Annual Business Meeting

Thursday, October 4
Mohonk Mountain House
12:30 pm
New Paltz, NY

Annual Report 2017-2018
Business Meeting Program
Michael H. Urbach, CPA Community Builders Award

www.nycon.org | 800.515.5012
Grassi & Co. Celebrates

David M. Rottkamp, CPA
Not-for-Profit Practice Leader

2018 Michael H. Urbach, CPA
Community Builders Award Recipient

An honor well-deserved!
I. Welcome & Chair’s Message

David M. Rottkamp, CPA
Board Chair, NYCON

II. Annual Business Meeting

A. Review of 2017 Minutes & Presentation of the Annual Report

David M. Rottkamp, CPA

B. Board of Directors Nominations Slate for 2019

Gary Schuster, Esq.,
Board Development Committee Chair,
NYCON

1. Board of Directors
Nomination for 3 year terms through January 1, 2022 to be elected by Membership

- Lynn Bradley – 1st term
- Marc Christmas – 1st term
- Sarah M. Hopkins, CPA – 1st term
- Steven O. Russell – 1st term
- Gregory J. Soehner – 1st term
- David S. Birdsell, Ph.D. – 2nd term
- Joshua A. Sabo – 3rd term

C. Adjournment

David M. Rottkamp, CPA

III. 2018 Michael H. Urbach, CPA Community Builders Award

A. Tribute to Michael H. Urbach, CPA

Honoree: David M. Rottkamp, CPA

Allen L. Fetterman, CPA
Chair, Urbach Award Committee
Member, NYSSCPA

B. Presentation of Award

Allen L. Fetterman, CPA

V. Closing Remarks

Kelly Mathews,
COO & Sr. Vice President,
Financial Management Group, NYCON
Lynn jointed M&T in 2012 as a Senior Relationship Manager in Healthcare and Not-for-Profit sector working primarily with schools, colleges, hospitals, skilled nursing and assisted living facilities as well as many of the non-profit social services agencies in the Capital District community.

In January of 2018, Lynn transitioned into a new role at M&T and became a Senior Relationship Manager responsible for a portfolio of loans and investments to Community Development Financial Institutions (CDFIs) and to Community Development Entities (CDEs). Lynn is responsible for developing new business with a focus on loans and investments that support low and moderate income communities throughout M&T’s footprint (Buffalo-Boston-Baltimore). This includes affordable housing; community services for low- and moderate-income individuals, such as youth programs, homeless centers, health care facilities; organizations serving low- and moderate-income housing or other community development needs; and more.

Lynn was the former Board Chair of Shelters of Saratoga, and currently serves as the Chair of the Development Committee at Shelters of Saratoga. Lynn is also a member of Soroptimist of Saratoga, a women’s service club in Saratoga Springs. Lynn has served on the Boards of: The Children’s Museum of Science and Technology (CMOST), TRIP Housing Company; Troy Public Library, Habitat for Humanity of Rensselaer County, Troy YWCA, the Rensselaer Gateway Development Group and as a member of Capital District Community Loan Fund (CDCLF) loan committee.

Marc is a seasoned sales and marketing executive with over two decades of experience in branding, strategic sales development, and merchandising operations for the world’s most successful global retailers, agencies, nonprofits and consumer products companies. His expertise includes strategic business, market, and sales planning, strategic sales force and workforce development, and account development and portfolio management. He has experience leading and inspiring teams as large as 65 people and managing P&L responsibility of $100M. A track record of leveraging business development competency to exceed business objectives, influence decisions and create extraordinary results.

Marc also serves as President/CEO for Vertexx LLC, where he provides executive coaching, leadership and strategic planning development. Vertexx is a strategy, marketing business process design firm with offices in Chicago, IL and New York, NY.

In addition, Marc is a regular presenter at internal and external trainings and conferences. He currently serves as a Board Member with Governance Matters, Inc.
Board of Directors Nomination Slate for 2019, cont.

First Term

Sarah M. Hopkins  
Principal  
Lumsden & McCormick, LLP

Steven O. Russell  
Principal  
Alesco Advisors LLC

Gregory J. Soehner  
President/CEO  
East House Corporation

Sarah currently serves as a principal in the Audit & Assurance Department where her primary focus is accounting, auditing and tax matters related to nonprofit and governmental entities. She has significant expertise working with exempt organizations including private and public foundations, primary, secondary and higher educational institutions, auxiliary organizations, and community colleges in the areas of accounting for and compliance with diversified investment portfolios, tax compliance and consulting, including unrelated business income and sales tax, information returns, financial reporting and compliance with YellowBook and Uniform Guidance.

Steve describes himself as a “Volunteeroholic” having a passion for helping not-for-profits (NFPs) for over 40 years.

