

Duke University President Nannerl Keohane ranked 6th on a roster of the 13 highest-paid female nonprofit executives listed in the *Chronicle of Philanthropy*. Keohane earns \$290,500 annually.



Savings available

## Nonprofit postal rates offer savings

Changes in postal regulations covering mailing prices for nonprofits took effect in October.

BY ASHLEY PEAY

Nonprofits must physically prepare more of their own mailings under new postal regulations that took effect Oct. 6 - and can save up to 6.4 percent of the cost of standard third-class mailings and up to 12.5 percent of oversized mailings such as periodicals.

### REGULATION

The new regulations are designed to cut costs for the U.S. Postal Service and pass on the savings to customers in the form of discounts, says Brian Hummell, assistant director for the Alliance of Nonprofit Mailers in Washington.

Labor costs consume 82 percent of income to the postal service.

"Postal discounts have been around for a while and people have been sitting on the sideline," Hummell says. "Now's the time to get



New postal regulations will cut labor costs for the postal service and will be passed on to customers in the form of discounts. To receive discounts, nonprofits must presort mail before delivering it to postal facilities.

in the game."

The new mail classification procedures spell out about 30 sorting options for mail to be eligible for

reduced rates. Generally speaking, to earn discounts, mail must be labeled with barcodes that designate zip codes, presorted according to

mail routes and zip codes and physically taken to local postal facilities.

Nonprofit organizations that don't comply with new regulations will face

increases.

Under previous regulations, nonprofits paid 12.4 cents per piece of standard mail and - 20.8 cents for each piece of second-class, or periodical, mail that was not presorted.

Under the new regulations, loose, standard mail costs 13.2 cents a piece, and loose second-class, periodicals cost 21.6 cents a piece.

Trisha Lester, assistant director of the North Carolina Center for Nonprofits, says that larger nonprofits that use mailhouse services should depend on the mailhouse to comply with postal regulations. Smaller nonprofits, of course, are going to have to deal with the new regulations themselves.

Numerous software products are available to help smaller nonprofits reduce mailing rates, Hummell says.

Nonprofit customers of Postalsoft Inc. in LaCrosse, Wis., for example, have reported 15.5 percent drops in postal rates since they have been using the software, says Lori Bush-Ziebel, the company's public relations specialist.

For information, call the alliance at (202) 462-5132.

### Joining forces

## South Carolina center in works

The Palmetto state will soon have its own statewide nonprofit association.

BY ASHLEY PEAY

### Columbia

For the past year, 16 nonprofit leaders in South Carolina have been working to form a statewide nonprofit resource center.

The South Carolina nonprofit center should be operating and accepting memberships by the end of 1997, says Mac Bennett, executive director for Central Carolina Community Foundation in Columbia and chairman of the steering committee that is organizing the center.

Steering committee members include the executive director of Independent Colleges and Universities of South Carolina, a statewide association, and members who work with South Carolina Fair Share, a consumer advocacy group that deals with civil rights issues, says Bennett.

The committee is now struggling with the task of locating all nonprofits in the state and promoting ideas for a resource center. One problem

### RESOURCES

the group has experienced is the lack of any inclusive list or central information point from which to communicate to the state's nonprofits.

"Businesses can go to the Chamber of Commerce with issues, but nonprofits don't have anywhere to go for information and concerns and we're missing out on a lot because we make up a significant part of the workforce in the state," Bennett says.

Bennett says that the South Carolina steering committee is trying to develop a model for a statewide center by looking at nonprofit resource centers in other states, including North Carolina and Georgia. But the committee also realizes that South Carolina does not have the presence of numerous wealthy private foundations like those in other southern states.

For this reason, funding for the South Carolina center will be more dependent on membership fees, conference fees and service fees than foundation grants.

Statewide nonprofit resource cen-

ters already exist in 30 states, six of which are in the Southeast: Arkansas, Florida, Georgia, Mississippi, North Carolina and Tennessee.

In planning a possible statewide center over the past few years, several South Carolina groups have visited the N.C. Center for Nonprofits.

Jane Kendall, the center's executive director, says planners of a South Carolina center should focus on their state's primary needs and involve as many people as possible in the planning process.

"Broad interest - grassroots organizations as well as larger state-wide organizations - are important and essential in this process. South Carolina has this diversity, but you don't want two or three [resource centers] forming in one state."

The separate South Carolina groups have since convened to form a steering committee. They have incorporated, put together by-laws and are filing for 501(c)(3) nonprofit status, says Bennett of the community foundation in Columbia.

For information about the South Carolina center, contact Bennett at (803) 254-5601.

### Civic renewal

## Commission to study community solutions

A new commission is studying community-based alternatives to government support of social services.

BY TODD COHEN

### Washington, D.C.

The Bradley Foundation in Milwaukee has created a National Commission on Philanthropy and Civic Renewal that it hopes will spearhead efforts to strengthen private charity in the face of government's reduced role in delivering and funding social services.

The commission, which will make recommendations next spring, is chaired by Lamar Alexander, a former governor of Tennessee and former U.S. secretary of education who was an unsuccessful candidate this year for the Republican nomination for president.

Bruno Manno, the commission's executive director, says the commission was created to advise the Bradley Foundation on its future program and plans. Its purpose, he says, is "to demonstrate the general principle that less from government, more

from ourselves, is really the correct principle to renew communities."

Referring to the trillions of dollars now being transferred from the generation that came of age in the Depression to the Baby Boom generation, Manno says the commission hopes to answer questions about how that wealth will be directed.

Sara Melendez, president of Independent Sector in Washington, a national coalition of nonprofits, says she welcomes discussion about improving giving and civic life in the United States. And while the nonprofit sector remains dedicated to providing needed human and social services, she says, the sector "cannot, nor is it possible to ever take over the job of government in seeing to these needs."

For information, call the commission at (202) 463-1460.



Lamar Alexander

### BRIEFLY

#### Decision on NAACP head delayed

The board of the national NAACP has delayed a decision on the suspension of Kelly Alexander Jr., president of the North Carolina Conference. Alexander was suspended earlier this year after complaints about NAACP finances. He has denied any wrongdoing.

#### Arts Center to make church home

The North Carolina Arts and Entertainment Center in Wilmington plans to rehabilitate Holy Trinity Church, a condemned historic property, as its new home. The project is getting \$150,000 from W. Douglas Foster of Charlotte and \$86,000 from the city.

#### Publisher offers online resource

Newsletter publisher Capitol Publications in Alexandria, Va., has produced "The Grantseeker's Handbook to Essential Internet Sites." It reviews more than 240 sites on the global computer network, including foundations, associations, corporations and other funding sources. Call (800) 655-5597.

#### Institute funds study of block grants

The Aspen Institute's Nonprofit Sector Research Fund has awarded a \$10,000 challenge grant to Gisele Crawford of the N.C. Client and Community Development Center and Daniel Gerlach of the N.C. Budget and Tax Center, both in Raleigh, to study the effect of government block grants on nonprofits.

#### Library offers resources

The Nonprofit Resource Center at Glenwood Library in Greensboro offers a growing collection of nonprofit-related books, periodicals, CD-ROMs and audio visual materials. Call (910) 297-5000 or send email to [glenwood@nr.info.net](mailto:glenwood@nr.info.net).

#### Sunshares reports recycling up in region

SunShares, a nonprofit that helps communities recycle and conserve resources, recycled 16,006 tons of materials from July 1, 1995, to June 30, 1996. The nonprofit serves Durham and Orange counties and the town of Cary.