

A decorative graphic in the top-left corner consisting of a grid of plus signs. The grid is approximately 15 columns wide and 20 rows high. Most plus signs are light purple, but several are highlighted in gold and red. The gold plus signs are located at (row, col) coordinates: (1,1), (1,10), (2,10), (3,2), (4,15), (5,1), (5,10), (6,10), (7,10), (8,10), (9,1), (9,10), (10,1), (10,10), (11,1), (11,10), (12,1), (12,10), (13,1), (13,10), (14,1), (14,10), (15,1), (15,10), (16,1), (16,10), (17,1), (17,10), (18,1), (18,10), (19,1), (19,10), (20,1), (20,10). The red plus signs are located at (3,3), (6,15), (9,15), (10,15), (11,15), (12,15), (13,15), (14,15), (15,15), (16,15), (17,15), (18,15), (19,15), (20,15).

# Cyber Security and Technology in the Post Covid Office – What to expect

Presented by: Jim Kramer  
at MCM 2021 NFP Summit

# Post Covid – Trends for 2021

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- + Ransomware: Bigger, Meaner, Smarter
  - + Average payout \$1.1 Million – just the ransom
  - + Secondary cost can exceed ransom
    - + Consulting Fees
    - + Recovery Fees
    - + Lost Productivity
    - + Damaged reputation
    - + Lost clients and donors
- + Phishing and Spearphishing
- + CIO or CISO at Executive Level
  - + Threats are growing, not going away. Expect more IT exposure at the highest level
- + Security Strategies and Tech Stacks
  - + 70% of companies will remain hybrid work force (remote) during 2021

## Ransomware Increased 715% in 2020

- +Crypto-ransomware (encrypting files)
- +Ensnarers PC users and expands to any network –connected device
- +New target in smart phones, Mac and Linux systems
  - +Most recent attack was an iPhone

## Phishing Increased 400% in 2020

- +More workers outside the protection of the network
  - +Workers must be aware of their surrounding and communications



# What does the hacker of today look like?



68% - State Sponsored or Organized Crime  
26% - Insider Threats  
6% - Individuals or Petty Thieves



# Why do hackers want data?

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Here are several examples of the price for your stolen data:



Spotify Account  
**\$2.75**



Hulu Account  
**\$2.75**



Netflix Account  
**\$1.00 - \$3.00**



PayPal Credentials  
**\$1.50**



Social Security Number  
**\$1.00**



Driver's License  
**\$20.00**



Credit Card  
**\$8.00 - \$22.00**



Email Address & Password  
**\$0.70 - \$2.30**



Medical Record from  
Large Scale Attack  
**\$1.50 - \$10.00**



Complete Medical Record  
**Up to \$1000.00**



# Who will pay the most for your data?



## YOU!

- + Primary Reasons a “Bad Actor” will steal your data
  - + To Damage or Destroy the owner
  - + Sell
  - + Ransom
  - + Blackmail



# Threat Landscape

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- + Remote exploits

  - Made more difficult by the advent of advanced defenses.

  - Resurgence of exploits with remote users

- + Insider threats

  - An often overlooked threat to the organization.

- + Social engineering

  - Has become the number one attack vector.



# Remote Exploits

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What is a remote exploit?

- + A remote exploit is a weakness in software that allows a remote attacker to take control of a system or expose non-public information from the system.
- + As defenses have evolved, remote exploits have become less of a concern than social engineering.
- + With remote users & BYOD this is becoming more of an issue recently



# Remote Exploits (Continued)

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How can I prevent remote exploits?

## + Technical measures

- + Firewall
- + Intrusion prevention/intrusion detection systems
- + Anti-virus/anti-malware

## + Policies

- + Patch management
- + Regular vulnerability assessments



# Insider Threats

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What is an insider threat?

- + Threats inside the organization, such as employees, former employees, contractors/vendors, and business associates.

## + Examples

- + Fraudulent transactions
- + Data theft
- + Intellectual property theft
- + Sabotage



# Insider Threats (Continued)

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## Policies

- + Job rotation
- + Mandatory vacation
- + Separation of duties
- + Dual-control
- + After-hours logoff



# Insider Threats (Continued)

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## Technical measures

- + Least Privilege
- + Secure, regularly tested backups
- + Data encryption
- + Anomaly-based intrusion prevention
- + Data loss prevention systems



# Social Engineering

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## What is Social Engineering?

