

89th Anniversary

Annual Business Meeting

Thursday, October 6, 2016 ♦ 12:30pm
Mohonk Mountain House ♦ New Paltz, NY

Annual Report 2015 - 2016
Business Meeting Program
Michael H. Urbach, CPA Community Builders Award



New York Council of Nonprofits, Inc.

Community Focus ♦ Statewide Impact ♦ National Network

www.nycon.org | 800.515.5012

NYCON BOARD OF DIRECTORS

OFFICERS

Lynn Videka, Ph.D., *Chair*
David M. Rottkamp, CPA, *1st Vice Chair*
David Adkins, MBA, Ph.D., *2nd Vice Chair*
Julie H. Kreiger, *Treasurer*
Jo Ann Golden, CPA, *Secretary*

BOARD OF DIRECTORS

David S. Birdsell, Ph.D.
Martin Conroy
Joanne Florino
Yulitza S. Franklin
Patricia A. Johnson, CPA
Jesse C. Koepp, CTFA
Ellen Kotlow
Jackie Mahoney
Vincent Marrone
Jane B. O'Connell
Marcus Q. Pryor
Joshua A. Sabo, Esq.
Gary M. Schuster, Esq.
Tiombe Tallie Carter, Esq.

EX-OFFICIO BOARD MEMBERS

Thomas Clingan
Henry Cohen
Alan S. Harris, Esq.

2017 BOARD ELECT

Angela M. Gray, CPA

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*
Valerie Venezia, *Vice President, Membership & Marketing*
Susan Weinrich, *Vice President, Organizational & Community Development*

Melissa Currado, *Executive Assistant to the CEO*
Candace Ellis-Shumpis, *Accountant, Group Employee Benefits*
Audrey Grifel, *Capacity Building Associate*
Lauren Holupko, Esq., *Associate Attorney*
Marcellus Howard, *Governance Matters Program Coordinator*
Dina Mack, *Office Manager*
Andrew Marietta, *Regional Manager, Central New York*
Peter McCarthy, *Policy Associate & Legal Service Coordinator*
Kate McNally, *Capacity Building Associate*
Kristin Morgan, *Senior Accountant*
Nicolle Otty, *Membership & Events Coordinator*
MaryAnn Rosko, *Accountant*
Michael West, Esq., *Senior Attorney*
Rochelle Williams, *IT & FMG Administrative Specialist*



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 10025
Phone: 212.447.1236

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

Central New York
310A Bugbee Hall, State Street
SUNY Oneonta
Oneonta, NY 13820
Phone: 607.436.3124

Rochester
75 College Avenue
1st Floor
Rochester, NY 14607

NYCON ANNUAL MEETING & URBACH LUNCHEON



October 6, 2016 | Mohonk Mountain House, New Paltz, NY

I. WELCOME & CHAIR'S MESSAGE

Lynn Videka, Ph.D.,
Board Chair, NYCON

II. ANNUAL BUSINESS MEETING

A. Review of 2015 Minutes & Presentation of the Annual Report

Lynn Videka, Ph.D.

B. Board of Directors Nominations Slate for 2017

Marty Conroy, *Board Development Committee Chair, NYCON*

1. Board of Directors

Nomination for three-year terms through January 1, 2020 to be elected by Membership

- Angela M. Gray, CPA – 1st term
- Alan S. Harris, Esq. – 1st term
- Jo Ann Golden, CPA – 2nd term
- Gary M. Schuster, Esq. – 2nd term
- Marcus Q. Pryor – 3rd term

2. Board Officers

Nomination for a one-year term to be elected by the Board in January 2017

- David M. Rottkamp, CPA - *Chair*
- Julie H. Krieger - 1st *Vice Chair*
- Jo Ann Golden, CPA - 2nd *Vice Chair*
- Patricia Johnson, CPA - *Treasurer*
- Yulitza Franklin - *Secretary*

C. Adjournment

Lynn Videka, Ph.D.

III. 2016 MICHAEL H. URBACH, CPA COMMUNITY BUILDERS AWARD

A. Tribute to Michael H. Urbach, CPA

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

B. Presentation of Award: **James A. Bowers, CPA**

Allen L. Fetterman, CPA

IV. RECOGNITION OF OUTGOING CHAIR: **Lynn Videka, Ph.D.**

David M. Rottkamp, CPA, *1st Vice Chair & Board Member, NYCON*

V. RECOGNITION OF RETIRING, EX-OFFICIO BOARD MEMBER: **Tom Clingan**

Lynn Videka, Ph.D.

VI. CLOSING REMARKS

Lynn Videka, Ph.D.
Kelly Mathews, *COO & Sr. Vice President, Financial Management Group, NYCON*



1ST TERM

2ND TERM

Angela M. Gray, CPA
Partner/President,
Hoffman Eells & Gray, CPAs, P.C.



Angela M. Gray is a Certified Public Accountant and Principal in the firm of Hoffman Eells & Gray CPAs, P.C. Angela has been working in the field of public account for over 15 years. She specializes in providing tax and financial guidance to individuals, businesses, and nonprofit organizations.

Community minded, Angela volunteers as a board member of the Canton-Potsdam Hospital Foundation, Traditional Arts in Upstate New York (TAUNY), Grasse River Heritage Area Development Corp., and the Rotary Club of Canton, NY as Treasurer. In addition, Angela served on the Board of Directors of the North Country Family Health Center, Inc. (formerly the North Country Children's Clinic) for five years in capacities of President, Vice President and Treasurer. In 2011, Angela was recognized for her leadership efforts and was named one of the Top 20 Under 40 emerging leaders in northern New York.

Angela is a member of the American Institute of Certified Public Accountants (AICPA) and the New York State Society of Certified Public Accountants (NYSSCPA). Angela has a Bachelor's of Science degree in Accounting, with distinction, and a Master of Science degree in Management Systems, both from Clarkson University. She resides in Waddington, NY with her husband.

Alan S. Harris, Esq.
Community Leader



Joining the Legal Aid Society of Rochester in 1977, Alan S. Harris, Esq. was the staff attorney and then promoted to Assistant Executive Director in 1981; then Executive Director in 1990; and President & CEO in 1998. He was a permanent and well-respected fixture of the organization for 37 years before he retired in 2014.

A Brooklyn native, Harris attended SUNY at Stony Brook earning a Bachelor of Arts in Political Science in 1969 and then he attended Brooklyn Law School, where he earned his Juris Doctor in 1976.

Harris has served on a number of boards and committees, including most recently as Chair of the Monroe County Council of Agency Executives, as a member of the Volunteer Legal Services Project, Monroe County Bar Association Membership Committee, Ethics Committee, Family Law Section and President's Commission on Access to Justice. Additionally, Harris has been a key member of several United Way of Greater Rochester committees and has been active in his neighborhood community as the volunteer president of the South East Area Coalition and board member of the South Side Youth Association. He is also a member of the NYS Bar Association.

