



# Enhancing Our Impact



2021 ANNUAL REPORT

## • • YEAR IN REVIEW

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



Sheila Bravo, DANA CEO & President



Dominic C. Canuso (Chair), WSFS Bank

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.

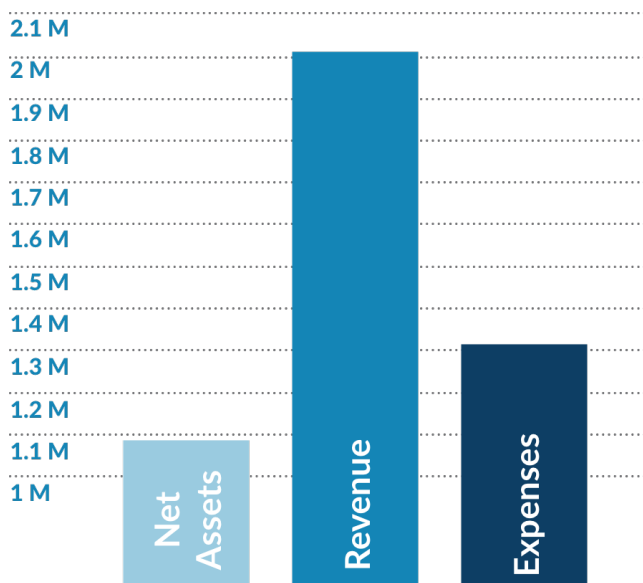
In 2021, DANA began advocating to policymakers to address the disparity in the state's contracts with nonprofit contracted service providers in relation to SB 15, the proposal to increase the minimum wage to \$15/hour by 2025, which passed the Legislature and was signed by Gov. John Carney. We requested 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.

## • • IMPACTS



## • • FINANCIAL DATA



## 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."*

[blackmothersinpower.org](http://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."*

[sdtrhr.com](http://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."*

[amanecerde.org](http://amanecerde.org)

See video

## • • DANA MEMBERS

A complete list of DANA membership is available.

[View DANA Member List](#)

## • • DANA Alliance Partners



## • • About DANA

### Mission

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.

### Vision

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

### 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 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**