A message from NPCC’s Board Chairman, Ian Benjamin

We look back on our most recent fiscal year and recognize that the Nonprofit Coordinating Committee of New York (NPCC) has served as the leading voice and information source for New York City-area nonprofits for 32 years.

Fiscal Year 2016 was a year of growth and change. It began in October, 2015 with the arrival of Sharon Stapel as President of NPCC. Under Sharon’s leadership, we have enhanced our existing programming and developed services that are responsive to member needs throughout New York’s nonprofit community. We have restructured staffing and welcomed new staff, unveiled a new website, modernized our widely-read newsletter, celebrated the 10th anniversary of our lauded Nonprofit Excellence Awards program, and began revamping our offerings to members.

During the year, our Board of Directors and staff have worked indefatigably to build on the impact of past years with an enthusiasm for creating even more successes for the nonprofit community in the years to come. NPCC continued to strengthen the nonprofit sector while also providing the tools and education to support our members as they advance their management practices and their ability to meet their missions.

NPCC’s hard work has led to tangible gains and improvements to our programs, services, and vision for the future of supporting the nonprofit sector, as is demonstrated in this Report. We did all this while steadfastly continuing to advocate, resource and convene our members and the sector as a whole through policy initiatives, our cost-savings vendors, and training and education that we know our nearly 1,500 members value and desire.

As always, I want to offer deep gratitude to all of our supporters. We would not be able to continue our work of supporting and strengthening the New York City area nonprofit sector without you. As we review our achievements in Fiscal Year 2016, we look forward to our continued work in Fiscal Year 2017 and the years ahead.

A message from NPCC’s President, Sharon Stapel

As we review Fiscal Year 2016, I am deeply grateful to our supporters, partners, Board, and staff for their support during my first year at NPCC. Every workshop we provide, every issue we take action on, and every convening we organize is a result of their dedication and hard work. I also want to acknowledge and appreciate the critical work of our nearly 1,500 members. Their deep commitment to our city and their missions to preserve, protect, and improve our communities is needed now more than ever.

This past fiscal year was an exciting first year for me at NPCC. It was a year of reflection for the organization as a whole—one where we sought to learn from our members about what they valued, what they needed, and how we could be most useful to them. It was also one of strategic thinking and planning so that we can continue to meet our members’ needs in the years ahead. We are excited for you to read about our accomplishments in this year’s Annual Report because we believe it reflects what you, our members, told us you needed. And, we hope, it demonstrates that we listen to you, we learn from you, and we rely on your on-the-ground expertise to drive our programming and the way we support your organizations and the sector.

Our work is not done. At our Annual Meeting of Members we shared our new strategic plan which builds on this year’s work and envisions a stronger, more effective and more engaged NPCC. We look forward to working together to build, maintain and grow a strong and healthy nonprofit sector in New York.
Board of Directors

As of September 30, 2016

Board Officers

Chair: Ian J. Benjamin, RSM US LLP
President: Sharon Stapel, Nonprofit Coordinating Committee of New York
Vice Chair: Robert Acton, Esq., Cause Strategy Partners
Treasurer: Charlene Laniewski, KPMG LLP
Secretary: Merble Reagon, Women’s Center for Education & Career Advancement

Board Members

Victoria Bailey, TDF
Joyce M. Bove, The New York Community Trust (retired)
Richard Burns, Esq., North Star Fund
Gregory Cohen, Cause Effective
Diana Davenport, The Commonwealth Fund
Leslie Goldman, New York Academy of Medicine (retired)
Ronda Kotelchuck, Primary Care Development Corporation (retired)
Patricia J. Kozu, The Century Foundation
Antoinette La Belle, Growth Philanthropy Network/Social Impact Exchange
Larry Lee, New York Asian Women’s Center
Sheila Lewandowski, The Chocolate Factory Theater
Roland Lewis, Waterfront Alliance
Carolyn McLaughlin, BronxWorks (retired)
Tuhina De O’Connor, Faces of Giving, Partnership for Palliative Care
Karen Pearl, God’s Love We Deliver
Barbara Schatz, Esq., Columbia Law School
Michael Seltzer, Baruch College/CUNY School of Public Affairs
Emily L. Smith
Richard Souto, LeAp NYC
Sarah (BJ) Sung, Con Edison
Stephanie Thomas, Stetwin Consulting
Eileen Torres, BronxWorks
G. Robert Watts, Care for the Homeless
Jo-Ann Yoo, Asian American Federation

