Community Resource Exchange

ENVISIONING THE WORLD WE WANT AND NEED

Annual Report 2021

In 2020, our worlds turned upside down.

Coronavirus ravaged the City – taking countless lives and upending businesses. While there was little known about the novel virus, we knew the very nature of it demanded a new way of being. For many nonprofits, this meant quickly pivoting to support community needs even as the crisis continued to evolve day by day; from developing new food and technology distribution programs to providing remote programming, the social sector had transformed dramatically. At CRE, we experienced great shifts too. We transitioned all of our services virtually and even developed a COVID-19 Crisis Response Advisory to provide sector-wide consultation. We adopted tech tools like Zoom, Jamboard, and Slack, like many other nonprofits learning to navigate virtual work. Although such transitions were created during immensely difficult times and were not without hurdles, one thing was clear: **the pandemic presented an opportunity to do things radically differently**. It allowed us to reimagine our world. It created a new realm of possibilities.

At CRE, we boldly step into this new realm.

We've learned what the nonprofit sector needs. Capacity-building support that centers and cares for the individual at the heart of all our work. Championing of the community-based organizations who held everything down for their constituents before, during and after the pandemic. Bold imagination to do things differently. Over the course of FY21, our team delved into conversation to envision the Upbuild, a way to seize this once-in-a-lifetime opportunity.

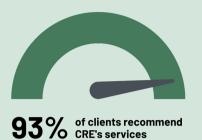
Upbuilding is a vision and call for the social sector to imagine and define the world that we want to live in. It centers care, believes in abundance and sustainability of the sector, and embodies social justice values. Our team commits to Upbuilding, knowing we have the power to build a new world that we want and need.

We are grateful.

We celebrate the incredible impact our organization has had on nonprofits across the City and look toward embodying the Upbuild more and more. We uplift the great achievements in supporting small and mighty grassroots organizations to larger institutions from this past year, some of which are shared in this Report. With utmost gratitude, we express our sincere appreciation for our team, the Board, community, clients, and funders, as we boldly step into this new world of possibilities.

OUR IMPACT





43 years leading the s e c t o r

WE'VE WORKED WITH





OUR IMPACT

In 2021, CRE's expert consultants provided strategic guidance and support to over 400 organizations. From small grassroots organizations to long-established institutions, we've provided support on board governance, risk management, talent management, team effectiveness, and more.

Amongst the many organizations we've supported, 21% are small and mighty organizations with budgets less than \$1 million – of which 54% are women-led organizations and 34% are BIPOC-led.*

* This data is partial and based on selfidentified client responses.

AREAS WE'VE SUPPORTED OUR CLIENTS



A DEEPER LOOK

Leadership & Professional Development

At CRE, we build resilient leaders. In 2021, we trained over 60 nonprofit leaders to be confident and brave in the face of crises through three Leadership & Professional Development Cohort programs – Leadership Caucus, High Performing Managers Initiative, and Community Response Cohort Program.

Each cohort, comprised of Issue Discussions (experiential workshops), Action Learning (peersharing and peer-learning), and Individual Coaching, provided real-time support to nonprofit leaders as they adapted to their new realities. CRE consultants created courageous spaces for participants to share, motivate, and reflect with each other.

Leadership Caucus is a well-respected seven-month leadership development program for early-career Executive Directors and highly qualified senior leaders. Since 2005, it has nurtured hundreds of social sector leaders and provided foundational tools to build their leadership skills. Although held virtually this year, the indelible impact of the Caucus was no different from years prior. Participants rated their overall satisfaction with the program at 94% and provided glowing feedback: "I LOVED the Leadership Caucus. There's nothing I'd change. There was a great mix of learning concrete skills and opportunities to work out specific challenges or issues we're encountering in our work."

High Performing Managers Initiative is a seven-month leadership development program for mid-career managers. It offers leadership tools and frameworks for these emerging leaders to leverage their individual strengths to effectively navigate their positionality in their respective organizations. Topics covered included: Leading and Managing for Success; Managing for High Performance; Identity and Situational Leadership; and Maximizing Influence and Impact. When using a 360° evaluation tool to assess leadership skills, participants noted that the "360° evaluation was an eye opener to see what [they] should be doing, stop doing, or doing more of."

