

## REDUCE FIXED COSTS

### **Enable group-purchasing of goods and services**

The Children's Aid Society, Urban Pathways and Barrier Free Living are piloting a group purchasing program coordinated by the Human Services Council. If the pilot is successful, group purchasing will begin to be opened to all nonprofits this summer. Additional joint procurement of information technology will begin this summer, and plan for insurance purchasing will be in place by end of year.

### **Evaluate nonprofit energy use and provide strategies to reduce costs**

The high cost of energy is increasingly a challenge for nonprofits. The City will lead an evaluation of energy use by the City's nonprofit community, by sending a targeted survey. Working closely with the New York Power Authority, the City will use the results to develop strategies that help nonprofits lower their energy costs by promoting energy efficiency and advocating for nonprofits to have the chance to buy "green" electricity at reduced rates.

*For more information: email [info@cityhall.nyc.gov](mailto:info@cityhall.nyc.gov)*

## STRENGTHENING NONPROFITS

### **Offer dedicated assistance to nonprofits available through NYC.gov and 311**

Nonprofits can call 311 to identify resources related to a broad range of management issues, such as: how to create a strategic plan, better manage financial resources, recruit new Board members, and learn about financial incentives. If referrals are not available through City resources, the individuals will be routed to the Community Resource Exchange (CRE) "Executive Director Hotline" where senior members of the CRE staff will provide immediate assistance through further referral, strategic advice, guidance or coaching. Also, [www.nyc.gov/nonprofit](http://www.nyc.gov/nonprofit) will mirror 311 in content and offer online assistance resources, answers to frequently asked questions and a searchable calendar to serve as the clearinghouse for events targeted at nonprofits relating to the economic crisis.

### **Launch Greater NY**

In response to the current economic crisis, and inspired by the model of civic engagement of Business and Government joining together for solution seeking during the 1970's fiscal crisis, private sector business leaders Blair and Cheryl Cohen Efron and Gretchen and Jamie Rubin created Greater NY, a strategic partnership program that pairs business executives with nonprofit executive directors in two-year one-on-one partnerships. Leaders work together to develop and implement innovative solutions to nonprofit business challenges using best practices from both the private and nonprofit sectors. More than 30 business executives have already agreed to volunteer their time and resources. Greater NY is an initiative of the Mayor's Fund to Advance New York. The program is available to any nonprofit receiving funds from the City and applications to participate are available at [www.nyc.gov/nonprofit](http://www.nyc.gov/nonprofit).

## IMPROVE CITY CONTRACTING PROCEDURES

### **Expand accessibility of City contract information and increase agency accountability**

The City will post all contract status information on [www.nyc.gov/hscontracts](http://www.nyc.gov/hscontracts), and update it weekly so that all nonprofits with City contracts can easily check the status of any contract and where it is in the pipeline. In addition, the Mayor's Office of Operations will report on each agency's overall efficiency in processing contracts also on [www.nyc.gov](http://www.nyc.gov).

### **Reduce delays in nonprofit compliance review**

Working in collaboration with the Attorney General's Office, the City will aim to speed the process under which nonprofits are required to show proof of compliance with charities regulation. The Mayor's Office of Contract Services will also review more than 1,600 human services contracts to ensure they meet the necessary conflict of interest and legal compliance requirements.

### **More than double the amount of available bridge loans**

The City proposes to more than double the size of the New York City Returnable Grant Fund from \$8 million to \$20 million – a 150 percent increase - for the next two fiscal years. Organizations receiving expense-dollar contracts or funding awards will be able to use these bridge loans, administered by the Fund for the City of New York, when cash flow is tight to cover short-term costs.

### **Partner with nonprofit lender for revolving loan guarantee program**

As part of the Mayor's 18-point plan announced last fall to help New Yorkers weather the economic downturn, the City expanded the NYC Capital Access Revolving Loan Guaranty Program. The City leveraged its resources to expand the program and provide loan guarantees to nonprofits – in addition to the micro and small businesses – that need loans to help them meet payrolls or other pressing expenses. The City has now contracted with a lender who specializes in nonprofit lending.

### **Introduce a standard multi-agency human services contract**

Starting later this year, the City will begin to solicit human service program contracts using a new standard contract format and a more flexible approach to the bidding process, modeled on successful reforms the City made to the design and construction contracting process. Organizations will be afforded more opportunities to demonstrate how their individual programs best meet the City's service needs and performance standards. With an emphasis on streamlining time frames and reducing burdens, the new process will encourage and reward innovation and program diversity.

*The Mayor's Office of Contract Services designated senior staffer Jennifer Walty as Nonprofit Contract Facilitator to help nonprofits that need special assistance with City rules, regulations or policies affecting their ability to obtain City funding. She can be reached at [NFPhelp@cityhall.nyc.gov](mailto:NFPhelp@cityhall.nyc.gov) or by calling 311.*