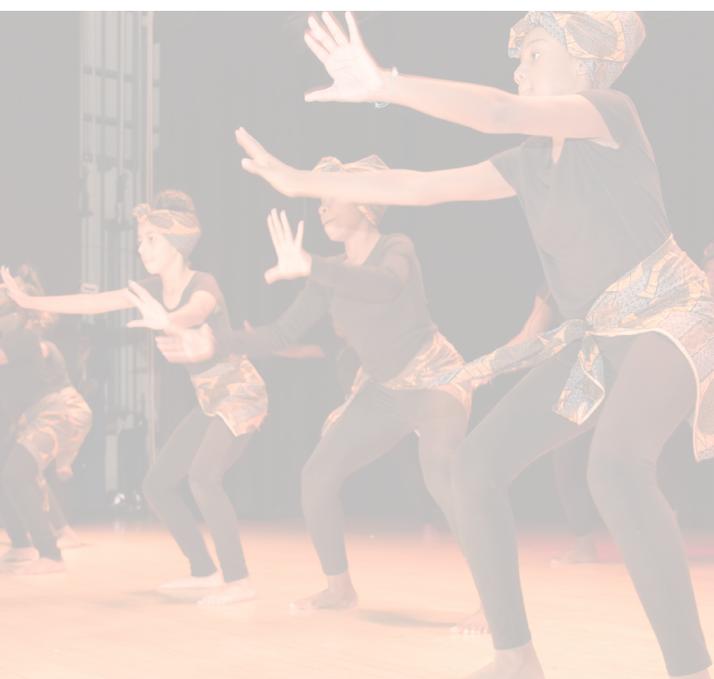




**BUILDING A POWERFUL  
NONPROFIT  
COMMUNITY  
IN NEW YORK**



**NPCC**  
NONPROFIT COORDINATING  
COMMITTEE OF NEW YORK

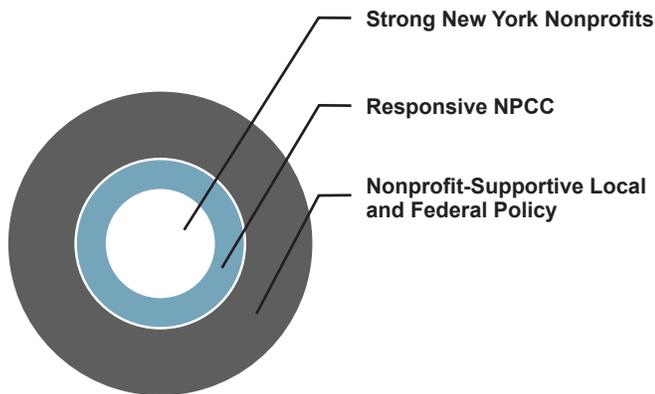


**2017  
ANNUAL REPORT**

# MESSAGE FROM NPCC

Dear partners,

2017 was an exciting year for the Nonprofit Coordinating Committee of New York. We set in motion an ambitious new strategic plan. The process of creating a strategic plan is enlightening, and throughout, we learned a great deal from one another and from our diverse 1,450 member organizations across the New York City area. Building on our successes over more than thirty years, our Strategic Plan 2018-2020 reflects an aligned and invigorated NPCC.



**Building Our Members** We believe that strong nonprofits can change the world, and so it is our mission to strengthen the capacity and resilience of our member organizations. We do our work so that nonprofits can do theirs more efficiently and effectively. Our activities over fiscal year 2017 reflect our steadfast commitment to providing our members with the skills, tools, information, and resources that they need to fulfill their important missions.

In 2017, we saved our members over \$5.3 million through our cost-savings programs and launched in-depth Learning Labs – all aimed at making our members stronger.

**Building NPCC** Each year, we strive to be more agile in meeting member needs, more innovative in our approach, and more efficient in leveraging resources. We are supported by an engaged board and by generous supporters that are integral to our success. Our programming is guided by the needs of

our robust nonprofit community and the individuals, families, and neighborhoods that they serve.

In 2017, we began to overhaul our technology to better engage our members, and our impact evaluation to better understand what is effective.

**Building a Movement** NPCC advocates on federal, state and local policy on behalf of the nonprofit sector in New York. By creating a unified platform for action for all of our members, we believe that we can bring about the powerful systemic change needed to ensure nonprofits can do their best work.