- +Exploiting the weaknesses in human interaction!
- +This attack is often one of the most devastating to people and organizations
- +Often difficult to detect in such a fast paced world



# Social Engineering

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## Why is it so effective?

- + Three common psychological traits help social engineers succeed:
  - + Our desire to be helpful
  - + We are naturally curious
  - + We have a fear of getting into trouble
- + Social engineers have the upper hand:
  - + Have unlimited time
  - + Know what they are after and the probable weakness of those who guard it
  - + Have a vast toolkit of attacks and techniques



# Most Common Techniques

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## Most common techniques

- +Pretexting
- +Baiting
- +Physical access
- +Familiar Attacker
- +Ransomware
- +Phishing
- +Spear Phishing
- +Scareware
- +Man-in-the-middle attacks

Note: attacks can take place in person, via phone and via the web/e-mail



# Pretexting

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- + Involves the use of an invented scenario, or pretext, that will engage the mark and begin a series of events that leads them to hand over information or carry out the attackers wishes
- + Common examples include business email compromise (BEC) and tech support programs



# Baiting

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- + An attacker leaves a malware-laden device, like a USB drive in a place where it will be found
- + The finder picks it up and plugs it into their computer, unintentionally loading malware onto their machine



# Physical Access

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## +Unsecured access

- + An attacker will often just walk in the door and walk through open areas to secured environments

## +Piggyback

- + An attacker may walk in with a group of users

## +Repair technician

- + Just because someone has a badge (with or without a picture) does not equal access.



# Familiar Attacker

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- + An attacker gains access to an email account and then spams everyone in the account's contact list
- + Tactic relies on people trusting e-mails that appear to come from someone they know



# Ransomware

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## What is it?

Malware that locks up your data and won't unlock it unless you pay a ransom

- + Very popular
- + Single reason that Bitcoin maintains high value
- + Proper security awareness and techniques can help protect you
- + Many companies pay the ransom to get their data back



