From the Board Chair

Colorado Nonprofit Association continued to provide valuable services and exceptional resources to our members and the sector in 2010. Many of the economy related challenges continued to affect nonprofits during the year. We addressed these challenges by expanding our educational program offerings and communication opportunities.

Visiting Colorado communities and nonprofits throughout the state was one of our priorities and we accomplished this through our Strengthening Communities Fund grant, community forums and a Leadership Luncheon in Grand Junction. Colorado Nonprofit Association focused on bringing community leaders together to discuss the varied needs of each community and to offer opportunities for working together. We shared the importance of bringing elected officials up to speed on the successes and challenges faced by their local nonprofits and how elected officials and nonprofits can work hand-in-hand to strengthen communities.

Generosity was also a key priority for Colorado Nonprofit Association. We held the first C(3) Forum bringing together funders and nonprofits to discuss community needs and how funders and nonprofits could and should work together to address these needs. We also started phase two of the Colorado Generosity Project, which led to a contract with a consulting firm, SE2, and initial plans for donor research to inform nonprofits about donor attitudes toward giving and understanding key messages that might resonate with donors. We also began updating Principles & Practices for Nonprofit Excellence in Colorado – second edition released in 2011. This guide is a resource to assist nonprofits in improving accountability and transparency.

Public policy is a continual focus for Colorado Nonprofit Association staff and board. We hosted our first Gubernatorial Candidate Forum at the 2010 Fall Conference & Exhibition. We also took a lead role in helping defeat Amendments 60, 61 and Proposition 101, which could have had harmful consequences on the nonprofit sector.

We look forward to partnering with you to continue serving nonprofits and strengthening our communities.

Juan Botello
Director of Finance and Operations, Graland Country Day School
Chair, Colorado Nonprofit Association Board of Directors

From the President and CEO

In 2010 the dedicated staff of Colorado Nonprofit Association provided innovative and relevant resources to nonprofit organizations across Colorado. Colorado Nonprofit Association’s accomplishments were made possible by the guidance of our Board of Directors, the support of our growing membership, and the generosity of our foundation and corporate donors.

A turbulent economy and changing government policies continue to place great demands on nonprofit organizations and challenge the sector’s resiliency. Colorado Nonprofit Association will lead, serve and strengthen the nonprofit sector by:

- **Nonprofit Capacity Building and Workforce Development.** We will offer relevant educational programs, information sharing opportunities, online resources, and cost saving measures to ensure nonprofits thrive in the dynamic economic environment. We will work to grow the sector’s ability to attract and retain the most talented workforce and to smoothly transition leadership.

- **Increasing Generosity.** Most Coloradans believe in the value of charitable giving and make donations to nonprofits. A donor’s personal connection to a nonprofit or a cause is the predominant factor in one’s decision to give. We will assist nonprofits to increase their connections with potential donors through specialized training programs and heightening community awareness of what nonprofits organizations do. Increased charitable giving is vital to the sector’s future.

- **Effectively Engaging Trusted Nonprofit Voices.** Because they form wide nonpartisan networks through their boards, donors, volunteers, constituents and partnerships, nonprofits are trusted community voices. As such, nonprofits can effectively influence key policy decisions that impact our organizations and constituencies. Colorado voters, who will decide key fiscal issues, will turn to trusted voices. We will encourage and support nonprofit advocacy.

- **Member and Nonprofit Engagement.** To ensure the relevancy and value of our initiatives and programs, we will reach out and listen to your concerns.

As we celebrate our 25th anniversary in 2011, Colorado Nonprofit Association remains optimistic about the future and determined to strengthen Colorado’s nonprofits.

Renny Fagan
President and CEO, Colorado Nonprofit Association
## Annual Report 2010

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Cover Photos (clockwise from upper left): Bessie’s Hope, Blue Knights Drum and Bugle Corps, Community Sailing of Colorado, Warren Village (Photo by Joan Hill), and W.O.L.F. Sanctuary.
Colorado Nonprofit Association continued to achieve significant goals on behalf of Colorado’s nonprofit sector in 2010. Each department delivered on a tremendous quantity of programs and services of superior quality to organizations and individuals across the state to better serve the nonprofit sector. Here are some of the year’s highlights.

- The 2010 edition of the biennial Colorado Nonprofit Salary & Benefits Survey includes salaries based on data from more than 400 organizations and a wide range of employee benefits to aid nonprofit employers create affordable and attractive environments to support and retain employees.

- We partnered with Colorado Association of Funders and Community Resource Center to host the first C(3) Forum at University of Denver. Three-hundred-fifty people came together for a chance to dialogue between nonprofits and funders regarding areas of service and specific topics regarding funding (p. 7).

- The 2010 Colorado Nonprofit Week Awards Luncheon drew more than 750 attendees and featured remarks from former Denver Mayor John Hickenlooper, Secretary of State Bernie Buescher and Colorado Chief Operating Officer Don Elliman (p. 7).

- Attendees rated the 18th annual Fall Conference & Exhibition 4.24 out of 5. The lunch plenaries on both days were very popular: gubernatorial candidate forum featuring Hickenlooper and Dan Maes, and keynote presentation on strategic communications from Kristin Grimm of Spitfire Strategies. More than 675 people attended and 55 exhibitors participated (p. 7).

- Grand Junction hosted our first Leadership Luncheon outside the Denver Metro area. Social Media and Online Giving was the topic, led by Holly Ross, executive director of Nonprofit Technology Network (p. 7).

- After our Board of Directors voted to oppose Amendments 60, 61 and Proposition 101 Colorado Nonprofit Association utilized opposition campaign materials to develop communication messages for nonprofits to help defeat the three ballot measures (p. 9).
We worked with Rep. Ferrandino and Sen. Morse to ensure the passage of HB 10-1010. This new law allows state agencies to enter into public private initiatives with nonprofits and to accept unsolicited proposals from nonprofits to deliver public services (p. 8).

