Dear Friends,

As I enter my seventh year with NEW, I am astounded by the many achievements we have accomplished. Like our family of staff and partners, they are nothing short of extraordinary. Though NEW has supported Southeast Michigan’s nonprofit economy for more than 20 years; we have recently found our stride and the results have been significant. Most notably, for the second consecutive year, we have created substantial growth and have finished our fiscal year in the black.

Through an exceptional range of programs that provide office space, start-up, financial, directional, and IT solutions, combined with invaluable consulting, we have strengthened more than 500 nonprofit organizations throughout Southeast Michigan. Our expert guidance and first rate service has helped these outstanding organizations realize their visions and increase their overall capacity to serve. As a result, all of Michigan has benefitted. I applaud our skilled team for being recognized as the professional source for nonprofit support in Southeast Michigan, and I encourage you all to maintain your momentum moving forward.

As we set our sights on the coming year, we will continue to expand our key alliances, like last year’s partnership with Zingerman’s ZingTrain entitled Leadership DELI (Develop, Elevate, Launch, Innovate). This collaboration, sponsored by the Community Foundation for Southeast Michigan, trains dozens of nonprofits and their participants in high-level business operations through specialized curriculum over a seven month period and is sure to be a success once again. Through this and several other initiatives, I anticipate an extended presence throughout the region as we provide more organizations with the resources needed to improve their sustainability, efficiency, and impact. For your role in this progress, I thank you.

Sincerely,

Michael Tyson
President and CEO
NEW: Solutions for Nonprofits
In 2015-2016, NEW worked alongside 11 nonprofits to co-create work plans for their successes. NEW’s support included comprehensive consultation and service to build their capacities, which targets four strategic areas of focus 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 89 nonprofits and 296 participants in 2015-16: board governance, development, strategic planning, finance & accounting, visioning, and diversity & inclusion.

Our first launch of Leadership Deli in 2014 was so successful that by 2016, twenty nonprofit leaderships from throughout Southeast Michigan were attending. This is an increase of 25% of nonprofits from the previous year benefitting from the world renowned ZingTrain's curriculum. The Leadership DELI partnership brings together ZingTrain's business and leadership training with NEW's nonprofit sector expertise to create a leadership training experience accessible to grassroots nonprofits. The leaders of these nonprofits were able to participate in seven in-person, four hour trainings, and this is what they reported:

“We were able to affirm and work toward documenting our inclusion policy. We realize there’s work to do to connect and unite community and public schools and (our organization) can be a key player in that.” -Culture of Inclusion session

“We’ve created a training handbook. We are documenting what people should know in 1st week and 1st month, and we are setting up a series of brown bag lunch-and-learns… (Bottom Line Training) has helped us get off our butts and actually start doing the training (in our organization).” -Bottom Line Training session

“I had a great conversation with our HR committee. We are fine tuning a process for bringing on new board members. At our meeting, I used some of the tools we discussed to help navigate the conversation. It felt good that everyone got to say what is most important to them, including our culture and the board experience. We came to consensus easily.” -Art of Great Service session

NEW’s financial services for nonprofits is a recently added service which allows organizations to benefit from low cost accounting solutions with less burden to staff and volunteers. Our team of proven financial experts come alongside a nonprofit to support their accounting, bookkeeping, and financial compliance, so that they can concentrate on mission related matters. NEW provides many different types of financial services, including ongoing monthly bookkeeping services, payroll input and accounting, assistance in the preparation of an annual budget and cash flow projection, financial statement assessment including recommendations, QuickBooks accounting system and account set up and conversions, and financial workshops for staff and board members.
NEW developed npServ in 2006 to address technology needs strategically and cost-effectively for nonprofits. Through a unique high touch model that employs innovative business-sector technologies, npServ helps nonprofits create and maintain an optimal technology environment tailored to their mission, budget, and needs. Affordable fixed monthly service rates give nonprofits predictable IT costs and responsive, on-call support from a team of technology experts. Services include comprehensive desktop and server support, email and collaboration software, contact and donor management, and specialized IT infrastructure and support. Through npServ, organizations emerge more efficient operationally.

Our signature IT service provider and technology helpdesk is recognized as the primary trusted technology supporter for our region's nonprofit organizations. In 2015-16, npServ increased the number of nonprofits and workstations served to 74 and 1,805 respectively.

New clients include:
• Jewish Vocational Services
• Ann Arbor Center for Independent Living
• St. Luke’s New Life Center
• Weiss Advocacy Center
The NEW Center
Since opening its doors in 1993, the NEW Center has provided office space and shared infrastructure to dozens of 501(c)(3) nonprofit organizations in Southeast Michigan. NEW Center tenancy offers nonprofits a modern facility, a collaborative atmosphere, shared amenities, reduced overhead, and a beautiful waterfront location. Our Affiliate Program provides access to the NEW Center’s shared resources at a fraction of the cost of tenancy. The NEW Center also provides flexible meeting and event space for 501(c)(3) organizations. Our nonprofits enjoy convenient highway access, free onsite parking, full kitchen facilities, conference rooms, and a beautiful riverfront view. The NEW Center continues to be the nonprofit hub for Washtenaw County by providing meeting space for nonprofits and community events. This shared office and resource space for 501(c)(3) nonprofits currently has 20 nonprofit tenants and 3 Affiliate tenants.

Financial Summary
NEW finished the 2015-2016 fiscal year with our second straight annual profit due to continued growth in earned revenue.

Revenue $1,284,235 Expenses $1,251,208 Net Income $33,027
With tremendous gratitude, NEW acknowledges the contributions of all board members, committee members, and volunteers who have given of their time and expertise over the past year. Their passion and service have played an important part in NEW’s work to help nonprofits make a difference throughout Southeast Michigan.

The Board of Trustees is responsible for realizing the long-term vision of NEW and for executing the strategies that fuel the growth and development of NEW and our clients.

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We thank our supporters.

NEW is Southeast Michigan’s premier provider of nonprofit solutions and support because of the generosity of the individuals, foundations, and organizations that share our vision. Your partnership helps sustain NEW and over 500 nonprofits in Southeast Michigan. For a complete list of our 2015-16 donors, visit www.new.org/sustainers. To renew your vital support, please visit www.new.org and click on Support Us!

2015–2016 Partners and Sustainers

Special thanks to Ambassador Ronald Weiser and our dedicated family of supporters who keep our essential programs operating and expanding and who make our continued success possible.

Community Partners:

- Ann Arbor Area Community Foundation
- Buhr Foundation
- Credit Suisse Americas Foundation
- Community Foundation for Southeast Michigan
- Coordinated Funders of Washtenaw County
- DTE Energy Foundation
- The Lloyd and Mabel Johnson Foundation
- McGregor Fund
- PNC Foundation
- The United Way
- The Weiser Family
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