**Nonprofit Resources: Insuring Your Organization’s Future**

Just like for-profit corporations and individuals, nonprofit organizations need insurance to protect them from the many uncertainties of life and hazards of doing business.

To help its members protect their staff, volunteers, their boards, and their other assets, the Colorado Nonprofit Association offers a unique members-only benefit: an in-house insurance agency. Nonprofit Resources, Inc., a wholly-owned, for-profit subsidiary of the Colorado Nonprofit Association, is the only insurance agency in Colorado that serves the nonprofit community exclusively. This makes them the best source for the best insurance coverage for your nonprofit.

Whether you have full or limited coverage or none at all, simply call Nonprofit Resources and ask them to review your situation and your current insurance coverage. One of their friendly and experienced insurance professionals will ask a few questions and analyze your insurance needs, based on nonprofit industry standards and your unique assets-to-liability status. They’ll quickly provide you with coverage recommendations, complete with cost quotes and policy specs.

Nonprofit Resources has served Colorado’s nonprofit sector for 11 years. The company’s unique design allows it to provide protection to Colorado’s nonprofit organizations while providing financial support to the Colorado Nonprofit Association — which in turn supports the state’s nonprofit sector in a multitude of other ways; clearly a win-win situation!

**New for 2007: Lunch ‘n Learn Series**

In keeping with their strategy of educating Colorado Nonprofit Association members about the insurance products available to them and how to make the best selection to protect their NPO, Nonprofit Resources launched a “Lunch ‘n Learn” seminar series in 2007. Seminar topics relate specifically to insurance products; for example —

- Directors and Officers Liability — Does My Board Need This Coverage?
- Risk Management — Boring or Beneficial?
- Health Savings Account — Would It Benefit My Organization?
- Identity Theft — Can It Happen to Me?

These cost-free sessions, held the second Tuesday of each month, are led by guest speakers eager to share their expertise. Members eat their lunch while learning about coverage and insurance products in a friendly, relaxed environment.

**“It was very informative — answered many questions.”**

**“Went step by step, which I appreciated.”**

**“Appreciate the lunchtime format!”**

**“Very helpful. Handouts were great!”**

**Nonprofit Resources Staff:** We pride ourselves in keeping customers well informed about insurance issues. We are the nonprofit experts.

**“Vallory’s assistance in navigating the world of health insurance has been invaluable. She is always extremely helpful and pleasant and follows through quickly with any requests for help. Her assistance has definitely made our membership with the Colorado Nonprofit Association worthwhile.”**

— Beverly West Furler, Executive Director, Suicide Resource Center of Larimer County

**“We have worked with other insurance companies and have yet to find the value and service we have received from Nonprofit Resources. We are with them for a reason: not just the competitive price, but the staff members, who treat us as though we are their only client.”**

— Alice Applebaum, Executive Director, Anchor Center for Blind Children

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**Nonprofit Resources, Inc.**

is the leading provider of insurance coverage for nonprofit organizations and their employees in Colorado.
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The year 2006 was a good year for the Colorado Nonprofit Association: a year of challenge, action, planning and growth.

The challenges facing our state’s nonprofit organizations are many and great. As identified by the community volunteers who serve on our Leadership Advisory Committee, the most critical challenges are these: Colorado’s fiscal crisis, changing demographics, leadership succession, professional development, financial stability, accountability, and waning public trust.

In 2006, the Colorado Nonprofit Association responded to these challenges in several noteworthy ways: sponsorship of “Leadership Luncheons” about succession planning, social enterprise, and inclusiveness; research into nonprofit management principles and best practices; and forums to gather input from member nonprofits about factors influencing public perception and trust. Through these activities, we identified new opportunities and began new efforts to develop accurate data about the nonprofit sector, create standards to promote nonprofit excellence, and increase public understanding of the nonprofit sector and its contribution to our economy and quality of life.

Based on actions and lessons of 2006, the Association created the Colorado Generosity Project, a three-year effort to increase charitable giving in Colorado through research, shared principles to promote best practices, and public education. Launched in 2006, the Generosity Project has become the Association’s flagship project for 2007 and beyond.

The Association also stepped forward to provide analysis and leadership in several key public policy areas on behalf of the sector, including the implementation of Referendum C; immigration legislation and its ramifications for nonprofits; and unintended effects of Amendment 41 on nonprofit organizations.

While we are proud of what the Association accomplished in 2006, we are equally proud of how this work was done, for whenever feasible our work has been approached in partnership with others. Key partners during 2006 included nonprofit members (1,150 strong!); peer technical assistance providers including Community Resource Center, Colorado Nonprofit Development Center, Metro Volunteers and Colorado Association of Funders; colleagues from other state associations; elected officials; foundations and other funders; and corporate leaders. We thank them one and all.

Amidst the many tasks and projects, we did find time for reflection, laughter and celebration! A highlight was the 20th Anniversary gala, where more than 400 nonprofit and community leaders gathered to salute the many people who have shaped and distinguished the work of nonprofits in our state. It was a festive and fitting tribute.

Looking ahead, we plan continued emphasis on research, education and advocacy. We are also planning new activities, communication strategies, and interactive forums to more fully engage our membership. We invite your thoughts about how to make communication easy, frequent, and meaningful.

On behalf of the Board of Directors, I thank Charley Shimanski, our staff, our members, our donors, and our many champions for making 2006 a year of good work by – and on behalf of – Colorado nonprofits.

Susan H. France
Vice President of Programs,
Bonfils-Stanton Foundation
Board Chair
or the Colorado Nonprofit Association, 2006 marked a major milestone as we celebrated our 20th Anniversary. This was an ideal opportunity to look back on our progress through time, and at the history and accomplishments of the nonprofit sector in Colorado. Our 20th Anniversary Gala enabled us to showcase those extraordinary achievements with live and video presentations from some of the most notable icons in the community.

Celebrations aside, this milestone anniversary offered many opportunities to reflect upon and honor the numerous Colorado nonprofit organizations that have made a difference in the lives of our fellow Coloradans for well over 100 years.

Throughout 2006, Association staff constantly examined our programs, services, values and partnerships. We evaluated the many issues facing the sector, and learned a great deal from our interactions with other state nonprofit associations throughout the country. In doing so, we learned of many valuable programs that relate to issues in our own great state of Colorado. In addition, our Leadership Advisory Committee of nonprofit and private-sector leaders continued its discussion of key issues facing the sector, which in turn informed the decision making of our talented, diverse and dedicated board of directors. Among the prominent issues they identified were the need for a set of principles and practices for Colorado nonprofits, the lack of pertinent data about the sector, the need for continued discussion on the issue of leadership succession, and the need for greater public awareness of the impact and importance of the nonprofit sector in Colorado.

In response to those identified issues, we conducted research nationwide to identify best practices and possible processes for adopting them. Our strategy was to present what we learned, create an environment conducive to dialogue, and provide infrastructure and support to nonprofits moving along the continuum to self-improvement; all of these activities are under way in 2007. We assessed our own adherence to those practices as well, since we are determined to model continuous improvement for the sector.

We researched these and other issues facing the sector and brought the most crucial to Colorado’s nonprofits through our quarterly Leadership Luncheons and our professional development trainings and conferences.