His career path has involved banking, corporate finance, not-for-profit marketing, CFO of a NFP, creator of a shared services operation for a group of NFPs, and now works with a Registered Investment Advisor that specializes in helping NFPs.

Steve is currently President of Generation Two (NFP teaching empathy to grades K-2 in the Rochester City Schools). He is married to Phyllis Rifkin-Russell, psychotherapist. They have two sons in Brooklyn who own a film/media company, and they travel there frequently to visit.

Gregory has been the President/CEO at East House Corporation in Rochester since 2008. He is committed to the health, advocacy and vitality of the nonprofit sector. Prior to East House, he was the Director of Corporate, Foundation and Government Relations for Nazareth College.

Greg is currently the Board Chair of the Rochester/Monroe County Homeless Continuum of Care. He also serves on the Board and is past President of Council of Agency Executives, as well as the Association of Community Living. Greg is a member of ASAP, a statewide substance abuse provider trade association, Regional Planning Council and Finger Lakes Southern Tier Behavioral Health Care Collaborative.
Board of Directors Nomination Slate for 2019, cont.

Second Term

David S. Birdsell
Marxe Dean and Professor
Austin W. Marxe School of Public and International Affairs, Baruch College, CUNY

David Birdsell has centered his academic work on the nexus of communication, media, and information technology in politics, government and nonprofit administration. An expert on political debating and widely published on communication theory and practice, David is a regular guest commentator on debates and other aspects of political communication for television and print media. His work has been supported by the Pew Charitable Trusts, the IBM Endowment for the Study of Business and Government, the Lyndon Baines Johnson Foundation, the New York Community Trust, the JPMorganChase Foundation, the United Way of New York City, the Markle Foundation, and other funders. David is Immediate Past President of the Network of Schools of Public Policy, Affairs, and Administration, and serves on NASPAA’s Executive Council. He chairs the boards of Governance Matters and the New York Federal Statistical Research Data Center. He is a member of the board of the New York Council of Nonprofits and a Fellow of the National Academy of Public Administration.

David received his BA and MA degrees from the University of Virginia and his Ph.D. in Public Communication from the University of Maryland.

Third Term

Joshua A. Sabo
Principal
Law Office of Joshua A. Sabo

Joshua Sabo, Esq. maintains a solo practice focusing on transactional and regulatory aspects of hydroelectric generating assets with an active practice in other clean energy fields such as biodiesel, wind and truck stop electrification. Sabo maintains an active commercial litigation practice in the Capital District and New York City and also maintains a commercial and residential real estate practice focused on the Capital District.

Josh serves on the Board of Greenbush Youth Soccer and the Jewish Federation of Northeastern New York, is a Past-President and current Board Member of NYCON and is currently the President of Innovative Charitable Initiatives. He lives in North Greenbush with his wife, Mary Frances, and is looking forward to having all three children in college at the same time very soon.
David M. Rottkamp, CPA, is an Audit Partner, Not-for-Profit Practice Leader, and the Partner-in-Charge of New York City Office at Grassi & Co. David has more than 31 years of experience providing audit and advisory services to the not-for-profit industry. David’s technical knowledge allows him to provide specific services, including Uniform Guidance (formerly OMB A-133) compliance audits and retirement plan audits. Since beginning his career, David has advised some of the area’s most successful not-for-profit organizations in areas such as: financial reporting systems, implementation of Executive Order 38 and the NYS Nonprofit Revitalization Act guidelines, implementation of new NFP accounting standards, internal control reviews, developing financial forecasts, and providing quality board education and governance advice. An authority in the industry, David has presented on a variety of topics relating to organizations funded by Federal and New York State governments, including government grants and contracts, Medicaid, Medicare and other third party insurance companies. David has conducted educational seminars for clients, accounting industry groups, and Not-for-Profit member organizations. He has presented to the Financial Managers Association (FMA) for almost 25 years, Interagency Council of Mental Retardation and Developmental Disabilities Agencies, Inc. (IAC), the New York State Society of CPAs Foundation for Accounting Education (FAE), and the New York Council of Nonprofits (NYCON) at their annual Camp Finance. David is also an adjunct professor at New York University (NYU) in Manhattan. To give back to the industry in which he serves, David is a member of the National Board of Directors of the National Multiple Sclerosis Society, is chair of National’s Audit Committee, and also serves on their Executive and Compensation Committees, having a unique and even broader impact on the organization’s well-being. David is also a board director of NMSS-Long Island Chapter and Governance Matters, Inc.

Congratulations to David M. Rottkamp, CPA on being honored with the Urbach Community Award.

We appreciate all you do for your Long Island community and for everyone affected by multiple sclerosis. You are moving us closer to a world free of MS.

