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NONPROFIT

Coordinating Committee of New York

Annual Report

October 1, 2009 - September 30, 2010

Nonprofit Coordinating Committee of New York

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BACKGROUND

The Nonprofit Coordinating Committee of New York (NPCC) serves as the umbrella membership and service organization for nearly 1,600 nonprofits in New York City, Long Island and Westchester, including the full range of charitable organizations defined by section 501(c)(3) of the Internal Revenue Code.

NPCC is the leading information source and voice for nonprofits in the New York City area on sector-wide issues, as well as a provider of support services and cost-saving programs for our members. NPCC serves nonprofit organizations in three basic ways:

- **We inform and guide** nonprofit leaders through our monthly newsletter, *New York Nonprofits*, more than 50 free workshops a year, a high traffic website (www.npccny.org) including special sections for members only, timely responses to email and telephone inquiries, and topical publications on key nonprofit management and governance issues;
- **We strengthen** all nonprofits by working to assure positive relations with government through a highly effective Government Relations Committee, by promoting good governance, accountability and effectiveness by nonprofits themselves, and by bringing nonprofit leaders together around common concerns;
- **We save** nonprofit members money through group buying programs for organizational basics such as directors' and officers' liability insurance, office supplies, nonprofit publications, a retirement plan, payroll services, IT support and other administrative needs.

PROGRAM ACTIVITIES

Fiscal Year 2010 (October 1, 2009—September 30, 2010)

A sharp downturn in the nation's and region's economy beginning in 2008 has created challenges for nonprofits who see resources shrinking in the face of rising demands for their services. NPCC's own challenges include sustaining successful core programs, developing new initiatives to help members and other nonprofits meet growing challenges, responding to growing demand for information and guidance, and sustaining membership growth.

NPCC continued to implement key initiatives in Fiscal Year 2010 (October 1, 2009—September 30, 2010). We conducted the fourth annual New York Times Company Nonprofit Excellence Awards, continued a growing volume of nonprofit-government

NPCC's Nonprofit and Grantmaking Organization Members as of September 30, 2010

For a current list, visit: www.npccny.org/memberlist.htm

0-9

100 Women in Hedge Funds Foundation * 16th Street Synagogue * 18 Mai Committee * 47th Street Business Improvement District * 82nd Street Business Improvement District

A

Aaron Davis Hall, Inc./Harlem Stage * ABFEAJ * A Better Balance * A Better Chance * A Better World Fund * Academy for Cultural Enrichment/ Merkaz Bnos * Academy for Jewish Religion * Accelerated Childhood Education * Accreditation Council for Psychoanalytic Education * Ace Mentor Program of Greater New York * ACMP Associated Chamber Music Players * Action Without Borders/ Idealist.org * Actors Fund of America * Adaptive Design Association * Adolph & Esther Gottlieb Foundation * Adventure Center: Journeys of Wonder * Advocates for Children of New York * Aesthetic Realism Foundation * A Family Place * African-American/Caribbean Education Association * African Leadership Foundation * African Medical & Research Foundation * African Refuge * African Services Committee * Africa Yoga Project * Afro Brazil Arts * A Gathering of the Tribes * Aging in New York Fund * AIDS Treatment Activist Coalition * AIDS Vaccine Advocacy Coalition * Add Joy to Learning * Alaria Chamber Ensemble * Albert Ellis Institute * Alcoholism Council of New York * Alexandre Foundation * Alfred Adler Institute * Alice Austen House Museum * Alley Pond Environmental Center * Alliance for Downtown New York * Alliance for Lupus Research * Alliance for the Arts * Alliance for Young Artists and Writers * Alliance of Ethics and Art * Alliance of Resident Theatres/New York (ART/New York) * Alpha Omega Theatrical Dance Company * Also Known As * Alternatives to Marriage Project * Altschul Foundation * Amandla Development * Amateur Astronomers Association * Amazing Grace CIRCUS! * American Academy of Dramatic Arts * American Australian Association * American Ballroom Theater Company * American Bible Society * American Farm School * American Federation for Aging Research * American Foundation for the Courtauld Institute of Art * American Friends of Swiss-Contact * American Friends of the Georgian Group * American Friends of the Israel Philharmonic Orchestra * American Friends of the Ludwig Foundation of Cuba * American Friends of the National Gallery London * American Friends of the Yitzhak Rabin Center for the Study of Israel * American Friends of Uppsala University * American Indian Artists (Amerinda) * American Management Association International * American Mental Health Foundation * American Montessori Society * American Musical Instrument Society * American National Theatre * American Psychoanalytic Association * American-Scottish Foundation * Americans for Peace Now (APN) * American Skin Association * American Society for Psychical Research (ASPR) * American Society for the Alexander Technique * American Society for the Protection of Nature in Israel * American Society for Training & Development New York Metropolitan Chapter * American Society of Botanical Artists * American Trust for The British Library * American Watercolor Society * American Youth Table Tennis Organization * Amethyst Women's Project * AMIDA Care * AMIT * Amuse * Ananda &

relations work, worked hard to maintain NPCC's membership growth, increased benefits for members, and launched new program initiatives. Progress during NPCC's Fiscal Year 2010 is summarized below:

Expanded Information and Guidance

NPCC's work to keep New York nonprofits informed and to help them connect with valuable resources is rated by our members as our most valued service, directly related to our high level of membership retention. This work continued to be a major and expanding focus. Key accomplishments included:

- **Conducted the Fourth Annual New York Times Company Nonprofit Excellence Awards:** The Awards program is a collaborative venture of the Nonprofit Coordinating Committee of New York, The New York Times Community Affairs Department and Philanthropy New York. Its focus is educational: (1) to encourage excellent management and governance practices by nonprofits, while tracking their resulting management improvements in key areas outlined in the *Seven Areas of Nonprofit Excellence* (www.npccny.org/info/7AreasofNonprofitExcellence.pdf); and, (2) to raise the sector's and the public's awareness of excellent management in the nonprofit sector.

Financial and in-kind support in the past year was provided by The Clark Foundation, Google Inc., the Surdna Foundation, McGladrey, the Fund for the City of New York, Social Enterprise Programs in Executive Education at Columbia Business School, The New York Community Trust, New York Life Foundation, The Venable Foundation, Wells Fargo, Community Resource Exchange and the Altman Foundation.

In the fall of 2009, we conducted four Application Clinics, including one in Long Island and one in Westchester, attended by more than 224 nonprofit professionals representing 203 nonprofits. We received 89 qualified Part One applications, a modest increase from the previous year's third annual Awards. The applications were reviewed by a 26-member expert Selection Committee, representing deep and broad knowledge and experience in the key areas of nonprofit management. Upon request, applicants received telephone feedback about their management strengths and weaknesses based on detailed scoring and comments by the Selection Committee.

Review of Part One applications yielded 10 semifinalists, and review of subsequent Part Two applications resulted in 6 final-

Johnny Program * Andrew Glover Youth Program * Angelwish * Animal Rights International * Annabella Gonzalez Dance Theater * Annie Tinker Association for Women * A Public Space * Aquarian Age Community * Aquarian Center for Initiation * Archipelago Books * Architectural League of New York * Arcus Foundation * Ariva * Art's House Schools * ArteEast * Art House Astoria Conservancy for Music and Art * Arthur M. Sackler Foundation * Artichoke Dance Company * Art In Context Center For Communications * Art Resources Transfer * Arts & Business Council of New York * Arts Angels * Arts Connection * ARTS Engine * Arts for All * Arts in Action V.A.P. * Arts-In-Context Education Foundation * Art-Works for Youth * Asia Catalyst * Asian & Pacific Islander Coalition on HIV and AIDS (APICHA) * Asian American Arts Alliance * Asian American Federation (AAF) * Asian Americans for Equality * Asian Community United Society * Asian Professional Extension (APEX) * Associated Medical Schools of New York * Associated Solo Artists * Association for a Better New York (ABNY) * Association for Conflict Resolution Greater New York Chapter * Association for Jewish Studies * Association for Neighborhood & Housing Development * Association for Union Democracy * Association of Advanced Rabbinical and Talmudic Schools (AARTS) * Association of Art Museum Curators (AAMC) Foundation * Association of BellTel Retirees * Association of Fundraising Professionals (AFP) - Greater NY Chapter * Association of Hispanic Healthcare Executives (AHHE) * Association of Jewish Libraries * Association of Junior Leagues International * Association of Records Managers & Administrators Metro Chapter (ARMA) * Association of the Bar of the City of New York Fund * Astraea Foundation * A-T Ease Foundation * At Home on the Sound * Atlantic Legal Foundation * Auschwitz Institute for Peace and Reconciliation * Autism Science Foundation * AVODAH: The Jewish Service Corps * Avon Foundation for Women * AYA

B

Baby Buggy * BAFTA British Academy of Film and Television Arts East Coast * Ballet Tech Foundation * Baltic Street Advocacy Employment and Housing (AEH) * Bank Street Law Office * Barnett & Annalee Newman Foundation * Baruch College School of Public Affairs * Battery Conservancy * Bechirof * Beczak Environmental Education Center * Bedford Stuyvesant Restoration Corporation * Bed-Stuy's Project Re-Generation * Beginning Anew Community Development Corporation * Behind the Book * Beit Rabban Day School * Beit Shalom * Bellevue Day Care Center * Bent on Learning * Bernard F. & Alva B. Gimbel Foundation * Bernhill Fund * Best of Brooklyn * Bet Am Shalom Synagogue * Better Business Bureau Education and Research Foundation * Bettie B. Wilson Learning Center * Bibliographical Society of America * Big Apple Greeter Program * Bike New York * Birdsong * Black Culinarian Alliance (BCA) * Blessings For Brazil * Bloomingdale Family Program * BoardAssist * BOLD Initiative * Bond Street Theatre * Book Donation Connection * Boomerang Yoga Events Foundation * Border Crossers * Bottomless Closet * Brave New World Repertory Theatre * Breakthrough: Building Human Rights Culture * Breakthrough New York * Breast Cancer Research Foundation * Brendan Dolan Memorial Foundation * BRIC Arts Media Bklyn * Bridgehampton Child Care & Recreational Center * Bridge Street Development Corporation * Broadway Mall Association * Bronx AIDS Services * Bronx Bethany Church of the Nazarene (Bronx Bethany Community Corporation) * Bronx Children's

Museum * Bronx Health Link * Bronx Overall Economic Development Corporation * Bronx River Alliance * Bronxville Adult School * BronxWorks * Brooklyn Arts Council * Brooklyn Bridge Park Conservancy * Brooklyn Center for Independence of the Disabled * Brooklyn Community Services (BCS) * Brooklyn Computer Assistance Project * Brooklyn for Peace * Brooklyn Greenway Initiative * Brooklyn Heights Association * Brooklyn Legal Services Corporation A * Brooklyn Music School * Brooklyn Parkinson Group * Brooklyn Queens Conservatory of Music * Brooklyn Queens Long Island Area Health Education Center * Brooklyn Rail * Brooklyn Rescue Mission * Brooklyn Youth Association * Business Council of New York State * Business Leaders of Tomorrow Leadership Empowerment Center * Business Outreach Center Network

