You are the foundation of our organization. As a member, you gain a set of benefits. You also make it possible for us to expand learning, elevate voices, and connect people. Each member contributes to our collective power. **We are your state association working to make sure you get what you need to succeed, your voice is heard, and you have the connections you need to thrive.**

www.washingtonnonprofits.org
HOW TO ENGAGE

There are many ways for your leaders, staff, and board to take advantage of your Washington Nonprofits membership. All staff and major volunteers of Washington Nonprofit member organizations are considered members of Washington Nonprofits and can take advantage of member discounts and member-only programming. Household memberships include partners and other relatives living under one roof.

LEADERS
- Sign up for the next Member Orientation Call.
- Share this handbook with staff and key volunteers at a staff or board meeting. Talk about why you joined and how you hope to engage in our community.
- Put at least one conference on your organizational calendar. (See washingtonnonprofits.org/learning/conferences for state and regional conference schedule.)
- Put Quarterly Public Policy Calls on your organizational calendar.

BOARD
- Use our Learning Planning Guide\(^1\) to map how you will include our learning toolkits in your on-going board meetings.
- Attend our online webinars and courses to learn more about board service.

STAFF
- Include Washington Nonprofits learning programs in your professional development plan. If you don't see what you want to learn on the schedule, contact us. We constantly add new courses and are open to exploring new topics.

EVERYONE
- Sign up for the email list at washingtonnonprofits.org\(^2\) and indicate what topics you'd like to be kept informed about. Read previous editions of the monthly newsletter, The Connector.\(^3\)
- Visit our learning hub called the Washington Nonprofit Institute through our main website at www.washingtonnonprofits.org or at the direct link www.wanaprofitinstitute.org to become more familiar with our learning toolkits on Boards, Finance, Legal, Planning, and more.
- Stay on top of your membership benefits by reading the monthly member emails. Add info@washingtonnonprofits.org, membership@washingtonnonprofits.org, and learning@washingtonnonprofits.org to your contacts so that emails aren't blocked by firewalls.

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2 https://washingtonnonprofits.org/membership/sign-up-for-our-email-list/
3 http://washingtonnonprofits.org/category/connector/
Follow Washington Nonprofits on social media. We keep in touch through Facebook, Twitter, and LinkedIn.

ABOUT WASHINGTON NONPROFITS
Your state association for all nonprofits in Washington

Starting in the 1990s, nonprofit leaders began meeting annually to exchange ideas and solve problems. Called “The Constellation,” this group initiated several cross-state collaborations to create strong ties among nonprofits in every region. This included circulation of “Northwest Nonprofit,” a publication of Northwest Nonprofit Resources in Spokane, published by Washington Nonprofits founding board president, Sandy Gill.

The economic recession of 2008 led to an increase in demand for services and less funding for nonprofits across the State. Local and regional funders rallied behind the need to turn this informal group of leaders into a more formal state association. In 2009 Philanthropy Northwest produced “An Assessment of Capacity Building in Washington State.” Washington Nonprofits was then founded in 2010 by a dedicated board working in partnership with philanthropy.

This commitment to strong nonprofits by nonprofit leaders and philanthropy continues to this day. The people who founded Washington Nonprofits recognize the importance of having an association watching the backs of nonprofits of all sizes across our vast state during a time of economic change. Washington Nonprofits continues to be inspired by our belief that nonprofits represent our democracy in action as people come together to make a difference.

National affiliation

The National Council of Nonprofits (Council of Nonprofits) is a trusted resource and advocate for America’s charitable nonprofits. Through its powerful network of state associations and 25,000+ members – the nation’s largest network of nonprofits – it serves as a central coordinator and mobilizer to help nonprofits achieve greater collective impact in local communities across the country. It identifies emerging trends, shares proven practices, and promotes solutions that benefit charitable nonprofits and the communities they serve.

LEARNING

Washington Nonprofits makes sure that nonprofits have the access to learning opportunities that provide what they need to know, strengthen their skills, and build connections with others. We work in partnership with content experts, local partners, and statewide and national partners to deliver nonprofit education that is relevant and innovative. Our approach is shaped around where and how you prefer to learn.

IN CLASSROOMS – Workshops, trainings, conferences
Washington Nonprofits delivers high quality trainings on a range of topics in communities across Washington. We work with content experts to make sure the information is current and actionable. We partner with community foundations, United Ways, local nonprofit networks, and others to build connections.

