

nonprofitagenda

VOL. 31, ISSUE 5

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Continued Economic Strain, Concern for the Future Among Area Nonprofits

A survey released in October by the Center for Nonprofit Advancement illustrates ongoing strain on nonprofit organizations across Greater Washington. In this fourth regional survey, local nonprofits continue to see increased demands for their services amid sharp decreases in funding.

Key Findings:

- More than half (54%) of nonprofits have experienced an increase in demand for services as a result of current economic conditions.
- Nearly a quarter (23%) of respondents have closed down or suspended programs since September 2008.
- A majority of nonprofit organizations (59%) have made changes to staffing including reducing staff size, freezing or cutting salaries, or reducing staff size through attrition.

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Urban Institute Report Reveals Key Government Contracting Problems Which Create Challenges for Nonprofits

A new report by the Urban Institute shares results of the first-ever national survey documenting widespread problems experienced by nonprofit human service providers under contract with governments at the local, state and national levels.

Human Service Nonprofits and Government Collaboration: Findings from the 2010 National Survey of Nonprofit Government Contracting and Grants provides essential data on contracting practices in the District of Columbia, Maryland, Virginia and nationally, and ranks states from worst to best on several areas of concern.

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* THIS ISSUE

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Partnering to Move Forward



Dear Partners,

I am pleased to welcome my friend and collaboration partner David Robertson of the Metropolitan Washington Council of Governments (COG) as the first of our invited guest authors for the opening letter of the *Nonprofit Agenda*.

As we all know, collaboration is a key element to success during these tough economic times. Over the years the Center has been proud to partner with local governments, foundations, corporations, nonprofits and the media to

support a vibrant nonprofit community for our member organizations throughout Greater Washington. As you will learn from David's letter, COG's new *Region Forward* initiative calls on us all to work together to create a more accessible, sustainable, prosperous and livable region. Nonprofits play a critical role in all aspects of community development and we have a vital role to play in this collective initiative to move our region forward.

In partnership,
Glen O'Gilvie
Chief Executive Officer



Dear Nonprofit Colleagues and Friends:

Your work, like mine at the Metropolitan Washington Council of Governments (COG), is focused on solving problems for our shared community. You are focused on housing and health, transportation and the environment, and the kind of prosperity that inspires our young people to achieve and business owners to grow and create jobs.

That is why I invite you to support the new COG initiative, *Region Forward*, a campaign to move metropolitan Washington toward developing complete communities that will encourage growth and improvement in several key areas. I believe that nonprofit leaders like you have the vision and the creativity to make this effort a success and one that also will boost your own goals.

Region Forward is a 21st century planning guide focused on developing communities that are accessible – meaning they locate transit, jobs and housing, parks and shops nearby; sustainable – meaning they use energy and natural resources wisely; prosperous and livable – meaning they are centers for knowledge, innovation and also provide affordable housing and healthy environments. The ultimate goal is to convince every city and county council in the area, as well as Maryland and Virginia officials to take action to uphold these principles when approving new developments. Our immediate task is to build grassroots support that ultimately will lead to the implementation of *Region Forward's* goals.

The first step has been successful, as all 21 of COG's local jurisdictions have endorsed *Region Forward* through the

Greater Washington 2050 Compact. To advance *Region Forward's* momentum and implementation, more support is needed from stakeholders in the nonprofit community throughout our region. Without question, nonprofit organizations would benefit from communities that are planned to be accessible, sustainable, prosperous and livable. The specifics of the *Region Forward* plan would establish a foundation for your work and make the region more hospitable for your employees and clients.

Please visit www.RegionForward.org today and pledge your support. Take a look at our blog posts and follow proposals for your local community, whether you're in Prince George's County Md., Loudoun County, Va., Washington, DC, Frederick County, Md., or Prince William County, Va. If your organization's staff or Board of Directors needs more information about *Region Forward* and how to align your work with our common regional goals, COG staff would be happy to schedule a meeting to discuss potential partnerships.

I need your help to move the *Region Forward*.

Sincerely:

David J. Robertson
Executive Director
Metropolitan Washington Council of Governments

THE CENTER'S MISSION

The mission of the Center for Nonprofit Advancement (formerly known as the Washington Council of Agencies) is to strengthen, promote and represent nonprofit organizations in metropolitan Washington in order to help them better meet the diverse needs of their communities. To do this, the Center for Nonprofit Advancement provides the region's nonprofit community with the information, tools and resources they need to succeed, including education and training, networking, advocacy, and group-buying opportunities.

