Dear friends:

I’m just finishing up my fifth year as the CEO of the California Association of Nonprofits (CalNonprofits), so I’m taking a moment to think about what I’ve learned about my job and the work of this organization.

When I started five years ago, CalNonprofits was starting to climb out of dormancy. We hadn’t held an event or program in four years. We started by talking to everyone we could, often asking the question: “What do you think an association of California nonprofits should do?”

The near-universal answer to that question was, “You need to be a voice for us,” and “Nonprofits need a voice.”

What I finally came to understand was that nonprofits want much more than just a loud voice proclaiming their position on a particular bill (although they do want and need that). These folks were calling for something both more practical and more abstract. More abstract in that the nonprofit community wants a sense of itself as a community – and no better way to feel that than to show our strength to government, to business, and to the public. And more practical, too, through specific, uncomplicated ways to make a difference for all of us.

An example of the practical: because we nonprofits want to comply with the myriad regulations we face, CalNonprofits created the Nonprofit Compliance Checklist (www.calnonprofits.org/resources/nonprofit-compliance-checklist), a list of all of the relevant state and federal forms with links to each one.

Another example: as this newsletter goes to press, we are working on defeating a bill (AB 1250) that would make it much harder and expensive for county governments to contract with nonprofits. This bill would not only dramatically reduce funding to nonprofits, it would dramatically cut services to the communities we serve.

But we are finding and raising our voice. CalNonprofits is a leader in the alliance of nonprofits fighting this bill. Along with the California Association of Food Banks in particular, we’ve met with the bill’s author and sponsors, proposed amendments, and demonstrated that we’ve done our homework before stating our opposition to the bill. We now have a powerful and super smart Sacramento Advocate in Jennifer Fearing and a brilliant and understated Policy Director in Nancy Berlin. At print time, over 300 nonprofits have signed the Oppose Letter: proof that nonprofits want to take positions when issues are put in front of them. — continued on page 2
Letter from CalNonprofits CEO, continued from page 1

Whether or not we are successful in defeating this bill, we have stronger platforms and alliances than ever before. With more than 10,000 members, CalNonprofits can call upon members in the district of any particularly crucial legislator to be part of the nonprofit voice to that individual.

A major part of this platform is the new Assembly Select Committee on the Nonprofit Sector — a first-ever legislative committee focusing on how to strengthen the nonprofit community’s contributions to our state. This is a BIG deal. And in speaking to philanthropy, a major step just last month was the launch of GrantAdvisor — a sort of Yelp for nonprofits which has the goal of raising the whole field of grantmaking — and which already has 418 reviews.

I didn’t think we could get here this quickly, I was wrong. California nonprofits want to speak up individually and collectively — they just needed some simple ways to do so. California nonprofits have also spoken through us to philanthropy — whether through the Nonprofit Overhead Project or our occasional open letters to foundations, such as the one calling on foundations to help fund the increases in minimum wage that foundations had supported informally and formally.

I’ve learned how maneuvering and grassroots organizing across the state can increase nonprofits’ collective effectiveness in Sacramento. I’ve learned that when nonprofit coalitions work together, we can be a very compelling, very loud, and very smart, effective voice. And it feels good to all of us to hear that shout and that song.

As always, please don’t hesitate to connect with me or any of our staff or board members.

Jan Masaoka
CEO, CalNonprofits

State Legislative Committee Holds Hearings on Nonprofits

A new Assembly Select Committee focusing on the nonprofit sector held its first meeting this June in the State Capitol in Sacramento. The committee, chaired by Assemblymember Monique Limón (D-Santa Barbara), started its historic work with a hearing to learn more about the nonprofit community. In addition to Assemblymember Limón, other members of the bi-partisan committee are Catharine B. Baker (R-Dublin), Marc Berman (D-Palo Alto), Anna M. Caballero (D-Salinas), Laura Friedman (D-Glendale), Mike A. Gipson (D-Carson), Timothy S. Grayson (D-Concord), Ash Kalra (D-San Jose), Brian Maienschein (R-San Diego), and Philip Y. Ting (D-San Francisco).

Assemblymember Limón described her work on this committee as “very meaningful to me in both professional and personal ways as this is where my public service started.” In addition to Assemblymember Limón’s opening remarks on the historic nature of a committee focusing on nonprofits, the agenda included:

- A discussion led by Shamus Roller, Executive Director of the National Housing Law Project and CalNonprofits Board Member, on the importance of nonprofits to California’s economy. He pointed out, for example, that one in 16 California workers is employed by a nonprofit, and that nonprofits bring $40 billion per year into California from outside the state.