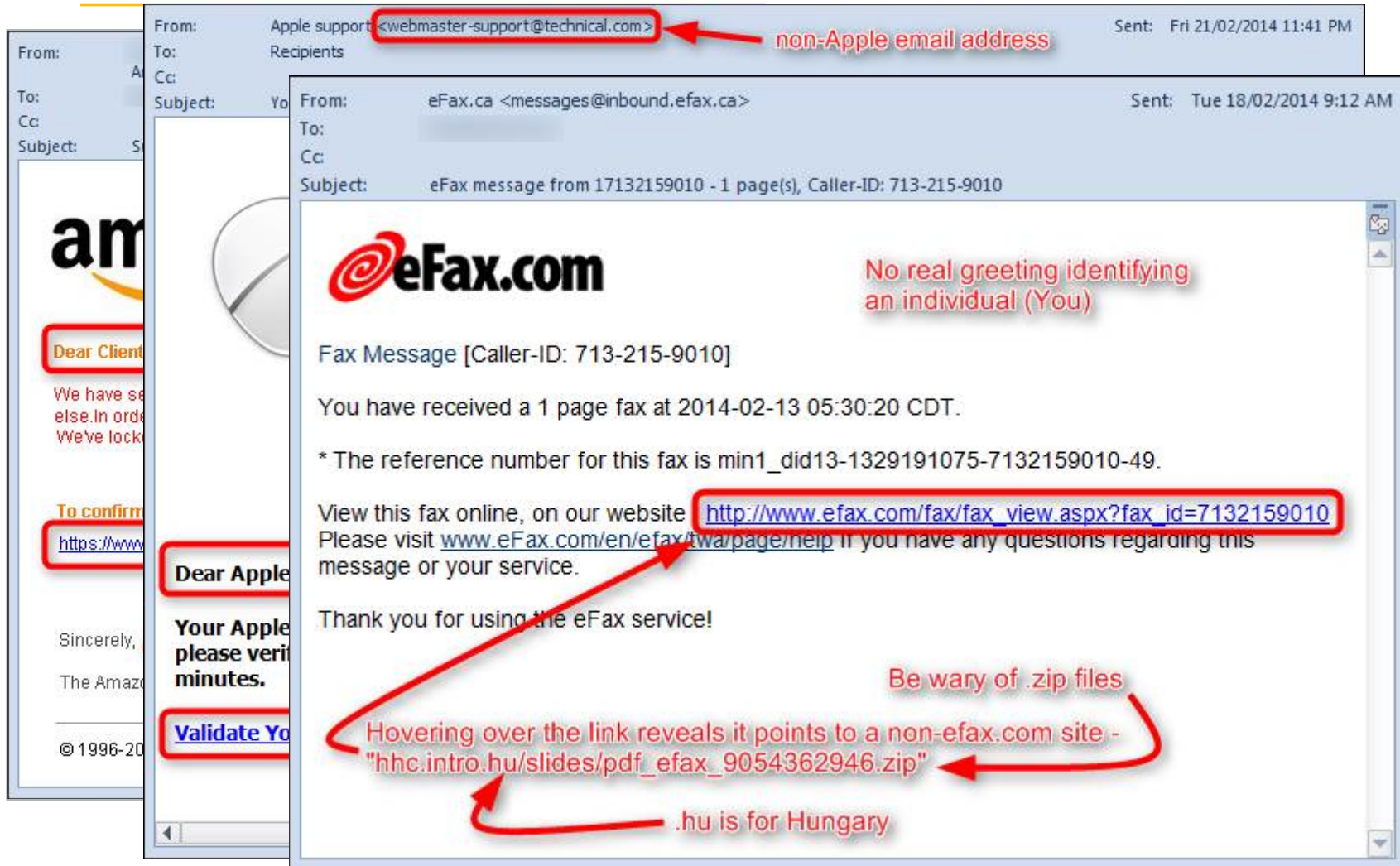
# Phishing

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Simply, gathering information via fraud

- + Most common data they're after? User credentials (work, bank, home), banking information, etc.
- + They do this by posing (masquerading) as someone or something else.
- + Phishing and Social Engineering are often the first lines of attack when trying to breach an organization
- + Rebuffing their attack here, can show a solid security presence and hopefully thwart an attack or at least alert IT to its presence.
- + A malicious party sends a fraudulent e-mail disguised as a legitimate e-mail, often purporting to be from a trusted source
- + The message is intended to trick the recipient into sharing personal or financial information or clicking on a link that installs malware

# Phishing Examples



**From:** Apple support <webmaster-support@technical.com> **Sent:** Fri 21/02/2014 11:41 PM  
**To:** Recipients  
**Cc:**  
**Subject:** Yo

**From:** eFax.ca <messages@inbound.efax.ca> **Sent:** Tue 18/02/2014 9:12 AM  
**To:**  
**Cc:**  
**Subject:** eFax message from 17132159010 - 1 page(s), Caller-ID: 713-215-9010

**eFax.com**

No real greeting identifying an individual (You)

Fax Message [Caller-ID: 713-215-9010]

You have received a 1 page fax at 2014-02-13 05:30:20 CDT.

\* The reference number for this fax is min1\_did13-1329191075-7132159010-49.

View this fax online, on our website [http://www.efax.com/fax/fax\\_view.aspx?fax\\_id=7132159010](http://www.efax.com/fax/fax_view.aspx?fax_id=7132159010)  
 Please visit [www.efax.com/en/efax/twa/page/help](http://www.efax.com/en/efax/twa/page/help) if you have any questions regarding this message or your service.

Thank you for using the eFax service!

Be wary of .zip files

Hovering over the link reveals it points to a non-efax.com site - "hhc.intro.hu/slides/pdf\_efax\_9054362946.zip"

.hu is for Hungary

**Dear Client**

We have se  
 else. In orde  
 We've lock

**To confirm**

<https://www>

**Dear Apple**

**Your Apple  
 please veri  
 minutes.**

**Validate Yo**

Sincerely,  
 The Amaz

© 1996-20

# Phishing vs. Spear Phishing

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+ Similar techniques...

