



Expanding Our Impact

A REPORT TO THE COMMUNITY 2018

EXPANDING Our Impact

Creative collaborations, deepening relationships and new partnerships have underscored Executive Service Corps of

Southern California's work this past year. All are connected by these goals: to *expand our impact* and empower the nonprofits we serve.

Significantly, this year marked the launch of our new strategic plan and –even at this early stage of implementation– we are already seeing results. Our work with our clients has grown in size and scope, with more complex, multi-faceted projects that combine a number of our signature consulting and coaching services to better meet our clients' needs.

We are also deepening our partnerships with funders, who –through our customized leadership cohort programs –are working hand-in-hand with us to enhance their support for the organizations and areas they care about most.

These accomplishments, however, would not be possible without the volunteer consultants, supporters, nonprofit clients, Board and staff who work together every day to achieve these goals. Thanks to you, we have been able to set a bold new path for the future –and have a deep and lasting impact on even more lives in our community.

We are grateful for your belief in our vision and for being our dedicated partners in the critical work we all do. We look forward to another exciting year ahead.



David Factor

David Factor, *President and CEO*

Robert F. Scoular

Robert F. Scoular, *2017 Chair*

Our Mission: To empower nonprofits to achieve their missions through affordable coaching and consulting by trained executive-level volunteers.

CONSULTING SERVICES

Strategic Planning

Board Development

Leadership Coaching

Fund Development

Organizational Assessment

Retreat Facilitation

Customized Consulting

INSTITUTES AND PROGRAMS

Executive Directors Leadership Institute (EDLI)

Developing Development Program (DDP)

Customized Leadership Cohort Programs



BOARD OF DIRECTORS

William R. Barrett, Jr.
Elizabeth M. Burnside
Bradford J. Ebner
Irwin S. Field
William Flumenbaum
Michael J. Goldberg
Abner D. Goldstine *Treasurer and Chief Financial Officer*
Irwin J. Jaeger
Eric L. Moore
Lizbeth G. Nevarez
Denise J. Raytis *Secretary*
Robert F. Scouler *Co-Chair*
Laura L. Survant
Daryl T. Twerdahl
Diana L. Walker
Scott J. Weiner *Vice Chair*
Barbara Yaroslavsky
David J. Zuercher *Co-Chair*

Ex Officio

David Factor *President and CEO*
R. Alan Lavery *Chair, Consultants Advisory Council*

STAFF

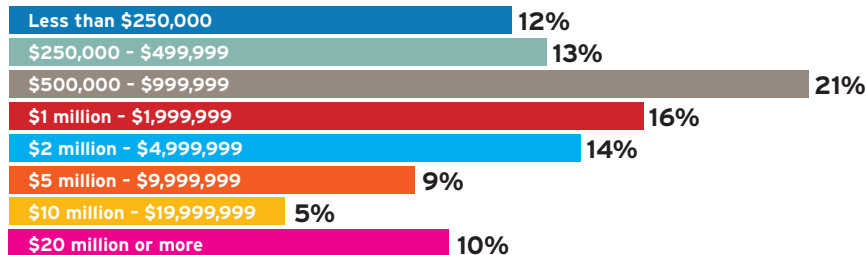
David Factor *President and CEO*
Susan Afriat *Training Manager*
Marissa Belau *Special Projects Coordinator*
Allison Celosia *Development and Communications Coordinator*
Julia Fischer *Organizational Consulting Project Manager*
Vicky Foxworth *Vice President of Organizational Consulting*
Sandy James *Administrative Assistant*
Meghan Maloney *Programs and Training Coordinator*
Janet McIntyre *Vice President of Programs and Training*
Felicity Palmer *Director of Development and Communications*

Who We Serve

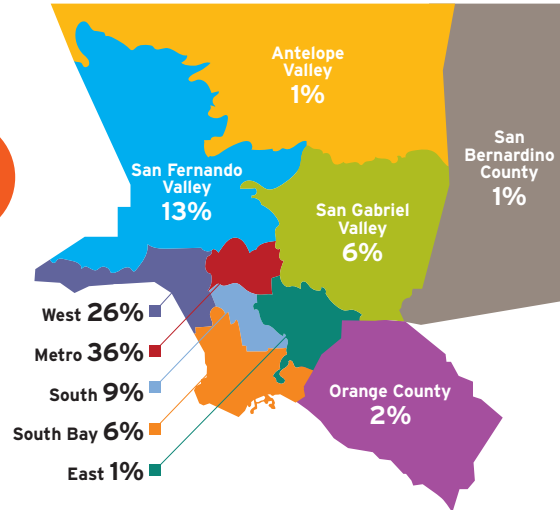
In 2017, ESC served **125 clients** on **167 projects**.