In 2006, we launched the Colorado Generosity Project, a multi-year initiative to increase charitable giving by individuals and business in the state. The project has given us the opportunity to reach out to and engage nonprofit leaders from every region of the state. In our efforts, we’ve developed Regional Advisory Councils and sought the advice and support of leaders from United Way programs, community and private foundations, institutions of higher education, chambers of commerce and other nonprofits throughout Colorado. We are grateful to each of the leaders who are giving so much to support our efforts.

In 2007 and beyond, we look to work more closely with you and your colleagues, who make up the nonprofits that make Colorado such a great state. We hope you will truly become engaged in this important endeavor, sharing your thoughts and helping to guide the vision, direction and efforts of our board and staff.

“...” — Charley Shimanski

The Colorado Nonprofit Association’s goal is to lead, serve and strengthen the nonprofit sector in Colorado, but our ability to do so is dependent on the collaboration we can establish with nonprofits statewide. Please let us know how we can better serve you and, in the end, your constituents.

Finally, I offer my thanks — for your support of the Colorado Nonprofit Association and the state’s nonprofit sector, and for all you do to improve the communities in which we live.

Charley Shimanski
President and CEO
Highlights: 2006 Accomplishments

- We initiated the Leadership Luncheon Series in February with a presentation by Lester Salamon of the Johns Hopkins University’s Center on Civil Society Studies, on the topic of Standards and Accountability. The first luncheon was well received, drawing close to 200 attendees. Two additional luncheons followed in 2006.

- We hosted Colorado Nonprofit Week, including an awards luncheon featuring high-profile government officials demonstrating their support for the sector.

- We extended our reach to western Colorado with a spring conference in Grand Junction that was well attended and praised for its usefulness to western-region nonprofits.

- We started researching management principles and best practices across the country to find the most effective processes, programs and guidelines. We also began convening individuals and groups within Colorado to identify the greatest needs related to principles and practices, and potential ways to address them.

- We studied and provided support to nonprofits concerned about possible consequences of immigration legislation. Close to 200 attended each of our two immigration forums, which featured panels of experts discussing challenges and potential solutions.

- We began planning for a comprehensive nonprofit economic impact study and selected a research firm to complete the bulk of the work.

- We produced our biennial Colorado Nonprofit Salary & Benefits Survey, a valuable tool utilized by thousands of nonprofits in the state.

- We held a 20th Anniversary Gala, which brought together high-profile government, private sector and nonprofit leaders to celebrate the accomplishments of the Association as well as the many milestones of Colorado’s philanthropic history.

- We strengthened partnerships with other technical assistance providers to streamline processes, avoid duplication of effort and promote capacity-building across the sector. Examples are our participation on the Common Grant Application Revision Committee, the establishment of a nonprofit training coalition, our work with the Denver Office of Strategic Partnerships to develop a corporate toolkit, and collaboration with several entities on immigration issues.

- We continued providing access to a wide array of insurance products for nonprofits and worked on strengthening member benefits to create more potential cost savings to members.
Photos, clockwise from top left –
Boulder Pride Block Party 2006,
Center for Work Education and Employment,
Speaking of Dance (© Havey Productions)
Colorado Nonprofit Association Awards Luncheon
the Colorado Nonprofit Association is at heart a membership organization: we exist for our member nonprofits and their needs, both individual and collective. On the individual level, we strive above all to help nonprofits build capacity so they can do their work effectively and efficiently with sufficient resources to complete the job. This capacity-building takes several forms, including professional development training programs, conferences and events, and communicating know-how and ideas via publications and other means (all outlined separately later in this report).

In 2006 we continued outreach efforts to our rural nonprofit members. Our membership team traveled to various locations across the Western Slope and conducted focus groups with current members in an effort to evaluate the programs most beneficial to our rural members. We also spoke to former members so that we could evaluate how we might improve our services to attract new members, retain current members and recapture lapsed members. We assessed the results of our focus groups and have been implementing those results into our ongoing membership strategy.

Our sector-wide efforts are always aimed at leveraging the power of numbers to create a climate where each individual nonprofit can thrive and do the good works so crucial to the well-being of our communities and the state as a whole. Each new member of the Colorado Nonprofit Association amplifies our increasingly persuasive voice when we represent the sector – in everything from negotiating benefits for our members to our public policy efforts. We were delighted to welcome 200 new member nonprofits in 2006, and we expect that membership will grow substantially in 2007 thanks to targeted recruitment and retention initiatives we planned in 2006.

One of the initiatives, an improved communications plan, was in place by year’s end. Throughout the year we increased our communications to members, notifying them of professional development courses, leadership programs, and opportunities to improve their efficiency in day-to-day operations. Our bimonthly newsletter, Nonprofit Colorado, delivered information vital to running an effective and efficient nonprofit. Over the course of the year, members received dozens of messages, both hardcopy and electronic, reminding them to take advantage of their benefits.
Finally, we bolstered our group-purchase program in 2006. By the end of the year, we were providing cost savings to our members through contracts with Office Depot, First Data, Reality Background Checks, Ready Talk Audio and Web Conferencing, and Mountain States Employers Council. We will continue adding group-purchase programs and other benefits to make membership in the Colorado Nonprofit Association a better and better deal for all our members. (For a complete list of group-purchase programs as of press time, see page 54.)

Initiatives to be implemented in 2007 have targeted both geographic areas and organizational mission categories that are currently underrepresented in our membership ranks. We will also seek to increase the number of Colorado Nonprofit Association business members, who (besides supporting the Association through their dues and advertising fees) represent a pool of exceptional experience, talent and resources for our nonprofit members. And we will redouble our efforts to bring the benefits of Colorado Nonprofit Association membership to the state’s smallest nonprofits, who generally have the fewest resources and may stand to benefit most from our offerings.

Resources for Members

Nonprofit Resources, Inc.

By far the most popular benefit of Colorado Nonprofit Association membership is the insurance coverage offered through Nonprofit Resources Inc. This wholly owned, for-profit subsidiary of the Association exists to protect Colorado’s nonprofits by selling them the insurance products they need. Nonprofit Resources is the only brokerage in Colorado dedicated exclusively to understanding and meeting the needs of nonprofit organizations. The company’s profits are used to support the programs offered by the Association.

Nonprofit Resources’ primary strategy is to educate the Association’s members about available insurance products and how to make the best selection to protect their nonprofit. The company works with insurance carriers to develop products specifically designed for nonprofit organizations. One of its most successful partnerships is with Alliance of Nonprofits for Insurance (ANI), whose policies provide the best protection at the most reasonable price. Loss control is a large part of keeping costs (continued on next page)
down, and Nonprofit Resources helps organizations prevent and control losses through such diverse channels as free educational booklets, safety seminars, and onsite specialist visits – to teach drivers about safety, for example.

The staff at Nonprofit Resources is always available to answer questions and help nonprofits sort through the insurance “maze.” Additional expertise is available as well; for example, directors and officers policyholders with very specific questions may consult an employment specialist who is also an attorney. A large part of Nonprofit Resources’ business comes from referrals from members who are happy with the help they have received.

In 2006 Nonprofit Resources passed the 750 policyholder mark; over 60 percent of the Colorado Nonprofit Association’s nonprofit members hold insurance policies purchased through Nonprofit Resources.

