Friends,

We envision a world in which human services nonprofits are strong viable entities with public support and the resources needed to accomplish their missions. Making this vision a reality is the essence of HSC’s work.

This past year, HSC secured desperately needed investments totaling over $300 million along with a promise by NYC to develop model budgets intended to reverse years of underfunding human services contracts. Because of you, we were able to galvanize more than 250 organizations and highlight the challenges our sector faces and overcomes every day. We then moved our strategy to Albany, where 350 organizations from across New York State united in one voice to push for the changes needed to ensure our state has strong and sustainable nonprofits. Our efforts in Albany led to the investment of $20 million in the Nonprofit Infrastructure Capital Investment Program.

Our work is far from complete. But, we are convinced that these campaign successes are just the beginning. In the coming year, we will continue to lead by building on the RFP Rater and GovGrader efforts, finally shedding sunlight on government contracting practices and holding our public partners accountable for the success of this crucial nonprofit / government partnership. Concurrently, we will press forward with the work of our Value-based Care Commission, where we are thinking through the integration of health and human services.

The challenges ahead of us are real. Together, we must ensure that the human services sector is financially viable for the long term. United, we continue to amplify the voice of the human services community.

We look forward to advancing our efforts, our collective mission, and our service to New York and its communities. We are thankful for the support of our funders, supporters, partners, allies, volunteers, members, Board, and staff for their many contributions to HSC and the sector. Your partnership and dedication makes this important work possible.

Allison Sesso
Executive Director

Jeremy Kohomban
Board Chair
HSC strengthens New York’s nonprofit human services sector, ensuring New Yorkers from all walks of life, across diverse neighborhoods, cultures, and generations reach their full potential.

MISSION

Staff
Allison Sesso
Michelle Jackson
Luis Saavedra
Tracie Robinson
David Ng
Marisa Semensohn
Jason Wu
Iona Tan

2017 Interns
Esther Davila
Janice Derito
Jessica Ferrara
Nicholas Galang
Meara Levezow
Shannon Looney
Alyssa More
Andrea Parejo

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David Garza

Katy Gaul-Stigge
Thomas Krever
Sr. Paulette LoMonaco
Ronald Richter
THE VOICE OF HUMAN SERVICES

Founded in 1991, our mission is to strengthen New York’s nonprofit human services sector, ensuring all New Yorkers, across diverse neighborhoods, cultures, and generations reach their full potential. We represent New York City’s nonprofit human services industry, an economic engine of more than 330,000 employees who deliver services that improve the physical, emotional, and economic health and well-being of individuals and help communities fight prejudice and violence, recover from disasters, and create pathways to opportunity.

HUMAN SERVICES

HUMAN SERVICES AT A GLANCE

330,000+ EMPLOYEES

THIRD LARGEST EMPLOYER IN NEW YORK STATE

REPRESENTING $5 BILLION IN STATE SPENDING; $6 BILLION IN CITY SPENDING

HSC has a small staff and budget, but exercises significant clout because it represents a strong and broad-based network of leading organizations in the human services sector. We encourage our members to be active participants in advocacy and to build effective relationships with public officials and the communities they represent. By working together with our 170 members and other allies, we have real impact, bringing people together to solve problems and advocate for policies that let nonprofits continue to serve their communities well.
HSC created the Sustain our Sanctuary campaign with Catholic Charities of the Archdiocese of New York, FPWA, United Neighborhood Houses, and UJA-Federation of NY. With the support of more than 250 human services organizations, we advocated for crucial investments at the City level, bringing attention to chronic underfunding like never before.

Our unified voices resulted in almost $400 million in new funding in the City’s FY18 budget, a historic investment for human services organizations. The Administration made key funding and process commitments to our sector, including indirect cost adjustments in contracts, cost of living adjustments (COLA) for the human services workforce, and the creation of a model budgeting process to ensure program costs are fully funded.

Working in partnership with FPWA and the Fiscal Policy Institute, HSC launched the Restore Opportunity Now campaign, bringing human services organizations from across New York State to call for increased investment and systems changes needed to ensure nonprofits can continue to effectively serve communities in New York State.

