About Nonprofit Center of the Berkshires
Helping nonprofits connect, learn & grow

BACKGROUND
Berkshire County has one of the highest number of nonprofits per capita in the Commonwealth. Nearly 1000 nonprofits compete for funding and other resources in a geographically and demographically tri-furcated county. Communication is difficult and staying on top of this vibrant and active sector is a real challenge. The nonprofit sector is also one of the county’s largest economic engines, providing 1 in 4 jobs.

ABOUT THE NPC
The Nonprofit Center of the Berkshires was founded in 2016 by Liana Toscanini, a serial volunteer and former Director of Development & Marketing at Community Access to the Arts (CATA). The NPC serves all of Berkshire County and currently has 145 nonprofit members. Programs are open to all Berkshire nonprofits. Operating with one full-time staff and an 8-member Board of Directors, the NPC also engages a nonprofit advisory board, pro bono consultants, and volunteers in its work. In 4 years, the NPC has created a broad range of programs, provided critical services, and served hundreds of nonprofits and thousands of community members.

MISSION
The mission of the Nonprofit Center of the Berkshires is to facilitate growth for charitable organizations through shared resources, affordable services, and creative collaborations.

VISION
The NPC facilitates opportunities for collaborations, duplication of efforts is minimalized, organizations share more resources, communication is no longer an issue, and geographic challenges are met with thoughtful solutions and systems.

GOALS
The NPC strives to make life easier for nonprofits and improve the organization and efficiency of the nonprofit sector as a whole. The NPC serves as the county’s clearinghouse for nonprofit information and resources, the premiere provider of professional development, and the connector organization to volunteers.

PROGRAMS
NPC’s most popular programs include the Berkshire Nonprofit Awards, the Giving Back guide, Volunteer Fairs, and workshops. Our greatest value is in connecting nonprofits to resources, supporting nonprofit leaders, increasing advocacy for the sector, and promoting volunteerism.

2021 Funding Needs
COVID has changed our operating model, making us more reliant on contributed vs. earned income. A small but mighty team has accomplished a great deal but with increased demand for services and “big” initiatives, the NPC needs to build its own capacity. The NPC is seeking sponsors for programs and general operating support.
By the Numbers

More donations, more members!

**DONATIONS***

<table>
<thead>
<tr>
<th>Year</th>
<th>Amount</th>
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<tbody>
<tr>
<td>2020</td>
<td>$45,066</td>
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<tr>
<td>2019</td>
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<td>$7,897</td>
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<td>2016</td>
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*Including individual, corporate, grant contributions and sponsorships

NPC MEMBERS

NPC's responsiveness and affordable programs & services ensured our members stayed with us throughout a challenging year.

2020 Supporters

**MAJOR FUNDERS**
(over $500)

- Erika Allison
- Berkshire Bank Foundation
- The Berkshire Eagle
- Berkshire Taconic Community Foundation
- Black Rock Foundation
- Feigenbaum Foundation
- Marianne Fresia
- Greylock Federal Credit Union
- Guardian Life Insurance
- HomeWorks Energy
- Sara Koffman
- Lee Bank
- Massachusetts Service Alliance
- Christa Migot
- Paper Crane Associates
- State Rep. William “Smitty” Pignatelli
- Railroad Realty
- Ben & Elaine Silberstein
- The Triplex Cinema
- Jessica Traynor
- Abbie J. von Schlegell
- Warrior Trading

**BOARD**

- Erika Allison (President)
- Stephanie Bosley
- Patrick Danahey
- Auric Enchill
- Marianne Fresia (Treasurer)
- Ilene Marcus (Secretary)
- Dan Stanyon
- Abbie J. von Schlegell, CFRE

**ADVISORY BOARD**

- Rich Aldrich
- Betsy Andrus
- Tony Blair
- Natasha Dresner
- John Katz
- Mary McGurn
- Scott Rote
- Martin Schwartz
- Barry Shapiro
- Richard Stanley

**NONPROFIT ADVISORY BOARD**

- Christa Collier/Northern Berkshire United Way
- Alisa Costa/Pittsfield Working Cities
- Lisanne Finston/Gould Farm
- Margaret Keller/Community Access to the Arts
- Janis Martinson/Mahaiwe Performing Arts Center
- Kim McMann/Berkshire Food Project
- Maria Rundle/Flying Cloud Institute
- Ilana Steinhauser/Volunteers in Medicine
- Erin Sullivan/18 Degrees
- Amy Taylor/Berkshire Taconic Community Foundation
- Kristen Van Ginthoven/WAM Theatre
- Karen Vogel/Berkshire United Way
- Megan Whilden/Osher Lifelong Learning Institute

