

**NONPROFIT NEW YORK, INC.**

**Financial Statements  
for the three-month period ended  
December 31, 2020**

**(with Independent Auditor's  
Report thereon)**

Independent Auditor's Report

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CONDON  
O'MEARA  
MCGINTY &  
DONNELLY LLP

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Certified Public Accountants

To the Board of Directors  
Nonprofit New York, Inc.

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We have audited the accompanying financial statements of Nonprofit New York, Inc., which comprise the statement of financial position as of December 31, 2020 and the related statements of activities, functional expenses and cash flows for the three-month period then ended and the related notes to the financial statements.

*Management's Responsibility for the Financial Statements*

Management is responsible for the preparation and fair presentation of these financial statements in accordance with accounting principles generally accepted in the United States of America; this includes the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of financial statements that are free from material misstatement, whether due to fraud or error.

*Auditor's Responsibility*

Our responsibility is to express an opinion on these financial statements based on our audit. We conducted our audit in accordance with auditing standards generally accepted in the United States of America. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free from material misstatement. An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. Accordingly, we express no such opinion. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluating the overall presentation of the financial statements. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

*Opinion*

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of Nonprofit New York, Inc. as of December 31, 2020 and the changes in its net assets and its cash flows for the three-month period then ended in accordance with accounting principles generally accepted in the United States of America.

March 9, 2021

Condon O'Meara McGinty & Donnelly LLP

**NONPROFIT NEW YORK, INC.**

**Statement of Financial Position  
December 31, 2020**

**Assets**

Cash	\$ 149,556
Investments, at fair value	727,800
Grants and contributions receivable	110,801
Prepaid expenses	12,068
Property and equipment, net	<u>1,203</u>
<b>Total assets</b>	<b><u>\$ 1,001,428</u></b>

**Liabilities and Net Assets**

**Liabilities**

Accounts payable and accrued expenses	\$ 104,743
Deferred membership dues	258,961
Deferred rent	<u>185,075</u>
Total liabilities	<u>548,779</u>

**Net assets**

Without donor restrictions	359,899
With donor restrictions	<u>92,750</u>
Total net assets	<u>452,649</u>
<b>Total liabilities and net assets</b>	<b><u>\$ 1,001,428</u></b>

See notes to financial statements.

## NONPROFIT NEW YORK, INC.

## Statement of Activities

Three-Month Period Ended December 31, 2020

	<b>Without Donor Restrictions</b>	<b>With Donor Restrictions</b>	<b>Total</b>
<b><u>Operating activities:</u></b>			
<b>Revenue and support</b>			
Grants and contributions	\$ 343,579	\$ 62,250	\$ 405,829
In-kind contributions	56,664	-	56,664
Membership dues	76,918	-	76,918
Interest and dividends	1,894	-	1,894
Other	35,448	-	35,448
Net assets released from donor restrictions	<u>10,550</u>	<u>(10,550)</u>	<u>-</u>
Total revenue and support	<u>525,053</u>	<u>51,700</u>	<u>576,753</u>
<b>Expenses</b>			
Program services	<u>426,488</u>	<u>-</u>	<u>426,488</u>
Supporting activities			
Management and general	119,047	-	119,047
Fundraising	<u>48,902</u>	<u>-</u>	<u>48,902</u>
Total supporting activities	<u>167,949</u>	<u>-</u>	<u>167,949</u>
Total expenses	<u>594,437</u>	<u>-</u>	<u>594,437</u>
<b>(Decrease) increase in net assets from operations</b>	(69,384)	51,700	(17,684)
<b><u>Non-operating activities:</u></b>			
Net realized and unrealized gain on Investments	<u>19,249</u>	<u>-</u>	<u>19,249</u>
<b>(Decrease) increase in net assets</b>	<b>(50,135)</b>	<b>51,700</b>	<b>1,565</b>
<b>Net assets, beginning of period</b>	<b><u>410,034</u></b>	<b><u>41,050</u></b>	<b><u>451,084</u></b>
<b>Net assets, end of period</b>	<b><u>\$ 359,899</u></b>	<b><u>\$ 92,750</u></b>	<b><u>\$ 452,649</u></b>

See notes to financial statements.

