



# DANA

LEADING  
THE SECTOR  
FORWARD

*Delaware Alliance for  
Nonprofit Advancement*

## Delaware Alliance for Nonprofit Advancement 2013 Annual Report



## **Mission**

The mission of the Delaware Alliance for Nonprofit Advancement 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.

## **Summary of Program Activities**

- I. *Standards for Excellence*® Trainings - Delivered skill building workshops/seminars/activities for nonprofit organizations focused on helping them understand and implement best practices for all aspects of nonprofit management, including governance, finance, marketing, human resources, fundraising, and legal/ethics.
- II. Member Networking - Delivered forums/opportunities/tools for nonprofit organizations to share ideas and resources with one another and to create connections with community members, funders, elected officials, and other potential partners.
- III. Sector Advocacy/Communications - Delivered educational information to nonprofit organizations and other interested parties related to state and federal legislative and budget matters affecting the sector and advocated on behalf of the sector to elected officials when appropriate.



## Recent Accomplishments

*During the last 12 months, DANA has strengthened nonprofits across the state through a variety of efforts, including:*

- Partnered with Wilmington University to provide course scholarships to hardworking nonprofit employees over the next three years.

*“The Scholarship Program with DANA and Wilmington University is a strong illustration of the value that the ‘New DANA’ is delivering and why everyone needs to be a member.”*



~Anne Hogan, CEO, Girl Scouts of the Chesapeake Bay

- Expanded its governance training and consulting, based on *Standards for Excellence*®, up and down the state.



*“This was a great presentation! The instructor was extremely knowledgeable and dynamic.”*

~A participant attending the April 16, 2013 Board Excellence program

- Presented Delaware Nonprofit Day at Legislative Hall, which attracted various government officials and legislators, and reinforced the sector’s collective message that nonprofits “are not a nice-to-have, they are a MUST-have.”

*“This is just one day to recognize [the nonprofit sector], but I realize that the work you do is 365 days a year.”*

~Delaware Governor Jack Markell

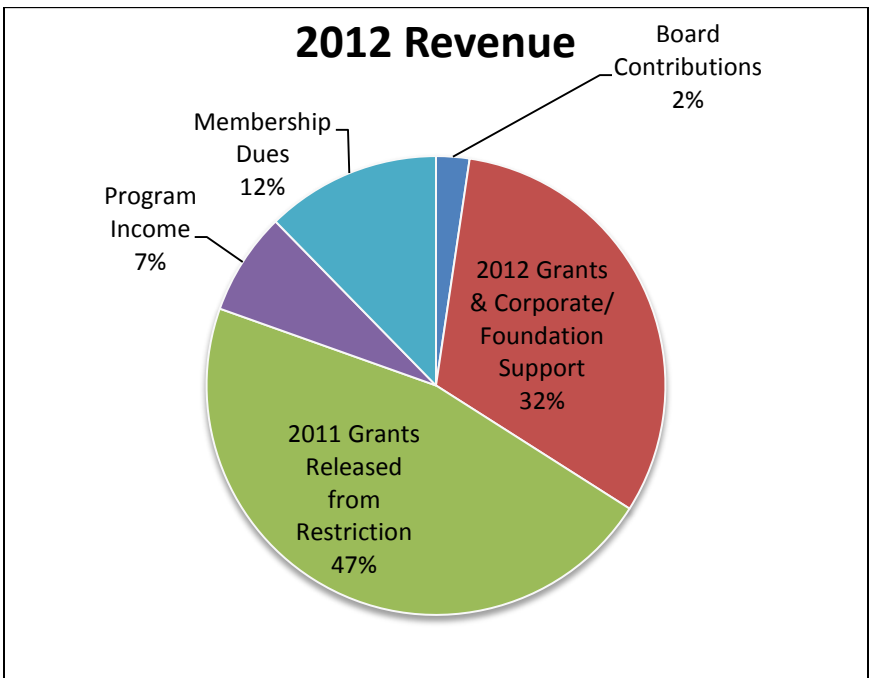


## **Financials** (for calendar year 2012)

### Revenue:

In 2012, the Delaware Alliance for Nonprofit Advancement (DANA) had revenues of \$430,910, which break out as follows:

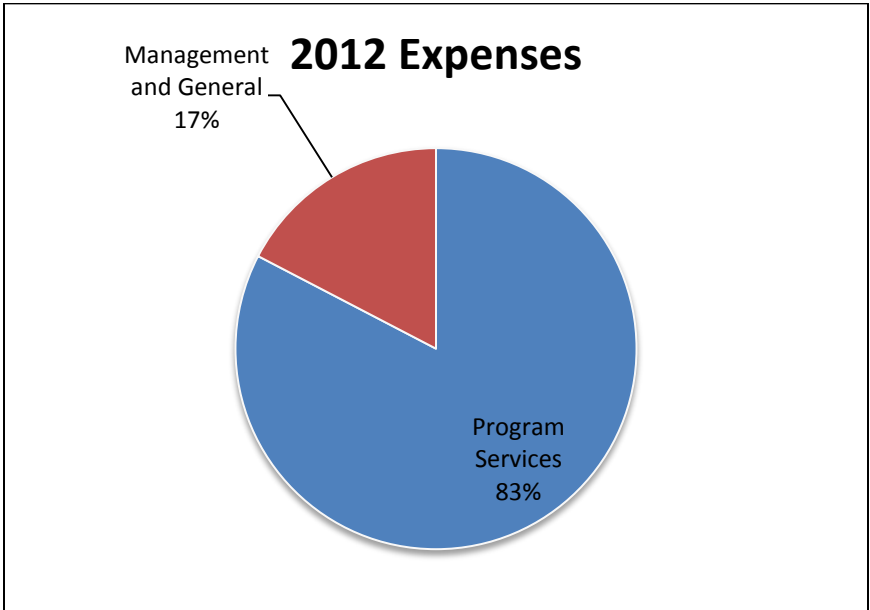
- Board Contributions – \$10,125
- 2012 Grants & Corporate/ Foundation Support – \$136,474
- 2011 Grants Released from Restriction – \$200,000
- Program Income – \$31,198
- Membership Dues – \$53,113



Expenses:

DANA's expenses for 2012 totaled \$403,211, which break out as follows:

- Program Services – \$333,197
- Management and General – \$70,014



**DANA Staff** (July 1, 2013)

- Christopher Grundner  
*President & CEO*
- John Baker  
*Executive Vice President of Policy & Programs*
- Kristin Davis  
*Vice President of Communications & Marketing*
- Caitlin Giles-McCormick  
*Director of Operations & Research*



## **DANA Board of Directors** ( July 1, 2013)

\*All terms expire on June 30 of the year in **bold** below

William R. Allan – <b>2014</b> (Chair) <i>VP for Southern Delaware Delaware Community Foundation</i>	Sherry P. Magill - <b>2016</b> <i>President Jessie Ball duPont Fund</i>
Paulette Austin – <b>2016</b> <i>Executive Director Generations Home Care Inc.</i>	Joseph Schell – <b>2015</b> <i>Community Volunteer</i>
Jeff Banning – <b>2016</b> <i>President/CEO Trinity Logistics</i>	Michele Schiavoni – <b>2015</b> <i>Sr. VP, Dev./External Affairs Christiana Care Health System</i>
Sheila Bravo – <b>2016</b> <i>Executive Director Rehoboth Art League</i>	Fred Sears, II – <b>2014</b> <i>President Delaware Community Foundation</i>
Thère du Pont – <b>2014</b> (Vice Chair) <i>President Longwood Foundation</i>	Helen M. Stewart – <b>2016</b> <i>Vice President JPMorgan Chase &amp; Co.</i>
Robert E. Ewers, Jr. – <b>2014</b> (Secretary) <i>Community Volunteer</i>	John H. Taylor, Jr. – <b>2015</b> <i>Delaware Public Policy Institute DE State Chamber of Commerce</i>
Carolyn Fredricks – <b>2015</b> (Vice Chair) <i>Executive Director Modern Maturity</i>	Mark A. Turner – <b>2015</b> <i>President &amp; CEO WSFS Bank</i>
D. Wayne Holden – <b>2016</b> <i>Community Volunteer</i>	Richelle A. Vible – <b>2014</b> (Treasurer) <i>Executive Director Catholic Charities</i>
Nicholas P. Lambrow – <b>2015</b> <i>President Delaware Region, M&amp;T Bank</i>	Harry Williams – <b>2014</b> <i>President Delaware State University</i>