More information about Nonprofit Resources, Inc. and its services may be found on the inside back cover of this report.

Help Desk
In 2006 we improved the Help Desk by streamlining internal processes. The Nonprofit Startup Packet is now available on the web site as a free download, eliminating wait time for users seeking that information and freeing up time for Help Desk staff to work on other queries. In 2006 the Help Desk responded to 587 questions. The Help Desk continues to publish a Frequently Asked Questions column in Nonprofit Colorado. Members and nonmembers alike can reach our Help Desk by calling (800) 333-6554.

Listserv
The Association’s members-only email listserv continued to be a valued communication resource, with more than 500 members subscribed. Over the course of the year, members posted 1,105 messages that included event and program announcements, searches for information and requests for vendor referrals.

Nonprofit Colorado
Nonprofit Colorado, the Association’s bimonthly newsletter, was published six times in 2006, and each issue was distributed to more than 2,400 nonprofit professionals and supporters, public officials, and media representatives. This publication discusses current issues and events in the sector and is a source of vital advice on how to operate an effective and efficient nonprofit. In 2006 the Association began fine-tuning the publication’s valuable and timely content to include articles in each issue focusing on public policy, human resources, development, leadership and governance.

Web Site
We made significant changes to the Association’s web site, www.ColoradoNonprofits.org, in 2006 to make it easier for users to access information, registration and referrals. The web site averaged 1,885 visits and 8,957 page views per day.

Job Board
The Nonprofit Job Board remains the most popular feature on the web site, averaging about 13,000 page views per week. Some 2,722 jobs were posted to the Nonprofit Job Board over the course of the year. Of these, 568 were posted by nonmembers, accounting for $19,880 in revenue to the Association.

Nonprofit Events Calendar
Recent improvements to the online Nonprofit Events Calendar have made it an even better resource for member and nonmember organizations alike. A total of 351 events were posted in 2006, including a growing number of postings from nonmembers, generating a small but growing revenue stream.
Committed to improving the quality of programming and not duplicating services, the Colorado Nonprofit Association implemented new initiatives in 2006 and improved existing programs to better serve the sector. Overall, we reached our goals of providing advanced levels of programming, giving nonprofit leaders new opportunities for dialogue and information exchange, and increasing education opportunities for those outside metro Denver.

**Leadership Luncheons**

The Association’s new Leadership Luncheon Series brought nonprofit executives and other sector leaders together to initiate sector-wide discussions of crucial issues. Nationally renowned speakers came to Colorado to share their knowledge of various key issues in the nonprofit sector. The program was structured to encourage dialogue on the topics, enhance options for collaboration, and propel positive organizational change. The luncheons proved to be unparalleled educational opportunities for nonprofit executives.

The first Leadership Luncheon was held Feb. 16 at the Pinnacle Club in Denver. Dr. Lester Salamon, nationally renowned author and director of the Center for Civil Society Studies at The Johns Hopkins University, shared statistics, trends and observations about the nonprofit sector, including a perceived decline in the level of public trust. Over 180 nonprofit leaders listened to Dr. Salamon and participated in robust discussions about the issues of public trust and accountability across the sector.

Colorado’s charities are facing a huge turnover in leadership as the Baby Boom Generation of leaders transitions out of the sector. The May luncheon featured Tom Adams of TransitionGuides discussing potential solutions to the critical problem of leadership succession. This session, presented to nearly 200 nonprofit leaders, was designed to help nonprofits understand the enormity of the situation and urge them to begin preparations for leadership succession and transition within their own organizations.
Educational Workshops
In 2006 we offered a total of 49 educational workshops while instituting a comprehensive marketing strategy to promote our educational programming to a wider pool of nonprofit staff and volunteers. We saw a 6 percent increase in the number of workshop participants in 2006, despite new competition from our own Leadership Luncheon Series. In an effort to better respond to the needs of the sector, we are comparing our current programming against that of other state associations, critically examining feedback from program participants, and developing new methods of assessing the sector’s needs, including ways to survey those who are not attending our programs.

Training Collaborative
The Association launched a collaborative program in 2006 with Metro Volunteers and the Community Resource Center to design and produce a coordinated schedule of educational programs offered by all three organizations. This gives each member of the collaborative the opportunity to increase promotion and provide a wider array of training opportunities to the sector, and to clearly identify educational niches that it serves. The first training guide was distributed via email early in 2007 to nearly 10,000 recipients and elicited overwhelmingly positive responses.

Fall Conference, Denver
The Colorado Nonprofit Association held its 2006 Annual Fall Conference & Exhibition in Denver on Oct. 6. We provided training sessions aimed at veteran nonprofit employees as well as those new to the sector, and a good number of organizations brought board members and volunteer leaders to the conference.

As in years past, we received many expressions of appreciation from attendees for providing this conference. We achieved a 90 percent return on evaluations handed out in the sessions, thanks largely to the dedication of our volunteer room moderators. Of the 28 sessions offered, 95 percent received an overall rating of 4 (out of 5) or higher. Attendees generally believed the sessions were led by knowledgeable presenters, were informative and diverse, and imparted valuable material that would prove useful in their jobs. The feedback from exhibitors was excellent as well. A new exhibit hall layout provided continuous traffic to each booth. Attendees felt the exhibit hall provided them with a good mix of vendors, and they enjoyed the prize giveaway at the end of the trade show.

Western Region Conference, Grand Junction
Our Western Region Conference was held April 20–21 in Grand Junction. The conference offered training sessions aimed at longtime nonprofit employees as well as those new to the sector. Significantly, we expanded the reach of the conference in 2006: attendees included 25 organizations from beyond Mesa County. As with the Fall Conference, many organizations brought board members and volunteer leaders.

Both attendees and exhibitors were pleased with this conference and felt that it met or exceeded their expectations. Of the 20 sessions offered, 90 percent were given an overall rating of 4 (out of 5) or higher. And as with the Fall Conference, attendees generally believed the sessions were led by knowledgeable presenters, were informative and diverse, and would prove useful in their jobs. Our inclusion of higher-level discussions was appreciated.

Colorado Nonprofit Week
Colorado Nonprofit Week, held each spring, is a time to honor, praise and publicize the broad impact of nonprofits’ work in Colorado. It is a time to thank all the board members and the thousands of volunteers and dedicated staff who work so hard year-round to make a positive difference. The week begins with an honorary proclamation from the Governor and continues
with celebratory events around the state. The weeklong celebration included exhibits at the State Capitol by some of our member organizations. Many organizations throughout the state celebrated Colorado Nonprofit Week with events of their own.

**Awards Luncheon:** Colorado Nonprofit Week closed with our annual awards luncheon on Friday, March 10, at the Adam's Mark Denver Hotel. Members of the nonprofit community and state legislators came together to celebrate the vital contributions nonprofits make to our communities. Guest speakers Gigi Dennis (Secretary of State) and Hank Brown (University of Colorado President) were followed by award presentations. Some 868 people attended the luncheon, solidifying its status as the premiere networking event for Colorado's nonprofit sector. The luncheon drew 13 event sponsors in addition to 11 corporate and 41 nonprofit table sponsors.

