

FUNDRAISING & FINANCES
FROM AB 60 TO BEST PRACTICES TO
CERTIFICATION

Attendee Overall Responses to Conference

November 7-8 2013

Report prepared by
Jacob Van Nostrand, Tammy Wear, and
Media Wright

Washoe County School District
Volunteer Services

2013 ANN Reno Regional Conference for Nonprofits Report

1) Please indicate the extent to which you agree with the following statements concerning the conference:

Questions		Strongly Agree	Agree	Neutral	Disagree	Strongly Disagree
(a)	Provided good learning experience	14	12	2	0	0
b)	Provided good networking experience	13	9	6	0	0
c)	The location was comfortable and easy to get to	15	9	3	1	0
d)	The conference logistics and registration process worked well	16	9	2	0	0
e)	The conference seemed well organized	20	7	1	0	0

Comments:

- Power networking was awkward logistically. Should have been in a different room and explained in the morning.
- The air quality in Washoe ABC was awful; it smelt like fumes from the parking garage.
- Overall excellent experience.
- Thank you, it was outstanding.
- Hard copy of PowerPoint should be available for attendees at each session, not later -Seating was too tight in break-out rooms, Power networking segment was good idea but not well thought-out, It needs to be totally revamped to be effective (including on logistics side).

2) Please rate the topic presentations:

Q2	Excellent	Good	Neutral	Fair	Poor
Luncheon Keynote Address	10	14	3	1	0

Comments:

- Need to focus on 1 or 2 topics, examples and interventions.
- Advocacy work!
- Eating during keynotes distracts from listening.
- Difficult to understand speaker due to background noise of lunch service and poor audio system.
- Excellent information, Thank You!!!!
- Focus on topic.
- Well planned.

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- Food delivery became a significant problem (esp. special-order meals) made hearing speaker difficult for those seated far from podium. A little too many on examples; (interesting, but would like more substantive solution probing).
- The acoustics were challenging. Sound faded in & out.

3) What topic would you like to be presented at future breakout sessions?

Topics	Number of People
Advocacy and Public Policy	4
Data Collection	9
Financial Management	5
Fundraising and Resource Development	10
Grant Writing	12
Governance and Board Structure	7
Human Resources and Personnel	4
Information Technologies	7
Legal	3
Long and Short Term Planning	12
Marketing communication and Public Relations	9
Organizational Development	8
Program Evaluation	12
Volunteer Management	7
Work Skill Development	8
Media	1
Measuring outcomes on impact of activities	1
Other: <ul style="list-style-type: none"> • More focused coverage for small, local non-profits which struggle more to get funds & coverage-they lack the power & visibility of local chapters of large, national non-profits • media • Measuring outcomes or impact of activities • Starting a NPO 	4

4) The topic above that I would like to see in a half-day or full-day preconference workshop is...

- Any new regulations that UPS needs to adhere to.
- Data collection and program evaluation.
- Measuring outcomes.
- Marketing etc.
- Have a “share and share alike” session where people get up and present a problem and peers problem solve. –live-

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- Fundraising and resource development.
- Program evaluation.
- Planning, organizational development.
- Grant writing.
- Strategic planning.
- Long and short term planning.
- Grant writing.
- Governance and board structure.
- Creating a strategic plan.

5) One speaker (and his/her contact information) who I would like to see considered for next year's Regional Conference for Non-Profit, is...

- Cheri Hill
- Mike Wurm Boys and Girls club
- Vivienne French
- Christina Stoever -young-TRTA board member Sunshine Tahoe Founder-marketing gum w/business & NPO's.
- Beverly Lassiter
- Brent for bush
- Love them all.

6) One of the biggest takeaways from this conference is ...

- Be more organized, have a paper trail, due to public disclosure, -market fundraisers,-and memorize your mission statement.
- Knowledge about non-profits.
- Lots of very good & pertinent info.
- Energy & enthusiasm to keep at it.
- Lots of great information.
- Resources, glad to be a sponsor of ANN quality speakers good, useable information, tasks.
- All of it! I learned so much in addition to adding my own experiences-a reflective opportunity.
- Non-profits as backbone of community seems like there is such a strong, continuing need for this type of professional/organizations development that it ought to be taught starting in high school.
- Information on non-profit sustainability.
- Many tools.
- Resources available.
- You should be asking more about the problems we saw, so you can improve for next time.
- The blue (seminar feedback) sheets, for example, really only sought kudos & quotes for your publicity.

