THE NPT POWER AND INFLUENCE

TOP 5



The 2004 NPT Power & Influence Top 50

Just in case you haven't noticed, it's an election year. While the Bush vs. Kerry fight is the main event, the undercard of the bout contains so many advocacy fights that a bright light is shining on the nonprofit sector. Members of Congress are demanding accountability from tax-exempt organizations and asking tough questions about finances. Sarbanes/Oxley rules are seeping into how nonprofits operate. Change is in the works – like it or not.

Advocacy groups – even those that go dormant in non-election years – are going to leave their imprint on the sector through the way they communicate with potential donors and voters.

Meanwhile, the leadership at rank and file charities - you know, the groups that actually do the hard work - are fighting to adapt to an economy that doesn't know if it's boom or bust and an unprecedented need for services.

These are those people - the 2004 NPT Power and Influence Top 50.

The Power and Influence Top 50 was selected by a combination of NPT staff and a few hand-picked members of the nonprofit community, who narrowed a field of more than 200 nominees.

The panelists were not permitted to be part of the list, although several very well could have been included in the selection process. THE NONPROFIT TIMES editor-in-chief held veto power over finalists, which was not exer-

So, here they are -- the 2004 NPT Power & Influence Top 50.

Edward H. Able, Jr. President & CEO

American Association of Museums Washington, D.C.



Gary Bass

Founder & Executive Director OMB Watch Washington, D.C.

A faithful watchdog of bureaucrats and an early alarm system, Bass slogs through the mud of legislation and tells the nonprofit world what it all really means.

If there was a Trilateral Commission for nonprofits, he'd at least be a member or part of the leadership. Able's a player with every major committee or association dealing with the sector.

Audrey R. Alvarado **Executive Director** National Council of Nonprofit Associations Washington, D.C.

She is a smart voice of reason when it comes to advocating on the state level for change in Washington, D.C. She knows that capacity building is key to survival.



Daniel Ben-Horin

Founder & President CompuMentor San Francisco, Calif.

Ben-Horin has created a one-stop shop for nonprofit technology, which unlike other Web sites is collaborative rather than competitive. Its programs TechSoup and TechSoup Stock get software and assistance to organizations that can really use the help.



Washington, D.C. Everyone is worried about the two possible vacancies on the U.S. Supreme Court when they should be more worried about the federal bench, where decisions are made before being kicked



Peter V. Berns

Executive Director Maryland Association of Nonprofit Organizations Baltimore, Md.

There is no doubt that Berns is the father of the standards of excellence. He has taken his famous quote "to say, 'We do good,' is not enough to justify the trust of support from the community" to an



President & CEO Independent Sector Washington, D.C.

Although she is still finding her footing at the helm of the umbrella group that official Washington turns to for data and answers, she's making interesting changes at an organization that had been standing still.



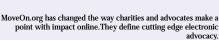
Shay Bilchik

President & CEO Child Welfare League of America Washington, D.C.

Bilchik takes a national vision for child welfare to the local level through the 1,100 or so CWLA members. He is a champion of child welfare issues whose opinion pushes members of Congress and local mayors, impacting all child protective services.

Joan Blades

MoveOn.org Virtually, Anywhere, USA





Charles W. Collier

Senior Philanthropic Adviser Harvard University Cambridge, Mass.

His writing regarding what drives family philanthropy and why it's important for successful family function is landmark. He is a deep and forward thinker as the sector prepares for the next intergenerational transfer of wealth. His book *Wealth in Families* is a must read.



Founder & Executive Director The Institute for Social Entrepreneurs Eden Prairie, Minn.

It can be argued that most nonprofits managers are social entrepreneurs when it comes to service. This guy teaches taking it to the next level and marrying mission with money. Innovation is nice. Entrepreneurship brings in cash.



Ami Dar

Founder & Executive Director Action Without Borders New York, N.Y.

Action Without Borders and its idealist.org have become two of the richest access points for nonprofit, advocacy and volunteering resources on the Web, with information provided on thousands of groups in more than 100 countries and thousands of users every day.



