

2019 ANNUAL REPORT

Good people doing good work for good causes.



Contents

- 03** Leader Message
- 04** About Utah Nonprofits Association
- 05** Membership Report
- 06** Program Impact
- 12** Key Supporters
- 15** Financial Strength and Sustainability

UNA Team

Kate Rubalcava
Chief Executive Officer

Jill Bennett
Director of Professional
Development and
Communications

Brandy Strand
Director of Operations

Alison Anderson
Program Support Coordinator

Collyn Mosquito
Public Policy Program
Coordinator

Dawn McLain
Southern Utah Networking
Coordinator

Leader Message



As I reflect on the past 12 months I am amazed at what UNA has been able to accomplish at all levels and among all of the various projects we have going on.

The UNA Board has been attentive and engaged since we launched Strategic Planning in the Spring of 2019. My staff have really excelled in assuring that our membership benefits match the needs of our members. Our training is timely, appropriate, and absolutely essential. Our communications are funny, intriguing, and inviting. And we have a more stable footing on the policy front, both at the State and Federal level. Our members have shown up for us. They have invested in membership to UNA, come to our training sessions and provided us valuable feedback. Our funding partners have stepped up and really shown us that they value the work we do and the impact we have in our nonprofit community and all Utahns.

It has all been so rewarding. UNA is a pillar in our community and an organization I am proud to lead. UNA is good people doing good work for good causes.

A handwritten signature in black ink that reads "Kate Rubalcava".

Kate Rubalcava, M.Ed.
Chief Executive Officer



Serving as the Board Chair this past year has been both exciting and meaningful. I am so grateful to the UNA board. This prestigious group of volunteers provides insights and wise advice in advancing

the mission and work of UNA. I am particularly thankful for their efforts in preparing the upcoming Strategic Plan. This document, will help guide UNA through 2022.

I also want to recognize Kate's leadership and the important work of the UNA staff. UNA provides invaluable resources to the nonprofit community through trainings, workshops, the annual conference, and other offerings. By working and networking together, UNA helps unite our diverse member organizations through our many shared commonalities and experiences. The dedication and commitment of our staff supports this work and makes it possible.

Thank you to our members. Your engagement with UNA expresses your belief in the value of strengthening and elevating the nonprofit sector; and in the power of the impact you have on our statewide communities.

A handwritten signature in black ink that reads "George Lindsey".

George Lindsey
UNA Board Chair

About Us

Since 1990, Utah Nonprofits Association (UNA) has been unifying, strengthening, and elevating Utah's nonprofit sector. Each year, thousands of Utah's board members, volunteers, and professional staff turn to UNA for resources to help them better serve communities.

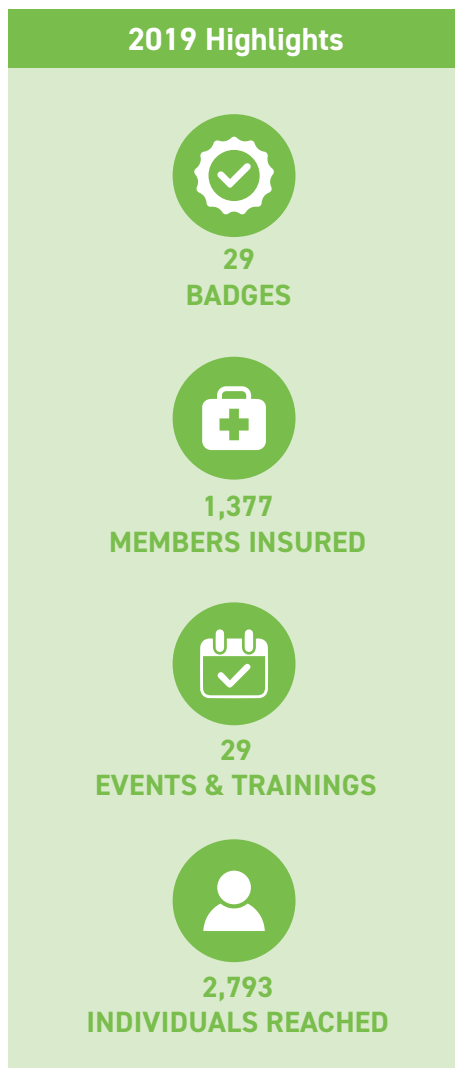
Mission

Unify, strengthen, and elevate Utah's nonprofits.

Vision

Promote strong and vibrant communities for all of Utah.

