



THE VANNO VOICE

August 2006

Greetings!

We are pleased to bring you the August edition of the VANNO Voice -- your link to news and resources for Virginia's nonprofit sector! We encourage you to forward this valuable information to your colleagues, both inside your organization and throughout your community.

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VANNO Moves Forward

Thanks to the hard work of Board members and several additional committee members, VANNO accomplished the following KEY RESULTS for the nonprofit sector in Virginia during the past year:

- "From Principle to Practice: A Guide to Accountability for Virginia's Nonprofit Organizations"
- 2006 State Sector Report (statistical profile of Virginia's nonprofit sector)
- Re-designed and expanded website offering resources and information
- Convened the first-ever gathering of academic programs in Nonprofit Management
- Four purchasing discount programs for VANNO members
- Monthly e-newsletter (366 subscribers)
- Technical assistance to approximately 25 individuals/organizations
- Presentation on accountability for 40 nonprofits, in partnership with the Reston & Dulles Chambers of Commerce
- Representing Virginia in planning for the national Nonprofit Congress in October 2006

With the start of a new fiscal year, VANNO is moving forward based on our strategic plan. Current priorities for the coming months include:

- Conducting 4-5 regional Town Hall Meetings throughout the state in September, providing input from Virginia to the national Nonprofit Congress to be held in Washington, DC in October. Stay tuned for dates & locations!
- Continuing research on the feasibility of a group health insurance plan for nonprofits
- Finalizing a number of new member benefits & discounts
- Meeting with key government officials
- Developing an advocacy strategy
- Offering a number of training sessions across the state
- Growing our membership

Committee Opportunities

Would you like to get involved in helping to shape VANNO's progress in the year ahead? We have re-configured our committees a bit, and welcome your active participation in any of the following areas, wherever your interest lies.

Advocacy:

- Meet with government officials & other key stakeholders
- Prepare for 2007 legislative session
- Develop guidelines and policies for member action

Communications & Membership:

- Plan menu of training events
- Advise re new member benefits & discounts
- Develop member recruitment strategies and messaging
- Advise re website, press releases, printed materials, newsletter, etc.

Insurance:

- Research options for offering group health insurance plan
- Conduct survey re nonprofit needs
- Recommend future action to the Board; manage activities

Resource Development:

- Work with consultant to prepare fund development plan
- Assist with developing prospect list
- Meet with prospective funders & donors

As in the past, we anticipate most committee work will be done via monthly conference calls and e-mail – so geographical location need not keep you from being part of VANNO's work! If you are interested, or want to discuss further, please contact Katie Campbell at kcampbell@vanno.org or 804.794.8687.

Member Spotlight: JAMinc of Richmond

This month's featured nonprofit is JAMinc of Richmond. Organized in 2001, this organization's goal is to providing performance and mentoring opportunities to local artists and working with public and private schools, giving students the chance to hear artists not a part of their regular curriculum, often in workshop settings. To read more about their work and recent accomplishments visit the VANNO website home page at www.vanno.org.

Free Fundraising Information in Virginia

Participants in the Foundation Center's Cooperating Collections network are libraries or nonprofit information centers that provide fundraising information and other funding-related technical assistance in their communities. Cooperating Collections agree to provide free public access to a basic collection of Foundation Center publications during a regular schedule of hours, offering free funding research guidance to all visitors. Many also provide a variety of services for local nonprofit organizations, using staff or volunteers to prepare special materials, organize workshops, or conduct orientations.

The following libraries in Virginia currently serve as Cooperating Collections in partnership with the Foundation Center:

- Washington County Public Library
205 Oak Hill St., Abingdon
276.676.6222
- Fairfax County Public Library
12000 Government Center Pkwy., Fairfax
703.324.3100
- Hampton Public Library
4207 Victoria Blvd., Hampton
757.727.1314
- Richmond Public Library
101 East Franklin St., Richmond
804.646.7223
- Roanoke City Public Library – Main Library
706 S. Jefferson St, Roanoke
540.853.2471

In addition, the Foundation Center website offers a great wealth of basic information for grantseekers related to proposal writing, specific topic areas, reference guides and training courses.