We initiated the Fiscal Education Network with the Colorado Reform Roundtable to educate nonprofits about the ramifications of current fiscal policy in Colorado and the need for fiscal solutions (p. 9).

Our membership reached its highest level, closing the year with 1,321 nonprofit members (p. 4)!

The Colorado Nonprofit Pro Bono Legal Group successfully placed 73 business transactional legal requests of 501(c)(3) nonprofits since the initiative’s start in May 2009 (p. 4).

We began providing assistance to seven Colorado nonprofit communities in meeting the challenges of the downturned economy through the 2009 awarded Strengthening Communities Fund grant funded by the American Recovery and Reinvestment Act (p. 10).

Colorado Nonprofit Association is extremely grateful for the organizations with which we collaborated and the volunteers with whom we worked throughout the year in order to achieve our goals. We are also very thankful for the foundations and businesses, and of course, the member organizations that supported the important work of Colorado Nonprofit Association.
With nonprofit membership steady throughout 2010, Colorado Nonprofit Association reached its highest membership level, closing the year with 1,321 nonprofit members!

While increasing the number of organizations Colorado Nonprofit Association serves, we put in place many new initiatives and benefits in 2010. They include the following.

**Sampling Colorado Nonprofit Association** – Through cross-department collaboration Colorado Nonprofit Association implemented the Association Sampler – a free training on social media with a free Member Benefit Review. We held Association Samplers in areas outside the Denver metro area in 2010 – with the specific purpose to grow membership in these areas.

**Electronic Renewal System** – Colorado Nonprofit Association implemented its first electronic renewal system, allowing members to receive their first two renewal notices electronically with personalized webpages. The electronic renewal system allows members to update their information and renew online, saving time, postage and paper.

**Member News Bulletin** – To reduce the number of emails Colorado Nonprofit Association sends to members but to still keep members up-to-date on Colorado Nonprofit Association activities and opportunities, we began publishing a monthly electronic newsletter – Colorado Nonprofit Association Member News Bulletin. This e-newsletter has been well-received with a high open rate.

**Member Since** – Many of our members are proud to say they are Colorado Nonprofit Association members – and in 2010 we made it easier for them. We provide all Colorado Nonprofit Association nonprofit and business members with “proud member since” logos that may be published in their print and electronic communications.

**Pro Bono Legal Services** – The Colorado Nonprofit Pro Bono Legal Group successfully placed 73 business transactional legal requests of 501(c)(3) nonprofits since the initiative began in May 2009. Colorado Nonprofit Association’s two partners, Colorado Lawyers Committee (CLC) and ProBonoUSA, had an average direct placement success rate of 78 percent.

As a membership based organization, Colorado Nonprofit Association remains committed to its priority to expand the services, products, and educational programs that allow nonprofits to do their work effectively and efficiently.
The Benefits of Membership

Colorado Nonprofit Association members have a myriad of benefits available to them.

Insurance Products

Nonprofit Resources, our wholly-owned for profit insurance subsidiary, provides easy access to insurance products for Colorado Nonprofit Association nonprofit members. Nonprofit Resources is the only brokerage firm in Colorado dedicated exclusively to understanding and servicing the specific nonprofit insurance needs. Nonprofit Resources’ insurance professionals have the knowledge and expertise to help nonprofits choose the products that offer the protection they need. Offerings include:

- Directors & Officers
- General Liability
- Sexual Abuse & Molestation Liability
- Professional Liability
- Property
- Workers’ Compensation
- Volunteer Accident
- Commercial Auto
- Employee Benefits
- Unemployment Services Trust

For more information on Nonprofit Resources see Page 19.

Online Resources

Career Center

The Nonprofit Job Board remains one of the most popular features on Colorado Nonprofit Association’s website, receiving more than 29,894 hits per week—up more than 17 percent from 2009. Reflecting a recovering economy, the number of nonprofit job postings increased by 34 percent with 3,496 in 2010 compared to 2,598 last year.

The Internship Board postings increased from 161 in 2009 to 171 in 2010.

The Resume Board postings showed an increase of 30 percent with 130 resume postings this year.

Nonprofit Events Calendar

The Nonprofit Events Calendar continues to be a popular place to post nonprofit fundraising, educational and celebratory events. In 2010 the Nonprofit Events Calendar postings decreased slightly to 500 events posted, compared to 564 last year.

GenerousColorado.org

The Generous Colorado website educates the public on the importance of giving and serves a resource on philanthropy and giving portals to engage Coloradans in philanthropy.

Business Member Search

The online Business Member Search makes it easy to find products and services offered by Colorado Nonprofit Association business members. These businesses have the desire and experience to work with nonprofit organizations, and many of them offer discount rates to nonprofits.

Listserv

The listserv is an email exchange of information and ideas between nonprofit colleagues, business and individual members. This year the listserv continued to grow to serve a net of 676 subscribers, up nearly 50 subscribers from 2009.

Informational Services

Keeping our members up-to-date on the latest news and critical sectorwide topics is important. Two of the most popular and informative services Colorado Nonprofit Association offers are:

Nonprofit Colorado

Published bimonthly and distributed to 2,100 members statewide, Nonprofit Colorado is read by nonprofits, businesses, individuals and public officials. Providing pertinent information on current nonprofit issues, the newsletter is one of the most effective ways for contributors and advertisers to gain exposure across the nonprofit sector.

Nonprofit Help Desk

Colorado Nonprofit Association’s Nonprofit Help Desk assists nonprofit professionals, members and nonmembers alike, across the state get the advice and resources they need to manage and govern their organizations effectively. The Help Desk received more than 400 direct requests for assistance in 2010. Additionally, the Help Desk publishes a Help Desk FAQ column in Nonprofit Colorado.
Colorado Nonprofit Association remains committed to offering the highest quality educational programming in Denver, across the state and online. We are pleased to partner with numerous experts from the nonprofit community to offer a wide variety of trainings and webinars year-round. Popular topics in 2010 included social media, fundraising and communications. Interactive and fast-paced, our professional development programs are designed to meet the needs of busy nonprofit professionals.

