



2017

Annual Report

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

MISSION

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.

Staff

Allison Sesso
Michelle Jackson
Luis Saavedra

Tracie Robinson
David Ng
Marisa Semensohn

Jason Wu
Iona Tan

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Janice Derito
Jessica Ferrara
Nicholas Galang
Meara Levezow
Shannon Looney
Alyssa More
Andrea Parejo

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Grace Bonilla
Louisa Chafee
Joel Copperman
Nathaniel Fields
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 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.

UNITING NONPROFITS



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.

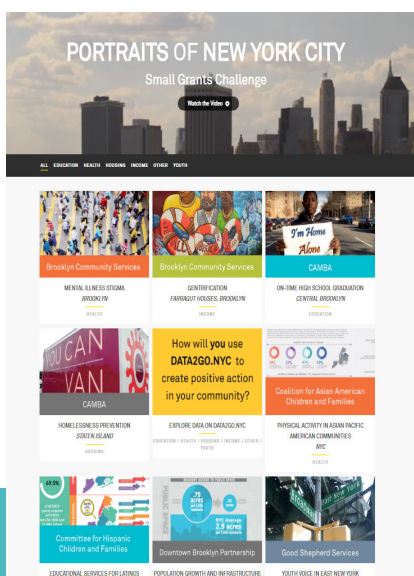


**THE HUMAN SERVICES SECTOR OF NYC:
HOW READY ARE WE FOR EMERGENCIES?**
July 2016



HSC 130 East 59th St, New York, NY 10022

T 212 836 1330



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.



NEW WEBSITE

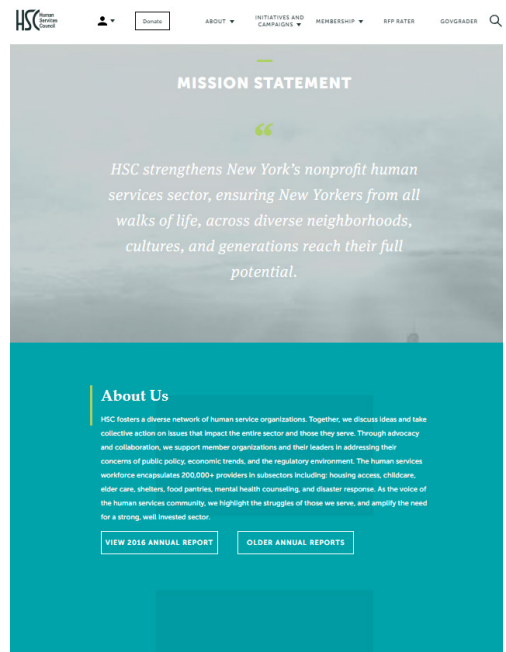
As the collective representative of the human services sector in New York, it is imperative that we invest in our public appearance. HSC was thrilled to have spent the last year updating our website to be simple, clean, and more poignant so that members and those seeking to learn more about our work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

[VISIT HERE](#)



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.



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
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
Comunilife, Inc.
Council of Family and Child Caring
Agencies
Counseling Service of Eastern
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.

Jacob A. Riis Neighborhood Settlement House, Inc.
JCCA
Jewish Association Serving the Aging
Jewish Community Council of Greater Coney Island
Lawyers Alliance for New York
Leake and Watts Services
Legal Action Center
Legal Information for Families Today
Lighthouse Guild
LiveOn NY
Lower East Side Family Union
LSA Family Health Service, Inc.
Madison Square Boys & Girls Club, Inc.
Mental Health Providers of Western Queens, Inc.
MercyFirst
Metropolitan Center for Mental Health
Metropolitan Council on Jewish Poverty
Midwood Development Corporation
Morningside Retirement and Health Services, Inc.
National Association of Social Workers, NYC Chapter
Nazareth Housing, Inc.
New Alternatives for Children
New York Cares, Inc.
New York City Employment and Training Coalition
New York City Mission Society
New York Disaster Interfaith Services
New York Families for Autistic Children, Inc.
New York Foundling
New York State Coalition for Children's Behavioral Health
Nonprofit Coordinating Committee of New York
Nonprofit Finance Fund
Nontraditional Employment for Women