Jo Ann Golden, CPA
Community Leader



Ms. Golden is a certified public accountant and the managing partner (retired) of the New Hartford, NY office of Dermody Burke and Brown, CPAs, LLC, an accounting firm. Since 2003, Ms. Golden has served as a member of the Board of Directors of ConMed Corporation, a public company and as a member of its audit committee.

Ms. Golden is also a Board Member of the Bank of Utica, serving in this role since December 2009, and as Chair of the Audit & Examining Committee since 2010.

Ms. Golden is a past President of the New York State Society of Certified Public Accountants ("the State Society"), having served previously as the Secretary and Vice President. In addition, Ms. Golden was a President of the State Society's Foundation for Accounting Education. Ms. Golden served as a member of the governing Council of the American Institute of Certified Public Accountants ("AICPA"), and was a member of the AICPA's Global Credential Survey Task Force in 2001. Ms. Golden serves as the Chair of the State Society's Banking Committee, as well as a member of the Society's Professional Ethics Committee and the Financial Accounting Standards Committee of the Society. She is a frequent lecturer on Professional Ethics for the State Society.

Her current community involvement includes serving as Treasurer of NYCON. She also serves on the Audit Committee for the SUNY New Paltz Foundation and is Treasurer of the Fort Schuyler Club in Utica.

Ms. Golden holds a B.A. from the State University College at New Paltz, and a B.S. in Accounting from Utica College of Syracuse University.

BOARD OF DIRECTORS NOMINATION SLATE FOR 2017

To be elected by NYCON Membership during the 89th Annual Business Meeting on October 6, 2016.

2ND TERM

Gary M. Schuster, Esq.
Partner,
Jacobowitz & Gubits, LLP



Gary M. Schuster, Esq., is a Partner in the law firm of Jacobowitz & Gubits, LLP, of Walden, New York, and is a member of its Business Team. Gary received his B.A. in Government and Journalism from Lehigh University in 1979, and his J.D. from Fordham School of Law in 1988. He is admitted to practice in the United States District Court for the Southern and Eastern Districts of New York, and was admitted to the Florida bar in 2002.

Gary's varied practice includes formation, transactions and counseling for corporations, LLCs, partnerships and many kinds of not-for-profits; purchases and sales of businesses; commercial and residential real estate transactions and leasing; franchising; estate planning, administration and litigation; guardianship proceedings; and media, copyright and trademark.

Gary has served on the board of directors of several nonprofit organizations and now serves on the New York Council of Nonprofits (NYCON) and the Orange County Arts Council. He is a frequent speaker on nonprofit issues including the major 2014 amendments to the New York Not-for-Profit Corporation Law.

Gary has extensive experience in the arts and entertainment, which includes past employment with ASCAP, The Songwriters Guild of America, Dunvagen Music Publishers (owned by the composer, Philip Glass) and Knoedler Publishing (publishers of the artist, LeRoy Neiman). He has represented clients in art, music, film, video, dance, theater, photography, fashion modeling, publishing, the internet, museums and arts centers. Gary was also Adjunct Instructor at SUNY Orange in Middletown teaching Music Business.

3RD TERM

Marcus Q. Pryor
President,
Peter M. Pryor Associates



Marcus Q. Pryor is a proud Albany, NY resident, community activist, and philanthropist. Born and raised in Albany, Mr. Pryor attended the historic Albany Academy for 13 years before moving to the Boston area to study at Tufts University. Mr. Pryor later returned to Albany to become President of Peter M. Pryor Associates, a risk management firm specializing in workers' compensation and disability insurance.

Mr. Pryor has an extensive background in community service. His experience ranges from economic development to aging programs and services. Mr. Pryor has served on a variety of boards of directors and commissions, including the Albany-Colonie Chamber of Commerce, the City of Albany Charter Review Commission, the New York Council of Nonprofits, the Community Foundation for the Greater Capital Region, and the City of Albany Planning Board. Mr. Pryor has been featured in the Albany Times Union, and has been the recipient of numerous accolades and awards, including the Capital District Business Review's 40 Under 40 Award, the Stakeholders Young Philanthropist of the Year, and the City of Albany Mayor's Volunteer of the Year Award.

Mr. Pryor most recently served as the President of the Albany Academy Alumni Association, President of the Capital Repertory Theater, Chairman of the City of Albany Tulip Festival, and is the former Chairman of the City of Albany Planning Board.

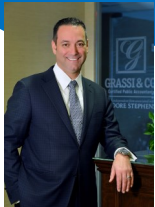
He credits his commitment to community service to the legacy established by his parents, Hon. Peter M. Pryor and Mrs. Barbara J. Pryor, and the support of his loving wife, Mrs. Cindy Pryor and sons Lex, Lucien, Logan, and Lucas.





CHAIR

David M. Rottkamp, CPA
Audit Partner & Not-for-Profit Practice Leader & NYC Office, Partner-In-Charge, Grassi & Co.



David has more than 29 years of experience providing audit and advisory services to the not-for-profit industry. David focuses on not-for-profit organizations serving individuals with special needs, religious organizations, educational institutions, membership associations, social service providers, healthcare providers, foundations, and the arts and culture world. David's technical knowledge allows him to provide specific services, including OMB A-133/Uniform Guidance compliance audits and retirement plan audits.

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, internal control reviews, developing financial forecasts, and providing quality board education and governance advice. He has served on the NYCON Board of Directors since 2012, including as past Treasurer and current 1st Vice Chair.

1ST VICE CHAIR

Julie H. Krieger
Administrative Vice President, M&T Bank



Julie is the Administrative Vice President and Group Manager for the Hudson Valley Middle Market Commercial Banking Division at M&T Bank. She is responsible for the Commercial Banking needs of middle market clients in Dutchess, Orange, Ulster, Putnam and Sullivan counties.

Julie currently serves on a number of boards including NYCON, Astor Services for Children and Families, Benedictine Health Foundation, Cerebral Palsy of Ulster County, Pattern for Progress, Dutchess County Economic Development and Anderson Center for Autism Foundation.

She graduated from Marist College with a BS in Business Administration and an MBA from Marist with a concentration in Finance.

2ND VICE CHAIR

Jo Ann Golden, CPA
Community Leader



Ms. Golden is a certified public accountant and the managing partner (retired) of the New Hartford, NY office of Dermody Burke and Brown, CPAs, LLC, an accounting firm. Since 2003, Ms. Golden has served as a member of the Board of Directors of ConMed Corporation, a public company and as a member of its audit committee.

Ms. Golden is also a Board Member of the Bank of Utica, serving in this role since December 2009, and as Chair of the Audit & Examining Committee since 2010.

See Ms. Golden's full bio on page 4.

In Loving Memory



JULIE L. FLOCH, CPA

Past NYCON Board Member, Camp Finance Faculty & Enthusiast, Supporter & Great Friend.

BOARD OFFICERS NOMINATION SLATE FOR 2017

To be elected by the Board of Directors at the January 2017 Board Meeting.

