2018 ESC OF THE TRIANGLE
Report to the Community

Professional, Affordable Consulting for Nonprofits

919-294-9803 | info@esctriangle.org | www.esctriangle.org
Office: 3211 Shannon Rd, Durham, NC 27707 | Mail: PO Box 51152, Durham, NC 27717
2018 RESULTS

Completed Projects by County

Client Service Area

Completed Projects by Service

Client Size by Client Annual Revenue

Total Clients Served: 77  |  Total Complete Projects: 94
Total Revenue: $210K

2018 ESC Board Members
George Williams, Chair
Craig Landwehr, Vice Chair
Elizabeth Bass, Secretary
Morgan Quattlebaum, Treasurer
Samantha Bureau-Johnson, Jean Cox
Megan Gift
Saleem Hussaini
Bobby Kanoy
Candice Miles
Chris Wallace

Non-Voting Members
Chris Colaitis
Jenny Hausman
Jacqueline Wiseman

Letter TO OUR STAKEHOLDERS

We live in an extraordinary community, characterized by world-class organizations in the private sector, the academic sector, and nonprofit sectors. All these sectors combine to make the Triangle region a quality-of-life leader in our state and beyond.

Focusing on the challenges and opportunities of the nonprofit sector in particular, ESC of the Triangle has for 30 plus years now, been strengthening and building the capacity of these organizations through practical application of world class academic and private sector experience. We are proud to report our annual progress and remain excited about increasing our impact.

These stats and stories would not have been possible without the generous donation of local time, talents and funds. Because of these contributions, we are able to offer highly valued engagement opportunities, such as our Board Leadership Boot Camps, as well as scholarship opportunities for more customized services such as board development, executive coaching, mergers, etc. We are very grateful for our long term partnerships, as well as the many individual donations from Board, Staff, and Friends of ESC.

Recent independent Triangle-focused nonprofit survey work tells us that the need for our services is increasing, particularly in regards to organizational effectiveness, board development, community collaboration and leadership training. Unfortunately, we also know that awareness of our services is low. Largely driven by this need to increase community impact, we have selected, and are excited to welcome Michael Williams as our new Executive Director effective January 1, 2019. As a proven coach/consultant for ESC over the last 4 years, and an actively engaged community leader, Michael is uniquely qualified for this role, and has the full support of the Board. Michael will be responsible for the leadership of ESC coaches and consultants, along with leading ESC staff in our capacity-building mission towards even deeper community impact.

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Musical Empowerment offers free, individual music lessons to create meaningful relationships between collegiate mentors and children in under-served communities. A shared love of music and learning builds a foundation of confidence, creativity and self-discipline.

Musical Empowerment board and staff members were seeking focus and clarity on priorities. ESC Consultants Bill Jones and Bill Wallace initially worked on board development and best practices and then facilitated the development of a strategic plan. Together, strategic objectives were identified and key supporting strategies were put in place.

“The ESC consultants are extremely knowledgeable, supportive and easy to work with – and a great value!” – Phyllis Moore, APS of Durham Board Chair

The APS of Durham is a leader in building lifelong bonds between people and animals through education, community outreach and caring for animals in need.

During 2018, ESC Consultants Art Zucker, Michael Frisch and Rick Matson helped review and update the organization’s bylaws, assessed market position, identified strengths, weaknesses, goals and objectives, recommended a process to track progress and results.

“The knowledge and expertise of the consultants were what I liked best about the engagement. Also, I loved their demeanor. They created an environment in which we were comfortable sharing ...” – White Oak Foundation Board Member

Caring for the total person is the mission of White Oak Foundation. Their programs and project range from a food pantry to financial education and assistance and more.

ESC Consultants Linda Anderson and Art Zucker surveyed and worked with the board to establish a governance committee, create a process for succession planning and update relevant bylaws along with a project timeline.

