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Our Services:

Board Development
Business Plans
Executive Coaching
Financial Consulting
Fundraising
Human Resources
Marketing Plans
Market Research
Mergers

Strengthening the nonprofit community

Welcome to Our New Consultants and New Clients

To our Clients and Friends,

The economic conditions, which have been devastating for many of our clients, are slowly improving. Still it is clear that the impact of cutbacks in funding and increased demand for services will persist for some time. We are especially concerned that funding cuts at the state level have not worked their way through the system.

I attended a presentation by the Nonprofit Finance Fund which was brought to NH by the NH Center for Nonprofits and the New Hampshire Charitable Foundation. They reported that 90% of nonprofits expect 2010 to be as difficult or more difficult than 2009. A Guidestar survey just released reported that in the first 5 months of 2010 40% of organizations have seen a decline in contributions and 63% have seen an increase in demand.

Not surprisingly there has been a big shift in fundraising efforts to individual contributions. On the positive side these studies forecast less emphasis on cost reduction and more on program expansion. They see more collaboration with peers and more engagement with stakeholders.

The Nonprofit Finance Fund made the observation that recessions have an increasingly long tail for nonprofits. Following the recession in 2001 and 2002, 38% of nonprofits were still operating at a deficit in 2005. They also pointed out that nonprofit financial performance is becoming more volatile. Both of these argue for better financial forecasting, increased reserves, and sustainability analysis. These are areas where ESC may be able to help.

To learn more about our [Sustainability Consulting](#)

To view the [Nonprofit Finance Fund Report](#)

Organizational

Development

Retreat Facilitation

Strategic Planning

Turnaround Plans

Wages and Benefits

Call us for a free
Assessment Visit!



Executive Service Corps

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To view the [Guidestar Report](#)

Featured Case - Harbor Homes - Strategic Planning

It may be time to consider updating your Strategic Plan to reflect the realities of the new world we live in. That is a decision that our board made this spring.

For an example of what this might mean to you, I suggest you review our [Case on Harbor Homes](#).

Our colleagues at ESC Chicago provided us with the [Top Ten Reasons to do a Strategic Plan](#). While the presentation is humorous, the reasons are good ones.

Board Stages and How to Manage the Transition from a Founding Board to a Governing Board?

All organizations go through stages. For many nonprofits, one of the more difficult is the transition from a founding board to a governing board. This transition can begin as early as the second year, but we know of organizations in their third decade that have not completed it.

For nonprofits making this transition it is useful to see the signs and learn effective strategies for making this as painless as possible.

See our article on [Moving from a Founding Board to a Governing Board](#).

Situation Assessments to Continue!

We are pleased to announce that we will continue our Situation Assessments. The Situation Assessments are two days of free consulting that address an issue of your choosing. In some cases they have addressed critical strategic issues, while other organizations have asked us to address nagging problems that are blocking progress.

A partial list of the organizations who have participated in this program since it was initiated last June are

Sustainable Energy Resource Group
The Children's Place
Family Crisis Services

Breast Cancer Stories
Bear-Paw Regional Greenways
Women's Business Center
The Winnepesaukee Playhouse
Camp Fireside
Dyer Library & Saco Museum
Children's Stage Adventures
The Homemakers Health Services
Rice Public Library
Child Abuse and Prevention Council

To learn more and find out if you qualify for a Situation Assessment, please contact us at (603) 362-9300, (207) 641-2300 or Michael@Nonprofit-Consultants.org.

Setting Effective and Ethical Compensation Levels in Nonprofits - September 29th

The results for the 2010 Report on Wage and Benefits in Northern New England are being tabulated and analyzed.

Join me and Brenda Peluso of the Maine Association of Nonprofits for a SkillBuilders Workshop. It is hard to believe, but Brenda and I have worked together on the bi-annual survey since 1999.

We will review the 2010 Report, present strategies on how to use the data to improve compensation policy, and address compliance with new IRS rules.

To learn more and to register follow this link to the [Maine Association of Nonprofits Website](#).

ESC News

The key to what we do is recruiting and selecting good volunteer consultants. The last year has been a vintage year. We are now 30 consultants strong. This strengthens our capacity to do larger and/or region wide projects.

A partial list of the new consultants includes David Rather, a Marketing Consultant from Rye; Andrew White a Human Resources Consultant from Bedford; Jim Rock, Jr. an Advertising Executive from Dover; Maggie Ford a Fundraising Consultant from New London; Lynn Post a Marketing Consultant from Hollis; and Diane Cabell a Lawyer from Portsmouth.

I am pleased to have been selected for the Volunteer NH

class of 2011. I expect to learn a lot and, I hope, contribute some of what I have learned in our consulting.

I was elected to serve on the national ESC Board for another year - this time as Vice Chairman. My role in facilitating sharing best programs and practices will continue.



Michael Daily
Executive Service Corps

Our Mission

ESC works with nonprofit organizations to improve their effectiveness by providing affordable management consulting solutions using experienced executives and professionals who donate their time and expertise.