PLEASE JOIN US!

We weave together earned income streams to raise 70% of our operating budget. Our overhead is low but we still need to raise 30% of budget via donations. As a "small but mighty" nonprofit, every bit of funding not only sustains our organization, but helps us grow and launch new programs for the sector. Our operating budget for 2019 is \$94,000. We need sustaining funders who can help us grow to meet the demands of our nonprofit community. Together, we can have a tremendous impact.

CONNECT



- » Giving Back Guide
- » Roundtable Discussions
- » Networking Events
- » Referrals
- » Website
- » Volunteer Posting
- » List Serve
- » Board Member Fairs
- "Marisa, who is starting to go to a fair amount of workshops, presentations, etc., raved about your networking event at the Pittsfield library. Said it was really well run and that the panel was great."
- Todd Mack, ExecutiveDirector/Music in Common



- » Connections Magazine
- » Workshops
- » Nonprofit Boot Camp
- » Berkshire Gala Calendar
- » Berkshire Nonprofit Awards
- » Board Member Trainings
- » Primary Research
- » School Programs

"Thank you for facilitating the Nonprofit Board Training.
Prior to attending I really believed board work was for other people; your course showed me that I do, and can, bring something to the board room."

Board TrainingParticipant



- » Nonprofit Resource Directory
- » PR Service
- » Grant Review Service
- » Coaching
- » Executive Leadership Trainings
- "We were fortunate to connect with the NPC early on. The guidance they provided was invaluable, as were the introductions, workshops and support. We are a small non-profit, with no previous experience in this realm and their support was key in expediting our learning curve!"
- Hinda Bodinger, Founder
 & President/Berkshire
 Baby Box

PC OF THE BERKSHIRES 2018 ANNUAL REPORT

THE NPC AND YOU...
helping nonprofits
connect, learn and grow



The Nonprofit Center just turned three! We're very grateful for the support of our members, funders, advertisers, business supporters, sponsors, advisors and volunteers. Without all of you, there would be nothing to report!

2018 was a year of extraordinary growth, with a **60% increase in membership**, a 40% increase in the number of nonprofits participating in the Giving Back guide, and 19 educational workshops presented.

With the help of our corporate sponsors and advertisers, we launched many initiatives including the Berkshire Nonprofit Awards, a Nonprofit Boot Camp, our first Roundtable on the topic of organizational partnering, and a new publication (Nonprofit Resource Directory). We are thrilled by the positive reaction to the breadth, value and quality of NPC programming.

In 2019, we find ourselves well-positioned for another year of growth, having built a reputation for positive impact, winning two awards (1Berkshire Trendsetter Awards and Berkshire Magazine 25), and recognition in the form of Platinum Status on Guidestar and Top- Rated status on GreatNonprofits.org.

We have become the key connector to the nonprofit sector by hosting organizations such as the MA Nonprofit Network and Commonwealth CORE here in the Berkshires and serving on the MA Nonprofit Network board. Our current and future partnerships with educational organizations like Bay Path University, MCLA, BCC, Williams College and OLLI also enhance our programming.

Our main strategy for success in 2019 is investing in infrastructure, including staff and technology. New programs include a Nonprofit Resource Fair, a Volunteer database and fair, and Board Trainings. With a solid 3 years behind us and the ability to demonstrate our impact, we are now able to apply for grants. We are thrilled to have received our first major grant of \$5,000 from Berkshire Bank. Corporate and foundation support is and will continue to be our most important source of revenue. And we have found many creative ways for our partners to engage with the nonprofit sector.

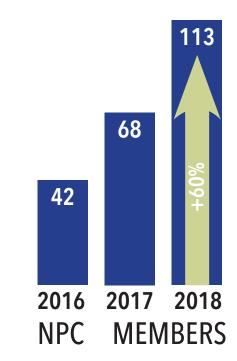
Our financial Model is unique. As an intermediary organization, we try not to compete directly with our members for the same sources of funding. While there is necessarily some crossover in a small community, the majority of our revenue comes from earned income sources such as modestly priced membership dues, fees for services, and advertising sales. Local businesses and foundations have become our true partners in delivering free and low-cost services to nonprofits. We simply couldn't do all this without them.

In addition to intellectual capital and plenty of good will, the NPC benefits greatly from a pool of volunteer faculty and ambassadors. Their talent and skills, added to our experience and organizational strengths, have made it possible to launch over a dozen programs. We will need more of both (corporate and volunteer support) to continue to meet the needs of our robust Berkshire nonprofit sector.

"Liana has personally spoken with me numerous times to trouble shoot everything from board development to hiring consultants. She is always sending trainings, grant ideas and articles she thinks may be of interest to members and is such an amazing cheerleader when a member wins an award or gets new funding etc. The Center also proofread a grant for me and Liana spent an hour and a half with our board chair advising us on growth as a nonprofit in the Berkshires. I know I have only experienced a fraction of what it does and can offer."

Brooke Mead, Former
 Executive Director/
 Berkshire Immigrant
 Center

NPC METRICS



"It's been nice to see you grow. I have appreciated the opportunity to connect with other nonprofit professionals around subjects in common. Looking forward to more!"

- Survey Participant

2018 FAST FACTS

- » 5,754 people served
- » 1,245 organizations served
- » 19 workshops attended by over 100 organizations
- » 250 attendees at Berkshire Nonprofit Awards
- » 110 nonprofit profiles in the Giving Back Guide
- » 550 contacts in the new Nonprofit Resource Directory
- » 118 referrals

DONATIONS*

2018 \$29,209

2017 \$7,194

2016 \$12,296

*Including individual, corporate, grant contributions and sponsorships

WE THANK OUR MAJOR FUNDERS

Adelson & Co. Anonymous **Bay Path University** Berkshire Bank The Berkshire Eagle Berkshire Taconic **Community Foundation** Ron Bernard Feigenbaum Foundation Lucy Holland Kwik Print Lee Bank **NBT Bank** October Mountain Financial Advisors Qualprint Robert C. & Tina Sohn Foundation Richard Stanley Jessica Traynor **Triplex & Beacon Cinemas**

United Personnel

