Dear Friends of NEW,

If you spend time with NEW staff, you will realize just how passionate we are about helping nonprofits succeed. What also comes through is a sincere gratitude to the nonprofits we serve: the NEW team has the privilege of experiencing first hand just how important the nonprofit sector is to the health, vibrance, and success of our communities.

Where passion and gratitude serve as our foundation, a sense of urgency and focused action are how we translate our expertise into impact. We have developed a tremendous depth of knowledge in governance, technology, facilities, and operations, and every day we seek to translate these skills into real and practical results for nonprofits throughout southeast Michigan. Within these pages you'll see that our impact is deep and long-lasting, and that nonprofits are genuinely stronger and more capable after working with NEW.

As we enter a more challenging economic climate, NEW's services are more important than ever. BoardConnect will empower boards to lead their organizations through uncharted territories. npServ and the NEW Center will enable nonprofits to spend less while achieving more – a powerful combination! ResourceConnect will provide nonprofits with access to much-needed funding research and practical guidance.

In short, the NEW team has been preparing for years for this very moment when nonprofits face serious challenges to their sustainability and impact. We look forward to being part of the solution by helping nonprofits succeed!

Sincerely,

Neel Hajra,
President & CEO
Nonprofits need the same technical capabilities and resources as private corporations, but tight budgets often limit access to appropriate equipment, software, and IT staff. npServ provides fast, reliable IT service to nonprofits at a price they can afford through an innovative combination of open source and thin client technologies. This infrastructure then provides the foundation for additional shared services in areas such as accounting, human resources, and marketing, creating further efficiencies and cost savings for nonprofits.

This year npServ:

- provided modern IT infrastructure and support to seven organizations with 56 workstations
- held a series of introductory events at the NEW Center to educate nonprofits on the benefits of npServ
- finalized financial software project for open source release
- attracted the attention of national funders supporting technology innovation, including the AT&T Excelerator program

“npServ has been a godsend to Friends In Deed. It has saved us time and money, increased efficiency and productivity, and reduced frustration. Prior to npServ, our small, low-budget nonprofit made do with outdated equipment and volunteer tech support that was not always available or able to solve our problems. With the help of a small grant, we were able to upgrade our equipment and receive timely tech support through npServ. npServ staff are helpful and approachable, and we truly appreciate working with them!”

– Helena Prince, Executive Director, Friends In Deed

Friends In Deed is an inter-faith volunteer organization that provides for needs of Washtenaw County residents that are not being met by other human service agencies. Friends in Deed provides information, referral, and screening services to congregations and agencies as well as resources to people in need.
Strong boards help nonprofits deliver effective and sustainable programs, meet regulatory requirements, and overcome funding challenges. Yet many boards lack the training, resources, and strategic composition to be effective, and many organizations fail to engage the most qualified members of their community for board service. BoardConnect addresses these challenges through coordinated services that build the leadership and effectiveness of nonprofit boards. Recruiting and matching services bring fresh talent and solid qualifications to nonprofit boards, while governance workshops address key factors for organizational success.

This year:

- 750 individuals received training in the fundamentals of board service and advanced governance topics
- 150 nonprofit organizations participated in matching and training programs
- 60 individuals matched to nonprofit boards seeking trustees
- 250 organizations subscribed to the Board Room to access online templates and tools supporting day-to-day operations and governance best practices

"BoardConnect played an important role in helping Little Girls Big Dreams begin to find board members that are qualified, dedicated and passionate. We will continue to work with the program to develop the leadership that will help at-risk girls succeed."

– Natania Swirski, Executive Director, Little Girls, Big Dreams

The mission of Little Girls, Big Dreams is to identify and implement effective programs that enhance the academic and social development of at-risk girls to perform in a global marketplace.
ResourceConnect® provides information on all aspects of nonprofit management. A free helpline and an online resource directory help community members and nonprofit staff find answers and strengthen their organizations. Nonprofits benefit from up-to-date information and resources, a powerful funding database, referrals to key service providers, and personalized guidance – all designed to support best practices and effective mission delivery.

This year:

- 650 individuals (representing 248 organizations) received free one-on-one help with questions specific to their organization, or with searching the Foundation Directory Online
- 1,300 individuals subscribed to NEWSNOTES (NEW’s monthly online newsletter)
- 144,000 public page views of the Directory of Nonprofits in Southeast Michigan, profiling 524 nonprofits
- 70,000 public page views of the ResourceConnect online database containing more than 1,175 local service providers, web sites, and books
- 18,000 public page views of the ResourceConnect online training calendar of over 960 training opportunities

“The purpose of the Haiti Nursing Foundation is to support advancement of nursing in the Republic of Haiti. The focus of this support is on nursing education, especially on Faculte des Sciences Infirmieres de l'Universite Episcopale d’Haiti (Faculty of Nursing Science of the Episcopal University of Haiti), located in Leogane.”

– Marcia Lane, Executive Director, Haiti Nursing Foundation
The NEW Center provides affordable office space, shared resources, and cost-effective infrastructure to nonprofit tenants in a professional community of other civic-minded organizations. An Affiliates Program provides many of these same benefits to non-tenants, and on-site conference rooms are available for use by any nonprofit organization.