CLIENTS BY BUDGET



CLIENTS BY REGION



THANK YOU TO OUR Generous Supporters!

2017 FOUNDATION, CORPORATE AND GOVERNMENT SUPPORTERS

Champion Sponsors (\$100,000 and above)
The Ahmanson Foundation*

Premier Sponsors (\$50,000 - \$99,999)
The Rose Hills Foundation
Weingart Foundation
Wells Fargo Foundation

Sponsors (\$25,000 - \$49,999)
Supervisor Hilda L. Solis, Los Angeles County Board of Supervisors 1st District
S. Mark Taper Foundation
UniHealth Foundation*
J.B. and Emily Van Nuys Charities*

Partners (\$15,000 - \$24,999)
George Hoag Family Foundation
Dan Murphy Foundation
Jewish Federation of Greater Los Angeles*
Payden & Rygel
Resnick Foundation
Southern California Edison
Sunair Children's Foundation

Sustainers (\$10,000 - \$14,999)
The Capital Group Companies Charitable Foundation
John Gogian Family Foundation
Liberty Vegetable Oil Company

Supporters (\$5,000 - \$9,999)
City National Bank
Doris Factor Endowment Fund of the Jewish Community Foundation of Los Angeles
Pacific Life Foundation
Specialty Family Foundation*
Union Bank Foundation

Contributors (\$500 - \$4,999)
Community Foundation of the Valleys
Green Hasson Janks
Seeley W. Mudd Foundation
O'Melveny & Myers

*Collaborative Partners

Board Development and Organizational Development

2017 INDIVIDUALS

Visionaries (\$10,000 and above)

Ben Breslauer and the Samuel
and Helene Soref Foundation

Irwin S. Field

Irwin J. Jaeger

Joan Payden

Diana L. Walker

Scott J. Weiner

David J. Zuercher

Leaders (\$3,000 – \$9,999)

Elizabeth M. Burnside

Michael J. Goldberg

Abner D. & Roslyn Goldstine

John Krakowski

R. Alan Lavery

Denise J. Raytis

Robert F. Scoular

Ambassadors (\$1,000 – \$2,999)

William R. Barrett, Jr.

Margaret Black

Ruth Feiler

Beverly Froelich

Tim Kittleson

Chuck Lindahl

Mary MacVean

Lizbeth G. Nevarez

John Power

Tori Schladen

Jill Spuehler

Laura L. Survant

Ron Vinje

Seth Weintraub



Despite a successful program year helping more than 800 at-risk youth develop their gifts and talents, Board Chair Amy Bawden and the Youth Mentoring Connection (YMC) leadership found themselves at a difficult crossroads. Demand for their mentoring services was at all-time high, but some funders were concerned about YMC's overall sustainability and denied their grant requests.

Thankfully, YMC was able to take advantage of a capacity-building grant from The Ahmanson Foundation, and, in March 2017, Amy and her board, along with YMC staff, teamed up with ESC to build the financial infrastructure YMC needed to survive. The year-long project seemed daunting at first, but with the support of their ESC consultants, the YMC board and staff remained committed. Together, they developed a targeted messaging strategy for funders, explored strategies to create a social enterprise and invested in their board infrastructure. Now, funders are increasing their grants, and new partners are emerging. YMC is poised to scale their services and bring their mentoring programs to more youth for years to come.

"ESC was our guiding light. We knew where to go but not how to get there. Now we are bringing out the best in ourselves and our organization – just as we do for the youth we serve."

Read YMC's full story at www.escsc.org/clients/ymc.

Amy Bawden
Board Chair,
Youth Mentoring
Connection





Inspired by the direction of their new strategic plan, President and CEO Rigo Saborio and St. Barnabas Senior Services (SBSS) were determined to do more to help the growing population of vulnerable older adults in Los Angeles. They had a vision to empower this community to live and age well. In order to build the infrastructure needed to scale their care services to reach 20,000 older adults per year by 2020, Rigo enrolled his board and staff in ESC's 2016-2017 Developing Development Program, where they learned to create effective new fundraising strategies to sustain their programs. These efforts demanded stronger leadership across SBSS, so Rigo worked with ESC in 2017 to design a custom coaching program for directors and emerging leaders at the organization. With the guidance of ESC consultants, participating staff members tackled challenges and grew more confident in their leadership skills, which helped form a more cohesive team across the entire organization. Today, the SBSS staff is energized to tackle their mission together and help older adults age with dignity and respect.



Rigo Saborio
President and CEO,
St. Barnabas
Senior Services

"ESC has become such an important part of the St. Barnabas family. Together we've put St. Barnabas on the path to success!"

