



DELAWARE ALLIANCE FOR
NONPROFIT ADVANCEMENT

Annual Report 2025

Progress with Purpose



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Progress with Purpose.

A message from DANA CEO Melissa Hopkins and Board Chair Kathleen Hawkins.



To our DANA members, partners, and friends,

For nearly 40 years, **DANA has been a leader in Delaware's nonprofit sector**, supporting organizations' missions through advocacy, consulting, resources, training, and networking opportunities.

In 2025, these efforts became essential tools for nonprofits as they faced unprecedented challenges from the federal government to their funding and missions. DANA responded by tailoring its delivery of services to meet this unique period in the sector's history.

DANA organized workshops that outlined strategies to counter these challenges, hosted communities of practice to provide community connections, and promoted our consulting services to produce meaningful solutions. We coordinated with our federal partners and conveyed critical information in a timely fashion.

Our 2025 IMPACT Delaware Conference drew more than 240 attendees for a full day of learning, collaboration, and camaraderie. DANA organized a "Save Our Services" rally at Legislative Hall to successfully urge the General Assembly to preserve critical government funding for nonprofits in the state's Grant-in-Aid budget.

In response to issues members raised about the unpredictability of health insurance rates, DANA staff spent months researching and developing **Care for Good**, an innovative health insurance solution for DANA members designed to reduce insurance cost volatility, increase control, and promote cost transparency.

Recognizing the lack of hard data to show the true impact that Delaware nonprofits have on the state's economy, DANA, in conjunction with our C4, Delaware Nonprofit Action Network, commissioned the first detailed analysis of Delaware nonprofits as an industry and their impact on the state's economy. The study, released in early 2026, found that **Delaware nonprofits are a significant economic driver of jobs, wages, and goods and services in the First State.**

DANA also examined its role in conveying information to the nonprofit sector and established an on-staff communications team to strengthen the timeliness and efficacy of our messaging. This investment has produced a significant increase in outreach to the nonprofit sector, sharing critical updates, resources, and news about trainings and other convenings.

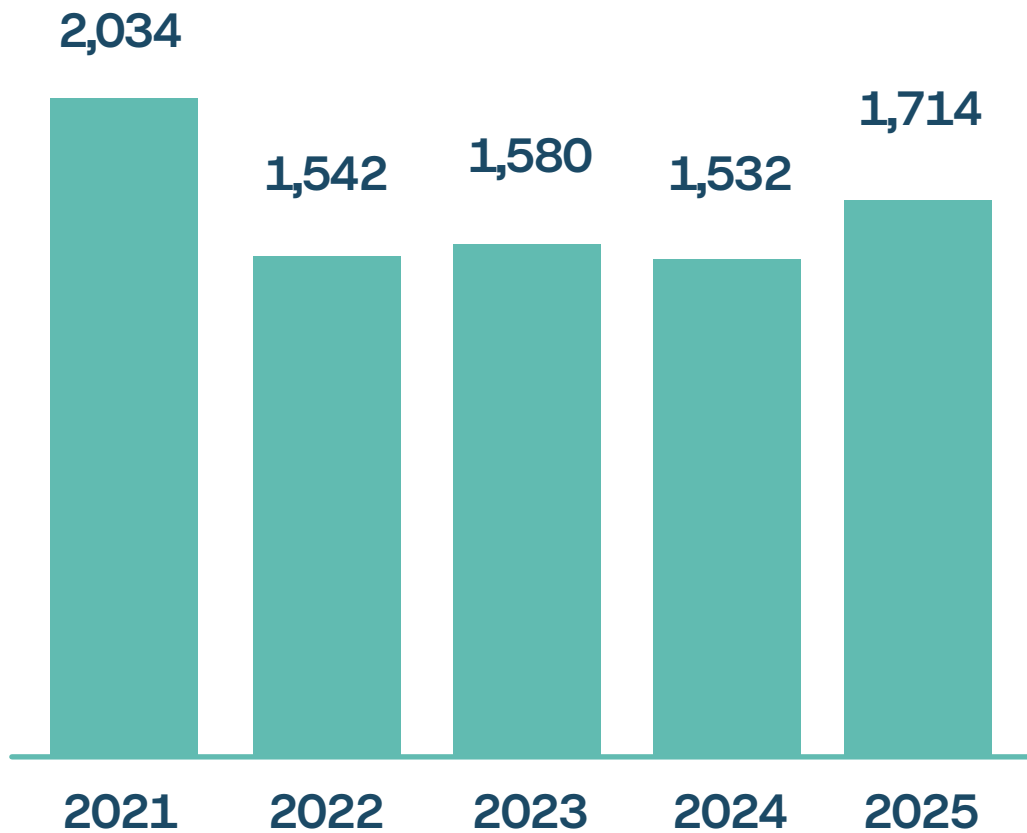
Despite the challenges the nonprofit community is facing, **we remain committed to strengthening the sector**, taking proactive steps to help organizations amplify their impact and deliver services to Delawareans.

