



Strengthening the Nonprofit Community

ESC of New England • 2012 Annual Report



ESC of New England

ESC of New England (Executive Service Corps) is a regional nonprofit corporation dedicated to improving the quality of life in the communities we serve throughout Eastern Massachusetts and Rhode Island, by providing high-quality, affordable consulting services, resources, and mentors to nonprofits and education leaders seeking to address critical organizational issues. We accomplish these goals by drawing upon an extensive volunteer network of senior-level executives and professionals who are committed to helping public service organizations more effectively serve their constituents.

Mission

ESC's mission is to enhance the overall impact of the nonprofit community by enabling organizations to operate more effectively to meet the needs of their constituencies.

Consulting Services

ESC provides affordable high-quality consulting services in:

- Governance
 - Strategic Management
 - Strategic Planning
 - Contingency Planning & Strategic Opportunities
 - Business Operations
 - Business Planning
 - Financial Management
 - Program Evaluation
 - Human Resources Management
 - Outcomes Measurement
 - Marketing & Branding
 - Fundraising
 - Executive Coaching
 - Facilitation
-

Workshops

ESC provides over thirty different workshops that are designed and conducted by our consultants. Workshops are interactive, full of user-friendly information, tools, templates and great opportunities for participants to network and initiate collaborative relationships.

Topic Areas

- Outcomes Measurement
- Organization Development and Human Resources
- Marketing and Fundraising
- Board, Volunteer and Donor Engagement
- Strategic Management and Planning
- Skills Development

Complimentary Assessment

ESC offers a complimentary ninety-minute assessment visit with experienced ESC consultants who will work with an organization to determine its key issues and needs and offer advice on how to address them. The assessment visit comes at no charge and with no obligation. To arrange a complimentary assessment visit, please submit a request for Assistance on our website at www.escne.org or call Director of Consulting Ulea Lago at 617-357-5550.

Staff

Bethany Kendall, *President & CEO*

Maren Reisch, *Assistant to the President Manager, NewEnglandJobs.org*

Ulea Lago, *Director of Consulting*

Kathy-Ann Hart, *Manager of Consulting*

Kyle Dacuyan, *Manager of Recruitment & Development*



Message from the President

Dear Friends,

This past year marked an important milestone for Executive Service Corps of New England (ESC) —thirty years of serving the nonprofit community. Several recognition events took place throughout the year in tribute to ESC's contributions, culminating in a grand celebration hosted by Eaton Vance to honor our founder Caleb Loring, Jr. Current and former clients, consultants, donors, board and advisory board members gathered together to hear the admiring remarks of supporters Jim Curvey, vice chairman of the Board of Directors of FMR LLC, the holding company for the businesses of Fidelity Investments, Westy Saltonstall, President Emeritus of Eaton Vance Investment Counsel, David McCabe, President of Eaton Vance Investment Counsel & Eaton Vance Trust Company, and Bill Huss, ESC's Chair of the Board. Caleb Loring, III poignantly spoke of his father's exemplary commitment to the community and the values he had learned from his parents that helped shape his own charitable work.

Over the last three decades, more than 2000 nonprofits have benefitted from our high quality and affordable consulting services to meet the strategic and operating challenges of governance and management. Hundreds of executives and professionals from the corporate, nonprofit and public sectors have donated their time, compassion and expertise to provide immediate and sustainable impact to nonprofits—large and small—seeking to enhance service delivery to their own constituencies.

Each year's work and accomplishments contribute to an enhanced ESC and further advance our mission. Here are a few of the highlights and significant activities of FY 12:

ESC's professional development programs continued to expand, providing a robust roster of practical, interactive workshops on a variety of timely topics in the areas of outcomes measurement; organization development and human resources management; marketing and fundraising; board, volunteer and donor engagement; strategic management and planning; and skills development in conflict management, presentation, facilitation and communication. Over 1000 nonprofit leaders convened by corporate and community foundations attended 45 workshops throughout the year presented by ESC consultants.

Attendees provided the following comments after participating in ESC workshops:

"I have attended several workshops on this topic, but this was the first time I felt like the instructor understood what made our organization's challenges unique.... helpful for coming up with ideas that could be both effective and easy to implement."

