

CENTER

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she decided she had to try and do something about it.

She called on 32 of the state's nonprofit leaders to study the results of her interviews. The group decided to go back to the nonprofits at the grassroots level and find out what type of assistance they needed, where they were getting help and where the holes were.

Eighteen months, 20 focus groups, 250 interviews and 1,110 surveys later - all told the process included 2,053 people who work in the state's nonprofit sector - the group had a list of 400 services nonprofits needed.

"The needs were even broader and greater than we realized," Kendall says. "We knew we couldn't do it all."

The common thread running through the interviews and focus groups, Kendall says, was that the state's nonprofits are "really committed to serving their communities effectively."

"It takes time and money to do that," she says. "This whole effort is to make it possible for them."

Kendall says the most important

THE PEOPLE AT THE N.C. CENTER FOR NONPROFITS

(919) 571-0811

PHYLLIS MATTHEWS
OFFICE MANAGER

Matthews has been with the Center since the planning stage, working with Kendall out of her home for two months before the Center moved to an office in August 1991.

With degrees in accounting and management from N.C. State University, Matthews is the person to call for information on Center activities.

Before her work for the Center in July 1991, she was an intern at the Public School Forum of North Carolina.

TRISHA LESTER
LEAD PERSON ON
INFORMATION SERVICES

Lester joined the Center in July 1992, bringing with her experience in the nonprofit sector, particularly in education and youth development, as well as a master's degree in nonprofit management from the New School for Social Research.

Her educational background is in the arts, and she earned a degree in dance from the University of Maryland after attending the N.C. School of the Arts in Winston-Salem.

LESLIE TAKAHASHI
EDITOR
COMMON GROUND

Takahashi has a degree in journalism from UNC-Chapel Hill and a master's degree in public policy and environmental management from Duke University's Terry Sanford Institute of Public Policy.

She was a reporter for The News & Observer, and worked for the nonprofit research firm MDC Inc. in Chapel Hill, before joining the Center's staff in July 1992.

JANE KENDALL
EXECUTIVE DIRECTOR

With a master's degree from UNC-Chapel Hill in higher education administration, Kendall was executive director of the National Society for Internships and Experiential Education for 12 years, overseeing the move of the headquarters from Washington D.C.

In 1987, she was one of 46 people in the country selected for a three-year Kellogg Foundation Fellowship designed to expose mid-career leaders to a broader, global perspective.

functions of the Center are providing a network for nonprofit board and staff members to exchange ideas and solutions, and providing a single place that nonprofits can turn to find out about the many resources available to them.

The Center's library includes books, articles and numerous other resources on all aspects of nonprofit

its, from board members and grants to fundraising and volunteers.

"Our services are available to all 501(c)(3) nonprofits in North Carolina," Kendall says. There are currently 15,067.

People who are starting a nonprofit also can become members, entitling them to discounts on seminars, information and technical

assistance services, newsletters and reduced subscriptions to various nonprofit-related publications.

Membership is also a way for organizations of any size to benefit from group discounts on office supplies, long-distance telephone service and other products and services.

"We try, for nonprofits that are

interested, to help them multiply the impact of each dollar and each hour that they have," Kendall says.

Through its bimonthly newsletter Common Ground, the Center also provides its members a forum for professional networking.

Finally, Kendall says, the Center hopes to become an advocate for North Carolina's nonprofit sector.

"That's one that we're becoming," she says. "We're building our constituent base to become a voice for the sector."

Already, the staff follows legislation that affects nonprofits.

Because its services are available to the public - a public that is becoming increasingly interested in the nonprofit sector - the Center also plays an educational role.

"Anybody in North Carolina can call us for information or help," Kendall says.

The Center is on the leading edge of what Kendall calls a national movement toward nonprofits working together.

"We're kind of a catalyst for collaboration within the sector and between the sector and with business and with government," Kendall says. "Nonprofits are really ready to work together, and to begin looking at themselves as a vital and valued sector of our state and nation."

Pulling it together
Durham group to host national conference

Interest in community lending is growing and the Center for Community Self-Help in Durham is bringing the national spotlight to the Tar Heel state.

