

2017 PROGRAM HIGHLIGHTS

The Center thanks all of our funders, members, supporters and allies for making possible our work to strengthen New Jersey's non-profit community for the people of our state.

CHAMPIONING and PROTECTING the non-profit community

Fighting for Charities in Federal Tax Reform Bills

The recently-passed tax reform legislation will have a devastating impact on charities by drastically reducing the number of taxpayers that can take a tax deduction for their charitable gifts; by curtailing the deductibility of state and local taxes; by reducing the incentive to make charitable bequests; and by creating added fiscal pressures on state and local governments, all of which will further add to the burdens on already-stressed non-profits. With the National Council of Nonprofits, other advocates nationwide and partners like the Council of New Jersey Grantmakers, the Center has led New Jersey's fight to address the situation. We have educated our elected leaders and the media about the harmful impact of the new law, and will keep fighting to protect charities' ability to provide vital programs that our communities need.

Protecting Non-Profit Nonpartisanship

Efforts to weaken or repeal the Johnson Amendment, the decades-old ban on partisan electioneering by 501(c)(3) organizations, have been gaining momentum in Congress, despite the fact that overwhelming majorities of the charitable and religious communities as well as the general public view such a change as extremely damaging to non-profits and their role in community problem-solving. The Center has been a leading force in New Jersey's efforts to protect nonpartisanship, advocating in Washington and mobilizing non-profits to urge Congress to retain the current law.



Demand Jumps for 75% of N.J. Nonprofits

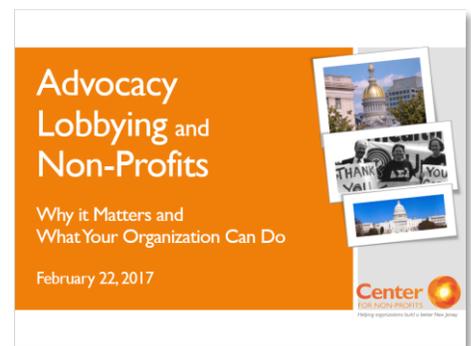
Rising demand for organizational support and budgetary needs outpacing funding have created challenges for leaders of New Jersey-based organizations. Three-quarters (75 percent) of nonprofit leaders in the state reported greater demand for services during the past year as compared to the previous one. Even more (76 percent) expect additional increases in demand in the year to come.

New Jersey Non-Profits 2017: Trends and Outlook

Our 18th annual survey report on the state of New Jersey's non-profit community documented the ongoing challenges of continuously rising demand for services with stagnant funding. This survey is shared broadly with funders, policy makers, the media and non-profits, and is a core part of our advocacy and educational efforts throughout the year.

Helping Others to Advocate

Although encouraging non-profits to advocate has always been a critical part of the Center's DNA, dramatic shifts in the public policy landscape have heightened the urgency of this work. In 2017, we hosted or gave guest presentations about advocacy, lobbying and nonpartisan voter engagement more than 10 times to nearly 350 people, and provided detailed materials to many more. We've also connected advocates to resources and potential allies through our website and elsewhere. We are committed to sharing our expertise and to helping non-profits make advocacy an integral part of their missions.



Standing Up on New Jersey Issues

While many pressing issues took center stage, our state-level advocacy has also continued unabated.

- We launched our **first-ever candidate questionnaire** for 2017 gubernatorial and legislative candidates as a springboard for additional nonpartisan engagement activities and advocacy
- Continued to advocate for changes to **streamline the contracting system** for non-profits
- Provided education and advocacy regarding the threats to **non-profit property tax exemptions**, and with advocacy partners pushed for legislation to address vulnerabilities to arbitrary challenges by third parties
- Continued work with a group of legal experts to pursue reforms to **legalized games of chance** framework and develop recommendations to modernize the **New Jersey Nonprofit Corporation Act**.
- Center President & CEO Linda Czipo was appointed to (then) Governor-elect Murphy's "Stronger and Fairer Economy" Transition Advisory Committee. Through this transition team and other channels, we are ensuring that non-profit issues are represented to the incoming administration.

ADVANCING KNOWLEDGE and promoting good practices

Non-Profit HelpDesk – Your first-stop resource and clearinghouse in New Jersey on non-profit management, compliance, governance, advocacy, resources, and much more. Over 1000 phone and email inquiries fielded each year by our expert staff.

Webinars / Workshops – providing affordable workshops and webinars on topics non-profits need. Offerings in 2017 have included:

- *Advocacy, Lobbying and Non-Profits*
- *Communications that Get Results*
- *Cross-Sector Collaboration*
- *Voter Engagement: Empowering Communities*
- *Stress Management*
- *Non-Profit Dashboards*
- *In-Kind Contributions*
- *Planned Giving Strategies*

NEW! Union County Leadership Fellows Institute – In partnership with the Union County Nonprofit Consortium and The Support Center, this new leadership development program for emerging professionals will comprise a yearlong series of training sessions, supplemented by virtual office hours, online communities of support and more.

Sharing the Non-Profit Story with the Media – The Center has continued to be a reliable, credible source for the news media about non-profit issues. In recent months, we have been quoted or served as a resource on non-profit issues for such mainstream news entities as NJTV; Newsworks/WHYY; *The NonProfit Times*; *NJ Spotlight*; *Governing*; *The Press of Atlantic City*; *The New York Times*; *The Wall Street Journal*; *The Washington Post*; and *Bloomberg Business*.



Sharing Our Insights with Others – Presentations regarding non-profit issues and management topics by our staff in 2017 have included:

Bank of America
 Council of New Jersey Grantmakers
 The Fund for New Jersey
 Investors Bank
 Morris County Chamber of Commerce
 Nonprofit Development Center of Southern NJ
 CommunityWorks
 Paterson Alliance

Princeton Area Community Foundation
 Raritan Valley Community College
 Rowan University
 Salem Health & Wellness Foundation
 Sax LLP
 Seton Hall University
 Sobel & Co.
 ...and more

Strengthening Grantmaker/Grantseeker Partnerships – The Center is proud of our long-term partnership with the **Council of New Jersey Grantmakers** which leverages the positive impact of both organizations for the betterment of our communities. Our work covers public policy, education, promoting positive grantmaker/grantseeker relationships, joint op-eds, and much more. We are especially proud that our partnership has been repeatedly cited as a model for other associations of non-profits and grantmakers across the nation.



MEMBER BENEFITS to help non-profits stretch scarce resources

The Center offers members **cost savings** on grantseeking resources, D&O and volunteer insurance, payroll/HR service, unemployment rates, non-profit education, free job postings and much more. We also provide unique opportunities for members to network and make new connections.

ANNUAL CONFERENCE

New Jersey's largest annual gathering of non-profits and allies! Complete highlights at www.njnonprofits.org/Conf2017Main.html



35 YEARS of leadership and service



2017 marks the 35th anniversary of the Center for Non-Profits. It has been our honor to champion and serve New Jersey's non-profit community to improve life for the people of our state. We thank all who have guided, supported and worked with us throughout the way, and we look forward to continuing to forge a path together toward a vibrant New Jersey.

For the latest updates on our activities, visit our website at www.njnonprofits.org.

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