Community Response Cohort Program is a three-month, pandemic-specific training program for youth service organizations that pivoted to provide childcare and enrichment options for public school students. It provided participants with a firm grounding in best practices, core competencies, and skills needed to understand and use outcomes for program planning and management during a challenging year. Participants appreciated learning the different styles of leadership and sharing space with fellow service providers -- one of whom noted that "The overall training was supportive and informative. I loved the 1:1 coaching aspect and space to talk to peers."



Coaching

What makes CRE unique is that we approach all of our services from a Coaching mindset. Through Coaching, we guide and support leaders to strengthen their leadership and management skills by activating their inner wisdom and experience. This year, we supported over 100 executive directors and managers to strengthen their abilities to shape organizational culture, inspire direct reports towards higher performance, and increase teamwork and collaboration. Coachees have noted that "The coaching opportunity was extraordinary...it served me well. I was able to run certain situations by the coach and process my way of thinking about such situations."

Foundations of "Diversity, Equity, Inclusion, and Accessibility"

This webinar openly shared CRE's DEIA practice and lessons from our own internal racial equity journey. It helped participants increase confidence, motivation and capacity to move toward anti-racism and racial equity.

"ECHO Learning Series: Using Dialogue to Advance Organizational Racial Equity"

This series of three interactive sessions held over two months provided 25 participants with a firm understanding of CRE's ECHO framework that is intended to support the facilitation of dialogue related to DEIA (diversity, equity, inclusion, and access) within and across teams.



STRENGTHENING THE SECTOR

Social justice-centered leadership and management insights from our expert consultants



"How to be an Antiracist Supervisor: Start with Changing What You Call Yourself" by Kim-Monique Johnson



"Why Ongoing Power Building Matters and How Every Nonprofit Can Do It" by Louisa Hackett and Mohan Sikka



"Avoiding Burnout and Preserving Movement Leadership" by Tiloma Jayasinghe



"The Hidden Cost of DEI Work--And What to Do About It" by Andrea J. Rogers and Tiloma Jayasinghe



"The Fight for Voting Rights" by Elan Joseph



"A Guide for White Leaders, Part II: Three Universal Truths and Four Additional Actions for Change" Tracey K. Allard



"So You Want to be Woke... Prove It!" featuring Andrea Rogers, Christine Boodie, Carlene Buccino, Jean Lobell, Jeff Ballow and George Hsieh



"HR: Centering Equity & Shifting Practices" by Kim-Monique Johnson and Jean Lobell



"Diversifying Fundraising: How Your Organization & the Field Can Build a Pipeline of Diverse Fundraising Leaders" by Unique Brathwaite



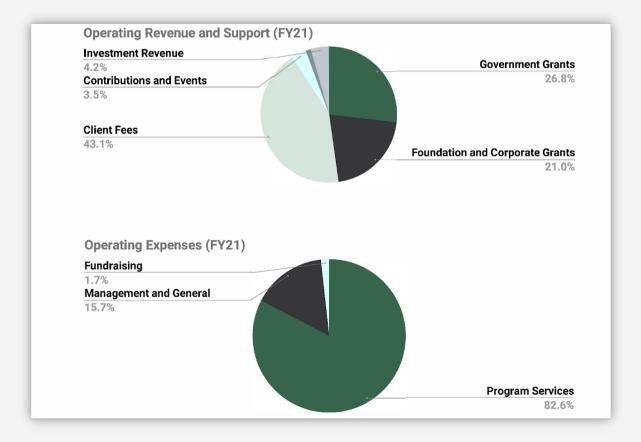
"Beyond Anti-Racist Statements with Tracey Allard and George Hsieh" on Nonprofit Lowdown by Rhea Wong #118



"Getting to Know You Series: Meet Tiloma Jayasinghe of Community Resource Exchange" with Robert Sterling Clark Foundation