Read SBSS's full story at www.escsc.org/clients/sbss.

2017 INDIVIDUALS (CONT.)

Advocates (\$500 – \$999)

Albert Algaze
Susan Barton
Karen Buxbaum
David Factor
Peter Koplik
Lad Lorenz
Nancy Sacks
Janet Schulman
Harris Sperling
Roberta Suber
Daryl T. Twerdahl
Jerry Weissman & Judy Farber-Weissman
Frank Wurtzel

Allies (\$250 – \$499)

Barbara Arnold
Judy Bain
Michael Bridge
Jim Bright & Lucy Farber
Bennett Brown
John Coleman
Megan Cooper
Vicky Foxworth
Mark Friedman
Michael Hirschfeld
Leslie Horowitz
Susan Leonard
Michael Linsk
Felicity Palmer
Aileen Strike Preonas
Jake Rohrer
Fred Samulon
Steve Solton
Sally Vasen Alter
Kathy Walsh
Tim Winchell
Barbara Yaroslavsky
Phil Young



Consultant Story

Mary Trigg

When Mary Trigg joined ESC as a consultant in 2014, she needed a way to lift her spirits during a challenging time in her life. Following her husband's Alzheimer's diagnosis, Mary retired early from Wells Fargo to take care of him. She remarks, "*Imagining a life without my husband was difficult, but I discovered that being an ESC consultant gave me the social support system that I needed to stay grounded.*"

Through ESC, Mary has been able to share her experience in corporate communications and leadership as a way to give back to the community. In turn, she has made many lasting friendships with her clients and fellow consultants, who have cared for her in a way that makes her feel nurtured by the entire ESC community, including when her husband passed away in 2017.

Mary serves on ESC's Consultant Advisory Council and also gives financially to ESC in support of our mission. "*Giving to ESC is my way of showing what ESC has done for me. I love being part of the ESC family!*"

2017 INDIVIDUALS (CONT.)

Friends (Up to \$249)

Susan Afriat
Marissa Belau
Anne Bunney
Linda Camras
Allison Celosia
Rachel Davenport
Agapito Diaz
Gail Doi
Jim & Roxie Esterle
Richard Fass
Mona Field
Julia Fischer
Susan Flaming
Jeff Henderson
Clive Hoffman
Lilly Hogle
George Horne
Sandy James
Meghan Maloney
Mike Marshall
Janet McIntyre
Jane Morton
Francine Moskowitz
Bea Nemlaha
Howard Parmet
Fernanda Philbrick
Christopher Racster
Yvette Reiner
Madonna Shannon
Diane Siegfried
Marlene Singer
Barry Steinberg
Sandy Tauber-Rosen
Richard Thaler
Richard Tom
Gene Tuch
Alejandra Valenzuela
Lauree Weaver
Lois Weinsaft
Beverly Weise
RaChelle Williams



Awardees Ron Vinje, Aziza Hasan, R. Alan Lavery, Albert Algaze, Susan Afriat



Guests at ESC's Volunteer Recognition Luncheon

THANK YOU TO OUR VOLUNTEER CONSULTANTS!

John Abel
 Susan Afriat
 Albert Algaze
 Ben Allen
 Barbara Arnold
 David Arvonio
 Marshal Backlar
 Heather Backstrom
 Judy Bain
 Susan Barton
 Fred Beck
 Margaret Black
 David Braunstein
 Ben Breslauer
 Michael Bridge
 Jim Bright
 Bennett Brown
 Karen Buxbaum
 Linda Camras
 Selina Chi
 John Coleman
 Rachel Davenport
 Phil Davis
 Eric DeWeese
 Agapito Diaz
 Lynn Dines
 Gail Doi
 Derek D'Sa

**Serves on Consultants
Advisory Council*

2017 VOLUNTEER Recognition Luncheon

In November 2017, ESC hosted our annual Volunteer Recognition Luncheon at the Skirball Cultural Center. With the support of Union Bank and Green Hasson Janks, ESC consultants, Board members, staff and special guests came together to celebrate the contributions made to our region's nonprofit community by our dedicated volunteers. ESC consultants Susan Afriat and Ron Vinje were presented with the Jack Horton Outstanding Service Award, R. Alan Lavery was honored with the Union Bank Exceptional Commitment Award, and longtime consultant Albert Algaze was given the Frank Feiler Distinguished Service Award. The Megan G. Cooper Leadership Award for an outstanding nonprofit leader was presented to ESC client Aziza Hasan, Executive Director of NewGround: A Muslim-Jewish Partnership for Change.



