

Not-for-Profit Services



thinking strategically to your best advantage



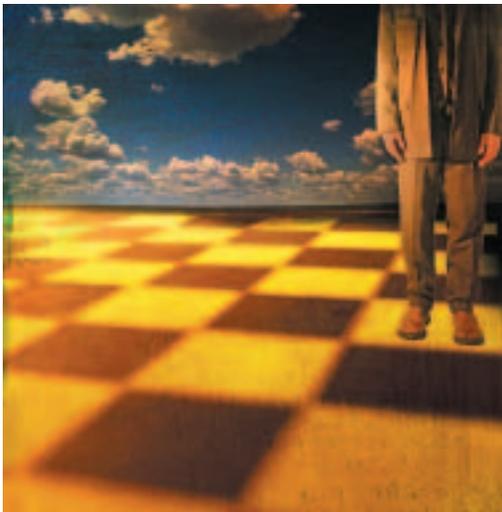
Babush, Neiman, Kornman & Johnson, LLP
Certified Public Accountants & Consultants

From a single tax-exempt organization to a complex mix of related for-profit and nonprofit entities, BNKJ has the technical knowledge and practical savvy you need.

BNKJ possesses the knowledge and experience to assist not-for-profit organizations in overcoming the issues of today and preparing them for the challenges of tomorrow. **We are poised to provide expertise on tax issues, traditional management and consulting services** while working closely with CFO's, Boards of Directors and Executive Directors to bring practical business answers to our not-for-profit clients.

- Charitable organizations.
- Charitable hospitals.
- Medical foundations.
- Religious faith based organizations.
- Trade and industry associations.
- Business leagues.
- Colleges and universities.
- Community foundations.
- Private foundations.
- Social welfare organizations.
- Supporting organizations.
- Pension and profit sharing trusts.

BNKJ frequently advises individual clients, as well as charitable organizations, on charitable giving. Much of this work relates to planned-giving techniques - charitable remainder and charitable lead trusts, pooled income funds, charitable gift annuities, installment bargain sales, the use of private foundations and community foundation component funds, and income and estate tax implications.



With the rise in the number of private foundations over the past few years, many view the creation of a private foundation as a legacy that extends their own existence. Unfortunately, this philanthropic endeavor can be fraught with many traps for the unwary, and without proper guidance, can result in substantial penalties for the organization. **BNKJ's not-for-profit services are uniquely designed to meet the growing need for professional support in fostering the start-up efforts of new foundations or augmenting the work of already established foundations** by assisting their founders in the formulation of giving strategies. Our services are offered in conjunction with your already established professional advisors to provide **in-depth knowledge and understanding of the charitable world.** Consequently, we complement your own legal counsel, investment advisors, financial planners or wealth managers. If these services are not already in place, we can assist in creating a team for your specific interests and needs.

Creating and managing successful grant and fund raising programs, developing strong and active board members, and increasing membership levels and benefits are some of the special needs of not-for-profit organizations addressed by BNKJ.



Compliance Services

Not-for-profit organizations are facing increased scrutiny of their annual return filings, not only from the IRS, but from the general public. With more and more returns posted to the Internet, anyone can access and review your exempt returns. **We take the worry out of filing deadlines, varying compliance requirements and changing regulations and interpretations.** You can rely on BNKJ to make our special services and the entire process **hassle-free**.

- Program service accomplishments.
- Classification of expenses.
- Compensation disclosures.
- Related party disclosures.
- Public charity support schedules.
- Grants and allocations.
- Charitable contributions.
- Planned giving programs.
- Fund raising programs.

Unanticipated tax consequences can result from the increasing complexity of laws and regulations facing exempt organizations. The first critical step is planning with BNKJ tax professionals who have the knowledge, experience and creativity required in these challenging situations.



Tax Planning Services

At BNKJ, we recognize that every transaction has tax consequences. Not-for-profit organizations face unique tax issues on both the federal and state levels. **We can help you navigate through the latest IRS rules and regulations to ensure that your tax-exempt status is maintained** and unknown tax consequences are avoided.

- Preparation and filing of applications for recognition of exempt status.
- State tax returns required for income, sales, use or property taxes.
- Payroll tax return reporting.
- Analysis of public charity status.
- Unrelated business income studies.
- Tax and reorganization planning.
- Tax controversy representation.
- Private letter ruling requests.
- Fringe benefits.

Whether it's a plan to increase efficiency, an internal control, an adjustment to your governing documents or a proposal for alternative funding sources, BNKJ solutions help organizations more effectively serve their constituents.



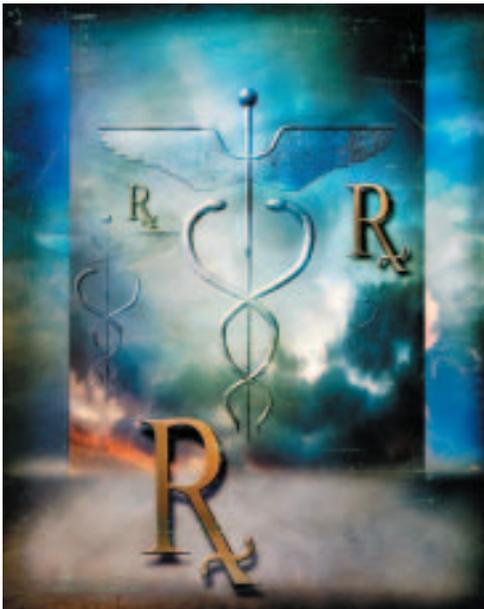
Additional Services

Not-for-profit organizations are held to far more restrictive financial reporting expectations and guidelines than commercial entities of similar size. Your personnel, however, who are faced with pressing operational issues, limited resources and restricted funding, can often find it hard to keep up to date with financial reporting requirements.

That's where BNKJ's not-for-profit group steps in. We understand the financial and tax issues that affect an organization's long-term viability and stay abreast of the latest regulatory and government developments.

- Internal control and accounting systems consulting.
- Business valuations.
- Employee benefit plan audits.
- Budgets and forecasts.
- Board presentations.
- Process improvements.
- Litigation support.
- Lease/buy decisions.
- Strategic plans.
- Assistance in banking/lending relationships.
- Consulting services to Boards of Directors and management.
- Candidate sourcing.
- Audits, reviews, and compilations of financial statements.

Not-for-profit healthcare organizations have a mission - to treat the physically and mentally ill and make a difference in our communities. Precisely why BNKJ has specialists dedicated to healthcare's special circumstances.



Healthcare demands its own unique blend of science, art, and professional expertise.

Yet this industry faces unrelenting demands based upon a continually changing regulated environment. Adding to the regulatory issues for large healthcare organizations are the complexities associated with inter-organizational transactions and difficulties of managing tax compliance and accounting standards across multiple entities. That's why **BNKJ has professionals who are experienced and knowledgeable in the intricacies of the hospital environment.** These same professionals are all involved in not-for-profits themselves either as volunteers, board members or consultants.



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