In recognition of their unwavering dedication to their respective organizations and communities, the following persons received awards: Sen. Alice Madden, 2005 Legislator of the Year; former Sen. Norma Anderson, 2006 Public Service Lifetime Achievement Award; and Dr. Gary VanderArk and Mrs. Earlene Wolfers, William Funk Award for Building Community.

**Gala**

2006 marked the 20th Anniversary of the Colorado Nonprofit Association. In celebration of the occasion, we hosted our first-ever gala event, a wonderful opportunity to highlight the most significant developments in the history of Colorado's nonprofit sector and celebrate the remarkable partnerships forged between the state's business and nonprofit communities. Don and Linda Childears chaired the event, which included presentations by Governor Bill Owens (video); Secretary of State Gigi Dennis; James Morgese, Colorado PBS; Scott Bemis, Denver Business Journal; and Denver Mayor John Hickenlooper.

Over 650 gala attendees were treated to music by Jon Romero y Amanecer and a video presentation, produced by Emmy-Award winning producer Michael Spencer, featuring icons of Colorado’s nonprofit world talking about significant events in the history of the sector. The video was well received and a DVD version was requested by a number of organizations — including Rocky Mountain PBS — for future showings. Guests received a commemorative program and the inaugural edition of The Denver Business Journal's Giving Guide with 250 pages dedicated to nonprofit organizations and their business supporters.
After its success in generating support for Referendum C in November 2005, the Colorado Nonprofit Association continued working in 2006 to advance public policies that protect and strengthen the ability of nonprofits to secure funding for their operations and programs. During the 2006 legislative session, we worked with various nonprofits and business associations to ensure that the General Assembly would allocate funds to K–12 schools, higher education, and health care in accordance with Referendum C. We also worked to exempt nonprofits from HCR 06-1010, which, had it passed, would have subjected nonprofits to the same fundraising limits as candidate committees.

In addition to working with various legislators on bills of interest, the Association strengthened relationships with the Secretary of State and the Attorney General and provided advice for the annual Charitable Solicitations Report press conference.

We also helped lobby Colorado’s U.S. senators to oppose repeal of the estate tax, which would have resulted in the loss of billions of dollars in charitable bequests nationwide, and we provided training and guidance to other state nonprofit associations opposing “TABOR-like” tax and expenditure limits.

Two public policy issues emerged late in 2006 that would require much of our attention – and will likely continue to do so. First, the Association opposed Amendment 41 on the November 2006 ballot because, despite its good intent and title (“Ethics in Government”), it would place unreasonable limits in the state constitution on the ability of nonprofits to educate and inform elected officials and government employees. Immediately after the amendment passed, we began working with proponents and lawmakers to limit its impact on nonprofit events and uncompensated services provided to government employees, but resulting legislation did not go far enough to protect nonprofits carrying out their routine and legitimate activities. When this annual report went to press, an injunction had been issued halting implementation of the amendment pending a constitutional challenge mounted by a number of concerned parties, including the Colorado Nonprofit Association.

The General Assembly also passed several immigration bills in the 2006 special session that have substantial implications for nonprofits. For example, HB 06S-1017 imposed more stringent requirements for employers and independent government contractors to verify that their employees are lawfully present and eligible for employment. HB 06S-1023 required state agencies and political subdivisions to verify the lawful presence of adults applying for certain public benefits. The Attorney General has interpreted 1023 to allow state and local government entities to require that nonprofits who provide those public benefits under contract also carry out the verification requirements. The Association worked with various organizations to host two educational forums on the new immigration laws in 2006, and will continue working with a coalition of nonprofits in 2007 to address the negative impacts of immigration legislation, particularly HB 06S-1023, on nonprofits.

As we at the Colorado Nonprofit Association continue our efforts on important public policy matters, we want to remind all nonprofits that the most important element in our program is the engagement of nonprofit associations statewide. Please pass along your thoughts and feedback on our public policy efforts to Mark Turner, manager of public policy, at mturner@ColoradoNonprofits.org.

“The Association’s immigration forums were filled to capacity with interested nonprofit members, eager to communicate directly with policy makers. Such endeavors point to the vital role that the Association plays in staying on the cutting edge of policy development.”

Laurie A. Harvey, Executive Director, CWEE: Center for Work Education and Employment
The Colorado nonprofit sector is facing threats like none it has seen before. In recent years the demand by state residents for programs and services has grown dramatically, while nearly all charitable revenue resources have declined. At the same time, the state’s foundation community has been forced to assume a disproportionate percentage of social responsibility for sustaining the nonprofit sector.

According to The Denver Foundation’s 2005 Giving and Volunteering Study, 92 percent of Metro Denver residents polled believe charities are important, effective and beneficial to the community. Eighty percent believe charities are needed more now than five years ago. Yet, Coloradans rank 42nd in charitable giving among all states — and last among states west of the Mississippi. We earn 7 percent more than the average American, yet give 8 percent less in charitable contributions. This is a significant concern, since individual giving is the largest source of nonprofit revenue, representing more than 70 percent of all Colorado giving.

Corporate contributions, when compared to the national average, are very low in Colorado as well. In 2005, the corporate sector was responsible for 5.3 percent of all charitable giving nationwide; the percentage in Colorado was a mere 0.7 percent.

In 2006 the Colorado Nonprofit Association designed an ambitious and aggressive program to address the complex problem of low charitable giving in our state, including the issue of diminished public trust. The Colorado Generosity Project, a three-tiered, highly collaborative, multi-year program engaging people and organizations from all over the state, will increase charitable giving to the sector by $105 million per year by the end of 2010.

**Tier 1 (Economic Impact and Other Sector Research)** will include the most comprehensive economic impact study of Colorado’s nonprofit sector to date, as well as a study of charitable giving by region in Colorado, and a perception-and-attitudes study to determine why Coloradans give — or not.

**Tier 2 (Standards and Regulation of Charities)** began with a study of self-regulation standards across the country and a collaborative assessment (between Colorado’s nonprofit and government sectors) of other states’ governing regulations to determine what kinds, if any, are needed in our state. This work will produce a number of specific results, including —

- A *Charities Task Force* to provide liaison between the sector and state regulators on matters relating to regulation of nonprofits in Colorado
- A network of regional advisory councils, meeting in or near the hub cities of Denver, Durango, Fort Collins, Grand Junction, and Pueblo, to provide guidance, facilitate training, and fine-tune project activities to benefit nonprofits in each region of the state. Each advisory council will include representatives from area United Ways, community foundations, private foundations, chambers of commerce, higher education and direct-service nonprofits. Advisory councils are scheduled to meet four times annually in 2007 and 2008.

**Tier 3 (Public Promotion to Build Philanthropy)** calls for substantial collaborations between the public, private and nonprofit sectors, coordinated by the Association, as well as sizable investment in media coverage to educate the public about the value and vitality of the nonprofit sector. Economic impact data and public perception results from Tier 1, combined with our work on trust-related issues in Tier 2, will help us craft a compelling case to strengthen public confidence in the nonprofit sector and promote charitable giving. We will ask for cooperation and support from associations and organizations across the state to leverage our work on the project.

