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
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.
Board of Directors

Allison Sesso
Michelle Jackson
Luis Saavedra
Tracie Robinson
David Ng
Marisa Semensohn

Jason Wu
Iona Tan

Interns:
Jiana Babu
Cara Ferber
Scott Fortier
Mret Khine
Luiz Leiva
Allison Shein

Chair
Jeremy Kohomban
Vice Chair
Frederick Shack
Treasurer
Mitchell Netburn
Secretary
Dianne Morales

Louisa Chafee
Margaret Crotty
Julissa Ferreras-Copeland
Nathaniel Fields
David Garza
Katy Gaul-Stigge
Christina Greer
Mark Hoenig
Karen Spar Kasner

Damyn Kelly
Thomas Krever
Maria Lizardo
Sr. Paulette LoMonaco
Ronald Richter
Gustavo Schwed
Ariel Zwang
Allison Sesso and Emily Miles, FPWA in conversation with Liz Benjamin, Capital Tonight

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

81% women human services workforce

46% women of color #StrongNonprofits
Advocacy Tools

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.

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.
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.

Framework released in September 2017
Expenses by Program
Fiscal Year 2018

- Program: 87%
- Management & General: 7%
- Fundraising: 6%

Statement of Functional Expenses
Fiscal Year 2018

<table>
<thead>
<tr>
<th>Category</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Program</td>
<td>$1,035,376</td>
</tr>
<tr>
<td>Management &amp; General</td>
<td>79,100</td>
</tr>
<tr>
<td>Fundraising</td>
<td>74,931</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td><strong>$1,189,407</strong></td>
</tr>
</tbody>
</table>
### Statement of Financial Activity

<table>
<thead>
<tr>
<th></th>
<th>6/30/2018</th>
<th>6/30/2017</th>
</tr>
</thead>
<tbody>
<tr>
<td>Public support and revenue</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Membership Dues</td>
<td>476,651</td>
<td>424,650</td>
</tr>
<tr>
<td>Government grants &amp; contracts</td>
<td>12,500</td>
<td>5,000</td>
</tr>
<tr>
<td>Foundation grants</td>
<td>474,217</td>
<td>584,373</td>
</tr>
<tr>
<td>Contributions</td>
<td>14,288</td>
<td>10,466</td>
</tr>
<tr>
<td>Special events income</td>
<td>132,419</td>
<td>121,044</td>
</tr>
<tr>
<td>Interest income</td>
<td>772</td>
<td>2,561</td>
</tr>
<tr>
<td>In-kind contributions</td>
<td>58,500</td>
<td>58,500</td>
</tr>
<tr>
<td>Net assets released from restrictions</td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Total public support and revenue</strong></td>
<td>1,169,347</td>
<td>1,206,594</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Expenses</th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Program services</td>
<td>1,035,376</td>
<td>1,347,130</td>
</tr>
<tr>
<td>Management and general</td>
<td>79,100</td>
<td>80,247</td>
</tr>
<tr>
<td>Fundraising</td>
<td>74,931</td>
<td>71,038</td>
</tr>
<tr>
<td><strong>Total expenses</strong></td>
<td>1,189,407</td>
<td>1,498,416</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Change in net assets</th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>-</td>
<td>(20,060)</td>
<td>(291,822)</td>
</tr>
<tr>
<td><strong>Net assets - beginning</strong></td>
<td>797,855</td>
<td>1,089,677</td>
</tr>
<tr>
<td><strong>Net assets - ending</strong></td>
<td>777,795</td>
<td>797,855</td>
</tr>
</tbody>
</table>

### Statement of Financial Position

<table>
<thead>
<tr>
<th></th>
<th>6/30/2018</th>
<th>6/30/2017</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Assets</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Cash and cash equivalents</td>
<td>637,646</td>
<td>920,627</td>
</tr>
<tr>
<td>Grants and other receivables</td>
<td>174,000</td>
<td>37,850</td>
</tr>
<tr>
<td>Prepaid expenses</td>
<td>37,980</td>
<td>5,752</td>
</tr>
<tr>
<td>Property and equipment</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td><strong>Total assets</strong></td>
<td>849,626</td>
<td>964,229</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Liabilities and Net Assets</th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Liabilities</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Accounts payable and accrued expenses</td>
<td>24,956</td>
<td>39,374</td>
</tr>
<tr>
<td>Deferred income</td>
<td>46,875</td>
<td>127,000</td>
</tr>
<tr>
<td><strong>Total liabilities</strong></td>
<td>71,831</td>
<td>166,374</td>
</tr>
</tbody>
</table>

| **Net assets**                 |           |           |
| Unrestricted                   | 657,795   | 527,855   |
| Temporarily restricted          | 120,000   | 270,000   |
| **Total net assets**           | 777,795   | 797,855   |

| Total liabilities and net assets | 849,626   | 964,229 |
Thank you to our FY18 Funders for your generous support.

