Dear friends and supporters,

For many Minnesotans, 2018 began with uncertainty about how changes in national tax policy, politics, and the economy could impact the nonprofit sector. As the year unfolded two topics stood out as priorities for nonprofit organizations:

- **Nonprofit revenue shifts**: From the federal government shutdown at the end of 2018 to shifting priorities of institutional philanthropy, nonprofit boards and managers are being tasked with balancing the need for diverse funding streams and sufficient revenue to achieve their charitable missions. Organizations are seeking ways to adapt fundraising and donor engagement or launch social enterprises -- and simultaneously expend funds based on their assessment of future income and funder preferences.

- **Equitable access**: Minnesota is home to many nonprofits led by and for black, indigenous, and people of color who are already leading work and creating valuable examples for the rest of the sector in regards to equity in power, money, access and resources in the nonprofit sector. In a state with rapidly increasing racial and ethnic demographic diversity, the rest of Minnesota’s nonprofit leaders are increasingly engaging their organizations in equity issues--from thoughtful reflections on organizational culture and hiring policies to intentional board recruitment and engagement. By several measures Minnesota is home to some of the widest racial disparities in the U.S., which also represents a key challenge for the nonprofit sector. Whether it be unrepresentative participation in nonprofit leadership positions and boards to equitable access to the networks and resources that drive policy decisions, Minnesota nonprofits recognize that they have important work to do to advance equitable access and outcomes for key groups (including those marginalized due to race/ethnicity, geography, disability accessibility, and/or socioeconomic status). Representing 15 percent of Minnesota’s workforce and strong community engagement, Minnesota’s nonprofit sector can and does play a key role in working together for a more equitable future for all Minnesotans.

Since its founding by Minnesota’s nonprofit leaders, MCN has worked to develop resources that address changes affecting the nonprofit sector and its boards, managers and volunteers. With the direction of MCN’s member-elected board of directors and input from 2,200 members statewide, in 2018 MCN responded:

- **Using leadership development, policy advocacy, and direct engagement to advance a racial and economic equity agenda among nonprofits and state and local government.** Examples include:
  - Increasing access for thousands of nonprofit staff and volunteers to learn leadership and management skills through scholarship pricing and statewide access via e-learning and 7 statewide locations.
  - Increasing access for smaller, culturally-specific nonprofits to implement their missions with strategic full time support from an AmeriCorps VISTA.
  - Undoing economic inequity through the Minnesota Budget Project’s work to influence tax and budget decisions, including expanding the state’s Working Family Tax Credit.
  - Convening community members through 7 major conferences, 240 events, and issue-specific working groups to respond to pressing issues facing the field. MCN convened a 40+ member working group to respond to the fastest growing form of charitable giving: Donor Advised Funds (DAFs), which promoted public education of DAFs, discussed opportunities and challenges, and developed recommendations for best practices and reforms.

Minnesotans benefit from having one of the strongest nonprofit sectors in the U.S., with high rates of community trust, volunteerism, and voter engagement. We are proud that MCN has realized growth every year in our membership, web traffic, event attendance and policy work. This growth makes MCN a more valuable support organization for Minnesota’s nonprofit sector, and a valued partner for philanthropy and government. Members direct our services so that we can both respond to member needs and offer leadership for the sector through strong member-representation on the MCN board.

As recent events across the state have made manifest, we recognize that a critical test for MCN’s board and membership going forward will be to make certain these resources are used to include the breadth and depth of the nonprofit sector to engage to address inequities in our communities.

sincerely,

Jon Pratt  
Executive Director  
Minnesota Council of Nonprofits

Kenza Hadj-Moussa, MCN Board Chair  
Communications Director  
TakeAction Minnesota
2018 was an exciting year for the Minnesota Council of Nonprofits. Here are some of the highlights!

**2018 Annual Conference in St. Paul**
The 2018 MCN Annual Conference was a huge success, with:
- Over 875 nonprofit professionals in attendance
- 44 breakout sessions
- Keynote sessions focusing on the impact of the 2018 elections and choosing hope in challenging times. These insightful addresses featured dynamic speakers, including nonprofit experts from around the state and St. Paul Mayor Melvin Carter.
- 73 conference exhibitors

**Beginning Work on a New Website and Job Board**
2018 saw the first stages of redesign work on MCN’s website and nonprofit job board, both to be unveiled in 2019. The focus of work on MCN’s main website was to create a digital resource that is widely accessible, responsive for all devices, and has a modern look and navigation. Similarly, work on the nonprofit job board — the largest of its kind in Minnesota — focused on ease of use for both employers and jobseekers, as well as more robust options for matching skilled individuals with employment, board, and volunteer opportunities in the nonprofit sector.