(continued on next page)
Initial goals and outcomes for the Colorado Generosity Project include the following:

- We will enhance and broaden public awareness of the social and economic impact of the sector on the state.
- We will provide capacity-building activities to help nonprofits engage their communities, demonstrate their impact and trustworthiness, and develop strategies to diversify and increase funding sources.
- We will produce and distribute a series of toolkits to help nonprofits build their capacity. Anticipated toolkits include –
  - Implementing Standards to Demonstrate Accountability
  - Developing Transparency in Your Organization
  - Utilizing Outcome Measures to Demonstrate Effectiveness
  - Strengthening Business–Nonprofit Partnerships
  - Building Philanthropy in Your Communities
  - Working with the Media to Highlight Organizational Impact

Town Hall training sessions, incorporating training from each of the tool kit topics, will be scheduled in each hub during 2007 and 2008. Representatives from each hub will participate on the steering committee and on the advisory councils related to each tier of the project.

While the project’s structure, particularly the committees and councils, may seem complex, we believe it is essential to engage the nonprofit community in every sub-sector and in every region to properly support and address the needs of the state’s nonprofits.

The project budget is estimated at $1.3 million. This is a substantial initial investment, but accomplishing the project’s goals will, by the end of calendar year 2010, add over 80 times that amount annually to the coffers of Colorado nonprofits.
The Colorado Nonprofit Association embarked on several new ventures in 2006, including quarterly Leadership Luncheons, a 20th anniversary gala fundraising event, and the Colorado Generosity Project. Developing informational and promotional materials for these projects was a major part of the Association’s communications agenda for the year.

The popular Leadership Luncheons brought together nonprofit leaders from Colorado and nationally renowned speakers and subject experts to discuss some of the most crucial issues facing the nonprofit sector today. Though this series is part of our educational programming, it also illustrates our success in engaging our members—that is, promoting and facilitating two-way and sector-wide communication.

Our 20th Anniversary Gala, held in November, provided many unique opportunities to extend our communication efforts on behalf of the sector. One way was a partnership with the Denver Business Journal, whose premiere edition of The Denver Business Journal’s Giving Guide was distributed the evening of the gala. The Giving Guide, a directory of nonprofits, foundations and cultural facilities, is designed to teach potential donors about many organizations worthy of their charitable gifts.

Communications staff spent significant time in 2006 preparing informational and presentation materials in support of the Colorado Generosity Project, as well as planning for a major media campaign to be initiated in conjunction with that project. These efforts on behalf of the entire sector have the potential of changing the way Coloradans give and increasing charitable giving in the state for many years to come.

Publications

Newsletter
Nonprofit Colorado, the Association’s bimonthly newsletter, was published six times in 2006. Each issue was distributed to more than 2,400 nonprofit professionals and supporters, public officials, and media representatives. This publication presents useful information and advice for operating an effective and efficient nonprofit and discusses recent events and issues in the sector. In 2006 the Association improved the publication’s content by endeavoring to include articles in each issue focusing on public policy, human resources, development, leadership and governance.

2005 Annual Report
In 2006 the Colorado Nonprofit Association published its first Annual Report. This publication covered the 2005 calendar year, and included a Business Member Directory for use in 2006–07.

Salary & Benefits Survey
The Association continued to provide current, reliable information on salary and benefits trends with the release of the 2006 Colorado Nonprofit Salary & Benefits Survey, the most comprehensive edition yet. This biennial survey provides data on Colorado nonprofit salaries and benefits in more than 100 job categories, based on information contributed by more than 460 organizations on 2,466 employees.

Web Site
The Association’s web site, www.ColoradoNonprofits.org, became a better utilized communications tool in 2006. Taking the advice of the Marketing and Communications Committee, we streamlined pages and edited text to create easier access to information, registration and referrals. We also purchased software that allows us to do more of our web page editing in house, improving our turnaround time significantly. The web site averaged 1,885 visits and nearly 9,000 page views a day.

Toolkits
We developed and posted on the web site a “Crisis Communication Plan” toolkit to help nonprofits communicate effectively in times of emergency or rapid change. The goal of the plan is to effectively manage communications through a formal, clearly defined channel in order to mitigate crisis or serious negative repercussions for the organization or the sector. This toolkit, plus others on self-advocacy, working with the media, and voter registration, is available at http://www.ColoradoNonprofits.org/resources.cfm.

“The Colorado Nonprofit Association continually works to communicate valuable information on issues, trends and legislation impacting the sector through its newsletters, web site, educational seminars, workshops and toolkits. In 2006 members of the Marketing and Communications Committee developed another valuable resource – a Crisis Communication Toolkit, designed to serve as a guide to help nonprofit organizations effectively manage their communications during a crisis situation.”

- Jeanine Spellman, Communications Director, Uli Creative, LLC, Chair, Colorado Nonprofit Association Marketing and Communications Committee, Board Member
2006 Committees and Volunteer Leadership

Board of Directors

Susan France, Bonfils-Stanton Foundation, Chair
Mary Anne Harvey, The Legal Center for People With Disabilities & Older People, Vice Chair
Sue Mohrman, Warren Village, Inc., Secretary
Juan Botello, Mile High United Way, Treasurer
Kristin Donovan, The Daniels Fund, Past Chair
Kathleen Beatty, Graduate School of Public Affairs, University of Colorado at Denver
Jean Boswell-McSpadden, U.S. Olympic Committee
Robert “Bob” Brennan, Wachovia Bank/Foundation
Chris Chavez, Quest
Ramon del Castillo, Regis University
Tom Downey, Children’s Museum of Denver, Inc.
Angel Gutierrez, YouthBiz, Inc.
Judy Jepson-Hegge, Mesa County Valley School District 51
Carrie H. Nolan, National Multiple Sclerosis Society, Colorado Chapter
Katherine Peck, The Gill Foundation
David C. Russell, Jr., Pueblo Government Agencies
Federal Credit Union
Jeanine Spellman, Úli Creative, LLC
Richard Westfall, Esq., Hale Friesen, LLP

Leadership Advisory Committee

The Leadership Advisory Committee is comprised of key leaders from a variety of organizations situated across the state. The committee identifies critical needs in the sector and the state that might be addressed by the Colorado Nonprofit Association. It provides feedback on the Association’s activities and offers insight and assistance in the establishment of potential partnerships to effect positive change for the sector and the state.

Rebecca Arno, The Denver Foundation
Tillie Bishop, University of Colorado Board of Regents
Carolynn Bond, RE/MAX International
Steve Coffin, GBSM
Steve Corder, Kundinger, Corder & Engle, PC
Brigit Davis, The Helen K. & Arthur E. Johnson Foundation
Dixie Davis, Adoption Exchange
Michael Durkin, Mile High United Way
Kelly Felice, Center for Nonprofit Studies, Metropolitan State College of Denver
Jean Galloway, The Galloway Group
Mary Gittings Cronin, Piton Foundation
Steve Graham, Community Resource Center
Jim Hayes, World Festival Theatre
Carol Hedges, Colorado Center on Law and Policy
Dave Henninger, Bayaud Industries
Ann Hinkins, Ehrhardt, Keefe, Steiner & Hottman, PC
Jean Jones, Girl Scouts, Mile Hi Council
Katherine Pease, Katherine Pease & Associates
Jeff Pryor, Anschutz Family Foundation
Rich Rainaldi, CiviCore
Mike Roque, Denver Office of Strategic Partnerships
Ruth Ann Russell, Family Tree, Inc.
Eric Sondermann, Sondermann/E-Squared Partners, Inc.
Gully Stanford, College Access Network
Tony Tapia, Western Union Foundation
Elaine Torres, KCNC-TV Channel 4, Denver
Tracy Ulmer, Denver Newspaper Agency
Anne Warhover, Colorado Health Foundation
Anne Wenzel, Western Colorado Community Foundation
Roxane White, Denver Department of Human Services

Public Policy Committee

The Public Policy Committee provides expert advice on short- and long-term policy agendas for the Colorado Nonprofit Association by developing strategic responses to current local, state and federal legislation affecting nonprofits throughout the state. The committee identifies, monitors and assists with research on sector-wide nonprofit issues, as well as helping strengthen key relationships with public, private and nonprofit entities related to public policy in the community.

