



THE POWER OF CONNECTION

Members and friends in California's nonprofit community:



Jan Masaoka
CalNonprofits CEO

Will you join me for a moment to appreciate how collectively we have accomplished so much during this pandemic and tumultuous period? It has never been clearer how central nonprofits are to supporting vulnerable people, bringing light to our lives, and standing up for what we need and what we believe in.

We believe every important idea for social change in the last 100 years has been initiated and led by nonprofits (paraphrasing Peter Drucker), including:

- › The Black-led civil rights movement that continues to grow and evolve today
- › The movement for women's rights
- › The idea that we can and should have cleaner air and protect our planet
- › The movement to allow LGBTQ people to marry
- › The idea that children with disabilities can go to "regular" schools and have full lives

Today, in search of social justice and economic prosperity for all, people who want to change the world choose nonprofits as their vehicles for doing so. All of us who work and volunteer in nonprofits are changing the world through what we do. There is no longer a divide between serving communities and standing up for them. We can't serve homeless women without supporting affordable housing. We can't provide after-school programming without working for increased school funding, nor can we help clean up beaches without fighting for stronger environmental laws.

We nonprofits are flexing our public policy muscles individually and collectively as never before. Even on issues where we disagree, there still are spaces where we can respectfully argue and discuss and thrash things out.

At CalNonprofits, we are less proud of our own accomplishments than we are of what we at California's nonprofits have done over the past two years. In this Report to the Community, we're letting you know some of the ways that we have been able to support the work of all of us.

A handwritten signature in blue ink that reads "Jan Masaoka".

Jan Masaoka, CEO, California Association of Nonprofits (CalNonprofits)
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In another year that saw limits on in-person gathering, the ways in which we did connect became that much more critical and powerful.

Whether we were building or nurturing important relationships in Sacramento, serving as a bridge between government funders and nonprofits, or partnering with peers to expand knowledge in the sector, our work is always about connecting.

When we stand together, our collective voice continues to grow stronger and more assured as we join forces to successfully push for important legislation, block policies that could harm our ability to serve our communities, and call for that seat at the table where influential decisions are being made. Some highlights of our work in 2021 includes:

POLICY & ADVOCACY

Standing Up For Nonprofits

We advocate for the advocates! Policy work in 2021 included:

COVID Funding for Nonprofits - We continued our efforts to keep nonprofits front and center with key government agencies as greater sums of COVID relief funds flowed into the state. We provided outreach and held 15 webinars to help nonprofits access \$96M in PPP loans, California Small Business Grants (CSBG) and support through CalVenues.

Securing protections for online fundraising

- We went up against Big Tech to secure much needed protections for online donors and nonprofits receiving funds online. The passage of AB 488 was the result of several years of effort and means that the

fundraising platforms we have come to depend on will no longer be able to hide fees, use nonprofits' names to raise funds without permission, or hang onto donations indefinitely.

Supporting philanthropic reform - Though addressing bills at the federal level isn't a usual priority for us, we do believe philanthropic reform is of utmost importance. Which is why, as wealth inequality increases and the contrast between need and wealth could not be more starkly felt, we've put our support behind the Accelerating Charitable Efforts (ACE) Act. The bill would establish limits on how long funds can stay in donor-advised funds (DAFs), provide some transparency on foundation-to-DAF transfers, and

encourage higher levels of giving by private foundations. In 2021 we:

- > wrote a letter to California's congress members urging them to support the act
- > drafted a set of principles as a basis for public policy work related to philanthropic reform
- > wrote an op/ed for Nonprofit Quarterly

Strengthening Nonprofits' Connection to Lawmakers


- In 2020 we were instrumental in encouraging the creation of the first CA Assembly Select Committee on the Nonprofit Sector. In 2021, we cheered the formation of a similar body on the senate side under the leadership of Sen. Monique Limón. These committees provide leadership in Sacramento on behalf of the nonprofit sector and help inform legislators about the critical role nonprofits play in communities across the state.

We also testified at numerous hearings; submitted letters in support of an array of bills; mobilized nonprofit workers with student debt to provide comment on needed changes to the Public Service Loan Forgiveness program, and so much more.



