LETTER FROM THE PRESIDENT

Dear Friends of NEW,

In the midst of incredible challenges facing our nonprofit community, we at NEW are fortunate to have a wide-angle view of the sector, one that shows a complex network of nonprofits, donors, government agencies, and businesses. What continually amazes us about this network is its deep commitment—its passion for service, education, enrichment, social justice, and so much more. All despite difficult times and increasing demands for oversight and services.

To address the challenges we face and build on the incredible strength of our community, NEW took time this year to listen to those with a common interest in strengthening nonprofits. In response to input from many sources, NEW decided to focus on four areas of service for our local nonprofit community:

- **BoardConnect**—board recruitment, education, and facilitation, with enhanced follow-up and support.
- **ResourceConnect**—a customized, personal resource connection for any nonprofit need.
- **NEW Service Network (NSN)**—strategic sharing of “back-office” systems to help nonprofits increase efficiency and reduce costs.
- **NEW Center**—high-quality and affordable office and meeting space combined with new initiatives in “green” building and sustainable design.

During 2005-2006, NEW continued delivering its traditional programming, serving more nonprofits than ever before. A description of those services and their success follows. In 2006-2007, we look forward to designing and delivering programs in the four focus areas listed above in order to offer services more closely attuned to the needs of our nonprofit community. Watch our website (www.new.org) for updates and news!

As always, we are tremendously grateful to our many supporters, from those who rely on NEW services to those who support us financially, from our amazing Board of Trustees to our dedicated volunteers and staff. Thanks to you all! We look forward to working together to meet the many challenges ahead.

Sincerely,

Susan Katz Froning
President & CEO

NEW’s Mission is to help nonprofits succeed by strengthening nonprofit management and offering solutions to issues facing our nonprofit community.
BoardConnect

BoardConnect, a comprehensive board development program, trains dedicated community members, helps nonprofits recruit them for board service, and teaches nonprofit boards how to work more effectively.

BoardConnect services touched 110 different organizations this year. Nonprofits found 44 new board members through the matching program and 191 individuals were trained in the duties of board service. On-site board trainings were presented to 27 different organizations, serving 430 individuals.

“BoardConnect has proven to be a wonderful resource as we expand and strengthen our board. Through the program, we recruited three new members who bring to our board significant skills, experience, and connections.”

- Sister Mary Ellen Howard, RSM, Director, Cabrini Clinic, Detroit, MI

Education and Training

NEW’s Managing for Nonprofit Excellence workshop series presents more than 80 training sessions per year, led by volunteer professionals who teach a wide range of nonprofit management topics to nonprofit staff, boards, and volunteers.

The 1,158 registrations for NEW’s workshop series this year represented 819 individuals from 347 organizations and 23 counties.

“We are immensely grateful for the generosity of Washtenaw County, Anthony and Patricia Werderitsch, the Junior League of Ann Arbor, and the City of Ann Arbor, who awarded us at least 17 training scholarships over the past few years. The workshops were not only affordable, but also sharpened the skills of our staff.”

- Marcos Anders, HR and Administrative Services Director, SOS Community Services, Ypsilanti, MI
**Information Services**

NEW’s Information Services connect nonprofits to important resources, including a public lending library, access to a national funding database, nonprofit publications, and a monthly online newsletter.

This year the Borders Group Nonprofit Resource Library served 324 individuals from 172 different organizations. Over 760 books were checked out and innumerable requests for information were handled by phone and email. The NEWSNOTES subscriber list grew to over 800, and 385 organizations populated the online Directory of Nonprofits.

“The dream of Hall House became real these past few years due largely to the knowledgeable staff and educational materials of the Border’s Group Nonprofit Resource Library. Without these resources, we would find the obstacles we face each day insurmountable.”

- Stephanie Day, Executive Director, Hall House Resource Center, Detroit, MI

**Leadership²Go**

Leadership²Go is a dynamic series for nonprofit executive directors. It provides a forum for leaders to gain knowledge, share ideas, and network, enhancing the leadership that promotes nonprofit success.

Four events in the series this year attracted 117 attendees, representing 76 different organizations.

“The Leadership²Go sessions provide a unique combination of networking and education that has been inspirational and beneficial to me as a leader of a nonprofit arts organization.”

