MISSION STATEMENT

The Human Services Council strengthens the not-for-profit human services sector’s ability to improve the lives of New Yorkers in need.

The Human Services Council does this by:

- Enhancing the capacity of human services organizations to carry out their missions
- Acting collectively to establish greater balance in the partnership between the human services sector and government
- Influencing public policy and advocating for adequate funding for human services
- Addressing the implications of social, racial, and economic justice issues in human services policy and delivery
- Giving voice to those we serve, highlighting their struggles and how human services programs help them
- Holding government accountable for the needs of all New Yorkers by honoring the commitments made to our communities.

FRIENDS,

Like many others, HSC adjusted its focus after Superstorm Sandy upended New York. Many of our members, clients, and communities were severely impacted and, over one year later, are not fully recovered. In the immediate aftermath of the storm, HSC worked with the State and City to ensure human services were available and coordinated so scarce resources could be best used where they were most needed. And in January, we started convening a disaster response and planning coalition to continue coordinating post-Sandy work efforts.

We’re proud of the sector’s response during Sandy recovery. Sandy proved the need for – and worth of – the human services sector. This topic, among others, was discussed at HSC’s first full-day Nonprofit Summit in January where academic, philanthropic, government, and media allies spoke with our sector, sharing concerns and solutions about New York’s ability to deliver vital services to its residents.

The Summit was one of many ways HSC brought together new cross-sector coalitions. We also met with Mayoral candidates to discuss sector issues and continued to convene our statewide human services coalition. Recommendations culled from the Summit and Sandy coalition highlight ways the sector, government, and other allies could work together better, particularly around the procurement process and funding. These recommendations will help shape HSC’s and the sector’s focus for the next year.

You can see more about HSC in this report – and also through our websites and social media.

As always, we thank our supporters, partners, allies, volunteers, members, board, and staff for their contributions to HSC and the sector.

Joel Copperman, Board Chair

Michael Stoller, Executive Director
HSC’s members provide vital services like after-school programs, senior centers, homeless shelters, food pantries, and mental health clinics, which are critical to the well-being of New Yorkers. As the voice of the human services community, HSC is the only organization that passionately advocates for the needs of New York’s nonprofit human services sector as a whole, including the communities, families, and individuals who seek our sector’s help. On behalf of the sector, we strive to:

**STRENGTHEN GOVERNMENT RELATIONS & ADVOCACY:** HSC protects and enhances human services by monitoring government actions and raising concerns when support is threatened. HSC has ready access to State and City officials and educates government partners when issues or policies arise that might negatively affect vital human services.

**IMPROVE VISIBILITY AND RECOGNITION:** HSC seeks to alter the public perception of human services organizations as charities to recognizing the sector’s crucial role in the public-private partnership that provides New Yorkers with critical support. HSC works with our members and others to compile compelling stories that demonstrate the sector’s effectiveness and necessity and uses traditional and social media to share the message.

**CONVENE COALITIONS OF STAKEHOLDERS:** HSC cannot change public perception and policies alone; the sector needs to partner with key allies in areas such as academia, business, and philanthropy. We work collaboratively to identify issues, brainstorm solutions, and pool our collective influence to make a difference. For example, HSC works with stakeholders to streamline State and City procurement processes and promote innovative solutions to reduce reporting burdens. These efficiencies create savings that can be spent on core programs.

**BUILD MEMBER CAPACITY:** HSC conducts expert trainings to empower members to be their own advocates and offers access to free/discounted trainings, conferences, and services to strengthen their infrastructure. As authorities on a variety of sector-related issues, HSC also provides technical assistance and shares timely analyses of issues as needs arise.

**IMPROVE DISASTER RECOVERY AND PREPAREDNESS:** HSC coordinated the sector’s response to Superstorm Sandy and continues to convene key stakeholders to develop recommendations that will strengthen the sector’s ability to respond to future disasters – collectively, comprehensively, and compassionately.

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By Suzanne Perry

**STRENGTHEN GOVERNMENT RELATIONS & ADVOCACY:**

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**CONVENE COALITIONS OF STAKEHOLDERS:**

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**BUILD MEMBER CAPACITY:**

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**IMPROVE DISASTER RECOVERY AND PREPAREDNESS:**
HSC is the voice of the human services community. We used our voice to access key legislators, media, and other stakeholders; educate various audiences about client and sector needs; influence and alter the conversation around human services issues; and impact policies that affect the sector. Below are highlights of the work we accomplished in 2012-2013.

