



Combining Our Work for More Powerful Impact

Guide to MACC Membership

Member Benefits





Combining Our Work for More Powerful Impact

Membership Guide

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To learn more:

Contact Member Services at 612-341-1668
or visit our website at www.mcwmn.org

Our Mission & Proposition

Our Mission

MACC’s mission is to strengthen our member organizations by building the connections, collective expertise, and collaborative solutions that enable positive community outcomes.

Our Visionary Proposition

MACC believes that organizations which collaborate with one another, instead of remaining isolated, propel their work to greater impact.

We believe that, working together, our member organizations serve individuals, families, and communities more effectively.

Joining MACC- Powerful Benefits for Your Organization

Nonprofits join as members of the collaborative to share in our high quality services and high impact programming. We shape our services and programming together as a membership organization. Together- we can access expertise, talent, and leverage resources to accomplish things none of us could achieve on our own.

MACC is a dues-based membership organization. When you join as a member, you get access to several powerful member benefits, programs and services. When you join, we’ll take you through an engagement orientation to introduce you to all that your membership offers.



Joining MACC- Powerful Benefits for Your Organization

Collaboration

a directive nonprofits are increasingly under; a realistic and powerful approach

Funders tell us- your work is great, but we'd like to make a larger impact- can you collaborate with other community- based organizations?

Collaboration can be incredibly powerful, but program collaboration is challenging and expensive to administrate. We've got the administrative platform and the social capital that makes program collaboration possible.

With membership, you gain access to opportunities for joint fundraising and collaborative programming.

Current Collaborative Projects:

- Healthy Eating Healthy Minds
grant-funded childhood nutrition program
- Be@School
county contracted truancy program
- Drop-in Childcare Hubs
county contracted drop-in childcare

Talent Development

essential for getting your organization where you need it to go

Your staff feels starved for professional development and there are few dollars to go around- why not combine our efforts?

We've got a collaborative platform that provides scalable/affordable training opportunities for members.

Our affinity teams work together to identify needs and design our training catalog- which includes a focus on program-specific training that can drive organizational outcomes & community impact.

Examples of Programming:

- Leadership development training
 - New manager training
- Nonprofit program-specific skills training
- Program-focused best practices workshop
 - Project management training

Joining MACC- Powerful Benefits for Your Organization

Connections & Learning

intentionally built around common interests and best practices

Networking is critical, but what's the return on investment?

Your staff time is valuable.

Our Affinity Teams gather to share best practices, share training and resources. Together, our members define and shape the programming they need- these are networking groups with intentionality.

Current Affinity Teams

- Volunteer Management Affinity Team
- Youth Service Team Affinity Team
 - Food Shelf Affinity Team
 - Early Childhood Affinity Team
 - Social Media Affinity Team
 - Public Policy Affinity Team
 - Seniors Affinity Team
- Economic Opportunities Affinity Team

Program Effectiveness

tap into a network of organizations doing similar work & access evaluation and data expertise to help raise the bar

Wonder how other organizations are measuring their program effectiveness?

With nearly twenty member organizations using a common database, we've developed shared expertise around data collection, evaluation, and program effectiveness.

Tap into the knowledge of others as well as expertise to help get you to the next level.

Program Effectiveness Initiatives:

- "Data discovery" sessions with an evaluation expert can to help you understand your data
 - Access contract evaluation services
 - Access opportunity for ClientTrack database service & support

Joining MACC- Powerful Benefits for Your Organization

Shared Administrative Services

done with your mission at the center

We can lighten the load and lower the risk.

Members have the opportunity to subscribe to any of our administrative services a la carte.

Experience the benefit of expert administrative services- services that can empower you to focus on what you are good at- your mission, not the administrative details.

Services Available:

- Financial Services
- Human Resources Services
- Client Data Services
- Evaluation Services
- Facilities Services
 - IT Services
- Medical Billing Services

Collective Voice & Operating Scale

amplify your organization's voice & purchasing power

Leverage operating scale and the potential of collective approaches.

We truly are better together.

Join forces with other members, you can achieve a more powerful presence advocating for public policy issues affecting our communities.

Our size and scale provides our members access to opportunities for cooperative purchasing and negotiated goods and services.

