



MARYLAND NONPROFITS 2017 ANNUAL REPORT **CELEBRATING 25 YEARS OF SERVICE:**

And continuing the momentum by featuring 2018
victories and accomplishments!



OUR MISSION

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

Maryland Nonprofits is proud of our 25th Anniversary in 2017, when we had an opportunity to honor our founders, take stock of our history, and bring together our stakeholders for celebration of our shared successes. In 2018, we are celebrating another great milestone as our flagship program, The Standards for Excellence, celebrates 20 years!

The enduring value of this backbone organization for the nonprofit sector remains – we serve as a gathering place, a collective voice, and a resource for all-things-nonprofit. Organizations large and small, from Cumberland to Snow Hill, from arts to zoos, all come together with a shared goal to improve Maryland's quality of life and equity.

We are partnering with a wide range of organizations and a diverse network of members to bring high-quality resources with an equity lens in areas such as leadership, advocacy, messaging and best practices. Our 2018 Salary Survey emphasized that the nonprofit sector has equality issues to address in employment, and that diversity of board of directors is a long-standing challenge.

Our advocacy results demonstrate that we can successfully influence public policy for more equitable outcomes, thanks to the collaborative and highly professional work of our network of nonprofit advocates! Our commitment to equity is part of our mission at Maryland Nonprofits, and is threaded throughout our work.

Other significant advocacy wins include:

- In 2017, we led successful efforts to help sustain the financial stability of nonprofit service providers, creating a micro-bridge loan program for small providers.
- Legislation in 2018 ensured that nonprofits can receive reimbursement for their 'indirect costs' of providing services under state-funded grants or contracts.
- Also in 2018, we worked with coalitions in enacting legislation to preserve and expand funding for critical services, and to expand Maryland's Earned Income Tax Credit to younger, 'childless' workers and to expand the child care subsidy.

We are grateful to our many friends, members, donors and partners who helped us get to this important 25-year milestone and we look forward to working with all of you for the next 25 years!



Board Chair



President & CEO

BETTER PUBLIC POLICY FOR A MORE EQUITABLE MARYLAND

Maryland Nonprofits plays a connecting and capacity-building role with nonprofit sector advocates working on a wide range of public-interest policy issues, including arts, environment, civil rights and justice, disabilities, housing, health, education, and more. We take the lead on promoting nonprofit-sector specific legislation.



Our ACTivate Maryland campaign amplifies and unites the voice of the nonprofit sector as we advocate for increased and equitable government investment in communities.

Our successes in 2017-2018 resulted in major increases in equitable community investment, as well as important wins for nonprofit sustainability in their contacting with government.

ACTIVATE MARYLAND PARTNERS



EQUITABLE COMMUNITY INVESTMENT

Nonprofit advocates successfully worked together to pass legislation that expands the Earned Income Tax Credit and child care subsidies, proven ways to help people out of poverty. Public transportation is a huge factor enabling people to work, get to school, access healthcare, and participate fully in our economy. Advocates collaborated on a package of bills to expand access to public transportation, including repeal of the “farebox recovery” requirement (enabling greater investment in public transportation), and funding for the Washington Metropolitan Area Transit Authority.

NONPROFIT CONTRACTING WITH GOVERNMENT

Maryland Nonprofits assisted in passing two important bills to alleviate shortfalls nonprofits often encounter when contracting with state government. As of October 2018, all Maryland state-funded contracts are required to cover a minimum of 10% in indirect costs. Organizations awaiting payment on state-funded contracts may apply for up to \$25,000 via the Nonprofit Interest Free Micro-Bridge Loan (NIMBL) program offered through the Maryland Department of Commerce.

STATE FUNDING FOR NONPROFITS

We work with a network of nonprofit advocates in the interest of avoiding competing for funding among fields and subsectors. In 2017, we successfully fought against budget cuts across a wide range of areas which has laid the groundwork for even greater successes in 2018. In 2018, we did even better. An unexpected windfall - due to the federal tax reforms - enabled us to successfully advocate for funding increases in a range of areas, including the arts, mental health, disabilities, nursing homes, and child welfare. By working together through the ACTivate Maryland campaign to reinforce messaging about the importance of investing in communities, legislators on both sides of the aisle responded favorably.

