



February 9, 2016

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In This Issue

FEATURES
LOCAL NEWS
TRENDS / RESOURCES
MARKETPLACE
JOBS

SUBMIT NEWS



Framing: the art and science

By Lynn Sygiel, editor, Charitable Advisors

In 2012, a staggering 46.5 million people were living in poverty in the United States — the largest number in the 54 years the U.S. Census has measured poverty. This figure has increased or held steady for 11 of the past 12 years.

The reasons are varied, but one contributing factor resonates: Over the same period of time, incomes have stagnated or declined. And with more people



earning less, the need for human services has increased, while funding for these services has not.

So what's a hard-working social service agency or nonprofit to do? Read more.



Tools for reframing human service program

For information on how your organization can join the Reframing Mobilization, contact <u>Ilsa Flanagan.</u>

Collaborating with our members, partners and



Tools for reframing human service program

This toolkit models the recommendations emerging from a Strategic Frame Analysis® - a multi-method investigation into the communications aspects of a social issue that yields evidence-based, actionable reframing

funders, the Assembly's National Reframing Initiative seeks to build public understanding of human services to encourage more vibrant civic participation and deepen support for effective programs. As part of this multi-year initiative, generously funded by the Kresge Foundation and Annie E. Casey Foundation, the Assembly engaged the FrameWorks Institute to develop an evidence-based strategy for reframing the work of the sector. We now have a robust set of tools available to equip our members and partners to integrate this new narrative into their advocacy, communications, and resource development strategies.

Check out the toolkit.

tools and strategies.

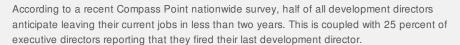
The reframing research and toolkit are a key part of the Assembly's National Reframing Initiative, which seeks to build public understanding of human services to encourage more vibrant civic participation and deepen support for effective programs.

Learn more.

Sponsor's insight

Discovering the strength of your philanthropy culture

By Stefanie Krievins, coach and founder, Radiancy Coaching Partners



The secret to high-performing organizations is that responsibility is shared between the board, the executive director, the development director and all staff.

Here are five key questions that the board, executive director, and development director can ask to ensure that the organization is creating a high-performing development function. Read more.



LOCAL NEWS

People on the move



TeenWorks, an Indianapolis and Muncie youth-employment and college-readiness program, welcomes **Tammie Barney** as chief executive officer.

Previously, Barney was COO, SVP of public policy, and VP of

business advocacy for the Indy Chamber.



Magdalena Josipovic has joined Indiana Coalition Against Domestic Violence as Immigrant Legal Project Attorney to implement the rural immigrant

legal project, representing immigrant survivors of domestic violence, sexual assault and human trafficking.



Tami Shields Silverman has been named president and chief executive officer of The Indiana Youth Institute. Silverman has served as CEO and executive director of Alpha

Chi Omega Fraternity Inc. in Indianapolis for



Jacqueline Hanoman has been named executive director by Ross Community Center. Hanoman is a sociologist, educator and qualitative

researcher with a doctorate in cultural foundations from Purdue University. One of her first projects is to convert a former Chevy Transmission parking lot into baseball and recreational facilities. — *Inside Indiana Business*



Marian University has announced **Don Sefcik** as vice president of health professions and dean of the College of Osteopathic Medicine. He

previously worked at Michigan State University, where he served as senior associate dean for the College of Osteopathic Medicine. — *Inside Indiana Business*

over three years and previously was CEO of Sojourn Shelter & Services Inc. in Illinois for 14 years. — IBJ

Announcements

Since 2010 Charitable Advisors has biennially compiled a Central Indiana Nonprofit Salary Survey, a comprehensive, confidential, compensation and benefits survey. To take part in this year's survey, please send the name and email address of the individual who will complete the survey by March 1 to: Julie@CharitableAdvisors.com. The report will be distributed free of charge this summer. See past reports here.

In cooperation with the **Johnson County Community Foundation** the **Youth Philanthropy Initiative of Johnson County** grant applications are now available for area nonprofits <u>online here</u> and due March 4.

Junior Achievement of Central Indiana, Inc. announced its Laureates for the 28th Annual Central Indiana Business Hall of Fame Awards Gala. Read more.

