Maryland Nonprofits and nonprofit organizations throughout the state grew stronger, better-connected, and more focused in 2018 thanks to a collective, collaborative effort.

In 2018, nonprofit leaders from across the State of Maryland demonstrated the power of public interest advocacy and achieved major wins in public policy. Maryland Nonprofits worked to successfully pass a bill that ensures state contracts pay for at least 10% of indirect costs. By working together, we expanded Maryland’s Earned Income Tax Credit, improved subsidized childcare, and increased funding in mental health, disabilities, arts, aging, child welfare, and other important areas.

Over the course of the year, more than 2,000 nonprofit leaders convened for learning, networking, and mutual support. Through webinars, roundtables, workshops, and conferences, we mobilized nonprofit leaders to share their experiences, identify solutions, and collaborate for the greater good. We kicked off our Equity Speaker Series in partnership with the Maryland Commission on Civil Rights with a packed house for a session on unconscious bias. We continued our capacity-building journey with three cohorts: West Baltimore on the Rise, Kaiser Permanente Institute for Equitable Leadership, the Community Foundation of Anne Arundel County, and Anne Arundel County Arts Council. Members visited and revisited our website for downloadable resources and insights from the community forum.

Maryland Nonprofits is also home to the Maryland Association of Resources for Families and Youth (MARFY), and we saw huge leaps forward in child welfare with the passage of the federal Family First Prevention Services Act. MARFY convened state leaders, local departments of social services, and nonprofit agencies to envisage Maryland’s response to this new opportunity for preventing children from going into foster care by providing high-quality services to families in crisis.

We made great strides in 2018, and we know much remains to be done. As we look to the future, Maryland Nonprofits is inspired by the next wave of leaders coming into the nonprofit sector and gratified by those passionate leaders who remain committed after decades of service. Together, we are building a strong force of good, and enabling greater equity and a better quality of life for all Marylanders.
MARYLAND NON PROFITS OVERVIEW

Our Goals

- Build capacity of nonprofit organizations to be equitable, effective, well-resourced, and use best practices as they meet their missions.
- Strengthen networks to enable cross-sector collaboration that tackles major social issues.
- Amplify member voices and advocate for equitable public investment in nonprofits and communities.

Mission

Maryland Nonprofits’ mission is to strengthen organizations and networks for greater quality of life and equity.

Vision

Nonprofit organizations are well-resourced and nonprofit leaders are effective agents of change for greater equity, creativity, sustainability, and community well-being.

Values

We are inclusive and promote equity, whereby organizations and systems create opportunity for everyone.

We promote and embody excellence, ethics and accountability.

We embrace and foster community empowerment.

We are bold, courageous and innovative.
THE VOICE OF THE NONPROFIT SECTOR

INDIRECT COSTS: PAID!

For decades, nonprofit organizations have been laboring under difficult - and even unfair - state contracting processes that did not cover the full cost of delivering services. Even after the federal government passed new guidance requiring a minimum of 10% in indirect costs to be paid, many state contracts still did not allow indirect costs.

Now, thanks to legislation Maryland Nonprofits supported in 2018, all state contracts must include at least 10% indirect costs for nonprofits (or a negotiated rate). We are grateful to Senator Cheryl Kagan for her leadership on this issue.

NONPROFIT ADVOCATES ACTIVATE MARYLAND

Maryland Nonprofits regularly convenes to provide education and workshops to a community of highly talented and dedicated advocates across the nonprofit sector. During the legislative session, you can’t walk down the hallway without running into a nonprofit leader, often accompanying people they serve, making cases to the legislature for public policy that is in the community’s best interest.