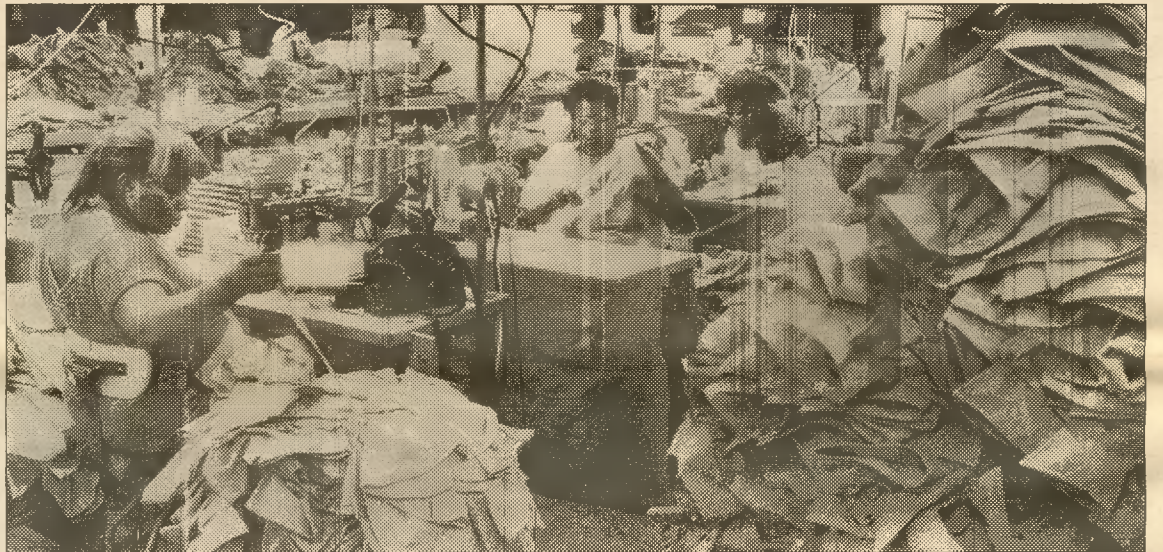
The Center, along with other members of the Coalition for Community Development Financial Institutions, will hold a conference in January aimed at groups that want to set up community credit unions or expand their lending practices to small businesses and nonprofits.

Organizers expect the four-day event will attract some 300 legislators, bankers and community development groups from around the country.

"We're hoping the conference will give people a chance to look at all the different models that are out there," says Mary Mountcastle, president of the board of the Z. Smith Reynolds Foundation in Winston-Salem and a consultant on the conference.

The conference will include representatives from Southshore Bank in Chicago, which with Self-Help has been cited by President Clinton as a model community financial institution.

A date for the event should be nailed down this fall. For information about the conference, call Everett Harper at Self-Help in Durham at (919) 683-3016, ext. 230.



Belma Elliott, left, and Elizabeth Mebane stitch shirts for the U.S. Navy at Worker Owned Sewing.

Photo by Chris Dorst

LENDERS

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equation has been support from the state legislature. During the past five years, the General Assembly has appropriated more than \$6 million to Self-Help, including \$1 million this year.

State House Speaker Dan Blue has been a strong supporter of the Durham Center because it serves a broad range of North Carolina communities.

"We've got this rare thing in this state in that we have not just urban poverty and communities that need development, but rural ones as well," Blue says. "I think what you see us

having done is make a commitment to a different kind of community empowerment and economic development. And Self-Help is blazing the path on that."

A bill the Clinton administration submitted to Congress in July calls for creation of a special fund to boost the financial portfolios of development banks, credit unions and other community loan programs.

Elgie Holstein, a special economic policy assistant for Clinton, says the purpose of the federal initiative is not to replace existing community financial institutions, but to provide more money for their efforts.

That's good news for staff members at Self-Help, who worked to convince Washington that the govern-

ment should support more than one model of community lending.

Another message delivered at this summer's White House ceremony came from Hugh McColl, chief executive of NationsBank in Charlotte.

He told the South Lawn gathering about the need for cooperation between banks and community loan programs, noting that, "In North Carolina...lenders from NationsBank and the Durham-based Self-Help Credit Union work hand in hand, referring customers to each other to ensure that all needs are met."

Why are banks interested in community financial institutions?

"It's just flat good business," said Lynn Drury, director of corporate public relations for NationsBank. "We realize there is a whole segment of the community out there that we could serve with a bit more flexibility."

Like some other Tar Heel banks, NationsBank has been pushing for "performance-based" evaluations of community reinvestment by traditional lenders - an item included in Clinton's bill.

Self-Help staffers are confident that leaders in Washington are moving in the right direction and are now turning their attention to state government.

"We are discussing the possibility of the legislature providing some matching funds for programs like Self-Help that [will] get federal dollars," says Bryan Hassell, development associate for the Durham center. "We're reaching out to the whole North Carolina delegation."

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