**Educational Programs in 2010**

Colorado Nonprofit Association held 40 trainings across the state. Nearly 900 individuals participated in these sessions with the average attendance increasing 27 percent compared to 2009. The Colorado Generosity Project and Principles & Practices training, “Cultivating Individual Donors” was particularly popular and highly rated by participants. A summer highlight included, “New Rules from Corporate Sponsorship” presented by The Sponsorship Network. Two sessions were held to accommodate attendees along with a webinar.

“[New Rules for Corporate Sponsorship] training, which has already earned our agency a $5,000 sponsor and an amazing speaker that should take our fall luncheon to the next level. It was the best session I ever attended, with concrete information I am already effectively using.” – Lisa Hamm-Greenawalt, Parental Pathways

Interest also continued in social media trainings. Colorado Nonprofit Association hosted on-site trainings and a webinar with a local marketing agency, fiveseed, for nonprofits in the Denver metro area. Attendees from around the state attended a webinar specifically designed for those new to Facebook.

“The Connections, Conversations and Causes: How to Leverage Social Media training was inspiring and insightful. I now have a call to action and some goals set so that we can engage in new ways. I thank Rosie for her intuitive suggestions on effective use of social media. Thank you to Colorado Nonprofit Association as well for delivering meaningful trainings for nonprofit professionals.” – Brittany Winkfield, Denver Metro Chamber Leadership Foundation

Colorado Nonprofit Association developed a new professional development program in partnership with CausePlanet, entitled **Fast Food for Thought**. Designed with busy nonprofit leaders in mind, this new professional development opportunity combines a traditional training session, book review and networking meeting into one productive hour. The program allows for nonprofit professionals to read and discuss new books of importance to the sector, helping to assimilate the information and determine ways to implement those ideas in their organizations.

**Training Collaborative**

Colorado Nonprofit Association participated in its fourth year of the Training Collaborative with Metro Volunteers and Community Resource Center (CRC). The three organizations continued their efforts collectively to minimize duplication of professional development offerings and to improve communications. The groups continued to meet quarterly to coordinate their programs, offering the community better options. The **Colorado Nonprofit Training Guide**, a comprehensive list of the trainings offered by the three organizations, releases quarterly via email to more than 10,000 contacts.

**Summer Social Media Conference**

Colorado Nonprofit Association was pleased to partner with Colorado Association of Funders, The Colorado Trust, The Colorado Health Foundation and Gay & Lesbian Fund to host Effective Strategies for Social Media in August at University of Denver.

“[The Networked Nonprofit] Beth Kanter led the conference. A nationally recognized speaker and author of The Networked Nonprofit, Beth offered tremendous insight to the more than 250 individuals who attended. Afternoon breakout sessions led by local experts covered a variety of topics including digital storytelling, actionable listening, blogging, Twitter, Facebook and social media 101. Many participants live tweeted the conference and it became the trending topic in Denver for the week.
Colorado Nonprofit Week Awards Luncheon

To conclude Colorado Nonprofit Week, Colorado Nonprofit Association hosted the 2010 Colorado Nonprofit Week Awards Luncheon in March at the Denver Marriott City Center. The 15th annual event was well received, drawing more than 750 attendees and featured remarks from former Denver Mayor John Hickenlooper, former Secretary of State Bernie Buescher, and Colorado Chief Operating Officer Don Elliman.

We honored six outstanding awardees for their exemplary service to their communities and the nonprofit sector. David Burgess of CHARG Resource Center and Paulette Church of Durango Adult Education Center each received the William Funk Award for Building Stronger Communities. The Steve Graham Award for Building Nonprofit Capacity went to Cathy Robbins of El Pomar Foundation. Sen. Maryanne (Moe) Keller was recognized with the Public Service Lifetime Achievement Award, and Rep. Dianne Primavera accepted the Legislator of the Year Award.

To recognize the role of media for its work in connecting the public with the nonprofit sector and its good works, Colorado Nonprofit Association established the Excellence in Media Award. Comcast received the inaugural award.

Fall Conference & Exhibition

Colorado Nonprofit Association’s 18th annual Fall Conference & Exhibition at the Sheraton Downtown Denver Hotel was successful and well received by attendees, presenters and exhibitors. Attendees rated the conference itself on average 4.24 out of 5. Hosting 675 attendees, the two-day event included 64 educational sessions, 68 consultants in Consultants’ Corner and 55 exhibitors. The keynote lunch plenaries on both days were very popular. Thursday’s plenary featured our first Colorado Gubernatorial Candidate Forum where former Denver Mayor Hickenlooper and Dan Maes shared their views on issues that matter to nonprofits and communities (see Page 9). Kristen Grimm from Spitfire Strategies gave a dynamic presentation on Friday on strengthening organizations through strategic communications.

Leadership Luncheons

Colorado Nonprofit Association continued to host working sessions to create opportunities for dialogue and collaboration among nonprofit and community leaders concerning the most critical issues facing the nonprofit sector. The fifth year of our Leadership Series remained well received and well attended with four Leadership Luncheons.

The February Leadership Luncheon, NonprofitNext: Five Trends Transforming the Future of the Nonprofit Sector, featured keynote speaker David La Piana and drew nearly 250 attendees. Participants rated the event 4.5 out of 5 overall, and 94 percent said it met or exceeded their expectations. They found the program "innovative and relevant," and overwhelmingly named the keynote and table discussions as the most valuable parts of the program.

Heather McLeod Grant, co-author of Forces for Good: The Six Practices of High-Impact Nonprofits, presented at the May Leadership Luncheon. The more than 250 participants rated the keynote presentation 4.6 out of 5.

