



HOW WILL YOU  
**IMPACT**  
THE WORLD?

# THE CENTER FOR NONPROFIT STRATEGY AND MANAGEMENT

PRESENTS

## Consulting Day for New York City's Nonprofit Community

This event is  
co-sponsored by  
Con Edison



**Wednesday, April 10, 2019**  
**9:15 a.m to 3:15 p.m.**

Baruch College, Newman Vertical Campus  
Conference Center, 14th Floor  
55 Lexington Avenue @ 24th Street

**REGISTER:** [tinyurl.com/MarxeConsultingDay](http://tinyurl.com/MarxeConsultingDay)  
by Friday, April 5, 2019

*This free event is a great opportunity to:*

- Meet with a consultant and discuss the challenges facing your organization
- Receive up to two appointments consisting of a free 45-minute one-on-one session
- Network with dozens of leading nonprofit organizations in NYC
- Attend one or two workshops led by experts in the nonprofit sector

Questions? Email: [nonprofit.workshops@baruch.cuny.edu](mailto:nonprofit.workshops@baruch.cuny.edu)

#### OUR MISSION

The mission of the Austin W. Marxe School of Public and International Affairs and its degree programs is to empower the next generation of public and nonprofit leaders, advance knowledge about public life and policy, and engage communities across our city, nation, and world to foster effective, inclusive institutions and societies.

**Baruch** COLLEGE  
MARXE SCHOOL OF PUBLIC  
AND INTERNATIONAL AFFAIRS

**CU** NY THE CITY  
UNIVERSITY  
OF  
NEW YORK

## WORKSHOPS

9:15 AM – 10: 15 AM: **Foundation Center + GuideStar = Candid:** Bradford K. Smith, President, Candid.

Foundation Center and GuideStar, the world’s largest social sector data and knowledge hubs have joined forces to become Candid. What does it take to bring two large nonprofit organizations together? What does it mean for the future of transparency and accountability in the sector? How will Candid’s technology and data yield new products services and insight? And why is the new organization named Candid?

1:00 PM – 3:00 PM: **Major Nonprofit Accounting Changes Effective This Year:** Laurence Scot, MBA, CPA, Co-Founder and Co-Managing Partner, Skody Scot & Co., CPAs

Within the last few years a number of major accounting and reporting revisions have been approved by the Financial Accounting Standards Board (FASB) that will affect every nonprofit organization in the country large or small. These are the first significant changes in over 25 years. Some of these changes will have a major impact on how an organization prepares their financial statements. Others have to do with accounting for: revenue with customers, contributions/grants received and made, and operating leases and will have a major effect on an organization’s net income. This workshop will cover these major revisions in a precise, clear and an easy-to-understand manner.

### MORNING SESSION: 10:15 AM – 12:00 PM

The following consultants are available at these times by appointment only: 10:15AM – 11:00AM; 11:15AM – 12:00PM

STRATEGIC PLANNING	Valyrie Laedlein, Consultant to Social Change Organizations
BOARDS AND GOVERNANCE	Michael Davidson, Board Coach, Nonprofit Management Services
BUDGET AND FINANCE	Daniel Williams, Professor, Baruch College, Marxe School of Public and International Affairs
INTERNATIONAL NGOS: ISSUES FOR WORKING IN NEW YORK	Cristina Balboa, Associate Professor, Baruch College, Marxe School of Public and International Affairs
CORPORATE FUNDRAISING	Mark Bodden, Adjunct Faculty, Nonprofit Management Wagner Graduate School of Public Service at NYU, Consultant for Foundations & Nonprofits
LEGAL ISSUES; HOW TO START A NONPROFIT	Sonia Jarvis, Esq., Distinguished Lecturer, Baruch College, Marxe School of Public and International Affairs
CORPORATE FUNDRAISING	Michael Feller, Distinguished Lecturer, Baruch College, Marxe School of Public and International Affairs
ORGANIZATIONAL DEVELOPMENT AND GROWTH	Erin Connell, Associate Consultant, Community Resource Exchange
CAPACITY BUILDING AND STRATEGIC ALLIANCES	Darwin M.Davis, Adjunct Faculty and Principal, BAC Enterprise

### AFTERNOON SESSION: 1:00 PM – 3:15 PM

The following consultants are available at these times by appointment only: 1:00PM – 1:45PM; 1:45PM – 2:30PM; 2:30PM – 3:15PM

ROLE OF THE BOARD IN GOVERNANCE AND FUNDRAISING	Bonnie Osinski, Fund Development Consultant, Osinski Development Resources
CAPACITY BUILDING AND RISK MANAGEMENT	Wendy Seligson, Founder, Wendy Seligson Consulting
INTERNATIONAL NGOS: ISSUES FOR WORKING IN NEW YORK	John Casey, Professor, Baruch College, Marxe School of Public and International Affairs
MEASURING IMPACT	George Mitchell, Associate Professor, Baruch College, Marxe School of Public and International Affairs
CORPORATE FUNDRAISING	Donna Haggarty, Executive Director, Strategic Partnerships, Baruch College
STRATEGIC ALLIANCES, MERGERS AND COLLABORATIONS	Sandra Lamb, President and CEO of Lamb Advisors
NAVIGATING ORGANIZATIONAL CHANGE	Michael Seltzer, Distinguished Lecturer, Baruch College, Marxe School of Public and International Affairs
FOUNDATION GRANTS	Mary Tufts, Deputy Director of Foundation Relations, Baruch College
FUNDRAISING AND FOUNDATIONS	Hank Goldstein, Principal, The Oram Group