IN THIS PARTICULARLY CHALLENGING TIME, we wish only the best for you and your loved ones.

In the shadow of the pandemic, we find ourselves particularly inspired by the work of the nonprofits we serve. Creating this report is a unique opportunity to reflect on how our nonprofit partners ceaselessly strive to meet the needs of our community with seemingly endless strength and compassion. We hope you feel the same in reading the stories below.

As a nonprofit ourselves, ESC shares those same challenges and the same sense of responsibility to the community. So we built on the momentum achieved in 2019 to continue evolving to meet 2020. We remain close to our region’s social service providers – even in a socially distanced environment. With purpose and humility, we pursue our unique role in serving the movement toward social justice and racial equity. We devote ourselves to employing ever more effective ways to enlist our unique model and our unmatched asset – our incredible corps of consultants – to serve our community.

We are deeply grateful to our consultants, board, and staff for your dedication to ESC and the work we do. Our sincerest thanks, also, to our supporters for your steadfast belief in us. Together, we will continue to empower our region’s nonprofits to build a thriving community for all. It is our mission; it is our honor.

With gratitude,

David Factor, President and CEO

Scott J. Weiner, 2020 Chair
Our Roadmap for Action on Racial Equity

This year, the Board of Directors of ESC unanimously endorsed a comprehensive action plan in pursuit of racial equity.

Guided by the principle that social justice is at the heart of everything we do, ESC will deploy our unique mission and model to help improve equity and foster equal treatment for all regardless of race. Toward this end:

- **We are looking to diversify our Board, staff and corps of consultants** to more fully represent the diversity of our Southern California region. We are committed to prioritizing our recruitment efforts to achieve this goal.

- **We have pledged to add a diversity and racial equity component to our strategic plan**, reflecting our commitment to this effort over the long haul.

- **We launched the ESC Social Justice Sponsorship Fund.** This enables us to support even more nonprofits with social justice missions by further reducing financial barriers to accessing our programs and services. We look forward to working closely with our nonprofit partners to help broaden our reach in service of this focus.
A History of Helping Nonprofit Leaders Succeed

For more than fifteen years, ESC’s Wells Fargo Executive Directors Leadership Institute (EDLI) has helped launch graduates of the program into a journey of learning and growth.

The program’s success comes in part because of its unique combination of long-term executive coaching with peer networking and in-depth learning, which results in a powerful and highly effective professional development experience. The knowledge and confidence gained by our graduates continue to be relevant and invaluable factors in supporting their organizations and the communities they serve.

Read more on how EDLI has guided a generation of nonprofit leaders: escsc.org/stories/a-history-of-helping-nonprofit-leaders-succeed/
Strengthening Services to Meet Community Need

Founded 25 years ago to address the lack of healthcare access in South Central Los Angeles, UMMA Community Clinic has recently expanded and deepened their services to meet their community’s needs – following Adel Syed’s transition to the role of UMMA’s CEO.

“I am grateful to ESC for making quality coaching so affordable. It allows nonprofits to work through challenges with thoughtfulness and the ability to grow their organizations.”

—Adel Syed, Chief Executive Officer
UMMA Community Clinic

Read more about UMMA Clinic’s work in the community: escsc.org/stories/strengthening-services/
Making a Difference Through Volunteerism

Mona Field has brought her infectious energy and enthusiasm to ESC as a member of the consulting corps since 2015. A longtime activist and advocate, Mona was drawn to join ESC because she saw an alignment between ESC’s coaching approach and her values of collective learning, shared space and open discussion.

With the ongoing pandemic and social distancing, Mona has adjusted her coaching style in her efforts to continue providing open discussion and shared learning space with ESC’s clients. She feels grateful to have found a volunteer position that challenges her to use the high-level skills she has acquired over her career and put those skills into practice.

“'I’m always looking for new opportunities where I can bring my skill-sets and years of experience, and ESC provides a wonderful venue for me to do that in service to the community.'

—Mona Field, ESC volunteer consultant

Read more about Mona’s volunteer journey with ESC: escsc.org/stories/making-a-difference/
Inspiring Consultants and Nonprofit Leaders

In November 2019, ESC applauded and honored the efforts and impact that our inspiring consultants and nonprofit leaders made in our community. Thank you to Green Hasson Janks and MUFG Union Bank Foundation for sponsoring such an amazing event!
Emerging as a Leader Amid a Pandemic

Debra Ward is the CEO of YWCA San Gabriel Valley, an organization committed to eliminating racism and empowering women.

Prior to the pandemic, the organization faced immediate financial challenges, with fund development becoming a critical piece of their sustainability strategy. With guidance from ESC consultants, Debra and her team now find themselves utilizing the skills and partnerships they’ve gained, providing more than 75,000 meals to seniors each month as the pandemic continues to highly impact their community.

