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About Independent Sector

OUR VISION AND PURPOSE

We envision a world of engaged individuals, robust institutions, and vibrant communities working together to improve lives and the natural world, and strengthen democratic societies. To help create this future, we lead and catalyze the charitable community, partnering with government, business, and individuals to advance the common good.

BELIEFS

Collective Solutions – We find better solutions to complex problems when diverse groups, committed to the common good, come together in networks of responsibility.

Opportunity, Respect, and Inclusiveness – Societies thrive when all people have equal opportunity to succeed, are treated with respect, and can fully participate in the life of the community.

The Power of the Charitable Community – By taking bold risks, encouraging creativity, fostering collaboration, and inspiring optimism, the sector is a vital, leading force in improving lives and the natural world, and strengthening democratic societies.

Responsible, Transparent Institutions - Democratic societies rely on transparent, ethical, and accountable institutions and people.

Message from Our Chair and President

In 2017, Independent Sector reaffirmed our founding roles as a community builder and policy leader, and launched our new operating plan that better enables us to help the charitable sector pursue our missions in communities nationwide.

We welcomed our new board members with unique backgrounds and expertise during *Our Common Future* in Detroit in October 2017. Co-hosted with the Council of Michigan Foundations and the Michigan Nonprofit Association, this action-packed conference had record-breaking attendance of some 1,500 changemakers from across the country, and marked a key transition as we expand the ways we engage with changemakers and build community in the sector.

IS pursued new initiatives in 2017 that are helping organizations and individuals build bridges, develop solutions supported by data, and better tell their stories about the impact they are making on communities and lives. We engaged in a strategic and targeted set of conversations on Capitol Hill to advance specific policy priorities, armed with research we commissioned with Indiana University's Lilly Family School of Philanthropy. And we strengthened the sector's advocacy voice through partnerships with other infrastructure organizations, including the Council on Foundations, Philanthropy Roundtable, and United Philanthropy Forum to coordinate outreach and maximize our impact in grasstops advocacy to Capitol Hill and the White House, and through mobilizing grassroots advocates. IS also advanced our advocacy by building a stronger research base to better understand and communicate the full impact of tax policy on charitable giving and the economic impact of the sector.

Tax legislation remains high on our agenda, and we are partnering with a number of large organizations and using the data they share with us to ensure that Congress fully comprehends the real-time impact of last year's sweeping tax law. IS also will continue our work to educate Congress and the Administration on the powerful potential impact of expanding the charitable deduction to 100 percent of American taxpayers, regardless of their itemizer status.

Our efforts to expand engagement with diverse changemakers is highlighted by Upswell – a new interactive experience that reimagines our traditional annual conference. Upswell will provide purpose-driven professionals from across all sectors with new skills, deeper relationships, an up-close look at place-based innovations, and opportunities to collaborate on action-oriented projects to create positive change. Upswell will reflect what we're learning during a series of Upswell Labs that we're holding in communities around the country, ensuring that its content and focus are locally grounded and nationally relevant.

Upswell LA is set for November 14-16 and will embody our goal of building a sense of community among changemakers while providing the resources they need to make real change happen. While 2018 is sure to be a year of challenge, it also holds the promise of great opportunity for the charitable sector. We look forward to collaborating with you and the full range of organizations in the social good space to turn ideas into action and move toward our common purpose of making the world a better place.



Jeffrey L. Bradach Chair



Daniel J. CardinaliPresident and CEO

2017 Board of Directors

The following board members' terms of service occurred November 17, 2016 through October 26, 2017.

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Henry Timms

Executive Director 92nd Street Y

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Sandra L. Vargas

Senior Executive Leadership Fellow, Humphrey School of Public Affairs University of Minnesota

2017 Highlights



MARCH

Conducted national polling finding that Americans supported the Johnson Amendment and universal charitable deduction

Tax Policy and Charitable Giving

JANUARY

Launched new user-focused website - independentsector.org



MAY

Commissioned signature piece of research through Indiana University Lilly Family School of Philanthropy, which found that tax reform proposals would significantly decrease charitable giving

01.2017

02.2017 03.2017

04.2017 05.2017

06.2017

07.2017

09.2017

10.2017

12.2017 •



Launched 100 Days for Good news and policy podcast to chronicle first 100 days of new Administration and explain impact of federal policy on charitable organizations



APRIL

Launched Giving 100 - a national campaign to educate the sector and public about expanding charitable deduction to 100% of taxpayers

Released new value of volunteer time of \$24.14 an hour



JULY

Launched Common Good(s) – a periodic newsletter that promotes stories about the values or 'goods' the sector reinforces through our mission-driven work

Announced Sarah Eagle Heart as recipient of 2017 American Express NGen Leadership Award

OCTOBER

Co-hosted *Our Common Future* with Council of Michigan Foundations and Michigan Nonprofit Association in Detroit, bringing together 1,500 changemakers to reflect on role of charitable community and consider new approaches to our work