MoveOn.org Virtually, Anywhere, USA

Everyone talks about and uses the Internet, but MoveOn.org has shown the full power of the World Wide Web and its ability to mobilize like-minds. MoveOn.org has exploded onto the advocacy scene from virtual offices on both coasts



Carla Dearing

President & CEO Community Foundations of America Louisville, Ky.

CFA is teaching community foundations how to compete successfully against the Fidelitys and Vanguards of the world to keep donor money working in communities.



President William and Flora Hewlett Foundation Menlo Park, Calif.

He is leading the debate that the real issue is not general operating revenue grants versus project support, but how to accommodate the legitimate interests of both funder and donor.



Neal Denton

Executive Director Alliance of Nonprofit Mailers Washington, D.C.

Even the for-profit mailers who hate him (and they are legion) have grudging respect for how he has been able to protect non-profits from being gouged by the post office and some unscrupu-lous for-profit mailers.



President & CEO The Minneapolis Foundation Minneapolis, Minn.

Although he last year took himself out of the race to head Independent Sector, Carson remains a force for developing collaborative relationships with all sectors and segments of the community, as well as with other organizations nationwide.



Rev. Dr. Robert W. Edgar

General Secretary National Council of Churches USA New York, N.Y.

CoC is back as a major political player on a range of issues, even more so in this time of war and terror. He is eloquent, thoughtful and very persuasive in bringing groups to consensus and action.



Hodding Carter III

President & CEO John S. and James L. Knight Foundation Miami, Fla.

Carter is putting the foundation's money to use in so many ways. But, one of the most important efforts is teaching consumer reporters about the sector and how to accurately report about it.



Sara L. Engelhardt

President The Foundation Center New York, N.Y.

Finding grants gets tougher every day. There are a lot of sources of information. But, Engelhardt keeps the organization evolving through smart use of technology and human knowledge to stay well ahead of



Bill Gates

Chairman & Chief Software Architect Microsoft Corporation Redmond, Wash.

goal is wiping out viruses, electronic and bacterial. Gates uses the foundation to work through community groups to help bridge the technology gaps in communities and to rid areas of the world of treatable diseases

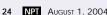




















Brian Gallagher

President & CEO United Way of America Alexandria, Va.

Gallagher realizes the clock is ticking on the United Way model of fundaising and is racing to adapt the process to the way workers want to give in their communities. He's a straight-shooter whom



Alice Korngold President & CEO

Business Volunteers Unlimited Cleveland, Ohio

Matching for-profit executives with nonprofits in their communities is not a new idea. It's the training and the follow-up that makes the difference. It's working in Cleveland and is now being implemented around the U.S.



Founder Gill Foundation Denver, Colo.

A movement for social change costs money. Through his foundation and its OutGiving department, Gill has expanded the universe of support for gay, lesbian, bisexual and transgender organizations through fundraising training, donor resources and the promotion of giving





William Lockyer

Attorney General State of California

The left side of the set of bookends (Eliot Spitzer in New York being the other) is making nonprofits nuts with legislation that at-tempts to restrict advocacy work.



President & CEO Points of Light Foundation Washington, D.C.

The POL and the volunteer centers continue to expand. Goodwin has emerged as a leader not just in volunteer circles, but he's a member of several influential boards across the sector



Paulette V. Maehara President & CEO

Association of Fundraising Professionals Alexandria, Va.

You know an organization is gaining ground when members have something to complain about. Often that means the status quo is being challenged. Maehara stood her ground when it came to the AFPPAC and she is right.

John H. Graham IV

President & CEO American Society of Association Executives Washington, D.C.

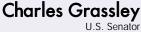
It's been a little more than a year since he took the helm of the troubled ASAE. While the organization is not fixed yet, it's well on its way to being the force it should be for the nation's associations.



Jan Masaoka

Executive Director CompassPoint Nonprofit Services San Francisco, Calif.

Masaoka likes to poke fun at the Washington, D.C.-based advo-cacy groups, claiming that the west coast is forgotten. Well, that can't be the case since she is at every power-broker gathering on both coasts pitching capacity building.



Washington, D.C.

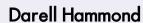
He's calling Congressional hearings and turning up the heat on charitable accountability. Granted that right now it's all smoke and mirrors, but it has donors asking questions.



William C. McGinly

President & CEO Association for Healthcare Philanthropy Falls Church, Va.

