Welcome! The presentation will start at 12 noon.

Questions can be typed into the chat room.

Please check your audio in the audio setup wizard from the tools->audio menu at the top of your Blackboard window.

A link to the recording of this webinar will be emailed today to everyone who registered.
Nonprofit Careers: Follow your Passion and Make a Living

Teri S. Lovelace, Esq.
August 3, 2012

You make the difference. We make it possible.
Why Me?
Learning Objectives:

- What is the Nonprofit Sector?
- Why is this Sector Important?
- Is the Nonprofit Sector right for you?
- Types of careers in Nonprofit Sector
- Skills needed to get into this Sector?
- Rewards/Frustrations
What is the Nonprofit Sector?

Collective name for institutions and organizations that are *neither government nor business*.

Other names include the *third sector*, the *independent sector*, the philanthropic sector, the voluntary sector, or the social sector.

Outside the United States, nonprofits are often called nongovernmental organizations (NGOs)
Some Large Nonprofits

*Forbes* magazine lists top 200 nonprofits:

- United Way #1
- Salvation Army #2
- Feeding America #3
- Others....Kennedy Center; Metropolitan Museum Art; St. Jude’s Research; Mayo Clinic; NY Public Library

Doesn’t include colleges/ universities; based on private contributions
What is the Nonprofit Sector?

Called “nonprofit” --- can charge fees/generate revenues— but can (should) make a profit

Nonprofits, unlike businesses, do not exist to make money for owners or investors**

Working towards specific cause/goal

**Hybrids (B Corps, 3LC)
Tax Exempt Status

27 separate IRS sections where organizations can claim exemption from federal income taxes.

501(c)3: “charitable, religious, educational, scientific, literary” and related organizations

501(c)4: social welfare

501 (c)6: Business leagues
What is the Nonprofit Sector?

Charities – 501(c)3

Foundations – 501(c)3

Social Welfare/Advocacy Organizations (NOW, NRA, NAACP) 501(c)4

Professional Trade Associations (Chamber of Commerce) 501(c)(6) – membership
8 Myths of the Nonprofit Sector
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✓ Nonprofits are inefficient
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✓ You must fundraise
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✓ Nonprofits are inefficient
✓ You must fundraise
✓ Nonprofits focus on liberal issues
Learning Objectives:

- What is the Nonprofit Sector?
- Why is this Sector Important?
Sector is **BIG,** **GROWING** & **HIRING**
Nonprofit Sector Size

1.4 Million Nonprofit organizations reported IRS in 2009 (1M public charities)

19% increase from 1999–2009

Growth rate > business or government

9% (over 10M) of US workforce employed nonprofits (more automotive, electronics or oil & gas)

2010, nonprofits added $779B to GDP (5.4%)
Nonprofit Sector in Virginia


Updated report 2012 – this fall

Nonprofit Employment is 2nd only to Retail Trade
Sector is Hiring

Nonprofits Added Jobs Faster than Businesses Last Decade

Nonprofits average annual rate of +2%

For profits average annual rate of -.6%

(2008 & 2009 for profits cut 4%)
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Is the Nonprofit Sector for You?

Is it important to work for a cause?

Do you want to do good in society?

Are you more humanitarian than materialistic?

Do you have a well-developed sense of right & wrong?

Do you have strong ideals?
Is the Nonprofit Sector for You?

Do intangible rewards mean more than money?

Do you want to be a generalist vs. specialist?

Do you view yourself as more “non-corporate”?

Do you prefer to work where you are personally committed?
Personality Fit for Nonprofits

Natural leaders with strong sense of empathy

Passion for helping others

Perseverance in face of setbacks

Versatile

Self starter

Collaborative
Finding Your Passion

“Choose a job you love and you will never have to work a day in your life”
– Confucius

- What did you love as a child?
- Eliminate $ from equation
- What do you do well?
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Nonprofit Jobs

- Leadership positions (CEO, COO)
- Program Staff
- Fundraising/Advancement/Development ($)
- IT, Finance, HR, Marketing, Communications
- Compliance, ethics, risk management

EVERY JOB IN FOR PROFIT = NONPROFIT JOB
Nonprofit Employment by Sector

- Health Services: 42%
- Education/Research: 22%
- Social/Legal: 18%
- Religious: 12%
- Civic: 4%
- Arts: 2%
Nonprofit Salaries Factors

- Size of organization (budget)
- Urban/rural/experience/Guidestar
- Examples – large City
  - Entry level salaries [$35K -- $45K]
  - Mid level [$60K -- $90K+]
  - Executive level [$90K -- $160K]
Nonprofit Salaries – nonmonetary perks

- Education Stipends
- Paid Time Off
- Sabbaticals
- College Loan Forbearance (i.e. Teach America)
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Skills to Acquire

- Networking
- Writing & Speaking
- Finance/Budgeting – understand $ inflows
- Project leadership
- Fundraising/grant writing
Experience to Acquire

- **Volunteer** with nonprofit
- **Serve** on nonprofit board
- Take classes on **nonprofit management/administration**
- Fund Development
- Grant Writing
Networking

- Informational interviews
- Association of Fund Raising Professionals (AFP)
- Virginia Association of Fund Raising Executives (VaFRE)
- Local community foundations/NP Center
- Local PPP Council (Partnership Philanthropic Planning)
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Frustrations

- Mission over Money
- Not cutting edge for technology
- Collaborative decision making (MORE TIME)
- Decentralized
- Influence power – not position power
Rewards

- Alignment of personal values with professional career
- Passion
- Higher purpose
- Reasonable hours
- Collaborative, decentralized decision making
Resources

5. Wall Street Journal Online –A Career in Nonprofit (September, 2010)
8. Chronicle of Philanthropy: Nonprofits Added Jobs Faster Than Businesses Last Decade (1/19/2012)
10. Independent Sector—www.independentsector.org
11. Foundation Center – www.fdncenter.org
Questions?
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Thank you for participating in today’s webinar!

- A link to the recording of this webinar will be emailed today to everyone who registered.
- Friday Aug 17 at 12pm:
  RESUMES THAT LAND INTERVIEWS
- Register at alumni.virginia.edu. Go to “Career Services” then “Webinars & Events”