- An overview by representatives from the Franchise Tax Board and the Department of Justice on the vast array of regulations and laws governing nonprofits. Attorney Gene Takagi (a frequent writer and panelist for CalNonprofits) also spoke to the federal perspective. Committee members were impressed with the degree of oversight and regulation that permeate the nonprofit environment.

As always, please don’t hesitate to connect with me or any of our staff or board members.

Jan Masaoka
CEO, CalNonprofits
a limited set of nonprofit organizations - ones affiliated with major league sports teams - to hold 50/50 raffles. SB 741 would create yet another narrow carve-out. It would expand the use of 50/50 raffles, but only if they are conducted at a county or state fairgrounds by a state fair, a citrus association, or a district agricultural association.

We launched a campaign against this bill and, with the help of many of you, we were able to stall it so it will not be voted on this year. It’s an issue that won’t go away, though, and we are committed to organizing a stakeholder process to get more input on how to create better and fairer raffle laws. Stay tuned for more about this later in the year.

**AB 1250 – Roadblocks to Nonprofit Contracting**

The surprise bill of the session has been AB 1250, which would require counties to conduct time-consuming and onerous processes when opting to outsource public services, including when contracting with nonprofits. AB 1250 would undermine the ability of nonprofits to provide critical services to our communities. It would also require nonprofits to reimburse counties for the costs of extensive new audits, as well as disclose the salaries and other personal information of employees. Working with other alliances and coalitions, we’ve launched an all-out effort to defeat this bill unless it is substantially amended.

**Victories in the State Budget**

The state budget also gave us opportunities to help our nonprofit community. We assisted in getting increased funding for the Nonprofit Security Program, which provides grants for security measures to nonprofits that are targets of hate-motivated violence. We helped get additional funding for outreach and planning as we approach the 2020 Census to ensure a full count of Californians. And, early on, we supported SB 6, which directed funds from the state budget to create a program to help nonprofit legal service organizations provide help to individuals facing deportation. That gives us a few early victories to celebrate, while waiting for the legislative session to conclude.

For more background on any of the bills we’re working on, check out our Legislation Tracker (www.calnonprofits.org/public-policy/bill-tracker).

**FEDERAL UPDATE**

**Protecting the Johnson Amendment**

All year we worried about attempts to repeal or weaken the Johnson Amendment, which protects nonprofits from being pressured by donors to support or oppose particular candidates in any election. We asked you, our members, to sign on to a letter spearheaded by the National Council of Nonprofits to protect the Johnson Amendment, and over 200 of you did. And you helped us reach out to key California members of Congress to alert them to this threat. So far, our work has paid off and no action has been taken, but we expect to see another attack on this provision when Congress takes up tax reform. This is likely not the end of this fight, so we’ll stay vigilant.

**Opposing the Executive Order Against Sanctuary Communities**

On a more positive note, CalNonprofits is proud to have been part of the amicus brief (http://bit.ly/CalNPamicusbrief) supporting the request for an injunction to stop President Trump’s executive order against so-called sanctuary jurisdictions. We partnered with two county governments, the Law Foundation of Silicon Valley, Silicon Valley Council of Nonprofits, and other nonprofit organizations to take a stand because this executive order would have hurt our communities and damaged our ability to serve them. Judge William Orrick, who presided over the case, recently denied the federal government’s motion for reconsideration, so his earlier decision in favor of Santa Clara and San Francisco counties stands, meaning communities across the state which had moved to protect immigrants can breathe a little easier.

This fall, we’ll be gearing up for 2018: continuing work on legislation that will carry over into next year; doing deeper dives on ongoing issues like raffles and nonprofit contracting; and trying to prepare for the unknown opportunities and threats that may be on the horizon. We get some of our best intelligence about legislation from our members, so please stay in touch!
GrantAdvisor Update

In the last CalNonprofits Buzz, we told you about the launch of GrantAdvisor, a new crowdsourced site that’s a TripAdvisor for foundations. As you’ll recall, a foundation’s reviews on GrantAdvisor don’t go live until there are at least five review surveys completed. We’re pleased to let you know that there are 13 California foundations now live with reviews:

- Ahmanson Foundation
- California Community Foundation
- The California Endowment
- Community Foundation for Monterey County
- The David & Lucile Packard Foundation
- Peery Foundation
- Philanthropic Ventures Foundation
- The San Francisco Foundation
- Silicon Valley Community Foundation
- Sobrato Family Foundation
- Solano Community Foundation
- Weingart Foundation
- Wells Fargo Foundation

