Letter from Our CEO

Dear Members and Friends:

If we didn’t see you at the sold-out CalNonprofits convention in Los Angeles last month, we want to let you know about Causes Count: the first-ever economic impact study of California’s nonprofit sector. We released the study at the convention and it represents a watershed moment for our nonprofit community:

► The report shows that nonprofits generate 15% of the state GDP – and that means we are a powerful economic force. We bring in over $1 billion per year from out of state. Implication: as nonprofits and government work more together, we can bring more resources into our state and to our communities.

► We employ nearly a million people and mobilize the equivalent of 450,000 full time positions through volunteers. Even just looking at paid staff, we are the fourth largest industry in California — larger than construction, finance, or real estate. Implication: once they see our job-creating metrics, cities should court nonprofits they way they court industry.

► The public has more confidence in our ability to create jobs, use money wisely, reflect community values and provide quality services than they have in either government or the for-profit sector. Implication: They like us; they really like us. We should be proud not only of what we accomplish, but of our standing and reputation with the public.

► There are fewer nonprofits (and they have less money) in southern California compared to northern California; in rural areas compared to metropolitan areas; in communities of color compared to less diverse communities; and in wealthier compared to poorer communities. Implication: government and funders should examine their funding patterns and use their funding so that nonprofits can help correct — rather than reflect — the inequalities in our state.

A core problem? Our 72,000 nonprofits in California (of which only 25,000 have paid staff) are hidden in plain sight. We aren’t called “the nonprofit sector.” We’re called Stanford, Cedars Sinai, the San Diego Zoo. We’re called “my church,” my daughter’s soccer league, the Alzheimer’s center where my father goes, the college scholarship I got. We’re called Meals on Wheels, the NAACP, Wikipedia, the Jewish Community Center, the Sierra Club, and the Center for Independent Living. This report moves us from “hidden in plain sight” to the seat at the table where we belong. — continued on page 3
**Update from Sacramento**, continued from page 1

on actual charitable activities. While a high overhead percentage on a 990 form could theoretically signal a scam, it also signals things like being a PTA or a food bank. There’s no question that scam charities hurt everyone, but cracking down on fraudulent fundraising by imposing an overhead cap is akin to swatting a mosquito with an A-bomb.

We were pleased to work with Assemblymember Allen’s office to identify the core issue. California actually enjoys some of the strictest regulation of nonprofits, with ample, quality laws to prevent scams in the charitable sector. But the state agency responsible for enforcing those laws, the Office of the Attorney General, is grossly under-resourced to enforce those laws for a sector comprised of over 140,000 nonprofit organizations.

We helped turn Assemblymember Allen’s bill, AB 2077, into a proposal to allow the Attorney General to use an existing fund more flexibly, so they can apply more resources toward enforcing laws to prevent scams. We’re proud to support this legislation, and it is close to making it to the Governor’s desk.

**UNCLAIMED PROPERTY**

Have you ever wondered what happens when a nonprofit organization dissolves and assets remain unspent and not shared with other nonprofits? How about when the dissolved nonprofit is an affiliate of a larger parent organization? Well, those assets are reverted to the State through a legal concept called escheats, and held by the unclaimed property division of the State Controller’s Office. Like other unclaimed property, these assets can be returned to a rightful owner, as defined by law. Unfortunately for many nonprofit parent organizations, the definition of “owner” is too narrow to allow those organizations to claim the assets of their dissolved affiliates.

CalNonprofits was pleased to work with Assemblymember Jimmy Gomez and the State Controller’s Office to craft a bill that will make it easier for parent organizations to claim those assets and return them to the charitable sector. AB 1712 will soon go to the Senate floor for a vote, and if passed will go to the Governor for consideration.

**TAX CHECKOFF**

You may have noticed when finishing your state personal income tax return every year that you have the option of making charitable contributions to various funds and nonprofit organizations. What you may not have known is that each of those check boxes is the product of a bill in the Legislature to place that box on the form.

