



Welcome!

2013 ANN Annual Membership
Meeting/Teleconference

December 17, 2013



Meet and Greet

Special Poll on ANN's LinkedIn page ... What is your most urgent capacity building need going into 2014?

- 1) Build your board/staff, 2) Build your image/brand, 3) Build your bank account, 4) Build your impact

Meet and Greet Instructions (up to 30 seconds) ...

- Say your first & last name
- Say your agency
- Say 1 exciting thing that has happened to you, your nonprofit or a nonprofit you've worked with in 2013



Agenda

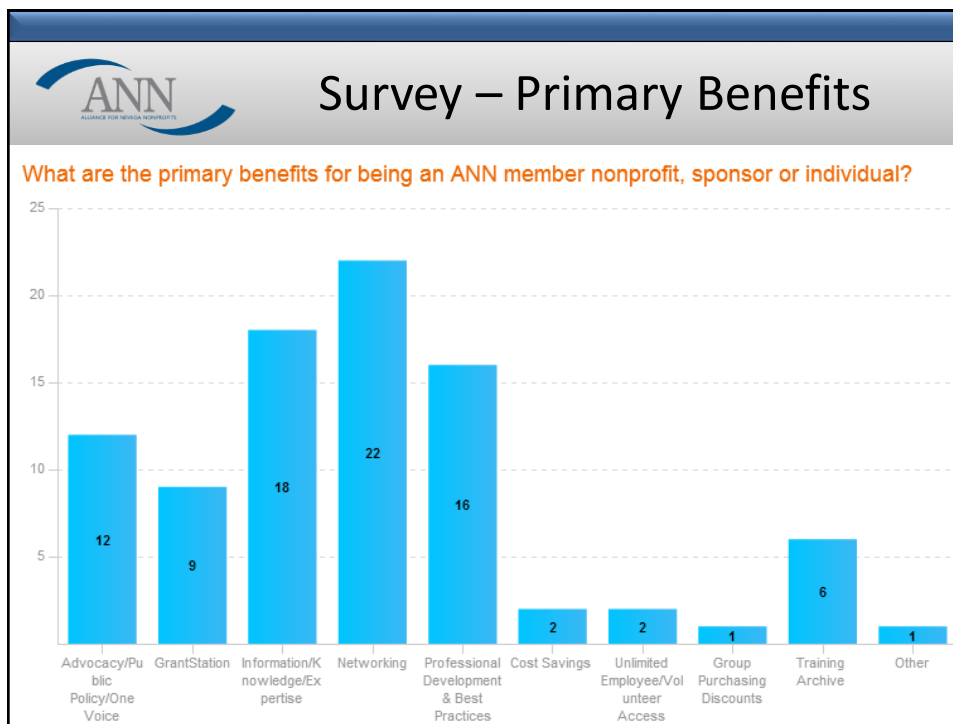
- Meet and greet
- Surveys
- List of 13 ANN member benefits
- ANN Committee Reports
- Nominees for ANN Board of Directors & Process to nominate 2 nonprofits and 1 sponsor
- Upcoming events




Survey

1 Thing You Appreciate About ANN

1. Education & Information x 10
2. Networking x 8
3. News & updates x 3
4. Support x 2
5. Access to the Nonprofit Sector x 2
6. Advocacy x 2



-  **13 Benefits**
1. Unlimited # of employees
 2. GrantStation online grant database for \$75/year (usually \$699)
 3. Access to Non-Profit Purchasing Group portal (\$299 value)
 4. Free or low-cost access to webinars (1-2 per month) and workshops
 5. Name and links to website/social media on ANN directory page
 6. Access to significant sponsor/vendor discounts
 7. Unemployment insurance package
 8. Training archive



13 Benefits

9. Access to significant cost savings to attend regional conferences (early & early-early bird)
 - May 8-9 – Las Vegas
 - Oct 2-3 - Reno
10. Opportunities at regional conferences to ...
 - Insert brochures in tote bags at 60% off
 - Be an exhibitor at 50% off
11. Advocacy alerts and updates
12. Job Board ... 50% off job postings
13. Access to complete ANN Directory
14. Sponsor Bonus: Free NPPG-hosted page & opp's



ANN Committee Reports

- Advocacy
- Development
- Finance
- Marketing & Membership
- Programming



Advocacy

- \$167,500 in savings to 640 nonprofits as a result of *AB 60 Compliance Toolkit* and AB 60 trainings
- Outreach to 47,028 volunteers and 5,202 staff
- 4 testimonies given regarding AB 60
- National public policy
 - Sequestration – Tell your story: GiveVoice.org
 - Charitable giving incentive – Push to sign on to Wyden and Thune letter
 - Social welfare organizations
 - Government-nonprofit contracting
 - New proposed changes to grant Indirect Cost calculations
- Last Webinar: AB 60 Compliance & Final Regulations: Mon, Dec 30: **December30.Eventbrite.com**



