

# 2018

## Annual Report



Friends,

A financially strong and healthy human services sector is integral to reducing poverty, improving quality of life, and ensuring an equitable society.

Together, in 2018 we moved an agenda that calls on government to invest fairly in human services nonprofits. We harnessed the power of our new GovGrader and RFP Rater tools to hold our partners in government accountable for improving their procurement, reporting, and reimbursement approaches. These tools have helped highlight the risks associated with government contracts and supported our members' ability to more carefully evaluate government opportunities.

We also released our Value-based Care Commission report, Integrating Health and Human Services: A Blueprint for Partnership and Action, offering a human services lens to the opportunities and challenges of integrating the health and human services sectors. The Commission was formed to examine the State's health care reform efforts and offers seven recommendations to help foster collaborations between these two critical sectors. The report was well received and encourages the health care sector to leverage social determinants of health interventions. HSC's perspective on value-based care is increasingly sought.

HSC is growing in influence and effectiveness. We are implementing new tools and executing strategies to move our vision to reality.

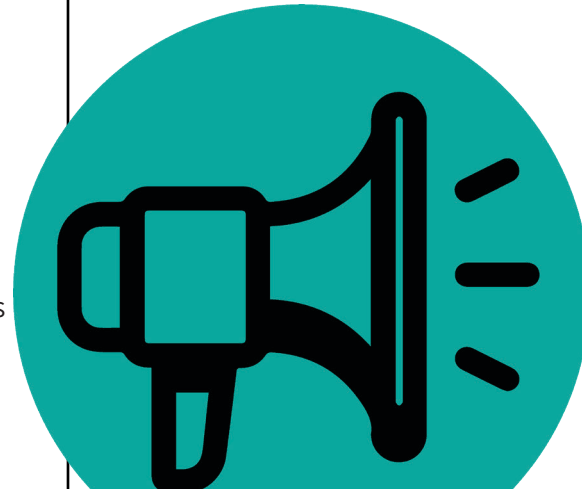
Your voice, your drive, your leadership and your partnership makes this important work possible. Thank you!

Allison Sesso, Executive Director      Jeremy Kohomban, Board Chair

## HSC: the voice of human services

HSC amplifies the need for a **strong** and **financially sound** human services sector.

We work to ensure New York has a strong and vibrant network of providers delivering high quality services to communities so that all New Yorkers, across diverse neighborhoods, cultures, and generations can reach their full potential.



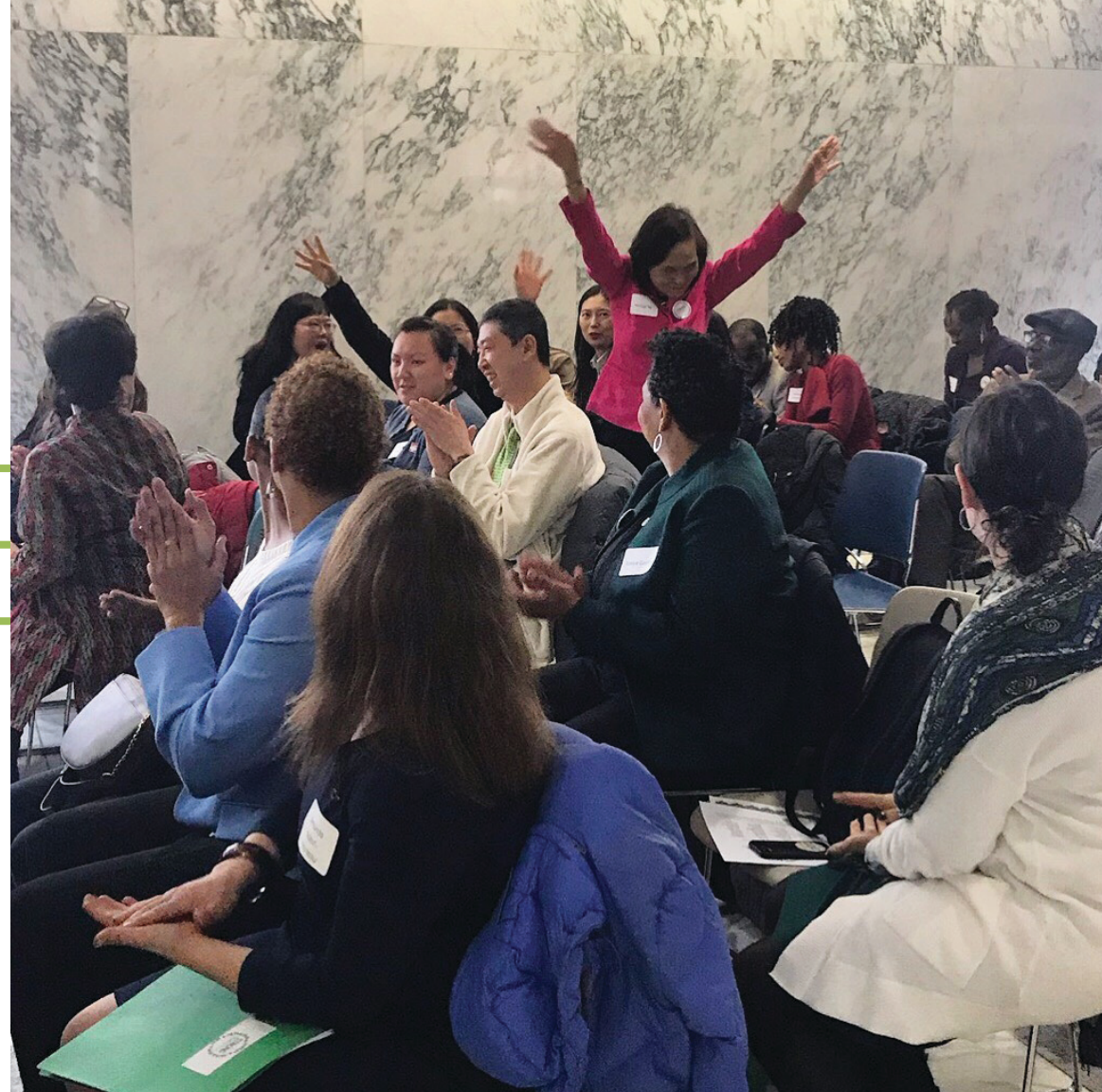
The human services workforce encapsulates 200,000+ employees in subsectors including: housing access, childcare, elder care, shelters, food pantries, mental health counseling, and disaster response.