FINANCIALS

OPERATING REVENUE & SUPPORT	
Government Grants	\$1,133,056
Foundation and Corporate Grants	\$884,169
Client Fees	\$1,817,357
Contributions	\$148,549
In-Kind Contributions	\$50,333
Investment Revenue	\$177,021
Other Revenue	\$9,742
Total Revenue	\$4,220,227
OPERATING EXPENSES	
Program Services	\$3,159,155
Management and General	\$598,817
Fundraising	\$66,770
Total Operating Expenses	\$3,824,742
Total net assets without donor restrictions, beginning of year	\$3,265,356
Total net assets without donor restrictions, end of year	\$3,660,841
Change in total net assets without donor restrictions	\$395,485



Acacia Network Academy of Medical and Public Health Services Accion East ACES (Athletes Committed to Educating Students) Achilles International Action Center for Education and Community Development. Inc Adult Friends for Youth Advantage Learning Lab African Refuge After-School All-Stars Aim High Alive and Well Alliance for Higher Education in Prison Alliance for Young Artsts & Writers / Scholastic Art & Writing Awards Alliance of Families for Justice America On Tech American Express American Friends Services Committee of Arizona Andrew Freedman Home Arab American Association of New York Arab-American Family Support Center Argus Community, Inc. Asian American Arts Alliance Asian American Federation of New York Asian American Writers' Workshop Asiyah Women's Center ASPIRA of New York Association for the Help of Retarded Children Association of Progressive Dominicans Atlanta Police Athletic League AXS Lab Ballet Tech Foundation, Inc. Banana Kelly Community Improvement Association, Inc. **Bay Ridge Center Beam Center** Bedford-Stuyvesant Restoration Corporation Behind the Book Bergen Basin Community Development Corporation Bergen Beach Youth Organization **Black Feminist Project Bloomberg Philanthropies** Bloomingdale School of Music Boys & Girls Club of Harlem Boys & Girls Club of Metro Queens, Inc. Boys & Girls Club of New Rochelle Boys & Girls Clubs of Hudson County BRC Breakthrough Central Texas Breakthrough Miami Breukelen Cornerstone Brienza's Educare Bronx Children's Museum Bronx Cooperative Development Initiative BronxWorks Brooklyn Arts Council Brooklyn Bureau of Community Services **Brooklyn Community Foundation** Brooklyn Music School Brooklyn Prospect Charter School Brookside Community Development Corporation Brown Girl Recovery

BUILD NYC Building One Community CAMBA, Inc. Cardinal McCloskey Community Services Caribbean Cultural Center African Diaspora Institute CaringMatters Casita Maria Center for Arts and Education Catholic Charities of the Archdiocese of New York CONS Center for Educational Innovation Center for Family Representation Center for Health Care Strategies Center for the Integration and Advancement of New Americans **CenterPoint Education Solutions** Central Brooklyn Economic Development Corporation Change for Kids Chess in the Schools Chhava CDC Children of Mine Youth Center, Inc. Children of Promise, NYC Children's Museum of the Arts Chinese-American Planning Council **Chocolate Factory Theater** Christopher Rose Community Empowerment Campaign **City Harvest Clarkston Community Center Foundation** Classic Stage Company Coalition for Asian American Children and Families **Coalition for Hispanic Family Services** College & Community Fellowship Columbia University School of Social Work **Communitas America** Communities Resist Community Access Community Care Brooklyn (Maimonides Medical Center) Community College of Philadelphia Community FoodBank of New Jersey Community Health Centers of Burlington **Community Voices Heard** Community Youth Advance **Concrete Safaris Cooper Square MHA** Cornerstone of Hope Coro New York Correctional Association of New York Court Appointed Special Advocates (CASA-NYC) Covenant House New York CUNY Institute for State and Local Governance (ISLG) Custom Collaborative Cypress Hills Local Development Corporation Dancewave Dancing Classrooms Dav One Diaspora Community Services, Inc. Directions For Our Youth, Inc. DKMS Doctors Without Borders - MSF USA Domus Kids DREAM!

