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ANNUAL REPORT 2013/2014
NEW IDEA #1
"Provide greater connectivity through asset mapping and common interest"

NEW IDEA #2
"Educating the sector through training, technical assistance, coaching and mentoring"

NEW IDEA #3
"Refresh marquee events to earn revenue, provide connectivity and brand recognition"

NEW IDEA #4
"Build upon our diversity and inclusion work and collaborate internally"

NEW IDEA #5
"Innovation regarding earned income"

2013 AND BEYOND: MY VISION FOR MNA
"Serve nonprofits to advance their missions!"

MINI-EVENTS
- Raise brand awareness
- Increase program fee sources
- Expand base of stakeholders
It’s hard to believe that it was just a year ago that I became president and CEO of the Michigan Nonprofit Association. It was then that I presented my vision for One MNA and asked the staff and our board of directors to think about the value we offer to our members, to the nonprofit sector and to Michigan. What if we aligned all of our talents and resources and combined them into an organization that operated as One MNA? What if we formed a strategic and synergistic organization instead of the functional silos that existed?

Over the past year, we have embarked on a strategic effort to make One MNA a reality. Change doesn’t happen overnight, though. There have been challenges. After all, we were talking about restructuring not only the way we work, but also the way we serve our members.

For nearly 25 years, MNA has been a trusted resource for the nonprofit sector. By aligning all of our efforts in One MNA, we will be able to have an even more significant impact for nonprofits in the state. A united and synergistic MNA offers one powerful and united voice for our sector and primes nonprofits to be solid partners with government, business and civic organizations for the good of the communities we serve. Our strategic priorities over the last year have been:

- Leadership
- Sustainability
- And implementation of the vision for One MNA

While we have been evaluating our internal operations, we have continued to do our core work on behalf of our members. Now is a key time for Michigan’s nonprofits and the communities we serve. We must continue to communicate the value of Michigan nonprofits and their impact on the economy and other ways they enhance the public good.

In this year’s annual report you will learn about the exciting initiatives that our team has pursued with our funders, partners and collaborators.

Even more exciting is the future of One MNA. We hope you will continue to partner with us and support our work for a better Michigan.

Regards,

Donna Murray-Brown
President and CEO
200
Michigan Nonprofit Association
MNA
Michigan Nonprofit Association
The Michigan Nonprofit Association is pleased to publish our 2013-14 annual report and share some of our major accomplishments.

This year involved a strategic alignment of all our resources, including the building of a great leadership team and a high-caliber staff. While we made a deliberate attempt to create a truly integrated organization by addressing our internal structure, we continued to promote the mission and values of the organization to our members, our partners, and the communities we serve.

The board and the leadership team spent much of the past year on a strategic plan to leverage our partnerships, projects, and initiatives. This kind of big-picture thinking required both the board and the staff to work in new, synergistic ways.

The hard work we have done internally over the past year to create a culture of “One MNA” is beginning to pay off. We are seeing the walls between the programs and affiliates start to come down. Because of the framework we have put in place, the business community and government sectors are seeing MNA in a new way. Not only are we being more efficient and effective with our resources, but we are now in a better position to cultivate new relationships.

On behalf of the entire board of directors, thank you for another successful year!

Regards,

Sheilah P. Clay
Chair, Board of Directors, 2013/14
IBRAHAM AHMED
Z.I.A.D. Healthcare