Northern Manhattan Improvement Corporation
Partnership for Afterschool Education
Partnership with Children
Phipps Neighborhoods
Project FIND / Find Aid for the Aged, Inc.
Project Hospitality, Inc.
Project Renewal
Public Health Solutions
Queens Community House
Safe Horizon
Sanctuary for Families
SCAN New York
SCO Family of Services
Seamen's Society for Children and Families
Search and Care, Inc.
Seedco
Services for the UnderServed
Sheltering Arms Children and Family Services
Shorefront YM-YWHA of Brighton-Manhattan Beach, Inc.
Sky Light Center
St. John's Place Family Center, HDFC
Stanley M. Isaacs Neighborhood Center, Inc.
STRIVE
Sunnyside Community Services
Support Center | Partnership in Philanthropy
Supportive Housing Network of New York
The Actors Fund
The Arab-American Family Support Center
The Bridge
The Child Center of New York
The Children's Village
The Coalition for Behavioral Health
The Committee for Hispanic Children and Families, Inc.
The Dennelisse Corporation
The Educational Alliance, Inc.
The Fortune Society
The Hebrew Educational Society

The New York Academy of Medicine
The Osborne Association
The Partnership for Palliative Care
The Salvation Army
The Thrive Network
Turning Point Brooklyn
UJA-Federation of New York
United Neighborhood Houses of New York
United Way of New York City
University Settlement Society of New York
Urban Pathways, Inc.
Urban Resource Institute
Vera Institute of Justice, Inc.
Violence Intervention Program, Inc.
VISIONS
Volunteers of America - Greater New York
West End Residences HDFC, Inc.
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YWCA of the City of New York

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\$12,500+

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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 Dannelisse Corporation
The New School
University Settlement Society of New York
Urban Resource Institute
Vicus Partners
YWCA of the City of New York


\$300-499

Amalgamated Bank
Brooklyn Community Services
CLA
DG+CO
Edwin Gould Services for Children & Families
Greater NY
Hamilton-Madison House
Irving N. Tolkin Foundation
Jewish Community Council of Greater
Coney Island
KPMG
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Prager & Co., LLC
Queens Community House
RSM LLP
The John A. Hartford Foundation
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AARP New York
Barrier Free Living
Carter Burden Network
Center Against Domestic Violence
Center for Family Representation, Inc.
Center for Urban Community Services, Inc.
Community Resource Exchange

Comunilife, Inc.
Doctors in the Office
ExpandED Schools
Grace Institute
Harlem Dowling - West Side Center for
Children and Family Services
Heights and Hills
Homeless Services United
Hudson Guild
InterAgency Council of Developmental
Disabilities Agencies, Inc.
Leake and Watts Services
Legal Information for Families Today
Manatt, Phelps & Phillips LLP
MercyFirst
Nonprofit Coordinating Committee of New
York
Partnership for Afterschool Education
Supportive Housing Network of New York
The Arab-American Family Support Center
The Coalition for Behavioral Health
The Committee for Hispanic Children and
Families, Inc.
The Fortune Society
VISIONS
Wellspring Consulting



Thank you to our generous donors
and funders. You make it possible
to continue our work to strengthen
the human services sector.

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Up to \$99

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Cynthia Tao

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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.

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HELMSLEY
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MELISSA MARK - VIVERITO, SPEAKER

