



Nonprofit Association  
of the Midlands

Serving Nebraska & Western Iowa

We strengthen the collective voice, leadership,  
and capacity of nonprofit organizations to  
enrich the quality of community life throughout  
Nebraska and Western Iowa.

# 2017 ANNUAL REPORT

Nonprofit Association of the Midlands

11205 Wright Circle, Suite 210

Omaha, NE 68144

<http://www.nonprofitam.org>

# A Letter from our Board President

John Levy | Omaha Community Foundation



Embarrassingly, I must admit when I first joined the nonprofit sector, I was entirely naïve. I remember meeting with a major funder in town, and he questioned whether I was prepared to be an executive director. In my mind I arrogantly thought that I had been a successful attorney so the transition would be simple. I responded with little more humility by simply stating, “I hope to be a fast learner.”

Fast forward eight years, and I cannot tell you how much my opinion has changed. Working at a nonprofit is incredibly challenging, complex work. I have witnessed firsthand how organizations have dissolved because of the lack of diverse funding, agencies floundering without good governance, and nonprofits drifting a multitude of directions because there is no strategic plan.

Thankfully, the sector is inundated with extremely caring and passionate individuals. Nonetheless, this passion and dedication still needs assistance. Nonprofit Association of the Midlands (NAM) provides this assistance. NAM is the collective voice for the nonprofit sector in Nebraska. Equally important, NAM provides necessary technical assistance and support to make individual nonprofits stronger.

Working for some of the most generous people in our community, I am fortunate enough to meet with many nonprofits in our community. From these meetings it is abundantly clear which ones are NAM members and use their services. These organizations have engaged quality staff and board members, a strategic vision, and effective programs. As such, I strongly encourage you to use NAM and everything it has to offer. In other words, do not be like me from eight years ago.

## NAM Board of Directors

### Executive Committee

John Levy, President *Omaha Community Foundation*  
Emiliano Lerda, President-Elect & Secretary *Immigrant Legal Center*  
Jeff Moran, Treasurer *Omaha Home for Boys*

### Board of Directors

Wendy Boyer, *Peter Kiewit Foundation*  
Becky Gould, *Nebraska Appleseed*  
Anne Herman, *Community Member*  
John Jeanetta, *Heartland Family Service*  
Ralph Kellogg, *Centris Federal Credit Union*  
Susan Ogborn, *FoodBank for the Heartland*  
Julia Parker, *Omaha Small Business Network, Inc*  
Kerri Peterson, *The Sherwood Foundation*  
Jennifer Skala, *Nebraska Children and Families Foundation*

## NAM Staff

Anne Hindery, *Chief Executive Officer*  
Tracy Shutt, *Financial Services Director*  
Rosey Higgs, *Program Manager*  
Kelly Koepsell, *Member Services Director*  
Hannah Young, *Policy & Events Manager*  
Abby Hughes, *Operations Coordinator*  
Thaddaeus Pera, *Membership & Information Specialist*



## A Letter from our CEO

Anne Hindery | CEO | Nonprofit Association of the Midlands



At the Nonprofit Association of the Midlands (NAM) our job is to make your job easier. As the State Association that serves nonprofits of all sizes and missions, we've been hard at work for YOU this past year! In 2017, NAM launched our Shared Financial Services program, expanded our Board Masters Curriculum, grew our Best Practice Partnership and graduated the 11th class of Nonprofit Executive Institute, and hired three new staff members. The annual Nonprofit Summit of the Midlands, in partnership with D.A. Davidson, attracted our largest crowd ever! As I begin my 10th year at NAM, I am grateful for how we've grown and improved how we can help the nonprofit community.

NAM works to raise the profile of the nonprofit community. NAM represents nonprofits of all sizes and missions. The work of the nonprofit sector provides an incredible value in our community. Not only does everyone use a nonprofit every day, one in eleven people in our area are employed by a 501(c) 3.

We could not be successful without the support of our board. A strong Board is so important to ensure a strong nonprofit and this group has gone above and beyond in its support of NAM. And most importantly, thank you to our members. The work you do every day helps make our communities better places to live, work and raise our families.