In September, Colorado Nonprofit Association traveled to Grand Junction to host the first Leadership Luncheon outside the Denver metro area. The topic was Social Media and Online Giving and featured Holly Ross, executive director of the Nonprofit Technology Network and the keynote speaker at the 2009 Leadership Luncheon on the same topic. The event drew more than 80 attendees and was extremely well received.

C(3) Forum

In July, Colorado Nonprofit Association partnered with Colorado Association of Funders and Community Resource Center to host at University of Denver the inaugural C(3) Forum. This full-day event is designed to strengthen relationships among nonprofits and funders, encourage dialogue and increase understanding about the grantmaking process. Registration for the event reached the maximum capacity of 350 attendees very quickly. Breakout sessions took place in the morning to provide opportunity for dialogue between nonprofits and funders regarding different areas of service, while the afternoon sessions focused on specific topics regarding funding. The lunch featured a brief panel discussion moderated by Sharon Knight, featuring Tom Downey, City of Denver, David Henninger, Bayaud Enterprises, and Dorothy Horrell, Bonfils-Stanton Foundation.
Colorado Nonprofit Association, forging its most ambitious year to date in the public policy realm, developed three ideas for bills to run in the 2010 session of the Colorado General Assembly. We also worked in state and federal coalitions to support nonprofits as employers and leaders in their communities.

2010 Legislative Agenda

Colorado Nonprofit Association’s Public Policy Committee met over the 2009 summer to develop ideas for potential legislation during the 2010 legislative session. Based on these meetings, Colorado Nonprofit Association explored ideas for encouraging charitable giving, fostering nonprofit job creation, preventing future job loss, and facilitating contracts with state government (the following bills resulted from this process).

Public Private Initiatives


HB 10-1010 became law in 2010, allowing state agencies to enter into public private initiatives with nonprofits and to accept unsolicited proposals from nonprofits to deliver public services. Following the bill’s passage, Colorado Nonprofit Association drafted model guidelines for state agencies to use in implementing this program. Some agencies including Colorado Department of Human Services have already adapted them for their use.

Making the State Charitable Deduction for Non-itemizers Permanent

Making the State Charitable Deduction for Non-itemizers Permanent (SB 10-212) – signed by former Gov. Ritter

Initially Rep. Christine Scanlan and Sen. Shawn Mitchell signed on to sponsor a bill to make the state non-itemizer deduction statute permanent. After discussions with legislative attorneys the statute had already been made permanent in 2005 contrary to Colorado Nonprofit Association’s prior understanding. Our lobbying team also had language added to a related bill (SB 10-212) to further clarify that the deduction is permanent.

Nonprofit Job Creation Bill Postponed Indefinitely


2009 legislation to award tax credits to businesses that create jobs did not include nonprofit employers. Drafted in response – HB 10-1280 would award a 25 percent tax credit for private contributions to help nonprofits create new jobs or recover lost ones. As a pilot program the credit would have been in effect for five years and limited to no more than $1 million of awarded credits per year. Eligible jobs would have to pay at least $12 an hour or $24,000 per year. HB 10-1280 would have created a valuable incentive for taxpayers to help nonprofits raise the funds for adding or recovering jobs. Given that this incentive would have required the state to invest $1 million of revenue per year, the budget shortfall made it difficult for legislators to choose to support this bill.

Working in State and Federal Coalitions on Public Policy

Nonprofits are both major employers and leaders in the communities they serve, and Colorado Nonprofit Association worked with coalitions at the state and federal levels to respond to legislation that would affect how nonprofits play these roles in their communities.
Defeat of Amendments 60, 61 and Proposition 101

Amendments 60, 61 and Proposition 101 were statewide ballot measures that would have impacted public services in communities throughout Colorado by reducing state and local funding for schools, roads and bridges, financing public infrastructure projects and telecommunications. Seven hundred fifty organizations, including more than 135 nonprofits, opposed these changes to their communities and endorsed the opposition campaign led by Coloradans for Responsible Reform. In support of the campaign, Colorado Nonprofit Association developed communications messages for nonprofits, posted information on the website, contacted member organizations through email and phone calls, and sent a letter to nearly 4,000 nonprofits urging defeat. Voters defeated 60 by 75 percent, 61 by 73 percent, and Proposition 101 by 68 percent.

Tax Credit for Nonprofit Employers in the Patient Protection and Affordable Care Act

We contacted Colorado’s Congressional delegation to ensure federal health care reform legislation allowed nonprofits to benefit from tax credits to help small employers purchase insurance coverage. Previously the legislation only contained income tax credits and would not benefit tax exempt entities. Colorado Nonprofit Association joined with several other state associations to support efforts by National Council of Nonprofits and Independent Sector to ensure nonprofits could enjoy comparable assistance to their for profit counterparts.

Member Engagement in Public Policy

2010 brought new efforts to engage members in Colorado Nonprofit Association policy work and public policy in general (these included the following).

Gubernatorial Candidate Forum

Colorado Nonprofit Association held its first candidate forum at the 2010 Fall Conference & Exhibition – featuring former Denver Mayor John Hickenlooper and Dan Maes. The Public Policy Committee gave advice on the format and helped formulate questions for the candidates (see Page 7).

Public Policy Forum

We replaced the Government Relations Forum (which met monthly during the legislative session for many years at the State Capitol) with the Public Policy Forum. More than 50 organizations currently participate in this statewide advisory body to Colorado Nonprofit Association. The Forum has given helpful feedback for our future legislative agendas and on bills currently before the legislature.

Fiscal Education Network

Colorado Nonprofit Association initiated a project in conjunction with the Colorado Reform Roundtable to educate nonprofits on Colorado’s severe budget challenges and help them lead community based conversations on possible solutions.
Throughout 2010 Colorado Nonprofit Association maintained pursuit to assist the state’s nonprofits during the downturned economy. Through the 2009 awarded Strengthening Communities Fund two-year grant funded by the American Recovery and Reinvestment Act (ARRA), we began providing assistance to seven Colorado nonprofit communities. The purpose of this grant is to assist nonprofits strengthen their working relationships with government and to build their own capacity to address economic recovery issues in their communities. Colorado Nonprofit Association focused activities on regions of the state with higher unemployment rates: Weld, El Paso, Pueblo, Montezuma, Montrose, Mesa and the San Luis Valley counties. We joined with Denver Office of Strategic Partnerships (DOSP), who offered grant related services to nonprofits in Denver.