This report shares our impact from January 1, 2019 to December 31, 2019



Team UNA celebrates
Collyn's first day
L-R Back: Jill, Alison, Collyn
L-R Front: Kate and Brandy



Managing and growing a successful non profit is hard work. While it starts with passion, the day to day requires a nuanced understanding of employment law, public policy, ethical business practice, and a whole lot more.

The Utah Nonprofits Association makes navigating all these complexities not only digestible, but fun! They are a small but mighty team of experts who are there to ensure that Utah's nonprofit community is thriving.

Mara Haight
Executive Director
Rape Recovery Center

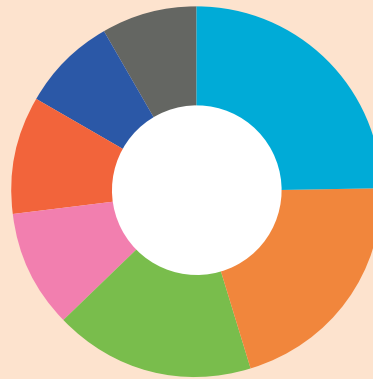


Membership Report

UNA membership represents nonprofit organizations, individuals and businesses. In 2019, membership included 571 nonprofits, 63 supporting individuals and 64 business partners. Nonprofit member demographics and participation include:

- Member nonprofits represent all charitable cause areas with the majority from human services, arts/culture, and education.
- The majority are small nonprofits with 62% reporting less than \$500,000 in operating costs.
- UNA provides statewide support to nonprofits with the majority of members in Salt Lake County.

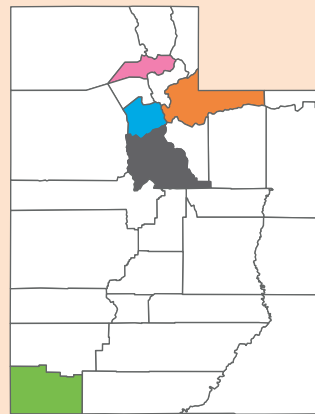
Cause Area



HUMAN SERVICES - 24%
ARTS/CULTURE - 20%
EDUCATION - 17%
PUBLIC/SOCIETAL BENEFIT - 10%
OTHER - 10%
HEALTH - 8%
ENVIRONMENT - 8%

Less than 1% from Mutual/Member, Religion, International/Foreign Affairs

Geographic Area

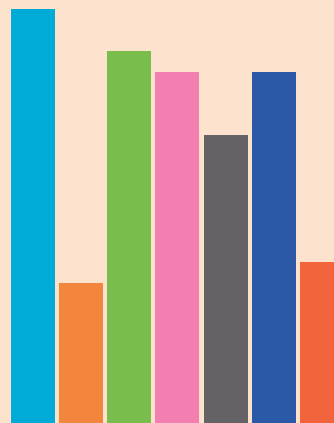


SALT LAKE - 63%
SUMMIT - 7%
OTHER - 6%
UTAH - 5%
WEBER - 5%
WASHINGTON - 4%

Less than 2% from Box Elder, Carbon, Davis, Grand, Iron, Kane, San Juan, Sanpete, Tooele and Wayne Counties.

Nonprofit Size

(based on operating costs)



<\$25K - 20%
\$25K - \$50K - 7%
\$50K - \$200K - 18%
\$200K - \$500K - 17%
\$500K - 1 MIL - 14%
1 MIL - 5 MIL - 17%
>5 MIL - 8%

Program Impact

UNA elevates nonprofits by helping them grow and achieve greater mission impact. We help nonprofits fully incorporate best practices, grow collaborations, and improve capacity through our member benefits, trainings, workshops, and events.

Health Insurance Benefits

UNA offers members low-cost, pooled health insurance benefits. During 2019, 59 nonprofit organizations participated with 1,377 individuals receiving insurance coverage.

2019 Health Insurance



1,377
INDIVIDUALS



59
ORGANIZATIONS



Vanessa Wakeman
UNA Conference
Keynote Speaker



Senator Kathleen
Riebe meeting with
constituents and UNA
members at Nonprofit
Day on the Hill



Janet Wade and
Kelsey Lewis at the
UNA Conference

→
Linda C. Smith,
Executive/Artistic
Director of the
Repertory Dance
Theatre accepting
her UNA award,
Outstanding
Nonprofit Leader

(not shown)
UNA awarded Jennie
Noren with Mountain
West Mother's Milk
Bank as the Emerging
Nonprofit Leader

Events & Professional Development

UNA facilitates top-notch training, offers cost-effective resources, and connects the community to a strong and vibrant nonprofit sector.

The 29 networking, peer-to-peer learning, and workshops in 2019 boasted 367 professionals from 214 nonprofits around the state. Major events include Utah Philanthropy Day, UNA Nonprofit Conference, and Nonprofit Day on the Hill.