Phishing	Spear Phishing
Generally an exploratory attack targeting a broader audience	A more targeted version
Typically more straightforward in nature – once information is stolen, attackers have what they intended to get	Theft of credentials or personal information is usually the beginning of the attack, used to gain access to the target network



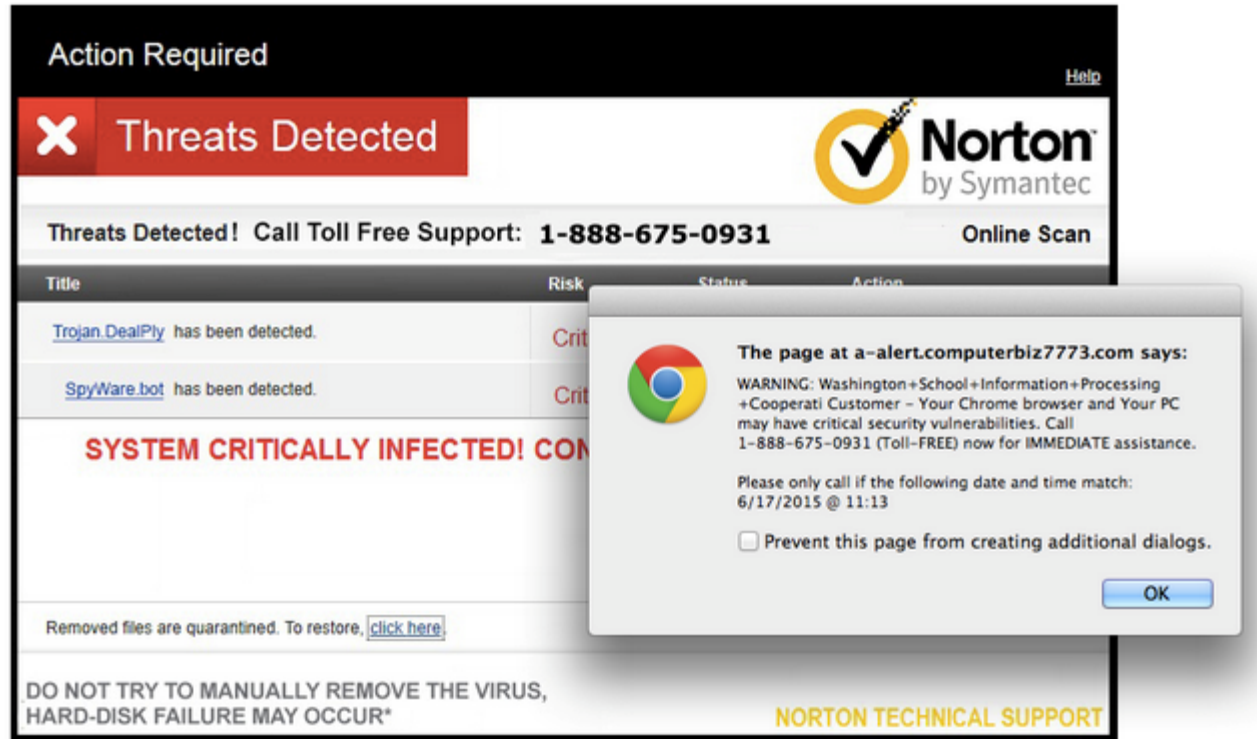
# Scareware

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- + Involves tricking a victim into think his or her computer is infected with malware or has inadvertently downloaded illegal content
- + Attacker then offers the victim a solution that will fix the bogus problem
- + What really happens is the victim is tricked into downloading the “fix”, which is the attacker’s malware



# Scareware Example



- Appears to be from a valid source
- Sense of urgency created by pop-up box
- False sense of security with confirmation of date and time



# Man-In-The-Middle Attacks

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- + Involves an attack where the attacker will setup a wireless AP using the same SSID as a Free / Open Wireless network
- + When users connect to the AP, the attacker will pass your data to the real network and collect the data stream



# First Step in Protection

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- + Establish Your Baseline
- + Evaluate existing policies and procedures governing security
- + Conduct system vulnerability and penetration testing
- + Perform a security controls assessment
  - + SOC 2 Verification



# Social Engineering Prevention

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How can I prevent successful social engineering attacks?

- + Security awareness training
- + Policies
  - + Requests for confidential employee information must be made in-person.
  - + Wire transfer information must not be sent or accepted via email (use ACH when possible).
  - + Visitors must wear a visitor badge and be escorted when in the building.



# Social Engineering (Continued)

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## Technical measures

- + Visual cues
- + Least-privilege
- + Email spam/malware filtering
- + Web content filtering
- + DNS Filters
- + Anti-malware/anti-virus



# Password Security

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If your password looks anything like the ones below, change it!