THE CENTER'S STAFF

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The **Nonprofit Agenda** is published six times a year by the Center for Nonprofit Advancement. Circulation is approximately 14,000.

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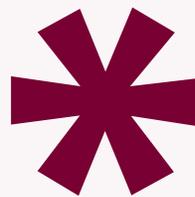
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Think Green

We've heard from some of you already that you're reading the Nonprofit Agenda and catalog of courses online and no longer require a paper copy. If you and others in your organization are doing so, please let us know—we'd love to further lessen our environmental impact by reducing print quantities.

To unsubscribe from the print edition, please e-mail thinkgreen@nonprofitadvancement.org with your current mailing address. If you or others in your organization would like e-mail notification when a new issue of the Nonprofit Agenda is posted online, please include contact e-mails in your message to thinkgreen@nonprofitadvancement.org.

GOVERNMENT CONTRACTING PROBLEMS from page 1

The District of Columbia ranks among the worst in the nation in four of the five major problem areas identified by the Urban Institute study:

- Complexity and time required by application process
Ranked #1
- Late payments (beyond contract specifications)
Ranked #4
- Government changes to contracts/grants
Ranked #11
- Complexity and time required for reporting on grants/
contracts Ranked #13

"We're disappointed that the District of Columbia fares so poorly when compared to the rest of the nation, specifically in the area of late payments," said Glen O'Gilvie CEO of the Center for Nonprofit Advancement, an association strengthening the capacity of nonprofit organizations throughout Greater Washington. "This challenge further complicates the ability of all nonprofits throughout the region to provide services in our tough economy. Late payments can be crippling, especially when combined with cuts in revenue from other sources as outlined in the Center's most recent economic impact survey."

"It is urgent that we fix these problems because, especially in these economic hard times we need the talent, resources, and community connections of all of our nonprofits," said District of Columbia Councilmember Mary M. Cheh.

In conjunction with the release of the Urban Institute's survey results, the National Council of Nonprofits issued a Special Report that provides additional context to the Urban Institute findings, including identifying specific practices that contribute to the problems nonprofit human services providers have experienced. The National Council's report also proposes solutions that nonprofits and government officials can adopt to improve services for individuals, restore value for taxpayers, and strengthen communities.

"We look forward to conversations with local policymakers and nonprofits to collectively engage in developing solutions to these problems with contracting practices," said O'Gilvie.

Additional information can be found online at www.nonprofitadvancement.org/GovernmentContracting. @

Free Workbook on Strategic Planning



To learn more about consulting services and the book *Mission Impact: Breakthrough Strategies for Nonprofits*, go to www.SheehanNonprofitConsulting.com. Free strategic planning resources are also available on the web site, including a Strategy Development Workbook which can be downloaded **at no cost**.

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Jeanie Schmidt Free Clinic

www.jsfreeclinic.org

The Jeanie Schmidt Free Clinic works to provide health care and access to health care to low income residents in our community through a network of dedicated volunteers.

Mental Health Association of DC

www.mhadc.org

The Mental Health Association of DC's mission is to increase DC community mental health awareness, education and advocacy.

National Coalition for Asian Pacific American Community Development (National CAPACD)

www.nationalcapacd.org

National CAPACD's mission is to be a powerful voice for the unique community development needs of Asian American and Pacific Islander communities and to strengthen the capacity of community-based organizations to create neighborhoods of hope and opportunity.

National Community Advisory Partnership

The National Community Advisory Partnership works to identify, engage, train and educate residents living in high risk communities about chronic diseases and how to improve access to health services in the community.

National Physicians Alliance

www.npalliance.org

The mission of the National Physicians Alliance (NPA) is to restore physicians' primary emphasis on the core values of the profession: service, integrity and advocacy. The NPA offers a professional home for physicians seeking creative collaboration and mutual support.

Public Allies D.C.

www.publicallies.org

Public Allies' mission is to advance new leadership to strengthen communities, nonprofits and civic participation. Public Allies is changing the face and practice

of leadership in communities across the country by demonstrating our conviction that everyone can lead, and that lasting social change results when citizens of all backgrounds step up, take responsibility, and work together.