Dream Center of Gaston County DreamYard Project East Side House Settlement Ebony Horsewomen, Inc. Educational Video Center Elmcor Youth & Adult Activities, Inc. Everytown for Gun Safety exalt ExpandED Schools Family & Children's Agency Family Centers Family Promise Family Touch FEGS Fifth Avenue Committee **Firelight Media Flatbush Development Corporation** Flex Dance Program Inc. Florida Leadership Venture, Inc. Forestdale, Inc. Fostering Progressive Advocacy (FPA) Foundation Freedom for Immigrants Fresh Youth Initiatives Friends of Aine Friends of Crown Heights Educational Centers, Inc. Funders' Collaborative on Youth Organizing Gangstas Making Astronomical Community Changes, Inc. **Generation Citizen** Gerard's House Girl Vow. Inc Girls Educational and Mentoring Services Girls Inc. of Greater Los Angeles Girls Preparatory Charter School of New York **Global Kids GO** Project God's Love We Deliver Good Shepherd Services Goodwill Industries of Greater New York and Northern New Jersey, Inc. Gowanus Canal Conservancy Grand Street Settlement Greater Illinois Pediatric Palliative Care Coalition Greenwich House Habitat for Humanity Haitian Americans United For Progress Hamilton-Madison House HANAC, Inc. Harlem Hospital Harriman Summer Camp, S-11 Heights and Hills Henry Kaufmann Campgrounds Henry Street Settlement Her Justice Hey Girl! The Collective High Jump Highbridge Advisory Council Family Services HOGAR. Inc. Horizons Hostos Community College Housing Conservation Coordinators Hudson Guild Hunts Point Alliance for Children I Am My Brother's Keeper

I Challenge Myself Ice Hockey in Harlem Ifetayo Cultural Arts Academy Imani House. Inc. Immigrant Social Services, Inc. Incredible Credible Messengers India Home Indochina Sino-American Community Center Institute for Family Health IntegrateNYC InterExchange Interfaith Center of New York International Refugee Assistance Project Irwin A. & Robert D. Goodman Community Center Italian American Civil Rights League Jacob A. Riis Neighborhood Settlement James Weldon Johnson Leadership Academy Japanese American Social Services, Inc. Japanese Association of New York JASA (Jewish Association Serving the Aging) Jericho Proiect Jewish Community Center of Staten Island **JMacForFamilies** Job Path JobsFirstNYC JustFix.nvc Justice in Motion JustLeadershipUSA Korean American Family Service Center (KAFSC) Korean Community Services KYCC (Koreatown Youth and Community Center) La Colmena LatinoJustice PRLDEF Lawyers Alliance for New York Learning through an Expanded Arts Program (LEAP) Lehman Center for the Performing Arts Limón Dance Company Little Village Environmental Justice Organization (LVEJO) Madison Square Boys & Girls Club Madison Square Park Conservancy Manhattan Youth Recreation and Resources. Inc. Marsha P. Johnson Institute (MPJI) Masa Maspeth Town Hall MBD Community Housing Corporation Mekong NYC Mental Health Service Corps (MHSC) Mercy Center Migrant Center of New York, Inc. (MCNY) MinKwon Center for Community Action **Mission Investors Exchange** Mixteca Organization, Inc. Momentum Nonprofit Partners Morningside Center for Teaching Social Responsibility Mosholu Montefiore Community Center, Inc. Mourning Hope Grief Center Ms ID Mv Place Teen Center National Black Women's Justice Institute Neighborhood Association for Inter-Cultural Affairs, Inc. (NAICA)