**ACCESS**
In June, HSC co-hosted a Mayoral Candidates Forum to better understand candidates’ views on neighborhood, community, and family issues. Participating were Sal Albanese, Adolfo Carrion, John Catsimitidis, Bill de Blasio, John Liu, Erick Salgado, Bill Thompson, and Anthony Weiner. The audience consisted of nearly 200 CEOs and Board members from local nonprofits, advocacy groups, NYC-based corporations, and foundations, as well as community leaders. Media attendees included Reuters News, WNYC Radio, NewYork1, New York Post, and New York Nonprofit Press. The Forum included questions from the audience and some of the 290 Twitter messages HSC received via #NYCHoodForum.

**EDUCATE**
Following a request from Governor Andrew Cuomo’s Office, HSC surveyed hundreds of human services organizations in the aftermath of Superstorm Sandy to ascertain immediate, short-term, and long-term needs. HSC’s data, delivered days after the storm hit New York, was used by the State and City to inform their recovery planning. Afterwards, both the Governor and Mayor issued press releases highlighting the accomplishments and needs of human services providers as a result of the storm.

**INFLUENCE**
In January, HSC hosted Doubling Down: How Recommitting to the Nonprofit Sector Can Achieve Real Change in Communities. This Summit brought together leaders from inside and outside the nonprofit sector to analyze why the sector is suffering, how to change the culture and practices that keep it from thriving, and what can be done to ensure nonprofits meet community needs. The 170 participants included stakeholders from nonprofits (51%), government (15%), philanthropy (11%), academia (10%), and media (3%). Over 400 media outlets picked up the Doubling Down press release.
HSC's media coverage increased as we began hosting our own radio show, “Voices of Human Services,” on WWRL 1600 AM. Co-moderated by HSC Executive Director Michael Stoller and Deputy Executive Director Allison Sesso, the program explores a range of topics related to the delivery of human services in New York and the clients who need them. The first show aired in June and continued weekly; those who missed the live broadcasts can listen to podcasts on HSC’s and WWRL’s websites.

IMPACT

On May 9, the HSC Board of Directors unanimously adopted its Commitment to Racial Equity. This statement reflects the importance of understanding the impact of historic and structural racism in the lives of the people human services organizations serve, as well as understanding the racial context in which services are delivered. It also recognizes HSC’s – and the sector’s – role in addressing racism.

Governor Andrew M. Cuomo announced Executive Order #38 in January 2012, which limits compensation and administrative expenses for service providers that receive State-authorized payments. Since then, HSC represented the human services sector on this topic – submitting formal comments, educating the Governor’s staff about issues, and advocating for changes – and was successful in obtaining changes and much-needed clarifications. HSC released Practical Guidance on Regulations to Implement Executive Order #38 to help members understand the regulations.

HSC successfully advocated for the State to create a procurement system similar to the City’s HHS Accelerator and provided critical feedback as NY launched its first Statewide Grants Management System in April. The system extends contract terms – which enables longer continuity of service provision, reduces administrative overhead for re-executing contracts, and enables nonprofits to enter into long-term contracts that can save resources (for example, real estate leases). In addition to contract terms and conditions, HSC advocated for NY State to adopt a streamlined, online procurement system like the City’s.

This year, the State launched the Grant Opportunity Portal, a website for anyone interested in grant opportunities with the State, and a Grantee Document Vault for existing grantees and potential applicants to securely store key organizational information online, for use by State agencies.

HUMAN SERVICES COUNCIL OF NEW YORK
Commitment to Racial Equity

The Human Services Council of New York (HSC) recognizes that racism exists in society. Beyond individual providers, racism is built-in and structural in nature.

We recognize that racism affects communities served by human services organizations. This includes the disproportionate distribution of resources that run the risk of racism and politically determined policies in our society. Racism has a wide-ranging impact on the lives of people, including individuals, families, and organizations, and affects relationships within, among, and across diverse groups.

Given the disproportionately high number of people of color served by human services agencies, it is crucial for human services organizations to understand how racism is occurring, as well as to take steps to remedy it, where possible.

HSC further recognizes that, fundamentally, racism reflects a complex set of factors that are usually not acknowledged or addressed within the human services sector. It also recognizes that, in order to understanding how it is occurring, as well as to take steps to remedy it, it is necessary to understand how it is occurring, as well as to take steps to remedy it, where possible.

