



# 2018 Annual Report

**Transformative Engagement:**  
Strengthening Nonprofits to Positively  
Impact the Communities They Serve



LEADING  
THE SECTOR  
FORWARD

# A joint message from DANA President & Board Chair

In 2018, DANA saw positive signs in the nonprofit sector. The economy continued to strengthen, state government funding to grants-in-aid was restored, and nonprofits focused on improving their viability and impact across the state of Delaware.

Last year, we had record requests for consulting support, great attendance in our workshops, and fabulous participation in our advocacy events and social media video campaigns. Collectively, our voice became stronger as we worked together to advance issues that affect our work. With Philanthropy Delaware, DANA launched ShareDelaware.org, a mapping database of nonprofits providing services in Delaware. This unique resource profiles where nonprofits offer services, not just where they are headquartered. Ten years of financial data provide an easy way to review nonprofits' financial health. We're grateful to all who helped update their information and to members who completed the December 2018 survey, which gives us feedback on how we are serving Delaware nonprofits. Our efforts to shift programming to meet member needs seem to be well-received. Highlights from the survey are featured in this annual report.

As we move through 2019, we continue to seek ways to bring new services and learning opportunities to our members. We are meeting with legislators and imparting the need for increased government investment in Delaware's nonprofit sector. We see tenured leaders of nonprofits announcing retirements, and we are increasing our services to support nonprofit boards with succession planning. Our focus will shift to offering more online learning opportunities. DANA also made a commitment to raise awareness for increased diversity in nonprofit boards and in leadership. We will continue this work into 2020.

Our efforts to expand resources for our members are not just focused on the short term. A complete count for the 2020 census plays a critical role in the level of federal funding for community services. DANA was appointed by the governor to serve on the Complete Count Commission. We are thrilled to assist in this important initiative.

The DANA board of directors is also initiating its strategic planning. The perspectives of nonprofits, business and government leaders will offer key insights to our planning. This year, we will collect feedback on plans to improve the health of the nonprofit sector. This information will shape DANA's strategy for the next several years. We look forward to your participation.



**Sheila Bravo**  
PRESIDENT



**Craig Couch**  
BOARD CHAIRMAN

# 2018 at DANA – Learning & Growing






**82** consultations in 2018 = **32%** vs 2017



DANA was recognized **three times** in 2018 by the National Council of Nonprofits for Innovation in Advocacy Communication/ Membership



# DANA – Engagement

	2016	2017	2018
 <b>Membership</b> Total # Organizations	360	357	373
 <b>Consulting</b> Total # Engagements	60	62	82
 <b>Annual Conference</b> Registered	277	312	320

 <b>Social Media Interactions</b> Followers/Subscribers	 <b>Organizational Strength</b> Grants/Alliance/Gifts	 <b>Member Satisfaction</b> Overall Feedback
7,890	\$347,500	95%

# Annual Report Financials - 2018



<b>Assets</b>	<b>\$270,682</b>
<b>Liabilities</b>	<b>\$50,441</b>
<b>Net Assets</b>	<b>\$220,241</b>

<b>Revenue</b>	<b>\$611,816</b>	
Grants & Donations*	\$210,100	34%
Membership	\$97,304	16%
Programs	\$304,141	50%

\*DANA received a grant in 2017 for 2018 operations



<b>Expenses</b>	<b>\$767,509</b>
Programs	\$582,894 76%
Fundraising	\$60,045 8%
Management & General	\$114,670 15%

clear space  
theatre company



## DANA Impacts Clear Space Theatre Company, Rehoboth Beach, DE

**Our Mission:** To inspire audiences, artists and students by providing quality performances and educational experiences.

**Our Vision:** To be a leader in the vibrant performing arts community of Southern Delaware.

### Our Story:

Clear Space Theatre Company began in 2004 with two theater professionals who wanted to provide live theater to the Rehoboth Beach community. In the 15 years since, Clear Space has grown from a community theater into a professional theater impacting all of Southern Delaware.

Clear Space Acting Company produces about 150 professional performances each year for the enjoyment of more than 17,000 patrons. Clear Space Performing Arts Institute trains more than 500 students each year in acting, voice and more.



### How DANA Supports Us:

DANA has supported Clear Space in our transition in the past seven years from a founder-based organization to a sustainable and independent organization. DANA was by our side as we focused our vision, developed our board of directors and moved to a more traditional form of nonprofit board governance. With DANA's training, we updated bylaws and created a Board Duty and Responsibility Form.