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The Washington Post 2011 Award for Excellence in Nonprofit Management recognizes outstanding management practices in the nonprofit sector and inspires other organizations to strive to become more effective.

The Award includes a cash grant of \$10,000 and a scholarship to Georgetown University's Center for Public and Nonprofit Leadership's Nonprofit Management Executive Certificate Program. Up to four honorable mentions will be awarded along with a \$2,500 cash grant.

Plus, **all applicants receive feedback on their management practices from the selection committee.** So, your nonprofit can benefit just from completing an application.

This award is a project of the Center for Nonprofit Advancement, sponsored by The Washington Post, cosponsored by RAFFA, P.C., with additional support by the Center for Nonprofit Advancement's Benefits Trust and Georgetown University's Center for Public and Nonprofit Leadership's Nonprofit Executive Certificate Program.

Visit www.nonprofitadvancement.org for information on eligibility, selection criteria and to access the online application.



Center Staff Help Food & Friends Deliver

In August three teams of Center staff fanned out to neighborhoods in Montgomery and Prince George's counties, delivering fresh and frozen foods to clients of 21-year Center member Food & Friends.

From its 25,000 square-foot home on Riggs Road, NE, last year Food & Friends prepared and delivered nearly 1 million meals to more than 2,600 individuals affected by HIV/AIDS, Cancer and other life-challenging illnesses.

More than 11,000 volunteers annually support the organization's work—assisting with food delivery, meal preparation and more. Since its founding in 1988, the Food & Friends has provided more than 12.5 million meals.

The Center staff was delighted to pitch in!

Learn more about Food & Friends, including volunteer opportunities, at www.foodandfriends.org.

Center members, can you welcome a volunteer group during a week day? We're collecting opportunities for future volunteer days! Give us a call or send us an e-mail with details! ☺



Join the Celebration: Annual Celebration and Meeting

Nearly 300 nonprofit, philanthropic, business and government leaders will come together on Tuesday, November 9 to celebrate the accomplishments of the Greater Washington region's nonprofit sector at the Center for Nonprofit Advancement's Annual Celebration & Meeting. Building on the theme of "Bridging Communities: Nonprofit & Corporate Connections," featured guests Accenture and HonestTea will join area leaders in celebrating our collective efforts to advance communities throughout the region.

The celebration will be held in the Palladian Ballroom of the Omni Shoreham Hotel in Washington, DC.

Event Highlights:

Announcement of the Gelman, Rosenberg & Freedman 2010 EXCEL Award winners. Award Finalists:

- Scott Beale of Atlas Service Corps

- Michael Curtin of DC Central Kitchen
- Steven Park of Little Lights Urban Ministries
- Andrea Powell of FAIR Fund
- Kristine Thompson of Calvary Women's Services

Presentation of the Phyllis Campbell Newsome Public Policy Leadership Awards to:

- D.C. Councilmember Michael A. Brown
- Maryland State Senator David C. Harrington
- Montgomery County Executive Isiah Leggett
- Loudoun County Supervisor Andrea McGimsey

Presenting sponsors for the 2010 Annual Celebration and Meeting include M&T Bank and the Center for Nonprofit Advancement Benefits Trust. @

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How Nonprofits in MD, VA and D.C. Saved \$2,839,747 Last Year

As nonprofit organizations look for ways to reduce operating budgets and increase funds, more groups are opting out of their state unemployment tax system and realizing significant savings. And they're doing it with the help of an unemployment trust.

"It's a win-win for nonprofits," says Dr. Susan Mandel, CEO of Pacific Clinics. "Organizations get a welcome relief from high tax rates while the trust provides them security and stability."

"Nonprofit organizations can cut their costs for unemployment benefits by 25 to 50 percent by joining unemployment trusts. The trusts offer security while the cost savings can add substantial funding for operations," says Steve Lepinski of the Washburn Center for Children, who serves on the Board of Trustees for just such a trust. Use of an unemployment trust is increasingly seen as a "best practice" in nonprofit management, states Lepinski.

How it Works

Rather than pay the State Unemployment Tax, a nonprofit organization joins an unemployment trust and makes regular contributions to the "trust." The trust maintains separate accounts for each member, safely manages assets, and when the organization has a claim the trust reimburses the state directly, dollar-for-dollar.

