The Center thanks all of our funders, members, supporters and allies for making possible our work to strengthen New Jersey’s non-profit community for the people of our state.

CHAMPIONING and PROTECTING the non-profit community

Tracking the Well-Being of New Jersey’s Non-Profits – Research informs our advocacy and programming throughout the year and helps us “tell the story” to the people who need to hear it most. Our 2019 annual Trends and Outlook survey report showed policy makers, funders and the media how critical New Jersey non-profits really are - and how rising demand for services and limited funding continues to pose serious challenges.

Promoting Giving Incentives for New Jerseyans – The sweeping impact of the federal tax law on New Jerseyans and on our state’s charities has heightened the urgency of passing a state-level charitable giving tax deduction. Bipartisan legislation to allow New Jerseyans, regardless of whether they itemize federally, to take a tax deduction from their state income taxes for donations to qualified charities passed the state senate unanimously in March. We are working vigorously to get this legislation enacted before the end of the legislative session.

Federal Tax Law: Fighting for Charities – The 2017 federal tax overhaul includes a number of harmful provisions for charities, such as reduced access to charitable giving deductions and new taxes on transportation benefits, to name just two. The Center has taken the lead in detailing the law’s implications for New Jersey’s non-profit community, contacting members of Congress, alerting stakeholders and issuing op-eds, published detailed analyses of key provisions, and sharing our expertise in presentations to more than 1,000 people. Nonprofits nationwide scored a huge win at the end of 2019 when a repeal of the transportation tax was signed into law on December 20. We are continuing to fight for policies to protect charities’ ability to provide the programs and services that our communities need.

2020 U.S. Census: Supporting a Complete and Accurate Count – We have been proud to join with leaders in-state and across the country in advocating for a complete and accurate 2020 Census. We’ve held educational sessions; shared information on our website, through email and social media; posted guest blogs; taken advocacy action; and encouraged others to do the same. Non-profits are vital to a complete count in New Jersey, and we will continue to encourage non-profits to be involved.

Standing Up for Non-Profits – In addition to the issues above, the Center’s advocacy remained strong in many other areas:
- During the 35-day partial federal government shutdown in early 2019, the Center canvassed New Jersey non-profits to gauge the impact, and shared this information with the media and our policy makers, stressing that government shutdowns are not an acceptable solution to public policy disagreements.

www.njnonprofits.org
• The Center joined with the Council of New Jersey Grantmakers in urging Governor Murphy to release $13 million of appropriated funds for non-profits withheld in July as part of an ongoing budget conflict with the Legislature. A portion of the frozen funds were released in mid-October, and we continue to advocate for the release of the remainder.

• The Center is pursuing a 2020 ballot question to allow charities to use proceeds from legalized gaming for their general purposes – currently only permitted for veterans’ and senior citizen groups – in order to provide another means for charities to generate much-needed resource to support their missions.

• We continued to advocate for changes to streamline the state contracting system for non-profits, and to promote fair and effective fundraising laws and regulations.

ADVANCING KNOWLEDGE and promoting good practices

Non-Profit HelpDesk – Your “go to” resource and clearinghouse in New Jersey on non-profit management, compliance, governance, advocacy, resources, and much more. Over 1,200 phone and email inquiries are fielded each year by our expert staff.

The Non-Profit Salary and Benefits Survey – Released in September 2019, the New Jersey Non-Profit Compensation and Benefits Report is the only comprehensive survey focusing exclusively on the compensation at 501(c)(3) New Jersey non-profit organizations. It includes a deep look into the salaries, health and other insurance coverages, paid time off, and other benefits for 2,918 full-time employees in 71 staff positions, along with characteristics and demographics of non-profit staffs and boards, at 204 responding organizations. Findings for each position are also broken out by organizational budget size, ranging from under $200,000 a year to over $20 million. The full report is available for purchase, and was provided free of charge to organizations that participated in the survey.

Webinars / Workshops – affordable workshops and webinars on topics non-profits need:
• Coping in Tough Times
• Branding
• Government Grant Reforms
• Effective Board Meetings
• New Federal Overtime Rules for Non-Profits
• Succession Planning
• Finding Funders (w/ Somerset County Library System)
• Meet the Funders
• Ultimate Grant Proposal Blueprint (GrantsMagic U 16-hour course)

Promoting and Supporting Non-Profit Diversity, Equity and Inclusion – As one step in our broader commitment to advancing diversity and equity in New Jersey’s non-profit community, the Center recently released and hosted a web briefing on the New Jersey Non-Profit Diversity Report, highlighting in stark terms the racial and gender bias in New Jersey non-profits and the challenges that need to be addressed. The Center seeks to support the leadership of others in this field, as well as to develop or connect non-profits to education, tools, and resources.

Union County Leadership Fellows Institute & Grunin “Catapult Your Capacity” Series
• In partnership with the Union County Nonprofit Consortium and the Support Center, the leadership fellows program for emerging professionals provided a yearlong series of training sessions, supplemented by virtual office hours, online communities of support and more.

• We were also proud to partner with the Jay and Linda Grunin Foundation and the Support Center in the Grunin Foundation’s “Catapult Your Capacity” initiative for Monmouth and Ocean County non-profits.
Sharing the Non-Profit Story with the Media – The Center has continued to be a reliable, credible source for the news media about non-profit trends and issues such as the struggle to meet rising demands with stretched resources; public policy; compliance; and more. Recently, we have been quoted or served as a resource for news outlets including NJTV; Newsworks/WHYY; The Star-Ledger; The New York Times; NJ Spotlight; TapInto; and ROI-NJ.

Sharing Our Insights with Others – In 2019 to date, our staff have made presentations regarding non-profit issues to more than 1200 people at events convened by:

- Assoc. of Fundraising Professionals
- NJ, Southern Chapter
- Council of New Jersey Grantmakers
- New Jersey Theatre Alliance
- Princeton CommunityWorks
- Rutgers University
- SobelCo, LLC
- Sussex County Non-Profit Summit
- Union County Nonprofit Consortium
- Women in Development - Mercer

...and more

Strengthening Grantmaker/Grantseeker Partnerships – The Center is proud of our long-term partnership with the Council of New Jersey Grantmakers which leverages the positive impact of both organizations for the betterment of our communities. Our work covers public policy, education, promoting positive grantmaker/ grantseeker relationships, joint op-eds, and much more. We are especially proud that our partnership is often cited as a model for other associations of non-profits and grantmakers across the nation.

MEMBER BENEFITS to help non-profits stretch scarce resources

The Center offers members cost savings on grantseeking resources, D&O and volunteer insurance, payroll/HR service, unemployment rates, non-profit education, free job postings and much more. We also provide unique opportunities for members to network and make new connections. Details at njnonprofits.org/Membership.html.

ANNUAL CONFERENCE

New Jersey’s largest annual gathering of non-profits and allies, and our highest attendance yet! Complete highlights at www.njnonprofits.org/Conf2019Main.html.

HERE FOR YOU

Non-profits, funders, public officials, board and staff members have consistently and emphatically endorsed the Center as a strong and independent voice for the non-profit community; a trusted resource for timely, accurate, information, training and capacity-building expertise; and a convener and bridge-builder for New Jersey’s charities. We thank all who have guided, supported and worked with us throughout the way, and we look forward to continuing to forge a path together toward a vibrant New Jersey.

For more insights, resources, and information about our programs and how to join, visit www.njnonprofits.org.
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3635 Quakerbridge Road, Suite 35, Mercerville, NJ 08619
732-227-0800 | www.njnonprofits.org | center@njnonprofits.org

@njnonprofits
@NJ_Nonprofits
company/center-for-nonprofits
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