DANA President Sheila Bravo led a retreat for us that outlined responsibilities within an organization. She taught us how to implement the Responsible, Accountable, Consulted and Informed model so that our board and staff have a clear understanding of their duties in our organization. DANA's staff has proven to be a great resource, answering all of our strategy-related questions.

DANA has been a partner in the growth of Clear Space Theatre with consulting and training in the past decade. As we move forward, the DANA staff will continue to be an excellent resource to help expand the cultural impact of Clear Space.

**Wesley Paulson**, Executive Director





## DANA Impacts Campus Community School, Dover, DE

**Our Mission:** To provide a world class education that develops the whole child and provides the educational foundations for all students to maximize their potential.

**Our Vision:** To provide excellence in educational outcomes for CCS students by creating an academically rigorous, safe, and caring environment.

### Our Story:

Campus Community School (CCS) opened in 1998 as a 1st-8th grade charter school. It now serves grades K-8. The charter calls for social constructivist teaching and learning, as well as the incorporation of Habits of Mind: persistence, reflection, self-direction, and citizenship.

CCS is a Responsive Classroom school and has adopted the following guiding principles:

- Teaching social and emotional skills is as important as teaching academic content.
- How we teach is as important as what we teach.
- Great cognitive growth occurs through social interaction.
- What we know and believe about our students—individually, culturally, developmentally—informs our expectations, reactions, and attitudes about those students.



- How we work together as adults to create a safe, joyful, and inclusive school environment is as important as our individual contribution or competence.
- Partnering with families—knowing them and valuing their contributions—is as important as knowing the children we teach.

### How DANA Supports Us:

DANA has helped us become more informed about expectations and best practices for school boards related to finances, legal matters, and overall structure and organization. It has helped us examine our practices for recruiting and selecting new board members.

I think DANA is a great resource to help organizations, and the people within them, to better themselves. I like that DANA presents pertinent information and incorporates reflection and analysis in its training. This aspect makes the experience more personalized and meaningful.

**Heidi Greene**, Head of School/Principal

# DANA Board of Directors

**Dominic Canuso** (Treasurer)

WSFS Bank

**Craig Crouch** (Chair)

Kent-Sussex Industries

**Patricia Dailey Lewis**

Beau Biden Foundation

**Melanie George Smith**

Better World Strategies

**Patti Grimes**

Carl M. Freeman Foundation

**Charles Madden**

Community Leader

**Dr. Vita Pickrum**

Delaware State University

**Joanne Reilly**

Community Leader

**Patricia Rivera**

Hook PR & Marketing

**Matthew Stehl (Secretary)**

Highmark Delaware

**Charles Vincent**

Innovincent

**Vickie Young Beam**

Cover & Rossiter

## Our Mission

As the leader of the nonprofit sector, 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.

## Our Vision

The quality of life for Delawareans will improve because nonprofits are delivering on their missions efficiently and effectively. 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.

## Our Values

- Envision and lead to a better future
- Serve with integrity based on best practices
- Respect the diversity of all

