

Attention ESC affiliates! Plan now to come to the conference

Have you made your reservation for the 2007 ESCAN Conference? Don't wait another day! The reason? It's simple: Only one organization – ESCAN (Executive Service Corps Affiliate Network) – offers a network for the nation's 33 nonprofit ESC consulting groups. And only one gathering – the annual ESCAN conference – gives these far-flung affiliates a chance to meet and mingle.

For the first time ever, the big event will be held in Detroit, and excitement is already running high in anticipation of a great turnout. "We're expecting executive directors and board members from across the country," Detroit Executive Service Corps President Deanna McGraw said. "We can't wait to show them our city! Whether we're working or playing, the conference offers unique opportunities to share experiences, explore new ideas and network with peers whose paths we might never otherwise cross."

DESC board members and volunteers are invited to join in the fun and learning with colleagues from across the nation, she added.

The theme for this year's conference is "Surviving in Difficult Times," and a wealth of pertinent information will be offered. But one of the most important benefits of the ESCAN experience will not be seen or heard so much as felt.



A REVITALIZED RIVERFRONT awaits you at the 2007 ESCAN conference.

"It's amazing, the energizing effect that's generated when so many people with the same focus get together," McGraw said. "Most of us carry on our work independently. When we all combine forces, you can almost see the sparks of inspiration fly!"

The conference spans three days, from Nov. 1 through Nov. 3. Thanks to a grant from Merrill Lynch, participants can enjoy all sessions and meals, from the Thursday night reception to the Saturday Box

Lunch, for just \$110. Those whose schedules won't permit full participation can select individual events, and plug in to at least part of the fun.

Conference headquarters is the Atheneum Suite Hotel and Conference Center in Detroit's Greektown. **A special rate for ESCAN-ers will be in effect only until Sept. 30.**

For information or reservations, contact Deanna McGraw at 248-395-2840 or dmcgraw@esc-detroit.org.

Leaders Circles still rolling

DTE Energy Foundation has announced that they will support a two-year extension of DESC's successful DTE Energy Leaders Circle program. Over the past two years, 144 individuals from the Detroit region's nonprofit community have participated in the leadership program.

"We expect at least that number of current and emerging nonprofit leaders to gain new skills through the extension of the program," said DESC President Deanna McGraw.

"We are pleased that DTE Energy recognizes the continuing need for this type of training and is willing to assure that Detroit's nonprofits can continue to build better leaders."

Current research into management trends of nonprofit organizations indicate that leadership will be a critical issue over the next decade, due to the high number of retirements from the leadership ranks. DESC's Leaders Circle leadership training program is designed to build

continued on back page

Time to sharpen your skills?

Are you a member of DESC's volunteer consultant team? Well, here's an important reminder: Whether you are new to the experience, or have been part of the DESC family for years, we can help you hone your skills.

DESC is unique in that we "train the trainers" in each of the service areas we offer. Our training sessions empower participants with the skills to help them make a difference, providing our nonprofit clients with the tools they need to succeed.

These opportunities are available in multiple areas: Board Development, Strategic Management, Fund Development and Grant Writing, to name a few. Each training session is facilitated by Corps consultants who are experts in their fields.

HELPING TO ENSURE the high quality of DESC services are talented trainers like 2006 Consultant of the Year Dennis Dupre.

As a business professional, your skills are an invaluable asset to our nonprofit clients. These organizations welcome and appreciate the knowledge you provide. To enhance that asset, take a look at the tentative schedule (right) and sign up today for a training session.

For further information, contact Jacki Redmond at 248-395-2840, or jredmond@esc-detroit.org. (Note: No trainings are held during the month of December.)



- ❖ Fund Development & Grant Writing ... September
- ❖ Strategic Management October
- ❖ New Consultant Orientation October and November
 - ❖ Board Development Phase 1 ... November
 - ❖ Board Development Phase 2 ... November
 - ❖ Team Leaders January 22, 2008
 - ❖ Consultant Skills Orientation ... February

VOLUNTEER SPOTLIGHT



Sharing knowledge and volunteering to help nonprofit organizations just comes naturally for DESC consultant Michael Long.

Mike was an engineering manager in DaimlerChrysler's Truck Chassis Group when he retired in 2004 after 27 years.

He connected with DESC in 2005 and seems to have found his "new career" in facilitating strategic planning with nonprofit organizations.

