

NONPROFIT CENTER
OF THE BERKSHIRES

**supporting the
organizations you love!**

**2022
annual
REPORT**

npcberkshires.org

2022 in review

I SUPPOSE IT IS NOT SURPRISING that every year is different for the Nonprofit Center of the Berkshires. We are still relatively young (turning 7 in April), and our mission is pretty ambitious given the size of the Berkshire nonprofit sector, the limited resources of our own organization, and challenges like the pandemic, economic downturn, and historic struggles of nonprofits everywhere, even during normal times.

2022 TURNED OUT TO BE ONE OF OUR MOST ROBUST YEARS EVER

Our intention was to pace ourselves to handle a staff transition and build internal capacity, but several unplanned initiatives received all of our attention. These included a series of 29 capacity-building workshops (funded by Berkshire Regional Planning Commission), the return of in-person events, and a cross-sector collaboration called Berkshire Funding Focus.

As a result of this additional programming, we were able to work more deeply with small and grassroots organizations in critical spheres of mental health, social justice, housing, and food security among others. And while we didn't have much time to fundraise as a result of all this activity, we're enormously grateful to those individuals, businesses, and foundations (as well as the Commonwealth of MA) for

underwriting many of our key programs such as the Berkshire Nonprofit Awards, the Giving Back guide, and Volunteer Fairs.

The Nonprofit Center of the Berkshires is proof that small organizations can grow into major community assets when everyone pitches in.

We appreciate every gift, from a \$25 donation from a family member of a Berkshire Nonprofit Awards honoree, to a giant billboard donated by Lamar Advertising to help promote the awards event. This annual report is for everyone cheering for more support for the nonprofit sector.

Best wishes for a fruitful 2023!

Liana

NPC is the proud fiscal sponsor of Latinas413. Liana Toscanini (right) with Laura Cabrera and Catheryn Chacon.
Photo: Tricia McCormack Photography



One of the 29
LevelUP workshops
held in the fall



nonprofits have many needs indeed!

PROVIDING SUPPORT

The “To Do” list of the Nonprofit Center of the Berkshires is a thing to behold! We continue to innovate, **now offering over two dozen programs and services**, ranging in size from the smallest effort to coordinate a gala calendar to the largest endeavor hosting an annual awards event attended by hundreds of people.

The breadth of what we do reflects the needs of a permanently under-resourced sector that nevertheless pervades our lives, from institutions such as schools, camps, museums, hospitals, arts organizations and

libraries, to all aspects of human welfare including healthcare, environment, recreation, housing, social justice, animal care, religion, food security, and more.

It is only because of the people who support NPC, that we, in turn, can support our many beloved Berkshire nonprofits.

28 programs & services

“

I attended 16 of these workshops, and as a new Executive Director of a small nonprofit, I learned so many valuable skills, tools and systems to push Berkshire Bounty to the next level. Access to free professional development is such a bonus, and I can’t thank you enough!! Hopefully there will be more opportunities in the future.

—Morgan Ovitsky,
Berkshire Bounty

”



A highlight of the fall's fundraising trainings, NPC hosted "Meet the Donors" at Barrington Stage, offering dozens of nonprofits an opportunity to meet local grant-makers and sponsors.

“

I've been meaning to share, because of you, I have been volunteering with LitNet as a tutor for a while. I encountered their organization at your event and discovered that their mission is a good fit for my skill set. The organization has caring, compassionate and supportive leadership with everyone going out of their way to make sure their tutors and pupils have all the tools they need to be successful. So, thank you! I would never have discovered LitNet if not for your hard work!

—Melissa Bye

”

social capital counts!

**YOUR FUNDING +
OUR HARD WORK
= A WHOLE LOTTA
PROGRAM GOING ON!**

Many people have wondered how it is possible for a two-person organization to run so many impactful programs. Well, we're a little bigger than two if you count board members, volunteers and partners such as Berkshire United Way and Berkshire Regional Planning Commission.

We leverage social capital in a community known for pitching in. We have been welcomed by so many eager to share their resources with us – from individuals providing pro bono services, to venues such as the Red Lion Inn and the Berkshire

Innovation Center; from our proactive legislative team, to our incredibly engaged media folks.

Our members also contribute to our success. Membership dues provide an important income stream we use to offer free and low-cost programming to all.