While there is great potential for the tax form contribution program to support nonprofits, it is underutilized in its current manifestation, raising an average of just $4.5 million year for the total of all funds on the form. On top of the low use, the current program is costly and laborious to legislate and implement, and it privileges only those nonprofits that can afford to lobby for a check box.

This year we worked with Senator Lois Wolk, chair of the Senate Governance and Finance Committee on a proposal to improve the current voluntary tax contribution program to benefit more nonprofits, provide more choices for tax filers in making contributions, and create efficiencies and limit bureaucratic and legislative headaches.

SB 1207 will allow up to 200 nonprofits per year (on a first come first served basis, subject to eligibility) to receive contributions through the personal income tax return form and will allow tax filers to choose from this larger pool of recipients by writing in their choices. Also new is that the program will be administered by the Office of California Volunteers, an agency with a strong history of linking Californians with service through the nonprofit sector. SB 1207 will be voted on the Assembly floor soon, hopefully passing and making it to the Governor. — continued on page 3
Letter from CEO, continued from page 1

Please join with us in getting this important and first-time data out to the public and to policymakers. We can bring a presentation to your coalition, your county board of supervisors, your foundation. We can give you the slides so you can make your own presentations, write blurbs for your newsletter, and use quotes and infographics in your grant proposals.

This report is part of our collective bringing together of our sector — through conventions, data, policy task forces, and more. Stay tuned, and stay in touch.

Jan Masaoka
CEO, CalNonprofits
jannm@calnonprofits.org
415.926.0034 direct

P.S. We are now at 9,341 members! Thanks to all of you and to our core support, unrestricted funders, we are making more and more of a difference in Sacramento, with philanthropy, and in strengthening and clarifying the voice of the nonprofit community.

Update from Sacramento, continued from page 2

Success is a great feeling when it comes to legislative advocacy. But perhaps it is the struggles that make success all the more significant. Two bills in particular have given us a wrangle this year, and both demonstrate some important areas where the nonprofit sector needs to raise its profile and build its clout in advocacy.

STREAMLINING FILING

AB 2180 from Assemblymember Cheryl Brown would have allowed nonprofits and other California corporations to file their annual Statement of Information form with the Secretary of State in conjunction with their annual Franchise Tax Board filings, rather than by their date of incorporation. This would have prevented thousands of nonprofits from being out of compliance for missing the filing date, and we were glad to work with the California Society of Enrolled Agents on the bill.

But according to the Secretary of State, it would have cost upwards of $3 million to go from a rogue filing system that triggers mass non-compliance to one that is simple and makes sense. And so AB 2180 died in the Assembly Appropriations Committee. This bill is a window into the challenges nonprofits face in advocating for measures to streamline the litany of filings we must manage simply to exist.

“SOCIAL PURPOSE” CORPORATIONS

SB 1301 from Senator Mark DeSaulnier changes the name of flexible purpose corporations to “social purpose corporations.” Flexible purpose corporations are for-profit entities, which can switch by votes of shareholders from being purposed solely to make profit to serving a purpose of social good and back to solely making a profit. CalNonprofits has opposed SB 1301 because we feel that the name “social purpose corporation” will cause confusion between these corporations and nonprofit organizations. While we were successful in getting Senator DeSaulnier to abandon proposing the term “socially responsible corporations,” we have been unable to stop SB 1301 entirely. This tells us we have a lot of work to do in getting policy makers to understand the real impacts and importance of California’s nonprofit sector.

