



The
Nonprofit
Partnership

Annual Report 2008

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

A Message From the Director

In tune with the larger obsession nationally about energy, fuel economy, and money, there is increasing speculation in the nonprofit community about how much fuel is left in our collective tank to deliver on ambitious missions with fewer resources in the coming years. There is no doubt that this will be a challenge. Trend forecasting shows many areas of increasing pressure on nonprofits:

- Increasing incidence of cross-sector partnerships that highlight the nonprofit sector as the flexible, adaptable bonding agent that makes collaborations work.
- Increasing competition among nonprofits for all forms of financial support and human resources.
- Increasing need for nonprofit managers to understand and manage organizational risk.
- Increasing demand from government, donors, the public, and nonprofit boards for accountability, ethical practices, and measurable results.
- Increasing demand for easily available electronic information.
- Increasing demand for high quality volunteer experiences from both younger and older volunteers.
- Increasing number of for-profit businesses providing services to nonprofit organizations.
- Increasing demand from nonprofits for sophisticated and high quality management and governance assistance.

We also see increasing incidence of cross-sector partnerships that highlight the nonprofit sector as the flexible, adaptable bonding agent that makes collaborations work. Since the nonprofit sector is the glue that holds communities together, our work assumes more importance that ever. As always, The Nonprofit Partnership pledges its support and assistance to help organizations of all kinds deliver in this role.



Bob Wooler,
Director, The Nonprofit Partnership

Spotlight on Results

Capacity-building support provided in 2007 to ArtsErie assisted with the development of a finance office serving ArtsErie, the Erie Philharmonic, and the Erie County Historical Society. Now fully implemented, this successful "back office" collaboration stands as a model of efficiency and effectiveness for Erie organizations and nonprofits everywhere.

Capacity-building Grants

At The Nonprofit Partnership, we view capacity-building as a process through which organizations identify barriers that prevent them from fully delivering on their missions, then take steps to build knowledge, solve problems and improve systems that resolve these issues within the framework of their core values. Grants that empower organizations to work with experts to build capacity are a key element in this process. In 2008, we awarded \$60,000 in capacity-building grants to the following organizations: ArtsErie, Bayfront Center for Maritime Studies, the Center for Organizational Research and Evaluation at Penn State Behrend, Community Shelter Services, Erie County Historical Society, Erie Philharmonic, Erie Yesterday, Gannondale, Healthcare Ventures Alliance, Mystic Mountain Training Center, the Northwest PA Area Health Education Center, and the Ophelia Project.

The Nonprofit Partnership also provided non-grant assistance to the Four Community Centers' Coalition for Change to assist with the development of a management services organization.

The Nonprofit Partnership's Indicators of Progress 2008

Progress toward goal achievement during the past year has been as follows:

1. *Expanding and diversifying the number and type of education and training opportunities for the nonprofit community.* In 2008, we supported a threefold increase in the number of trainings offered and saw an 85 percent increase in attendance over the course of the year. More than 1,500 staff and board members were reached through our education efforts.
2. *Focusing new resources on the development and renewal of governing boards.* In 2008, The Nonprofit Partnership offered individual consultation to eleven nonprofit boards and facilitated Project Blueprint, the leadership development initiative to increase diversity on local nonprofit boards.
3. *Making available media and marketing tools.* New partnerships with radio and television, web-based marketing tools, Story Project audio products, and a relentless focus on communicating results have set the stage for a heightened awareness of the work of local nonprofits.

Education & Training

During 2008, The Nonprofit Partnership offered a wide array of high-interest, in-demand education and training workshops to staff and board members from member agencies. Over the course of the year, these sessions attracted 1,551 attendees from organizations throughout the region.

Nonprofit Leadership Forum

June 3, 2008: *Conversations in the Boardroom* with Dave Joseph and Raye Rawls from the Public Conversations Project.