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- Try for a Google grant.
- We are in great need of a strategic plan-and a way to measure our impact on the community.
- Value of having an ANN organization.
- Tech says/AB60 has new requirements.
- Brent Forbush-who needs a tax letter for donations, what type of donation etc...

7) Can we use your comments in future promotional campaigns?

- **Barbara Slode**-- Creating a strategic plan, Love them all, Brent Forbush-who needs a tax letter for donations, what type of donation etc...
- **Jane S** --Lahontan Audubon Society President-- Governance and board structure, Brent for bush, We are in great need of a strategic plan-and a way to measure our impact on the community.
- **Shannon Skarritt**--Tahoe Rim Trail Assor. Dir. Of ____ & outreach-- Try for a Google grant, Long and short term planning, Christina Stoever -young-TRTA board member Sunshine Tahoe Founder-marketing gum w/business & non-profit's, starting a NPO.
- **Mary W. Covington** --Program Coordinator-- Advocacy works, Have a "share and share alike" session where people get up and present a problem and peers problem solve. --Live- Non-profits as backbone of community seems like there is such a strong, continuing need for this type of professional/organizations development that it ought to be taught starting in high school.
- **Ruth Stacy**-- Grants Writer-- Measuring outcomes or impact of activities, Cheri Hill
- **Syd McKenzie**-- Cofounder Oral Health NV Sponsor Send out Cards-- Resources, glad to be a sponsor of ANN quality speakers good, useable information, tasks, media, Data collection and program evaluation.
- **No names**-- Lots of great information, Grant writing, Cheri Hill/and or Beverly Lassiter, Focus on topic.

BREAKOUT SESSIONS

Top Sources for In-Kind Donations & Grants: Instructor: Phil Johnock

Overall Rating:

Poor 1	2	3	4	5	6	7	8	9	Excellent 10
0	0	0	0	5	2	6	5	5	7

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Q1: One thing that I learned in this breakout session that I can apply to my job right away is ...

- C: 14 attendees said Google grants.
- C: Must take time to focus on donations.
- C: Wish list for in-kind.
- C: Had not considered in-kind now have many ideas.
- C: To become on ANN member.
- C: How to maximize in-kind donations & sources.
- C: Should hand out power point presentations in hard copy, so audience can take notes on that –saying “you can get it later” is not helpful, but is great for sessions we could not attend.
- C: To tool @ part 990-
- C: Will be a great next step!
- C: Focus on in-kind.
- C: Consider and solicit and quantify in-kind.
- C: Available resources.
- C: “Law of surplus” & asking for in-kind donations promoting in-kind donations based on the fact that it promotes community engagement.
- C: How to think about in-kind donations.
- C: In-kind donations-Additional resources! ☑
- C: Online resources available to non-profits.
- C: Everything!
- C: How to use in-kind donation to get what we need instead of just asking for cash.
- C: Other great links & resources.
- C: How to increase in-kinds & accounting for them.
- C: How to use Goggle for non-profit.

Q2: What I liked most about this breakout session is ...

- C: steps & advice.
- C: Great presenter valuable information.
- C: Out of the box leads.
- C: Focus away from \$- creative & innovative use of surplus.
- C: Succinctness of presentation.
- C: The high break down of in-kind revenues vs. cash also the links of grant solution & tech soup.
- C: Specific info of requirements & what to put in your Google grant.
- C: Info on Google grants and “surplus”.
- C: Very detailed practical approach.
- C: The law of surplus concept.
- C: Lots of info.
- C: Learning about the law of surplus as it relates to in-kind donations.
- C: Practical & local.
- C: Speaker knowledge.
- C: Quick, easy solutions.
- C: Informative.
- C: Everything!