With gratitude,

Melissa and Kathleen

Member Engagement & Impact

Includes consulting, public or custom training, workshops, educational opportunities, member support, IMPACT Delaware Conference attendance, and Communities of Practice.



Member Success Stories

Hear their full stories at danaannualreports.org



“

DANA creates an ecosystem that helps nonprofits grow, connect and expand their impact. From advocacy days and leadership training to networking and learning opportunities, their support has helped us strengthen relationships, build capacity and connect with decision-makers across Delaware.

”

*Lydia Sarson,
Executive Director
Healthy Foods for Healthy Kids*

“

DANA has been an invaluable partner throughout Clear Space’s evolution from a community theater into a professional performing arts center. Their support has helped us navigate leadership transitions, strengthen governance, explore equity and accessibility initiatives, and plan for long-term growth. They provide the tools, expertise and perspective that help nonprofits make thoughtful decisions and build a stronger future for the communities they serve.

”

*Joe Gfaller,
Managing Director
Clear Space Theatre Company*

“

Working with DANA on our strategic plan was an incredibly rewarding experience. Their consulting approach was tailored to our organization’s unique strengths, challenges and goals. The process helped us align our board and staff, stay focused on our priorities and build systems that support long-term sustainability. DANA provides the expertise and perspective that help nonprofits move from good ideas to meaningful action.

”

*Arreon Harley-Emerson, Ph.D.,
Founder & Artistic Director
Elevate Vocal Arts*



2025 Financial Data

Total Assets

\$1,544,135

Net Assets

\$607,411

Total Liabilities

\$936,724

Total Revenue

\$3,222,727

Program

\$1,818,834

Contributions

\$1,204,037

Membership

\$146,053

Unrealized Gains
on Investments

\$2,358

Other

\$51,445

Total Expenses

\$2,676,729

Program

\$2,365,227

Fundraising

\$36,921

Management & General

\$274,581

Notable Achievements for 2025



Economic Impact Study

Measuring the economic power of Delaware's nonprofit sector

In 2025, DANA, in partnership with Delaware Nonprofit Action Network (DNAN), commissioned the 2025 Economic Impact of Delaware Nonprofits study. This is the first detailed analysis of Delaware nonprofits as an industry and their impact on the state's economy.

Delaware nonprofits by the numbers:

951
nonprofits

serving Delaware
communities

73,000
jobs

\$5.2 billion
wages paid

\$14.1 billion
economic
activity

85,000+
volunteers

\$345+ million
taxes paid

The study is designed to provide hard data to help policymakers, funders, and the public better understand the vital role nonprofits play in Delaware's economy and, more importantly, the required investment needed to sustain this vital sector and ensure that our local communities thrive.

Federal Response

Helping nonprofits navigate uncertainty and prepare for what's next

Throughout 2025, nonprofits faced unprecedented challenges stemming from a series of actions at the federal level targeting non-governmental organizations (NGOs), including many Delaware nonprofits. These actions included executive orders, memorandums, and legislation that restricted funding, challenged nonprofits' missions, and erected barriers to services.