**170 members**

**15 new members**

**91% retention rate**

HSC works with 170 human services organizations comprised of coalitions, federations, and service providers.



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Allison Sesso and Emily Miles, FPWA in conversation with Liz Benjamin, *Capital Tonight*

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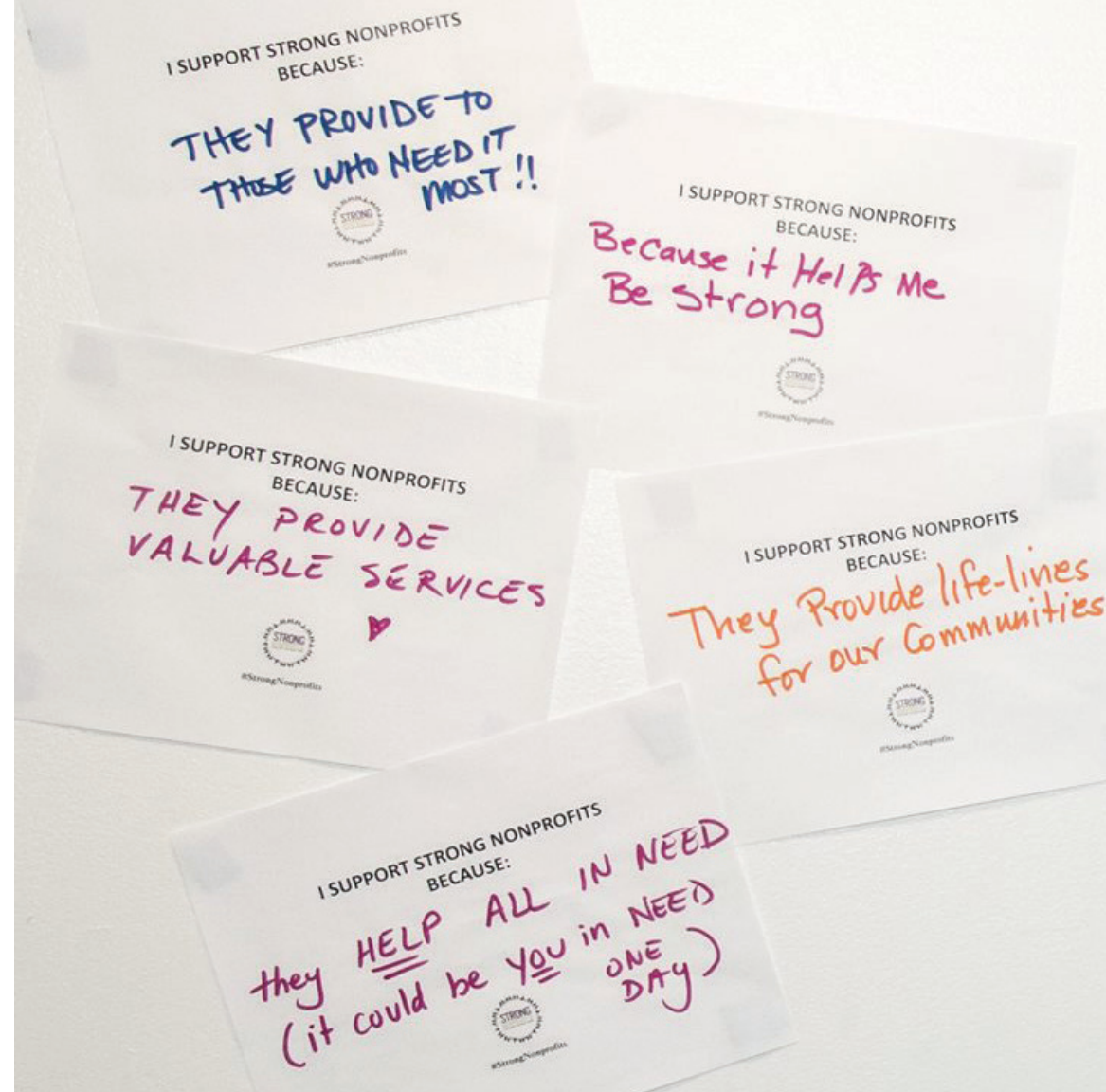
Visit our website for a complete list of press attention we've received.

