

# MISSION POSSIBLE: NOT-FOR-PROFIT & EDUCATION CAPABILITIES

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**ABOUT COHNREZNICK**



## OUR MISSION

To provide forward-thinking solutions, service that exceeds expectations, and create **opportunity, value, and trust** for our clients, our people, and our communities.

**We are CohnReznick.**

## OUR VISION

We will be a firm of **excellence and innovation** – providing invaluable services and **insights** to our clients; fostering a workplace culture that develops **leaders and values diversity**; and working to make our communities better.



# COHNREZNICK BY THE NUMBERS





# OFFICE LOCATIONS



## INTERNATIONAL

- Cayman Islands\*
- Chennai, India\*
- Sydney, Australia\*
- Hong Kong\*
- The Hague, The Netherlands\*
- Nexia International—The tenth largest provider of audit and advisory services in the world. The network includes more than 20,000 professionals in 565 offices operating in over 100 countries.

\*Foreign offices are subsidiaries of CohnReznick.



# GLOBAL CAPABILITIES

Geographic boundaries are no longer barriers to doing business. But doing business in other countries requires reliable and experienced accounting, tax and business advice from practitioners “on the ground” in those jurisdictions.

To meet this need, CohnReznick is an independent member of Nexia International.

- Leading provider of audit and advisory services worldwide
- \$2.9 billion in total revenue
- 23,000 professionals
- 600+ offices
- 105 countries

We take a proactive role in Nexia, serving as one of two U.S. firms on its board of directors and regularly meeting with and training member firms around the world. This allows us to provide our clients with unified and consistent solutions around the globe.



CohnReznick is an independent member of Nexia International

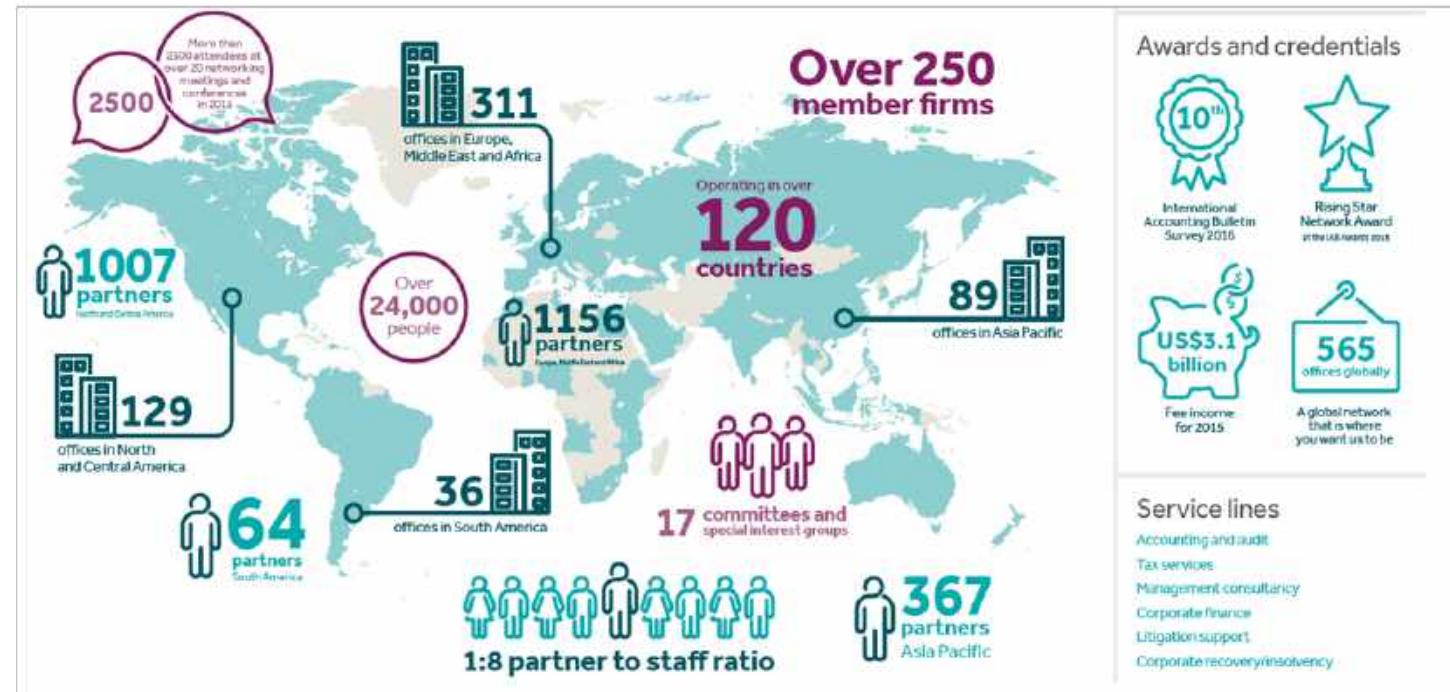


# GLOBAL REACH

CohnReznick is a proud member of Nexia International, the 10th largest provider of audit and advisory services in the world. Working as a team with other Nexia firms, we provide our clients with a unified, consistent approach to their accounting, tax, and business issues, wherever they arise, and local expertise and connections where they are needed. Countries within this network include the UK, Singapore, Canada and Mexico.