Richard Westfall, Esq., Hale Friesen, LLP, Chair
Stephen Block, Denver Options
Mary Boland, Archdiocesan Housing Committee, Inc.
Edie Busam, Aponté and Busam, Inc.
David Gies, Animal Assistance Foundation
Jim Hertel, Colorado Managed Care Newsletter
Toni Larson, Independent Higher Education of Colorado
Lonna Lindsay, The Children’s Hospital
Mary Robertson, United Way of Larimer County
Ken Santistevan, Denver Center for the Performing Arts
Jeremy Schupbach, Alliance
Gully Stanford, College Access Network
Brad Young, Former State Representative and Joint Budget Committee Chair

Marketing & Communications Committee

The Marketing & Communications Committee furthers the presence, professionalism and recognition of the Colorado Nonprofit Association throughout the state and broadens the public’s understanding of the value of the nonprofit sector. It assists Association staff by defining strategy and enhancing leveraging opportunities to increase name recognition, professional presence and acknowledged value of the organization throughout the state.

Jeanine Spellman, Úli Creative, LLC, Chair
Rebecca Arno, The Denver Foundation
Program Committee

The Program Committee advises the Association on the direction and content of all its programs related to education and professional development.

Kathleen Beatty, Graduate School of Public Affairs, University of Colorado at Denver, Chair
Colleen Colarelli, Girls Incorporated of Metro Denver
Denise Delgado, Rose Community Foundation and Young Nonprofit Professionals Network
Kelly Felice, Center for Nonprofit Studies, Metropolitan State College of Denver
Susan France, Bonfils-Stanton Foundation
Angel Gutierrez, YouthBiz, Inc.
Deborah Jordy, Colorado Business Committee for the Arts
Nancy Stalf, United Way of Mesa County
Lynne Telford, Center for Nonprofit Excellence
Gordan Thibedeau, United Way of Larimer County
Gaile Weisbly, Mile High United Way
Jesse Wolff, Community Shares

Finance Committee

The Finance Committee monitors ongoing financial operations, reviews internal accounting controls, and develops fiscal policies. The committee reviews the annual budget and oversees the annual audit process.

Juan Botello, Mile High United Way, Chair
Matt Cornwell, FirstBank of Colorado
Kirk Diefenbach, American National Bank
Sean Kneeland, FirstBank of Colorado
Lisa Meacham, Ehrhardt, Keefe, Steiner & Hottman, PC
Sue Mohrman, Warren Village, Inc.
Ryan Sells, Ehrhardt, Keefe, Steiner & Hottman, PC

Development Committee

The Development Committee provides leadership and oversight for all income-producing activities of the Association, including the development of immediate and long-range funding sources to support operations and special projects.

William Albrecht, Pathways Non-Profit Solutions
Jean Boswell-McSpadden, U.S. Olympic Committee
Robert “Bob” Brennan, Wachovia Bank/Foundation
Suzanne Connors, The Robert B. Sharp Company of Colorado
Tony DeNovelis, AAA Colorado
Kristin Donovan, The Daniels Fund

Corporate Development Task Force

The Corporate Development Task Force was designed to bring in experts from business and the corporate sponsorship arena to help focus the Association’s collateral and outreach efforts to enhance corporate partnerships. Much of this work was used as a base for the “Strengthening Business Partnerships” toolkit to be released in 2007.

Jean Boswell-McSpadden, U.S. Olympic Committee
Robert “Bob” Brennan, Wachovia Bank/Foundation
Ellen Brilliant, Ingvoldstad Consulting
Suzanne Connors, The Robert B. Sharp Company of Colorado
Teddi Davis, Xcel Energy
Lynette Dilbeck, AAA Colorado
Sara Donahue, Oppenheimer Funds
Paul Dunne, Inner City Health Center
Cliff Harald, Jones Knowledge
Debby Magures, Pinnacol Assurance
Cindy Parsons, Comcast
Lew Turner, Young Americans Center for Financial Education

Membership Task Force

The Membership Task Force was instituted as a short-term, board-driven committee to outline and detail the scope of member programs and services for the Association.

Susan France, Bonfils-Stanton Foundation
Angel Gutierrez, YouthBiz, Inc.
Carrie Nolan, National Multiple Sclerosis Society, Colorado Chapter
Katherine Peck, The Gill Foundation
David C. Russell, Jr., Pueblo Government Agencies
Federal Credit Union

Safety Committee

The Safety Committee meets quarterly to review the safety programs of, and implement safety strategies for, the Colorado Nonprofit Association Workers’ Compensation program.

Misty Howell, Regional Air Quality Council, Chair
Tony Alexis, Food Bank of the Rockies
Victoria Armstrong, Habitat for Humanity of Metro Denver
Chris Conrad, Consumer Credit Counseling Service of Denver
Sherry Edmond, Clinica Tepeyac
Margaret Fee, Girls Incorporated of Metro Denver
Cathy Hatfield, Jeffco Action Center
Joanne Hendryx, Denver Kids Inc.
Jo Ann Marsh, Warren Village
2006 Committees and Volunteer Leadership (continued)

Patrick McGill, Pinnacol Assurance
Susan Olson, Pinnacol Assurance
Sheila Ostdiek, Center for Work, Education and Employment
Barbara Shaw, Harrison Memorial Animal Hospital
Barbara Steiner-Renaldo, Developmental Disabilities Resource Center
Cynthia Wadle, Anchor Center for Blind Children
Dusty Willis, Colorado Clinical Guidelines Collaborative

Event Committees (ad hoc)

Colorado Nonprofit Association Awards Luncheon

William Funk Award for Building Community Selection Committee

The William Funk Award for Building Community Selection Committee reviews the nominations submitted for the William Funk Award and selects winners, based on specific criteria, to receive the awards at the Colorado Nonprofit Week Awards Luncheon.

William Funk
Lyonne Cleveland-Swanson, Horizons Specialized Services
Cheryl Hagstrom, LMC Community Foundation
David Henninger, Bayaud Industries, Inc.
Judy Ivan, Pueblo County Government
Jean Jones, Girl Scouts, Mile Hi Council
Katie Kramer, Boettcher Foundation
Marcie Moore-Gantz, Gay and Lesbian Fund for Colorado
R.J. Ross, Samaritan Institute
Don Schierling, Regis University

20th Anniversary Gala

This committee was developed to design all aspects of the 20th Anniversary Gala celebration for the Association, including theme, historical perspective, presenters, videography, outreach and logistics.