Together, in 2017, NPCC and our members called for action on issues such as nonprofit overtime, health insurance, and diversity in the workplace.

We are proud of the nonprofit community in New York and all that it achieves. We are also proud that the nonprofit community joins NPCC and stays with us: our renewal rate is over 91%. We are looking toward 2020 with a strengthened sense of purpose. But, a plan is only a plan. We will be focusing in 2018 on putting that plan into action – with you and for you.

Sincerely,

Ian J. Benjamin  
Board Chair, Nonprofit Coordinating Committee of New York

Sharon Stapel  
President, Nonprofit Coordinating Committee of New York

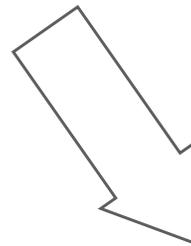
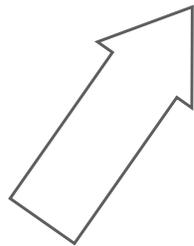
# WE BELIEVE

At NPCC, we believe that by building the strength of individual nonprofits and harnessing their collective agency, we can foster a thriving nonprofit community, abundant in thought, resources, and transformative power.

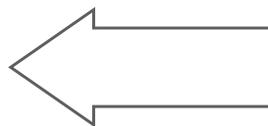
NPCC supports the growth of its individual nonprofit members through training, education, cost-savings, awards programming, and knowledge resources. As a result, our members are better positioned to achieve their missions. NPCC ensures that we have the capacity to sustain our work. As a result, NPCC

provides outstanding services to our members. NPCC convenes nonprofit leaders to undertake advocacy related to systemic and regulatory issues that affect the work of the nonprofit sector. As a result, New York nonprofits are engaged in building a movement to better serve their communities and constituents.

## BUILDING MEMBERS



## BUILDING MOVEMENTS



## BUILDING NPCC



# BUILDING OUR MEMBERS

NPCC members are the heart of our organization. They undertake work in areas such as Arts and Culture, Human Services, Youth, Education, and Health.

We know that in order to thrive, our nonprofit community needs resources and support. We provide these by:

**Saving Resources** Saving our members money through no or low-cost vendor services. We take the stress out of obtaining vendors to meet needs.

**Learning** Supporting the professional development of nonprofit staff through training and education.

**Knowledge Sharing** Providing a platform to access information, tools and resources to increase knowledge and capacity.

## Saving Resources

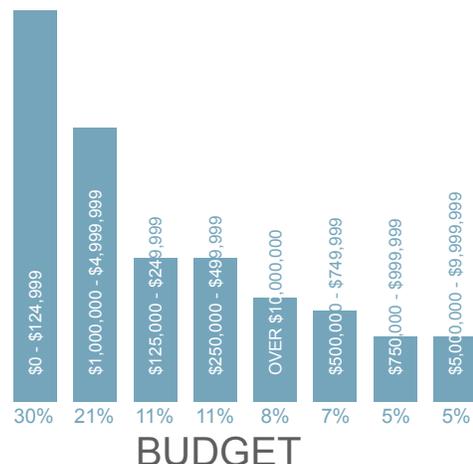
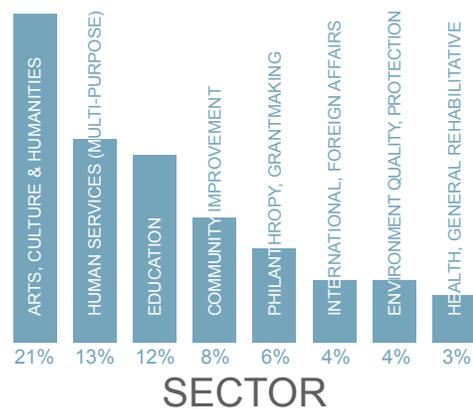
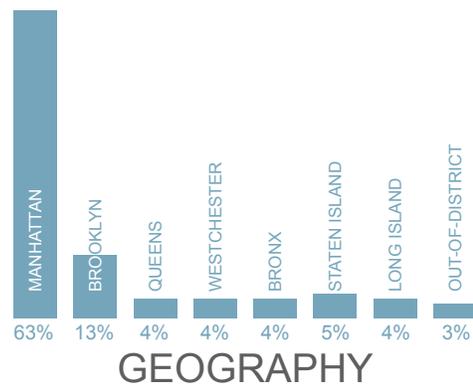
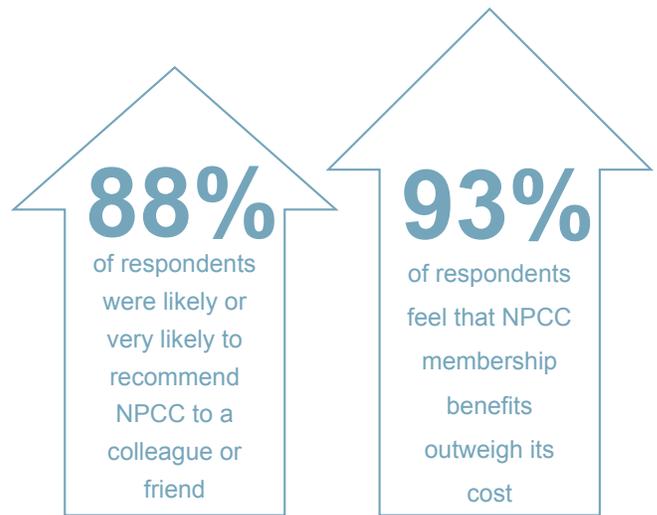
Highlighting our member building efforts in 2017, we launched our Member Vendor Program (MVP). Through the MVP, NPCC ensures that (1) we are offering a comprehensive, diversified selection of vendors, and that (2) we are obtaining the best service, value, and savings for our members. We also ensure that vendors understand the needs of nonprofits and provide highly personalized assistance to our members. In 2017, our members increased their savings by 25% by working with MVP vendors!