Thank you from Cyndi Zagieboylo and all your friends at the National MS Society.
Building healthier communities, one smile at a time

Delta Dental is proud to support the New York Council of Nonprofits, Inc.

Delta Dental of New York, Inc.
800-471-7091
deltadentalins.com
The People Who Make it Possible

Board of Directors*

OFFICERS
David M. Rottkamp, CPA, Chair
Jo Ann Golden, CPA, 1st Vice Chair
Joanne Florino, 2nd Vice Chair
Patricia A. Johnson, CPA, CFE, Treasurer
Yulitza S. Franklin, Secretary

BOARD OF DIRECTORS
David Adkins, Ph.D.
David S. Birdsell, Ph.D.
Lynn Bradley
Angela M. Gray, CPA
Alan S. Harris, Esq.
Ellen Kotlow
Jacqueline Mahoney
Vincent Marrone
Linda Muller, M.S.
Jane B. O’Connell
Marcus Q. Pryor
Joshua A. Sabo, Esq.
Gus Scacco
Gary M. Schuster, Esq.
Tiombe Tallie Carter, Esq.

EX-OFFICIO BOARD MEMBERS
Henry Cohen
Martin Conroy
Lynn Videka, Ph.D.

* As of 10/4/2018

NYCON Staff*

Doug Sauer, Chief Executive Officer
Kelly Mathews, Chief Operating Officer & Senior Vice President, Financial Management Group (FMG)
Michelle Jarvais, Senior Vice President, Chief Financial Officer
Susan Weinrich, Senior Vice President, Organizational & Community Development
Andrew Marietta, Vice President, Regional Development
Emily Cote, Vice President, Communications & Engagement
Allison Barona, charitySTRONG Program Director
Julie Brannon, Membership & Events Coordinator
Kate Cox, LMSW, Capacity Building Associate
Melissa Currado, Director, Corporate Affairs & Internal Communications
Candace Ellis-Shumpis, Accountant, Group Employee Benefits
Arianna Gaddy-Collington, FMG Program Coordinator
Keri Kramer, FMG Accountant & Client Coordinator
Dina Mack, Office Manager
Kate McNally, Capacity Building Associate
Barbara Paxton, Governance Matters Chief Program Officer
Danielle Rollins, Senior Accountant
MaryAnn Rosko, Accountant
Lisa Weinstein, Esq., Associate Attorney
Michael West, Esq., Senior Attorney
Rochelle Williams, IT & FMG Administrative Support

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* As of 10/4/2018

ADMINISTRATIVE OFFICE
272 Broadway, Albany, NY 12204       Phone: 518.434.9194       Toll Free: 800.515.5012       Fax: 844.802.2204

REGIONAL OFFICES
New York City
315 West 36th Street
6th Floor
New York, NY 10018
Phone: 212.447.1236

Mid Hudson Valley
205 South Avenue
Suite 101
Poughkeepsie, NY 12601
Phone: 845.454.5062

Central New York
50 Bacon Hall
SUNY Oneonta
Oneonta, NY 13820
Phone: 607.436.3124
Since last year’s annual report, much has happened within the NYCON family. Just over the summer, Governance Matters (a NYCON affiliate) completed a merger with charitySTRONG, Inc. Governance Matters’ services, such as personalized board placement, board consulting, and in-person educational trainings, is now bolstered and expanded by the complimentary offerings of charitySTRONG, which include a NYS-specific digital board matching database, e-learning modules, and an extensive board resource library.

For any of you who have been through a merger or acquisition, you know that it can be a long and delicate process, which this was. We are thrilled, however, with the outcomes we have achieved and what it will mean for building diverse and high performing boards across our great state. We are especially energized by welcoming an additional eight directors from charitySTRONG, who will have joined our affiliate network of board members. We encourage everyone, if you are looking for quality board members or looking to serve on a board, to register on charitySTRONG.org.

NYCON’s work has not slowed down, even when the merger effort was at its peak. Here is a sampling of the great work that have kept us busy over the last year:

• Celebrating a year of anniversaries! We rang in NYCON’s 90th anniversary by highlighting some of our members with special interviews and stories throughout the year, and wrapped up the celebrations with a spooky, swanky fundraiser at NYCON’s haunted headquarters. Council Services Plus, NYCON’s nonprofit insurance affiliate, is celebrating 20 years of service: they have helped thousands of nonprofits access the insurance coverage they need – here’s to another 20 more years of success!

• Continuing our wide range of capacity building work made possible through our partnerships with the Dyson Foundation, Southern Tier Capacity Building Program with Stewart W. and Willma C. Hoyt Foundation, United Way of Broome County, The Community Foundation for South Central New York and Conrad and Virginia Klee Foundation; the Community Foundation of Herkimer & Oneida Counties; Scriven Foundation; Community Foundation for the Greater Capital Region; New York Community Trust; the Synergy Fund of the United Way of Greater Rochester; the AIDs Institute; and the New York State Council on the Arts.