NPCC Staff

As of September 30, 2016

Sharon Stapel, President
Melkis Alvarez-Baez, Deputy Director
Matthew Cheng, Development Coordinator
Constance Ferber, Knowledge Manager
Tiloma Jayasinghe, Policy Strategist
Kristen Jones, Membership Manager
Heysha Nameri, Communications Coordinator
Joseph Taylor, Programs Manager
Omar Yusaf, Executive and Board Coordinator
A YEAR OF GROWTH & LISTENING

Sharon Stapel joined NPCC as President at the beginning of FY16. Under her leadership, NPCC has grown and restructured by reducing our reliance on consultants and investing in staff. At the same time, NPCC became better equipped to listen to our members and focus on their needs through our Needs Assessment and Member Satisfaction Surveys. NPCC also began an exciting strategic planning process to help the organization continue to advance and innovate in the years to come (more on that on the last page!).

Needs Assessment

In April 2016, NPCC conducted our first-ever needs assessment survey to understand the common challenges that New York City-area nonprofits were facing and what more we could do to support the sector. The results from the survey allowed NPCC to identify the policy, government regulations, and nonprofit management issues that informed our current programming and the strategic planning process.

IMPACT:
As a result of the needs assessment, NPCC took on a comprehensive assessment of our programming. The needs assessment findings resulted in a plan to restructure NPCC education and training events, resources, and referrals to align with our Eight Key Areas of Nonprofit Excellence. This will allow members to follow a track of learning in specific areas to develop expertise or to get a broad overview of management practices generally. We also improved our education offerings by launching a new cohort-based training model, “Learning Labs” (pg.4), began overhauling our resources and member engagement practices, and started evaluating our cost-saving vendor programs.

Member Satisfaction Survey

NPCC continued the tradition of annually surveying our members to gauge satisfaction and give members the opportunity to voice their opinions about our services. In years past, members often told us that the survey was too long and onerous. This year we simplified it by only asking 10 meaningful questions. Some highlights include:

We Heard You Loud & Clear

Thank you for being a friend.

Stay Tuned!

Fun Fact!

88% of NPCC members reported that they would either be “very likely” or “likely” to recommend NPCC to a friend. 80% of respondents reported that they hear from NPCC just enough, and 15% said they would like to hear from us more. Members rated our newsletter, workshops/trainings, and website as NPCC’s TOP 3 PROGRAMS AND SERVICES.

IMPACT:
NPCC used this feedback to identify the programs that members value and began to re-work those programs that proved to be of less value. We are evaluating not just the programs, but also our ability to tell you why we think the programs are useful. In the coming months, you will begin to see sharp messaging that clearly explains the value of each of our programs.
NPCC INNOVATED & IMPROVED

Learning Labs
During the summer of 2016, NPCC piloted a brand new training structure. The Learning Lab consisted of a cohort-based series of six workshops, providing participants with training and technical assistance to build skills and tools around one of our Eight Key Areas of Nonprofit Excellence: Information Technology. NPCC received 58 qualified applications and selected 32 individuals to participate. The program gave attendees resources and templates, access to expert presenters, and an online community for shared learning. By providing a deeper dive into a particular management issue, NPCC offered participants a way to take the theory of nonprofit management and put it into practice in their organizations. The pilot - which was overwhelmingly embraced by our members - was the first step in an effort to create a new education model to improve knowledge and strengthen organizational performance.

Communications
NPCC completely revamped our communications efforts in FY16. This included launching an updated website, developing an e-newsletter, updating our logo, and increasing our social media presence. These changes enabled NPCC to communicate with our members in a more direct and streamlined fashion. It also helped nonprofits to better access our services, stay in the loop about important policy issues, learn about exciting educational opportunities, and receive informative articles and resources.

In FY16 our newsletter, New York Nonprofits, went paperless! The new format and design helped us to reach more members and provide them with up-to-date nonprofit news, policy information, and resources – and saved us tens of thousands of dollars in printing and mailing costs. Circulation of the new e-newsletter reached an average of 4,400 members and individuals a month.

IMPACT:
More people are engaging with NPCC for nonprofit information & resources.

IMPACT:
Learning Lab participants took their knowledge from learning to action to improve their organization’s IT practices.

