



Partnership *for*
Nonprofit Excellence



nonprofit
learningpoint
come learn, go do.



HandsOn
GREATER RICHMOND



Organizational
Solutions

2015 Annual Report



Partnership for
Nonprofit Excellence

Our Vision

Individuals and organizations throughout the Greater Richmond Region engage in a vital civic network and contribute to a vibrant region.

Our Mission

The Partnership for Nonprofit Excellence empowers, educates, and mobilizes nonprofits, community members, and partners who provide resources and seek solutions that advance the Greater Richmond Region.

Our Principles

The Partnership for Nonprofit Excellence:

- Acknowledges the inherent ability of all people to contribute to the greater good.
- Respectfully stewards human, financial, and environmental resources.
- Challenges itself and others to envision that which might be possible and then to act upon it.
- Collaborates on the basis of trust and mutual respect.
- Acts with passion, focus, enthusiasm, and gratitude.

Our Board of Directors

2015

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Katherine Busser

Stephen Gaidos
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Jerry Samford
Sarah Williams



Partnership for
Nonprofit Excellence

Dear PNE Friends:

We know that stronger nonprofits lead to a stronger community. Nonprofits contribute to vibrant communities in Central Virginia in countless ways: from social services, health care, education, environmental protection, and promotion of the arts. These nonprofits, tasked with critical missions, need access to additional tools and resources to fully realize their impact on the community. The Partnership for Nonprofit Excellence (PNE) works collaboratively to build the capacity of our nonprofit partners to be effective and efficient in their operations, allowing them to focus on delivering core programs and services.

I want to share some exciting news with you that will shape how PNE continues to work with its partners. After careful consideration and analysis, PNE and The Community Foundation (TCF) are announcing a strategic restructuring.

- The capacity building programs of PNE- Nonprofit Learning Point, ConnectVA, and Organizational Solutions- are integrating and becoming a part of TCF.
- HandsOn will remain a separate organization focused on volunteer engagement and will maintain a strategic alliance with TCF.

TCF was instrumental in the creation of PNE in 2006. Both PNE and TCF share a commitment to supporting strong and effective nonprofits, and advancing a vibrant civic engagement network.

Over the past year, PNE and TCF engaged in a strategic conversation to explore the best way PNE could operate from a position of strength as it planned for future sustainability and success. Together, we have determined that the best way to fulfill our capacity building mission is to more closely align with each other. This transition will allow PNE to tap into TCF's operational support to better provide sustainable programming for nonprofits in the future. Capacity building programs focused on nonprofit leadership development, customized technical assistance, and online tools and resources, will be scaled to complement available resources and market demand.

HandsOn Greater Richmond, through its new structure, will continue to provide a link for individuals, families, teams, and corporate groups to join together and engage in meaningful volunteer opportunities within the greater Richmond region.

As of August 1, 2016, capacity building programming- now through TCF- will continue, as will most HandsOn activities. TCF and HandsOn leaders will be working with our community partners through the end of the year to complete the total redesign of both capacity building and civic engagement offerings.

PNE appreciates the opportunity to serve our community. Thank you for your patience during this exciting season of change. We look forward to your continued interest, support, and partnership in this important work. And thank you to our staff, Board of Directors, investors, and thousands of participants and community partners for all that you do every single day to make Richmond such a great place to live, work, and play!

With gratitude,



Kathleen Demro
President and CEO

Who we are. What we do.

The Partnership for Nonprofit Excellence (PNE) works hand-in-hand with community partners and investors to create strong nonprofits that have the tools necessary to carry out their work efficiently and effectively, having the greatest impact possible on our region. PNE has four mission-critical programs that work together to build the capacity of our region's nonprofit sector: Nonprofit Learning Point, HandsOn Greater Richmond, ConnectVA, and Organizational Solutions. Through the collaboration of these programs, we aim to move missions forward, engage community leaders, and advance the nonprofit sector.



Professional and Leadership Development

Nonprofit Learning Point offers classes, coaching, leadership programs, and training in professional leadership and management development for the nonprofit community.

Volunteer Opportunities, Training, and Management

HandsOn Greater Richmond matches people and their interests to meaningful volunteer opportunities that create positive change in Central Virginia.

Technology, Training, and Communication

ConnectVA is a one-stop communication network linking individuals with ideas, information and resources that help the nonprofit community stay informed and work together.

Organizational and Board Development

Organizational Solutions provides in-depth organizational and board development services to help nonprofit leaders, boards and staff develop and cultivate vision, resilience, adaptability and accountability.