Dominican Sisters

OF MISSION SAN JOSE

ESC goes global! In 2017, with the support of the Conrad N. Hilton Foundation, Sister Maria Reina Perea, Program Director of the Dominican Sisters of Mission San Jose, approached Janet McIntyre, Vice President of Programs and Training, to design a leadership training to help the Sisters build the skills they need to lead important social work initiatives in their communities all across Mexico. The multi-day training was held in San Diego in May 2018. It was our first-ever training facilitated entirely in Spanish, focusing on communication, project management and leadership development.

ESC goes global! In 2017, with the support of the Conrad N. Hilton Foundation, Sister Maria Reina

Sister Maria
Reina Perea
Program Director,
Dominican Sisters of
Mission San Jose



"You can tell the effectiveness of a training by how engaged the participants are. All of us were engaged from beginning to end! Now we're eager to ask, 'When's the next training?'"

**VOLUNTEER
CONSULTANTS (CONT.)**
 Jim Esterle
 Roxie Esterle
 Richard Fass
 Mona Field
 Dick Fishman
 Susan Flaming
 Michele Foster
 Al Frank
 Mark Friedman
 Beverly Froelich
 Pat Garner
 Daniel Goodstein
 Micah Greenberg
 Stephen Gutwillig
 Jeff Henderson
 Michael Hirschfeld
 Clive Hoffman
 Leslie Horowitz*
 Denise Jackson
 Alma Johnson-Hawkins
 Mika Kim
 Craig Kinzer
 Tim Kittleson
 Bert Kleinman
 Susan Kobilarcsik
 Yu-Lin Kong
 Peter Koplik
 Devra Korwin
 John Krakowski
 Dennis Kunisaki
 R. Alan Lavery*
 Steven Lavine

**Serves on Consultants
Advisory Council*

Clients Served in 2017

The Achievable Foundation
Alliance of Women Directors
American Youth Soccer
Organization (AYSO)
Angel City Chorale
Anthesis
Antioch University
Bridge Program
Beauty Bus Foundation
Beit T'Shuvah
Big Sunday
Bloom Again Foundation
Bresee Foundation
The Broad Stage
Burbank Temple Emanu El
California Calls
The California Endowment
Center for Strategic Public-
Private Partnerships
Center for the Pacific
Asian Family
Charles R. Drew University
of Medicine and Science
Community Corporation
of Santa Monica
Community Partners
Community Senior Services
Congregation Tikvat Jacob
Beth Torah
Culver City Education Foundation
Downtown Women's Center
East Los Angeles Women's Center
Education Through Music - LA
Elemental Music
Extraordinary Families
Facing History and Ourselves
Family Promise of the Verdugos
Friends of Orphans
Glendale Arts
GO Campaign
Grandparents as Parents
Guardian Angel School
HEAR Center

Heart of Los Angeles (HOLA)
Immaculate Heart Community
The Institute for Justice
Education Reform
Instituto de Educación Popular
del Sur de California (IDEPSCA)
Invertigo Dance Theatre
The Jeffrey Foundation
Jenesse Center
Jewish Federation of Greater
Los Angeles
Jewish Free Loan Association
Jewish World Watch
Karsh Center of Wilshire
Boulevard Temple
Kehillat Israel Reconstructionist
Congregation
Korean American Family Services
L.A. Trust for Children's Health
LAPD Hollenbeck Police
Activities League
Latino Resource Organization
Leo Baeck Temple
Los Alamitos Youth Center
Los Angeles Area Chamber of
Commerce Foundation
Los Angeles Conservation Corps
Los Angeles County
Bicycle Coalition
Los Angeles Housing Partnership
Los Angeles Latino Chamber
of Commerce
Mar Vista Family Center
Matrix Institute on Addictions
MOSTE
Muckenthaler Cultural Center
Netiya
Network for Teaching
Entrepreneurship (NFTE)
Los Angeles Metro
New Beginning Outreach
Foundation
New Directions for Veterans

New Roads School
NewGround: A Muslim-Jewish
Partnership for Change
Occidental College
Odyssey Charter School
Otis College of Art and Design
OUR HOUSE Grief Support
Center
Outfest
Pacific Region OASIS
Partnership Scholars Program
Pasadena Jewish Temple
and Center
PATH Ventures
Pathways LA
Peace Over Violence
Pieter Performance Space
of the PLUS ME Project
POPS the Club

St. Vincent de Paul
Stephen Wise Temple
Stepping Forward LA
Strength United
Sustainable Claremont
Sustainable Works
Swipe Out Hunger
Switzer Learning Center
Taking the Reins
Temple Aliyah
Temple Beth Hillel
Temple Emanuel of Beverly Hills
Temple Isaiah
Temple Israel of Hollywood
Toberman Neighborhood Center
University Synagogue
Urban Community Outreach
Violence Prevention Coalition
of Greater LA