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- C: Great informative and strategy to act on info.
- C: Very useable information.
- C: Value of in-kind donations.
- C: Clarity.
- C: Concise-detail oriented.
- C: Finding materials.

Q3: What surprised me about this breakout session is ...

- C: All of the grant avenues.
- C: The depth of what could still be discussed on this topic-focused around –web resources.
- C: More access to discounted products & services.
- C: The amount of money our group can save by searching out in-kind donations.
- C: It felt like a sale pitch for Google.
- C: N/A
- C: How easy it can be to get in-kind donations.
- C: -Easy for Google grants-simple 4 criteria.
- C: The reporting on in-kind information & utilization in budget can be really helpful for organizations I work with.
- C: Resources I didn't know about you can get an average of 80% of what you need donated.
- C: Benefits (&simplicity) of applying for Google grants.
- C: How many resources we are not using and should be!
- C: "Surplus" idea-intuitive but hadn't heard.
- C: Go for in-kind donations.
- C: How little I know about in-kind donations.
- C: No surprises-Phil is a great presenter very knowledgeable.
- C: The incredible opportunities of in-kind resources.
- C: Detail.
- C: The easy access

QuickBooks for the NP:

Instructor: Gabriele Lenga

Overall Rating:

Poor 1	2	3	4	5	6	7	8	9	Excellent 10
0	0	0	0	3	2	3	3	0	6

Q1: One thing that I learned in this breakout session that I can apply to my job right away is...

- C: I think Gabriele is very knowledgeable but this session was not helpful to me at all.
- C: Nothing
- C: How to get the QB 2013 for cheap.

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- C: Payroll checks have to come out of payroll portion of software.
- C: set up account # for customer.
- C: overview of QuickBooks.
- C: Tracking donations on QB.
- C: Better working with my accountant.
- C: Tracking mileage in QuickBooks.
- C: Different individuals can have access to different areas of program, thru passwords for users.
- C: I understand the layout of QB much better now.
- C: Acct Description & New Accts.
- C: Everything! So much to learn!
- C: Gov't reporting.
- C: Link to B...
- C: It was simple-multiple users.

Q2: What I liked most about this breakout session is...

- C: It seemed to be geared to people who have never used QuickBooks. I was hoping for something more advanced.
- C: Presenters Knowledge.
- C: PowerPoint helpful-Visuals.
- C: Gabriele was very clear and to the point.
- C: Using Employee center to write letters of employment.
- C: Gabriele was very clear in her presentation Thank You!
- C: Very well done! Enthusiastic!
- C: Energy of presenter information.
- C: It was quick/simple useful.

Q3: What surprised me about this breakout session is...

- C: Something more advanced.
- C: Very basic-would love more advanced sessions.
- C: There wasn't more info about connecting QB to AB60- I was disappointed.
- C: Word doc future to write letters.
- C: All of the extra features such as linking.
- C: Cards and merchant account info.
- C: Very valuable.
- C: All that I can do with QuickBooks.
- C: I wasn't confused.
- C: It wasn't too short.

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It can be a win-win: Volunteers & Capacity Building: Instructor: Janet Wright

Overall Rating:

Poor 1	2	3	4	5	6	7	8	9	Excellent 10
0	0	0	0	0	0	1	2	2	8

Q1: One thing that I learned in this breakout session that I can apply to my job right away is ...

- C: Showing how volunteers affect the bottom line.
- C: Structuring the volunteer side.
- C: I will be sharing the training materials & resources with our volunteer committee chairs.
- C: Good, useful info.
- C: Structure plan.
- C: Importance of volunteer recognition –volunteer job-align volunteer’s w/strategic plan/mission.
- C: Need to identify volunteer opportunities, jobs & skills needed.
- C: Get a Volunteer Coordinator Now!
- C: Train board to target track.
- C: Remerging service.
- C: Volunteer coordination resources through state.
- C: How important volunteers are.
- C: Definitely the value of current volunteers.

Q2: What I liked most about this breakout session is ...

