



NEW
CASTLE

KENT

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DANA

LEADING
THE SECTOR
FORWARD

*Delaware Alliance for
Nonprofit Advancement*

We help nonprofits help Delaware!

2015 Annual Report

BOARD of DIRECTORS

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Delaware Community Foundation

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Community Member

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Delaware Community Foundation

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WSFS Bank

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Catholic Charities

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Mission

As the leader of the nonprofit sector, the Delaware Alliance for Nonprofit Advancement's mission is to strengthen, enhance, and advance nonprofits and the sector in Delaware through advocacy, training, capacity building, and research.

Vision

The quality of life for Delawareans will improve because nonprofits are delivering on their missions efficiently and effectively. The Delaware Alliance for Nonprofit Advancement will be the leader of the nonprofit sector, recognized for providing skills leadership, convening leadership, and voice leadership for the sector.

Theory of Change



DANA Staff

Sheila Bravo
President and Chief Executive Officer

John Baker
Executive Vice President of Policy and Programs

Paul Stock
Executive Vice President of Consulting

Kristin (Davis) Sommers
Vice President of Communications and Marketing

Kathryn Soja Johnson
Program and Event Manager

Nicole Wandersee
Administrative Assistant

National Affiliations



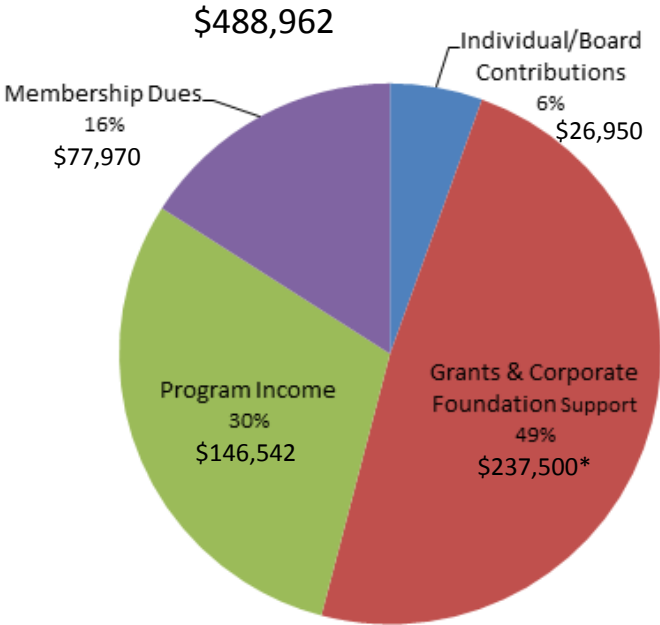
DANA Financial Information

Audited Financials for 2014

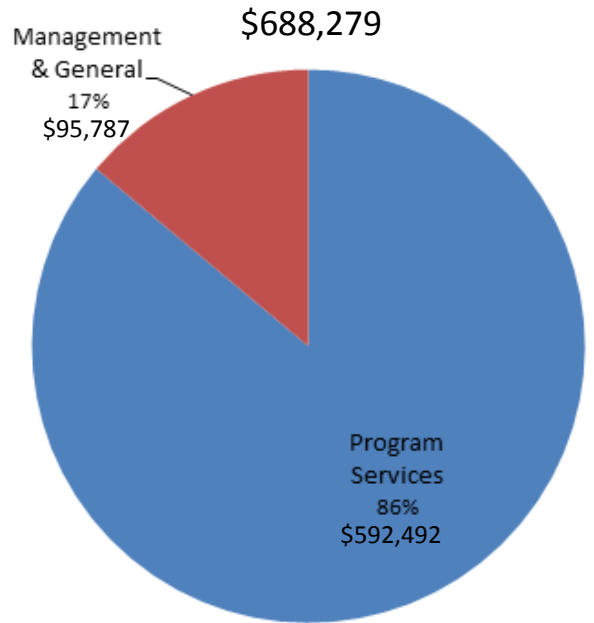
The Delaware Alliance for Nonprofit Advancement's Summary of Financial Position at the end of 2014 is as follows:

- Assets—\$270,517
- Liabilities—\$44,745
- Net Assets—\$225,772

2014 Revenue



2014 Expenses

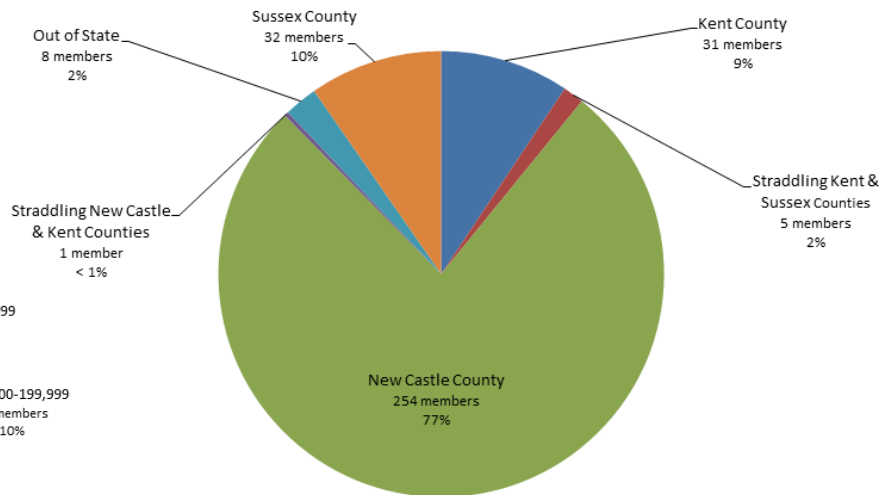
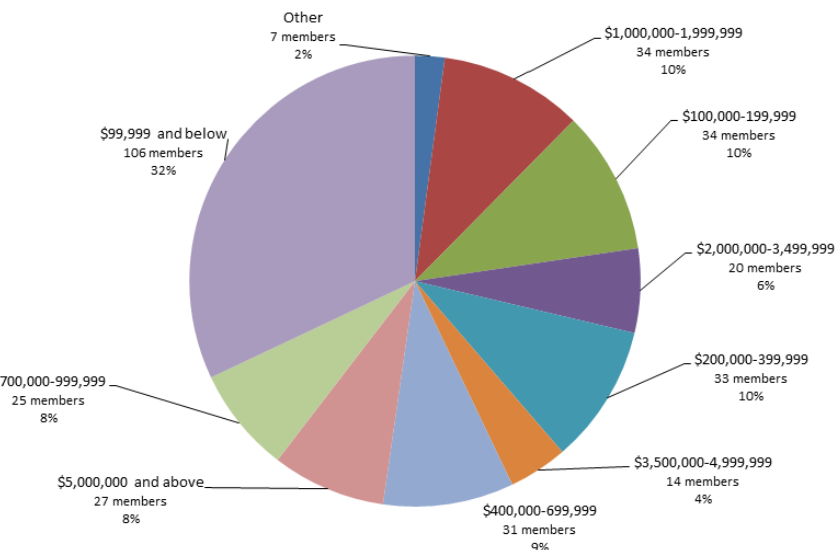


*A \$200,000 general operating support grant in 2013 supported 2014 initiatives.

DANA Membership Information

Total Members: 331

DANA Members by Operating Budget



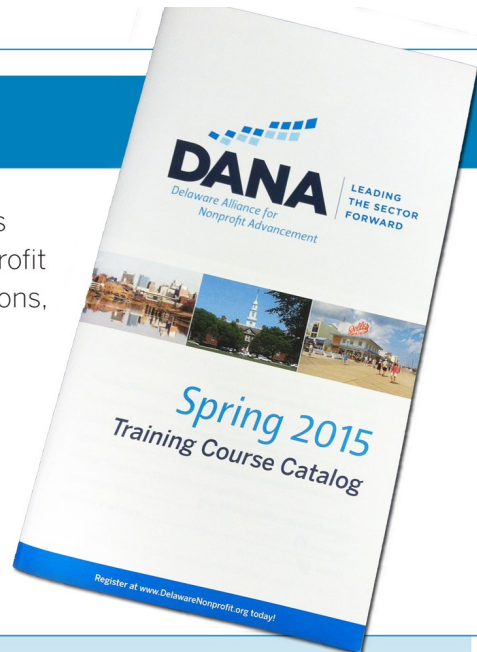
DANA Members by County

Trainings

A main way DANA strives to achieve its mission is through the trainings offered every fall and spring. These trainings provide those in the nonprofit sector with the skills needed to improve their programs and organizations, and ultimately improve the entire nonprofit sector.