ACTIVATE MARYLAND PARTNERS



MEMBER STORIES OF IMPACT



"Brick + Board [a project of Humanim] believed in me when I didn't believe in myself. They gave me a sense of self-worth and responsibility. Now, instead of running from my problems, I deal with them right then and there. I'm proud of the work we do. I'm grateful."

Dave

HUMANIM
HUMAN PURPOSE. HUMAN IMPACT.



a Humanim Social Enterprise



HUMANIM

Humanim has a 47-year history of supporting and economically empowering individuals. We do this through 40+ programs in the areas of human services, youth services, workforce development, and social enterprise throughout Maryland and Delaware. Our organization was founded on the belief that every human being has potential and that work is transformative, with the goal of creating economic equity for individuals with disabilities and socio-economic challenges. Humanim's mission is to support and empower individuals who face social or economic challenges — by building pathways to economic equity, opportunity, and independence.

Due to a criminal background and history of drug addiction, Dave found it hard to find steady work, something he could "really hold on to." It wasn't until a friend introduced him to Humanim's workforce training programs that he realized he needed help instead of trying to do everything on his own.

After completing Humanim's customer service training program, Dave interviewed with Humanim's social enterprise, Details Deconstruction, and was hired on the spot. His strong work ethic caught the attention of his supervisor, and six months later, he was recruited to work for Humanim's newest social enterprise at the time, Brick + Board. Since starting his employment almost two years ago, Dave has quickly risen through the ranks to become Warehouse Foreman, overseeing the entire warehouse operations for Brick + Board.

Dave enjoys his work, especially the hands-on process of working with materials, and seeing the finished product which he says gives him a sense of pride. He describes his colleagues at Brick + Board as a "tight-knit group, a family," and is referred to in turn as "more than just a great worker, he's a leader, role model, and friend."

"Membership with Maryland Nonprofits has made a difference for Humanim through the Standards for Excellence accreditation, as well as the policy work of Maryland Nonprofits in the community. In addition, we utilize the Career Center to promote employment opportunities with Humanim. One of our key leadership positions was recruited through Maryland Nonprofits' Career Center."

STRONGER, MORE EFFECTIVE NONPROFITS

STANDARDS YOU CAN TRUST

Our Standards for Excellence® program offers an A-Z resource on best practices for nonprofit organizational governance, management, policies and procedures, and legal compliance at any stage of a nonprofit's lifecycle. The program offers three tiers of accreditation and recognition – Basics, Basics Enhanced and Accreditation – to enable organizations to work at their own pace on adopting best practices. Standards full accreditation is proven by independent academic research to help organizations increase financial support from the public. 215 organizations are currently accredited in the Standards, including 75 in Maryland. The Standards Program offers 27 educational resource packets with sample policies and tools to make it easy for organizations to enact the Standards. Maryland Nonprofits continues to serve as a leader and works with nonprofit associations around the country as they utilize the Standards for Excellence resources to help the nonprofits they serve.

“As the sole, full-time employee of a mid-sized nonprofit, I sometimes need help finding information on financials, potential conflicts of interest, and other best practices. Maryland Nonprofits does all of that and more! The high-caliber staff can focus on my unique needs, which is so helpful. Their learning community and e-learning partnerships increase my access to knowledge and resources. It would be impossible for me, as one person, to cultivate all of Maryland Nonprofits' research, connections, and expertise. I'm so thankful for my membership.”



*Amanda Mummert
Executive Director,
Brigance Brigade
Foundation*

Standards for Institute
excellence



NONPROFIT DEVELOPMENT CENTER



With the support of the Maryland Department of Commerce, Maryland Nonprofits offers the Nonprofit Development Center, a special program geared toward helping nonprofits less than ten years old with budgets under \$750,000. Qualifying nonprofits gain free access to resources, training, consulting, and development assistance in areas like strategic planning, nonprofit boards, resource development, budgeting, finance and compliance. In 2017, 162 nonprofits were accepted into the ranks of the Nonprofit Development Center and two cohort training series were offered.

