

December, 2007



*EXECUTIVE SERVICE CORPS  
OF THE GREATER TRIANGLE*

*Affordable Consulting for Nonprofits*

## In This Issue

- Season's Greetings
- All Members Meeting
- Triangle Board Connect
- Board of Directors
- Client Services

## Merry Christmas and Happy Holidays

As we finish up our work for 2007, we want to thank all our volunteers for their hard work and dedication to our mission of helping the Greater Triangle's nonprofits achieve their goals. We are especially grateful to our clients who make our efforts worthwhile and provide us with hundreds of reasons to learn and grow.

Trudy Smith  
Executive Director

### All Members Luncheon

Our December Board of Directors' meeting and All Member luncheon was held at the Ronald McDonald House of Durham on December 12, 2007. We enjoyed the festive decorations and want to thank this client for letting us use their premises for our meeting and luncheon. The food was catered by Sage and Swift and was delicious.

Mary Ellen Bowers presented a PowerPoint slideshow covering some of the highlights during her four years as Board Chair. Mary Ellen thanked members who had mentored her and provided guidance and thanked staff members who have assisted her.



Kay Hunt and Mary Ellen  
Bowers at December 12<sup>th</sup>  
luncheon.

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The big story has been how well we are serving the nonprofit community in the Triangle. Over the past 20 years, we have served 231 clients who are members of the N.C. Center for Nonprofits; 26 of which have returned for additional services. Of the 80 agencies in the Triangle United Way, ESC has served 21 of them and 12 are repeat clients.

In the past four years, our client count with repeats has been:

2004 – 29 clients served, 12 repeats;  
2005 – 38 clients served, 17 repeats;  
2006 – 48 clients served, 24 repeats;  
2007 – 43 clients served (to end of November), 19 repeats.

Client revenue has climbed from \$23,500 in 2004 to \$29,770 in 2007.

Jonathan Mills, our newest board member, spoke of his experience as Chair of Kidzu Children’s Museum and the very great assistance they have received from ESC. Their program has improved 100 times because of this consulting help and they are already planning an expansion.

Ed Rose, Volunteer Director of Triangle BoardConnect, interviewed Lenora Ucko, Executive Director of Storieswork about her success in using Triangle BoardConnect. Since January of 2007, Storieswork has found six board members; an IT specialist for their inhouse problems; and new office space – all by using TBC. She is very grateful to Ed and to TBC and is a wonderful example of how TBC’s website can be used by someone willing to put some time and effort into the hunt for exemplary board members.



Lenora Ucko, Executive Director of Storieswork.



Nearly 30 matches have been made by nonprofits and individuals using TBC. There are 30 TBC community partners at present, corporations that have agreed to both endorse the Triangle BoardConnect program and promote participation in the program among their employees/members.



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## ESC Board of Directors

On January 1, 2008, Joan Lipsitz will become the new Board Chair. Mark Langford will continue as Treasurer; Joe Glasson is Chair of the Marketing Committee; Janet Colm is Chair of the Board Development Committee and Mary Ellen Bowers is now Past-Chair. Perry Colwell and Ed Rose are re-elected. Ed Rose and John Gabor are co-chairing the Fund Development Committee. Russ Smith has agreed to be Chair of the Finance Committee. Henry Gest and Tom Scott are retiring from the Board.

## ESC Client Services

ESC 's 2007 activities have been exciting and fulfilling.

Projects Completed YTD – 45

New Clients YTD – 16

Potential Projects – 12

# of Active Consultants YTD – 23

Trudy Smith is head of the Operations Team comprising Marilyn Longman, Chair of Consultant Development, Julian Wachs, Chair of Client Services and Ed Rose, Volunteer Director of Triangle BoardConnect.

Various consultant training sessions have been held during the year with the latest being Consultant Skills and Power Point Training, conducted by Julian Wachs, Barbara Wasserman and Trudy Smith. A more formalized training policy and strategy for both new consultants and ongoing training is being developed for 2008. One of the perceived needs is to have Board Chairs and Executive Directors from some of our clients share their challenges and needs and insight as to what goes on behind the scenes and ideas for possible additional programs for our consultants. To kick off this program, Don Tiedeman has arranged for a presentation by Dave Pottenger, Chair of the Museum of Life and Science and Chair of Hope Valley Country Club for early in the new year.

ESC has secured a partnership with the Triangle Community Foundation (TCF) wherein ESC will supply consulting services to a number of nonprofits designated by TCF with TCF obtaining funding for the projects. Several proposals have been drafted and it is expected that several new engagements from some very interesting nonprofits will be undertaken early next year.

Marilyn Longman and Linda Styker-Luftig are studying ESC's website with a view to updating and improving the information and graphics.

Julian Wachs has taken the lead on preparing ESC's new Strategic Plan and is currently vetting a draft of the Plan.

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**BEST WISHES FOR A HAPPY, HEALTHY 2008**