Maryland Nonprofits is an important place for these busy advocates to exchange notes, build relationships, collaborate, and gain momentum for their causes. With strong messaging and collaboration, nonprofits in Maryland achieved major wins in 2018 - here are just a few:

- The expansion of the Earned Income Tax Credit
- The repeal of the fare-box recovery requirement, enabling more funds for transit
- Increased funding for mental health, disabilities, aging, arts, and child welfare
- Improved childcare subsidy program

I appreciate the relevant and timely information shared affecting the nonprofit sector in Maryland. The advocacy and representation with agencies and elected officials have made Maryland’s nonprofits more visible and viable.

-Brooke Kidd, Executive Director at Joe’s Movement Emporium
MARFY LEADS CHILD WELFARE FIELD IN FAMILY FIRST PREVENTION SERVICES ACT

The Maryland Association of Resources for Families and Youth (MARFY) represents Maryland’s provider community working in the fields of treatment, foster care, group homes, residential treatment centers, independent living, and community-based programs. In 2018, the federal government passed the Family First Prevention Services Act, creating a new funding stream for preventing children from going into foster care. Services under the Family First Act may include mental health, substance use, family counseling and other evidence-based practices. MARFY worked with the provider community to engage in ongoing dialogue with State and local Departments of Social Services to develop Maryland’s response to this new legislation.

Above: MARFY Family First Summit, December 2019, developing a vision for the future

VOICES OF

Maryland Association of Resources for Families & Youth

Our MARFY Membership affords us the opportunity to network with fellow child welfare providers, as well as engage in learning collaboratives regarding groundbreaking legislation and initiatives in serving children and families. With MARFY’s leadership endeavors, we are able to provide a collective voice for decision makers to advocate on behalf of the needs of our children. The additional benefit of being a Maryland Nonprofits member provides us the ability to interface with a wide array of nonprofit leaders to create unique partnerships. We are grateful for the work of the team at Maryland Nonprofits/MARFY for being champions for the nonprofit community in Maryland.

Jennifer McGlothlin-Renault, Vice President of Maryland Operations, Arrow Child and Family Ministries

As a child welfare executive in this rapidly changing environment, the amount of information I need to keep up with is staggering. MARFY not only provides incredible information, resources, and training, it also provides numerous opportunities for sharing with fellow executives. I also value MARFY for its committee structure that gives my program leaders the opportunity for learning and sharing with colleagues. I'm glad MARFY is back and stronger than ever!

Steve Howe, Chief of Human Resources, The Children’s Guild

Above: MARFY Family First Summit, December 2019, developing a vision for the future
STANDARDS FOR EXCELLENCE TURNS 20

The Standards for Excellence program celebrated 20 years of providing top-rated resources and accreditation for nonprofit organizations in Maryland and across the nation. More than 200 organizations are accredited through the Standards for Excellence, enabling them to demonstrate best practices internally and gain the confidence of the donor community.

NEW AND UPDATED MATERIALS FOR 2018 INCLUDE:

- Diversity, Equity, and Inclusion educational resource guide, including key definitions, steps organizations can take to comply with the Standards for Excellence, and sample assessments for Board and Staff.
- Conflicts of Interest resource guide updated to include duality of interest and policies around vendors and staff members.

NONPROFIT DEVELOPMENT CENTER

The Nonprofit Development Center (NDC) is a program operated by Maryland Nonprofits through a contract with the Maryland Department of Commerce. The purpose of the NDC is to provide assistance to nonprofits with an operating budget of less than $750,000 and less than 10 years old so they can strengthen their capacity to serve the community and contribute to the economy.

In 2018, we welcomed Momentum Nonprofit Partners in Memphis, TN as a Standards for Excellence Replication Partner.

Maryland Nonprofits provides NDC participants with 1:1 coaching, training in the Standards for Excellence, networking events, and consulting services.

In 2018, 256 nonprofits were enrolled in the program with collective budgets of $16.6 million, employing 612 staff, and engaging over 14,000 volunteers.
2018 ANNUAL CONFERENCE

500 nonprofit leaders, exhibitors, sponsors, and grantmakers attended Maryland Nonprofits’ annual conference at the Maritime Institute in Linthicum Heights. Keynote speaker Makani Themba Nixon talked about the importance of equity and inclusion in communications and strengthening authentic engagement with communities. Nonprofit Technology Network (NTEN) Executive Director Amy Sample Ward shared data and insights on how nonprofits can bridge digital divides that they may not even realize exist among the people they serve and their own staff.