A two-year \$925,000 grant from **Lilly Endowment Inc.** will allow the education-work force program to continue. The gift supports the Education Workforce Innovation Network, run by the Center of Excellence in Leadership of Learning (CELL) at the University of Indianapolis. Read more.

The sixth annual **IUPUI Nonprofit Expo** will take place on March 22 from 1 p.m. to 4 p.m. (set-up and networking at noon) at the Campus Center in Downtown Indianapolis. The career fair is specifically for nonprofit, government and community organizations that offer volunteer, internship and/or employment opportunities. Organizations can register for a booth for \$100 or be a sponsor for additional exposure for as little as \$200. An early-bird discount is available for a limited time. Organizations can register here.

Sam Tocco, Bona Vista's WorkForce Diversity Employment Specialist, was awarded the 2015 IN-APSE Professional Award at the IN-APSE conference in Indianapolis

IU McKinney expands Law Scholars Program. Five IU regional campuses have signed an agreement with the Indiana University Robert H. McKinney School of Law at IUPUI for its scholars program. The Indiana University Regional Law Scholars Program includes scholarship, experiential learning and paid research assistant opportunities. Read more.





Professional development

Integrating planned giving into major and annual gift programs webinar on Feb. 10 at noon (EST). Learn the fundamentals and best practices for incorporating planned gifts into your existing development plan. For more information and to register, click here.

501 (c)(3) or not will be offered Feb.16 from 6:00 - 7:15 p.m. at the East 38th Street Library (5420 East 38th St.). The workshop, the first of a 10-session training series, assists participants to identify their entrepreneurial strengths while educating them on the business principles that foster leadership, management, inspiration and empowerment in the nonprofit sector. Free. Seating is limited and reservations are encouraged. Register by calling (317) 275-4350.

CFO Nonprofit Peer Group. Best practices for reserves: creating, maintaining and sustaining reserves on Feb. 18 at 8:30 -10:00 a.m. at INCPAS Prof. Dev. & Conf. Ctr. (8250 Woodfield Crossing Blvd. Suite #100). Come join the discussion of how to make a case to senior management and the board about the need to use resources for capital and operating expenses in addition to mission-related expenses. Free. To register, click here.

Harness the power of data with Tableau on Feb. 18 at 11:00 a.m. (PST). Whether an organization is just beginning to think about how to use data, or is already collecting data but wants to explore more sophisticated ways to visualize and analyze them. Learn tools, analyses, and presentation styles will bring the organization's data to life. For more information and to register, click here.

Workforce diversity and inclusion on Feb. 24, 9 - 11:30 a.m. at Marion County Purdue Extension office (1202 E. 38th St., Discovery Hall, Suite 201.) This presentation will explore the impact of diversity and inclusion on business and present a case for how diversity and inclusion lifts performance. To reserve a seat, contact Debbie Schelske at (317) 275-9286 or dschelsk@purdue.edu.

Grantwriting for beginners on March 9 from 9:00 a.m. - 3:00 p.m. at United Way of Central Indiana (3901 N. Meridian St.). Cost \$60 for United Way agencies; \$70, others. For more information, and to register, contact contact Beth Mussman at central@inm.org.

AFP Lunch and Learn: "Philanthropic Education's Impact on the Future of Fund Raising: Q&A with Dean Amir Pasic" on Feb.17. Lunch at 11:30 a.m. and the program from noon - 1:15 p.m. at The Willows on Westfield (6729 Westfield Blvd.). Register online.

BACK TO TOP

The VICIOUS CYCLE of fundraising is here.

Blame the DD or the ED?

Join the conversation today.



Volunteer opportunities

Please send your needs and donations of supplies, equipment, and furniture plus volunteer opportunities and requests to lndyNews@NotforProfitNews.com.

Indiana Artisan needs volunteers to assist artists, foodists and guests with hospitality and behind-the-scenes tasks at the Marketplace from April 7 to 10 at the State Fairgrounds. Three-hour commitment. Shifts, details and registration -- <u>click here.</u>

Christel House is recruiting volunteers for the Flavor Run 5k on April 16. Volunteer shifts are limited to four hours and offer choices of event tasks to meet your preferences. For further details to join the Christel House team <u>click here</u>.