DANA, in partnership with the National Council of Nonprofits (NCN), created resources and trainings to educate Delaware nonprofits and to help them strategically and financially plan and prepare for these challenges and future-proof their organizations. Our team engaged with Delaware's Congressional Delegation to advocate for the nonprofit sector and signed on to numerous NCN efforts to push back on these federal actions.

With the quickly evolving landscape, DANA utilized more robust communication efforts to share information, resources, and critical updates with members. These strategies resulted in a nonprofit sector that is more informed and better equipped to navigate these challenging times.

Social Media Followers & Engagement

7,086

Social Media Followers
(as of December 31, 2025)

**Includes Facebook, Instagram,
LinkedIn, and Bluesky*

Increase 
13.2%

5.8%
Engagement Rate

E-Newsletter Statistics

3,583
Subscribers

49.2%
Open Rate

7%
Click Rate

Membership Lists



New Castle County

1 in 7B Foundation	Children's Beach House, Inc.
2nd Chance Promise Program	Christ Church Christiana Hundred
321 Foundation	Claymont Coalition for Environmental Justice
4Youth Productions	Claymont Community Center
A Better Chance for Our Children, Inc.	Claymont Public Library
A TEAM DE	Claymont Renaissance Development Corporation
ACLU of Delaware	Claymore Senior Center, Inc.
African American Heritage Institute	Colonial Chapter: Paralyzed Veterans Of America
Against All Odds, Inc.	Community Collaboration of Delaware, Inc.
AIDS Delaware	Community Education Building
Alternatives Beauty	Community Health Workers Association of Delaware
Amanecer Counseling and Resource Center (formerly Family Counseling Center of St. Paul's)	Community Legal Aid Society, Inc
Appoquinimink Community Library	Community Mission Alliance, Inc.
Autism Delaware, Inc.	Community Service Building Corporation
Bear Library	Congregation Beth Shalom
Beau Biden Foundation	Connecting Generations
Beautiful Gate Outreach Center	ContactLifeline, Inc.
Because of Them Foundation	Corbit-Calloway Memorial Library
Better Business Bureau of Delaware	Covenant Community Resource Center
Big Brothers Big Sisters of Delaware	Covenant Community Services
Black Mothers In Power	Culture Restoration Project, Inc.
Boy Scouts of America Del-Mar-Va Council	DE Pacem in Terris
Boys & Girls Clubs of Delaware	Delaware Academy of Medicine/Delaware Public Health Association
Brandon Lee Brinkley Foundation, Inc.	Delaware Academy of Science
Brandywine Hundred Library	Delaware Adolescent Program, Inc.
BrandywineBOTS	Delaware Alliance Against Sexual Violence
Brandywiners Ltd.	Delaware Association for Children of Alcoholics
Cab Calloway School Fund	Delaware Association for the Education of Young Children (deaeyc)
Canal Little League	Delaware Automotive Society
Cancer Support Community Delaware, Inc.	Delaware Breast Cancer Coalition
Cares LMM Foundation	Delaware Center for Dance Incorporated
Catholic Charities	Delaware Center for Homeless Veterans
Center for Community Research and Service	Delaware Charter Schools Network, Inc.
Center for the Creative Arts	Delaware Children's Museum
Chapel Street Players	Delaware City Public Library
Child, Inc.	Delaware Coalition Against Domestic Violence
	Delaware Coalition Against Gun Violence Educational Fund
	Delaware Coalition for Open Government

