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## Letter from Executive Director Michael Stoller



Despite recent news that the economy may be starting to rebound, we in the human services community know times will continue to be tough. Compounding reduced funding and grant availability with increased need, we realize that much work is needed to improve or maintain the fiscal health of not-for-profits in New York and HSC is working in several ways to help.

We are working with both State and City governments on contracting. At the State level, **we advocated for legislation to make two provisions of the prompt contracting law permanent** and are happy to report that Governor Paterson signed this legislation on July 22. The legislation ensures not-for-profits are paid interest as required by law; this legislation is needed as a [June report](#) from New York State Comptroller Thomas DiNapoli indicates. The report found in 2008, 87% of not-for-profit State contracts valued at more than \$50,000 were processed late and \$2.7 billion worth of State contracts were approved an average of 184 days late. We are relieved to see recognition from State officials of how thin the margins are for not-for-profit agencies and will continue to work with State officials on contracting. At the City level, **we successfully advocated to extend the length of human services contracts and continue our work to standardize them.**

We are pleased to be working with City government and the United Way of New York City on a new initiative to **help reduce costs for not-for-profits by leveraging the buying power of the sector through group purchasing.** We kicked off a workgroup on July 22 and will bring you more news on this initiative in the Fall. We are excited by the improvements group purchasing will bring to budgets, as well as to daily operations.

We are also discussing the possibility of creating a task force at the State level to improve the delivery of services to clients in a compassionate, efficient, and cost-effective way. **Partnering with State government, HSC is seeking to replicate models**

## News on New York Budgets

### New York City Budget

The New York City FY10 Adopted Budget was released in mid-June and took effect on July 1. HSC's analysis of this budget is available to members on the [Members Only section](#) of our website. Members can also see a listing of HSC's FY10 City priorities on the site. To balance the budget, additional FY10 revenues will be raised from new taxes - for details about additional taxes, please see the [NYC website](#).

### The Effects of the ARRA on New York Budgets and Nonprofits

HSC is pleased to have received a seed grant from the New York Community Trust to start our American Recovery and Reinvestment Act (ARRA) work. Our role is four-pronged:

- To fully engage elected and appointed officials to ensure that New York State's share of ARRA dollars is allocated equitably to the human services sector
- To ensure programs that proved to be effective in the past get needed funding
- To advocate that the stimulus be used for the neediest populations because they are hardest hit by the recession and have the hardest time recovering
- To be an active participant in the development of the rules that will guide spending.

For more information on the grant, please see the [New York Community Trust August Newsletter](#).

## Meetings and Workshops

HSC is pleased to announce a new benefit: **members now receive a 25% discount on all Support Center for Nonprofit Management courses.** The Support Center for Nonprofit Management is dedicated to improving society by helping nonprofit organizations and leaders through trainings and consulting services. Typical workshops include topics such as organizational and staff development, fundraising, financial management, and marketing and communications. Members can go to our [Trainings and Meetings page](#) for links to the course schedule and information on using the 25% discount.

**and best practices used by New York City human services agencies to increase efficiencies at the State level.** We will report more on this possibility as it evolves.

Finally, a note of thanks to our new Board of Directors. On July 1, **HSC** entered a new fiscal year and with it, **elected a new Board of Directors and Executive Committee.** Please join me in welcoming our eight new Board members, as well as our 53 existing Board members. Our Board consists of volunteers who are the leaders of human services agencies in New York City and their input is critical to our successfully representing the sector with City and State government. For a complete list of our new Executive Committee and Board of Directors, please [visit our website.](#)

We are pleased to continue to add new members who strengthen our collective voice. You can help us by forwarding this newsletter to a friend or colleague who is interested in supporting New York's human services sector.



Many thanks,

Michael Stoller

## ACT NOW!

"MTA bailout" legislation, which created a new payroll tax on employers in New York City, was passed in May; the first payment of this new tax (\$.34 per \$100 of payroll) is due September 1. HSC raised concerns with key decision makers about this new tax on human service providers and although we do not anticipate the reversal of this legislation, **we must demonstrate how this tax impacts the sector and our ability to meet client needs if we hope to get exceptions.** Please continue to send data on actions taken to meet this new tax (such as the number of staff or programs cut) so we can build a stronger case for a possible exception. Please send information to [Chris Winward.](#)

We sent [a letter to Governor Paterson](#) regarding the new payroll tax, as well as to Speaker Silver and Majority Leader Smith and raised the issue with State and City legislators and agencies. **We encourage you to send letters outlining your concerns and asking for relief;** please feel free to use our letter as a template, adding specifics about the tax impact on your agency. While we DO NOT anticipate being able to successfully advocate for exemptions from this new law, we feel it is our responsibility to identify the impact this action is having on our sector and explore opportunities for compromise for needed relief.