TREASURER

Patricia Johnson, CPA
*Assistant Professor of Accounting,
Canisius College*



Patricia Johnson is an Assistant Professor of Accounting at Canisius College in Buffalo, New York, where she has taught for over 20 years. Currently she is the Program Coordinator for the Master of Science in Forensic Accounting. Pat is a Certified Public Accountant and Certified Fraud Examiner. She has a broad variety of experience – education, public accounting, and industry. In addition to teaching, she has an accounting practice that focuses on small businesses and not-for-profit entities.

Pat currently serves on the board of the New York State Society of Certified Public Accountants (NYSSCPA) and is Chair of the Higher Education Advisory Committee of the Association of Certified Fraud Examiners (ACFE). She is a former trustee of the Foundation for Accounting Education and a past President and Treasurer of the NYSSCPA's Buffalo Chapter. Pat is also a member of the Nonprofit Organizations Committee of the NYSSCPAs.

Pat has served on a number of local boards and is currently the Chair of the Audit Advisory Committee of the Buffalo Board of Education. She has served as a board member of NYCON since 2012.

In addition, Pat is a member of the American Institute of Certified Public Accountants (AICPA), the American Accounting Association, the ACFE and the Accounting and Financial Women's Alliance. She holds a Bachelor's degree in accounting from St. Bonaventure University and a MBA from SUNY at Buffalo.

SECRETARY

Yulitza Franklin
*Principal Community Development Analyst,
NYS Department of Financial Services*



Yulitza Franklin is the Principal Community Development Analyst for the Community Development Unit of the Financial Frauds and Consumer Protection Division of the NYS Department of Financial Services. Her duties include managing the day-to-day work produced by the Unit, managing the NYS Banking Development District Program, assisting the Director of Consumer Exams with coordinating the community affairs response to applications from banking institutions for expansion; overseeing the review, analysis and proposed responses to banking applications based on community impact, and leading any special research projects assessing the direct and indirect impact of financial trends to consumers. Ms. Franklin also provides TA to banking institutions and community leaders interested banking unbanked/underbanked communities across the state, among other critical duties.

Ms. Franklin has also coordinated the department's community outreach efforts. In that capacity, she oversaw the Department's Speakers Bureau, which is comprised of experts in finance and banking, and sought opportunities for the Department to collaborate with community organizations and other agencies to promote financial education and consumer awareness.

Ms. Franklin has proudly served the Board of Directors of NYCON since 2012, and in 2015, began to serve on the Board of Directors for Governance Matters, a subsidiary of NYCON.

Prior to joining the Department of Financial Services, Ms. Franklin worked at the former Governor's Office for Small Cities administering Community Development Block Grant (CDBG) Projects throughout the State. She holds a BA in Political Science from University at Albany and an MBA in General Management from Metropolitan College of New York.

MICHAEL H. URBACH, CPA COMMUNITY BUILDERS AWARD



HONOREE: JAMES A. BOWERS, CPA

Originally from Albion, New York, Jim graduated from St. John Fisher College, B.B.A (Accounting) in 1970, is a Certified Public Accountant (CPA), and also holds a Certificate of Educational Achievement in Business Valuations. Jim's areas of expertise include railroad transportation and logistics, manufacturing and distribution, various retail and wholesale businesses, agri-business, and not-for-profit organizations.

Jim has been involved in serving Short Line Railroad Industry clients for over 40 years, helping over 150 railroad clients in that time. Jim is active in the American Short Line and Regional Railroad Association (ASLRRA), currently Chairman of the Finance and Administration Committee, and member of the Legislative Policy Committee on Tax Matters.

Jim has been an influential force for the Short Line Railroad Industry on a national level, instrumental in the creation, lobbying, and securing of the Short Line Railroad Rehabilitation Tax Credit, and speaks often at National and Regional ASLRRA conferences.

Locally, Jim has served a number of organizations, including the InterFaith Works, Transitional Living Services, Dunbar Association, St. Joseph the Worker Church and the Faith Hope Community Center.

Areas of Expertise

- Transportation - Short Line Railroad Industry
- Agri-Business
- Manufacturing & Distribution
- Not-for-Profit
- Retail & Wholesale Business

Professional Affiliations

- Member, American Institute of Certified Public Accountants (AICPA)
- Member, New York State Society of Certified Public Accountants (NYSSCPA) - served as Chairman of various committees in the Rochester & Syracuse Chapters
- Certificate of Educational Achievement in Business Valuations
- Adjunct Assistant Professor of Accounting at St. John Fisher College, 1976-1978
- American Short Line and Regional Railroad Association, Chairman of the Finance and Administration Committee, and Member, Legislative Policy Committee on Tax Matters
- Member, Texas Short Line and Regional Railroad Association
- Member, New England Railroad Club
- Member, South Carolina Railroad Association
- Member, New Jersey Railroad Association
- Board Member, Railroads of New York, Inc.

Licenses & Accreditations

- Certified Public Accountant - NYS

Education

- St. John Fisher College with a B.B.A. in Accounting in 1970
- Continuing professional education - 40 credit hours annually (minimum)

Community Involvement

- *InterFaith Works of Central New York* – Senior Companion Program Advisory Board Member and Officer (1986-1991), President of the Board of Directors (2001-2004), Board of Directors Member (current term: 2016-2018).
- *Transitional Living Services* - President of the Board starting in 2007, Board Member and Treasurer (2003-2006), past Chair of Finance Committee and Member of Nominating Committee.
- *Dunbar Association* - Board Member and Treasurer (2003-2013).
- *St. Joseph the Worker Church, Liverpool, NY* - Chairperson of the Finance Committee, last 32 years, Chairman of Heritage Campaign (1999); past Parish Council President (1990-1992).
- *Faith Hope Community Center* - Chairperson of Finance Committee and local business representative on the Board. (The Faith Hope Community Center is one part of the ten-point program to reduce gun violence in the City of Syracuse.)
- *Kiwanis Club* - Thirty-five year member, Officer and Board Member of both Rochester and Syracuse clubs.

Congratulations
to
James A. Bowers,
CPA



for receiving the
**2016 Michael H. Urach
Community Builders Award**

From your parish communities of



**Immaculate Heart of Mary
and
St. Joseph the Worker**

InterFaith Works of
Central New York
congratulates
James A. Bowers, CPA
on receiving the
Urbach Community
Builders Award



We're proud that you are a member of our
InterFaith Works' family and we thank you for
your unwavering service!



1010 James St., Syracuse, NY 13203
www.interfaithworkscny.org

*Congratulations,
James!*



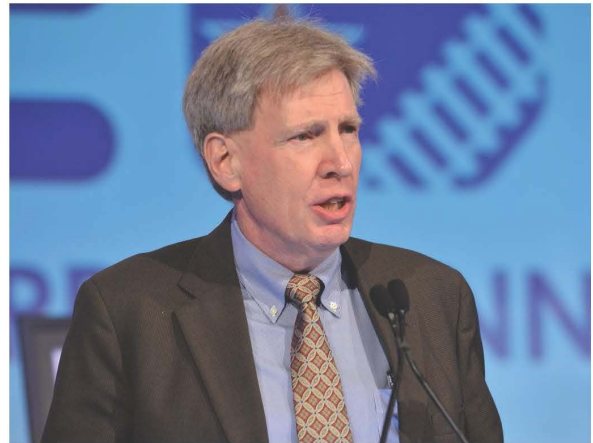
2015 Michael H. Urbach Honoree, Allen Fetterman, CPA
pictured with NYCON Staff & Board Members

**Congratulations to
James A. Bowers**
recipient of the
2016 Urbach Community Builders Award

We join NYCON and the NYSSCPA in recognizing your many good works and leadership in building and improving the non-profit sector in New York.

