Before highlighting the Executive Service Corps of Houston (ESCH) achievements for 2018, we would like to thank Mike Tudor, Chairman in 2017 and 2018, for his guidance and support through a difficult period for ESCH. We have been rebuilding the organization and financial viability while maintaining the quality and quantity of our consulting efforts.

The backbone of ESCH is its volunteer corps consisting of retired and currently employed leaders representing a broad and deep bench of management expertise within the business and nonprofit communities. These professionals strengthen the infrastructure and build the capacity of nonprofits through training and coaching focusing on such areas as strategic planning, board governance, marketing, accounting/financial control and information technology.

ESCH clients are wide-ranging and diverse in their missions. In 2018, we consulted with 69 clients covering 114 projects. The number of people impacted in the greater Houston area was approximately 150,000. Over the past twelve years ESCH has seen the benefits that cost-effective technology consulting provides nonprofits. What is also striking is the consistent growth in the demand for IT projects, nearly tripling from 2013. Given the increased need for technology to support nonprofit service delivery, ESCH has been collaborating with the University of Houston Bauer College of Business to fill the gap that local nonprofits cannot provide for themselves. We believe the intent and outcomes of this program enable ESCH to reinforce its Mission.

Once again, it was a very busy year. We would like to express our appreciation to our donors, consultant volunteers, Board members and staff for their support.

Erich Stolz
Chairman of the Board

Burt Hering
Executive Director
CORE VALUES

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.
- Diversity of cultures, gender, backgrounds and abilities is a strength that benefits our community and us.
- 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 our 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.
Celebrated 12 year collaboration with University of Houston Bauer College of Business – Management Information Systems program. Student teams work with ESCH clients and an ESCH mentor.

Number of projects in 2018 was 114.

Nonprofit Startup Program – Weekly open house for those interested in starting a nonprofit. About 100 attendees a year. This led to 64 projects in 2018, mainly Business Plan; and assistance with state and IRS filings.

In 2018, ESCH presented 63 seminars and client training sessions attended by 475 persons, representing 460 nonprofit organizations.

Partnered with Ft. Bend County Chamber of Commerce and Woodlands Chamber of Commerce to bring ESCH services to those areas.

ESCH’s projects impacted about 150,000 persons in the greater Houston community based on the number of clients served and the number of people they serve.
Montgomery County Food Bank
Mission: To feed the hungry of Montgomery County
Project: Strategic Plan
Consultants: Paul Cuneo, Paul Lotts

The Port Arthur Higher Education Foundation
Mission: To provide scholarships to students and support Lamar State College – Port Arthur
Project: Board Workshop
ESCH Consultant: Ron Swofford

Credit Coalition
Mission: To empower consumers through financial and homebuyer counseling and education
Project: Strategic Plan
Consultant: Larry Renaud

Archaeological Institute of America – Houston
Mission: To promote archaeological inquiry and public understanding of the material record of the human past
Project: Marketing Study
ESCH Consultant: George Saltsman
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<th>A Message of Love Ministries</th>
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<td>ABC Health Connection, Inc.</td>
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<td>Action Mama Africa</td>
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<td>Agape Development Ministries</td>
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<td>All Nation Sports Academy</td>
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<td>Alliance of New Americans - Conroe &amp; Huntsville</td>
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<td>Archaeological Institute of America, Houston</td>
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<td>Civil Society</td>
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<td>Convict Leasing &amp; Labor Project</td>
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<td>Crisis Assistance Center</td>
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<td>Cultivating Families</td>
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<td>Dispute Resolution Center of Montgomery County (DRC)</td>
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<td>East Side University Community Learning Center</td>
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<td>Emmanuel Cares Community Development Corporation</td>
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<td>Escape</td>
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<td>Glass Mountain Literary Journal</td>
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<td>God's Garden</td>
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<td>Golden Retriever Acres Senior Sanctuary</td>
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<td>Greater Houston Disability Chamber of Commerce</td>
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<td>Heaven Instead</td>
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<td>Houston Habitat for Humanity</td>
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<td>Light and Salt Association</td>
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<td>Love Fosters Hope</td>
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<td>Me and the Children Families</td>
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<td>Meals on Wheels Montgomery County</td>
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<td>New Best Friend Rescue</td>
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<td>Society for the Preservation of Jazz Music</td>
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<td>Texas Music Library and Research Center</td>
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<td>U of H Bauer School of Business</td>
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OUR VOLUNTEERS

