To promote BEST MANAGEMENT PRACTICES within the NONPROFIT SECTOR

WE BELIEVE THAT THE FREEDOM TO FORM AND OPERATE NON-GOVERNMENTAL ORGANIZATIONS IS THE BEDROCK OF DEMOCRACY.

The core values of ESCH are:

- Community services provided by nonprofits are critically important to the quality of life in our society.
- Efficiently operated nonprofits are able to increase the benefits of philanthropy.
- Understanding the needs of our community is paramount to our service to the community.
- Integrity, honesty and transparency are foremost in everything we do.
- Commitment to quality is central to all our activities.
- Our volunteer consultants are an invaluable source of knowledge, skills and experience.
- Diversities of culture, gender, background and ability are strengths that benefit us and our community.
- Continuous learning is essential to enhance the skills of our consultants and staff.
- Our volunteer consultants and staff derive a high degree of personal satisfaction and fulfillment through their work.
- Committed staff and sufficient resources are necessary to ensure the effectiveness of our volunteer consultants.
- It is essential to balance any need to charge for services with the best interest of our clients.
- Individualized services are necessary to address the unique needs of our clients.
- Compassion and understanding are important for building constructive working relationships with clients.
Change for change sake is not necessarily good. In 2011, a new Executive Director, Service Corps of Houston, following the retirement of Dr. Jane Harding. With their leadership, the organization focused on elevating the numbers of clients, broadening the consultant base, and improving general marketing, organizational effectiveness in the following ways:

- Creating and strengthening alliances with other nonprofit management groups like United Way Center for Philanthropy and Nonprofit Leadership, University of Houston’s David Underwood Business, among others.
- Thanks to support from The Fondren Foundation and the program created by J Corp of Southern California, ESCH hosted seven clients in its new Developing Leaders of Tomorrow, which brought together nonprofit leaders and philanthropists for training opportunities with clients and each other.
- Rebranded the Spring Volunteer Luncheon to Leading Edge Luncheon with noted social media guru, Ed Schipul, as keynote speaker and to include an annual honoring of a nonprofit client.
- The annual Springs Luncheon was rebranded as the Leading Edge Luncheon in June and with strong support from donors: John L. Wortham & Sons, LLP, Aenergy Bank, BBVA Compass Bank, and others.
- ESCH continues to partner with Marathon through a day-long seminar for nonprofit leaders, with segments on social media, financial tips on basic elements, board management with special guest speakers from the Association of Fundraising Professionals, Whole Foods Bank.

Marketing
For years, ESCH has been reliant on word-of-mouth advertising. Recognizing the value of the internet in sharing important information, ESCH created a LinkedIn Group and revamped its website through the creative efforts of the IT group and revamped its website. As a result, the website was more user-friendly and provided better search engine optimization (SEO) provided by official Google Analytics, as well as more effective use of Facebook and Search Engine Optimization (SEO) provided by the Creative Team.

Events
ESCH participates annually in the Shell Houston Open’s Birdies for Charity, which raises funds for local nonprofits. The annual Springs Luncheon was rebranded as the Leading Edge Luncheon in June, and the event doubled the previous attendance. This volunteer recognition event spotlighted social media guru, Ed Schipul, as keynote speaker and to include an annual honoring of a nonprofit client.

Administrative Improvements
Adding a website consultant feature, search engine optimization, updating speed, along with professional IT assistance, Sconet, improved ESCH’s communication. ESCH continues to evolve and commit itself to positive change. Leading the nonprofit community by example in new marketing and development strategies, ESCH will be better able to affect quality of life change for clients.

We don’t fund nonprofits...
we make their funding go further
by helping to solve those
problems that hinder their
productivity and impede their

Burt Hering, D.Eng.  
Sally J.
Organizations participating in management consultation projects represented a...
Its with autism the education and training to develop to their fullest potential.

ms keeping their website updated and had multiple list of donors, parents

JH as a part of the UH Bauer School of Business/ESCH partnership built a

sing readily available software and trained Avondale House staff to update

am created a database of donors, parents and supporters for Avondale efforts.

1y Childhood Center/Ft. Bend ISD

enter is designed to facilitate parent involvement and the delivery of services al outcomes, enhance the developement of very young children, and re effective utilization of resources.

of a plan which was well received by the FBISD School Board, the Federal That plan called for creation of advisory board, broadening involvement of e children and the school, strengthening relationships among the partner n also called for taking steps to mature and institutionalize the collaboration date. A.J. Durrani and Frank McGrath were the lead ESCH consultants

AGENCY: The Stoller Foundation
MISSION: The Stoller Foundation is a Christian charitable foundation whose mandate spread Christ’s teaching to the world.

PROBLEM: Established its mission/vision/giving guidelines and successfully conducted of the Stoller Foundation. As our partnership has grown, we are now work “Capacity Building Pilot Project.” The goal of this project is to help nonprofit prosper in their ability to serve, strengthen the skills, competencies and abi obstacles that prevent them from achieving measurable and sustainable res

RESOLUTION: ESCH and the Stoller Foundation have formed a partnership to identify it to develop and strengthen their organizational capabilities. Also, ESCH wi people chosen to be Fellows under a Stoller Foundation program to foster evaluations of this effort and provide consulting services to the agencies th and Stoller Foundation will co-host seminars at the Stoller Foundation Re:

AGENCY: Marvin and Juanita Smith Learning Center
MISSION: To provide meaningful real-life answers to middle and high school students: promiscuity; pregnancies, and sexually transmitted infections while encour emothonally, physically, and socially through a thought provoking & inter

PROBLEM: Strategic planning in order to expand and add additional locations.