Colorado Nonprofit Association and DOSP provided several types of services. Colorado Nonprofit Association established and maintained an Economic Recovery web page and periodically posted ARRA grant opportunities that were available to nonprofits, and began work on creating a nonprofit GIS map to launch in 2011 as an online resource to easily locate Colorado nonprofits and identify overlap and gaps in services.

Training
Colorado Nonprofit Association developed and presented curriculum to build nonprofits’ ability to be effective. Below are the training topics and numbers of participating organizations,

- Grant/Contract Administration (127)
- Working with Government Officials (113)
- Board Member Responsibilities and Governance (28)

Colorado Nonprofit Association also hosted webinars on the first three training titles (attended by 94 individuals from 58 organizations). DOSP offered trainings to 213 organizations from the nonprofit and government sectors.

Community Forums
To enhance communication and a shared community vision, Colorado Nonprofit Association held community forums for nonprofits and government officials to discuss community needs and how the sectors could address these needs together. Because the existing nonprofit/government relationships are different in each community, we began our planning by convening focus groups of nonprofit and government leaders in each of the seven communities. We convened ARRA funded roundtable events in the San Luis Valley as well as Pueblo, El Paso, Mesa and Weld counties, and two additional forums that were funded with general operating funds in Larimer and La Plata counties.

Technical Assistance
In 2010 Colorado Nonprofit Association identified 10 organizations for which to provide at least 20 hours of technical assistance for a variety of needs. With 78 hours completed, we finished initial intake with all organizations, began work with several, and started the analysis and design phase for others. Through contract DOSP will provide 30 hours of technical assistance to 20 nonprofits over the two-year grant period. They identified 12 organizations for technical assistance, completed intake assessments on each of them, and delivered more than 82 hours of technical assistance by year-end in the areas of financial management, strategic planning, partnership and governance.
2010 Board, Committees and Volunteer Leadership

Board of Directors
Juan Botello, Graland Country Day School, Board Chair
Rebecca Arno, The Denver Foundation, Board Vice Chair
Bruce Atchison, Colorado Early Learning Partnership
Tom Downey, Excise & Licenses, City of Denver
Cynthia Evans, retired, University of Northern Colorado Monfort School of Business
Susan France, Bonfils-Stanton Foundation
Sonya Garcia Ulibarri, YouthBiz
Mary Anne Harvey, The Legal Center for People With Disabilities and Older People
Lucille Johnson, The Center for African American Health
Noreen Keleshian, Cancer Support Community of Colorado
Monique Lovato, Xcel Energy
Elaine Mariner, Colorado Creative Industries
Rich Martinez, Young Americans Center for Financial Education
Lydia McCoy, Partners in Nonprofit Success
Lisa Meacham, Ehrhardt Keefe Steiner & Hottman (EKS&H), Board Treasurer
Frances Owens, Galloway Group
Katherine Peck, Gill Foundation
Kevin Seggelke, Food Bank of the Rockies, Board Secretary
Tim Walsworth, United Way of Southwest Colorado
Brad Young, RX Plus Pharmacies

Leadership Advisory Committee
John Arigoni, Boys & Girls Club of Metro Denver
JoAnne Bennett, BKD CPAs & Advisors
Tillie Bishop, University of Colorado Board of Regents
Jim Chavez, Latin American Educational Foundation
Steve Corder, Kundinger, Corder & Engle, P.C.
Jen Darling, The Children’s Hospital Foundation
Kelly Felice, Center for Nonprofit Studies Metropolitan State College of Denver
Jennifer Freeman, Colorado Youth Corp Association
Andrea Fulton, Denver Art Museum
Jean Galloway, Galloway Group
Giovanni V. Greco, American Red Cross, Mile High Chapter
Carol Hedges, Colorado Center on Law and Policy
David Henninger, Bayaud Enterprises
Ann Hinkins, Ehrhardt, Keefe, Steiner & Hottman, P.C. (EKS&H)
Steve Honeycutt, Elitch Gardens
Tracy Jenkins Winchester, CoLours TV
Deborah Jordy, Colorado Business Committee for the Arts
Christine Marquez-Hudson, Mi Casa Resource Center for Women
Sue Mohrman, retired, Warren Village
Carrie H. Nolan, National Multiple Sclerosis Society, Colorado Chapter
Jeff Pryor, Pathfinder Solutions
Ric Rainaldi, CiviCore
Karla Raines, Corona Insights
Kevin Raines, Corona Insights
Mike Roque, Denver Office of Strategic Partnerships
Ashley Shuyler, Africaid
Eric Sondermann, SE2
Kristin Stork, The Denver Post
Tony Tapia, Western Union Foundation
Kristin Todd, Daniels Fund
Elaine Torres, NEWS4 – CBS TV
Tracy Ulmer, The Denver Post
Dixie Van De Flier Davis, Adoption Exchange
Mike Yankovich, The Children’s Museum of Denver

Colorado Nonprofit Association Leaders Luncheon: (left to right) Art Hogling (former board chair), Renny Fagan (president and CEO), Barbara Shaw (former president and CEO), Susan France (former board chair), Charley Shimanski (former president and CEO), Mary Anne Harvey (former board chair), Ruth Ann Russell (former board chair), Juan Botello (board chair), Dennis Kennedy (former board chair), and Rita McCoy (former board chair)
2010 Board, Committees and Volunteer Leadership (continued)

Finance and Audit Committee
Dori Eggett, Ehrhardt Keefe Steiner & Hottman (EKS&H)
Jason Everett, Molson Coors
Julie Lerudis, Boettcher Foundation
Rich Martinez, Young Americans Center for Financial Education
Lisa Meacham, Ehrhardt Keefe Steiner & Hottman (EKS&H)
Alex Thorn, TIAA CREF

