



NEW | SOLUTIONS FOR NONPROFITS

Annual Report 2015



LEADERSHIP DELI



Leadership DELI has proven to be one of NEW's most innovative new programs. Thanks to the support of the Ann Arbor Area Community Foundation, in 2014-15, 15 Washtenaw County nonprofits participated in the pilot year, and over 30 nonprofit staff and board members were trained. NEW and Zingerman's ZingTrain set out to close the nonprofit leadership gap, elevate innovative for-profit and nonprofit principals, lift up social enterprise in the sector as well as increase economic development and impact through efficiently managed nonprofits.



WHAT OUR CLIENTS ARE SAYING

"I participated in two workshops with NEW. I walked in knowing nothing about starting a non-profit, running a non-profit and anxious about what looked and felt like a mountain climb. I am now running meetings, have a board of directors and have a 501(c)3. We are on our way. I could not have done this without you. Thank you NEW!"

Edee Franklin - Sanctum House

"Lastly, I wanted to let you know that when Affirmations decided to move forward in contracting with NEW for its IT services, it was the best thing we ever could have done. Every single one of you have not only been more than tolerant of our daily computer quandaries, but you have also been fantastic to work with. You all provide an invaluable service to nonprofit organizations like Affirmations:)."

Cassandra Varner, Director of Communications, Affirmations

Thank You!

We deeply appreciate the generous support of the individuals, foundations, and organizations who supported NEW this year. Your support contributes to the sustainability of NEW and over 500 nonprofits in Southeast Michigan.

To see a complete list of our 2014-15 donors, visit www.new.org/sustainers.

To continue to support us, please visit our website at www.new.org and click on Support Us!

LETTER FROM OUR CEO

Greetings,

Last November marked my FIFTH year working at NEW, and now more than ever, I am energized and excited about our accomplishments and what lies ahead! Our team is proud of our growth and ability to provide solutions for nonprofits in SE Michigan. Our 2014-2015 fiscal year was the first year since the recession that NEW achieved a break even budget! This increase in growth and revenue meant strengthening agencies in the community to better serve and deliver their missions. NEW's growth is a testament to the high level and sought after services our staff provides to the nonprofit sector. NEW has deepened our engagement with many nonprofits by providing high level and robust organizational development consulting to agencies in Detroit and Ann Arbor.



NEW also launched a partnership with Zingerman's ZingTrain, which was Sponsored by the Ann Arbor Area Community Foundation, entitled leadership DELI (Develop, Elevate, Launch, Innovate). This collaboration trained 15 nonprofits (30+ participants) in a high level business and leadership curriculum over a seven month period.

With support from Ann Arbor Area Community Foundation, DTE Energy Foundation, Lloyd and Mable Johnson Foundation, Marjorie S. Fisher Fund, McGregor Fund, McKinley Associates Inc., Mission Throttle, The Weiser Family, and W.K. Kellogg Foundation we continue helping over 500 nonprofits in SE Michigan every year. I am very proud and honored to work with the team here at NEW. Their dedication to getting things done right and delivering on promises is impressive. Without them, there is no me and I am eternally grateful for all that our team at NEW does. Thank you all. I can't wait to share our accomplishments with you further as we move into the next year!

Kind Regards,



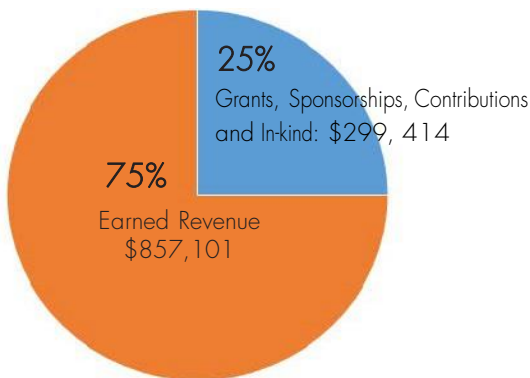
Michael Tyson
President & CEO

2014 -15 Board of Trustees

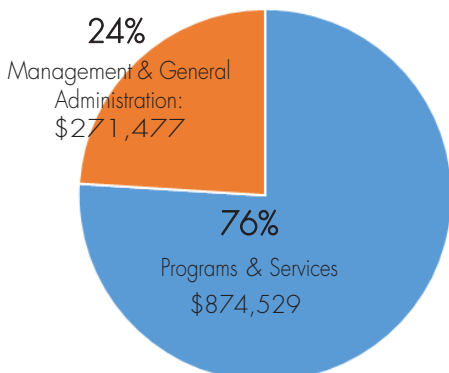
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FINANCIAL SUMMARY

Revenue: \$1,156,515



Expenses: \$1,146,006



PROGRAM UPDATES

Organizational Development

In 2014-2015 NEW worked with 4 nonprofits and delivered yearlong transitional and deep dive capacity building consulting. Through this work NEW's experts looked deeply into each nonprofit to provide technical assistance and co-create a work-plan to ensure the nonprofit's success. Our team has identified four strategic areas of focus that are essential to an organization's sustainability:

- 1)CEO/Executive Leadership Development
- 2)Standard Operating Procedures/HR Practice
- 3)Ongoing Board Development
- 4)Diversified Funding

NEW provided training, support, and consulting in the following topic areas to 88 nonprofits and 986 participants in 2014-15: Board Governance, Development, Strategic Planning, Finance & Regulator Oversight, Diversity, Inclusion & Equity, and Visioning.

npServ

Our signature IT service provider and technology helpdesk has expanded to the trusted go to technology supporter for our region's nonprofits. In 2014-2015, npServ increased nonprofits and workstations served from 68 nonprofits to 80 and to 705 to over 1,000 workstations. New clients include: AA Learning Community; St Francis of Assisi School; David P Weikart Center for Youth; A2 Open Coordinating Council; Wayne Center; Community Alliance; United Way of Washtenaw County; Wayne Mediation Center; Oakland Mediation Center; SOS Community Services, Inc.; Mariners Inn; St. Thomas the Apostle Church.

The NEW Center

Since opening in 1993, the NEW Center continues to be the nonprofit hub for Washtenaw County. Providing meeting space for nonprofits and community events, the NEW Center is still a core shared office and resource space for 501c3 nonprofits. The NEW Center currently has 19 nonprofit tenants.

2014-2015 NEW Sustainers

Community Partners: Ann Arbor Area Community Foundation, DTE Energy Foundation, Lloyd and Mabie Johnson Foundation, Marjorie S. Fisher Fund, McGregor Fund, McKinley Associates Inc., Mission Throttle, The Weiser Family, and W.K. Kellogg Foundation

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 Mahmune Kasham
 Margaret Flannery
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 Marie Bruce
 Mariners Inn

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 Maryann Angelini
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 MSU Detroit Center
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