# Strong Nonprofits for a Better New York

The Strong Nonprofits for a Better New York Campaign is a statewide coalition made up of over 350 nonprofit human service organizations. The coalition's ultimate goal is to acquire more State investment from the human services sector's workforce and infrastructure.



The campaign had success this past year when the Governor and Legislature invested \$15 million to fund the minimum wage increase for contracted nonprofit human services organizations, as well as an expansion of State and Municipalities (SAM) Facilities Program eligibility to include nonprofits. This inclusion is a recognition of the integral role that nonprofits play in our communities.

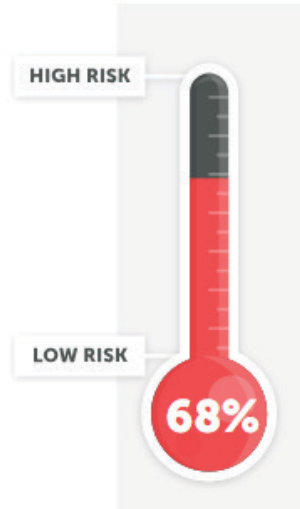




## RFP Rater

In tandem with GovGrader, we developed the RFP Rater, a procurement evaluation tool designed to aid nonprofit human services organizations and government agencies in understanding the risks and challenges inherent in government funding opportunities. The ultimate goal of the RFP Rater is to strengthen New York’s human services delivery system by improving the way in which programs are designed and paid for. A total of 10 RFP’s were rated throughout the course of this year.

Risk Profile		⊙
Program Design	LOW RISK ██████████ HIGH RISK	⊙
Operating Requirements	LOW RISK ██████████ HIGH RISK	⊙
Financial Adequacy	LOW RISK ██████████ HIGH RISK	⊙
Performance Expectations	LOW RISK ██████████ HIGH RISK	⊙
Compliance	LOW RISK ██████████ HIGH RISK	⊙
Sustainability	LOW RISK ██████████ HIGH RISK	⊙
Procurement Process	LOW RISK ██████████ HIGH RISK	⊙



## GovGrader

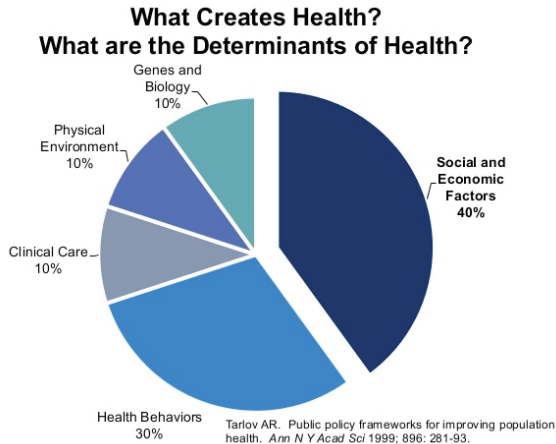
HSC released the results of its first annual GovGrader survey which offered program, fiscal, contract, and executive staff the opportunity to provide feedback and ratings on key dimensions of government contract management performance. GovGrader had great success last year, with a total of 105 participating organizations that contributed nearly 600 ratings across various program areas.