Members of the trust save because they are no longer paying a State Tax rate to subsidize for-profit companies that have higher unemployment claims and frequent seasonal turnover. After joining, the amount each member of the trust contributes is actuarially determined, based on the organization's own claims experience. Nonprofits have found this to be a significant increase in available funds.

Right now, it is almost imperative to get out of the State Tax system, as most states are seeing their rates double and triple over the coming years to cover Federal Borrowing and high unemployment claims.

The success of unemployment trusts isn't surprising since members get more than tax relief. They often receive help with claims monitoring, which helps reduce the number of claims. It also assists in disqualifying many claims in court, so nonprofits don't have to pay for claims they shouldn't.

However, it's good to remember that savings vary depending on the strength of the unemployment trust.

Taking Advantage of Legislation

The idea to bypass state unemployment taxes isn't a new one. A Federal law entitling 501(c)(3) organizations to become direct reimbursers for unemployment benefits went into effect in 1972.

Yet, self-insurance carries a degree of uncertainty and financial risk for organizations. During the recent recession, sudden unemployment claims meant that many nonprofits were struggling to reimburse the State. There is no grace period. This is why joining a trust is almost always in the best interest of a nonprofit that decides to become a direct reimbursing employer.

What to Look For in an Unemployment Trust

Most nonprofits realize savings with an unemployment trust. Organizations with 10 or more employees and a stable employment history get the most benefit. But they should make sure their trust offers:

History & Stability: Before selecting an unemployment trust, administrators of nonprofits should check the group's history. Don't consider a trust that frequently has to assess its members, or borrow to meet claim obligations. The best unemployment trusts invest funds based on written guidelines and in conjunction with professional investment managers. The group should also have a history of solid investment returns.

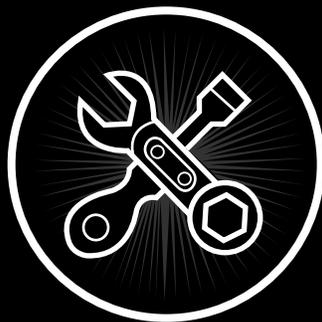
Refunds: Member organizations should receive credits or refunds when funds are not needed to pay claims.

Cost: Examine the operating budget. What percentage of contributions is needed for administrative costs?

Diversity: It is important to take into consideration who the group represents. If the group is diverse both geographically and by organization type, members also get better protection against adverse economic times.

Claims Monitoring: Make sure the benefits of membership include claims management services and support in unemployment claim hearings. This can save thousands of dollars each year in disqualified unemployment claims and help keep costs down.

continued on page 15



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Individual Philanthropy: What Does Building Meaningful Donor Relationships Look Like?

7 Tips on Building Substantive and Lasting Relationships with Your Donors

BY MARTHA H. SCHUMACHER, ACFRE

Relationship building. You probably hear that phrase from fellow colleagues in our profession at least once a day. But what does it really mean? And how do you make it happen with your organization's major donors?

Not long ago, "relationship building" meant your individual donors received impersonal acknowledgement letters and, if they were your top donors, maybe they'd get a thank you call from your Executive Director or a board member.

Today, relationship building is much more sophisticated. Relationship building must be much more personalized. The focus must be on individual targeting that results in long-term – ideally life-long and beyond – relationships with your donors. Here's how to do it:

- 1. Communicate effectively.** In other words, if a major donor specifically requests that you send her/him all communications by mail – and never call or send e-mails – make sure you do just that.
- 2. Send a survey.** I know, I know – you're thinking "oh no - not another survey"! But they work. And they give you the information you need to understand each major donor's individual needs and desires. Not to mention what surveys do to engage your donor with the organization. Remember: everyone's favorite subject is themselves.
- 3. Invite them to events.** Not just those old-school galas and house parties. Also ask them to attend VIP phone briefings, site visits and/or virtual event (online) gatherings. Those who attend will feel bonded with the organization, and those who don't will feel like they're part of the in-crowd for being asked.
- 4. Provide individualized programmatic updates.** One of the questions you'll ask on the survey is "Which of our programs

is of most interest to you"? When you send a press release, program report or other update to a donor, make sure to highlight the program that means the most to that specific person.

- 5. Say thank you over and over again.** There is still nothing more effective than a warm, personal and handwritten thank you note. But keep #1 in mind – some of today's tech-savvy donors prefer e-mail acknowledgements.