- C: The many examples before each topic presentation.
- C: Great content.
- C: Very interactive.
- C: How to place a value \$ of volunteers.
- C: Very relevant topic.
- C: Involved audience yet stayed on topic.
- C: Janet was very organized. She let us interact tremendous amount of info flowed well.
- C: Everything!
- C: Great ideas & a lot to consider in better managing volunteers.
- C: Very engaging.
- C: Interaction and Resources.
- C: Realized the need of a working board.

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Q3: What surprised me about this breakout session is ...

- C: How much is happening in the field/volunteer development.
- C: That we are heading in the right direction provided validation.
- C: The process.
- C: We are on track w/something's & need to improve in other areas.
- C: Nothing.
- C: amount of state support available.
- C: The value of volunteers.

Keys to successful NP Marketing:

Instructor: Cheri Hill

Overall Rating:

Poor 1	2	3	4	5	6	7	8	9	Excellent 10
0	0	0	0	2	0	0	5	1	10

Q1: One thing that I learned in this breakout session that I can apply to my job right away is ...

- C: Our mission statement is too long. Clarify!!
- C: "Attention Getter" Mission.
- C: Form our mission better.
- C: Focus on Results.
- C: How to be more concise with my marketing.
- C: Clarifying our mission statement.
- C: Candid instruction clear confident.
- C: Give a call to action!
- C: Mission.
- C: Get the mission statement correctly worded.
- C: 1. Mission state message for marketing-redraft 2. YouTube for non-profit.
- C: Create a marketing plan!
- C: I need to think like a Tax Exempt entity rather than a non-profit.
- C: Get video on website.
- C: Form a marketing committee & lots of other great stuff!

Q2: What I liked most about this breakout session is ...

- C: Wealth of information-passionately delivered!
- C: Knowledge of subject.
- C: The feedback in discussion from others.
- C: The great energy Cheri had presenting.
- C: Learning how to streamline marketing strategies for our office.
- C: "How do you receive messaging" concept.
- C: Learning how to effectively communicate our mission message.

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- C: Ideas.
- C: So much valuable information.
- C: Everything! ☑
- C: Cheri was very clear and easy to understand her principals!
- C: Everything!
- C: The enthusiasm.
- C: Cheri is a very dynamic speaker & knows her stuff.
- C: Power packed drive & right on messaging.

Q3: What surprised me about this breakout session is ...

- C: Definition of “social marketing” clarified vs. social media also importance of video.
- C: Ideas for resources & ways to market.
- C: How well we already are doing, with what to do next.
- C: How the board needs to be more active in an organization.
- C: YouTube trend.
- C: So many of our missions don’t inspire us! Shorten it & inspire.
- C: Social marketing.
- C: Downstream, Upstream concepts.
- C: Everything!
- C: Retooling idea of RDI-to what you get done!
- C: You don’t have to market or try to get your message to “everyone”.
- C: Your generosity & nerve! Thank You!

8 Tips to Strengthen the Financial Health of your NP:

Instructor: Brent Forbush

Overall Rating:

Poor 1	2	3	4	5	6	7	8	9	Excellent 10
0	0	0	0	3	1	3	7	4	9

Q1: One thing that I learned in this breakout session that I can apply to my job right away is ...

- C: Accounting controls.
- C: Ideas & tips to know & pay attention to while doing financials.
- C: Salesforce.com can assist with donor data.
- C: G.A.P.
- C: Brent is great but again it seems his target was a lot less experienced than the people in the room.
- C: Multiple regulatory.
- C: Items to add to policy/procedure.

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- C: Very informative.
- C: N/A
- C: Focus on mission.
- C: Detail in kind donation for my dept.
- C: Lots!
- C: Financial literacy of board.
- C: No comp time in Nevada.
- C: Best practices.
- C: Donations, oversights, budgets.
- C: Tips for tracking in kind donations.
- C: manuals.
- C: CRM.
- C: Good basic overview & (unable to read remarks)
- C: Things to add to my agency's internal controls.
- C: I need help, but I already knew this.
- C: As in coming co-pres. Of an org that has no pd director we will have to be more involved w/financial issues.
- C: Internal control.