Together our Members:

- Operate at more than 100 locations in the Twin Cities metro area
- Maintain combined operating budgets of over \$100M per year
 - Employ more than 1,500 people
 - Serve over 350,000 people annually through a diverse array of programs and services

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What does it mean to be a Member?

Being a member of MACC is like many things- you get out of it what you put in. We'll work with you to engage your organization along the way.

As a member of MACC, you are part of a growing cohort of nonprofit organizations that are operating in a new way. By joining, you are tapping into opportunities to connect with other organizations, share best practices, create innovative solutions to community problems, and develop the relationships necessary for lasting partnerships and collaboration.



We're committed to relationships and trust

We are a membership that values the commitment, engagement, and ethical principles that build mutual confidence in one another and the work

We're committed to collaborative solutions

We are a membership that operates with a spirit of collectivism. Our members are committed to shared learning and mutual accountability to find solutions to our greatest challenges

We're committed to making a positive impact

We are a membership committed to strengthening individuals, families, and communities

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Networked Programming and Operating Model with Significant Results

Our founding members believed that if they worked together through shared expertise, they'd deepen their mission focus and have a greater impact. Our collaborative approach has brought profound strategic and programmatic organizational benefits to all of our members, and our work together has helped extend the ability of those organizations to serve our community.

Our membership continues to expand, deepen, and diversify—showing us that we do indeed work better together than apart. We are committed to continuously improving the depth, breadth, and quality of our work in a way that best positions our members to face the challenges ahead. After over ten years of collaborating, MACC continues to grow and evolve with the needs of our members.

MACC is charting new territory that has the potential to transform human services delivery. Through deep strategic collaboration across multiple agencies, they are exponentially increasing the potential to deliver services to more people, more effectively, and with greater efficiency.

Jodi Sandfort | Associate Professor | University of Minnesota

Our Members

We believe in the power and potential of our members to work together in new ways to maximize their effectiveness and deepen their impact in the community. Our membership consists of close to 50 organizations covering a diverse array of missions and programs.

Our member organizations serve over 380,000 people annually at than 100 locations in the Twin Cities metro area, with combined operating budgets of over \$110M per year, and employing more than 1,700 people.





Combining Our Work for More Powerful Impact

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- Alexandra House***
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- Ampersand Families**
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- Annex Teen Clinic**
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- Asian Women United of MN**
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- Banyan Community**
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- CABI USA**
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- CEAP**
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- Clare Housing**
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- Confederation of Somali Community in Minnesota**
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- Community Emergency Services**
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- DARTS**
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- East Side Neighborhood Services**
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- Emerge Community Development**
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- FamilyWise Services**
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- Hallie Q Brown Community Center**
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- Harrison Neighborhood Association**
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- Hennepin County HHS**
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- Hope4Youth***
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- House of Charity**
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- Ignite Afterschool**
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- Interfaith Outreach & Community Partners**
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- Keystone Community Services**
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- La Crèche Early Childhood Centers, Inc.**
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- LDA Minnesota**
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- Little Brothers Friends of the Elderly**
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- Merrick Community Services**
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- Minnesota African Women's Association**
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- Neighborhood Development Center**
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- Neighborhood House**
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- Northside Economic Opportunity Network**
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- Northwest Indian OIC**
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- Phyllis Wheatley Community Center**
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- Pillsbury United Communities**
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- Plymouth Christian Youth Center**
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- PRISM**
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- Sabathani Community Center**
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- Second Harvest Heartland**
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- Simpson Housing Services**
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- Somali Success School**
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- St. Stephen's Human Services**
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- The Family Partnership**
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- The Food Group**
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- The Link**
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- Tubman**
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- Ujaama Place**
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- Women's Advocates***
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- Youthprise**
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What Our Members Say

“Annex Teen Clinic was quite small based on total operations budget when we started working with MACC in 2008. This partnership has allowed us to take on new contracts and expand our services and programs. With increased focus on accountability in both the public and private sector MACC services, allows us to manage our financial resources in a way that assures our supporters we are a good investment. Audits of public contracts would have been extremely difficult to manage without the assistance of staff and that certainly offers peace of mind for me and our board of directors that those administrative services high quality, thorough and that we are in compliance with all related rules and regulations.

My time has been freed up to pursue initiatives and opportunities for continued growth.”

