



Flathead Nonprofit Development Partnership – Serving Flathead Valley and the Region

## **E-Newsletter - September 2010**

Food for Thought

“I started using a new metaphor to describe how we were doing: it was uphill climbing as far as the eye could see, but we weren't rolling downhill anymore.”

--Cate Steane, *Through the Valley of the Shadow of Failure*, <http://www.blueavocado.org/node/554>, describing her nonprofit's journey through an organizational crisis to recovery.

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As always, NpDP is grateful to The Sustainability Fund for making our work possible.

### **Now, you can follow NpDP:**

on Facebook: [Facebook.com/FlatheadNpDP](http://Facebook.com/FlatheadNpDP)

on Twitter: @flatheadnpdp

on Flickr: Flathead NpDP

on our new Blog: [FlatheadNpDP.WordPress.com](http://FlatheadNpDP.WordPress.com).

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September Brown Bag:

### **Building Blocks of Fundraising**

Thursday, September 9, 2010, 11:30 am - 1 pm

Museum at Central School  
124 First Avenue East, Kalispell  
Free

presented by Cathy Cooney, Montana Community Foundation  
hosted by the Nonprofit Development Partnership



This workshop is geared mainly for beginning fundraisers. It's a practical collection of useful hints and resources to improve your ability to cultivate donors and raise funds for your organization. We'll touch on topics such as using donor databases, acknowledging gifts, giving donors what they want and encouraging regular giving. Handouts will include a bibliography of books, websites and podcasts that can help develop fundraising skills.

**Please RSVP to [rsvp@npdp.org](mailto:rsvp@npdp.org) or 406/756-3618 to ensure enough seating and handouts if you plan to attend.**

#### *About the presenter*

Cathy Cooney, Program Director for the Montana Community Foundation, works with local community foundations across the state to support their growth and development. She provides technical support and fundraising training. Cathy has worked in the community foundation field for thirteen years. She has a B.A. in Sociology and Certificate in Nonprofit Management from the University of California and a Masters in Public Administration from California State University. Cathy has lived in Montana since 2004 and resides near Echo Lake with her husband, Ned, and their three cats.

For information, contact:

email: [admin@npdp.org](mailto:admin@npdp.org)

Phone #: 406/756-3618

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Article:

#### **Asking Styles: A New Idea in Fundraising**

Author Andrea Kihlstedt begins her blog with a common fundraising myth:

“Have you ever thought that if you were only more confident, more extroverted, less shy, more articulate, funnier, more serious, more handsome, younger, older . . . *then* you'd be able to ask for gifts?”

If you have ever thought these thoughts, then read the rest of her blog here:

<http://blog.giftworksconnect.com/2010/06/asking-styles-a-new-idea-in-fundraising.html>

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2010 Montana Nonprofit Association Conference:

#### **Nonprofits Through the Looking Glass, the future of our sector**

Another great conference is shaping up for September 28-29 (with a pre-conference day on September 27) in Helena.

Speakers include Ruth McCambridge, Editor-in-Chief of The Nonprofit Quarterly, and Tim Delaney, President & CEO of the National Council of Nonprofits. The conference will also involve four pre-conference workshops, six conference tracks and 24 sessions on the following topics: Governance and Leadership, Fundraising, Human Resources, Financial Management and Accountability, and Communications and Technology.

*The Flathead is typically under-represented at the conference--let's have a strong showing this year!*

**Early bird rates available through September 8. Learn more, and register online, here:**



<http://www.mtnonprofit.org/conference.aspx>

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Job Opportunity:

### **Salvation Army - Christmas Kettle and Development Coordinator**

The Salvation Army is seeking to hire a Christmas Kettle and Development Coordinator to cultivate community support and participation in the annual Kettle Campaign and to organize and manage the event. Qualifications include excellent communication, organization, relational and computer skills. The position is full-time with some flexibility, from now through December. Interested individuals may contact Earl Houtz or Sandy Reich at 257-4357.

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Request for Proposals:

### **Leadership Flathead Class of 2011**

In order to help Leadership Flathead participants identify their second year community commitment, Leadership Flathead seeks proposals from local nonprofit organizations for projects that could be undertaken by a team of five to twelve Leadership Flathead participants between June, 2011 and May, 2012. Ideally, projects would require 15-30 hours of service per team member over the course of the 12-month period.

Ideal projects will allow team members to hone their leadership skills. Examples of past Leadership Flathead community projects include the development of the Conrad Mansion Museum's annual fundraiser, Death by Chocolate, and the development of Youth Leadership Flathead for high school students, now called Leaders of Tomorrow.

*If your organization has a need for the service of fewer than five Leadership Flathead participants, i.e. individuals to serve on a Board, committee, or other volunteer function, please contact Jill Seigmund at 758-2810.*

To be considered as a Leadership Flathead project, the applicant organization must be a registered 501c3 nonprofit serving the Flathead Valley.

For more information or to apply, contact Jill Seigmund at [jill@kalispellchamber.com](mailto:jill@kalispellchamber.com).