Back on My Feet is seeking volunteers to assist at water stations during the Carmel Marathon on April 16. Shift times vary between 6:30 a.m. to 12:30 p.m. Volunteers will set-up their station, distribute water and cheer on race participants, clean-up and tear-down of their station. For more information, please contact Liz Navarre at liz.navarre@backonmyfeet.org.

Swap

To submit an item, click here.

There are no swap items this week.





National news



Five essential nonprofit leadership moves.

One of the biggest complaints employees of nonprofit organizations have is feeling out of the loop, closed off from what's happening "behind closed doors" in the conference room or the corner office.



Five key questions your donors should be asking you. Donors with the discipline to ask these five strategic questions and nonprofit leaders with the discipline to answer them will find a common framework that will bring added clarity to their discussions.



Seven musts for last-minute fundraising appeals that work. Make the most of your fundraising efforts with more effective last-minute appeals and simple tips, including sending a fundraising reminder to those who haven't given.



Four steps to improved donor retention. The 2015 Fundraising Effectiveness Project (FEP) report highlights that 81 percent of first-time donors never give again. Learn how to change that.

Sponsors' insights

BKD. **Annual tax update & 2015 Form 990**. Learn about changes on March 1 at 10:00 a.m. Free. One CPE credit in taxes field of study may be awarded upon verification of participant attendance. To register, <u>click here.</u>

Balance Marketing Group. Dynamic and personalized subject lines. "Batch and Blast" — sending the same email content to everyone on your subscriber list — should be a task of the past.







Services

Our sponsor marketplace serves to further connect our readers with our advertisers who are focused on serving nonprofits. Please keep in mind that you should always check references before hiring a consultant or vendor. Contact Bryan at Bryan@charitableadvisors.com or 317-752-7153 to learn how your business or organization can become a sponsor of the Not-for-Profit News.

Legal/Administrative

<u>Charitable Allies:</u> nonprofit that provides affordable, experienced nonprofit legal services.

Human resources

Synergy: professional employer organization (PEO), Synergy assumes the risk and liability of employing employees, and administers payroll, benefits and human resources.

<u>FirstPerson</u>: professional advisory firm that creates meaningful work experiences through benefits, HR and wellness solutions.

Technology, software, services

FTM LLC: software advisor to improve organization's financial operations with system implementation, training and support.

Netlink, Inc.: An information technology service provider delivering best practice information, technology guidance, implementation and support in order to contribute to nonprofits' mission and success.

Finance/accounting/bookkeeping

<u>Alerding CPA Group:</u> accounting firm with nonprofit experience provides audits, accounting, tax services, planning and board governance.

BKD: CPAs and advisors offering services in assurance, tax, risk management, technology and forensic to closely-held businesses, nonprofit organizations and individuals.

<u>FTM LLC:</u> works solely with nonprofits on bookkeeping, audit preparation, outsourced controller and CFO services.

VonLehman CPA & Advisory Firm: goes beyond accounting, tax and auditing services and provides business advice and turnaround services for nonprofits in an ever-changing business landscape.

Fund development

The Indiana Philanthropy Alliance: brings back its Directory of Indiana Grantmakers. The searchable, online database, includes profiles for over 1,000 funders of Indiana nonprofits. Preorder now for early-bird pricing; available at the end of the first quarter.

Johnson, Grossnickle and Associates:

Authentic strategic and philanthropic consulting firm that offers client-focused, highly-customized solutions. The firm specializes in assisting nonprofit groups with strategic planning, capital campaigns, development audits, feasibility studies and general fundraising counsel.

Marketing/digital fundraising

<u>Balance Marketing:</u> specializes in maximizing nonprofit's ability to connect, engage and inspire investment in its cause through digital and interaction communication practices.

Banking/asset management

The National Bank of Indianapolis: the bank of choice for nonprofit organizations.

Transition/retirement

<u>Alerding CPA Group:</u> provides board governance, training, consulting and succession planning.

<u>Charitable Advisors:</u>BoardSource-certified governance trainer, support for board-led ED/CEO search process.

Education/training

School of Public and Environmental

Affairs at IUPUI: At SPEA, people learn how to work in government, nonprofit and business roles to make positive changes in their communities, their states, their countries and the world.

Indiana University Lilly Family School of

Philanthropy: Our programs are the first in the nation to focus on philanthropy's history, culture and values. Through traditional or online master's degree programs, gain the knowledge and skills necessary to pursue further graduate study or to enter the field as a nonprofit professional.