N. CHARLES ANDERSON
Detroit Urban League

CAROLYN BLOODWORTH
Consumers Energy Foundation

MICHAEL BOULUS
Presidents Council State Universities of Michigan

SHEILAH P. CLAY - CHAIR
Neighborhood Service Organization

ROB COLLIER
Council of Michigan Foundations

ROBERT COHEN
Jewish Community Relations Council of Metropolitan Detroit

MARSHA COOLEY
United Way of Saginaw County

PAULA CUNNINGHAM – SECRETARY
Capitol National Bank

DAVID DONOVAN
Donovan Company, LLC

SCOTT DZURKA
Michigan Association of United Ways

DAVID EISLER - IMMEDIATE PAST CHAIR
Ferris State University

KAREEMAH EL-AMIN
Food Bank Council of Michigan

DAVID FIKE
Marygrove College

JENNIFER GOULET
Creative Many Michigan

SUZANNE GREENBERG
CAN Council Saginaw County

MICHAEL HANSEN
Michigan Community College Association

KATHY HAYES
Michigan Association of School Boards

VIRGINIA HOLMES
Michigan Community Service Commission

RICH HOMBERG
Detroit Public Television

GILDA JACOBS
Michigan League for Public Policy

REGGIE LAGRAND
W. K. Kellogg Foundation

ROBERT LEFEVRE
Michigan Independent Colleges and Universities

BILL LIEBOLD
The Liebold Group LLC

PAUL LONG
Michigan Catholic Conference

MAUD LYON
Culturesource

RUSSELL MAWBY - CHAIR EMERITUS
W. K. Kellogg Foundation

WILLIAM MAYES
Michigan Association of School Administrators

KIMBERLY HOUSTON-PHILPOT
Central Michigan University

DAVID PRICE – FINANCE
MARO Employment and Training Association

JANE ROYER
Heart of West Michigan United Way

JOHN P. SCHNEIDER
Clark Hill PLC

SCOTT A. SCHROPP
The Illes Private Banking & Investment Group

DAVID SEAMAN
Michigan Health & Hospital Association

BRANDON SENG
Manistee Community Kitchen

JILL SUTTON
Michigan Community Action Agency Association

JACQUELINE D. TAYLOR
Pondera Advisors, LLC

LORNA UTLEY
Goodwill Industries of Greater Detroit

JENEE L. VELASQUEZ – CHAIR-ELECT
Herbert H. & Grace A. Dow Foundation

BRIDGET CLARK WHITNEY
Kids’ Food Basket
Michigan Nonprofit Association, incorporated in 1990, is a statewide membership organization that carries out its mission by serving the diverse, statewide nonprofit sector in three primary ways:

**Civic Engagement** - Using volunteerism, service, and philanthropy education to create thriving communities.

**Capacity Building** - Providing nonprofits with training, connections, technology, data, funds, and other resources to be more effective and efficient.

**Public Policy** - Advocating for laws and regulations that allow nonprofits to serve people better.

MNA takes great pride in its long history as a leader, model, advocate, and support system for nonprofit organizations throughout the state.

MNA manages multiple programs and affiliates including Data Driven Detroit, Highway T, The LEAGUE Michigan, Michigan Campus Compact, Volunteer Centers of Michigan, and AmeriCorps State and AmeriCorps VISTA.
MNA IS COMMITTED TO BUILDING A SUSTAINABLE INFRASTRUCTURE TO SUPPORT STRONG, VIBRANT AND ENGAGED COMMUNITIES. ITS CIVIC ENGAGEMENT TEAM ASSISTS COMMUNITIES IN CONNECTING VOLUNTEER CIVIC ACTIVITIES, SERVICE-LEARNING, AND PHILANTHROPY EDUCATION TO CREATE POSITIVE CHANGE.

Over the past year the Civic Engagement Team has been creating a strategic framework for its efforts. The team worked to align its components and to tap the talents and resources of the entire staff to strengthen its programs and offerings. The integrated components that together serve all ages are:

- **The LEAGUE Michigan** – Service-learning and philanthropy education programs for students in kindergarten through high school.
- **Michigan Campus Compact** – A coalition of 38 college and university presidents committed to the development of civic engagement and service-learning opportunities for college students.
- **National Service Programs** – The Mentoring to Access Corps (MAC) AmeriCorps Program and the MNA AmeriCorps VISTA Program.
- **Volunteer Centers of Michigan** – A network designed to strengthen, develop, and connect 28 volunteer centers throughout the state.
WORKING TOGETHER FOR STRONG COMMUNITIES: OUR ACCOMPLISHMENTS

The annual Giving and Volunteering Celebration brought together more than 150 members and champions of the nonprofit sector to recognize volunteers, philanthropists, and government leaders for their commitment to strengthening Michigan communities. The program featured the launch of the “Volunteer, Michigan” campaign, a grassroots initiative to promote volunteerism in the state.