To this end, HSC has an educational role to play, with its members as well as with the human services community in general, starting by educating its own Board and staff. Human services leaders and providers are able to improve their services when they understand the impact of racism and take steps to change their systems to promote equity and support the healing and strength of the people we serve.

For more information about racial equity and inclusion, we encourage you to explore the resources below:

- "Covered Provider Determination Worksheet." This worksheet is helpful to help members understand the regulations.
- "Covered Provider Status - including the executive director - includes direct program work, the percentage of salary dedicated to program work can be carved out of the overall executive compensation (Page 6)."
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American Red Cross in Greater New York
Asian American Federation
Baltic Street AEH, Inc.
Barrier Free Living
BHARAGS Home Care Corporation
Black Agency Executives
Black Veterans for Social Justice, Inc.
Bronx Jewish Community Council
Broxworks, Inc.
Brooklyn Center for Independence of the Disabled, Inc.
Brooklyn Community Services
Brooklyn Kindergarten Society
Business Outreach Center Network, Inc.
CAMBA
Care for the Homeless
Career Gear
Catholic Charities Brooklyn and Queens
Catholic Charities Community Services, Archdiocese of New York
Catholic Charities of the Archdiocese of New York
Center for Alternative Sentencing and Employment Services
Center for Children's Initiatives
Center for Family Representation, Inc.
Center for Independence of the Disabled in New York
Center for Urban Community Services, Inc.
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Children's Defense Fund-New York
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Community Agency for Senior Citizens, Inc.
Community Health Care Association of New York State
Community Resource Exchange
Comunilife, Inc.
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Council of Senior Centers & Services of New York City, Inc.
Counseling Service of Eastern District New York
Day Care Council of New York, Inc.
Diaspora Community Services, Inc.
District Three Youth & Adults, Inc.
Downtown Brooklyn Partnership
Drug Policy Alliance
East Side House
Episcopal Community Services of Long Island
Episcopal Social Services of New York, Inc.
F.E.G.S. Health and Human Services System
Families on the Move of New York City, Inc.
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Hispanic Federation, Inc.
Home Care Council of New York City
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Howard Beach Senior Center
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Institute for Community Living, Inc.
Institute for the Puerto Rican/Hispanic Elderly, Inc.
InterAgency Council of Developmental Disabilities Agencies, Inc.
Inwood House
Jewish Board of Family & Children's Services
Jewish Child Care Association of New York
Jewish Community Council of Greater Coney Island
Jewish Community Relations Council of New York, Inc.
Lawyers Alliance for New York
Leake and Watts Services
Legal Information for Families Today
LIFT - The Bronx
Lighthouse International
Little Sisters of the Assumption Family Health Service
Lower East Side Family Union
Madison Square Boys & Girls Club, Inc.
Mental Health Providers of Western Queens, Inc.
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Metropolitan Council on Jewish Poverty
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NADAP, Inc.
National Association of Social Workers, NYC Chapter
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New Alternatives for Children
New York Board of Rabbis
New York City Coalition Against Hunger
New York City Employment and Training Coalition
New York City Mission Society
New York Disaster Interfaith Services
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Volunteers of America - Greater New York

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Community Service Society
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Day Care Council of New York, Inc.
Diaspora Community Services, Inc.
Federation of Protestant Welfare Agencies
Harlem RBI
Hetrick-Martin Institute
Leake and Watts Services
Little Sisters of the Assumption Family Health Service, Inc.

Lower East Side Family Union
Mercy First
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St. Nick’s Alliance
Steinway Child and Family Services
STRIVE
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Sunnyside Community Services
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The Children’s Village
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The Jewish Association Serving the Aging
The Salvation Army
Union Theological Seminary
United Neighborhood Houses of New York
University Settlement Society of New York
Urban Pathways, Inc.
Women’s Housing & Economic Development Corporation
YWCA of the City of New York

We’d like to thank our wonderful interns/volunteers, who helped us with communications, policy, development, membership, administrative, and information technology support. Your dedication amazed us all and is much appreciated.