**THANK YOU
NPC MEMBERS AND
BUSINESS SUPPORTERS!**

**36,474
people served**

the web of connection

While NPC's sweet spot is helping small organizations, **we really do have something for everyone** – knowledge and tips, professional development and connections, and networking events that organizations of every size enjoy. We also connect the **business community** to the nonprofit sector with a Nonprofit Resource Directory, Resource Fair and teaching gigs such as "Lunch & Learns." And finally, NPC engages the **community-at-large** through volunteer fairs, board trainings and the Giving Back guide.

Volunteers in Medicine participated in the November Volunteer Fair at the Berkshire Innovation Center.

Photo: Karrie Buratto

15,000
Giving Back guides
distributed

“

We wanted to thank you for putting together the Volunteer Fair. It was an extremely productive day for Construct, Inc. We were busy all day speaking with interested attendees, and have made a few extraordinary connections with people who have skills, experience and interests that dovetail with ours. Our Berkshire community is so lucky to have you to connect us all. Kudos on a great event!

—Betty Farbman and Hinda Bodinger/
Construct volunteers

”





NPC's first-ever Resource Fair at Pittsfield Country Club connected businesses to nonprofits needing products and services.

“

The NPC
is a force
multiplier!

— Tim O'Donnell,
Guardian Life
Insurance Co.

”

“

You have
made so much
impact in the
Berkshires.

— Robin McGraw/
Blackrock Foundation

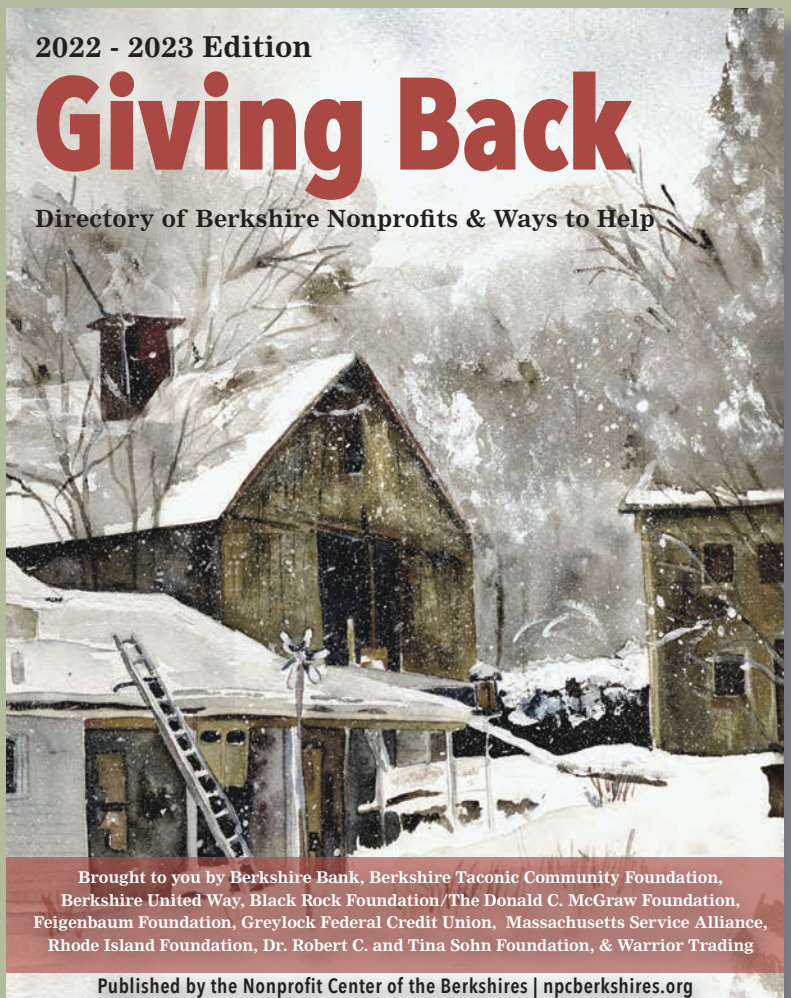
”