Membership Lists

→ *New Castle County*

Delaware Community Reinvestment Action Council, Inc.
Delaware Council On Gambling Problems, Inc.
Delaware Dance Company
Delaware Division of the Arts
Delaware Dreams, Inc.
Delaware Ecumenical Council for Children and Families
Delaware Foundation for Science and Mathematics Education
Delaware Greenways, Inc.
Delaware Health Care Facilities Association
Delaware Historical Society
Delaware Humanities
Delaware Institute for the Arts in Education
Delaware Museum of Nature and Science
Delaware Society for the Preservation of Antiquities
Delaware Sports Museum and Hall of Fame
Delaware State Chamber of Commerce
Delaware Symphony Orchestra
Delaware Theatre Company
Delaware Volunteer Legal Services, Inc.
Delaware Zoological Society, Inc.
DFRC
Diamond State Pearls, Incorporated
Downtown Visions
Duffy's Hope Inc.
Easter Seals Delaware & Maryland's Eastern Shore, Inc.
Edge for Tomorrow
Eleutherian Mills-Hagley Foundation, Inc.
Elsmere Public Library
Epilepsy Foundation of Delaware
Ernest Louis Webster Foundation, Inc.
Evangelical Haitian Salem Church of Laurel
Faith Deanna Johnson Foundation
Faithful Friends Animal Society
FAME, Inc.
Family Life Project
Family Promise Delaware - New Castle County
Faustina's Way
First State Ballet Theatre, Inc.
Forgotten Cats, Inc.
Fort Delaware Society
Fort DuPont Redevelopment and Preservation Corporation
Fram Center for Active Adults
Free Game Fanatics Corp
Freedom Center for Independent Living
Friends of Auburn Heights (Marshall Steam Museum)
Friends of Bellevue State Park
Friends of Brandywine Creek State Park
Friends of Cooch's Bridge Historic Site
Friends of Delaware Libraries
Friends of Lums Pond State Park
Friends of White Clay Creek State Park
Friends of Wilmington State Parks
Fund for Women
Gateway House Inc.
Girl Scouts Of The Chesapeake Bay Council, Inc.
Girls Inc. of Delaware
Goldey-Beacom College
Goodwill Industries Of Delaware & Delaware County
Grateful Acres
Greater Hope World Wide Missions
Habitat For Humanity of New Castle County
Healthy Foods for Healthy Kids
Heap Youth Foundation
Hilltop Lutheran Neighborhood Center
Hispanic American Association of Delaware
Historic Odessa Foundation
Historic Red Clay Valley, Inc. dba Wilmington & Western Railroad
Hockessin Public Library
Housing Alliance Delaware
Housing Opportunities of Northern Delaware (HOND, Inc.)
Humane Animal Partners
(Formerly Delaware Humane Association)
I Am My Sister's Keeper
Imperial Dynasty Indoor Arts Program
In Trust Center
Informed & Inspired Women
Intercollegiate Studies Institute
Interfaith Community Housing of Delaware, Inc
International FOXP1 Foundation
International Literacy Association
It Takes A Village, Inc.
Jamaica Heritage and Reggae Museum, Inc.
Jameil Aikeem Congo Cares
Jefferson Street Center

→ *New Castle County*

Jester Artspace
Jewish Family Services
Jewish Federation of Delaware
Junior League Of Wilmington, Inc.
Justice And Dignity For the Women Of Sahel Inc.
Kalmar Nyckel Foundation
Kingdom Connectors Inc.
Kirkwood Library
Kohnlinq, Inc.
Latin American Community Center, Inc.
Leadership Delaware
League of Women Voters of New Castle County Delaware, Inc
Leah's Legacy Love Give Shop Inc.
Life is Delicious
Limen House, Inc.
Lutheran Community Services, Inc.
Meals On Wheels Delaware
Medical Society of Delaware
Meet Me at the Well
Ministry of Caring
Montessori Works
MOT Senior Center
Motivating Other Mothers Inc.
Mt. Cuba Center
Music School of Delaware
NAMI Delaware
Neighborhood House
Network Connect
New Candlelight Productions
New Castle County Department of Community Services
New Castle Public Library
New Castle Senior Center, Inc.
New Sweden Center
Newark Arts Alliance
Newark Free Library
Newark Historical Society
Newark Senior Center
Newark Symphony Orchestra
North Wilmington Branch Library
Omni Youth Circle
One Village Alliance