UNA Annual Conference

Stronger nonprofits mean a better, more healthy and vibrant community. This year's UNA Nonprofit Conference, Connect NOW! brought **over 400 people** together. The conference featured a full day of learning, networking, and giveaways with a keynote speaker, **24 breakout sessions**, and **35 exhibit hall vendors**.



The conference celebrates and unites Utah's nonprofit community and provides practical solutions, personal connections, and new perspectives.



Utah Philanthropy Day

Utah Philanthropy Day is a special day set aside for the purpose of recognizing philanthropy and honoring those individuals, businesses, and organizations who are active in the philanthropic community. This day is celebrated across the country, and in Utah, UNA hosts Utah Philanthropy Day in partnership with UServeUtah and the Association of Fundraising Professionals Utah (AFP Utah).

Since 1999, the group has joined together to honor Utah's philanthropists giving time, talents, and resources. Event proceeds are split evenly between UNA and AFP Utah in support of and to sustain mission services for the organizations. In 2019, the event hosted 954 attendees with 87 Heart and Hand Recipients honored.

UNA was proud to honor Peggy Green as Heart and Hand recipient for her dedication and service on the UNA Board of Directors and Southern Utah Committee.



↑
Kate Rubalcava
with Peggy Green

2019 Utah Philanthropy Award Recipients

Dr. Dinesh Patel - *Philanthropic Leadership Award*
5 for the Fight Foundation - *Foundation Spirit of Giving Award*
doTERRA International - *Corporate Spirit of Giving Award*
Bob Dunn - *Governor's Career Humanitarian Leadership Award*
Ben Amiel - *Outstanding Young Volunteer Award*
Elaine Ellis - *Outstanding Volunteer Award*
Jensie Anderson - *Lt. Governor's Public Service Award*

“

The nonprofit world can be uncertain, overwhelming and also filled with excitement and joy. Our organization leans on the navigation of UNA and network of professionals to find a meaningful path, create effective advocacy and resources to stay true to our mission.

Peggy Green
Executive Director
Iron County Care and Share



Nonprofit Day On The Hill

Nonprofit Day on the Hill gathers nonprofit organizations at the Utah Capitol to educate and advocate for their respective causes. UNA organizes this event to support the education of policy makers on the breadth and depth of Utah's nonprofit sector and to help nonprofit members gain skills and understanding on the importance of their voice in the policy making process. During 2019, 40 unique organizations participated in the event.

Below are links to the nonprofit chapter for the 2019 Economic Report to the Governor, which is authored by UNA, and the UNA 2019 Nonprofit Fact Sheet.

[2019 Economic Report to the Governor \(Nonprofit Chapter Only\)](#)

[UNA 2019 Fact Sheet](#)

“

The guidance from the UNA staff made our meetings with our senators and representatives smooth and productive.

The support we received from Team UNA outside of the chambers was SUPER helpful and the pep talks were appreciated.

Nonprofit Day On The Hill
Participant



2019
Nonprofit
Day On
The Hill



UNA Credential

The Nonprofit Organizational Credential provides nonprofits a path to improve capacity in nine critical areas. In 2019, the program served 156 leaders from 92 nonprofits and awarded 29 badges of completion.



↑
The Haven receiving recognition for being the first organization to receive the UNA Credential

Total Badges Earned Since 2015

Advocacy & Civic Engagement	11
Board Governance	9
Community Impact	3
Finance & Legal	2
Fundraising & Resource Dev	27
Human Resources & Volunteer Mgt	8
Leadership & Organizational Culture	10
Marketing & Communication	21
Outcomes & Evaluations	7
Volunteer Management	18
Total	116



↑
UNA Credential participants learn state of the art information and meet amazing nonprofit professionals

2019 Badge Earners



ADVOCACY & CIVIC ENGAGEMENT

English Skills Learning Center
Humane Society of Moab Valley
Moab Valley Multicultural Center
WabiSabi



BOARD GOVERNANCE

The Salt Lake City Arts Council



MARKETING & COMMUNICATION

Comunidades Unidas
Human Resources
Maliheh Free Clinic
The Inn Between
The Road Home
Tracy Aviary
United Way of Northern Utah
Utah Parent Center



OUTCOMES & EVALUATIONS

Columbus Community Center
Granite Education Foundation



HUMAN RESOURCES

The Inn Between



FUNDRAISING & RESOURCE DEVELOPMENT

Art Access
Circles of SLC
Equality Utah
Latino Behavioral Health
Making a Difference Foundation
Neighborhood House
Peace House
Pregnancy Resource Center
Utah Avalanche Center
World Peace



VOLUNTEER MANAGEMENT

DSU Dixie Serves
Save Our Canyons
The Inn Between
Utah Down Syndrome Foundation



*[UNA Credential]
delivers a ton of
information in a
simplified, organized
and easy to digest way.
By providing templates
and tools we can easily
edit or adapt for our
organization, the
program helps any
organization meet best
practice standards.*

2019 Participant



Key Supporters

Utah Nonprofits Association's success is made possible through a growing group of financial supporters, community volunteers, nonprofit experts, business leaders, employees, and partners in service. Special thanks to our 2019 financial and in-kind supporters.