Don Childears, Colorado Bankers Association, Chair
Linda Childears, The Daniels Fund, Chair
Kristin Donovan, The Daniels Fund
Peter Droge, The Daniels Fund
Bo Peretto, The Daniels Fund

Gala Milestone Selection Committee

Rebecca Arno, The Denver Foundation
Don Childears, Colorado Bankers Association
Linda Childears, The Daniels Fund
Kristin Donovan, The Daniels Fund
Peter Droge, The Daniels Fund

Speaking of Dance

Gina Ferrari, Colorado Association of Funders
Susan France, Bonfils-Stanton Foundation
Steve Graham, Community Resource Center
Mary Anne Harvey, The Legal Center for People With Disabilities & Older People
David Henninger, Bayaud Industries
Melinda Higgs, Colorado Nonprofit Development Center
Deborah Jordy, Colorado Business Committee for the Arts
Sue Mohrman, Warren Village, Inc.
Tom Noel, University of Colorado at Denver
Jackie Norris, Metro Volunteers
Katherine Pease, Katherine Pease & Associates
Jeff Pryor, Anschutz Family Foundation
Jeanine Spellman, Uli Creative, LLC

Fall and Spring Conferences

Conference committees help develop conference content to provide a high level of educational opportunities. They help determine appropriate speakers and potential sponsors and exhibitors; assist in maximizing publicity for the events and encouraging attendance; and provide feedback about the conference that will help improve the event the following year.

Fall 2006 Conference

Kelly Felice, Center for Nonprofit Studies, Metropolitan State College of Denver
Denise Delgado, Rose Community Foundation and Young Nonprofit Professionals Network

Western Region Conference, Spring 2006, Grand Junction

Cliff Conley, St. Mary’s Hospital Foundation
Penny Frankhouser, Center for Enriched Communications
Judy Jepson-Hegge, Mesa County Valley School District 51
Rochelle Larson, Volunteer Jo Rosenquist, Western Colorado AIDS Project
Barbara Salogga, Hilltop Community Resources
Allison Sarro, Grand Junction Commission on Arts & Culture
Denise Smith, SHARE Colorado
Nancy Staff, United Way of Mesa County
Pat Verstraete, Mesa State College
Anne Wenzel, Western Colorado Community Foundation

Eastern Region Conference, Spring 2007, Pueblo (convened Fall 2006)

Midori Clark, Pueblo City-County Library District
Janet Fieldman, Pueblo Community Health Center Foundation
Mary Gunn, David and Lucile Packard Foundation
Dee Hiatt, Gay & Lesbian Fund for Colorado
Judy Ivan, Pueblo County Government
Doris Kester, Southern Colorado Community Foundation
Fran McClave, Pueblo County Government
Diane Porter, Pueblo Community College Foundation
Jeff Pryor, Anschutz Family Foundation
Desi Vial, Sangre de Cristo Arts & Conference Center
Cora Zaletel, Colorado State University at Pueblo
Photos, clockwise from left –
Denver Urban Ministries,
Jeffco Action Center,
Cottonwood Institute

2006 FINANCIAL REPORTING
2006 Financial Highlights
(January 1, 2006–December 31, 2006)

Highlights from the Consolidated Report
The Colorado Nonprofit Association demonstrated sound fiscal management and accountability measures in 2006, as shown in the audit, completed in May 2007 by Kundinger, Corder & Engle, PC. The financial statements displayed are consolidating statements that represent the Colorado Nonprofit Association, Citizen Action for Colorado Nonprofits (the Association's 501(c)(4) arm), and Nonprofit Resources, Inc. (the for-profit insurance agency owned by the Association). Highlights of note include –

- Total revenue increased 12 percent, from $1,994,180 to $2,240,972. This was largely due to additional revenue from the 20th Anniversary Gala and the Leadership Luncheon series, and an increase in commissions and royalties by Nonprofit Resources, Inc.
- Total assets increased 22 percent, from $1,025,898 to $1,253,245. This was due to an increase in contributions and accounts receivable.
- Net assets increased from $710,178 to $928,986. This included a $41,000 transfer to the board-designated reserve fund.
- Liabilities increased from $315,720 to $324,259. This was largely due to a shift in deferred membership revenue.

Highlights from the Colorado Nonprofit Association (Unconsolidated) Financial Report
While the Colorado Nonprofit Association is a membership organization, only 26 percent of its revenues are attributed to membership dues. Thirty-three percent are obtained as earned income resulting from training, conferences and special programs. Forty percent of 2006 revenues came from public sources. The Association's long-term goal is to distribute income generation more equitably by continuing to diversify funding sources.

Seventy-two percent of expenditures went to program services, 18 percent to administrative expenses – even as the Association continues a leadership role in speaking on behalf of and advocating for the sector.

The Colorado Nonprofit Association increased its budget and realized a substantial increase in revenues in 2006. Unrestricted net assets decreased by $77,520 in 2006, but temporarily restricted net assets increased nearly $152,000. This shift in net assets relates to restricted gifts that were used in the same fiscal year in 2005, but were carried into another year in 2006 (for the Colorado Generosity Project).

New activities caused an increase in current year total revenue. The 20th Anniversary Gala netted over $99,000. The Colorado Generosity Project brought in a total of $228,000, of which $65,000 is included in contributions receivable. The Leadership Luncheon series generated revenues of nearly $64,000. Expenses also increased for those same activities. Also of note is that nonprofit advocacy costs decreased in 2006 because a significant portion of the prior year's costs related to Referenda C&D promotion.
## Audited Financial Statements

**Colorado Nonprofit Association**  
Schedule — Consolidating Statement of Financial Position Information  
December 31, 2006

<table>
<thead>
<tr>
<th></th>
<th>Colorado Nonprofit Association</th>
<th>Citizen Action for Colorado Nonprofits</th>
<th>Nonprofit Resources, Inc.</th>
<th>Eliminations</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Assets:</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Cash and cash equivalents</td>
<td>$582,280</td>
<td>145</td>
<td>137,546</td>
<td></td>
<td>719,971</td>
</tr>
<tr>
<td>Accounts receivable, net</td>
<td>44,681</td>
<td>–</td>
<td>69,116</td>
<td></td>
<td>113,797</td>
</tr>
<tr>
<td>Contributions receivable</td>
<td>168,255</td>
<td>–</td>
<td>–</td>
<td></td>
<td>168,255</td>
</tr>
<tr>
<td>Prepaid expenses and other</td>
<td>9,429</td>
<td>–</td>
<td>24,371</td>
<td></td>
<td>33,800</td>
</tr>
<tr>
<td>Inventory</td>
<td>9,115</td>
<td>–</td>
<td>–</td>
<td></td>
<td>9,115</td>
</tr>
<tr>
<td>Investment in Nonprofit Resources, Inc.</td>
<td>216,077</td>
<td>–</td>
<td>– (216,077)</td>
<td></td>
<td>–</td>
</tr>
<tr>
<td>Insurance premium escrow</td>
<td>–</td>
<td>–</td>
<td>60,321</td>
<td></td>
<td>60,321</td>
</tr>
<tr>
<td>Furniture and equipment, net</td>
<td>91,390</td>
<td>–</td>
<td>56,596</td>
<td></td>
<td>147,986</td>
</tr>
<tr>
<td><strong>Total Assets</strong></td>
<td>$1,121,227</td>
<td>145</td>
<td>347,950</td>
<td>(216,077)</td>
<td>1,253,245</td>
</tr>
</tbody>
</table>