With the **repeal of the NY drug sentencing laws,** aka the "**Rockefeller drug laws,**" up to 1500 incarcerated individuals may be released throughout New York State, with up to half returning to New York City. **To ensure**

HSC is co-sponsoring a second **breakfast forum** with the **United Way of New York City** featuring candidates for New York City offices. The first forum was held on 8/12 and featured candidates for New York City Public Advocate. The second forum **features candidates for New York City Comptroller.** All members are invited to attend:

**August 20** (Thursday), 8:00 - 9:30 a.m. at PricewaterhouseCoopers (300 Madison Avenue at 42nd Street)

To RSVP or see more information about the event, [click here.](#)

**Pictured (L-R):** Michael Stoller, Norman Siegel, Bill de Blasio, and Gordon Campbell at the 8/12 Public Advocates Forum, *photo courtesy of Ben Asen*



HSC would like to thank **Mutual of America** for hosting the first breakfast forum - their generosity and support are always appreciated. To read more about the Public Advocate forum or to see a video of the event, please see the [New York Nonprofit Press.](#)

On June 10, HSC held its Annual Meeting and we would like to thank **Marla Simpson, Director of the Mayor's Office of Contract Services (MOCS)** and **Louisa Chafee, Executive Director of the New York City Health and Human Service Information & Referral Corporation,** Office of Deputy Mayor for Health and Human Services (HHS), for presenting at the meeting. Both Marla's and Louisa's updates on the standardization of human services contracts and the COLA taskforce work (respectively) were informative and we appreciate their receptivity to addressing all questions. HSC feels fortunate to continue to receive support from these offices.

## Save the Date!

**The Helpers Need Help: New York City's Nonprofit Human Service Organizations Persevering in Uncertain Times**

HSC and the Center for Nonprofit Strategy and Management are presenting this forum which focuses on the results of a recent HSC-sponsored survey examining the impact of the economic crisis on human service agencies. (Read more about the survey in the "Did You Know?" column.)

Date: Wednesday, September 9, 2009

Time: 1:00 - 3:00 p.m.

Location: Baruch College, The William and Anita Newman Vertical Campus, Room 14-220, One Bernard Baruch Way (55 Lexington Ave. between East 24th and 25th)

Please [click here to RSVP to attend this forum.](#)

**HSC Board Meeting**

**these low-level drug offenders are re-integrated into society** as effectively as possible, **HSC is working with** member agency **Drug Policy Alliance to find referrals and services** for this population.

Commitments are sought for a wide range of services, such as for benefits, housing, immigration, legal aid, family support, counseling, healthcare, and job readiness programs. Releases are expected to start in October but service planning/provision needs to begin beforehand.

**If your agency is able to provide services to this group, please provide the information to:** [Tracy Pugh](#) from The New York Academy of Medicine or [Gabriel Sayegh](#) from Drug Policy Alliance. Please see [our homepage](#) for more details but **note that input is needed by August 30.**

## Advocacy Results

In June, the New York City **Procurement Policy Board** (PPB) **approved an amendment** to Rule 2-04 that **extends the length of human service contracts.** HSC wrote letters to the PPB supporting the change and encouraged members to do the same. The rule establishes standards for determining the appropriate length of human service contracts, expands the circumstances for which six and nine-year initial contract terms may be used, and clarifies the circumstances where an initial term beyond nine years may be used.

The change is the result of a recommendation from the COLA Task Force's Workgroup on Real Estate, which includes public and private sector representatives. Currently, human service contracts are entered into for an average of three years. **By extending the length of the contract, not-for-profits should be in a better position to negotiate for less expensive rents** - a significant benefit during these difficult economic times. Extending the contract term enables not-for-profits to invest in the space they occupy, utilize their work space more efficiently, and provide needed stability and continuity of services to client communities. Longer contract terms also ease administrative burdens for both the City and not-for-profits as it eliminates time-consuming contract extensions. The new rule will become effective in mid-August and affects contracts entered into after its effective date.

On July 6, due to the State Senate's inaction on a needed City revenue package, the Mayor's Office ordered an immediate review of all City contracts to ensure they did not enter into any "non-essential" agreements. Following the announcement of this **Temporary City Pre-Registration Review (TPR) process**, HSC worked closely with the Mayor's Office to review its impact on human services funding, wrote letters to New York City Senators to pass the City revenue package, and encouraged members to do the same. In late July, we were pleased to announce that the State Senate approved local taxation bills to increase City revenue and **the TPR process was rescinded.**

For the second time this year, HSC was able to

Date: Wednesday, September 9, 2009

Time: 8:30 - 10:30 a.m.