# **DANA Membership Information** (July 1, 2013)

Members: 269

By County:

New Castle – 221

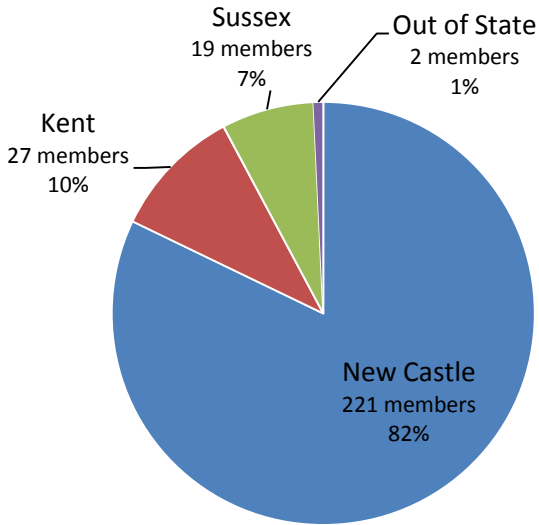
Kent – 27

Sussex – 19

Out-of-State – 2

## **DANA Members**

by County

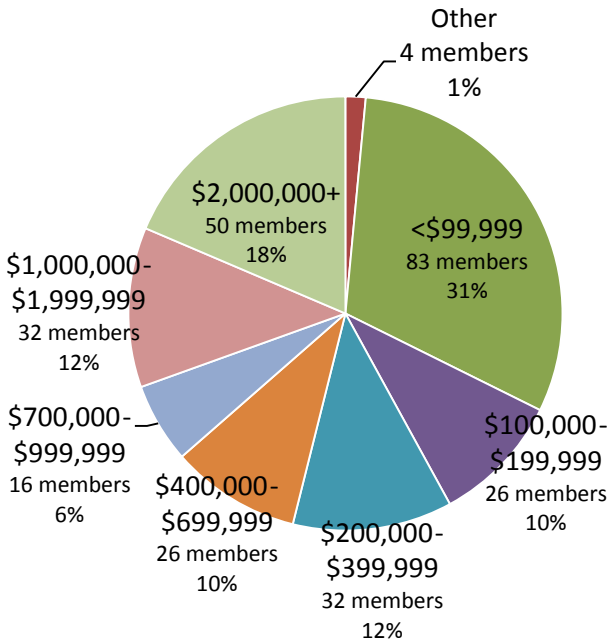


By Operating Budget:

- <\$99,999 – 83
- \$100,000 - \$199,999 – 26
- \$200,000 - \$399,999 – 32
- \$400,000 - \$699,999 – 26
- \$700,000 - \$999,999 – 16
- \$1,000,000 - \$1,999,999 – 32
- \$2,000,000+ – 50
- Other – 4