RESOLUTION: ESCH consultants A.J. Durrani and Roger Rolke worked closely with the during the 5-month planning process that details expanding board membe marketing and communications to increase public awareness, and recruitm

What Our Clients Say:
“For a first foray into this arena, the [MSLP service learning project] was a treat grateful for the opportunity to participate. It was a success on many levels: coll leadership, working with the MSLP team, and learning things from industry e beginning to implement at our nonprofit.”
Krist Samaritan Center
Pauline Gallien, Chief Operating Officer/Director of Development

Executive Service Corps of Houston, a nonprofit devoted to helping other nonprofit service to donors and the community, sponsored and coordinated a student team C.T. Bauer College of Business Management Information Systems Department throughout the fall 2011 semester for school credit. The students’ main objet
Our Consultants and Board help nonprofits stay focused on their missions.
Our nonprofit clients reach goals and become more knowledgeable in areas of management, leadership, board governance, strategic planning, development and other areas of need.

Our Board of Trustees keeps ESCH focused on its mission.

Without your assistance, we could not have helped our clients, Houston nonprofits, reach goals and become more knowledgeable in the areas of management, leadership, board governance, strategic planning, development and other areas of need.

ConocoPhillips Company
- Simmons Foundation
- Shell Oil Company
- The Stoller Foundation

Greater Houston Community Foundation
- Chevron

Burton Hering, D.Eng.
ExxonMobil Foundation, Inc.
Albert & Ethel Herzstein Charitable Foundation
Apache Corporation

Chubb Group of Insurance
- BP
- William Mearse
- John Roorda*
- Williams P. Irwin, Ph.D.
- Frost Bank
- Elmer Milz
- David Teall

Paul Cuneo
Secretary
OIC-Information Technology (Ret.)
Shell Oil Products Company

Sally J. Tyler, CFRE
Executive Director
Ex-Officio
Executive Service Corp of Houston (ESCH)

Karen Chin
Partner
B2B CFO

P.N. Berkowitz
President & CEO (Ret.)
GE Continental Controls, Inc.

Executive Vice President and Manager of the Frost Public Finance Division
Frost Bank

Noel M. Byrne
Executive Vice President and Manager of the Frost Public Finance Division
Frost Bank

Will G. Dickey, J.D., MSW
General Counsel
Attorney
Law Office of Will G. Dickey, PLLC

Jo Carcedo, MPA
Chief Operating Officer
Legacy Community Health Services

Andrew F. Icken
Chief Development Officer
City of Houston

Sophia Lisa Salazar, J.D.
Internet Marketing Manager
Fulbright & Jaworski, L.L.P.

Burton Hering, D.Eng.
Chair
Vice President, Engineering & Construction (Ret.)
Amoco Power Resources Corp

Erich Sté
CEO & Ch. Muehlhan

John H. f
Treasurer
Partner (Ret)
PriceWaterhouse

Roger W
Director of Shell Oil Corp

David Va
Adjunct Pro
Jones Grac

Marguer
Vice Presic Manager
J.P. Morgan

Board of Trustees 2012

By changing nothing, nothing changes.

“All our dreams can come true — if we have the courage to pursue them.”

Advisory Board
- David L. Baird, Jr.
  Public Affairs Manager (Ret.)
  ExxonMobil

- Augustine Elmer
  Public Relations Retired
  ExxonMobil

Staff (2011)
- Sally J. Tyler, CFRE
  Executive Director

- Yeiry Guevara/Alisa Ortiz
  Office Manager/Development Associate

- Lisa Gertsch
  Accountant

Staff (2012)
- Sally J. Tj
  Executive I

- Julie Sch
  Office Mgr

- Lisa Gert
  Accountan
### Statement of Activities

#### Support and Revenue

<table>
<thead>
<tr>
<th>Source</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Corporate</td>
<td>$70,180</td>
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<tr>
<td>Foundation</td>
<td>$40,000</td>
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<tr>
<td>Individuals</td>
<td>$69,687</td>
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<tr>
<td>Program service revenue</td>
<td>$17,955</td>
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<tr>
<td><strong>Total Current Assets</strong></td>
<td>$197,822</td>
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<tr>
<td>Cash and cash equivalents</td>
<td>$11,559</td>
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<tr>
<td>Unconditional promises to give</td>
<td>1,790</td>
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<tr>
<td>Individuals</td>
<td>$69,687</td>
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<tr>
<td>Prepaid expenses</td>
<td>5,665</td>
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<tr>
<td><strong>Total Support, Revenue and Donated Consultant Time</strong></td>
<td><strong>840,097</strong></td>
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#### Expenses

<table>
<thead>
<tr>
<th>Category</th>
<th>Amount</th>
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<tbody>
<tr>
<td>Program related</td>
<td>163,711</td>
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<tr>
<td>Administrative</td>
<td>30,830</td>
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<tr>
<td>Fundraising</td>
<td>43,710</td>
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<tr>
<td>Value of consultant services delivered</td>
<td>642,240</td>
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<tr>
<td><strong>Total Expenses and Volunteer Services Delivered</strong></td>
<td><strong>880,491</strong></td>
</tr>
</tbody>
</table>

#### Decrease in Net Assets

- **Total Liabilities and Net Assets** $92,037
- **Total Expenses and Volunteer Services Delivered** $880,491
- **Decrease in Net Assets** **$40,394**

**¹ Professional Value: 4,014 hours @ $160/hour**