Most of DANA's trainings are open to the public, but DANA members receive discounts up to 50% off. In 2014 a selection of online courses became available, expanding upon our in person trainings.

In 2015, DANA training participation increased 30% with an overall quality rating of 9.2 out of 10.



The HR Basics seminar offered by DANA was terrific and gave practical, real life examples of issues that arise and suggestions on how to effectively deal with them, and also advice on how to prevent problems. It was a great way to get HR tools for a small nonprofit that are easily implemented and managed.

- Christine R. Sauers, President, Better Business Bureau Serving Delaware

Excellence Academy

In addition to excellent training offerings in the spring and fall, we provide consulting expertise from a pool of DANA consultants who are qualified with a wide range of skills and experience. We will gladly match you with the consultant that is the right fit for your needs and the culture of your organization.

A DANA consultant will bring a fresh perspective to your organization. They are skilled at guiding meetings and asking questions which draw the best insights from those they serve.

DANA consultants are armed with their own professional experience along with additional DANA provided training and tools that grow their ability to assist DANA's membership.

Core areas of consulting focus around board governance, strategic planning and leadership development. However, we are also expanding to include services for organizational development, human resource consulting, executive coaching and resource development. If you have a specific request for services or would like to learn more, contact Paul Stock at pstock@delawarenonprofit.org.

In 2015, DANA consulting engagements increased 92%. This includes the new "Good to Great" Strategic Planning method based on Jim Collins' Good to Great research.



Being a first year ED, it has been a great experience to align our learning with DANA. Your educational services kept me from leaping off the ledge and has helped us move forward to a positive place. We are going into our 65th year of business and I believe we will be stronger because of our learning.

- Janet L. Berry, Executive Director, Delaware Association for the Blind

Advocacy

DANA understands the impact of local and state legislation on nonprofits in the state of Delaware. We keep our ear to the ground in order to stay up to date on legal changes that will potentially affect the sector. In addition, DANA sets a proactive public policy agenda.

DANA's advocacy work benefits the entire nonprofit sector. However, your membership support allows for DANA to have a stronger voice at the table. As a DANA member you can also share your thoughts and concerns with us directly. You can also stay up to date on public policy happenings by visiting John's Public Policy Blog at www.delawarenonprofit.org and checking out our Twitter feed @DE_Nonprofit.

In 2015, government Grant-In-Aid for FY 2016 was held level to the prior year. DANA also started a working group with partner agencies to inform the nonprofit community about budget challenges, and form a collective voice to fully represent the sector ahead of the state's FY 2017 decisions.



Congratulations to you and the DANA team on the GIA success in this 2016 budget cycle. As you wrote in your missive to members, the impossible and unimaginable somehow moved to possible. Great advocacy, indeed!

- Anne J. Wright, Senior Director, Office of Community Engagement, Nemours

Thank you for your efforts on our behalf. It is great relief to know you are there advocating for all of us!

- Tim Brandau, Executive Director, Child, Inc.

Renew your DANA Membership easily with this form!

Just cut at the line above, and mail this portion in with payment to:

DANA, 100 W 10th Street, Suite 1012, Wilmington, DE 19801

Name of Nonprofit: _____

Full Address: _____

Telephone: _____ Fax: _____

Federal Employer Identification Number: _____

Executive Director: _____

E-mail: _____

Contact Person, if different: _____

E-Mail: _____

Board Chair: _____

E-mail: _____

Check enclosed (payable to Delaware Alliance for Nonprofit Advancement)

Charge \$ _____ to my Visa Mastercard

Account Number: _____ Expiration Date: _____

Cardholder's Name: _____ Security Code: _____

Circle the category below that your organization's annual budget falls into. Please include the amount listed in the right column either by check or charge.

ORGANIZATION'S ANNUAL BUDGET DUES

\$1 - \$99,999	\$50
\$100,000 - \$199,999	\$100
\$200,000 - \$399,999	\$175
\$400,000 - \$699,999	\$250
\$700,000 - \$999,999	\$350
\$1,000,000 - \$1,999,999	\$450
\$2,000,000 - \$3,499,999	\$600
\$3,500,000 - \$4,999,999	\$700
\$5,000,000 and above	\$750

DANA's 2015 Annual Conference

Our Annual Conference has been recognized for years as the "nonprofit event" of the year. 2015 blew all that out of the water! Jim Collins, author of *Good to Great*, captivated and inspired over 900 people at the Chase Center on June 15. See what people had to say:

I had high expectations with Jim Collins being the keynote and was pleasantly surprised when even my highest of expectations were exceeded! It was a day where I left feeling proud to be a nonprofit executive, but specifically one in Delaware.