Washington Nonprofits produces two annual conferences in Bellevue and Yakima.6

WITH COLLEAGUES – Experts, videos, toolkits
A lot of learning happens when you are together with colleagues. We create resources that you can use in your board meetings or orientations, such as Boards in Gear. Other sets of materials are great for staff training, such as on fundraising and HR.

ON YOUR OWN – Webinars, videos, toolkits
Maybe you need a refresher reading a balance sheet or ideas on what you can do to get your board to raise more money. Washington Nonprofits curates and creates videos and supporting materials to help you learn online on your schedule. These can be accessed for free on the Washington Nonprofit Institute site. We partner with MindEdge7 to offer other on-demand professional development courses at a discount to members.

WAYS TO ENGAGE - Learning

- Add info@washingtonnonprofits.org and learning@washingtonnonprofits.org to your contacts so that emails aren’t blocked by firewalls.
- Visit our calendar: washingtonnonprofits.secure.nonprofitsoapbox.com/calendar
- Register for events in your area and online events that are relevant to you. Washington Nonprofits offers free monthly webinars on a variety of topics.
- Visit the Washington Nonprofit Institute, our online learning site: http://www.wanonprofitinstitute.org. There you will find all of our toolkits: Boards, Finance, Law, Planning+
- Contact us if you have any questions about how to bring these resources into your organization.

6 https://washingtonnonprofits.org/learning/conferences/
7 https://www.wanonprofitinstitute.org/on-demand-courses/mindedge/
**ADVOCACY**

As the state's nonprofit association, we make sure that nonprofits have what they need to succeed. That means building a policy environment that supports the nonprofits that strengthen our communities. Our 2020-21 Public Policy Agenda\(^8\) uses the National Council of Nonprofit's agenda as a starting point and customizes it to our local needs and opportunities. Our framework has three elements: protect, promote, and advance.

**Protect**

We track introductions of bills to identify potential threats to the sector.

*Example:* In 2015 and 2016, we successfully opposed legislation that would have expanded the scope of the Public Records Act to place an unfair and high burden on publicly funded nonprofits.

**Promote**

We are working to increase legislators' understanding of the importance of our sector. We see this understanding as a foundation to building strong policy and budget environment that supports and advances our sector.

*Example:* Providing nonprofit job and wage data and nonprofit impact stories to legislators.

**Advance**

We work to improve the partnership between nonprofits and government in ways that strengthen nonprofit effectiveness and lead to better outcomes for our communities.

Ways to Engage – Advocacy

- **Quarterly Public Policy Calls:** Your voice is vital to our collective voice speaking out for a policy environment that supports strong nonprofits. Our members are invested in the education and lobbying policy work that happens at the local, state, and federal level. Be a part of the conversation.

- **Advocacy Alerts** keep nonprofits informed about public policy issues through our e-newsletter as well as targeted advocacy alerts on state and federal issues.

- **Annual Nonprofit Legislative Reception:** Every winter, Washington Nonprofits hosts a reception at the Governor’s Mansion in Olympia to build relationships between nonprofits and elected officials.

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\(^8\) [https://washingtonnonprofits.org/public-policy/policy-agenda-action/](https://washingtonnonprofits.org/public-policy/policy-agenda-action/)
CONNECTING

You are stronger when you are connected with others. We work to connect nonprofits in three main ways:

Nonprofit Networks
Washington Nonprofits supports a number of nonprofit networks in communities across Washington. In addition, we provide alternative resources to others.

Find a network: Find your region by clicking on the map of Washington State on the right side of our website and see what networks are currently running nearby.

Create a network: Our Nonprofit Conversations resources offer a way to bring experts into conversations. Contact our learning team to get more ideas.

Coalitions
Your voice is stronger when joined with others working for your cause. We keep a list of active coalitions to help nonprofits find the advocacy groups working on your behalf.

Local connections
You are not alone working hard to achieve your mission. We make efforts throughout the year to convene our members in communities across Washington. If you want to connect with other members in your community, please email us at membership@washingtonnonprofits.org. We are happy to facilitate these connections.

WAYS TO ENGAGE – Connections

- Look for our monthly newsletter, The Connector, with the latest information about our network and ways to engage.
- Find a Nonprofit Network near you. Don’t have one? Start one. Contact us for ideas.
- Find one coalition that works on your cause. Sign up on their contact list.
- Ask us about other members in your area.
- Read our monthly member spotlights in The Connector and let us know if you have a story to share for the member spotlight.