C

Callen-Lorde Community Health Center * CAMBA * Cambridge In America * Camp Brooklyn Fund * Cancer101 * Cancer Care * Canterbury Choral Society * Capoeira Center of New York * Care Cards * Care for the Homeless * Carl Schurz Park Association * Carnegie Corporation of New York * Carnegie Council for Ethics in International Affairs * Casa Atabex Ache' * Catalog for Giving of New York City * Catholic Charities Diocese of Brooklyn and Queens * Cause Effective-Nonprofit Resource Development Center * CDS International * CEC ArtsLink * Center for Aging in Place Support * Center for Alternative Sentencing And Employment Services (CASES) * Center for Anti-Violence Education * Center for Community Development for New Americans * Center for Constitutional Rights (CCR) * Center for Educational Innovation-Public Education Association * Center for Employment Opportunities (CEO) * Center for Family Representation (CFR) * Center for Family Support * Center for Group Studies * Center for Justice & Democracy * Center for Khmer Studies * Center for Law and Human Values D/B/A Bailey Farms * Center for Learning Differences * Center For Media & Peace Initiative * Center for New York City Neighborhoods * Center for Special Populations / SAE & Associates * Center for State Enforcement of Antitrust and Consumer Protection Law * Center for the Study of Social Administration * Center for the Women of New York * Center for Traditional Music and Dance (CTMD) * Center for UN Reform Education * Center for Urban Community Services (CUCS) * Central Astoria Local Development Coalition * Centre Pompidou Foundation * Centro Cultural Hispano de Oyster Bay * Cerebral Palsy Associations of New York State * Cest Ma Vie Homes DBA Help for Women in Need * Chamber Music America * Change for Change * Charles Evans Hughes Memorial Foundation * Charles H. Revson Foundation * Charles M. Cappellino Foundation * Chashama * Chelsea Day School * Chemo Comfort * Chess-in-the-Schools * Chhaya Community Development Corp. * Child Abuse Prevention Program * Child Abuse Prevention Services (CAPS) * Child Care Network of New York * Children's Aid Society * Children's Art Carnival * Children's Art League of New York * Children's Brain Tumor Foundation * Children's Cancer Fund * Children's Radio Foundation * Children's Rights * Children's Tumor Foundation * Children of Bellevue * Children of Promise, NYC * Children's PressLine / Robert H. Clappitt Foundation * Child Welfare Organizing Project * China Institute * Chinese Development Council * Choices In Childbirth * Chosen Vessels Prison Ministry * Christians for Fair Witness on the Middle East * Christina Renna Foundation * Christodora * Church Club of New York * Cicatelli Associates * Circuit Produc-

ists, all of which participated in a final round of site visits. Three winning organizations participated in a Best Practices Workshop and Awards ceremony on June 24, 2010, at TheTimesCenter, drawing 331 nonprofit managers, board members and others.

The Best Practices Workshop featured presentations by the executive director and a board member of the three winning organizations in a dialogue format moderated by Jack Rosenthal of The Atlantic Philanthropies, Pulitzer Prize winner and former President of The New York Times Company Foundation. Finalists explained their management strengths and detailed the strategies and practices that led to their selection.

A total of \$40,000 was awarded to winning organizations, with \$25,000 going to the Gold Prize winner for Overall Management Excellence, \$10,000 to the Silver Prize winner, and \$5,000 to the Bronze Prize winner. Winning organizations again received scholarships towards the Social Enterprise Programs in Executive Education at Columbia Business School. The three winning organizations also were featured in ads in the Times and in other media.

- Sadie Nash Leadership Project: (www.sadienash.org) received the Gold Prize for Overall Management Excellence. It promotes leadership, activism and service among young women with programs centered on achievements of women, use of role models, service-based learning and community organizing.
- God's Love We Deliver: (www.glwd.org) received the Silver Prize for Management Excellence. It improves the health and well-being of men, women and children living with HIV/AIDS, cancer and other serious illnesses by alleviating hunger and malnutrition.
- New York Lawyers for the Public Interest: (www.nylpi.org) received the Bronze Prize for Management Excellence. It advances equality and civil rights, with a focus on health justice, disability rights and environmental justice, through the power of community lawyering and partnerships with the private bar.

We tracked the Awards program's impact on improved management practices of participating organizations. There is strong evidence of positive impact. In the program's first four years, we received 392 qualified applications from non-

profit organizations representing a broad cross-section of the nonprofit sector in the New York City area. The program has served a total of 465 unique nonprofit organizations, among which 160 organizational improvements were reported as a result of participation in the program.

The Awards application process itself is structured to be educational and to enable organizations to improve their management practices. Participating organizations report that the questions posed and subsequent feedback help to shape new strategic plans, modify communication strategies, re-engineer stakeholder engagement, improve program performance, and led to increased funding.

For many applicants, this was the first time their organizations had undertaken such an intense review of their management practices. At the Best Practices Workshop, 126 (89%) of attendees completing evaluations reported learning something new, and 119 (87%) reported that they would use what they learned in the workshop to improve their organizations.

In the late summer and fall of 2010, NPCC conducted seven Pathways to Excellence Workshops throughout the city's five boroughs, Long Island and Westchester to disseminate best practices from the past four years. We distributed packages of guidance materials for each with compilations of specific best practices from winning organizations over the past four years. Each workshop was based on one of the Seven Areas of Non-profit Excellence and showcased two past winning organizations. A Selection Committee member served as moderator. Attended by more than 200 New York nonprofits, the workshops featured in-depth panel discussions, practical take-home exercises specific to each topic, and interactive question and answer sessions, all of which informed participating nonprofit leaders about strategies that work to achieve excellent management. Some 83% (179) of attendees reported that the workshops were helpful; 80% (171) of attendees completing evaluations reported learning something new; and 76% (164) reported that they would use what they learned in the workshop to improve their organizations. More information about the workshops is available on the Awards micro-site at <http://nytawards.fcny.org/>.

Workshop materials were subsequently posted online, available to those unable to attend the workshops. Our electronic tracking of results shows some 114 online page views and downloads, between November and December, 2010. We are currently conducting 3-month follow-up tracking of workshop results and a summary report will be available in the summer

tions * Citizen's Crime Commission of New York City * Citizens Budget Commission * Citizens Committee for New York City * Citizens Housing and Planning Council of New York (CHPC) * Citizens Union Foundation * City Access New York * Cityarts * City At Peace - National * City Harvest * City Parks Foundation * City Science * City-Wide Task Force on Housing Court * Civic Association Serving Harlems (CASH) * Civic Builders * Civitas Citizens * Classical Theatre of Harlem * Clayworks On Columbia * Clean Air Campaign * Cloud Institute for Sustainability Education * Coalition Against Child Abuse & Neglect * Coalition Against Trafficking in Women * Coalition for Asian American Children And Families (CACF) * Coalition of Behavioral Health Agencies * Coalition of Institutionalized Aged and Disabled * College and Community Fellowship * Collegiate Chorale * Collegiate Church Corporation * Columba Kavanagh House * Columbia Business School Alumni Club of New York * Columbia University Fundraising Management Program * Columbus Avenue Business Improvement District * Commission on the Public's Health System * Committee for Hispanic Children and Families (CHCF) * Common Cents New York * Communications Coordination Committee for the United Nations * Communities for Learning * Community Access * Community Association for Jewish At-Risk Cemeteries * Community Environmental Center (CEC) * Community Food Pantry at St. Mary's Mohegan Lake * Community Fund for Manhattan * Community Fund of Bronxville Eastchester Tuckahoe * Community Health Care Association of New York (CHCANYS) * Community of Unity * Community Resource Exchange (CRE) * Community Service Coalition Org. * Community-Word Project * Comprehensive Development * Comunilife * Concerned Citizens of Montauk * Concrete Safaris * Congregation Beth Simchat Torah * Congregation Shaare Zion * Connect * Connecting To Advantages * Consilience Productions * Constitutional Education Foundation * Contemporary Guidance Services (CGS) * Cool Culture * Cordell Hull Foundation for International Education * Cornucopia Society * Coro New York Leadership Center * Correctional Association of New York * Correctional Educational Consortium * Council of Family & Child Caring Agencies * Council of Literary Magazines and Presses * Council on Foreign Relations * Council on the Environment of New York City D/B/A Grow NYC * Counseling Center * Count Me In for Women's Economic Independence * Covenant Ballet Theatre Of Brooklyn * Create * Creative Arts Team * Creative Arts Workshop for Kids * Creative Center: Arts in Healthcare * Creative Development Services * Creative Time * Credit Where Credit Is Due * Crisis Action * Cross-Cultural Solutions * Cuban Artists Fund * Cue Art Foundation * Cultivating Our Sisterhood International Association (COSIA) * Cypress Hills Local Development Corp

D

DAAD Alumni Association * Damon Runyon Cancer Research Foundation * Dancewave * Dangwa Initiative * Daughters of Isis Foundation * Davidson Community Center * Day Care Council of New York * Day One * Delta Minerva Life Development Center * DEMOS: A Network for Ideas and Action * Denniston International * Design Trust for Public Space * Dessoff Choirs * Diaspora Community Services * Dieu Donne' Papermill * Digestive Disease Research Foundation * DIHR (Dignity Independence Human Rights) * Directions for Our Youth * Disabled and Alone/Life Services for the Handicapped * Disaster Chaplaincy Services * Disaster Psychiatry Outreach * District 4 NYS Volunteer Ambulance and Rescue Association * Di-

versity in Arts and Nations for Cultural Education (DANCE) * DOCOMOMO US New York/Tri-State * Doctors Without Borders/Medecins Sans Frontieres * Doing Art Together * Domestic Harmony Foundation * DonorsChoose.org * DOROT * Do Something * Drugs for Neglected Diseases, North America * Dysautonomia Foundation

E

Early Music Foundation * Early Stages Program * Early Steps * EarSay * Earth Society Foundation * East 86th Street Merchants/Residents Association * East Brooklyn District Management Association * East Brooklyn Housing Development Corporation * East Coast * Greenway Alliance * East End Classic Boat Society * Eastern Queens Alliance * East Harlem Employment Service/STRIVE * East Harlem Preservation * East Lake Association of Montauk * East Midtown Association * East New York United Concerned Citizens * East River Development Alliance * East Sixties Neighborhood Association/ESNA * East-West Management Institute (EWMI) * East Williamsburg Valley Industrial Development Corporation (EWVIDCO) * East Williston Roslyn Community Coalition for Drug Free Youth * Ecumenical Community Development Organization (ECDO) * Edna St. Vincent Millay Society * Education and Literacy Fund for Africa * Education Through Music * Edwin Gould Foundation * EHN Foundation * E Joy Community Resource Center Incorporated * Elaine Kaufman Cultural Center * Electronic Arts Intermix * Eleo Pomare Dance Company * EmblemHealth Services, LLC (GHI) * Emergency USA: Life Support for Civilian Victims of War and Poverty * ENACT * Encore Community Services * End Child Prostitution Child Pornography & Trafficking of Children * Engineering Conferences International * Engineering Information Foundation * English Speaking Union of the United States * Ensemble Studio Theatre * Environmental Simulation Center * Epiphany Magazine * Episcopal Relief and Development * Episcopal Social Services * Equal Justice USA * ERASE Racism * E-The People * Ethical Community Charter School Foundation * Eugene Zitwer Foundation * European American Musical Alliance * Everybody Wins Foundation * Explore New York Corp. * Exploring the Arts * Exploring the Metropolis * Eye-Bank for Sight Restoration

F

F. B. Heron Foundation * F.Y. Eye * Failte Care Corporation * Families First * Families for Freedom * Families United for Racial and Economic Equality (FUREE) * Family Focus Adoption Services * Fan Fox & Leslie R. Samuels Foundation * Farmingville Residents Association * FDNY Foundation * Federation of Protestant Welfare Agencies (FPWA) * Fight for Sight * Film Biz Recycling * Fine Arts Orchestral Society of Yonkers * Firelight Media * First Book Staten Island * FJC - A Foundation of Philanthropic Funds * Flatbush Ave Business Improvement District * Flatbush Nostrand Junction District Management Association * Flatiron/23rd Street Partnership * Flip Flop Foundation * Flushing Meadows Corona Park Conservancy * Flying Carpet Theater * Focus Haitian Music * Follow Your Dream * Food Bank For New York City * Food Bank for Westchester * Ford Foundation * Fordham Bedford Housing Corporation * Fordham Road District Management Association * Foreign Policy Association * Foreign Press Association * Forestdale * Forest Park Senior Citizens Center * Fort Greene Association * Fort Greene Park Conservancy * Fort Greene Strategic Neighborhood Action Partnership (SNAP) * Foundation

of 2011.