PNE serves 1,000 nonprofits and 13,000 individuals across Central Virginia every year. Our programs lead to:

- More efficient use of nonprofit employee time.
- Increased ability for nonprofits to provide needed services.
- Increased collaboration across sectors.
- Improved nonprofit talent management.
- Increased capacity for making a difference in the community.

Visit:

www.pnerichmond.org
to learn more about PNE's role in the community.



Our Financials

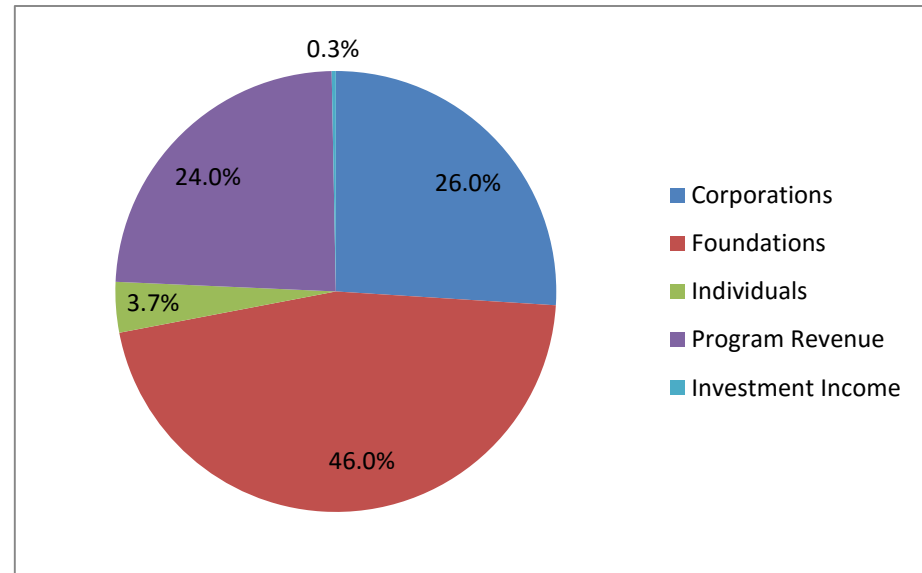
Assets	2015
Cash	\$670,221
Investments (at fair value)	\$218,373
Pledges receivable, net	\$150,940
Prepaid expenses and other assets	\$5,740
Property and equipment, net	\$56,279
<u>Total assets</u>	<u>\$1,101,553</u>

Liabilities and Net Assets	
Accounts payable	\$39,230
Grants payable	-
<u>Total liabilities</u>	<u>\$39,230</u>

Net Assets	
Unrestricted	
Undesignated	\$228,179
Board designated	\$168,373
Temporarily restricted	\$665,771
<u>Total Net Assets</u>	<u>\$1,062,323</u>

Total Liabilities and Net Assets **\$1,101,553**

2015 Financial Support



Our 2015 Program Highlights

Through the convening of our four partner programs we are uniquely positioned to offer a full spectrum of tools and resources to our community. Below is a snapshot of our 2015 program highlights.

Nonprofit Learning Point

Professional and Leadership Development

- 66 professional development courses offered
- 819 class participants
- 21 Nonprofit Management Certificates awarded
- Graduated the 8th class of Emerging Nonprofit Leaders (154 graduates to date)
- 153 registrants participated in ENLP alumni “Lunch & Learn” opportunities
- 255 professionals participated in the 2015 NLP Summit

ConnectVA

Technology, Training and Communication

- 1,571,822 pageviews
- 1062 registered organizations
- 4,782 registered individuals
- 1,421 event postings and 972 job postings
- 2,700+ Facebook and Twitter followers

HandsOn Greater Richmond

Volunteer Opportunities, Training and Management

- 13,236 volunteers mobilized
- 471 volunteer projects and 6,836 volunteers directly led by HandsOn
- 24,644 volunteer hours valued at \$642,962 invested in the community
- 6,400 volunteer referrals to partner organizations
- HandsOn Day: 1 Day, 1,032 volunteers, 53 community partners and 4,258 hours of service

Organizational Solutions

Organizational and Board Development

- 19 organizations attended Standards for Excellence workshops
- 49 organizations received technical assistance
- 204 individuals trained through Building Blocks for Nonprofit Board Members workshops
- 178 referrals made for board service through BoardLink website

A Snapshot of PNE's Partnerships in 2015

ConnectVA

How can my nonprofit connect to students for internships? How can I find my first job in the nonprofit sector? With more people coming to ConnectVA each year with these questions, there are now several new resources available to provide the answers! For nonprofits, there is a "Connect to Students" feature on the website detailing specific internship programs at each local college and university. ConnectVA also annually hosts a popular Internship Bootcamp for organizations in partnership with VCU and University of Richmond each year.