“Adrienne and Linda were fantastic and I really valued their wealth of experience and knowledge around marketing for non-profits. They were able to expertly lead discussions and solutions based on real-world experience rather than theory.” – Steve Thomsen, USI President and Co-founder

USI has global and local missions: to create solar energy solutions to address energy and water poverty in underdeveloped communities worldwide and to facilitate solar installations on schools, community centers and Habitat for Humanity homes.

ESC Consultants Adrienne Lallo and Linda Luftig worked with United Solar Initiative to create a strategic marketing plan. Their deep backgrounds in communications, public relations and marketing along with volunteer experience produced a collaborative success.
2018 CLIENTS

**ARTS, CULTURE AND HUMANITIES**
- BUMP: The Triangle
- Cary Playwrights’ Forum
- Friends of the N.C. State Museum of Natural Sciences
- International Focus, Inc.
- Mallarme Chamber Players
- Musical Empowerment
- North Carolina Genealogical Society Inc
- Pleiades Arts
- Raleigh Hall of Fame
- Staunton Augusta Art Center
- The Carolina Theatre of Durham, Inc.
- The Gifted Arts
- The Raleigh Boychoir
- The Scrap Exchange
- United Arts Council of Raleigh and Wake

**EDUCATION AND RESEARCH**
- Achievement Academy of Durham
- Book Harvest
- Chatham County Partnership for Children
- Durham’s Partnership for Children Durham Literacy Center, Inc.
- Higher Education Works Foundation
- WomenNC - NC Committee for Csw-Cedaw

**ENVIRONMENT AND ANIMALS**
- Animal Protection Society of Durham
- Apoipolis
- Carolina Wetlands Association
- Chatham Animal Rescue and Education
- Eno River Association
- Our Wild Neighbors
- United Arts Council of Raleigh and Wake

**HEALTH**
- Advance Community Health (formerly Wake Health Services)
- ALS Society NC Chapter
- Community Care of North Carolina
- El Futuro
- International Society on Thrombosis and Haemostasis
- Male Contraception Initiative
- North Carolina Fragile X Foundation
- Piedmont Health SeniorCare

**HUMAN SERVICES**
- A Helping Hand
- Boomerang
- Chapel Hill-Carrboro Chamber of Commerce
- Chatham Transit Network
- Compass Center for Women and Families
- Dress for Success Triangle N.C.
- Durham Council of PTAs
- Family Promise of Wake County
- Hope Center at Pullen
- National Association of Social Workers NC
- NC Commission on Racial and Ethnic
- Disparity in the Criminal Justice System
- North Carolina Coalition Against Domestic Violence (NCCADV)
- Note in the Pocket
- Playworks North Carolina
- PORCH Inc.
- Power of the Dream
- Raleigh City Farm
- Read and Feed
- StepUp Durham
- TABLE, Inc.
- Triangle Area Parenting Support
- Triangle Disability Awareness Council
- Triangle Ultimate
- Wake County SmartStart
- Western Wake Crisis Ministry

**PUBLIC, SOCIETAL BENEFIT**
- 100 Black Men Triangle East, Inc.
- Availforce
- Community Empowerment Fund
- FIGS of Wake County, Inc
- JUST TRYAN IT
- Passage Home
- Volunteer Center of Durham

**RELIGION RELATED**
- CORA Food Pantry
- Johnson Service Corps
- NC Council of Churches
- Paralyzed By Christ
- Serve India Ministries

**INDIVIDUAL DONORS**
- Mary L. Alexion
- Linda Anderson
- Elizabeth Pritchett Bass
- Allen Berk
- Charles and Renee Brown
- Anne and Bill Burch
- Samantha Bureau-Johnson
- George Cahill
- Tom and Cathy Cogswell
- Jean Cox
- G. Lee Fogle
- Dave and Liza Gettles
- Megan and Barrett Gift
- Bill Greetley
- Saleem Hussaini
- Bobby and Korrel Kanoy
- Judy and Fred Kelly
- Jim Kinney
- Craig and Cindy Landwehr
- Kurt Libereatore
- Marilyn and Doug Longman
- Rick and Karen Matson
- Candice Miles
- Grinnell Morris
- Morgan Quattlebaum
- Ed Rose
- Anne and Martin Saffer
- Harold G. Sellars
- Wallace Family Foundation
- Ken and Carol Waters
- Michael Williams
- George Williamson
- Jacqueline Wiseman
- Arthur and Betty Zucker