**- Carolyn Gordon, Executive Director,
Family Promise of Northern New Castle County**

Clearly the most impressive and biggest nonprofit event ever held in Delaware!

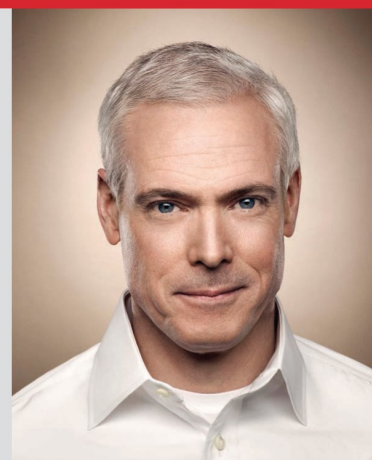
**- Fred Sears, President,
Delaware Community Foundation**

6.15.15

JIM COLLINS

DANA 2015 ANNUAL
CONFERENCE

CHASE CENTER ON THE RIVERFRONT



Thank you to our 2015 DANA Members!

1 Touch Ministries, Inc. • A Better Chance for Our Children, Inc. • AIDS Delaware, Inc. • All The Difference, Inc. • Alzheimer's Association Delaware Valley Chapter • American Cancer Society, Inc. • American Diabetes Association Delaware Affiliate • American Philosophical Association • Andrew McDonough B Positive Foundation (B+ Foundation) • Andy's Friends • ARC of Delaware • Arden Club, Inc. • Arising Ministries • ARK Educational Consulting, Inc. • Art Therapy Express Program, Inc. • ARTfusion • Arthritis Foundation • ASPIRA of Delaware, Inc. • Association of Fundraising Professionals - Brandywine Chapter • atTAcKaddiction • Autism Delaware, Inc. • Better Business Bureau of Delaware • Better Homes of Seaford, Inc. • Big Brothers Big Sisters of Delaware • Biggs Museum of American Art • Bike Delaware • BlindSight Delaware • Blood Bank of Delmarva, Inc. • Boys & Girls Clubs of Delaware • Brain Injury Association of Delaware • Brandywine Counseling & Community Services, Inc. • Brandywine Education Foundation • BTL Foundation International Services • C.E.R.T.S., Inc. • Camp Possibilities • CAMP Rehoboth • Cancer Care Connection, Inc. • Cancer Support Community Delaware, Inc. • Candlelight Theatre • Cape Henlopen Educational Foundation (CHEF) • Cape Henlopen Senior Center • Caritas Christi Foundation • Carl M. Freeman Foundation • Cathedral Choir School of Delaware • Catholic Charities • Center for Community Research and Service • Central Delaware Chamber of Commerce • Challenge Program • CHEER, Inc. • Chesapeake Emergency Energy Recipient Program • Child Placement Review Board • Child, Inc. • Children And Families First Delaware, Inc. • Children's Advocacy Center of Delaware, Inc. • Children's Beach House, Inc. • Chimes DE • Choices for Community Living • Christina Cultural Arts Center, Inc. • Clarifi • Claymont Community Center • Claymont Renaissance Development Corporation • Clear Space Theatre Company • Coastal Concerts • Colonial Chapter: Paralyzed Veterans of America • Communities In Schools Of Delaware, Inc. • Community Education Building • Community Resource Center • Community Service Building Corporation • Compeer Delaware • Connecting Generations • Connections CSP • contactLifeline • CSO, Inc. • Delaware 4-H Foundation • Delaware Academy of Medicine / Delaware Public Health Association • Delaware Adolescent Program, Inc. • Delaware Air National Guard • Delaware Alliance for Nonprofit Advancement • Delaware Animal Advocacy Guild, Inc. • Delaware Art Museum • Delaware Arts Alliance, Inc. • Delaware Association for Adult and Community Educators (DAACE) • Delaware Association for Children of Alcoholics • Delaware Association of Rehabilitation Facilities • Delaware Association of Volunteer Administrators • Delaware Audubon Society • Delaware Botanic Gardens at Pepper Creek • Delaware Breast Cancer Coalition • Delaware Center for Horticulture • Delaware Center for the Contemporary Arts • Delaware Center for the Inland Bays • Delaware Charter Schools Network, Inc. • Delaware Children's Theatre • Delaware Coalition Against Domestic Violence • Delaware Coalition Against Gun Violence • Delaware Community Reinvestment Action Council, Inc. • Delaware Council on Gambling Problems, Inc. • Delaware Division for the Visually Impaired • Delaware Division of the Arts • Delaware Farm Bureau • Delaware First Media • Delaware Futures, Inc. • Delaware Grantmakers Association • Delaware Greenways, Inc. • Delaware Guidance Services For Children & Youth • Delaware Health Information Network • Delaware HIV Consortium, Inc. • Delaware Hospice, Inc. • Delaware Housing Coalition, Inc. • Delaware Humane Association • Delaware Humanities Forum • Delaware Institute for the Arts in Education • Delaware Interfaith Power and Light • Delaware Kids Fund • Delaware Library Association • Delaware Nature Society •