- 6. Give appropriate recognition.** When your donors receive their personal copy of your annual report, what do you think they read first? Believe it or not, they turn to the donor recognition page(s) and look for their name. So it better be there – and spelled correctly. And depending upon their gift level, each donor should also be recognized with certificates, plaques, room/building naming opportunities, etc.

- 7. Listen, listen, listen.** When you effectively communicate, read each survey response carefully, promote engaging events, provide targeted programmatic updates, say thank you sincerely, and bestow appropriate recognition, what you are really doing is listening, and responding in a meaningful way, to what your donor is saying. When it comes to raising essential funds to fulfill your critical mission, what's more important than that? 🗣️

Martha H. Schumacher, ACFRE, is president of Hazen Inc. (hazeninc.com). Hazen provides comprehensive fundraising counsel for nonprofit organizations throughout the United States, with a specialization in major gifts strategy, solicitation and training. Ms. Schumacher partners with international, national, regional and local nonprofits. She may be reached at (202) 210-9459 or via e-mail at hazeninc@earthlink.net.

Center Welcomes New Partners in Advancement Members

In addition to organizational, nonprofit memberships, the Center for Nonprofit Advancement includes a membership category for the business community with unique benefits to suit the needs of consultants, businesses and other professionals that serve nonprofits.

With a minimum investment of \$250 as a Partner in Advancement member, businesses receive an array of benefits which are fully described on our Web site. Businesses who wish to become a Partner in Advancement can contact us at 202-457-0540 or visit the Center's web site at www.nonprofitadvancement.org.

The Center welcomes our most recent Partners in Advancement to join or renew membership:

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Member Spotlight: Higher Achievement

BY TIANA J. REID, COMMUNICATIONS INTERN

Erica D. Pitts remembers being an average middle school kid who wasn't bothered by poor grades and academics. That is until her mother entered Pitts into Higher Achievement. Pitts noticed that she was surrounded by students who strived to be more than average and did not want to settle for Cs. Pitts decided that she wanted more as well. The teachers at Higher Achievement inspired Pitts to strive for better, not average. Pitts went on to graduate from the program and entered a top high school, Banneker Academic High School. Pitts continued her successful path through college and graduate school. That successful path led her right back to Higher Achievement, where she is now the communications manager.

Higher Achievement's rigorous after-school and summer academic program gives youth from at-risk communities their best opportunity to succeed in middle school — and in life. Their research-based program challenges middle school students to meet their full potential in three key areas: academics, social skills and leadership.

Founded in 1975, Higher Achievement currently serves more than 500 scholars per year and, in partnership with local schools, operates achievement centers in Washington, DC; Alexandria, Va.; Baltimore, Md., and soon, Richmond. The organization is expanding with plans to serve 2,300 scholars per year by 2015. On average, 95 percent of Higher Achievement scholars who complete the program advance to top academic high schools and 93 percent advance to college.

"When you look at our students on paper, you couldn't say that they are all 'A' students," Pitts said. "We're not looking for 'A' students, we want students who are willing to commit."

But Pitts can see the difference between Higher Achievement students and those who are not in the program, "They—Higher Achievement students—are empowered and more confident in their classrooms," Pitts said. "Our students really affect the culture in the classroom. They understand their role in their communities. They see problems in their communities and come to us with ideas to change those problems. They want to do something about it."

Recently, Higher Achievement celebrated the launch of its new Ward 8 Achievement Center, something the organization has been excited about for the past two years.

"It feels good to open a center in Ward 8," Pitts said. "I know the negativity that surrounds Ward 8 and it feels good to provide positive opportunities that underserved children in that ward would have missed before."

Higher Achievement students see problems in their communities and come to us with ideas to change those problems. They want to do something about it.

Higher Achievement opens the doors of success to children who may not have been afforded the opportunity otherwise. The organization's teachers inspire their students to be greater than average, to go beyond minimal requirements and realize their potential to achieve academic success. The Center for Nonprofit Advancement supports Higher Achievement in its mission to create individuals who recognize academic advancement.

"The Center for Nonprofit Advancement is a huge resource for nonprofits," Pitts said. "For things we may not be able to afford, or if we have questions about things we are not familiar with, the Center is always a phone call away."