As the 2013-2014 legislative session closes, these challenges and successes help us look ahead to the coming years. We know that the Legislature wants to work with nonprofits to improve our ability to serve communities. And we also know that we still face significant hurdles, both in terms of the difficulties of navigating system changes and in helping legislators better understand how much the nonprofit sector is truly a part of California’s economy, infrastructure and daily life.
The Unemployment Services Trust (UST) to Give More than $8.7M in Cash Back to Nonprofits

This summer, 521 nonprofits will receive a combined $8,762,873 in cash back. The UST program—which is available to nonprofits with 10 or more employees to help control unemployment-related HR costs—includes an annual review of its 2,000+ nonprofit accounts using an advanced actuarial model. Unlike the state unemployment tax system or some private insurance where taxes and premiums cannot be refunded (even when benefits paid out are far below what the employer paid in), UST instead allows for cash back when an organization has a positive unemployment claim experience.

UST member nonprofits whose claims were lower than anticipated, and that are well-funded for future claims, will receive a direct refund or credit to their organization. We are pleased to announce that 19 CalNonprofits members will be receiving $225,779.57 in cash back this year!

Learn more about the UST program for 501(c)(3) employers at www.ChooseUST.org or call (888) 249-4788 to speak with an Unemployment Cost Advisor.
Welcome new CalNonprofits members

Aaron Community Cultural Center
Alison’s Treasures
American Culture Council
American Theater Project
Andy Street Community Association
Animal Rights Fund
Aplos Software
Arts & Entertainment Ministries
Ascended Master Teaching Foundation
Bicycle Kitchen
Boys and Girls Club of Perris
Building Trades Training Cooperative
Cabrillo Education Foundation
California Association for Micro Enterprise Opportunity
California Public Interest Research Group Education Fund, Inc.
California Reinvestment Coalition
California Youth Connection
Center for Positive Sexuality
Center for Third World Organizing
Center Point Inc.
Children and Families, Inc.
Children: Our Ultimate Investment
Children's Hospitals National Foundation
Chinese for Affirmative Action
CineStory Foundation
Citizens Against Violence Abuse Foundation
Classics 4 Kids
Clement & Associates, CPA
Community Center for the Blind
Community Family Guidance Center
Community Resources for Independent Living
CommunityGrows
Contra Costa Interfaith Sponsoring Organization
Courage to Hope
Dancers Rising
Dharma Merchant Services
Education Consortium of Los Angeles
Education Through Music - LA
El Viento Foundation
Engineers for a Sustainable World
Eviction Defense Collaborative, Inc.
Family Justice Centers of Riverside County
Family Service Counseling Center
FOGG Theatre
Foothill Family Shelter
Foundation for Youth Investment
Fresh-Anointing Center for Healing
Friends of St. Francis Childcare Center
Global Force P. Leaders, Inc.
Go Kids, Inc.
Golden Hills Community Center
Great Northern Services
H.O.P.E. Drug Education and Treatment Inc.
Harmony Ranch, Inc
Heritage Museum of Orange County
Housing California
Humansics @ Fresno State
Impact Bay Area
Independent Living Services of Northern CA
Indo-American Seniors Association Fremont
InsightLA
Institute For Maximum Human Potential
Janssen & Associates
Jericho Road Pasadena
JM Impact Consulting
John & Marcia Goldman Foundation
Jost Legal
Laity Theatre Company
Land Trust of Napa County
Lavender Youth Recreation & Information Center
League of Women Voters of California
Leah Ordiz-Sargent
Learning Enrichment After School Program
Leona Valley Improvement Association
Les Deux Lapins Organization
Life Path Works, Inc.
Life Skills 4 Youth
Lindquist, von Husen & Joyce LLP
Living Word Worship Center
Los Alamitos Education Foundation
Los Altos Property Owners Downtown
Los Angeles Review of Books
Los Angeles World Affairs Council
Love Is The Answer of Contra Costa
Marin Center for Independent Living
Math Think Inc.
Mayview Community Health Center
Mental Health Client Action Network
Metamorphis
Monterey College of Law
Movement Strategy Center
Napa Valley Youth Advocacy Center
National Council of La Raza
Neurofibromatosis California
New Hope for Youth
Nonprofit Kinect
North Sacramento Grandparents Support Group
Oakland St. John Missionary Baptist Church
One Minute Gardener
One SAFE Place
Pacific Links Foundation
Patty Oertel
PayForward
Pentacle
Progressive Employment Concepts
Promesa Behavioral Health
RE-volv
Redwood MedNet
Regal Senior Living Corporation
Renaisssance Entrepreneurship Center
Root & Rebound
S.H. Cowell Foundation
San Bernardino County Museum Association
San Diego Housing Federation
San Francisco Gay Men's Chorus
Santa Ana Police Department Foundation
Schooley Mitchell
Seisimological Society of America
Serving Underserved
Shakespeare Play On
SHIELDS for Families, Inc.
Sierra Mountaineering Club
Silicon Valley Council of Nonprofits
Sound Art
SourceWise
Sow A Seed Community Foundation
Sunset Hall, Inc.
Tahoe Youth and Family Services
TeenNow California
Telephony Technology Consulting
The Jonas Project
The Soldiers Project
The Tweedle Center for the Arts, Inc.
Theoretical and Applied Neurocausality Laboratory
TODEC legal Center
Transitions- Mental Health Association
Unitarian Universalist Justice Ministry of California
United Way of Santa Cruz County
Urban Habitat
USD Nonprofit Institute
Vasquez Company LLP
Victor Valley Community Dental Service Program
Victoria Avenue Forever
Warehouse Workers Resources Center
Wasco Toys for Tigers
Women’s Cancer Resource Center
Women’s Economic Ventures
Yolo County Children’s Alliance
Yours Humanly
CalNonprofits 2014 Policy Convention