With 350 organizations signed on, the campaign advocated for fully funding the true costs of running programs, supporting an adequately compensated workforce, and investing in the infrastructure needs of nonprofits. As a result of our advocacy, an additional $20 million was invested in the Nonprofit Infrastructure Capital Investment Program. In addition, HSC, FPWA, and the Fiscal Policy Institute developed a robust framework for future State campaigns.

We held a Human Services “Bake Sale” and press conference during an Albany lobby day, to highlight the gaps in funding for nonprofits to deliver essential services. “Baked goods” included small pieces of pie and ‘burned out’ gingerbread workers.
INITIATIVES

VALUE-BASED CARE COMMISSION

HSC created the Value-Based Care Commission to examine and inform the State’s health care reform efforts with a human services lens and support New York State’s shift to a value-based payment (VBP) model for health and human services in the area of Medicaid. Chaired by Lilliam Barrios-Paoli, former New York City Deputy Mayor for Health and Human Services, the Commission reflected a broad range of expertise including leaders with experience and expertise in government, health care, philanthropy, academia, and human services who came together to examine the challenges and opportunities to the effective integration of health and human services.

The Commission will work to address the issues and implications of using VBP models and explore how health and human services providers can build cross-sector collaborations that achieve shared savings, broader access to high-quality care, and continuing innovation.

DISASTER PREPAREDNESS AND RESPONSE

HSC has long played a leading role in the human services sector’s effort to prepare for and respond to disasters. Shortly after Hurricane Sandy, it was clear that the human services sector would be deeply involved in recovery efforts and that it would be beneficial for HSC to serve as a convening and coordinating body for the sector. In continuation of our work, HSC released a report to document the current degree of community preparedness by New York City human services organizations when faced by disasters and to put forward recommendations to improve the human services sector’s community emergency readiness.

COMMUNITY PORTRAITS

HSC, in partnership with Measure of America and with funding provided by The Leona M. and Harry B. Helmsley Charitable Trust, awarded $10,000 grants to 15 member organizations to create data-based “Community Portraits” that illuminate important well-being challenges and unmet human needs in their neighborhood or field through. These portraits will supplement the forthcoming A Portrait of New York City report, a comprehensive, data-driven picture of well-being in New York City which will tell the story of how ordinary New Yorkers are faring by combining health, education, and earnings metrics into a single number.
ADVOCACY TOOLS

GOVGRADER

The GovGrader, HSC’s Contract Management Scorecard, the first in the human services sector, that will capture the experience of nonprofit organizations that hold City or State human services contracts. It offers program, fiscal, contract, and executive staff the opportunity to provide feedback and ratings on key dimensions of government contract management performance and jumpstart a public conversation about government’s performance in business practices, customer relations, and oversight activities.

RFP RATER

HSC has developed the RFP Rater, a recommendation from our Call to Action report, to aid nonprofit human services organizations and government agencies in understanding the risks and challenges inherent in government funding opportunities. The RFP Rater will strengthen New York’s human services delivery system by improving the way in which programs are designed and paid for through highlighting problematic practices and enabling nonprofits to make well-informed decisions about City and State government solicitations based on criteria established by experienced nonprofit professionals. At the same time, it will aid government agencies in recognizing areas for improvement in their procurements so that they can implement positive changes.

NEW WEBSITE

As the collective representative of the human services sector in New York, it is imperative that we invest in our public appearance. HSC was thrilled to have spent the last year updating our website to be simple, clean, and more poignant so that members and those seeking to learn more about our work have an easier time getting the information they need.

VISIT HERE
THE NETWORK

With our members, HSC strives to provide public policy input opportunities and lobbying strategy engagement. These efforts include administering surveys, creating Calls to Action, and holding formalized advocacy trainings.