FY18 Organization & Corporate Donors

$5000+
Mutual of America
SCO Family of Services
UJA-Federation of New York

$2000-$4999
Amalgamated Bank
Capalino+Company
Catholic Charities Brooklyn and Queens
Catholic Charities of the Archdiocese of New York
Center Against Domestic Violence
Good Shepherd Services
Goodwill Industries of Greater New York and Northern New Jersey, Inc.
IBM Corporation
JCCA
Nonstop Wellness
Partnership with Children
Phipps Neighborhoods
Donors

Project Renewal
Public Health Solutions
Safe Horizon
Samaritan Daytop Village, Inc.
Sheltering Arms Children and Family Services
The Children’s Village

$1000-$1999
Brooklyn Community Services
CAMBA
Children’s Aid
Denham Wolf Real Estate Services
DRG Search
Graham Windham
Grand Street Settlement
Henry Street Settlement
Hetrick-Martin Institute
Lutheran Social Services of New York
Nonprofit Finance Fund
Services for the UnderServed

The Bridge
The Thrive Network
Unemployment Services Trust
United Neighborhood Houses of New York
Urban Pathways, Inc.

$500-$999
AARP New York
Acacia Network
Barrier Free Living
BronxWorks, Inc.
CASES
Center for Family Representation, Inc.
Cerini & Associates LLP
Chinese-American Planning Council, Inc.
Community Access, Inc.
Council of Family and Child Caring Agencies
Cynthia Dames Consulting
Dance/NYC
Doris Duke Charitable Foundation
Donors

DREAM
ExpandED Schools
Fedcap Rehabilitation Services
Forestdale, Inc.
FPWA
Grant Associates
Harris Rand Lusk
HELP USA
Institute for Community Living, Inc.
Jewish Association Serving the Aging
Lantern Community Services
Metropolitan College of New York
National Association of Social Workers, NYC Chapter
New York City Employment and Training Coalition
New York Disaster Interfaith Services
New York Foundling
Nontraditional Employment for Women
Northern Manhattan Improvement Corporation
Oliver Wyman

Risa Heller Communications
Selfhelp Community Services
Stanley M. Isaacs Neighborhood Center, Inc.
Sunnyside Community Services
Support Center | Partnership in Philanthropy
The Actors Fund
The Coalition for Behavioral Health
United Hospital Fund
University Settlement Society of New York
Urban Resource Institute
Women’s Housing & Economic Development Corporation
YMCA of Greater New York

$300-$499
Amida Care
Coordinated Behavioral Care
Foggin Strategies
Marks Paneth LLP
Nolte
PNP Staffing Group
Prager & Co., LLC
SeaChange Capital Partners
The Child Center of New York
The HOPE Program
Vicus Partners

Up to $299
Care for the Homeless
Carter Burden Network
Center for Urban Community Services, Inc.
Citizens’ Committee for Children of New York, Inc.
Community Resource Exchange
Cushman & Wakefield
Heights and Hills
Homeless Services United
Jacob A. Riis Neighborhood Settlement
Jewish Community Council of Greater Coney Island
Legal Information for Families Today

Little Flower Children and Family Services of NY
LiveOn NY
MercyFirst
New Alternatives for Children
Nonprofit Coordinating Committee of New York
Project Hospitality, Inc.
Queens Community House
Rising Ground
Seedco
The Osborne Association
The Wright Group
Violence Intervention Program, Inc.
VISIONS
Win
Womankind
Thank you to our generous donors and funders. You make it possible to continue our work to strengthen the human services sector.
AARP New York
American Red Cross in Greater New York
Association for a Better New York
Baltic Street AEH, Inc.
Barrier Free Living
Black Veterans for Social Justice, Inc.
Block Institute
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
Children’s Aid
Child Welfare Organizing Project, 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 Resource Exchange
Comunilife, Inc.
Council of Family and Child Caring Agencies
Counseling Service of Eastern District New York
CREATE, Inc.
Day Care Council of New York, Inc.
Diaspora Community Services, Inc.
Downtown Brooklyn Partnership
DREAM
EAC Network
East Side House
Members

Education and Research Foundation of the Better Business Bureau of Metropolitan New York, Inc.
Edwin Gould Services for Children & Families
Emergency Shelter Network of Faith-Based and Community Organizations 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 Children’s Zone, Inc.
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
Housing+Solutions
Hudson Guild
Hunger Free America
Imani House, Inc.
InterAgency Council of Developmental Disabilities Agencies, Inc.
Jacob A. Riis Neighborhood Settlement
JCCA
Jewish Association Serving the Aging
Jewish Community Council of Greater Coney Island
Lantern Community Services
Lawyers Alliance for New York
Legal Action Center
Legal Information for Families Today
Lighthouse Guild
Little Flower Children and Family Services of NY
LiveOn NY
Lower East Side Family Union
LSA Family Health Service, Inc.
Lutheran Social Services of New York
Madison Square Boys & Girls Club, Inc.
Mental Health Providers of Western Queens, Inc.
MercyFirst
Metropolitan Center for Mental Health
Midwood Development Corporation
Morningside Retirement and Health Services, Inc.
Mosholu Montefiore Community Center
National Association of Social Workers, NYC
Chapter
Nazareth Housing, Inc.
New Alternatives for Children
New York City Employment and Training Coalition
New York City Mission Society
New York Disaster Interfaith Services
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
Rising Ground
Safe Horizon
Saint Dominic’s Family Services
Sanctuary for Families
SCO Family of Services
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 Dennelisse Corporation
The Educational Alliance, Inc.
The Fortune Society
The Hebrew Educational Society
The New York Academy of Medicine
The Osborne Association

The Salvation Army
The Thrive Network
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.
William Hodson Community Center, Inc.
Win
Womankind
Women’s Housing & Economic Development Corporation YMCA of Greater New York
You Gotta Believe!
YWCA of the City of New York