**\$5.3 MILLION SAVED**



## NPCC Listens To Our Members

In NPCC's 2017 member satisfaction survey, our members told us that they're happy with our work.



For a full list of NPCC members as of September 30, 2017, please visit [www.npccny.org](http://www.npccny.org).

# Learning

NPCC provides our members a one-stop shop for professional development and learning through our education and training program and the New York Community Trust Nonprofit Excellence Awards. NPCC's *Eight Key Areas of Nonprofit Excellence* help nonprofits improve their management practices and impact.

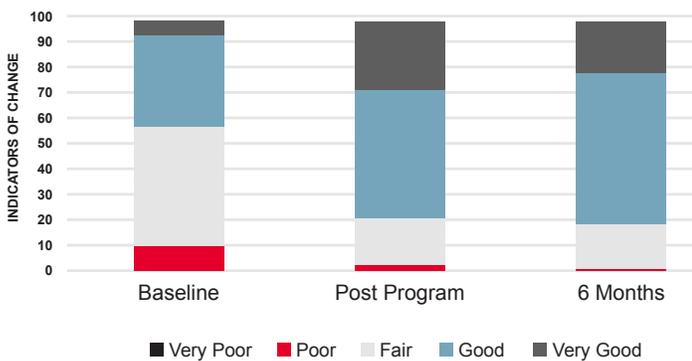
In 2017, NPCC launched our Learning Labs in Communications and Fundraising & Resource Development. These two training series each consisted of six module cohort-based sessions that provided a deeper dive into a specific *Key Area of Nonprofit Excellence*. Through these modules, NPCC provided concrete tools, strategies, and skills that benefited both nonprofit leaders and the organizations they serve.

# Education & Training Opportunities

In 2017, NPCC offered 48 educational opportunities. This education programming helps our members improve management practices in the short and long term.



**Fundraising & Resource Development Learning Lab: Ability Self-Assessment**



**84%**  
of program attendees say NPCC programs meet their learning objectives

**86%**  
of participants will use knowledge gained to improve organizations

One NPCC Learning Lab participant described that she is “already at work applying the lessons learned from the Fundraising & Resource Development series, which includes small tasks like updating the language on our thank you letters to larger projects like creating a fundraising dashboard to help us meet long-term development goals.”