Brian Russ, Executive Director, Annex Teen Clinic

With MACC’s finance services, I don’t have to worry about these management functions. Naturally I have personnel matters at the organization level, but not having to worry about going to the bank, running payroll, and all the other required activities often included in managing the finances of a small organization are off my plate. I can focus on AWUM’s mission and staff development.”

Claudia Waring, Executive Director, Asian Women United of Minnesota

“MACC offers us a diverse perspective and working with multiple stakeholders strengthens our own capacity. They are a part of our accomplishments and we are not just getting services, but learning each day with their expert skilled staff. They have the best finance team who keeps us on track, and above all, makes sure we are following best practices and processes that keep our standards high. Other small nonprofits can benefit from their expertise and be successful like we have.”

Ekta Prakash, Executive Director, CAPI

“MACC’s accounting and financial services are professional and supported with timely communications. They’ve helped us strengthen our financial procedures resulting in a high level of confidence in reporting results to our board, funders and other stakeholders in a professional manner. For us, working with our MACC contacts to develop custom reports that fit our individual reporting needs has been one of the greatest benefits to our operations. The finance staff members are all-stars and they feel good about the work our organization is doing in the community. That alignment in our value systems brings positive impact to the partnership.

For me, as an Executive Director, our human resources needs would keep me up at night. MACC’s Human Resources has given us access to blue ribbon practices and staff with a high level of knowledge and expertise. Our primary contact, Sky, supported us in a review of our benefits package resulting in a better value for the organization and our employees. They have also provided great counsel in managing staff transitions, refining position descriptions and developing competitive salary packages. This provides peace of mind, not only for me, but for all our employees and stakeholders.”

Greg Voss, Executive Director, Little Brothers Friends of the Elderly



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MACC Dues Structure

Dues are billed on an annual basis for all MACC members.

MACC DUES STRUCTURE - 2015 - APPROVED

Most recent full-year actual Exp*	Annual Dues \$
Below 500,000	500.00
500,000 - 999,999	1,000.00
1,000,000 - 1,499,999	1,500.00
1,500,000 - 1,999,999	2,000.00
2,000,000 - 2,999,999	3,000.00
3,000,000 - 3,999,999	4,000.00
4,000,000 - 6,999,999	6,000.00
7,000,000 - 9,999,999	10,000.00
10,000,000+	14,000.00

**Subject to In-Kind Adjustment*

Collaborative Administrative Services Available

Our collaborative administrative services are available to MACC members on an a la carte basis. The administrative services are offered to members based on a three year commitment. Each service has a slightly different pricing structure, with all priced roughly at the cost to provide the services.

All agreements are designed to be simple and financially sustainable for our member organizations. For more information about the pricing of administrative services, please inquire with MACC Member Services. We'll work to understand your needs and provide you with an outline of the costs for your budget size and share an example contract with you.



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Detail on Collaborative Administrative Services Available to Members

Medical Billing/Behavioral Health Billing

MACC's medical billing combines our expert staff with high quality software designed by Procentive. Our team brings extensive experience in nonprofit behavioral health practice management and can turn clinical hours into revenue for your organization.

Client Data

Our client data team offers industry-leading ClientTrack software along with comprehensive implementation and support services. Our team has expertise in nonprofit data systems, program evaluation, and management-all of which ensure our members' success.

Facilities

Through MACC's facilities management support, we go above and beyond to provide focused management and leadership that manages risk, brings cost savings, and strengthens efficiency within an organization.

Finance

MACC delivers the skill, support, and protection of a large, fully-staffed finance team- something most nonprofits are unable to attain on their own. Together, we share the expertise and comprehensive controls that lower operating risk and allow our members' programs and missions to thrive.

Human Resources

MACC provides the support and expertise of a full human resources team. With a team of experienced human resources staff, we are able to enhance talent development, manage compliance and risk, and meet human resources challenges head on.

