DO ALL
THE
GOOD
YOU
CAN

2016—2017 ANNUAL REPORT OF THE OKLAHOMA CENTER for NONPROFITS
The Oklahoma Center for Nonprofits is the organization of choice for professionals and volunteers to **LEARN** the most up-to-date, leading practices in nonprofit management. We **ADVOCATE** for the sector through a comprehensive legislative and public education agenda that puts nonprofits and their donors first. We **EXCEL** through our adherence to excellence in all we do. We **NURTURE** the missions of more than 19,000 nonprofits in Oklahoma. We help organizations **GROW** and evolve by teaching them to **EXPLORE** and **CONNECT** to reach their full potential.

**WE ARE NONPROFITS. WE ARE EXCELLENCE.**
Do all the good you can. We say it repeatedly. In a state like Oklahoma, we are hard-wired to do good. And to quote my friend, Sharon Gallagher in Tulsa, you have to be good to do good. That’s why the Oklahoma Center for Nonprofits is here. We equip organizations with the tools to be great, so they can do good. And we’ve been doing it since 1981: helping organizations embody excellence.

... by all the means you can. We are a strong sector, with 18,979 nonprofits registered in Oklahoma. Of those many nonprofits, 958 are members of the Center. You donate more than $2.5 billion to charitable organizations and volunteer to the tune of 94 million hours, which is worth more than $2.6 billion. There is strength in working and giving together.

... in all the ways you can. We collaborate to enrich, change and save lives across the state. Whether it is through services to end suffering, arts and cultural events, or wraparound programming for Oklahomans, the charitable sector seeks to collectively impact our communities.

... in all the places you can. We support nonprofits in every corner of Oklahoma. Through training, outreach and consultation, the Center is there to teach, learn, engage and advocate for all nonprofits in our state.

... at all the times you can. We keep watch for the sector through education, awareness, advocacy and “standing for our missions.” We empower nonprofits to advocate for their work that significantly improves and advances our communities.

... to all the people you can. Last year, we provided training to 2,338 participants in 252 training events. For organizations that requested deeper engagement, we completed 86 consulting projects. We had more than 4,000 touch points with nonprofit professionals, volunteers, board members, donors and other constituents.

And we will continue to do this for as long as you ever can.

We hope you enjoy reading about all the good nonprofits do, and how the Center is there to help, in our annual report. We also encourage you to consider a gift that does good by supporting the Center’s work. Your investment means nonprofits from Altus to Anadarko and Tulsa to Tishomingo receive the transformational training, consulting and membership services they need. Your contribution helps to advocate for the sector at the local, state and federal levels.

You continue the tradition to “Do all the good you can.” We appreciate your support and we look forward to doing more good. Together.

Marnie Taylor
President and CEO
By All the Means You Can: Creating and Sustaining a Unified Network

Brooke Townsend, Oklahoma City
The Oklahoma Caring Foundation and Blue Cross Blue Shield of Oklahoma; Member, Board of Directors

My first experience with the Oklahoma Center for Nonprofits was in 2009 when I represented the organization where I now serve as Executive Director (The Oklahoma Caring Foundation) in participating in Standards for Excellence. Today, as I oversee community relations for Blue Cross Blue Shield of Oklahoma along with The Oklahoma Caring Foundation, I recognize how significant best practices are in creating effective, transparent and accountable nonprofits. Moreover, as a board member of both the Center and of Infant Crisis Services in Oklahoma City, I take my role as a director more seriously and more confidently. The Center really empowers all levels of the charitable sector – whether practitioner, leader or executive, volunteer or board member. That says a lot.

The Center provides the foundation upon which a strong nonprofit sector can prosper; it helps the sector build capacity while providing a very important voice for the nonprofits in our state. The nonprofit sector is the best example of how collaborative partnerships at all levels can work to benefit the people of our state. This provides vital resources to fill gaps that other pieces of our state infrastructure create.

The charitable sector also provides a purpose and focus for corporate, business and philanthropic leaders and an avenue for those leaders to share their success. The only way to make lasting change is to have a collective voice and a network of collaboration among all nonprofit stakeholders. Most importantly, the benefit of a united sector is strength – the power to make lasting change and create true collaboration that results in positive outcomes.

A connected network facilitates sharing of resources which leads to increased efficiency within the sector.

