

2025-2026 Annual Report



ELEVATE NP
of southwestern pa
knowledge • networks • impact



What We Do

Elevate NP of Southwestern Pennsylvania strengthens and enhances the capabilities, resources, and effectiveness of the nonprofit sector to achieve missions more efficiently and sustainably.

OUR MISSION

Elevate NP is a regional movement of nonprofits, funders, and capacity builders working together to help organizations access knowledge, build networks, and create greater impact in the communities they serve.

OUR VISION

We envision a future where the nonprofit sector is powered by a stable, connected, and accessible system of capacity-building resources and supports.

WHY IT MATTERS

The work of our nonprofit sector is not getting any easier, but it is more important than ever.

Growing demand for the programs and services of many organizations is colliding with funding shifts, policy changes, and a general climate of deep and complex uncertainty. For some, these changes amplify long-standing capacity challenges. For others, it's an existential crisis.

Building capacity – whether in fundraising, financial management, talent, governance, or adapting to change – helps the impact of our region's nonprofits endure and expand, even in a changing and challenging world.



"These days, we all have a clear picture of just how much of our social safety nets are supported by federal funding, which now feels very uncertain. The stock market may be doing well, but regular people are suffering and they need help.

*For Southwestern Pennsylvania to survive this moment, we need our nonprofits to be as capable as possible. By identifying resource gaps and creating solutions to help our region's nonprofits become stronger and more resilient, **Elevate NP is providing the safety net for the safety net.**"*

– **Carey Harris**, CEO of Literacy Pittsburgh
and Member of Elevate NP Executive Committee

WHO WE SERVE

A Regional Nonprofit Snapshot

To understand why supporting our regional nonprofits is so important, it helps to first understand who the average local nonprofit really is.

Based on 2023 IRS data, the region is home to **14,836 active 501(c)(3) nonprofits**, nearly 50% of whom are in Allegheny County.

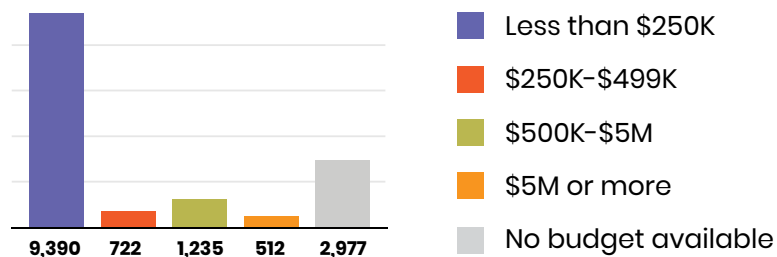
Over **83%** have budgets under \$250K.

Most regional nonprofits have fewer than 10 employees, which means **building capacity is key** to helping them fulfill their missions.

Human Services, Education, Community Improvement, and the Arts are some of the most common sub-sectors in our region.

REGIONAL NONPROFIT BUDGETS

SOURCE: 2023 IRS 990, 990-EZ, and Business Master File records



"Part of my job is overseeing funding for life-sustaining treatment for people who've experienced an overdose. But we're only allocated a set amount of funding that doesn't change based on need, so if people lose Medicaid coverage, that puts more strain on our base funding.

*Thanks to Elevate NP, I've been able to navigate providing funding for essential services that could've been cut during that time. **Their workshops are so helpful for logistics and long-term planning to support sustainability and nonprofit money management, especially in a crisis.***

- **Breane Minardi**, Director of Clinical and Case Management Services, Westmoreland Drug and Alcohol Commission

Guided by Those We Serve

WHAT OUR REGION'S NONPROFITS NEED MOST

Elevate NP is guided by the expressed needs of our region's small to midsized nonprofits across all sectors regardless of mission who have similar challenges in common:

- Rapidly shifting demand for services, especially within our most vulnerable communities.
- Financial challenges as a result of funding changes and rising costs.
- Lack of specialized training in finances, fundraising, and HR.
- Building and measuring with accurate financial diagnostics.
- Exploring the possibilities of collaborations.
- More pressure on boards to navigate complex challenges and support executive leaders.

Growing Capacity for Good

ELEVATE NP'S PROGRAMMING YEAR IN REVIEW

Timely, relevant, and accessible: These are the principles that guide our services and fuel our outreach. Here's a snapshot of what each of our Navigation, Pathways, and Shared Financial Services offerings achieved in 2025-2026.

