



2012 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:

- Mission, Vision, and Strategy
- Leadership and Board Development
- Strategic Relationships and Alliances
- Internal Operations and Capacities
- 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. To boost your fund development efforts, subsidized subscriptions to online prospect research tools are also available to Partnership members.

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 PA Nonprofit Day Conference
- Collaborative education programs with key community partners and content experts that assist nonprofits with skill development in mission-critical areas.
- Occasional webinars and online content packages reinforce in-person workshop material while facilitating access to training resources for members who are more geographically distant.

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 project 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 and board 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. 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.

We are also hosts to the Erie-based leader of the Children and Youth AmeriCorps* VISTA Program of Northwest PA, generating thousands of volunteer and service hours annually through the organizing and leveraging activities of VISTA members. As staff to the Erie Community Funds Drives Committee, The Nonprofit Partnership offers technical assistance to ensure the success of local capital campaigns conducted by nonprofit organizations.

For More Information

For specific information regarding the annual calendar of educational events, please visit our website at 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
Kathy Dahlkemper
Geoffrey Dunn
Erica Jackson
Heidi Kerner
Julie Kresge

Anne Sekula
James Steber
Paul Taylor
Thomas Tupitza
Perry Wood

Staff

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

A Message from the Director

Waystations on the Nonprofit Road



At The Nonprofit Partnership, we believe that there are certain preconditions that must be in place for nonprofit effectiveness: a compelling mission, a strategy to achieve that mission that is true to articulated values and evidence-based practices, strong internal operations and leadership that allow an organization to achieve its stated outcomes, and a sound technical infrastructure that facilitates state-of-the-art communication with all stakeholders.

We also believe that by engaging our member organizations over time, working with them in deeper and more engaging projects that help them build on strengths, construct a vision, and work in stages to realize that vision, we are helping members make the most of an increasingly varied menu of capacity-building support opportunities.

There is no single highway to pursuing the vision. While each organization starts by building relationships and basic understanding in our education and training sessions, roads diverge based on strengths and needs. Some organizations have involved their boards in strategy “tune-ups” which align organizational goals and strategies with new economic realities while others pursue “communication makeovers” that freshen website content and align it with social media and print communication strategies, while still others secure capacity-building grants to work with chosen consultants on planning and organizational development. Along the way, leaders are apt to make roadside stops for support with signage, crafting and telling their stories, and honing personal leadership qualities that push their organizations to the top.

The profiles at the right capture some of the journeys our members have taken in 2011 to build capacity and improve organizational effectiveness. Each trip involves a process of deeper engagement with NPP staff to strengthen core elements of management and governance and come to new understandings about organizational impact and message. We look forward to continuing these important journeys with member organizations in 2012.

A stylized, handwritten signature in black ink, appearing to read 'Robert Wooler'.

Robert Wooler, Director
The Nonprofit Partnership

Profile **The Mental Health Association of Northwest PA worked with us to develop a logic model they could use to measure progress in all their programs. Work on strengthening programming then moved into the strategy area with the development of a focused two year strategic plan. A First Impressions redesign on the agency entry space brings their compelling story to all office visitors.**

Profile **The PA Chapter of Children's Advocacy Centers and MDTs has worked with us over the course of the year to emerge as a stronger and more broadly skilled organization, having added new policies and specialized administrative staff to lead a growing statewide network. Upgrading the website and sharpening communication strategy helped them capitalize in a time of heightened public awareness.**

NPP Member Agencies (as of December 31, 2011)