Membership Task Force
Katie Erickson
John Josephson, K.I.S.S. Business Solutions, LLC
Greg Kalkwarf, BKD CPAs & Advisors
Doris Kester, Southern Colorado Community Foundation
Jody McNerney, BBVA Compass Bank
Linda Perez-Sprague
Sally Walker, Kids in Need of Dentistry
Matt Wasserman, University of Colorado Foundation – Denver
Marci Whitman, Boomerang Marketing
Ona Wigginton, Judi’s House

Public Policy Committee
Bruce Atchison, Colorado Early Learning Partnership
Rich Audsley
Patti Bennett, Colorado Youth at Risk
Stephen Block, Denver Options
Edie Busam, Aponte & Busam
Carmen Carrillo, Denver Department of Human Services
Kippi Claussen, Mile High United Way
Tom Downey, Excise & Licenses, City of Denver
Lon Erwin, Community Foundation Serving Southwest Colorado
Amanda Foster, Quest
Sonya Garcia Ulbricht, Youthbiz
Mark Graham, The Rise School of Denver
Jane Hansberry, Think 360 Arts Complete Education
Mary Anne Harvey, The Legal Center for People with Disabilities and Older People
Noreen Keleshian, Cancer Support Community Colorado
Joanne Kelley, Colorado Association of Funders
Tony Larson, Independent Higher Education of Colorado
Cami Learned, CCB Partners
Elaine Mariner, Colorado Creative Industries
Lydia McCoy, Partners in Nonprofit Success
Glenna Norvelle, Denver Kids
Marijo Rymer, The Arc of Colorado
Ken Santistevan, Denver Public Schools
Dave Stalls, Big Brothers Big Sisters of Colorado
Jeremy Schupbach, Alliance
Kristin Todd, Daniels Fund
Heidi Van Huysen, Children’s Hospital Colorado
Randy Weeks, Denver Center for the Performing Arts
Richard Westfall, Hale Westfall
Brad Young, RX Plus Pharmacies

Colorado Generosity Project Communications Task Force
John Arigoni, Boys and Girls Club of Metro Denver
Rebecca Arno, The Denver Foundation
Ellen Brilliant, Apex Strategies
Kezia Carroll, Mobile Citizen
Leanna Clark, IMA Financial Group
Peter Droge, Daniels Fund
Pecanne Eby, Brand Mentoring
Patricia Everett, The Gill Foundation
Susan France, Bonfils-Stanton Foundation
Andrea Fulton, Denver Art Museum
Mike Jackson, Community First Foundation
Phil Nash
Eric Sondermann, SE2
Robert Thompson
Elaine Torres, NEWS4 – CBS TV
Sarah Vermillion, First Nations Development Institute

Community Partners
Ray Caraway, Community Foundation of Northern Colorado
Lon Erwin, Community Foundation Serving Southwest Colorado
Mary Gunn, The David and Lucile Packard Foundation
Melanie Hall, Montrose Community Foundation
Julie Hinkson, United Way of Mesa County
Doris Kester, Southern Colorado Community Foundation
Judy Knapp, The Community Foundation Serving Greeley and Weld County
Ashley Lopes, Tu Casa
Missy Miller, School Community Youth Coalition
Julie Morecaci, Boys & Girls Clubs of San Luis Valley
Dave Somers, Center for Nonprofit Excellence
Gordon Thibedeau, United Way of Larimer County
Jeannine Truswell, United Way of Weld County
Tim Walsworth, United Way of Southwest Colorado
Anne Wenzel, Western Colorado Community Foundation

Safety Committee
Stephanie Drelling, Colorado I Have a Dream Partnership
Jean Garrison, St. Francis Center
Misty Howell, Regional Air Quality Control
Mary Kennedy, Envision, Creative Support for People With Developmental Disabilities
Krissandra Panting, Dominican Sisters Home Health Agency of Denver
Cynthia Wadle, Anchor Center for Blind Children

Rocky Mountain MS Center
Highlights from the Consolidated Report

- Contributions receivable decreased from $212,185 in 2009 to $200,560 in 2010, primarily due to receipt of time restricted contributions related to the general operating.

- Membership dues income increased from $444,959 in 2009 to $448,670 in 2010, primarily due to the timing of membership renewals and the gain of new organizations.

- Accounts payable decreased from $33,015 in 2009 to $31,630 in 2010. The decrease is due to a refinement of normal operating procedures by allowing payment to vendors in a timely manner.

- Nonprofit Resources had a net gain of $21,525 for the year. The results are from controlling expenses in 2010.

Key nonprofit ratios for Colorado Nonprofit Association (only):
- Administration and Fundraising compared to total revenue in 2010: $331,892 / $1,475,367 = 23%
- Administration alone compared to total revenue in 2010: $309,095 / $1,475,367 = 21% (Overhead spending of less than 25 percent of total spending is considered acceptable.)

Highlights from the Unconsolidated Report

While Colorado Nonprofit Association is a membership organization, 28 percent of its revenues are attributable to membership dues. Thirty-four percent is obtained as earned income resulting from training, conferences and special programs. Thirty-six percent of 2010 revenues came from public sources and 2 percent is from interest income and dividends. Colorado Nonprofit Association’s long-term goal is to distribute income generation across these revenue sources, which have been nearly accomplished, and to continue funding strategies.

Seventy-seven percent of expenditures went to program services, 21 percent to administrative and two percent to fundraising expenses — even as Colorado Nonprofit Association increased its leadership role in speaking on behalf of and advocating for the sector.

Colorado Nonprofit Association demonstrated sound fiscal management and accountability measures in 2010, as shown in the audit completed in April 2011 by BKD LLP. The financial statements shown are consolidating statements that represent Colorado Nonprofit Association, Citizen Action for Colorado Nonprofits (Colorado Nonprofit Association’s 501(c)(4) arm), and Nonprofit Resources (the for-profit insurance agency owned by Colorado Nonprofit Association).

