Message from Nonprofit New York

Dear Members and Supporters,

Reflecting on 2020 is a daunting task. We recognize the immense hardships and heartaches that resulted from the compounding challenges of the pandemic, the resulting economic crisis, and a crucial moment in the movement for racial justice. Nonprofit New York applauds the remarkable ways the nonprofit sector rose to these challenges, adapted quickly to evolving demands and growing community needs, and demonstrated impressive levels of resilience and innovation.

The year ahead presents many uncertainties and promises to be tough too. We are hopeful that the lessons we continue to learn will enable us to work together in new ways, strengthen our resolve that racial equity must be a condition of our success, and demand that we work toward inclusive recovery efforts that center nonprofits’ expertise and connection to community. At Nonprofit New York, we are determined to embrace the opportunities and obligations 2020 outlined for us and we look forward to collaborating with you to reimagine what is possible and to rebuild a more equitable, sustainable, and effective nonprofit sector.

In our fiscal year ended September 30, 2020, Nonprofit New York engaged with over 4,000 unique organizations: members; workshop participants; nonprofits that contacted our Helpline for support and used the resources in our online Community; and partners in our advocacy work helping us advance policy campaign efforts. This number reinforces what we have long held to be true — when one nonprofit is stronger all of us are stronger.

Our talented staff pivoted quickly and effectively to address the multiple crises of 2020. When our offices and training rooms were closed to us, our team, led by Melkis Alvarez-Baez as Acting President, revamped our programming and facilitated a shift to remote work; our policy work moved immediately to convene the sector in addressing new needs and advocating with City and State; and our education programs became virtual and subject matter changed to meet the challenges of the day. When Meg Barnette arrived in May, she joined a team that demonstrates its dedication to excellence, equity and the nonprofit community every day.

As Board Chair and CEO, we are immensely grateful for the effort, smarts and heart that fueled Nonprofit New York’s accomplishments over this past year.

Nonprofit New York’s ability to respond to the needs of the sector is possible because of the work of our staff and our Board, supported by our members, funders, Government Relations Council, and partner nonprofits. We are so grateful for the myriad ways individuals, organizations and foundations have contributed to our work, and we look forward to working with you to meet the many demands we see ahead.

Thank you for being part of our relentless, collective force for good.

With gratitude and optimism,

Ian J. Benjamin
Board Chair
Nonprofit New York

Meg Barnette
President & CEO
Nonprofit New York
Rallying the Nonprofit Community

Building on our day to day work to strengthen and unite New York’s nonprofits, Nonprofit New York sprung into action at the start of the pandemic to serve as a leading voice and advocate for the nonprofit community.

We Convened

• 25 Coalition to Advance Nonprofits (CAN) meetings, comprised of 137 nonprofit organizations, to coordinate advocacy efforts, share policy updates, and amplify the nonprofit sector’s issues in response to the COVID-19 Pandemic.

• 3 Town Halls, one with Senator Gillibrand and Senator Schumer and two with Senator Schumer so they could listen to the nonprofit sector’s concerns and provide updates on federal care packages.

• 19 Policy Forums to inform the nonprofit sector on policy changes and rally the sector to advocate for policy initiatives.

• 4 Sustainable Nonprofit Forums to discuss how we can move closer to a more sustainable funding framework and reflect on how COVID-19 has affected philanthropic actions.

We Advocated

• Donor Protection: We led an advocacy effort to prevent the blanket publishing of 501c3 donor names and addresses on the federal care Tax website.

• Inclusion in federal support: We engaged our members of Congress, advocating for nonprofit inclusion in federal COVID-19 legislation including Families First, CARES, and the HEROES Act.

• Business Interruption Insurance: We provided a markup of a state bill that would require business interruption insurance to cover COVID-19 related losses. The bill did not pass, but all of our recommended bill text was incorporated into amendments.

We Empowered

To provide nonprofits with the data to advocate for themselves, we released the following reports:

• Economic Impact of Nonprofits Report: In partnership with Comptroller Stringer, we released a report analyzing the impact of the nonprofit sector on the local economy, creating a first of its kind New York City GDP figure for the nonprofit sector.

• The Impact of the Pandemic on Nonprofits Briefing: This briefing highlights how nonprofits in the U.S. and New York City area have been impacted by the COVID-10 pandemic.
Strengthening Nonprofit Organizations

Engagement: In response to the ongoing pandemic, Nonprofit New York continued to work to ensure that our educational programming and cost-saving benefits were responsive to the questions and needs of the nonprofit sector.

- We supported 4,701 organizations, a 45% increase in participation after the onset of COVID.
- In FY20, Nonprofit New York members saved approximately $2.5 million when using our cost-savings program.