• Assisting 43 nonprofit corporate restructuring and strategic alliance projects involving 71 nonprofits.

• Developing a completely NEW NYCON website, to be launched soon. The new website will be fully integrated with our Salesforce membership database. This will greatly enhance your membership experience with us. Keep your eyes peeled!

• Supporting the successful efforts of the National Council of Nonprofits in fighting multiple attempts to repeal the Johnson Amendment, while also successfully leading a legislative effort to pass a New York State version of the amendment, the first of its kind in the nation.

• Successfully engaging in New York State legislative efforts to shore up significant loopholes in the Nonprofit Revitalization Act and working with our Strong Nonprofits for a Better New York and the NYS Tax Reform Coalition partners on a number of other state policy matters affecting the nonprofit community.

As my Board term comes to a close at the end of this year, I am very proud to work with a very talented board and staff leadership that continue to accomplish great things for our members and the nonprofit community. We continue to shape the landscape of the nonprofit sector in New York State I am also thrilled to welcome my long-time friend, colleague and fellow CPA, Jo Ann Golden who is the incoming Board Chair. I look forward to remaining an active and productive board member as NYCON continues its mission of serving you and the nonprofit community.

Thank you for the important work you all do and for your membership in and support of NYCON.

David M. Rottkamp, CPA, Board Chair
Welcome to the NYCON Family

New Members by Region (as of September 1, 2018)

All Members by Region (as of September 1, 2018)
Our Family of Nonprofit Services

**New York Council of Nonprofits, Inc.**
NYCON has a rich history of supporting and strengthening the Empire State’s nonprofit community through a service continuum that delivers high-quality, practical and affordable solutions. For members and the broader nonprofit community, NYCON offers practical and trusted guidance and education, quality and cost-saving group purchasing programs, policy advocacy that matters, relevant, timely information and more.

NYCON is the corporate parent of a family of nonprofit services that includes Council Services Plus, Inc. (CS Plus), Innovative Charitable Initiatives, Inc. (ICI), and Governance Matters, Inc.

**Council Services Plus, Inc. (CS Plus)**
CS Plus is a social enterprise of NYCON that provides licensed insurance brokerage services providing valued employee benefits and comprehensive liability products. CS Plus has over 1,000 clients, offers tremendous customer service, and specializes in quality, cost saving products for small to mid-sized nonprofits. Governed by a volunteer board, CS Plus reinvests its profits in expanding services, legislative and industry advocacy on the needs of nonprofits, and in support of NYCON.

**Innovative Charitable Initiatives, Inc.**
Innovative Charitable Initiatives (ICI) is a 501(c)(3) nonprofit that provides fiscal sponsorship, incubation, and employment administration services to emerging nonprofits and special initiatives through New York State and nationally. This past year, ICI provided fiscal sponsorship services to 16 emerging groups, including government grant management, and employment administration services to 7 nonprofits, employing 33 staff on their behalf. ICI clients are diverse; representing public radio, arts, food pantries, cancer research, early childhood education, career training, youth engagement in sports, and neighborhood preservation. Community Foundations are a primary referral partner for ICI.

**Governance Matters, Inc.**
Governance Matters, has long set the standard for developing strong, effective boards with a specialty in board recruitment and placement, board consulting and training, and “best practice” educational roundtables, tools and resources. This past year, charitySTRONG merged into Governance Matters. CharitySTRONG is an online solution for all NYS nonprofits, including a digital matching database, e-learning modules, and an extensive resource library. As a result of the merger, New York State now has access to a one-stop shop for everything that makes nonprofit boards successful. Governance Matters connects, and provides nonprofits access to diverse board candidates with a passion to serve, while helping boards make best use of the talent around the table, and preparing new board members to serve as effectively as possible.
On behalf of the Board of Directors, I am pleased to present a summary of NYCON, Inc.’s independently audited Consolidated Financial Statements for calendar years 2017 and 2016. The Statements are presented on the pages following this summary.

The results of our audit included the issuance of an unqualified opinion, stating that the financial statements presented fairly, in all material respects, the financial position of NYCON and its affiliates as of December 31, 2017. We are also pleased to report that our auditors did not identify any deficiencies in internal controls that would be considered material weaknesses. NYCON’s family includes the consolidated books and records of NYCON; Council Services Plus, Inc; Innovative Charitable Initiatives, Inc.; and Governance Matters, Inc.

The audited results of NYCON and its affiliates reported Unrestricted Net Assets of $812,802 and Temporarily Restricted Net Assets of $190,161 that totaled at year-end $1,002,963. The change in Unrestricted Net Assets of NYCON and its affiliates for fiscal year 2017 was $251,157. NYCON and all affiliates ended the year positively contributing to the increase in unrestricted net assets.