OVER 50% OF PARTICIPANTS SAID THEY FELT THEY WERE IN MORE OF A POSITION OF LEADERSHIP WHEN IT COMES TO THEIR ORGANIZATION’S TECHNOLOGY NEEDS & STRATEGIES AFTER COMPLETING THE PROGRAM

30% of participants rated their knowledge of specific technology practices as “GOOD” or “VERY GOOD” before the learning lab, a number that ROSE TO 70% at the end of the program

94% OF PARTICIPANTS NOTED THEY WOULD USE KNOWLEDGE GAINED TO IMPROVE THEIR ORGANIZATION’S IT PRACTICES

WEBSITE
TOTAL SESSIONS
FY16: 57,222
INCREASE
FROM FY 15
144%
TOTAL VIEWS
FY16: 121,805
INCREASE
FROM FY 15
167%

SOCIAL
TWITTER FOLLOWERS
FY16: 2,315
INCREASE
FROM FY 15
17%
FACEBOOK FRIENDS
FY16: 1,278
INCREASE
FROM FY 15
17%

IMPACT:
Overall, participants were very satisfied with the program & rated each session an average of 4.5 of 5 when asked if it was worthwhile

NPCC Staff & 2016 IT Learning Lab Participants
ADVOCATED FOR NONPROFITS

NPCC continues to be a leader and standard-setter in helping nonprofits navigate government rules and regulations. Through NPCC’s policy strategist, and relying on the expertise of the Government Relations Council, NPCC advocates for nonprofits on issues critical to their management, oversight, and compliance. A key goal of our expanded policy work in FY16 was to share information in “plain language” about regulations and legislation that impact nonprofits so that these changes could be quickly understood and acted upon by our members.

IMPACT:
NPCC was able to provide plain, clear guidance to our members on policy issues that impact their day-to-day work. NPCC also continued our role of providing information and education to the nonprofit sector on pressing policy trends. NPCC’s policy work enables the sector to comply with an increasingly complex regulatory environment, to know and exercise their rights, and to take advantage of opportunities when they arise. NPCC’s policy work also protects the sector from unnecessary, burdensome regulations and policies, resulting in more time, effort and dollars dedicated to fulfilling missions.

Policy Guidance in FY16 Included:

**OMB Guidance**

The Federal Office of Management and Budget (OMB) issued uniform guidance in 2014, which makes clear that a nonprofit’s indirect costs (sometimes called overhead or administrative costs) are legitimate expenses that need to be reimbursed for the organization to be sustainable and effective. In order to help our members understand this guidance and to inform them on how to get more money out of their government grants, NPCC with the support of the National Council of Nonprofits and the Human Services Council, developed the featured “Nonprofits and The OMB Uniform Guidance” flowchart.

**Legislation**

NPCC also took a leadership position in advocating for modifications to City Council Intro 1163, a bill that would expand the list of buildings (including nonprofit spaces) required to be benchmarked for energy and water efficiency. NPCC was concerned that the high costs of having to do an energy benchmarking report would be incredibly burdensome to nonprofits. Therefore, NPCC, in coalition with FPWA, Jewish Community Relations Council of NY, New York Council of Nonprofits, Human Services Council, United Neighborhood Houses, and the Support Center advocated to ensure that this law did not pose an unfunded mandate to nonprofits. Based on NPCC’s work, the final bill passed in September, 2016, and contained provisions that protected the sector while also promoting the laudable goal of energy efficiency.

NPCC’s Government Relations Council was also busy in FY16 with advocacy efforts on the State level, ensuring that amendments to the Nonprofit Revitalization Act supported nonprofits, were not burdensome or onerous, and that all regulations were clear and easily interpreted.
RESOURCES NONPROFITS

NPCC continued to serve as a resource for nonprofits, providing high-value knowledge, expertise, and cost savings so that members can effectively pursue their mission and maximize their impact.

Knowledge Resources

With the help of our new knowledge manager and an updated website, NPCC continued to provide members with reliable information and useful articles, helpful templates, checklists, and tools for nonprofits in our Nonprofit Toolbox. NPCC also continued to offer nonprofits the opportunity to call or email us to ask individualized management questions, inquire about referrals, and request advice from our experienced staff.

**IMPACT:**
By creating a knowledge manager position in FY16, we were able to update our online member resources, including templates, checklists and other practical guidance, saving our members valuable time by providing answers and resources for pressing questions.

Cost-Savings Vendors

NPCC members continued to save valuable money through our cost-savings programs.

