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### Greetings From Your Executive Director:

ESC had a banner year in 2009 even though the financial atmosphere was gloomy. A picture of ESC in 2009 shows increases in our donors, our clients served, our engaged consultants and our community outreach. Nonprofits need our help, now more than ever, to find good board members, to assess their operations and to provide Executive Directors support to run their nonprofits more effectively and efficiently. With our wonderful donors, volunteer consultants, experienced board directors and staff ready and willing to help, 2010 is expected to be a successful and fulfilling year for ESC. On behalf of our Board and consultants, we wish our clients and funders the same best wishes for 2010.

**Aubrey Fletcher** is a member of the ESC family and has been Executive Vice President, President and Chair of ESC beginning in 1989 through 1999. Aubrey has many friends still working with nonprofits through ESC and has recently undergone heart surgery in the northeast where he now lives. We wish Aubrey a speedy and full recovery, and we send heartfelt greetings from his friends and admirers in the Triangle. Anyone wishing to send a card to Aubrey is asked to call the ESC office at 919-681-3536 for his current address.



### Client Profile – Schoolhouse Of Wonder, Durham

“Schoolhouse of Wonder is a Durham, NC nonprofit organization dedicated to providing opportunities for people of the Triangle region to connect with the Earth... Through the ongoing study of natural and cultural history we deepen our understanding of the world around us, building a heartfelt relationship with nature and community.” This past December, Executive Service Corps had the opportunity to work with Schoolhouse of Wonder. Schoolhouse of Wonder is devoted to enriching children’s lives through introducing them to “a consortium of lifelong learners dedicated to celebrating the wonders of the natural world.”

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Schoolhouse of Wonder was created in 1989 by Dave Cook and Wayne Poole as a half-day program for homeschooled children in order to foster learning, community building, and awareness of cultural and natural history. From the start, the success of Schoolhouse of Wonder is measured by inspiring children to learn, the connection the child forms with the environment, the connection the community forms with each other through the experience, and “the care they learn to give to each other, themselves, and the natural world”. In 1992, they began offering afterschool programs for children in Durham City Schools and Chapel Hill-Carrboro City Schools as well as summer camps. From 1992 on, Schoolhouse of Wonder continued to expand to educate more children through summer camps, afterschool programs, and homeschooled children’s enrichment programs.

According to Megan Goodrich, Executive Director of Schoolhouse of Wonder, what was gained most by working with ESC was generating interest and increasing energy within the board. Schoolhouse of Wonder is not only now more efficient, but now can “see what they are capable of”. Schoolhouse of Wonder now has a simple and efficient fundraising plan, which they see as a plan they can use easily far into the future to continue their success. The following is the perspective of just three people touched by the Schoolhouse of Wonder.

*“Schoolhouse of Wonder is a collection of teachers and performers that blend an extraordinary depth of teaching and life experience, and uncommon respect for young people, and a solid integrity.”*

- Louise Kessel, storyteller and founder of the Haw River Festival

*“Through my years at the Schoolhouse of Wonder camps I have learned many things. I have discovered a lot, not only about the world around me, but about myself. I have reached a higher level of self-confidence and realized that I actually can do anything I set my mind to. Most important of all – I had fun!”*

- Hannah Barnum, 9<sup>th</sup> grade camper

## Funders in 2009

We are very grateful to the following funders who partnered with us in 2009 to provide scholarships and services to nonprofits those who need our services but may not be able to afford them.

The BIN Charitable Foundation  
Blue Cross Blue Shield NC  
Craven Fund  
Duke Energy  
Durham Merchants Association Charitable Foundation  
Fox Family Foundation, Inc.  
Maxwell, Freeman, Bowman, P.A.  
Triangle Community Foundation, Regional Community Endowment Fund  
Wachovia Wells Fargo Foundation

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## New Board Directors

We are very happy to announce that we have recently added four new Board directors: Gracie Johnson-Lopez, Laura Benson, Michael Gulley and David Gettles. Dave has been working with ESC since August of 2008 as a consultant and Client Relationship Manager.

**Gracie Johnson-Lopez** -- Gracie is Senior Vice President of Administration/Human Resources at North Carolina Mutual Life Insurance Company in Durham. Earlier she held positions as a Diversity Trainer and Independent Consultant with J & J Executive Consultants in Durham, as Director of Human Resources at the NC School of Science and Mathematics, and as Diversity Advocate at Duke University Medical Center. Gracie lives in Durham.