Michigan Days of Service partners completed three days of service mini-grant cycles supporting the 9/11 Day of Service and Remembrance, the Martin Luther King Jr. Day of Service and the Global Youth Service Day. These efforts provided more than $28,000 in funds to local organizations looking to support volunteer service in their communities.

The MNA AmeriCorps VISTA Program engaged 30 passionate individuals in a year of service in Michigan communities. These individuals served at 23 nonprofits to address problems of local poverty and mobilize community resources. They were placed on Michigan Campus Compact member campuses, in volunteer centers through the Volunteer Centers of Michigan, and in K-12 schools through The LEAGUE Michigan.

Since 2014 was an election year, the Civic Engagement Team integrated nonpartisan voter engagement into its ongoing activities and services. In partnership with the national organization Nonprofits VOTE, the team worked with nonprofits on voter registration and voter turnout efforts, helping the people these nonprofits serve to participate in public life by voting.

Michigan Campus Compact again served as a state partner with the Campus Election Engagement Project. CEEP is a national nonpartisan project that helps America’s colleges and universities mobilize students to register, volunteer in campaigns, educate themselves about candidates and election issues, and turn out at the polls.

Michigan Campus Compact continues to promote and reinforce the values of both One MNA and national Campus Compact, using the biannual Civic Engagement Institute as a platform to educate faculty, staff, and community partners on the benefits of reciprocal partnerships and the broad and reinforcing principles of service, service learning, diversity, and inclusion.

The Volunteer Centers of Michigan and Volunteer Kalamazoo teamed up to become one of 12 partnerships in the country selected as pilot hubs for the Service Enterprise Initiative, led by the Points of Light Foundation. The initiative highlights volunteers as an integral component of an organization’s capacity and effectiveness.

At the core of MNA’s mission and values is the role of civic engagement. It has been woven through our work since the beginning and continues to be the heart and soul of the organization.
SUPPORTING DIVERSITY AND INCLUSION

MNA believes that we are better able to understand and meet the needs of the people we serve when we consider diverse perspectives, experiences, and backgrounds. The important work of bringing a variety of voices to the table has been a high priority in all of our programming, staffing, strategic planning, and leadership goals.

Our Stronger Communities program is a capacity-building initiative designed to strengthen communities. The program focuses on advancing collaboration and catalyzing lifelong civic engagement while placing a high priority on deepening an organization’s capacity by adopting diversity and inclusion practices.

In the past year, our Board of Directors has challenged itself to think about its composition and recruitment of new members. While many boards recruit members based on specific skills and work experience, we now plan to seek for our board both strong strategic leadership skills and diversity of life experience in terms of race and ethnicity, gender and sexual orientation, age, and disabilities. Through the strategy of One MNA, we have also placed a high priority on creating and maintaining a diverse staff.

Along with the Council of Michigan Foundations, we advanced this work on diversity and inclusion through the acclaimed Peer Action Learning Network (PALN). The goal of the program is to build cultural competency of individuals, teams, and organizations.

MNA’s commitment to diversity and inclusion is a core value of our organization. Advancing this work is critical to achieving our vision of a strong, vibrant nonprofit sector in Michigan equipped to meet the needs of communities across the state.

“THERE IS NO QUESTION THAT MOVING THE NEEDLE ON DIVERSITY AND INCLUSION IS A CRITICAL FACTOR IN THE VISION OF ONE MNA. AS A MEMBER OF THE BOARD, I AM COMMITTED TO ADVANCING THIS IMPORTANT WORK IN ALL AREAS OF OUR ORGANIZATION.”

PAULA CUNNINGHAM, PRESIDENT CAPITOL NATIONAL BANK

DATA AND TECHNOLOGY - DRIVING INFORMED DECISION-MAKING

The One MNA strategy brought together the Highway T technology team and Data Driven Detroit (D3) data team into alignment. By placing both teams under the umbrella “Technology and Data Engagement,” we have positioned MNA to provide strategic direction for the nonprofit sector by leveraging both resources for greater impact.

Data Driven Detroit’s major contribution to the Motor City Mapping project is a perfect example of using data and technology to create a clear roadmap for making informed policy decisions. During Phase 1 of the project, all properties in Detroit – 380,000 parcels – were surveyed to assess their condition. A database was created that allowed stakeholders, including local government and residents, to understand their city as never before.