**BREAKFAST CLUB**
(Supporting Philanthropy in the Schools Program)

- Abbie J. von Schlegell
- Aligned Workplace
- The Berkshire Edge
- Wendy Healey
- Lamme and Linscott
- MA 401(k) CORE Plan
- October Mountain Financial Advisors
- Park Square Financial Advisors of Raymond James
- Elaine Radiss and Rich Petrino
- Salisbury Bank
- Elaine and Ben Silberstein
- WSBS

**BUSINESS SUPPORTORS**

- Adelson & Company, PC
- Amy Rudnick, Event Planner
- Ballen Consulting
- Baystate Financial
- Ben Hillman & Company
- Berkshire Bank Foundation
- Berkshire Food Co-op
- Berkshire Net Results
- Berkshire Trade & Commerce
- BerryDunn
- Biztech Associates
- Briefly Bowers Consulting
- Charles River CFO
- Cross Insurance
- Emerson & Church Publishers
- Feigenbaum Foundation
- Garlington Projects
- Greylock Federal Credit Union
- Kwik Print
- Lee Bank
- McGurn Media
- Melarbit Partners
- Mountain Health Real Estate
- My Versatile Secretary
- NASH Insights
- Paper Crane Associates
- Professionality Consulting
- Prosper Nonprofit Advisors
- Qualprint
- Rise Up Leadership Coaching
- Roger Magnus Research
- Rural Intelligence
- Salisbury Bank & Trust Company
- The Berkshire Eagle
- The Killoe Group
- The Triplex Cinema
- Toole Insurance
- United Personnel
- Warrior Trading
- Willow - Investments for Loving Change

**NONPROFIT MEMBERS**

- 18 Degrees
- 1Berkshire
- Acupuncturists Without Borders Berkshire Chapter
- Albany Berkshire Ballet
- Animal Kind
Aston Magna Foundation for Music & the Humanities
Austen Riggs Center
Bard College At Simon's Rock
Barrington Institute
Barrington Stage Company
Baseball in the Berkshires, Inc.
Becket Athenaeum
BerkShares
Berkshire Agricultural Ventures
Berkshire AHEC, Inc.
Berkshire Art Museum
Berkshire Athenaeum
Berkshire Baby Box
Berkshire Bach Society
Berkshire Botanical Garden
Berkshire Bounty
Berkshire Business and Professional Women
Berkshire Center for Justice
Berkshire Children's Chorus
Berkshire Choral International
Berkshire Coalition for Suicide Prevention
Berkshire Community Action Council
Berkshire Community Diaper Project
Berkshire Country Day School
Berkshire County Arc
Berkshire County Historical Society at Arrowhead
Berkshire County Kids' Place and Violence Prevention Center
Berkshire County Regional Housing Authority
Berkshire Family and Individual Resources
Berkshire Family YMCA
Berkshire Farm Sanctuary
Berkshire Film & Media Collaborative
Berkshire Food Project
Berkshire Gateway Preservation
Berkshire Grown
Berkshire Health Systems
Berkshire HorseWorks
Berkshire Humane Society
Berkshire Immigrant Center
Berkshire Innovation Center
Berkshire Interfaith Organizing
Berkshire International Film Festival
Berkshire Museum
Berkshire Music School
Berkshire Natural Resources Council
Berkshire Opera Festival
Berkshire Place
Berkshire Playwrights Lab
Berkshire Pulse
Berkshire South Regional Community Center
Berkshire Taconic Community Foundation
Berkshire United Way
Berkshires Jazz
Berkshires Tomorrow
Berkshires’ Academy for Advanced Musical Studies (BAAMS)
Blue Rider Stables
BRIDGE
Cadmus Lifesharing Association
Cantilena Chamber Choir
CBRSD Weekend Backpack Program
Center for Peace Through Culture
Central Berkshire Habitat for Humanity
Chesterwood
Chief Officers of State Library Agencies
Child Care of the Berkshires
Christian Center of Pittsfield
Clinton Church Restoration
Close Encounters With Music
Community Access To the Arts
Community Development Corporation of South Berkshire
Community Health Programs
Community Land Trust in the Southern Berkshires
Community Television for the Southern Berkshires
Construct Inc.
Coolidge Hill Foundation
Crescendo
Dalton Community Recreation Association
Dewey Memorial Hall
Downtown Pittsfield, Inc.
Eco-Health Care
Educate the Whole Child
Elder Services of Berkshire County
Ener-G-Save/Cooler Communities
ExtraSpecialTeas
Feronia Forward Ltd
Flying Cloud Institute
Friends of the Binnsaran Library
Gladys Allen Brigham Community Center
Goodwill Industries of the Berkshires
Gould Farm
Great Barrington Historical Society
Great Barrington Land Conservancy
Greenagers
High Spirit Community Farm Inc
Hoosic River Revival
Irie's Pet Food Pantry
IS183 Art School of the Berkshires
Jacobs Pillow Dance Festival
Jane and Jack Fitzpatrick Trust
Jewish Federation of the Berkshires
Kindness Is Foundation
Kiwanis Club of Sheffield
Laurel Hill Association
Lee Youth Association
Literacy Network of South Berkshire
Mahaive Performing Arts Center
Manos Unidas Multicultural Educational Cooperative
Mass Audubon Pleasant Valley
Massachusetts College of Liberal Arts
Masshire Berkshire Workforce Board
Monterey Community Center
MS Support Foundation
Music in Common
New England Musicians Relief Fund
Norman Rockwell Museum
North East Community Center
Northern Berkshire Community Coalition
Northern Berkshire Habitat for Humanity
Northern Berkshire United Way
Nutrition Center
Oakdale Foundation
Osher Lifelong Learning Institute at BCC
Otis Library and Museum
Pediatric Development Center
Philanthropy Massachusetts
Pittsfield Education Foundation
Railroad Street Youth Project
Riverbrook Residence
Saint James Place
Sandisfield Arts Center
Sawyer Sawa Foundation
Schumacher Center for A New Economics
SculptureNow
Sheffield Association
Sheffield Land Trust
Southern Berkshire Ambulance
Southern Berkshire Chamber of Commerce
Southern Berkshire Elderly Transportation Corporation
Stanton Home
Stockbridge Library Association
Tamarack Hollow
Tanglewood
The Bidwell House Museum
The Brien Center
The Fancy Nancy Foundation
UCP of Western Massachusetts, Inc.
Villages of the Berkshires
Volunteers in Medicine Berkshires
Walking Our Talk
Walnut Woods
WAM Theatre
Williams College
Williamstown Community Chest
Williamstown Youth Center
Youth, Education and Sport (YES) Initiative
Zion Lutheran Church of Pittsfield

