There's something here for everyone!
WELCOME TO NYCON!

The New York Council of Nonprofits (NYCON) works together with our members, community representatives, funders and stakeholders to build the capacity of nonprofits, in order to enhance the quality of life in our local communities.

We also work in close partnership with government officials (federal, state, and local) and the private sector (community foundations, private foundations, and United Ways) to educate and directly assist their nonprofit constituencies.

We are a 501(C)(3) statewide association that provides a collective voice for the nonprofit sector and serves as a crucial advocate and ally.

Joining NYCON just makes good fiscal sense. The average nonprofit member pays $130 in dues and can save significantly more by taking advantage of our group purchasing programs. NYCON and Council Services Plus (our insurance subsidiary) saved more than $1,000,000 in insurance premiums for our members last year alone.

WHO WE ARE

Doug Sauer,
NYCON CEO
Council Services Plus | CS Plus was created to bring an unmatched level of understanding of nonprofit operations and insurance solution development to members.

Innovative Charitable Initiatives | Provides fiscal sponsorship, employee administration and a temporary home for programs in transition to emerging charitable groups in New York State and nationwide Innovative Charitable Initiatives has worked with many respected New York and national grantmakers and successfully administered federal, state and local governmental grants on behalf of its clients.

Governance Matters | A comprehensive board building solution providing board recruitment, education and development services. High-touch, personalized board placements, access to the charitySTRONG digital board matching and education platform, and a team of expert board trainers and facilitators are all accessible through Governance Matters.

charitySTRONG | A n e-learning and digital matching program that serves board candidates and nonprofits throughout New York State.
Membership Costs

<table>
<thead>
<tr>
<th>Budget</th>
<th>2019 Annual Dues</th>
</tr>
</thead>
<tbody>
<tr>
<td>Under $25,000</td>
<td>$60.00</td>
</tr>
<tr>
<td>$25,000+ to $50,000</td>
<td>$80.00</td>
</tr>
<tr>
<td>$50,000+ to $500,000</td>
<td>$130.00</td>
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<tr>
<td>$500,000+ to $1 Million</td>
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<td>$1 Million+ to $2 Million</td>
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<td>$2 Million+ to $3 Million</td>
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<td>$3 Million+ to $5 Million</td>
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<tr>
<td>$5 Million+ to $7 Million</td>
<td>$550.00</td>
</tr>
<tr>
<td>$7 Million+ to $10 Million</td>
<td>$600.00</td>
</tr>
<tr>
<td>$10 Million+</td>
<td>$700.00</td>
</tr>
</tbody>
</table>

What's Included

- Federal, State, & Local Policy Information & Analysis
- Lunch & Learn Educational Webinar Series
- Nonprofit News, Updates & Action Alerts
- Regulatory Compliance Assistance & Nonprofit Advocacy
- Online Nonprofit Job Board Access
- Digital and In-Person Governance Training and Resources
- Phone/Email Assistance on Nonprofit Management Issues
- Publications (Salary & Benefits Survey Executive Summary, Key Provisions of the NPRA & More!)

Members can earn back their dues and MORE with all the discounts and services available to them.
NYCON provides a wide array of high quality, affordable solutions. With thousands of nonprofit members, we work to build the capacity of organizations and communities to enhance the quality of life through responsive, cost-effective services. These services include:

- Board & Leadership Development (through Governance Matters)
- Fiscal Sponsorship Services (through Innovative Charitable Initiatives)
- Financial Management
- Fund Development Planning
- Human Resources and Executive Transitions
- Legal Assistance, Document Filing & Corporate Compliance
- Community Needs Assessments
- Organizational Design & Management Assistance
- Program Development & Evaluation
- Strategic Restructuring & Affiliations
- Strategic Planning Facilitation

Contact Julie in the Membership Office for more information at membership@nycon.org or 800-515-5012 ext. 126.
How Much Do NYCON's Consulting Services Cost?

- Consulting services are often exclusive to NYCON members.
- The average rate for consulting services is $130 per hour.
- Rates for attorney-led legal assistance start at $150 per hour.
- Working directly with NYCON CEO, Doug Sauer, generally costs $155 per hour.