I liked seeing and talking with so many energetic, visionary, determined nonprofit people—reaffirmation of what a difference we make and in such myriad diverse areas

The joint conference with MARFY and in collaboration with Association of Baltimore Area Grantmakers - now Maryland Philanthropy Network - included panels of grantmakers speaking on hot topics like “Getting Your Foot in the Door” and “Fostering Racial Equity Through Grantmaking,” as well as panels of foster youth and direct service staff sharing their experiences. A vibrant hall of sponsors and exhibitors provided a lively space for people to network and find providers that specialize in serving the nonprofit sector.
WEST BALTIMORE ON THE RISE

Nonprofit organizations in West Baltimore are doing amazing things to strengthen their communities. Maryland Nonprofits was honored to support their efforts by engaging a group of nonprofit leaders in 2-3 years of intensive consulting support as part of a comprehensive place-building initiative supported by the T. Rowe Price Foundation.

Our Maryland Nonprofits Consulting Group assisted these organizations in strengthening their boards of directors, developing strategic plans, and building their confidence and connections for growth. As a result, these organizations were able to ramp up their distribution of food to families in need, rebuild townhomes in their neighborhoods, provide youth programs and collaborate with each other.

“St. John AME Church was the only faith-based nonprofit to receive the West Baltimore on the Rise Grant for this cohort; what a blessing it has been. The expert consultation helped us to embrace our mission; evaluate our programs; and set clearly defined goals, objectives, and strategies for enhancing and sustaining existing ministries and setting up a Community Development Corporation to better serve the West Baltimore community. Thank you for this opportunity!”

-Debra Keller-Greene, Commissioner Social Action, St. John AME Church
Consulting Clients

• 1000 Friends of Maryland
• American Dance Therapy Association
• American Nurses Association
• Araminta Freedom Initiative
• Baltimore City Foundation
• Children’s Cancer Foundation
• Community Foundation of the Eastern Shore
• Community Foundation of Frederick County
• DRU Mondawmin Healthy Families
• Employ Prince George’s
• Fuel Fund of Maryland
• Go Northwest
• Harper’s Choice Community Association
• Hope Springs
• Hopewell Cancer Support
• Howard County Conservancy
• Jim and Carol Trawick Foundation
• Light of Truth Center
• Maryland Association of Boards of Education
• Maryland Association of Supportive Housing
• Maryland Workforce Association
• Mediation and Conflict Resolution Center
• Mid Shore Behavioral Health
• North Avenue Community Development Corporation
• Oncology Nursing Society
• Parents Place of Maryland
• Partners in Care
• Reservoir Hill Improvement Council
• Sickle Cell Disease Association of America
• Silver Spring Day School
• St. Francis Neighborhood Center
• St. John African Methodist Episcopal Church
• The Arc Prince George’s County
• The Training Source
• United Way of the National Capital Area
• Woodbourne Center

Contract Training Clients

• American Counseling Association
• Anne Arundel Arts Council
• The Annie E Casey Foundation
• Arc of Montgomery County
• Associated Black Charities
• Baltimore Main Streets
• Benjamin Banneker Blake Academy
• Business Volunteers Unlimited
• Charles County Charitable Trust
• Child First
• Children’s Cancer Foundation
• Coalition for Juvenile Justice
• Community Foundation of Frederick
• Compass Regional Hospice
• Federal Reserve of Richmond
• Frederick Classical Charter School
• Henrietta Lacks House
• Light of Truth
• Maryland Association of Boards of Education
• Mid Shore Behavioral Health
• National Association of Black Journalists
• Partners in Care
• Playworks Maryland
• Sickle Cell Disease Association of America
• Silver Oak Academy
• Town Center of Columbia
• University of Maryland Extension Service
• United Way of Calvert County