NYCON, as a whole, reported investment income of $7,893 and appreciation in investments totaling $34,005. The principal premium held in trust of $198,000 remained whole.

Highlights of 2017 in comparison to 2016 are summarized below:

<table>
<thead>
<tr>
<th>2017-2016 Comparative Results</th>
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<tbody>
<tr>
<td>FY 2017</td>
</tr>
<tr>
<td>Revenue</td>
</tr>
<tr>
<td>Expenses</td>
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<tr>
<td>Unrestricted Net Assets</td>
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Additional comparative observations of note are:

- Total unrestricted revenue increased 2% over last year while our expenditures remained contiguous resulting in growth to our unrestricted net assets of about 45% over our last fiscal year.
- Consolidated revenue sources for 2017 were: Fee For Service/Seminars and Administrative Service Fees 36%; Commission Income 23%; Foundation Revenue 9%; Government Contracts 16%; Member Dues 4%; Other Income 8%; and Other Contracts 4%.
- At year-end, the fair value of our invested Temporarily Restricted funds totaled $127,158, comprised of monies designated for capital repairs and improvements to our historic corporate headquarters, technical assistance services or scholarships to attend educational events.
- The market value of the Group Employee Benefit Plan Administration Trust investment at fiscal year-end 2017 was $262,318, inclusive of the principle investment of $198,000.
- The market value of the Technical Assistance for Nonprofits & Communities Fund (TANC) at year-end was $95,498 including $54,473 in donor restricted funds.
- The market value for our board designated reserve fund for our historic corporate headquarters at year-end was $31,660, of which $5,688 is donor restricted dollars.
- As authorized by the board, operational cash is being invested for the balloon payment on the building mortgage that will mature in 2025. The market value of board designated funds at year-end 2017 for the mortgage escrow was $58,831.
- Council Services Plus, a for-profit social enterprise, reported year-end net assets of $259,691, after remitting dividends totaling $30,000 and reporting an increase to the bottom line of $54,897.
- ICI reported year-end net assets of $165,069, an increase of $38,260 over 2016.
- Governance Matters, Inc. reported year-end net assets of $81,135, an increase of $6,960.

NYCON members, our stakeholders and supporters can be assured that our Board of Directors, led by our engaged Audit & Finance and Compliance Committee, and executive and financial staff are actively committed to continuing to demonstrate excellence in financial governance and management.

Patricia A. Johnson, NYCON Treasurer

### New York Council of Nonprofits, Inc. and Related Entities

**ASSETS**

<table>
<thead>
<tr>
<th></th>
<th>2017</th>
<th>2016</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Current Assets</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Cash</td>
<td>$587,545</td>
<td>$452,635</td>
</tr>
<tr>
<td>Cash-Subcontractor and Custodial Arrangements</td>
<td>1,017,652</td>
<td>736,114</td>
</tr>
<tr>
<td>Investments</td>
<td>262,318</td>
<td>246,474</td>
</tr>
<tr>
<td>Accounts, Grants and Other Receivables</td>
<td>409,422</td>
<td>413,037</td>
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<tr>
<td>Prepaid and Other Expenses</td>
<td>52,696</td>
<td>46,498</td>
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<tr>
<td>Unemployment Trust Fund Reserve</td>
<td>18,547</td>
<td>20,603</td>
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<tr>
<td><strong>Total Current Assets</strong></td>
<td>2,348,180</td>
<td>1,915,361</td>
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<tr>
<td><strong>Non-Current Assets</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Other Receivables</td>
<td>-</td>
<td>14,773</td>
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<tr>
<td>Investments</td>
<td>185,989</td>
<td>132,695</td>
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<tr>
<td>Land, Building, and Equipment, Net</td>
<td>830,637</td>
<td>878,421</td>
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<tr>
<td>Other Assets</td>
<td>117,652</td>
<td>87,107</td>
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<tr>
<td><strong>Total Non-Current Assets</strong></td>
<td>1,134,278</td>
<td>1,112,996</td>
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<tr>
<td><strong>Total Assets</strong></td>
<td>3,482,458</td>
<td>$3,028,357</td>
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</table>