## DANA Members

by Operating Budget





## DANA Members by Name (July 1, 2013)

<p> Afri-female Institute, Inc.  AIDS Delaware, Inc.  Alzheimer's Association Del Valley Chapter  American Diabetes Association DE Affiliate  American Lung Association in Delaware  American RedCross of Delmarva Peninsula  Andy's Friends  ARC of Delaware  Arden Club, Inc.  Autism Delaware, Inc.  Better Business Bureau of Delaware  A Better Chance for Our Children, Inc.  Big Brothers Big Sisters of Delaware  Biggs Museum of American Art  Bike Delaware  Blood Bank of Delmarva, Inc.  Bootless Stageworks, Inc.  Brain Injury Association of Delaware  Brandywine Counseling &amp; Community Svcs  Bridgton Community Center  BTL Foundation International Services  C.E.R.T.S., Inc.  Canal Aquatics, Inc.  Cancer Care Connection, Inc.  Cancer Support Community Delaware, Inc.  Cape Henlopen Educational Fndn (CHEF)  Carl M. Freeman Foundation  Catholic Charities  Center for Community Research &amp; Service  A Center for Relational Living, Inc.  Central Delaware Chamber of Commerce  The Charity Bag, Inc.  CHEER, Inc.  Child, Inc.  Children and Families First Delaware, Inc.  Children Empowered by Love, Inc.  Children's Advocacy Center Of Delaware  Children's Beach House, Inc.  Children's Health Partnerships  CHIMES Metro  Choices for Community Living  Christina Cultural Arts Center, Inc.  Christmas Shop Foundation  Clarifi  Claymont Community Center  Claymont Renaissance Development Corp  Claymore Senior Center, Inc. </p>	<p> Coastal Concerts  Colonial Chptr: Paralyzed Vets of America  Comeback Athletes Network (CAN)  Common Cause Delaware  Communities In Schools Of Delaware, Inc.  Community Service Building Corporation  Compeer Delaware  Connecting Generations  Connections CSP  A. Copeland Foundation, Inc.  Delaware 4-H Foundation  Delaware Adolescent Program, Inc.  DE Alliance for Community Adv (DACA)  Delaware Art Museum  Delaware Arts Alliance  DE Assoc for Adult &amp;Community Educators  Delaware Assoc. for Children of Alcoholics  Delaware Association for the Blind  Delaware Assoc. of Rehabilitation Facilities  DE Assoc. of Volunteer Administrators  Delaware Breast Cancer Coalition  Delaware Center for Homeless Veterans  Delaware Center for Horticulture  Delaware Center for Justice  DE Center for the Contemporary Arts  Delaware Center for the Inland Bays  Delaware Charter Schools Network, Inc.  Delaware Children's Museum  Delaware Children's Theatre  DE Coalition Against Domestic Violence  Delaware Coalition for Literacy, Inc.  DCRAC  Delaware Council On Gambling Problems  Delaware Division of the Arts  DE Ecumenical Coun for Children&amp;Families  Delaware First Media  DFRC  Delaware Futures, Inc.  Delaware Greenways, Inc.  DE Guidance Svcs For Children &amp; Youth  Delaware Health Information Network  Delaware HIV Consortium, Inc.  Delaware Hospice, Inc.  Delaware Housing Coalition, Inc.  Delaware Humane Association  Delaware Humanities Forum  Delaware Interfaith Power and Light </p>
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<p> Delaware Kids Fund  Delaware Nature Society  Delaware Public Policy Institute  Delaware Self Help Corporation  Delaware Shakespeare Festival  Delaware State Parks  Delaware Sustainable Chemistry Alliance  Delaware Sustainable Energy Utility  Delaware Theatre Company  Delaware Valley Filmmaking Foundation  Delaware Volunteer Legal Services, Inc.  Delaware Wild Lands  Delaware Youth for Christ  DelMarVa Council Boys Scouts of America  District 22 D Lions Clubs  Down Syndrome Association of Delaware  Each One Teach One, Inc.  Easter Seals Del &amp; Maryland Eastern Shore  Edgemoor Community Center, Inc.  Elementary Workshop, Inc.  Eleutherian Mills-Hagley Foundation, Inc.  The Elizabeth House Family Life Center  Empowering Solutions, Inc.  Epilepsy Foundation of Delaware  The Everett, Inc.  Faithful Friends Animal Society  FAME, Inc.  Family Outreach Multipurpose Cmty Ctr  Family Promise Delaware  Farfield Power Corporation  First State Community Action Agency, Inc.  FISH of Northern Delaware  Food Bank of Delaware  Forgotten Cats, Inc.  Fram Center for Active Adults  Friends of Capitol Theater (Schwartz Ctr)  Friends Of White Clay Creek State Park  Gaudenzia Fresh Start of Delaware  Generations Home Care, Inc.  