- |     |           |     |            |
|-----|-----------|-----|------------|
| 1.  | 123456    | 11. | abc123     |
| 2.  | 123456789 | 12. | Qwerty123  |
| 3.  | Qwerty    | 13. | 1q2w3e4r   |
| 4.  | password  | 14. | Admin      |
| 5.  | 1234567   | 15. | qwertyuiop |
| 6.  | 12345678  | 16. | 654321     |
| 7.  | 12345     | 17. | 555555     |
| 8.  | Iloveyou  | 18. | dragon     |
| 9.  | 111111    | 19. | princess   |
| 10. | 123123    | 20. | welcome    |



# Password Security

I shall use strong passwords!

I Shall uSe str0ng pAssw0rds!

I Sh@ll uS3 \$tr0ng pAssw0rds!

I Sh@ll uS3 \$tr0ng pA55w0rds!

i 5h@L1 uS3 \$Tr0ng-pa55w0r2!

1 5h@L1 uS3\_\$Tr0Ng-pA55s0rZ1



# Password Security

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## Tips For Home

- + WiFi Router Password
- + WiFi Security
  - + WEP
  - + WPA
- + Change your PWs for home often!
- + Different accounts for family members/guests
  - + Netflix
  - + Disney+
  - + Home Security System

## Tips for Work

- + Simple rule: If you ever find yourself speaking your PW...STOP!
- + Complex helps but length is better
- + Use Pass Phrase – not Password
- + Come up with your own unique algorithm
- + Don't reuse key passwords
- + Under no circumstances do you give it away!

# Password Security

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## Tips for Work

- + If you think you've made a mistake, change your password!
- + In general, it's best not write passwords down anywhere.
- + Passphrases are better than passwords
- + Don't use the same passwords across multiple platforms
  - + **\*\*\*MOST ESPECIALLY – Don't use password on personal sites/services that you use for work\*\*\***
- + Breathe easy, Passwords won't be around forever!
  - + Biometrics on the rise
- + USE MFA whenever possible



# Risk Minimization

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- + Security Posture
  - + Layered Protection
  - + Documented Security Policy and Manual
  - + SOC Compliance or other verification
- + Management Support
  - + Solutions come from the top down
  - + Leadership awareness and promotion
- + Equipment Documentation
  - + Compliant HW and SW
  - + Training
  - + Outside Verification



## Ways to Reduce Risk

- + Patching vulnerabilities
- + Maintaining good software
- + Deploying effective email filters
- + Using intrusion prevention and detection software
- + Restricting third-party access to company data
- + Employing encryption where appropriate to security confidential data
- + Implementing data loss prevention technology
- + Employee and customer awareness programs



# Use tools to assist with identification

How can I prevent successful social engineering attacks?



# Methods to Minimize the Risk

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- + Develop a security policy and manual
  - + Make this available to all employees
  - + Update on a routine basis as threats are continually evolving
- + Prioritize and address any gaps or observations resulting from vulnerability and penetration testing (must perform them first)
- + Where possible, use technology to take decision making away from the employee
- + Train your staff! Make them your #1 security source
- + Implement Multi-Factor Authentication



Ask  
Answer  
Who  
Why  
Where  
What  
When  
How  
Question  
Answers  
Apply  
Understand  
Query  
**Questions**

# Contact Information

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+ Jim Kramer

+ [Jim.Kramer@mcmcpa.com](mailto:Jim.Kramer@mcmcpa.com)

+ 502.882.4348

+ [www.mcmcpa.com](http://www.mcmcpa.com)





2021 Summer Not-for-Profit Summit

# TAX UPDATE

Eleanor Livingston, CPA, MST  
Tax Senior Manager

# Agenda

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- + 990 reporting
  - + Compensation
  - + Public support
- + UBTI update and maintaining tax exemption in challenging times
- + State registration
- + IRS workplan
- + Bits and pieces



# Compensation

- + Has to be “reasonable”
- + Rebuttable presumption
  - + Approved in advance by governing body
  - + Use of comparability data
  - + Documentation of process and discussion

- 15** Did the process for determining compensation of the following persons include a review and approval by independent persons, comparability data, and contemporaneous substantiation of the deliberation and decision?
- a** The organization's CEO, Executive Director, or top management official . . . . .
- b** Other officers or key employees of the organization . . . . .
- If “Yes” to line 15a or 15b, describe the process in Schedule O (see instructions).

