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**Nonprofit Enterprise  
at Work**



# Annual Report 2003-2004



**NEW's mission is to help nonprofits  
succeed by strengthening nonprofit  
management and offering solutions to  
issues facing our nonprofit community.**

Helping Nonprofits Succeed

# Community

# Partners

NEW gratefully acknowledges our Community Partners.  
By supporting NEW, they are instrumental to the success of the nonprofit community.



Ann Arbor Area  
community foundation

For good. For ever.

**DTE Energy  
Foundation**



Ford Motor Company Fund **James A. & Faith Knight Foundation**



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**The Power Foundation**

Helping Nonprofits Succeed

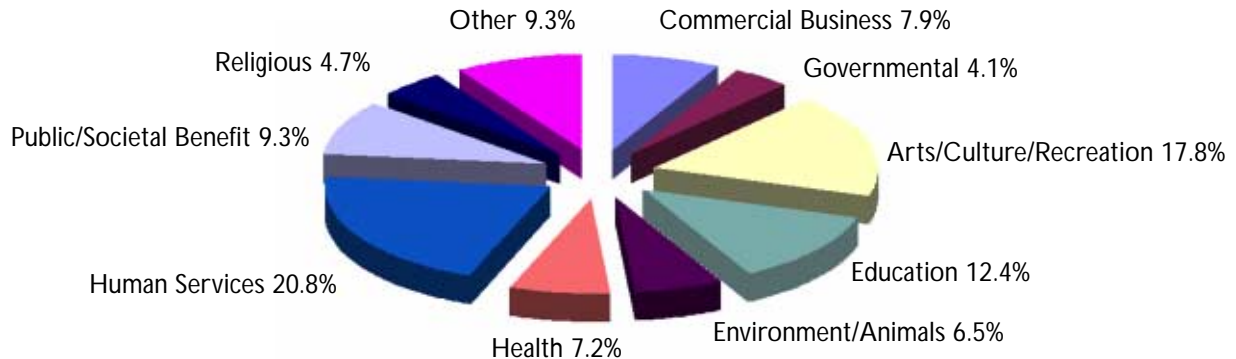
# NEW by the

# Numbers

2003-2004

20,000	pages viewed per month at <a href="http://www.new.org">www.new.org</a> , on average
13,000	dollars awarded in workshop scholarships
1,700	requests for information answered by the Nonprofit Resource Library
1,139	individuals educated through NEW workshops
443	organizations served by NEW programs
330	organizations represented in the <i>Directory of Nonprofit Organizations</i>
312	individuals subscribed to <i>NEWSNOTES</i>
170	individuals trained through BoardConnect
107	community members matched with nonprofit boards since BoardConnect launch
100	workshops offered
100	percent of NEW board members participated in annual giving
50	executive directors attended Leadership <sup>2</sup> Go Executive Director Series
48	organizations affiliated with BoardConnect program
28	counties represented by individuals using NEW's services
20	Web sites created for nonprofits by WebConnect
19	consultants featured in the <i>Online Consultant Directory</i>
18	onsite board trainings conducted
18	tenants housed by the NEW Center
17	organizations advised by WebConnect on technology issues
3	panel sessions offered by Leadership <sup>2</sup> Go Executive Director Series
1	mission: "Helping Nonprofits Succeed"

## Organizations Served by NEW Programs:



# Programs

## at NEW

### NEW Center

Since its founding in 1993, Nonprofit Enterprise at Work has managed the NEW Center. This building houses NEW's operations and provides affordable rental space for other nonprofits. Nineteen organizations currently have private offices in the NEW Center and share common work and meeting space.



"NEW Center gave Artrain USA a home and allowed us to be much more efficient with our resources and better manage our operations. It is exciting to have the train outside our office windows and watch the developments of our exhibitions, such as our newest 'Native Views: Influences of Modern Culture.' After touring the country for months at a time, we'll look forward to having America's Hometown Art Museum back 'home' in January '05 to share 'Native Views' with over a thousand local area school students and residents."

*Debra Polich, Executive Director, Artrain USA*

### Workshops

NEW offers a variety of workshops taught by experts to improve the skills of staff, board, and volunteers. Topics include fundraising, human resources, financial management, governance, planning, and leadership. This year over 1,000 people attended NEW's workshop series.



"Child Care Network's staff and board members have attended many of the excellent workshops provided at the NEW Center. From board development, to fundraising, to strategic planning and budgeting—all have enhanced our ability to deliver high quality services to families. NEW Center presenters are always knowledgeable and dynamic—never a dull moment! Thank you, NEW for the opportunity through scholarships for so many of our folks to attend excellent and relevant training."

*Jennie McAlpine, Executive Director, Child Care Network*

### BoardConnect

BoardConnect helps nonprofit boards to maneuver the many complexities of board service. From finding new trustees to training full boards, BoardConnect has up-to-date information and the connections nonprofits need. This year NEW presented training for nonprofits and community members 34 different times.