4 Neighbors in North East	Corry Counseling Services	Film Society of Northwestern PA
The Achievement Center	Crawford Heritage Foundation	Findley Lake Nature Center
Always On Our Own	Crawford Regional Protective Services	Flagship Niagara League
Alzheimer's Association	Crime Victim Center	For the Love of Horses, Inc.
American Heart Association	Cystic Fibrosis Association of Erie County	Foundation for Free Enterprise Education
Americans for the Competitive Enterprise System	Dafnark Dance Theatre	Foundation for Sustainable Forests
Americorps-VISTA at Allegheny College	Early Connections, Inc.	French Creek Valley Conservancy
ANNA Shelter	Edinboro University of PA	Friends of the Erie County Library
Arc of Erie County	Emergycare	Friends of the Tom Ridge Environmental Center
Arts Council for Chautauqua County	Environment Erie	Gannon University
ArtsErie	Erie Area School to Career Partnership	Gannondale
Asbury Woods Partnership	Erie Art Museum	Gaudenzia Erie
Autism Society of Northwestern Pennsylvania	Erie Cemetery Association	GECAC
Barber National Institute	Erie Center for Design and Preservation	Girl Scouts Western Pennsylvania
Bayfront East Side Task Force	Erie Center on Health and Aging/Lifeworks	Goodell Gardens and Homestead
Bayfront Maritime Center	Erie City Mission	Greater Bethlehem Temple
Bayfront NATO / Martin Luther King Center	Erie Community Foundation	Greater Erie Alliance for Equality
Because You Care, Inc.	Erie County Bar Foundation	Greater Erie Youth Symphony Orchestra
Bethany Outreach Center	Erie County CASA	Habitat for Humanity HANDS
Bethel Christian School	Erie County Diabetes Association	Harborcreek Youth Services
Bethesda Foundation for Children	Erie County Historical Society and Museums	Headwaters Park
Bhutanese Community Association of Erie	Erie Dance Consortium	Healthcare Ventures Alliance
Blended Spirits Ranch	Erie DAWN	Hermitage House
Booker T. Washington Center	Erie Day School	HERO, Inc.
Brevellier Village	Erie Homes for Children and Adults	Highmark Blue Cross Blue Shield
Butterflies for Kids Planet Kid Program	Erie Independence House	Highmark Caring Place
Camp Judson	Erie Junior Philharmonic	Hooked on Books!
Catholic Charities Counseling and Adoption Services	Erie Multimedia	House of Mercy
The Catholic Foundation	Erie Philharmonic	Humane Society of Northwest Pennsylvania
Celebration Donation	Erie Philharmonic Chorus	Image Trinity
Chautauqua Watershed Conservancy	Erie Playhouse	Infinity Visual and Performing Arts Program, Inc.
Children's Advocacy Center	Erie Regional Chamber and Growth Partnership	Inter-Church Ministries of Erie County
Community Access Television	Erie Regional Library Foundation	Iroquois School District Foundation
Community Health Net	Erie School District	Jefferson Educational Society
Community Nursing Services of North East	Erie SCORE Chapter 193	Jewish Community Council of Erie
Community of Caring	Erie Somali Community Association	Joel II Restoration Outreach
Community Resources for Growth	Erie Summer Festival of the Arts	John F. Kennedy Center
Community Resources for Independence, Inc.	Erie Times-News Newspaper in Education	Junior Achievement of Western PA
Community Shelter Services	Erie United Methodist Alliance	Junior League of Erie
Community Workout	Erie Yesterday	KaleidAscope
Compass Reading Center	Erie Zoological Society	
Congregational Action to Lift Lives	expERIENCE Children's Museum	
Corry Community Development Corporation	Family Services of NW PA	

Kanzius Cancer Research Foundation
 Lake Erie Arboretum at Frontier
 Lake Erie Ballet
 Lake Erie Fanfare
 Lake Erie Region Conservancy
 Lakeshore Community Services
 L'Arche Erie
 Linked by Pink
 Luther Memorial Church
 Maria House Project
 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
 Multicultural Community Resource Center
 My Father's House of Erie
 Mystic Mountain Training Center
 NAMI of Erie County
 National Speleological Society
 Neighborhood Art House
 New Blossoms New Life Foundation
 New Hope Presbyterian Church
 North East Community Foundation
 Northwest Pennsylvania Area Health Education Center
 Northwestern Kidney Foundation
 Northwestern Pennsylvania Artists Association
 Northwestern Pennsylvania Cleft Palate Institute
 Nurturing Hearts
 Odessa's Place
 Ophelia Project
 Orphan Angels Cat Sanctuary and Adoption Center
 Parade Street Community Center
 Parkinson Partners of Northwestern Pennsylvania
 PartnerSHIP for a Healthy Community
 Pennsylvania Chapter of Children's Advocacy Centers
 Pennsylvania State University - The Behrend College
 Perkins Presbyterian Church