Individual Donors

Alan and Jeanne Hall
Brian Itliong
Cathy Barnhart
Cyndy Miller
Don Gomes
Elizabeth Weight
George Lindsey
Jordan Toone
Kasandra Verbrugghen
Kristy Chambers
Liz Dana
Luis Garza
Luke Deppermann
Lydia LaSalle
Mara Height
Patty Shreve
Paul Burnett
Peggy Green
Richard Scoresby
Rob Harter
Ruby Chou
Shalaun Howell
Shawn Newell
Steve Beyers

Membership

Beehive Insurance
Daniels Fund
Emma Eccles Jones
Parr Brown Gee & Loveless
Team Nash

Nonprofit Conference

American Express
Beehive Insurance
Blip
Comcast
Community Counseling Service
Data Intensive Science
First Nonprofit
Google
Intermountain Healthcare
Kirton McConkie
Mark Miller Subaru
Morgan Stanley
Mountain America Credit Union
Now CFO Utah
Pathway Associates
Regence Blue Cross Blue Shield
The Church of Jesus Christ of
Latter Day Saints
UServeUtah
Wells Fargo

UNA Credential

American Express
Dee Foundation
Dominion Energy
George Eccles Foundation
Morgan Stanley
The Church of Jesus Christ of
Latter Day Saints
Union Pacific

In-Kind Partners

BW Productions
Eide Bailly
Kirton McConkie
Mountain America Credit Union
Roger Lager
Third Sun
UServeUtah
Write It Up!

Board of Directors

Executive Committee

George Lindsey, Chair
Utah Museum of Fine Arts

Dr. Rob Harter, Vice Chair
Christian Center of Park City

Cathy Barnhart, Past Chair
English Skills Learning Center

Steve Beyers, Secretary
Executive Director
Cystic Fibrosis Foundation

Princess Gutierrez, Treasurer
Discovery Gateway

Laura Hadley
Cystic Fibrosis Utah Idaho
Chapter

Ed Roberson
Journey Team

Directors

Brent Andrews
Kirton McConkie

Bruce Bryner
American Express

Paul Burnett
Tanner and Co.

Kristy Chambers
Columbus Community Center

Dr. Ruby Chou
Mundi Project

Liz Dana
Wabi Sabi

Luke Deppermann
Kirton McConkie

Luis Garza
Comunidades Unidas

Peggy Green
Iron County Care and Share

Mara Haight
Rape Recovery Center

Shalaun Howell
Bountiful Peak

Lydia LaSalle
Best Friends Animal Society SLC

Shawn Newell
Industrial Supply Company

David Schmidt
Pluralsight

Jordan Toone
Parr Brown Gee & Loveless PC

Health Plan Committee

Joel Bingham
CTA Community Supports
Paul Burnett
Tanner and Co.
Kristy Chambers
Columbus Community Center
Gina Cornia
Utahns Against Hunger
Liz Dana
Wabi Sabi
Luke Deppermann
Kirtan McConkie
John Gold
The Sharing Place
Jon Harriss
Regence Blue Cross Blue Shield
Amy Jenkins
Regence Blue Cross Blue Shield
Penny Nuttall
Root for Kids
Todd Valentine
Beehive Insurance
Kate Rubalcava
Utah Nonprofits Association
Nora Trinidad Scholle
YCWA Utah

UNA Strategic Planning Committee

Jill Bennett
Utah Nonprofits Association
Liz Dana
Wabi Sabi
Luis Garza
Comunidades Unidas
Laura Hadley
Cystic Fibrosis Foundation Utah Idaho
Lydia LaSalle
Best Friends Animal Society, SLC
Shawn Newell
Industrial Supply
Ed Roberson
Journey Team
David Schmidt
Plural Sight
Kate Rubalcava
Utah Nonprofits Association
Brandy Strand
Utah Nonprofits Association