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9 https://www.wanonprofitinstitute.org/bring-learning-to-your-board/
10 https://washingtonnonprofits.org/public-policy/coalitions/
**Member Discount Programs**

*as of September, 2021*

You have better things to do than to search for good deals. That is why Washington Nonprofits uses the collective strength of our membership to get deals for you.

Members have access to a [password protected page](https://washingtonnonprofits.org/memberresources/) with discount codes and information on how to take advantage of these programs. Contact membership@washingtonnonprofits.org with questions.

**The Better Fundraising Co** – fundraising training and products
Washington Nonprofits members receive 25% off these courses and products.

**Coeus Global** – background checks
Your organization may save 40% or more on background check services on staff and volunteers and free risk management and HR compliance consultancy.

**Firespring** – website services
Members get three months of free service when you sign up for Firespring professional services premium plan.

**GrantsMagic U** – grant writing course
Members have a $100 credit on The Ultimate Grant Proposal Blueprint and receive discounts on learning events throughout the year.

**GrantStation** – funding database access and tools
Purchase a membership for only $75 (the regular price is $699) or subscribe to free weekly newsletters from GrantStation with the latest funding news and information.

**Idealware** – quality learning about technology topics
Members receive a 20% discount on trainings with an exclusive discount code.

**Little Green Light** – cloud-based database
Members receive a $150 credit toward your first-year subscription, a saving of over 30%.

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11 [https://washingtonnonprofits.org/memberresources/](https://washingtonnonprofits.org/memberresources/)
**Mac’s List** – nonprofit job board
Member receive a $15 off every job posting—volunteer posting always free.

**MindEdge** – on demand courses
Member receive a 20% discount on all courses offered through Washington Nonprofits.

**Nonprofit Quarterly** – investigative journalism for nonprofits
Member receive $10 off subscription.

**Nonstop Wellness** – partially self-funded healthcare
Affordable health insurance for nonprofits with 50+ employees on benefits.

**Office Depot** – office supplies & printing
You can save up to 60% on everyday essentials you need, from copy paper to printers to office furniture.

**Spark the Fire Grantwriting** – grantwriting courses and cohort support
Members receive a 10% discount on these online grantwriting courses.

**TriNet** – HR solutions including benefits
This PEO (Professional Employee Organization) offers HR solutions specifically to nonprofits and can be a good option for affordable benefits for small organizations.

**Unemployment Services Trust** – employment tax alternative
This service is recommended for nonprofits with over 10 staff members and can save you up to 60% on unemployment costs.

**Zoom** – video conferencing
Members can get a 20% discount on rates for Zoom Conferencing, Online Meetings, and Webinars.
FREQUENTLY ASKED QUESTIONS

How long does my membership last?
Your membership is good for one full year. You will receive an email inviting you to renew two months before your membership expires.

How do I register for events?
Click on the calendar on the right side of our home page or go to washingtonnonprofits.secure.nonprofitsoapbox.com/calendar, and then select the event of interest to you. You’ll be taken to a description page with more information that also includes a 'Register' button.

What if I can't register for an event?
If you have difficulties registering for any event, please email learning@washingtonnonprofits.org. If you are having difficulties registering for a members-only event, please email membership@washingtonnonprofits.org. Our staff is more than happy to help!

How do I find/use my member discount code?
We keep an up to date list of member discount codes on a password protected page on our website: washingtonnonprofits.org/memberresources/. Members will receive the password in regular communications, but you can always ask for it by emailing membership@washingtonnonprofits.org. Once you are ready to use it, go to the registration page for an event. Above the “Billing Information” section there will be a field where you can “Enter Promo Code.” Type in the code, click “Apply Code,” and your discount will reflect in the cost of the event.

Do you offer membership scholarships?
We know that there are many nonprofits with limited budgets. That is why our membership fees start at $50. We believe that your organization will receive great value for your dues. We have discontinued our membership scholarship program to focus on building a robust nonprofit support program.

Can you advise my nonprofit?
We would be happy to direct you to resources or partners who may be able to help. We do not ourselves provide any coaching or consulting services to individual nonprofits.

I am a consultant or a for profit business. How do I offer services to other members?
Membership discounts are chosen based on demand expressed by our nonprofit members. You are welcome to email us at membership@washingtonnonprofits.org to share information and ask to be considered.
I am a consultant or a for profit business. How do I become a presenter?
Washington Nonprofits produces a highly acclaimed learning program with partners across Washington. We use these standards\textsuperscript{12} to guide our decisions around presenters. A great way to get on the list of possible presenters is by emailing us at learning@washingtonnonprofits.org and asking to be put on our RFP list.