Location: United Way of New York City Board Room, 2 Park Avenue, 2nd Floor (Corner of 32nd Street)

### HSC 14th Annual Leadership Awards Reception

Date: Wednesday, December 16, 2009

Time: 5:30 - 7:30 p.m.

Location: Mutual of America, 320 Park Avenue, 35th Floor

## Did You Know?

In June, **Allison Sesso and HSC were featured on WBAI radio's City Watch show.** WBAI radio, which calls itself "Your Peace and Justice Community Radio Station," invites City Watch guests to help listeners participate in social, economic, political and cultural issues in New York City. [Click here](#) to hear Allison's interview; she is on for about 15 minutes, starting at minute 39:45.

**HSC revived its Disaster Preparedness and Response (DP&R) program,** thanks to a grant from the **Altman Foundation.** Christy L. Gibney has been hired as a consultant to develop the program and to reconvene HSC's DP&R Committee. The Committee will provide input on potential DP&R program models and on resources to re-establish HSC's DP&R program; it will also ensure the *Disaster Preparedness, Response, and Recovery Plan of the Not-for-Profit Human Services Sector in New York City* is updated as needed.

On June 8, **HSC coordinated a Lobby Day in Albany to highlight the increasing economic strains on human services agencies in New York** and the resultant need for relief. HSC met with representatives from the Governor's Office in Human Services and State Operations, the Office of Children & Family Services, and the New York State Office for the Aging. We are thankful to the member agencies who accompanied us on this trip to represent the needs of human services and to the New York State officials who met with us.

**HSC is working** with the Mayor's Office of Contract Services (MOCS) **on the development of a standardized contract for human services.** We are gathering information from our members on existing overhead/administrative rates and are working to address inadequate and inconsistent rate provisions in City contracts. To find out more about this work or to provide additional contract provision information, please contact [Sandi Singer](#).

**HSC sponsored a survey** with the School of Public Affairs at Baruch College **to determine how nonprofit human services organizations in New York City are managing in hard times.** The survey captures changes organizations made in the last year to programs, staff, salaries, benefits, and other aspects of their operations in response to reductions in revenues from public, private, and internal sources. The survey was completed in June 2009 with 244 nonprofit social service leaders responding; the results will be presented on September 9. (Please see the "Save the Date" column for more information and how to [RSVP](#) for this important event.) Thank you to the many HSC

negotiate with a City agency to rescind an RFP fee. In July, **the MTA agreed to waive a \$250 fee it had required for agencies to receive copies of an RFP for homeless services.** The [New York Nonprofit Press](#) provides further details.

Also for the second time this year, HSC clarified concerns from members regarding a requested City voluntary price reduction. In July, the Department of Education (DOE) sent a letter requesting reductions, but quickly sent a follow-up letter saying that **DOE vendors need not fear contract termination if they are unable to offer price reductions.** HSC thanks the DOE for their quick response to our concern! For more information, please see the [New York Nonprofit Press](#) article.

HSC encouraged our member agencies to testify during the May 11 - June 1 City Council Executive Budget hearings. The **resultant FY10 adopted budget contained many key restorations to human services**, including nearly all HSC priorities.

## Our HSC Family Continues to Grow!

We are delighted to welcome the latest additions to our HSC family.



Monica Kashyap joined us in June as a policy intern. She is concentrating in Finance at the University of Michigan and has been working to gather information regarding HSC's member organizations. We are thankful for Monica's help this summer and are

confident it will facilitate our advocacy work.

Please help us welcome our newest members:

- Diaspora Community Services
- Drug Policy Alliance
- Safe Space NYC, Inc.
- Samaritan Village
- The Steinhardt Foundation for Jewish Life, Inc.
- Visiting Neighbors

The voice of HSC and the human services sector will continue to grow clearer and louder with the addition of our newest members.

A list of current HSC members is on our [website](#). We provide links to all members' websites (if available) so you can learn more about the critical services they provide to the human services community.

**Please help us strengthen our voice by adding more members to this list -**

members that provided additional support - contributing funds, calling potential respondents, designing the survey, and taking time to complete the survey - as always, without your support, HSC would not be able to accomplish all that it does. You can see the list of member agencies who contributed to the survey on [our homepage](#).

The NYC Commission on Women's Issues invites you to **register with the NYC Women's Resource Network if your nonprofit agency provides housing, legal, economic, health, or other social services.** This resource is a user-friendly online tool for individuals to easily find nonprofit and government agencies that support women and families in New York City. You can register your agency on [the NYC Women's Resource Network website](#).

**Community Resource Exchange (CRE) is offering a new free service** to nonprofits through an **Executive Director Hotline**. CRE responds within 24 hours on business days and offers referrals, strategic advice, guidance, and coaching to Executive Directors. For more information, see the [CRE website](#).