- **The Nonprofit Outsourcing Clearinghouse (NOC)**: Supported by grants from the New York Community Trust, Booth Ferris Foundation, the Achelis Foundation and the Frances L. & Edwin L. Cummings Memorial Fund, NPCC has launched a Nonprofit Outsourcing Clearinghouse (NOC) program to help nonprofits reduce administrative costs, increase productivity and improve operational quality through the use of outsourced services. We will work closely with 50 nonprofits to evaluate their capacity for outsourcing and follow their progress over time. NOC focuses on nine key areas: information technology, bookkeeping and financial management, fundraising, marketing and communications, real estate management, risk management, human resources, purchasing and legal services. Nonprofits of all sectors and sizes are eligible, and the program is free of charge to participating nonprofits. In addition, we will create a searchable database of service providers in the areas listed above and a guide to outsourcing to help with decision making. Our goal is to make “shopping” for outsourced services more transparent and easier to navigate through guidance and education.
- **Expanded Information and Guidance to Nonprofits**: NPCC staff provided an increased volume of guidance and referrals in terms of time devoted to information requests, whether by telephone calls, emails or in-person. We use an annual survey to track the results of our work for member organizations. The Fall, 2010, survey revealed that 286 organizations reported using our information & referral services, with 74% rating our referrals as “very good” or “excellent.”
- **Expanded Circulation of NPCC’s Newsletter, New York Nonprofits**: Newsletter circulation hit 4,000 hard copies per month, with an average of 1,450 unique views of the online version per month. We sent related eblast notices to members on emerging events and resources, and responded to hundreds of queries from members concerning articles, seeking additional information, advice and referrals.
- **Offered 52 Free Workshops**: Free to members and providing expertise and information that benefit a wide range of nonprofits, 52 workshops were offered through September 30, 2010, with total registration at more than 3,400. Attendance at workshops remained high, with most “sold out.” We regularly updated and added topics and evalu-

ated member interest in future topics as well as workshop results. Topics covered a wide range of management issues, including: New Pension Regulations for 403(b) ERISA Plans; Special Events Fundraising in a Changing Economy; The ABC's of Organizational Analysis; Google Tools; and, Introduction to Social Media. Of 691 respondents in our three-month workshop tracking, 384 reported organizational improvements.

- **Helped Nonprofits Secure More Than \$32 million in Government Grants Through Our Improved Government Grants Information Service (GGIS):** With support from the Dana Foundation, the Government Grants Information Service (GGIS), NPCC's web-based funding alert system (www.npccny.org/grants.htm), sends nonprofit subscribers customized email notices of government grant opportunities targeted to their organizations' interests. Notices include critical funding details covering 66 different topic areas, expediting the process of identifying grant opportunities in time to meet deadlines. In addition to federal sources, we include funding opportunities from New York City and State agencies. In our Fall, 2010 survey, 33 members reported over \$32 million in grants and contracts received as a result of their GGIS subscription, an all-time high. More than 915 nonprofit professionals are current subscribers.
- **"Who Does What?":** Our online, interactive database of nonprofit technical assistance providers serving New York nonprofits was updated regularly.
- **www.npccny.org:** NPCC's website continued to provide online access to our newsletter, the NPCC Member Directory, an Information Databank covering 190 + topics, and popular NPCC publications, such as the Employee Benefits Survey, Salary Survey, Emergency Preparedness guide, and more. NPCC's website received an average of 14,979 unique visitors per month during FY 2010.
- **Expanded Financial Expertise by Nonprofit Managers:** NPCC continued to expand members' knowledge of nonprofit financial issues by offering a range of workshops on these topics, including Crucial Finance Tips for the New Year, Financial Managers Workshop, Financial Sustainability, and "Going, Going, Gone...The Facts on Fraud and Embezzlement."

Membership

Nonprofit membership was at 1,780 at the outset of the Fiscal Year, dropping to 1,587 by September 30, 2010. Research re-

Center * Foundation for Ecological Research in the Northeast * Foundation for Landscape Studies * Foundation for Male Studies * Foundation for the Advancement of Monetary Education * Foundation For The Global Compact * Foundation for the Study of Independent Social Ideas/DISSENT * Foundations For Life * Fourth Arts Block * Frances L. & Edwin L. Cummings Memorial Fund * Free Arts for Abused Children - New York City * Free Dimensional * Free To Be Foundation * French-American School of Music * French Institute/Alliance Francaise * Fresh Art * FRIA * Frick Collection * Friendfactor Foundation * Friendship Ambassadors Foundation * Friends of Blue Heron Park * Friends of Bronx Lab * Friends of Brook Park * Friends of Israel Sci-Tech Schools * Friends of Karen * Friends of Khmer Culture * Friends of the Community Board 6 * Friends of the Family Center * Friends of the High Line * Friends of the High School for Environmental Studies (HSES) * Friends of the Retired and Senior Volunteer Program of Suffolk * Friends of Van Cortlandt Park * Friends of Women's World Banking * Friends of Yad LaKashish/Lifeline for the Old * Fund for Modern Courts * Fund for Public Advocacy * Fund for Public Health in New York * Fund for Public Schools * Future Leaders Institute * Futures and Options

G

Garden of Hope * Gay & Lesbian Alliance Against Defamation (GLAAD) * Gay Lesbian and Straight Education Network (GLSEN) * General Human Outreach in the Community * German American Partnership Program (GAPP) * German University Alliance * Getting Out and Staying Out * Ghetto Film School * Gillen Brewer School * Girls for Gender Equity * Girls Incorporated * Girls Incorporated of Westchester County * Girlspirit-Womensong * Girls Write Now * Giving Alternative Learners Uplifting Opportunities (GALLOP) * GlamourGals Foundation * Glaucoma Foundation * Glencara * Glen Oaks Volunteer Ambulance Corp * Global Action on Aging * Global Action Project * Global HIV Vaccine Enterprise * Globalhood * Global Kids * Global Language Project * Global Workers Justice Alliance * Glynwood Center * God's Battalion of Prayer * God's Love We Deliver * Golden Family Foundation * Good Shepherd Services * Goodwill Industries of Greater New York & Northern New Jersey * Gotham City Improv * GRACE Communications Foundation * Grace Outreach * Gramercy Park Block Association * Grand Central Neighborhood Social Services Corporation * Grand Street Settlement * Grassroots Artists Movement (GAME) * Greater Jamaica Development Corporation * Greater New York Hospital Foundation * Greater New York Overeaters Anonymous Metro Intergroup * Greater NY Chapter National Association of Professional Geriatric Care Managers * Greater Sheepshead Bay Development Corporation * Great Neck Community School * Great Neck Manhasset Community Child Care Partnership * Greenbelt Conservancy * Green Guerillas * Green Long Island D/B/A L I Green * Green Map System * Greentree Foundation * Greenwall Foundation * Greyston Foundation & Affiliates * Griot Circle * Groundswell Community Mural Project * Groundwork * Guild for Exceptional Children * Guttmacher Institute

H

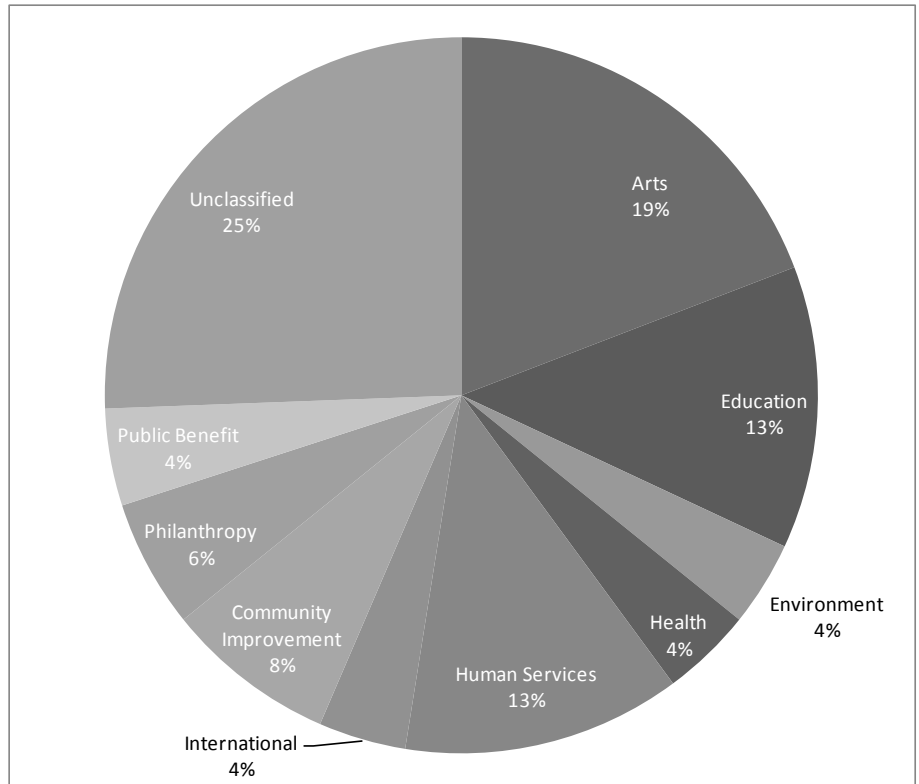
H.E.A.L.T.H. for Youths * h2 Empower * Habitat for Humanity - New York City * Haiti Cultural Exchange * Hamm & Clov Stage Company * Hampden-Booth Theatre Library * HANAC (Hellenic American Neighborhood Action Committee) * Happiness Is Camping * Harkness Foundation

for Dance * Harlem Business Alliance * Harlem Commonwealth Council * Harlem RBI * Harlem Textile Works * Harvest Home Farmers Market * Have A Heart Foundation of Staten Island * Havens Relief Fund Society * HAZON * HeadCount * Health Care Chaplaincy * HealthCorps * Health Jam * Healthy Directions * Heart's Home USA * Hearts and Minds Network * Heavenly Grace Ministries * Hebrew Free Loan Society * Hebrew Home for the Aged at Riverdale * Heidelberg University Association * Heights Hill Mental Health Service Community Advisory Board * Help On The Way * Help the Children International * Hemophilia Association of New York * Henry Street Settlement * Herbert and Irene Wheeler Foundation * Heritage of Pride * Hessen Universities Consortium * Hester Street Collaborative * Hip Hop 4 Life * Historical Society of East Rockaway and Lynbrook * Historic House Trust of New York City * Holocaust Museum and Study Center * Holy Cross High School * Homeless Services United * Hope for New York * Hope of Israel Senior Citizens Center * Horticultural Society of New York * Hour Children * House of the Redeemer * Housing Partnership Development Corporation * Hudson Planning Group * Hudson River Foundation * Hudson River School of Music * Hudson Square Connection District Management Association * Hudson Union Society (Oxonian Society) * Hudson Valley Shakespeare Festival * Huguenot Heritage * Human Rights First * Human Services Council of New York City (HSC) * Hundred Year Association of New York * Hunter College High School Alumnae/i Association