Higher Achievement has been the recipient of numerous awards and recognitions, including the 2005 winner of The Washington Post Award in Excellence in Nonprofit Management and the 2009 winner of the Coming up Taller award. Although it feels good for Higher Achievement to be recognized, it feels even better to know that they are changing the lives of their students and creating an opportunity for them unlike any other.

For more information about Higher Achievement visit <http://higherachievement.org/index.php> 

CONCERN FOR THE FUTURE AMONG AREA NONPROFITS from page 1

"It's not surprising to see numbers that confirm our region's nonprofits continue to do more with less," said Center CEO Glen O'Gilvie. "Many nonprofits have already cut to the bone and further reductions will only lead to more organizations and services disappearing."

At least one survey respondent was preparing to close their operations.

"There is now great desperation for new and even more creative ways to generate revenue," said O'Gilvie. "The Center is pleased to lead the way with new training and technical assistance on earned income strategies, fee-for-service models and progressive corporate partnerships."

Additional findings from this most recent survey are available in the Center's report, *Snapshot of the Economy's Impact on*

Nonprofits in Greater Washington. The report can be downloaded at www.nonprofitadvancement.org/EconomicSurvey

The Center for Nonprofit Advancement surveyed its member nonprofits throughout greater Washington in August and September 2010 to assess the impact of current economic conditions on the region's nonprofit sector. A group representative of the region's nonprofits, including the District, Northern Virginia and Montgomery and Prince George's counties in Maryland, responded. This is the fourth survey by the Center on the economy's impact on local nonprofits.

Results of earlier surveys (also available at www.nonprofitadvancement.org/EconomicSurvey) were published in November 2009, March 2009 and December 2008. ☺



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What 1,000 Center for Nonprofit Advancement Members Are Doing

Realizing the advantages of unemployment trusts, the Center for Nonprofit Advancement has partnered with the Unemployment Services Trust (UST), a trust with a solid asset base of \$85 million and ranked #1 in the nation.

The Unemployment Services Trust guarantees an immediate 25-50% savings for Center for Nonprofit Advancement members.

In addition, UST has awarded its eligible members an experience credit refund every year since 1986. Credits total more than \$38 million!

Members of UST, which represent a broad geographic and demographic spectrum of the nation's nonprofits, share administrative costs and avoid the cash flow exposure of self-insurance. With its group buying power, UST also has stop-loss insurance so neither members nor the Trust face excessive claims. UST even provides risk-management services to assist member organizations with human resources issues, such as layoffs and terminations.

In addition to tax savings, UST's claims monitor helped Center members realize \$2,839,747 in savings last year, just by helping disqualify unemployment claims. Claims services range from webinars and education to court hearing support.

These benefits make UST a trust worth looking at. But you'll also be surprised to know that UST has the lowest administrative fees, so you pay only 10 cents on the dollar versus others who charge about twice that.

Find Out More

To learn more about the benefits of joining an unemployment trust, or to take advantage of this benefit for Center for Nonprofit Advancement members, call Bill Downey at 888-249-4788 ext 1156 or email info@chooseUST.org to get a free information packet. The Center for Nonprofit Advancement and UST provide this information at no cost or obligation to members. You can also visit www.chooseUST.org to Request a Savings Quote. ☺

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Member News

Arlington Community Foundation Presents Spirit of Community Award

The Honorable George D. Varoutsos, Arlington Juvenile and Domestic Relations District Court Judge and longtime Arlington resident, will be honored as the 2010 recipient of the Arlington Community Foundation's William T. Newman, Jr. Spirit of Community Award in November.

Established in 1993, the Spirit of Community Award recognizes and honors those people who have demonstrated tireless and unselfish commitment to improving the quality of life in Arlington. The award is named in honor of the Foundation's founder and president emeritus, The Honorable William T. Newman, Jr.

Judge Varoutsos is a lifelong Arlington resident, a graduate of Yorktown High School and has served Arlington for over 12 years as a Juvenile and Domestic Relations Judge. Learn more at www.arlcf.org.

Job Creation at DC Central Kitchen Provides Opportunity

In October, DC Central Kitchen shared that they have been able to create almost 40 new jobs since July 31.

According to their blog, "In the past months, we've significantly expanded our social enterprise initiative, Fresh Start. Many people know Fresh Start as our catering division that hires graduates of our programs and puts the sales revenue back into our programs. Recently however, Fresh Start has added contract food-service and wholesaling local produce into the mix.