Finally, as a community philanthropist, I see the hard work and innovation happening across the state, thanks, in large part, to nonprofits. They truly change, improve and many times save lives. I can’t imagine what Oklahoma would look like if we didn’t have a strong nonprofit sector. I’m thankful for the role the Center plays in helping to strengthen the work of nonprofits.

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OKLAHOMA NONPROFIT ORGANIZATIONS
At the end of fiscal year 2016-2017, there were 958 OKCNP member organizations.
In 2016, there were 18,979 nonprofit organizations in Oklahoma.

2016 NONPROFIT SECTOR DATA
Oklahoma nonprofit contribution in revenue $15.3 Billion
Oklahoma nonprofit organizational assets $48.8 Billion
Charitable giving by Oklahomans $2.5 Billion
Volunteer service by Oklahomans 94 Million hours
Seth Fairchild, Durant
Chahta Foundation and Choctaw Nation of Oklahoma
Center Board Member

The Center is unique in its ability to create exponential change in our state. By assisting urban and rural nonprofits across Oklahoma, they affect communities big and small. This “good” is made possible through knowledge sharing and resource development on a large scale that would be difficult to imagine if not for the Center.

Partnerships have always been important to the people of Oklahoma. The Center creates these opportunities through intentional action and planned collaborations. By leveraging these connections and resources, we are better able to foster the change we work so hard to create. Throughout history, our tribe has consistently displayed a spirit of cooperation and a sense of the greater good. This is a quality shared by the Center.

Lacey Horn, Tahlequah
The Cherokee Nation
Center Board Member

The Cherokee Nation has partnered with the Center for a number of years to provide training to our supported organizations to help preserve our culture and improve our communities. The economic impact of philanthropy, nonprofit work and the Center’s involvement is changing the lives of Cherokee citizens each and every day. This partnership is vital to the work of our charitable organizations.

Johnna R. Walker, Ada
Chickasaw Foundation and the Chickasaw Nation
Center Board Member

Our foundation has benefitted greatly from our partnership with the Center. Throughout the Chickasaw Nation, we also have dozens of nonprofits providing important services to our citizens. The Center helps our nonprofits be the best they can be and “do all the good they can” by lending an ear and helping hand along the way.

We also appreciate that the Center provides these trainings in the heart of the Chickasaw Nation. By working with nonprofits on the ground in our communities, we have greater impact and better relationships.
In All the Places You Can: The Center Helps All Communities

Tracy Bittle, Enid
Leonardo’s Children’s Museum

As I worked to move into the Executive Director position at Leonardo’s Children’s Museum, I quickly learned that before I attained this position I wanted to become a “Certified Manager” by the Center. The reputation of the organization and content of this course was something I felt very necessary to be a good future leader of my organization. Every class of this course was valuable. I quickly networked with amazing other nonprofit leaders and developed relationships with the outstanding staff of the Center. This experience has led to many other experiences with this organization, and I value all of them.

There is an abundance of resources for organizations in Tulsa and Oklahoma City. When you live in any of the “other towns” located in the vast rural land of Oklahoma, you quickly learn that resources are limited. Professional development, guidance and networking become a priority that any aspiring executive looks for to become an effective leader in a community such as Enid. The Center reaches far beyond their city limits and will gladly come out to rural areas to provide consultations and trainings to rural leaders. The professionalism, follow through, and eagerness to assist rural Oklahoma is evident at the Center, and I am truly appreciative of this.

Besides management certification, I have called for advice concerning legal or governmental issues for my organization, and I have utilized consultation on various levels. My board of directors engaged in strategic planning with the help of the Center. I later recommended the Center to facilitate this process for several other boards of which I am a member. On three occasions, Center facilitators quickly identified priorities, industry limitations and opportunities and led groups through valuable discussions that will influence the future of these organizations through the next decade.

The quality of the Center’s training is excellent and the relationships are irreplaceable. The networking that they facilitate is priceless. Having a central, reputable organization to support nonprofits is vital to our survival in this highly competitive world. We are thankful to have them as a resource.

STATEWIDE REACH GROWTH

<table>
<thead>
<tr>
<th>FISCAL YEAR</th>
<th>2012</th>
<th>2017</th>
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</thead>
<tbody>
<tr>
<td>STAFF DEDICATED TO RURAL OUTREACH</td>
<td>0</td>
<td>3 FT</td>
</tr>
<tr>
<td>GRANTS FOR RURAL OUTREACH</td>
<td>$0</td>
<td>$135,000</td>
</tr>
<tr>
<td>STANDARDS FOR EXCELLENCE TRAINING</td>
<td>0</td>
<td>Four Rural Sessions ENID, BARTLESVILLE, TAHLEQUAH, LAWTON</td>
</tr>
</tbody>
</table>

OTHER TRAINING SESSIONS

PONCA CITY, ARDMORE, DURANT, MUSKOGEE, ADA, TAHLEQUAH, ENID, LAWTON and BARTLESVILLE.