Q2: What I liked most about this breakout session is ...

- C: Interesting, well presented.
- C: Financing tips.
- C: 4/5-yr budget can assist in staying mission focused & with strategic planning.
- C: Lots of info.
- C: He was told most people would be \$50k or less in revenue.
- C: Best practice- Presenter very open to question.
- C: Discussion on new able compensative.
- C: Great information.
- C: Internal controls topic (Good job Brent).
- C: Presentation very informative & personal useful information.
- C: Good speaker.
- C: Quick, clear.
- C: Good solid info.
- C: Knowledge of speaker.
- C: Quick tips.
- C: Brent is knowledgeable and organized.
- C: Great info especially for lay person.
- C: Real examples to apply to our organization.
- C: His knowledge.
- C: To the point.
- C: Good presenter-instructor.
- C: Brent was very clear-good presenter- interesting info.
- C: segregation of duty.
- C: Info about BD involvement in financial matters.
- C: Lots of good info.

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Q3: What surprised me about this breakout session is ...

- C: Comp time is illegal in Nevada.
- C: That is not this audience.
- C: Information seemed basic.
- C: Full discussion on internal control-good reminders for non-profit participants.
- C: 1023 application for tax enough states.
- C: N/A
- C: Mission creep definition-applied to my organization.
- C: Very informative.
- C: Level of detail-very helpful.
- C: Easy to understand & interpret.
- C: My organization being very new needs better organizational policies & procedures.
- C: We have these policies & procedures in places-need to improve.
- C: How wide the subject matter was – very good.
- C: I don't know much about accounting.
- C: Policy manual

High performing Fundraising Boards: Instructor: Isabelle Rodriguez

Overall Rating

Poor 1	2	3	4	5	6	7	8	9	Excellent 10
0	0	0	0	0	0	2	1	2	6

Q1: One thing that I learned in this breakout session that I can apply to my job right away is ...

- C: Board members with passion, shared purpose.
- C: Encourage BD. Development c... to evaluate Board performances.
- C: Select board who are passionate.
- C: Helping guide organizations to look closely at the passions of their board members.
- C: Passion for our organization.
- C: Expectations for BD.
- C: Effective board.
- C: Making your board members successful in mission.
- C: Board members have passion for the overall health of organized in partnership w/E.D.
- C: How to Govern Board Better.

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Q2: What I liked about this breakout session is ...

- C: Presenters enthusiasm and knowledge from experience.
- C: Remember-it's not about me it's my passion for the org.
- C: Dynamic speaker with a clear and concise presentation.
- C: messages on patience.
- C: informed.
- C: presentation & presenter were engaging.
- C: Isabelle's enthusiasm /energy.
- C: Success.
- C: Acknowledgement of difficulty in being the leader.
- C: Hit, Nail on the head.

Q3: What surprised me about this breakout session is ...

- C: Please ask Isabelle to load a power point on the handouts page.
- C: The level of professionalism among the participants.
- C: Liked the well-presented info without power point or printouts.
- C: No power point made it more engaging & personal.
- C: Very honest.
- C: Sense of purpose.
- C: Make board meetings fun.

Maintaining NP Momentum:

Instructor: David Thompson

Overall Rating:

Poor 1	2	3	4	5	6	7	8	9	Excellent 10
0	0	0	0	0	0	0	0	0	1

Governance Matters! Leadership Skills for Board Members:

Instructor: Kelly Marschall

Overall Rating:

Poor 1	2	3	4	5	6	7	8	9	Excellent 10
0	0	1	0	1	3	6	3	0	11

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Q1: One thing that I learned in this breakout session that I can apply to my job right away is ...

- C: Leadership Development.
- C: By far the best so far & the session was very well-paced.
- C: Very informative on all levels Thank You.
- C: Online McKinsey program.
- C: Forward information-again-to board.
- C: Assessment of Board.
- C: Getting our board to be more involved.
- C: To reiterate these tools to my board.
- C: Write job description for new board members and organize board trainings for new members.
- C: Various roles & responsibilities.
- C: OCAT!
- C: Can't wait to try this w/our board.
- C: Important info.
- C: Useful info about boards.
- C: Committee functions.
- C: Be sure that recent annual report is a section in our board binder-not sure it is.
- C: How specific the roles & responsibility are needed for a board division b/w staff & board duties.
- C: Board job descriptions & annual reviews.
- C: Assessment tool for board members.
- C: Looking @ traits for boards.
- C: Calendars meetings for entire year.
- C: The McKinsey study is something I'm going to bring back to the board.