At the American Short Line and Regional Railroad Association, we thank you for your outstanding service and dedication to the short line railroad industry. We, too, applaud your spirit of volunteerism and appreciate your sage advice and guidance over the past 30 years.

Well done, Jim!





ANNUAL REPORT 2015 - 2016

PRACTICAL SOLUTIONS. ANSWERS YOU CAN TRUST.

2015 - 2016 AT-A-GLANCE



A MESSAGE FROM BOARD CHAIR, LYNN VIDEKA, PH.D.

On behalf of the Board of Directors and staff, I am pleased to present to you NYCON's 2015-2016 Annual Report.

As I approach the end of my term as Chair of the Board, I continue to admire the impact, performance and breadth of diversity of our nonprofit community. I also reflect with great pride and accomplishment at how incredibly engaged NYCON is, in both scope and depth, with nonprofits in all corners of our state.

The past year to date, reflects an exciting period of transformation and growth for NYCON including the following:

- ❖ Our membership grew to over 3,000 as we continue to have the largest in our state association network;
- ❖ A new strategic plan was developed, which will be updated annually;
- ❖ We entered the implementation phase of our multi-year technology plan;
- ❖ Our New York City-based subsidiaries, Volunteer Consulting Group and Governance Matters were merged, deepening our service footprint in NYC and enhancing our continuum of services;
- ❖ We acquired and are updating and integrating into our family of service boardnetUSA, the nation's first board matching website;
- ❖ We re-established a staffed office in NYC; and,
- ❖ The groundwork was laid for our state's first #NYGivesDay on Giving Tuesday 2016, which we will be co-launching with the United Way of NYS and GiveGab, a leading nonprofit giving platform.

These initiatives and development, along with many more, reflect NYCON's nimble leadership and responsiveness to the changing interests and needs of our members, funding partners and communities. As a family of related organizations, we are unique in our state and nationally as to our structure, business model and capacity. In the coming year, we will be progressively introducing our "Family of Nonprofit Services" as a collective, but distinctive mission and brands that are relevant, impactful and of value to those we serve.

NYCON is led by a committee-driven Board comprised of diverse, talented individuals from throughout the state. We focus strongly on strong governance and strategic direction. As Chair, I have relied greatly on support and work of David Rottkamp, 1st Vice Chair and incoming Chair, our officer team, committee chairs, and each and every director.

Of course, the real everyday work is done on the ground by our superb staff. They are an amazing multi-disciplinary team with unsurpassed knowledge, experience and dedication. To know you have dedicated staff working day in and day out for our thousands of members and the broader nonprofit community is inspirational. We couldn't be prouder of NYCON's employees who regularly go above and beyond to help us reach our vision and goals.

And finally, our work would not be possible without the support and participation of you, our members, donors, funding and corporate partners, and strategic allies. ***On behalf of NYCON and our state's nonprofit community, we are grateful to you all for your support and involvement.***



Lynn Videka

OUR FAMILY OF NONPROFIT SERVICES

PRACTICAL SOLUTIONS. ANSWERS YOU CAN TRUST.



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 the, NYC-based Governance Matters, Inc., featuring the exciting board matching platform, www.boardnetUSA.org.



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. (ICI)

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 19 emerging groups, including government grant management, and employment administration services to 6 nonprofits, employing 28 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, our newest family addition, 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. Governance Matters sponsors boardnetUSA, the nation's first and premier board matching website. This past year, we merged the Volunteer Consulting Group, Inc. with Governance Matters, Inc. with funding support from the New York Merger and Acquisition Fund (NYMAC) and the Dyson Foundation. Governance Matters also received program grants from the Altman Foundation and the New York Community Trust. Additionally, S&P Global and the First Nonprofit Foundation provided



grant support to technologically upgrade boardnetUSA.

OUR GRANTMAKING PARTNERSHIPS & RESOURCE PARTNERS

STATEWIDE AND REGIONAL GRANTMAKERS PARTNERSHIPS

NYCON's organizational and service success is very much influenced by the development of varied innovative and distinctive statewide and regional models with state government and regional grantmaker partnerships. Our state is comprised of as many as 10 distinctive regions, and our approach is to build a strong regional service presence in each. We're proud this past year to have the following partnerships:

STATEWIDE PARTNERSHIPS

- ❖ **New York State Council on the Arts (NYSCA)** | Capacity Building & Funding Support
- ❖ **New York State Department of Health AIDS Institute** | Financial Management Capacity Building (Vendor)

REGIONAL PARTNERSHIPS

- ❖ **1Berkshire and Berkshire Taconic Community Foundation** | Berkshire Nonprofit Solutions Initiative (Affiliations)
- ❖ **Community Foundations of the Hudson Valley and Dutchess County Regional Chamber of Commerce - Nonprofit Committee** | Bridges to Board Service Program
- ❖ **Dyson Foundation** | Capacity Building, Strategic Restructuring Initiatives & Bridges to Board Service Program
- ❖ **New York City Mayor's Office of Contract Services and NYC Service** | Collaboration
- ❖ **Southern Tier Capacity Building Program: Stewart W. and Willma C. Hoyt Foundation, Community Foundation for South Central New York, Conrad and Virginia Klee Foundation, and United Way of Broome County** | Capacity Building & Mini-Grant Program
- ❖ **The Community Foundation for the Greater Capital Region** | Capacity Building Initiative
- ❖ **The Scriven Foundation** | Mini Re-Grant Program
- ❖ **United Way of Greater Rochester (UWGR)** | Synergy Fund



“Over the 15 years of our funding relationship, NYCON has worked with hundreds of organizations in the Dyson Foundation’s region – many of whom saw very meaningful improvements in their organizational capacity as a result. NYCON (also) again became a valued partner in providing the required expertise to guide nonprofit organizations through their restructuring projects. We also value the unified voice that NYCON raises on behalf of all nonprofits in New York State in its advocacy role. In addition to its services to nonprofit organizations, NYCON frequently provides the Dyson Foundation’s program staff with pro bono consultative services on topics including nonprofit law, mergers and affiliations, and general organizational development issues. Our staff deeply appreciate the knowledge, insight, and thoughtfulness that NYCON staff bring to our conversations – in addition to just being lovely people to work with!”

Jennifer Drake, Senior Program Officer
The Dyson Foundation

PHILANTHROPIC, CORPORATE AND MAJOR GIFT SUPPORTERS

The scope and diversity of grant and donor resource for NYCON and our nonprofit affiliates is incredibly vast.