"Fresh Start's contract foodservice has now launched in two local charter schools (Next Step Public Charter School and Washington Jesuit Academy), 7 DC Public Schools, and a café for students at University of DC. By contracting with us, these schools allow us to hire graduates of our Culinary Job Training Program." Learn more at <http://www.dccentralkitchen.org>.

Neighbors in Need Fund Awards New Grants for Safety-Net and Mental Health Services

The Community Foundation for the National Capital Region has awarded \$973,000 in new grants to 51 Washington-area nonprofits providing safety-net and mental health services to vulnerable residents throughout the Washington, DC metropolitan region. These new grants bring the total amount awarded by the Fund to more than \$2.8 million to date.

A special feature of the spring 2010 round of Neighbors in Need Fund grants is support for mental health programs.

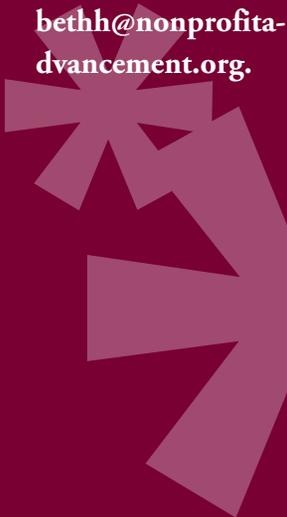
Established in late 2008 in response to the recession, The Neighbors in Need Fund awards grants to nonprofit safety-net providers serving the District of Columbia, Northern Virginia, and Montgomery and Prince George's County in Maryland. Among the recipients are nonprofit food banks, shelters, medical clinics, foreclosure-prevention programs, and mental health care providers. The Community Foundation estimates that, to date, some 100,000 people across the Greater Washington region have directly benefited from programs supported by Neighbors in Need Fund grants. Learn more at www.thecommunityfoundation.org.

For Love of Children: Leader Recognized, Grant Award

The EnVest Foundation recognized For Love of Children (FLOC) Executive Director Tim Payne as one of its 2010 "40under40" recipients. Honorees were recognized at an awards dinner in September.

In October, FLOC announced that it has received a grant of \$45,000 in the first step of a multi-year partnership with the Willkie Farr and Gallagher LLP Greater DC Community Foundation. FLOC's mission is to offer educational services that equip high-risk children and youth with the skills necessary to break the cycle of poverty, become life-long learners, and make substantial contributions to their communities. Learn more about FLOC at www.flocdc.org.

Are you a Center member? Do you have good news to share about your work? Send your announcements (including awards, promotions and transitions) to bethh@nonprofitadvancement.org.



CDFI Awards LEDC Grant for Micro-Loans

The Community Development Financial Institutions Fund (CDFI Fund) has awarded to the Latino Economic Development Corporation (LEDC) a grant of \$750,000 to support its Micro-Loan Program that provides micro-loans to start-ups and existing businesses in the Washington metropolitan area that have difficulty obtaining credit from mainstream financial institutions.

This award represents the largest grant ever received by LEDC through the CDFI Fund, which promotes access to capital and local economic growth in urban and rural low-income communities across the nation. LEDC is one of four organizations in the District of Columbia to receive the award. Learn more at <http://www.ledcdc.org>.

Anniversary Celebrations

Several Center members are celebrating milestone organization anniversaries this fall. These include the 20th anniversary of Habitat for Humanity of Northern Virginia (www.habitatnova.org), the 25th anniversary of Samaritan Inns (www.samaritaninns.org), the 30th anniversary of Martha's Table (www.marthastable.org), the 20th anniversary of Franciscan Mission Service (www.franciscanmissionerservice.org), the 20th anniversary of The Fishing School (www.fishingschool.org) and the 10th anniversary of East of the River Clergy, Police, Community Partnership (www.ercpcp.org). Congratulations to all for your service to our communities! Learn more at www.arlcf.org.

Is Your Organization on Facebook or Twitter?

If your organization is active on Facebook or Twitter, we'd love to connect with you! Follow the Center on Twitter at twitter.com/CenterNonprof or Fan us on Facebook at www.facebook.com/nonprofitadvancement. We'll follow or fan back, watch for your updates and look for opportunities to help promote your work in the community.