For our full membership list, visit: https://www.nonprofitnewyork.org/join/directory/

Learning and Resources: At the height of the pandemic, we were able to: increase the number of learning opportunities offered; make sessions available to an increased number of participants; and increase webinar recordings available in the Knowledge Center.

- 2,148 participants registered for 77 trainings and seminars
- 336 nonprofit professionals participated in 9 Learning Labs series on the topics of Diversity, Equity, & Inclusion, Fundraising, Financial Management, Human Resources, and Planning & Evaluation

The Community: In FY20, Nonprofit New York’s Community continued to surpass our goals, in part due to the COVID-19 pandemic as we saw an increase in web traffic to our Knowledge Center as well as an increase in HelpLine cases.

- Added 111 resources to the Knowledge Center between October 2019 and December 2020
- 3,228 logins to The Community, our online member portal
- Partnered with 64 consultants in the Referral Center
- Provided 704 answers, referrals, and advice through our HelpLine
Uplifting Nonprofit Excellence

**Nonprofit Excellence Awards:** In 2020, we observed evidence of the Awards program’s continued success. 75% of all 2020 applicants were first time applicants - continued evidence of the program’s value and effectiveness in helping participating nonprofits improve their management practices as nonprofits continued to apply during the beginning of the COVID-19 pandemic.

- We received **41 qualified applications**
- Conducted feedback calls with **22 applicants**
- Coordinated **13 one-hour one-on-one coaching calls** between applicants and Selection Committee members in a specific Key Area

**2020 Overall Management Excellence Winner**

**2020 Special Recognition Winners**

**Best Nonprofit Conference:** The culminating 2020 Best Nonprofit Conference was held on Hopin, a virtual event platform, over two half days on Monday, December 7th, and Tuesday, December 8th, 2020.

- Nearly **300 attendees** joined us for our first virtual two day Conference in 2020
- **96% of respondents** to the 2020 Post-Conference Survey reported that they learned new management ideas and strategies
ANNUAL REPORT 2020

FINANCIAL STATEMENT

To see our audited financials for the timeframe between October 1, 2020 to December 31, 2020, please visit: [https://www.nonprofitnewyork.org/about-us/financial/](https://www.nonprofitnewyork.org/about-us/financial/)

REVENUE & OTHER SUPPORT

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<th>2020</th>
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<tr>
<td>In-Kind Contributions</td>
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EXPENSES

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<td>Fundraising</td>
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CHANGE TO NET ASSETS

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<th>Net Assets, End of Year</th>
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Supporters

Corporate & Foundation Grants

Altman Foundation
AmazonSmile Foundation
American Chai Trust
Andrew W. Mellon Foundation
Bernard F. & Alva B. Gimbel Foundation
Booth Ferris Foundation
Consolidated Edison Company of New York
Deutsche Bank Americas Foundation
Ford Foundation
JPMorgan Chase & Co.
KPMG
Mertz Gilmore Foundation
New York Foundation
Rockefeller Brothers Fund
Singingold Foundation
The Charles A. Dana Foundation
The Clark Foundation
The Commonwealth Fund
The Hyde & Watson Foundation
The New York Community Trust

Sustaining Philanthropic Members

Carnegie Corporation of New York
Charles H. Revson Foundation
Mutual of America
Ford Foundation
Rockefeller Brothers Fund
Scherman Foundation
The New York Community Trust

Matching Gift Contributions

Benevity
Google
LinkedIn

Donated Services

Alison Chan
Briana Kay
Joanna Jing
Jonathan Kagan
Kellye Cung
Linh Dao
Magan L.
Malk Partners
Michael Nieman
Phil Simondet
Programs in Social Enterprise in Executive Education at Columbia Business School
RSM US LLP
Sean Puzzo
Shawna Montoya
Stroock & Stroock & Lavan
WNYC

Corporate Sponsors

2019 Best Nonprofit Conference
Achieve Mission
Amalgamated Bank
Bank OZK
Blackbaud
Citrin Cooperman
Council Services Plus
Denham Wolf Real Estate Services
Envision Consulting
Fiscal Management Associates
Grassi CPA
Harbor Compliance
JMT Consulting
JPMorgan Chase & Co.
Kiwi Partners
Lamb Insurance Services
Mutual of America Nationwide
Nonprofit HR
Nonstop Wellness
Pentegra
PNP Staffing
RoundTable Technology
Skody Scot & Company
Stetwin Consulting
Tate and Tryon
Wingo NYC

2020 Annual Meeting of Members
Mutual of America
Namely
Staples
BankUnited
Denham Wolf
Bank OZK

2020 Best Nonprofit Conference
Bank OZK
Denham Wolf
Real Estate Services
Envision Consulting
Fiscal Management Associates
Grassi CPA
Heller Consulting
Ian Benjamin
JPMorgan Chase & Co.