Q2: What I liked most about this breakout session is ...

- C: Board Assessment.
- C: Energy, ideas.
- C: Behaviors/traits to look for.
- C: Knowing the importance & role of bod.
- C: Step by step list to be a productive & professional board.
- C: Selection & orientation process & checklist.
- C: Resources.
- C: Ways of changing board members.
- C: Good information about board recruitment.
- C: The concept that how a person thinks is more important than what their job is.
- C: How everything was described & defined. What is required for a successful board?
Some info was repeated over a few times.
- C: Board member roles/responsibilities.
- C: Idea of making board meetings fun.
- C: outlines formal structure of board.
- C: There wasn't much she needed to engage us more.

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Q3: What surprised me about this breakout session is ...

- C: How much more we need to do.
- C: Kelly is a local talent!
- C: Don't get the "Noah's Ark" board.
- C: Commitment of board members.
- C: BOD needs to donate.
- C: How much information is out there to assist us in being a better more professionally run non-profit.
- C: It was excellent!
- C: 1/10 jobs w/non-profit.
- C: Prospect board members should be given material prior to being put on the board we need more courageous board members.
- C: Boards should be recruiting new board members.
- C: Jobs that are for board members and not the responsibility of the CEO!!
- C: How much non-profit are not using any of these tools for their boards.
- C: Need for cross-sector engagement.
- C: Some of board responsibility.
- C: I wanted less of what a board is & more of how to engage jobs.

Small Business Strategies for Surviving Health Care Reform: Instructor: Valerie Clark/Sarah Sommers

Overall Rating:

Poor 1	2	3	4	5	6	7	8	9	Excellent 10
0	0	0	0	2	0	1	3	1	4

Q1: One thing that I learned in this breakout session that I can apply to my job right away is ...

- C: HSA & HRA.
- C: Changes in HRA registration.
- C: Cadillac tax 2018 options to think about for 2014 Budget Prep.
- C: PEO option availability.
- C: There are more valuable possibilities than I thought.
- C: Time sheets!
- C: Learned about the new errors as applied to small Business.
- C: Revamp insurance plans in office.
- C: More about the new healthcare laws.

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Q2: What I liked most about this breakout session is ...

- C: Overview to understand more 2nd handout what I need to check into.
- C: Some good specific info.
- C: Very informative, very personal discussions.
- C: Topic & info presented.
- C: Various choices available.
- C: Thorough concise Solutions!
- C: Down to earth approved.
- C: Options that is available.
- C: How personable the trainers were.

Q3: What surprised me about this breakout session is...

- C: HAS & HRA'S.
- C: How this will affect non-profit & small businesses in the future.
- C: How crazy healthcare is getting.
- C: The amount that government plans to tax small businesses.

Excel Basics W/Templates:

Instructor: Carolyn Henrikson

Overall Rating:

Poor 1	2	3	4	5	6	7	8	9	Excellent 10
0	0	0	0	1	0	4	1	2	1

Q1: One thing that I learned in this breakout session that I can apply to my job right away is ...

- C: How to link pages.
- C: I need more training on excel.
- C: Making spread sheets better.
- C: Tech soup.
- C: Templates & linking spreadsheets.
- C: Great formatting tips.
- C: All manipulation & copy ability (to word).
- C: How to use excel 2013 to make charts, etc.

Q2: What I liked most about this breakout session is ...

- C: Clarity of presentation.
- C: The possibilities of what can be achieved with excel, however presenter's technology wasn't working well.

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- C: Using excel live.
- C: Template info.
- C: Everything. This should be required!!! Even for those of us with some excel experience.

Q3: What surprised me about this breakout session is ...