## *Eight Key Areas of Nonprofit Excellence*

-  Overall management focus on results and impact
-  Governance structure moves the organization forward
-  Financial management is strong, transparent, and accountable
-  Organization is diverse, equitable, and inclusive

-  Human resources are valued and developed
-  Use of information technology (IT) systems improves efficiency and advances mission
-  Communications are strategic, effective, and build brand
-  Fundraising and resource development are strategic, donor-centered, and effective

# NONPROFIT EXCELLENCE AWARDS 10<sup>TH</sup> ANNIVERSARY YEAR

Every year, NPCC recognizes the best-managed nonprofits in New York through our Nonprofit Excellence Awards. In 2016, Jewish Board and Children's Services was awarded the Gold Prize for Overall Management Excellence, Neighbors Link was awarded the Silver Prize for Management Excellence, and Per Scholas was awarded the Bronze Prize for Management Excellence. These organizations exemplify innovative nonprofit practices in the Eight Key Areas of Nonprofit Excellence. Over 350 nonprofit professionals, funders, consultants, and corporate partners attended the Best Practices Workshop and Awards presentation.

The power and impact of the Awards lie not in the prize, but in the process. Through the Awards application process, nonprofit applicants receive a comprehensive review of their management practices from experts and leaders in the field.



The Awards help to change day-to-day management practices. Nearly 75% of 2016's applicants report having made changes to their practices based on their

participation in the Awards program and 81% indicated that participation in the Awards program helped them identify areas for improvement.

The 2016 Nonprofit Excellence Awards was managed by NPCC in collaboration with The New York Community Trust, Philanthropy New York, and The Clark Foundation. WNYC was the media sponsor. Additional financial and in-kind support was provided by the Ford Foundation, JPMorgan Chase & Co., RSM US LLP, and Columbia Business School Executive Education Programs in Social Enterprise.



# BUILDING NPCC



To more effectively and efficiently serve our members, NPCC strengthened our internal systems and processes during 2017.

## Monitoring and Evaluation

In 2017, NPCC developed a framework to guide our monitoring and evaluation efforts. Outlining specific, measurable, achievable, relevant, and

## Knowledge Sharing

NPCC continues to deepen its capacity to provide information, tools, templates, and reports to its members to help them meet their goals. Aligning all of our knowledge resources with our *Eight Key Areas of Nonprofit Excellence*, we focus on regular stocktaking of existing resources and creation of new resources to fill gaps.

In 2017, NPCC created several new knowledge tools and templates, including a Salary Survey and an Information Technology Checklist.

time-bound - SMART- goals for each of its three main areas, NPCC is communicating a shared vision for its efforts. Some of these metrics and changes are referenced in this report.

## Technology

NPCC also made great strides in streamlining our programs through technology. NPCC has continued to improve our website, while also planning significant technology changes in Salesforce, Eventbrite, and other platforms that make it easier – and more efficient – for our communities to communicate with us.

## Communications

In 2017, NPCC placed a greater emphasis on communications with our members. We want to make sure that our members are aware of important resources, information, and tools that we provide so that they can make informed decisions, more clearly understand the external environment in which they are operating, and better reach their goals. In 2017, we saw significant increases across all of our communications metrics – including a 38% increase in website views – meaning that more of you are coming to us, using our online resources, joining our social media efforts, and returning to us for further information.



# BUILDING A MOVEMENT

Building upon our activist origins, NPCC continues to elevate the voices of New York nonprofits.

**We advocate** on behalf of our members for policies and procedures that support nonprofit work in and around New York.

**We inform** NPCC members of policy processes and ensure that they are aware of and understand the implications of policy changes.

**We convene** NPCC members to help New York nonprofits act as a community.

## NPCC remained active on both federal and local levels during Fiscal Year 2017

On the **federal** level, NPCC has taken a strong stand against proposals to repeal the Johnson Amendment. The Johnson Amendment, originally passed by Congress in 1954, prohibits nonprofit organizations from engaging in partisan activities such as supporting political candidates, ensuring nonprofits remain nonpartisan, community-focused organizations. **NPCC issued a strong statement to Congressional leaders and has engaged with our members in actions to tell Congress not to repeal the Johnson Amendment.**

On the **local** level, NPCC co-led the Agency Advance SubCommittee of the Nonprofit Resiliency Committee (launched by NYC Mayor Bill DiBlasio in September 2016) and **successfully implemented a campaign goal of agency-wide advances of 25% for all city contracts with human services nonprofits.**