## Our world in numbers







**NOT-FOR-PROFIT &  
EDUCATION PRACTICE**

# HELPING NOT-FOR-PROFITS ACHIEVE THEIR VISION

## Quick Facts

- One of the largest dedicated not-for-profit accounting practices
- Approximately 575 professionals serving the industry
- Serve more than 1,700 clients across all major segments
- Participate in the Government Audit Quality Center established by the Institute of Certified Public Accountants

**Mission Possible.** CohnReznick collaborates with not-for-profits to provide customized solutions and peace of mind. From enhancing governance, to minimizing risks, to improving controls and processes, we help make your organization's mission possible.

As one of the leading advisory, assurance, and tax firms in the United States, CohnReznick has a dedicated Not-for-Profit and Education Industry practice, which collaborates with the boards, executives and staff of not-for-profit and educational organizations to help build sustainable organizations.

**With CohnReznick, your mission is possible.**

# WHY CHOOSE US?

## Recognized not-for-profit & education industry expertise:

- With approximately 575 integrated audit, tax, and consulting professionals with not-for-profit & education expertise, we have the depth innovative of resources to provide efficient service.
- Our clients range in size from international associations to local charities.
- We are proud of our long-term client relationships, reputation for audit service and staff consistency.

## Personalized and attentive service:

- We provide a high degree of Partner-level involvement in client engagements with a significant investment in planning to help ensure our services have the desired impact.
- We believe in frequent communications with senior management and the audit committee and avoid surprises by keeping our clients informed about industry developments.
- CohnReznick delivers consistent on-time and on-budget execution of services by initiating and facilitating regular discussions on the engagement process with clients.
- Our Not-for-Profit Industry Practice has Quality Control professionals that reside locally to help ensure the timely completion of our services.
- We are consistently rated as a “Best Place to Work,” which allows us to retain staff and maintain the continuity of our engagement teams.



### Service On-Demand

We offer a highly responsive approach and direct partner access, so that clients receive answers from the top whenever needed.



### Real-World Experience

Many of our professionals serve on not-for-profit boards and are active in professional organizations, allowing us to speak from experience when providing advice.



### Best People & Culture

Deep bench of top professionals, supported by a diverse Firm dedicated to serving the not-for-profit and education industry with ample resources and a commitment to giving back to the communities we serve.

# INCLUSIVE & DIVERSE CULTURE

CohnReznick promotes an inclusive and diverse firm culture that develops industry-focused leaders, dedicated to excellence, integrity, and reliability.

Our Not-for-Profit and Education industry professionals are passionate about supporting clients' missions and making the world a better place.

Our team's insights, backgrounds, capabilities and viewpoints have helped not-for-profits optimize their resources, respond to fiscal challenges, improve governance, identify and mitigate risks, and provide greater transparency to their stakeholders.



# WHO WE SERVE

**Associations:** We work with professional and trade associations to identify alternative revenue sources, integrate technology to enhance operational efficiency, identify and mitigate risks, and develop new strategies to provide value to their members.

**Social service and charitable agencies:** We help these entities leverage their governance and internal controls to improve accountability and transparency, assess proposals for supporting community and educational programs, and develop strategic plans to strengthen long-term viability.

**Not-for-profit housing developers:** With extensive experience in the affordable housing real estate industry, we help not-for-profit housing developers sustain their operations by identifying new partnership opportunities and funding sources to include a variety of tax credits and programs.

**Foundations:** We help foundations navigate the complex regulatory changes affecting them; implement practices to improve corporate governance, accountability, and standards for giving; and balance financial and philanthropic objectives.

**Educational institutions:** We work with independent schools, colleges and universities, and other institutions to provide the tools needed to refine endowment and enrollment processes, improve budget and management systems, and better manage and maintain campus facilities.

**Religious and cultural organizations:** We help these organizations develop strategic plans to best meet their mission goals and objectives, maximize real estate assets, strengthen cash flow management, and enhance planned giving strategies, and strengthen internal goals.



# REPRESENTATIVE NOT-FOR-PROFIT & EDUCATION CLIENTS

Below is a partial listing of not-for-profit and education industry clients served:

- ADP Foundation
- Agahozo Youth Shalom Village
- American Arbitration Association
- American Health Insurance Plans Foundation
- American Institute of Certified Public Accountants
- Andrea and Charles Bronfman Philanthropies
- Association of Computer Machinery
- C-SPAN Education Foundation
- Cardiovascular Research Foundation
- Catholic Charities of Brooklyn and Queens
- Charles Edison Fund
- Community Foundation of New Jersey
- Easter Seals New Jersey, Inc.
- Fashion Institute of Technology
- Financial Executives International
- Financial Executives Research Foundation
- Foundation Trust
- Fuller Foundation
- Girl Scouts, San Diego Imperial Council
- HANAC Inc.
- Institute of Management Accountants
- ISACA
- Jewish Community Foundation of Greater Hartford
- Jewish Theological Seminary
- Jewish Child Care Association
- Knott Foundation
- Leon Levy Foundation
- Long Island University
- Metropolitan Council on Jewish Poverty
- Mystic Seaport Museum
- NAFSA: Association of International Educators
- National Development Council
- National Council of Nonprofits
- National Kitchen and Bath Association
- New York Botanical Garden
- New York State Society of Certified Public Accountants
- Newman's Own Foundation
- Orthopedic Institute for Children
- Panasonic Foundation
- Physician Affiliate Group of New York
- Pratt Institute
- Research Foundation for the City University of New York
- San Diego Zoo
- Skirball Cultural Center
- The Hotchkiss School
- Thompson Family Foundation
- United States Council for International Business
- Windsong Trust

# INTEGRATED SOLUTIONS FOR NOT-FOR-PROFITS

**Support for new accounting standards** - In the coming years, not-for-profits will be required to adopt several new and complex accounting standards issued by the Financial Accounting Standards Board. We keep our clients apprised of upcoming standards through a variety of communications and can help your organization implement new standards in an efficient and objective manner.

**Not-for-profit tax requirements** - Obtaining and maintaining tax-exempt status is essential to organizations. CohnReznick has a dedicated not-for-profit tax team that provides specialized expertise in the compliance and reporting obligations of IRS Form 990 or Form 990-PF and ASC 740 (FIN 48). We can also assist you with corporate structuring, state and local tax issues, Unrelated Business Income Tax, and foreign tax compliance.

**Specialized audits** -To enhance the quality and drive efficiency in the assurance services we provide, we are committed to the professional development of our people, continuous monitoring of our services, and thoughtful deployment of existing and emerging technologies. Our assurance services include internal audits; audits in accordance with auditing standards generally accepted in the United States; the standards for financial audits contained in Government Auditing Standards issued by the Comptroller General of the United States; the Single Audit Act Amendments of 1996; and the provisions of the Uniform Guidance.

**Key performance indicators** - Using a variety of technology solutions and benchmarking data, we help our clients identify and monitor key performance indicators. Our insights and tools enable organizations to identify trends in their metrics and benchmark their performance against their peers. This data can be invaluable to boards and staff when making operational decisions.

**Value-added advisory services** - To navigate more operational, event-driven, and performance challenges, today's not-for-profits need flexible, iterative approaches to solving dynamic business issues. To meet those needs, CohnReznick provides a suite of advisory services to include cybersecurity, technology and data, risk compliance, and more.

# LEADING NOT-FOR-PROFIT INSIGHTS TO HELP CLIENTS SUCCEED

To provide our clients with real-world insights, our team is dedicated to reporting on not-for-profit industry trends by publishing two semi-annual reports:

- Not-for-Profit Governance & Financial Management Survey Report
- Not-for-Profit & Education Industry Perspectives Report

Available on [CohnReznick.com](https://www.cohnreznick.com).





# WEBINARS FOR THE NOT-FOR-PROFIT INDUSTRY

## Non-Profit Governance & Financial Management Webinar Series

To help not-for-profit organizations succeed, CohnReznick hosts an ongoing webinar series to address the complex accounting, compliance, and governance issues facing exempt organizations today.

**Available live and on-demand.**

### Recent Webinars

- 2019 FASB Update for Not-for-Profits
- Interim Guidance on Non-Deductible Parking Expenses
- Leveraging Real Estate Assets for Not-for-Profits
- The Wayfair Decision & the Impact on Not-for-Profits
- Key Tactics for Ensuring Long-Term Financial Sustainability for Not-for-Profits
- 2018 FASB Update for Not-for-Profits
- CohnReznick's Not-for-Profit Survey Highlights: Cybersecurity, Risk Management & More

# THOUGHT LEADERSHIP & ALERTS

- 5 Key Tips for Not-for-Profit's ERM Process
- 2019 FASB Update for NFPs - ASU 2018-08, "Clarifying the Scope and the Accounting Guidance for Contributions Received and Contributions Made"
- How to Ensure Financial Sustainability for Your NFP
- Clock is Winding Down On Implementing Uniform Guidance Standards
- IRS Releases Interim Guidance on Unrelated Business Income Tax (UBIT): Notice 2018-67
- Tax Exempt Groups Face New IRS E-Filing Rules Under TFA
- Revenue Recognition Considerations for the Not-for-Profit Sector
- IRS Issues Revenue Procedure 2018-39, Partially Easing Donor Requirements
- IRS Provides Interim Guidance on Employer-Provided Non-Deductible Parking Expenses for Unrelated Business Reporting Purposes
- The Wayfair Decision and the Impact on Not-for-Profit Organizations
- What Not-for-Profits Need to Know About the Tax Cuts and Jobs Act
- What To Do Before Disaster Strikes: Business Continuity Planning for Not-for-Profits
- Cybersecurity: 5 Questions to Ask Your NFP Board to Minimize Risk
- Foundations and the Changing Landscape of Philanthropy





**CONTACT US**

# CONTACT

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