



2022

ANNUAL REPORT



 **New York Council of Nonprofits, Inc.**
Unleashing the Power of Nonprofits

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2022

THE NYCON FAMILY: OUR STORY

The New York Council of Nonprofits, Inc. (NYCON) supports all charitable organizations across New York state – of every size and type – and in 2022 proudly represented more than 3,000 members.



NYCON remained focused over the past year on its mission of developing and promoting an effective and vibrant charitable nonprofit community throughout New York State.

In 2022 NYCON experienced a major organizational change with the hiring of a new CEO. This did not disrupt NYCON's good work, as staff continued to offer a broad range of capacity building services that met the varying and evolving needs of nonprofits. In-house experts, including attorneys, governance specialists and organizational development consultants, again helped nonprofits meet their unique needs.



NYCON also worked with its affiliate organizations – Council Services Plus, BoardStrong, and Good Causes – to deliver a full continuum of support to nonprofit organizations.

NYCON will continue to work in partnership with members and funders in the year ahead to help members meet their missions and improve their communities.

NYCON FAMILY

Stronger Together

New York Council of Nonprofits, Inc.
Unleashing the Power of Nonprofits

BoardStrong
Because Governance Matters

Council Services Plus
Insurance Solutions for Today's Nonprofits

Good Causes
Fiscal Sponsorship and More

2022

POWERFUL OUTCOMES

In 2022, NYCON staff were able to achieve some impressive outcomes:

- We saw an increase in membership and retained 87% of our previous members.
- We've welcomed nearly 2,500 registrants to 59 NYCON events, including webinars, regional trainings, retreats and conferences.
- We undertook 355 individual client projects (with the majority funded by our powerful funding partner network) including:
 - Bylaw and personnel policy reviews
 - Corporate filings
 - Board development and training engagements
 - Mergers, affiliations and other corporate restructurings
 - Strategic plans and program assessments
 - Communications audits and rebranding projects
 - Succession plans
 - Diversity, Equity and Inclusion assessments
 - Technology assessments and support
- We proactively reached out to members for their feedback and input: NYCON's new CEO completed a 10-stop tour around the state to hear directly from members about their needs and what NYCON can do to help.



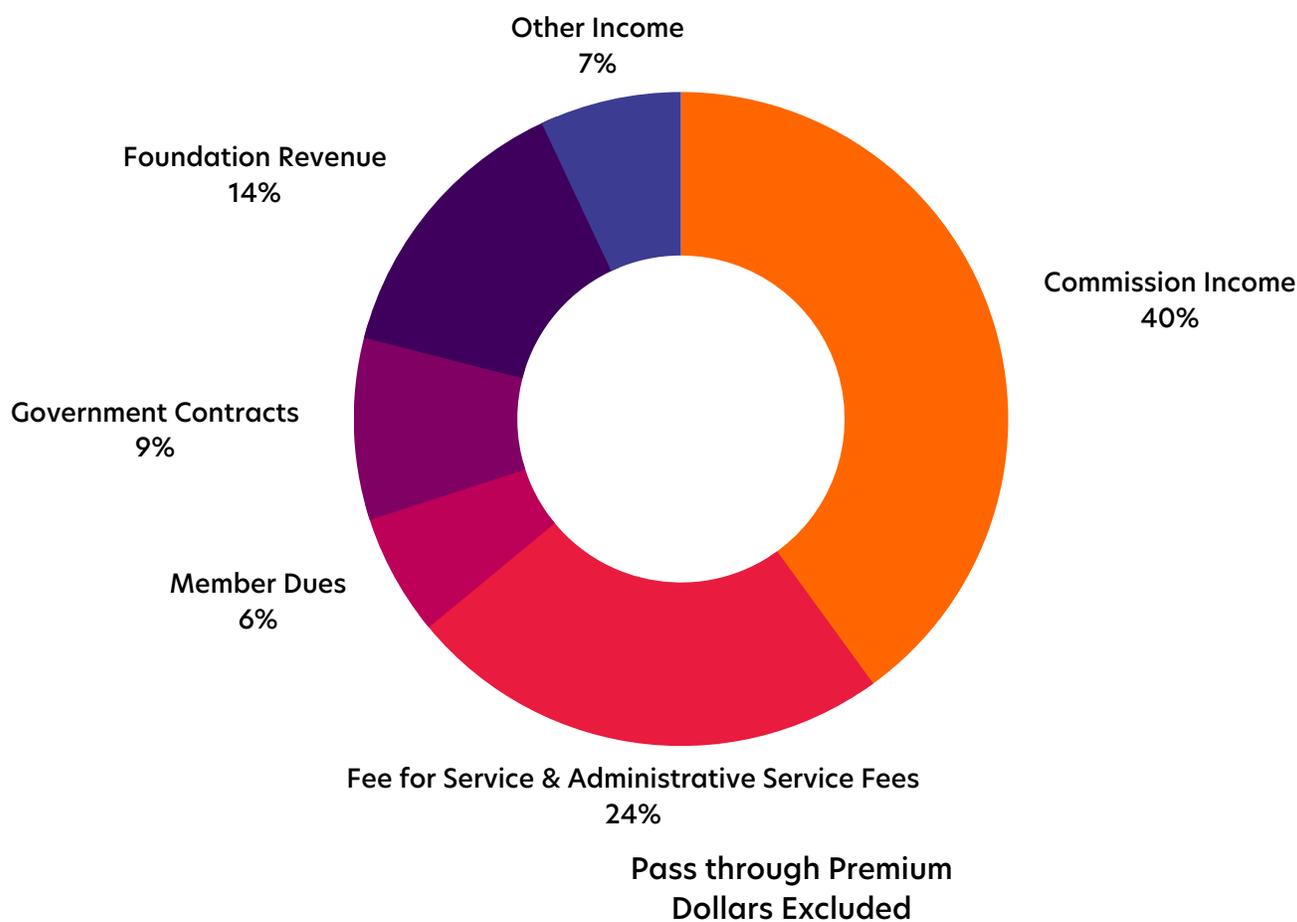
Our affiliates also had powerful results:

- BoardStrong's board-matching platform (boardstrong.org) saw 356 new nonprofits and 1,583 new board candidates using the system.
- CS Plus continued its growth in providing liability insurance and benefits to the nonprofit community, now serving more than 1,500 clients and with more than 3,500 policies.
- Good Causes provided fiscal sponsorship to 14 organizations and employment administration to 2 organizations, administering \$1,735,486 in funding for community based, charitable initiatives.



Year in Review: 2022

CONSOLIDATED REVENUE SOURCES



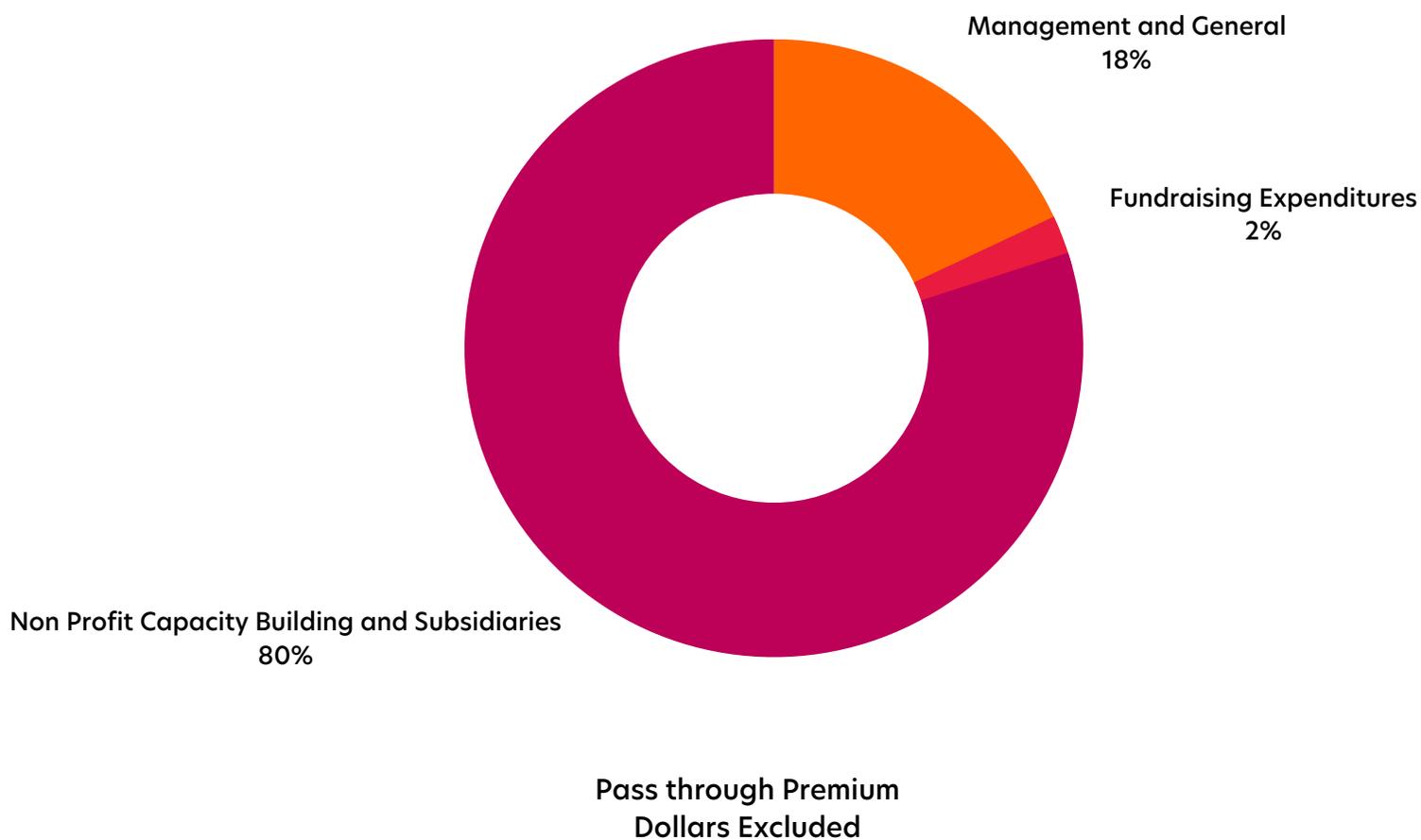
The Work We Do

BY THE NUMBERS

NYCON is one of the largest state nonprofit associations in the country (by overall membership size), but earned just 6% of its revenues in 2022 from membership dues. This is intentional, as NYCON has worked to have diverse revenue sources so that membership dues can be kept low, allowing all nonprofits to benefit from NYCON support.