NEW YORK COUNCIL OF NONPROFITS, INC.

1Berkshire
Albany County Community Services Board (CSB)
Amalgamated Bank
Alliance of Nonprofits for Insurance, Risk Retention Group (ANI)
Berkshire Taconic Community Foundation
Central New York Community Foundation, Inc.
Community Foundations of the Hudson Valley
Council Services Plus, Inc.
Dyson Foundation
Firespring
First Nonprofit Group
GiveGab
Hodgson Russ LLP
Innovative Charitable Initiatives, Inc.
M&T Charitable Foundation
MVP Health
NYC Mayor's Office of Contract Services
New York Community Trust

NYS Department of Health, AIDS Institute
New York State Council on the Arts (NYSCA)
NYS Governor's Office of Employee Relations (GOER)
NYS Higher Education Services Corp.
New York State Society of Certified Public Accountants (NYSSCPA)
Rochester Area Community Foundation
Schenectady Foundation
Schenectady County Health Department
Scriven Foundation
Staples
The Community Foundation for South Central New York
The Community Foundation for the Greater Capital Region
The Community Foundation of Herkimer & Oneida Counties
The Conrad and Virginia Klee Foundation
The Stewart W. and William C. Hoyt Foundation
United Way of Broome County
United Way of Greater Rochester

GOVERNANCE MATTERS, INC.

Altman Foundation
Altschul Foundation
AYCO Charitable Foundation
Catholic Communal Fund
Lone Pine Foundation
Proskauer
Rauch Foundation
S&P Global (McGraw Hill)
SeaChange Capital Partners

INNOVATIVE CHARITABLE INITIATIVES, INC.

Albany Community Development Agency
Albany County Opportunity
Alex and Ani Retail, LLC
Bank of America
Ben & Jerry's Foundation
Berkshire County Deputy Sheriffs' Association
Biogen Foundation
BP Wealth Management
Canandaigua National Bank & Trust
Celebrity Fight Night Foundation, Inc.
Columbia University
Community Foundation of Tompkins County
Datetree Charitable Trust
Dominion Foundation
First Niagara Foundation
Greater Rochester Housing Partnership
Independent Charities of America
John Hancock Financial Services, Inc.
M. F. Hatch Fund
Mass Mutual
New York State Department of Labor
NYSERDA
Park Foundation, Inc.
The Community Foundation for the Greater Capital Region
The GE Foundation
The Greater Cincinnati Foundation
The Honda Foundation
The Progressive Insurance Foundation
The Schenectady Foundation
Tompkins Charitable Gift Fund
United States Department of Labor
United Way of the Greater Capital Region
Uno Restaurant LLC
Vanguard Charitable Endowment Program
Wells Fargo Foundation
Workforce Development Institute
YouthBuild USA

TECHNICAL ASSISTANCE, TRAINING & SUPPORT SERVICES

TECHNICAL ASSISTANCE AND CONSULTING

NYCON's technical assistance, consulting and training reflect the very heart of our commitment to expert and affordable capacity-building services that are responsive to the real and practical needs of our nonprofit community. We are a one-stop-shop for nonprofits seeking reliable, trusted and affordable customized assistance to meet short- to long-term needs; instill best practices to resolving the most difficult organizational issues; and from nonprofit formation to acquisition, merger and dissolution. Our integrated multi-disciplinary team approach is designed to resolve problems and increase organizational performance, accountability and sustainability.

NYCON Assisted Affiliations/Restructuring Solutions

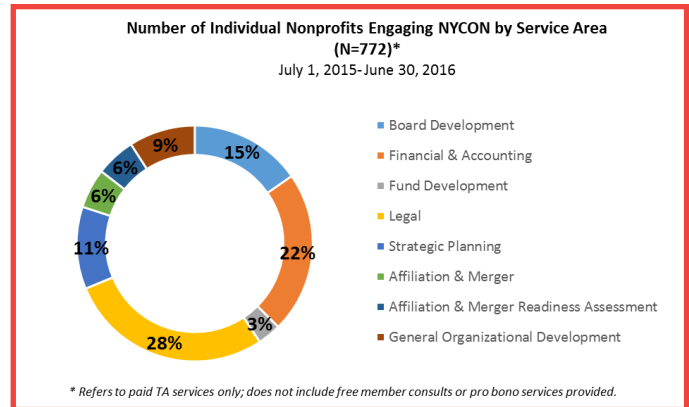
NYCON has to date successfully assisted 59 corporate affiliations from around the state. This past year, we were also the sole provider for Berkshire Nonprofit Solutions, in Massachusetts, where we provided a community-wide training on affiliations; technical assistance to over 25 nonprofit organizations interested in affiliation solutions; and facilitated and supported two negotiations.

Community Planning

NYCON's history is rooted in mobilizing nonprofits, government and the private sector in meeting community needs. This past year we continued our facilitation work with Schenectady County Public Health's **Strategic Alliance for Health (SAH) Coalition** through a federal grant from Centers for Disease Control in 2014. The effort is designed to develop and implement a Healthy Food Plan for the community.

SPECIAL TRAINING EVENTS & SUPPORT SERVICES

- ❖ **Camp Finance 2015**, our annual meeting and signature event.
- ❖ **New Executive Director Retreat**, provided an intensive retreat training to 22 emerging leaders.
- ❖ **Supporting Agency Executive Groups Statewide** (Mohawk Valley, Otsego-Delaware-Chenango, Southern Tier, Dutchess & Capital Region) through staffing and support services.
- ❖ **Our Voice as Leaders and Trainers**, as our professional staff spoke at over 100 conferences, trainings, and informational sessions throughout the state and nationally.
- ❖ **Supporting the Omega Institute "Strengthening Communities Summit" and "Women Serving Women Summit" During Service Week**, where we provide free planning and on-site technical assistance to participating nonprofits.
- ❖ **Bridges to Board Service Program** aimed to strengthen local nonprofits and provide community members with meaningful board service education and opportunities in partnership with the Community Foundations of the Hudson Valley, the Dutchess County Regional Chamber of Commerce - Nonprofit Committee, the Dyson Foundation and boardnetUSA.