**Community and Nonprofit Awards**

**Nonprofit Mission Awards**
- Hiawatha Homes, Inc. - Advocacy
- Ujamaa Place - Anti-Racism Initiative
- American Indian Community Housing Organization - Innovation
- Sundance Family Foundation - Responsive Philanthropy

**Virginia McKnight Binger Unsung Hero Awards**
- Joe Day, Bemidji
- Memoona Ghani, Maple Grove
- Carol Orban, Ely
- Wynfred Russell, Brooklyn Park

**Nonprofit Leadership Awards**
- Kiley Benson, Catalytic Leader
- Chris Fastner, Visionary Leader
- Kate Bottiger, Transformational Leader
Members in 2018

2,602 **Total Nonprofit Members**
with focus areas including poverty alleviation, environment, youth development, and more — working on a number of issues important to Minnesota.

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

Greater Minnesota Nonprofit Members

699 **Greater MN Members**
representing nearly 27% of our membership and growing in all areas of the state.

Greater MN members (27%)
Twin Cities members (73%)

Northeast Region  
est. 1999

West Central Region  
est. 2015

Southwest Region  
est. 2006

Central Region  
est. 2011

Southeast Region  
est. 2014

Northwest Region  
est. 2015
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, e-learning, and more, we bring people together from across the state and support our strong, vibrant sector.

**Events in 2018**

- **242** total public events (statewide)
- **119** workshops (statewide)
- **8** conferences
- **115** networking events (statewide)

**Event Locations**

- Greater MN (40%)
- Twin Cities (50%)
- Virtual (10%)

**$95,222** in scholarship funds awarded in **742** total scholarships

**As a result of MCN events, attendees....**

- Improved program evaluation **26%**
- Created a strategic plan **16%**
- Wrote a new grant **26%**
- Found new technology **17%**
- Engaged in culture change **20%**
- Collaborated with others **22%**
- Improved board effectiveness **18%**
Thank you to MCN’s funders for supporting a thriving nonprofit sector across the entire state:

**Operating and Program Funders**
Hugh J. Andersen Foundation*  
Ameriprise Foundation  
Blandin Foundation*  
Otto Bremer Trust*  
Bush Foundation  
Patrick and Aimee Butler Family Foundation*  
Cargill Foundation*  
Center on Budget and Policy Priorities*  
Deluxe Corporate Foundation  
Duluth Superior Area Community Foundation  
Enterprise Holdings Foundation  
Ford Foundation*  
Greater Twin Cities United Way  
Lloyd K. Johnson Foundation  
Joyce Foundation  
Mayo Clinic Community Contributions Program  
McKnight Foundation*  
Minneapolis Foundation  
Nordson Corporation Foundation  
Northland Foundation*  
Northwest Minnesota Foundation  
Jay and Rose Phillips Family Foundation of MN  
Joseph Rowntree Charitable Trust  
Richard M. Schulze Family Foundation  
Stoneman Family Foundations  
Target Foundation*  
West Central Initiative  

* indicates funders who have supported the Minnesota Council of Nonprofits for over a decade

**Program Partners**
Abdo, Eick and Meyers, LLP  
Association of Fundraising Professionals - Minnesota Chapter  
BI-CAP  
Brainerd Lakes Area Community Foundation  
California Association of Nonprofits  
Center for Integrative Leadership, University of Minnesota  
Central Minnesota Community Foundation  
Charities Review Council  
The Corporation for National and Community Service (CNCS) Minnesota Office  
Fairmont Area Chamber of Commerce  
FM Area Foundation  
Grant Professionals Association, National and Northstar Chapter  
GreatNonprofits  
Hamline University School of Business  
Initiative Foundation  
Lakes Country Service Cooperative  
Mahube-Otwa Community Action Partnership  
Marshall Area Chamber of Commerce  
Minneapolis – St. Paul Nonprofit Tech Club  
Minnesota Council on Foundations  
Minnesota Department of Employment and Economic Development  
MRCI  
Nonprofit Finance Group  
North Dakota Association of Nonprofit Organizations  
Northwest Indian Community Development Center  
PEAK Grantmaking Minnesota Chapter  
Propel Nonprofits  
Public and Nonprofit Leadership Center, University of Minnesota  
Rochester Area Foundation  
Rochester Chamber of Commerce  
Rochester Nonprofit Consortium  
Sourcewell  
Tri-Valley Opportunity Council, Inc.  
United Way of Bemidji Area  
University of St. Thomas, Executive Education  
West Central Initiative  
Worthington Regional Health Care Foundation, Inc.  
Young Nonprofit Professionals Network - Twin Cities
Sponsors:
521 Promo
Alliance of Nonprofits for Insurance
Bemidji State University
BerganKDV
Best Buy
Bethel University
Blandin Foundation
Bremer Bank
Bush Foundation
CBIZ
CliftonLarsonAllen
Comcast Business
Fredrikson & Byron, PA
Gallagher
Humphrey School of Public Affairs
The Improve Group
Mahoney, Ulbrich, Christiansen & Russ, PA
Metropolitan State University
MHC Culinary Group
Minnesota State University Mankato
Minnesota Valley Federal Credit Union
NTH, Inc.
Print Solutions
Saint Catherine University
The Design Company
Xcel Energy
## Financial Position