- C: tech soup info.
- C: Technical glitches.
- C: That I would learn so much when I am pretty with Excel.
- C: Tech soup information was also very valuable.

Grants & Contracting Reform: Federal & State:

Instructor: David Thompson

Overall Rating:

Poor 1	2	3	4	5	6	7	8	9	Excellent 10
0	0	0	0	0	0	2	1	1	2

Q1: One thing that I learned in this breakout session that I can apply to my job right away is ...

- C: It is nice to know that a national organization is advocating for a united state-based non-profit community.
- C: Not sure.
- C: Understanding grants & contracting.

Q2: What I liked most about this breakout session is ...

- C: Explanation of grants & contracts atmosphere.
- C: Learning what common problems are.

Q3: What surprised me about this breakout session is ...

- C: That there has been progress in breaking down barriers.
- C: Progress in being made on contracting.

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Sustainability Challenges & Strategies: Instructor: Beverly Lassiter

Overall Rating:

Poor 1	2	3	4	5	6	7	8	9	Excellent 10
0	0	0	0	0	1	0	7	4	4

Q1: One thing that I learned in this breakout session that I can apply to my job right away is ...

- C: Effective Strategic plan.
- C: Good info.
- C: I focus too much on program.
- C: Don't let mission-drift happen with branding.
- C: (The connection between) Mission, vision, impact & board & staff responsibility to convey to community to sustain org.
- C: Challenges faced by non-profit.
- C: Sustainability means.
- C: Evaluating impact effectiveness, always insure mission fit.
- C: Resource to expand knowledge TCC & Rand.
- C: Liked the study data- will use to reinforce my message.
- C: Lots! Like strategic plans, accountability, funding's, branding.
- C: As new organization program development including all core components.
- C: How to keep momentum.

Q2: What I liked most about this breakout session is ...

- C: All facts & figures that shows what's successful practices.
- C: Strategic plan very important.
- C: How to run org like business.
- C: The good stats & research.
- C: Good overview.
- C: Engage the audience-open the dialogue.
- C: Lots of gems.
- C: Pieces needed for best chances of sustainability.
- C: All of it!
- C: Great presentation – liked the interactivensess.
- C: She was organized; spoke slowly & clearly Great info in an untestable format.
- C: Personality friendliness during interaction.
- C: Tips & feedback.

Q3: What surprised me about this breakout session is ...

- C: We are doing many things right!
- C: The components that make up strongly sustainable non-profits & weak ones.
- C: Are we creating a “story” worth telling (community awareness=import).
- C: Expected it not to be as entertaining.
- C: Good info.

Permission to use comments in promotions

- **Media Wright**--AmeriCorps Vista WUSD special Program Manager--How to use in-kind donation to get what we need instead of just asking for cash, great informative and strategy to act on info, how little I know about in-kind donations.
- **Gwen Taylor**-- Executive Director--Google grants, value of in-kind donations, I need to think like a Tax Exempt entity rather than a non-profit, everything.
- **Christine Minky**--Volunteer Coordinator- How to use Goggle for non-profit, concise-detail oriented, detail.
- **Lauren Greeney**--Faculty Liaison at the office of service--learning &civic engagement-- Learning about the law of surplus as it relates to in-kind donations, resources I didn't know about you can get an average of 80% of what you need donated.
- **Ruth Stacy**--Grant writer- How to think about in-kind donations, practical & local, get video on website, the enthusiasm, retooling idea of RDI-to what you get done!
- **Lani Bonar**--Grants Admin. Thunderbird lodge president society-focus on in-kind.
- **Mary W. Covington**--Program Coordinator--Google grants, the law of surplus concept, the reporting on in-kind information & utilization in budget can be really helpful for organizations I work with, helping guide organizations to look closely at the passions of their board members, dynamic speaker with a clear and concise presentation, no power point made it more engaging & personal, the concept that how a person thinks is more important than what their job is, boards should be recruiting new board members.
- **Holly Evers**--Simmaron Research-- Specific info of requirements & what to put in your Google grant.
- **Syd McKenzie**-- Cofounder Oral Health NV Inc. Send out cards RDH-- Had not considered in-kind now have many ideas, focus away from \$- creative & innovative use of surplus, more access to discounted products & services, as new organization program development including all core components, personality friendliness during interaction, expected it not to be as entertaining.
- **Donna Nielsen**--JLR member-- to become on ANN member, apply for Google grants, succinctness of presentation, the amount of money our group can save by searching out in-kind donations, revamp insurance plans in office, options that is available, the amount that government plans to tax small businesses.
- **Liz**--Founder/President- must take time to focus on donations, great presenter valuable information, all of the grant avenues.
- **Rebecca**--Coordinator-- How to get the QB 2013 for cheap.

