



## Learnings and Outcomes ESC Situation Assessments

The economic environment of the last year has created anxieties in nonprofit organizations. They are looking for help and advice but have few resources to use in gaining this advice.

ESC has found a ready audience for pro bono, very brief (2 day) Situation Assessments that serve as a sounding board for the organization and help to focus on the most promising directions to be pursued.

ESC has started 24 assessments in the first 7 months of the program. The dollar value of these will be \$10,000 at our rates and \$40,000 at market rates.

Clients have been extremely pleased with the assistance being offered. The written evaluations received and the anecdotal feedback has been very positive. For example:

“Met with Judie and Susan yesterday. Thank you! They have brought me hope for our future with their obvious expertise in the not-for-profit healthcare arena.”

We have been pleasantly surprised at the energy that the clients have focused on making the next steps to real change.

Many of these organizations ( 2/3's ) are looking at issues of short or long term survival.

And many nonprofits ( 2/3's ) are looking for assistance in fund raising and marketing.

ESC's responses have been selective: sometimes suggesting ways to improve revenue but sometimes suggesting ways to better manage expenses - even seeking merger partners.

Seeing no immediate relief in the economic environment, ESC wishes to continue offering these Situation Assessments. There is a need and an opportunity to help organizations that have become “fragile”.