*Hannah Van Sickle led a great workshop
on "Telling your Nonprofit Story."*

**13,150
website users**

- A **legislative Town Hall** for 117 people focused on ARPA funding. The event spurred the creation of a cross-sector clearinghouse for grant information and collaboration, called **Berkshire Funding Focus**.
- With grants from the Berkshire Film & Media Collaborative and the Massachusetts Service Alliance, we completed an **"Intro to Board Service"** video series to encourage community members to serve on nonprofit boards.
- Launched a pilot **Development Associate Certificate** program in partnership with Berkshire Community College. It was a success in providing ten students with actionable fundraising knowledge and connections to fundraising professionals in our community.
- Received 86 nominations for the 5th annual virtual **Berkshire Nonprofit Awards** on May 24. Over 150 attended in person and 210 have viewed the event on YouTube.
- Proud to **fiscally sponsor** the new W.E.B. DuBois Sculpture Project, as well as Berkshire Busk, Latinas413, Stewards of Hope, and The Story Sanctuary.
- NPC is honored to have a **monthly column** in the Berkshire Business Journal. Topics have included nonprofit review sites, money-saving tips, and advice for nonprofit startups among others.
- NPC partnered with Berkshire Regional Planning Commission to offer a series of **29 workshops** aimed at building nonprofit resilience. Topics focused on fundraising, grant writing and marketing with some evening webinars to accommodate all-volunteer organizations. Over 300 people attended from 70+ organizations.
- Coordinated **convenings** such as the MA Nonprofit Network visit at Arrowhead, and "Meet the Donors" at Barrington Stage Co.
- 14,000 **Giving Guides** distributed through The Berkshire Eagle, and another 1,000 distributed in coffee shops, libraries, offices etc.
- Held our first Business-to-Nonprofit **Resource Fair** in September featuring 30 vendors and 100 attendees.
- Partnered with Berkshire United Way and RSVP to present a **Volunteer Fair** at Berkshire Innovation Center in November.





NPC Board Members 2023 (Left to Right): Dan Stanyon (President), Ilene Marcus (Secretary), Stephanie Bosley, Clemente Sajquiy, Katherine Grubbs, Marianne Fresia (Treasurer), Laurie Werner

governance

- Hired a new accountant and filed 2021 Form 990 on time
- Set up a Vanguard account to accept stock gifts
- Engaged professional payroll company
- Hired Sarah Blexrud in the senior position of Director of Operations
- Voted in three new board members, including our first Latinx representation
- Received the annual Great Nonprofits Badge & Candid's Platinum Badge Status

**202 referrals
processed**

“

After almost cancelling my membership with Berkshire NPC, thinking I was just too busy to take advantage of its offerings, I had a half hour call with Liana today. She asked just the right questions and provided me with just the right resources and connections for our program to take a big step forward in both our hiring options and outreach. After 2 years of membership I am only now fully realizing how lucky I am to have such a resourceful and supportive organization and network by my side!

— Uli Nagel, Program Director ener-G-save and Cooler Communities, Harold Grinspoon Charitable Foundation

”

thank you to all of our 2022 supporters! your collective generosity fueled an abundance of programs and services this year for berkshire nonprofits!

Please let us know of any errors or omissions and note this list reflects only 2022 participation.

major funders (\$500+)

Erika Allison
Berkshire Bank
Berkshire Community
Action Council
The Berkshire Eagle
Berkshire Film & Media
Collaborative
Berkshire Health Systems
Berkshire Taconic
Community Foundation
Berkshire United Way
Big Y /Paul & Gerald D'Amour
Memorial Golf Outing
Black Rock Foundation/Donald
C. McGraw Foundation

The Bookloft
Commonwealth of
Massachusetts
Empower Retirement (CORE)
Feigenbaum Foundation
Marianne Fresia
Greylock Federal
Credit Union
John Halbreich
The Jane & Jack Fitzpatrick
Trust
Lamar Advertising
Lee Bank
Massachusetts Service
Alliance
Dan Levinson
Rep. William "Smitty"
Pignatelli
Caroline Reeves & Family
Salisbury Bank
Dr. Robert C. & Tina Sohn
Foundation
Dan Stanyon
Bill Svrluga
Toole Agency
Jessica Traynor
Warrior Trading
Williamstown Community
Chest

board

Dan Stanyon, President
Marianne Fresia, Treasurer
Ilene Marcus, Secretary
Stephanie Bosley
Katherine Grubbs
Clemente Sajquiy
Laurie Werner
With thanks to departing
board members Erika
Allison, Patrick Danahey,
Auric Enchill, & Abbie
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