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- **Kay Gore**--Director American Heroes Sleep Project-- Everything! So much to learn, energy of presenter information, very valuable, remerging service, great ideas & a lot to consider in better managing volunteers, how to use excel 2013 to make charts, etc., Everything! This should be required!!! Even for those of us with some excel experience, that I would learn so much when I am pretty with Excel, tech soup information was also very valuable.
- **Barbara Slode**--President between Horses and Humans-- get a Volunteer Coordinator now, Janet was very organized. She let us interact tremendous amount of info flowed well, donations, oversights, budgets, Brent is knowledgeable and organized, great info especially for lay person, write job description for new board members and organize board trainings for new members, step by step list to be a productive & professional board, how much information is out there to assist us in being a better more professionally run non-profit.
- **K. Wolle**--Past President Carson Valley Trails Organizations--need to identify volunteer opportunities, jobs & skills needed, involved audience yet stayed on topic.
- **Tamara L.**--Consultant- showing how volunteers affect the bottom line, the many examples before each topic presentation, how much is happening in the field/volunteer development.
- **B. Kelly**-- detail in kind donation for my department, good speaker, very informative.
- **Scott C. Ades**--Executive Director-- I need help, but I already knew this, segregation of duty, how wide the subject matter was – very good.
- **Harry Parsons**--CPA-focus on mission, presentation very informative & personal useful information, and mission creep definition-applied to my organization.
- **Barbara Chastain**--Director Center for adaptive Riding-- board members have passion for the overall health of organized in partnership w/E.D, acknowledgement of difficulty in being the leader, make board meetings fun.
- **Lisa Marie Lightfoot**--WCSO Volunteer Services Administrator-- passion for our organization, messages on patience, very honest.
- **J.B.**-- President-- useful info about boards, ways of changing board members, prospect board members should be given material prior to being put on the board we need more courageous board members.
- **Lindsay Bridges**--Events Planner-more about the new healthcare laws, how personable the trainers were, how crazy healthcare is getting.
- **No Names**-- Effective Strategic plan, all facts & figures that show what are successful practices, the components that make up strongly sustainable non-profits & weak ones, how specific the roles & responsibility are needed for a board division b/w staff & board duties, how everything was described & defined. What is required for a successful board? Some info was repeated over a few times, how much non-profit are not using any of these tools for their boards, create a marketing plan, Cheri was very clear and easy to understand her principals, everything, how to be more concise with my marketing, the great energy Cheri had presenting, how the board needs to be more active in an organization , all that I can do with QuickBooks, I understand the layout of QB much better now, Gabriele was very clear in her presentation Thank You!, all of the extra features such as linking cards and merchant account info, how to maximize in-kind donations & sources, the high break down of in-kind revenues vs. cash also the links of grant solution & tech soup, It felt like a sale pitch for Google.

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Title	How many attended	Permission to use comments	# of No feedbacks
Top Sources for In-Kind Donations	30	11	0
QuickBooks for non-profit	17	4	2
It can be a win-win	13	3	0
The keys to successful non-profit marketing	18	4	1
8 tips to strengthen financial health	27	5	2
High performing fundraising boards	11	3	0
Maintaining non-profit momentum	1	0	1
Governance Matters! Leadership skills	25	3	3
Small business strategies	11	2	1
Excel basics w/templates	9	1	1
Grants & contracting	7	0	3
Sustainability challenges	16	2	1