Dear Friend of NEW,

Twenty years have passed since NEW started out providing affordable office space to a handful of nonprofits in Washtenaw County. Today, through our four core programs, NEW serves communities throughout Southeast Michigan. Our programs touch over 500 organizations annually – from startups to multi-million dollar agencies, from established human service providers to nonprofits working without paid staff.

These organizations come to us with a common desire: to deliver their mission better. In these difficult times, many of them face enormous challenges in achieving this goal. According to the Nonprofit Finance Fund’s 2013 “State of the Sector” survey, more than forty percent of nonprofits do not have the right mix of financial resources to thrive and be effective over the next three years. And for the first time in the five-year history of the survey, more than half of respondents reported being unable to meet demand for services.

At NEW, we see the incredible, inspiring work nonprofits do on a daily basis. Each of our programs continues to evolve to better serve these vital organizations working on the front lines to improve quality of life for all of us. This year:

- npServ served as the IT hub for more than 50 nonprofits, meeting its goal of supporting 600 workstations and servers one year ahead of schedule.
- BoardConnect launched a unique new diversity, inclusion, and equity curriculum designed to strengthen nonprofit performance in Southeast Michigan and ultimately nationwide.
- The NEW Center supported 18 diverse nonprofit tenants while hosting meetings attended by nearly 17,000 individuals – a record for the facility.
- ResourceConnect continued to serve as a convenient, one-stop resource for nonprofits and individuals seeking the latest information, opportunities, and best practices.

We are tremendously grateful to the many wonderful supporters who make this work possible. As nonprofits face an ever more urgent need to do more with less, NEW will continue to provide powerful services and tools to help them improve efficiency, cut costs, and maximize impact.

And to all those who value and rely on the work we do, we expect to be doing it for another 20 years – and beyond!

In service,

Michael R. Tyson
President & CEO
npServ addresses a critical nonprofit need – the need for fast, affordable, and reliable IT. For a fraction of the cost of hiring a single IT staff person, nonprofits gain an experienced, full-service IT department. After an initial needs assessment, organizations receive assistance with data management, hardware and software acquisition, installation, and maintenance, as well as ongoing training. The program allows nonprofits to grow and adapt as IT best practices and their own needs evolve, strengthening operations, reducing costs, and providing a more supportive work environment for staff. For nonprofits with less intensive or specialized needs, custom IT solutions are available.

This year, npServ:

- Provided ongoing IT support and maintenance to 54 nonprofits and more than 500 workstations
- Provided email, shared calendaring, and collaboration services to nearly 600 nonprofit staff and volunteers
- Partnered with Google’s Community Engage program to help 16 nonprofits build skills and enhance operations, supporting outreach, volunteer participation, and fundraising
- Secured funding for a Detroit-area pilot of a new database service

“The npServ team is kind, friendly, and all around phenomenal. They worked quickly and efficiently to identify our problems and resolve them. They’ve become our Superman, always there when computers die, documents are lost, or servers are down. Our clients love using the computer lab they installed. Many of the children in our programs do not have computers at home and use the lab to learn basic computing skills, do homework, and keep up with their education over the summer. Our seniors love it, too!”

— Monique D. Marks, President and CEO, Franklin-Wright Settlements, Inc.

Franklin-Wright Settlements assists individuals, families, groups, and the community with basic life, family, and social needs, reflecting the settlement house concept of self-help for the continuous improvement and preservation of the family.
BoardConnect®
Comprehensive Board Development

BoardConnect is Michigan’s premier resource for strengthening nonprofit governance. Through board training, recruitment, and support, the program helps build better-performing, healthier, more sustainable organizations. BoardConnect supports effective leadership over the full organizational life cycle for nonprofits and the full cycle of board service for individual trustees. Services include customized governance training for full boards, board training for acting or prospective trustees, board assessment, an online governance toolkit, and diversity, inclusion, and equity services. BoardConnect also sponsors yearly recruiting and matching events, bringing new talent and fresh connections to nonprofit boards.

This year, BoardConnect:
• Provided customized, in-depth governance training to more than 60 nonprofit boards
• Trained more than 1,100 nonprofit staff and board members in governance best practices
• Trained more than 50 candidates in the basics of nonprofit board service
• Provided the Board Room’s governance toolkit to more than 400 nonprofits
• Supported three local service providers in re-delivering BoardConnect services in their home communities
• Laid the groundwork for a nonprofit governance survey of Southeast Michigan

“When we contacted NEW, we were at a place in our growth where it was time to re-evaluate our mission, vision, and values. We also needed to update our board documents and bylaws. The process NEW used to help us uncover the essence of our work was fun and creative. Most of all, it was efficient. We all have busy schedules. NEW was able to help us understand and prepare for our next phase of development in a clear and concise way. We look forward to working with them again!”

— Laura Mackiewicz, Executive Director, Danialle Karmanos’ Work It Out

Danialle Karmanos’ Work It Out promotes optimum health in mind, body, and spirit through a comprehensive yoga-based approach that reduces anxiety, prevents childhood obesity, and increases self-esteem.
The NEW Center provides affordable office space and shared resources for nonprofits in a supportive community of other civic-minded organizations. Tenants enjoy a collaborative atmosphere, unique infrastructure offerings, and a beautiful riverfront location. With NEW handling the facilities, nonprofits can focus on fulfilling their mission. For organizations not requiring office space, a nonprofit affiliate program offers access to NEW Center amenities at a fraction of the cost. Flexible, accessible meeting and event space is also available to 501(c)(3) organizations. Benefits include free onsite parking, full kitchen facilities, telephone and Internet access, media equipment, and a lovely view of the Huron River.

