



**NONPROFIT
NEW YORK**

A relentless,
collective
force for good.

FISCAL YEAR 2019 ANNUAL REPORT
**Strengthening and Uniting
New York's Nonprofits**

Message from Nonprofit New York

Dear partners,

As I write this message we are all operating in the midst of the COVID-19 pandemic. Most of us are working remotely; many of our programs and our revenue streams are adversely impacted; some of us are struggling to survive. At times like these we all reach to our communities for support and at Nonprofit New York we are your community working for you every day.

In January 2020 Sharon Stapel stepped down as president and executive director. During her 4 years with us, Sharon inspired our team and nonprofit leaders all over. She was a staunch champion of our nonprofit community. Melkis Alvarez-Baez stepped in as Acting President, using her 8+ years of experience at Nonprofit New York to provide stability for our team and to be a consistent face for our members, partners, and funders. Our Board of Directors has appointed Meg Barnette as president and CEO. Meg is General Counsel and Chief Compliance Officer at Planned Parenthood of Greater New York and she will join Nonprofit New York in June.

In this Annual Report I am proud to share with you a summary of our work and impact during Fiscal Year 2019 (October 1, 2018 to September 30, 2019). This year was the second year of our three year Strategic Plan. Thanks to the hard work of the incredible staff, we accomplished more than 95% of all strategic plan goals in Year 2. Nonprofit New York has diversified our staff, Board, and programming, revised our signature *Key Areas of Nonprofit Excellence*, and launched

our Declaration of Nonprofit Rights and policy platform. We created the City's only nonprofit management conference and increased our accessibility to members through an online custom platform, The Community. We formally launched our HelpLine, which provides tailored advice, referrals, and resources to members. Nonprofit New York won key victories on behalf of the sector. We also changed our name, and moved to the Ford Foundation Center for Social Justice. We got a lot done!

What we did also made an impact. Our thoughtfully curated training is designed to make your organization stronger; 92% of workshop attendees said that they learned something new that they intended to apply. Our Member Vendor Program improves your nonprofit's bottom line; we saved our members \$4M in FY19. Our on-demand HelpLine answered 329 questions for members about their day-to-day work and needs. You downloaded 349 meaningful resources to help you activate your full potential. You also accessed our Job Board 6,043 times to help build your team. Our advocacy solved big problems, including eliminating the state UBIT tax on commuter benefits, and stopping an unconstitutional donor disclosure law. Eighty-four percent of our members believe the benefits Nonprofit New York offers outweigh the cost of membership. Nonprofit New York members are better educated, better managed, and better informed about the issues most important to them.



2019 NEA Conference

We also reached more nonprofits. By offering select services to non-members, we expanded our reach to more than 2,763 nonprofits. We increased the number of nonprofit General Counsel on our Government Relations Council, and connected to local and state bar associations to increase our reach and impact. We reached more than 300 nonprofits and their leaders at our first annual Best Nonprofit Conference. More than 88% of our members renewed their membership. This tells us that what we are doing matters to you, and what matters to you is what drives our work.

We are proud of you, and the entire nonprofit community in New York and all that it achieves. In 2020 we continue to work with you to solve the world's biggest problems, advance the future of all communities, and transform the lives of countless people.

Sincerely,

Ian J. Benjamin
Board Chair, Nonprofit New York

Table of Contents

We Can Do More Good When We Do It Together	2
Nonprofit New York’s DEI Process So Far	4
2018 Nonprofit Excellence Awards	5
Government Relations Council	6
2019 Financial Statement	8
Grants & Contributions	9