Indiana University Robert H. McKinney

<u>School of Law:</u> Master of Jurisprudence graduate degree program prepares professionals with the legal knowledge to enhance, and potentially advance their careers.

The Indiana Association for Community

Economic Development (IACED): supports a network of organizations to build vital communities and resilient families through community building, training, technical assistance and advocacy.

Leadership Development

Radiancy Coaching Partners: Leadership coaching and personal development for nonprofit staff, volunteers and board members to help get the right projects done with heart.





Real estate

PLACE A REAL ESTATE AD

Get that extra office space leased or that extra building sold by using the new NFP News real estate section to let people know you have extra space, an extra building or even residential property for sale. Photos and a web link may be included to give readers more information. To learn more, contact Julie at Julie@CharitableAdvisors.com



Affordable Near-Southside office space

DOWNTOWN 300 to 10,000 sq. ft. Great location at I-65 and South Keystone Avenue (3530). Five minutes from downtown with easy access to all Indianapolis. Free parking. Many restaurants nearby. Other nonprofits on site. Low rates: \$10 to \$12 per square foot depending on space size. Call Ron at: 317-702-6079.



Affordable-near Eastside office space

Located in the Genesis Plaza, this 1,937 square feet of affordable business/office space is available. Conveniently located near I-70 at 2855 N. Keystone Ave. The single story facility has a security system and free parking. Other nonprofits on located on site. Five minutes from downtown. For more information or to arrange a visit, contact Dan Wegg at (317)

957-2042 or by email at dwegg@IUHealth.org.



The Sol Center is the perfect place for your next gathering

Host your next business meeting, board meeting, social gathering or board retreat at the Sol Center, home to Meal on Wheels. Located downtown, its 2,500-square-foot ballroom is handicap accessible and seats 150 people. The space offers such amenities as a state-of-the-art A/V system, dual 10 ft. ?7 ft.

ceiling-mounted screens, small stage and podium, a caterer's staging kitchen, coatroom and free-lighted parking. Rental income is used to subsidize meals for our low-income clients. For information, contact Vicki Burdick at 317-252-5558.



Nonprofit setting

Opportunities to collaborate in this high-energy, nonprofit office building with groups representing education, environmental, faith and social services. Conveniently located near Butler University, Christian Theological Seminary and the Indianapolis Museum of Art (42nd and Michigan Rd.). Amenities include special introductory rates, full service leases, nicely-

equipped conference rooms of various sizes, ample free parking and helpful on-site management. Contact 317-923-3617 or <u>iic@indianainterchurch.org</u> for more information.



For emerging nonprofits

Nonprofit co-working office space in historic Lawrence Village near Fort Harrison State Park. The co-working space, 6,800 sq. ft., is fully furnished and includes WiFi, elevator access and parking and is offered by Launch Cause. The nonprofit is dedicated to helping emerging nonprofit organizations. Multiple leasing options are available and space scholarships. Learn



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This week's jobs

To view all jobs, visit the Not-for-profit News jobs' board.

Double the exposure in your hiring and recruiting efforts. For an extra \$25, job ads can also be posted in the Cincinnati Not-for-profit News which is published every Thursday at noon. Learn more.

COMMUNICATIONS/MARKETING/EVENTS

Communications Data Specialist - American Camp Association.

The American Camp Association, Inc., a 501C(3) educational association, with offices located throughout the US, seeks a fulltime Communications Data Specialist to work from the Administrative Office, 25 minutes Southwest...more

Events and Social Media Manager - Noble. Noble is seeking a full-time Manager over Events and Social Media to join our talented team of staff. This position will be primarily responsible for managing and executing all aspects of Noble's special events, annual...more

EXECUTIVE

Executive Director - Catholic Charities. The Roman Catholic Archdiocese of Indianapolis is seeking an Executive Director of Catholic Charities to engage the parishes, schools, and agencies of the Archdiocese in the ministry of charity and to direct the planning...more

Executive Director - Cornerstone Youth Center. Incumbent provides fund development, visionary leadership, direction, and communication to achieve Cornerstone Youth Center's (CYC) vision and maximize CYC's mission performance...more

President & CEO - EmployIndy. The President is responsible for planning, organizing, staffing, directing and controlling all activities of the organization. The President has direct oversight for EmployIndy's Executive Team Leaders for finance, operations...more