## News from HSC Members and Friends

### Announcements

Congratulations to **Valerie Grey**, who was appointed to serve as Director of State Operations by Governor Paterson, effective July 27. She succeeds **Dennis Whalen**, who retired from State government and will join the Healthcare Association of New York (HANY) as Executive Vice President in September.

In other appointments by Governor Paterson, congratulations are due to **Kristin Proud**, Deputy Secretary for Human Services, Technology and Operations and Senior Advisor to the Office of Taxpayer Accountability; **Mark Leinung**, Deputy Director for State Operations; **James J. Wrynn**, New York State Superintendent of Insurance; and **Wendy Saunders**, Deputy Secretary for Health, Medicaid and Oversight. You can read more about these 8/14 appointments in the [Governor's Press Release](#).

Congratulations to **Lorie A. Slutsky**, President of the **New York Community Trust**, who was honored as one of the *2009 NonProfit Times Power & Influence Top 50*. You can read more about the Top 50 in [The NonProfit Times August 1, 2009 article](#).

Congratulations to two of our members: **Citizens Advice Bureau (CAB)** and **Legal Information for Families Today (LIFT)**, who were both finalists in the *2009 Nonprofit Excellence Awards*. HSC member agency **Nonprofit Coordinating Committee of New York (NPCC)** is one of the cosponsors of this prestigious award, along with the New York Times Company and Philanthropy New York. For more information, see the [NPCC website](#).

Congratulations to **Richard P. Buery, Jr.**, who was announced as the new President and Chief Executive Officer of **Children's Aid Society**. He will succeed **C. Warren Moses**, who is retiring this year. For more details, see the [Children's Aid Society website](#).

**forward this newsletter to others.**

## Our Sponsors

HSC is grateful to our members and funders who support our work on behalf of the human services sector.

This quarter, HSC received grants and renewals from several valued funders:

- Booth Ferris Foundation\* for our membership work
- Council Discretionary Funds from Speaker Quinn for our Technology and Referral initiative
- New York Community Trust for our ARRA work
- United Way of New York City for general operating support.

Other valued supporters of HSC include:

Altman Foundation  
Mutual of America  
New York City Council  
Taproot Foundation

### Thank you again for your generous support!

If you'd like to contribute to HSC, you can make a tax-deductible donation by sending your check to:

Human Services Council  
130 East 59th Street  
New York, NY 10022

Thank you!

\* A special thanks to the Booth Ferris Foundation, whose generous support enables us to publish this Newsletter.

Congratulations to **Children's Village**, which had four of its staff members receive *Child Welfare Fund 2009 Best Practices Awards*. The award recognizes child welfare professionals who demonstrate outstanding practice in their work with families. The award is administered by another HSC member agency, **Council of Family and Child Caring Agencies (COFCCA)**.

Congratulations to **Joan Serrano Laufer**, Executive Director at **Queensboro Council for Social Welfare (QCSW)**, for being named an *Unsung Queens Heroine* by New York City Council Deputy Majority Leader Leroy Comrie.

Congratulations to **Christine Molnar**, the new Executive Director at **Safe Space**. Christine succeeds **Lilliam Barrios-Paoli**, who was appointed by Mayor Bloomberg as the Commissioner of the Department for the Aging and **Eric Brettschneider**, who was the agency's Interim Executive Director since March. Read more from the [New York Nonprofit Press](#).

### Job Opportunities

**Safe Space NYC** is looking for a Chief Financial Officer. For more information, [click here](#).

**National Black Leadership Council on AIDS** is looking for a Director of the New York City Affiliate. For more information, [click here](#).

**United Neighborhood Houses** is looking for a Policy Analyst. For more information, [click here](#).

**Hamilton-Madison House** is looking for an Executive Director. For more information, [click here](#).

*This space is designated for our members. Please send us your announcements, news, and issues of relevance to the sector.*

*Editorial Policy: HSC reserves the right to determine suitability for publication and to edit submissions.*

We hope you enjoyed reading this quarter's edition of the Human Services Council Newsletter. Please feel free to share your thoughts about this newsletter with us. We'd love to hear from you.

If you have any questions, please contact Cynthia Tao, Membership Services Program Manager, [taoc@humanservicescouncil.org](mailto:taoc@humanservicescouncil.org) or (212) 836-1623. You can also learn more about HSC's mission and work by visiting [www.humanservicescouncil.org](http://www.humanservicescouncil.org).

*HSC's mission is to build broad recognition and support for the substantial and essential contributions of the not-for-profit human service sector to the citizens and the fabric of New York City.*

**The Voice of the Human Services Community**

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