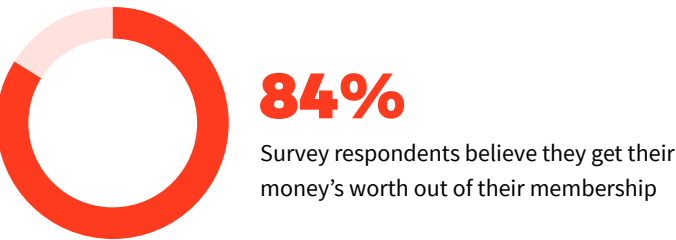
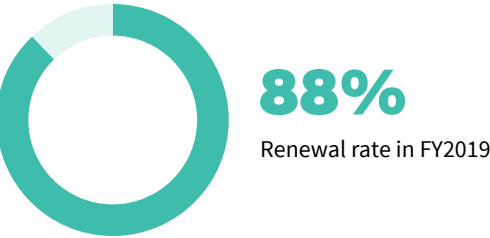
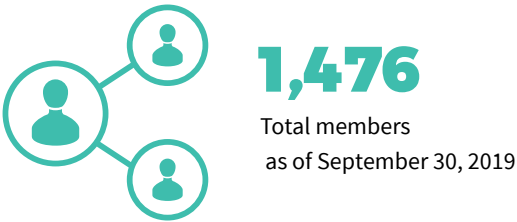
Nonprofit New York member: Henry Street Settlement

We can do more good when we do it together

At Nonprofit New York, our mission is to strengthen and unite New York’s nonprofits— relentlessly building a healthy, unified, and powerful nonprofit community. We believe that healthy nonprofits are better equipped to fulfill their mission. And healthy nonprofits united in solidarity are an unstoppable force for good.



2019 Best Nonprofit Conference



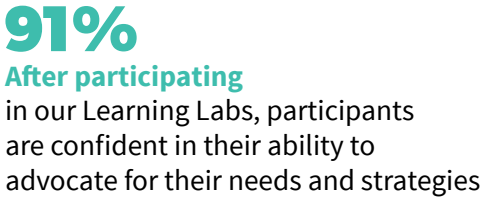
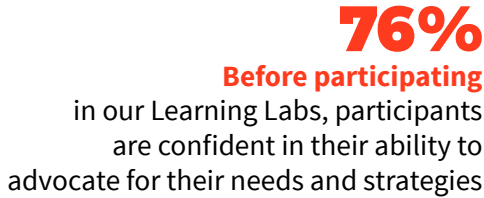
NONPROFIT MEMBERSHIP BY THE NUMBERS

County	Count
Bronx	70
Kings	147
Long Island	40
New York	833
Out-of-State	38
Queens	53
Staten Island	80
Westchester	48

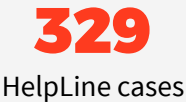
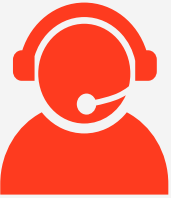
NTEE Subsector Category	Count
Arts & Culture	391
Education	222
Environment, Quality, Protection	50
Health, General Rehabilitative	81
Human Services (multi-purpose)	212
Civil Rights, Social Action & Advocacy	184
Philanthropy, Grantmaking	59
Other	110

Budget Range	Count
\$0 - \$124,999	391
\$125,000 - \$249,999	199
\$250,000 - \$499,999	173
\$500,000 - \$749,999	62
\$750,000 - \$999,999	45
\$1,000,000 - \$4,999,999	260
\$5,000,000 - \$9,999,999	71
Over \$10 million	108

Thoughtfully curated trainings make your organization stronger. You can leverage our in-person and online trainings addressing topics that matter to you: advocacy and policy, communications, fundraising, technology, and more.