**The Reverend Laura Benson** -- Laura is the recently appointed Executive Director, Triangle Lutheran Family Services of the Carolinas. Prior to LFS Carolinas, she was Executive Director of PLM Families Together, Executive Director of the Durham Interfaith Network, a Pastor in United Methodist Churches, and Program Director at CROS Urban Ministries in West Palm Beach, Florida. Laura lives in Raleigh.

**Michael Gulley** -- Mike is Director of Annual Giving and Stewardship at the WakeMed Foundation and lives in Chapel Hill. Prior to WakeMed Mike had positions as Senior Development Officer for NC State University Libraries, Director of Development for Curamericas and Campaign Manager for United Way - Bay Area, San Francisco. Early in his career he served as a senior counselor at a wilderness based at-risk youth counseling organization. Mike lives in Chapel Hill.

**Dave Gettles** -- Dave is a consultant and client relationship manager with ESC. Apart from ESC, he has a practice as an executive coach and management consultant and teaches business coaching at NC State. Dave has over thirty years of business experience and retired from Nationwide Insurance where he held a number of senior leadership positions. Dave lives in Cary.



Michael Gulley and Dave Gettles were welcomed as new Board Directors at the December 9<sup>th</sup> Board Meeting.

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### All Member Meeting, December 9, 2009

Our All Member meeting was held at the Northridge Country Club in Raleigh, following the Board meeting. We bid adieux to Mary Ellen Bowers who has been an ESC volunteer since April of 2002 and preceded Joan Lipsitz as Board Chair. Mary Ellen and Tom are moving to northern Virginia and take our best wishes with them.



Certificates of Appreciation were presented by Joan Lipsitz to Dave Beischer of Fox Family Foundation and to Robyn Fehrman and Lori O'Keefe of Triangle Community Foundation, representatives of two of our generous donor organizations.



Client vignettes were presented by Robin Barefoot of N.C. Therapeutic Riding Center; Anne Moore of Blacknall Memorial Presbyterian Church; and Jan Elmo of Read and Feed. We are very proud when our clients are willing to describe how ESC has been of benefit to their organizations and how sincere they are in praise of our marvelous consultants.

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## 2009: A Banner Year!

**Types of engagements**  
Based on 63 completed projects

	2009		2008	
Board & Staff Retreats	18%	11/63	29%	15/52
Coaching	27%	17/63	21%	11/52
Board Development	22%	14/63	13%	7/52
Strategic Planning	6%	4/63	10%	5/52
Organizational Design/Planning	3%	2/63	8%	4/52
Fundraising	8%	5/63	6%	3/52
Custom	3%	2/63	6%	3/52
Financial Review	8%	5/63	4%	2/52
Communications/Marketing	3%	2/63	2%	1/52
Merger	2%	1/63	2%	1/52

**Counties Served**  
Based on total number of completed engagements per county

	2009	2008	2007
Wake	32%	38%	15%
Orange	22%	29%	39%
Durham	32%	25%	38%
Chatham	14%	8%	13%
Alamance	0%	0%	1%

## Revenue

2009	January-December		
Income	Actual	Forecast	Prior Year
Revenues from Consulting			
Fees Billed to Nonprofits	\$39,430	\$37,400	\$35,825
Fees Received for Scholarships	22,075	20,000	9,250
Fees Received for Workshops	2,175	2,500	0
Restricted Grants	518	0	1,000
Unrestricted Donations	20,825	18,500	15,941
Interest Income	896	1,000	1,358
Total Income	\$85,919	\$79,400	\$63,374

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### Types of Clients

Based on total number of engagements – 63 in 2009 for 52 clients

	2009		2008	
Health Care/Social Services	25%	16/63	39%	17/44
Education/Culture	48%	30/63	30%	13/44
Arts	6%	4/63	14%	6/44
Environment/Energy	11%	7/63	9%	4/44
Associations/Foundations	2%	1/63	5%	2/44
Latino	5%	3/63	2%	1/44
Faith-based	3%	2/63	2%	1/44

Notes:

Percentages are approximated

The above represents engagements completed

ESC often performs several “types of engagements” for its clients

Some clients are “classified” in several categories

### Consultants

	2009		2008	
# of Active Consultants	32		28	
# of Consultants on 1-4 Projects	16	50%	17	60%
# of Consultants on 4-11 Projects	16	50%	16	40%
% Male	18	56%	17	60%
% Female	14	44%	11	40%