**NONPROFIT NEW YORK, INC.**

**Statement of Functional Expenses  
Three-Month Period Ended December 31, 2020**

	<u>Program Services</u>							<u>Supporting Activities</u>			
	<u>Nonprofit Excellence Awards</u>	<u>Learning and Resources</u>	<u>Member Services</u>	<u>Policy</u>	<u>Knowledge Management</u>	<u>Communi- cations</u>	<u>Total Program Services</u>	<u>Management and General</u>		<u>Fundraising</u>	<u>Total</u>
								<u>General</u>	<u>Fundraising</u>		
Salaries	\$ 25,362	\$ 22,504	\$ 23,918	\$ 45,252	\$ 19,525	\$ 12,574	\$ 149,135	\$ 42,117	\$ 29,433	\$ 220,685	
Benefits and taxes	6,014	5,649	5,933	10,567	4,731	3,232	36,126	10,626	6,743	53,495	
Contracted fees	5,007	6,946	5,205	1,769	792	1,438	21,157	41,011	1,129	63,297	
Payroll service provider	-	-	-	-	-	-	-	6,459	-	6,459	
Occupancy and utilities	8,954	8,410	8,833	15,732	7,043	4,813	53,785	15,821	10,039	79,645	
Grants and awards	144,180	-	-	-	-	-	144,180	-	-	144,180	
Meeting and training	-	-	-	-	-	-	-	10	-	10	
Printing, production and postage	2,956	23	24	43	19	13	3,078	67	27	3,172	
Office equipment and supplies	2,898	575	575	4,158	564	1,568	10,338	1,295	654	12,287	
Dues, subscriptions and seminars	314	295	505	964	247	185	2,510	555	352	3,417	
Travel	-	-	41	-	-	-	41	-	-	41	
Other	2,159	719	2,197	395	277	121	5,868	1,006	474	7,348	
Depreciation and amortization	45	42	44	79	35	25	270	80	51	401	
<b>Total</b>	<b>\$ 197,889</b>	<b>\$ 45,163</b>	<b>\$ 47,275</b>	<b>\$ 78,959</b>	<b>\$ 33,233</b>	<b>\$ 23,969</b>	<b>\$ 426,488</b>	<b>\$ 119,047</b>	<b>\$ 48,902</b>	<b>\$ 594,437</b>	

See notes to financial statements.

**NONPROFIT NEW YORK, INC.**

**Statement of Cash Flows  
Three-Month Period Ended  
December 31, 2020**

<b>Cash flows from operating activities</b>	
Increase in net assets	\$ 1,565
Adjustments to reconcile increase in net assets to net cash provided by operating activities:	
Depreciation and amortization	401
Net realized and unrealized gain on investments	(19,249)
(Increase) decrease in assets	
Grants and contributions receivable	(63,767)
Accounts receivable	1,873
Prepaid expenses	910
Increase (decrease) in liabilities	
Accounts payable and accrued expenses	38,523
Deferred membership dues	14,922
Deferred revenue	(1,800)
Deferred rent	75,038
Net cash provided by operating activities	<u>48,416</u>
<b>Cash flows from investing activities</b>	
Purchases of investments	<u>(3,898)</u>
<b>Net increase in cash</b>	<b>44,518</b>
<b>Cash, beginning of period</b>	<u><b>105,038</b></u>
<b>Cash, end of period</b>	<u><b>\$ 149,556</b></u>

See notes to financial statements.

**NONPROFIT NEW YORK, INC.****Notes to Financial Statements  
Three-Month Period Ended  
December 31, 2020****Note 1 – Organization**

Nonprofit New York, Inc. (“the Organization”) is a not-for-profit organization incorporated in 1984. Its mission is to help New York nonprofits thrive to build better communities for all. The sources of financial support for the Organization are principally membership dues from New York nonprofit organizations and grants and contributions from foundations, corporations and individuals.