The complete Colorado Nonprofit Association 2010 Audit is available at ColoradoNonprofits.org.
Colorado Nonprofit Association demonstrated sound fiscal management and accountability measures in 2010, as shown in the audit completed in May 2010 by Kundinger, Corder & Engle, PC. The financial statements shown are consolidating statements that represent 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).

**Colorado Nonprofit Association**  
**Schedule – Consolidating Statement of Activities | Year Ended December 31, 2010**

<table>
<thead>
<tr>
<th></th>
<th>Unrestricted</th>
<th>Temporarily Restricted</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Revenues, gains and support:</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Contributions and grants</td>
<td>$ 237,447</td>
<td>364,015</td>
</tr>
<tr>
<td>Colorado Nonprofit Week</td>
<td>36,299</td>
<td>41,000</td>
</tr>
<tr>
<td>Seminars and workshops</td>
<td>85,163</td>
<td>–</td>
</tr>
<tr>
<td>Memberships</td>
<td>448,670</td>
<td>–</td>
</tr>
<tr>
<td>Conferences</td>
<td>103,589</td>
<td>60,250</td>
</tr>
<tr>
<td>Publication sales</td>
<td>19,916</td>
<td>–</td>
</tr>
<tr>
<td>Advertising and mailing lists</td>
<td>25,969</td>
<td>–</td>
</tr>
<tr>
<td>Commissions, royalties and fees for services</td>
<td>153,384</td>
<td>–</td>
</tr>
<tr>
<td>Equity in subsidiary net income</td>
<td>21,525</td>
<td>–</td>
</tr>
<tr>
<td>Interest income and other</td>
<td>12,630</td>
<td>–</td>
</tr>
<tr>
<td>Net assets released from restrictions</td>
<td>378,973</td>
<td>(378,973)</td>
</tr>
<tr>
<td><strong>Total revenues, gains and support</strong></td>
<td>1,523,565</td>
<td>86,292</td>
</tr>
</tbody>
</table>

| **Expenses:** |              |                        |
| Program expenses: |              |                        |
| Colorado Nonprofit Week | 91,720       | –                      |
| Education programs | 202,546       | –                      |
| Member services | 199,949       | –                      |
| Conferences | 139,290       | –                      |
| Nonprofit advocacy | 317,111       | –                      |
| Strengthening Communities Fund | 192,859       | –                      |
| Insurance services | –            | –                      |
| **Total program expenses** | 1,143,475     | –                      |

| Supporting expenses: |              |                        |
| Management and general | 309,095       | –                      |
| Fundraising | 22,797         | –                      |
| **Total supporting expenses** | 331,892       | –                      |
| **Total expenses** | 1,475,367     | –                      |

| Change in net assets | 48,198 | 86,292 |
| Net assets at beginning of year | 1,049,850 | 223,986 |
| **Net assets at end of year** | $ 1,098,048 | 310,278 |

*The complete Colorado Nonprofit Association 2010 Audit is available at ColoradoNonprofits.org.*
<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></td>
</tr>
<tr>
<td>Unrestricted</td>
<td>Unrestricted</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Eliminations</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Unrestricted</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Temporarily Restricted</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Restricted</td>
<td></td>
</tr>
</tbody>
</table>

| Contributions and grants      | $237,447                 | $364,015 |
| Colorado Nonprofit Week       | $36,299                  | $41,000  |
| Seminars and workshops        | $85,163                  |         |
| Memberships                   | $85,163                  |         |
| Conferences                   | $103,589                 | $60,250  |
| Publication sales             | $19,916                  |         |
| Advertising and mailing lists | $25,969                  |         |
| Commissions, royalities and fees for services | $153,384 | $922,875 |
| Equity in subsidiary net income | $21,525               | (21,525) |
| Interest income and other     | $12,630                  | $12,508  |
| Net assets released from restrictions | $378,973  | $378,973 |

| Total revenues, gains and support | $1,523,565 |
|                                     | $86,292    |

| Expenses:                         |            |
| Program expenses:                 |            |
| Colorado Nonprofit Week           | $91,720    |
| Education programs                | $202,546   |
| Member services                   | $317,111   |
| Conferences                       | $192,859   |
| Nonprofit advocacy                | $139,290   |
| Strengthening Communities Fund    | $539,732   |
| Insurance services                | $539,732   |

| Total program expenses            | $1,143,475 |
|                                    | $539,732   |

| Supporting expenses:              |            |
| Management and general            | $309,095   |
| Fundraising                        | $22,797    |

| Total supporting expenses         | $331,892   |

| Total expenses                    | $1,475,367 |
|                                    | $1,683,207 |

| Change in net assets              | $48,198    |
| Net assets at beginning of year   | $38,036    |
| Net assets at end of year         | $1,098,181 |