OperaDelaware
PAWS for People
Peace Week Delaware
People to People International Delaware Chapter
Planned Parenthood Of Delaware
Police Athletic League of Delaware
Police Athletic League of Wilmington
Project New Start, Inc.
Pushing Through Inc.
REACH Riverside
Read Aloud Delaware
Reading Assist
Resolution Steel Orchestra, Inc.
Rodel Charitable Foundation Delaware
Rodney Street Tennis & Tutoring Association
Ronald McDonald House Of Delaware, Inc.
Rose Hill Community Center
Route 9 Library & Innovation Center
Sam's KIDS Fund
SCORE Delaware
Seamen's Center of Wilmington, Inc.
Serviam Girls Academy, Inc.
Siegel JCC
SOAR (Survivors of Abuse in Recovery, Inc.)
Sojourners' Place
Southbridge Medical Advisory Center
Special Olympics Delaware
Spotlight Delaware
Springboard
Spur Impact Association
St. Anthony's Community Center, Inc.
St. Michael's School and Nursery, Inc.
St. Patrick's Center, Inc.
STAR Foundation
State Office of Volunteerism
Stepping Stones Community Federal Credit Union
Stitched In Dreams
Strive: How You Lead Matters
Sunday Breakfast Mission
Supporting Kidds, Inc.
Tech Council of Delaware
Tech Impact
The 1st 28 Foundation

Membership Lists

→ New Castle County

The Arc of Delaware
The Art of Giving Foundation
The Choir School of Delaware
The Committee of 100
The ConnectDE Inc.
The Delaware Center for Horticulture
The DETV Foundation, Inc.
The Episcopal Church of Saints Andrew & Matthew
The Episcopal Diocese of Delaware
The Everett, Inc.
The Grand Opera House
The Institute for Human Relations
The Laboratory Studios Foundation
The Lorelton Foundation
The New Leaf Initiative FUND
The Newark Partnership
The Precision Institute
The Summer Learning Collaborative, Inc.
Theatre N
Thorin's Promise
United Way of Delaware
Upendo United Foundation Inc.
Urban Bike Project of Wilmington, Inc.
W H Furrowh American Legion Post 11
Warriors Helping Warriors
Water is Life Kenya
Westside Family Healthcare, Inc.
Wethrive302 Co.
Wilmington Alliance
Wilmington Children's Chorus
Wilmington HOPE Commission
Wilmington Library
Wilmington Senior Center, Inc.
Wilmington Youth Rowing Association
Woodlawn Public Library
World Trade Center Delaware
WOW Science

Associate Membership

Allen Insurance Group
Barbacane, Thornton & Company

Belfint, Lyons and Shuman, CPA
Breakwater Accounting & Advisory
CBM Insurance Agency, LLC
Diamond State Financial Group
First Ascent Design
Greater Wilmington Convention & Visitors Bureau
IFS Benefits, LLC
Maillie LLP
MySherpa
Paylocity
Philanthropy Delaware
Tapp Network
The Bonadio Group (formerly Cover & Rossiter)
Today Media
Weiner Benefits Group LLC
Wheeler Wolfenden & Dwares, CPA
Whisman Giordano & Associates LLC

Emerging Nonprofit Organization

ABC Parenting
Rising Readers
That Parent Place (DBA - Josie's Grace)

Individual

Kathleen Purcell
Susan Detwiler

Kent County

American Legion Ambulance Station 64 Inc.
Basics of Business Foundation Inc.
Better Community Development Corporation, Inc.
Biggs Museum of American Art
Brain Injury Association Of Delaware
Central Delaware Blues Society
Central Delaware Habitat for Humanity
Children's Advocacy Center Of Delaware, Inc.
Communities In Schools Of Delaware, Inc.
Confidence In Your Shine Outreach Ministry, Inc.
Culture Club PR
Delaware Agricultural Museum
Delaware Ballet
Delaware Division of Libraries
Delaware Library Association

→ Kent County

Delaware Statewide Independent Living Council
Delaware Sustainable Energy Utility (Energize DE)
Diamond State Community Land Trust
Dover Interfaith Mission for Housing
Dover Public Library
Down Syndrome Sport of America
Elevations Transitional Living Services, Inc.
Embrace
Fostering Wishes Foundation
Friends of Killens Pond State Park
Harrington Public Library
Harrington Senior Center
Hope Wellness Center
Inner City Cultural League Inc.
Kent County Public Library
Milford Advocacy for the Homeless, Inc.
Milford Public Library
Modern Maturity Center
People's Community Center
Pressley Ridge
Smyrna Public Library
Smyrna-Clayton Heritage Association & Opera House (Smyrna Opera House)
The Art Society at Loblolly Acres
The Black Girl Health Collective
The Children's Theatre
The Hartly Meadows Foundation
The Shepherd Place, Inc.
The Yudah School of Music
Visions of Hope HM, Inc.
Youth Enrichment Solutions

Associate Membership

Central Delaware Chamber of Commerce
Delaware First Media Corporation (DE Public Media)
LEAH Enterprises

Emerging Nonprofit Organization

TeamUnity Inc.