The Organization is exempt from federal income taxes under Section 501(c)(3) of the Internal Revenue Code and has been classified as a publicly supported organization as described in Code Section 509(a)(1) and 170(b)(1)(A)(vi). The Organization is also a nonprofit membership organization incorporated under the laws of the State of New York. Accordingly, the Organization is not subject to income taxes except to the extent it has taxable income from activities that are not related to its exempt purposes. The Organization recognizes the effect of income tax positions only if these tax positions are more likely than not to be sustained. No provision for income taxes was required for the three-month period ended December 31, 2020. The Organization’s tax returns for the 2017 fiscal year and forward are subject to the usual review by the appropriate authorities.

During December 2019, the Board of Directors approved changing the Organization’s fiscal year to a calendar year. The Organization had a three-month stub period from October 1, 2020 – December 31, 2020 and has started a new fiscal year on January 1, 2021.

**Note 2 – Summary of Significant Accounting Policies**

The financial statements of the Organization have been prepared on the accrual basis of accounting in accordance with accounting principles generally accepted in the United States of America (GAAP). The significant accounting policies are described below.

*1. Basis of Presentation*

The net assets of the Organization and changes therein are classified and reported as follows:

**Net Assets Without Donor Restrictions**

Net assets without donor restrictions assets are available for the general operations of the Organization and are not subject to donor-imposed restrictions. These net assets also include those funds that are designated for specific purposes by the Board of Directors.

Board designated net assets consist of amounts to be used to assure adequate cash and investments are available to meet future extraordinary events or any funding reduction that may cause hardship or budgetary constraints to the Organization. In 2006, the Board of Directors designated certain net assets for special purposes: \$650,000 as a capital reserve fund to be invested for growth with Board approval and \$200,000 as a special needs reserve fund to be available, with Board approval, for special projects and to help strengthen the infrastructure of the organization (see Note 5).

**NONPROFIT NEW YORK, INC.****Notes to Financial Statements (continued)  
Three-Month Period Ended  
December 31, 2020****Note 2 – Summary of Significant Accounting Policies (continued)**Net Assets With Donor Restrictions

Net assets with donor restrictions include gifts of cash and other assets received with donor stipulations that limit the use of the donated assets. When a donor restriction expires through the passage of time or a purpose restriction is accomplished, net assets with donor restrictions are reclassified to net assets without donor restrictions and reported in the statements of activities as net assets released from donor restrictions. Contributions that are received with donor restrictions that are spent within the same fiscal year are reported as contributions without donor restrictions. The Organization has no net assets in which the donor requires the corpus to be maintained permanently.

Revenues and gains and losses on investments and other assets and liabilities are reported as changes in net assets without donor restrictions unless limited by explicit donor-imposed restrictions or by law. Expenses are reported as decreases in net assets without donor restrictions.

Operating and Non-Operating Activities

The statements of activities distinguish between operating and non-operating activities. Operating activities include all revenues, and expenses that are an integral part of the Organization's programs and supporting activities. Non-operating activities include net realized and unrealized gain (loss) and capital gain (loss) on investments and other nonrecurring items, if any.

*2. Cash equivalents*

The Organization considers highly liquid investments with original maturities of 90 days or less to be cash equivalents. The Organization considers money market funds to be part of the investment portfolio.

*3. Grants and Contributions Receivable*

Contributions, including unconditional promises to give, are recognized initially at fair value as revenues in the period received or pledged. Contributions of assets other than cash are recorded at their estimated fair value at the date of donation.

A contribution is conditional if the agreement includes both a barrier that must be overcome for the recipient to be entitled to the assets transferred and a right of return for the transferred assets or a right of release of the promisor's obligation to the transferred assets. Conditional contributions are recognized as revenue when the barriers on which they depend have been met. There are no conditional contributions for the three-month period ended December 31, 2020.



**NONPROFIT NEW YORK, INC.****Notes to Financial Statements (continued)  
Three-Month Period Ended  
December 31, 2020****Note 2 – Summary of Significant Accounting Policies (continued)***3. Grants and Contributions Receivable (continued)*

Bequests are recorded as revenue when a legally binding obligation is received and when a fair value can reasonably be determined.

