dear friends and supporters,

Working with nonprofit leaders throughout Minnesota, from our main office in St. Paul and six regional chapters, MCN is engaged in an ongoing conversation about current and future challenges facing the nonprofit sector.

While 2016 could be characterized as having a relatively healthy Minnesota nonprofit economy, with continued growth in nonprofit revenues, employment and wages, the year ended with intense political uncertainty. Budgets and forecasts at all levels of government were thrown into question by the 2016 election of Donald Trump. Different parts of the nonprofit sector would be affected by proposed shifts and reductions in funding and eligibility, from health care and housing to arts and education, often provided through partnerships with government entities as a funding source.

Uncertainty requires preparation for what could happen, and for that I am extremely proud of the work MCN member organizations have undertaken for whatever challenges may come. Minnesota has one of the largest and most active nonprofit sectors in the U.S. which has continued to grow in influence and proven quite adaptable in the face of change.

MCN’s board, with 23 leaders from every part of Minnesota, is a key part of that preparation, looking ahead for opportunities and options to help organizations achieve their potential and succeed at their missions. In 2014 MCN adopted two overarching strategic objectives:

- MCN will launch broad efforts aimed at strengthening nonprofits’ inclusion and engagement practices and increasing the sector’s effectiveness in serving new and underrepresented as well as existing populations and needs.
- MCN will develop a communications and outreach campaign to increase the sector’s influence by developing MCN’s capacity to respond to opportunities to educate the public about the field and building deeper relationships between nonprofits and key audiences.

These continue to inform MCN’s work across all areas.

Building on MCN’s ongoing work, in 2016 we set the stage to respond more quickly and provide more information options and avenues for participation:

- Accessibility Expansion: The renovation of MCN’s St. Paul headquarters established a Nonprofit Learning Center, tripling the available training space and equipping the center with the technical infrastructure to connect audiences statewide and beyond.
- E-Learning: The successful buildout of an e-Learning studio and development of robust curriculum of online learning opportunities now enhances MCN’s capacity to offer technical expertise, strengthen nonprofits and support nonprofit staff and board members across the state.
- GrantAdvisor: Launched in partnership with GreatNonprofits and the California Association of Nonprofits, GrantAdvisor.org is a new web service that facilitates open dialogue between nonprofits and grantmakers by collecting authentic, real-time reviews and comments on grantseekers’ experiences working with funders to encourage more productive philanthropy.

In the following pages you’ll see an overview of MCN’s advocacy, convening and support for nonprofits in 2016, and an appreciation of MCN’s many amazing partners and allies in strengthening Minnesota’s nonprofit sector. On behalf of the MCN board and staff, we appreciate your organization’s participation. By joining with other nonprofits across the state, you have built a network.

It’s great to be in this with you!

sincerely,

Jon Pratt
Executive Director
Minnesota Council of Nonprofits

Mary Jones, MCN Board Chair
Interim C.E.O.
YWCA of Minneapolis
2016 Highlights

Beginning Construction
In 2016, the Minnesota Council of Nonprofits began the renovation and expansion of its St. Paul headquarters! Features of the new space include:

- The new Nonprofit Learning Center to accommodate up to 100 people with the technological infrastructure to connect participants to local and national nonprofit leaders,
- An e-learning studio to improve access to MCN’s programmatic offerings, and
- An energy efficient HVAC system, recycling and composting program, handicapped accessible spaces, gender-neutral bathrooms and private rooms for prayer and nursing mothers.

2016 MCN Annual Conference in Duluth

- 675 attendees
- Duluth Nonprofit Tours
- 1/3 of attendees from Greater Minnesota
- Keynotes by Winona LaDuke and a panel including Jay Bad Heart Bull, Naaima Khan and Tony Sertich
- 53 resource exhibitors
- 39 breakout sessions

Community and Nonprofit Awards

Nonprofit Mission & Excellence Awards
- Aeon
- Friends of the Boundary Waters Wilderness
- Page Education Foundation
- Minnesota Initiative Foundations
- Wayside House, Inc.

Virginia McKnight Binger Unsung Hero Awards
- Deborah Jiang-Stein
- Dr. Arne Vainio
- Qamar Saadiq Saoud
- Koresh Lakhan

Nonprofit Leadership Awards
- Tyrai Ross, Minnesota Reading Corps and Minnesota Math Corps
- Blanca Raniolo, WERC Enrichment Resource Center
- LaDonna Hoy, Interfaith Outreach and Community Partners
Members in 2016

2,479 **Total Nonprofit Members**
with focus areas including poverty alleviation, environment, youth development and more - working on a number of issues important to Minnesota.

693 **Greater Minnesota Nonprofit Members**
representing nearly 30% of our membership and growing in all areas of the state.

293 **Associate Members**
who provide valuable products, services and expertise and are strong champions and partners of nonprofits.

**MCN in Greater Minnesota**

- **Northwest Region**
  est. 2015

- **West Central Region**
  est. 2015

- **Southwest Region**
  est. 2006

- **Central Region**
  est. 2011

- **Northeast Region**
  est. 1999

- **Southeast Region**
  est. 2014
You build a better world. We build stronger nonprofits.

The Minnesota Council of Nonprofits strives to develop programming that enables nonprofits to fulfill their missions for a better world.

Through workshops, networking events, conferences, webinars and more, we bring people together from across the state and support our strong, vibrant sector.

180+ Total number of events in 2016

6,300 participants statewide

92 networking events (statewide)

81 workshops (statewide)

7 conferences

58 Greater Minnesota events

As a result of MCN events....