Is Any Consulting Free to Members?

- Yes, NYCON members can contact our expert staff with their quick questions either via email or phone at no cost.
- **These consultations are limited to a 30 minute maximum per quarter.**
- Financial support for capacity building services is available in many regions through our generous funding partners (Includes NYSCA, DYSON Foundation, United Way of Greater Rochester, Hoyt Foundation)

Need Assistance Funding a Capacity Building Project?

If your organization is located in the Capital Region, Mid-Hudson Valley area, Otsego County, Southern Tier, or Rochester area, please visit our website www.nycon.org or contact our Membership Office (membership@nycon.org) for more information on funding opportunities in your region.
Council Services Plus: Your Nonprofit Insurance Solution

Council Services Plus' mission is to provide quality service, comprehensive coverage, and competitively priced insurance and employee benefits to nonprofits and related organizations in a manner that strengthens the work of the New York Council of Nonprofits and the nonprofit community.

Insurance and employee benefit products include but are not limited to:

- Director's & Officer's Insurance
- General Liability Insurance
- Health Insurance
- Dental Insurance
- Vision Insurance
- Life Insurance
- Short Term Disability
- Unemployment Savings Program

Contact Eric Laughlin at elahuglin@councilservicesplus.com
877-501-4277 ext. 128 for more information.
Budget & Cash Flow Toolkit
Designed with the needs and resources of the smaller to medium sized nonprofit in mind, NYCON’s Chief Fiscal Officer and staff have designed a “fool proof” tool for developing a streamlined, compliant and easy to understand budget.

NYCON Members save $100 on the Budget and Cash Flow Toolkit
$399 for Nonmembers
$299 for NYCON Members

Nonprofit Job Board
Free to NYCON Members, submit your open positions at your nonprofit to post on NYCON’s Nonprofit Job Board. Posting is easy: email your posting via PDF or Word Document to membership@nycon.org. (Soon, we’ll have an online form available to make the process even easier!)

Contact Julie in the Membership Office for more information at membership@nycon.org or 800-515-5012 ext. 126.
This two-day retreat for nonprofit decision-makers takes place annually at the historic and beautiful Mohonk Mountain House in New Paltz, NY. Typically occurring in early-mid October, Camp Finance is New York State's premier financial management conference for nonprofit organizations. Mohonk Mountain House has hosted Camp Finance since its inception in 2002. We look forward to each year's conference which brings together the foremost thinkers in financial management, philanthropy, fundraising, marketing and communications, and nonprofit policy and advocacy. NYCON's Annual Members Meeting & Awards Luncheon are also featured at this event.

Members-only rates for Camp Finance for the full two-day conference start at $629

For more information: www.nycon.org/attend-event OR
Contact the Membership Office at membership@nycon.org or (800) 515-5012 ext. 126
This two day retreat is a highly interactive, dynamic, and intensive training experience for nonprofit Executive Directors with less than 5 years experience in their role. Participants will be introduced through practical application, to the many and varied skills necessary for a successful Executive Director to master. Led by a multidisciplinary instructor team, emphasis is placed on the "real world" elements of nonprofit executive leadership, management, and problem solving. Participants discuss a variety of topics such as the Executive Director's Role, the Board/Executive Director Relationship, Nonprofit Accounting, Marketing, Fundraising, Legal Accountability, and more.

Members-only rates for the full retreat start at $599

Find NYCON Event Information on our website at www.nycon.org/attend-event

Contact the Membership Office at membership@nycon.org or (800) 515-5012 ext. 126 for more information.
NYCON Members enjoy many benefits including offers and discounts from our corporate partners. Our corporate partners are committed to helping the nonprofit community grow and succeed, as they have invested in supporting NYCON and its mission.*

NYCON Champion Member
Real Estate

Cushman & Wakefield
Cushman & Wakefield is a leading global real estate services firm that helps clients transform the way people work, shop and live.

We are real estate advisors who assist nonprofits with their relocation and real estate decisions. Our group specifically focuses on and is exclusively dedicated to working with nonprofits and government clients.