<b>15a</b>		
<b>15b</b>		



# Compensation Reporting

- + Who has to be included on Part VII?
  - + Officers
  - + Key Employees
  - + Highest compensated employees

- + Officer
  - + What do the by-laws say
  - + Top management and top financial officials



# Compensation Reporting (cont'd)

- + Key employees
  - + \$150K of reportable compensation
  - + Responsibility test
    - + Manages whole organization OR
    - + Manages discrete segment that comprises 10% or more of the organization as determined by activities, assets, revenue or expense OR
    - + Has or shares authority to control or determine 10% or more of organization's capital expenditures, operating budget or compensation of employees
- + Top 20 test



# Compensation Reporting (cont'd)

- + Highest compensated employees
  - + Reportable compensation of \$100K or more
  - + Not already listed as officer or key employee



# Employee Retention Credit

- + Just a reminder that this has been extended
- + Any amounts used for credit purposes cannot also be used for loan forgiveness purposes
- + Eligibility
- + 2021 credit is 70% of \$10,000 per quarter per employee (2020 was 50% of \$10,000 per year per employee)



# Public Support Test

## + Schedule A of your 990

<b>SCHEDULE A</b> <b>(Form 990 or 990-EZ)</b>  Department of the Treasury Internal Revenue Service	<b>Public Charity Status and Public Support</b> Complete if the organization is a section 501(c)(3) organization or a section 4947(a)(1) nonexempt charitable trust. ► Attach to Form 990 or Form 990-EZ. ► Go to <a href="http://www.irs.gov/Form990">www.irs.gov/Form990</a> for instructions and the latest information.	OMB No. 1545-0047 <b>2019</b> <b>Open to Public Inspection</b>
	Name of the organization	Employer identification number

### Part I Reason for Public Charity Status (All organizations must complete this part.) See instructions.

The organization is not a private foundation because it is: (For lines 1 through 12, check only one box.)

- 1 ☐ A church, convention of churches, or association of churches described in **section 170(b)(1)(A)(i).**
- 2 ☐ A school described in **section 170(b)(1)(A)(ii).** (Attach Schedule E (Form 990 or 990-EZ).)
- 3 ☐ A hospital or a cooperative hospital service organization described in **section 170(b)(1)(A)(iii).**
- 4 ☐ A medical research organization operated in conjunction with a hospital described in **section 170(b)(1)(A)(iii).** Enter the hospital's name, city, and state: \_\_\_\_\_
- 5 ☐ An organization operated for the benefit of a college or university owned or operated by a governmental unit described in **section 170(b)(1)(A)(iv).** (Complete Part II.)
- 6 ☐ A federal, state, or local government or governmental unit described in **section 170(b)(1)(A)(v).**
- 7 ☐ An organization that normally receives a substantial part of its support from a governmental unit or from the general public described in **section 170(b)(1)(A)(vi).** (Complete Part II.)
- 8 ☐ A community trust described in **section 170(b)(1)(A)(vi).** (Complete Part II.)
- 9 ☐ An agricultural research organization described in **section 170(b)(1)(A)(ix)** operated in conjunction with a land-grant college or university or a non-land-grant college of agriculture (see instructions). Enter the name, city, and state of the college or university: \_\_\_\_\_
- 10 ☐ An organization that normally receives: (1) more than 33<sup>1</sup>/<sub>3</sub>% of its support from contributions, membership fees, and gross receipts from activities related to its exempt functions—subject to certain exceptions, and (2) no more than 33<sup>1</sup>/<sub>3</sub>% of its support from gross investment income and unrelated business taxable income (less section 511 tax) from businesses acquired by the organization after June 30, 1975. See **section 509(a)(2).** (Complete Part III.)