Affiliations negotiated successfully this year are:

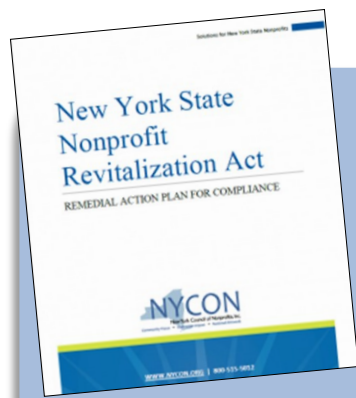
- Berkshire Grown, Inc. and Berkshire Agriculture Ventures - *Berkshire County, Massachusetts*
- Carol Dunigan Day Care Center, Inc. and Campus Children's Center, Inc. (now Capital Milestones Child Care) - *Albany*
- Catholic Youth Center (CYC) and Pittsfield Family YMCA - *Berkshire County, Massachusetts*
- Children's Place at the Plaza and Children's Corner (now Children's Place at the Plaza) - *Albany*
- Genesee Valley Presbyterian Nursing Center (Kirkhaven), Fairport Baptist Homes Caring Ministries and The Wesley Community (now Community Managements Services of Western New York) - *Rochester*
- Ibero and Centro Civico - *Rochester & Amsterdam*
- PathStone Corporation and Wilson Commencement Park - *Rochester*
- Syracuse Behavioral Healthcare (Syracuse Brick House) and Pathway Houses of Rochester, New York, Inc. - *Syracuse & Rochester*
- Volunteer Consulting Group, Inc. and Governance Matters, Inc. (now Governance Matters, Inc.) - *NYC*

OUR IMPACT

PUBLIC POLICY

While NYCON often assists both our members and policymakers with understanding current laws (and potential implications of proposed laws), we also proactively participate in the legislative process. Areas of impact last year include, but are not limited to the following:

- ❖ **Nonprofit Indirect Contracting Costs** - Participated in a coalition urging both the State and NYC to adopt their own nonprofit contracting standards that mirror those currently imposed on federal funds (Uniform OMB Guidance).
- ❖ **Third-party Violence Prevention Infrastructure** - Successfully spearheaded a veto on legislation carrying an intrusive and unfunded requirement that nonprofits make indefinite and unreasonable alterations to their facilities and operations.
- ❖ **Federal “Nonprofit and Education Property Protection Act”** - Working with CS Plus and the Alliance for Nonprofit Insurance, we supported a bill that will allow 501(c)(3)s to access liability insurance from a Risk Retention Group.
- ❖ **NYS Prompt Contracting** - We offered ongoing personalized assistance to members, and have shared our field monitoring prompt contracting experiences with the State, in an effort to compel the state to more effectively meet its obligations.
- ❖ **Nonprofit Administration Disclosures** - We solicited our membership to actively oppose a bill that would have required nonprofits to place on post-donation receipts, the amount of the donation that went to “charitable work” as opposed to “other purposes”, including but not limited to administrative expenses.
- ❖ **Amendments to Not-for-Profit Corporation Law Amendments** - The legislature had forwarded more amendments to the law and we have urged the Governor to veto the bill as we see some key elements as detrimental to the sector.
- ❖ **Unfunded Mandate on Small NYC Nonprofits for Energy Sustainability Audits** – We opposed this bill on the unnecessary financial burden it would place on nonprofits. No further actions or votes were taken.
- ❖ **NYS Donor Confidentiality Ethics Legislation** - NYCON opposed the intent of this bill which passed as part of an overall ethics package and requires 501(c)(3)s that provide \$2,500 in monetary or in-kind support to 501(c)(4) nonprofits, to file a report for the period that all donors to the charity whom contributed \$2,500 or more to the AG. NYCON is providing input to the AG's Charities Bureau to assist in the development of implementing regulations.



*“I looked over the **“Nonprofit Revitalization Act Remedial Action Plan for Compliance”***

this morning and it’s really great!

So happy I have purchased it!”

General Counsel, Unity House of Troy



"I can't thank you again for your assistance. You have really caught me up to speed and have provided excellent service in helping to make a direct impact here at the CRI with building a strong foundation. For a very small organization that has an aggressive vision, your assistance has had a strong impact on us."

Kathaleene Riolo, Business Manager,
Cyber Research Institute



"OWL benefits from working with NYCON because of the various resources that are made available to our organization; trainings, insurance, legal assistance, Camp Finance and the Otsego County Mini-Grant. NYCON really understands the needs of the non-profit sector and how to advise us on the issues that matter the most."

Elayne M. Mosher Campoli, Board President, Oneonta World of Learning (OWL)

HEAR WHAT MEMBERS & PARTNERS ARE SAYING

*"Just want to say thank you again for the role you played in our 2015 board retreat. It was a very worthwhile and a purposeful day. I am so thankful that NYSCA has made this partnership with NYCON. Being able to take advantage of professionals like you is a **huge asset** for organizations like ours. Thanks again!"*

Jacqueline Hoyt, Executive Director,
Arts Council for Wyoming County



*"I have to tell you that this was a very **illuminating webinar**. I've been reading everything about the topic over the last few months and what NYCON staff presented was very clear and answered all my questions. What I thought was going to be a significant issue for my organization turns out to only impact 2 employees and even then, will not be difficult to manage."*

Webinar Participant

*"I just wanted to **thank you** again for your presentation today and for your advice and feedback leading up to today's session. As a new Executive Director to WAAM, I'm **grateful** for your input and guidance to the board and myself, and we have all benefited from access to this grant through NYCON and NYSCA.... I look forward to continuing to work with you."*

Woodstock Artists Museum and Association



"Fantastic! This kind of information is desperately needed by nonprofits."
Webinar Participant



*"What a pleasure to work with your team. Thank you for your patience, your wisdom and diligence to process. ESCL is pleased with the outcome. **Thank you for a great experience!** I am certain our paths will cross again soon."*

Loren J. Ranaletta
President/CEO
Episcopal Senior Life Communities

*"**Wow!** So much information that I wasn't aware of. Thank you for doing these webinars to help us understand how nonprofits should function."*

Webinar Participant



LOOKING AHEAD

NEW DEVELOPMENTS TO EXPECT FOR 2016-17

❖ **Launching the First #NYGivesDay**

On November 29th, be sure to participate in our first statewide #NYGivesDay, a 24 hour online challenge to raise \$10M for the nonprofits community sponsored by NYCON, United Way of New York State (UWNYS) and GiveGab, a premier online giving platform based in Ithaca. Thousands of nonprofits will be working together to raise awareness, collect donations and build a stronger sense of philanthropy throughout their local communities.



❖ **New York State Department of Health AIDS Institute Fiscal Capacity Program**

We are excited to announce this coming year will be our first full implementation year of a \$1.2M, 5 year award. NYCON was selected through a competitive bidding process as the sole vendor to provide fiscal and organizational technical assistance to grantees of the AIDS Institute.

❖ **Conservation for the Art & Historic Artifacts Contract (CAHAC)**

This year will also be the first full implementation year for a very unique 5 year, \$228,000 statewide planning process to prioritize the digitization of documents and materials of historic significance. NYCON will be responsible for much of the data collection, conduct 45 local strategic plans and provide a "train-the-trainer" for the other 45 strategic plans.

❖ **Governance Matters / boardnetUSA**

The coming year will be our first full year of working with our newest family member, Governance Matters. In NYC, there will be robust educational roundtables on governance issues and practices that matter to nonprofits. We will also be accelerating the recruitment of directors for NYC nonprofits and will be looking to expand the program statewide building from our experiences with Mid-Hudson Valley partnership.

❖ **Family Branding**

Our unified family branding will be launched to our many audiences as the year progresses. Keep an eye out!

Our Family of Nonprofit Services



Practical Solutions. Answers You Can Trust.