David Lebenstein
212-318-9737
david.lebenstein@cushwake.com

*These statements are not intended as endorsements.
NYCON DISCOUNTS:
OUR PARTNERS

*These statements are not intended as endorsements.
Grassi & Co. CPAs
Grassi & Co. is a premier professional services organization specializing in accounting, auditing, tax, technology, and business consulting.
David M. Rottkamp, CPA
212-223-5046
drottka@grassicpas.com

RBT CPAs, LLP
RBT CPAs, LLP enjoys over a 50-year history of providing audit, tax, accounting, and business development consulting services to business owners in the Hudson Valley and New York Metropolitan area.
Tom Craven, Business Development Specialist
845-567-9000 ext. 209
tcraven@rbtcpas.com

REW CPA
REW CPA, is a Consulting and Advisory firm that opened its office in Brooklyn in 2016 to support the good deeds of Not for Profit organizations in NYC.
Rosemarie Whyte, CPA
347-435-3433
rosemarieewhyte@rewcpa.com

*These statements are not intended as endorsements.
Citrin Cooperman
Citrin Cooperman's Not-for-Profit Practice works with various not-for-profit organizations, including research and scientific organizations, social services organizations, professional associations, educational institutions, fundraising organizations, and private foundations. Our practice utilizes professionals with experience in providing audit and tax services to entities both locally and nationally.

John Eusanio, CPA, CGMA, Partner- Not for Profit Practice Leader
212-697-1000 ext. 6091
jeusanio@citrincooperman.com

Background Screenings & Drug Testing

Coeus Global
In today’s world, careful screening of paid staff and volunteers is required to protect your nonprofit’s people, programs and good will in the community.

Art Ferreira
866-765-0592 ext. 302
art.f@coeusglobal.com
https://www.coeusglobal.com/council_main
Conferencing, Online Meetings, Webinars

zoom
NYCON members receive exclusive discounted rates for Zoom Conferencing, Online Meetings, and Webinars.
Michael Gioeni, Account Manager
720-465-2695
michael.gioeni@zoom.us

Credit Card Processing Program

Dharma Merchant Services
NYCON members receive exclusive discounted rates and the ability to accept credit card payments in person, online, and with your smartphone/tablet devices, all through one account.
Denieal Williams
866-615-5157 ext. 103
denieal@dharmams.com
NeonCRM
NeonCRM is a cloud-based nonprofit software suite that provides tools built to support the good work done by nonprofit organizations. Regardless of size or industry, this CRM for nonprofits helps thousands of organizations and associations engage with donors, manage memberships, plan events, track volunteers, and much more.

Tim Sarrantonio
888-860-6366 ext. 109
tim@neoncrm.com
https://www.neoncrm.com/

Financial Management

Disciplined Capital Management LLC
We are a registered investment management firm that strictly serves the needs of not-for-profits, foundations, endowments and institutions. Our approach to managing financial assets is especially appropriate for not for profits.

Sharon Craig
315-476-8200 ext. 8211
scraig@disciplinedcapital.com
www.disciplinedcapital.com
Fundraising

GrantStation
GrantStation.com is a premier suite of online grant research resources. You can log into GrantStation to gain access to their Member Features. NYCON Members receive a discounted GrantStation membership at $75/year a savings of over $600!

Becky Cole
877-784-7265
becky.cole@grantstation.com
https://grantstation.com/

Foundation Directory Online
Foundation Directory Online is a valuable resource for nonprofits' fundraising needs. With interactive maps and charts, RFPs, and key funder and grants insights, FDO helps nonprofits identify funding sources, build their prospect networks, and win the funding to support their missions.

Miriam Halsell
customersuccess@foundationcenter.org
http://foundationcenter.org/products/foundation-directory-online
Fundraising

GiveGab
Everything you need to support Your nonprofit's mission from running fundraising campaigns to managing volunteer and donor engagement, Give Gab has got you covered.