Development

- 2013 Charting Impact Report created
 - <http://goo.gl/z7mHUH>
 - Need 10 stakeholder reviewers – Email ANN and put “Reviewer” in subject
- 1-page Strategic Plan created for 2013-2014
 - <http://goo.gl/YwRTp1>
- Funder Research Report created and presented to Board in December 2013

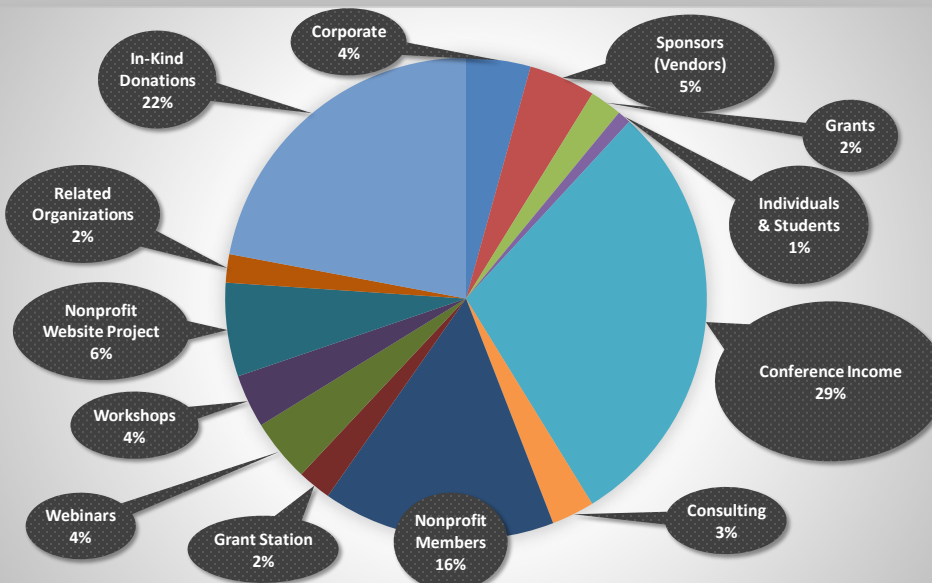


Finance

- QuickBooks Completed Set Up In 2014
- 990-EZ forms are on Public Disclosures page
- \$56,317 = Cash Revenue to-date
- \$18,664 = In-Kind Donations to-date
 - Google Grant started in October (over \$6,000 spent to-date)
- \$74,971 = Total Revenue (Cash + In-Kind to-date)
- Multiple Revenue Streams (next slide)



Finance - 2013 Revenue Streams



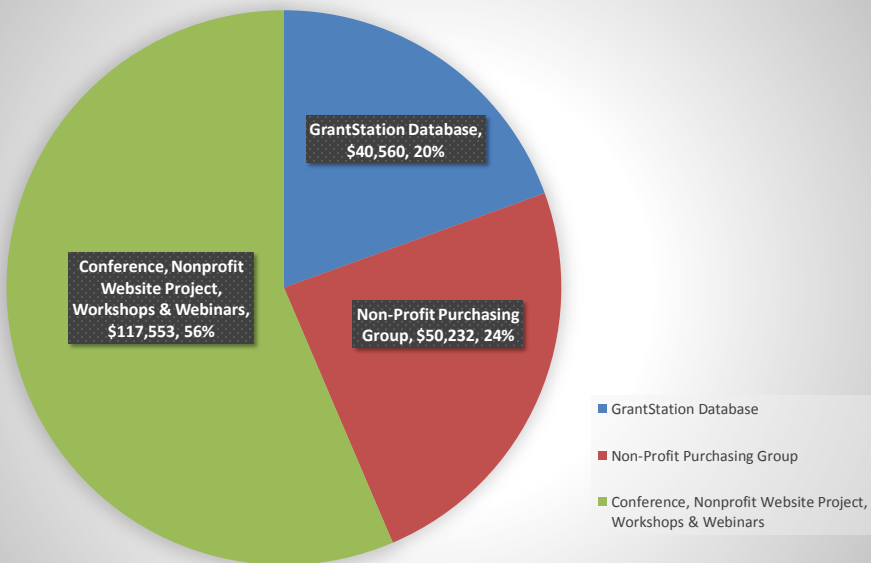


Marketing & Membership

- Special 15% Off Membership Renewals By 12/27
- New Job Board/Career Center created (50% off)
- New Unemployment Insurance package added
- ANN members saved \$208,345 in 2013 to-date
- Monthly traffic is 3,682 unique visitors/month
- Google Grant approved and over \$6,000 spent since October in Google AdWords
 - Main Traffic Areas: nonprofit jobs and how to start a nonprofit
 - Will be expanded to more campaigns in 2014