Neighborhood Housing Services of Queens CDC, Inc. Neighborhood Initiatives Development Corp. (NIDC) New American Pathways New Economy Project New Hope Center for Grief Support New Hope Grief Support Community NEW Pride Agenda (NPA) New Settlement New Visions for Public Schools New York City Council New York City Department of Health and Mental Hygiene (NYC DOHMH) New York City Department of Housing Preservation & Development New York City Department of Youth and Community Development New York City Housing Authority New York Common Pantry New York Edge New York Grey Cadets New York Immigration Coalition New York Junior Tennis & Learning New York Lawyers for the Public Interest New York Public Library (NYPL) New York Restoration Project NIA Community Services Network, Inc. Nobel Women's Initiative Northern Manhattan Improvement Corporation (NMIC) NYC Employment & Training Coalition (NYCETC) NYIHA Media NYSARC Trust Services Ocean Bay Community Development Corporation (OBCDC) OHuddle Mentorship, Inc. **Oliver Scholars** One for Democracy Opening Act Opportunities for a Better Tomorrow (OBT) Opus Dance Theatre and Community Services, Inc. **Osborne** Association P2L: Pathways To Leadership PAIR Project ParentJobNet. Inc. Park Nicollet Foundation: Growing Through Grief Part of the Solution Partnership with Children Partnerships for Parks PENCIL Pencils of Promise People for Community Recovery Person to Person (P2P) Phipps Neighborhoods Pillars Community Health Play Study Win, Inc. Poets House Police Atheltic League Power of Two Presbyterian Senior Services (PSS) Pride Center of Staten Island Project Hospitality, Inc. PROMISE PROJECT Providence ¡CityArts! for Youth **Proyecto Pastoral**

Public Health Solutions Queens Community House Rauschenbusch Metro Ministries **RFAD 718** Red Hook Initiative Ridgewood Bushwick Senior Citizens Council **Rights and Resources Initiative** Riley's Way Foundation RISE **Rising Youth Theatre** Riverdale Neighborhood House **Riverside Language Program** Roads to Success Robin Hood Rocking the Boat Row New York Ryan's Place Sadie Nash Leadership Project SAGE Fund Salvadori Center Samuel Field YM & YWHA, Inc. Sapna NYC SCAN-Harbor SeaChange Capital Partners Selfhelp Community Services Serious Fun After School, Inc. Sheltering Arms Children and Family Services Sikh Coalition Sitka Sound Science Center South Asian Youth Action (SAYA) South Oueens Women's March Sports & Arts in Schools Foundation St. George Theatre Restoration, Inc. St. Nicks Alliance Stanley M. Isaacs Neighborhood Center StreetSquash STRIVE Sunnyside Community Services Support Center Sustainable South Bronx **TADA!** Youth Theater Tamarack Grief Resource Center Tanger Hillel at Brooklyn College Tech Kids Unlimited The Advocacy Institute The Alliance for Positive Change The Ansob Center for Refugees and Immigrants The Bronx is Blooming The Cambodian Family Community Center The Child Center of NY The Children's Aid Society The Children's Village The Creative Center at University Settlement The Door The Fresh Air Fund The Grief Center of Southwest Colorado The Healing Center The HOPE Program The Immokalee Foundation The Kindertransport Association The Knights The Knowledge House

The Legal Aid Society The Lesbian, Gay, Bisexual & Transgender **Community Center** The Lost Angels Children's Project (LACP) The Marcy Lab School The New York Women's Foundation The Opportunity Network The Participatory Budgeting Project The Riverdale Y The Salah M. Hassanein Variety Boys & Girls Club of Queens (VBGCQ) The Staten Island Foundation The Studio Museum in Harlem The University of Texas Rio Grande Valley - School of Social Work The W.O.W. Project Theatre for a New Audience Theatre for Young Audiences USA (TYA/USA) Third World Newsreel (TWN) ThriveNYC Transgender Legal Defense & Education Fund (TLDEF) Union Settlement Unitarian Universalist Veatch Program at Shelter Rock United Activities Unlimited, Inc. (UAU)

United Neighborhood Houses (UNH) University Settlement UnLocal, Inc. Upriver Youth Leadership Council (UYLC) UpSpring Uptown Stories **Urban Pathways** Venture for America Violence Intervention Program (VIP) Volunteers of America We Don't Waste Willow House Women for Afghan Women Women's Justice NOW Women's Community Justice Association (WCJA) WomenRising Yadestiny Treasure Chest (YTC) YM&YWHA of Washington Heights & Inwood YMCA of Greater New York - Dodge YMCA of Greater New York - McBurney YMCA of San Francico - Presidio Young Advocates for Fair Education (Yaffed) Youth Design Center Youth Represent YWCA of Oueens YWCA of the City of New York (YW-NYC)

PARTNERS

Government

New York City Department of Youth and Community Development New York City Council