• Luca Aloe
• Ekaterina Bevinova
• Gavin Brown
• Jennifer Caesar
• Wanda Chandler
• DaJanee Cochran
• Huan Trong Doan

$100 - $399
Asian American Federation
BronxWorks, Inc.
Brooklyn Community Services
Center for Children’s Initiatives
Center for Family Representation, Inc.
Center for Urban Community Services, Inc.
Community Resource Exchange
Council of Senior Centers & Services of New York City, Inc.
Cynthia Dames Consulting
Home Care Council of New York City
Homeless Services United
InterAgency Council of Developmental Disabilities Agencies, Inc.
Jewish Community Council of Greater Coney Island
Jewish Community Relations Council of New York, Inc.
Legal Information for Families Today
Neighborhood Family Services Coalition
New Alternatives for Children
Nonprofit Coordinating Committee of New York
Queensboro Council for Social Welfare
SEEDCO
Stanley M. Isaacs Neighborhood Center, Inc.
The Actors Fund of America
The Committee for Hispanic Children and Families, Inc.
Women in Need, Inc.

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THE VOICE OF THE HUMAN SERVICES COMMUNITY

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(alphabetically by agency name)

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THE VOICE OF THE HUMAN SERVICES COMMUNITY

THE VOICE OF THE HUMAN SERVICES COMMUNITY

THE VOICE OF THE HUMAN SERVICES COMMUNITY
THE HSC TEAM

MICHAEL STOLLER has been HSC’s Executive Director since January 2003, following a 20-year career with the City government, most recently as Executive Director of the Procurement Policy Board. During his tenure, the PPB significantly streamlined the Rules to allow greater flexibility and accountability to procurement staff while maintaining appropriate oversight. Mr. Stoller was also the first counsel to the City Council Committee on Government Contracts, Asst. Director in the Mayor’s Office of Operations, and a staff attorney with the Legal Aid Society’s Juvenile Rights Division. Mr. Stoller earned a J.D. from the SUNY Buffalo School of Law. He has lectured at colleges, law schools, international forums, and conferences.

ALLISON SESSO, Deputy Executive Director, joined HSC in 2003. Previously, she worked at an investment bank, at the New York Public Interest Research Group, and as the coordinator of a program for victims of domestic violence and sexual abuse in Florida. As a Fellow at SUNY Albany’s Center for Women in Government and Civil Society, Ms. Sesso worked with the Empire Justice Center on statewide child care policy issues. While pursuing her undergraduate degree at SUNY Cortland, Ms. Sesso spent a semester interning at the Belize Government Agency of Disability Services. She holds an MPA degree from CUNY Baruch’s School of Public Affairs.

EKATERINA BEVINOVA, Membership Services Coordinator, joined HSC in 2012 as an event coordinator intern and subsequently joined the staff, part-time, in 2013. Ms. Bevinova graduated from Randolph College with a BS in Business and Minor in Communication Studies and Studio Art. She held other internships in the fields of marketing and finance prior to joining HSC.

MICHELLE JACKSON, ESQ., General Counsel, joined HSC in 2008. Ms. Jackson graduated from Suffolk University Law School in Boston in 2007, earning a J.D. with a concentration in International Law. While in law school, she interned for the International Consortium for Law and Development, and volunteered for Shelter Legal Services where she provided free legal aid to indigent women at Rosie’s Place. As an AmeriCorps Bonner Leader, she worked with community agencies at her college to create social justice programming, volunteer opportunities, and outreach.

SHANA MOSHER, Policy Analyst, joined HSC in 2011. Ms. Mosher received her MS in Urban Policy Analysis and Management at The New School’s Milano School, where her focus was on community development and sustainability management. Before HSC, Ms. Mosher worked with the U.S. Hispanic Chamber of Commerce Foundation where she oversaw programs providing education, training, and capacity building to at-risk Latino youth, aspiring entrepreneurs, Hispanic business owners, and Hispanic chambers of commerce.

CYNTHIA TAO, Director of Communications, Membership, and Development, joined HSC in 2009. She received an MSW from Hunter College (now the Silberman School of Social Work) and has been an adjunct faculty member and research assistant in their Policy Dept. As an intern, she worked with adults and children with serious mental, physical, and emotional health issues. Prior to pursuing her MSW, Ms. Tao had a 22-year career at IBM, primarily in software development in NY, NC, and Italy. She also holds a BA in Philosophy and BS in Comp. Sci. from the Univ. of Illinois-Urbana.

KEY CONSULTANTS

DEVORAH PELMAN, CPA, worked as an auditor for Loeb and Troper LLP, New York’s leading nonprofit accounting firm, before working as a fiscal management consultant. Her clients include a variety of nonprofit organizations. In addition to fiscal management, she provides ongoing training sessions on accounting topics.

