

2018 ESC-US National Conference

Covestro Center for Community Engagement/Bayer Center for Nonprofit Management

October 18-20

339 Sixth Avenue, Suite 750 - Pittsburgh, PA 15222

Agenda

Thursday, October 18 (*half-day*)

Understanding the landscape - Where are we now?

12:30 -1pm - Registration

1pm - Welcome to ESC-US conference participants - Peggy Outon, Darlyne Koretos

1:10-2:30 pm - Business Meeting

- Board election - All members
- Explanation of new "Service Areas" document/Launching Plan - Paul Moore/David Factor
- Bylaws Update - All members

- Break, 2:30-2:40 -

2:40-4:10: Member Survey presentation and discussion - Marissa Belau, David Factor

4:10-5:00: Chapter Highlights -Points of Pride and Key Challenges - All members

5:00: Walk or ride to Monongahela Incline Lower Station to Mt. Washington overlook

6:30: Dinner at [Kasvar](#)

Friday, October 19 (*full day*)

Best Practices-what do you want to change, explore, or grow? Who here can help you?

8:30-9am Breakfast (at BCNM)

9-9:30am - Interactive Exercise: Outside of the box thinking for existing services

9:30 -10:15am - Leveraging Corporate Connections - ESC Pittsburgh's SkillShare program - Yvonne VanHaitsma, Ange Loiseau, Corporate Social Responsibility, Covestro LLC

- Break, 10:15-10:25-

10:25 - 11:25am - Where do you go after using 501 Commons' Free Self-Assessment Tool with Clients? - Learn their eight week consultative process! - Kerry Kozuki

11:25-12:25pm - Exploring Social Ventures - How do we approach this growing market? Panel discussion - Michael Towers, Bill McAndrews, Paul Anselmo (New Century Careers) Julie Crockford - moderator

12:25- 1:10pm - Lunch - discussion groups (45 min)

1:10 - 1:45 - Growth in Virtual Volunteer Consulting (e.g. Catchafire, Taproot) - Opportunities and Responses - Ulea Grace Lago, Sam Balbier (Forbes Funds)

1:45 -2:45pm - Pricing, Pricing, Pricing: How do we establish a rate that is fair and rational? - Paul Moore, Mike Deimler (Boston Consulting Group), Ulea Grace Lago

- Break, 2:45-3:00 -

3:00-3:45 - Protecting our Intellectual Property Rights - in what we produce and what we use! - Michael Dukes of Cohen and Grigsby, P.C.

3:45 - 4:30 - Fund Development Primer - Peggy Outon

5:00pm leave for Oakland

5:30pm - Self-guided tour of the [Phipps Conservatory](#)

7:30pm - Dinner at [The Porch](#)

Saturday, October 20 (*half day*)

Innovation - How can we push our field and ESC forward?

8:30 - 9:00am Breakfast

9:00 - 10:00am - Review of new services from 2018 - Darlyne Koretos
Brainstorming for new services/collaboration for 2019

10:00- 11:00am - Successfully engaging diversity in our consultant and client base - Panel Discussion - David Factor, Meghan Maloney, Julie Crockford

11:00-12:00am - Evaluation and closing