



## 2011 Annual

*capacity building and  
management support to advance  
the nonprofit community*

# About The Nonprofit Partnership

## *Capacity-Building Grants*

The purpose of The Nonprofit Partnership's grantmaking in the area of nonprofit capacity-building is to offer timely, effective, professional assistance to local organizations as they seek to build their organizational capacity and address the critical issues of quality and effectiveness. Grants in this arena typically range from \$5,000 - \$10,000 and focus on the following capacity-building dimensions:

1. Mission, Vision, and Strategy
2. Leadership and Board Development
3. Strategic Relationships and Alliances
4. Internal Operations and Capacities
5. Website Development

Service grants in the form of communications makeovers focusing on website enhancements, online communication tools, and annual reports are also offered to develop the marketing capacity of member nonprofit organizations, and short, story-based, campaign-oriented videos help members capture and disseminate their compelling messages coupled with calls to action that generate results.

## *Education and Training*

A cornerstone of The Nonprofit Partnership's annual menu of offerings to members, open-enrollment education and training sessions feature a variety of experts on management, governance, fundraising, accountability, and marketing who present topics in a variety of formats and venues to build members' skills and capacities to run effective, high-quality organizations. These education and training activities are at the heart of the Partnership's mission because they are the primary vehicles for the transmission of information and the building of skills that are used by member agencies each year. Our offerings include:

- » Two hour morning workshops based on high-interest, in-demand topics
- » Full-day Learning Circles like The Story Project where nonprofit leaders work in teams to capture and record the emotionally laden stories at the root of their transformational work
- » Northwest Pennsylvania Nonprofit Day conference
- » Partnership education programs involving content experts that assist nonprofits with skill development in specific mission-critical areas

The range and reach of our education efforts is extended through our partnership training and leadership development programs with:

- » United Way of Erie County Project Blueprint
- » The Erie Community Foundation ReTool Erie
- » eMarketing Learning Center @ Ben Franklin Venture Investment Fund

A monthly electronic newsletter, blog, and online community provide a range of resources in the online channel for member agencies about issues in the nonprofit sector, training and development opportunities, available resources, goods and services, discounts, and more.

## *Board, Leadership, and Organizational Development Activities*

In collaboration with the United Way of Erie County, The Nonprofit Partnership runs Project Blueprint, a program that recruits and trains a diverse set of leaders for volunteer and Board service with nonprofits in Erie County. Participants are recruited from neighborhoods and businesses throughout Erie and attend leadership development and community awareness training led by leaders from the various sectors of civic life to prepare them for service opportunities in the larger community.

Consultants from The Nonprofit Partnership are available to plan and facilitate executive leadership development sessions, Board retreats, strategic planning sessions, focus groups, advocacy training, and other types of training pursued by organizations to increase their effectiveness.

The Nonprofit Partnership can also be instrumental in helping nonprofits access Pro Bono legal and accounting services on a case-by-case basis. In collaboration with The Erie Community Foundation, The Nonprofit Partnership sponsors an annual competition for the Charles H. Bracken Award for Excellence in Nonprofit Governance, given to a nominated local organization that best exemplifies fidelity to governance best practices in the nonprofit sector.

## *For More Information*

For specific information regarding the annual calendar of educational events, please visit our website at [www.TheNonprofitPartnership.org](http://www.TheNonprofitPartnership.org) or call the office at (814) 454-8800.

## **Board of Directors**

Thomas J. Pysz, President  
Karinna Vernaza, Vice President  
Char Mashyna, Treasurer  
Gwen White, Secretary

Amy Cuzzola-Kern  
Paul Gambill  
Erica Jackson  
Heidi Kerner  
Julie Kresge  
Vickie Lampe  
Emma Lee McCloskey  
Thomas Tupitza  
Perry Wood

## **Staff**

Robert Wooler, Director  
Amanda Flick, Marketing Specialist  
Amy Eisenberg, Administrative Assistant

# A Message from the Director

## *The Nonprofit Partnership: Catalyst for Community*



The challenges that face nonprofits in 2011, responding to vastly increased demand while coping with diminished resources, suggest a new way of thinking about the gifts and strengths that nonprofits bring to our region. While our voluntary sector has always operated in the nether zone between government and private business, the limits the economy and our changing political will are placing on these partners force the nonprofit sector in turn to stretch resources, leverage, and innovate as never before. And in doing so, we see nonprofits needing help as never before to meet their missions and continue to keep the fabric of our community strong.

In strategic work undertaken during 2010, The Nonprofit Partnership elevated and field-tested three roles which we felt were demanded by the times in which we live and which fit the skill sets we have to offer:

- » Serving as a catalyst and convener for forging new partnerships and collaborations and for bringing new grant resources to the region.
- » Serving as a communications and marketing specialist to help nonprofits project their best image to their chosen audiences.
- » Developing new leaders for the nonprofit sector who can consolidate the strength and sustain the relationships necessary to empower our resilient region.