DANIEL ROSENTHAL led HSC’s effort to convene the human services sector’s efforts to cope with post-Sandy matters, including identifying unmet needs and developing recommendations for both disaster recovery and preparation. He consults with nonprofit organizations citywide with concentrations on strategic planning, government affairs, and fundraising.

MISSION AND MESSAGE COMMUNICATIONS specializes in strategic communications and marketing for nonprofit organizations in a diverse range of fields. The company helps nonprofits advance their mission through clear, persuasive messages and focused outreach that inspire their audiences and effectively communicate the value of their work.
Statement of Financial Activity

<table>
<thead>
<tr>
<th>Description</th>
<th>6/30/13</th>
<th>6/30/12</th>
</tr>
</thead>
<tbody>
<tr>
<td>Public support and revenue</td>
<td></td>
<td></td>
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<tr>
<td>Membership Dues</td>
<td>370,024</td>
<td>387,358</td>
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<tr>
<td>Government grants &amp; contracts</td>
<td>40,000</td>
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<td>Foundation grants</td>
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<td>Contributions</td>
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<td>Special events income</td>
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<td>Interest income</td>
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<td>In-kind contributions</td>
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<td>Total public support and revenue</td>
<td>1,016,142</td>
<td>928,501</td>
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Expenses

<table>
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<th>Description</th>
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<td>Program services</td>
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<td>761,770</td>
</tr>
<tr>
<td>Management and general</td>
<td>83,023</td>
<td>81,341</td>
</tr>
<tr>
<td>Fundraising</td>
<td>118,144</td>
<td>149,582</td>
</tr>
<tr>
<td>Total expenses</td>
<td>774,823</td>
<td>992,693</td>
</tr>
</tbody>
</table>

Change in net assets

<table>
<thead>
<tr>
<th>Description</th>
<th>6/30/13</th>
<th>6/30/12</th>
</tr>
</thead>
<tbody>
<tr>
<td>Change in net assets</td>
<td>241,319</td>
<td>(64,192)</td>
</tr>
<tr>
<td>Net assets - beginning</td>
<td>57,748</td>
<td>121,940</td>
</tr>
<tr>
<td>Net assets - ending</td>
<td>299,067</td>
<td>57,748</td>
</tr>
</tbody>
</table>

Statement of Financial Position

<table>
<thead>
<tr>
<th>Fiscal Year 2013</th>
<th>6/30/13</th>
<th>6/30/12</th>
</tr>
</thead>
<tbody>
<tr>
<td>Assets</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Cash and cash equivalents</td>
<td>433,515</td>
<td>284,291</td>
</tr>
<tr>
<td>Dues and other receivables</td>
<td>65,226</td>
<td>4,488</td>
</tr>
<tr>
<td>Prepaid expenses</td>
<td>2,011</td>
<td>5,967</td>
</tr>
<tr>
<td>Property and equipment</td>
<td>2,584</td>
<td>—</td>
</tr>
<tr>
<td>Total assets</td>
<td>503,336</td>
<td>294,746</td>
</tr>
</tbody>
</table>

Liabilities and Net Assets

<table>
<thead>
<tr>
<th>Description</th>
<th>6/30/13</th>
<th>6/30/12</th>
</tr>
</thead>
<tbody>
<tr>
<td>Accounts payable and accrued expenses</td>
<td>23,719</td>
<td>54,084</td>
</tr>
<tr>
<td>Deferred income</td>
<td>180,550</td>
<td>182,914</td>
</tr>
<tr>
<td>Total liabilities</td>
<td>204,269</td>
<td>236,998</td>
</tr>
</tbody>
</table>

Net assets

<table>
<thead>
<tr>
<th>Description</th>
<th>6/30/13</th>
<th>6/30/12</th>
</tr>
</thead>
<tbody>
<tr>
<td>Unrestricted</td>
<td>220,458</td>
<td>14,127</td>
</tr>
<tr>
<td>Temporarily restricted</td>
<td>78,609</td>
<td>43,621</td>
</tr>
<tr>
<td>Total net assets</td>
<td>299,067</td>
<td>57,748</td>
</tr>
</tbody>
</table>

Total liabilities and net assets

<table>
<thead>
<tr>
<th>Description</th>
<th>6/30/13</th>
<th>6/30/12</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total liabilities and net assets</td>
<td>503,336</td>
<td>294,746</td>
</tr>
</tbody>
</table>