**LIABILITIES AND NET ASSETS**

<table>
<thead>
<tr>
<th></th>
<th>2017</th>
<th>2016</th>
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</thead>
<tbody>
<tr>
<td><strong>Current Liabilities</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Notes Payable</td>
<td>$210,000</td>
<td>$210,000</td>
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<tr>
<td>Current Portion of Long-Term Debt</td>
<td>35,182</td>
<td>33,844</td>
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<tr>
<td>Accounts Payable and Accrued Expenses</td>
<td>294,621</td>
<td>372,488</td>
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<tr>
<td>Due to Subcontractor and Custodial Arrangements</td>
<td>1,017,653</td>
<td>736,114</td>
</tr>
<tr>
<td>Deferred Revenue</td>
<td>297,962</td>
<td>381,631</td>
</tr>
<tr>
<td>Unemployment Liability</td>
<td>18,547</td>
<td>20,603</td>
</tr>
<tr>
<td><strong>Total Current Liabilities</strong></td>
<td>1,873,965</td>
<td>1,754,680</td>
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<tr>
<td><strong>Long-Term Liabilities</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Long-Term Debt, Net of Current Portion</td>
<td>494,069</td>
<td>527,918</td>
</tr>
<tr>
<td>Other Liability</td>
<td>111,461</td>
<td>81,203</td>
</tr>
<tr>
<td><strong>Total Liabilities</strong></td>
<td>2,479,495</td>
<td>2,363,801</td>
</tr>
</tbody>
</table>

**Net Assets**

<table>
<thead>
<tr>
<th></th>
<th>2017</th>
<th>2016</th>
</tr>
</thead>
<tbody>
<tr>
<td>Unrestricted</td>
<td></td>
<td></td>
</tr>
<tr>
<td>General Operating</td>
<td>753,971</td>
<td>526,629</td>
</tr>
<tr>
<td>Board Designated</td>
<td>58,831</td>
<td>35,016</td>
</tr>
<tr>
<td><strong>Total Unrestricted</strong></td>
<td>812,802</td>
<td>561,645</td>
</tr>
<tr>
<td>Temporarily Restricted</td>
<td>190,161</td>
<td>102,911</td>
</tr>
<tr>
<td><strong>Total Net Assets</strong></td>
<td>1,002,963</td>
<td>664,556</td>
</tr>
</tbody>
</table>

**Total Liabilities and Net Assets**

<table>
<thead>
<tr>
<th></th>
<th>2017</th>
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<tbody>
<tr>
<td></td>
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<td>$3,028,357</td>
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New York Council of Nonprofits, Inc. and Related Entities

### REVENUES AND EXPENSES

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<thead>
<tr>
<th></th>
<th>2017</th>
<th>2016</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Foundation Revenue</strong></td>
<td>$382,827</td>
<td>$458,911</td>
</tr>
<tr>
<td><strong>Government Contracts</strong></td>
<td>634,124</td>
<td>472,278</td>
</tr>
<tr>
<td><strong>Other Contracts</strong></td>
<td>180,000</td>
<td>114,500</td>
</tr>
<tr>
<td><strong>Member Dues</strong></td>
<td>171,377</td>
<td>173,187</td>
</tr>
<tr>
<td><strong>Premiums</strong></td>
<td>1,636,812</td>
<td>1,769,667</td>
</tr>
<tr>
<td><strong>Subscriber and Late Fees</strong></td>
<td>126,833</td>
<td>119,639</td>
</tr>
<tr>
<td><strong>Shared Service Income</strong></td>
<td>17,474</td>
<td>17,907</td>
</tr>
<tr>
<td><strong>Investment Income</strong></td>
<td>41,898</td>
<td>38,925</td>
</tr>
<tr>
<td><strong>Fee for Service and Seminars</strong></td>
<td>674,845</td>
<td>741,958</td>
</tr>
<tr>
<td><strong>Administrative Service Fees</strong></td>
<td>779,163</td>
<td>810,963</td>
</tr>
<tr>
<td><strong>Commission Revenue</strong></td>
<td>929,662</td>
<td>815,093</td>
</tr>
<tr>
<td><strong>Contributions</strong></td>
<td>58,600</td>
<td>57,089</td>
</tr>
<tr>
<td><strong>Other Income</strong></td>
<td>69,906</td>
<td>54,972</td>
</tr>
<tr>
<td><strong>Net Assets Released from Restrictions</strong></td>
<td>43,100</td>
<td>-</td>
</tr>
<tr>
<td><strong>Total Revenue and Reclassifications</strong></td>
<td><strong>5,746,621</strong></td>
<td><strong>5,645,089</strong></td>
</tr>
</tbody>
</table>