# Schedule A Public Support

## Part II

Part III. If the organization fails to

### Section A. Public Support

Calendar year (or fiscal year beginning in) ►

- 1 Gifts, grants, contributions, and membership fees received. (Do not include any "unusual grants.") . . . .
- 2 Tax revenues levied for the organization's benefit and either paid to or expended on its behalf . . . .
- 3 The value of services or facilities furnished by a governmental unit to the organization without charge . . . .
- 4 **Total.** Add lines 1 through 3 . . . .
- 5 The portion of total contributions by each person (other than a governmental unit or publicly supported organization) included on line 1 that exceeds 2% of the amount shown on line 11, column (f) . . . .
- 6 **Public support.** Subtract line 5 from line 4

## Part III

Part III. If the organization fails to

### Support Schedule for Organizations (Complete only if you checked the box on line 1 of Form 990-EZ. If the organization fails to qualify under

#### Section A. Public Support

Calendar year (or fiscal year beginning in) ► (a)

- 1 Gifts, grants, contributions, and membership fees received. (Do not include any "unusual grants.")
- 2 Gross receipts from admissions, merchandise sold or services performed, or facilities furnished in any activity that is related to the organization's tax-exempt purpose . . . .
- 3 Gross receipts from activities that are not an unrelated trade or business under section 513 . . . .
- 4 Tax revenues levied for the organization's benefit and either paid to or expended on its behalf . . . .
- 5 The value of services or facilities furnished by a governmental unit to the organization without charge . . . .
- 6 **Total.** Add lines 1 through 5 . . . .
- 7a Amounts included on lines 1, 2, and 3 received from disqualified persons . . . .
- b Amounts included on lines 2 and 3 received from other than disqualified persons that exceed the greater of \$5,000 or 1% of the amount on line 13 for the year . . . .
- c Add lines 7a and 7b . . . .
- 8 **Public support.** (Subtract line 7c from line 6.) . . . .

# Schedule A Public Support

## Part II

<b>Public support.</b> Subtract line 5 from line 4	
<b>Section B. Total Support</b>	
<b>Calendar year (or fiscal year beginning in) ▶</b>	
<b>7</b>	Amounts from line 4 . . . . .
<b>8</b>	Gross income from interest, dividends, payments received on securities loans, rents, royalties, and income from similar sources . . . . .
<b>9</b>	Net income from unrelated business activities, whether or not the business is regularly carried on . . . . .
<b>10</b>	Other income. Do not include gain or loss from the sale of capital assets (Explain in Part VI.) . . . . .
<b>11</b>	<b>Total support.</b> Add lines 7 through 10
<b>12</b>	Gross receipts from related activities, etc. (See instructions.)

## Part III

<b>Section B. Total Support</b>	
<b>Calendar year (or fiscal year beginning in) ▶</b>	
<b>9</b>	Amounts from line 6 . . . . .
<b>10a</b>	Gross income from interest, dividends, payments received on securities loans, rents, royalties, and income from similar sources . . . . .
<b>b</b>	Unrelated business taxable income (less section 511 taxes) from businesses acquired after June 30, 1975 . . . . .
<b>c</b>	Add lines 10a and 10b . . . . .
<b>11</b>	Net income from unrelated business activities not included in line 10b, whether or not the business is regularly carried on . . . . .
<b>12</b>	Other income. Do not include gain or loss from the sale of capital assets (Explain in Part VI.) . . . . .
<b>13</b>	<b>Total support.</b> (Add lines 9, 10c, 11, and 12.) . . . . .

# UBTI Update

## 2020 990-T reformatted

Form **990-T** **Exempt Organization Business Income Tax Return**  
(and proxy tax under section 6033(e))

OMB No. 1545-0047  
**2020**  
Open to Public Inspection for 501(c)(3) Organizations Only

For calendar year 2020 or other tax year beginning \_\_\_\_\_, 2020, and ending \_\_\_\_\_, 20\_\_\_\_

Go to [www.irs.gov/Form990T](http://www.irs.gov/Form990T) for instructions and the latest information.  
Do not enter SSN numbers on this form as it may be made public if your organization is a 501(c)(3).