Corporations

BankUnited MUFG Union Bank Partners Group Schulte Roth & Zabel LLP

Foundations

American Express Foundation **Bloomberg Philanthropies** Booth Ferris Foundation Brooklyn Community Foundation Diana Davis Spencer Foundation Doris Duke Charitable Foundation Korean American Community Foundation Laurie Tisch Illumination Fund Lone Pine Foundation Nancy Meyer Revocable Trust New York Foundation New York Life Foundation New York Women's Foundation People's United Community Foundation Research Foundation of the City University of New York Robert Sterling Clark Foundation Robin Hood The Charles Hayden Foundation The M&T Charitable Foundation The New York Community Trust The Starry Night Fund van Ameringen Foundation Westchester Community Foundation William T. Grant Foundation

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*This is a partial list of CRE staff members from October 2020 - September 2021.

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Rosa McGoldrick Global Communications Executive

Dipty Jain Partner, BDO FMA Dear Friends and Supporters,

We are proud of our accomplishments in FY21. Our staff and board collaborated to ensure that CRE continued to deliver its supportive, impactful services to nonprofits in New York City and beyond. Not only did we continue to meet the moment, but we innovated along the way. Our Leadership Caucus and professional development programs went 100% virtual in a matter of weeks-and they still delivered results. We facilitated complex engagements around DEIA, strategic planning, and team-building entirely over Zoom. We onboarded a new CEO! Started building out a new strategic plan for CRE! Most importantly, we implemented a fresh framework to guide our mission and vision: the upbuild. Upbuilding means that we're not going back to a status quo that does not serve us or the communities we serve. Instead, we're going to imagine anew how we engage in capacity building: We're going to center care-"care-pacity" building-and we're going to be courageous in what systems and processes we use to strengthen the internal workings of an organization. In so doing, we're committed to centering the shared humanity that is at the heart of all that we do. CRE 2021 was all of this and, looking forward, CRE is positioned to do so much more.

We want to acknowledge that at the time this annual report goes live, there are currently nations at war, we're experiencing another spate of violence against Asian Americans, and a new variant of Covid looms on the horizon. We are still living through the effects of pandemics, and economic, social, and political volatility. At CRE we hold space, offer grace, and extend support to our team and clients as a way to stand in solidarity together. We also celebrate and uplift the resilience of our communities. Remarkably, many new nonprofits were created during the pandemic! On our team, we celebrated two new babies, three marriages, new homes, milestone birthdays and anniversaries, and countless other moments. We hold tight to these moments of joy where hope and resilience endure. We hope that you too can pause and reflect on your resilience and hold it close as you navigate these turbulent times.

Warmly,

Tiloma Jayasinghe President & CEO, Community Resource Exchange

Amer S. Ahmed Chair, Board of Directors

ABOUT US

Community Resource Exchange (CRE) is a nonprofit consulting powerhouse that provides the strategies and tools needed to build sustainable, high-performing organizations that improve people's lives and drive social change.

We partner with nonprofits, foundations, and government agencies to set ambitious goals for success – and then we help them get there. Together, we work to reduce poverty, promote equity, and increase opportunity.



100% of our senior management team is comprised of BIPOC leaders.



Since 1979, we have strengthened & supported thousands of NYC-based organizations, City agencies, and philanthropic organizations.



We incorporate a racial equity lens in all of our work — from the inside all the way out.

OUR VALUES

We are committed to our values, including our deepening commitment to becoming an anti-racist organization, and to dismantling anti-Blackness:

- Collaboration: We are smarter and more creative when we work together (and it's more fun too).
- Diversity, Equity, Inclusion, and Accessibility (DEIA): We believe that true impact can only be achieved when we lift up diverse voices that have not always been heard.
- Accountability and Excellence: We promise excellence in all that we do and hold ourselves accountable to the community, the people we serve, and each other.
- Reflective Practice: We appreciate the big questions, tough discussions, and unexpected answers.
- Power of Change: We believe that change is always possible and unleashes opportunity and the potential for creative solutions that improve communities.
- Courage: We embrace bold ideas and risks that allow us to partner with clients as they overcome challenges and move toward change.



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