91% membership retention rate

15 new members
170 total members

AARP New York
American Italian Cancer Foundation
American Red Cross in Greater New York
Association for a Better New York
Baltic Street AEH, Inc.
Barrier Free Living
Black Agency Executives
Black Veterans for Social Justice, Inc.
BronxWorks, Inc.
Brooklyn Community Services
Brooklyn Kindergarten Society
Business Outreach Center Network, Inc.
CAMBA
Care for the Homeless
Carter Burden Network
CASES
Catholic Charities Brooklyn and Queens
Catholic Charities Community Services, Archdiocese of New York
Catholic Charities of the Archdiocese of New York
Center Against Domestic Violence
Center for Family Representation, Inc.
Center for Independence of the Disabled in New York
Center for Urban Community Services, Inc.
Child Development Support Corporation
Child Welfare Organizing Project, Inc.
Children’s Aid
Children’s Defense Fund-New York
Children’s Defense Fund-New York City, Inc.
Chinese-American Planning Council, Inc.
Citizens’ Committee for Children of New York, Inc.
Coalition for Asian American Children and Families
Community Access, Inc.
Community Agency for Senior Citizens, Inc.
Community Health Care Association of New York State
Community Resource Exchange Commulife, Inc.
Council of Family and Child Caring Agencies
Counseling Service of Northeast District New York
Day Care Council of New York, Inc.
Diaspora Community Services, Inc.
Downtown Brooklyn Partnership
DREAM
East Side House
Education and Research Foundation of the Better Business Bureau of Metropolitan New York, Inc.
Edwin Gould Services for Children & Families
Encore Community Services
ExpandED Schools
Families on the Move of New York City, Inc.
Family Focus Adoption Services
FDNY Foundation
Forestdale, Inc.
FPWA
Good Shepherd Services
Goodwill Industries of Greater New York and Northern New Jersey, Inc.
Grace Institute
Graham Windham
Grand Street Settlement
HANAC
Harlem Dowling - West Side Center for Children and Family Services
HeartShare St. Vincent’s Services, Inc.
Heights and Hills
HELP USA
Henry Street Settlement
Hetrick-Martin Institute
Hispanic Federation, Inc.
Homeless Services United
Hudson Guild
Hunger Free America
InterAgency Council of Developmental Disabilities Agencies, Inc.
GRANTS AND CONTRIBUTIONS

Organizations and Corporate Donors

$12,500+
Oliver Wyman

$5000+
East Side House
Goodwill Industries of Greater New York and Northern New Jersey, Inc.
Mutual of America
Support Center | Partnership in Philanthropy
The Lodestar Foundation
UJA-Federation of New York
Urban Pathways, Inc.
Win

$2000-$4999
Capalino+Company
Catholic Charities of the Archdiocese of New York
Grand Street Settlement
IBM Corporation
JCCA
Lighthouse Guild
Partnership with Children
Phipps Neighborhoods
Project Renewal
Public Health Solutions
SeaChange Capital Partners
Services for the UnderServed
Sheltering Arms Children and Family Services
The Children’s Village
United Way of New York City

$1000-$1999
Catholic Charities Brooklyn and Queens
CAMBA
Children’s Aid
Henry Street Settlement
Hetrick-Martin Institute
LiveOn NY
Marks Paneth LLP

National Association of Social Workers, NYC Chapter
Public Works Partners
Safe Horizon
The Bridge
Unemployment Services Trust
United Neighborhood Houses of New York

$500-$999
BronxWorks, Inc.
Care for the Homeless
CASES
Citizens’ Committee for Children of New York, Inc.
Community Health Care Association of New York State
Council of Family and Child Caring Agencies
Crystal & Company
Cushman & Wakefield
Day Care Council of New York, Inc.
DREAM
DRG Executive Search
Fedcap Rehabilitation Services
Forestdale, Inc.
FPWA
Good Shepherd Services
Graham Windham
Greenberg Traurig LLP
HeartShare St. Vincent’s Services, Inc.
Institute for Community Living, Inc.
Jewish Association Serving the Aging
Mazars USA LLP
Metropolitan College of New York
Nazareth Housing, Inc.
New York Foundling
New York Women’s Foundation
Northern Manhattan Improvement Corporation
Partnership for NYC
Project Hospitality, Inc.
Risa Heller Communications
SCO Family of Services
Stanley M. Isaacs Neighborhood Center, Inc.
Sunnyside Community Services
The Dennelisse Corporation
The New School
University Settlement Society of New York
Urban Resource Institute
Vicus Partners
YWCA of the City of New York
Thank you to our generous donors and funders. You make it possible to continue our work to strengthen the human services sector.
Individual Donors

$1000+
Igal Jellinek

$750-$999
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$500-$749
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Wendy Seligson
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Philip Weinberg
Kristin Woodlock
Michael H. Zisser

Up to $99
Joel Berg
Michelle Jackson
Amir Mansour
Cynthia Tao
Jennifer Way

Pro Bono Consulting
We received pro-bono services from The Lawyer’s Alliance for New York and Skadden Law Firm for work on our GovGrader rating system.