Department of the Treasury  
Internal Revenue Service

**A** ☐ Check box if address changed.

**B** Exempt under section  
☐ 501(c)( ) ( )  
☐ 408(e) ☐ 220(e)  
☐ 408A ☐ 530(a)  
☐ 529(a) ☐ 529A

**C** Book value of all assets at end of year \_\_\_\_\_

**D** Employer identification number \_\_\_\_\_

**E** Group exemption number (see instructions) \_\_\_\_\_

**F** ☐ Check box if an amended return.

**G** Check organization type ☐ 501(c) corporation ☐ 501(c) trust ☐ 401(a) trust ☐ Other trust ☐ Applicable reinsurance entity

**H** Check if filing only to ☐ Claim credit from Form 8941 ☐ Claim a refund shown on Form 2439

**I** Check if a 501(c)(3) organization filing a consolidated return with a 501(c)(2) titleholding corporation ☐

**J** Enter the number of attached Schedules A (Form 990-T) \_\_\_\_\_

**K** During the tax year, was the corporation a subsidiary in an affiliated group or a parent-subsidiary controlled group? ☐ Yes ☐ No  
If "Yes," enter the name and identifying number of the parent corporation \_\_\_\_\_

**L** The books are in care of \_\_\_\_\_ Telephone number \_\_\_\_\_

**Part I Total Unrelated Business Taxable Income**

1	Total of unrelated business taxable income computed from all unrelated trades or businesses (see instructions) . . . . .	1
2	Reserved . . . . .	2
3	Add lines 1 and 2 . . . . .	3
4	Charitable contributions (see instructions for limitation rules) . . . . .	4
5	Total unrelated business taxable income before net operating losses. Subtract line 4 from line 3 . . . . .	5
6	Deduction for net operating loss. See instructions . . . . .	6
7	Total of unrelated business taxable income before specific deduction and section 199A deduction. Subtract line 6 from line 5 . . . . .	7
8	Specific deduction (generally \$1,000, but see instructions for exceptions) . . . . .	8
9	Trusts. Section 199A deduction. See instructions . . . . .	9
10	Total deductions. Add lines 8 and 9 . . . . .	10
11	Unrelated business taxable income. Subtract line 10 from line 7. If line 10 is greater than line 7, enter zero . . . . .	11

**Part II Tax Computation**

1	Organizations taxable as corporations. Multiply Part I, line 11 by 21% (0.21) . . . . .	1
2	Trusts taxable at trust rates. See instructions for tax computation. Income tax on the amount on Part I, line 11 from: <input type="checkbox"/> Tax rate schedule or <input type="checkbox"/> Schedule D (Form 1041) . . . . .	2
3	Proxy tax. See instructions . . . . .	3
4	Other tax amounts. See instructions . . . . .	4
5	Alternative minimum tax (trusts only) . . . . .	5
6	Tax on noncompliant facility income. See instructions . . . . .	6
7	Total. Add lines 3 through 6 to line 1 or 2, whichever applies . . . . .	7

For Paperwork Reduction Act Notice, see instructions. Cat. No. 11291J Form **990-T** (2020)

# UBTI Update

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- + Siloing regs
  - + Good news – 2 digit NAICS code
  - + Expense allocation
- + Sponsorship payments
  - + “Substantial” benefit can give rise to UBTI
- + Efiling



# UBTI & Maintaining Exempt Status

- + How does what you're wanting to do align with your exempt purpose?
- + How much of your revenue is from unrelated businesses?
- + Affinity fundraising
  - + Qualified sponsorship payment, advertising or licensing revenue?
- + Advertising
- + Licensing Agreements



# State Registration

- + Keep in mind that soliciting donations online typically requires you to register in every state you receive donations from
- + 25 states require that written solicitations include disclosures \*
  - + Provide details of charitable registration status
  - + Directions on where to find more information on entity's mission and financials
- + Deciding where to register



# IRS TE/GE Workplan FY 2021

- + Strengthen compliance activities
- + Improve operational efficiencies
- + Maintain a taxpayer-focused organization
- + Ensure awareness and collective understanding
- + Leverage technology and data analytics
- + Develop the TE/GE workforce









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PEOPLE  
MATTER



LEADERS  
INSPIRE



EXCELLENCE  
RULES

# IRS Circular 230 Disclosure.

- + As a result of perceived abuses, the Treasury has recently promulgated Regulations for practice before the IRS. These Circular 230 regulations require all accountants to provide extensive disclosure when providing certain written tax communications to clients. In order to comply with our obligations under these Regulations, we would like to inform you that any advice given in this presentation, including any attachments, cannot be used to avoid penalties which the IRS might impose, because we have not included all of the information required by Circular 230, nor have we performed services that rise to this level of assurance.