2013 Member Savings: \$208,345





ANN Training Archive

- LinkedIn Secrets
- How to Strengthen Your Board's Fundraising Muscle
- Fundraising 101 & Toolkit
- ProBono Legal Services for Nonprofits
- QuickBooks 101 for Nonprofits
- Attract More Money By Charting Your IMPACT
- AB 60 – Now That It Is Law & Effective January 1, 2014, Now What?
- How Your Nonprofit Can Use 990s to Benchmark & Expand Revenue Streams
- How to Get GuideStar Premium (\$1,500) for Free
- Powerful Strategies for Success: Nuts & Bolts of Forming a Nonprofit
- Obamacare for Nonprofits
- How to Avoid Website Design Rip Offs! Do It Yourself with WordPress! Save Hundreds, Even Thousands!
- How Nonprofits Can Get The Most Out Of The Nevada 77th Legislature 120-Day Session
- 21 Strategies & 4 Models for a Killer Sustainability Plan
- Creating Your Marketing Plan: Cowboys Need Branding Too
- 4 Board Leadership Training Toolkits
- Google Grants Course
- Grant Research
- How to Create a Grant Readiness 3-Ring Binder
- How To Create \$10K Products For Your Nonprofit
- How To Create A Facebook Brand Page
- How to Drive MEGA Traffic To Your Website & Events
- 2012 Assets & Opportunity Scorecard for the State of Nevada
- Financial Capability: Resources & Strategies for Inspiring
- Client Success
- Fundraising Like a Genius
- How a Nonprofit Serving Veterans Won \$250,000 from Home Depot
- Creating Your Fundraising/Development Plan
- Best Practices in Protecting Employee Rights
- Kick Off 2012 With Funder Research Tips & Grant Station
- Law AB 242 – Is your nonprofit compliant?
- Law SB 99 – Contract requirements for grant writers
- Nonprofit Website Project 2.0 & DVD



Proud Member Logos





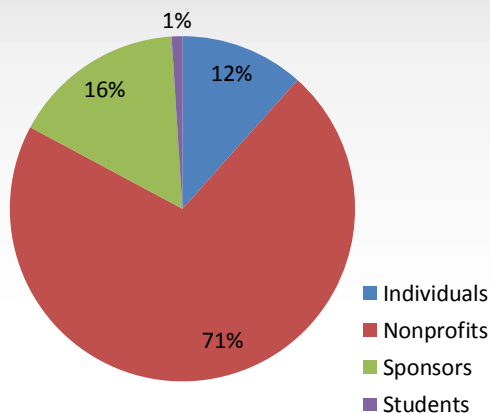
Report – Programming Committee

- 3,060 professional development hours offered
- 1,296 nonprofit & community leaders registered
- 291 nonprofit leaders participated in 2013 Regional Conferences for Nonprofits
 - <http://LasVegasConference.org>
 - <http://RenoConference.org>
- Thank you to all Conference, Workshop & Webinar Presenters who donated time & expertise!
- Next Meeting ... Las Vegas: Announced 1/6/14
- Next Meeting ... Reno: Announced 2/3/14

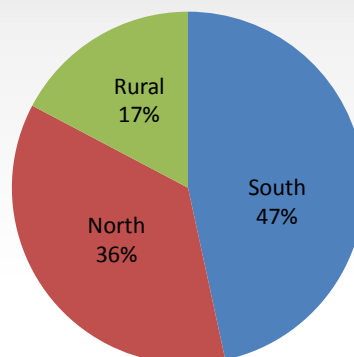


2012 Membership Profile

Nonprofit Members & Sponsors



Regions





Report – Membership & Marketing

- Average Nonprofit Member
 - Full-time employees = 13
 - Part-time employees = 2
 - Volunteers = 363
- Percentage (%) of new ANN nonprofit members whose clients are at least 50% low-to-moderate income = **61%**



ANN Board of Directors Rock!

- B.J. Abel
- Mary Brock
- Renee Kelly
- Lisa-Marie Lightfoot
- Patti Meals
- Theresa Reilly
- Andrew Schuricht
- Dana Serrata
- Brenda Stout
- Lu Torres





Nominees for Board

- Cyndy Gustavson, Reno
- Daniele Dreitzer, Las Vegas
- Vote
- 2 Nonprofit reps
- 1 Sponsor rep
- Process: Submit nominations by Fri, Dec 27
 - Email ANN
 - ANN will reply with a link to a nomination form
- Nominee info will be emailed to members in January 2014
- Vote



Upcoming Events

- End-of-year Special 15% off membership renewals through **Fri, Dec 27**
- Nominate nonprofit or vendor/sponsor by **Fri, Dec 27** (email ANN)
- **Mon, Dec 30** | 9 am | Last Webinar of 2013: AB 60 Compliance Toolkit & Final Regulations: Register: <http://December30.Eventbrite.com>
- Las Vegas Regional Conference: **May 8-9** (Rio)
- Reno Regional Conference: **Oct 2-3** (Harrah's)
- Watch for 1-2 ANN Webinars/Month