



2015 Accomplishments

MEMBERSHIP

- Grew the membership by 89.
- 87% retention rate compared to the national average of 81%
- Grew the Business Members from 5 to 13

MEMBER BENEFITS

- Release of the first West Virginia Nonprofit Salary & Compensation Report.
- GrantStation Usage Report – 419 logins with monthly average of 40 logins.
- 61 nonprofits completed the WV Principles & Practices for NP Excellence online assessment and 33 nonprofits have completed the companion infrastructure assessment within a 9 month period.
- Expansion of wiki online resource library.
- On-going communications among nonprofits through the WVNPA listserv.
- 66 job postings in 2015.

PROGRAMMING

- Inaugural conference reaching 64 attendees from 41 member organizations and 2 non-member organizations.
- 9 successful regional meetings reaching 348 attendees from 85 member organizations and 193 non-member organizations.
- Introduction of WV Principles & Practices for Nonprofit Excellence and the two online assessments with companion wiki resource library resulting in 61 organizations taking the Principles & Practices assessment and 33 organizations completing the infrastructure assessment by year-end.
- Endorsement of WV Principles & Practices for Nonprofit Excellence by the investment community at Philanthropy WV's annual meeting of member October 2015.
- 5 webinars reaching 92 attendees from 66 member organizations and 19 non-member organizations.
- 2nd Annual Policy Institute reaching 58 attendees from 33 member organizations and 10 non-member organizations.
- Initiated the Capacity Building & Technical Assistance Pilot Project with 2 organizations which will carry into 2016.
- Met with statewide leaders to develop a statewide calendar of legislative and conferences to help reduce the duplication and conflicting programming.
- EventBrite: 15 events, 578 who attended; 4,814 who saw WVNPA event listings.

ADMINISTRATIVE

- Successfully wrote 4 grants (Benedum Foundation, BB&T, McDonough Foundation, City National Bank)
- Successfully secured annual conference sponsor (Give Gab, \$2,500) and 4 conference exhibitors (\$1,600).

- Wrote an USDA/RCDI grant (\$250,000) and BB&T WV grant (\$25,000) with results forthcoming in 2016.
- Initiated CiviCRM upgrades for member self-serve online dues, renewals, and registrations
- Hired a new Operations Coordinator
- Completed 2016-2018 strategic plan
- Took the budget from a \$58,000 deficit in 2014 to \$42,447 surplus in 2015.
- Developed 2016-2018 budgets, a 3 year strategy moving towards self-sufficiency.
- Developed a strategy for increasing corporate sponsorship support in 2016.
- Weekly staff conference calls and 1 in-person staff retreat.
- Attended National Council of Nonprofits CEO/Board Chair conference in Phoenix, AZ.

MARKETING & COMMUNICATIONS

- Developed first annual report for 2014.
- 3 postcard mailings to estimated 6,000 nonprofits.
- 12 monthly e-newsletters to estimated audience of 21,000+ with a 20.5% open rate.
- 6+ News Briefs.
- 6+ Action alerts.

POLICY & ADVOCACY

- Enhanced our relationship with Secretary of State Office
- Worked with SOS office in support and passing of SB351 increasing the audit threshold from \$200,000 to \$500,000
- Working with nonprofits and WV Development Office in renewing Neighborhood Investment Program legislation in 2016
- Display of Neighborhood Investment Program toolkit on WVNPA website