



NEW

COMMUNITY

2017-2018 ANNUAL REPORT

A portrait of Michael Tyson, a bald man with a mustache and glasses, smiling broadly. He is wearing a dark pinstriped suit jacket over a light blue checkered shirt. The background is a solid yellow color. The word "GROWING" is written in large, white, bold, sans-serif capital letters across the center of the image, partially overlapping his chest and arms.

**G R O W I N G**

Michael Tyson

**NEW, PRESIDENT & CEO**

# NEW

In a community, we are interconnected. We are benefited by our network, their support, and their successes. And the opposite is true as well: we are hindered in their absence. So, as we reflect on the past 25 years, we humbly thank you for being part of our world. Working alongside us. Leading with us. Pushing for a more sustainable and effective future for nonprofits.

This annual report is dedicated to you.

Clients, supporters and donors, the Board of Trustees, our team and volunteers.

A handwritten signature in black ink, appearing to be 'M. H. J.', written in a cursive style.

A portrait of an elderly Black woman, Joyce Hunter, with short, curly grey hair. She is wearing a black blazer and a vibrant, multi-colored patterned scarf. She is looking off to the right with a thoughtful expression. The background is a solid, bright orange color.

# EMPOWERED

Joyce Hunter

AFRICAN AMERICAN CULTURAL & HISTORICAL MUSEUM

“

We were lacking expertise on our board related to our financial management processes and documents. The bookkeeping and financial consulting service that NEW provides has been exceptional! The team is easy to work with, always at the ready to help offer guidance and to answer questions that come up. We are very pleased with the service. Now we can provide financial documents to prospective donors and we're prepared when applying for grants!

Since 1993, NEW has striven to improve the impact and performance of fellow nonprofits by empowering leaders and co-creating solutions to address the challenges facing both individual organizations and the sector as a whole. With the help of our diverse community of partners and supporters, NEW provides workshops and trainings, consultative services and leadership coaching, financial services, and technological and network support solutions to ensure that Southeast Michigan's nonprofits flourish. It is our pleasure to work alongside you as we continue to build thriving communities.

A woman with dark hair pulled back, wearing a black leather motorcycle jacket over a red top. She has her arms raised and is looking upwards with a slight smile. The background is a solid light blue color. The word "FLOURISHING" is written across the middle of the image in large, white, bold, sans-serif capital letters.

# FLOURISHING

Jessica Letaw

**BUILDING MATTERS**

“

I had transformed a daydream into a vision; with NEW, I transformed that vision into a plan. I got a concrete sense of how to set up a strong legal and financial foundation as well as how to recruit and work with a board. Given that I've never run a nonprofit before, I attribute 100% of that success to NEW, both the startup series and all the coaching and encouragement they've provided before or since.

NEW's Nonprofit Start Up Series (NpSUS) is another way we've been able to assist 82 nonprofit leaders in developing a robust and valuable nonprofit sector in Southeast Michigan. The NpSUS challenges founders to think differently about the role their nonprofit will play in the greater community while providing best practices, tools and resources to see that to fruition. Most importantly, this four-part workshop series provides new leaders in the sector the opportunity to get guidance from NEW's decades of experience in this work and begin building their network of peers in a way that minimizes barriers to participation



# VIBRANT

Anita Daley, Jason Frenzel & Laura Rubin

**HURON RIVER WATERSHED COUNCIL**



# 19,742

The NEW Center provided space for partnership-building, organizational improvement, and individual empowerment to more than 19,000 individuals each year.

At NEW, we believe that our communities cannot thrive if our organizations and the people within them are working in isolation. As the challenges we all face are complex and interwoven, we're increasingly aware that no one effort will address any root cause. This is part of the reason that the NEW Center, 25 years after its creation, continues to serve as a hub for Southeast Michigan's nonprofits. Thanks to the support of our community, the NEW Center provides a space for collaboration and innovation where nonprofit leaders can come together to learn, share, and connect in service of their individual missions and the community as a whole.

A portrait of a woman with dark hair, smiling and looking to the left. She is wearing a dark green top with a colorful floral pattern. The background is a solid light blue color.

# D I V E R S E

Lori Roddy

NEUTRAL ZONE

# 250

Since 2014, 250 participants, representing 93 organizations have graduated from NEW's Leader DELI (Develop Elevate Innovate Launch) signature development program.

Last year, NEW enrolled 37 nonprofit leaders from 21 nonprofit organizations in the fourth cohort of Leadership DELI (Develop, Elevate, Launch, Innovate).

In a safe, supportive environment, attendees push themselves and one another to try new ideas and tools, and in the end, see deep personal and professional benefits from the coursework and instruction because of it. They return to their organizations with stronger leadership skills, a trusted network of nonprofit professionals, and the advancement of organizational goals.