# Guidelines & Principles

The Guidelines and Principles for Nonprofit Excellence is a toolkit that provides a resource for nonprofits in Nebraska and Iowa as they work to maximize the efficiency, transparency and accountability of their operations so they can concentrate on their mission. The purpose of the Guidelines and Principles is threefold:

- 1) Provide nonprofit organizations a state-specific tool to evaluate compliance, enhance strategic planning, and refine operations
- 2) Support the growth and quality of the sector
- 3) Increase the public's understanding of the role and value of the nonprofit sector.

271 organizations participated in Guidelines & Principles in 2017!

In 2017, 757 people attended a NAM-sponsored training. Trainings were held in Albion, Auburn, Grand Island, Hastings, Lincoln, Omaha, Red Cloud, Wahoo and online.

Sign up for future NAM Trainings

## NAM Training

### 2017 Training Topics

- |   |                            |
|---|----------------------------|
| Nonprofit Finance & Tax Update          | Grant Writing Palooza      |
| Board Masters                           | Guidelines and Principles  |
| Capital Campaigns                       | Idealware - Nonprofit Tech |
| Emerging Leaders                        | Make the Ask! Fundraising  |
| Dirty Sexy Money (Finance Fundamentals) | Social Media               |
| Equity and Inclusion                    | Squeaky Clean HR           |
|   | And Many More!             |

## Best Practice Partnership

The Best Practice Partnership recognizes NAM members who have made a commitment to continuous improvement and nonprofit best practices.



- In calendar year 2017:
- o 19 agencies achieved the Best Practice Partnership for the first time
  - o 5 agencies renewed their Best Practice Partnership for the second time
  - o 2 agencies renewed their Best Practice Partnership for the third time

[See the list of Best Practice Partners](#)

# NAM Summit

## 2017 Summit Highlights



### Save the Dates for 2018!

August 1st | Nebraska Nonprofit Conference | Kearney, NE

November 1st | Nonprofit Summit of the Midlands | LaVista, NE



Sold Out!

150 more participants than ever before!

"Breaking Barriers" Theme

Vu Le keynote on Equity 201

### Catalyst Award Winner Seventy5North



# Nonprofit Executive Institute

## Class 11 Graduates

The Nonprofit Executive Institute (NEI) is an executive leadership development program for existing and emerging nonprofit leaders. Through participation in NEI, graduates learn tactical skills and grow their networks, resulting in enhanced leadership, more sustainable organizations, and improved communities. Applications for Class 13 will be available Summer 2018.



- Erin Bader, *Lutheran Family Services*
- Zack Burgin, *Nebraska Table*
- Paige Dempsey, *United Way of the Midlands\**
- Valarie Finney, *Mutual of Omaha Foundation*
- Sanjuanita Jaimes, *Immigrant Legal Center*
- Brent Lubbert, *Big Muddy Urban Farm*
- Cliff McEvoy, *Buford Foundation*
- Kori Nelson, *Midlands Humane Society*
- Stephanie Olson, *Set Me Free Project*
- Dara Pagano, *Nebraska AIDS Project*
- Andrew Saladino, *Omaha Creative Institute*
- Jaymes Sime, *MICAH House*
- Ryan Suhr, *Autism Action Partnership\**
- Ashley Winans, *Boys and Girls Clubs of the Midlands*

\*Organization at time of acceptance

NAM has worked hard over the past year on our public policy agenda. In 2017, we focused mainly on state budget issues and federal tax reform. NAM came out strongly against the repeal of the Johnson Amendment during the tax reform discussion and continues to make sure that does not get added to any other legislation at the federal level. NAM reviewed legislation that will impact nonprofits as a whole at the state and federal levels. If you would like more information or to see our board approved public policy agenda, [click here](#).

## Public Policy



# Membership & Benefits

Membership in the Nonprofit Association of the Midlands is open to nonprofits of all sizes and missions. In 2017, nonprofit organization membership increased by 31% for a total of 517 members, with a 90% membership retention. NAM's job is to make our members' jobs easier. We support our members and carry out our mission by providing networks and shared resources and offering tools and training.