Jointly released first-of-its-kind study with IMPLAN on economic impact of nonprofits in Greater Detroit



Announced *Upswell*, a new social change and immersive experience to connect a diverse community of changemakers 'doing good' and addressing today's challenges

Reduced entry point for membership to \$150 to encourage small organizations and affiliates of national member organizations to join our growing network

DECEMBER

Protected nonprofits from partisan politics by ensuring the Johnson Amendment was not included in final tax reform bill





JUNE Announced Rosanne Haggerty as recipient of 2017 John W. Gardner Leadership Award

SEPTEMBER

Began partnership with Project Evident, Results for America, and the Chan Zuckerberg Initiative to address growing inequality of access and understanding among organizations about leveraging policy, data tools, and technology to advance social impact



Financials

CONSOLIDATED STATEMENT OF FINANCIAL POSITION December 31,2017 (With Comparative Totals for 2016)

	2017	2016
Assets		
Cash	\$ 2,853,187	\$ 1,256,807
Investments	8,453,205	8,412,909
Accounts and other receivables	183,015	88,805
Grants receivable and promises to give	2,433,060	847,204
Prepaid expenses and other assets	129,147	149,964
Deferred rent receivable	368,488	147,847
Deferred lease incentives	345,112	458,484
Leasing commission costs, net	182,554	223,934
Property and equipment, net	27,222,088	28,192,686
Total assets	\$ 42,169,856	\$ 39,778,640
Liabilities and Net Assets		
Liabilities:		
Accounts payable and accrued expenses	\$ 1,007,023	\$ 1,063,708
Deferred revenue	_	5,850
Deferred rent liability	55,105	51,127
Notes payable	11,290,599	11,873,107
Deposits held in escrow	117,001	152,524
Total liabilities	12,469,728	13,146,316
Net assets:		
Unrestricted:		
Undesignated	19,018,692	18,780,615
Board designated	7,181,640	6,612,008
	26,200,332	25,392,623
Temporarily restricted	3,499,796	1,239,701
Total net assets	29,700,128	26,632,324
Total liabilities and net assets	\$ 42,169,856	\$ 39,778,640

Financials (continued)

CONSOLIDATED STATEMENT OF ACTIVITIES Year Ended December 31, 2017 (With Comparative Totals for 2016)

		0017		
	Unrestricted	Temporarily Restricted	Total	2016 Total
Revenue and support				
Grants and contributions	\$ 4,275,109	\$ 3,855,483	\$ 8,130,592	\$ 3,064,162
Membership contributions	2,062,990	_	2,062,990	2,062,310
Rental income	1,438,797	_	1,438,797	1,673,886
Conference fees	715,209	_	715,209	809,568
Investment return designated for current operations	245,000	_	245,000	210,000
In-kind contributions	76,210	_	76,210	204,630
Publication sales and other	4,957	_	4,957	20,019
Net assets released from restriction:				
Satisfaction of program restrictions	799,622	(799,622)	_	_
Satisfaction of time restrictions	795,766	(795,766)	_	_
Total revenue and support	10,413,660	2,260,095	12,673,755	8,044,575
Expenses				
Program services:				
Public policy and community engagement	1,172,252	_	1,172,252	2,369,266
National conference	2,288,899	_	2,288,899	1,634,007
Programs and practice	630,567	_	630,567	1,197,282
Communications and marketing	707,983	_	707,983	1,108,959
Planning and learning	727,775	_	727,775	712,310
Networks and member engagement	459,720	_	459,720	612,060
Total program services	5,987,196	_	5,987,196	7,633,884
Supporting services:				
Fundraising	806,247	_	806,247	1,076,841
General and administrative	1,579,996	_	1,579,996	1,523,094
Strategic visioning	217,933	_	217,933	367,357
Membership development	113,170	_	113,170	100,322
Total supporting services	2,717,346	_	2,717,346	3,067,614
Building services:				
Tenant operations	976,134	_	976,134	909,672
Building operations	480,782	_	480,782	448,048
Total building services	1,456,916	_	1,456,916	1,357,720
Total expenses	10,161,458		10,161,458	12,059,218
Change in net assets from operations	252,202	2,260,095	2,512,297	(4,014,643)
Investment return in excess of amounts for current operations	555,507	_	555,507	265,920
Change in net assets	807,709	2,620,095	3,067,804	(3,748,723)
Net assets				
Beginning	25,392,623	1,239,701	26,632,324	30,381,047
Ending	\$ 26,200,332	\$ 3,499,796	\$ 29,700,128	\$ 26,632,324
5	- 20,200,002	- 0,177,170	>,/00,120	- 20,002,027

Contributors

2017 CONFERENCE SUPPORTERS

Altria Group, Inc., Corporate Giving Group

American Express Foundation

Americans for the Arts

Ann Arbor Area Community

Foundation

Bank of America Charitable

Foundation

Bush Foundation

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The Wallace Foundation

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Diane Melley

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Larry Kramer

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