NAVIGATION

Navigation offers free, confidential assessment and referral to capacity building resources. Launched in March 2026, top areas of need in our 91 cases so far include fundraising skills, governance, financial threats, managing change, and HR.

THE BIGGEST REASONS AREA NONPROFITS SEEK CAPACITY BUILDING?



PATHWAYS

Scenario Planning Clinics

Elevate NP completed 6 clinics in partnership with Procopia and The Bridgespan Group.



Hosted in Fayette, Allegheny, Butler and Washington counties.

90
90 total participants

WHAT OUR ATTENDEES ARE SAYING!

"The information and resources were helpful. Very clear tools to takeaway for action steps after the clinic."

"[The clinic provided] dedicated time to think through difficult decisions. Connecting with other people was a lot of fun and will lead to more collaborations and resources in the future."

5+ additional clinics are planned through 2026, including new offerings expanding into Indiana and Beaver counties



Want to attend? Sign up for free at elevatenpswpa.org/knowledge/scenario-planning

"One of the things we've heard from a lot of organizations is that they're not ready to do long-term strategic plans — they're not sure that's the right fit right now. They're looking more at operational plans or scenario planning."

– **Jon Hoffmann**, Director of Elevate NP, quoted in *The Chronicle of Philanthropy*, January 2026



FUNDRAISING READINESS CLINICS

Elevate NP completed 3 cohorts for 74 participating organizations, in partnership with Community Equip'd.

74 organizations participated

NEXT STEP: A new hands-on Financial Readiness Clinic pilot focused on diagnostics, reconciliation, and restricted funds is being planned for later this year.

WHAT OUR ATTENDEES ARE SAYING!

Q: What was most helpful to you about this clinic?

A: Learning to create an elevator pitch, building a culture of fundraising, establishing realistic fundraising goals, website building, ways to present data and stories, and so much more!

SHARED FINANCIAL SERVICES

SFS has grown to provide a continuum of ongoing accounting and advisory supports to 13 active 501(c)(3) clients whose missions include:



Advocacy

Environmental

Economic Development

Arts

Human Services

Workforce Development

58 monthly close cycles completed

5 organization audits supported

WHAT'S NEXT? Steady growth as Elevate NP expands our reliable financial tracking, reporting, and strategizing processes to better scale our support for nonprofits who serve diverse missions and geographies.



"Nonprofits are being asked to do more than ever before while navigating increasing uncertainty. Elevate NP creates space for nonprofit leaders to step out of crisis mode and think both strategically and practically. They provide guidance, connections to peers, and resources that help organizations make better decisions. That kind of support doesn't just strengthen individual nonprofits—it strengthens the communities they serve."

– **Rosamaria Cristello**,
Founder & Executive
Director of Latino
Community Center and
Member of Elevate NP
Executive Committee



*"We were in a very transitional state when we reached out to Shared Financial Services. As an organization, we were pretty complicated: a nonprofit with two fiscal sponsors and three grants spread across different accounts, all managed by a single contracted employee. **SFS helped us grow and professionalize our operations, and honestly, it was incredibly painless for me as an exhausted founder and director.** They set up vital financial infrastructure that focused on financial transparency, detailed documentation, and fluid management of our books. Now our books are compiled, reviewed, balanced, and monitored, and our organization has a new partnership with SFS that will help with whatever comes next for our organization."*