*View a full list of NAM Members & their locations here!*



Subject Matter Experts



Financial Services



HR Affinity Groups



Nonprofit Summit & Conference



Trainings



Advocacy & Public Policy



Member Discounts



CEO/ED Roundtable



Networking



403(b) Retirement Plans



Community Calendar



Benefit Connection (Health Insurance)

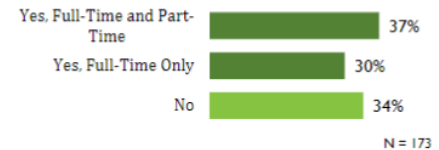


Career Center



Community Compass

**Does your organization offer Retirement Benefits?**



## Salary & Benefit Survey

NAM's Salary & Benefit Survey provides information to help ensure nonprofits are attracting the best candidates with competitive salaries and benefits. The 2017 Full Report can still be [purchased online](#).

**84%**

of organizations granted pay increases in 2016

**82%**

of organizations expect to grant pay increases in the next fiscal year

**Interested in NAM's Retirement Plan?**

**98%** of surveyed nonprofits offer paid holidays

### Level 1

Access Bank  
 BKD, LLP  
 Bland & Associates  
 BTC Capital Management  
 DA Davidson  
 Hamilton Associates  
 Harland Technology Services  
 Harry A. Koch Company  
 Hilton Omaha  
 InfiNet Solutions Inc  
 Lukas Partners  
 Mercer Advisors  
 National Everything  
 Wholesale  
 PAYCHEX  
 PaymentSpring  
 Sheraton Omaha

*Learn more about NAM's Business Partnership Program*

American National Bank  
 Digital Moxie Studio  
 EGIS Technologies  
 Feltz WealthPLAN  
 Firespring  
 Fox Creek Fundraising  
 Frankel Zacharia  
 Gallagher  
 Hayes & Associates  
 Lutz  
 Marcotte  
 Mission Matters  
 Paul J. Strawhecker, Inc.

Payroll Maxx  
 Publication Printing of Nebraska  
 Seim Johnson  
 SOLVE Consulting LLC  
 UNICO  
 Vic Gutman & Associates  
 Westwood Holdings Group  
 Wild Willys Fireworks  
 All Points Advising  
 Clairrant Partners  
 dotted i writing services  
 Duryea Strategic Marketing  
 Expense Reduction Analysts  
 Ingrid Kirst Consulting

### Level 2

Johnson Macchietto Enterprises  
 KEM HR Consulting  
 Larsen & Larsen Auction Company  
 Lisa Sock + Associates  
 Meeting Potential  
 MHB Philanthropy Consulting  
 Monica Sempek Photography  
 No Stone Unturned  
 Sharpe Accounting  
 Steiner Consulting  
 ThriVinci Consulting Group  
 TLC Nonprofit Consulting

## Business Partnership

# Finances

## NAM Finances 2017

### STATEMENT OF ACTIVITIES

Year Ended December 31, 2017

Pre-audit

#### Revenue and Support

Memberships	165,859
Grants and Contributions	242,459
Products and Services	58,326
Conferences	99,175
Interest and Other Income	2,855
<i>Total</i>	<i>568,674</i>

#### Expenses

Program Services	232,795
Membership Activities	243,777
Management and Administrative	143,570
Fundraising	79,831
<i>Total</i>	<i>699,973</i>

### BALANCE SHEET

December 31, 2017

Pre-audit

#### Assets

Cash and Cash Equivalents	335,780
Accounts Receivable	17,865
Prepaid Expenses	7,889
Grants Receivable	133,738
Unconditional Promises to Give	-
Property and Equipment, Net	15,493

**Total assets** **510,765**

#### Liabilities and Net Assets

Accounts Payable	18,430
Payroll Liabilities	40,483
Deferred Revenue	106,111
<i>Total liabilities</i>	<i>165,024</i>

#### Net Assets

Unrestricted Net Assets	59,029
Temporarily Restricted Net Assets	286,712
<i>Total net assets</i>	<i>345,741</i>

**Total Liabilities and Net Assets** **510,765**

# Thank you to our Investors!

Cooper Foundation  
The Harry A Koch Co  
The Lozier Foundation  
Mutual of Omaha Foundation  
Nebraska Children and Families Foundation  
Peter Kiewit Foundation  
Sherwood Foundation  
Weitz Family Foundation  
William and Ruth Scott Family Foundation

## Celebrate Nonprofits!