Lisanne Finston/Gould
Farm
Margaret Keller/Community
Access to the Arts
Janis Martinson/Mahaiwe
Performing Arts Center
Brenda Petell/Berkshire
United Way
Maria Rundle/Flying Cloud
Ilana Steinhauer/Volunteers
in Medicine
Amy Taylor/Berkshire
Taconic Community
Foundation
Kristen van Ginhoven/
WAM Theatre

breakfast club sponsors (\$250)

Abbie von Schlegell, CFRE
BerkshireFLYER.com
Berkshire Community
Action Council
Berkshire Trade &
Commerce
Comalli Group, Inc.
Green River Coaching &
Consulting
Ilene Marcus/Aligned
Workplace
Kris Hazzard/Katalyst
Lee Bank
MassHire Berkshire
Workforce Board
October Mountain
Financial Advisors
Price Chopper/Market32
Roger Magnus Research
Rep. William "Smitty"
Pignatelli
Toole Insurance

business supporters

Adelson & Company PC
Aligned Workplace
Antil Creative
Ballen Consulting

Baystate Financial
Berkshire Bank
The Berkshire Eagle
BerkshireFLYER
Berkshire Net Results
Berkshire Trade & Commerce
Blueline Design, Inc.
BizTech Associates
BerryDunn
BigY
The Bookloft
Brainspiral
Comali Group Inc.
Charles River CFO
Digital Eyes Production
Dulye & Co.
Dunkin' Donuts
Gemini Creative
Green River Coaching &
Consulting
Guardian Life Insurance
Company
David C. Honneus Credit
Card Processing
Hellman, Shearn & Arienti
K Shulman Bookkeeping
Katalyst
The Kilroe Group
Kwik Print
Lamar Advertising Company
Lee Bank
The Magic Fluke
McGurn Media
MountainOne
Mungy
Nash Insights
Old Mill Road Media
Paper Crane Associates
Park Square Financial
Advisors
Prosper
Professionalism Consulting
Roger Magnus Research
Salisbury Bank
Katy Sparks Culinary
Consulting
TL Phillips Consulting
Toole Insurance
Warrior Trading

(continued
on next page)

nonprofit members

18 Degrees

Artist Book Foundation

Aston Magna Foundation for
Music & the Humanities

Austen Riggs Center

AYJ Fund

Barrington Stage Company

Baseball in the Berkshires,
Inc.

Berkshire Art Center
(formerly IS183)

Becket Arts Center of
The Hilltowns

Becket Athenaeum

BerkShares

Berkshire AHEC, Inc.

Berkshire Art Museum

Berkshire Bach

Berkshire Botanical Garden

Berkshire Bounty

Berkshire Business and
Professional Women

Berkshire Busk

Berkshire Children's Chorus

Berkshire Choral International

Berkshire Coalition for
Suicide Prevention

Berkshire Community
Action Council

Berkshire Community
College

Berkshire Community
Diaper Project

Berkshire Community
Land Trust

Berkshire County Arc

Berkshire County
Historical Society

Berkshire County Kids' Place
and Violence Prevention
Center

Berkshire County Regional
Housing Authority

Berkshire Dance Theatre

Berkshire Environmental
Action Team

Berkshire Farm Sanctuary

Berkshire Film & Media
Collaborative

Berkshire Food Project

Berkshire Grown

Berkshire Health Systems

Berkshire Horsecworks

Berkshire Immigrant Center

Berkshire Innovation Center

Berkshire Moonball Tennis

Berkshire Museum

Berkshire Music School

Berkshire Natural
Resources Council

Berkshire Nursing Families

Berkshire Opera Festival

Berkshire Place

Berkshire Pulse

Berkshire Regional
Planning Commission

Berkshire Scenic
Railway Museum

Berkshire South Regional
Community Center

Berkshire Taconic
Community Foundation

Berkshire United Way

Berkshire Workforce Board
(MassHire)

Berkshires Jazz

Berkshire Opera Festival
BFAIR

Black Rock Foundation

Blue Rider Stables

Cantilena Chamber Choir
Center for Peace Through
Culture

Central Berkshire
Habitat for Humanity

Chesterwood

Childcare of the Berkshires
Community Access To the
Arts (CATA)

Community Development
Corporation of
South Berkshire

Community Health Programs
Community Television for the
Southern Berkshires

Construct, Inc.