This year:
• 16 organizations called the NEW Center home
• 5 organizations participated in the Affiliates Program
• Over 12,500 participants used conference rooms for more than 1,800 meetings and events

Great Lakes Performing Artist Associates is a booking and management agency that develops artists and audiences for the live performing arts in Great Lakes communities.

"The NEW Center has been a tremendous home for Great Lakes Performing Artist Associates. Our organization relocated to NEW in 2005 and we enjoy the facility and environment immensely. The reasonable rates for space, communication, Internet, and mailroom services have led to a significant reduction in overhead. The facility is located in a picturesque setting and our staff and board meetings are greatly enhanced by the large and very pleasant conference rooms available to all of the tenants. Many of our staff and board members have taken advantage of the BoardConnect training offered here. It is with a sense of pride that we call the NEW Center our home."

– Terry Farmer, Executive Director, Great Lakes Performing Artist Associates
NEW WISHES TO THANK OUR SUPPORTERS

Ann Arbor Area Community Foundation
AT&T Foundation
Bowers & Rein Associates
Buhr Foundation
Letitia Byrd
CapTrust Financial Advisors
Elizabeth and Royal E. Caswell III Community Foundation for Southeast Michigan
Tim and Robin Damshroder
Martha Darling and Gil Omenn
Judy and Steve Dobson
Bill and Molly Dobson Fund of the Ann Arbor Area Community Foundation
Molly Dobson
DTE Energy Foundation
Aaron Dworkin
Beth and Joe Fitzsimmons
Susan Katz Froning and Chuck Froning
Gardner-Pokempner Charitable Fund
Linda Goldberg
Neel Hajra
Joyce M. Hunter
Donna Huntsman
Hylant Group, Inc.
Phil Jenkins
Lloyd and Mabel Johnson Foundation
W.K. Kellogg Foundation
Diana Kern
James A. and Faith Knight Foundation
Carol Knight-Drain and Scott Drain
Lighthouse Technology Fund
Judy and Lawrence Macklem
Sheldon and Geraldine Markel
McGregor Fund
Patricia Mazzola
Susan Pollay
Patricia Pooley
Jefferson Porter
The Power Foundation
Kraig Rasche
James S. and Bonnie Reece
Charles Reinhart Company
Paul and Lori Saginaw
Ashish and Norma Sarkar
Fred Shell
Lia and Rick Stevens
Margaret A. Talburtt and James Peggs
Judy Walker
Washtenaw County
Weidmeyer, Schneider, Raham & Bennett
Richard and Gretchen Weir
Ambassador and Mrs. Ronald Weiser
Teresa Welsh
Larry Whitworth
Honorable Kurtis T. Wilder
Zingerman's Community of Businesses

IN-KIND SUPPORTERS

Larry Cohn
Dynamic Edge
Ann and Tom Gladwin
Linda Goldberg
John D. Langs
Cate and Doug McClure
Online Technologies Corporation
Mike Smerza
Lia Stevens
Judy Walker

VOLUNTEER AND STUDENT SUPPORT

NEW would like to express deep appreciation and gratitude to all of the volunteers, board members and committee members who shared their expertise and their time. These individuals and their passion for service are key in strengthening the nonprofit community.

NEW also wishes to extend a very special and heartfelt thank you to Mike Smerza. For eleven years, Mike has been an integral part of NEW, managing the database and website. His contributions to NEW are invaluable.

Thank you also to work study students and interns Kelly Dylla, Chankyna Evuen, Ayawa Flagbedzi, David Heetders, Dana Linnane, Lisa Rothbard, Vicky Wong, and Mallory Wylie. Members of various University of Michigan student teams provided their support to NEW as well. Their energy, enthusiasm and assistance was greatly appreciated.

NEW volunteer, Mike Smerza, receives recognition award for his years of dedicated service from the Honorable Kurtis T. Wilder and Susan Katz Froning.

We have made every effort to ensure accuracy, and apologize for errors or omissions. Please contact Jill Tewsley (734-998-0160 x 210) with any corrections.
**AUDITED FINANCEALS 2007-2008**

### Revenues

- **Grants, contributions, and sponsorships**: $915,051 (76%)
- **Earned revenue**: $286,420 (24%)
- **TOTAL**: $1,201,471

### Expenses

- **Management and general administration**: $277,995 (28%)
- **Programs and services**: $708,717 (72%)
- **TOTAL**: $986,712

### NEW STAFF 2007-2008

- Jean Borger: Administrative Associate
- Marianne Clauw: BoardConnect® Advisor
- Larry Cohn: npServ™ Advisor
- Jenni Dones: Program Associate
- Susan Katz Froning: President and Chief Executive Officer
- Ann Gladwin: Resource Specialist
- Francis Glorie: Director, npServ™
- Sanya Gragg: Program Associate
- Neel Haja: Chief Operating Officer
- Donna Huntsman: Program Associate
- Meg Kennedy Shaw: Administrative Assistant
- Diana Kern: Vice President of Programs
- Justin Lunning: npServ™ Administrator
- Dallas Moore: Senior Program Associate, BoardConnect®
- Austin Price: Administrative Associate
- Patrick Rady: Administrator, npServ™
- Lia Stevens: Director of Administration and Facility