

## JOIN THE ALLIANCE TO ADVANCE NONPROFIT EXCELLENCE

DANA, the Delaware Alliance for Nonprofit Advancement, is the only agency whose primary mission is to strengthen, enhance and advance nonprofits and the nonprofit sector in Delaware.

### DANA's Strategy to Strengthen Nonprofits:

- Encourage Board Development – strengthening governance practices and strategy
- Support Leadership Development – offering workshops and coaching to empower nonprofit leaders
- Enable collaboration for collective impact – bringing nonprofit leaders together to work towards common outcomes
- Enhance Operational Excellence – providing accreditation level support for nonprofits to improve their effectiveness
- Advance Sector initiatives – engaging government and grant maker leaders to create an ecosystem where nonprofits can thrive

### We Advance Nonprofit Excellence through:

- **DANA's Excellence Academy**
  - Consulting Services – strategic planning, board development, leadership coaching, and customized engagements
  - Workshops – a range of leadership skills and operational topics
  - Board Chair & CEO Leadership Series – building the Board Chair and CEO leadership Team
- **Sector Gatherings**
  - Annual Conference – bringing together nonprofits to engage with each other and hear from thought leaders
  - Peer Networking – offering nonprofit leadership a chance to learn from each other
  - Forums – connecting sector leaders on key topical areas to improve collaboration
- **Advocacy & Public Policy**
  - Promoting the important role and value of the social impact sector to policymakers and philanthropy
  - Advancing policy initiatives to improve nonprofit efficiency and partnership with government

### Transformation is in Progress:

- Membership in DANA has grown by 20% in the last two years, bringing more nonprofits to the Alliance
- Nonprofit member satisfaction of DANA's advocacy work is now at 93%
- "Very Satisfied" overall rating of DANA has increased to 53%, with total satisfaction at 89%
- Board members who have tapped DANA for board development show a marked improvement in board engagement, financial excellence and strategic planning

### A Need For More DANA Services:

A shifting nonprofit funding landscape in Delaware requires

- A greater focus on nonprofit outcome effectiveness
- Nonprofits to work across the system collaboratively
- Boards must pursue continuous improvement and emphasize accountability
- Nonprofit leaders to learn skills in collaboration, strategy, and adaptability

Through DANA, nonprofit Board and staff can strengthen their leadership, operational effectiveness, and connect with each other to advance community impact in Delaware.

Your DANA Alliance Partner Benefits include:	Champion (\$50,000+)	Crusader (\$30,000 - \$49,000)	Leader (\$20,000 - \$29,999)	Advocate (\$10,000 - \$19,999)	Patron (\$5,000 - \$9,999)	Friend (\$3,000 - \$4,999)
Logo on applicable printed materials (frequency)	On all materials	Typically included	Typically included	Typically included	If space is avail.	If space is avail.
Seats to DANA's Annual Conference	4	3	2	2	1	1
Seats to any DANA training	3	2	2	2	1	1
Annual customized employee workshop on Board Service (3 hours)	3	2	2	2	1	1
Information sharing on News or Special Events (Number of times annually)	7	6	5	4	3	0

### All Alliance Partners:

- Will have their logo and link on DANA's website
- Will have access to DANA Member Benefits, which includes discounts to workshops, consulting, and the Annual Conference.

### Benefits of Being Part of the Alliance Include:

- Building leadership capacity and operational excellence in Delaware nonprofits
- Advancing philanthropy and volunteerism with employees through DANA professional development opportunities
- Participating in DANA programs at a complimentary or discounted rate
- Promoting services and initiatives to DANA's nonprofit membership\*

### You'll be in Good Company:



DANA is a 501(c)(3) nonprofit organization under the IRS code. Your contribution is tax deductible to the extent allowable by law as a charitable contribution. Please consult with your tax and/or financial professionals relating to your particular circumstances.

\*When space is limited in printed materials, logo preference will be given in order of Alliance levels. Content must be in the interest of the nonprofit sector; DANA has the right of refusal; may be grouped with other Alliance emails/posts.

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