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Fundraiser Opportunity:

### **Humane Society of Northwest Montana 2011 Paws & Claws Calendar**

The Humane Society of Northwest Montana is appealing to non-profits and other groups around the Flathead Valley to help with selling their 2011 Paws & Claws calendar while making money for your nonprofit group. The 2011 Paws & Claws Calendar is now available for sale at a price of \$10 each. Your nonprofit receives \$2 per calendar sold, with a bonus of \$10 with the 26th sold. For more information about this opportunity, contact the Humane Society at [info@hsnwmt.com](mailto:info@hsnwmt.com).

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Networking:

### **Festival of Clubs, Flathead Valley, 2010**

Nonprofit organizations, clubs and associations are invited to participate in the proposed Festival of Clubs, Saturday, October 24th, at the Flathead County Fairgrounds.

The nonprofits can show the community who they are, what they do, and how to become members or volunteers or contributors.

The festival's hours are 9 AM until 8 PM. There will be entertainment, presentations, and activities. A dance starts at 8 PM. Vendors will sell refreshments, food, and drink.

Clubs are requested to donate \$100 per booth. Scholarships are available. A sponsor or co-sponsors will assist with expenses and promotion,

Please contact: Tom Schmidt, Director, 406-863-2664 or 406-261-1794.

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Update:

### **IRS Guidance for Small Nonprofits at Risk of Losing Tax-Exempt Status**

May 17, 2010 was the deadline for nonprofits that had not filed a Form 990, 990-N, 990-EZ or 990-PF in three years to file or risk losing their tax-exempt status. However, a significant number of small nonprofits missed the deadline. As a one-time relief, the IRS has extended the deadline for some nonprofits.

For more information on the guidance or to determine if your nonprofit qualifies for this extension, check out the following website:

[http://www2.guidestar.org/rxa/news/articles/2010/irs-releases-guidance-for-small-nonprofits-at-risk-of-losing-tax-exempt-status.aspx?source=aug\\_5\\_2010nwsltr&hq\\_e=el&hq\\_m=714193&hq\\_l=3&hq\\_v=a7088cf856](http://www2.guidestar.org/rxa/news/articles/2010/irs-releases-guidance-for-small-nonprofits-at-risk-of-losing-tax-exempt-status.aspx?source=aug_5_2010nwsltr&hq_e=el&hq_m=714193&hq_l=3&hq_v=a7088cf856)

Also, the following website of the IRS outlines the guidelines and requirements for nonprofits whose annual gross receipts are below \$25,000:

### **Annual Electronic Filing Requirement for Small Exempt Organizations - Form 990-N**

<http://www.irs.gov/charities/article/0,,id=169250,00.html>

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Legislation:

### **Nonprofit Sector and Community Solutions Act**

Show your support for the Nonprofit Sector and Community Solutions Act by filling out the form on the link below. The Nonprofit Sector and Community Solutions Act (H.R.5533) "would strengthen America's communities by making the federal government a more productive partner with nonprofit organizations by establishing 1) better communication with the federal government, 2) better coordination within



government, and 3) enhanced data collection” according to the National Council of Nonprofits. Join the Nonprofit Development Partnership with your nonprofit’s support of this non-partisan bill.

<http://www.councilofnonprofits.org/survey/nonprofit-sector-and-community-solutions-act>

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Discussion:

### **Measuring the Effectiveness of Your Online Communication**

TechSoup is hosting a discussion on Idealware’s article, Measuring the Effectiveness of Your Online Communication. The article lists metrics to use in determining how effective your online communication is and whether your online communication is meeting the goals you intend to meet.

Read the article and join in the conversation here:

[http://www.techsoup.org/learningcenter/internet/page12735.cfm?utm\\_source=newsletter&utm\\_medium=email&utm\\_campaign=btc](http://www.techsoup.org/learningcenter/internet/page12735.cfm?utm_source=newsletter&utm_medium=email&utm_campaign=btc)

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The Resource Corner:

### **Taking Donations Online**

Although having a “Donate Now” option on your nonprofit’s website won’t automatically generate donations, having the option to give through your website is a part of sound, comprehensive fundraising strategy. Idealware - a website that helps nonprofits make software decisions - reviews options for even the smallest nonprofit to accept donations online.

<http://www.idealware.org/tips/online-donations>

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Reminder: PLEASE pass this e-newsletter along...to Board members, fellow staff people, volunteers, and other nonprofit people you know in the community. Everyone’s invited to be a part of our growing network! To sign up to receive this newsletter, go to our website, [www.npdp.org](http://www.npdp.org) and click “Join our Network” on the left side of the page. Enter your email address, name, and other required information.

NOTE: Please add [admin@npdp.org](mailto:admin@npdp.org) to your “safe senders list” in your email spam and junk mail filters. That way, when we send you messages through our new email network, you’ll continue to receive our e-newsletters, workshop announcements, and other items of interest.

Disclaimer: The views expressed in the articles and internet links contained in this E-newsletter are those of the content providers, and do not necessarily reflect the views of the Nonprofit Development Partnership.