FUND DEVELOPMENT

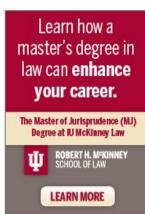
Director of Development, College of Agriculture - Purdue Research Foundation. The Director of Development in the College of Agriculture will develop and execute a plan to bring donors to the College and Purdue University through active use of the development process, including solicitation of major...more

Vice President of Development - The Children's Museum of Indianapolis. The Children's Museum of Indianapolis seeks an experienced executive to serve as its Vice President of Development, providing strategic and operational leadership for its philanthropic initiatives. The Vice President...more

Vice President for Development - Eiteljorg Museum of American Indians & Western Art. Working closely with the President/CEO, board members, staff and donors, the VP for Development provides the overall leadership for the museum's



PLACE A JOB AD





development efforts through fundraising, annual plans, campaigns, donor...more

Assistant Director of Leadership Annual Giving - Ball State University Foundation. Do you have higher education experience in the annual giving areas of phonathon, direct mail, employee giving, and/or electronic solicitations? Would you like to work with an energetic group of staff at a newly unified...more

PROGRAMS

Match Specialist - Starfish Initiative. Starfish Initiative is an Indianapolis-based organization that inspires, encourages and prepares promising, economically disadvantaged students for college and career success. The Match Specialists at Starfish coach a...more



Manager of Support Services-Social Services/Mental Health - Partners In Housing. Partners In Housing Development Corporation (Partners In Housing) seeks a qualified individual to join its team as the Manager of Support Services-Social Services/Mental Health. Partners In Housing is a not for profit...more

FINANCE/ACCOUNTING

Collection Manager - Museum of Miniature Houses. The Museum of Miniature Houses, one of only five museums in the U.S. dedicated to exhibiting scale miniatures, is seeking a Collection Manager to work alongside the Executive Director and Operations Manager...more

Chief Financial Officer/Controller - Carey Services, Inc. A social enterprise community based human services organization assisting individuals and families to turn abilities and barriers into opportunities is seeking a Controller-Chief...more

Business Development Specialist - First Children's Finance. First Children's Finance (FCF), a national organization headquartered in Minneapolis providing business services and financing to early care and education programs, seeks a Business Development Specialist...more

BACK TO TOP

90-day ads

Indianapolis Teaching Fellows. Train to become a certified teacher in Indianapolis with Indianapolis Teaching Fellows. Transform your academic background and professional experience into a high-impact career as a certified teacher in...more





Last week's jobs

ADMINISTRATIVE LEADERSHIP/SUPPORT

Head Start Director - Family Development Services. Plans, coordinates and controls the daily operation of program service delivery through other managers: Education and Child development, Health, Nutrition, Mental Health, Family and Community Partnerships, Parent...more

Program and Office Assistant (part-time) - Quality Connection. Quality Connection is a labor-management partnership focused on quality electrical construction with a commitment to workforce training, job safety and worker standards. Assist Executive Director to implement compliance...more

Director of Operations - The Nature Conservancy's Indiana Chapter. The Indiana Chapter of The Nature Conservancy is looking for a Director of Operations (DOO) to provide overall direction and leadership for all operations functions within this mid-sized Business Unit of 40 or more staff...more

Receptionist/Administrative Assistant - Indiana Landmarks. The Receptionist is responsible for demonstrating Indiana Landmarks' dedication to high-quality customer service by answering incoming calls and greeting visitors in a friendly, professional manner. The Receptionist also...more

COMMUNICATIONS/MARKETING/EVENTS

Director of Communications - Planned Parenthood of IN & KY. Our mission is to serve persons in Indiana and Kentucky - without bias or judgement, without fear, without fail - by providing access to high-quality health care confidentially and compassionately; by reducing unintended...more

Director of Indianapolis Walk to End Alzheimer's - Alzheimer's Association of Greater Indiana. The Alzheimer's Association of Greater Indiana has an opening for the Director of Indianapolis Walk to End Alzheimer's. This position will manage growth and implementation of the Indianapolis Walk to End Alzheimer's...more

Marketing & Communications Specialist - Fairbanks Hospital. The Marketing and Communications Specialist plans, develops, coordinates, implements and manages marketing and communication strategies and projects for the organization that support the strategic plan. The...more