### Expenses

<table>
<thead>
<tr>
<th></th>
<th>2017</th>
<th>2016</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Community Capacity Building:</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>General Planning</td>
<td>10,991</td>
<td>29,969</td>
</tr>
<tr>
<td><strong>Non-Profit Capacity Building:</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>General Member Service</td>
<td>285,198</td>
<td>288,558</td>
</tr>
<tr>
<td>Group Employee Benefit Plan</td>
<td>1,630,158</td>
<td>1,766,394</td>
</tr>
<tr>
<td>Technical Assistance &amp; Training</td>
<td>1,296,060</td>
<td>1,193,426</td>
</tr>
<tr>
<td>Policy</td>
<td>54,577</td>
<td>99,617</td>
</tr>
<tr>
<td>Council Services Plus, Inc.</td>
<td>796,851</td>
<td>692,784</td>
</tr>
<tr>
<td>Innovative Charitable Initiatives, Inc.</td>
<td>868,070</td>
<td>833,949</td>
</tr>
<tr>
<td>Governance Matters, Inc.</td>
<td>72,647</td>
<td>129,707</td>
</tr>
<tr>
<td><strong>Total Program Services</strong></td>
<td><strong>5,014,532</strong></td>
<td><strong>5,034,404</strong></td>
</tr>
<tr>
<td>Management and General</td>
<td>454,665</td>
<td>432,330</td>
</tr>
<tr>
<td>Fundraising</td>
<td>26,257</td>
<td>20,895</td>
</tr>
<tr>
<td><strong>Total Expenses</strong></td>
<td><strong>5,495,464</strong></td>
<td><strong>5,487,629</strong></td>
</tr>
<tr>
<td><strong>Change in Unrestricted Net Assets</strong></td>
<td>251,157</td>
<td>157,460</td>
</tr>
<tr>
<td><strong>Unrestricted Net Assets, Beginning of Year</strong></td>
<td>561,645</td>
<td>404,185</td>
</tr>
<tr>
<td><strong>Unrestricted Net Assets, End of year</strong></td>
<td><strong>$812,802</strong></td>
<td><strong>$561,645</strong></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th></th>
<th>2017</th>
<th>2016</th>
</tr>
</thead>
<tbody>
<tr>
<td>Temporarily Restricted Net Assets, Beginning of Year</td>
<td>$102,911</td>
<td>$58,961</td>
</tr>
<tr>
<td>Temporarily Restricted Contributions</td>
<td>130,350</td>
<td>43,950</td>
</tr>
<tr>
<td>Net Assets Released from Restrictions</td>
<td>(43,100)</td>
<td>-</td>
</tr>
<tr>
<td><strong>Temporarily Restricted Net Assets, End of Year</strong></td>
<td><strong>$190,161</strong></td>
<td><strong>$102,911</strong></td>
</tr>
</tbody>
</table>
NYCON, Inc. Consolidated Revenue Sources for 2017

- **Foundation Revenue**: 9% (2016: 12%)
- **Government Contracts**: 16% (2016: 12%)
- **Other Contracts**: 4% (2016: 3%)
- **Member Dues**: 4% (2016: 5%)
- **Fee for Service/Seminars & Administrative Service Fees**: 36% (2016: 40%)
- **Commission Income**: 23% (2016: 21%)
- **Other**: 8% (2016: 7%)

Pass through Premium dollars excluded

NYCON, Inc. Consolidated Expenditures for 2017

- **Non-Profit Capacity Building & Subsidiaries**: 87% (2016: 87%)
- **Community Capacity Building**: < 1% (2016: 1%)
- **Management and General**: 12% (2016: 12%)
- **Fundraising**: < 1% (2016: < 1%)

Pass through Premium dollars excluded
What Nonprofits Have Said About NYCON’s Work

High Quality Trainings

“Yesterday’s training was informative and helped to ground us in the basic roles and responsibilities of the Board. It was awesome to highlight the things that we need to work on and a scope for next steps.”

Rahwa Ghirmatzion, Deputy Director
PUSH Buffalo

Caring, Thoughtful Guidance

“Over many months, you tirelessly and thoughtfully guided us through vital discussions, keeping us focused and encouraged with your kindness, wisdom, and lovely humor. We want you to know just how very much we value what you have done for our organization. We really appreciate all you have given in and out of the meetings that have seen us through in such brilliant fashion.”

Don Paulson, Board Member
BluSeed Studios, Inc.

Helping Nonprofits to Stay Mission-Focused

“I look forward to our continued work together and greatly appreciate all that NYCON does to support non profits...it is getting tougher and tougher in this industry to focus on our work when there are so many things that distract us just keeping in line with laws and regulations and audits etc so your work is critical to helping us all stay on top of things and remain compliant so we can actually do the work we are paid (and want) to do.”

Ruth Harvey, Executive Director
Chemung County Child Care Council, Inc.

Access to Affordable Insurance & Benefits

“Over the last year, I’ve called upon various NYCON staff members to seek help or guidance with various matters. I have often been grateful for their services and the cheerful, generous spirit with which the organization offers its services. But in the last 4 months, the value of NYCON has become a gamechanger in how Staten Island Arts serves its employees. I will forever be grateful...