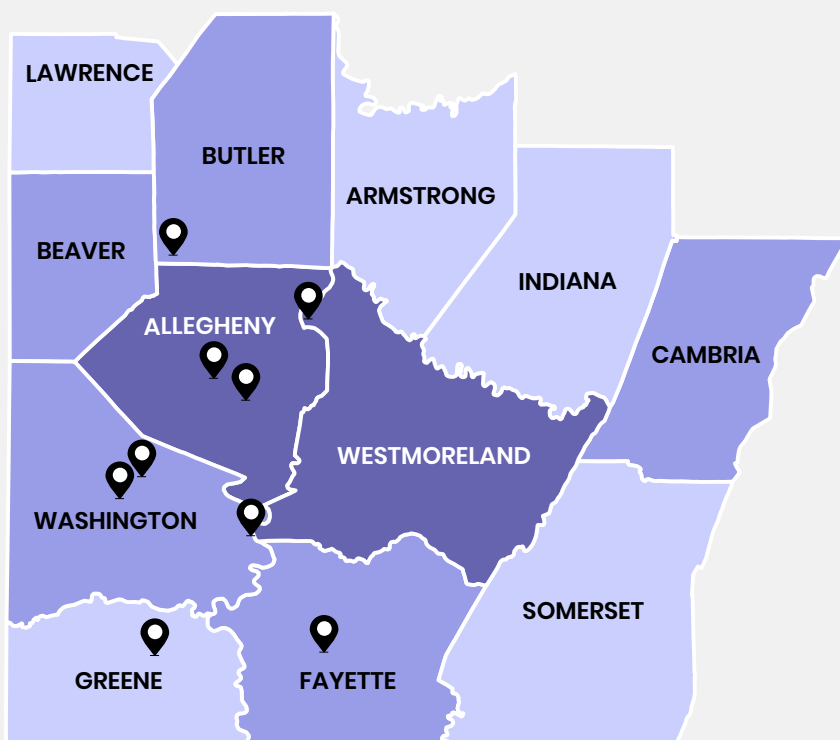
– **Anne Quinn**, Founder & Director of Mon Water Project

Showing Up for Southwestern Pennsylvania

Elevate NP is dedicated to strengthening the nonprofits that serve our entire region. From active Pittsburgh neighborhoods with growing demand for services to our many smaller communities and rural areas where such support is often limited, we believe that every local nonprofit deserves equitable access to this vital support regardless of which county they call home.

LOCATIONS WHERE ELEVATE NP HOSTED PROGRAMMING IN 2025-2026

Elevate NP serves nonprofits across 12 counties of Southwestern PA, focusing on organizations with budgets between \$100k and \$5M.



NUMBER OF NONPROFITS PER COUNTY

0-500 500-1000 1000+

ALLEGHENY:

CoLab18 at Allegheny Commons
Commonwealth Charter Academy Homestead

BUTLER:

Regional Learning Alliance in Cranberry

GREENE:

Virtual workshop with Waynesburg nonprofits

FAYETTE:

Community Foundation Fayette County in Uniontown

WASHINGTON:

Loft Conference Center in Canonsburg/Southpointe
Mon Valley CTC in Charleroi
PA Trolley Museum in Washington County

WESTMORELAND:

Knead Community Cafe in New Kensington

*"I really appreciate Elevate NP's focus on **making their programming more accessible for people who are far away from the city**. A lot of other programs require rural nonprofits to make the drive into Pittsburgh, which can add about 3 hours to an engagement for organizations like us."*

- **Lindsay Ketterer Gates**, Executive Director, Touchstone Center for Crafts



Participants and facilitators at a 2026 Elevate NP Fundraising Readiness Training workshop held at CoLab18 in Allegheny Commons

Our Evolution in 2025–2026

Elevate NP’s first full year of programming was a story of growth at every level, from the size of our staff and the reach of our network to the volume of content we offer and the scale of impact we’re helping nonprofits create across our region.



133+%

Online, Elevate NP’s impact extends beyond our in-person client services and programming. Our newsletter audience grew by **133+%** year-over-year, with more than 1,000 local nonprofit leaders receiving our email updates that help them serve their communities with confidence.



This year, we grew from **5 to 10 full-time employees** in response to rising demand for our programming and SFS services.



*“A nonprofit requires a tool box to keep it running. Over time, as the environment and goals change, you need new tools. **Elevate NP is where you shop for the new tools you need.**”*

– **Al Valentine**, President of 100 Black Men of Western PA

Growing through Partnerships

Elevate NP was first established as a series of fiscally sponsored projects, which enabled us to quickly begin making an impact for regional nonprofits who needed help fast. We're grateful to our three sponsors —

Grantmakers of Western PA, Nonprofit Partners at the Community Foundation for the Alleghenies, and New Sun Rising — for helping us get started.

We consider partnerships and collaborations as crucial to our vision of a more stable and interconnected local nonprofit ecosystem. That's why we're proud to invest in the efforts of other nonprofit capacity builders like PACE to enhance and expand how nonprofit organizations around the region find vetted, high-quality consulting partners. In our programming, we continue to work alongside partners who bring deep expertise on the topics, including The Bridgespan Group, Community Equip'd, Procopia, and Block & Associates in the past year.