Individual

Patricia Thomas

Sussex County

American Association of University Women - Coastal Georgetown
ARK Educational Consulting, Inc.
Beebe Healthcare
Birdsong Gardens
Board Harbor Foundation
Boardwalk Buddy Walk Fund
Bridgeville Public Library
CAMP Rehoboth Community Center
Cape Henlopen Senior Center
Capital Ringers, Inc.
CHEER, Inc.
Clear Space Theatre Company
Coastal Concerts
College Essay App
Cornerstone Community Center
Delaware Botanic Gardens at Pepper Creek
Delaware Nature Society
Delaware River and Bay Lighthouse Foundation
Delaware Seashore Preservation Foundation
Delmar Public Library
Delmarva Chicken Association
Delmarva Digital Learning Association
Developing Artist Collaboration
Delaware Manufactured Homeowners Association (DMHOA)
First State Community Action Agency, Inc.
Fort Miles Historical Association
Fort Miles Museum
Frankford Public Library
Friends of Cape Henlopen State Park
Friends of Holts Landing State Park
Georgetown Public Library
Greenwood Public Library
Historic Lewes Farmers Market Society
History Book Festival
Integrated History Project
Joshua M. Freeman Foundation
Kent Sussex Industries, Inc.
La Esperanza, Inc.
La Red Health Center, Inc.
Laurel Public Library

Membership Lists

→ *Sussex County*

Laurel Redevelopment Corporation
Lewes Public Library
Lewes Rehoboth Associations of Congregations
Lewes Senior Activity Center
Milford Housing Development
Millsboro Public Library
Milton Community Food Pantry
Milton Public Library
National Active and Retired Federal Employees Association
Native Roots Farm Foundation
NeighborGood Partners
Overfalls Foundation
Pathways to Success, Inc.
People's Place II, Inc.
Primeros Pasos (First Steps), Inc.
Redemption City Inc.
Rehoboth Art League, Inc.
Rehoboth Beach Film Society
Rehoboth Beach Historical Society and Museum
Rehoboth Beach Public Library
Rehoboth Summer Children's Theatre
Seaford Community Concert Association
Seaford District Library
Seaside Jewish Community
Selbyville Public Library
SNAC Garden Foundation
Southern Delaware Orchestra (SODELO)
South Coastal Public Library
Southern Delaware Alliance for Racial Justice
Southern Delaware Chorale
Southern Delaware Therapeutic & Recreational Horseback Riding, Inc. (SDTRHR)
St. Martha's Episcopal Church
St. Peter's Episcopal Church
Sussex Community Crisis Housing Services, Inc.
Sussex County Department of Libraries
Sussex County Habitat for Humanity
Sussex County Health Coalition
Tech Fleet Professional Association Inc.
The Carl M. Freeman Foundation
The Lewes Historical Society
The Nanticoke Indian Association, Inc.

The Sage House Foundation
The Way Home
Trap Pond Partners
Village Volunteers
What Is Your Voice, Inc.

Associate Membership

Chamber of Commerce for Greater Milford, Inc.
East Coast Property Management
Georgetown Chamber of Commerce
Lewes Chamber of Commerce and Visitors Bureau, Inc.
PKS & Company PA

Emerging Nonprofit Organization

Community ESL Program
Family Promise Southern Delaware
THRIVE Inc.