On August 1, over 300 nonprofit leaders, advocates, funders, journalists and supporters of the nonprofit sector gathered to learn the true economic power of California’s nonprofits.

An expert panel moderated by Irene Wong, from the David & Lucile Packard Foundation, discussed the implications of Causes Count. “I was really impressed with was finding out that nonprofits have such an impact on our economy in California, not only employment but revenue and taxation for the state” said Tania Ibanez, Senior Assistant Attorney General for California.

“Trust is everything in the nonprofit sector,” said Pete Manzo, as he reflected on the high degree of public confidence that Californians have in nonprofits.

“We need a strategy for all this power. What percent of your time are you spending on change?” — Sarah de Guia

Causes Count is presented to a sold-out crowd at the California Endowment in Los Angeles.

Jan Masaoka talks about nonprofit sustainability at a pre-convention workshop.

An agenda with philanthropy: Funding Marginalized Communities

A lively discussion about the challenges of funding equity in marginalized communities was moderated by Sandra Flores of the Fresno Regional Community Foundation. “We are the best voice for our communities to philanthropy – we need to craft our stories to tell all the great things that are going on, and it grows from there,” said Hardy Brown of the Black Voice Foundation.

Marqueece Harris Dawson shared his experience in building successful nonprofit policy coalitions.
Keynote address by Judy Belk, President and CEO of The California Wellness Foundation.

Judy discussed recent trends to help nonprofits navigate the ever-changing philanthropic landscape, like the westward flow of philanthropy and the increasingly diverse donor base. “Women are driving the philanthropic family agenda.” She highlighted how Causes Count shows us that nonprofits are an economic engine, but emphasized the values-based nature of our sector when saying “you transform lives, you don't make widgets.”

“All benefits of hybrid structures you also can do in a nonprofit, and you can do it better in a nonprofit.”
— Cecily Jackson

Fred Ali, President & CEO of the Weingart Foundation, led a discussion about the true costs of nonprofit programming. “The failure of government and many private funders to support the full costs of nonprofit work continues to be a huge problem in this country.”

“We need to increase our share of the pie – increase government contributions, private philanthropy commitments, and increase our voice as issues are being discussed.”
— Karen Baker

Robert Egger inspired people to get the word out about the importance of nonprofits.