Funders
Expenses by Program
Fiscal Year 2017

Program 90%
Management & General 5%
Fundraising 5%

Statement of Financial Position
Fiscal Year 2017

<table>
<thead>
<tr>
<th></th>
<th>6/30/2016</th>
<th>6/30/2016</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Assets</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Cash and cash equivalents</td>
<td>920,627</td>
<td>740,653</td>
</tr>
<tr>
<td>Grants and other receivables</td>
<td>37,850</td>
<td>456,983</td>
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<tr>
<td>Prepaid expenses</td>
<td>5,752</td>
<td>7,330</td>
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<tr>
<td>Property and equipment</td>
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<td>646</td>
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<tr>
<td><strong>Total assets</strong></td>
<td>964,229</td>
<td>1,205,612</td>
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<tr>
<td><strong>Liabilities and Net Assets</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Liabilities</strong></td>
<td></td>
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</tr>
<tr>
<td>Accounts payable and accrued expenses</td>
<td>39,374</td>
<td>70,660</td>
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<tr>
<td>Deferred income</td>
<td>127,000</td>
<td>45,275</td>
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<tr>
<td><strong>Total liabilities</strong></td>
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<td>115,935</td>
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<td><strong>Net assets</strong></td>
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<tr>
<td>Unrestricted</td>
<td>527,855</td>
<td>389,177</td>
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<tr>
<td>Temporarily restricted</td>
<td>270,000</td>
<td>700,500</td>
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<tr>
<td><strong>Total net assets</strong></td>
<td>797,855</td>
<td>1,089,677</td>
</tr>
<tr>
<td><strong>Total liabilities and net assets</strong></td>
<td>964,229</td>
<td>1,205,612</td>
</tr>
</tbody>
</table>
Revenues by Year Fiscal Year 2017

Statement of Financial Activity

<table>
<thead>
<tr>
<th></th>
<th>6/30/2017</th>
<th>6/30/2016</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Public support and revenue</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Membership Dues</td>
<td>424,650</td>
<td>411,652</td>
</tr>
<tr>
<td>Government grants &amp; contracts</td>
<td>5,000</td>
<td>-</td>
</tr>
<tr>
<td>Foundation grants</td>
<td>584,373</td>
<td>1,016,177</td>
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<tr>
<td>Contributions</td>
<td>10,466</td>
<td>10,988</td>
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<tr>
<td>Special events income</td>
<td>121,044</td>
<td>149,385</td>
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<tr>
<td>Interest income</td>
<td>2,561</td>
<td>1,606</td>
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<tr>
<td>In-kind contributions</td>
<td>58,500</td>
<td>59,500</td>
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<tr>
<td>Net assets released from</td>
<td></td>
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<tr>
<td>restrictions</td>
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<tr>
<td><strong>Total public support and revenue</strong></td>
<td>1,206,594</td>
<td>1,649,308</td>
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<tr>
<td><strong>Expenses</strong></td>
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<tr>
<td>Program services</td>
<td>1,347,130</td>
<td>865,571</td>
</tr>
<tr>
<td>Management and general</td>
<td>80,247</td>
<td>74,503</td>
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<tr>
<td>Fundraising</td>
<td>71,038</td>
<td>75,394</td>
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<tr>
<td><strong>Total expenses</strong></td>
<td>1,498,416</td>
<td>1,015,467</td>
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<tr>
<td>Change in net assets</td>
<td>(291,822)</td>
<td>633,841</td>
</tr>
<tr>
<td>Net assets - beginning</td>
<td>1,089,677</td>
<td>455,836</td>
</tr>
<tr>
<td><strong>Net assets - ending</strong></td>
<td>797,855</td>
<td>1,089,677</td>
</tr>
</tbody>
</table>