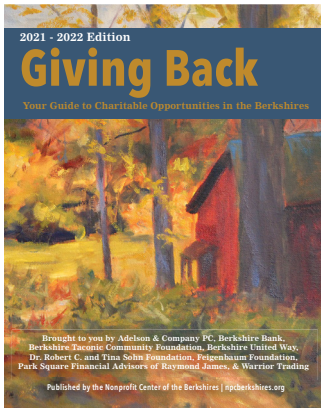


SUMMER RECAP

I'm glad we had a brief "back-to-normal" period this summer before the Delta variant set us back. I had a good dozen meetings in person. Thinking perhaps I took face-to-face meetings for granted before COVID, I remembered that right from the beginning of the NPC, meeting with people was the best part of my job.



Summer is when Elizabeth devotes a large part of her time to producing the [Giving Back guide](#). This year we are pleased to partner with *Berkshire Magazine* to get it mailed directly to nearly 14,000 subscribers. We're currently distributing another thousand copies to coffee shops and other community gathering places. The guide is also available online with some expanded content.

"What a beautiful guide to Berkshire nonprofits. Kudos to you and the exceptional work you do." – Louise Yohalem/New Marlborough

It never ceases to amaze me the **breadth of referrals/advice** the NPC facilitates on a daily basis: this quarter we responded with information on: historic restoration, job placement, funders and grantors, IRS Form 1023, job benefits, legal assistance, volunteers needed, 501c3 requirements, founder's syndrome, IT services, fiscal sponsorship, publicity, health insurance, hiring strategy, available space, and more.

"Liana, I want to thank you for your time and professionalism in listening to our goals and needs. It is important for a nonprofit like Berkshire Agricultural Ventures (BAV) to have a service like NPC here in the Berkshires. Your connections are indispensable for our work. In the last week I have contacted one person who might be interested in working on a project with us and another person who can provide us with professional legal advice. Thank you for your time, your ability to listen, and your immediate response to our needs." – Glenn Bergman, Executive Director/Berkshire Agricultural Ventures

NPC Benchmarks

24 total program offerings	893 Facebook Followers
17 events/641 attendees	1,097 Instagram Followers
152 Nonprofit Members	9,253 web site users
37 Business Members	205 ListServe subscribers
1,609 Email subscribers	140 Referrals

We spent some time assisting in the effort to **find more volunteers** for food pantries and arts organizations, joining with Berkshire Bounty and Berkshire United Way to do a ton of personal outreach as well as a media campaign. Volunteerism is down nationwide due to COVID, but there are many safe volunteer opportunities to be had.

We are proud to be included in Berkshire Regional Planning Commission's CEDS report (Comprehensive Economic Development Strategy) under four performance goal categories: Workforce Development, Entrepreneurship & Innovation, Industry & Occupational Clusters, and Economic Resiliency.

We made the right call holding our **Nonprofit Boot Camp** IN PERSON at Red Lion Inn with about 20 vaccinated participants. The good energy was palpable. We thank our dynamic presenters Ethan Klepetar (Hellman Shearn Arenti), Kim Baker (Toole Insurance), Dan Seitz (Consultant), and Kevin Fleming (Prosper).



"Excellent day. Very well organized. Very useful information. All presenters and presentations were quality. I learned many things; and, as I told Liana yesterday, I have been involved with nonprofit boards " forever." I was on my first nonprofit board when I was 22. I am now 82. - scary! Thank you very much for offering this to the community. It is a wonderful service." - Carole Siegel/Berkshire Immigrant Center

In **reviewing our strategic plan** created one year ago, we are pleased to have accomplished a lot in strengthening programming, advocacy, and our own sustainability efforts. Although I believe we fit the definition of a "high performance organization," there is still so much to do! I hope we find the additional support we need to invest in human capital to get it all done. We're so grateful to all those individuals and organizations who have partnered with us thus far.

WHAT'S NEXT?

There was a demoralizing moment not too long ago where all the large, in-person events we had planned had to be cancelled or reworked. I was particularly sad to let go of the Executive Director's breakfast event where I imagined seeing so many smiling faces. Sigh. Now it's "back to school" for the NPC with lots of program planning in the works:



Board Composition Survey – So what exactly is the profile of people who serve on Berkshire County nonprofit boards? Having a baseline is important for the sector's efforts to diversify leadership.

Salary Survey – There has never been a Berkshire specific nonprofit salary survey. Considering 1 in 4 jobs is in the nonprofit sector, this is long overdue, particularly in terms of equity.

"Before getting to my question, I first want to say congratulations and thank you on the great job and impact you've made in Berkshire County. The Nonprofit center is a fantastic resource for our nonprofits and you've helped them grow, build capacity and become stronger! Keep up the great work." - Alison Peters/Dalton CRA

We help nonprofits with publicity and awareness on a regular basis, but we prefer not to read about them in connection with a story on embezzlement! We've pulled together a unique panel of local and state experts for a free webinar on [Fraud Prevention](#) in October.

[Virtual Volunteer Fair](#) - we are determined not to let another year go by without an opportunity for community members to meet "face-to-face" with nonprofits - in this case online.



Virtual
VOLUNTEER FAIR
FRIDAY, NOVEMBER 12
FREE to Attend
REGISTER AT NPCBERKSHIRES.ORG

Should the NPC have a physical nonprofit hub? Spurred by interest from a local donor, the NPC is exploring the feasibility of a physical space for events, workshops, shared workspace, and greater interaction with the community at large to foster volunteerism.



Development Associate Certificate - Development (fundraising) jobs have legs. The skills required are well suited to many different types of jobs and there is room for growth up the development ladder. With so much focus on fundraising, nonprofits need development personnel now more than ever. Working with BCC to offer a certificate program in spring, the NPC is currently soliciting faculty for a variety of development-related topics.



Overheard...

"Learning a lot! Executive leadership in COVID is better than a PhD, or is essentially its own PhD (Doctor of Pivotosophy)." - Margaret Keller/Executive Director/Community Access to the Arts (CATA)

With best wishes for a fruitful fall,



Liana Toscanini
Executive Director