DANA Members by Name continued...

Delaware NORML • Delaware Psychological Association • Delaware PTA • Delaware Public Policy Institute, Inc. • Delaware Shakespeare Festival, Inc. • Delaware SPCA • Delaware Sports Museum and Hall of Fame • Delaware State Chamber of Commerce • Delaware State Parks • Delaware Statewide Programs Association • Delaware Strong Families • Delaware Sustainable Energy Utility • Delaware Symphony Orchestra • Delaware Theatre Company • Delaware Thresholds, Inc. • Delaware Volunteer Legal Services, Inc. • Delaware Zoological Society, Inc. • Del-Mar-Va Council Boy Scouts of America • Delmarva Teen Challenge, Inc. • Delta Outreach and Education Center, Inc. • DFRC • Diamond State Community Land Trust • Down Syndrome Association of Delaware • Easter Seals Delaware & Maryland Eastern Shore, Inc. • Eleutherian Mills-Hagley Foundation, Inc. • Elizabeth House Family Life Center, Inc. • Empowering Solutions, Inc. • Epilepsy Foundation of Delaware • Fair Trade Federation • Faithful Friends Animal Society • FAME, Inc. • Family Counseling Center of St. Paul • Family Promise Delaware • Family SHADE • Fathers Mentoring Fathers Inc • Fatherhood Foundation • Firefighter Five Foundation • First State Community Action Agency, Inc. • First State Robotics, Inc. • FISH of Northern Delaware • Food Bank of Delaware • Forgotten Cats, Inc. • Foundation for a Better Tomorrow • Fraim Center for Active Adults • Fresh Start Scholarship Foundation • Friends of Auburn Heights Preserve, Inc. • Friends of Middletown Robotics Organization • Friends of the Capitol Theater, Inc. (dba: Schwartz Center) • Friends of Trelawny Association • Friends of White Clay Creek State Park • Friends of Wilmington Parks • FSAC-SPCA • Ft. Miles Historical Association • Gamma Theta Lambda Education Foundation • Generations Home Care, Inc. • Girl Scouts of The Chesapeake Bay Council, Inc. • Girls, Inc. of Delaware • Goodwill Industries of Delaware & Delaware County • Greater Kent Committee • Greater Wilmington Convention & Visitors Bureau • Greenbank Mill and Philips Farm • Habitat For Humanity International, New Castle County • Hank's Hope, Inc. • Healthy Foods for Healthy Kids • Heart In The Game • Home of the Brave Foundation • Homeless Planning Council of Delaware, Inc. • In Trust Center • Innovative Schools Development Corp. • Intercollegiate Studies Institute • JEVS Human Services • Jewish Family Services of Delaware, Inc. • Jewish Federation of Delaware • Jobs for Delaware Graduates • Joshua M. Freeman Foundation • Junior League of Wilmington, Inc. • Kaylyn Elaine Warren Foundation • Kenny Family Foundation • Kent County Conservancy • Kent Sussex Industries, Inc. • Keystone Human Services • Kind to Kids Foundation • Kingswood Community Center, Inc. • La Esperanza, Inc. • La Red Health Center, Inc. • Latin American Community Center, Inc. • Leadership Delaware • League of Women Voters Of Delaware • Leukemia & Lymphoma Society • Light Up The Queen Foundation • Limen House, Inc. • Literacy Volunteers Serving Adults Northern Delaware • Love, Inc. • Lutheran Community Services, Inc. • Make-A-Wish • Mancus Foundation, Inc. • Mark J. Dowling Foundation, Inc. • Medical Society of Delaware • Melomanie, Inc. • Mental Health Association in Delaware • Mid-Atlantic Environmental Law Center • Middletown Main Street, Inc. • Milford Housing Development • Milford Second