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<tr>
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<th>2018</th>
<th>2017</th>
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<tbody>
<tr>
<td><strong>assets</strong></td>
<td>$3,045,524</td>
<td>$2,724,728</td>
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<tr>
<td><strong>liabilities</strong></td>
<td>284,097</td>
<td>308,585</td>
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<tr>
<td><strong>net assets</strong></td>
<td>2,761,427</td>
<td>2,416,143</td>
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## Income

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<tr>
<td><strong>grants</strong></td>
<td>$1,783,740</td>
<td>$1,253,708</td>
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<td><strong>dues</strong></td>
<td>885,518</td>
<td>846,085</td>
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<tr>
<td><strong>events</strong></td>
<td>1,163,400</td>
<td>960,746</td>
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<tr>
<td><strong>other earned income</strong></td>
<td>165,137</td>
<td>291,533</td>
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<td><strong>total income</strong></td>
<td>3,997,795</td>
<td>3,352,072</td>
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## Expenses

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<th>2018</th>
<th>2017</th>
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<td><strong>program</strong></td>
<td>$2,930,486</td>
<td>$2,779,746</td>
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<td><strong>core mission support</strong></td>
<td>722,025</td>
<td>715,929</td>
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<tr>
<td><strong>total expenses</strong></td>
<td>3,652,511</td>
<td>3,495,675</td>
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</tbody>
</table>
Staff

Kari Aanestad  Director of Advancement
Mark Buenaflor  Operations and Database Coordinator
Shelly Chamberlain  Director of Operations and Human Resources
Jesse Chang  VISTA Program Manager
Michelle Chang  Inclusion and Equity Coordinator
Ashley Charwood  Northwest Regional Coordinator
Sarah Crumrine  Communications Coordinator
Amber Davis  Nonprofit Services Assistant
Yohannes Ghebru  Finance Manager
Clark Goldenrod  Senior Policy Analyst
Betsy Hammer  Policy Advocate
Annie Harala  Northeast Regional Coordinator
Karl Johnson  Southeast Regional Coordinator
Rebecca Lucero  Public Policy Director
Nan Madden  Minnesota Budget Project Director
Paul Masiarchin  Program Director
Kat McCaffery  VISTA Leader
Shannon McCarville  Program Coordinator
Laura Mortenson  Minnesota Budget Project Communications Manager
Joe Pederson  West Central Regional Coordinator
Jon Pratt  Executive Director
Taylor Putz  Public Policy Advocate
Sondra Reis  Director of E-Learning
Andrea Sanow  Development Coordinator
Nonoko Sato  Associate Director
Margie Siegel  Association Health Plan Team Lead
Charlene Williams  Membership and Database Assistant
Bradley Wolfe  South Central Regional Coordinator
John Wurm  Membership and Communications Director

Board of Directors

Kenza Hadj-Moussa, Chair  TakeAction Minnesota
Sarah Clyne, Vice-Chair  Domestic Abuse Project
Cameron Kruger, Vice-Chair  Duluth Children’s Museum
Jarell Skinner-Roy, Secretary  College Possible
Bob Benes, Treasurer*  Lakes and Pines Community Action Council, Inc.
Thomas Adams  Better Futures Minnesota
Eunice Adjei*  Create CommUNITY
Antonio Cardona  Pillsbury United Communities
Sue Estee*  Second Harvest North Central Food Bank
Amel Gorani*  Carleton College
Sue Grafstrom*  LifeCare Medical Center
Karen Koeder*  CREST
Mary LaGarde  Minneapolis American Indian Center
Molly Matheson Gruen  Bush Foundation
Angie Miller*  Community Action Duluth
Joanna Ramirez Barrett  Meda
Susan Schmidt  The Trust for Public Land
Lori Schwartz*  Lakes and Prairies Community Action Partnership, Inc.
Chris Taylor  Minnesota Historical Society
Ernesto Velez*  Centro Campesino
Melinda Wedzina*  MRCI WorkSource

*indicates a board member from Greater MN

2018 MCN VISTA Cohort

In 2018, MCN welcomed its fifth AmeriCorps VISTA cohort. These 19 VISTA members managed communications and outreach, developed programs, recruited 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.

Jacob Alex, AIFC  Katherine Medina, Casa de Esperanza
Tori Dylla, MOI  Paige Myers, Frogtown Farm
Srivani Ganji, SEWA-AIFW  Hannah Passmore, MIWRC
Taylor Gauthier, Neighborhood Development Alliance  Tyra Payer, Dream of Wild Health
Emilina Guimont, Ka Joog  Jackie Schell, African Development Center
Anika Johnson, Exodus Lending  Tobey Slagenweit-Coffman, CAIR-MN
Karen Johnson, MOI  Jacob Vang, MIGIZI
Pakou Khang, WISE  Ellen Wallingford, Standpoint
Lydia Maendel, NRRC  Katie Zeits, SAPA
Kat McCaffery, Minnesota Council of Nonprofits