Information Technology

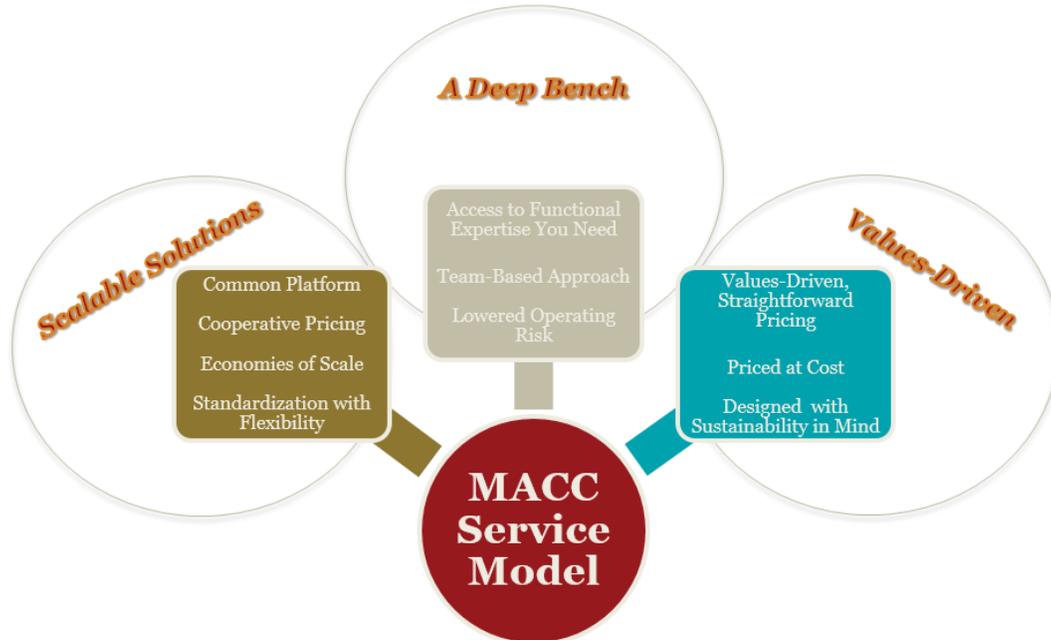
MACC's information technology offers members a bargain in managed technology for nonprofits. We work collaboratively with our technology provider to keep your IT running and lower your total cost of technology ownership.

Program Evaluation

MACC's program evaluation team offers members project-based engagements with a practical approach- giving you "news you can use" to make decisions about your data collection and program design.

Benefits of a Shared Administrative Service Model

MACC’s administrative services are built around a few core principles that help protect our members.



Scalable Solutions for Nonprofits

Scalable, Common Platform

- Our members have pooled resources to gain access to the administrative expertise they need- we share common staff and resources.
- Our service delivery depends on a common set of processes, procedures and systems- all things that protect quality, consistency, and the scalability of our services.

Cooperative Pricing and Economies of Scale

- As a shared service- we have ability to negotiate and leverage our purchasing power to attain cost savings on our software and vendor relationships

A Deep Bench with Expertise You Couldn’t Access on Your Own

The Expertise You Need:

- Our team approach ensures you have the proper expertise at the table- resources none of our members could afford on their own. You should consider us part of your staff, a part of your team- a way to extend your leadership and expertise

Freeing Up Your Time:

- These services are designed to free up the capacity of your management team to focus on your mission, not the administrative headaches that come your way.

Reducing Your Risk:

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- These services are designed to reduce compliance-related operating risks- having the right expertise at the table protects your organization.
- Our team approach provides you with back-up and cross-training that protects your core administrative functions.

Simplicity, Reliability and Sustainability that Benefits Our Members

Services are Priced at Cost

- We price our services at cost- as a nonprofit ourselves we're not here to sell or drive excess revenue. However, it is important to understand that while our services are priced at cost, this doesn't necessarily always translate into cost-savings. We work to ensure we have the technology, talent and expertise to provide the high quality service our members need. For most small to mid-sized organizations - typically they have starved their administrative functions- these services often represent a new financial investment.

Simple Pricing- with No Surprises

- Our contracts and pricing are the same for everyone and generally, are based on a percentage of your budget (in the case of Finance or HR) or on a flat rate, per user model (in the case of IT or Client Data). Our pricing flexes and adjusts up or down based on your size. With our simple model, there are no surprises in our pricing.
- Our pricing is not based on tasks, time tracking, amount of work, or complexity- but is built around a simple commitment to deliver the services you need, when you need them- in a simple, financially sustainable model for members.

For instance, when members go through major projects like audits, handbook rewrites, system upgrades, or major hiring booms- these bursts of work that are core administrative function are included in your service- not billed hourly as extra project work you may not have budgeted for.