Endorsed as priorities by our members, The Nonprofit Partnership looks forward to emphasizing these strategic roles and lifting the nonprofit community as we move forward throughout the year. In doing so, we will be able to bring new strength to an enduring mission to enhance the management and governance of nonprofit organizations through capacity-building programs and services and to serve locally as a collective voice for the nonprofit community as it works to advance a vision of civic well-being.

A handwritten signature in black ink, appearing to read 'Robert Wooler', written in a cursive style.

Robert Wooler, Director  
The Nonprofit Partnership

# NPP Member Agencies (as of December 31, 2010)

|  |   |
|--|---|
| 4 Nine Place Thrift Store                            | Edinboro University of PA                       |
| 814Service.org                                       | EmergencyCare                                   |
| The Achievement Center                               | Erie Area Safe Kids Coalition                   |
| African American Concerned Clergy of Erie            | Erie Art Museum                                 |
| Always on Our Own                                    | Erie Cemetery Association                       |
| Alzheimer's Association                              | Erie Center for Design and Preservation         |
| Americorps VISTA at Allegheny College                | Erie Center on Health and Aging                 |
| Arc of Erie County                                   | Erie City Mission                               |
| Arts Council for Chautauqua County                   | Erie Civic Music Association                    |
| ArtsErie   | The Erie Community Foundation                   |
| Asbury Woods Partnership                             | Erie County Bar Association                     |
| Barber National Institute                            | Erie County CASA                                |
| Bayfront Center for Maritime Studies                 | Erie County Diabetes Association                |
| Bayfront East Side Task Force                        | Erie County Historical Society & Museums        |
| Bayfront NATO /                                      | Erie County Public Library Foundation           |
| Martin Luther King Center                            | Erie Dance Consortium                           |
| Be At Your Best                                      | Erie DAWN                                       |
| Because You Care                                     | Erie Day School                                 |
| Bethany Outreach Center                              | Erie Homes for Children and Adults              |
| Bethel Christian School                              | Erie Junior Philharmonic                        |
| Bethesda Foundation for Children                     | Erie Neighborhood Watch Council                 |
| Blended Spirits Ranch                                | Erie Philharmonic                               |
| Booker T. Washington Center                          | Erie Playhouse                                  |
| Brevellier Village                                   | Erie Regional Chamber<br>and Growth Partnership |
| Cathedral of St. Paul                                | Erie School District                            |
| Catholic Charities Counseling<br>& Adoption Services | Erie SCORE Chapter 193                          |
| The Catholic Foundation                              | Erie Summer Festival of the Arts                |
| Celebration Donation                                 | Erie United Methodist Alliance                  |
| Chautauqua Watershed Conservancy                     | Erie Yesterday                                  |
| Children's Advocacy Center                           | Erie Zoological Society                         |
| Citizens Against Racism in Erie                      | Erie's Promise                                  |
| Community Access Television                          | exPERIENCE Children's Museum                    |
| Community Health Net                                 | Family Services of NW PA                        |
| Community Nursing Services<br>of North East          | Flagship Niagara League                         |
| Community of Caring                                  | For the Love of Horses                          |
| Community Resources for Growth                       | Foundation for Free Enterprise Education        |
| Community Resources for Independence                 | Foundation for Sustainable Forests              |
| Community Shelter Services                           | French Creek Valley Conservancy                 |
| Community Workout                                    | Fresh From the Vines                            |
| Compass Reading Center                               | Gannon University                               |
| Congregational Action to Lift Lives                  | Gannondale                                      |
| Corry Concerned for Youth                            | Gaudenzia Erie                                  |
| Corry Higher Education Council                       | GECAC   |
| Crawford Heritage Foundation                         | Generation Advancement                          |
| Crime Victim Center                                  | Girl Scouts Western Pennsylvania                |
| Cystic Fibrosis Association of Erie County           | Goodell Gardens and Homestead                   |
| Dafmark Dance Theatre                                | Greater Erie Youth Symphony Orchestra           |
| Decision Associates                                  | Habitat for Humanity                            |
| Early Connections                                    | HANDS   |
| Earth Action   | Hamot Health Foundation                         |
|  | Harborcreek Youth Services                      |

Healthcare Ventures Alliance  
 Hermitage House  
 HERO, Inc.  
 Highmark Blue Cross Blue Shield  
 Highmark Caring Place  
 Hooked on Books!  
 House of Healing  
 House of Mercy  
 Humane Society of Northwest Pennsylvania  
 Image Trinity  
 Infinity Performing Arts Program  
 Inter-Church Ministries of Erie County  
 International Institute of Erie  
 Iroquois School District Foundation  
 Jefferson Educational Society  
 Joel II Restoration Outreach  
 John F. Kennedy Center  
 Junior Achievement of Western PA  
 Junior League of Erie  
 KaleidAScope  
 Lake Erie Arboretum at Frontier  
 Lake Erie Fanfare  
 Lake Erie Region Conservancy  
 Lakeshore Community Services  
 L'Arche Erie  
 Mental Health Association  
     of Northwest Pennsylvania  
 Mercy Center for Women  
 Mercy Hilltop Center  
 Mercyhurst College Civic Institute  
 Metro Erie Meals on Wheels  
 MHEDS  
 Mission Empower  
 Montessori Children's House of Erie  
 Multicultural Community Resource Center  
 My Father's House of Erie  
 Mystic Mountain Training Center  
 NAMI of Erie County  
 Neighborhood Art House  
 New Hope Presbyterian Church  
 North East Community Foundation  
 Northwest Pennsylvania Area Health  
     Education Center  
 Northwest Pennsylvania Artist's Association  
 Northwest Pennsylvania Autism  
     Society of America  
 Northwest Pennsylvania Cleft Palate Institute  
 Northwest Pennsylvania Industrial  
     Resource Center  
 Nurturing Hearts  
 Odessa's Place  
 Ophelia Project