Genius@work Foundation  Girl Scouts of the Chesapeake Bay Council  Girls, Inc. of Delaware  Goodwill Industries of DE &amp; Delaware Co.  The Grand Opera House  Greater Brandywine Village Revitalization  Greater Wilm Convention&amp;Visitors Bureau  Greenbank Mill and Philips Farm  Habitat For Humanity of New Castle Co.  Haiti Family Init./DE Haiti Alliance Fndn </p>	<p> Healthy Foods for Healthy Kids  Hearing Loss Assoc of America-DE Chapter  Home of the Brave Foundation  Homeless Planning Council of Delaware  HOND, Inc.  The Hospitality School  Human Services Council /Adopt-A-Family  Imperial Dynasty Indoor Arts Program  Ingleside Homes, Inc.  Innovative Schools Development Corp.  Jewish Family Services of Delaware, Inc.  Jewish Federation of Delaware  Junior League of Wilmington, Inc.  Kalmar Nyckel Foundation  The Kenny Family Foundation  Kent Sussex Industries, Inc.  Kent/Sussex Human Services Council  Kind to Kids Foundation  KINfolk Ltd.  La Esperanza, Inc.  La Red Health Center, Inc.  Latin American Community Center, Inc.  League Of Women Voters of Delaware  Limen House, Inc.  Literacy Vol. Serving Adults Northern DE  Lori's Hands  Love, Inc.  Lutheran Community Services, Inc.  Mainstream Projects, Inc.  Mancus Foundation, Inc.  Manners First Education Initiative  Marcus L. Ware Foundation, Inc.  Meals On Wheels Delaware  Medical Society of Delaware  Melomanie, Inc.  Mental Health Association in Delaware  Milford Housing Development  Ministry of Caring  Modern Maturity Center  Mosaic in Delaware  Music School of Delaware  Nanticoke Senior Center  Nat'l Alliance on Mental Health Illness DE  Nat'l Assoc of Social Workers, Inc. DE  Nativity Preparatory School of Wilmington  The Nature Conservancy  NCALL Research, Inc.  NEAIR  Nehemiah Gateway CDC </p>
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<p> Neighborhood House  New Castle County Head Start, Inc.  New Castle Senior Center, Inc.  New Directions Delaware, Inc.  Newark Arts Alliance, Inc.  Newark Day Nursery Association, Inc.  Newark Senior Center  Newark Symphony Orchestra  OperaDelaware  Opportunity Center (ServiceSource)  Our Daily Bread Dining Room of MOT, Inc.  Our Lady of Fatima  Parent Information Center of Delaware  Pathways to Success, Inc.  Pathways to Wholeness  PAWS for People  People to People Int'l Delaware Chapter  People's Place II, Inc.  Planned Parenthood of Delaware, Inc.  Police Athletic League of Delaware  Pre-K Reading Encouragement Project  Pressley Ridge  Prison Ministries of Delaware, Inc.  Read Aloud Delaware  Reading ASSIST Institute  Rebuilders of Broken Walls Ministries  Rehoboth Art League, Inc.  Rehoboth Beach Film Society  Ribbon Cap Club  Rodney Street Tennis &amp; Tutoring Assoc.  Ronald McDonald House of Delaware, Inc.  Rose Hill Community Center  Royalty for a Cause  Save Harris County.Org  SCORE Delaware  Seamen's Center of Wilmington, Inc.  Serenity Place, Inc.  Serviam Girls Academy, Inc.  Serviam Media, Inc.  Seven ESPTSPL Group  Simply Equal Education  Slavka's Dream Ltd.  The SmartDrive Foundation  Smyrna Public Library Guild  Sojourners' Place  Southbridge Medical Advisory Council, Inc. </p>	<p> So. DE Therapeutic &amp; Rec. Hrsbck Riding  Special Olympics Delaware  St. Michael's School and Nursery, Inc.  St. Patrick's Center, Inc.  Sunday Breakfast Mission  Sunshine Foundation  Supporting Kidds, Inc.  Sussex Community Crisis Housing Services  Teach for America Delaware  Tech Impact  Thresholds of the State of Delaware, Inc.  Tractors for Our Daily Bread  TRIAD (Trinity Alcohol &amp; Drug Program)  Trinity House  Trustees of Color  United Cerebral Palsy of Delaware, Inc.  United Way of Delaware, Inc.  Urban Bike Project of Wilmington, Inc.  UrbanYouth Golf Prog Assoc/1st Tee of DE  Victims' Voices Heard, Inc.  Westside Family Healthcare, Inc.  Who Cares About Us? Inc.  Wilmington Ballet Academy of the Dance  Wilmington Head Start, Inc.  Wilmington Montessori School  Wilmington Renaissance Corporation  Wilmington Senior Center, Inc.  YesLiberia, Inc  YMCA of Delaware  Young Life Delaware  YWCA Delaware, Inc. </p>
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# Special Thanks to our Alliance Partners!



## National Affiliations

