals, foundations, businesses and government agencies that supported Maryland Nonprofits in FY02 (between April 1, 2001- March 31, 2002). We are pleased to count you among our partners. We have made every effort to ensure the accuracy of this list, but ask that you notify us of any errors.

INDIVIDUAL DONORS

Audrey R. Alvarado
Sheryl Brissett-Chapman
Ann T. Ciekot and Noah D. Parker
Robin Denick
Robert J. Etgen
William G. Ewing
James A. Gabriel
Cheryl Petty Garnette
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Timothy R. Siegel
Sandra J. Skolnik
Marge Thomas
James E. Upchurch, Jr.
Robert L. Waldman
Dwight S. Warren
Margaret E. Williams

FOUNDATION AND CORPORATE GRANTS

Allfirst Bank
Aspen Institute
ATAPCO
Atlantic Philanthropies
William G. Baker Memorial Fund
Baltimore Community Foundation
Baltimore Orioles
Jacob and Hilda Blaustein Foundation
Carnegie Corporation of New York
Annie E. Casey Foundation
Center on Budget and Policy Priorities
Children of Harvey and Lyn Meyerhoff
Philanthropic Fund
Community Foundation for the National
Capital Area
Constellation Energy Group
Ford Foundation
Morris Goldseker Foundation
Hoffberger Foundation
Zanvyl and Isabelle Krieger Fund
Lockhart Vaughan Foundation
Lockheed Martin Foundation
Manekin LLC
Mercantile Safe Deposit & Trust
Company
Eugene and Agnes E. Meyer Foundation
Joseph Meyerhoff Family Charitable
Funds
Open Society Institute
Public Welfare Foundation
Rockefeller Brothers Fund
The Rouse Company Foundation
St. Paul Companies
Aaron Straus and Lillie Straus Foundation
Surdna Foundation

T. Rowe Price Associates Foundation
United Way of Central Maryland
Venable Foundation
Harry and Jeanette Weinberg Foundation

2001 ANNUAL MEETING SPONSORS

Adams & Associates
Advance Business Systems
Allfirst Bank
Benefitsmall.com
The Chronicle of Philanthropy
Clifton Gunderson, LLC
Choice Hotels International
The Daily Record
Grabush, Newman & Co., PA
Gorges & Company
Injured Workers Insurance Fund
ISG Solutions
Johns Hopkins University
Marriott International
Mutual of America
Printing Corporation of America
SECU Credit Union
Stark Office Services
SunTrust Bank
Wooden & Benson, Chartered

GOVERNMENT SUPPORT

Maryland Department of Business and
Economic Development
Maryland Department of Housing and
Community Development