As our work grows, we're committed to nonprofit equity and accessibility across the 12-county region. This includes connecting across all nonprofit demographics, working to build trust and establish authentic relationships, and engaging in outreach to organizations in underserved counties.

We're grateful beyond measure for the input and guidance from our executive committee, community and program advisors, fellow capacity builders, and the nonprofit leaders we work with every day. Your feedback and insight help us continually get better at supporting our region's nonprofits and the people they serve.

Grantmakers
OF WESTERN PENNSYLVANIA
excellence in philanthropy

NONPROFIT PARTNERS
A subsidiary of the Community Foundation for the Alleghenies

NEW SUN
RISING

PACE
BUILDING
CAPACITY
BUILDING
COMMUNITY
FOR OVER 50 YEARS

BLOCK
& ASSOCIATES

The Bridgespan Group

COMMUNITY
EQUIP'D

procopia



*"Elevate NP is all about increasing capacity. They recognized that our existing nonprofit consultant directory was ready to be amplified, and also that we needed to expand our own capacity in order to make our directory more robust and accessible. **So although we're a capacity builder ourselves, Elevate is increasing our ability to serve the region's nonprofit sector in an even bigger way.**"*



NUMBERS AT WORK

The Metrics of Meaningful Change

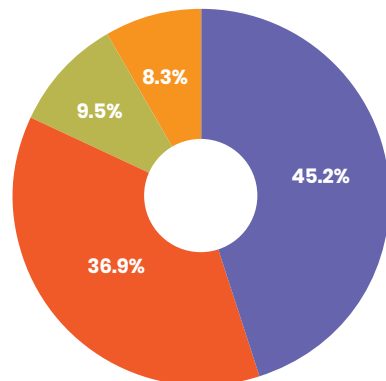
As we continue to enhance the ecosystem of capacity building resources available to nonprofits in Southwestern PA, data and feedback continue to guide our work.

For example, in November 2025, we organized a series of three-hour workshops about strategically navigating immediate and near-term challenges. When 53 small- and medium-size nonprofits registered, we realized demand for the program was so great that we scheduled additional sessions throughout 2026.

Resource accessibility and responsiveness to expressed needs are top priorities within Elevate NP. Based on feedback from nonprofit leaders in New Kensington, we changed the location and format of our fundraising readiness workshops to become even more accessible for smaller BIPOC-led organizations in that community.

2025–2026 Financial Summary

Function	Expense	Percentage
Personnel	\$830,812	45.2%
Program	\$678,372	36.9%
Operations	\$174,850	9.5%
Administration	\$152,119	8.3%
Total	\$1,836,153	100.0%



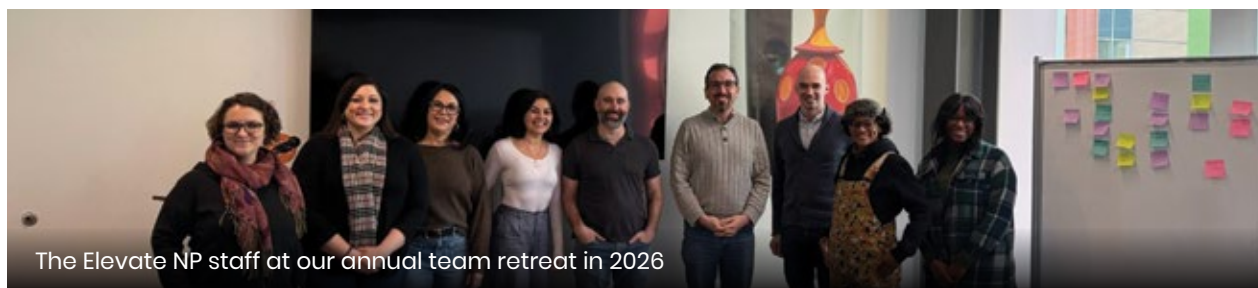
What Does Our Budget Include?

Personnel: Salaries, benefits, payroll taxes

Program: Partnerships, program consultants, stipends, meetings and events

Operations: Occupancy, supplies, equipment, technology, contracted services, travel

Administration: Fiscal sponsor fees, insurance



The People Who Make Our Work Possible

From our dedicated staff and future-focused funders to the expert guidance of our advisors and board, we at Elevate NP couldn't do what we do without you.