ENHANCING ORGANIZATIONAL PERFORMANCE

Over the past year, Maryland Nonprofits' diverse consulting team has worked with more than 80 organizations and government agencies to: strengthen the performance of their boards of directors and/or management teams; build community engagement; improve financial management; strengthen human resources practices; develop strategic plans; conduct needs assessments; assist startups in securing tax-exempt status, and more.

WEST BALTIMORE ON THE RISE



Maryland Nonprofits is working with eight organizations in west Baltimore, increasing local leaders' capacity to serve the surrounding community. By engaging their boards, executive leaders, and connecting them with partners, these organizations are soaring to new heights in board engagement, funding opportunities, accreditation, and impact. This initiative is supported by the T. Rowe Price Foundation.

ANNE ARUNDEL COUNTY ARTS COHORT



Eleven arts and culture organizations in Anne Arundel County are participating in an 18-month collaborative training program through a partnership with Maryland Nonprofits, the Anne Arundel County Arts Council, and the Community Foundation of Anne Arundel County. Participating organizations receive training and organizational coaching through the Standards for Excellence program to strengthen their operations, transparency and accountability - and will be well-prepared to earn the Seal of Excellence.

KAISER PERMANENTE INSTITUTE FOR EQUITABLE LEADERSHIP

Maryland Nonprofits is partnering with Common Health Action, Equity Matters, and Kaiser Permanente of the Mid-Atlantic States to deliver organizational development with an equity lens for several community-based organizations. The goal of the program is to promote health equity and wellbeing in the city of Baltimore by building leadership capacity and relationships within and across organizations, local businesses, and the community.

SHORERIVERS: THREE-WAY MERGER CREATES UNIFIED CLEAN WATER VOICE FOR MARYLAND'S EASTERN SHORE



In 2017, Maryland Nonprofits Consulting Group supported three Eastern Shore watershed conservation organizations to successfully merge into a new and stronger regional organization. We assisted organization leaders of the Chester River Association, the Midshore Riverkeeper Conservancy, and the Sassafras River Association to create a shared vision for the unified organization, ShoreRivers.

LIFE'S GREAT MOMENTS HAPPEN IN NONPROFITS

Getting married, welcoming a baby, rescuing an animal, enjoying and restoring mother nature, appreciating and participating in the arts, caring for our elders and young ones – all these great things in life are facilitated by nonprofits. Maryland Nonprofits contributes to greater quality of life and equity in Maryland by strengthening the organizations that provide these life-changing services.

MEMBER STORIES OF IMPACT



AUDUBON NATURALIST SOCIETY

Founded in 1897, Audubon Naturalist Society is one of the oldest environmental organizations in Maryland. Our mission is to connect residents to nature and inspire them to appreciate, understand and protect our forests, wetlands, water resources and open spaces through education, advocacy and conservation activities. Thousands of school children visit their Woodend Nature Sanctuary each year for hands-on, interactive learning. Our GreenKids program reaches thousands more Montgomery County public school children through in-school environmental programs. Our volunteer water quality monitors track the health of Maryland streams helping to promote our efforts to preserve local habitats and natural spaces.

Years ago, one of our members, Nancy, was helping out at her son's school. The teacher was trying to identify the trees in a little wooded area nearby but was having difficulty. Nancy called the Audubon Naturalist Society for assistance. One of our naturalists came out and gave the teachers a tour of the little woods highlighting all the animals and insects that live in different trees. By the end of the tour Nancy was inspired – she wanted to do what the naturalist did! Nancy took her first nature class in 2010 and started teaching herself in 2015. Now she goes into schools to present nature classes – and is always sure to invite all the teachers on a special tour of the school grounds so they can feel more comfortable teaching outside. What better way to connect thousands of children to Maryland's natural world?

"Maryland Nonprofits is a wonderful resource for the Audubon Naturalist Society. Since 2009 we have held accreditation through the Standards for Excellence program which is always an important internal exercise for us to go through as an organization. Several different staff members have been able to take advantage of the many varied workshops and have always found these programs to be fantastic networking opportunities. It is very valuable to us to have Maryland Nonprofits as a trusted resource and a wonderful source of expertise."