❖ **Capital Region Nonprofit Economic Impact Study**

This study, conducted by John Hopkins University and sponsored by NYCON and other local stakeholders, will be released in the last quarter of 2016.

❖ **Affiliations That Work**

Our affiliation work continues its growth and impact. In the coming year, we welcome a new funding partner – the Community Foundation of Herkimer and Oneida Counties.

❖ **Our Technology Transformation**

As we develop and integrate Salesforce into our business operations and culture, you will see improvements in our service efficiency and data on our services and trends we see in the nonprofit community.

❖ **Our Experienced Staff Team**

Our staffing expertise, knowledge and experience is unmatched. This year we extend our sincere appreciation for the staff reaching tenured milestones – Michelle Jarvais, Sr. VP and Chief Financial Officer: 25 years; Kelly Mathews, Chief Operating Officer and Sr. VP of our Financial Management Group: 20 years; Michael West, Esq., Senior Attorney: 15 years; and Audrey Grifel, Capacity Building Associate: 10 years.

TREASURER'S REPORT

JULIE H. KRIEGER, TREASURER, BOARD OF DIRECTORS

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 2015 and 2014. 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, 2015. We are also pleased to report that our auditors did not identify any deficiencies in internal controls that would be considered a material weaknesses. NYCON's family includes the consolidated books and records of NYCON, Council Services Plus, Inc; Innovative Charitable Initiatives, Inc; and our newly acquired affiliates, the Volunteer Consulting Group, Inc. (VCG) and Governance Matters, Inc. VCG and Governance Matters were acquired as subsidiaries in May 2015 and were merged in 2016, retaining the corporate name, Governance Matters, Inc.

The audited results of NYCON and its affiliates, reported Unrestricted Net Assets of \$404,185 and Temporarily Restricted Net Assets of \$58,961 that totaled at year-end \$463,146. The change in unrestricted Net Assets of NYCON and its affiliates for fiscal year 2015 was reported at a negligible loss of (\$14,134), related primarily to NYCON making an intercompany depreciable asset purchase of boardnetUSA, a proprietary board matching software from our affiliate, VCG.

Also in 2015, NYCON achieved cost and cash saving by refinancing the mortgage on our corporate headquarters in Menands. Savings were primarily re-invested into the purchase and customization of Salesforce, a content management software that aims to improve our service efficiency, program and product effectiveness, and customer service. The Board established designated funds from the annual operating savings with the intent of saving to meet the long-term debt obligation of the mortgage that will mature in 2025.

NYCON, as a whole, reported investment income of \$19,850 and realized and unrealized losses totaling \$22,932. The principal premium held in trust of \$198,000 remained whole.

Highlights of 2015 in comparison to 2014 are summarized below:

2015-2014 Comparative Results

	FY 2015	FY 2014	Variance \$	Variance %
Revenues	\$4,593,121	\$4,846,146	\$ (253,025)	< (5%)
Expenditures	\$4,621,782	\$4,831,285	\$ (209,503)	< (4%)
Unrestricted Net Assets	\$ 404,185	\$ 418,319	\$ (14,134)	< (4%)

Additional comparative observations of note are:

- ❖ Total unrestricted revenue decreased 5% over last year and expenditures declined approximately 4%.
- ❖ Consolidated revenue sources for 2015 were: Fee for Service/Seminars & Administrative Service Fees 39%; CS Plus Commission Income 21%; Foundation Revenue 12%; Government Contracts 12%; Member Dues 6%; and Other Income 10%.
- ❖ At year-end, our Temporarily Restricted funds at fair value totaled \$78,934, after dedicating contributions toward Camp Finance Scholarships, technical assistance services and needed building improvements.
- ❖ The market value of the Group Employee Benefit Plan Administration Trust investment at fiscal year-end 2015 was \$237,536, inclusive of the principle investment of \$198,000.
- ❖ The market value of the Technical Assistance for Nonprofits & Communities Fund (TANC) at year-end was \$73,627 including \$53,673 in donor restricted funds.
- ❖ The market value for our board designated reserve fund for our historic corporate headquarters at year-end was \$5,307, of which \$5,288 is donor restricted dollars.
- ❖ The market value of board designated funds at year-end 2015 for the mortgage escrow was \$14,498.
- ❖ Council Services Plus, a for-profit social enterprise, reported a year-end total of \$194,940 in Net Assets, an increase in Net Assets of \$34,553.
- ❖ ICI reported year-end net assets of \$74,802, an increase of \$7,459 over 2014.
- ❖ VCG reported year-end net assets of \$21,280, an increase of \$7,343.

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.

FINANCIAL REPORT

CONSOLIDATED STATEMENTS OF FINANCIAL POSITION | DECEMBER 31, 2015 AND 2014

New York Council of Nonprofits, Inc. & Related Entities

ASSETS	<u>2015</u>	<u>2014</u>
Current Assets		
Cash	\$ 402,221	\$ 539,244
Cash-Subcontractor and Custodial Arrangements	631,139	593,337
Investments	237,536	253,279
Accounts and Grants Receivable	281,360	208,830
Prepaid and Other Expenses	53,873	43,705
Unemployment Trust Fund Reserve	29,164	20,607
<i>Total Current Assets</i>	<u>1,635,293</u>	<u>1,659,002</u>
Non-Current Assets		
Other Receivables	14,773	14,773
Investments	93,431	88,704
Land, Building, and Equipment, Net	879,073	861,770
Other Assets	77,708	56,967
<i>Total Non-Current Assets</i>	<u>1,064,985</u>	<u>1,022,214</u>
<i>Total Assets</i>	<u>\$ 2,700,278</u>	<u>\$ 2,681,216</u>
LIABILITIES AND NET ASSETS		
Currents Liabilities		
Note Payable	\$ 50,000	\$ -
Current Portion of Long-Term Debt	32,581	20,480
Accounts Payable and Accrued Expenses	287,549	266,082
Due to Subcontractor and Custodial Arrangements	631,139	593,293
Deferred Revenue	572,585	644,266
Unemployment Liability	27,143	20,607
<i>Total Current Liabilities</i>	<u>1,600,997</u>	<u>1,544,728</u>
Long-Term Liabilities		
Long-Term Debt, Net of Current Portion	572,364	603,656
Other Liability	63,771	55,202
<i>Total Liabilities</i>	<u>2,237,132</u>	<u>2,203,586</u>
Net Assets		
Unrestricted - General Operating	389,687	418,319
Unrestricted - Board Designated	14,498	-
<i>Total Unrestricted</i>	<u>404,185</u>	<u>418,319</u>
Temporarily Restricted	58,961	59,311
<i>Total Net Assets</i>	<u>463,146</u>	<u>477,630</u>
<i>Total Liabilities and Net Assets</i>	<u>\$ 2,700,278</u>	<u>\$ 2,681,216</u>