81% of survey respondents made positive changes in their organizations, including:

28% improved program evaluation

22% wrote a new grant

20% created a strategic plan
Thank you to MCN’s funders for supporting a thriving nonprofit sector across the entire state:

**Expansion and Accessibility Capital Campaign**
Hugh J. Andersen Foundation
F.R. Bigelow Foundation
Blandin Foundation
Otto Bremer Trust
Patrick and Aimee Butler Family Foundation
Bush Foundation
Margaret A. Cargill Foundation
Fund of The Minneapolis Foundation
MAHADH Fund of HRK Foundation
The McKnight Foundation
MCN Board Reserve Fund
The Saint Paul Foundation
Richard M. Schulze Family Foundation
Shavlik Family Foundation
St. Paul Area Chamber of Commerce

**Stoneman Family Foundations**
Target Foundation
The Jay and Rose Phillips Family Foundation of Minnesota
West Central Initiative
Willmar Area Community Foundation
Xcel Energy Foundation

**Program Partners**
Association of Fundraising Professionals - Minnesota Chapter
Center for Integrative Leadership, University of Minnesota
Center for Nonprofit Management, University of St. Thomas
Community Giving
Community Resource Connections
FM Area Foundation
Lutheran Social Service of Minnesota - Duluth
Mankato Area Foundation
MAP for Nonprofits
Minnesota Council on Foundations
Nonprofits Assistance Fund
Northwest Minnesota Foundation
Public and Nonprofit Leadership Center, University of Minnesota
Rochester Area Foundation
The Design Company
West Central Initiative
Willmar Area Community Foundation
Young Nonprofit Professionals Network - Twin Cities

**Sponsors and Key Program Partners**
Alliance of Nonprofits for Insurance
Ascension Development Group
Atomic Data
BerganKDV
Best Buy
Blandin Foundation
Bremer Bank
Bush Foundation
CBIZ
CentraCare Health
Central Minnesota Community Foundation
CliftonLarsonAllen
Comcast Business
Duluth Superior Area Community Foundation
Arthur J. Gallagher & Co.
Greater Twin Cities United Way
Hamline University School of Business
Humphrey School of Public Affairs
The Improve Group
Initiative Foundation
Jay and Rose Phillips Family Foundation of Minnesota
Lloyd K Johnson Foundation
Mahoney, Ulbrich, Christiansen & Russ, PA
Medtronic Foundation
Metropolitan State University
MINNCOR Industries
Mutual of America
Northland Foundation
Saint Catherine University
Saint Cloud State University
SNI Certes
Vehicle Donation to Any Charity
Vela Consulting
Xcel Energy

**Operating and Program**
Blandin Foundation
Bush Foundation
Cargill Foundation
Center on Budget and Policy Priorities
Corporation for National and Community Service
David B. Gold Foundation
Deluxe Foundation
Ford Foundation
Greater Twin Cities United Way
Hugh J. Andersen Foundation
Mayo Clinic Community Contributions Program
McKnight Foundation
Northland Foundation
Northwest Minnesota Foundation
Otto Bremer Trust
Patrick and Aimee Butler Family Foundation

**Atomic Data**
BerganKDV
Best Buy
Blandin Foundation
Bremer Bank
Bush Foundation
CBIZ
CentraCare Health
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SNI Certes
Vehicle Donation to Any Charity
Vela Consulting
Xcel Energy

**Sponsors and Key Program Partners**
Alliance of Nonprofits for Insurance
Ascension Development Group

**Public and Nonprofit Leadership Center, University of Minnesota**
## Financial Position

<table>
<thead>
<tr>
<th></th>
<th>2016</th>
<th>2015</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Assets</strong></td>
<td>$2,836,367</td>
<td>$1,811,717</td>
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<tr>
<td><strong>Liabilities</strong></td>
<td>276,621</td>
<td>219,972</td>
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<tr>
<td><strong>Net Assets</strong></td>
<td>2,559,746</td>
<td>1,591,745</td>
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<tr>
<td><strong>Income</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Grants</td>
<td>$1,143,123</td>
<td>$980,526</td>
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<tr>
<td>Dues</td>
<td>790,750</td>
<td>703,486</td>
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<tr>
<td>Events</td>
<td>795,949</td>
<td>914,288</td>
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<tr>
<td>Other Earned Income</td>
<td>359,584</td>
<td>192,993</td>
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<tr>
<td><strong>Total Income</strong></td>
<td>3,089,406</td>
<td>2,861,555</td>
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<tr>
<td><strong>Expenses</strong></td>
<td></td>
<td></td>
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<tr>
<td>Program</td>
<td>$2,380,331</td>
<td>$2,246,663</td>
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<tr>
<td>Core Mission Support</td>
<td>583,039</td>
<td>381,505</td>
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<tr>
<td><strong>Total Expenses</strong></td>
<td>2,963,370</td>
<td>2,754,398</td>
</tr>
</tbody>
</table>
In 2016, MCN welcomed its third AmeriCorps VISTA cohort. These 12 VISTA members managed communications and outreach, developed programs, recruitment volunteers and gained nonprofit leadership skills while serving in community-based nonprofits across the Twin Cities.

MCN's VISTA program was made possible with support from the Corporation for National and Community Service.

Alana DuLyn, HACER
Anna Kaiser, American Indian Family Center
David Kraft, MIGIZI Communications
Edita Sabovic, MCN
Hannah VanSant-Ouellette, VISTA Leader, MCN
Jato Wake, African Economic Development Solutions
Jocelyn Leung, Nexus Community Partners
Joshua Hutchins, Nonprofits Assistance Fund
Madeline Hyde, Dream of Wild Health
Monica Pagani, Ka Joog
Nicholas Smoger, LegalCORPS
Rebekah Jacobson, Karen Organization of Minnesota

*indicates a board member from Greater MN