It's amazing how much advocacy and support work is done by so few people. McGinly is positioning the organization for growth, particularly in the long term care field.



Founder & Chief Executive of Play KaBOOM! Washington, D.C.

Through the KaBOOM! Playground Institute, community groups are being taught playground design, fundraising for community development projects and how to generate media support. Hammond and company teach meeting community needs, starting with the children.



Marc H. Morial

President & CEO National Urban League New York, N.Y.

Morial had big shoes to fill after Hugh B. Price retired. His background as a big city mayor and change agent is helping him and the NUL to forge new partnerships for helping business and their communities develop.

Irv Katz

President National Assembly of Health and Human Service Organizations Washington, D.C.

Katz is a consensus builder and a leader. His board could be a power and influence listing. No major human service national policy initiative goes anywhere without his input.





William D. Novelli

AARP

Washington, D.C.

AARP remains the best at mobilizing a membership against or for a piece of legislation. With the population getting more gray every day, membership muscle continues to flex.











Jon Pratt **Executive Director** Minnesota Council of Nonprofits St. Paul, Minn.

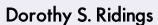
This man might not get any sleep. The MCN is a model for what state associations should provide for capacity building and technical support. Pratt is also a player with so many umbrella groups that his ideas have



Theda Skocpol

Victor S. Thomas Professor, Harvard University Cambridge, Mass.

She has people talking and thinking via her fascinating (and too true) critique of nonprofits – *Diminished Democracy*. She argues that growing professionalization of nonprofit management creates a huge distance between nonprofits and their constituents.



President & CEO Council on Foundations Washington, D.C.





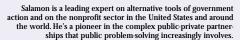
Peninsula Community Foundation San Mateo, Calif.

The foundation is a model for innovative methods of donor development and what a community foundation should be to donors and, oh yeah, the community.

It's astounding that she's kept her job, the way she tells members what they need to hear, which generally doesn't fit with what they want to do. She's a leader in accountability and in positioning



Johns Hopkins Center for Civil Society Studies Baltimore, Md.

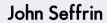




Roxanne Spillett

Boys & Girls Clubs of America Atlanta, Ga.

She should have her middle name legally changed to "partner" because of all of the successful deals she has made with government and big business that resulted in more than doubling the number of clubs, to more than 3,400, in less than a decade.



American Cancer Society Atlanta, Ga.

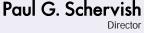
Is there a national policy committee where he doesn't take an active role? Seffrin paved the political path for a change in leadership at Independent Sector. In his spare time he runs the largest cancer charity on the face of the earth.



Eliot Spitzer

Attorney General State of New York New York, N.Y.

He continues to push for Sarbanes/Oxley requirements for charities, including those not resident in New York but doing business or fundraising in the state, giving him a national reach.



Center on Wealth and Philanthropy/Boston College Chestnut Hill, Mass.

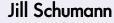
There is nobody better at studying the forms, trends, and motives surrounding the meaning and practice of care and giving in this age of affluence. Remember, it's not about you. It's about the donor.



Eugene R. Tempel

Executive Director Center on Philanthropy at Indiana University Indianapolis, Ind.

Tempel has developed the CoP and Indianapolis into a second nerve center, after Washington, D.C., for information, research and in-depth soul searching in and about the charitable sector around



President & CEO Lutheran Services in America Baltimore, Md.

When your cash flow is in the multi-billion dollar range, it allows you the muscle in shaping the faith-based governmental funding battle. She is also an imaginative social entrepreneur.



James Towey

Director White House Office of Faith-based And Community Initiatives Washington, D.C.

The office is a political lightning rod for religious versus secular groups. But, goodness oozes from this man, who was Mother Theresa's attorney. If someone is going to get this right, he will.



Founder & Executive Director Share Our Strength Washington, D.C.

Shore continues to be a powerful sector leader. Not just by imparting his extraordinary successes but also as an inspirational





Dennis R. Young

Professor of Nonprofit Management Mandel School of Applied Social Sciences Cleveland, Ohio

As one of the founders of National Center on Nonprofit Enterprise and its first CEO, Young is out front in educating charities regarding running organizations in a profit-mode. He's often ahead of other academics when it comes to thinking about the sector's economics