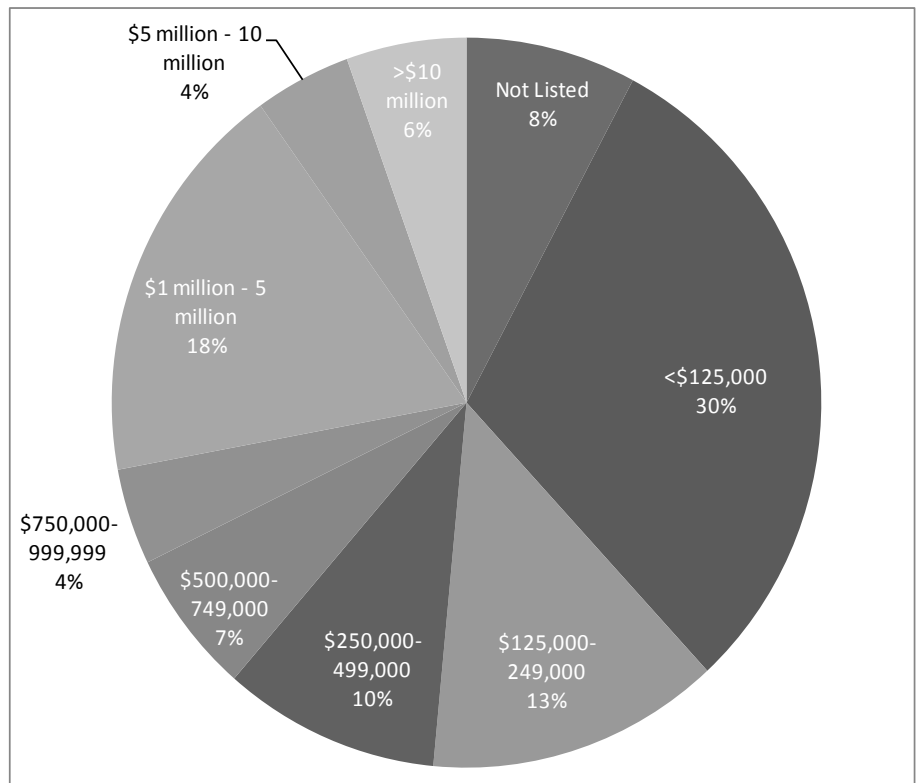
I Challenge Myself * Identity House * Ifetayo Cultural Arts Academy * I Have a Dream Foundation * Imagination Film Festival * Imani House * iMentor * Immigrant Social Service * Immigration Equality * ImportantGifts * Information for Families * Initiative for Medicines, Access & Knowledge (IMAK) * inMotion * Innocence Project * Institute for Civic Leadership * Institute for Contemporary Psychotherapy * Institute for EastWest Studies (EWI) * Institute For Human Identity * Institute for Professional Education (IPE) * Institute for Psychoanalytic Training and Research * Institute for Urban Design * Institute of Classical Architecture & Classical America * Interactive Drama for Education & Awareness in Schools (I.D.E.A.S.) * Intercession Community Service Council * Interfaith Community * International Association for Relational Psychoanalysis & Psychotherapy * International Council for Caring Communities * International Fellowships Fund * International Foundation for EWAH Womans University * International Foundation for Optic Nerve Disease (IFOND) * International Peace Institute (IPI) * International Senior Lawyers Corporation * Internationals Network for Public Schools * In the Life Media * Into the Outside * ioby (In Our Backyards) * IOLA Fund of the State of New York * Isaacson-Draper Foundation * Islip Arts Council * Islip School Age Child Care (ISACC) * Ithaka Harbors

J. M. R. Barker Foundation * Jacob A. Riis Settlement * Jamaica Center Business Improvement Association * Jamaica Center for Arts & Learning * Jamaica Kids * Jamaica Service Program for Older Adults * James Lenox House Association * Jam Master Jay Foundation for Music * Japanese American Social Services * Jaradoa Theater * Jazz Forum Arts * Jazz Foundation of America (Jazz Musicians' Emergency Fund) * Jefferson Market Garden * Jennifer A. Kay Foundation * Jewish Book Council *

NPCC 501(c)(3) Members by Primary Focus



NPCC 501(c)(3) Members by Budget Size



vealed that in the face of the economic downturn, many non-profits slashed all discretionary costs, even those like membership in NPCC that actually save them money. Additionally, a large factor in FY 2010's membership decline was the "lag effect" of the previously free six-month memberships lapsing between January and July, 2010. While initially successful in producing unprecedented numbers of new members, the renewal rate on the free memberships proved to be lower than our normal renewal rate of 85-90%, primarily because six months proved to be too little time for the new free members to become truly familiar with NPCC's full membership benefits. The renewal rate for paid members in FY 2010 was 86 percent.

In response to these findings, we increased investment in recruiting and retaining members, especially targeted efforts to reach areas outside Manhattan (The Bronx, Brooklyn, Queens, Staten Island, Nassau, Suffolk and Westchester), strengthened marketing of member benefits to new and existing members, and targeted lapsing paid members for greater-than-normal follow-up. Each year, NPCC's Board members recruit an "NPCC Ambassador" — the head of a foundation, management support organization or another nonprofit association — who will help NPCC recruit new members. By the end of Fiscal Year 2010, 21 such ambassadors had been recruited.

Expanded Cost-Saving Member Benefits

- **SkillsBuilders Low-Cost Training and Support Program:** We continued to develop and deliver this program of deeply-discounted training and support for smaller nonprofits while tracking the results. NPCC launched a second cycle of *SkillsBuilders* Basic Fundraising in partnership with Cause Effective, under contract with the New York Council of Nonprofits with principal support from the federal Strengthening Communities Fund, Nonprofit Capacity Building Program under the American Recovery and Reinvestment Act (ARRA) of 2009 and a grant from the New York Community Trust. We engaged 18 front-line nonprofits serving low-income New Yorkers in The Bronx, Brooklyn, and Manhattan in this program to enable them to measurably improve and sustain their capacity to fundraise from individuals. The program reflects the view of NPCC, Cause Effective, and many others that individual fundraising represents the most viable and sustainable strategy for increasing revenues in the face of the current economy. This cycle began in July, 2010, with hands-on capacity-building training and coaching support, and is part of a larger collaboration that also includes the Support Center for Nonprofit Management and The Women's Center for Education and Career Advancement. As of September, 2010, all 18

Jewish Community Council of Canarsie * Jewish Community Council of Greater Coney Island * Jewish Community Council of the Rockaway Peninsula * Jewish Community Project Downtown * Jewish Community Relations Council of New York * Jewish Early Childhood Education Initiative * Jewish Funders Network * Jewish Orthodox Feminist Alliance * Jewish Student Union (JSU) * JICAP Foundation * JobsFirst NYC * Joe Torre Safe at Home Foundation * Joey Dipaolo AIDS Foundation * John and Mary R. Markle Foundation * Joseph C. Zoller Memorial Fund * Josiah Macy, Jr. Foundation * Joyce Theater Foundation * Judson Memorial Church * Junior League of the City of New York * Justice Resource Center * Just One Day

K

Kalusugan Coalition * Keep Conservation Foundation * Kennedy Child Study Center * Kent Affordable Housing * Kentler International Drawing Space * Kimmel Housing Development Foundation * Kingsbridge Heights Neighborhood Improvement Association * Kingsbridge-Riverdale-Marble Hill Food & Hunger Project * Kings Highway Beautification Association * Knowledge is the Cure * Kolot Chayenu - Voices of Our Lives * Korean American League for Civic Action

L

Ladydoves Self Enrichment Organization * La Fuente, A Tri-State Worker & Community Fund * La Fuerza Unida Community Development Corporation * La Mama Experimental Theatre Club * Landmark West! * La Sainte Famille Foundation * Las Caravellas De Bolosse * Latino Diabetes Association * Laundromat Project * La Verite Youth Services * Lawyers Alliance for New York (LANY) * Lawyers for Children * Leadership Enterprise for a Diverse America (LEDA) * League of Women Voters of the City of New York * League Treatment Center * Learning Leaders * Lenape Bloemendael DMA (Columbus-Amsterdam BID) * Leopold Schepp Foundation * Lesbian, Gay, Bisexual & Transgender Community Center (LGBT) * Let's Get Ready! * Leviticus 25:23 Alternative Fund * LGS Foundation * Life Skills School * LifeWay Network * LIFT-The Bronx * Lime Connect * Lincoln Center for the Performing Arts * Lincoln Square Business Improvement District * Literacy, Inc. (LINC) * Literacy Assistance Center * Literacy Partners * Little Baby Face Foundation * Little Orchestra Society / Orpheon * Little Sisters of the Assumption Family Health Service (LSA) * Live Out Loud * Local Development Corporation of East New York (LDC) * Loco-Motion Dance Theatre for Children * Long Beach Latino Civic Association * Long Island Alliance for Peaceful Alternatives * Long Island Association for AIDS Care, Inc. (LIAAC) * Long Island Breakfast Club * Long Island Fund for Women & Girls * Long Island Hearing & Speech Society * Long Island Housing Services * Long Island Masterworks * Long Island Volunteer Center * Lorraine Monroe Leadership Institute (LMLI) * Louis Comfort Tiffany Foundation * Lovell Family Ltd * Love Your Neighbor Ministries * Lower East Side Family Union * Lymphoma Research Foundation

M

Maa Sa Akhi Performing Arts Academy * Madison Avenue Business Improvement District * Madison Square Boys & Girls Club * Maharashtra Foundation * Making Headway Foundation * Mamaroneck Schools Foundation * Manhasset Women's Coalition Against Breast Cancer * Manhattan Boroughwide Interagency Council on Aging (MBIAC) * Manhattan Chamber of Commerce Commu-

nity Benefit Fund * Manhattan Graphics Center * Manhattan Neighborhood Network * Man Up! * Maple Street School * Margert Community Corporation * Marion Woodman Foundation * Marquis Studios * Marty and Dorothy Silverman Foundation * Matan * Math for America * Matthew DeGori Lowe Syndrome Foundation * Maura Clarke-Ita Ford (MCIF) Center * Max's Kansas City Project * Mayor's Alliance for NYC's Animals * Meals on Wheels of Staten Island * Medicare Rights Center * Medicine, Law & Management * MELA Foundation * Melodia Women's Choir of NYC * Melodious Accord * Melting Pot Theatre * Mental Health Association of Nassau County * Mental Health Association of New York City * Mentoring Partnership of Long Island * Mertz Gilmore Foundation * Met Council on Housing * Metropolitan Museum of Art * Metropolitan New York Chapter of the US * National Committee for UNIFEM * Metropolitan New York Library Council * Metropolitan Opera * MFY Legal Services * Middle East Children's Institute (MECI) * Midori & Friends * Midtown Pregnancy Support Center * Midwood Development Corporation * Migraine Research Foundation * Milbank Memorial Fund * Militia Association of New York * MinKwon Center for Community Action * Mobile Mitzvah Center * Model Foundation Institute for Public Policy Analysis * Montauk Playhouse Community Center Foundation * Moravian Open Door * Moriah Institute * Morningside Area Alliance * Morningside Retirement and Health Services * Morphoses LTD * Morrisania Revitalization Corp * Mount Olives Adventist Ministries * MOUSE * MUD/BONE (The MUD/BONE Collective) * Municipal Art Society * Muse Film and Television * Museum of the Village of Rockville Centre * Musica Reginae Productions * Musicians On Call * Muslim Consultative Network * Myasthenia Gravis Foundation of Greater New York * Myrtle Avenue Revitalization Project LDC * My Time

N

NAACP Roy Wilkins Center * NADAP - National Association on Drug Abuse Problems * Nah We Yone * Nancy Graves Foundation * NARAL/Pro Choice New York * Nassau County Museum of Art * Nassau County Society of the Prevention of Cruelty to Animals * Nassau Performing Arts * National Advocates for Pregnant Women * National Alliance for Musical Theatre * National Alliance for the Mentally Ill (NAMI) NYC Metro * National Aphasia Association (NAA) * National Asian Pacific American Women's Forum * National Association for Shoplifting Prevention * National Association of Mothers' Centers (NAMC) * National Black MBA Association - Westchester/Greater CT Chapter * National Center for Learning Disabilities (NCLD) * National Center On Philanthropy and The Law NYU School of Law * National Committee on United States-China Relations * National Council for Palliative Care * National Council for Research on Women * National Council on Alcoholism and Drug Dependence (NCADD) * National Employment Law Project * National Executive Service Corps (NESC) * National Foundation for Facial Reconstruction * National Guild for Community Arts Education * National Institute for the Psychotherapies (NIP) Training Institute * National Latina Institute for Reproductive Health * National Mobilization Against Sweatshops (NMASS) * National Orchestral Association * National Organization for Women (NOW) * National Psychological Association for Psychoanalysis * National Society of Colonial Dames In the State of New York * Neighborhood Coalition For Shelter * Neighborhood Defender Service of Harlem * Neighborhood Economic

were on track to complete program milestones and their performance targets: raising more money and improving their capacity to use future funds from individuals.