Year in Review: 2022

CONSOLIDATED EXPENDITURES



The Work We Do

PRIORITY SPENDING

Keeping management and fundraising expenses as low as possible is an ongoing priority at NYCON. By maximizing support for services and activities that directly support nonprofits, NYCON is able to best achieve its mission.

Year in Review: 2022

STATEMENT OF FINANCIAL POSITION*

ASSETS

Current Assets		
	2022	2021
Cash	\$536,718	\$1,086,104
Cash-Subcontractor and Custodial Arrangements	2,003,039	1,434,971
Investments	869,235	432,292
Accounts, Grants, and Other Receivables	345,029	254,573
Prepaid and Other Expenses	42,788	45,466
Unemployment Trust Fund Reserve	37,950	35,456
Total Current Assets	3,834,759	3,288,862
Non-Current Assets		
Investments	309,974	313,534
Land, Building, and Equipment, Net	789,318	860,163
Other Assets-Pension Plan Assets	-	187,489
Right-Of-Use-Assets, Operating Lease	29,705	46,509
Other Assets	4,050	4,050
Total Non-Current Assets	1,133,047	1,411,745
Total Assets	\$4,967,806	\$4,700,607

*Consolidated

Year in Review: 2022

STATEMENT OF FINANCIAL POSITION*

LIABILITIES

Current Liabilities		
	2022	2021
Line of Credit Payable	\$235,000	\$-
Current Portion of Long-Term Debt	42,816	41,167
Current Portion of Operating Lease Liability	17,359	16,804
Accounts Payable and Accrued Expenses	174,325	175,435
Security Deposits-FSA/HRA	2,009	2,009
FSA/HRA Contributions Held In Trust	344,950	332,108
Due to Subcontractor and Custodial Arrangements	1,656,080	1,100,854
Deferred Revenue	619,819	580,779
Unemployment Liability	37,950	35,456
Total Current Liabilities	3,130,308	2,284,612
Long-Term Liabilities		
Long-Term Debt, Net of Current Portion	302,413	343,910
Operating Lease Liability, Net Of Current Portion	12,346	29,705
Other Liability	-	187,489
Total Long-Term Liabilities	314,759	561,104
Total Liabilities	3,445,067	2,845,716

*Consolidated

Year in Review: 2022

STATEMENT OF FINANCIAL POSITION*

Net Assets

Without Donor Restrictions		
	2022	2021
Undesignated	1,087,565	1,311,570
Designated By The Board	265,179	252,552
Subtotal	1,352,744	1,564,122
With Donor Restriction		
Foundation Funding	76,837	197,496
TANC Program Scholarships	93,158	90,983
Building Reserve	-	2,290
Total With Donor Restrictions	169,995	290,769
Total Net Assets	1,522,739	1,854,891
Total Liabilities and Net Assets	\$4,967,806	\$4,700,607

*Consolidated

Year in Review: 2022

STATEMENT OF ACTIVITIES*

	Without Donor Restrictions	With Donor Restrictions	Total
Revenue, Support and Reclassifications			
Foundation Revenue	\$470,140		\$470,140
Government Contracts	295,532		295,532
Member Dues	206,717		206,717
Premiums	692,522		692,522
Subscriber and Late Fees	114,154		114,154
Fee for Service and Seminars	660,373		660,373
Commission and Fee Revenue	1,368,868		1,368,868
Investment Returns, Net	(49,417)		(49,417)
Administrative Service Fees	167,109		167,109
Contributions	103,980	2,175	106,155
Other Income	82,555		82,555
Net Assets Released from Restrictions	122,949	(122,949)	-
Total Revenue, Support, and Reclassifications	4,235,482	(120,774)	4,114,708

*Consolidated

Year in Review: 2022

STATEMENT OF ACTIVITIES*

	Without Donor Restrictions	With Donor Restrictions	Total
Expenses			
General Member Service	311,111		311,111
Group Employee Benefit Plan	684,123		684,123
Technical Assistance and Training	1,336,734		1,336,734
Policy	27,200		27,200
Council Services Plus, Inc.	1,108,502		1,108,502
Good Causes, Inc.	157,125		157,125
Board Strong, Inc.	71,632		71,632
Total Program Services	3,696,427	-	3,696,427
Management and General	672,229		672,229
Fundraising	78,204		78,204
Total Expenses	4,446,860	-	4,446,860
Change in Net Assets	(211,378)	(120,774)	(332,152)
Net Assets, Beginning of Year	1,564,122	290,769	1,854,891
Net Assets, End of Year	\$1,352,744	\$169,995	\$1,522,739

*Consolidated



THANK YOU TO OUR

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