## DANA Staff

**Sheila Bravo**, President and Chief Executive Director

**Melissa Hopkins**, Vice President of Sector Advancement

**Rodney Saunders**, M.Ed. Director of Learning

**Paul Stock**, Executive Vice President of the Excellence Academy



# 2018 DANA Members

## Nonprofit Members

Tony Ferlenda  
 2 Fish Home Renovations  
 21st Century Fund for Delaware's Children  
 2nd District Neighborhood Planning Council  
 321foundation  
 A Better Chance for Our Children Inc.  
 A Door of Hope Pregnancy Center  
 Ability Network of Delaware  
 Adopt-A-Family  
 AIDS Delaware  
 Alzheimer's Association  
 American Legion Ambulance Station 64 Inc  
 Andy's Friends  
 ARK Educational Consulting Inc.  
 Art Therapy Express Program Inc.  
 Ascend: Leadership Through Athletics  
 ASPIRA of Delaware Inc.  
 atTackAddiction  
 Autism Delaware Inc.  
 Beau Biden Foundation  
 Bellevue Community Center  
 Better Business Bureau of Delaware  
 Big Brothers Big Sisters of Delaware  
 Biggs Museum of American Art  
 Bike Delaware  
 BlindSight Delaware  
 Boys & Girls Clubs of Delaware  
 Brain Injury Association Of Delaware  
 Brandywine Counseling & Community Services Inc.  
 Brandywine Valley SPCA  
 Brandywine Village Civic Association  
 BTL Foundation International Services  
 Cab Calloway School Fund  
 CAMP Rehoboth  
 Cancer Care Connection Inc.  
 Cancer Support Community Delaware Inc.  
 Cape Henlopen Senior Center  
 Capital Ringers Inc.  
 Cardinal Opportunities  
 Carl M. Freeman Foundation  
 Cathedral Choir School of Delaware  
 Catholic Charities  
 Center for Community Research and Service  
 Center for Growing Talent by PMA  
 Champions for Children's Mental Health  
 CHEER Inc.  
 Child Inc.  
 Children And Families First Delaware Inc.  
 Children's Beach House Inc.  
 Choices for Community Living  
 Christina Cultural Arts Center Inc.  
 Claymont Community Center  
 Claymore Senior Center Inc.  
 Clear Space Theatre Company  
 Coastal Concerts  
 Colonial Chapter: Paralyzed Veterans Of America  
 Colorful Inc.  
 Community Communications Corporation Inc.  
 Community Education Building  
 Community Legal Aid Society, Inc  
 Community Resource Center  
 Community Service Building Corporation  
 Connecting Generations  
 Connections CSP  
 ContactLifeline Inc.  
 Creative Coastal Connections Corp  
 Delaware Academy of Science  
 Delaware Adolescent Program Inc.  
 Delaware Art Museum  
 Delaware Arts Alliance Inc.  
 Delaware Association for Adult and Community Educators (DAACE)  
 Delaware Association for the Education of Young Children  
 Delaware Botanic Gardens at Pepper Creek  
 Delaware Breast Cancer Coalition  
 Delaware Center for Health Innovation  
 Delaware Center for the Inland Bays  
 Delaware Charter Schools Network Inc.  
 Delaware Children's Museum  
 Delaware Coalition Against Domestic Violence  
 Delaware Coalition Against Gun Violence Educational Fund  
 Delaware Coalition for Open Government  
 Delaware Community Reinvestment Action Council Inc.  
 Delaware Council On Gambling Problems Inc.  
 Delaware Dance Company  
 Delaware Division of Libraries  
 Delaware Division of the Arts  
 Delaware Dreams Inc.  
 Delaware First Media Corporation  
 Delaware Foundation for Science and Mathematics Education  
 Delaware Friends Foundation  
 Delaware Futures Inc.  
 Delaware Greenways Inc.  
 Delaware Guidance Services For Children & Youth  
 Delaware Historical Society  
 Delaware HIV Consortium Inc.  
 Delaware Hospice 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 Psychological Association  
 Delaware River and Bay Lighthouse Foundation  
 Delaware Shakespeare Festival Inc.  
 Delaware Sports Commission  
 Delaware State Chamber of Commerce  
 Delaware State Parks  
 Delaware Strong Families  
 Delaware Sustainable Energy Utility  
 Delaware Symphony Orchestra  
 Delaware Theatre Company  
 Delaware Volunteer Legal Services Inc.  
 Delaware Zoological Society Inc.  
 Delmarva Christian School  
 Delmarva Clergy  
 Del-Mar-Va Council Boy Scouts of America  
 Delmarva Poultry Industry Inc.  
 Delta Outreach and Education Center Inc.  
 Development & Research Innovations Inc.  
 DFRC  
 Diamond State Community Land Trust  
 DMHOA  
 Dover Interfaith Mission for Housing  
 Down Syndrome Association of Delaware  
 Downtown Dover Partnership  
 Duffy's Hope Inc.  
 Easter Seals Delaware & Maryland's Eastern Shore Inc.  
 Eleutherian Mills-Hagley Foundation Inc.  
 Epilepsy Foundation of Delaware  
 Fair Hill Environmental Foundation  
 Faith Presbyterian Church  
 Faithful Friends Animal Society  
 Family Counseling Center of St. Paul  
 Family Promise Delaware  
 Family SHADE  
 Fathers Mentoring Fathers Inc  
 First State Ballet Theatre Inc.  
 First State Community Action Agency Inc.  
 First State Robotics Inc.  
 First State Squash  
 Forgotten Cats Inc.  
 Foundation for a Better Tomorrow  
 Fraim Center for Active Adults  
 Freedom Center for Independent Living  
 FreeLee Foundation  
 Fresh Start Scholarship Foundation  
 Friends of Bellanca Airfield / Bellanca Airfield Museum  
 Friends of the African Union Church Cemetery  
 Friends of Wilmington Parks  
 Ft. Miles Historical Association  
 Fund for Women  
 GIFT  
 Girl Scouts Of The Chesapeake Bay Council Inc.  
 Girls Inc. of Delaware  
 Good Neighbors Home Repair