CONSOLIDATED STATEMENTS OF ACTIVITIES | DECEMBER 31, 2015 AND 2014

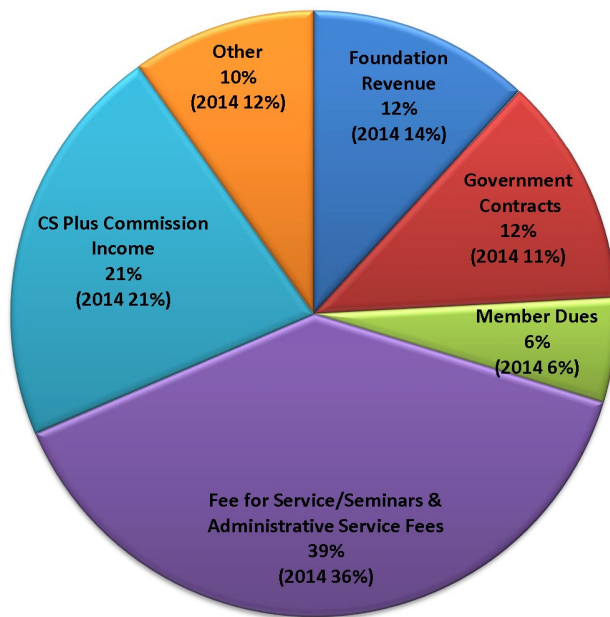
New York Council of Nonprofits, Inc. & Related Entities

	<u>2015</u>	<u>2014</u>
Revenues and Reclassifications		
Foundation Revenue	\$ 345,322	\$ 405,837
Government Contracts	358,785	312,960
Member Dues	162,379	162,472
Premiums	1,673,183	1,966,574
Subscriber and Late Fees	153,379	163,027
Shared Service Income	18,513	22,631
Investment Income	(3,082)	22,696
Fee for Service and Seminars	809,172	684,836
Administrative Service Fees	323,192	362,365
Commission Income	631,411	614,125
Other Income	117,267	126,002
Net Assets Released from Restrictions	3,600	2,621
<i>Total Revenue and Reclassifications</i>	<u>4,593,121</u>	<u>4,846,146</u>
Expenses		
Community Capacity Building:		
General Planning	26,322	4,479
Non-Profit Capacity Building:		
General Member Service	321,460	338,368
Group Employee Benefit Plan	1,678,485	1,966,650
Technical Assistance & Training	1,090,991	1,146,892
Policy	108,191	87,291
Council Services <i>Plus</i> , Inc.	557,152	488,963
Innovative Charitable Initiatives, Inc.	302,772	330,510
VCG, Inc. and Affiliate	138,792	-
<i>Total Program Services</i>	<u>4,224,165</u>	<u>4,363,153</u>
Management and General	376,797	446,054
Fundraising	20,820	22,078
<i>Total Expenses</i>	<u>4,621,782</u>	<u>4,831,285</u>
Change in Unrestricted Net Assets Before Strategic Affiliation	(28,661)	14,861
Contribution from Strategic Affiliation	14,527	-
Change in Unrestricted Net Assets	(14,134)	14,861
Unrestricted Net Assets, Beginning of Year	418,319	403,458
Unrestricted Net Assets, End of Year	<u>\$ 404,185</u>	<u>\$ 418,319</u>
Temporarily Restricted Net Assets, Beginning of Year	\$ 59,311	\$ 61,732
Temporarily Restricted Contributions	3,250	200
Net Assets Released from Restrictions	(3,600)	(2,621)
Temporarily Restricted Net Assets, End of Year	<u>\$ 58,961</u>	<u>\$ 59,311</u>

FINANCIAL REPORT

CONSOLIDATED REVENUE SOURCES FOR 2015

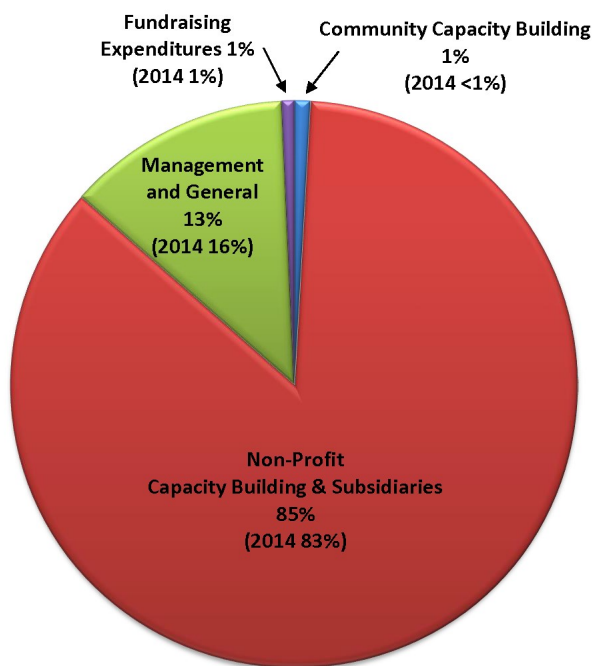
Pass-through premium dollars excluded



- Foundation Revenue
- Member Dues
- CS Plus Commission Income
- Government Contracts
- Fee for Service/Seminars & Administrative Srv Fee
- Other

CONSOLIDATED EXPENDITURES FOR 2015

Pass-through premium dollars excluded



- Community Capacity Building
- Management and General
- Non-Profit Capacity Building & Subsidiaries
- Fundraising Expenditures

HOW YOU CAN GIVE

BECOME A LEGACY DONOR – Join the 1927 Society

NYCON started back in 1927 as “The Council of Social Agencies.” We have grown since those days but have always kept our commitment to bettering communities by strengthening community-based nonprofit organizations. The 1927 Society are donors who support the respected work that NYCON has done over the past 89 years by providing a financial gift of \$1,927 or more.

We ask that you join our 1927 Society. Society members can make their gift unrestricted to support our current operations; the Capital Preservation needs of our corporate headquarters, which is on the National and State Historic registries; or the Technical Assistance for Nonprofits and Communities (TANC) Fund. The TANC fund, which has grown to over \$85,000 is dedicated to supporting the provision of technical assistance to those of our members in need of critical guidance that could not otherwise afford it, including scholarships to Camp Finance and the Executive Director Retreat. Current Society Members are:

🎗️ Harriet Comfort, *Inaugural Member (In Memoriam)* 🎗️

Linda Christensen
Henry Cohen
Julie Floch, CPA
Donna & David Mahoney

Eleanor & Gerry Pierce
Lauri Rosmarin-Plattner
Lynn Videka, Ph.D.

Thank you for being a part of this important mission and to the nonprofit community through **Community Focus, Statewide Impact** and **National Network!**



SUPPORT NONPROFITS BY SUPPORTING NYCON

Last year's **Annual Giving Campaign** raised over \$20,407. Visit www.nycon.org for more details

“Camp Finance is a trendsetter event when it comes to promoting inspired fiscal oversight and practical financial management. It’s a serious, thought-provoking educational event wrapped in the comforts of camp.”

Camp Finance Participant



Congratulations Jim!

2016 Michael H. Urbach Community Builders Award Winner

Honoring your Leadership,
Dedication and Service to Nonprofit Organizations

– From your Staff at Bowers & Company CPAs –



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