"We are constantly looking to develop our board by bringing on individuals who are interested in our mission and will contribute time and resources to that end. By joining BoardConnect at NEW, we have been able to conduct confidential on-line searches of prospective candidates. I highly recommend the program, which has helped us find talented and committed individuals for our board. NEW Center staff have been invaluable in their assistance to us."

*Ivan Harner, FACHE, Executive and Regional Director, Hemophilia Foundation of Michigan*

# Programs

## at NEW

### Information Services

NEW's Nonprofit Resource Library is open to the public and free to use. This specialized, circulating collection helped answer over 1,700 requests for information this year. *NEWSNOTES*, a monthly newsletter, shares insights from nationally-known authors and keeps readers informed of local nonprofit sector happenings.



"The Nonprofit Resource Library materials, staff support, and grants database have been crucial to Growing Hope's emergence as a nonprofit organization. The resources there have helped us through the processes of organizational growth and development – from deciding to incorporate, setting up a volunteer program, recruiting our board, and training staff. I'm continually referring interns, volunteers and other nonprofit leaders to what I believe is one of the most useful places for nonprofits in Washtenaw County."

*Amanda Edmonds, Executive Director, Growing Hope*

### WebConnect

NEW helps nonprofits in southeast Michigan with technology needs by providing low-cost Web site development services and technology training. This year NEW launched 20 brand new nonprofit Web sites.



"Many people are turning to the Internet for information, and in some cases, this is the only means to market our services. The NEW Center staff consulted with us and, by looking at our interests, thoughts and visions, created a Web site that represented the truly professional look our organization deserved. Our 'NEW' Web site has already opened many doors for us. Thank you, NEW Center, for helping create our leap into the future."

*Richard A. Rondeau, President,  
Michigan ATV Association*

### Leadership<sup>2</sup>Go

Leadership<sup>2</sup>Go, a program exclusively for Executive Directors, fosters networking and collaborative efforts among leaders in area nonprofits. NEW offers regular panel sessions to allow Executive Directors to meet, share best practices and develop a network of support. This year, Leadership<sup>2</sup>Go welcomed 50 executive directors to these exciting sessions.



"I have benefited from NEW's seminars for Executive Directors. It was helpful to listen to those who have experience in this area and to glean from their personal testimonies the successes and disappointments of serving as CEO. The information shared at one of the seminars was instrumental in leading toward a major decision for the Ministry."

*Gayle Sommerfeld, Executive Director,  
MOST Ministries*

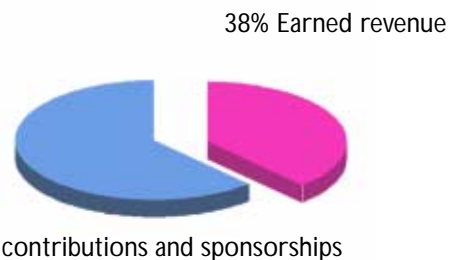
# Audited

2003-2004

# Financials

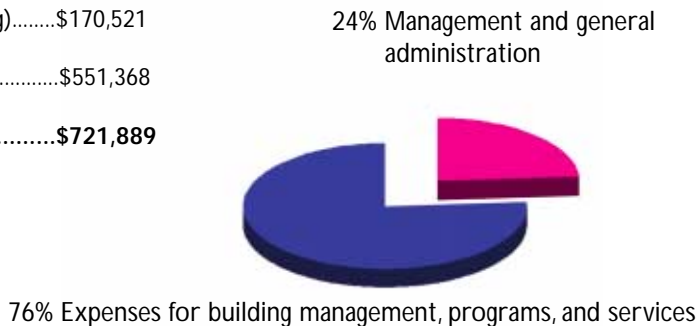
## Revenues

Grants, contributions, and sponsorships.....	\$443,174
Earned revenue.....	\$272,466
<b>Total.....</b>	<b>\$715,640</b>



## Expenses

Management and general administration (including fundraising).....	\$170,521
Expenses for building management, programs, and services.....	\$551,368
<b>Total.....</b>	<b>\$721,889</b>



# People

# at NEW

## Board of Trustees

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Receptionist

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Leadership Program Associate

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Director of Information Services

Dallas Moore  
Assistant Director of Education

Lia Stevens  
Director of Administration and Facility

Neelav Hajra  
Director of Technology and Development

Liz S. Peintner  
Director of Leadership and Education

## Volunteer and Student Support

When local universities are in session, NEW benefits from the energy of up to six student interns and four work study students. NEW thanks our many Web and technology volunteers who give their time to agencies and organizations seeking computer help. We are especially grateful to Mike Smerza, Super Volunteer, who for eight years has been instrumental in the management of our organization's database and Web site.

NEW gratefully recognizes the in-kind contributions of the many volunteer faculty who make our workshop series possible. The expertise shared by consultants, trainers, and executives from both the for-profit and nonprofit sectors is vital to the success of the organizations who attend our workshops.

# Supporters

# of NEW

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Please contact Ann Gladwin (734-998-0160) with any corrections.