TRAINING NUMBERS

Total Training Sessions 252
Number of Attendees 2,338
Standards for Excellence Sessions 80
Standards for Excellence Graduates to date 844
Nonprofit Management Certification Program Graduates 120
Leaders’ Circles Attendees 48

CONSULTING

Total Projects 86
Strategic planning, board governance, fundraising, team building and more.
At All the Times You Can: Advocating for the Sector

John Ford, Bartlesville
Former State Senator and Current Board Member for the
Oklahoma Center for Nonprofits

Before joining the Center’s board, I had been on the board of my local United Way for several years and was asked to update our by-laws. One of the first resources I reached out to was the Center. They provided the input that was needed to assure the by-laws reflected the guidance and values of our organization.

To be a truly effective nonprofit there must be a strong leadership and a strong board. The value of the Center is the training and consulting they offer to the nonprofits across Oklahoma and creating the forums that allow nonprofits to share and learn from each other.

Advocacy is also critical for nonprofits. Legislators and policy makers are constantly faced with issues where they lack a depth of knowledge or an understanding of the unintended consequences that might occur with any change. In cases like these, good legislators and look to individuals and organizations that are knowledgeable, trusted and representative of the values and beliefs of Oklahomans. The Center is there to help.

I have been on both sides of advocacy with the Center. As a legislator I was approached with authoring a bill that made changes benefiting all nonprofits and was also supported by the State agencies impacted by the change. Even after my service in the Senate, there was an attempt to make changes that would be detrimental to the nonprofits of Oklahoma. The Center led the effort to keep this change from being implemented, and I had the opportunity to be part of that effort. The Center truly led the sector on these issues.

It is important for our legislators to have an understanding of the compassion and value nonprofits bring to the constituents of their districts and to support this effort. This understanding is best fostered by the local nonprofit employees, board members and clients reaching out to the legislators to demonstrate the value and the impact of the sector.

2017 LEGISLATIVE HIGHLIGHTS

HB 2347 The bill would have capped charitable giving deductions (along with other itemized deductions) at $17,000. The Center successfully lobbied to have the bill amended to exclude charitable deductions. The Center believes charitable giving incentives are vital to the health and effectiveness of the sector.

Johnson Amendment The Center continues to oppose any changes to IRS guidelines prohibiting 501c3 organizations from endorsing candidates or political parties for office. We believe that charities are stronger when they remain nonpartisan and we will oppose any federal changes that would weaken or eliminate this important 1954 rule.

Charitable Giving Incentives The Center promotes the value of the charitable giving incentive at both the federal and state levels, and will continue to advocate for keeping all incentives intact. Additionally, the Center encourages Congress to consider a “non-itemizer, universal deduction” to encourage all Americans to give to charity and have the same benefits as those who itemize.

Fair Budgeting and Contracting Because many organizations within the charitable sector rely heavily on government contracts, fee-for-service reimbursements and other public funding, the Center advocates that nonprofits receiving funding not sustain cuts.
To All the People You Can: Recognizing Excellence

Pat Potts, Oklahoma City
Center Founder

When I founded the Center in 1981, I did so because nonprofits needed a friend. They needed a helping hand, a shoulder to lean on, a brain to pick, eyes to look things over and so much more. I have believed in the power of nonprofits for as long as I can remember. In my role as a practitioner to my role as a philanthropist to my role as an advocate and my role as an activist, nonprofits were the vehicle to effect change.

In 2011, my husband, Ray, and I were honored at the first Visions Awards. The Center created an award in my name for subsequent years. We have honored a stellar list of leaders, philanthropists and all around “givers.” It’s a favorite night of the year. In 1981, I was inspired to start the work of the Center. Today, I am just as inspired by their work and of the work of the 19,000 nonprofits in Oklahoma – staff, volunteers, board members, donors and leaders. I am proud to see the Center do all the good it can to make Oklahoma thrive.