Elevate NP Staff

Jon Hoffmann, *Director of Navigation and Assessment*
 Stewart Urist, *Director of Shared Financial Services*
 Terri Harrell, *Finance Associate*
 Zainab Sheriff, *Finance Associate*
 Ever Capps, *Finance Manager*
 Scott Hughes, *Finance Manager*
 Cait Lee, *Navigation Program Manager*
 Shequaya Bailey, *Operations Manager*
 Julia Och, *Pathways Program Manager*
 Aurora Smith, *Shared CFO*

Executive Committee

Carmen Anderson, *The Heinz Endowments*
 Alicia Andrews, *Eden Hall Foundation*
 Kathy Buechel, *The Benter Foundation*
 Rosamaria Cristello, *Latino Community Center*
 Danielle Crumrine, *Tree Pittsburgh*
 Lauri Fink, *Hillman Family Foundations*
 Brian Gorman, *Summit Legal Aid*
 Dan Giovanelli, *Westmoreland Community Action*
 Joseph Hall, *Kelly Strayhorn Theater*
 Carey Harris, *Literacy Pittsburgh*
 McCrae Martino, *Community Foundation of Westmoreland County*
 Becky Mercatoris, *Allegheny County Department of Children's Initiatives*
 Laurel Randi, *McCune Foundation*
 Ellen Rossi, *EQT Foundation*

Community Advisors

Kelly Bender, *Mosaic Community Development Center*
 Amy Hart, *Center for Hearing & Deaf Services*
 Dennis Henderson, *Manchester Youth Development Center*
 Cynthia James, *YouthPlaces Incorporated*
 Laurie Barnett Levine, *Mental Health America of Southwestern PA*
 Tracie Liberatore, *Bradford House Historical Association*
 Markese Long, *Macedonia FACE*
 Benjamin Luczak, *Westmoreland Cultural Trust*
 James McNeel, *City Theatre*
 Ayisha Morgan-Lee, *Hill Dance Academy Theatre*
 Lydia Morin, *Community Advisor*
 Bridgette Perdue, *Alumni Theater Company*
 Christy Bean Rowing, *St. Clair Health*
 Robert Tedder, *Project Destiny, Inc.*
 Camila Rivera-Tinsley, *Women & Girls Foundation*
 Joey-Linn Ulrich, *Allegheny County Parks Foundation*
 Tanya Vokes, *Dress for Success Pittsburgh*

SFS Advisors

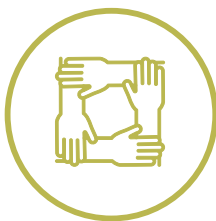
René Conrad, *New Hazlett Theater*
 Jeffrey Dorsey, *Union Project*
 Renee Durham, *Center for Life*
 Valerie Fleisher, *Riverlife*
 Christie Johnson, *Ignite*
 Michael M. Maraso, *Schneider Downs*
 Heather McElwee, *Pittsburgh Glass Center*
 Melanie Paglia, *Kelly Strayhorn Theater*
 Carrie Reighard, *Allies for Health + Wellbeing*

Special thanks to our Supporting Funders

The Benter Foundation
 Eden Hall Foundation
 The Grable Foundation
 The Heinz Endowments
 Hillman Family Foundations
 McCune Foundation
 McElhattan Foundation
 Staunton Farm Foundation

Our Work Continues

As we look ahead to 2027 and beyond, we're excited to expand our offerings, including:



Relaunched **thRive** cohort is now underway



New **Appeal Fundraising Clinic** to pilot on October 1st



Additional **Scenario Planning** workshops are being scheduled



New **Financial Readiness** pilot will launch in late 2026



Fundraising Readiness will be offered on a regular basis

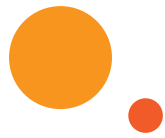
JOIN US IN STRENGTHENING OUR REGION'S NONPROFITS!

Does your organization work with local nonprofits? We're seeking partners with ideas for new content and specialized services, as well as location hosts for future programming throughout Southwestern Pennsylvania's 12-county region.

Are you a nonprofit leader looking to elevate your impact? Connect with us to discuss how we can help your organization, and register to receive our free newsletter about upcoming workshops, resources, and partnerships.

Visit elevatenpswpa.org/contact





elevatenpswpa.org