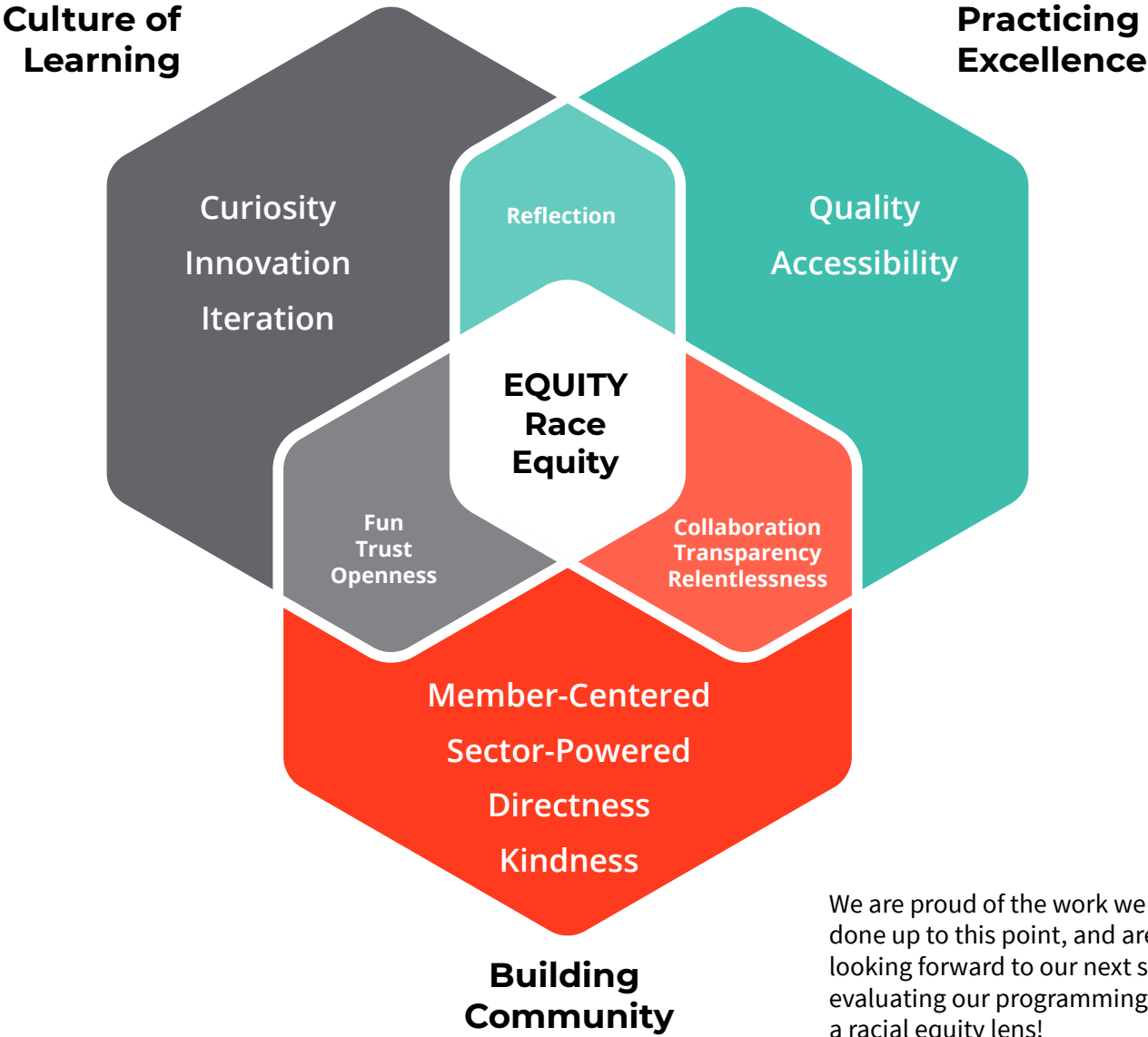
Our folks are a community of like-minded nonprofit leaders interested in solving big problems.



It's Not a Linear Process: Nonprofit New York's DEI Process So Far

Over the past year, the Nonprofit New York staff has engaged in an internal process of improving our practices and workplace culture in the areas of Diversity, Equity, and Inclusion (DEI). Starting in 2016, our full staff committed to a dedicated DEI process.

- By doing this work together, we've:
- Increased diversity at the staff and board levels.
 - Spent over 358 organizational hours exclusively dedicated to DEI and workplace culture.
 - Expanded programming and resources available on the topic of DEI.
 - Developed a [racial equity story](#) and established organizational values centered on race equity.



We are proud of the work we have done up to this point, and are looking forward to our next step: evaluating our programming with a racial equity lens!

Nonprofit Excellence Awards Program

Nonprofits that work tirelessly to implement innovative systems and management practices deserve to be recognized by their peers. Through the Nonprofit Excellence Awards and culminating *Best Nonprofit Conference*, Nonprofit New York shines a spotlight on exceptional nonprofits that stand out in our *Key Areas of Nonprofit Excellence*. The Awards are an opportunity for all of us to learn from - and aspire to - their best practices.

