

2013 Annual Report

The information provided in this report was made possible by Central Coast Nonprofits who are dedicated to streamlining their organizations, and private and public donors who value the importance of underwriting these services for the sector. Thank you!

2013 PROGRAMMING

- Served **99 nonprofit member organizations**
- Hosted **40 workshops & roundtables** for 344 individuals
- Delivered more than **200 hours** of 1-on-1 consulting
- Offered **NEW** strategic planning and facilitation services
- Initiated a **NEW** monthly governance class, Best Practices in Nonprofit Governance

2013 SUSTAINABILITY

- **Increased revenue** by 25% over 2012 to \$161,820 in 2013.
- Total revenue was made up of \$136,700 in **private donations and foundation grants**; \$24,994 in training, consulting, and membership **fees**, as well as new rental income from sub-leasing **shared office space**.
- **54%** of revenue was invested in direct programming, **45%** in administrative work, and **2%** in fundraising efforts.

2013 SERVICES

- Staff & Board Training
- Nonprofit-specific Workshops
- 1-on-1 Consulting
- Executive Director Roundtables
- Board Meeting Facilitation
- Strategic Planning
- Resource Library
- Forms, Templates & Scripts
- Meeting Space
- Solutions & Support

IMPACT BY NUMBERS

\$138,105
saved by Central Coast nonprofits

As Spokes members, 99 nonprofits forwent the average \$1,395 fee to access Foundation Director Online (a nationally recognized online grant search database), freeing up funds to invest in other areas of their organization.

 **12,000**
minutes of consulting
DELIVERED

That's 200 hours of 1-on-1 coaching and consulting provided to our nonprofit sector. That's 1,000 hours of new solutions, problem solving, and direction for growth.

 **X344**
attendees

344 individuals attended the 40 small-group trainings and roundtables Spokes hosted in 2013.

15 market segments

Local nonprofits streamlined operations, enhanced programming and improved fundraising to optimize impact on the 15 nonprofit market segments positively impacting our Central Coast Community.

IMPACT THROUGH CHANGE

"[We] have received **\$35,000 in private foundation funds as a result of learning about [fundraising and donor development] through SPOKES resources, training, and networking with member nonprofit.**"

"We are changing the makeup of the Board to add people who are **more engaged and aggressive.**"

"We have revised our **volunteer recruitment program** and have hired a fund development consultant to help with fundraising."

"Because in large part of the training received from SPOKES in Building Donor Relationships with Key Donors we are on track to reach our goal of **raising \$650,000 in capital funds.**"

"We were able to provide **training to new employees** using lynda.com... clearly of benefit to the organization as a whole."

SPOKES 2013 MEMBERS

SPOKES' ORGANIZATIONAL MEMBERS

Alliance for Pharmaceutical Access
ALPHA, Inc.
Amazing Surf Adventures
Ambio Club
ARTS Obispo
Backcountry Horsemen of California
Ballet Theatre San Luis Obispo
C.A.R.E. 4 Paws
Cambria Connection
Canzona Women's Ensemble
Casa Del Herrero
CASA of SLO County
Central California Seafood Marketing Association
Central Coast Ag Network / Central Coast Grown
Central Coast Children's Choir
Central Coast Link
Central Coast Senior Center
Central Coast Vineyard Team
Civic Ballet of SLO
Community Action Partnership of SLO County
Community Foundation of San Luis Obispo County
Dana Adobe Nipomo Amigos
Dancing with ED
Economic Vitality Corporation of SLO County
El Camino Homeless Organization
Endeavour Institute
Family Care Network, Inc.
Festival Mozaic
Fighting Back Santa Maria
Food Bank Coalition of SLO County
Foundation for SLO County Public Libraries
Foundation for the Performing Arts Center

Friends of Hearst Castle
Friends of the Library Santa Ynez Valley
GRID Alternatives
Guadalupe-Nipomo Dunes Center
House of Joe
Jack's Helping Hand
Jewish Community Center of San Luis Obispo
Kids Cancer Research Foundation
Land Conservancy of SLO
Leadership SLO
League of Women Voters of SLO County
Leukemia & Lymphoma Society
Lompoc Police Association
Mackey & Mackey Insurance Agency
Mission Community Services Corporation
Morro Bay National Estuary Program
Morro Coast Audubon Society
Must! Charities
Nipomo Area Recreation Association
North County Connection
North County Rape Crisis & Child Protection Center
North County Women's Resource Center
Opera SLO
Pacific Wildlife Care
REC Foundation
RISE
San Luis Obispo Botanical Garden
San Luis Obispo Child Abuse Prevention Council
San Luis Obispo County Archaeological Society
San Luis Obispo Children's Museum
San Luis Obispo Classical Academy
San Luis Obispo Downtown Association
San Luis Obispo Housing Trust Fund

San Luis Obispo International Film Festival
San Luis Obispo Little Theatre
San Luis Obispo Parks Open Space & Trails Foundation
San Luis Obispo Symphony
San Luis Obispo United Methodist Church
San Luis Obispo YMCA
Santa Barbara Choral Society
Santa Maria Philharmonic Society
Santa Ynez Valley Therapeutic Riding Program
Senior Programs of Santa Barbara
SLO Op Climbing
South County Family Education & Cultural Center
The Natural History Museum of Santa Maria
Transitions Mental Health Association
United Cerebral Palsy of SLO
United Way of San Luis Obispo County
Upper Salinas - Las Tablas Resource Conservation District
Vocal Arts Ensemble
Wilshire Health & Community Services
Woods Humane Society

SPOKES' INDIVIDUAL MEMBERS

Ken Miles
Tomi McDonald
Ann Munns
Anne Cremarosa
Jerry Shepard
Michelle Mason
Rosa DeLuca
Philip Cowell
Yvon Gresser

VISIONARIES DONORS

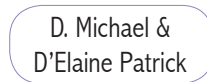
Founders Circle Members



Brown
Goodwin
Salucci &
Schwefler

Donors

Becca Carsel
Bob Wacker & Associates
Dale Magee
Idlers Appliance Showroom
Jami & Mathew Fawcett
JayMe Phillips
Jude Sanner Long
Kevin Cooper
Linda & Gill Blonsley
Marj McKean
Matthew & Theresa Clevenger
Morris & Garritano Insurance
Peggy & Malcolm Carlaw
Russell Mainini & Franklin Llp
SLO County Board of Supervisors



2013/14 SPOKES' LEADERSHIP

Dedicated Board Members

Dale Magee
Jami Fawcett
JayMe Phillips
Kevin Harlan
Linda Blonsley
Mark Corella
Marj McKean
Peggy Carlaw
Rob Nagle
Sheri Boscaro



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Strategic Staff Members



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Faculty Members & Volunteers

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Becca Carsel
Monica Grant
Yvon Gresser
Michael Kaplan
Ingrid Kingaard
Sara LaForest
Dale Magee
Steffanie Medina
Ken Miles
Aubrey Nash
Doris Rager
Judy Trejos