Lamb Insurance Services
Manatt, Phelps & Phillips, LLP
Mutual of America Nationwide
NFPA Advisors LLC
RoundTable Technology
Skody Scot & Company
Your Part-Time Controller

Contributions

Aaron Jenkins
Andrew Schaffer
Anonymous
Barbara Schatz
BJ Sung
Bobby Tran
Caitlin Velez
Cammie Erickson
Carolyn McLaughlin
Center for Group Studies
Charlene Laniewski
Chloe Breyer
Craig Weinrich
Damani Taylor
David Samuels
Devereux Swing
Emily Smith
Farra Trompeter
Greg Cohen
Health Advocates for Older People, Inc
Henry Seton
Hope Haigh
Ian Benjamin
James Greilshheimer
Jarrett Lucas
Jennifer Huang
Jessica Lee
Jo-Ann Yoo
John Craig
Jon Small
Joseph Barnette
Judy Levine
Kamesh Moola
Karen Pearl
Keith Timko
Kim Nguyen
Law Offices of Lorene R. Kreitman
Lisa Pendley
Lisa-Nicolle Grist
Maire O’Malley
Maria Alvarez
Mariko Tada
Meg Barnette
Meredith Maskara
Michael Clark
Michael Seltzer
Michelle Henry
Ogechukwu Uwanaka
Peter Gee
Peter Swords
Philanthropy New York
Rich Souto
Robert Acton
Robert Pigott
Robert Vanni
Roland Lewis
Ronda Kotchuck
Sabater Foundation
Sheila Lewandowski
SITE Northeast USA
Stephanie Thomas
Terry Farrell Firefighters Fund
The Womanist Project
Tuhina De O’Connor
UERMMC Alumni Foundation
Yessenia Santos
Zameena Mejia

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The Womanist Project
Tuhina De O’Connor
UERMMC Alumni Foundation
Yessenia Santos
Zameena Mejia
Nonprofit New York’s Board of Directors

As of December 31, 2020

Robert B. Acton (Vice Chair)
Principal & Founder, Cause Strategy Partners

Carolyn McLaughlin
Retired, BronxWorks

Kamesh Moola
VP in Operations Optimization Group, Barclays

Tuhina De O’Connor
Executive Director, Physician Affiliate Group of New York, Health and Research Foundation

Meg Barnette
President & CEO, Nonprofit New York

Karen Pearl (Secretary)
President & CEO, God’s Love We Deliver

Barbara Schatz
Clinical Professor of Law, Columbia School of Law

Ian J. Benjamin (Chair)
Interim Executive Director, VOLS, Volunteers of Legal Service

Emily L. Smith
Retired, Scudder Investments

Dr. Rev. Chloe Breyer
Executive Director, Interfaith Center of New York

Richard Souto
Executive Director, Leap NYC

Cammie Erickson
Senior Manager of Social Impact, LinkedIn

Sarah (BJ) Sung
Principal, Pinnacle Social Impact Consultancy

Peter Gee
Interim Executive Director, The Door

Mariko Tada
Communications Consultant

Michelle Henry (Vice Chair)
Executive Director, Community Reinvestment & Community Partnership, JPMorgan Chase & Company

Stephanie Thomas
President, Stetwin Consulting

Ronda Kotelchuck
Retired, Primary Care Development Corporation

Bobby Tran
Program Manager Google Cloud, Google

Charlene Laniewski (Treasurer)
Partner, KPMG LLP

Jo-Ann Yoo
Executive Director, Asian American Federation

Roland Lewis
CEO, Building Together

Karen Pearl
President & CEO, God’s Love We Deliver

Jarrett Lucas
Executive Director, The Stonewall Foundation

Barbara Schatz
Clinical Professor of Law, Columbia School of Law

Meridith Maskara
Chief Executive Officer, Girl Scouts of Greater New York

Karen Pearl
President & CEO, God’s Love We Deliver

Nonprofit New York’s Staff

As of December 31, 2020

Melkis Alvarez-Baez
Chief Operations Officer

Lakimja Mattocks
Chief Programs Officer

Alexa Salamé
Learning & Resources Manager

Meg Barnette
President & CEO

Taina Sanon
Membership Director

Matthew Cheng
Development Manager

Devon Stein
Programs Coordinator

Chai Jindasurat
Policy Director

Celine Yip
Research & Data Coordinator

Stacie Man
Office & Events Associate

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