|                        |                                |                                       |                           |              |             |
| **Liabilities and Net Assets:** |                                |                                       |                           |              |             |
| Accounts payable       | $8,836                         | –                                     | 91,743                    |              | 100,579     |
| Accrued payroll expenses | 22,172                         | –                                     | 19,133                    |              | 41,305      |
| Deferred revenue       | 137,709                        | –                                     | –                         |              | 137,709     |
| Lease payable          | –                              | –                                     | 8,959                     |              | 8,959       |
| Note payable           | 23,669                         | –                                     | –                         |              | 23,669      |
| Deferred income tax liability | –                            | –                                     | 813                       |              | 813         |
| Deferred compensation  | –                              | –                                     | 11,225                    |              | 11,225      |
| **Total liabilities**  | 192,386                        | –                                     | 131,873                   |              | 324,259     |

| Common stock            | –                              | –                                     | 100                       | (100)        | –           |
| Retained earnings       | –                              | –                                     | 215,977                   | (215,977)    | –           |
| **Net assets:**         |                                |                                       |                           |              |             |
| **Unrestricted:**       |                                |                                       |                           |              |             |
| Undesignated           | 248,427                        | 145                                   | –                         |              | 248,572     |
| Designated             | 405,938                        |                                     | –                         |              | 405,938     |
| **Temporarily restricted** | 654,365                       | 145                                   | 216,077                   | (216,077)    | 654,510     |

| Temporary restricted    | 274,476                        |                                     | –                         |              | 274,476     |
| **Total net assets**   | $928,841                       | 145                                   | 216,077                   | (216,077)    | 928,886     |

| **Total Liabilities and Net Assets** | $1,121,227 | 145 | 347,950 | (216,077) | 1,253,245 |

(The complete Colorado Nonprofit Association 2006 Audit is available at [www.ColoradoNonprofits.org/about.cfm](http://www.ColoradoNonprofits.org/about.cfm))
### Colorado Nonprofit Association

**Schedule - Consolidating Statement of Activities**

**Year Ended December 31, 2006**

<table>
<thead>
<tr>
<th>Revenues, gains and support:</th>
<th>Unrestricted</th>
<th>Temporarily Restricted</th>
</tr>
</thead>
<tbody>
<tr>
<td>Contributions and grants</td>
<td>$179,860</td>
<td>273,000</td>
</tr>
<tr>
<td>Special event</td>
<td>208,248</td>
<td>–</td>
</tr>
<tr>
<td>Less cost of special event</td>
<td>(108,896)</td>
<td>–</td>
</tr>
<tr>
<td>Colorado Nonprofit Week</td>
<td>64,340</td>
<td>17,000</td>
</tr>
<tr>
<td>Seminars and workshops</td>
<td>79,878</td>
<td>10,000</td>
</tr>
<tr>
<td>Members’ support and dues</td>
<td>284,971</td>
<td>–</td>
</tr>
<tr>
<td>Conferences</td>
<td>142,233</td>
<td>10,000</td>
</tr>
<tr>
<td>Publication sales</td>
<td>25,622</td>
<td>–</td>
</tr>
<tr>
<td>Advertising and mailing lists</td>
<td>31,392</td>
<td>–</td>
</tr>
<tr>
<td>Commissions, royalties and fees for services</td>
<td>115,122</td>
<td>–</td>
</tr>
<tr>
<td>Equity in subsidiary net income</td>
<td>33,253</td>
<td>–</td>
</tr>
<tr>
<td>Interest income and other</td>
<td>19,860</td>
<td>–</td>
</tr>
<tr>
<td>Net assets released from restrictions</td>
<td>128,024</td>
<td>(128,024)</td>
</tr>
<tr>
<td><strong>Total revenues, gains and support</strong></td>
<td><strong>1,203,907</strong></td>
<td><strong>181,976</strong></td>
</tr>
</tbody>
</table>

| Expenditures:                  |               |                       |
| Program services:             |               |                       |
| Colorado Nonprofit Week       | 96,863        | –                      |
| Education programs            | 160,193       | –                      |
| Member services               | 211,102       | –                      |
| Conferences                   | 127,610       | –                      |
| Nonprofit advocacy            | 239,949       | –                      |
| Insurance services            | –             | –                      |
| **Total program services**    | **835,717**   | **–**                  |

| Supporting activities:        |               |                       |
| Management and general        | 209,513       | –                      |
| Fundraising                   | 120,177       | –                      |
| **Total supporting activities** | **329,690** | **–**                  |
| **Total expenditures**        | **1,165,407** | **–**                  |

| Change in net assets          | 38,500        | 181,976                |

| Net assets at beginning of year | 615,865 | 92,500 |

| Less dividend declared        | –             | –                      |

**Net assets at end of year**

|                | $654,365      | 274,476                |

(The complete Colorado Nonprofit Association 2006 Audit is available at www.ColoradoNonprofits.org/about.cfm.)
<table>
<thead>
<tr>
<th>Citizen Action for Nonprofits</th>
<th>Nonprofit Resources, Inc.</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>Unrestricted</td>
<td>Unrestricted</td>
<td>Eliminations</td>
</tr>
<tr>
<td></td>
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<td></td>
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<tr>
<td></td>
<td>920,945</td>
<td>(36,000)</td>
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<td></td>
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<tr>
<td></td>
<td>3,397</td>
<td></td>
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<tr>
<td></td>
<td>924,342</td>
<td>(69,253)</td>
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<td></td>
<td>607,319</td>
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<td></td>
<td></td>
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<tr>
<td>1,668</td>
<td>283,770</td>
<td>(36,000)</td>
</tr>
<tr>
<td></td>
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<tr>
<td>1,668</td>
<td>283,770</td>
<td>(36,000)</td>
</tr>
<tr>
<td>1,668</td>
<td>891,089</td>
<td>(36,000)</td>
</tr>
<tr>
<td>(1,668)</td>
<td>33,253</td>
<td>(33,253)</td>
</tr>
<tr>
<td>1,813</td>
<td>212,824</td>
<td>(212,824)</td>
</tr>
<tr>
<td></td>
<td>(30,000)</td>
<td>30,000</td>
</tr>
<tr>
<td>145</td>
<td>216,077</td>
<td>(216,077)</td>
</tr>
</tbody>
</table>
Donors and Sponsors

Major Supporters
The following contributors, all of whom have demonstrated a steadfast commitment to Colorado’s nonprofit sector, provided comprehensive, multi-year grants to the Colorado Nonprofit Association in 2006. Their generosity is also acknowledged below under specific events and programs supported.

- Anschutz Family Foundation
- Colorado Health Foundation
- Colorado Housing and Finance Authority
- The Daniels Fund
- The Denver Foundation
- El Pomar Foundation
- Gay & Lesbian Fund for Colorado
- The Janus Foundation
- LMC Community Foundation
- Pinnacol Assurance
- Qwest
- Rose Community Foundation

General Operating Support
Anschutz Family Foundation
Bonfils-Stanton Foundation
Bright Mountain Foundation
Colorado Health Foundation
Coloradoans for a Brighter Future
The Daniels Fund
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