Happy Anniversary

We'd like to recognize the following nonprofits celebrating anniversaries with the Center this month:

20-Year Center Member

National Association of Schools of Public Affairs & Administration

15-Year Center Members

Leadership Montgomery
National Breast Cancer Coalition

10-Year Center Members

Allies Building Community, Inc. (A.B.C.)
Children's AIDS Fund
Far Southeast Family Strengthening Collaborative
Off Our Backs
Rural Community Assistance Partnership, Inc.
School for Friends

5-Year Center Members

Arlingtonians for a Clean Environment
Building Hope A Charter School Facilities Fund
Interstages, Inc.
National Association of Negro Business & Professional Women's Clubs

The Center is very proud of these long-standing partnerships and is pleased to be a part of the great work that each of these organizations accomplishes in our community.

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- **The Center's Learning & Leadership Institute**, which provides affordable professional development for your staff;
- **Communications & Networking**, providing you with the latest information through our publications and connecting you with the people you need to know;
- **Awards programs**, celebrating the best and brightest people and organizations in the sector; and
- **Dedicated member services** so that you have someone to call with your questions.

Experience the power of membership by visiting nonprofitadvancement.org or calling our membership department at 202.457.0540.



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center for nonprofit advancement membership application

We would like to join the Center for Nonprofit Advancement. We agree with The Center's purpose and objectives. We understand that:

- Membership is limited to 501(c) IRS tax-exempt organizations.
- Dues cover a 12-month period from date paid.
- Participation in all Center for Nonprofit Advancement's services requires membership in the organization.
- This is an organizational membership with the Executive Director as the official representative to The Center unless otherwise noted on the application.
- By providing the signature, I consent to receive email communications sent to my organization by or on behalf of the Center for Nonprofit Advancement/Center for Nonprofit Advancement's Benefits Trust to the addresses listed on the application.

Please select one Organizational Classification

- Arts, Culture and Humanities
- Education
- Environment and Animals
- Health
- Human Services
- International, Foreign Affairs
- Public, Societal Benefit
- Mutual/Membership Benefit
- Unknown, Unclassified

Dues Structure (as of 01/05)

<i>If annual expenses* are:</i>	<i>Dues are:</i>
\$24,999 and below	\$100
\$25,000-\$49,999	\$150
\$50,000-\$99,999	\$225
\$100,000-\$199,999	\$325
\$200,000-\$399,999	\$450
\$400,000-\$699,999	\$575
\$700,000-\$999,999	\$675
\$1,000,000-\$1,999,999	\$800
\$2,000,000-\$3,999,999	\$975
\$4,000,000-\$5,999,999	\$1,200
\$6,000,000-\$9,999,999	\$1,300
\$10 million and above	\$1,500

* "Total Expenses" from IRS Form 990.

Payment must accompany your application in order to activate your Center for Nonprofit Advancement membership.

Organization Name _____

Address _____

City _____ State _____ Zip Code _____

Telephone _____ Fax _____

Website Address _____

Executive Director _____ Email Address _____

Board Chair/President _____ Email Address _____

Human Resources Contact _____ Email Address _____ Email Opt-out

Development Contact _____ Email Address _____

Public Policy Contact _____ Email Address _____

Organizational Mission Statement _____

Federal ID Number _____ Annual Expenses _____ No. of Employees _____

Signature of Primary Contact _____ Date _____

METHOD OF PAYMENT (PLEASE CHECK)

Check Enclosed for \$ _____ Mastercard Visa Discover

Cardholder Name _____ Signature _____

Card Number _____ Amount _____ Exp. Date _____

HOW DID YOU HEAR ABOUT THE CENTER?

Referred by a Center member: _____ Newsletter Website

Other _____

WHAT CENTER BENEFITS ARE YOU INTERESTED IN TAKING ADVANTAGE OF?

- Health Care Program (Health, Dental, Vision, Life)
- Accounting and HR
- On-Line job bank
- Executive transition services
- Networking events
- AFLAC
- Credit union membership
- Office supply discount
- Workshops
- Other _____
- Commercial and liability insurance
- Unemployment trust
- Employee retirement plans
- Advocacy assistance

Please attach a copy of Page 1 of your organization's most recent Form 990. If no form is required by law, please attach a copy of your most recent income statement. **Return completed form along with your dues payment to: Center for Nonprofit Advancement, P.O. Box 630481, Baltimore, MD 21263-0481.**

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