The 2018 Awards, which culminated in FY19, recognized Safe Horizon as the Overall Nonprofit Excellence Award winner. We recognized eight nonprofits won awards in the following *Key Areas*:

- The Osborne Association, in *Results and Impact*
- St. Nicks Alliance, in *Governance*
- Literacy Inc., in *Financial Management*
- Grand St. Settlement, in *Diversity, Equity, and Inclusion*
- Day One, in *Human Resources*
- Safe Horizon, in *Information Technology*
- Education Through Music, in *Communications*
- Center for Urban Pedagogy, in *Fundraising*

We held our inaugural Best Nonprofit Conference in December 2018 at the Faculty House at Columbia University. As the culminating event of the Nonprofit Excellence Awards, we expanded the format of this event from a half-day panel presentation to an all-day conference that incorporated concepts and strategies that enhance learning. The event was attended by nearly 250 people and featured panels and talks framed by the *Eight Key Areas of Nonprofit Excellence*. The conference highlighted the 2018 winners of the Awards to show how our *Key Areas* translate into best practice and provided attendees with tips, tools, and templates to help them to implement best nonprofit management practices.

100% of surveyed organizations said that applying to the Awards helped them identify management weaknesses/ areas for improvement

92% of surveyed organizations said that applying to the Awards helped them identify management strengths

98% of surveyed conference attendees report the intention to apply what they learned to make improvements to their management practices



2019 Annual Meeting of Members



2019 Best Nonprofit Conference

When we come together and unite as one, real change is possible.

Together we're building a movement to strengthen the entire nonprofit sector. We're engaging policy makers and influencers and advancing the tenets of the Declaration of Nonprofit Rights.

AN ACTIVE, RELIABLE, AND INFLUENTIAL NETWORK OF NONPROFITS

Nonprofit New York continued to coordinate our Government Relations Council, with over 50 members from law firms and counsel at nonprofit organizations. The GRC monitors legislation and compliance issues for nonprofits, and facilitates in-person conversations with government officials.

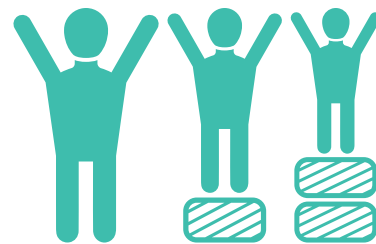
Nonprofit New York's Government Relations Council (GRC) convenes experts in nonprofit law to discuss developments in nonprofit law and regulation. The GRC meets with sector leaders from the Governor's Office, Attorney General's Charities Bureau, City Council, Department of Finance, and others, to discuss the

impact of public policy on the nonprofit sector. Through the GRC, Nonprofit New York publishes monthly updates about local and state laws and regulations that nonprofits must follow, but don't always know about.

In addition, in FY19 Nonprofit New York created a Policy Leadership Council of over 20 leaders from various sub-sectors. The Leadership Council held a series of roundtables to create Nonprofit New York's first public policy platform, based on our Declaration of Nonprofit Rights.

POLICIES, STRUCTURES, PRACTICES OR RESOURCES THAT POSITIVELY IMPACT THE NONPROFIT SECTOR IN NEW YORK CITY ARE CHANGED, IMPLEMENTED, OR PROTECTED.

In FY19 Nonprofit New York helped to win two major state-wide efforts that positively impact the sector. After a successful campaign to pass S8831/A11051 to prevent nonprofits from being taxed on commuter benefits, Governor Cuomo signed the bill in December, 2018. In April, Nonprofit New York helped to successfully prevent a proposal in the state budget that would have lowered the amount of spending nonprofits can do before they have to register as a lobbyist. The proposal would make the threshold go from \$5,000 to \$500, placing a significant administrative burden on grassroots organizations and discouraging organizations to engage in legislative advocacy.