"Great practical strategies! The entire workshop was based in the real world. Many of the ideas and suggestions will be implemented immediately."

Our internal professional development opportunities also increased for our consultants-- 25 different programs--with nonprofit finance added to the core curriculum, made possible through a partnership with CPA firm, Alexander, Aronson & Finning.

More than 70 organizations, contracted with ESC for consulting services, with some adding one or more additional follow-on projects. About 60% of the organizations had annual operating revenue of under \$1MM. Health and human services, education, and arts and culture organizations comprised the majority of our clients. Governance, strategic management, marketing and fundraising were the most requested services, in addition to a rapidly growing practice in executive coaching.

As we enter into our fourth decade, ESC continues to uphold the core values upon which it was founded:

Expert skills, compassion, delivery of effective and affordable service, with collaboration between volunteer consultants and nonprofit leaders to improve organizational operation and strengthen the quality of life in our communities.

As we reflect on past accomplishments, it is with grateful acknowledgment to those who have made it all possible: most especially, our volunteer consultants who bring talent and passion to every engagement; our generous donors--individuals and foundations; our nonprofit clients, who allow us to be a part of their success in meeting critical needs; our board and advisory board members. We appreciate this time of great excitement about the future, planning for new challenges and opportunities, and advancing our mission to strengthen the community.

With all best wishes,



Bethany B. Kendall
President & CEO

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 Adoption & Foster Care Mentoring
 Asian American Civic Association
 Belmont Media Center
 Bessie Tarrt Wilson Initiative For Children
 The Boston Foundation
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 Boys & Girls Club of Boston
 Cambridge Forum
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 The Chilton Club
 Codman Square NDC
 College Bound Dorchester
 Community Servings
 Cradles to Crayons
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 Discovering What's Next
 Dover Historical Society
 Dress for Success Boston
 Elizabeth Stone House
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 English for New Bostonians
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 Gilbert Albert Community Center
 Heading Home
 Holliston Cable Access TV
 Health Quarters
 Household Goods Recycling of MA
 Jane Doe
 Journeys of Hope
 Justice at Work
 Margaret Fuller Neighborhood House
 MA Council of Economic Education
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 The Mel King Institute
 National Black College Alliance
 National Braille Press
 Neighborhood Association of Back Bay
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 The New School of Music
 NewTV
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 Northeast Arc
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Hungwah Yu, D.B.A.

Lesley University
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*current position

Financial Overview

For the years ending September 30, 2012 and 2011

Unrestricted Revenues and Support:

	2012	2011
Donated professional services*	\$2,383,850	\$2,039,400
Contributions	272,170	137,679
Fee income	208,982	249,802
Satisfaction of program restrictions	162,396	134,273
Income from spending policy	-	-
Total unrestricted revenues and support	3,027,398	2,561,154

Expenses:

Program services	2,681,388	2,297,434
Management and general	271,281	213,515
Fundraising	62,943	65,507
Total expenses	3,015,612	2,576,456
Changes in unrestricted net assets from operations	11,786	(15,302)

Other unrestricted revenues (expenses):

Investment income	10,939	9,290
Net realized and unrealized gains (losses) from trusts and investments	24,203	(14,679)
Total other unrestricted revenues (expenses)	35,142	(5,389)
Change in unrestricted net assets	46,928	(20,691)
Change in temporarily restricted net assets	33,579	39,727
Change in permanently restricted net assets	644	(1,350)
Total change in net assets	81,151	17,686
NET ASSETS, beginning of year	888,122	870,436
NET ASSETS, end of year	\$969,273	\$888,122

*Donated Professional Services represents volunteer consultant hours, valued at a rate of \$175 per hour in FY 2012 and \$150 per hour in FY 2011.

The market value of the endowment is \$501,159 as of September 30, 2012.

Complete audited financial statements are available on request.

Contributors

** Contributed to the Caleb Loring Jr. Nonprofit Leadership Fund*

Individuals

Major Benefactor \$5,000 and above

- | | |
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Celebrating 30 Years of Service to the Community

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Watch our Video



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