Grants and contributions receivable at December 31, 2020 totaling \$110,801 are expected to be collected within one year.

The Organization does not have an allowance for grants and contributions receivable that may not be collectible. This is based on management's experience, the aging of the receivables, subsequent receipts, and current economic conditions.

*4. Investment Policy and Objective*

Investments in money market and mutual funds are reported at fair value based upon quoted market prices. Realized and unrealized gains or losses are reported in the statement of activities as increases or decreases in net assets without donor restrictions.

Fair Value Measurements

Fair value is defined as the exchange price that would be received for an asset or paid to transfer a liability (exit price) in the principal or most advantageous market for the asset or liability in an orderly transaction between market participants on the measurement date.

Fair value measurements establish a hierarchy giving the highest priority to quoted market prices in active markets (Level 1), the next priority (Level 2) to observable inputs other than Level 1 prices, such as quoted prices of similar assets, and the lowest priority to unobservable data (Level 3). Fair value measurements are required to be separately disclosed by level within the fair value hierarchy. At December 31, 2020, the Organization's investments in mutual funds and a money market fund are classified in the highest level of the hierarchy (Level 1).

The Organization's primary investment objective is to maximize total return with minimal risk. Its goal is to preserve capital that is intended for the Organization's mission while generating cash flow to support current operations.

*5. Property and Equipment*

The Organization records property and equipment at cost. The Organization capitalizes expenditures above \$5,000 and that have a useful life greater than one year. Depreciation and amortization of property and equipment are provided on the straight-line method over the expected useful lives of the assets as follows:

Property and equipment

4 – 7 years

**NONPROFIT NEW YORK, INC.****Notes to Financial Statements (continued)  
Three-Month Period Ended  
December 31, 2020****Note 2 – Summary of Significant Accounting Policies (continued)***6. Membership Dues*

Revenue from membership dues is recognized as revenue over the period to which the dues relate. Amounts collected in advance of such revenue recognition are deferred.

*7. In-kind contributions*

In-kind contributions are reflected in the financial statements at the estimated fair market value at the time of donation. The fair market value of such goods and services totaled \$56,664 for the three-month period ended December 31, 2020. Board members and other individuals volunteer their time and perform a variety of tasks that assist the Organization in carrying out its activities. These services do not meet the accounting standards to be recorded and have not been included in the financial statements.

*8. Functional Expenses Allocations*

The costs of providing the various programs and other activities of the Organization have been summarized on a functional basis in the accompanying statement of activities. Accordingly, certain costs have been allocated among the programs and supporting activities benefited. Such allocations are based on the amount of staff time spent on each activity.

*9. Use of Estimates*

The preparation of financial statements in conformity with GAAP requires the use of estimates and assumptions that affect the reported amounts of assets and liabilities, disclosure of contingent assets and liabilities at the date of the financial statements, and the reported amounts of revenues and expenses during the reporting period. Actual results could differ from those estimates.

*10. Concentrations of Credit Risk*

The Organization's financial instruments that are potentially exposed to concentrations of credit risk consist primarily of cash, investments and grants and contributions receivable. The Organization places its cash with what it believes to be quality financial institutions. The Organization's investments are exposed to various risks such as interest rate, market volatility, liquidity and credit. Due to the level of uncertainty related to the foregoing risks, it is reasonably possible that changes in these risks could materially affect the fair value of the investments reported in the statement of financial position at December 31, 2020. The Organization's management monitors the collectability of grants and contributions receivable. Management believes no significant concentration of credit risk exists with respect to its cash, investments, and grants and contributions receivable.

**NONPROFIT NEW YORK, INC.**

**Notes to Financial Statements (continued)**  
**Three-Month Period Ended**  
**December 31, 2020**

**Note 2 – Summary of Significant Accounting Policies (continued)**

*11. Upcoming Accounting Pronouncements*

The FASB issued *ASU No. 2016-02, Leases (Topic 842)*. This ASU, effective for the Organization's year ended in 2022, requires a lessee to recognize a right-of-use asset and a lease liability, initially measured at the present value of the lease payments on the statements of financial position and disclosing key information about leasing arrangements. Management is in the process of determining the impact of this ASU on its financial statements.

