

Testimonials

"We have been impressed by the creativity and persistence of NPC in identifying various needs of nonprofits and developing tools that NPC delivered to those nonprofits to help them meet those needs."

- Mark Lefenfeld/Berkshire Bounty

"The Nonprofit Center of the Berkshires helps ensure nonprofits, especially smaller ones, have the resources, knowledge and connections they need to do their best work. They offer terrific workshops, help celebrate the work we do, and are always thinking about how best to support our sector."

- Megan Whilden/Osher Lifelong Learning Institute at Berkshire Community College

"Reid was so lucky to have a partnership with the Nonprofit Center of the Berkshires this year. We were able to offer a Philanthropy Curriculum Pilot Program to 8th graders that will be a class they will remember forever. The impact of this class deeply showed during their presentations. Our Reid students were so passionate about their projects and fulfilling their obligations even during a pandemic. Some of our 8th graders had tears in their eyes when sharing their own personal stories and why they chose the agencies they did. This was an experience they will forever hold close to their hearts."

- Kristen Shepardson, Guidance Counselor grades 6&8, Reid Middle School

"We're in North County and don't get a lot of opportunity to mix with people throughout the rest of the County. Having those opportunities to connect through the Nonprofit Center trainings and socializations and meetings has been great."

- Kim McMann, Berkshire Food Project

"The Tuesday Club of Stockbridge will be most interested in reading the Giving Back guide to be published in the Sept 23rd *Berkshire Eagle*. This will be wonderful resource for member volunteering and contributing."

- Niti Martin/President

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 minimized, 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.**



2020 ANNUAL REPORT

22 programs and services

17,630 people served

141 members taking advantage of multiple offerings

24 webinars attended by 510 people from 204 organizations

13,500 Giving Back guides distributed

THE NPC & YOU...Supporting Berkshire Nonprofits

913 Facebook followers

Partnered with 16 organizations to serve the sector

7,500 website users

2 legislative town halls

400 free Resource Directories mailed to nonprofits

Launched Philanthropy in the Schools Curriculum

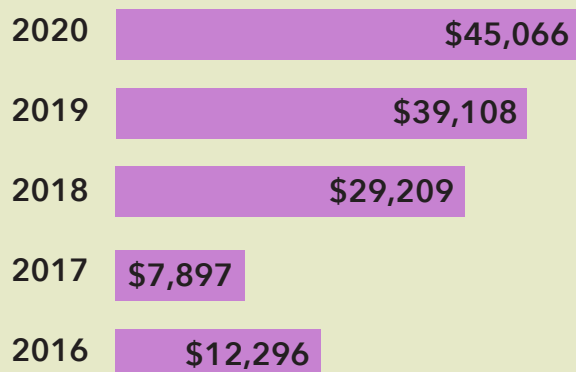
9 office hours

116 referrals

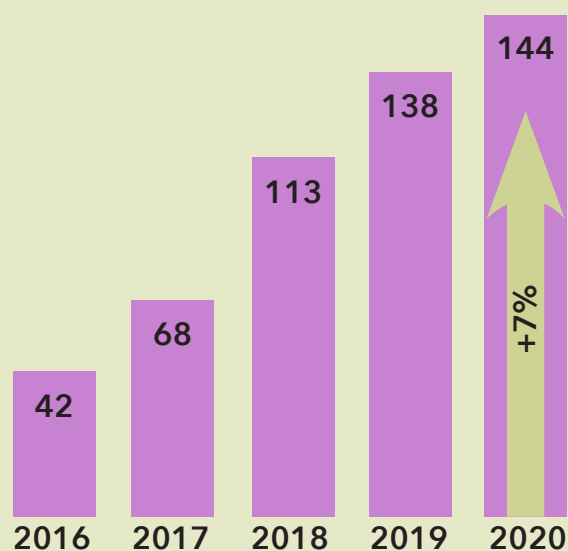
By the Numbers

More donations, more members!

DONATIONS*



*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 Steinhauer/Volunteers in Medicine
Erin Sullivan/18 Degrees
Amy Taylor/Berkshire Taconic Community Foundation
Kristen Van Ginhoven/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 SUPPORTERS

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
Brierly-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
Professionalism Consulting
Prosper Nonprofit Advisors
Qualprint
Rise Up Leadership Coaching
Roger Magnus Research
Rural Intelligence
Salisbury Bank & Trust Company
The Berkshire Eagle
The Kilroe 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.
 Ecu-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 Binunsaran 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
 Mahaiwe 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
 Sawa 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.

2020 "the year nonprofits are built for."

Barron Segar, head of the World Food Program USA

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.