# Value-Based Care Initiative

HSC has been propelled as a leader around the value-based care initiative—a gradual shift towards value-based payment in the area of Medicaid. In order to achieve this goal, we are advocating for the integration of human and health services, as growing research corroborates the notion that social factors can significantly impact one’s health. The outcome will be increased value rather than volume in the healthcare realm.



## INTEGRATING HEALTH AND HUMAN SERVICES



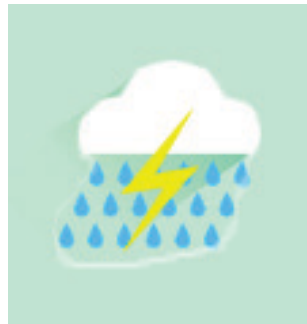
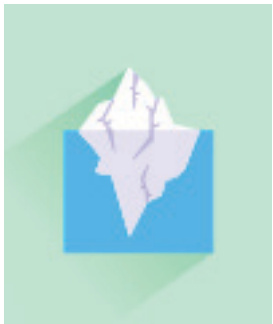
The Commission on Value-Based Care



Commission report released in March 2018 at United Hospital Fund

## Disaster Preparedness

Over the past several years, natural disasters have become more frequent and devastating than ever. Since the occurrence of Hurricane Sandy, HSC has played a significant role in assisting human services prepare for and respond to these events. HSC's Human Services Disaster Readiness and Resiliency Workgroup helps build partnerships between the human services sector and government to improve coordination, provides guidance on mechanisms to share information, and enhances the sector's emergency preparedness. HSC also provides an Emergency Communications Sign-Up page online for its members.



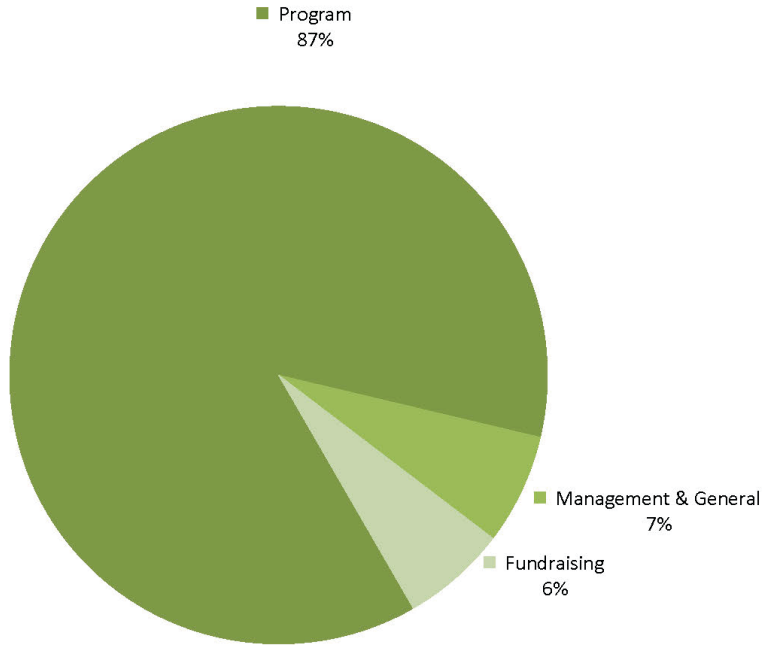
**NEW YORK CITY HUMAN SERVICES SECTOR**  
FRAMEWORK FOR SERVING NEW YORKERS  
AFTER MAJOR DISASTER

A map of New York City is shown with a network of green lines and dots overlaid, representing a framework for disaster response. The map is set against a background of a network of grey lines and dots. The map is partially obscured by a dark grey banner at the top and a green banner at the bottom.