**Note 3 – Investments**

Investments held by the Organization, at fair value, as of December 31, 2020 consisted of the following:

	Fair Value <u>(Level 1)</u>
Money market funds	\$ <u>418,094</u>
<u>Mutual funds</u>	
Global equity fund	117,629
Inter-term corporate bond index fund	183,918
Short-term bond index fund	<u>8,159</u>
Total mutual funds	<u>309,706</u>
Total investments	\$ <u>727,800</u>

A summary of net gain on investment transactions for the three-month period ended December 31, 2020 is as follows:

Net realized and unrealized gain	\$ <u>19,249</u>
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**Note 4 – Property and equipment, net**

A summary of property and equipment, net is as follows as of December 31, 2020:

Property and equipment	\$ 20,481
Less: Accumulated depreciation and amortization	<u>(19,278)</u>
Total	\$ <u>1,203</u>

Depreciation and amortization expense for the three-month period ended December 31, 2020 amounted to \$401.

**NONPROFIT NEW YORK, INC.**

**Notes to Financial Statements (continued)**  
**Three-Month Period Ended**  
**December 31, 2020**

**Note 5 – Net Assets Without Donor Restrictions**

Net assets without donor restrictions as of December 31, 2020 are classified as follows:

Board designated	
Capital reserve fund	\$ 650,000
Special needs reserve fund	67,454
Undesignated	<u>(357,555)</u>
Total without donor restrictions	<u>\$ 359,899</u>

**Note 6 – Net Assets With Donor Restrictions**

Net assets with donor restrictions are available to satisfy the following programs or time restrictions:

Programs	Balance at September 30, <u>2020</u>	<u>Additions</u>	Net Assets Released from <u>Restrictions</u>	Balance at December 31, <u>2020</u>
Nonprofit Excellence Awards	\$ 11,050	\$ -	\$ (10,550)	\$ 500
Policy – diversity, equity, inclusion	30,000	-	-	30,000
Membership services	-	1,000	-	1,000
Time-restricted	<u>-</u>	<u>61,250</u>	<u>-</u>	<u>61,250</u>
Total net assets with donor restrictions	<u>\$ 41,050</u>	<u>\$ 62,250</u>	<u>\$ (10,550)</u>	<u>\$ 92,750</u>

**Note 7 – Nonprofit Excellence Awards**

Initiated in the 2007 fiscal year, the Nonprofit Excellence Awards (Awards) program is a collaborative effort of the Organization, the New York Community Trust and The Clark Foundation. The Awards program encourages excellent management and governance practices by nonprofits and publicly recognizes management excellence among the large and diverse nonprofit communities of New York City, Long Island and Westchester. Winners are recognized for outstanding management practices and vary in size, age, and services offered.

**Note 8 – Commitments**

**Office lease agreements**

On October 2, 2018, the Organization executed a lease for new office space at 320 East 43<sup>rd</sup> Street, 3<sup>rd</sup> Floor, New York, NY 10017. The lease commenced on June 28, 2019 (“Commencement Date”). The term of the new lease is 10 years from the Commencement Date, with two 5-year rights of renewal.

**NONPROFIT NEW YORK, INC.****Notes to Financial Statements (continued)  
Three-Month Period Ended  
December 31, 2020****Note 8 – Commitments (continued)****Office lease agreements (continued)**

The fixed rent for the period from the commencement date through March 31, 2021 would be the lesser of \$304,150 or the maximum rental which the landlord may be permitted by law to charge without affecting the landlord's real estate property tax exemption. Effective April 1, 2021, through each April thereafter, during the term of the lease, the rent would be increased by an amount equal to the Organization's proportionate share of the landlord's operating costs and amortization of the building renovations assets related to the Organization's space, provided that in no event will the increase be greater than 2% per annum for the first 10 years; 3% per annum for each of the two renewal terms; or the maximum rent permitted to be charged without affecting the landlord's real estate property tax exemption.