**VOLUNTEER
CONSULTANTS (CONT.)**
Ron Leibow
Peggy Lennon
Hugh Leonard
Susan Leonard*
Chuck Lindahl
Michael Linsk
Al Linton
Ernest Littles
Brigitte Loden
Lad Lorenz
Brenda Lynch
Mike Marshall*
Alvin Martin
Karen McCarthy
Ann McMullan
Asbjorn Melo
Georgia Mercer
Francine Moskowitz
Theresa Murphy
Scott Nave
Polly Nelson
Bea Nemlaha
Bob Newmark
Howard Parmet*
Wilma Pinder
Carrie Polhamus
Yvette Reiner
Catherine Rhodes
Yesmean Ribbany
Jake Rohrer*
Nancy Sacks
Fred Samulon

**Serves on Consultants
Advisory Council*

Our consultants volunteered more than
10,300 hours
in 2017 to help nonprofits in our community

Project: PeaceMakers, Inc.
The Promises Foundation
PUENTE Learning Center
PV Jobs
Resurrection Catholic School
Richstone Family Center
The Riordan Programs
Rising TIDE @ MKEC
Safe Place for Youth
The Shakespeare Center
of Los Angeles
SHARE!
Shoes That Fit
Shomrei Torah Synagogue
SLAM!
St. Baldrick's Foundation
St. Barnabas Senior Services
St. Francis Center
St. Louise Resource Services
St. Patrick Catholic School

Water Buffalo Club
Women's Reproductive
Rights Assistance Project
WomenShelter of Long Beach
Youth Mentoring Connection
YWCA Glendale

Collaborative Partners in 2017

The Ahmanson Foundation
John Gogian Family Foundation
Conrad N. Hilton Foundation
Jewish Federation of Greater
Los Angeles
L.A. Works
Specialty Family Foundation
Dwight Stuart Youth Fund
UniHealth Foundation
J.B. and Emily Van Nuys Charities

Audited Financials

Statement of Financial Position December 31, 2017

Assets

Current assets	
Cash and cash equivalents	\$592,541
Accounts receivable	117,750
Prepaid expenses	19,274
Pledges receivable	<u>76,900</u>
Total current assets	806,465

Noncurrent assets

Investments	999,419
Property and equipment, net	31,131
Total noncurrent assets	1,030,550

Total assets

\$1,837,015

Liabilities and net assets

Current liabilities	
Accounts payable and other accrued expenses	\$44,498
Deferred revenue	<u>130,296</u>
Total current liabilities	174,794

Net assets

Undesignated	\$207,302
Board-designated quasi-endowment	<u>701,430</u>
Net assets without donor restrictions	908,732
Purpose and time restricted	263,066
Donor-restricted endowment	<u>490,423</u>
Net assets with donor restrictions	753,489

Total net assets 1,662,221

Total liabilities and net assets \$1,837,015

Statement of Activities For the Year Ended December 31, 2017

Revenues, gains and other support

Contributions and grants	\$766,134
Project fees	233,097
In-kind contributions	2,330,550
Interest and dividend income	<u>49,727</u>
Total revenue, gains and other support	<u>3,379,508</u>

Functional expenses

Program services	3,057,443
Management and general	165,062
Fundraising	<u>121,603</u>
Total functional expenses	<u>3,344,108</u>

Other change in net assets

Net realized and unrealized gain (loss) on investments	<u>91,079</u>
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Change in net assets	126,479
Net assets December 31, 2016	<u>1,535,742</u>
Net assets December 31, 2017	<u>\$1,662,221</u>

Complete financial statements, with the unqualified report of our auditors Armanino, LLP, are available from the offices of ESC.

VOLUNTEER CONSULTANTS (CONT.)

Karen Schneider
Janet Schulman
Jorge Sciupac
Madonna Shannon
Amy Shapiro
Diane Siegfried
Marlene Singer
Carol Smith
Harris Sperling
Jill Spuehler
Barry Steinberg
Roberta Suber
Sandy Tauber-Rosen
Ethel Taft
Mel Takata
Ricardo Tejada
Richard Thaler
David Tillipman
Richard Tom
Mary Trigg*
Gene Tuch
Michael VanBruaene
Sally Vasen Alter
Ron Vinje
Lauree Weaver*
Lois Weinsaft
Beverly Weise
Jerry Weissman
Tim Winchell
Frank Wurtzel
Tena Yatroussis
Phil Young

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