**HSC** Human Services Council

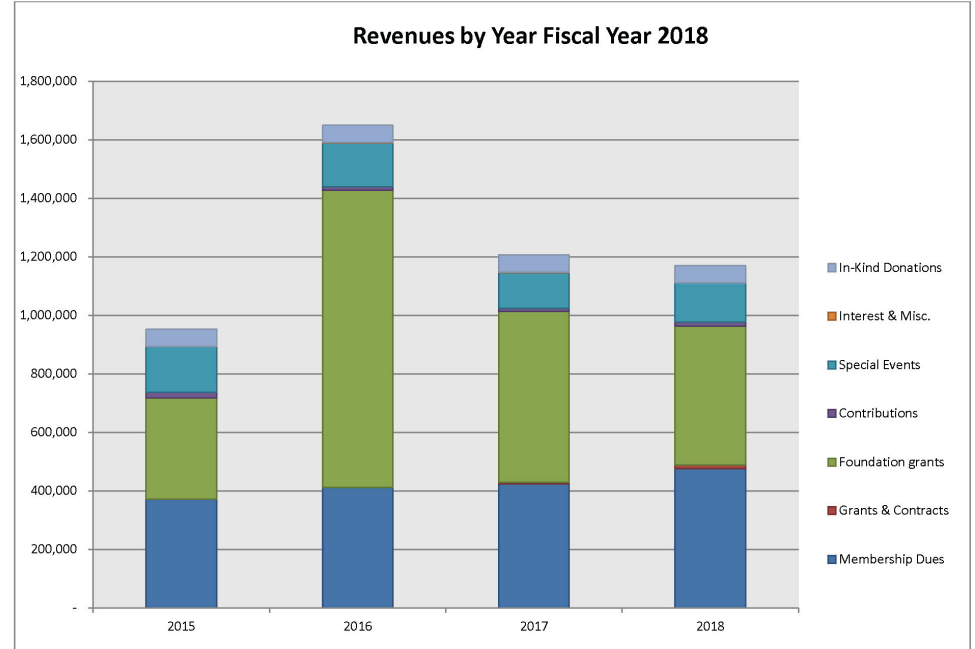
Framework released in September 2017

### Expenses by Program Fiscal Year 2018



Statement of Functional Expenses Fiscal Year 2018	
Program	\$1,035,376
Management & General	79,100
Fundraising	74,931
<b>Total</b>	<b>\$1,189,407</b>

### Revenues by Year Fiscal Year 2018





Statement of Financial Activity		
	6/30/2018	6/30/2017
<b>Public support and revenue</b>		
Membership Dues	476,651	424,650
Government grants & contracts	12,500	5,000
Foundation grants	474,217	584,373
Contributions	14,288	10,466
Special events income	132,419	121,044
Interest income	772	2,561
In-kind contributions	58,500	58,500
Net assets released from restrictions		
<b>Total public support and revenue</b>	<b>1,169,347</b>	<b>1,206,594</b>
<b>Expenses</b>		
Program services	1,035,376	1,347,130
Management and general	79,100	80,247
Fundraising	74,931	71,038
<b>Total expenses</b>	<b>1,189,407</b>	<b>1,498,416</b>
Change in net assets	(20,060)	(291,822)
Net assets - beginning	797,855	1,089,677
<b>Net assets - ending</b>	<b>777,795</b>	<b>797,855</b>

Statement of Financial Position Fiscal Year 2018		
	6/30/2018	6/30/2017
<b>Assets</b>		
Cash and cash equivalents	637,646	920,627
Grants and other receivables	174,000	37,850
Prepaid expenses	37,980	5,752
Property and equipment	-	-
<b>Total assets</b>	<b>849,626</b>	<b>964,229</b>
<b>Liabilities and Net Assets</b>		
<b>Liabilities</b>		
Accounts payable and accrued expenses	24,956	39,374
Deferred income	46,875	127,000
<b>Total liabilities</b>	<b>71,831</b>	<b>166,374</b>
<b>Net assets</b>		
Unrestricted	657,795	527,855
Temporarily restricted	120,000	270,000
<b>Total net assets</b>	<b>777,795</b>	<b>797,855</b>
<b>Total liabilities and net assets</b>	<b>849,626</b>	<b>964,229</b>

*The Clark Foundation*



New York City Council

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Thank you to our FY18 Funders for  
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Samaritan Daytop Village, Inc.  
Sheltering Arms Children and Family Services  
The Children's Village

***\$1000-\$1999***

Brooklyn Community Services  
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 The Coalition for Behavioral Health  
 United Hospital Fund  
 University Settlement Society of New York  
 Urban Resource Institute  
 Women's Housing & Economic Development  
 Corporation  
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**\$300-\$499**

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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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Legal Information for Families Today

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 Little Flower Children and Family Services of NY  
 LiveOn NY  
 Lower East Side Family Union  
 LSA Family Health Service, Inc.  
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