Perseus House
 Pleasant Ridge Manor Friends Forever
 Presbyterian Homes
 Presque Isle Partnership
 Purple Martin Conservation Association
 Reading NOW Foundation
 The Reason for Our Hope Foundation
 Regional Center for Workforce Excellence
 Regional Science Consortium
 Rock House Arts Foundation
 Rocke Solid McShane Foundation
 Safe Harbor Behavioral Health
 Safe Horizons
 SafeNet
 Saint George Church
 Saint Martin Center
 Saint Mary's Home of Erie
 Saint Paul's Neighborhood Free Clinic
 Saint Vincent Health Foundation
 Sarah A. Reed Retirement Center
 Sarah Reed Children's Center
 Second Harvest Food Bank
 Sight Center of Northwest PA
 Sisters of Mercy
 Sisters of St. Joseph
 Sisters of St. Joseph Neighborhood Network
 SNOOPS Neighborhood Watch
 Springhill Senior Living
 Stairways Behavioral Health
 StARTup Incubator
 StringsforACURE Foundation
 Sunshine Group of Erie
 Tamarack Wildlife Rehabilitation and Education Center
 Technology Council of Northwest Pennsylvania
 The Regional Cancer Center
 The Salvation Army
 The Upper Room of Erie
 The Women's Roundtable
 Therapeutic Riding Equestrian Center
 Therapy Dogs United
 Timber Ridge Program
 Titusville YMCA
 UCP CLASS
 Union City Community Foundation

Union City Family Support Center
 Union City Public Library
 Union City Pride, Inc.
 Union City Volunteer Fire Company
 United Way of Erie County
 United Way of Western Crawford County
 UPMC Hamot
 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, Inc.
 World of Smiles
 WQLN
 YMCA of Greater Erie
 Young Erie Professionals

Profile **Women's Services**
 has worked effectively with NPP over the years to develop and master its story. In 2011, the makeover project helped with branding and the development of a new website to carry the message. In 2012, this will be carried through to the organization's reception area as a First Impressions pilot site.

Profile **The Multicultural Community Resource Center**
 worked with NPP guidance to reframe their services around the needs of Erie's growing multicultural community and the wider market for education, employment, child care, and healthy community integration. Logic models, management strategies, and marketing tools line the road that lies ahead in 2012.



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 Pro Bono legal and accounting assistance by application.
- Eligibility for grants and awards for capacity-building, marketing, video stories, signage, fund development, governance, and annual reports.



The Nonprofit Partnership Financials for 2011

Revenue

The Erie Community Foundation	\$ 180,000
Corporate, Individuals, and Events	37,149
Project Grants and Earned Income	47,196
Membership Dues	70,713
Contributed Services	23,700
Other Revenue	3,657
TOTAL	\$ 362,415

Expenses

Awards and Grants	\$ 26,578
Personnel	148,179
Contract Services	105,930
Facilities and Equipment	7,648
Operations	18,145
Travel and Meetings	29,023
Contributed Services	23,700
Other Expenses	6,689
TOTAL	\$ 365,892
Surplus/(Deficit)	(\$ 3,477)

Dashboard - 2011 by the Numbers

50 Nonprofit Partnership Education Events	1,953 Nonprofit leaders attending NPP education events during the year	1,026,500 Total dollars leveraged through catalyst activity for fund development
62 Organizations equipped with new tools for the web and print	47 Percentage of members publicly reporting outcome data to stakeholders	74 Percentage of members who improved financially in 2011
245 Number of NPP member organizations as of 12/31/2011	66 Percentage of members over \$1 million in size that grew in 2010	40 Percentage of members under \$1 million in size that grew in 2010



Our Mission

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