The report “Every Neighborhood Has a Future… And It Doesn’t Include Blight,” created by the Detroit Blight Removal Task Force, recommended completely eradicating blight from Detroit as a major early step on the city’s road to recovery. With MNA’s support and the expertise of its affiliate program Data Driven Detroit, the city now has a strong foundation to create a plan to restore neighborhoods and communities and...
make them whole again. In addition to contributing to the positive environment emerging in the city, the Motor City Mapping project has positioned MNA as a valued partner to business, philanthropy, education, and government.

Highway T, MNA’s technology managed care and consulting group, continued to provide quality technology support and assistance to nonprofits across the state.

Highway T successfully completed a two-year AmeriCorps VISTA program in partnership with Google and HandsOn Tech-Detroit that provided training to nearly 725 individuals across 370 nonprofit organizations.

In addition, Highway T launched its inaugural Let’s Talk Tech Expo in partnership with Nonprofit Network of Jackson, offering nonprofits a more interactive way to learn about and explore new technologies.

Through our efforts of connecting nonprofits with technology and data, we are positioning them to achieve their social missions.

**TRAINING – INCREASING COMPETENCY AND CULTIVATING LEADERSHIP**

MNA’s core strength is providing competency-based training for our members and stakeholders. In order to address the emerging issues affecting the nonprofit sector, we are dedicated to delivering quality programs and resources. MNA teamed up with many partners for a variety of trainings on a number of topics, including starting and managing a nonprofit, fundraising, human resources, accounting, and professional development. In March, we hosted Own the Room, a career development course designed to improve communication skills and public speaking. Communication skills are invaluable to the future of our sector, helping us to educate the public and tell our stories.

**THROUGH THE MEMBER LENS**

The Great Lakes Center for Youth Development (GLCYD), based in Marquette, provides expertise, training and learning opportunities so that all youth can thrive in healthy communities across Michigan’s Upper Peninsula.

Amy Quinn, executive director of GLCYD, says that her organization does not provide direct service to communities but instead provides support and services, including training and networking, to nonprofits that serve youth in the U.P.

“Because we are above the (Mackinac) Bridge, connecting with others is sometimes challenging,” Quinn said. “The restructuring and realignment that is creating One MNA has made it easier to get answers and link up to information in a more seamless way. Without MNA, collaborating with other nonprofits would be much more difficult.”
Nowhere has the alignment of One MNA had more of an impact than in the city of Detroit. In 2013, Detroit became the largest city in American history to file for bankruptcy. After years of financial turmoil, the city would now come to grips with more than $18 billion of debt, 100,000 creditors, the unfunded pensions of thousands of city retirees, and the fate of the art collection of the Detroit Institute of Arts.

Incredibly, the city of Detroit emerged from bankruptcy after only 16 months, largely because of unprecedented collaboration among state and local governments, the business community, foundations, and nonprofits.

Throughout the process, MNA mobilized the nonprofit sector and government around shared interests and created opportunities for partnerships among the nonprofit sector, the emergency financial manager and the newly elected mayor’s administration.

**MICHIGAN NONPROFIT ASSOCIATION PUBLIC POLICY ISSUES**

**TAX POLICY:** Nonprofit organizations are dedicated to the public good, and their work lightens the burden of government, taxpayers, and society as a whole. Consistent tax policies are critical to addressing community needs and fostering transparency and good governance. MNA is committed to preserving the tax-exempt status of nonprofit organizations and strengthening and expanding incentives for people to give their time and money to the organizations whose missions they support.

**BUDGET AND SPENDING:** Budget and spending decisions at any level of government have immediate and serious consequences for nonprofits. MNA opposes arbitrary and across-the-board budget cuts and will work to inform policymakers of the impact of budget proposals on communities.

**PUBLIC-PRIVATE COLLABORATIONS:** MNA is dedicated to improving government-nonprofit contracting systems and strengthening public-private partnerships at all levels. Because nonprofits and governments share a mutual commitment to improving lives and communities, working together creates the best opportunities for communities to thrive.