- **Nonprofit Insurance Company:** Recent discussions with potential foundation and other investors in GoodCauses Insurance, the proposed nonprofit insurance company, have led to new efforts to raise the needed capital. Discussions with Wright Risk Management, the potential manager of GoodCauses Insurance, also have raised the encouraging prospect that the needed capital may be substantially less than the original projection of \$12 million.
- **Continued Group Purchasing Services:** NPCC offers several group-buying and discount programs that help member nonprofits spend their hard-earned money on mission-related programs rather than back-office expenses. We added two new programs in FY 2010:
 - ◆ As of April, 2010, NPCC renegotiated a 20% discount for **BoardSource** subscribers, an organization that provides publications, programs, and other resources to help nonprofits build strong and effective boards.
 - ◆ Through our membership in the National Council of Nonprofits, NPCC now offers a significant discount on background checks for volunteers and employees through **Coeus Global**. This new program offers a comprehensive and cost effective volunteer and employee tracking system, providing volunteer and community protection and valuable risk management features.
 - ◆ We also continued these popular group-buying and discount programs:
 - **Staples Advantage:** 364 member organizations purchased their office supplies through this program in FY 2010. The program generated over \$2.2 million in sales, and NPCC members saved approximately 44% off retail prices.
 - **Directors' and Officers' Liability Insurance:** NPCC provides this insurance policy administered by Frank Crystal & Co., Inc. A total of 697 member organizations obtained coverage through the program in FY 2010.
 - **TransitChek:** NPCC members receive a 15% discount on the administration costs of their TransitChek

benefit program. In FY 2010, 148 NPCC members saved over \$566,000 through the program.

- **Payroll Services:** 667 member organizations took advantage of cost-saving discounts on payroll services offered to NPCC members by Paychex. In FY 2010, NPCC members realized over \$210,000 in savings through the program.
- **ReadyTalk Telephone and Web Conferencing:** In FY 2010, 199 members used this discount on telephone (\$.039 per minute) and web (\$.07 per minute) conferencing, offered through our membership in the National Council of Nonprofits.
- **Legal Assistance on Employment & Labor Relations Issues:** This service, offered by Allen Breslow, Esq., is a direct outgrowth of NPCC 's regular personnel workshops. Last fiscal year, 97 member organizations sought advice or utilized these services.
- **Easy Office financial management:** 45 members used this discounted accounting and bookkeeping service tailored to nonprofit needs, saving over \$30,000 in FY 2010.
- **Retirement Benefits Program:** NPCC sponsors a retirement plan for member organizations' employees through MetLife. As of September 30, 2010, 302 organizations representing 8,608 employees were enrolled, with total assets exceeding \$306 million.
- **NPower's IT Basic Technology Services:** NPCC members receive a discount to IT Basic, a technology outsourcing strategy for nonprofits.
- **Subscription Discounts:** More than 290 organizations last year utilized our discounted subscriptions to at least one of these professional publications: *Board-Source*, *Chronicle of Philanthropy*, *Crain's New York Business* and *Stanford Social Innovation Review*.
- ◆ **Student Memberships:** NPCC continued to offer a \$15 membership to students enrolled in nonprofit management graduate programs. They receive our monthly newsletter, keeping them informed about current nonprofit issues.

Development Advocacy Project (NEDAP) * Neighborhood Housing Services of New York City (NHSNYC) * Neighborhood Self-Help By Older Persons Project (SHOPP) * Neighbors Helping Neighbors * Neil D. Levin Graduate Institute of Int'l Relations & Commerce Foundation * Nepperhan Community Center * Network for Peace Through Dialogue (Center of International Learning) * Neuropathy Association * New Alternatives for Children * New Dance Alliance * New Destiny Housing Corporation * New Festival * New Leaders for New Schools * New Rochelle Opera * New Rochelle Police Foundation * New Settlement Apartments Community Services * New Visions for Public Schools * New York Academy of Medicine * New York African Chorus Ensemble * New York AIDS Coalition * New York Asian Women's Center * New York Cares * New York Center for Interpersonal Development * New York Christian Legal Services * New York Citizens' Committee on Aging * New York City AIDS Housing Network * New York City Alliance Against Sexual Assault * New York City Audubon * New York City Children's Holiday Party * New York City Coalition Against Hunger * New York City Employment and Training Coalition * New York City Financial Network Action Consortium * New York City Fire Museum * New York City Gay Basketball League * New York City Industrial Technology Assistance Corporation (ITAC) * New York City Master Chorale * New York City Mission Society * New York City Outward Bound Center * New York City Police Foundation * New York City Police Museum * New York City Voluntary Organizations Active in Disaster (NYC VOAD) * New York Community Development for Youth * New York Daiseion-Ji * New Yorkers Against Gun Violence Education Fund * New Yorkers for Children * New Yorkers for Parks * New York Family Mission * New York Festival of Song * New York Foundation * New York Future Problem Solving Program * New York Human Resource Planning Society * New York Institute for Psychoanalytic Self Psychology * New York Landmarks Conservancy * New York Law Enforcement Foundation * New York Lawyers for the Public Interest * New York Mortgage Coalition * New York Multi-Arts Centers Consortium (NYMACC) * New York Needs You * New York Opportunity Network * New York Preservation Archive Project * New York Public Library - Astor Lenox and Tilden Foundations * New York State Association for Solid Waste Management * New York State Coalition of 853 Schools * New York State Institute on Disability * New York State Tenants & Neighbors Information Service * New York Therapeutic Riding Center * New York University * New York Urban League * New York Women's Agenda * New York Women's Bar Association Foundation * New York Women's Foundation * New York Women in Film & Television * New York Women Social Entrepreneurs (NYWSE) * Nextbook * NIA Community Services Network (St. Rosalia Regina Pacis NIA) * Nkeanyi Support Services * Nonprofit Finance Fund * Nonprofit Innovations * Non-traditional Employment for Women (NEW) * North American Conference on British Studies * Northeast Business Group on Health (NEBGH) * Northern Manhattan Improvement Corporation * North Fork Community Theatre * North Shore Rescue Squad * North Star Fund * Northwest Bronx Community and Clergy Coalition * Nour Foundation * Nourishing Kitchen of New York City * NPower NY * Nutrition and Metabolism Society * Nuyoric Poets Café * NYC Atheists * NYCharities.org * NYC Leadership Academy * NYC Materials Exchange Development Program * NYC Medics * NYC SALT * NY WasteMatch * NY Writers Coalition

Q

Ocean Bay Community Development Corporation * OIC of Suffolk * Older Adults Technology Services * Omo Obatala Egbe * One Stop Senior Services * One to World * On Step Institute for Mental Health Research * Opening Act * Open Space Institute * Opera Company of Brooklyn * Organization Black Maritime College Graduates (OBMG) * Organization for Visual Progression * Origami USA * Original Nature * Osborne Association * Ossining MATTERS * Out of Bounds NYC

P

Pace Women's Justice Center * Page Seventy-Three Productions * Paget Foundation * Palladia * Paper Bag Players * Parent-Child Home Program * Parents League of New York * Park Avenue Chamber Symphony * Parod-neck Foundation for Self-Help Housing & Community Development * Participatory Politics Foundation * Partnership for Student Advancement * Partnership with Children * Pastel Society of America * Pathways to Housing * Paul Rapoport Foundation * Pave the Way Foundation * Peace Boat US * Peace of Heart Choir * Pen American Center * PENCIL * People's Center for Economic Independence (PCEI) * People Against Childhood Epilepsy (PACE) * Performing Arts Journal * Peter S. Reed Foundation * PFLAG New York City (Parents, Families & Friends of Lesbians and Gays) * Philanthropy New York * Physicians for Reproductive Choice & Health * Physicians For Social Responsibility NYC * Piatigorsky Foundation * Picture The Homeless * Piermont Public Library * Pierre & Tana Matisse Foundation * Ping Chong & Company * Pinkerton Foundation * Poetry Society of America * Poets & Writers * Policy Link * Polish Institute of Arts and Sciences * POV The American Documentary * Practising Law Institute * Pratt Area Community Council * Prep for Prep * Presbyterian Welcome * Presentense Group * Primary Care Development Corporation * Prisoners' Reading Encouragement Project * Pro Bono Partnership * Professional Women Photographers * Program in Arts Administration * Progressive America Fund / Center for Working Families * Project Angel * Project by Project Incorporated New York * Project Christ International * Project Enterprise * Project FAIR * Project FIND * Project Open * Project Pericles * Project Renewal * Project Sunshine * Prospect Park Alliance * Providence House * PS 87 Parents Association * Public Agenda Foundation * Public Allies New York * Public Health Solutions * Public Interest Law Institute * Public Patent Foundation * PULSE of New York * Purelements: An Evolution in Dance * Putnam County Land Trust: Save Open Spaces

Q

Queens Community House * Queens Congregations United for Action * Queens Economic Development Corporation (QEDC) * Queens Independent Living Center * Queens Jewish Community Council * Queens Lesbian & Gay Community Center D/B/A Queens Pride House * Queens Parent Resource Center * Queens Public Communications Corporation * Queens Symphony Orchestra * Queers for Economic Justice * Quogue Historical Society

R

Rabbis for Human Rights North America * Radin Institute for Family Health Education & Promotion (RIFHEP) * Rainforest Alliance * Rainforest Foundation * Ramapo for Children * Randall's Island Sports Foundation * Ranger Corps Cadets * Raoul Wallenberg Committee of the

Promoted Strong Government Relations, and Effectiveness, Accountability and Transparency by Nonprofits

The NPCC Government Relations Committee, chaired by New York Public Library General Counsel and NPCC board member Robert Vanni, and staffed by Senior Consultant Jon Small, works to benefit the entire nonprofit sector in New York – work that few individual organizations, or even sub-sector coalitions of nonprofits, have the resources or influence to accomplish. The overall goal is to promote effectiveness, accountability and transparency in nonprofit management and governance, without unduly increasing costs and other burdens that detract from nonprofits' ability to pursue their missions.

The Committee ordinarily meets monthly, reporting regularly to NPCC's Board and membership on key developments via our newsletter, website, emails and special presentations at nonprofit meetings throughout the New York area. The Committee includes most of the City's leading lawyers whose practices focus on nonprofits, as general counsels to nonprofits or in private practice. Four former heads of the New York State Attorney General's Charities Bureau serve on the Committee and three members have served on the IRS national Advisory Committee on Tax-Exempt Charities.

At the state level, the most recent legislative session has been particularly challenging for nonprofits. In general, NPCC comments on bills affecting nonprofits and those they serve, sometimes writes letters of support or opposition, often in conjunction with other nonprofits, and discusses issues with staff members of legislators.