8th Annual Northwest PA Nonprofit Day

October 29, 2008: *Mission, Message, and Money-Moving Your Organization Forward.* Storyteller Annette Simmons delivered the keynote, and twenty workshops in management, marketing, and fundraising offered a wide array of learning opportunities for 369 attendees.

Management and Governance Sessions

January 29, April 2 and May 20: *The Endowment Toolkit* with Karen Jackson, Results in Giving, Ltd.

February 21: *Conflict in the Workplace* with Nancy Stampahar, Silver Lining Solutions

March 19: *Do It Yourself Outcomes* with Joyce Miller, KeyStone Research Corporation

April 24: *Keeping Your Keepers* with Gay Marie Catania, Human Resource Consultant

May 13: *The Art and Science of Financial Oversight* presented by Malin, Bergquist & Co. LLC

July 22: *Your Best Board Meeting Ever* with Michael Kumer, Nonprofit Leadership Institute at Duquesne University

August 5: *Web 2.0 Solutions for You* with George Sackandy, Intelmarx LLC

September 16: *HR First Resource* with J.L. Nick Associates

October 8: *Building a Thriving Advisory Council* with Michael Kumer, Nonprofit Leadership Institute at Duquesne University

December 11: *The Ask* with Amanda Brown Sissem, Erie Capacity-Building Collaborative and Heidi Parr Kerner, Erie Small Business Alliance

Partnership Education for Nonprofits

The Nonprofit Partnership participated in two extensive training collaboratives in 2008:

- A Nonprofit Management and Governance Toolkit was presented in 14 full-day workshop sessions with the Erie Capacity-Building Collaborative through a federal grant from the Compassion Capital Fund. Training was geared to the needs of 17 selected applicant nonprofits but was open to the entire Erie County nonprofit community.
- Computer Program Training in popular Microsoft applications was offered with the Learning Lab at Point, Click, Learn through 22 hands-on training sessions.

Nonprofit Pro Bono Project

In an effort to provide sound advice to local nonprofits, The Nonprofit Pro Bono Project: Professionals Helping Nonprofits continued to match eligible nonprofit organizations with local attorneys and certified public accountants who volunteer free consultation and education to the community. The project is a collaborative effort of the Erie County Bar Association, The Nonprofit Partnership, Northwestern Legal Services, and the Pennsylvania Institute of Certified Public Accountants, Erie Chapter.

The project's goal is to enhance the effectiveness of regional nonprofit organizations by providing access to law and finance education clinics, needs assessments for individual organizations, and direct project-based assistance in addressing the legal and audit questions faced by partnership member agencies.

Celebrating, Strengthening, & Advancing the Sector

The Nonprofit Partnership offers a variety of other services to enhance the strength and vitality of the nonprofit sector in Erie County and beyond.

Charles H. Bracken Award for Excellence in Nonprofit Governance

From among local nominees, The Nonprofit Partnership annually recognizes one local organization that has demonstrated exemplary leadership in nonprofit governance. The recipient of the Bracken Award in 2008 was the Sarah Reed Children's Center.

e-Sharing

Our regular communications through monthly e-newsletters with member organizations help to share practical tips for effectiveness, best practices, grant announcements, and information about training opportunities, discounts, donations, and more.

The Story Project

In 2008, The Nonprofit Partnership expanded its work with The Story Project, a learning circle of nonprofit leaders who receive training in storytelling, organizational narrative, and strategic marketing in order to sharpen their abilities to tell about the work of their organizations in compelling ways that move audiences to believe, act, and give. This past year, 31 organizations were able to reach out creatively to existing and new audiences with improved live audience narrative and recorded stories to be used in the media and on the web by local nonprofit organizations.

Spotlight on Results

Most of the Pro Bono Project activity has been associated with assisting emerging nonprofits with incorporation and the process of applying for tax-exempt status with the Internal Revenue Service. In 2008, The Nonprofit Partnership welcomed 27 new members, twenty of which were start-up organizations. Seven of these groups were assisted by attorneys or accountants from the Pro Bono Project.