Coolidge Hill Foundation
Crescendo

Dalton Community
Recreation Association

Dewey Memorial Hall

Downtown Pittsfield
Du Bois Freedom Center

Du Bois Statue Project
Educate the Whole Child

Elder Services of
Berkshire County

ener-G-save/Cooler
Communities

Flying Cloud Institute

Flying Deer Nature Center
Freelance Investigative
Reporters & Editors (FIRE)

Friends of the
Binunsaran Library

Gladys Allen Brigham
Community Center

Goodwill Industries
Gould Farm

Great Barrington
Historical Society

Great Barrington
Land Conservancy

Greenagers

Guthrie Center

Hillcrest Educational Centers

Hinsdale Food Pantry

Hoosic River
Watershed Association

Hoosic River Revival

Housatonic Valley
Association, Inc.

Invisible Together

Jacob's Pillow Dance Festival
James Weldon Johnson
Foundation

Jane & Jack Fitzpatrick Trust
Jewish Federation of the
Berkshires

Kiwanis Club of Sheffield
Kripalu Center for
Yoga & Health

Latinas413

Literacy Network of South
Berkshire

Love of T Foundation

Mahaiwe Performing
Arts Center

Mass Audubon Berkshire
Wildlife Sanctuaries

Massachusetts College of
Liberal Arts

Monterey Community
Center

MS Support Foundation

Music in Common

NAMI of Berkshire County
North East Community
Center

Northern Berkshire
Community Coalition

Northern Berkshire Habitat
for Humanity

Northern Berkshire
United Way

Oakdale Foundation
Otis Preservation Trust

Pittsfield Education
Foundation

Racial Fairness Berkshires
Railroad Street Youth
Project

Riverbrook Residence
Roots & Dreams and
Mustard Seeds

ROPE

RSVP

Saint James Place
Sandisfield Arts Center

Schumacher Center
Second Street,
Second Chances

ServiceNet

Sheffield Association

Sheffield Land Trust
Southern Berkshire
Ambulance

Southern Berkshire
Chamber of Commerce

Stanton Home

Stewards of Hope

Stockbridge Bowl
Association

Stockbridge Equine
Refuge & Outreach

The Bidwell House Museum
The Brien Center

The People's Pantry
The Story Sanctuary

Tamarack Hollow
Turn Park Art Space

Ventfort Hall
Villages of the Berkshires



Rep. Smitty Pignatelli,
our co-host at the 2022
Berkshire Nonprofit Awards,
filmed at the Berkshire
Innovation Center

Vocalis Youth Choir
Volunteers in Medicine
Berkshires
Walking Our Talk
WAM Theatre
West Side Legends
West Stockbridge
Historical Society
Williamstown Community Chest
Zion Lutheran Church of
Pittsfield



Jade Schnauber of Lever, Inc. accepts the Samya Rose Stumo Youth Leadership Award at the Berkshire Nonprofit Awards

presenters

Nicole Antil
Kim Baker
Ellen Bass
Sara Borden
Amy Chin
Paul Farella
Kevin Flemming
Diane Gedeon-Martin
Alexandra Hedding
Alicia Hyman
Ethan Klepetar
Bob Osborne
Diane Pearlman
Philanthropy MA
Andy Robinson
Anthony Segala
Dawn Stanyon
Hannah Van Sickle
Sabrina Walker Hernandez
Laurie Werner

breakfast club donors

BizTech Associates
Kim Baker
Ballen & Assoc. Consulting
Katherine Barton
Berkshire Natural
Resources Council
William Blackmer
Stephanie Bosley
Ellen Boyd
Shannon Castille
Catheryn Chacon
Amy Chin/Berkshire
Net Results
Dean Cimini &
Liz Strand Cimini
Megan, Neil &
Barbara Clarke
Paula Consolini
Sarah Cook
Elizabeth Costley
Madeline Culpo
Patrick Danahey
Sheila Dargie
David Dashiell III
Ute Defarlo
Leigh Doherty
Lorena Dus
Jeffrey Gagnon
Marita Glodt
Alexandra Hedding
Christine Hoyt
Isabelle Kaplan
Margaret Keller
Caroline Kelley
Sheryl Lechner
Todd Mack
Alice Maggio
Mary Makuc
Kate Mayne
Michele McAuley
Amy Morris
Judith Nardacci
Mary Nash
Elaine Padilla
A. Barbara Palmer
Sandy & Brandon Pantorno
Rich Petrino &
Elaine Radiss
Marvin Purry
Jane Ralph
Karen Richards
Marie Rudden
Amy Rudnick
Gabrielle Senza