Howard and Billie Barnett, Tulsa
2017 ONE Awards Chairs

We have been involved with the Center for a number of years – as donors, advisors, board members, committee leaders, and most importantly, cheerleaders. The work of the Center is absolutely crucial in creating a nonprofit sector that meets the needs of the tens of thousands of Oklahomans each day that walk through their doors.

As sponsors and chairs of the ONE Awards, we know that excellence is hard to achieve and rarely recognized. Each year, the vision of Jerry Dickman and Joe Moran come to life as the Center honors 24 organizations of excellence. To date, we have handed out more than $1.5 million in grants to nonprofits. We have recognized the best of the best. We have been proud partners to help in this work, and we look forward to the future as we continue to strive for and reward excellence.

ONE AWARDS
McCall’s Chapel School, Inc., Ada
2017 Charles Schusterman Award for Excellence Winner

ONE COMMISSION
David Hogan, Chair
Kathie Coyle
Nance Diamond
J. Jerry Dickman
Lisa Greenlee
Kim Henry
Phil Lakin, Jr.
Frank W. Merrick
Polly Nichols
Meg Salyer
Wendi Schuur
Mary Kate Wilson

2016 VISIONS HONOREES
Sharon Gallagher, Sarkeys Special Recognition Award
Larry Pulliam, Lifetime Achievement Award
Lauren Branch, Pat Potts Visionary Award
Desiree Doherty, The Rodney Bivens Innovation Award winner
Mary Frates, The Rodney Bivens Innovation Award finalist
Dan Straughan, The Rodney Bivens Innovation Award finalist
As Long As You Ever Can: Giving and Long-Term Investment

Ginny Bass Carl, Oklahoma City
Oklahoma Medical Research Foundation

Several years ago, I was on the board of Sunbeam Family Services and working for a nonprofit (Oklahoma Medical Research Foundation and Oklahoma Heritage Association) and sought to improve my knowledge of nonprofits and be a better board member and nonprofit employee. The Oklahoma Center for Nonprofits was really the only local source of training with its knowledge and expertise in the nonprofit arena. I took one class and was hooked.

As an attorney by trade, I also knew best practices equate to better nonprofits and, ultimately, better communities. The Center is excellent at leveraging its assets – staff, knowledge and relationships – to maximize its impact across the state with nonprofits of all types and sizes. Do the math – exponential growth is positive impact: exactly how education and leadership are meant to work.

I am also a proponent of strong, transformative and lasting investments through philanthropy. What a joy it is to plant a tree for the next generations to have to enjoy its shade. We have amazing philanthropists in our generous state: from those who give a few dollars each month to others who dedicate their lives and fortunes to give back to the communities that cradled them. My professional specialty is legacy and planned giving. Because planned gifts are made out of net worth (assets) rather than disposable income, these gifts can truly be transformational. With a good plan (and everyone needs a plan!), a donor can do amazing things.

Nonprofits that help donors leave a legacy gift provide them the opportunity to experience the joy of doing all the good she can for as long as ever she can. With legacy gifts, the donor has peace of mind that her estate is preserved to take care of self and family and fulfilled philanthropic desire. Oklahoma generosity is contagious, and as our friend Mike Turpen often quips, "If ya ain’t givin’, ya ain’t livin’!"
2016-2017
FINANCIAL STATEMENT

Cash & Cash Equivalents  563,687
Other Current Assets  125,886
Total Current Assets  689,573
Other Assets  117,751
Total Assets  801,324
Current Liabilities  141,898
Net Assets  659,426
Total Liabilities and Assets  801,324

Revenue
Program Service Fees  862,306
Contributions and Grants  1,112,434
Other Revenues  17,292
Total Operating Revenue  1,992,032

Expenses
Program Expenses  1,724,548
Management & General Expenses  173,140
Fundraising Expenses  162,946
Total Operating Expenses  2,060,634

Total Operating Revenue

2016-2017 MEMBERSHIP

Total Organizational Members*: 958
New Members in 2016-17: 272
2016-2017 MEMBERSHIP (cont.)

Thank you to our individual and organizational members who help to create the statewide network of nonprofit organizations, leaders, and supporters. Our network is great because of your hard work in your communities.
CHAIRMAN’S CIRCLE (cont.)