Visit the website at foundationcenter.org

Verizon Offers Nonprofit Resources

An expanded version of the Verizon Foundation Nonprofit Resource Center is now available, including:

- Free on-line classes (Board recruitment, fundraising, technology, etc.)
- Sources of in-kind donations of hardware and software
- Training grants to nonprofit organizations throughout the nation

Find out more at foundation.verizon.com/resourcecenter/index.html

Statistics on Virginia Volunteering

Information about how and where Virginians volunteered during 2002 to 2005 is now available from the Corporation for National and Community Service (CNCS). Highlights include:

- The number of volunteers reached the highest point in 2005, when close to 1.7 million people volunteered
- The rate of volunteering for 2003 to 2005 in Virginia (29%) was higher than the 3-year rate for the South overall (27%) and similar to the 3-year rate for the nation (28.8%)
- More persons aged 45-54 years volunteered (33.9%) than any other age.
- From 2003 – 2005, volunteers in Virginia spent a median of 54 hours annually on volunteer activities. This was higher than both the annual median hours for the South (52 hours) and the nation (51 hours).
- Close to one-third of Virginia volunteers donated 100-499 hours annually
- Volunteers in Virginia donated the most time to coaching, refereeing, tutoring, teaching or mentoring (28.8%) and fundraising (28.6%). These were the top two categories throughout the South.

CNCS has set a national goal of increasing volunteerism in the United States by 10% by 2010. Virginia's Commission on Community and National Service is developing a state service plan to embrace this goal, and VANNO is represented on this task force.

For more information, including detailed state-level volunteering tables, go to www.nationalservice.gov.

Technology for Diverse Communities

TechSoup is committed to proactively reaching out to the diverse nonprofit community and making content and resources available that are specifically relevant to these groups, including:

- Donated and discounted software and hardware, including Microsoft software in different languages
- Free Healthy and Secure Computing Workbooks
- Inspiring profiles of nonprofits and individuals working with

multicultural communities

Since 2001, TechSoup has been the trusted online provider of information and donated and discounted technology products to nonprofits of all shapes, sizes and cultures, in the US and around the globe. TechSoup offers free and easy-to-understand articles on technology issues that matter to nonprofits, product reviews, technology fundraising tips, downloadable worksheets and tools, and an active online community.

Find out more at www.techsoup.org/techsoup.cfm?id=1567

Easy, Practical Communication Tools

The W.K. Kellogg Foundation offers a number of sample forms and templates to save you time. From their website you can download the following as PDF documents, ready to use:

- Template for Strategic Communications Plan: print it off and use it as a worksheet. (Samples of plans from real nonprofits are also available.)
- Crisis Communications Checklist & Notepad: be prepared to keep cool when the unexpected crisis hits
- Op-Ed Checklist: use this to help you cover all the bases when writing an article for your local press

For these and other types of toolkits, visit www.wkkf.org and click on Publications and Resources.

Emergency Succession Plan

Would your Board and staff know what to do if there was an unexpected leadership change? What would happen if the Executive Director suddenly gets seriously ill, or decides to resign on very little notice? Having an "Emergency Succession Plan" can help bring order and stability in such a time of turmoil, confusion and stress.

A template to help nonprofits prepare for this type of emergency is now available from The Center for Nonprofit Advancement. It provides simple, clear information and checklists that can easily be adapted to your situation. Download your free copy, and plan to make it the topic of discussion at a Board meeting soon! Go to www.nonprofitadvancement.org and click on the announcement on the home page.

What Long-Term Donors Want

Reason for Long-Term Giving	Southern Region Response
The organization is well managed and your money is well spent	34%
You believe strongly in the case that the organization supports	35%
A member of your family or someone close to you will benefit by advancing the cause	24%
You have had personal experience with the cause	18%
You volunteer with the organization	17%
Don't Know/None of These	20%

According to a recent national poll conducted for The Nonprofit Times, a donor is most likely to give to an organization for at least five years if the organization is perceived to be well-managed. When looked at regionally, responses for Southern states are listed above.

How do your current and prospective donors know that your organization is accountable and well- managed? Consider the implications of this research on the information you include in your fundraising materials, annual reports, public presentations, etc.

Source: The Nonprofit Times, July 1, 2006. www.nptimes.com

Back to School?

Thinking about signing up for some education this fall? There are many opportunities to earn a certificate in nonprofit management or sharpen your skills in a specific functional area. Check out the INFO CENTRAL section of the VANNO website to find a list of Virginia colleges and universities that offer education applicable to nonprofit management professionals, plus a number of on-line programs. Go to www.vanno.org.