

# BlumShapiro

Accounting | Tax | Business Consulting

The passion to unlock potential  
for Non-Profit Organizations



## Non-Profit Tax Boot Camp for Executives New to the Non-Profit World

BlumShapiro is passionate about keeping our non-profit clients up-to-date on the latest tax developments affecting tax-exempt organizations – legislative, regulatory and administrative developments – through our webinars, eNewsletters, website and face-to-face meetings. Our tax-exempt specialists are on the forefront of identifying emerging tax developments and trends in the non-profit industry with the Internal Revenue Service. We communicate with clients to help keep them in compliance, manage any tax risk, avoid reputational risk and stay ahead of the curve.

**Executives new to the non-profit world:** Many times financial executives transfer from the commercial world to the non-profit world and find there is a big difference.

### Let our tax specialists help you get up to speed.

Our tax boot camp features a three-part series of one-on-one discussion sessions tailored to your organization's specific tax circumstances and can help you become highly expert in your organization's tax positions, filings and risks so you are able to:

**Communicate to your board members and others on your public Form 990 tax filing:** Your Form 990 is prepared, reviewed and filed. But, unlike a business tax return, your organization's Form 990 is open for the world to see. Part of your responsibility is to make sure that your Form 990 tells the most favorable story possible and reflects highly on your organization. The Form 990 has many technical questions and various schedules, with definitions that are not always intuitive, and inconsistencies are not uncommon.

### Other Non-Profit Tax Services at a Glance

- Tax diagnostic review
- Unrelated business activities
- Compensation
- Fringe benefit/employment tax
- Fundraising and donation tax issues
- Mock IRS audit
- Tax Compliance
- Best practices regarding governance, Form 990 disclosures and policies

### Please contact one of our experts:



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Tax Director, Boston  
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Tax Principal, West Hartford  
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## Non-Profit Tax Services (cont.)

Our tax specialists work directly with you one-on-one so that you will know as much as anyone about your Form 990 - and can communicate confidently with board members, audit committee/finance committee members, the executive director or anyone else, as needed.

**Compare your organization to other organizations:** You will also be able to read the Forms 990 of peers and competitors, understand the differences and similarities between them to see where your organization stands, and compare the numbers. However, your Form 990 is not just about the numbers. Understanding the Form 990 allows you to benchmark your policies, disclosures, governance and executive compensation, and adopt best practices.

**Identify and understand tax exposures:** Financial executives who are new to the non-profit industry are often surprised at the extent of tax exposures faced by tax-exempt organizations. Tax topics such as unrelated business activities, intermediate sanctions, donor and fundraising matters, lobbying and political activity, and tax-exempt bonds are all specific to the non-profit world. Familiar tax topics in the commercial world, such as fringe benefits, nonqualified deferred compensation arrangements, worker classification, joint ventures, taxable subsidiaries and other related organizations, and the myriad of state tax issues and international tax issues take on a whole new significance from the perspective of your non-profit organization, and there are important differences for you to know about.

**Protect your organization from IRS audits and reputational risk:** One of your organization's most valuable assets is its tax exemption. The IRS has a new process for auditing tax-exempt organizations, which is expected to result in a greater number of organizations being contacted. It is important that you and others on your executive team understand the tenets of tax exemption and what can jeopardize it. Review the exempt purposes of your organization with our tax specialists along with the various tests and requirements in the tax law needed to keep its exemption and mitigate any risks. Don't play roulette with your organization's tax exemption - it could result in an unwelcomed resource drain not only for the tax risk with the IRS but also for the reputational risk with your constituents and the public.

**Whether you are new to the non-profit industry or have been working at your organization for years, you may benefit from this comprehensive review of your organization's tax positions. You will come away with in-depth knowledge, tax guidance, samples and templates to best manage the tax function of your non-profit organization. We would be happy to discuss this as well as any other tax services that your non-profit organization may require.**