- Stephanie Weaver, DMA, President/CEO, Ann Arbor School for the Performing Arts, Ann Arbor, MI

**Nonprofit Navigator**

Nonprofit Navigator is a long-term organizational coaching program that starts with a broad assessment of an organization. The three organizations chosen last year continued to use their strengths to develop plans for sustained organizational effectiveness.

“The Nonprofit Navigator Program has helped Community Action Network (CAN) move from a grassroots organization to a professional nonprofit that will be sustainable in the long run. We are incredibly fortunate to work with knowledgeable people who understand us as an organization.”

- Joan Doughty, Executive Director, Community Action Network, Ann Arbor, MI

CAN’s mission is to serve families, and especially children, from public housing communities in Washtenaw County.
NEW Center

The NEW Center offers affordable space to local nonprofits in a professional community of other civic-minded organizations. Flexible meeting space and an Affiliates Program allow non-tenant nonprofits to utilize the Center’s shared resources.

The NEW Center closed the fiscal year with 18 tenant organizations and two affiliates. Tenants made regular use of the conference rooms, and 975 people attended meetings held by 97 external organizations.

“Since moving into the NEW Center in 1994, Global Releaf has enjoyed camaraderie of other nonprofits and benefited from shared conference rooms, kitchen, and work space. The ease of doing business at NEW has been a definite contributor to our success as an organization.”

- Gail McPherson, Office Manager, Global Releaf of Michigan, Inc., Ann Arbor, MI

ResourceConnect

ResourceConnect is a one-stop, searchable online directory with hundreds of resources specifically for nonprofits. Users find service providers, websites, and print resources to meet a wide range of organizational management needs.

The online database of resources for nonprofits was accessed an average of 8,200 times per month – an increase of 86% over the previous year.

“NEW’s ResourceConnect has been a lifeline for 826michigan this past year. The easily accessible online resources allowed us to be self-sufficient at times, but ResourceConnect staff personally assisted in answering questions that would have taken hours, if not days, to answer on our own.”

- Erin Bennett, Director of Education, 826michigan, Ann Arbor, MI

WebConnect

WebConnect offers high quality, low cost web development and technology support services.

This year the program aided nine organizations to develop and/or maintain effective websites. The CommunityGrants.org initiative trained 132 individuals from 74 organizations.

“Talented and supportive WebConnect designers produced a user-friendly and aesthetically pleasing website for our important project. They trained us to manage our site so that we can easily update our message to the community.”

- Rachel Dewees, Pilot Projects Coordinator, Blueprint for Aging, Washtenaw County, MI

Global Releaf educates the public on the value of trees and the need to properly plant and maintain them.

826michigan is dedicated to supporting students ages 6 to 18 with their creative and expository writing skills, and to helping teachers inspire their students to write.

Blueprint for Aging is a diverse coalition of nonprofit organizations and community members working to make Washtenaw County more responsive to the needs of its older residents.
NEW WISHES TO THANK OUR SUPPORTERS

Julian and Phyllis Adams
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Honorable Kurtis T. Wilder
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VOLUNTEER AND STUDENT SUPPORT

NEW gratefully acknowledges the contributions of our volunteers, including our dedicated board members and workshop faculty. Their expertise and hours of service are key in strengthening the nonprofit community.

Mike Smerza is in a class of his own as a volunteer. He has provided innumerable hours of expertise in managing NEW’s database and website over the past nine years.

Thank you to the panelists for our Leadership2Go series this year. Thanks also to our student interns and work-study students.

We have made every effort to ensure accuracy, and apologize for errors or omissions. Please contact Ann Gladwin (734-998-0160 x218) with any corrections.
AUDITED FINANCIALS 2005-2006

Revenues
- Grants, contributions, and sponsorships $696,361 70%
- Earned revenue $299,601 30%
- TOTAL $995,962

Expenses
- Management and general administration (including fundraising) $196,556 21%
- Programs and services $721,911 79%
- TOTAL $918,467

OVERALL STATISTICS FOR 2005-2006
- 1,264 individuals served
- 545 organizations served
- 31 counties represented
OUTLINE SCREEN PARTNERS

James A. and Faith Knight Foundation
The Power Foundation

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