## NPCC Protects Nonprofits from Overdisclosure

In 2017, NPCC and the Lawyers Alliance for New York filed a lawsuit against the New York State Attorney General's office challenging a law that – we believe – unconstitutionally requires disclosure of donors to nonprofits. The Governor, through the state legislature, passed a law that would require charitable nonprofits to disclose their donors just because they work with certain advocacy groups – even when that work has nothing to do with lobbying. Nonprofits must be transparent and accountable, but this law is a solution in search of a problem. NPCC filed this lawsuit because the law is too broad, will not encourage the transparency it seeks, and is bad for the nonprofit sector. **While a final decision is still pending, NPCC obtained an interim agreement protecting NPCC members from the mandatory disclosure of donor information.**



**Sharon Stapel, NPCC** @npccny\_prez • 27 Mar 2017

#Nonprofits - we cannot have partisan politics in our work. Sign the letter opposing the #JohnsonAmendment repeal. <http://bit.ly/2ldOuEK>



## Government Relations Council

The Government Relations Council of NPCC is composed of nonprofit law experts who analyze, and help shape laws and policies governing the nonprofit sector at the city, state and federal levels. In 2016, the GRC continued to be a staunch advocate on behalf of a fair, reasonable regulatory environment, by providing feedback and clarification on the 2016 amendment to the Nonprofit Revitalization Act, which went into effect on May 26, 2017. The Council also invites key policymakers and policy enforcers to its meetings in order to provide strong thought partnership opportunities. In the past fiscal year, it hosted Fran Barrett, the Governor's Interagency Coordinator for Not-for-Profit Services, as well as Jim Sheehan, Chief, and Karin Kunstler Goldman, Section Chief, of the Attorney General's Charities Bureau to discuss issues of interest to the New York nonprofit community at state and city levels.

# GRANTS & CONTRIBUTIONS

## Corporate & Foundation Grants

Altman Foundation  
Andrew W. Mellon Foundation  
Bernard F. & Alva B. Gimbel Foundation  
Booth Ferris Foundation  
Clark Foundation  
The Commonwealth Fund  
The Dana Foundation  
Fidelity Charitable Trustees' Initiative  
Fund for the City of New York  
JPMorgan Chase & Co.  
The New York Community Trust  
Staples Business Advantage  
Wallace Foundation

## Government Support

NYC Service

## Sustaining Grantmaker Members

Carnegie Corporation of New York  
Charles H. Revson Foundation  
Fan Fox & Leslie R. Samuels Foundation  
Greenwall Foundation  
Josiah Macy, Jr. Foundation  
Mertz Gilmore Foundation  
Milbank Memorial Fund  
New York Foundation  
Pinkerton Foundation  
Rockefeller Brothers Fund  
Zankel Fund Foundation

## Sustaining Corporate Members

Empire BlueCross BlueShield  
IBM  
JPMorgan Chase & Co.  
Mutual of America  
Paychex

## Donated Services

Denise Chiao  
Google  
IBM  
National Institute for Reproductive Health & Action Fund  
Orrick, Herrington & Sutcliffe  
Philanthropy New York  
Programs in Social Enterprise in Executive Education at Columbia Business School  
RSM US LLP  
Stroock & Stroock & Lavan LLP  
WNYC (New York Public Radio)

## Corporate Sponsors

### 2016 Nonprofit Excellence

#### Awards Sponsors

Arienne Orozco  
BankUnited  
Board Coach  
BRC  
Crystal & Co.  
Denham Wolf Real Estate Services  
EisnerAmper LLP  
Empire BlueCross BlueShield  
Empower Retirement  
Fiscal Management Associates (FMA)  
Grassi & Co  
Kiwi Partners  
Leake+Watts  
Nationwide  
PNP Staffing Group  
Skody Scot & Company, CPA  
Stetwin Consulting  
Unemployment Services Trust (UST)  
WholeWhale  
Your Part-Time Controller

### 2017 Annual Meeting

#### Sponsorship

BankUnited  
CBIZ Benefits & Insurance Services  
Denham Wolf Real Estate Services  
Empire BlueCross BlueShield  
Empower Retirement  
FMA  
Fortis Lux  
Jitasa  
Nationwide  
Paycor  
Pentegra  
PNP Staffing Group  
RoundTable Technology  
Staples Business Advantage  
Unemployment Services Trust  
Your Part-Time Controller

