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.

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.

271 organizations participated in Guidelines & Principles in 2017!

NAM Training

2017 Training Topics

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

Sign up for future NAM Trainings

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:
- 19 agencies achieved the Best Practice Partnership for the first time
- 5 agencies renewed their Best Practice Partnership for the second time
- 2 agencies renewed their Best Practice Partnership for the third time

See the list of Best Practice Partners
NAM Summit

Save the Dates for 2018!
August 1st | Nebraska Nonprofit Conference | Kearney, NE
November 1st | Nonprofit Summit of the Midlands | LaVista, NE

2017 Summit Highlights
Sold Out!
150 more participants than ever before!
"Breaking Barriers" Theme
Vu Le keynote on Equity 201

Catalyst Award Winner
Seventy5North

Nonprofit Executive Institute

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.

Class 11 Graduates
Erin Bader, Lutheran Family Services
Zack Burgin, Nebraska Table
Paige Dempsey, United Way of the Midlands*
Valerie 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

*Nomination at time of acceptance

Public Policy

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.
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.

Subject Matter Experts
Nonprofit Summit & Conference
Member Discounts
403(b) Retirement Plans
Career Center

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.

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

Level 2
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
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
## Finances

### NAM Finances 2017

#### STATEMENT OF ACTIVITIES
Year Ended December 31, 2017
Pre-audit

<table>
<thead>
<tr>
<th>Revenue and Support</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Memberships</td>
<td>165,859</td>
</tr>
<tr>
<td>Grants and Contributions</td>
<td>242,459</td>
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<tr>
<td>Products and Services</td>
<td>58,326</td>
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<tr>
<td>Conferences</td>
<td>99,175</td>
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<tr>
<td>Interest and Other Income</td>
<td>2,855</td>
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<tr>
<td><strong>Total</strong></td>
<td><strong>568,674</strong></td>
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<table>
<thead>
<tr>
<th>Expenses</th>
<th></th>
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<tbody>
<tr>
<td>Program Services</td>
<td>232,795</td>
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<tr>
<td>Membership Activities</td>
<td>243,777</td>
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<tr>
<td>Management and Administrative</td>
<td>143,570</td>
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<tr>
<td>Fundraising</td>
<td>79,831</td>
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<tr>
<td><strong>Total</strong></td>
<td><strong>699,973</strong></td>
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#### BALANCE SHEET
December 31, 2017  
Pre-audit

<table>
<thead>
<tr>
<th>Assets</th>
<th></th>
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</thead>
<tbody>
<tr>
<td>Cash and Cash Equivalents</td>
<td>335,780</td>
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<tr>
<td>Accounts Receivable</td>
<td>17,865</td>
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<tr>
<td>Prepaid Expenses</td>
<td>7,889</td>
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<tr>
<td>Grants Receivable</td>
<td>133,738</td>
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<tr>
<td>Unconditional Promises to Give</td>
<td>-</td>
</tr>
<tr>
<td>Property and Equipment, Net</td>
<td>15,493</td>
</tr>
<tr>
<td><strong>Total assets</strong></td>
<td><strong>510,765</strong></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Liabilities and Net Assets</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Accounts Payable</td>
<td>18,430</td>
</tr>
<tr>
<td>Payroll Liabilities</td>
<td>40,483</td>
</tr>
<tr>
<td>Deferred Revenue</td>
<td>106,111</td>
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<tr>
<td><strong>Total liabilities</strong></td>
<td><strong>165,024</strong></td>
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</tbody>
</table>

<table>
<thead>
<tr>
<th>Net Assets</th>
<th></th>
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<tbody>
<tr>
<td>Unrestricted Net Assets</td>
<td>59,029</td>
</tr>
<tr>
<td>Temporarily Restricted Net Assets</td>
<td>286,712</td>
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<tr>
<td><strong>Total net assets</strong></td>
<td><strong>345,741</strong></td>
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</table>

<table>
<thead>
<tr>
<th>Total Liabilities and Net Assets</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Total Liabilities and Net Assets</strong></td>
<td><strong>510,765</strong></td>
</tr>
</tbody>
</table>

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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

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Celebrate Nonprofits!