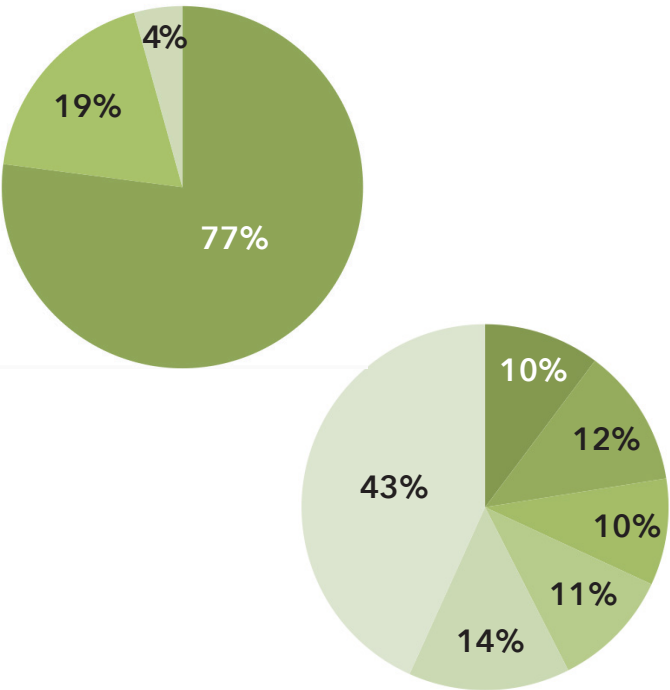
Liana Toscanini

2020 Expenses by Activity & Sources of Income

2020 Operating Expenses

| | |
|----------------------------------|-----------|
| Mission & Program Services | \$84,759 |
| Administration & Management.... | \$20,503 |
| Fundraising | \$4,752 |
| Total Expenses..... | \$110,437 |

Note: The loss of event income would have been devastating if not for PPP funding.



2020 Funding Sources

| | |
|-------------------------------------|----------|
| Earned Income | \$45,846 |
| Corporate Funding | \$10,836 |
| Grant & Foundation Funding..... | \$12,999 |
| Restricted for School Programs..... | \$10,000 |
| Individual Contributions | \$11,231 |
| In-Kind Contributions | \$15,101 |

Total Funding* \$106,070

*An additional \$16,380 was received from the SBA via a Paycheck Protection Program (PPP) loan, all of which we believe will be forgiven in 2021.

Highlights of 2020

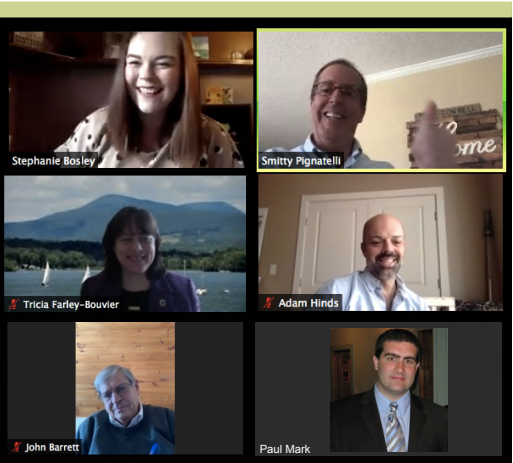
We're grateful to have been able to adapt most of our programs during the Pandemic, and continue innovating with new programs and outreach.



NPC's "Philanthropy in the Schools" program launched at Reid Middle School with 8thgraders, shown here with teacher, LeeAnn Massery (Far right back row), and guest speaker Shirley Edgerton (Far left). Funded by a grant from Guardian Life, with curriculum created by Yvette "Jamuna" Sirker, the program teaches students about the Berkshire nonprofit sector, how to identify personal interests and passions, research and presentation skills, and how to give back.



In Zoom meetings initiated by NPC, Executive Directors met bi-monthly to discuss a wide range of topics, share experiences, and support each other.



Our first legislative Town Halls took place around COVID-related issues including PPP funding. The entire Berkshire Delegation was present, connecting to nearly 100 nonprofits for an informative and supportive conversation facilitated by NPC's own Stephanie Bosley.

GIVING BACK guide

Your Guide to Charitable Opportunities in the Berkshires

September 23, 2020

The Nonprofit Center of the Berkshires | npcberkshires.org

Now is the time

NOW MORE THAN EVER is a phrase that gets used a lot lately. Between a world-wide pandemic, Black Lives Matter, and an upcoming election, nonprofits are busier than ever.

Liana Toscanini
Founder & Executive Director/The Nonprofit Center of the Berkshires

We believe in giving back

contribute your time, talent, and resources to support your favorite causes. Read how volunteerism is good for your health and check out our tips on how to be a good volunteer.

And please visit our companion web site GiveBackBerkshires.org where you can read stories about nonprofit work, the

One of NPC's most active partners, *The Berkshire Eagle* printed our *Giving Back* guide in the September 23rd issue reaching over 13,000 people during a pandemic when community members really wanted to help out and needed this information.