Senator Monique Limón

We supported

21 

state and federal bills, budget asks and resolutions

7,436
California nonprofits received



\$96M in COVID relief funds through the CSBG program (round 1)



LEARNING & CONVENINGS

Advancing Knowledge & Information

Some 10,000 people attended 38 events we held in 2021, more than in any year previous. In addition to our popular workshops on starting a nonprofit, trainings on various compliance issues, and town hall events with lawmakers, thousands joined us online for our webinars on accessing COVID emergency funds. In addition we:

Welcomed eight elected officials and legislative staff alongside a stellar line-up of nonprofit leaders as speakers and presenters at our **Annual Policy Convention**. Governor Gavin Newsom kicked-off the three-day event via video message and Attorney General Rob Bonta served as our keynote. Also joining us were: Assemblymembers Buffy Wicks and Phil Ting; Senators Sydney Kamlager and Monique Limón; Jessica Bartholow, chief of staff to state Senator Nancy Skinner; and Lauren Sanchez, senior climate advisor to Gov. Newsom.

Co-Presented Three Policy Forums, an annual series we partner on with Philanthropy CA. Close to 1,200 people tuned in to learn more about ARPA funding, redistricting, and opportunities for advocacy around the state budget.

Boosted advocacy capacity among nonprofits in underserved regions like Kern, San Diego and Imperial counties and the Central San Joaquin Valley through a series of regional trainings, in partnership with NextGen Policy.



Celebrating California's Nonprofits

A virtual celebration of California Nonprofits Day still provided the opportunity to help shine a spotlight on some hard-working nonprofit organizations around the state, bring the attention of elected officials to our sector, and create some important connections. Nearly all state legislators (110 of 128!) participated in selecting the 114 nonprofits honored across the state as California Nonprofits of the Year, the sixth year of this popular initiative.

Membership

Nonprofit organizations and their staff, businesses and foundations join CalNonprofits to support the advocacy work that keeps our sector strong and thriving, to feel connected to the nonprofit community, and to take advantage of our convenings and events as well as numerous cost-saving benefits.

Our growth was robust In 2021. We welcomed 331 new members, eight times the number of new members we welcomed just three years prior. Our member organizations are situated throughout the state and work across all issue areas, ranging in budget size from less than \$75,000 to over \$10M. We're thrilled to see this kind of expansion; our members are critical partners that sustain, engage with, and inform our work.



In The News

CalNonprofits staff were quoted or had op/eds featured in:

NPR/LA Times/CalMatters/Nonprofit Quarterly/The Chronicle for Philanthropy/Nonprofit Times/Capital Public Radio/Sacramento Bee/San Diego Union Tribune/Fresno Bee/Mission Local/Inequality.org/Desert Sun/Laguna Beach Independent/Santa Monica Times

Looking Ahead

In the coming year, CalNonprofits will continue our efforts to strengthen the ability of nonprofits to serve their communities by focusing on our six policy priorities: advocate for sufficient public investment in our communities; improve and strengthen the nonprofit sector's relationship with government; support the nonprofit workforce; promote civic engagement; ensure nonprofit independence and public accountability; protect and defend the broad values of the nonprofit community.

More specifically, we will be pushing for meaningful change around the way nonprofits contract with government, a long-standing issue that impacts nonprofits' ability to pay staff equitable wages and receive reimbursements that reflect the real cost of the important services they provide. We are thrilled that the \$250M in grant relief we advocated for to help nonprofits absorb the costs of much needed extended sick pay for workers made it into the current budget. And we'll continue to support the ACE Act and other charitable reforms that bring greater transparency and assure that donated funds now in the public trust can more quickly serve those in the greatest need. Our work around the student debt crisis will continue, we look forward to working with the attorney general's office on the implementation of the new online fundraising regulations, and we'll want to hear from our members and the sector at large about changes they'd like to see on behalf of California's nonprofit sector.

Some

25,000

nonprofit staff get their health insurance through CNIS

Nonprofit Insurance

Not everyone knows that CalNonprofits has a social enterprise subsidiary: **CalNonprofits Insurance Services (CNIS)**. In 2021 alone, CNIS helped 1,457 member organizations with their insurance needs and currently 25,000 nonprofit staff get their health insurance through us. CNIS works solely with nonprofit clients and understands their particular needs – like reducing workers comp during the pandemic because social workers were not going into peoples' homes. With offices in Capitola, Los Angeles, and San Francisco (CNIS) is available to meet you where you are.



