YEAR IN REVIEW

A message from DANA President Sheila Bravo and Board President Dominic C. Canuso

Much like 2020, the pandemic affected nearly every aspect of our lives in 2021. The nonprofit community found no shortage of challenges as we collectively developed new ways to handle daily tasks and routines in the face of what has become a very different world. Throughout, DANA remains committed to advancing nonprofit excellence and supporting our members as we adapt to change.

DANA ended 2021 very strongly. Throughout the year, we sought new and innovative ways to bring our services and new learning opportunities to members. DANA began reintroducing in-person workshops and the groundwork to bring new online tools to our members and expand learning opportunities. We continued to grow, with new positions created to back our efforts, including a Chief Learning Officer and a Director of Diversity and Inclusion supported through Barclays Bank and the Longwood Foundation.

Through the generosity of our supporting foundations, DANA was able to continue offering consulting services to their grantees at reduced fees. Nonprofits that participated gained the skills to update strategic plans, evaluate leadership succession, reflect on their diversity, equity and inclusion policies, and explore new funding opportunities. Our Communities of Practice continue to be a resource for peer networking – helping provide nonprofit executives and staff the opportunity to build relationships and share best practices.

In 2021, DANA began advocating to policymakers to address the disparity in the state’s contracts with nonprofit contracted service providers in relation to SB 15, the proposal to increase the minimum wage to $15/hour by 2025, which passed the Legislature and was signed by Gov. John Carney. We requested a 12% cost-of-services increase on all state contracts with nonprofits and a 25% increase in the grant-in-aid bill. We also supported expanded funding for Developmental Disabilities Direct Support Professionals, increasing the Child Care Contingency Fund for Purchase of Care supplement, and providing a one-time $5 million investment in the Volunteer Fire Service Loan Revolving Fund.

DANA continues to actively advocate for Delaware nonprofits. This work is not possible without nonprofit member organizations, businesses, and alliance partners supporting our mission. Our continued growth is a testament to the commitment of member agencies, our financial supporters, and our staff. We’d like to thank our Board of Directors, which has never lost sight of what we are about - connecting and building the nonprofit sector while we create a brighter future.

delawarenonprofit2021.org
Enhancing Our Impact

**IMPRESSIONS**

- New Castle: 273 Members
- Kent: 71 Members
- Sussex: 40 Members
  - Statewide Members: 33 Members
  - Out-of-state Members: 16 Members

**2019** | **2020** | **2021**
---|---|---
**Total Members** | 378 | 397 | 440
**Consultations** | 82 | 91 | 105
**Workshop Participants** *(including member-only Communities of Practice)* | 730 | 1,400+ | 1,929

**FINANCIAL DATA**

- **Net Assets**: $1,081,329
- **Assets**: $1,228,411
- **Liabilities**: $147,082
- **Grants & Donations**: $1,191,792
- **Program**: $685,501
- **Membership**: $124,529
- **Investment Income**: $444
  - *Some grants were awarded for 2021 and 2022*
- **Revenue**: $2,002,266
- **Expenses**: $1,309,095
  - Programs: $1,070,385
  - Fundraising: $33,970
  - Management & General: $204,740

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MEMBER TESTIMONIALS

Black Mothers in Power

Mission
To eradicate racial health disparities for Black birthing people and Black babies throughout Delaware.

Vision
Black Mothers in Power envisions a state where all Black birthing people are informed about their birthing rights, have autonomy over their reproductive decisions, and are treated equitably in the health care system.

Shané Darby –
“If I had questions ... I reached out to DANA. I look at DANA as an adviser to guide me through the process of being a nonprofit to provide programs and services to the community.”

Black Mothers in Power
blackmothersinpower.org
See video

Southern Delaware Therapeutic Horseback Riding

Mission
To improve the physical and emotional well-being of children and adults living with disabilities through equine assisted services in a supportive environment for riders and families.

Vision
SDTHR’s goals are to bring the advantages of therapeutic riding and other equine-assisted activities to all members of the community who can benefit without compromising the high, focused one-on-one therapy sessions that are the heart of the program.

Scott Swingle –
“Our relationship with DANA has clearly made us understand the importance of strategic planning, the importance of goal setting and how that fits in the mission statement.”

Southern Delaware Therapeutic Horseback Riding
sdtrhr.com
See video

Amanecer Counseling & Resource Center

Mission
To see Latinos heal, grow, and thrive, by providing behavioral health and resources that empower individuals and families.

Vision
Amanecer envisions a community where Latinos are healthy, thriving, and contributing to society.

Rob McCreary –
“DANA can be of service to Amanecer by being the partner they’ve been -- offering solutions, suggestions, recommendations. Sometimes we get so close we don’t see things right in front of our eyes. Having a partner that can say, ... ‘This is how we can help you with that’ - that’s key.”

Amanecer Counseling & Resource Center
amanecerde.org
See video

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• **DANA MEMBERS**
A complete list of DANA membership is available.

**View DANA Member List**

• **DANA Alliance Partners**

• **About DANA**

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.

The Nonprofit Sector is empowered to achieve an inclusive, thriving, and vibrant community.

- **Mission**
- **Vision**
- **Values**
  - Envision and lead to a better future
  - Serve with integrity based on best practices
  - Respect the diversity of all
Enhancing Our Impact

DANA Staff

Sheila Bravo
President and Chief Executive Officer

Mel Carney
Executive Assistant

Daniel Davis
Engagement Manager

Nadine Moone
Director of Diversity and Inclusion

Jalissia Haynes
Public Policy and Advocacy Manager

Melissa Hopkins
Executive Vice President of Sector Advancement

Pam Leland
Executive Vice President, Nonprofit Support Programs

Angela McDermott
Project Manager

Tony Ferlenda
Senior Consultant and Standards for Excellence Liaison

Leslie Poland
Communications Manager

DANA Board of Directors:

Dominic C. Canuso (Chair)
WSFS Bank

Patti Grimes (Vice Chair)
Carl M. Freeman Foundation

Vickie Young Beam (Treasurer)
Cover & Rossiter

Charles Vincent (Secretary)
Spur Impact

Fay Blake
Pathways to Success

Jennifer Cho
Barclays

Patricia Dailey Lewis
Beau Biden Foundation

Guillermina Gonzalez
Wilmington University

Lisa Lucchese
JPMorgan Chase

Dr. Vita Pickrum
Delaware State University

Joanne Reilly
Community Leader

Tom Sheridan
The Sheridan Group

Mary Van Veen
DuPont

Robert Winfree
JPMorgan Chase

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