Parkinson Partners  
 PartnerSHIP for a Healthy Community  
 Penn State Erie, The Behrend College  
 Pennsylvania Chapter of Children's  
     Advocacy Centers  
 Perkins Presbyterian Church  
 Perseus House  
 Presbyterian Homes  
 Presque Isle Partnership  
 Purple Martin Conservation Association  
 Read to Rebound  
 Reading Now Foundation  
 The Reason for Our Hope Foundation  
 Regional Center for Workforce Excellence  
 Regional Protective Services  
 Safe Harbor Behavioral Health  
 Safe Horizons  
 SafeNet  
 Saint Martin Center  
 Saint Mary's Home of Erie  
 Saint Paul's Neighborhood Clinic  
 The Salvation Army  
 Sarah A. Reed Retirement Center  
 Sarah Reed Children's Center  
 Second Harvest Food Bank  
 Sight Center of Northwest Pennsylvania  
 Sisters of Mercy  
 Sisters of St. Joseph Neighborhood Network  
 Springhill Senior Living  
 Stairways Behavioral Health  
 StARTup Incubator  
 StringsforaCURE Foundation  
 Sunshine Group of Erie  
 Technology Council of  
     Northwest Pennsylvania  
 The Upper Room of Erie  
 Therapeutic Riding of Erie County  
 Therapy Dogs United  
 Titusville YMCA  
 Union City Family Support Center  
 United Way of Erie County  
 Urban Erie Community  
     Development Corporation  
 Visit Erie  
 Visiting Nurse Association  
 Voices for Independence  
 Wellfit, Inc.  
 Women's Care Center of Erie County  
 Women's Services  
 World of Smiles  
 WQLN Public Media  
 YMCA of Greater Erie



## Membership Benefits

Join The Nonprofit Partnership and enable your staff and board members to participate in programs and services throughout the year. Your membership not only demonstrates a commitment to the Partnership's capacity-building efforts, but also allows you to join a network of peers dedicated to enhancing the power of the local nonprofit community. Membership in The Nonprofit Partnership helps to financially support the programs and services offered throughout the year and entitles each member organization to:

- » Attend all monthly workshop education and training events free of charge
- » Attend The Nonprofit Day conference at the member discount rate
- » Up to five hours of technical assistance from staff for strategy, management, marketing, and board development
- » Access to up to five hours of consultation on human resources issues through HR First Resource with JL Nick Associates
- » Access to Pro Bono legal and accounting assistance by application
- » Eligibility for grants and awards for capacity-building, marketing, video stories, signage, governance, and annual reports



# The Nonprofit Partnership Financials for 2010

## *Revenue*

|                                     |            |
|-------------------------------------|------------|
| The Erie Community Foundation       | \$ 245,000 |
| Corporate, Individuals, and Events  | 13,950     |
| Membership Dues                     | 59,543     |
| Project Grants and Earned Income    | 87,209     |
| Contributed Services and Facilities | 21,468     |

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|       |            |
|-------|------------|
| TOTAL | \$ 427,170 |
|-------|------------|

## *Expenses*

|                          |           |
|--------------------------|-----------|
| Awards and Grants        | \$ 37,327 |
| Personnel                | 193,197   |
| Contract Services        | 98,579    |
| Facilities and Equipment | 11,950    |
| Operation                | 18,602    |
| Travel and Meetings      | 42,281    |
| Contributed Services     | 17,100    |
| Other Expenses           | 10,903    |

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|       |            |
|-------|------------|
| TOTAL | \$ 429,939 |
|-------|------------|

|                   |            |
|-------------------|------------|
| Surplus/(Deficit) | (\$ 2,769) |
|-------------------|------------|

## Results by the Numbers

In 2010, The Nonprofit Partnership saw a 25% increase in the average attendance per educational event. 1,926 individuals attended 61 workshop sessions throughout the year.

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Workshop participants followed through with implementing many of the best practices presented in NPP educational sessions. Follow-up contact indicated that 57% of the attendees put learned practices to work in the life of their organizations.

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91 member nonprofits participated in NPP-supported collaborative activity, working together toward accomplishing fund development and organizational growth goals.

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Nine new grants were funded in 2010 with Partnership technical assistance, bringing \$1.8 million in new resources to the region.

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### **Our Mission**

*To enhance the management and governance of regional nonprofit organizations through capacity-building programs and services.*