PRESENTERS
Charles Baldwin
Cross Insurance
Phil Deely
Linda Dulye
Diane Gedeon-Martin
Lisl Hacker
Jenni Haley
David Harris
Give Smart
Jennifer Marapese
Kelly Minton
Mobile Cause
Frank Reece
Amy Rudnick
Kathy Sharkey
Paul Silva
Christine Singer
Dr. Maria Sirois
Gwendolyn VanSant

VOLUNTEERS
Barbara Campbell
Laura Katz
Mary Vasquez Slack
Rena Zurofsky

PARTNERS
The Berkshire Eagle
Dulye Leadership Experience
GrantStation
HomeWorks
MA CORE 401K Program
MassDevelopment
Massachusetts Nonprofit Network
Massachusetts Service Alliance
Nonprofit New York
Osher Lifelong Learning Institute at BCC
Philanthropy Massachusetts
Toole Insurance
Williams College

Please let us know of any errors or omissions and note this list reflects only 2020 participation.
It is with great relief and some pride that we look back on 2020 knowing the Nonprofit Center was able to adapt, meet increased demand with less resources, and come out stronger. If there is any hint of “joyful and triumphant,” it’s because of YOU, our donors and partners. The way you all jumped in to provide extra funding, pro bono consulting, and in-kind donations is truly uplifting.

During this past year, our 22 programs served hundreds of organizations and thousands of individuals, stretching the limits of our own capacity. But there is still so much more to do. Every day we field new requests for information, connections, and collaborations. We’ll need all of you and new partners too, to keep pace in 2021.

While many nonprofits benefitted from increased giving on the part of our generous community, there is genuine fatigue from so much “pivoting” and uncertainty going forward. The NPC serves as “self-care” for nonprofit leaders who appreciate a place to get a quick answer or gather with other leaders via Zoom to talk about today’s challenges.

Over this next year, you’ll see our advocacy role grow, a goal that came out of our summer strategic planning session. Another priority is the launch of a fundraising/development service to help everyone stay in the game during these challenging times. We’ve recently vacated our Railroad Street headquarters to run the NPC from our home offices. We can’t wait to resume coffee shop meetings with all of our stakeholders.

Wishing everyone a healthy 2021 in every sense of the word.