“We’ve never turned ourselves into a pretzel to chase the money. We were true to our mission, and that helps build donor confidence.”
— Maria Cabildo

The convention closed with a star-studded debate about future designs for our sector. Are new hybrid models good or bad for nonprofits? “The nonprofit sector has been the social enterprise sector all along,” said Rick Cohen of The Nonprofit Quarterly.

“Donors fund people, not institutions.”
— Judy Belk

“Nonprofits have power. You can use it, or you can sleep on it.”
— Tania Ibanez
Causes Count: The Economic Power of California’s Nonprofit Sector

Groundbreaking Study Released August 1

The high point of our Annual Policy Convention August 1st was the release of the first authoritative study on the economic impact of California nonprofits. The groundbreaking report, titled Causes Count: The Economic Power of California’s Nonprofit Sector, reveals for the first time the size, scope and economic significance of California’s nonprofits, relying on data that has never before been aggregated.

Nonprofit experts say the study is critical to understanding the role nonprofits play in the California economy. “I commend CalNonprofits for undertaking a project of this magnitude: the first-ever statewide study of the California nonprofit sector and its economic impact,” said Tom Pollak, Program Director at The Urban Institute’s National Center for Charitable Statistics.

The research, which will provide a baseline for future studies in California and nationwide, was conducted by Dr. Laura Deitrick of the Caster Center for Nonprofit and Philanthropic Research at the University of San Diego and was guided by an advisory panel of more than 30 nonprofit leaders from throughout California.

KEY FINDINGS

Economic strength

- Nonprofits are a large and vital part of California’s economy, with nonprofit economic activity contributing 15% of the state’s Gross State Product (GSP).
- California foundations make nearly $2 billion in grants in a given year.
- Nonprofit organizations employed 1.1 million people in 2019.
- Nonprofits generated $208 billion in annual revenue and paid $37 billion in taxes.
- California nonprofits employ more people than all of Los Angeles’ small businesses.

Major employer

- Nonprofits rank as the 4th largest industry in California by employment, producing more jobs than the construction, finance, or real estate industries.
- Each year, California nonprofits bring in as much as $40 billion in revenue for our state’s economy.
- California nonprofits employ 1.1 million people.
- California nonprofits contribute more than $20 billion in gross domestic product every year, an equivalent of 450,000 full-time jobs.

Disparities

- Significant resource disparities persist:
  - Among the 72,472 registered charitable organizations in California, the disparity in the sector and in its resources, including revenue, assets, and grant dollars is not distributed equally.

Public confidence and advocacy

- Californians surveyed for this report believe that nonprofits are effective at providing services to the needy and vulnerable (80%), improve quality of life (79%), and support community values and promote social change (72%).
- California nonprofits are trusted institutions.
- California nonprofits serve less than 7% of the state’s residents, but they serve all of the state.

Contact Kristen Wolslegel, Study Project Manager at kristenw@calnonprofits.org to request a speaker to present the report in your area!
MEMBER PROFILE

Verified Voting Foundation

Each issue we profile one of the 9,400 members of CalNonprofits. This issue we’re pleased to let you know more about the Verified Voting Foundation.

Voter fraud, voter intimidation, and restrictive voting rules are all hot topics in any democracy because democracy only works if all citizens are able to vote, and to trust that their vote counts. And now, technology’s role in the voting process brings a whole new set of complications to the issue of making sure all votes are counted as cast. CalNonprofits member the Verified Voting Foundation is working to maintain the integrity of our voting system in the face of complicated questions and competing demands.

What happens if your electronic voting system mixes up the totals and declares the wrong person the winner? A village in Florida found out in the March 13, 2012 municipal election when two losing candidates were declared winners by the electronic voting software. Luckily, the problem was discovered during a post-election ballot audit. A different story played out in a Congressional race in 2006 in Florida: there were no paper ballots to audit, so the narrow-margin race where software problems were obvious couldn’t be audited to determine the voters’ will.