1,457

nonprofits secured insurance through CalNonprofits Insurance Services

Public Counsel immigration attorney Gina Amato holds her daughter while speaking at a 2018 immigration rally. Courtesy of Public Counsel.



Supporters

First and foremost, we thank our members whose dues are critical to all that we do.

Also vital to our work are those foundations that provide **unrestricted support**, whose funding supports every aspect of our work:

The California Community Foundation

David & Lucile Packard Foundation

Weingart Foundation

Restricted

Sierra Health Foundation

Santa Barbara Foundation

Sustaining Members

Sustaining members go above and beyond to provide additional support for our advocacy work.

Walter and Elise Haas Fund

Humboldt Area Foundation

Josephine S. Gumbiner Foundation

The California Wellness Foundation

Provident Credit Union

Weingart Foundation

Gerbode Foundation

S.H. Cowell Foundation

Board Members

Maricela Morales, Chair, Executive Director, CAUSE (Central Coast Alliance for a Sustainable Economy), Ventura

Jose Rodriguez, Vice-Chair, President and CEO, El Concilio of Stockton

Latonya Slack, Secretary, Principal, Slack Global Consulting, Los Angeles

Geoff Green, Treasurer, CEO, Santa Barbara City College Foundation, Santa Barbara

Michael Alexander, Director of Public Programs, CalTech, Los Angeles

Susan Gomez, CEO, Inland Empire Community Collaborative (IECC), San Bernardino

Yolanda Gorman, Senior Advisor and Chief of Staff to the Chancellor, UCLA, Los Angeles

Chet P. Hewitt, President and CEO, Sierra Health Foundation, Sacramento

Karthick Ramakrishnan is a Professor of public policy and political science at the University of California, Riverside

Joel John Roberts, CEO, PATH and PATH Ventures, Los Angeles

Shamus Roller, Executive Director, National Housing Law Project, San Francisco

Surina Khan, CEO, Women's Foundation California



9,899
people attended

43 webinars,
convenings &
conference sessions

One-on-one help offered via phone call or an email to more than



1,000
people

Staff Members

Jan Masaoka, CEO

Vanessa Cruz, Member Support Associate

Jennifer Fearing, Sacramento Advocate

Lauren Kay, Director of Communications & Marketing

Linh Ngo, Program Manager

8 elected officials
and staff advisors
participated as speakers
& presenters at our 2021
annual convention



2021 Financials

STATEMENT OF ACTIVITIES

Year Ended December 31, 2021

Revenue and Support

Memberships	\$497,451
Earnings from Investment in Subsidiary	1,088,891
Grants and Contributions	1,085,620
Conferences and Workshops	50,296
Products and Services	47,593
Honaria and Consulting	5,950
Advertising	3,035
Interest Income and Other	5,467
Total Revenue and Support	\$2,784,303

Expenses

Program Services	1,207,659
Management and Administrative	183,863
Fundraising	4,520
Total Expenses	\$1,396,042

Change in Net Assets

1,388,261	1,388,261
Net Assets - Beginning Of Year	5,209,910
Net Assets - End Of Year	\$6,598,171

STATEMENT OF FINANCIAL POSITION

Year Ended December 31, 2021

Assets

Cash and Cash Equivalents	\$1,909,344
Dividends Receivable from Subsidiary	523,832
Accounts Receivable	5,012
Grants Receivable	-
Prepaid Expenses and Deposits	17,143
Investment in Subsidiary	4,558,887
Investments	106,773
Total Assets	\$7,120,991

Liabilities & Net Assets

Accounts Payable	197,238
Accounts Payable to Subsidiary	8,756
Accrued Liabilities	67,170
Deferred Revenue	249,656
Total Liabilities	\$522,820

Net Assets

Without Donor Restrictions	6,226,296
With Donor Restrictions	371,875
Total Net Assets	6,598,171
Total Liabilities & Net Assets	\$7,120,991



Courtesy of
Fresno Philharmonic





Courtesy of Inland Empire Community Collaborative



Courtesy of Rebuilding Together Peninsula



Courtesy Sierra Nevada Alliance

Thanks to CalNonprofits members who shared photos here of their excellent work.



Where is CalNonprofits?

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