For students, ConnectVA partners with VCU to host a Regional Career Fair focused on early career seekers and offers a panel discussion on finding your first job in the sector moderated by the Young Nonprofit Professionals Network (YNPN). Most YNPN members first volunteered in the nonprofit sector, held internships, and tried out different positions to find the work and organization most appealing to them. They all agreed, however, that the best way to get your foot in the door in the nonprofit sector is to network, network, network!

HandsOn Greater Richmond

Virginia Supportive Housing has built a strong partnership with HandsOn Greater Richmond. The organization participates in our youth service programs, community-wide days of service, and Volunteer Leader program. Allison Bogdanović, Executive Director, told us recently of her Volunteer Leader experience, "I have three very strong, proactive, and competent leaders who take their roles seriously, demonstrate passion for volunteerism, and seem fully committed to the work of VSH and the people we serve. I know that I can FULLY RELY on them."



This level of enthusiasm works both ways as one Volunteer Leader from VSH shared with us that, "aside from being able to see the joy and happiness from the people we serve, I love the autonomy and responsibility of being a Volunteer Leader. It gives me a sense of purpose and being." As HandsOn's strongest link to the community, our Volunteer Leaders ensure that all of our volunteers have a positive experience and that the real needs of our nonprofit partners are being met.

A Snapshot of PNE's Partnerships in 2015

Organizational Solutions

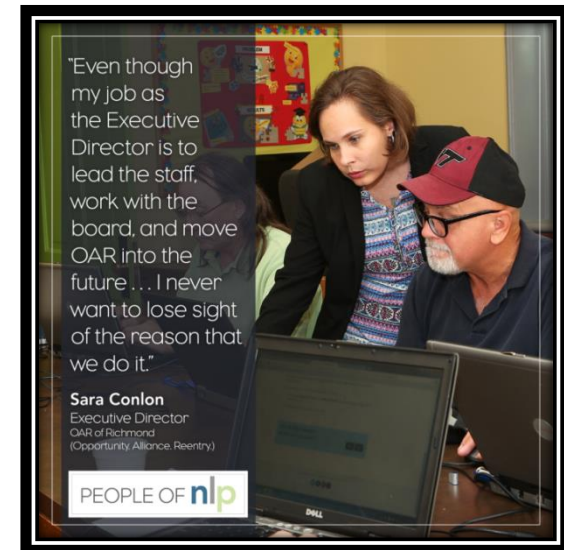
Located in the heart of Petersburg, VA, Downtown Churches United (DCU) is a union of the faith community and other human service organizations responding to community needs. With an aspirational goal of being a one-stop-service center for essential human services in Petersburg, DCU joined the 2015 Organizational Improvement Process (OIP) through PNE's Organizational Solutions in partnership with the Cameron Foundation. DCU used this opportunity to assess their current operations and make a plan for organizational changes, including many that won't require additional funding.



By focusing on fiscal management, fund development, and brand awareness, DCU is moving towards being the “one-stop” center they envision. Harold Sayles, Executive Director, said “the OIP Assessment process allowed the Board to work together for the same goal, made the agency re-evaluate their strategic plan and showed that the Board of Directors and the Executive Director are committed to move in the same direction.” All of the organizations that participate in OIP find value in taking a step back to assess strengths and opportunities for growth in order to approach the future with an informed perspective.

Nonprofit Learning Point

Sara Conlon leads with a passion for people. A Richmond native and VCU alumnae, Sara was named the Executive Director of OAR (Opportunity. Alliance. Reentry.) of Richmond in July 2015 and hit the ground running. What prepared Sara for her first Executive Director role? Sara is a graduate of the Emerging Nonprofit Leaders Program (ENLP) and honestly believes that she would not have had the opportunity to serve as Executive Director if she had not participated in the program. ENLP is a dynamic eight-month experience for the next generation of nonprofit leaders.



The program fosters a deeper understanding of leadership capacity, advances understanding and practice of leading in the nonprofit sector, and strengthens networks of nonprofit colleagues. Sara shared with us that she, “learned in ENLP that even though we’re all different—some of us are introverted and some extroverted, and each of us has a different leadership style—we all have a heart for the people in our community and for giving back...and I think that connects us.”

Our Investors

Our many thanks to the individuals, foundations, and corporations that generously support the Partnership for Nonprofit Excellence. Your investments ensure that PNE continues to provide services that strengthen nonprofits and our community.

150 Society

150 Society members are investors who make at least a \$1,000/year commitment to PNE for a minimum of three years.

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Investors Circle members are donors who made contributions of \$1,000 or more in 2015.

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