### NPCC Workshop: Managing Financial and Legal Risk

Crystal & Co.  
Skody Scot & Company, CPAs

### Matching Gift Contributions

The Commonwealth Fund  
Ford Foundation  
Leon Levy Foundation  
Salesforce

## Contributions

### \$1000 & Above

Antoinette La Belle  
Barbara Schatz  
Charlene Laniewski  
Diana Davenport and John Bernstein  
Ian Benjamin  
Jonathan Small  
Joyce Bove  
Larry Lee  
Michael Clark  
Michael Seltzer and Ralph Tachuk  
Peter Swords  
Robert Acton  
Robert Vanni  
Sharon Stapel

### \$500 to 999

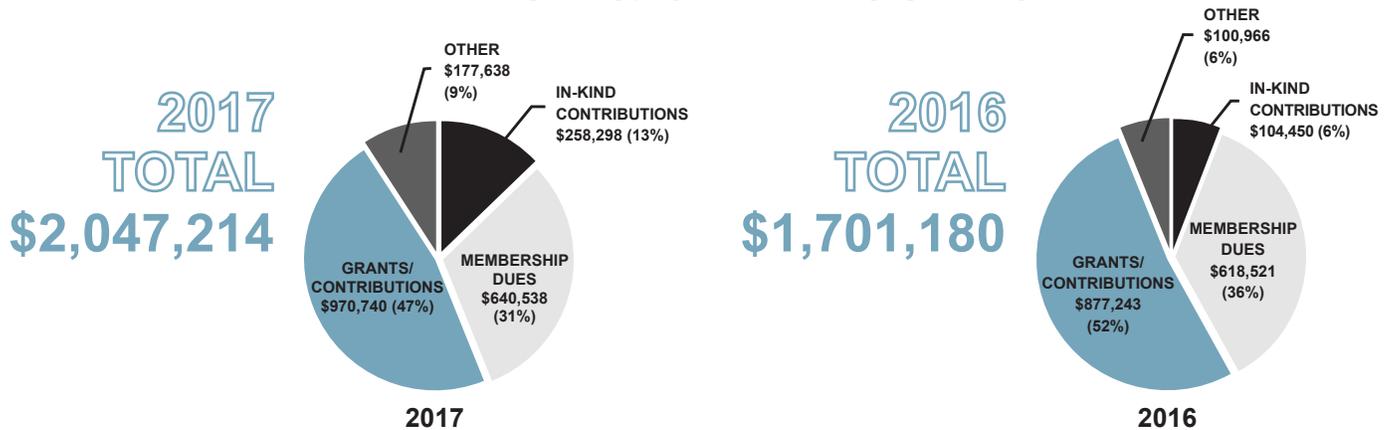
Eileen Torres  
J.D. Moschitto & Associates, Inc.  
Karen Pearl  
Leslie Goldman  
Rich Souto  
Richard Burns  
Ronda Kotelchuck  
Sandip Dhara  
Tuhina De O'Connor  
Victoria Bailey