BETTER TOGETHER: STRENGTHENING NETWORKS AND COLLABORATION

New nonprofits are founded every day. While we worry about increased competition for limited funding, we also recognize that start-ups are innovative and increase the diversity and grassroots, community-centered nature of the nonprofit sector. We believe that it is increasingly important for nonprofits to collaborate and are working to facilitate this goal.

We are “walking the walk” by partnering with many organizations including the Association of Baltimore Area Grantmakers, Maryland Commission on Civil Rights, National Association of Social Workers-Maryland Chapter, the Association of Community Services of Howard County, Nonprofit Prince George’s County, Nonprofit Montgomery and others to enhance and expand the quality and effectiveness of our work.

MARYLAND ASSOCIATION OF RESOURCES FOR FAMILIES AND YOUTH



The Maryland Association of Resources for Families and Youth is a program of Maryland Nonprofits whose members provide treatment foster care, residential treatment centers, and group homes for children and young adults transitioning out of foster care. MARFY is playing a leadership role in working with the state of Maryland to reform the system of child welfare and working on Maryland’s implementation of the federal Family First Prevention Services Act.

“The most critical function that MARFY has provided through the years is to be a collective voice for providers as we advocate and collaborate to improve the child welfare system. Sometimes you don’t fully appreciate the value of that voice until it is nearly gone – and thanks to the relationship with Maryland Nonprofits we have been able to revitalize that voice in a positive and meaningful way at a very critical point in time for the system and those whose lives it impacts.”

Kevin Keegan
Family Services Division Director,
Catholic Charities of Baltimore

CHARGE-UP COLLABORATIVE



Maryland Nonprofits recently acquired the management of the Charge-Up Collaborative, a group of nonprofit capacity builders serving the DC-Metro region. The purpose of Charge-Up is to enable organizations like ours to work more closely with our partners such as Fair Chance, Nonprofit Prince George’s, Nonprofit Montgomery, Nonprofit Village, ProInspire, Center for Nonprofit Advancement, and others.

FINANCIAL REPORT

Statement of Financial Position

As of December 31, 2017

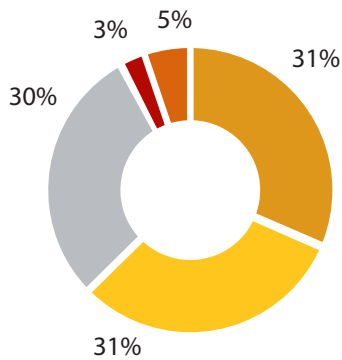
ASSETS		
	Current Assets	
	Checking/Savings	40,260
	Accounts Receivable	214,990
	Other Current Assets	19,828
	Total Current Assets	275,078
	Fixed Assets	55,217
	Other Assests	7,327
TOTAL ASSETS		\$337,622

LIABILITIES & EQUITY		
	Liabilities	
	Accounts Payable	67,173
	Other Current Liabilities	301,238
	Total Current Liabilities	368,411
	Total Liabilities	368,411
	Equity	(30,789)
TOTAL LIABILITIES & EQUITY		\$337,622

STATEMENT OF FINANCIAL ACTIVITIES

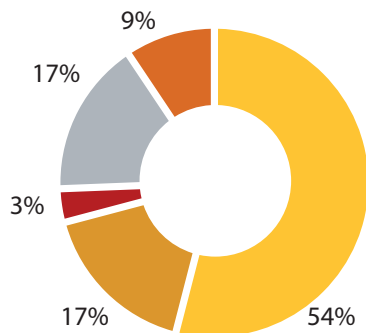
January-December 31, 2017

INCOME



Training, Consulting, and Standards for Excellence	636,880
Membership	625,955
Grants, Contributions, and Sponsorships	601,763
Rental and Miscellaneous Income	55,243
Sales and Group Buying	100,929
TOTAL	\$2,020,770

EXPENSE



Training, Consulting, and Standards for Excellence	1,100,200
General and Administration	346,513
Fundraising	67,650
Member Services	339,954
Public Policy	183,415
TOTAL	\$2,037,732

THANK YOU TO OUR SUPPORTERS!

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