Street Players, Inc. • Ministry of Caring • Modern Maturity Center • Montessori Works • Mt. Cuba Center • Murphey School • Music School of Delaware • Nanticoke Senior Center • National Alliance on Mental Health Illness in Delaware • National Birth Defects Prevention Network • Nativity Preparatory School of Wilmington • The Nature Conservancy • NCALL Research, Inc. • NEAIR • Neighborhood House • New Castle County Chamber of Commerce • New Castle Senior Center, Inc. • New Directions Delaware, Inc. • New Knollwood Civic Association • Newark Arts Alliance • Newark Day Nursery Association, Inc. • Newark Senior Center • Newark Symphony Orchestra • Nuestras Raíces DE • Old Swedes Foundation/Historic Site • OperaDelaware • Operation Warm • Opportunity Center (ServiceSource) • Outcomes Positive • Parent Information Center of Delaware • Pathways to Success, Inc. • PAWS for People • People to People International Delaware Chapter • People's Place II, Inc. • Pershing Rifles National Alumni Association • Planned Parenthood of Delaware, Inc. • PMA Foundation for Industry Talent • Police Athletic League of Delaware • Positive Growth Alliance • Prekindergarten Reading Encouragement Project • Presley Ridge • Preston's March for Energy • Prevent Child Abuse Delaware • Primeros Pasos (First Steps), Inc. • Prison Ministries of Delaware, Inc. • Productions For Purpose • The Program for Rigor and Innovation in Education • Project New Start, Inc. • Read Aloud Delaware • Reading ASSIST Institute • Rebuilders of Broken Walls Ministries • Rehoboth Art League, Inc. • Rehoboth Beach Film Society • Richardson Park Community Action Program • Rodney Street Tennis & Tutoring Association • Ronald McDonald House of Delaware, Inc. • Rose Hill Community Center • Royalty for a Cause • Sahara Social Society, Inc. • SCORE Delaware • Seamen's Center of Wilmington, Inc. • Second Chances of Delaware • Serenity Place, Inc. • Serviam Girls Academy, Inc. • Serviam Media, Inc. • Seven ESPTSPL Group • Simply Equal Education • Slavka's Dream Ltd. • The SmartDrive Foundation • sncaaorg • Sojourners' Place • Special Olympics Delaware • St. John's Community Services • St. Patrick's Center, Inc. • StartUpAfrica • STEM KeyMakers, Inc. • Sunday Breakfast Mission • Sussex County Health Promotion Coalition • Teach for America Delaware • Tech Impact • The Grand Opera House • The Greater Lewes Foundation (GLF) • The Hospitality School • The Jefferson School • The Lewes Historical Society • The Way Home • Tova Community Health • TRIAD (Trinity Alcohol & Drug Program) • Trustees of Color • United Way of Delaware, Inc. • Urban Bike Project of Wilmington, Inc. • Urban Youth Golf Program Association/The First Tee of Delaware • Victims' Voices Heard, Inc. • VillageResourceGroup • Vision To Learn • We Deserve It, shoes for children • West End Neighborhood House • Westside Family Healthcare, Inc. • Who Cares About Us? Inc. • Wilmington HOPE Commission • Wilmington Ballet Academy of the Dance, Inc. • Wilmington Drama League • Wilmington Housing Partnership • Wilmington Montessori School • Wilmington Renaissance Corporation • Wilmington Senior Center, Inc. • Wilmington University Alumnus • Wilmington Youth Jazz Band, Inc. • YMCA Of Delaware • YWCA Delaware, Inc. • Zeta Phi Beta Sorority • Zeta Rho Lambda Education Foundation

SPECIAL THANKS TO OUR ALLIANCE PARTNERS!



INVESTING *for Good*SM