We enjoy excellent relations with the Attorney General's Charities Bureau. We regularly present to Bureau staff our views on legislation affecting nonprofits. Items of interest in the past year include:

New York State

- **NYPMIFA**: In what some would consider to be the major New York State legislative development of the year affecting nonprofits, a New York version of the Uniform Prudent Management of Institutional Funds Act ("NYPMIFA") was enacted and became effective on September 17, 2010. To the regret of many on the Government Relations Committee, the bill underwent a number of substantial changes from the "Uniform Act", that were much more extensive than the changes made by any other state.

The Uniform Prudent Management of Institutional Funds Act (UPMIFA) has been adopted by almost all states in one form or another. It would permit boards of nonprofits to make expenditures they deem prudent from endowed (permanent) funds whose value has sunk below the value originally contributed (so-called “underwater funds” or funds below “historic dollar value”). The NPCC Government Relations Committee has been working for several years to educate the nonprofit sector about this legislation. The Committee formally endorsed the Uniform legislation, and NPCC’s board gave its own endorsement at its February, 2009, meeting. We followed up with letters of support to New York legislators.

New York’s added provisions, particularly those requiring documenting of consideration given separately to a list of factors enumerated in the statute when deciding to spend endowed funds (e.g., anticipated effect of inflation and deflation), will tend to make living with the bill much more cumbersome than would be the case if New York had simply enacted the Uniform Act. The perceived burdensomeness of the added provisions prompted some members of NPCC’s Government Relations Committee to not support enactment of the bill. Following our usual practice when there is not a strong consensus position, the Government Relations Committee did not take a position on the final version of the bill, but simply kept Committee members informed of developments. In September, Jason Lilien, head of the Attorney General’s Charities Bureau, was our guest at the Government Relations Committee meeting. He discussed the evolution of the bill and the perceived reasons for the changes made from the Uniform Act. We are awaiting anticipated guidance from the Charities Bureau on various interpretive issues raised by the Act.

- **Prompt Contracting:** State Comptroller DiNapoli has shown considerable interest (a) in improving the State contracting process, particularly as to prompt payment, and (b) in other issues affecting dealings by nonprofits with the State. We are working in cooperation with the Human Services Council of New York City and Lawyers Alliance for New York to support these efforts.
- **Reduction of the NYS Deduction for Charitable Contributions:** We joined other nonprofits in opposing the reduction from 50% to 25% in the NYS deduction for charitable contributions that was eventually passed as part of the NYS budget.

United States * RCHN Community Health Foundation * Reach Out and Read of Greater New York * Reading Excellence And Discovery Foundation (READ Alliance) * Real World Foundation (Asthma Free School Zone) * REBECA * Recreation Rooms & Settlement Special Services for Senior Citizens * Red Hook Initiative * Red Tide of New York City * Reece School * Reed Foundation * Refugee & Immigrant Fund (RIF) * Regional Emergency Medical Services (EMS) of Council of New York City * Regional Greenhouse Gas Initiative * Regis High School * ReLearning Curve * Repair the World * Reproductive Health Access Project * Research to Prevent Blindness * ReServe Elder Service * Residency Unlimited * Residents for a More Beautiful Syosset * Resilience Advocacy Project * Resources for Children with Special Needs * Restaurant Opportunities Center of New York * Richard Avedon Foundation * Richard Wagner Society of New York * Ridgewood Local Development Corporation * Ridgewood Nepalese Society * RightRides for Women’s Safety * Rip Van Winkle Foundation * Rise Up & Walk Youth Outreach Center * Riverhead Foundation for Marine Research and Preservation * Riverkeeper * Riverside Language Program * Riverstone Senior Life Services (Fort Washington Houses Services) * Robert Sterling Clark Foundation * Rockaway Waterfront Alliance * Rockefeller Brothers Fund * Rockland Parent Child Center * Rock To Save Darfur * Ronald McDonald House of Long Island * Room To Grow * Rubin Museum of Art * Rural Development Leadership Network * Ruth Williams Dance Foundation * Rx Art * RxCompassion * Rye Youth Council

S

Sabater Foundation * Sadie Nash Leadership Project * Safe Horizon * SAKHI for South Asian Women * Salanter Akiba Riverdale Academy - SAR Academy * Salvadori Center * Samantha Britton Memorial Fund * Samaritan House of Park Slope * Samaritans of New York * Samuel H. Kress Foundation * Samuel Waxman Cancer Research Foundation * Sanctuary for Families * Saul Steinberg Foundation * Sauti Yetu Center for African Women * Scarsdale Adult School * Scherman Foundation * School Sisters of Notre Dame Educational Center * Schuyler Foundation for Career Bridges * Science Festival Foundation * Science Friday Initiative * Science Schools Initiative * Seamen’s Society for Children and Families * Search and Care * Senior Citizens Council of Eastchester * Services & Advocacy for GLBT Elders (SAGE) * Service Women’s Action Network * SEVA Immigrant Community Advocacy Project * Seventh Avenue Center for Family Services Head Start * Shalom Task Force * SHARE: Self Help for Women with Breast or Ovarian Cancer * Shared Interest * ShareGift USA * SHAREing & CAREing * Sheldrake Environmental Center * Shorewalkers * SI 350 * Sikh Coalition * Single Parent Resource Center * Sister To Sister International * SKIP of New York * Skyliners Synchronized Skating Teams * Slice Literary * Slow Food USA * SMART - A Project of the Fund for the City of New York * SmartVolunteer * SNAP Long Island (Suffolk Network on Adolescent Pregnancy) * Social Accountability International (SAI) * Social Economic & Cultural Development Fund * Socialmarkets (SMORG) * Society for Clinton Hill * Society for the Preservation of Putnam County * Software Freedom Law Center * Sonia Alden Foundation * Sound Business * Southampton Cultural Center * South Asian Council for Social Services (SACSS) * South Asian Youth Action (SAYA!) * South Bronx Overall Economic Development SoBRO * South Brooklyn Youth Consortium * South Country Community Land Trust * Southwest

Brooklyn Industrial Development Corporation * Special Citizens Futures Unlimited * Spence-Chapin Agency * Spingold Foundation * Sponsors for Educational Opportunity * Sr Helen Travis HDPC * SS Columbia Project * St. John's Bread and Life Program * St. Margaret's House * St. Vincent's Services * Starting Artists * Staten Island Interagency Council for Aging * Statue of Liberty-Ellis Island Foundation * Stecher And Horowitz Foundation * Steinhardt Foundation for Jewish Life * Steinway Child and Family Services * Stella and Charles Guttman Foundation * Stony Kill Foundation * StoryCorps * Storyville Center for the Spoken Word D/B/A Moth * Straight Women in Support of Homos (SWISH) * Strelsin Foundation * Studio in a School Association * Subud New York * Sundog Theatre * Sunnyside District Management Association D/B/A Sunnyside Shines * Sunset Park District Management Association * Support Center For Nonprofit Management * Support for People with Oral and Head and Neck Cancer (SPOHNC) * Supportive Housing Network of New York * Sustainable Flatbush * Sustainable South Bronx * Sutton Area Community, Inc. (SAC) * Sweat Equity Enterprises * Swim Strong Foundation * Sylvia Rivera Law Project * Symphony Space

T

Talk Therapy Television * Tanenbaum Center for Interreligious Understanding * Taproot Foundation New York * Taurus Associates * Taxpayers to Save the Paumonok Bioenclave * Teachers & Writers Collaborative * Teachers Network (Impact II) * Teach for All * Teatromania * Tee and Charles Addams Foundation * Tender Touch Geriatric Massage * Ten Penny Players * Textile Study Group of New York * The 42nd Street Workshop D/B/A WorkShop Theater Company * Theater et al D/B/A Chocolate Factory Theater * Theater for the New City * Theatre for a New Audience * The Bookkeeping Center * The Bridge Fund of New York * The Build Project * The Bureau for International Reporting * The Care Center Of New York * The Caring Community * The Center for Collaborative Communication * The Century Foundation * The Child Study Center Foundation (Child Mind Institute) * The Chris S. Owens Foundation * The City Gardens Club of New York City * The Communications Network * The CPORGUES Foundation * The DOME Project * The Ethical Community Charter School * The Field (Performance Zone) * The Financial Clinic * The Fostering Connection * The Foundation for AIDS Research (amfAR) * The Garden People * The George Walker Jr. Community Coalition * The HAMS Harm Reduction Network * The Historical Society of the Courts of the State of New York * The HOPE Program * The Interchurch Center * The Learning About Multimedia Project (LAMP) * The Lesbian and Gay Big Apple Corps * The Lester Fund * The Libby Ross Foundation * The Lily Fund * The Loft: Lesbian and Gay Community Services Center * The Lorge School * The Lotos Foundation * The Magic Penny * The Max Reger Foundation of America * The Mayor's Fund to Advance New York City * The Morgan Library & Museum * The New York Immigration Coalition * Theodore Gordon Flyfishers * The Old Stone House of Brooklyn * The Park Forum * The Philoctetes Center * The Renee and Chaim Gross Foundation * The Sylvia Center * The TEAK Fellowship * The Transition Network * The Wildcat Athletics Foundation of EWUFSD * The Women's Mosaic * Third Street Music School Settlement * Third World Newsreel * Thyroid, Head and Neck Cancer Foundation (THANC) * Tibetan Buddhist Resource Center * Tides Shared Spaces - Thoreau Center New York * Times Square Alliance *

- **Proposed Increase in MTA Payroll Tax Rate:** Despite our efforts to reduce or eliminate this tax as it applies to nonprofits, ultimately, no action was taken to change the tax, so it remains at .34% of payroll for all, including nonprofits. As we also opposed a proposed increase in the tax to .54% of payroll for NYC nonprofits, and that did not occur, we take some solace from that non-development.
- **Museums:** A bill that Assemblyman Brodsky introduced (A6959/S4584) to prohibit museums from “de-accessioning” items from their collections to pay for operating expenses appears to have died in the face of substantial opposition. NPCC’s concern, from a sector-wide perspective, has been that the bill might be read to treat many non-museums as museums because of their ownership of items such as memorabilia, thus imposing on them a significant set of burdensome requirements or prompting them to spend funds and time seeking to determine that the bill did not apply to them.
- **Bill Providing Recognition for Fundraisers Who Take an Ethics in Fundraising Course:** This bill has not proceeded to passage by the legislature. It is a somewhat improved but still objectionable, in our view, version of the bill that the Committee previously opposed. Our basic concern is that it pressures nonprofits to spend money and time to have staff take the contemplated course when it is by no means clear to us that the issues the course addresses, and its potential effectiveness, are more deserving of scarce resources than programmatic activities or other training courses staff and boards of nonprofits might take instead.
- **Other NYS Legislation:** We also followed and in some cases supported other NYS legislation affecting nonprofits. In particular, we are asked from time to time by the Governor’s Counsel to comment on pending legislation and do so. Bills we have followed and commented on include those relating to food donations, designation of depositories for state funds paid to nonprofits, and lotteries run by nonprofits.

New York City

- **Pay for Sick Days:** Council Member Gale Brewer’s bill to require pay for sick days – an unfunded mandate – seems to be on hold or dead, despite substantial sup-

port. As NPCC's longstanding view has been to take a position on legislation only if we believe that there is a consensus on it among our members, we concluded that such a consensus would not exist for this well-intentioned but costly legislation. Other proposed City Council legislation that seems stalled would, in general, require that building service workers in buildings collecting rent from city-funded projects be paid the "prevailing wage" where the project involves \$10,000 or more in City funding. Again, NPCC did not plan to take a position on this legislation for the reason noted above.