Statewide

4th-Dimension Leaders
Ability Network of Delaware
atTACK Addiction
BlindSight Delaware Enterprises
Brandywine Valley SPCA
Celebrate Wellness Foundation
Charity Crossing Inc.
Children And Families First Delaware, Inc.
COBA US Inc.
Delaware Center for Justice
Delaware Environmental Coalition Inc.
Delaware Healthcare Association
Delaware HIV Consortium, Inc.
Delaware Hospice, Inc.
Delaware Nurses Association
Delaware Prosperity Partnership
Delaware Restaurant Association
Delaware School Based Health Alliance, Inc.
Delaware Shakespeare
Delaware State Parks
Delaware Wild Lands, Inc.
DJ's Alliance
Do Care Doula Foundation Inc.
Elevate Vocal Arts

End Community Violence Now, Inc.
 Exceptional Care for Children
 Find All The Missing Inc.
 First State Educate
 Food Bank of Delaware
 Forward Journey (formerly C.E.R.T.S.)
 Global Ubuntu Impact Foundation
 HELP Initiative Inc.
 Kind to Kids Foundation
 Knus Inc
 Leading Youth Through Empowerment, Inc.
 LeadingAge New Jersey & Delaware
 Network Delaware
 Roofs from the Heart
 Trauma Matters Delaware
 Veterans Watchmaker Initiative Inc.
 Women Beyond Measures, Inc.
 YWCA Delaware, Inc.
 Zoe Ministries of Delaware

Associate Membership

Delaware Black Chamber of Commerce
 First Citizens Community Bank
 Insperity DE
 Your Part-Time Controller

Emerging Nonprofit Organization

First State Heritage

Individual

Justin Holden
 Tynetta Brown

Out of State

American Society of Journalists and Authors Foundation (ASJA)
 Exude Inc.
 Good Neighbors Home Repair
 Lions Eye Bank of Delaware Valley (AltruVision)
 OpenTravel Alliance
 Society for UAP Studies, Inc.
 St. John's Community Services

Associate Membership

CBIZ Benefits & Insurance Services, Inc.
 DonorPerfect Fundraising Software
 Gorges & Co.
 Instrumentl
 Law Offices of Elizabeth S. Reinhardt
 Mutual Of America
 The Kiva Group
 T-Mobile USA, Inc.

Emerging Nonprofit Organization

Active Inference Institute

Individual

Spigel Consulting



Alliance Partners

LONGWOOD *foundation*

DISCOVER[®]



WELFARE FOUNDATION

JPMORGAN CHASE & CO.



CRESTLEA
FOUNDATION

M&T Bank

WSFS bank



NATIONAL CENTER FOR CIVIC INNOVATION



BANK OF AMERICA 





Mission

To shape and advance the systems and conditions that empower nonprofits to amplify their impact throughout Delaware.

Vision

The nonprofit sector is empowered to achieve an inclusive, thriving, and vibrant community.

Our Core Values

Integrity

Empowerment

Adaptation & Innovation

Equity

Guiding Perspectives

Constructive Partnerships

Outcomes-Based Planning

Systems Thinking

Adaptive Leadership

Board Members

Kathleen Hawkins

Board Chair

Merrill Lynch Wealth
Management

Robert McCreary

Vice Chair

Catholic Charities

Doris L.P. Griffin

Secretary

Delaware Adolescent
Program, Inc.

Charles Nangeroni

Treasurer

Cash Connect

Patrick Callihan

Tech Impact

Kevin Gilmore

Sussex County Habitat for
Humanity

Guillermina Gonzalez

Wilmington University

Daniel Harris

Public Servant

Cory Niziolek

TW Metals

Tom Sheridan

The Sheridan Group

Lori Sitler

Child Inc.

Karen Speakman

NeighborGood Partners

Brenda Wise

CSC Global





James Bush
Public Policy &
Advocacy Manager



Mel Carney
Communications
Manager



Kaitlyn Deale
Executive Office
Administrator



Tony Ferlenda
Senior Consultant



Melissa Hopkins
Chief Executive
Officer



Hannah Kimani
Director of
Development



Leizel Parks
Engagement
Manager



Earl Sissell
Vice President of
Consulting



Drew Volturo
Vice President
of Marketing &
Communications



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