**MOVING FORWARD**

The challenges that have faced the citizens of Detroit offer opportunities for learning throughout the organization. When nonprofits are involved in the decision-making process, the outcomes for the community are much stronger. Building and leveraging relationships is a powerful strategy for success in a dynamic and rapidly changing environment.

In 2007, MNA created the Southeast Michigan Public Policy Council to provide a unified voice for nonprofit organizations and the communities they serve in southeast Michigan. The council is a key resource for public policy research, education, and advocacy because it raises informed awareness of the economic benefits of the nonprofit sector and its impact on quality of life.

As Detroit emerged from bankruptcy, the Southeast Michigan Public Policy Council provided strategic advice to the city on ways the nonprofit sector could add value and capacity.

Public Policy in Southeast Michigan
As the business community and policymakers talk about the road to economic recovery, the nonprofit sector must remember that it too is a key contributor to building a stronger Michigan. So often the significant work of nonprofits flies under the radar.

The MNA-commissioned report on the Economic Benefits of Michigan’s Nonprofit Sector, produced by Public Sector Consultants and released this year, is a tremendous tool to help everyone understand the value that the sector provides to the economy.

The report bears out that nonprofits have held their own under some very tough economic circumstances, with employment in this sector actually increasing. Nonprofits employed more than 438,000 individuals, or 11 percent of the state’s workforce, in 2013. That number is about the same as the number of people employed in durable goods manufacturing, which includes the auto industry.

Nonprofits have had to be nimble and proactive to contribute to the state in innovative ways. While providing services to address the needs of residents remains a primary focus for nonprofits, the sector has the resources to effect change on a much broader scale. It is time for Michigan nonprofits to see their influence and embrace their ability to be change agents and great partners in this state.

MICHIGAN NONPROFIT ORGANIZATIONS:
- Number more than 42,000.
- Employ more than 438,000 people, or almost 11 percent of the Michigan workforce.
- Pay their employees more than $4.9 billion per quarter.
- Hold assets of nearly $217 billion.
- Spend more than $80 billion each year, making a significant direct contribution to Michigan’s economy.

Nonprofits need to continue to educate themselves on their collective contributions to the economic well-being of the state and continually reinforce their message about those contributions to other sectors. Michigan nonprofits provide innovation and stability to the most vulnerable in uncertain times. They are major employers and major service providers. They often see trends before other sectors do. And they often feel the impact of times of crisis before others do.

As Michigan nonprofits come to the table with government, business and communities, they can now come armed with data to reframe the discussion about their economic impact.

“OVER THE PAST YEAR OUR WORK HAS BEEN FOCUSED ON UNIFYING THE NONPROFIT SECTOR BECAUSE IT IS CLEAR THAT WE ARE ALL MUCH STRONGER WHEN WE WORK TOGETHER. AS AN EXAMPLE, LOOK AT THE MNA-COMMISSIONED REPORT ON THE ECONOMIC BENEFITS OF MICHIGAN’S NONPROFIT SECTOR. THERE IS NO OTHER STATE IN THE COUNTRY THAT HAS THE KIND OF DATA ON NONPROFITS THAT MNA HAS BEEN ABLE TO PRODUCE FOR MICHIGAN.”

ROB COLLIER, PRESIDENT & CEO COUNCIL OF MICHIGAN FOUNDATIONS
We appreciate the following individuals, foundations, groups, businesses and organizations who have made donations to Michigan Nonprofit Association during the 2013/2014 fiscal year.

**CHAIRMAN’S SOCIETY ($50,000+)**
- Charles Stewart Mott Foundation
- Corporation for National & Community Service
- JP Morgan Chase Foundation
- The Kresge Foundation
- Martin Luther King Jr., Cesar Chevez, Rosa Parks Initiative
- Max M. & Marjorie S. Fisher Foundation
- Michigan Department of Human Services-Michigan Community Services Commission
- Michigan Land Bank Fast Track Authority
- Rock Ventures
- The Skillman Foundation
- W.K. Kellogg Foundation

**TRUSTEE’S SOCIETY ($25,000-$49,000)**
- Knight Foundation

**PRESIDENT’S SOCIETY ($10,000-$24,999)**
- Bosch Community Fund
- Center for Nonprofits & Voting
- Come Together Foundation
- Community Foundation for Southeast Michigan
- Crowe Horwath Foundation
- Eastern Upper Peninsula Intermediate School District
- Meijer
- Ohio Campus Compact
- State Farm Mutual Automobile Insurance Co.