This year:
- Eighteen organizations called the NEW Center home
- Ten organizations participated in NEW’s shared telephone system
- Nearly 1,700 nonprofit meetings and events were held at the NEW Center
- More than 16,700 participants used NEW Center meeting rooms

“The NEW Center provides us with the perfect office and meeting space. The shared conference rooms, mailing room, and kitchen allow us to keep our overhead costs at a minimum and invest in activities that meet our mission of protecting and restoring the Huron River Watershed. We also work just down the hall from a key partner, the Legacy Land Conservancy, which facilitates a strong working relationship around our common goal of protecting natural areas, water, and farmland in the watershed.”

— Laura Rubin, Executive Director, Huron River Watershed Council

The Huron River Watershed Council is a coalition of Huron Valley residents, businesses, and local governments established with the mission of inspiring attitudes, behaviors, and economies that protect, rehabilitate, and sustain the Huron River system. (Photo courtesy of Haley Buffman.)
ResourceConnect®

ResourceConnect provides answers to nonprofit management questions and referrals to high-impact services. A variety of online and offline resources link nonprofits to the latest opportunities and best practices. Personalized one-on-one assistance and powerful grant and resource databases help organizations address challenges as they arise. Fundraising support includes guided access to a database of more than 100,000 potential funders, and educational and networking opportunities are provided through the popular “Get Connected” event series. In this unique series, subject matter experts offer in-depth guidance on topics of interest to nonprofits—from marketing outside the box, to strategic alliances, to the board’s role in fundraising.

This year:

• More than 300 nonprofit staff, trustees, and community members received answers to their nonprofit management questions or one-on-one assistance searching the Foundation Directory Online
• More than 350 nonprofit staff, trustees, and community members attended 13 “Get Connected” information and networking events
• Fourteen nonprofit leaders attended NEW’s four-part CEO/Executive Director Leadership Forum
• More than 13,000 individuals received NEW’s online newsletter, NEWSNOTES

“All Hands Active seeks to establish, build, and support a collective of individuals organized around the principles of community-driven education in the arts and sciences and to ensure ready access to the tools needed to pursue realization of those principles.

“Working with NEW has put us on the road to becoming a sustainable community-based nonprofit. Our organization is full of young, enthusiastic individuals with little to no business expertise. NEW has provided us with very affordable opportunities to learn about nonprofit best practices and jump-start our fundraising efforts. Within a few months of attending their fundraising workshop, we received seven donations. We’ve also updated our bylaws to include fundraising as a key part of our future. Thank you, NEW!”

— Josh Williams and Larry Works, Members, All Hands Active
Audited Financials 2012–2013

WE THANK Our Community Partners

**REVENUE**
- Earned revenue: $602,432 (82%)
- Grants, contributions, and sponsorships: $131,300 (18%)
- TOTAL: $733,732

**EXPENSE**
- Programs and services: $798,408 (78%)
- Management and general administration (including fundraising): $229,767 (22%)
- TOTAL: $1,028,175
WE THANK Our Supporters

2012–2013 SUPPORTERS
Ann Arbor Area Community Foundation
Royal E. Caswell, III
Comerica Bank
Comerica Charitable Foundation
Dempsey Incorporated
Bill and Molly Dobson Fund of the Ann Arbor Area Community Foundation
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Jeffrey Kessner
McGregor Fund
Michigan Roundtable for Diversity and Inclusion
Jeffrey and Pat Rinvelt
Ashish and Norma Sarkar
Richard and Norma Sarns
Patrick Savage
Lia Stevens
Sweet Dreamzzz, Inc.
Two Seven Oh, Inc.
Michael R. Tyson
United Way for Southeastern Michigan
W. DeWayne Wells
Honorable Kurtis T. Wilder
Zingerman’s Service Network

2012–2013 IN-KIND SUPPORTERS
Kate Balzer
Domino’s Pizza
Christopher Falcone
Ann Gladwin
Varun Kaushik
Rebecca King
Luna Yu Liu
Yodit Mesfin-Johnson
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Online Tech
Quicken Loans
Mike Smerza
Lia Stevens
Toyota
Michael R. Tyson
Florian Vankamp-Wright
Judy Walker
Zing Train

VOLUNTEER AND STUDENT SUPPORT
NEW gratefully acknowledges the contributions of the board members, committee members, and volunteers who gave generously of their time and expertise over the past year. Their dedication and passion have helped NEW make a difference in communities throughout Southeast Michigan and beyond.

NEW is deeply indebted to Mike Smerza for his time, expertise, and unwavering commitment to NEW over the past 16 years. Putting in hours far too numerous to count, Mike has been integral to NEW’s growth, helping to ensure the smooth functioning of NEW’s database and website. Mike has been a vital part of the NEW team, and NEW extends a very special thank you to him for his many years of friendly, expert service.

Our warmest thanks go to our work study students for the year: Sarah Himes and Kidada Malloy. NEW also wishes to thank the many presenters in its Get Connected workshop series for their contribution of knowledge and skills to NEW and the nonprofit community. Finally, NEW extends a special thank you to the Professional Volunteer Corps and St. Clare’s Episcopal Church for invaluable assistance maintaining the NEW Center property for the benefit of our nonprofit tenants, their many constituents, and the community at large.

In compiling these lists of the people who help make NEW’s work possible, we have made every effort to ensure accuracy and apologize for any errors or omissions. Please contact Lori Kitchen (lkitchen@new.org) with corrections.
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2012–2013

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Dione Alexander, Secretary
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Bryon Daley
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Yodit Mesfin-Johnson
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Director of Administration

Michael R. Tyson
President & CEO
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Nonprofit Enterprise at Work

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www.new.org

NEW is a 501(c)(3) nonprofit organization.

HELPING NONPROFITS
MAKE A DIFFERENCE

NEW serves nonprofits throughout Southeast Michigan and partners to deliver services outside the region.