### Other

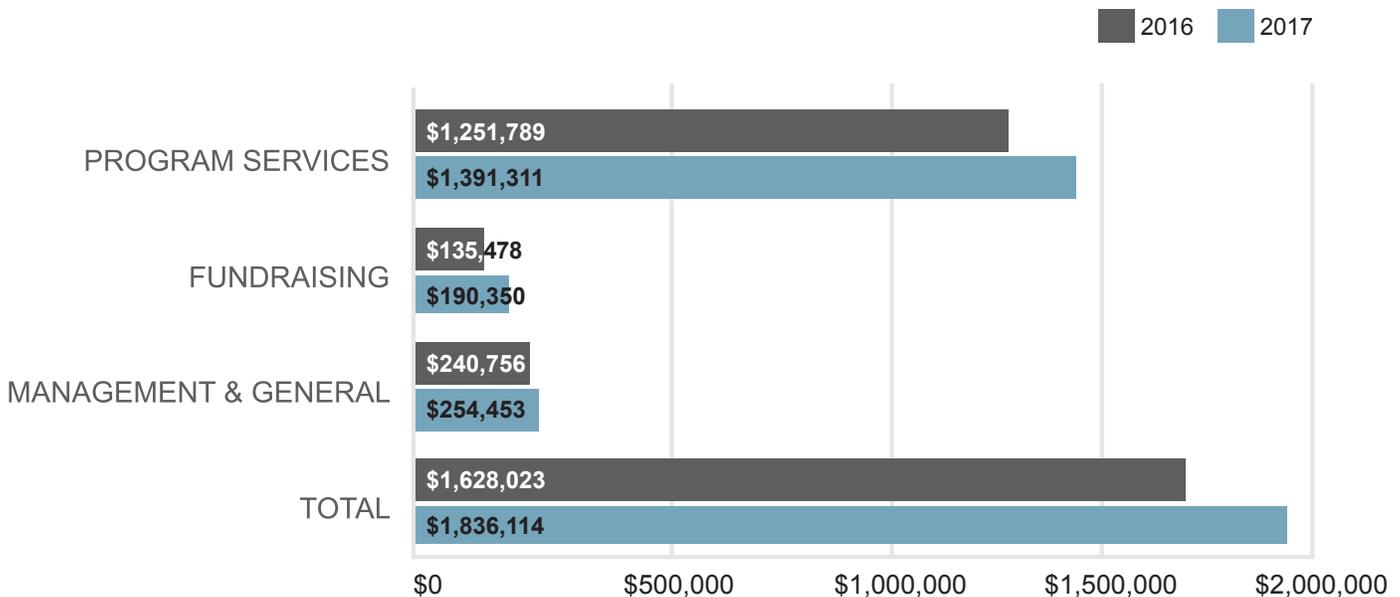
AmazonSmile Foundation  
Anne Townsend  
Betty Robbins  
Sarah (BJ) Sung  
Blake Bradford  
Carolyn McLaughlin  
Devereux Swing  
Ewenstein Young & Roth LLP  
Gregory Cohen  
Greg Parker  
James Greilsheimer  
Jessica Lee  
JoAnn Smith  
Jo-Ann Yoo  
John Craig  
Judy Levine  
Merble Reagon  
Michael Baker  
Muzzy Rosenblatt  
NYCharities.org  
Organization of Black Maritime College Graduates  
Patricia Kozu  
Perlman & Perlman LLP  
Robert Watts  
Roland Lewis  
Sabater Foundation  
Sheila Lewandowski  
Sr Helen Travis HDFC  
Stephanie Thomas  
Soul of the Peruvian Andes, Inc.  
The Blackness in Manhood Inc.  
UERMMM Alumni Foundation  
Workmen's Circle/ Arbeter Ring

# FINANCIALS 2017

## REVENUE & OTHER SUPPORT



## EXPENSES



## CHANGE TO NET ASSETS

	2017	2016
CHANGE TO NET ASSETS	\$211,100	\$73,157
NET ASSETS, BEGINNING OF YEAR	\$1,176,864	\$1,103,707
NET ASSETS, END OF YEAR	\$1,387,964	\$1,176,864

# MVP Vendors

401K SAFE	FMA Institute	ReadyTalk	TDF
Coeus Global	Jitasa	RoundTable Technology	TransitChek
Crain's	Nationwide	Stanford Social	TriNet
Crystal & Company	Pentegra	Innovation Review	Unemployment Services
Empower	Paychex	Staples	Trust (UST)

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# NPCC Board of Directors

Ian J. Benjamin, <i>Chair</i> RSM US LLP	Leslie Goldman New York Academy of Medicine (retired)	Tuhina De O'Connor Palliative Care; Faces of Giving
Robert Acton, <i>Vice Chair</i> Cause Strategy Partners	Ronda Kotelchuck Primary Care Development Corporation (retired)	Karen Pearl God's Love We Deliver
Charlene Laniewski, <i>Treasurer</i> KPMG LLP	Patricia J. Koza The Century Foundation	Barbara Schatz Columbia Law School
Merble Reagon, <i>Secretary</i> Women's Center for Education & Career Advancement	Antoinette La Belle Growth Philanthropy Network/ Social Impact Exchange	Emily Smith Richard Souto LeAp
Victoria Bailey Theatre Development Fund	Larry Lee New York Asian Women's Center	Sarah (BJ) Sung ConEd
Joyce M. Bove The New York Community Trust (retired)	Sheila Lewandowski The Chocolate Factory Theater	Stephanie Thomas Stetwin Consulting
Richard Burns, Esq. Johnson Family Foundation	Roland Lewis Waterfront Alliance	Eileen Torres BronxWorks
Gregory Cohen Cause Effective	Carolyn McLaughlin BronxWorks (retired)	Bobby Watts* Care for the Homeless
Diana Davenport The Commonwealth Fund		Jo-Ann Yoo Asian American Federation