**FOUNDATION AND CORPORATE DONORS**
- BIN Charitable Foundation
- Blue Cross and Blue Shield of NC
- BCBSNC Foundation
- Citrix
- Foundation for the Carolinas
- Fox Family Foundation
- Triangle Community Foundation
- Vaguely Reminiscent, Inc.
- White Oak Foundation

**2018 ESC CONSULTANTS**
- Sue Adams
- Linda Anderson
- Paul Bamford
- Diana Bing
- Pat Bocian
- Brian Brennan
- Charles Brown Jr.
- Dave Bursiek
- George Cahill
- Tom Campbell
- Janet Colm
- Perry Colwell
- Paul D’Angelo
- Neil D’Cruz
- Al Decker
- Gail Ferrera
- Mike Florio
- Lee Fogle
- Michael Friedman
- Michael Frisch
- Ed Gawf
- Dave Gettles
- Bill Greetley
- Steve Hall
- Bobbi Happgood
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- Ed Haugh Jr.
- Scott Heyman
- Marcia Jaquith
- Daniel Janssen
- Brad Johnson
- Bill Jones
- Thad Juszcak
- Judy Kelly
- Jim Kinney
- Adrienne Lalio
- Kurt Libereatore
- Ann Lion
- Marilyn Longman
- Linda Luftig
- Mark Luftig
- Heather Marks
- Rick Matson
- Ed McCraw
- Marcy McKaig
- Peter Metzner
- Verona Middleton-Jeter
- David Miller
- Peter Morris
- Rusty Myer
- Steve Owen
- Rosalie Phelan
- Godfrey Pinto
- Brenda Pomeroy
- Tommy Re
- Ramana Reddy
- Greg Roper
- Matt Runci
- Linda Sanders
- Martin Saffer
- Pat Scalabrin
- Ilona Sher
- Steve Spouke
- Nic Versmissen
- Bill Wallace
- Ken Waters
- Lee Watkins
- Jonathan Whaling
- Corbin Whittington
- Michael Williams
- Joel Zimmerman
- Arthur Zucker

**ESC of the triangle HONOR ROLL**
Services

BOARD DEVELOPMENT
Increase your board effectiveness in such areas as roles and responsibilities, membership, organization, and operations.

RETREAT FACILITATION
Let us help you lead your board or staff through a one-day retreat that helps everyone understand their roles, plan for the future, and/or address specific issues.

GUIDED ORGANIZATIONAL ASSESSMENT
Identify your organization’s strengths and challenges in serving your mission or adopting nonprofit best practices. Develop a plan to improve.

EXECUTIVE COACHING
An experienced coach will develop a one-on-one, confidential relationship with your executive designed to help your organization achieve its goals.

STRATEGIC PLANNING
Develop specific plans to meet your organization’s mid- and long-term goals, using a tailored process.

COMMUNICATIONS/MARKETING
Improve your visibility and impact with key audiences and constituencies.

FINANCIAL ASSESSMENT
A financial expert will assess your financial processes and reports and make recommendations for your consideration.

MERGERS
ESC experts can help you with merger explorations and integration plans.

ADDITIONAL SERVICES
ESC will assist with human resources issues, fundraising planning, process mapping, crisis management and other concerns.

For a No-Cost Consultation, Contact:
Executive Director Michael Williams
michael@esctriangle.org or info@esctriangle.org

Support ESC by donating at www.esctriangle.org/donate

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ESC is a registered 501(c)(3) organization