Effective December 11, 2020, the Organization executed an amended and restated first amendment to the original lease reflecting an agreement to defer rent of the current office space for the period commencing July 1, 2020 through and including June 30, 2021. It further agrees that the rent will be abated from the period commencing on July 1, 2021 and ending on June 30, 2022. The deferred and abated rent will be amortized over the remaining life of the lease.

Rental expenses for the three-month period ended December 31, 2020 were \$75,038. Rental expenses are included in occupancy and utilities expense on the statement of functional expenses.

**Note 9 – Retirement Plan**

Effective January 2019, the Organization established a new retirement plan through a PEO. The Organization contributed \$21,870 to the plan for the three-month period ended December 31, 2020.

**Note 10 – GoodCauses Insurance Company**

The Organization, in partnership with NYCON (New York Council of Nonprofits, formerly the Council of Community Services of New York State), created GoodCauses Support, Inc., a nonprofit support organization devoted to organizing, licensing and raising the needed capital to create GoodCauses Insurance Company (GoodCauses), a New York licensed and regulated insurer that will be dedicated to addressing the insurance needs of nonprofit organizations.

On October 26, 2018, GoodCauses applied to The Attorney General of the State of New York ("Attorney General") for approval of a filing of a Certificate of Dissolution. In September 2019, GoodCauses received approval for the dissolution. The Organization received final notice of dissolution effective October 13, 2020.

**NONPROFIT NEW YORK, INC.**

**Notes to Financial Statements (continued)**  
**Three-Month Period Ended**  
**December 31, 2020**

**Note 11 – Liquidity and Availability of Resources**

The Organization regularly monitors liquidity required to meet its operating needs and other financial commitments, while also striving to maximize the investment of its available funds. The Organization invests available cash needed for its general expenditures, liabilities, and other obligations in short-term investments, specifically money market funds, and money market mutual funds.

For purposes of analyzing resources available to meet general expenditures over a 12-month period, the Organization considers all expenditures related to its ongoing activities of providing services to be general expenditures. Financial assets available for general expenditures available within one year from December 31, 2020 are as follows:

Financial assets:

Cash	\$ 149,556
Investments, at fair value *	10,346
Grants and contributions receivable	<u>110,801</u>
Financial assets available for general expenditures within one year	<u>\$ 270,703</u>

\* Net of board designated funds of \$717,454 which are available upon resolution of the board.

**Note 12 – Impact of COVID-19**

The spread of coronavirus (COVID-19) around the world has caused significant volatility in the U.S. and international markets. There is significant uncertainty around the breadth and duration of business disruptions related to COVID-19, as well as its impact on the U.S. and international economies and, as such, the Organization is unable to determine if it will have a material impact to its operations.

The Organization received loan proceeds of \$176,902 on April 22, 2020 under the Paycheck Protection Program (PPP). The PPP, established as part of the Coronavirus Aid, Relief and Economic Security Act (CARES Act), provides for loans/grants to qualifying organizations for amounts up to 2.5 times the average monthly payroll expenses. The loan and accrued interest are forgivable after up to 24 weeks if the borrower uses the loan proceeds for eligible purposes including payroll, benefits, rent and utilities, and maintains its payroll levels.

As of September 30, 2020, the Organization has expended the full amount of the loan on purposes consistent with the PPP and maintained its payroll levels. The Organization has, therefore, qualified for full forgiveness of the loan and accrued interest. Management has recorded the loan proceeds to contribution revenue in the form of a government grant totaling \$176,902 for the year ended September 30, 2020 (see Note 13).

**NONPROFIT NEW YORK, INC.****Notes to Financial Statements (continued)  
Three-Month Period Ended  
December 31, 2020****Note 13 – Subsequent Events**

On January 20, 2021 the Organization received notification that the Small Business Administration authorized full forgiveness of the PPP loan (\$176,902). This amount was recognized as a government grant in the year ended September 30, 2020. In addition, during February 2021, the Organization obtained a second loan under the PPP totaling \$174,517.

The Organization has evaluated events and transactions for potential recognition or disclosure subsequent to December 31, 2020 through March 9, 2021, which is the date the financial statements were available to be issued.