- **NYC Charter Revision:** We worked with the Human Services Council to provide input to the Charter Revision Commission. While that work has not led to topics put before voters this Fall, it has surfaced issues worth pursuing with NYC as to the operation of City government.
- **Fire Inspection Fees:** We worked with other nonprofits to seek repeal of the fire inspection fees imposed by NYC on some nonprofits last year. It seems that, when economic conditions improve, there is a reasonable prospect that the imposition of the fees will be repealed.

Federal

- **Healthcare Reform:** The Healthcare Reform Act, as originally proposed, contained an income tax credit for small businesses to help them pay for health insurance for their employees. Our Committee, on reviewing the legislation, realized that this credit was of no help to nonprofits (with rare exceptions) because of their general exemption from income taxes. We learned that this omission of nonprofits was not intended by the Administration, and we worked to encourage publication of an article in *The New York Times* explaining this defect in the legislation. While it is generally impossible to attribute a legislative development to any one group, we believe that our focus on this issue, along with the National Council of Nonprofits and other key players, played a significant role in causing modification of the legislation to provide a non-income tax credit that can be used by small nonprofits with low-paid employees to help them cover the cost of health insurance for those employees.
- **Nonprofit Sector and Community Solutions Act (HR5533)—the McCollum bill:** This bill seeks to improve the relationship between nonprofits and the federal government by improving coordination, communication and

Town House International School * Traditional Nutrition Guild * Transgender Legal Defense & Education Fund * TransitCenter * Transport Group Theatre Company * Trial.Com Foundation * Triangle Arts Association Limited * Tribeca Open Artist Studio Tour (TOAST) * Trickle Up * Trident Swim Foundation * Trinity - Services and Food for the Homeless * Trisha Brown Dance Company * TRISP Foundation * Tudor City Greens * Turnaround Friends * Turning Point for Women and Families * Two Sides Sounding * TWW * TZDAKA-VCHAYIM

U

U.S. Foundation for the United World College of the Atlantic * UERMMMC Alumni Foundation * UJA-Federation of Jewish Philanthropies * Unified for Global Healing * Unified New Cassel Community Revitalization Corp. * Union Square Park Community Coalition * Union Square Partnership * Unitarian Universalist Congregation at Shelter Rock * United Hospital Fund * United Neighborhood Houses of New York * United Neighbors of East Midtown (UNEM) * Universal Temple of the Arts * University Glee Club of New York City * University Neighborhood Housing Program (UNHP) * University of Cape Town Fund * Untermyer Performing Arts Council * Urban Agenda * Urban Green Council (USGBC New York Chapter)

V

Valley Restoration Local Development Corp * Valor House * Vera Institute of Justice * Versailles Foundation * Vida Family Services * Village Alliance District Management Association * Village Care of New York (VCNY) * Vintage Thrift Shop * Violence Intervention Program * VIP Community Services * Virginia Gildersleeve International Fund * Virtue Foundation * Vision Ed * Visiting Neighbors * Voelker Orth Museum, Bird Sanctuary and Victorian Garden * Voices UnBroken * Volunteer Consulting Group (VCG) * Volunteer Lawyers for the Arts (VLA) * Volunteer Referral Center * Volunteers for Wildlife

W

Walkabout Clearwater Sloop * Wall Street Rising * Walt Whitman Birthplace Association * Washington Heights Community Services * Washington Heights CORNER Project * Washington Heights-Inwood Preservation and Restoration Corp. Jewish Community Council (WHIPRC-JCC) * Washingtonville Housing Alliance * Waterkeeper Alliance * WAVES for Development International * We Are Family Foundation * Webster Apartments * Weeksville Heritage Center * Wellness in the Schools * Well Spouse Association * West 181st Street Beautification Project * Westbeth Artists Residence Council * Westchester Institute for Training in Psychoanalysis & Psychotherapy * Westchester Jewish Council * Westchester Martin Luther King, Jr. Institute for Nonviolence * Westchester Oratorio Society * Westchester Philharmonic * Westchester Square Partnership (WSP) * West Harlem Environmental Action (WE ACT for Environmental Justice) * Westside Crime Prevention Program * West Village Committee * Wieder Family Foundation * Willie Mae Rock Camp for Girls * Wings WorldQuest * Winston Preparatory School * WITNESS * WNYC Radio * Wolf Conservation Center * Women's Center for Education & Career Advancement * Women's City Club of New York * Women's eNews * Women's Housing & Economic Development Corporation (WHEDCO) * Women's Sports Foundation * Women's Venture Fund * Women for Afghan

Women * Woodhull Community District Management Association * Woodhull Institute for Ethical Leadership * Words Without Borders * Workforce Professionals Training Institute * Working in Support of Education * Worksites for Wellness * World Day of Prayer International Committee * World Day of Prayer USA Committee * World Education Services * World Federation of United Nations Associations * World Foundation for Music and Healing * World Land Trust - US * World Monuments Fund * WorldofMoney.org * World Policy Institute * Wyckoff House & Association

Y

Yad HaChazakah (JDEC) Jewish Disability Empowerment Center * Yale Alumni Chorus Foundation * Yale Whiffenpoof Alumni * YM/YWHA of Washington Heights & Inwood * YMCA of Greater New York * Yonkers South Broadway Business Management Association * York College Foundation * Young Audiences New York * Young Gents Society * Young Jean Lee's Theater Company * Young People's Chorus of New York * Young Women's Leadership Network * Youth Advocacy Center * Youth Empowerment Mission * Youth of Malawi * YWCA of Brooklyn * YWCA of the City of New York * YWCAs of the Northeast Region

Z

Zangdokpalri Foundation * Zankel Fund * ZGD D/B/A Zvi Dance * Zing Foundation

Sustaining Grantmaker Members (\$3,000+)

Arcus Foundation
Avon Foundation for Women
Bernard F. & Alva B. Gimbel Foundation
Carnegie Corporation of New York
Charles H. Revson Foundation
Fan Fox & Leslie R. Samuels Foundation
GRACE Communications Foundation
John and Mary R. Markle Foundation
Josiah Macy, Jr. Foundation
Mertz Gilmore Foundation
Milbank Memorial Fund
Pinkerton Foundation
Robert Sterling Clark Foundation
Rockefeller Brothers Fund
Wallace Foundation

Sustaining Corporate Members (\$3,000+)

Frank Crystal & Company
Google, Inc.
IBM
Milbank, Tweed, Hadley & McCloy, LLP
Patterson Belknap Webb & Tyler

Corporate Members

American Corporate Benefits
Eisner, LLP
Fiscal Management Associates
Kiwi Partners
Lamb Advisors, LLC
TCC Group
Weil, Gotshal & Manges, LLP
Willkie, Farr & Gallagher, LLP

Corporate & Foundation Support

The Achelis Foundation
Altman Foundation
American Chai Trust

data collection. The Government Relations Committee supports this bill (as does the National Council of Nonprofits and Independent Sector) and we have all been working to achieve additional sponsors and then passage. As this bill involves some new roles for the federal government in dealing with the nonprofit sector, and some additional federal expenditures (albeit minimal) to support those roles, its prospects for 2011 are viewed as dim.

- **Form 1099 Reporting for Purchases of Goods:** While such reporting, now required by a new law, is burdensome, it also raises needed revenue by identifying those who should be paying taxes. The bill has been broadly criticized as being overly burdensome by business as well as by nonprofits. We have been working with the National Council of Nonprofits and Independent Sector to seek a less burdensome solution. While it at first seemed likely that the bill's provisions would be softened (e.g., by raising the reporting threshold), it now seems more likely that the requirement may simply be repealed. It is worth noting that the IRS has said that credit card transactions will be exempted from the reporting requirements, as they are apparently otherwise reported.
- **Financial Reform Legislation:** We continue to follow developments relating to the recently-passed financial reform legislation. It appears that this legislation will not have a significant impact on nonprofits generally. One provision to note, however, would require fees charged for processing donations made by credit or debit cards to be "reasonable and proportional to the actual cost of processing the transaction" and would give the Federal Reserve the power to regulate the fees. Currently, fees are based on a percentage of the amount charged, and so this system would seem to be put in question, as processing costs for big donations are presumably about the same as those for small donations. We are awaiting guidance on this issue. Happily, the final bill did not include provisions discussed in the legislative process that might have affected other aspects of fundraising by nonprofits. Of course, issues not yet identified will arise as people familiarize themselves with the new law, but it is anticipated that nonprofits generally will not be significantly affected.

- **IRA Charitable Rollover:** We have continued to support making this provision permanent to promote tax advantaged giving from IRAs. Under the just-enacted tax legislation, the rollover has been extended through 2011.
- **Other:** We are working to ascertain how the new Supreme Court decision (and recent related decisions) concerning campaign financing will affect nonprofits and elections generally. A bill called the DISCLOSE Act has been pending but is apparently in limbo; it would require extensive disclosure of contributions by those now able to contribute pursuant to the Supreme Court decision. We are also following developments on other federal issues, including new rules on reporting foreign financial accounts.

Strengthening NPCC Board and Staff Capacity

While NPCC’s membership and benefits have more than doubled in the last 10 years, our Board, largely comprised of nonprofit executives, has not been historically focused on leveraging resources for the organization. In the past, our small staff and limited infrastructure have not grown in proportion to membership growth. Enhanced capacity is critical, and some progress was made in 2009-2010:

- **Increased Individual Fundraising:** To help meet growing demands for our services, NPCC launched a campaign to increase support from individual donors by cultivating support from those who care about NPCC’s programs and our impact in New York’s nonprofit sector. NPCC’s Individual Sustainers program is open to those who can donate at the \$1,000 level or above. Our Individual Sustainers receive NPCC membership privileges, and are able to engage with our staff and learn more about our work during the year. Throughout 2010, we celebrated NPCC’s 25th Anniversary. On Monday, May 3rd, NPCC board members and supporters came together for a “friendraising and fundraising” party to kick off this milestone year and to celebrate and communicate to potential donors how NPCC protects and serves New York’s nonprofit community. The year concluded with a 25th Anniversary Awards Dinner on October 25th. These and other events helped us to expand our circle of Individual Sustainers from 4 to 14. We are thrilled with this support and will continue to work to earn wider support in the months ahead.
- **Strengthening Board Capacity:** We continued to pursue our goal of building a board that is more representative of the New York City nonprofit sector and better able to leverage

Andrew W. Mellon Foundation
 Bank of America
 Booth Ferris Foundation
 The Clark Foundation
 Commonwealth Fund
 Community Resource Exchange
 The Dana Foundation
 Debevoise & Plimpton
 F.B. Heron Foundation
 Francis L. & Edwin L. Cummings Memorial Fund
 Fund for the City of New York
 The Greenwall Foundation
 Google, Inc.
 Hyde and Watson Foundation
 Met Life
 New York Community Trust
 New York Life Foundation/New York Life Insurance
 Philanthropy New York
 Pinkerton Foundation
 Rockefeller Brothers Fund
 Samuel H. Kress Foundation
 Staples Advantage
 Surdna Foundation
 Venable Foundation
 Wells Fargo Bank

Individual Sustainers

Ian Benjamin
 Victoria Bjorklund
 Miriam Buhl
 James Greilsheimer
 Arlene Hobson
 Mark Hoenig
 Richard Hsia
 Charlene F. Laniewski
 David Rockefeller
 Andy Schaffer
 Jonathan Small
 Emily Smith
 Peter Swords
 Kathy Yohalem

Associate Members

Amy Barnett
 June Berger
 Gayle Brandel
 Patricia Caesar
 Clifford Case
 Jo Ann Cotignola
 Michael Davidson
 Patricia Davies
 Jon Denham
 Chadick Ellig
 Sharon Fenster
 Bud Feuchtwanger
 James Fishman
 Kevin Foley
 Anne Green
 Susan Caruso Green
 David Hindie
 Jack Krauskopf
 David Lebenstein
 Robert Lehrman
 Susan Lentini
 John Magisano
 Eleanor McGee
 Heather Nesle
 Donna Pantan
 Samuel Perelson

