



BOARD OF DIRECTORS

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EXECUTIVE DIRECTOR

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CHAIRMAN EMERITUS

The Year 2006 in Review

2006 began with another milestone as we became the 34th independent member of the Executive Service Corps Affiliate Network. In the summer of 2005 we entered negotiations to end our relationship with the Executive Service Corps of New England (ESCNE). We opted for a short transition period. Moving forward decisively was preferable to prolonging a legacy arrangement while we sought transition funding that might not be forthcoming.

We began our fiscal year on October 1, 2005 with \$200 in the bank, computer equipment, contracts in process, and lots of hope. Our first priority was to raise operating capital. We were able to raise a total of \$20,000 from our board, consultants, the Samuel L Hunt Foundation, and Filenes.

The Board established two major financial objectives: Building a cushion of three months operating capital, and pushing our project income to a level sufficient to sustain the business.

I accepted a compensation arrangement contingent on our progress in meeting these goals.

We were fortunate to have a terrific group of new volunteers who joined our veterans in working to replace the services we were receiving from ESCNE. Volunteer Task Forces addressed accounting, back office, fundraising, training, recruiting, communications, marketing and web site development.

I am pleased to report that our accounting and back office systems are in place. We developed a comprehensive training program and delivered 5 workshops. Our Marketing Committee developed new marketing materials appropriate to Northern New England with the first pieces completed late in the year. Our web site, featuring many of the new materials, is up and running. We are well along with planning a direct marketing program.

In addition to those challenges, we continued to work on an ambitious business plan that was in place prior to our plans to form a separate entity. We have met or exceeded most of the goals for the business plan. As a result of our marketing and fundraising success, and careful attention to costs, we have substantially achieved our goal of 3 months of operating capital.



Executive Service Corps
Strengthening the nonprofit community

By mid-year we had developed and implemented a *Project Outcomes Scorecard*. We applied this innovative quality evaluation tool to demonstrate that our work not only helps our clients, but also those they serve and the community at large.

We named John Gregg our Consultant of the Year. John did wonderful project work for the Arts Alliance of Northern New England and NAMI-NH. He worked to develop our survey capability, and supported our consulting teams by assisting them in designing surveys for our clients. He developed our *Project Outcome Scorecard*.

During the year our consultants served 20 nonprofits, completed 15 projects and provided 2,863 hours of volunteer service.

As I look to the future, I have never been more encouraged. The extremely challenging environment for nonprofits continues and we continue to build our ability to respond.

Michael Daily
Executive Director

January 5, 2007



Consultants in 2006

Paul Arruda

Marion Corporate Service
President
Wolfeboro

Richard van Bergen

Citigroup Operations and
Technology
CFO
Kennebunkport, ME

Susan Brown

Voices Against Violence
Executive Director
Franconia

Dave Chase

Squam Lakes Natural Science
Center
Executive Director
Center Sandwich

Michael Daily

Adden Furniture
Vice President & CFO
Atkinson

Norm Drucker

Better Communities
Consultant
Westford, MA

Rod Duckworth

Lee Hecht Harrison
Consultant
North Hampton

Sal Giudice

American Can Co
Executive Vice President
Exeter

John Gregg

JPGREGG: customer views in
focus
President
Portsmouth

Bill Gould

Vikor
President and CEO
New Boston

Don Hughes

Framingham Savings Bank
President/CEO
Wolfeboro

Emily Lusher

Director of Marketing
Strawbery Banke
Rye

Wini Mason

Parents' & Children's Service
Assistant Executive Director
Ogunquit, Me

Don McGuinness

Electronic Designs, Inc
Chairman of Board
New London

Kate Miller

Red Oak Montessori Preschool
Chairman
Meredith

Tom Mongeon

Arrow Electronics
Regional Technology Manager
North Hampton

Duncan Morrill

Lockheed Skunk Works
Director of Automatic Testing
Merrimack

Bill Monroe

Alcoa
Manager of Marketing
Communications
Contoocook

John Osborne

Professor of Natural Science
Northern Essex Community
College
Groveland, MA

Judie Post

Elder Services of Merrimack
Valley
Director of AA on Aging
Bedford

Ted Papoutsy

Universal Industries
COB/CEO
Rye

Lyn Rosoff

Arnold Worldwide
Senior Vice President
Kittery, ME

Don Shire

Air Products and Chemicals
Senior Vice President
Scarborough, ME

Sheila Soule

Bank of New Hampshire
Assistant Vice President
Goffstown

Chas Urmson

Hypertherm, Inc
Vice President
Hanover

Chris Van Curan

Van Curan & Associates
Principal
Norway, ME

Whizzer Wheeler

Coopers and Lybrand
Senior Partner
Waterford, ME

Ken Wade

The HR Advantage
President
Durham

Bob Winer

Winer & Bennett
Partner
Hollis



Clients in 2006

Area Agency of Greater Nashua (2 Projects)
Arts Alliance of Northern New England
Ausbon Sargent Land Preservation Trust
Children's Stage Adventures
Maine Association of Nonprofits
NAMI-NH
New Hampshire Center for Nonprofits
North Country RC&D (5 Projects)
Odyssey House
Richie McFarland Children's Center
Rochester Opera House
Seacoast Hospice
Sharing Foundation
Squam Lake Natural Science Center
Upper Valley Lake Sunapee Regional Planning Commission
Vermont Association of Nonprofits
William Fogg Library (Elliot)
Willowbrook Village Museum
Women's Business Center (2 Projects)
YMCA of Greater Nashua



Donors in 2006

Foundations & Corporations

Commercial Real Estate Women's Network
Marion Corporate Services
Filenes Foundation
Samuel P. Hunt

In-Kind

Greater Nashua YMCA
New Hampshire Center for Nonprofits

Individuals

Patron \$5000 and above

Don Hughes
Bob and Sandra Ray

Sustainer \$1,000 to \$4,999

Michael Daily
Sal Giudice

Sponsor \$500 to \$999

Paul Arruda
Richard van Bergen
Dennis Honan
Lyn Rosoff
Chris Van Curan

Supporter under \$500

Susan Brown
David Chase
Rod Duckworth
Bruce Garvin
Bill Gould
John Gregg
Don McGuinness
Tom Mongeon
Mary Ann Oppenheimer
Judy Post
Don Shire
Van Tingly
Ken Wade
Whizzer Wheeler III
Bob Winer