Ashley Shade
Carole Siegel
Dan and Dawn Stanyon
Yvette Stoddard
Erin Strong
William Svrluga
Leah Thompson
Daltrey Turner
Barbara Viniar
Hilde Weisert
Laurie Werner
Mark & Bridget West
John Whalan

annual appeal donors

Ron Bernard
Vicky Bonnington &
David Schecker
CeCe Bowerman
Eugene Carr
Gary Cookson
Susie Crofut
Mary Eade
Mark Gold
Katherine Grubbs
John & Laura Katz
Sara Koffman
Jenni Hayley
Merle Kailas
Michael & Susan Lynch
Todd Mack
Barbara & Roger Manring
Ilene Marcus
Janice Martinson &
Stephen Sagarin
Faith Menken
Richard Migot
Richard Miskinis
Mungy
Sandy Newman
Art Peisner
Elaine Radiss &
Rich Petrino
Anne Schnesel
Marcie Setlow &
David Scribner
Michelle Shalaby
Jonathan Swartz
Bill Tighe
Laurie & Jan Werner

volunteers

Brian Berkel
Alexa Bunnell
Melissa Bye
Barbara Campbell
Amy Chin
Patricia Hubbard
Laura Katz
Richard Migot

partners

1Berkshire
Arrowhead
Barrington Stage
Berkshire Bank
Berkshire Black
Economic Council
Berkshire Business Journal
Berkshire Community
College
Berkshire Film &
Media Collaborative
Berkshire Innovation Center
Berkshire Regional
Planning Commission
Berkshire Taconic
Community Foundation
Berk12 and Pittsfield
Public Schools
Berkshire United Way
Commonwealth of
Massachusetts
Empower/CORE 401(k)
Program
GrantStation
Ethan Klepetar/Hellman,
Shearn & Arienti
MA Nonprofit Network
Massachusetts Service
Alliance
Mission Based
Massachusetts
Philanthropy MA
Pittsfield Community
Television (PCTV)
RSVP
Rep. William "Smitty"
Pignatelli
The Berkshire Eagle
Toole Insurance
WSBS

the numbers

- Met our revenue goal
- Received a \$35,000 earmark from the Commonwealth of Massachusetts
- Achieved 6 months operating reserves making it possible to raise Executive Director's salary from \$25K to \$40K in 2023

“NPC is simply a great example of what it means to make a difference!! Thanks for all you do.”
— Bill Svrluga/
Williamstown

2022 income & expense

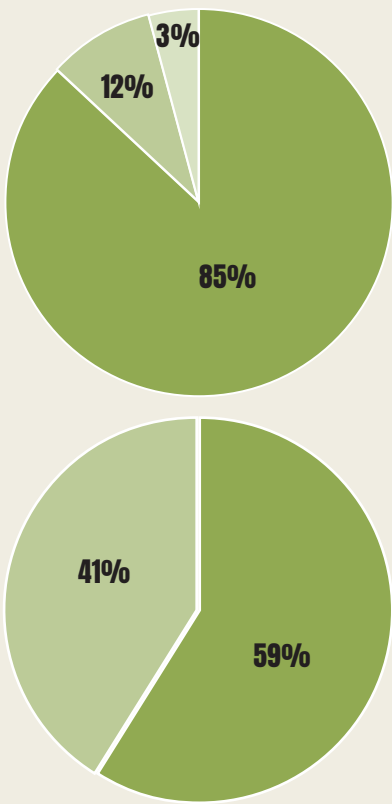
2022 operating expense:

Program	\$166,531
Administration	\$23,292
Fundraising	\$6,734
TOTAL EXPENSES:	\$196,557

2022 income:

Contributed Income	\$124,279
Earned Income	\$85,272
TOTAL FUNDING:	\$209,551

2022 Net: \$12,994



190 members

27 organizational partners

“Thank you for your extraordinary assistance to me and Ventfort Hall during the past two years of our ED search. It made all the difference!”
—Susan Lynch/Board Member