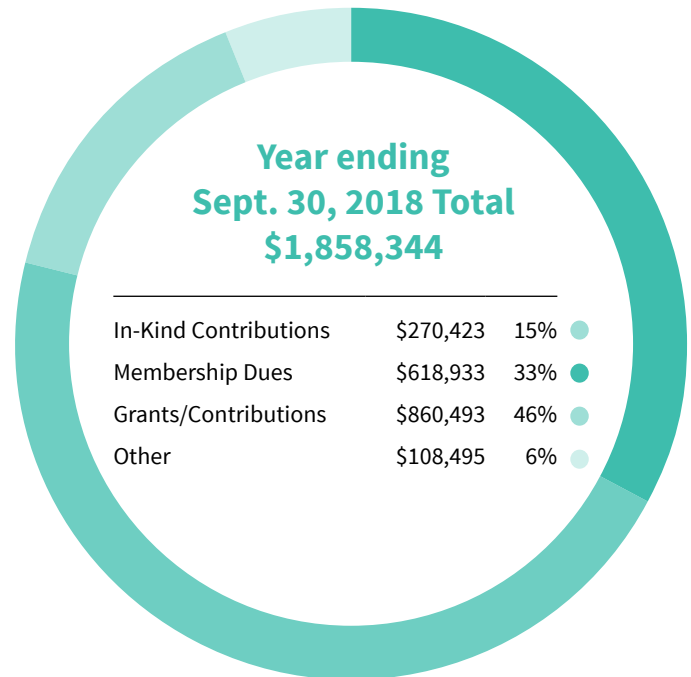
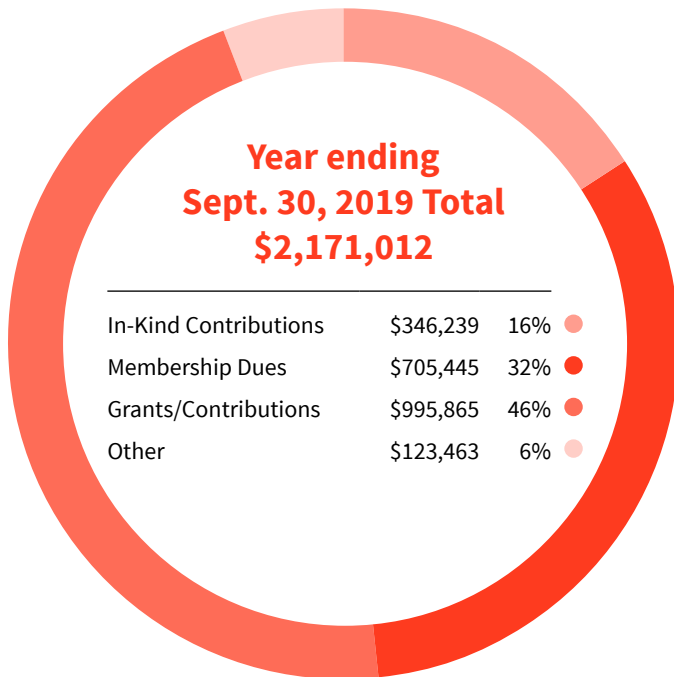


NONPROFIT NEW YORK MEMBERS - Henry Street Settlement and LiteracyINC



Financial Statement

REVENUE & OTHER SUPPORT



EXPENSES



CHANGE IN NET ASSETS

2019

Change in Net Assets	(\$226,016)
Net Assets, Beginning of Year	\$1,144,334
Net Assets, End of Year	\$918,318

2018

Change in Net Assets	(\$243,630)
Net Assets, Beginning of Year	\$1,387,964
Net Assets, End of Year	\$1,144,334

Grants & Contributions

Corporate & Foundation Grants

Altman Foundation
AmazonSmile Foundation
American Chai Trust
Andrew W. Mellon Foundation
Association for a Better New York (ABNY) Foundation
Bernard F. & Alva B. Gimbel Foundation
Carnegie Corporation of New York Foundation
Consolidated Edison Company of New York
Deutsche Bank Americas Foundation
Ford Foundation
JPMorgan Chase & Co.
New York Foundation
Rockefeller Brothers Fund
Spingold Foundation
Staples Business Advantage
The Charles A. Dana Foundation
The Clark Foundation
The Commonwealth Fund
The Hyde and Watson
The New York Community Trust
Wallace Foundation

