2018 Annual Report

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

373 Members = 4% 2017 - 2018

903 participated in more than 100 learning opportunities in 2018

82 consultations in 2018 = 32% vs 2017

$ value of workshops = $58,400
Participants paid $7,641. Balance underwritten by sponsorships and grants.

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

<table>
<thead>
<tr>
<th></th>
<th>2016</th>
<th>2017</th>
<th>2018</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Membership</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Total # Organizations</td>
<td>360</td>
<td>357</td>
<td>373</td>
</tr>
<tr>
<td><strong>Consulting</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Total # Engagements</td>
<td>60</td>
<td>62</td>
<td>82</td>
</tr>
<tr>
<td><strong>Annual Conference</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Registered</td>
<td>277</td>
<td>312</td>
<td>320</td>
</tr>
<tr>
<td><strong>Social Media Interactions</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Followers/Subscribers</td>
<td>7,890</td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Organizational Strength</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Grants/Alliance/Gifts</td>
<td>$347,500</td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Member Satisfaction</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Overall Feedback</td>
<td>95%</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
Annual Report Financials - 2018

Assets $270,682
Liabilities $50,441
Net Assets $220,241

Revenue $611,816
- Grants & Donations* $210,100 34%
- Membership $97,304 16%
- Programs $304,141 50%

*DANA received a grant in 2017 for 2018 operations

Expenses $767,509
- Programs $582,894 76%
- Fundraising $60,045 8%
- Management & General $114,670 15%
**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 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.

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.

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
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 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

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 Valley 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 Square
Forgotten Cats Inc.
Foundation for a Better Tomorrow
Fram 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 Phillips Farm
Habitat For Humanity of New Castle County
Harrington Senior Center
Healthy Foods for Healthy Kids
Helpersaid
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 Services Corporation of Delaware
Light Up The Queen Foundation
Limn 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
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. / Da Blues & 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 & Rossette
Delaware Supermarkets Inc.
Denhardt Consulting LLC
East Coast Property Management
Faw Cassan
Gorges & Co.
Gunnip & Company CPAs
Insurance and Financial Services Limited
Mailie LLP
Mallard Financial Partners Inc.
Martel Inc.
Mutual Of America
Nonprofit Business Solutions
Santora CPA Group
SC Associates Tax & Accounting
Software 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

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
Sparisle 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 Alliance Partners

LONGWOOD FOUNDATION
JPMorgan Chase & Co.
LAFFEY-MCHUGH FOUNDATION

Capital One
DISCOVER
CRESTLEA FOUNDATION

AstraZeneca
M&T Bank
WSFS Bank

DELAWARE STATE UNIVERSITY

Sun East Federal Credit Union

DANA Alliance Partners

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