Mike has helped many clients with organizational assessments, strategic planning, and training new volunteers. He has also taken on a role as one of our Client Managers to improve the client entry process for DESC services.

Mike received his undergraduate and graduate degrees from Ohio State. He shares his life with his wife, two children and two grandchildren. He



SHARING HIS KNOWLEDGE to help nonprofits improve essential management practices is "fun stuff" for DESC volunteer Mike Long.

also enjoys a part-time home in North Carolina.

How does Mike feel about his volunteer role at DESC? His answer reflects the feelings of many Corps volunteers. "I'm proud of what I'm doing. I recommend it to anybody who wants to make the world a better place," he said. "We help the people who help the people. I am so glad I found DESC. This is fun stuff."

NEW 2007 BOARD MEMBERS

Donald Barber
President/CEO
Nonprofit Management Consultant

George Butler
Partner
Dickinson Wright PLLC

John Keegan
Former CEO
Alps Automotive Inc.

Alexander McKeen
Chairman & CEO
Engineering Analysis Associates, Inc.

Rod Parker
Manager-Consolidation,
Reporting and Controls
DTE Energy Distribution
Strategic Business Unit

Carl Smith
Executive – Strategic & MBD
Develop. for Global Consultants, Inc.

Ambitious new collaboration calls in the Corps

When the coalition of community groups known as ARISE Detroit formed in early 2006, its leaders realized that creating an effective Strategic Plan would be critical to its success. (ARISE is an acronym for Activating Resources and Inspiring Service and Empowerment.) Three bids were solicited, and it came as no surprise when the Detroit Executive Service Corps was selected for the challenge.

“Proximity, price and familiarity gave DESC the edge,” ARISE Detroit Chair John X. Miller noted. A former Detroit Free Press Public Editor who is now director of community affairs for Detroit Media Partnership, Miller was a past participant in the Corps’ popular Round Table Dialogues.

DESC consultants Jerry Knoppow, Gwendolyn Davis and Craig Orr worked with ARISE representatives led by Alyssa Martina to formulate the Strategic Plan. The task was a demanding but ultimately satisfying one, Knoppow said. “Distilling a wide range of visions and goals into a workable strategy was a complicated process,” he noted.

Following a time-tested template, the consultants and committee members worked to identify the essentials: mission, vision, core values and internal strengths and weaknesses.

With the views of 22 initial metro-Detroit partners to consider (a number that has now grown to more than 200), the effort spanned several months but, “I don’t think anybody walked out of there disappointed,” Knoppow said.

Miller concurred. “I think the DESC consultants’ familiarity with the community was key,” he said. “That local depth of experience provided real insight into the complex issues impacting the metro-Detroit community.”

Their successful Strategic Plan collaboration is just the start. Knoppow noted, “We’ve just contracted with ARISE Detroit to lend a hand in their Board Development process, with late September as a likely start date.”

Arise Detroit is a community-wide call to action and volunteer initiative that encourages all Detroiters and people who care about the city to join the movement to transform the Motor City through the power of personal commitment. To learn more about the organization, contact gclark@arisedetroit.org, call 313-921-1955, or visit their web site: <http://arisedetroit.org>.



Top DESC contributors for 2006 recognized



ACCEPTING THE William F. Grier Outstanding Corporate Support Award for The Iles Group at Merrill Lynch is representative Scott Schropp.

Those attending the 9th DESC Annual Volunteer Recognition Luncheon were treated to a dynamic address by keynote speaker Steve Mitchell of Mitchell Research and Communications, Inc.

Another highlight of the June 7 event was the revelation of 2006 DESC award winners. The Iles Group at Merrill Lynch captured top corporate sponsor honors, while Derschaun Sharpley, Gene Jacoby and Dennis Dupre earned recognition for their outstanding contributions in education, leadership and consulting, respectively.

A new honor – the Chair’s Choice Award – went to Jameson Teamor, long-time DESC board member.



PROUDLY DISPLAYING THEIR commemorative timepieces are award winners Derschaun Sharpley (Education Volunteer of the Year) and Gene Jacoby (Robert F. Magill Leadership Award). Not pictured: 2006 Consultant of the Year Dennis Dupre.