Recognizing a sector-wide need for affordable and accessible retirement benefit services, NPCC launched an additional retirement program for member nonprofit organizations in FY16. The new program with **Nationwide offered members both ERISA 403(b) and 401(k) retirement plans**, and joined our list of existing vendors that offer services nonprofits need at deeply discounted prices.

**Crain’s New York Business:** Subscription
**Crystal and Company:** Directors & Officers Liability Insurance
**Coeus Global:** Background Services
**FMA Institute:** Financial Trainings
**Jitasa:** Finance, Accounting & Bookkeeping Services
**Legal Assistance:** Employment and Labor Relations Issues
**Paychex:** Payroll Processing
**ReadyTalk:** Telephone & Web Conferencing
**RoundTable Technology:** Technology Assessment and IT Services Provider
**Stanford Social Innovation Review:** Subscription
**Staples:** Office Supplies
**TDF:** Subscription
**TransitChek:** Commuter Benefit Program
**Unemployment Services Trust:** State Unemployment Taxes

**IMPACT:**
In FY16, NPCC members saved over **$4.2 million dollars** using our vendor services and group buying programs, a 27% increase in savings from FY15 ($3.3 million). These savings are critical to our members and allow them to use as much resources as possible on mission-driven activities.

**IMPACT:**
In FY16, NPCC offered **62 workshops with over 124 hrs** in valuable capacity building training.

**IMPACT:**
Of participants reported learning something new or useful, of participants reported that the workshops were helpful, of participants reported that they would use what they learned to improve their organization.

**IMPACT:**
2,414 total nonprofit professionals served.
CONVENE NONPROFITS

NPCC is uniquely positioned to bring together stakeholders to address issues most critical to strengthening nonprofits. In FY16, NPCC continued to lead and encourage the nonprofit sector to collaborate and learn from one another’s work.

NONPROFIT EXCELLENCE AWARDS 10TH ANNIVERSARY

In November, NPCC brought together more than 300 nonprofit professionals, funders, consultants and corporate partners to celebrate the 10th Anniversary of the New York Community Trust Nonprofit Excellence Awards program. Since 2006, the Awards program, created and managed by NPCC, has raised awareness of the importance of the diverse nonprofit community in the New York City area, to highlight best practices in NPCC’s Eight Key Areas of Nonprofit Excellence, and to help educate organizations on what it takes to achieve management excellence. A decade later, the program has provided hundreds of hours of learning opportunities and resources to the nonprofit sector.

The 2016 Nonprofit Excellence Awards program was a collaborative effort of NPCC, The New York Community Trust, and Philanthropy New York. Media sponsorship was provided by WNYC, with additional support from The Clark Foundation, Ford Foundation, RSM US LLP, Columbia Business School Executive Education Programs in Social Enterprise, and JPMorgan Chase & Co.

IMPACT:

A DECADE OF THE NONPROFIT EXCELLENCE AWARDS

| Applicants Changed An Average of Management Practices As a Result of Their Envolvement | $773K+ In Cash Prizes & Scholarships Awarded |
| 4,100+ Reported Organizational Improvements As a Result of Participation | 2,600+ Nonprofits in New York City Area Supported Through the Program |
| 6,300+ People Attended Awards Application Clinics, Best Practices Workshops & Pathways to Excellence Workshops | 108 Funders, Nonprofit Leaders, and Others Volunteered on the Selection Committee |

GOVERNMENT RELATIONS COUNCIL (GRC)

A vital arm of NPCC’s policy work, the GRC brings together NYC’s top nonprofit legal and accounting professionals to monitor nonprofit governance issues. With the GRC’s expertise, NPCC is able to ensure that the nonprofit sector’s needs and concerns are heard, addressed and considered when policy is created and implemented. Chaired by Barbara Schatz, Clinical Professor of Law at Columbia Law School, and staffed by Robert J. Vanni, NPCC’s Senior Consultant for Government Relations, the GRC maintains active relations between local and state government and New York City area nonprofits, holding numerous meetings in FY16 with state and city elected officials on nonprofit governance issues. NPCC works with the GRC to broadcast member concerns to decision makers and brief the nonprofit community on legislative and regulatory changes. Some highlights of the GRC’s work in FY16 included: revisions to the Nonprofit Revitalization Act; monitoring the Department of Labor overtime regulations; state minimum wage; and family leave act proposals and bills.