The Nonprofit Partnership Board of Directors

Julie Kresge, President
Tom Pysz, Vice President
Jennifer Dobbs Woods, Treasurer
Gwen White, Secretary
Amy Cuzzola-Kern
Paul Gambill
Erica Jackson
Susan Kemenyffy
Heidi Parr Kerner

Vickie Lampe
Char Mashyna
Emma Lee McCloskey, CFRE
Tom Tupitza
Shiloh Turner
Perry Wood

Staff

Robert Wooler, Director
Gary Ravetto, Associate Director
Amy Eisenberg, Administrative Assistant

Capacity-building: "The process of strengthening an organization in order to improve its performance and impact."

(Amherst H. Wilder Foundation)

By the Numbers

A 2008 Nonprofit Partnership member survey revealed the following:

- Percentage of members who feel the Partnership has been effective or very effective in delivering:
 - The Nonprofit Day Conference: 97
 - Monthly e-news: 83
 - Monthly education workshops: 75
- Percentage of members who say they learn best through in-person workshops: 76
- Percentage of members who want help in key areas in 2009:
 - Fund development: 70
 - Business and strategy planning: 46
 - Marketing and visibility: 43
 - New business partnerships: 42

Financials:

Revenue

Erie Community Foundation	\$230,000
Corporate, Individual, & Event Support	7,615
Project Grants & Earned Income	35,127
Membership Dues	55,304
Contributed Services & Facilities	20,277
Other Revenue	2,311
Total	\$351,634

Expenses

Awards & Grants	\$60,250
Personnel	102,183
Contract Services	83,294
Facilities & Equipment	16,721
Operations	18,707
Travel & Meetings	33,910
Contributed Services	15,525
Other Expenses	18,712
Total	\$349,302
Surplus	\$2,332

Balance Sheet (December 31, 2008)

ASSETS	
Cash	\$5,691
Grants Receivable	7,200
Prepaid Expenses	4,091
Total Current Assets	\$16,982
Equipment (Net)	\$3,646
Total Assets	\$20,628
LIABILITIES & FUND BALANCE	
Liabilities	
Accrued Expenses	\$4,166
Deferred Revenue	32,218
Total Liabilities	\$36,384
Fund Balance	(\$15,756)
Total Liabilities & Fund Balance	\$20,628

Member Agencies

The Achievement Center
Africa 6000 International
Always On Our Own, Inc.
Alzheimer's Association
American Cancer Society-Corry
American Red Cross
American Red Cross-Corry
Americorps-VISTA at Allegheny College
Artists, Inc.
Arts Council for Chautauqua County
ArtsErie
Asbury Woods Nature Center
Barber National Institute
Bayfront Center for Maritime Studies
Bayfront East Side Task Force
Bayfront NATO / Martin Luther King Center
Because You Care, Inc.
Bethesda Foundation for Children
Booker T. Washington Center
Boys and Girls Clubs of Erie
Brevellier Village
CARE for Children
Cathedral of St. Paul
The Catholic Foundation
Celebration Donation
Chautauqua Watershed Conservancy
Children's Advocacy Center
Citizens Against Racism in Erie
Community Access Television
Community Country Day School
Community Health Net
Community Nursing Services of North East
Community of Caring
Community Resources for Independence, Inc.
Community Resources for Growth
Community Shelter Services
CORE, Penn State Erie
Corry Area Chamber of Commerce
Corry Arts Council
Corry Community Foundation
Corry Higher Education Council
Corry Memorial Hospital
Corry Public Library
Corry YMCA
Counselling Services Center
of SE Erie County
Crawford Children's Advisory Council
Crawford Heritage Foundation
Crawford County Special Olympics
Crime Victim Center
CSA Gluten-Free Erie, PA
Dafmark Dance Theatre
Early Connections, Inc.
EbizITPA
Edinboro University Foundation
Edinboro University of PA
Educational Advocacy for the
Inclusion of Youth
Emergycare
Erie Area Safe Kids Coalition
Erie Art Museum
Erie Arts Opportunity Local Education Fund
Erie Cemetery Association
Erie Center for Design and Preservation
Erie Center on Health and Aging
Erie City Mission