How do I renew my Washington Nonprofits membership?
You will receive an email two months before your membership expires, and it will have a direct link so that you don't have to retype all of your organization's information. If you do not receive this email, contact membership@washingtonnonprofits.org for your renewal link.

May I pay by check?
We much prefer that you renew online using a credit card—it saves us resources and starts your membership immediately. You may pay by check if you prefer. When you renew in your registration form, complete the information, and note that you will be paying by check. If you really prefer not to register online, you may download the membership form\textsuperscript{13} and send it into our administration office with a check made out to Washington Nonprofits. Your membership is active once we have processed your application and payment.

Washington Nonprofits
1265 S Main St #206
Seattle, WA 98144

\textsuperscript{12} https://washingtonnonprofits.org/learning/learning-guidelines/
# CONTACT US

<table>
<thead>
<tr>
<th><strong>Laura Pierce (she/her)</strong></th>
<th><strong>Jennifer Chang (she/her)</strong></th>
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<tbody>
<tr>
<td><strong>Executive Director</strong></td>
<td><strong>Director of Learning</strong></td>
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<tr>
<td>Laura Pierce became Executive Director in October 2016 after being a member and partner with Washington Nonprofits for many years.</td>
<td>Jennifer leads Washington Nonprofits’ learning program.</td>
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<tr>
<td><strong>Contact Laura for:</strong></td>
<td><strong>Contact Jennifer for:</strong></td>
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<tr>
<td>- Administration</td>
<td>- Regional conferences</td>
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<td>- Sponsorship/partnership opportunities</td>
<td>- Sponsorships/partnerships</td>
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<tr>
<th><strong>Julia Hunter (she/her)</strong></th>
<th><strong>Alex Panagotacos (she/her)</strong></th>
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<tr>
<td><strong>Membership Manager</strong></td>
<td><strong>Director of Community Engagement</strong></td>
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<tr>
<td>Julia coordinates both our membership and learning programs, giving support with access, information, and troubleshooting membership concerns.</td>
<td>Alex oversees Washington Nonprofits’ community engagement program.</td>
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<td><strong>Contact Julia for:</strong></td>
<td><strong>Contact Alex for:</strong></td>
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<td>- New/Renewing membership</td>
<td>- Connecting with a nonprofit network</td>
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<td>- Member benefits</td>
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<td>- Engagement/access concerns</td>
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<tr>
<th><strong>Daniel Parkhurst (he/him)</strong></th>
<th><strong>Erika Bentley Holland (she/her)</strong></th>
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<tr>
<td><strong>Director of Policy and Communications</strong></td>
<td><strong>Administrative Assistant</strong></td>
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<tr>
<td>Daniel directs our public policy and advocacy efforts.</td>
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<tr>
<td><strong>Contact Daniel for:</strong></td>
<td><strong>Contact Erika for:</strong></td>
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<td>- Policy and/or advocacy concerns</td>
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| **All staff members can be reached by email using their first name @ washingtonnonprofits.org.** |
| Phone: (855) 299-2922 |

You can also reach our programs by info@, membership@, or learning@ @washingtonnonprofits.org.

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<th><strong>Sondra Santos (she/her)</strong></th>
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<td><strong>Communications Manager</strong></td>
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<th><strong>Elyse Ke’ala Rickard (she/her)</strong></th>
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<td><strong>Administrative Assistant – Special Projects</strong></td>
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<th><strong>Dwight Hutton (he/him)</strong></th>
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<td><strong>Operations Manager</strong></td>
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BOARD MEMBERS

OFFICERS

President
Erick Seelbach
Pierce County AIDS Foundation
Tacoma

Vice President
Terrie Ashby-Scott
Washington State Opportunity Scholarship
Spokane

Treasurer
Tina Flores-McCleese
Clarity
Port Townsend

Secretary
Sheri Emerson
Opportunity Council
Bellingham

AT-LARGE MEMBERS

Judy Andrews
Apex Law
Seattle

Estakio Beltran
Yakima Valley Community Foundation
Yakima

Chisa Blair
Upstream
Kennewick

Meaghan Brooks
HAPO Community Credit Union
Richland

Kathy Gillespie
Community Advocate & Volunteer
Vancouver

Trudy Soucoup
Homes First
Lacey

Martin Valadez
Heritage University
Pasco

Oskar Zambrano
Latino Community Fund
Seattle