IMPACT:
The GRC provides deep and rich expertise to NPCC’s members and the sector through its knowledge, experience and familiarity with nonprofit laws and policies. This allows NPCC to ensure that our members, policymakers, and the sector as a whole are informed and up-to-date about nonprofit policy issues.
NPCC’S 2016 MEMBER RENEWAL RATE WAS 92% (UP FROM 88% IN FY15)
Corporate & Foundation Grants
Altman Foundation
American Chai Trust
The Andrew W. Mellon Foundation
Bernard F. & Alva B. Gimbel Foundation
The Charles A. Dana Foundation
The Clark Foundation
The Commonwealth Fund
Crystal & Company
Debevoise & Plimpton LLP
Ford Foundation
Fund for the City of New York (FCNY)
IBM
The Hyde and Watson Foundation
The New York Community Trust
Staples Advantage
The Wallace Foundation

Corporate Sponsors*
BoardCoach
Fiscal Management Associates
JPMorgan Chase & Co.
PNP Staffing Group
Skody Scot & Company, CPAs
Unemployment Services Trust (UST)

Contributions
$1000 & Above
Robert Acton, Esq.
Ian J. Benjamin
Joyce M. Bove
Citizens Committee for New York City
Michael E. Clark
Deborah Buyer Law
Diana Davenport
EisnerAmper LLP
Irving & Geraldine Schaffer Foundation
J.D. Moschitto & Associates, Inc.
The JPMorgan Chase Foundation
Antoinette La Belle
Charlene Laniewski
Larry Lee
David Rockefeller
Barbara Schatz, Esq.
Michael Seltzer
Skody Scot & Company, CPAs
Jonathan Small
Emily L. Smith
Peter Swords
Robert Vanni

$500 to $999
Coeus Global
Tuhina De O’Connor
Gregory Cohen
Leslie Goldman
Len Camber Charitable Trust
Moses Silverman & Betty Robbins
Hildy Simmons
Richard Souto
Stephanie Thomas
Eileen Torres

Sustaining Grantmaker Members ($3,000+)
Carnegie Corporation of New York
Charles H. Revson Foundation
The Fan Fox & Leslie R. Samuels Foundation
The Gladys Krieble Delmas Foundation
The Greenwall Foundation
John and Mary R. Markle Foundation
The Josiah Macy, Jr. Foundation
Mertz Gilmore Foundation
Milbank Memorial Fund
New York Foundation
The Pinkerton Foundation
Rockefeller Brothers Fund
Zankel Fund

Sustaining Corporate Members ($3,000+)
IBM
Empire BlueCross BlueShield
JPMorgan Chase & Co.
Unemployment Services Trust (UST)

Donated Services
Columbia Business School Executive Education Programs in Social Enterprise
God’s Love We Deliver
JPMorgan Chase & Co.
Philanthropy New York
RSM US LLP
WNYC (New York Public Radio)
FINANCIALS

REVENUE & OTHER SUPPORT

2016
TOTAL
$1,701,180

2015
TOTAL
$1,392,791

EXPENSES

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CHANGE TO NET ASSETS

2016
CHANGE TO NET ASSETS $73,157

NET ASSETS, BEGINNING OF YEAR $1,103,707

NET ASSETS, END OF YEAR $1,176,864

2015
CHANGE TO NET ASSETS ($287,187)

NET ASSETS, BEGINNING OF YEAR $1,390,894

NET ASSETS, END OF YEAR $1,103,707

NPCC’s most recent audited financial statements and IRS form 990 can be found at npccny.org/about-us/financial.

Cover Photos: God’s Love We Deliver, Hudson Valley Shakespeare Company, Girl Be Heard, New York Cares, Waterfront Alliance
Member Corner Photos: New York Cares, Neighbors Link, Mayor’s Alliance for NYC Animals, Girls Be Heard

This Annual Report was Designed by Denise Chiao (behance.net/dchiao)
2017 : LOOKING FORWARD

NPCC looks forward to continuing to grow and innovate in 2017. Throughout 2016, NPCC’s Strategic Planning Committee worked closely with NPCC leadership and, with the support of the Altman Foundation, developed a new strategic plan. Our main three goals for 2018-2020 are listed below.

**Member Building**
NPCC member nonprofits are strong and better positioned to achieve their missions and engage in a movement to better serve their communities and constituents.

**Movement Building**
Strong New York nonprofits are engaged in building a movement to strengthen the sector and better serve their communities and constituents.

**A Stronger NPCC**
NPCC is an agile, innovative, and thriving organization.

For more information on our strategic plan, please visit www.npccny.org.