Our staff has not had employer-sponsored health insurance since 2014, when rising expenses made it impossible to continue providing a sponsored program... Last Friday, we received health insurance IDs. We couldn’t have signed on for health insurance without the work done on our behalf by Andrew Marietta at NYCON.”

Elizabeth Bennett, Executive Director
Staten Island Arts
Our Supporters Who Make NYCON’s Work Possible

New York Council of Nonprofits, Inc.

CORPORATE PARTNERS
Alliance of Nonprofits for Insurance, Risk Retention Group (ANI)
Albany Medical Center
Association Development Group
Council Services Plus, Inc.
Cusack & Company, CPA’s LLC
Cougar Management and Realty Services, Inc.
Delta Dental of New York
Edgil Associates, Inc.
EisnerAmper, LLP
Fenimore Asset Management
Firespring
First Nonprofit Group
First Light
GiveGab
GrantStation
Grassi & Company
Gray & Gray and Associates, CPAs, P.C.
Harbor Compliance
Harmoniee CRM Solutions, LLC
Hodgson Russ LLP
Innovative Charitable Initiatives, Inc.
Jewels Design Works
JMT Consulting Group, Inc.
Key Private Bank
Marvin and Company, P.C., CPAs
Merrill Lynch, Pierce, Fenner & Smith, Inc., New York Capital/Central Market
Modern Press
M&T Bank
NBT Bank
New York State Society of Certified Public Accountants (NYSSCPA)
Nonprofit Insurance Alliance Group
Staples
The Bolder Board
Times Union
QuickBooks Made Easy
ZZ Systems, Inc.
COMMUNITY FOUNDATIONS
The Community Foundation for South Central New York
The Community Foundation for the Greater Capital Region
The Community Foundations of the Hudson Valley
The Community Foundation of Herkimer & Oneida Counties
Private Foundations
Better Business Bureau Foundation of Upstate NY
Dyson Foundation
M&T Charitable Foundation
Scriven Foundation
Stewart W. and William C. Hoyt Foundation
The Conrad and Virginia Klee Foundation
The Western New York Foundation
GOVERNMENT SUPPORT
County of Albany
NYC Mayor’s Office of Contract Services
NYS Office of Victim’s Services
NYS Department of Health, AIDS Institute
New York State Council on the Arts (NYSCA)
Schenectady County Health Department
United Way Support
United Way of Broome County
United Way of Greater Rochester
OTHER
NYU Robert F Wagner Graduate School of Public Svc.

Governance Matters, Inc.

CORPORATE PARTNERS
Proskauer Rose LLP
PRIVATE FOUNDATION
Altmann Foundation
Altschul Foundation
Community Foundation For Greater Buffalo
The NY Community Trust
DONOR ADVISED
Catholic Communal Fund
AYCO Charitable Foundation

Innovative Charitable Initiatives, Inc.

CORPORATE PARTNERS
Advantage Federal Credit Union
Alex and Ani Retail, LLC
B & D Industrial
Bank of America
Buffalo Service Credit Union
Campus Construction Management Group
Chase Bank
Chipotle
DigitasLBi
Dragon360 Inc
Great Erie Federal Credit Union
Gronk Nation, LLC
Eastern Bank
Finger Lakes Technology Group
Five Below, Inc.
Foursquare Labs, Inc
Hamilton-Adams, LLC
J.K. Group, LLC
John Hancock Financial Services, Inc.
LKP Event Productions, Inc.
Malden Police Patrolmen Association Corp.
Mass Mutual
Morgan Stanley
MVP Health Care
National Grid
National Premier Soccer League, Inc.
NFL Players, Inc
SEFCU
Standing Tree, LLC
Stewart’s Shops
Uno Restaurant, LLC
Verizon
YourCare Health Plan, Inc
COMMUNITY FOUNDATIONS
Community Foundation of Tompkins County
PRIVATE FOUNDATION
Benevity Community Impact Fund
Datetree Charitable Trust
Fidelity Charitable Gift Fund
M.F. Hatch Fund
Schwab Charitable Fund
The Ben and Jerry’s Foundation
The Dewar Foundation
The Farash Foundation
The GE Foundation
The Light Foundation
The Park Foundation
The Progressive Insurance Foundation
Tompkins Charitable Gift Fund
Vanguard Charitable Endowment Program
NONPROFIT SUPPORT
Boys and Girls Club of Brockton
Capital District YMCA
Catskills Care Enterprises
One Mission, Inc.
Planned Parenthood of Central and Western NY
The Torch, Inc.
Ulster Savings Bank
United Way of Greater Rochester
United Way of Massachusetts Bay & Merrimack Valley
United Way of the Greater Capital Region
United Way of Tompkins County
University of Rochester
YourCause
YouthBuild USA
OTHER
NYS Department of Corrections
NYS Department of Labor
United States Department of Labor
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