Kelsey Rossbach
kelsey.rossbach@givegab.com
https://www.givegab.com/

NYCON DISCOUNTS: OUR PARTNERS
Nonprofit Insurance Alliance
The Nonprofits Insurance Alliance Group includes the Alliance of Nonprofits for Insurance (ANI), and Nonprofits’ Insurance Alliance of California (NIAC). Both are 501(c)(3) nonprofit organizations that provide a stable source of reasonably priced liability insurance coverage to more than 18,000 other 501(c)(3) nonprofits in 32 states and DC. We work only through brokers, so please have your broker contact Julie for a quote.

Julie Bernhard
jbernhard@insurancenonprofits.org
https://insurancenonprofits.org

First Nonprofit Companies
After researching vendors and products, NYCON has chosen to endorse the First Nonprofit Unemployment Savings Program, LLC to provide our members with a turnkey solution to save money on their unemployment tax costs. First Nonprofit Unemployment Savings Program, LLC has saved thousands of dollars for similar nonprofit association members in Illinois, Pennsylvania, Ohio and North Dakota.

Cecelia Piazza
800-526-4325
piazza@firstnonprofit.com
https://firstnonprofit.com
Barclay Damon

Barclay Damon has a long and rich history of giving back to the communities we serve. Whether by providing pro bono legal services to people in need, by working to promote diversity and inclusion, or by contributing time, talent, and financial support to local charitable, educational, and civic organizations, our commitment to make a difference is always a top priority.

David M. Cost
518-429-4286
dcost@barclaydamon.com
http://barclaydamon.com/

Ruskin Moscou Faltischek P.C.

We are a law firm that represents many not for profit organizations. In addition, many of the lawyers in our firm sit on nonprofit Boards, some in leadership positions.

Jay Silverman
516-663-6606
jsilverman@rmfpc.com
www.rmfpc.com

NYCON DISCOUNTS:
OUR PARTNERS
Office Supplies and Purchasing

BJ's Wholesale Club Membership Discount
NYCON Members' Staff, Board or Volunteers who join BJ's can enjoy wholesale club prices. You’ll save big on leading name brands, from groceries to health and beauty to home goods.

Tina Van Buren
518-438-2144
tvanburen@bjs.com

Good360
Access too countless valuable products donated from Fortune 500 manufacturing, technology and retail companies, and hundreds of smaller companies across the US, NYCON members get a free upgrade to VIP status, which provides additional benefits above and beyond standard registration.

Michael Price
703-299-7561
michael@good360.org

NYCON DISCOUNTS: OUR PARTNERS
Office Supplies and Purchasing

Staples Business Advantage Program
NYCON Members receive access to Staples Business Advantage Program, no matter the size or volume of ordering. Each agency can receive anywhere from 20% to 80% off products, depending upon the product.

Ann Marie Conklin
518-417-3889 ext. 155
annmarie.conklin@staples.com
https://www.staplesadvantage.com/learn

NYCON DISCOUNTS:
OUR PARTNERS
Publications

Nonprofit Quarterly
The Nonprofit Quarterly (NPQ) is an independent nonprofit news organization that has been serving nonprofit leaders, charitable foundations, educators, independent activists, and others involved in the civil sector for more than fifteen years.

Through a discount program negotiated for our network, NPQ is offering state associations and nonprofit ally members of the Council of Nonprofits a $10 discount on one-year subscriptions to print and digital access (four issues, $49 instead of $59) for their members. The discount can be used by current subscribers as well as for renewals.
https://nonprofitquarterly.org/

Technology

Idealware
A well-respected nonprofit that offers objective guidance for other nonprofits on software and technology solutions. NYCON Members receive a discount on trainings.
Karen Graham
karen@idealware.org
https://www.idealware.org/
Web Design

Elevation

Elevation exists to help non-profit organizations spread their message effectively online. We specialize in nonprofit website design.

Alyssa Hansen
800-475-4590
info@elevationweb.org
www.elevationweb.org

Firespring

Elevation provides printing, marketing, software, and strategic guidance to thousands of brands, businesses and nonprofits in all 50 states and on five continents.

Tanya Bonkiewicz
877-447-8941
tanya.bonkiewicz@firespring.com
www.firespring.com

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