



ESC Consultant News

July 2011



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Letter from Trudy Smith

ESC Executive Director

Dear ESC Consultants,

I hope y'all are enjoying some well deserved time off and avoiding the heat of this summer. Though things may seem slow, our phones are still ringing with nonprofits who are preparing for annual Board retreats and 2012 plans. As always, please be sure to let the ESC office know of any extended vacations you have planned, so we can try to place consultants on our new assignments.

Exciting times for ESC! I am glad you are a part of our critical work,

Trudy Smith, Executive Director



Client Report

As of 5/31/11, we have 28 open projects involving over 20 consultants. We have completed 30 projects so far this year.

Here are some of our newest open or pending projects:

- The ArtsCenter (Orange) – Board Retreat
- Chatham EDC (Chatham) –Board Retreat
- Center for Senior Life (Durham) -- Board Retreat
- Club Horizon (Wake) –Board Development
- Exchange Clubs' Family Center (Durham)—Board Development
- Falconbridge Village Association (Orange) – Business Plan for Aging in Place, Concierge Services
- Learning Together (Wake) – Strategic Plan
- Project Enlightenment (Wake) – Board Retreat
- NC Symphony (Wake) –Strategic Plan
- In addition, we have 14 ongoing Coaching assignments.

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"Nonprofits Connecting to Collaborate" Initiative

ESC recently conducted a survey of Triangle nonprofit agencies to learn the extent to which these agencies have an interest in some form of collaboration with other local nonprofits. In partnership with the **NC Center for Nonprofits**, the survey was emailed to 1,400 Executive Directors or Board Chairs of Triangle nonprofits; 140 responded. Based on the survey responses, Triangle nonprofits appear to be **most interested in sharing**: sharing development activities, sharing projects and/services, and sharing advocacy efforts. Triangle nonprofits are most interested in **collaborating around shared missions**. Other responses indicate:

- Small nonprofits are significantly more likely to report interest in collaboration than larger ones.
- Organizations serving one county are more interested in collaboration than organizations serving multiple counties.
- Nonprofits' missions influence collaboration preferences.

This study is one step towards building collaborative efforts among Triangle nonprofits. Now that it is clear that a strong interest exists, the ESC will initiate a September meeting at the NC Museum of Art. This gathering is designed for interested nonprofits leaders to learn the options and the requirements for collaboration. The ESC will also be able to assist agencies in developing plans to create successful collaborative efforts.

The full survey report will be distributed to Triangle based members of the NC Center for Nonprofits, ESC clients, ESC consultants, our funders and Board members in August.

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New Consultants

Our consultant recruitment efforts are continuing into the second half of this year, and we are excited to introduce our two newest consultants, **Roger Hart** and **Stephan Wittkowsky**. Their bios and contact info (below) will be added to the Consultant Vault.

Roger Hart— Roger is a retired Certified Management Accountant (CMA) and former Vice President for Finance and Administration of the Organization for Tropical Studies, an international nonprofit based in Durham. He has 15 years of experience in nonprofit accounting, budgeting, and financial reporting. Previously, he was an academic historian and a diplomat.

Roger holds a master's degree in public administration (UNC Chapel Hill), a PhD in history (Princeton University), and a BA in history (Rhodes College). As an ESC consultant, Roger will concentrate on financial management. Roger's email is rhart16@frontier.com.

Stephan Wittkowsky--Stephan is a retired management consultant and former CEO of an industrial, commercial and tourism conglomerate in Central America. He also worked for over ten years at an economic development institution sponsored by the United Nations Development Fund. During the past fifteen years he has advised and consulted with private, academic, public, international and non-profit institutions. He has also been active as an entrepreneur and has taught and consulted at various universities. He has been a Board Member and has organizational, managerial and coaching experience in non-profit and non-governmental organizations (NGO's). Stephan is fluent in Spanish, German and English.

Stephan holds AB and MA degrees in economics and management from Cornell University (Ithaca, New York) and participated in training programs at various corporations in Holland. His email is stefanwitt8@yahoo.com.

New Consultant Orientation was held on July 15th for 6 consultants recruited since last summer. Thank you to Mary Alexion, Perry Colwell, Sheila Creth, Ed Haugh, Marilyn Longman, Rusty Myer, Don Tiedeman, and Gary Willett and all who helped with the consultant recruitment and orientation process.

We are still actively recruiting qualified new consultants. If you know someone you think might make a great ESC volunteer consultant, please email Trudy at escgt@mindspring.com, and we will include them in our next recruitment effort.

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Associate Director, Wake County

Our Associate Director(Wake), **Kate Mazza**, is working well for ESC. Kate has been busy cultivating new clients in Wake, meeting funders in the area, and raising consciousness about ESC, especially in Cary. She is currently working on her first ESC grant for funding from the Cary Community Foundation, and has reached out to several Wake communities in our efforts to recruit new consultants.

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On the Horizon

New Programs! Two new programs are been outlined and are now in the process of selecting an organization to "pilot" on.

- **Management Check-Up:** this is a quick but comprehensive assessment or check-up of systems across an organization. The check-up will cover 6 key areas: Board Governance, Financial Controls, Human Resources, Strategic Planning, Operations/Quality, and Fund Raising. The tool was modified from the Alliance of Arizona Nonprofits and can uncover issues that may need deeper ESC consulting.
- **Shorter term Strategic Planning:** Mary Alexion has led the adaptation of our current long range planning process to a shorter horizon that would complete in weeks as opposed to months.

We plan to hold training in both, most likely in early 2012. **Please let Trudy know if you are aware of Triangle nonprofits that might benefit from either of these new programs.**

Fall Speaker Event: Our plan is to have an outside speaker present to you, our consultants, in October or early November. Details on the date, speaker and topic will be emailed to you in August.

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Community Outreach

September 15-17th: ESCAN conference, Sarasota, Florida. Trudy and Board Chair, Beth Maxwell, will attend the annual ESC affiliate conference.

September 22 and 23: Trudy will attend the annual statewide conference hosted by the NC Center for Nonprofits in Greensboro. This year's theme is The Power of Nonprofits.

- September 23 full day workshop choice: **Leadership Development and Succession Planning for a Sustainable Future.**

September 28th: ESC will host a gathering of 40-80 nonprofits interested in collaboration at the NC Museum of Art in Raleigh, as a part of the Nonprofits Connect to Collaborate Survey and Initiative. Details are being finalized this month.

October 12th: National Association of Hospital Hospitality Houses (NAHHH: www.nahhh.org): Don Tiedeman will speak about Strategic Planning at the request of our client, SECU Family House.

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ESC News



ESC Office Location

ESC has moved to a new office at 3211 Shannon Drive, Suite #410 in Durham. Stop by and learn more about how we can help your nonprofit thrive.

2010 Report to the Community

Our 2010 Report to the Community highlights the solutions we provided to Triangle nonprofits. If you would like a copy, write Trudy Smith at escqt@mindspring.com, or click here to see it online at www.esctrangle.org.

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Feedback

Thank you for taking the time to read our eNewsletter. We'd love to make this a two-way conversation.

If you have any comments or questions please write to us at escqt@mindspring.com and let us know what's on your mind.

Thanks in advance for sending your feedback.