GrantAdvisor (which is a collaborative of CalNonprofits, GreatNonprofits, and the Minnesota Council of Nonprofits) has three main objectives:

- To give guidance to grantseekers by providing practical, authentic information about funders – this is especially useful to nonprofits that are often marginalized by foundations
- To provide useful feedback from grantseekers and professionals in the field
- To raise public dialog about how foundations are influencing their fields and communities

Like Yelp or Amazon reviews, GrantAdvisor is a crowd-sourced site, and all nonprofits and foundations have a stake in being part of the crowd that participates. Here are some of the helpful comments so far:

“Funder staff are really engaged and interested in your work. They tend to ‘suggest’ changes or additions to the work that might change your strategy or add costs, but they truly mean them as suggestions, so push back if you disagree or don’t think you’re able to do what they suggest.”

“Applying is too cumbersome for words.”

“Join their Nonprofit Partnership Program (NPP) program so that they know your organization is serious about building a relationship and not just asking for money.”

Most funders are responsive, and some are inviting their grantees to weigh in on GrantAdvisor. Help all of us learn more and raise the field by going to GrantAdvisor and sharing your experiences!

THE FINE PRINT: GrantAdvisor is piloting this year in California and Minnesota and is free during the pilot period. It is advised by a National Leadership Panel, and has received funding from the Peery Foundation and the Whitman Institute. Community Guidelines help keep comments useful. You can learn more about GrantAdvisor here: www.calnonprofits.org/programs/grant-advisor.
2017 Regional Town Halls - This September!

Add your voice to one of our upcoming Regional Town Halls! Our first Town Hall, hosted by Cindy Duenas of the Center for Human Services, took place in Modesto on September 13. It’s not too late to attend our Eureka or Sacramento events and get the inside scoop on the nonprofit policy landscape in Sacramento from CalNonprofits CEO Jan Masaoka and Policy Director Nancy Berlin.

We also want to use this opportunity to hear from you! What are the policy issues impacting your organization and your region, what are the services you need, and how can CalNonprofits help you?

Come learn, connect with CalNonprofits and community members, and share your ideas and perspectives. Space is limited!

- Members: $15/person, including lunch
- Not-yet-members: $30/person, including lunch

Learn more and register at www.calnonprofits.org/townhalls.

Modesto, CA - Wednesday, September 13, 11:30am – 1pm
Hosted by Cindy Duenas, Executive Director, Center for Human Services and CalNonprofits board member
Greens on Tenth, 953 10th Street, Modesto, CA

Eureka, CA - Thursday, September 21, 11:30am – 1pm
Hosted by Amy Jester, Executive Director, Northern California Association of Nonprofits (NorCAN)
Humboldt Bay Aquatic Center, 921 Waterfront Drive, Eureka, CA

Sacramento, CA - Tuesday, September 26, 11:30am – 1pm
Hosted by Chet Hewitt, President and CEO, Sierra Health Foundation
Sierra Health Foundation, 1321 Garden Highway, Sacramento, CA

Special thanks to our Town Hall sponsors:

Armanino
Coeus Global
The Smullin Foundation

MEET OUR THREE NEW BOARD MEMBERS

We’re thrilled to welcome three exceptional leaders and sector advocates to the CalNonprofits board of directors:

**Celeste DeWald**, Executive Director, California Association of Museums, has a deep history with museums, including the Smithsonian’s National Museum of African Art, the National Steinbeck Center, and the Santa Cruz Museum of Art and History. At the California Association of Museums (CAM), Celeste led the campaign for the new Snoopy license plate that benefits California museums. CAM is the lead partner in the second phase of Museums United, a national endeavor to strengthen the national network of museum associations, and has an active advocacy presence in Sacramento, most recently with AB 755, a bill that help families with Electronic Benefit Transfer (EBT) cards gain admission to museums.

**Chet Hewitt** is President and CEO of Sierra Health Foundation and The Center, a nonprofit intermediary facilitating partnerships for health equity. Previously, Chet served as Director of Alameda County’s Social Services Agency, Associate Director for the Rockefeller Foundation, and Director at the Center on Juvenile and Criminal Justice. He co-chairs the California Executives’ Alliance, a statewide consortium of foundations working to improve the life chances of boys and young men of color. He also serves on the boards of the Roberts Enterprise Development Fund and the Public Policy Institute of California. His work at the Sierra Health Foundation led Grantmakers in Health to award him the Terrance Keenan Leadership Award in Health Philanthropy in early 2017.