“We’re climbing back up, and I would have to credit not only my leadership team, but also the ESC experts who walked that journey with us and were there to provide expertise. I will forever be grateful for their contribution, their time, and their valuable input.”

—Debra Ward, Chief Executive Officer
YWCA San Gabriel Valley

Read more about this innovative project: escsc.org/stories/emerging-as-a-leader/
Who We Serve

Our consultants volunteered more than 10,700 volunteer hours in 2019 to help nonprofits in the community.

CONSULTING SERVICES
- Strategic Planning
- Board Development
- Leadership Coaching
- Fund Development
- Customized Consulting

INSTITUTES AND PROGRAMS
- Executive Directors Leadership Institute (EDLI)
- Developing Development Program (DDP)
- Customized Leadership Cohort Programs

CLIENTS BY MISSION
- Healthcare 11%
- Arts 10%
- Community Development 17%
- Human Services 22%
- Education 11%
- Environment 5%
- Youth 16%
- Religious 7%

CLIENTS BY REGION
- San Fernando Valley 11%
- San Gabriel Valley 5%
- Orange County 2%
- San Bernardino County 1%
- San Diego County 1%
- West 18%
- Metro 35%
- South 8%
- South Bay 8%
- East 4%
- Other 3%

VOLUNTEER CONSULTANTS (CONT.)
- Thyonne Gordon
- Micah Greenberg
- Stephen Gutwillig
- Jeff Henderson*
- Joan Herman
- Michael Hirschfeld
- Clive Hoffman
- Leslie Horowitz
- Leon Janks
- Alma Johnson-Hawkins*
- Dale Johnston
- Cathy Kaiser
- Gerri Katz
- Mika Kim
- Tim Kittleson
- Bert Kleinman
- Yu-Lin Kong
- Peter Koplik
- Devra Korwin
- John Krakowski
- Marty Lasker
- Al Lavery*
- Steven Lavine
- George Leftwich
- Peggy Lennon
- Hugh Leonard
- Susan Leonard*
- Elizabeth Leung
- Chuck Lindahl
- Michael Linsk
- Al Linton
- Brigette Loden
- Lad Lorenz
- Brenda Lynch
- Michael Marshall
- Renée Martinez
- Karen McCarthy
- Ann McMullan
- Asbjorn Melo
- Georgia Mercer
- Judy Milestone
- Francine Moskowitz
- Theresa Murphy
- Alma Myers
- Scott Nave
- Polly Nelson
- Beatrice Nemlaha
In 2019, ESC served 131 clients on 211 projects.

Adat Shalom
American Friends of the Israel Philharmonic Orchestra
American Jewish University
American Youth Symphony
Antioch University
Bridge Program
Arlington Gardens in Pasadena
Art Share Los Angeles
Bayer Center for Nonprofit Management
Brave Trails
Break the Cycle
Burbank Temple Emanu El
Cactus and Succulent Society of America
The California Endowment
Caltech Y
CASA of Los Angeles
Catholic Association of Latino Leaders
The Center at Blessed Sacrament
Center for Inherited Blood Disorders
Center for Strategic Partnerships
Center for the Pacific Asian Family
Centinela Youth Services, Inc.
Chai Village LA
Charles R. Drew University of Medicine and Science
Children's Defense
Fund - California
Circle of Friends
City Plants
CLUE: Clergy & Laity United for Economic Justice
Community Corporation of Santa Monica
Community Partners
Connections for Children
Coro Southern California
Downtown Women’s Center
East LA Community Corporation
East Los Angeles Women’s Center
EmpowHer Institute
The Engineer Factory
Encounter Youth Empowerment Services, Inc.
Equity California
EXP
Families Together of Orange County
Family Health Matters
First Congregational Church of Los Angeles
Friends of Griffith Park
Friends of Villa Aurora & Thomas Mann House, Inc.
The Gabriella Foundation
Glendale Arts
Grand Vision Foundation
GrowGood Farm
Harbor Community Clinic
HoldYou Foundation
Immaculate Heart Community
InsideOUT Writers
Institute for Public Strategies
Invertigo Dance Theatre
Jenesses Center, Inc.
Jewish Free Loan Association
Jewish Women’s Theatre
Jewish World Watch
JQ International
Junior League of Los Angeles
Kids’ Community Dental Clinic
Korean American Family Services
Korean Community Services Health Center
Kheir Center
L.A. Works
Learning Rights Law Center
Los Angeles County Bicycle Coalition
Los Angeles LGBTQ Chamber of Commerce
Los Angeles Homeless Services Authority
Los Angeles Museum of the Holocaust
Los Angeles Parks Foundation
Los Angeles Wellness Station
Lung Cancer Foundation of America
More Than Sex-Ed
MOSTe
MY HERO Project
Mychal’s Learning Place
NewGround: A Muslim-Jewish Partnership for Change
The Nonprofit Partnership
North County Immigration and Citizenship Center
Odyssey Charter School
ONEgeneration
Otis College of Art and Design
OUR HOUSE Grief Support Center
Partners for Pediatric Vision
Peace Over Violence
PLUS ME Project
POPS the Club
PowerMyLearning
The Rabbinical Assembly
Ready, Set, Read!
Richstone Family Center
Safe Parking LA
Sages & Seekers
Salesian Boys and Girls Club
Serve the People
SHARE!
Shelter Art Foundation
Silverlake Independent Jewish Community Center (SIJCC)
South Bay Children’s Health Center
South Central Los Angeles Ministry Project
Southern California Grantmakers
Southland Integrated Services, Inc.
SRD Straightening Reins
St. Barnabas Senior Services
St. Francis Center
St. Mary’s Academy
Strength United
Students 4 Students
Su Casa - Ending
Domestic Violence
Sustainable Works
Temple Beth Hillel
Temple Emanuel of Beverly Hills
Theodore Payne Foundation for Wild Flowers and Native Plants
UCLA TIES for Families
UMMA Community Clinic
Union Station
Homeless Services
UNITE-LA, Inc.
Urban Community Outreach
Valley Jewish Community Center
Variety Boys & Girls Club
Village Arts
VIP, Inc.
The Walker Johnson and Nasia Legacy Foundation
West Hollywood Community Housing Corporation
Women’s Reproductive Rights Assistance Project
Young Storytellers Foundation
Youth Business Alliance
Youth Mentoring Connection
YWCA Glendale
YWCA of San Gabriel Valley