BRONZE
Arvest Bank
BancFirst
Barbara and Stanton L. Young Foundation
Christi and Nolan Coyle
Coca-Cola Southwest Beverages
The Gelvin Foundation, Inc.
Love’s Travel Stops and Country Stores, Inc.
Jean and David McLaughlin
Patriot Bank
Marnie and Clayton Taylor
Tulsa Community College Foundation
Wells Fargo

COPPER
Anonymous
AT&T-Oklahoma
Billie and Howard Barnett
Bethesda, Inc.
Daniel Billingsley
Lori and Jeff Blumenthal
Molly and David Boren
Karen and Bob Browne
Sandy and Art Cotton
Peggy and Doug Cummings
Nance and Jeff Diamond
Janet and Frederick Drummond
First National Bank of Oklahoma
Mary and John Ford
Shannon and Chip Fudge
George Miskos Sutton Avian Research Center
Debby and Mike Hampton
Hille Foundation
Lezlie and David Hudiburg
Pamela and Carlos Johnson
Jenee and Darren Lister
The Margaret Vivian Bilby Foundation
Mariner Wealth Advisors
Patsy and William McKamey
Patti and Mark Mellow
NewView Oklahoma
NORDAM
Oklahoma Contemporary Arts Center
Oklahoma Youth Expo Inc.
ONE Gas
Kathy and Steve Potts
Shelley Sanders
Richard Sias
The Simmons Foundation
St. Simeon’s Episcopal Home Foundation
Tapstone Energy
Brooke and Dru Townsend
Jon Trudgeon
Tulsa Area United Way
Myra Ward
Kathy L. and John Williams

PRESIDENT’S CIRCLE
Ardmore Chamber of Commerce
Bank of Oklahoma
Car Care Clinic, Inc.
The Children’s Center
Kathie Coyle
CrossFirst Bank
Tim Delaney
Phyllis and George Dotson
Eric Eissenstat
Nancy and Bob Ellis
Mary Frates
Deborah Guilfoyle
Jean and Bob Harbison
Lacey Horn and Jerry Caughman
Judith and Jean Pape Adams
Charitable Foundation
Julie and Craig Knutson
McCall’s Chapel School, Inc.
Jenni and Jeff Moen
Jasmine and Melvin Moran
Payne Education Center
Carol and Larry Pulliam
Kelly Sachs
Mary and Rob Stallings
Afshean Talasaz
Tulsa Boy’s Home
Carol and Mark Williams
Jim Young, Jr.

*List as of July 2017

2016-2017 Board of Directors
Alana Hughes, Board Chair
Mark Williams, Chair-elect
Kathy L. Williams, Secretary
Steven Kerr, Treasurer
Jeff Moen, Immed. Past Chair
Jodi R. Cline
Lacey Horn
Tim Colwell
Craig Knutson
Sam Combs
Kelly Krahi
Seth Fairchild
Mandy Leehmuis
Deena Fisher
Tony LoPresto
John Ford
Tanya Monnig
John Harper
Ashley Perkins
Danielle Hoeltzel

Honorary Board Members
Pat Potts, Founder
Howard G. Barnett, Jr.
W. Kenneth Bonds
Marnie Taylor, President and CEO
Lou Kerr
Polly Nichols
Jon Trudgeon

OKCNP Staff

ADMINISTRATION
Marnie Taylor
President and CEO
James Arnold, MBA
Vice President of Finance and Accounting
Cristian Sirera
Executive Assistant to CEO

EXTERNAL AFFAIRS + PUBLIC POLICY
Daniel Billingsley
Vice President of External Affairs
Trent Brewer
External Affairs Coordinator
Mandy Fair
Director of Development
Debra Hull
Development Coordinator
Joshua Lunsford
Director of Communications
Linh Sasser
Communications Coordinator
Selena Skorman
Director of Development

PCRDN Staff

PROGRAMS
Janetta Cravens
Vice President of Programs
Anita Carwile
Director of Community Engagement
Mary and John Ford
Tulsa and Northeast Oklahoma
Samantha Chen
AmeriCorps Program Associate
Sara Jane DelMonte
Manager of Member Services
Jana Harkins, CPA
Accountant, Shared Services
Kaily O’Connor
AmeriCorps Program Associate
Kim Leveridge, Ph. D.
Director of Learning and Professional Development
Joy Wollenstein
Program Coordinator
Erin Webb
Shared Services Associate

CHAIRMAN’S CIRCLE DONOR RECOGNITION SOCIETY
PUBLISHED JULY 2017, REFLECTIVE OF GIFTS RECEIVED FROM JULY 1, 2016–JUNE 30, 2017