Margaret Riley
James E. Rocco
Carol Thomas
Gerald Tobin
Vincent Vieni
Paul Wolf

Student Members

John Brothers
Theodora Hein
Lisa Maher
Debra Marie Mullins
Gregory Muth
Catarino Rodriguez
Rachel Stern

Donated Services

The Fund for the City of NY
Google, Inc.
McGladrey
McGraw-Hill
New York Times Company Community Affairs Department
Philanthropy New York
Social Enterprise Programs in Executive Education at
Columbia Business School
Staples Advantage

25th Anniversary Revenue (reported as of 9/30/2010)

Asthma Free School Zone
Neil D. Barve
The Family of Bertram M. Beck
Black Veterans for Social Justice, Inc.
Vernon Broderick
Chatsworth Consulting Group
Richard Cherry
Chhaya CDC
Elizabeth and Derek Cribbs
Davida Isaacson Consulting, Inc.
EisnerAmper, LLP
Antonia M. Grumbach
HANAC, Inc.
John Higgs
Susan and David L. Hoffman
International Women's Health Coalition
Thomas C. Israel
Ellen and Peter Jakobson
Laurence A. Pagnoni & Associates, Inc.
Joan and Leonard Leiman
Leon Levy Foundation
John and Mary R. Markle Foundation
Sylvia Mayer
McGee-Riley Associates
Joseph H. Newberg
Robert Pigott
Reading Reform Foundation of New York
Dana Brakman Reiser
David Rockefeller
Jodi and Luke Sarsfield
J. David Seay, Esq., Cerebral Palsy Associations of New York State
Marlene and Elliott Siff
Sr. Helen Travis HDFC
Staples Advantage
Paula and Sam Thier
UJA - Federation of New York
Susan and Frank Whyman
Karen and Barry Wolf

resources. A number of potential new Board members have been identified for nomination in FY 2011, and our Governance and Nominating Committee began interviewing these potential candidates in late FY 2010.

- **Organizational Capacity and Performance:** NPCC maintains an organization scorecard, based on the Balanced Scorecard method of tracking organizational performance. The NPCC 2010 Scorecard is found at the end of this report. It allows NPCC to set annual performance targets and milestones, visually demonstrates the impact of our work for our members and other nonprofits, facilitates funding, and helps clarify our value to supporters and stakeholders.

STAFF AND MANAGEMENT

All programs and services are supervised and reviewed regularly by NPCC staff for effectiveness and budget management. Reports are given to the NPCC Board of Directors for further input and review at least four times a year.

NPCC President Michael Clark oversees all program and administrative functions and serves as principal liaison with the Board of Directors. Jon Small, former Executive Director (2000-2005) serves as Senior Consultant for Government Relations and provides leadership and staff support to that committee. Consultant Dan Myers produces NPCC's newsletter, manages the Government Grants Information Service, and carries out special projects and surveys. Peter Swords, former Associate Dean at Columbia University School of Law, a founding director of NPCC and its Executive Director for 15 years, continues to work on a number of projects, including delivering workshops, serving on the Government Relations Committee, and revising the NPCC publication, *How to Read the IRS Form 990 & Find Out What it Means*.

Marcia Brown, Director of Programs, draws from extensive nonprofit experience with the Manhattan Theatre Club, the St. Ann Center for the Arts and Restoration, New York Theatre Workshop, A.R.T./New York, and Chamber Music America. Aditi Davray, Associate Director for Special Programs, directs a variety of program and program development activities, including the New York Times Company Nonprofit Excellence Awards. In January, 2010, Katie Martin replaced Craig Weinrich as Membership and Outreach Director. Alison Kincaid serves as NPCC's Program Associate, coordinating workshop delivery and tracking of results for many NPCC programs. Molly Knol serves as NPCC's Executive Assistant, providing administrative support for all staff.

This *Annual Report* is prepared for NPCC's Annual Meeting of members.

NONPROFIT COORDINATING COMMITTEE OF NEW YORK, INC.

Statements of Financial Position

Assets

	September 30	
	2010	2009
Current assets		
Cash	\$ 61,877	\$ 50,435
Investments	1,505,737	1,383,550
Grants and contributions receivable	76,150	30,000
Accounts receivable	700	-
Prepaid expenses	52,502	2,531
Total current assets	1,696,966	1,466,516
Property, equipment and leasehold improvements, net	5,810	4,637
Security deposit	20,608	20,608
Total assets	\$ 1,723,384	\$ 1,491,761

Liabilities and Net Assets

Current liabilities		
Accounts payable and accrued expenses	\$ 86,427	\$ 157,815
Deferred membership dues	261,766	292,093
Deferred benefit revenue	193,686	-
Deferred rental revenue	1,950	-
Deferred compensation	79,121	63,906
Total liabilities	622,950	513,814
Net assets		
Unrestricted		
Board designated		
Capital reserve fund	650,000	650,000
Special needs reserve fund	200,000	200,000
Undesignated	64,914	102,947
Total unrestricted net assets	914,914	952,947
Temporarily restricted	185,520	25,000
Total net assets	1,100,434	977,947
Total liabilities and net assets	\$ 1,723,384	\$ 1,491,761

NONPROFIT COORDINATING COMMITTEE OF NEW YORK, INC.

Statements of Activities

For the Years Ended September 30, 2010 and September 30, 2009

	2010			2009		
	<u>Unrestricted</u>	<u>Temporarily Restricted</u>	<u>Total</u>	<u>Unrestricted</u>	<u>Temporarily Restricted</u>	<u>Total</u>
Revenue and support						
Grants and contributions	\$ 433,715	\$ 208,500	\$ 642,215	\$ 458,017	\$ 43,241	\$ 501,258
Donated goods and services	51,708	-	51,708	101,911	-	101,911
Membership-related revenue						
Memberships dues	620,125	-	620,125	661,990	-	661,990
Grants	30,500	-	30,500	-	-	-
Rental income	2,900	-	2,900	2,800	-	2,800
Program fees	-	-	-	19,500	-	19,500
Nonprofit Forum dues	7,511	-	7,511	7,313	-	7,313
Investment income	9,544	-	9,544	17,727	-	17,727
Other income	3,367	-	3,367	1,294	-	1,294
Net assets released from restrictions	47,980	(47,980)	-	160,741	(160,741)	-
Total revenue and support	<u>1,207,350</u>	<u>160,520</u>	<u>1,367,870</u>	<u>1,431,293</u>	<u>(117,500)</u>	<u>1,313,793</u>
Expenses						
Program services	953,669	-	953,669	1,086,544	-	1,086,544
Supporting services						
Management and general	169,083	-	169,083	216,547	-	216,547
General fundraising	84,190	-	84,190	59,384	-	59,384
25 th Anniversary	71,222	-	71,222	44,728	-	44,728
Total supporting services	<u>324,495</u>	<u>-</u>	<u>324,495</u>	<u>320,659</u>	<u>-</u>	<u>320,659</u>
Total expenses	<u>1,278,164</u>	<u>-</u>	<u>1,278,164</u>	<u>1,407,203</u>	<u>-</u>	<u>1,407,203</u>
Increase (decrease) in net assets from operations	(70,814)	160,520	89,706	24,090	(117,500)	(93,410)
Non-operating gain/loss						
Net realized and unrealized gain (loss) on investments	32,781	-	32,781	(23,307)	-	(23,307)
Increase (decrease) in net assets	(38,033)	160,520	122,487	783	(117,500)	(116,717)
Net assets, beginning of year	952,947	25,000	977,947	952,164	142,500	1,094,664
Net assets, end of year	\$ 914,914	\$ 185,520	\$ 1,100,434	\$ 952,947	\$ 25,000	\$ 977,947

Scorecard

Fiscal Year 2010

October 1, 2009 – September 30, 2010

Strengthening Nonprofits

\$3,187,384

Savings reported by nonprofit members using our group-buying programs (10 of 13 programs reporting)

\$32 million

Awarded to NPCC members using our Government Grants Information Service

3,273

of reported organizational improvements resulting from NPCC information and guidance services*

74%

Nonprofit members rating our services as "Very Good" or "Excellent" * (a 5.7% increase from FY 2009)

13

Number of key government agencies that worked with NPCC's Government Relations Committee to maintain positive regulatory environment for nonprofits

Membership

1,652

Total dues-paying members (including Nonprofits, Grantmakers, Corporate, Associates, Students, etc.)

1,587

Nonprofit Members (Nonprofits, Grantmakers & Foundations)

71%

FY 2010 nonprofit members' renewal rate (including previously free members)

86%

FY 2010 paid nonprofit members' renewal rate

NPCC Financials

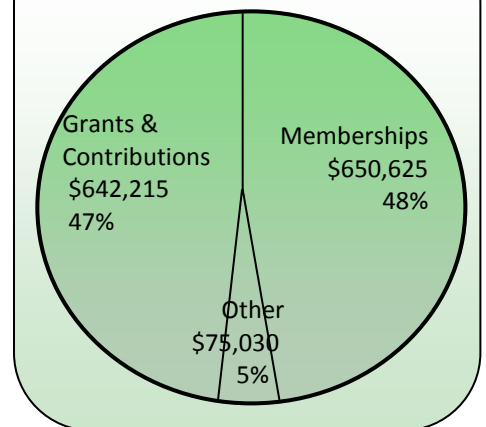
\$1,367,870

Total FY2010 Revenue

\$1,278,164

Total FY2010 Expenses

FY2010 Revenue Sources



Our Mission

The Nonprofit Coordinating Committee of New York serves as the voice of and information source for the New York City area nonprofit community, so that nonprofits are better informed, managed, governed and represented at all levels of government, and better equipped to achieve their missions.

Our Vision

The quality of life for all New Yorkers depends on a strong, vibrant and diverse nonprofit sector. Nonprofits must manage and govern themselves well, be accountable and transparent to donors, constituents and the public, and pursue their missions effectively. As NPCC's influence and membership grow, so does our ability to help member nonprofits achieve these objectives. NPCC's goal is to be New York nonprofits' most reliable source for information, advice, quality programs and services, their most effective advocate on sector-wide issues, and widely recognized as such.

1350 Broadway, Suite 1801, New York, NY 10018

www.npccny.org

212.502.4191

*Based on member reports on impact of NPCC workshops, training, newsletter, web content, telephone and email guidance, and other programs and services.

NPCC thanks the companies that provide low-cost services and discounted products to our nonprofit members, saving them over **\$3.1 million** in 2010!

Use these products and services—and save more than your nonprofit NPCC dues.

(see <http://www.npccny.org/member.htm> for a complete list)



THE CHRONICLE OF PHILANTHROPY

THE NEWSPAPER OF THE NONPROFIT WORLD

Member Programs and Services

Information & Guidance

New York Times Company Nonprofit Excellence Awards

Government Relations

Information Databank

Advocacy and Government Watch

Space Ads

New York Nonprofits newsletter

Who Does What? database

Government Grants Information Service (GGIS)

SkillsBuilders

Directors' & Officers' Liability Insurance

Legal Assistance on Labor Relations

Workshops & Roundtables

Staples Advantage

Paychex Payroll Processing

Crain's New York Business

Chronicle of Philanthropy

Stanford Social Innovation Review

NPower IT Basic Services

TransitChek Commuter Benefits Program

ReadyTalk Conference Calling and Web Conferencing

Easy Office Financial Management

MetLife Retirement Benefits Program

Coeus Global Background Checks

www.npccny.org

NONPROFIT
Coordinating Committee of New York