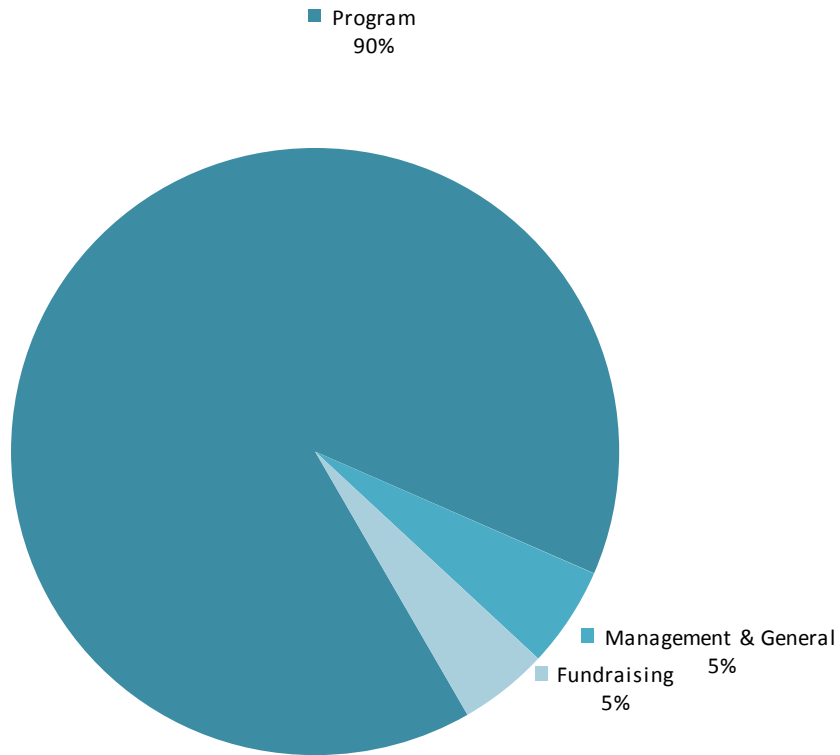
THE NEW YORK
COMMUNITY TRUST



United Way
of New York City

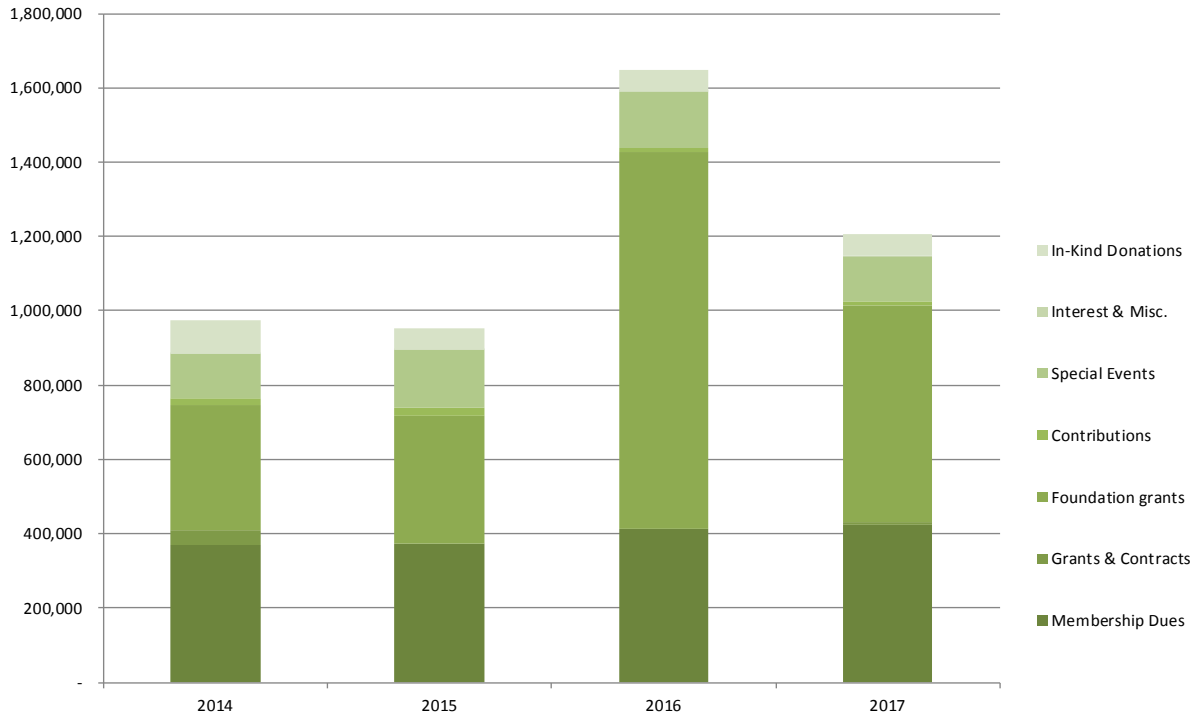


Expenses by Program Fiscal Year 2017



Statement of Financial Position Fiscal Year 2017		
	6/30/2016	6/30/2016
Assets		
Cash and cash equivalents	920,627	740,653
Grants and other receivables	37,850	456,983
Prepaid expenses	5,752	7,330
Property and equipment	-	646
<i>Total assets</i>	<i>964,229</i>	<i>1,205,612</i>
Liabilities and Net Assets		
Liabilities		
Accounts payable and accrued expenses	39,374	70,660
Deferred income	127,000	45,275
<i>Total liabilities</i>	<i>166,374</i>	<i>115,935</i>
Net assets		
Unrestricted	527,855	389,177
Temporarily restricted	270,000	700,500
<i>Total net assets</i>	<i>797,855</i>	<i>1,089,677</i>
Total liabilities and net assets	964,229	1,205,612

Revenues by Year Fiscal Year 2017



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

