Dear Friends of NEW,

Within these pages you will see evidence of a “new” NEW and an indication of the substantial resources included to support the changes we have made this past year. Our new direction involved the retirement of some traditional programming and a focus on delivery of four key services: BoardConnect®, ResourceConnect®, npServ™ and the NEW Center. We believe these areas of concentration will allow us to target our resources toward the most critical needs of our nonprofit community as defined by the organizations we serve.

Our new focus has pushed us to dig deep into our resources to support the research and development needed to deepen the assistance we provide to nonprofits. Along the way, we have faced challenges with marketing, communications, funding, and program development. As a nonprofit serving other nonprofits, we are grateful for every challenge faced – each one has provided us with an opportunity to learn, and then to share what we have learned with others facing similar challenges. We believe this Annual Report reflects our early success with the “new” NEW and we hope you agree!

As always, I am very grateful to our many supporters, including our generous donors, our dedicated board, and energetic staff and volunteers. At NEW, we are also thankful for our partners and the many nonprofits we are so honored to serve. Without everyone’s participation, NEW would be unable to make the impact it strives for. More importantly, without everyone’s participation, our community would not be the rich and vibrant place that we so enjoy. Thank you all!

Sincerely,

Susan Katz Froning
President & CEO
**BoardConnect®**

BoardConnect® strengthens nonprofit governance through recruiting and matching services, training, and ongoing support for candidates, nonprofits, and full boards. Public trainings on key topics, as well as workshops tailored to the needs of individual boards, emphasize practical implementation and best practices, helping new board members learn the ropes and experienced members brush up on their governance skills.

This year:

- 52 candidates were matched with nonprofit boards.
- 208 individuals were trained in the roles and responsibilities of board service.
- 88 nonprofit organizations participated in “Building Your Board” workshops to learn about best practices for recruitment and education of board members and to connect with qualified candidates.
- 7 for-profit companies sponsored trainings for 118 employees to learn about the duties of board service.
- 24 nonprofit boards, with 349 board members, received onsite trainings to build governance skills specific to their needs.
- The Great Lakes Center for Youth Development in Marquette, Michigan, became a Local Service Provider of the BoardConnect® program for the Upper Peninsula.

“The board members we gained through NEW and BoardConnect® have made a marked difference in our organization. Some of them immediately stepped into leadership roles and have helped us build the strongest board we’ve had in years. In addition, the board as a whole is more active now and has assumed more responsibilities. This has allowed the executive director to do less and less board work and focus more on her primary duties as head of the Wathana Council of Camp Fire USA.”

– Lee Burton, Board Member, Camp Fire USA Wathana Council, Southfield
ResourceConnect®

ResourceConnect® helps organizations and community members find answers to their nonprofit management questions. A variety of online and offline resources – including a help line and free one-on-one consultations – link nonprofits to up-to-date information, training opportunities, and the latest best practices.

This year:

• 560 individuals representing 270 organizations received personal guidance or used the Foundation Directory Online, a database of over 89,000 US foundations and corporate giving programs.

• 1,000 resources for nonprofits were available through our online resource database, which received more than 70,000 public page views.

• Nearly 900 training opportunities appeared in our online training calendar, receiving over 18,000 public page views.

• Over 800 individuals and nonprofits subscribed to NEWSNOTES, our online newsletter.

• 448 nonprofit organizations were profiled in our online Directory of Nonprofits in Southeast Michigan, which received nearly 144,000 public page views.

“At the Chelsea Center for the Arts, we really appreciate the help we’ve received from ResourceConnect®. The online resources are wonderful for quick reference, but if we run into a problem or sticky question, we rest easy knowing we can call the excellent and professional staff at NEW for help. Over the years we’ve called on NEW for assistance with many issues – from legal questions to funding sources – and have always found the information we need.”

– Aubrey Thornton Martinson, Executive Director, Chelsea Center for the Arts

npServ™

npServ™, our newest offering, provides nonprofits with shared back office services that help them reduce costs, enhance impact, and better achieve their missions. npServ’s first set of services focuses on technology, including a full technology infrastructure system, plus data management and web development services.

This year:

• In little more than a half year of operation, npServ™ developed and implemented customized technology infrastructure systems for six nonprofit organizations.

• 77 users were trained and supported on the new systems.

“Like so many nonprofits, we were always struggling with information technology, working with a patchwork of donated hardware and printers. The npServ™ system has helped us advance our use of technology in a way we could never have done on our own. Our experience is a great example of how shared services can make a big impact and ultimately help nonprofits fulfill their missions more efficiently.”

– Jimena Loveluck, CEO, HIV/AIDS Resource Center, Ypsilanti

The purpose of the Chelsea Center for the Arts is to develop, foster, and promote the arts as an experience central to the lives of the citizens of Chelsea and the surrounding area.

The HIV/AIDS Resource Center (HARC) provides HIV/AIDS related services to our community through compassionate direct care, prevention, and outreach activities.
**The NEW Center**

The NEW Center provides affordable office space, shared resources, and unique infrastructure and service offerings for nonprofit tenants. An Affiliates Program provides some of the benefits of tenancy to non-tenants, and onsite conference rooms are available for use by any nonprofit organization. The NEW Center currently houses a diverse group of arts, environmental, and human service organizations.

This year:

- 18 tenant organizations.
- 2 organizations participated in our Affiliates Program.
- 2,246 conference room reservations, representing 5,115 hours of time, involved 14,000 participants.

> “NAMI Washtenaw County has enjoyed the advantage of office space in a supportive nonprofit community since the NEW Center opened in 1993. The staff at NEW have been very helpful, and we have made great use of the conference rooms for our educational programs, committee meetings, and newsletter mailings. Most recently, we have benefited from newly available technology support provided by npServ™ as we work to streamline our office procedures, increase our membership, and eradicate the stigma associated with mental illness.”