Published by
Detroit Executive Service Corps
16250 Northland Dr., Suite 390,
Southfield, MI 48075

DESC Chairman, Myron Frasier
DESC President, Deanna McGraw
Communicator Editor, Mary Frey

248-395-2840

Fax: 248-395-2844

Email:

info@esc-detroit.org

Web Site:

www.esc-detroit.org

Leaders Circles

continued from front
individual skills.

“We are pleased to partner with Marygrove College for the Leaders Circle fall series,” McGraw added. “Marygrove will host the training sessions and present the leadership training component. Participants will be assigned to a Circle facilitated by a DESC volunteer consultant, which will meet over six months to build leadership skills.”

Heather Carmona, Executive Director of the Woodward Avenue Action Association and a recent graduate of the Circle program, summed up her experience this way: “Through the peer support of my Circle, I found my voice and became confident with my leadership. The immediate application of my learning was the important key in making positive change.”

The fall training dates will open in mid-September.

To learn more, to register, or to volunteer as a Circle facilitator, email Deanna McGraw at dmcgraw@esc-detroit.org.

Building relationships with corporations

Nonprofits are the heart and soul of a community and metro Detroit is no different. The services these organizations provide make a difference in the lives of its citizens, but the heart and soul of a nonprofit are its dedicated volunteers and financial resources. These two components are essential for ensuring an organization's viability and success.

DESC is fortunate to have a dedicated volunteer corps committed to carrying out its mission. Recently, under the leadership of Gene Jacoby, DESC put together a team of volunteers,

comprised of board members and consultants, who are working hand-in-hand with staff to ensure DESC's financial viability.

The team is spearheading a special corporate fund-raising campaign, working to build relationships with past, current and potential corporate funders.

Members of Gene's team include Dick Bortfeld, Robert Brown, Myron Frasier, Neil Hitz, John Keegan, Alex McKeen, Bill Reminder, Phil Russell, Ben Smith, Carl Smith, Aimee Spurlock, Hank Whiting and Peter Wong.

The efforts of these dedicated volunteers are already paying dividends for DESC. Not only are they reconnecting and establishing partnerships with corporate supporters, they are opening doors to new corporate friends.

Through their efforts we are currently working on potential partnerships with American Axle, Compuware and Flagstar Bank. In addition, DESC is forging new relationships with Alpine Electronics of America and TK Holdings (Takata).

Thank you team. Keep up the good work!

THANK YOU, DONORS, FOR YOUR INVESTMENT

DESC extends sincere appreciation to the following January through July 2007 corporate, foundation and individual donors for their support of our initiatives. As a partner you play an integral role in our success and ability to make a difference in our community.

KEYSTONE (\$25,000 OR MORE)

DaimlerChrysler Corp. Fund

PATRONS (\$10,000 - \$24,999)

Masco Corp. Foundation

SPONSORS (\$2,000 - \$9,999)

Borg Warner, Inc.
Flagstar Bank
Merrill Lynch – The Iles Group
New Technology Steel

Detroit Rotary Foundation
Harold and Carolyn Robison
Foundation

UNDERWRITERS (\$500 - \$1,999)

Alpine Electronics of America
DE-STA-CO
Extang Corporation
State Farm Insurance
Takata – TK Holdings, Inc.

UNDERWRITERS (\$500 - \$1,999)

The R. C. Mahon Foundation
A. Alfred Taubman
Foundation

Donald Barber
James A. Brisko
Suzanne Dibble
Kenneth Holloway
Gene Jacoby
John F. Keegan
Tom Korn
Deanna McGraw
Alexander McKeen
William Reminder
Lloyd Reuss
Carl Smith
Henry Whiting, Jr.

FRIENDS (\$250 - \$499)

William Grier
Charles MacGregor
Howard McKenna
Gayle Singleton

ASSOCIATES (TO \$249)

Linda S. Edwards
Mitzy Sharp Futro
Joseph L. Hudson
Michael Kennedy
Charles B. Kirkpatrick
Paul Lyons
Lynne K. Nagy
Sherry Quinn
Benedict Smith
Ann Stuntz
James W. Suhay, Jr.
Sherri-Anne Wynter

HONORIALS & MEMORIALS

In Honor of Linda S. Edwards
Gayle Singleton
In Honor of William Reminder
Asthma & Allergy Foundation
In Memory of Robert Magill
William F. Grier
In Memory of Will Scott
William F. Grier
In Memory of Boyce Tope
William F. Grier