

ANNUAL REPORT: Year Ending June 30th, 2020

Purpose: NonProfit Innovations, Inc. (NPI) is a nonprofit provider of technical assistance and management support to under-resourced nonprofit organizations; providing consulting and outsourcing services. NPI is grateful for the opportunity to help small and emerging nonprofits strengthen their infrastructure and programs at no or low cost.



NPI works to train today’s leaders in the technical capacity for fundraising and nonprofit management is a key aspect of NPI’s work.

In its 17th year, NPI’s program and management highlights include:

Programmatic:

- NPI provided pro-bono, high-level prospect research to The Mount Athos Foundation. Upon completing this research, NPI conducted a training to help board members understand how to analyze, interpret and implement the data.
- NPI hosted a series of 16 free webinars and one in person seminar (prior to COVID) where thousands of nonprofit professionals from around the world joined and asked their direct questions to NPI’s professional fundraisers.
- NPI’s Chairman, Laurence A. Pagnoni, released a new book titled *‘Fundraising 401: Masterclasses in Nonprofit Fundraising that Would Make*

Peter Drucker Proud'. NPI has offered to provide this book at no cost for nonprofit professionals that cannot afford to purchase a copy.

- NPI curated and circulated new private funding opportunities from around the world for Covid-19 relief and actively shared them with its nonprofit network.
- NPI curated and circulated new public funding opportunities at a federal, state and city level, and actively shared them with its nonprofit network.
- NPI continued to promote its association with the Nonprofit Outsourcing Clearinghouse (NOC), a program of the Nonprofit Coordinating Committee of New York. NPI is listed in their database of outsourced service providers. NPI serves as a potential resource for the 50 nonprofit organizations currently participating in the NOC consulting program.
- We continued to promote our revised program model that enables emerging organizations to receive basic and advanced fundraising counsel. This year funding has enabled NPI to continue to work with the Community of Sant'Egidio on grantsmanship and Neighbors to Nicaragua on their annual fund, major gift, and strategic planning initiatives.
- NPI continues to meet a critical need among emerging nonprofits for training and implementation assistance in garnering support from corporate and private foundations, government applications, and donations from individuals of high net worth. Large nonprofits have the capacity to use the most advanced fundraising techniques. Despite worthy missions and dedicated staff, emerging, small, and medium-sized nonprofits struggle because they lack this capacity.
- We receive phone calls weekly from emerging, community, and minority nonprofits that need fundraising assistance. We try to identify capacity building funds for them.
- We provided interim private foundation retainer services to The Reece School, an Article 853 for children who need more support than can be provided in a traditional public-school setting. We also crafted their Spring and Year-end individual donor appeal.

Management/Administrative:

- Brian Dhaniram, our Senior Development Associate, was promoted to the role of Chief Engagement Officer.
- NPI hired a Director of Grants, Jessica Williams, a Licensed Social Worker.
- NPI hired a Senior Development Associate, Maria Gonzalez Bullon, a graduate of St. John's University with an MBA.
- NPI hired a Senior Grants Officer, Stephanie Margolin, a graduate of Columbia University with a Master of Social Work.
- NPI provided guidance and supervision to an intern, Manav Tilwani, who is assisting in marketing and sales initiatives.
- The IRS continued NPI's classification as a tax-exempt public charity.

- We continue to enjoy our office space at 601 Kappock Street and have increased working remotely during COVID-19.
- The Board of Directors provided its annual review of the NPI Fiscal Manual outlining the policies, procedures for sound fiscal control. A financial review of NPI was also conducted this year by Michael Beckman, CPA, of SJO Partners, LLC. The Board also reviewed the draft of that report before it was issued.
- We made strategic updates to the NPI website.
- NPI continues to engage Wiss & Company, LLP., a reputable New Jersey based CPA firm, for all bookkeeping services. Sal Yodice, CPA continues in his role as our accountant.
- Michael Taylor, CFRE, was added to the NPI Board of Directors.



NPI volunteers reach out as needed.

NPI enjoys the leadership of a diverse Board of Directors:

Thomas Mehnert, Board Chair
 Lisa Schaen,
 Treasurer/Secretary
 Michael L. Taylor, Pres. & Dir.
 Michael Davidson, Director
 Wei Ng, Director

Laurence A. Pagnoni, Chairman
 Fatima Prioleau, Director-consumer
 Lisa Redd, Director
 John Backe, Director



Overview NPI income and expenses Fiscal Year ended June 30, 2020:

| | |
|-----------------|-------------|
| Total Revenue: | \$584,409 |
| Total Expenses: | \$643,272 |
| Net Assets: | \$(50,167)* |

**Of note, NPI received a refundable advance from the United States federal government from the Paycheck Protection Program of the Cares Act of 2020 ("PPP") of approximately \$67,500. In accordance with the PPP, the advance is considered a loan until specific criteria are met at which time the advance becomes forgiven which, in substance, would be a grant. At June 30, 2020, management believes the Organization has met the criteria required for the advance to be forgiven and as such has accounted for the funds received as a conditional contribution in accordance with the Financial Accounting Standards Board Accounting Standards Codification for "Not-For-Profit Entities" 958-605. The refundable advance is reported on the Statement of Financial Position as a liability when the funds were received. The Organization would then reduce the refundable advance and recognize the contribution once the condition of release has been substantially met or explicitly waived. As of October 12, 2020, the day these financial statements were available to be issued, the United States government has not released official guidance on PPP loan forgiveness, therefore, conditions have not been met or waived.*