In October 2010, Washington DC’s pilot Internet voting system for overseas and military voters was hacked in dramatic fashion by University of Michigan researchers who changed votes on submitted ballots, discovered voters’ personal information – and who observed users in Iran and China attempting to break into the system.

These cringe-worthy examples illustrate some of the problems that the Verified Voting Foundation (VVF) has been working on since its founding in 2003. Their mission: “safeguarding elections in the digital age.” As a non-partisan organization working for accuracy, integrity and verifiability of elections, they work to ensure that the voices of those who understand technology are at the table when decisions about the use of technology in elections are being made.

The VerifiedVoting.org website has a number of great resources, including an interactive map – The Verifier – that will tell you exactly what kind of voting technologies are used in your state. They also offer research and explanations about the different types of electronic voting systems (and the specifics of the different manufacturers), as well as information about legislation related to electronic voting, and who is making the rules.

You can find more information at www.verifiedvoting.org.

ATTENTION MEMBERS

The California Association of Nonprofits and CalNonprofits Insurance Services are pleased to announce our 16th Annual Award of Excellence. This award program recognizes the hard work and inspirational dedication of California nonprofits to their communities. The unrestricted $10,000 Achievement in Innovation Award will be presented to an organization demonstrating innovation in the design and/or delivery of product(s) or service(s).

Call for nominations

NOMINATING IS EASY!

Who: Nonprofit members of California Association of Nonprofits

When: Application deadline October 29th at 5pm

Visit www.calnonprofitsinsurance.org for information and entry forms, or contact Monique Espinosa at 888.427.5222 ext. 1016 or email monique@cal-insurance.org.

Can I register to vote online? Yes!

Individuals can now register to vote online on the California Secretary of State’s website at www.registertovote.ca.gov.

When you register online, the system will search the Department of Motor Vehicles (DMV) database for your California driver’s license or identification card number, date of birth, and last four digits of your social security number. If your information is found and you authorize elections officials’ use of your DMV signature, an electronic image of your DMV signature will be added to your voter registration application after you click “submit” at the end of the online application. It’s super easy!

The deadline to register to vote for the November 4th general election is October 20th.

Watch for election news coming up in our Fall issue of Buzz!
**IRS Scores One for the Grassroots**

Government paperwork often feels like an obstacle to grassroots and other nonprofit work. But the IRS has made an important change for the good: they’ve simplified the form used to create new nonprofits. Starting last month, the new Form 1023-EZ is only three pages long with a filing fee of $400 compared to the standard Form 1023 — which is 26 pages long with a fee of $850.

Typically a group of people incorporates and starts nonprofit-like work before they file for federal tax-exempt 501(c)(3) status. Both the 1023 and the 1023-EZ can be filed up to 27 months after legal formation of the nonprofit. The EZ version can be used by nonprofits anticipating less than $50,000 in revenue per year and assets below $250,000. (In other words, a very large percentage of new nonprofits.)

CalNonprofits filed an official statement in support of the new form during the IRS comment period. In addition to supporting the idea of less paperwork for emerging nonprofits, we also pointed out that while the new 1023-EZ doesn’t do a great job of catching bad actors pretending to be nonprofits, it doesn’t do a worse job than the standard 1023. Frankly, we’re disappointed that some nonprofit associations opposed the new 1023-EZ — claiming, among other arguments, that there are too many nonprofits and thus it should be more difficult to start one. We believe that starting a nonprofit should be simple enough that ordinary people can do the paperwork without needing an attorney or a masters degree to do it.

Thank you, IRS!

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**CALIFORNIA POLICY FORUM WEBINAR**

**Understanding Nonprofit Overhead and its Policy Implications**

On July 17, 2014, The California Policy Forum held a very timely webinar on the subject of the policy implications of regulating nonprofit overhead. The webinar was recorded and can be heard in full here [www.calnonprofits.org/programs/webinars](http://www.calnonprofits.org/programs/webinars).