Erie Civic Music Association
Erie Community Foundation
Erie County Bar Association
Erie County Care Management
Erie County CASA
Erie County Diabetes Association
Erie County Historical Society and Museums
Erie County Public Library Foundation
Erie Dance Consortium
Erie DAWN
Erie Day School
Erie Homes for Children and Adults
Erie Junior Philharmonic
Erie Kids
Erie Philharmonic
Erie Playhouse
Erie Regional Chamber and
Growth Partnership
Erie School District
Erie SCORE Chapter 193
Erie Society for Genealogical Research
Erie United Methodist Alliance
Erie Yesterday
Erie Zoological Society
Erie's Promise
expERIENCE Children's Museum
Family Services of NW PA
Flagship Niagara League
For the Love of Horses, Inc.
Foundation for Free Enterprise Education
French Creek Valley Conservancy
Gannon University
Gannondale
Gaudenzia Erie
GECAC
Girl Scouts Western Pennsylvania
Goodell Gardens and Homestead
Greater Erie Youth Symphony Orchestra
Greystone Nature Preserve
Grove City Area United Way
Habitat for Humanity
HANDS
Hamot Health Foundation
Harborcreek Youth Services
Healthcare Ventures Alliance
Hermitage House
Highmark Blue Cross Blue Shield
Highmark Caring Place
Hispanic American Council of Erie
Hooked on Books!
House of Healing
Humane Society of Northwest Pennsylvania
In His Image, International
Infinity Performing Arts Program, Inc.
Inter-Church Ministries of Erie County
International Institute of Erie
Joel II Restoration Ministries
John F. Kennedy Center
Junior Achievement
Junior League of Erie
Kaleidoscope
Lake Erie Arboretum at Frontier
Lake Erie Ballet
Lake Erie Fanfare
Lake Erie-Allegheny Earth Force
Lakeshore Community Services

L'Arche Erie
LifeCare Family Resource Center
Love in the Name of Christ
Luther Memorial Church
Maria House Project
Masonic Learning Center
Mental Health Association of
Northwest Pennsylvania
Mercy Center for Women
Mercyhurst College Civic Institute
MHEDS
Mystic Mountain Training Center
National Association for the Mentally
Ill—Erie County
Neighborhood Art House
North East Community Foundation
Northwestern Legal Services
Northwest Pennsylvania Area
Health Education Center
Northwestern Pennsylvania Autism
Society of America
Northwestern Pennsylvania Cleft
Palate Institute
Nurturing Hearts
Odessa's Place
Ophelia Project
Parkinson Partners
PartnerSHIP for a Healthy Community
Perkins Presbyterian Church
Perseus House
Presbyterian Homes
Purple Martin Conservation Association
Read to Rebound
RECC Center
Safe Harbor Behavioral Health
Safe Horizons
SafeNet
Saint Martin Center
Saint Mary's Home of Erie
Saint Paul's Neighborhood Clinic
Saint Vincent Health Foundation
Sarah A. Reed Retirement Center
Sarah Reed Children's Center
Second Harvest Food Bank
Sisters of Mercy
Sisters of St. Joseph Neighborhood Network
Springhill Senior Living
Stairways Behavioral Health
stARTup Incubator
Tech Camps for Kids
Technology Council of Northwest Pennsylvania
Therapeutic Riding of Erie County
Therapy Dogs United
Thrive Erie
Union City Community Foundation
Union City Public Library
Union City Family Support Center
United Way of Erie County
Urban Erie Community
Development Corporation
Villa Maria Academy
Visit Erie
Vision and Blindness Resources—Erie Center
Visiting Nurse Association
Voices for Independence
WQLN
YMCA of Greater Erie



Our Mission

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