# NEW

Bryan Daley  
**IT DIRECTOR**

Nathan Flanders  
**IT SPECIALIST/PROJECT IMPLEMENTOR**

Carrie Hammerman  
**ORGANIZATIONAL DEVELOPMENT CONSULTANT**

Melvin Henley  
**ORGANIZATIONAL DEVELOPMENT CONSULTANT**

William Jones III  
**PROGRAM COORDINATOR  
& ADMINISTRATIVE ASSISTANT**

Richard Kern  
**FINANCIAL DIRECTOR**

Terri McKinnon  
**HELP DESK MANAGER**



Yodit Mesfin-Johnson  
**CHIEF OPERATING OFFICER & VP OF STRATEGY**

Victor Semelsberger  
**CHIEF FINANCIAL OFFICER**

Mikel Mills  
**HELP DESK/SYSTEM ADMINISTRATOR**

Brent Sitterly  
**HELP DESK/SYSTEM ADMINISTRATOR**

Corey Moore  
**HELP DESK/SYSTEM ADMINISTRATOR**

Hillary Watson  
**BUILDING COORDINATOR**

Allison Morris  
**FINANCE ASSOCIATE**

Ray Welker  
**IT SPECIALIST/ PROJECT IMPLEMENTOR**

Judy Nimer Muhn  
**ORGANIZATIONAL DEVELOPMENT CONSULTANT**

Not Pictured

LARYSA BLYSNIUK

JIVONNA BURNEY

Ted Nitzke  
**HELP DESK/SYSTEM ADMINISTRATOR**

JUSTIN LUNNING

MICHAEL TYSON

Lolita Nunn  
**CHIEF DEVELOPMENT OFFICER**





**S T R O N G**



**MELVIN PARSONS**  
**CHANGING**



**GERRY**

Melvin Parsons

**WE THE PEOPLE GROWERS ASSOCIATION**



My experience with NEW has, to be frank, exceeded my expectations on every level of support or service they've provided me. From fiscal sponsorship to Board development, and many other areas of support in between, NEW has been extremely helpful. We've worked side-by-side to identify and resolve the many complexities of being a startup nonprofit.

### 2017-18 Audited Financials Revenue



28%  
**GRANTS, CONTRIBUTIONS, SPONSORSHIPS**

72%  
**EARNED REVENUE**

### 2017-18 FINANCIAL SUMMARY

\$1,549,727

**REVENUE**

\$1,545,403

**EXPENSES**

\$4,324

**NET INCOME**

A portrait of Linda Blakey, a woman with short, wavy, light brown hair, smiling and looking slightly to her right. She is wearing a grey blazer over a white lace top. A small brooch with three stylized human figures is pinned to her lapel. Her arms are crossed, and she has pink nail polish. The background is a solid light blue color.

**E N G A G I N G**

Linda Blakey

**CHAIR, NEW BOARD OF TRUSTEES**





I appreciate the way in which the staff and volunteers at NEW are able to leverage the capabilities of the organization to make a significant, positive impact on the performance and capacity of numerous non-profit organizations in southeastern Michigan by working alongside leaders and sharing strengths, ideas and best-practices

**NEW BOARD OF TRUSTEES**

Lila Asante-Appiah  
**ACUMAX INDEX, INC.**

Rosemary Bayer  
**ARDENTCAUSE L3C**

Linda Blakey  
**WASHTENAW COMMUNITY COLLEGE**

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**OLD NATIONAL BANK**

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**AMROCK**

Dr. Kimberly Hurns  
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Curtis Iorio  
**HYLANT GROUP, INC.**

Diane Kaplan Vinokur  
**UM SCHOOL OF SOCIAL WORK**

Kathleen Laird

Christopher Myers  
**NEW FOUNDRY**

Alok Sharma  
**SHARMA ANALYTICS**

Michael Tyson  
**NEW, PRESIDENT & CEO**

DeWayne W. Wells  
**ECONOMIC JUSTICE ALLIANCE OF MICHIGAN**

Kristopher Wiljanen  
**NEW DOMINION CAPITAL**

A portrait of a woman with short, wavy, grey hair, looking slightly to the right. She is wearing a black top and a colorful patterned scarf. The background is a solid orange color. The word "SUPPORTIVE" is written in large, white, bold, sans-serif capital letters across the middle of the image.

**S U P P O R T I V E**

Kate Levin Markel

**MCKREGOR FUND**

CAMUTO

## Our Supporters

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FOUNDATION**

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**JEFFREY KESSNER**

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**JEFF LOVEL &  
SUSAN KATZ MCFALL**

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**CHRISTOPHER MYERS**

**OLD NATIONAL BANK**

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**ASHISH & NORMA SARKAR**

**RICHARD & NORMA SARNS**

**PATRICK SAVAGE**

**MARGARET & JAMES TALBURTT**

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**SCOTT VOWELS**

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COLLEGE FOUNDATION**

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& MRS. EILEEN WEISER**

**W. DEWAYNE WELLS**

**ZINGERMAN'S  
COMMUNITY OF BUSINESS**

## In-Kind Supporters

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**BRYON DALEY**

**INSOMNIA COOKIES**

**LWC WINE**

**REAL SEAFOOD COMPANY**

**SAM'S CLUB**

We make every effort to ensure accuracy, and apologize for any errors or omissions.  
Please contact NEW at (734) 998-0160 with any corrections.



**new** | SOLUTIONS FOR  
**NONPROFITS**

[new.org](http://new.org)

PH 734 998 0160