Goodwill Industries Of Delaware & Delaware County  
 Grace for Dover dba Arise Delaware  
 Greater Lewes Community Village  
 Greenbank Mill and Philips Farm  
 Habitat For Humanity of New Castle County  
 Harrington Senior Center  
 Healthy Foods for Healthy Kids  
 Helpersaide  
 Historic Lewes Farmers Market  
 Home of the Brave Foundation  
 Housing Alliance Delaware  
 I Am My Sister's Keeper  
 Immanuel Shelter & Code Purple Sanctuary, Inc  
 In Trust Center  
 Innovative Community Living Inc.  
 Integrative Care Delaware; Center for Health and Research  
 Interfaith Community Housing of Delaware, Inc  
 ITN Southern Delaware Inc.  
 Jester Artspace  
 Jesus House Prayer and Renewal Center  
 Jewish Family Services Of Delaware Inc.  
 Jewish Federation of Delaware  
 Joshua M. Freeman Foundation  
 Junior League Of Wilmington Inc.  
 Kay's Foundation  
 Kel's Bells Charity  
 Kenny Family Foundation  
 Kent County Tourism Corporation  
 Kent Sussex Industries Inc.  
 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  
 League of Women Voters of New Castle County  
 Legal Servcies Corporation of Delaware  
 Light Up The Queen Foundation  
 Limen House Inc.  
 Literacy Delaware Inc.  
 Lutheran Community Services Inc.  
 Make-A-Wish  
 Meals On Wheels Delaware  
 Medical Society of Delaware  
 Mélomanie  
 Mental Health Association in Delaware  
 Mid-County Senior Center  
 Middletown Area Chamber of Commerce Foundation  
 Milford 2nd Street Players Inc.  
 Milford Housing Development  
 Minds Over Matter Initiative  
 Ministry of Caring  
 Mispillion Art League

Missions for Life Inc.  
 Modern Maturity Center  
 Montessori Works  
 MOT Senior Center  
 Mt. Cuba Center  
 Muscle Movement Foundation  
 Music School of Delaware  
 NAMI Delaware  
 Nanticoke Health Services Foundation  
 Nanticoke Senior Center Inc.  
 Nativity Preparatory School of Wilmington  
 NCALL Research Inc.  
 NCCBOR  
 NEAIR  
 Neighborhood House  
 New Candlelight Productions  
 New Directions Delaware Inc.  
 Newark Arts Alliance  
 Newark Day Nursery Association Inc.  
 Newark Senior Center  
 Newark United Methodist Church  
 Old Swedes Foundation/Historic Site  
 OperaDelaware  
 Opportunity Center (ServiceSource)  
 Osher Lifelong Learning Institute at the University of Delaware in Kent and Sussex Counties  
 Parent Information Center of Delaware  
 Pathways to Success Inc.  
 PAWS for People  
 People to People International Delaware Chapter  
 People's Place II Inc.  
 Pershing Foundation  
 Philanthropy Delaware  
 Planned Parenthood Of Delaware  
 Police Athletic League of Delaware  
 Pressley Ridge  
 Primeros Pasos (First Steps) Inc.  
 Project New Start Inc.  
 Read Aloud Delaware  
 Reading ASSIST Institute  
 Rehoboth Art League Inc.  
 Rehoboth Beach Film Society  
 Rockwood Park Preservation Society  
 Rodney Street Tennis & Tutoring Association  
 Ronald McDonald House Of Delaware Inc.  
 Rose Hill Community Center  
 Round of a Lifetime  
 Saint Francis Healthcare  
 SCAOR Community Service Foundation  
 SCORE Delaware  
 Seamen's Center of Wilmington Inc.  
 Seaside Jewish Community  
 Serviam Girls Academy Inc.  
 Serviam Media Inc. / Dba Hearts & Minds Film  
 Seven ESPTSPL Group  
 Sharpshooters Elite Basketball  
 Siegel JCC  
 Slaughter Neck Community Action Agency