CONSULTANTS (CONT.)
Susan Nero
Howard Parmet
Teri Paul
Yvette Reiner
Yesmean Rihbany
Jake Rohrer
Nancy Sacks
Prakash Sakraney
Fred Samulon
Karen Schneider
Janet Schulman
Jorge Scipuc
Cliff Scott
Madonna Shannon
Amy Shapiro
Diane Siegfried
Marlene Singer
Harris Sperling
Jill Spuehler
Barry Steinberg
Mark Strunin
Robert Suber*
Ethen Taft
Mel Takata
Ricardo Tejada
Richard Thaler
David Tillipman
Richard Tom
Mary Trigg*
Gene Tuch
Dirk van de Bunt
Michael VanBruaene
Sally Vasen Alter
Linda Wah
Eileen Walker
Lauree Weaver
Lois Weinsaft
Beverly Weise
Jerry Weissman
Jeff Wolfe
Franklin Wurtzel
Tena Yatroussis
Phil Young
Jim Zimring

* Serves on Consultants Advisory Council
Audited Financials

Statement of Financial Position
December 31, 2019

Assets
Current assets
- Cash and cash equivalents $492,122
- Accounts receivable 218,555
- Contributions Receivable 110,000
- Prepaid expenses and Other Assets 11,768
- Investments $1,282,492
- Software, net of Accumulated Depreciation of $17,295 for 2019 and $10,377 for 2018 28,029
Total assets $2,142,966

Liabilities and net assets
- Accounts Payable and Accrued Expenses $48,788
- Deferred revenue 247,246
Total Liabilities 296,034

Net assets
Without Donor Restrictions:
- Undesignated $134,853
- Board-designated Endowment 798,729
Total Net Assets Without Donor Restrictions 933,582

With Donor Restrictions:
- Purpose and Time Restricted 422,927
- Donor-restricted Endowment 490,423
Total Net Assets With Donor Restrictions 913,350
Total net assets 1,846,932
Total Liabilities and Net Assets $2,142,966

Statement of Activities
December 31, 2019

Revenues and Support
W/out Donor Restriction W/ Donor Restriction
- Grants and Contribution Revenue $416,010 $589,500
- Donated Services 3,054,773 -
- Program Service Fees 343,467 -
- Investment Income (Loss) 119,079 93,821
- Net Assets Released from Restrictions 523,419 523,419
Total Revenue and Support 4,456,748 159,902

Expenses
- Program Expenses 3,805,111
- Management and General Expenses 281,486
- Fundraising 167,747 -
Total Expenses 4,254,344 -
Change in Net Assets 202,404

Net Assets - Beginning of Year 731,178 753,448
Net Assets - End of Year $933,582 $913,350

Complete financial statements, with the unqualified report of our auditors, CliftonLarsonAllen, LLP, are available from the offices of ESC.