Donna Alexander
Sid Baweja
Dylan Brown
Paul Cuneo
A.J. Durrani
Don Eadie
D Carl Garrison
James R Gaut
Harold Goodearle
Jane Harding
Burton Hering
James F. Hughes Ill
Joe Iverson
Mary Jackson
Tom Jackson
Bill Knighton
Helen Leeke
Paul Lotts
Jill Lynch
Raj Mashruwala
Francis McGrath
Tom McIntosh
Diane McMaster
Theresa D Mobley
Brent Monson
Anna Morris
James Rather
John H Reed, Jr.
Larry Renaud
Roger Rolke
Milton Rose
David Rotella
George Saltsman
Carl Scott
Donald Seely
Erich Stolz
Nicole Streeter
Ronald Swofford
William Taylor
Richard Tennille
John Walsh
Hugh Williams
Ernie Williamson
Paul Valone
Jorge Verar
John Wagner
Sarah Worthy
## 2018 Financial Report

Executive Service Corps of Houston  
Financial Summary - Annual Report  
Year-Ended December 31, 2018

### ASSETS

**Current Assets**
- Cash and Cash Equivalents: $40,961
- Receivable: $6,103
- Prepaid Expenses: $2,652

**Total Current Assets**: $49,716

**ESCH Endowment Fund**: $63,375*  
Value of Donated Consultative: $820,000**

**Other Assets**: $2,391

**Total Support, Revenue and Donated Consultative**: $980,047

**Total Assets**: $115,482

*Includes gifts of $44,455 in 2018

**SUPPORT AND REVENUE**

- Corporate: $42,725
- Foundations: 12,000
- Individuals: 74,502
- Program Services: 30,820
- Other

Net Support and Revenue: $160,047

**Total Support, Revenue and Donated Consultative**: $980,047

**EXPENSES**

- Program Related: $98,760
- Administrative: 14,720
- Fundraising: 9,814

Total Expenses: $123,296

Value of Consultant Services Delivered: $820,000**

**Total Expenses and Volunteer Services Delivered**: $943,296

**Net Assets**
- Total Net Assets: $113,761

**INCREASE IN NET ASSETS**: $36,751

**TOTAL LIABILITIES AND NET ASSETS**: $115,482

**Total Liabilities**: $1,721

Value of Consultant Services Delivered: $820,000**
EXECUTIVE DIRECTOR,
EXECUTIVE DIRECTOR – EX OFFICIO
BURTON HERING, D. ENG.

PROGRAM ADMINISTRATOR/
OFFICE MANAGER
CYNTHIA JONES-HARRIS, MHRM

ACCOUNTANT
THOMAS JACKSON, CPA

DEVELOPMENT DIRECTOR
ANNA MORRIS
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Keane Incorporated

Carlos F. Rawls
Production Engineering Manager
TECHNIPFMC

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PwC

Erich Stolz
CFO (Ret.)
The Mundy Companies

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Sr. Vice President (Ret.)
Saudi Petro Chemical Company

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Vice President (Ret.)
ExxonMobil Global Services Company

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Director of Special Programs
(Ret.)
Fort Bend Independent School District

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Advisory Council
David Baird  
Upstream Public Affairs Manager (Ret.)  
ExxonMobil

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C. T. Bauer College of Business  
University of Houston

Council Member Jack Christie  
City of Houston – At Large Position 5

Paul Cuneo  
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Shell Oil Products Company

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Will G. Dickey & Associates

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SeaRiver Maritime, Inc.

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ConocoPhillips

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Fort Bend Independent School District

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Lowry Rhoads Associates

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Professor  
University of Houston-C.T. Bauer College

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Roger Rolke, Ph.D.  
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Sr. Vice President (Ret.)  
Saudi Petro Chemical Company

Marguerite Williams, MBA  
VP, Business Banking Group  
Wells Fargo Bank
GET INVOLVED

VOLUNTEER WITH US!
If you have a desire to use your professional knowledge to help Houston nonprofits, join us in the cause.
Visit
www.eschoouston.org/volunteer.

KNOW A NONPROFIT IN NEED OF ASSISTANCE?
Have them visit us online at eschoouston.org and click on “Request for Assistance.” Fill out the form to get connected to dedicated professionals who want to help nonprofits like Thrive!

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linkedin.com/company/esch/
youtube.com/user/ExecutiveServiceCorp