The complete Colorado Nonprofit Association 2010 Audit is available at ColoradoNonprofits.org.
<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>
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<td>133</td>
<td>120,564</td>
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<td>829,896</td>
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<tr>
<td>Certificates of deposit</td>
<td>504,642</td>
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<td>504,642</td>
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<td>Contributions receivable</td>
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<td>200,560</td>
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<td>Prepaid expenses and other</td>
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<td>8,943</td>
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<td>51,090</td>
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<td>Publications inventory</td>
<td>3,995</td>
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<td>3,995</td>
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<tr>
<td>Refundable income taxes</td>
<td>–</td>
<td></td>
<td>24,402</td>
<td>–</td>
<td>24,402</td>
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<tr>
<td>Deferred income taxes</td>
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<td></td>
<td>9,492</td>
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<td>9,492</td>
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<tr>
<td>Investment in Nonprofit Resources, Inc.</td>
<td>201,314</td>
<td></td>
<td>–</td>
<td>(201,314)</td>
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<tr>
<td>Property and equipment</td>
<td>17,292</td>
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<td>6,336</td>
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<td>23,628</td>
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<tr>
<td>Funds held in trust for others</td>
<td>–</td>
<td></td>
<td>32,666</td>
<td>–</td>
<td>32,666</td>
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<tr>
<td><strong>Total assets</strong></td>
<td>$1,714,149</td>
<td>133</td>
<td>269,063</td>
<td>(201,314)</td>
<td>1,782,031</td>
</tr>
<tr>
<td><strong>Liabilities and Net Assets:</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Accounts payable</td>
<td>$21,090</td>
<td></td>
<td>10,540</td>
<td>–</td>
<td>31,630</td>
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<tr>
<td>Accrued expenses</td>
<td>73,385</td>
<td></td>
<td>12,890</td>
<td>–</td>
<td>86,275</td>
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<tr>
<td>Deferred revenue</td>
<td>211,348</td>
<td></td>
<td>–</td>
<td></td>
<td>211,348</td>
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<tr>
<td>Deferred compensation liability</td>
<td>–</td>
<td></td>
<td>32,666</td>
<td>–</td>
<td>32,666</td>
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<tr>
<td><strong>Total Liabilities</strong></td>
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<td></td>
<td>67,749</td>
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<td>373,572</td>
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<tr>
<td><strong>Net assets:</strong></td>
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<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Common stock</td>
<td>–</td>
<td></td>
<td>100</td>
<td>(100)</td>
<td></td>
</tr>
<tr>
<td>Retained earnings</td>
<td>–</td>
<td></td>
<td>201,314</td>
<td>(201,314)</td>
<td></td>
</tr>
<tr>
<td><strong>Net assets:</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
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<tr>
<td>Unrestricted:</td>
<td></td>
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<tr>
<td>Undesignated</td>
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<td>133</td>
<td>–</td>
<td>–</td>
<td>404,747</td>
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<tr>
<td>Board designated</td>
<td>693,434</td>
<td></td>
<td>–</td>
<td>–</td>
<td>693,434</td>
</tr>
<tr>
<td><strong>Total unrestricted net assets</strong></td>
<td>1,098,048</td>
<td>133</td>
<td>201,314</td>
<td>(201,314)</td>
<td>1,098,181</td>
</tr>
<tr>
<td>Temporarily restricted</td>
<td>310,278</td>
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<td>(201,314)</td>
<td>310,278</td>
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<tr>
<td><strong>Total net assets</strong></td>
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<td>133</td>
<td>201,314</td>
<td>(201,314)</td>
<td>1,408,459</td>
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<tr>
<td><strong>Total Liabilities and Net Assets</strong></td>
<td>$1,714,149</td>
<td>133</td>
<td>269,063</td>
<td>(201,314)</td>
<td>1,782,031</td>
</tr>
</tbody>
</table>

The complete Colorado Nonprofit Association 2010 Audit is available at ColoradoNonprofits.org.
2010 Donors and Sponsors

General Operating Support
Anschutz Family Foundation
Bonfils-Stanton Foundation
Carolina Casualty
The Colorado Health Foundation
Daniels Fund
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Gay & Lesbian Fund for Colorado
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Bonfils-Stanton Foundation
Bonfils-Stanton Foundation Caring for Colorado Foundation
The Colorado Health Foundation
The Colorado Trust
Community First Foundation
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Pinnacol Assurance
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Frances Owens
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Ilene Roggensack
Ruth Russell
Kevin Seggelke
Charley Shimanski
Nancy Stalf
Gully Stockton
Sarah Stockton
Tim Walsworth
Patrice Werner
Wally Werner
Brad Young

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Cause Planet
CBIZ & Mayer Hoffman McCann, P.C.
Comcast
ETapestry
Guaranty Bank & Trust
Isaacson Rosenbaum, P.C.
Mountain States Employers Council
Office Depot
Peck, Shaffer & Williams, LLP
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Xcel Energy

Colorado Veterinary Medical Foundation
Colorado Children's Chorale
Serving Your Insurance Needs is Serious Business.

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As a wholly-owned for profit subsidiary of Colorado Nonprofit Association, the agency has served Colorado’s nonprofit sector since 1989. Our full-service insurance agency was created to benefit Colorado Nonprofit Association members by giving them a place to access insurance products that are sometimes difficult to obtain in the traditional marketplace. Our company’s unique design allows it to provide protection to Colorado’s nonprofit organizations, while providing financial support to Colorado Nonprofit Association.

Nonprofit Resources provides a comprehensive range of high quality insurance products at the lowest possible rates. Our staff has extensive knowledge of the marketplace and more than 60 years of insurance experience. Our team has saved hundreds, even thousands, of dollars for member organizations, allowing these nonprofits to continue their needed work in the community. Our nonprofit roots and dedication to the sector have made us the first choice for thousands of nonprofit organizations.

Our Comprehensive Range of Insurance Products
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- General Liability
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- Unemployment Services Trust

Nonprofit Resources invites all member nonprofit organizations of Colorado Nonprofit Association to take advantage of our knowledge and experience. Nonprofit Resources is the nonprofit insurance expert.

Mission

We serve 501(c)(3) nonprofit organizations in Colorado by providing a stable source of competitively priced insurance products that target the unique and specialized needs of the nonprofit sector. We assist nonprofits in developing and implementing successful loss control and risk management programs.

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Linda Smith, Customer Service Representative – Benefits, ext. 276, lsmith@NpResources.org
JJ Wilson, Senior Account Manager – Property/Casualty, ext. 206, jwilson@NpResources.org

Nonprofit Resources is the leading provider of insurance coverage for nonprofit organizations and their employees in Colorado.

Colorado Nonprofit Association leads, serves and strengthens Colorado nonprofit organizations.
(clockwise from upper left):
Water For People, Special Olympics Colorado,
Freedom Service Dogs, and Crested Butte Land Trust