*\*Board participation concluded in Spring 2017*

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# NPCC Staff

**As of September 30, 2017**

Sharon Stapel, *President*  
Melkis Alvarez-Baez, *Deputy Director*  
Tiloma Jayasinghe, *Policy Strategist*  
Matthew Cheng, *Development Coordinator*  
Constance Ferber, *Knowledge Manager*  
Kristen Jones, *Membership Manager*  
Heysha Nameri, *Communications Coordinator*  
Alexa Salamé, *Executive and Board Coordinator*  
Joseph Taylor, *Programs Manager*

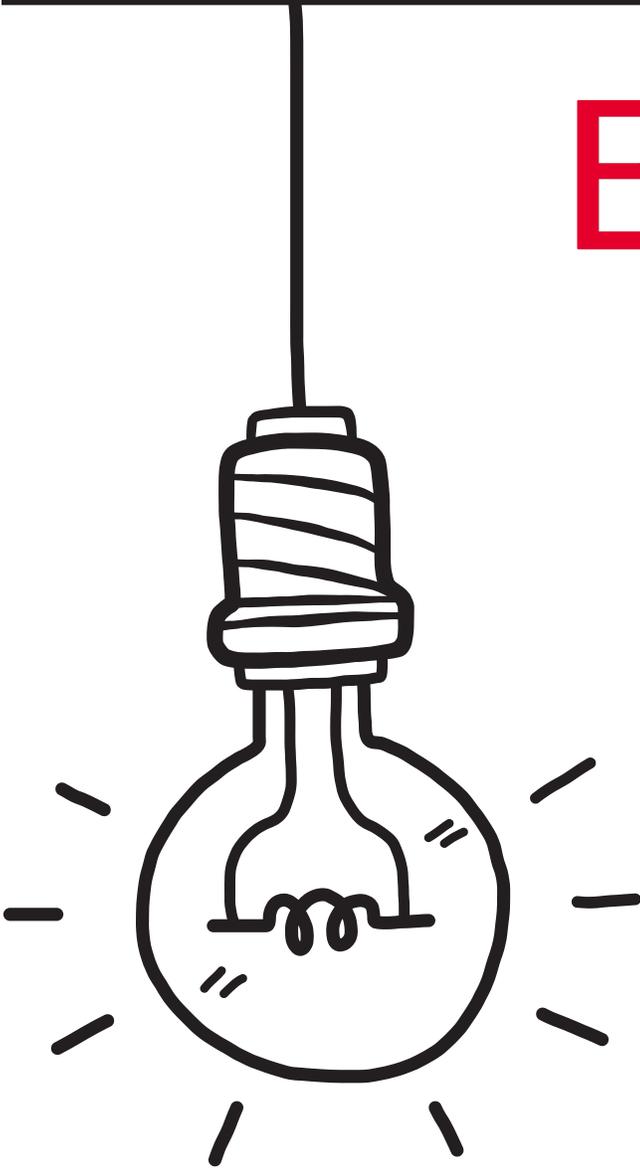
# BUILD: 2018

NPCC is committed to helping to build and strengthen the foundation and the future of the nonprofit community of NYC. Together with our members, we look forward to building (1) well managed, diverse, inclusive and equitable individual nonprofits and (2) a movement that is centered on community, shared vision, and partnership.

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**BUILD** Members  
Movements  
**TOGETHER**

Have a question or feedback?  
Let's chat! (212) 502-4191 or [info@npccny.org](mailto:info@npccny.org)



135 W 36th Street, 15th Floor, New York, NY 10018 | [www.npccny.org](http://www.npccny.org)

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Annual Report Writer: Nora Zenczak-Skerrett ([www.writernora.com](http://www.writernora.com))  
Graphic Designer: Anikha D. Riddick ([www.neikala.com](http://www.neikala.com))