Director of Communication & Chapter Fundraising - Tri Sigma Foundation. This position will oversee digital and print communication, manage our new fundraising software and continually develop chapter education resources. The person we are looking for is learning agile, intrinsically motivated...more

Digital Media Coordinator - Delta Upsilon International Fraternity. Reporting to the Director of Communications, the Digital Media Coordinator will coordinate and execute the production of new media content including video, presentations, social media, email communications and other...more

IT

Information Technology Administrator - Indiana Landmarks. Indiana Landmarks, a preeminent statewide non-profit organization with a mission of historic preservation, is seeking a full time Information Technology Administrator. The position is based at our headquarters in Indianapolis...more

EXECUTIVE

Executive Director - Freewheelin' Community Bikes. We seek a competent, inspiring leader who is passionate about our vision and our values. With an entrepreneurial spirit, our leader will help ground our operations so that Nancy's legacy will live on for generations...more

FUND DEVELOPMENT

Director of Fund Development - Indiana Legal Services, Inc. The Director of Fund Development develops and implements plans to raise the funds necessary to achieve the goals of...<u>more</u>

Advancement Officer - Hancock County Community Foundation (HCCF). The Hancock County Community Foundation (HCCF), located at 312 E. Main Street, Greenfield, works with caring individuals, families, and organizations to create or grow existing permanent funds called endowments...more

Director of Development - Sigma Kappa Foundation. The Director of Development will serve as a fundraising officer for the Sigma Kappa Foundation and be responsible for executing a comprehensive development strategy. As the foundation approaches a new era of...more

Annual Giving Officer - St. Vincent Foundation. The St. Vincent Foundation raises funds to benefit the St. Vincent ministries and the patients and families it serves, and is currently seeking an Annual Giving Officer. This position is charged with overseeing all annual fundraising...more

Executive Director of Market Development - March of Dimes, Indiana Chapter. The March of Dimes, Indiana Chapter, is seeking a full time Executive Director of Market Development, who is responsible for leading staff and volunteer development efforts to achieve targeted revenue growth and goals...more

PROGRAMS

Program Coordinator (part-time) - School on Wheels (2 open positions). School on Wheels is seeking to fill two positions as Program Coordinator to manage the tutoring hour at a shelter site and

a school site. The positions require working with K-12 youth and their families, adult volunteer...more

Care Manager - CICOA. This position is responsible for assessing the need and eligibility of referred elderly and people with disabilities for governmental and nongovernmental services which include home and community based services...more

Care Services Coordinator - ALS Association Indiana Chapter. The Case Manager will provide people with ALS, their families and caregivers information about ALS, community resources, assistance with accessing benefits, and disease management, and assess psychosocial...more

Community Integration Advocate - access ABILITY Center for Independent Living, Inc. The Community Integration Advocate is responsible for providing and supporting consumers with programs and services to reduce barriers to transitioning out of institutional settings into the community. Community Integration...more

Program Support Coordinator - Girls Inc. of Greater Indianapolis. Girls Incorporated of Greater Indianapolis is seeking a self-starter with a desire to further the mission of Girls Inc. as a Program Support Coordinator. Program Support Coordinators are tasked with developing and maintaining...more

Weekend Shift Supervisor (Part-Time) - Holy Family Shelter. Holy Family Shelter, an emergency shelter for homeless families, is seeking a part-time hourly Shift Supervisor for weekend shifts. Shifts are Saturday and Sunday 7:00 a.m.-3:30 p.m. and 3:00 p.m.-11:30 p.m....more

FINANCE/ACCOUNTING

Bookkeeper (part-time) - Janus Developmental Services. Janus Developmental Services has an immediate opening for an experienced Part Time Bookkeeper. If you have experience working with grant-funded initiatives in the non-profit world and love working with numbers and...more

Director of Accounting - Independent Colleges of Indiana, Inc. Independent Colleges of Indiana, Inc., seeks applications from motivated accountants who are interested in using their skills to help further the work of Indiana's private, non-profit colleges and universities. As one of America's...more



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Not-for-profit News serves as a champion for the nonprofit sector by publishing good news and sharing educational resources to inform the field. We feature new nonprofit job postings each week to attract capable people to the sector.