The stigma of “high overhead” has become a hot issue for the nonprofit sector, and there have been attempts on all fronts to establish and justify “reasonable” measures for overhead expenses. In 2013, Oregon passed a law that potentially pulls eligibility for state tax exemption for nonprofits that spend more than 70% on overhead. While this may catch some bad actors, does it also penalize volunteer-driven organizations, food banks, etc? Would a similar law be welcomed in California?

The discussion was moderated by Jan Masaoka of CalNonprofits, and featured: David Greco of the Northern California Grantmakers, who provided an overview; Fred Ali of the Weingart Foundation, who discussed how the overhead issue is important to grantmakers as well as nonprofits; Mark Lanseth of the Nonprofit Association of Oregon (NAO), who told us about the legislation passed in Oregon state which limits nonprofit overhead, and why NAO supported it; and Tim Delaney of the National Council of Nonprofits, who addressed indirect costs and how they affect nonprofits and the new OMB guidance.

Stay tuned for more Policy Forum webinars on breaking policy issues that impact our sector.
Q: What is California 4th worst in the country at doing?

A: California is **4th worst in the country** in failing to pay full costs of government contracts with nonprofits.

Yikes! The Urban Institute’s national study of nonprofits has just shown in addition that California ranks:

- **5th worst in the country** in complexity/time required by government contracting processes
- **6th worst in the country** in complexity/time required by reporting processes
- **6th worst in the country** in late payments
- **13th worst in the country** in changing contract terms mid-contract

We nonprofits already know how difficult and costly it is to manage contracts with the State of California, not to mention those with various counties and cities. Now it’s documented by Ph.D. researchers in a national institute — so it must be true!

Back when I was a nonprofit CFO, I used to say that “there would be no bankrupt nonprofits if there were no government contracts.” That’s overstating the case, but we know that these problems make contract management difficult and sometimes overwhelming – financially and in terms of patience.

There’s some important help coming. The Federal OMB (Office of Management and Budget) has issued a Guidance which requires states and counties to use an **indirect cost rate of 10% or more** if using federal funds in the contracts. This won’t solve all of the above issues, but it will go part of the way towards alleviating the unfair and impossible indirect cost rates so many of us suffer under.

Amazingly, the State of California told the OMB that not a single state agency has an indirect cost rate of 10% or lower. But 65% of California nonprofits report that they are reimbursed at rates of 10% or less. In fact, 38% receive 7% or less and nearly a fifth (18%) report 3% or less!

What is CalNonprofits doing about this?

First, we are meeting with officials in state offices to discuss the implementation of this new Guidance. Most departments haven’t even started thinking about it, despite an implementation date of late December. We will continue to meet with people and keep you posted.

Second, we presented an in-depth webinar about overhead described elsewhere in this issue of Buzz.

Third, this webinar is part of a larger statewide effort on the “overhead myth” that we are jointly developing, designed to take on overhead rates in foundation grants, indirect cost rates in government contracts, overhead rates used by the online charity raters, and more.

What **YOU** can do: bring these facts to the attention of your contract managers at the city, county, and state agencies where you have or are seeking contracts. Offer to work with them to make sure the implementation of the OMB Guidance goes smoothly. And let us at CalNonprofits know how we can help.

— Jan Masaoka, CEO, CalNonprofits
The Master of Arts in NONPROFIT MANAGEMENT

• Real-world experience through field-based learning
• Dynamic curriculum rooted in core competencies
• Engagement and networking with top nonprofit leaders

The new Master of Arts in Nonprofit Management is designed for nonprofit professionals wishing to advance or transition their career and enhance their nonprofit organizations.

Students prepare for positions such as executive director, development officer, program manager, trustee, or consultant.
• Program is 48 quarter units, completed in 18 months
• Students attend class one night a week, and occasional Saturdays, with online engagement between classes
• Certified Nonprofit Professional credential* option
• Scholarships and financial aid are available.

* Antioch University Los Angeles is a Collegiate Partner of the Nonprofit Leadership Alliance.