

ESC-Cincinnati Points of Pride, 10/2017:

- Significant progress on goals of 2017-19 Strategic Plan adopted at end of 2016, key focus on growth with goals to increase projects, improve volunteer engagement including recruitment, and project impact evaluation
- Entering Q4, we are on pace to surpass 2017 goal of 30% increase in projects
- Explored collaboration, partnerships and merger, resulting in successfully merging 9/1/2017
- Achieved 164% of budget target for grant / foundation support for consulting services for clients needing subsidy to afford needed assistance
- Significant progress on volunteer engagement committee, project evaluation committee, and business development committee
- established new marketing / branding committee for merged entity, targeting 2018 announcement
- over 80% of available consultants have been engaged in projects in 2017

ESC of the Triangle Points of Pride

Celebrating Our 30th Anniversary

We are celebrating our 30th anniversary with a free networking and presentation event at the NC Museum of Art on October 19, 2017. We received \$10k in corporate sponsorships for the event.

Board Leadership Boot Camp Continues to Grow in Popularity

Our Board Leadership Boot Camp was oversubscribed once again this year. Twice a year, 14 nonprofits send two board members to six different sessions. It is a collaborative offering funded by the Blue Cross and Blue Shield of NC Foundation, the Triangle Community Foundation and Youth Forward. All agencies who complete the Boot Camp are eligible for a \$500 mini-grant toward board development. The sessions include:

- Dimensions of Nonprofit Leadership
- Nonprofit Fundraising
- Board Structure, Board Function and Governance
- Better Board Meetings
- Financial Leadership
- Nonprofit Sustainability

Build a Better Board our free online board-matching program is in its 2nd year and we are exploring licensing to other ESCs for an annual fee. Talk to Trudy if you are interested!

Piloting ED Roundtable

We are piloting a roundtable with twelve Executive Directors leading Wake County nonprofits impacting the lives of children, which will end in December. Our ESC consultants choose topics for the monthly peer learning sessions, research and disseminate pre-reads related to each monthly topic, and keep the group on track during each monthly session. Each ED is responsible for hosting once yearly, which includes choosing the discussion topic and providing food.

Received Special Executive Coaching Contract

UNC-Chapel Hill School of Social Work, in conjunction with The Nonprofit Institute at North Carolina State University, is providing leadership development training to a select group of 18 individuals (Leadership Fellows) specially selected who will inculcate peer support mental health and substance abuse services across the state. Each Leadership Fellow has been paired with an executive coach from ESC.

Demand for Guided Organization Assessments is Growing

A new foundation, the Oak Foundation, has joined the Triangle Community Foundation in our area in funding organizational assessments. Our ESC Consultants completed a record ten organizational assessments this year, five funded by TCF and five funded by Oak. We are also completing one other self-funded assessment.

Piloting Two Organizational Focus Workshops

This fall we are piloting two Organizational Focus Workshops, which was developed by the ESC of Oklahoma. Thank you to Doyle Eiler for his guidance and support.

Building Our Marketing Capabilities

We our built our email database of previous and potential clients and are now sending email blasts at least once per quarter.

I never sent in the POP. Here is a summary of the points I spoke about at the conference.

We received a grant in 2016 and rebranded our website and marketing collateral.

We successfully rebooted the Northern New Jersey region with a new Director.

Our 2017 Gala will be 2x expectations.

We moved our office and cut rent expenses by 2/3

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Michael Towers
Vice-President, Finance and Administration
National Executive Service Corps
1177 Avenue of the Americas, 5th Floor
New York, NY 10036
Tel: 646-452-7229
Fax: 646-304-7169 (eFax)
Email: mtowers@nesc.org

ESC Houston

1. Celebrated 10 year collaboration with University of Houston Bauer College of Business -Management Information Systems projects done by student teams for ESCH clients, mentored by an ESCH consultant. Number of projects has increased from 24 in 2013 to 39 in 2014 to 52 in 2015 and 48 in 2016 and 60 estimated for 2017.
2. Completed a major project with Harris County Children's Protective Services integrating their Performance Evaluation Program with their Salary Administration. A follow-up project is scheduled for 2017.
3. Nonprofit Startup Program - Weekly open house for those interested in starting a nonprofit. Averaged about 100 attendees a year. This has led to 34 projects in 2016, mainly Business Plans and assistance with IRS filings.
4. In 2016, ESCH presented 66 seminars and client training sessions attended by 742 persons, representing 482 nonprofit organizations.
5. Partnered with Ft. Bend County Chamber of Commerce and the George Foundation to bring ESCH services to nonprofits in Ft. Bend County. Similar partnering is being developed with the Chamber in Montgomery County.
6. ESCH's impact on the greater Houston community has averaged about 200,000 persons, based on the number of projects carried out and the number of people served by our clients.

Burt Hering,