Slavka's Dream Ltd.  
 Smyrna-Clayton Heritage Association & Opera House  
 SOAR (Survivors of Abuse in Recovery Inc.)  
 Sojourners' Place  
 Southern Delaware Therapeutic & Recreational Horseback Riding Inc. (SDTRHR)  
 Special Olympics Delaware  
 Spur Impact Association  
 St. John's Community Services  
 St. Martha's Episcopal Church  
 St. Patrick's Center Inc.  
 St. Peter's Episcopal Church  
 Strive: How You Lead Matters  
 Suicide Resistance Foundation- Solidarity With Ayla  
 Sunday Breakfast Mission  
 Sussex County Habitat for Humanity  
 Sussex County Health Coalition  
 Tech Impact  
 The Academy of Sleep and Wellness  
 The Delaware Center for Horticulture  
 The Delaware Contemporary  
 The First Chapter Sunshine Living  
 The Grand Opera House  
 The Hospitality School  
 The Jefferson School  
 The Lewes Historical Society  
 The Salvation Army  
 The SmartDrive Foundation  
 The Trauma Survivors Foundation  
 The Way Home  
 Tractors for Our Daily Bread  
 TRIAD Addiction Recovery Services  
 Trustees of Color  
 United Cerebral Palsy of Delaware Inc.  
 United Way Of Delaware Inc.  
 Urban Bike Project of Wilmington Inc.  
 Victims' Voices Heard Inc.  
 Wilmington Drama League  
 Wilmington Head Start Inc.  
 Wilmington HOPE Commission  
 Wilmington Montessori School  
 Wilmington Renaissance Corporation  
 Wilmington Senior Center Inc.  
 Winterthur  
 Women Of Courage Inc.  
 YMCA of Delaware  
 YWCA Delaware Inc.

## Associate Members

Allen Insurance Group  
 Barbacane, Thornton & Company  
 Belfint, Lyons and Shuman, CPA  
 Castor Air 2 Electricity & Water Solutions Inc.  
 Cover & Rossiter  
 Delaware Supermarkets Inc.  
 Denhardt Consulting LLC  
 East Coast Property Management  
 Faw Cassan

Gorges & Co.  
 Gunnip & Company CPAs  
 Insurance and Financial Services Limited  
 Maillie LLP  
 Mallard Financial Partners Inc.  
 Martel Inc.  
 Mutual Of America  
 Nonprofit Business Solutions  
 Santora CPA Group  
 SC Associates Tax & Accounting  
 SofterWare Inc.  
 Springfield College Wilmington  
 SSD Technology Partners  
 Sun East Federal Credit Union  
 Syllabi Communications, LLC  
 Tapp Network  
 The Detwiler Group  
 Wheeler Wolfenden & Dwares, CPA  
 Whisman Giordano & Associates LLC  
 Your Part-Time Controller

# DANA Alliance Partners

LONGWOOD  
FOUNDATION

JPMORGAN CHASE & CO.



LAFHEY-MCHUGH  
FOUNDATION



DISCOVER

CRESTLEA  
FOUNDATION



M&T Bank

WSFS bank  
We Stand For Service

WELFARE  
FOUNDATION



## Emerging Nonprofits

A Father First  
 Akers Gym for Kids  
 aWave of Healthy Meals  
 Bayside Prep  
 Coatesville Kids to College  
 Delaware Hearing Connection  
 Do Gooders  
 Hero Housing: Delaware Foundation  
 Hispanic American Association of Delaware  
 M.O.V.E. One Inc  
 Natural Harbor Farm  
 Natural Healthcare Inc.  
 Rodney Square Conservancy  
 Sparsile Dance Company  
 The After School Project Inc.

## Individual Members

Aaron Schulenburg  
 Ann Barbarin  
 Brian Winslow  
 Carolyn Bray  
 Charlene Stiner  
 Christian Hudson  
 Christopher Willis  
 Jim Carrington  
 Marika Schoolar  
 Michael Clarke  
 Michele Schiavoni  
 Ouida Joi Cooper-Rodriguez  
 Phoebe Bryant  
 Susan Sherk  
 Tom Thunstrom

## DANA Member Testimonials

*"DANA's one day workshop to enable board leadership to more fully engage their board members was insightful. The amount of material covered in just one day was significant. The combination of a facilitated process of knowledgeable experts and a group of passionate community leaders that are searching for a better way was a winning formula!!"*

**Bedford "Buff" Bruno, Board Chair, Sussex Family YMCA**

*I appreciated Melissa Hopkins' assistance yesterday at Leg Hall. She did a great job of helping us snag people we needed to talk to and introducing us in the context of DANA. Melissa is a great asset to the nonprofit world and to DANA. Thanks for sharing her with us.*

**Mary W. Hirschbiel, Executive Director, Read Aloud Delaware**

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