> – Barbara Higman, Office Manager, NAMI of Washtenaw County, Ann Arbor

![Hope Clinic](image1.jpg)

**Nonprofit Navigator**

Our Nonprofit Navigator program provided 18 months of comprehensive, in-depth organizational coaching and mentoring to nonprofits before concluding in December 2006. Three organizations, chosen in 2005, received intensive assessment and consulting services, ultimately developing and carrying out action plans for greater organizational effectiveness. Experience gained through operation of Navigator helped NEW develop npServ™, its new shared IT and back-office service program.

> “Hope Clinic is a stronger organization because of our participation in the Navigator Program. We are in the initial stages of planning a major building expansion project that will significantly increase our capacity to provide medical and dental care to uninsured children and adults. The growth in the organization facilitated by the Navigator Program and the information gained has served us in good stead for this endeavor.”

> – Cathy Robinson, Executive Director, Hope Medical Clinic, Inc., Ypsilanti

NAMI (National Alliance for the Mentally Ill) provides support, education, and advocacy to improve the lives of persons affected by mental illness.
NEW WISHES TO THANK OUR SUPPORTERS

Julian and Phyllis Adams
Carol and Herb Amster
Ann Arbor Area Community Foundation
Jim Balmer
Bodman LLP
Borders Group, Inc.
Buhr Foundation
Leon Bunch
CapTrust Financial Advisors
Elizabeth and Royal E. Caswell III
Marianne Clauw
Comerica Bank
Community Foundation for Southeast Michigan
Tim and Robin Damschroder
Martha Darling and Gil Omenn
Bill and Molly Dobson Fund of the Ann Arbor Area Community Foundation
Jack and Alice Dobson Fund of the Ann Arbor Area Community Foundation
Judy and Steve Dobson
Molly Dobson
DTE Energy Foundation
Dykema Gossett PLLC
Aaron Dworkin
Beth and Joe Fitzsimmons
Terry Foster
Mary C. and James P. Frenza
Susan Katz Froning and Chuck Froning
Gretchen Gardner and Josh Pokempner
Luisa and Richard Goetz
Robert Guenzel
Neel Hajra
Joyce M. Hunter
The Lloyd and Mabel Johnson Foundation
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The Power Foundation
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The Charles Reinhart Company
Lori and Paul Saginaw
Ashish and Norma Sarkar
Fred Shell
Rick Snyder
Lia and Rick Stevens
Margaret A. Talburtt
Judy Walker
Washtenaw County Ambassador and Mrs. Ronald Weiser
Honorable Kurtis T. Wilder
Zingerman’s Community of Businesses

IN-KIND SUPPORTERS

Chris Churches
Larry Cohn
Cyber Data Solutions
Frenza and Associates
Ann and Tom Gladwin
Linda Goldberg
Joel Hanlon
McKinley Foundation
Nonprofit Facilities Center
Online Technologies Corporation
Plante & Moran
Yan Ness
Mike Smerza
South University Area Association
Judy Walker
Bill Willis
Zingerman’s Community of Businesses

VOLUNTEER AND STUDENT SUPPORT

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

Mike Smerza cannot be thanked enough for his commitment to NEW over the past ten years. He has been invaluable as the manager of our database and website.

Thank you also to Bayan Feigenbaum, Fran Loosen, student interns, work-study students, and members of various University of Michigan student teams who provided helpful support.

We have made every effort to ensure accuracy, and apologize for errors or omissions. Please contact Ann Gladwin (734-998-0160 x 218) with any corrections.
AUDITED FINANCIALS 2006-2007

Revenues

- Grants, contributions, and sponsorships: $634,400 (72%)
- Earned revenue: $252,833 (28%)
- TOTAL: $887,233

Expenses

- Management and general administration (including fundraising): $285,045 (25%)
- Programs and services: $843,633 (75%)
- TOTAL: $1,128,678

NEW STAFF 2006-2007

Jean Borger
Administrative Associate
Marianne Clauw
BoardConnect® Advisor
Larry Cohn
Director of Shared Services
Jenni Dones
Program Associate
Eric Firstenberg
Director, ResourceConnect®
Susan Katz Froning
President and Chief Executive Officer
Ann Gladwin
Resource Specialist
Francis Glorie
Director, npServ™
Nanette Gottfried
Marketing Director
Sanya Gragg
Program Associate
Neel Hajra
Chief Operating Officer
Donna Huntsman
Program Associate
Meg Kennedy Shaw
Administrative Assistant
Brian Kerr
Technology Administrator
Diana Kern
Director, BoardConnect®
Justin Lunning
npServ™ Administrator
Dallas Moore
Senior Program Associate
Austin Price
Administrative Associate
Patrick Rady
Administrator, npServ™
Andrew Steck
Program Associate
Lia Stevens
Director of Administration and Facility
NEW BOARD OF TRUSTEES 2006-2007

Paul Saginaw, Chair
Zingerman's
Honorable Kurtis T. Wilder, Vice Chair
Michigan Court of Appeals
Judy Walker, Treasurer
Cleary University
Martha Darling, Secretary
Community Leader
Leon Bunch
Barefoot, Cramer and Associates, LLC
Phyllis Donaldson Adams
Dykema Gossett PLLC
Royal Caswell
McKinley, Inc.
Aaron Dworkin
Sphinx Organization

Susan Katz Froning
NEW
Joyce Hunter
Ann Arbor Public Schools
Carol Knight-Drain
James A. & Faith Knight Foundation
Jefferson K. Porter
University of Michigan
Ashish Sarkar
Global Infrastructure Company
Fred Shell
DTE Energy
Jim Vick
Eastern Michigan University

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