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.

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
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Nonprofit New York member: Henry Street Settlement
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.

We can do more good when we do it together

2,763	Organizations served in FY2019

1,476	Total members as of September 30, 2019

$4 million	Saved using our savings program

88% Renewal rate in FY2019

84% Survey respondents believe they get their money’s worth out of their membership

NONPROFIT MEMBERSHIP BY THE NUMBERS

<table>
<thead>
<tr>
<th>County</th>
<th>Count</th>
</tr>
</thead>
<tbody>
<tr>
<td>Bronx</td>
<td>70</td>
</tr>
<tr>
<td>Kings</td>
<td>147</td>
</tr>
<tr>
<td>Long Island</td>
<td>40</td>
</tr>
<tr>
<td>New York</td>
<td>833</td>
</tr>
<tr>
<td>Out-of-State</td>
<td>38</td>
</tr>
<tr>
<td>Queens</td>
<td>53</td>
</tr>
<tr>
<td>Staten Island</td>
<td>80</td>
</tr>
<tr>
<td>Westchester</td>
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NTEE Subsector Category	Count

<table>
<thead>
<tr>
<th>Category</th>
<th>Count</th>
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</thead>
<tbody>
<tr>
<td>Arts &amp; Culture</td>
<td>391</td>
</tr>
<tr>
<td>Education</td>
<td>222</td>
</tr>
<tr>
<td>Environment, Quality, Protection</td>
<td>50</td>
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<tr>
<td>Health, General Rehabilitative</td>
<td>81</td>
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<tr>
<td>Human Services (multi-purpose)</td>
<td>212</td>
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<tr>
<td>Civil Rights, Social Action &amp; Advocacy</td>
<td>184</td>
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<tr>
<td>Philanthropy, Grantmaking</td>
<td>59</td>
</tr>
<tr>
<td>Other</td>
<td>110</td>
</tr>
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</table>

Budget Range	Count

<table>
<thead>
<tr>
<th>Range</th>
<th>Count</th>
</tr>
</thead>
<tbody>
<tr>
<td>$0 - $124,999</td>
<td>391</td>
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<tr>
<td>$125,000 - $249,999</td>
<td>199</td>
</tr>
<tr>
<td>$250,000 - $499,999</td>
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<tr>
<td>$500,000 - $749,999</td>
<td>62</td>
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<td>$750,000 - $999,999</td>
<td>45</td>
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<tr>
<td>$1,000,000 - $4,999,999</td>
<td>260</td>
</tr>
<tr>
<td>$5,000,000 - $9,999,999</td>
<td>71</td>
</tr>
<tr>
<td>Over $10 million</td>
<td>108</td>
</tr>
</tbody>
</table>

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.

2019 Best Nonprofit Conference

92% Workshop attendees say yes they learned something new they intended to apply to their work

46 Workshops, forums, and webinars were offered

1,139 Training attendees

91% After participating in our Learning Labs, participants are confident in their ability to advocate for their needs and strategies

Before participating in our Learning Labs, participants are confident in their ability to advocate for their needs and strategies

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

329 HelpLine cases

349 Resources downloaded

41 Consultants in the Referral Center
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
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 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 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.

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 members - Henry Street Settlement and LiteracyINC
Financial Statement

REVENUE & OTHER SUPPORT

Year ending Sept. 30, 2019 Total $2,171,012

- In-Kind Contributions $346,239 16%
- Membership Dues $705,445 32%
- Grants/Contributions $995,865 46%
- Other $123,463 6%

Year ending Sept. 30, 2018 Total $1,858,344

- In-Kind Contributions $270,423 15%
- Membership Dues $618,933 33%
- Grants/Contributions $860,493 46%
- Other $108,495 6%

EXPENSES

Program Services
- 2019 $1,627,602
- 2018 $1,497,147

Fundraising
- 2019 $160,418
- 2018 $158,928

Management & General
- 2019 $476,462
- 2018 $445,899

Total
- 2019 $2,264,482
- 2018 $2,101,974

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 Loram  
John Cortez  
Kristin Ward Hatcher  
Marya Belanger  
Michael Nieman  
Molly Leone  
Phil Simonet  
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

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**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

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  
ECCGroup, 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 Kozu  
Rich Souto  
Robert Acton  
Robert Vanni  
Roland Lewis  
Ronda Kotchuck  
Sabater Foundation  
Sharon Stapel  
Soul of the Peruvian Andes, Inc.  
Tuhina De O’Connor  
UERMMMC Alumni Foundation
Nonprofit New York’s Board of Directors

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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

NONPROFIT NEW YORK  
A relentless, collective force for good.

320 East 43rd Street, 3rd Floor  
New York, NY 10017  
(212) 502-4191  
www.nonprofitnewyork.org