**DIRECTOR’S SOCIETY ($5,000 - $9,999)**
- Hudson-Webber Foundation
- Madonna University
- McGregor Fund
- Michigan Health & Hospital Association
- The Herbert H. & Grace A. Dow Foundation

**BLUE & WHITE SOCIETY ($2,500 - $4,999)**
- Consumers Energy
- Lyon Counseling Associates
- Michigan State University
- Oakland University
- Strudell Studios

**INVESTOR’S SOCIETY (UP TO $2,499)**
- Aquinas College
- Capitol National Bank
- Consumers Energy Foundation
- Delta College
- Dow Corning Corp.
- GiveGab
- HandsOn Battle Creek
- Jackson Community Foundation
- Kellogg Community College
- Microsoft Matching Gifts Program
- Saginaw Valley State University
- University of Michigan-Dearborn
Individuals

**CHAIRMAN’S SOCIETY ($1,000+)**
- Diana Algra
- Kelley Kuhn
- Leon Wilson
- Cheryl Elliott
- Donna Murray-Brown
- Jacqueline Taylor

**DIRECTOR’S SOCIETY ($250-$499)**
- Brookton Behm
- Sheilah Clay
- David Donovan
- Scott Dzurka
- Bill Gesaman
- Kathy Hayes
- Richard Homberg
- Kimberly Houston-Philpot
- Nick Iitch
- Paul Long
- Maud Lyon
- David Price
- Christie Schichtel
- Liz Siver
- Jill Sutton
- Marsha Cooley
- Kathy Cooney
- Paula Cunningham
- David Fike
- Scott Goemmel
- Suzanne Greenberg
- Jennifer Hall
- Michael Hansen
- Gilda Jacobs
- Joel Jenkins
- Adam King
- Elizabeth Klee
- William Liebold
- Chelsea Martin
- William Mayes
- Mike Rafferty
- Erica Raleigh
- Ashima Saigal
- David Seaman
- Mark Shaw
- Christian & Jenee Velasquez
- Mary Estrada
- Kevin Fisher
- Katharine Frohardt-Lane
- Warren Goodell
- Beckie Hawes-Baggett
- James & Bonita Henning
- Katharine Janes
- Tom & Amy Keyzer
- Reggie LaGrand
- Josh Long
- Shelley Long
- Kerri Long
- Jennifer Mc Ardle
- Donna McLean-Orr
- Teresa Meehan
- Susan Mohahan
- Kari Pardoe
- Richard Rappl eye
- Brandon Seng
- Tina Slone
- Mel Steward
- Terry Streetman
- RaJon Taylor
- Laurie Trafton
- Nellie Tsai
- Joann Van Tassel

**PRESIDENT’S SOCIETY ($500-$749)**
- Cathy Adcock
- Michael Boulus
- Paul Boyer
- David Eisler
- Jennifer Goulet
- Robin Lynn Grinnell
- Greg Hahn
- Virginia Holmes
- Tempt Mann
- Ann Rosewarne
- Jane Royer
- John Schneider
- Scott Schropp
- Lorna Utley
- Kenneth Young
- Robert LeFevre
- Cathy Adcock
- Michael Boulus
- Paul Boyer
- David Eisler
- Jennifer Goulet
- Robin Lynn Grinnell
- Greg Hahn
- Virginia Holmes
- Tempt Mann
- Ann Rosewarne
- Jane Royer
- John Schneider
- Scott Schropp
- Lorna Utley
- Kenneth Young
- Robert LeFevre