Sustaining Philanthropic Members

Charles H. Revson Foundation
Fan Fox & Leslie R. Samuels Foundation
Ford Foundation
Greenwall Foundation
New York Foundation
New York Women's Foundation
Zankel Fund

Matching Gift Contributions

Google
JPMorgan Chase & Co.
LinkedIn
SalesForce Foundation

Donated Services

Brian Castro
Charlotte Li
Claire Loran
John Cortez
Kristin Ward Hatcher
Marya Belanger
Michael Nieman
Molly Leone
Phil Simondet
Programs in Social Enterprise in Executive
Education at Columbia Business School
RSM US LLP
Skody Scot & Company, CPAs
Stroock & Stroock & Lavan LLP
Venable LLP
Weav Studio
WNYC

Corporate Sponsors

2018 Best Nonprofit Conference

Amalgamated Bank
BankUnited
Bloomerang
Crystal & Company
Denham Wolf Real Estate Services
EisnerAmper
Fiscal Management Associates (FMA)
Fordham Center
for Nonprofit Leaders

JPMorgan Chase & Co.
Lamb Insurance Services
Mutual of America
Nationwide
Pinnacle Consulting
Stetwin Consulting
Tate & Tryon
Unemployment Services Trust (UST)
Your Part-Time Controller

2019 Annual Meeting of Members

Bank OZK
BankUnited
Citrin Cooperman
Denham Wolf Real Estate Services
Jitasa
Mazars USA LLP

Mutual of America
Paychex
Skody Scot & Company, CPAs
Staples Business Advantage
Tate & Tryon
Your Part-Time Controller

Contributions

Andrew Schaffer
Barbara Schatz
Bobby Tran
Cammie Erickson
Carolyn McLaughlin
Charlene Laniewski
Clayworks On Columbia, Inc.
Clifford Perlman
Devereux Swing
Diana Davenport
ECCRGroup, Inc.
Eileen Torres
Emily Smith
Folsom Street East
Gregory Cohen

HANAC (Hellenic American Neighborhood
Action Committee)
Heavenly Grace Ministries Inc
Ian J. Benjamin
James Greilsheimer
Jarret Lucas
Jessica Lee
Jo-Ann Yoo
John Craig
Judy Levine
Kamesh Moola
Karen Pearl
Mariko Tada
Michael Clark
Michelle Henry

Moses Silverman and Betty Robbins
Patricia Koza
Rich Souto
Robert Acton
Robert Vanni
Roland Lewis
Ronda Kotelchuck
Sabater Foundation
Sharon Stapel
Soul of the Peruvian Andes, Inc.
Tuhina De O'Connor
UERMMAC Alumni Foundation

Nonprofit New York's Board of Directors

Ian J. Benjamin (Chair)
Robert B. Acton (Vice Chair)
Karen Pearl (Secretary)
Charlene Laniewski (Treasurer)
Bobby Tran (At Large)

Diana Davenport
Cammie Erickson
Michelle Henry
Ronda Kotelchuck
Patricia J. Kozu
Roland Lewis
Jarrett Lucas
Carolyn McLaughlin
Kamesh Moola
Tuhina De O'Connor

Angela Sung Pinsky
Barbara Schatz
Emily Smith
Richard Souto
Sarah (BJ) Sung
Mariko Tada
Stephanie Thomas
Eileen Torres
Jo-Ann Yoo
(As of September 30, 2019)



Nonprofit New York's Staff

Melkis Alvarez-Baez
Chief Operations Officer

Matthew Cheng
Development Manager

Aaron Covarrubias
*Nonprofit Excellence Awards
Coordinator*

Tiloma Jayasinghe
Chief Programs Officer

Chai Jindasurat
Policy Director

Kelly McLain
Communications Manager

Alexa Salamé
Learning & Resources Manager

Taïna Sanon
Membership Manager

Sharon Stapel
President & Executive Director

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