Maryland Nonprofits’ consultants bring the right skillset to work with our nonprofit grantees on collaborative projects. We’ve seen the difference it makes when a MANO consultant artfully leads meetings of all the partners to define their communications plan as well as the specific roles and responsibilities. MANO’s expertly guided facilitation makes a direct contribution to the successful implementation of our projects.
Statement of Financial Position as of December 31, 2018

**ASSETS**

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**LIABILITIES AND EQUITY**

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<td><strong>TOTAL LIABILITIES AND EQUITY</strong></td>
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**Statement of Financial Activities, January 1 - December 31, 2018**

**INCOME**

- Training, Consulting, and Standards for Excellence: $803,859
- Membership: $616,790
- Grants, Contributions, and Sponsorships: $484,748
- Rental and Miscellaneous Income: $103,106
- Sales and Group Buying: $100,880
- **TOTAL**: $2,109,383

**EXPENSES**

- Training, Consulting, and Standards for Excellence: $1,002,571
- General and Administration: $392,433
- Fundraising: $20,065
- Member Services: $419,262
- Public Policy: $224,972
- **TOTAL**: $2,059,303
2018 STAFF MEMBERS

Heather Iliff  
President and CEO

Allison Albert  
Director of Membership, Operations, and Marketing

Lydia Alcock  
Marketing and Communications Coordinator

Henry Bogdan  
Director of Public Policy

Amy Coates Madsen  
Director of Programs

Janice Foreman  
Administrative Coordinator

Jabari Jackson  
IT and Database Coordinator

Darryus Johnson  
Member Relations Manager

Angineeki Jones  
Program Manager

Sawida Kamara  
Program Management and Research Consultant

Kate Scherr-Adams  
Standards for Excellence Accreditation Manager

Rachel Mygatt  
Program Manager

Paddy Morton  
General Counsel

Juliana Thomas  
Finance Manager

Mara Winters  
Board Services

Wendy Wolff  
Director of Consulting

2018 BOARD MEMBERS

Mike Mitchell, Chair  
HIAS

Kimberly Corbin, Treasurer  
Greater Washington Urban League

Violet Apple  
Girl Scouts of Central Maryland

Dr. Sheryl Brissett-Chapman  
National Center for Children and Families

Carl DeLorenzo  
Howard County Government

Maria Bobowick, Vice Chair  
Bobowick Consulting

Grace Lee, Secretary  
Maryland New Directions

Patty O’Malley  
Rubino & Associates

Josh Pedersen  
United Way Worldwide

Phil Symonds  
CHAI

THANK YOU TO OUR SUPPORTERS

Blaustein Philanthropic Group  
Morris and Gwendolyn Cafritz Foundation

The Bridgespan Group  
Meyer Foundation

Clayton Baker Trust  
Maryland Department of Commerce

John J. Leidy Foundation  
PNC Bank

Joseph and Harvey Meyerhoff Foundation  
Harry and Jeannette Weinberg Foundation

FUNDERS

INDIVIDUAL DONORS

Lisa Alfred  
Tom Hyatt

Sharon Anderson  
Heather Iliff

Violet Apple  
Rufus Ingram

Donald Blum  
Sawida Kamara

Marla Bobowick  
Grace Lee

Rob Cannon  
Carmen Marshall

Timothy Casey  
Michael Mitchell

Amy Coates Madsen  
Patty O’Malley

Kimberly Corbin  
Joshua Pedersen

Carl DeLorenzo  
Lu Pierson

Stephanie DiPietro  
Leni Preston

Janna Domico  
Francisco Ramirez

Beverley Francis Gibson  
Bobbie Redman

Scott Graham  
Philip Symonds

Edwin Hostetter  
Carol Trawick

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THANK YOU TO OUR SUPPORTERS

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