**BLUE & WHITE SOCIETY ($100 - $249)**
- Carolyn Bloodworth
- Joan Bowman
- Jeff Bross
- Kyle Caldwell
- Bridget Clark-Whitney
- Robert Cohen
- Rob & Diane Collier
- Carol Ann Townsend
- Jennifer Taylor
- Joel Evans
- Scott Goemmel
- Elizabeth Klee
- William Liebold
- Chelsea Martin
- William Mayes
- Mike Rafferty
- Erica Raleigh
- Ashima Saigal
- David Seaman
- Mark Shaw
- Christian & Jenee Velasquez
- Mary Estrada
- Kevin Fisher
- Katharine Frohardt-Lane
- Warren Goodell
- Beckie Hawes-Baggett
- James & Bonita Henning
- Katharine Janes
- Tom & Amy Keyzer
- Reggie LaGrand
- Josh Long
- Shelley Long
- Kerri Long
- Jennifer Mc Ardle
- Donna McLean-Orr
- Teresa Meehan
- Susan Mohahan
- Kari Pardoe
- Richard Rappl eye
- Brandon Seng
- Tina Slone
- Mel Steward
- Terry Streetman
- RaJon Taylor
- Laurie Trafton
- Nellie Tsai
- Joann Van Tassel

**INVESTOR’S SOCIETY (UP TO $99)**
- Thomas Bamborough
- Alicia Conner
- Amy Crockett
### REVENUE
$7,270,035

- **Grant Revenue** • 65%
  - $4,701,063
- **Contributions** • 14%
  - $1,015,476
- **Program Fees & Sponsorship** • 11%
  - $816,828
- **Membership Dues** • 5%
  - $396,410
- **Sublease Revenue** • 4%
  - $328,193
- **Miscellaneous Income** • <1%
  - $9,988
- **Investment Income** • <1%
  - $2,077

### EXPENSES
$6,635,155

- **Educational Services** • 57%
  - $3,770,867
- **Public Grants** • 20%
  - $1,346,515
- **Public Policy** • 3%
  - $170,782
- **Volunteerism** • 13%
  - $889,606
- **Nonprofit Outreach** • 2%
  - $132,073
- **Fundraising** • <1%
  - $199
- **Administration** • 5%
  - $325,113
EXECUTIVE TEAM
Donna Murray-Brown
President & CEO
Kelley Kuhn
Vice President & Chief Strategy Officer
Diana Rodriguez Algra
Senior Director, Civic Engagement
Joan Bowman
Senior Director, Public Affairs & Communication
Kathy Cooney
Executive Assistant to the President & CEO
Mike Rafferty
Director, Metro Detroit Partnership
Leon Wilson
Senior Director, Technology & Data Engagement

FINANCE & OPERATIONS
Beckie Hawes-Baggett
Operations Manager
Kerri Long
Operations & Support Assistant
Nicole Reed
Accounting Clerk

TECHNOLOGY & DATA ENGAGEMENT
HIGHWAY T
Leon Wilson
Director
Adam King
Technical Manager
Mark Shaw
Consulting Manager
Rajon Taylor
Technology Support Analyst

DATA DRIVEN DETROIT
Erica Raleigh
Director
Jeffrey Bross
Project Manager
Diana Flora
Detroit Revitalization Fellow
Kat Hartman
Project Manager
Kit Frohardt-Lane
Data Analyst
Joshua Long
Project Manager
David Miekszty
GIS Analyst
Nicholas Miller
Web Developer
Gregory Parrish
Data & Technical Manager
Dana Politi
Office Coordinator

CIVIC ENGAGEMENT
THE LEAGUE MICHIGAN
Kari Pardoe
Director
Nellie Tsai
Director

MICHIGAN CAMPUS COMPACT
Robin Lynn Grinnell
Executive Director
Shelley Long
Network Coordinator
Melissa Steward
Associate Director

STAKEHOLDER ENGAGEMENT
Bill Gesaman
Director
Annie McGuigan Fenton
Capacity Building Manager
Sarah Pinder
Resource Services Manager
Terry Streetman
Membership & Public Affairs Coordinator

“THROUGH THE STRATEGIC WORK WE HAVE DONE OVER THE LAST YEAR, MNA HAS BEEN ABLE TO BUILD AN INCREDIBLE TEAM.”
DR. JACQUELINE D. TAYLOR, CONSULTANT PONDERA ADVISORS, LLC