**Sue Sigler**, Executive Director of the California Association of Food Banks (CAFB), brings strong experience in nonprofit social services, including work in elementary school counseling, mental health, homeless teens, and women with eating disorders. Sue and CAFB have been recognized for their work with the California Department of Food and Agriculture to double California farmers’ contributions to food banks, now at a remarkable 214 million pounds per year. CAFB is a leader in nonprofit advocacy, and CalNonprofits has been proud to work with Sue and CAFB on several pieces of legislation this year.

Said Board Chair Geoff Green of these three new board members, “Each brings not only strong individual experience with nonprofits, but also powerful policy networks that we look forward to working with even more closely.” Welcome to the board, Celeste, Chet, and Sue!
On Wednesday, June 28, 2017, CalNonprofits hosted the 2nd annual California Nonprofits Day celebration at the State Capitol, where nonprofits from across the state were honored as nonprofits of the year. The full list of honorees can be found on the CalNonprofits website (www.calnonprofits.org/programs/california-nonprofits-day).

“California Nonprofits Day not only honors and spotlights the excellence of individual nonprofits, but raises the profile of the entire nonprofit community to legislators.”

Each nonprofit was selected by their local legislator as an exceptional nonprofit organization in the district. Honorees visited the Senate and Assembly floors and then gathered for a luncheon at the Sacramento Convention Center.

Highlights of the day included speeches from Assemblymember Monique Limón, chair, Assembly Select Committee on the Nonprofit Sector, California Assembly Speaker Anthony Rendon, and Attorney General Xavier Becerra. Many of the ninety-six state legislators who chose nonprofits of the year from their districts attended the luncheon, accompanied by their honorees.

“We are thrilled to celebrate the second annual California Nonprofits Day,” said CalNonprofits CEO Jan Masaoka. “We congratulate all of the award recipients on being honored for the great work they do every day to make California a better place.”
What If Nonprofits Got Together and Formed a Health Insurance Co-op?

by Colleen Lazanich, CEO, CalNonprofits Insurance Services

Nonprofits have long suffered in the health insurance market because we often have too few staff to negotiate the best rates. After all, a health insurance company is more interested in insuring employers with over 100 employees than those with less than 50.

At some point, most everyone in nonprofits has wondered, “What if several nonprofits got together and negotiated for health insurance as a group?” In fact, CalNonprofits frequently gets phone calls with this question.

The good news is that CalNonprofits sponsors a trust specifically to provide health benefits to California nonprofit members.

HealthWay Trust of California was formed over 25 years ago by the United Way of San Diego to provide benefits to San Diego-area nonprofits. Two years ago, CalNonprofits took over sponsorship of this trust, enabling all members of CalNonprofits to participate in HealthWay Trust. The trust allows small nonprofits to pool their experience and gain the benefits of being a large employer in the eyes of the insurance company:

- Consolidated rating (one rate for each plan)
- Consolidated billing for all benefits purchased through the trust
- COBRA administration
- Flexible Spending Accounts
- Wellness program

CalNonprofits sponsors this trust for the benefit of its members without receiving any compensation for doing so. Being part of the trust gives you the voice and benefits of a large group. Trustees are elected by all trust members and serve to benefit the members. Check out the HealthWay Trust website at www.healthwaytrust.org for more information.

So, yes, nonprofits did get together and form a trust and it’s been doing well for 25 years. It’s not right for everyone, but it’s worth looking into. Give me a call at 831-824-5002 or email me at colleen@cal-insurance.org and I’ll be glad to talk with you about benefit options for your nonprofit!

State Legislative Committee, continued from page 2


As Jan Masaoka said, “Our state’s nonprofit and philanthropic sectors not only represent the dreams and aspirations of California’s varied communities, they are robust with human capital, financial capacity, and innovative potential. Government, nonprofits, and philanthropy working together can identify and advance partnerships and solutions that will benefit all Californians. We thank Speaker Rendon and Assemblymember Limón for their commitment to the nonprofit community and their leadership on this valuable endeavor.”

What topics would you like to see the Assembly Select Committee on the Nonprofit Sector take up?
What are the keys to getting the most out of your CalNonprofits benefits?

When you join CalNonprofits, your organization can...

- Feel more connected to the nonprofit community in California
- Get access to specialized and current compliance information
- Participate in advocacy on legislation that affects nonprofits and be part of a policy task force on an issue you care about
- Join free webinars on best practices, current research findings, policy matters, and voter engagement
- Get great rates at a one-stop shop for health insurance, workers’ compensation, and all the other types of insurance you need
- Save money using our expanding list of partners offering discounts on your everyday expenses

To find out more, contact our Membership Manager at (415) 926-0668, email membership@calnonprofits.org or visit www.calnonprofits.org