UNA Conference Committee

Janet Wade, Chair
Easter Seals-Goodwill Northern
Rocky Mountain

Apollo Burgamy
Utah Department of Veterans and
Military Affairs
Julie DeLong
Pathway Associates
Isabel Gardett
International Academies of
Emergency Dispatch
Peggy Green
Iron County Care and Share
Varden Hadfield
Mountainland Technical College
Shalaun T. Howell
Shaw & Co.
Amanda Hughes
Boys & Girls Clubs of Greater Salt Lake
Jacob Johnson
UServeUtah
Saolo Manumaleuga Utu
University Neighborhood Partners
Dr. Ruby Chou
Mundi Project
Brent Uberty
BW Productions
Alison Anderson
Utah Nonprofits Association
Jill Bennett
Utah Nonprofits Association

Utah Philanthropy Day Committee

James & Andrea Clarke, Chairs
Clarke Capital Partners
Sharlene Wells, Chair Elect
Heather Kahlert, Past Chair
Kahlert Foundation
Kristen Darrington
Salt Lake County
Sara Dorsey
UServeUtah
Laura Hadley
Cystic Fibrosis Foundation Utah Idaho
Robyn Jensen
Association of Fundraising Professionals
LaDawn Stoddard
UServeUtah
Angelina Kendzior
Ruqia Qasim
UServeUtah
Jessica Strike
Association of Fundraising Professionals
Pearl Wright
Marketer and Global Changemaker
Kate Rubalcava
Utah Nonprofit Association
Jill Bennett
Utah Nonprofits Association

UNA Southern Utah Committee

Raquel Adams
Root for Kids
Mike DeMille
Southern Utah Cares
Mike Gburski
JadeFire Development
Carol Golichnik
CG Nonprofit Solutions
Peggy Green
Iron County Care & Share
Martha Heuer
Three Corners Women's
Giving Circle
Krista Longhurst
Habitat for Humanity of SW Utah
Donna MacBean
Neighborhood Connection
Dawn McLain
Utah Nonprofits Association
Jane Muller
Independent Consultant
Kayo Skandumas
Habitat for Humanity of SW Utah

Public Policy Committee

Steve Beyers
Counseling Centers of Utah
Gina Burrows
RISE
Brook Chidester
Utah Food Bank
Jayceen Craven Walker
Cyndy Miller
Susan Speirs
UACPA
Jordan Toone
Parr Brown Gee & Loveless PC
Rita Wright
Springville Arts Museum
Kate Rubalcava
Utah Nonprofits Association
Brandy Strand
Utah Nonprofits Association

Partners In Service

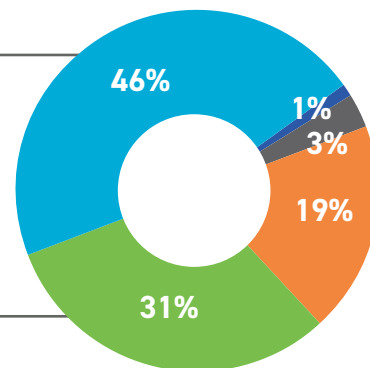
Cedar City Chamber
Cherry Creek Media
Dixie State University
Fordable Fundraising
National Council of Nonprofits
St. George Chamber
Southern Utah University
Starbucks Store #9933
Third Sun
Wabi Sabi

Financial Strength & Sustainability

UNA is committed to financial accountability and transparency. Below is a summary of financial activity for the period ending 12/31/2018.

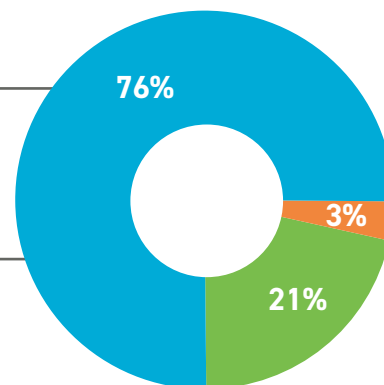
REVENUE

Community Contributions	\$199,986
Membership Dues	\$134,186
Program Service Income	\$80,781
In-Kind Contributions	\$14,460
Interest/Other	\$2,532
Total Revenue	\$431,945



EXPENSES

Program Services	\$280,441
Administration	\$79,160
Fundraising	\$12,030
Total Expenses	\$371,631



Review the detailed 2018 financial review and/or Form 990.

[Financial Review](#)

[Form 990](#)



I financially support UNA on a monthly basis because of their amazing training and networking opportunities for Utah's nonprofits. UNA has a strong community presence that supports nonprofits large and small.



Lydia LaSalle
Executive Director SLC
Best Friends Animal Society



4900 South Highland Drive, Suite B, Holladay, Utah 84117

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