



FOCUS



“... to adjust your vision so that you see clearly and sharply”

How DESC helps clients realize their visions and reach their potential

DETROIT EXECUTIVE SERVICE CORPS
2006 ANNUAL REPORT



Putting a personal perspective on the past year

How do we know we are making a positive difference with our clients? How do we know that DESC's volunteers are helping organizations to identify the goals and strategies that will bring their visions of the future into sharper focus?

The answer is simple: We know because our clients tell us. The experiences showcased in this year's Annual Report reflect the many stories we hear about how lives are touched by nonprofits that have improved their services with our help.

Helping nonprofits and our educational community become stronger and more efficient is what we do at DESC. Our highly skilled volunteer consultants are a mixture of retired and employed individuals. In addition to their special skills, education and experience, they share a commit-

ment to making the greater Detroit community a better place.

DESC consultants are teamed with nonprofits to assist with board development, strategic planning, human resources, executive mentoring and other critical management needs.

For the educational community, we offer leadership development for principals and those who aspire to become principals. We also have a cadre of highly motivated volunteers who work directly with administrators, counselors and students through the Round Table Dialogue program.

This Annual Report will highlight our achievements during 2006. But we're not resting on those laurels. After you read about what we've done, we invite you to contact us with ideas about how we can better serve our community.



Myron Frasier and Deanna McGraw

Meanwhile, we sincerely thank all the businesses and individuals who have shared their time, talents and dollars to help us get this far.

As you page through this report, we hope you receive great satisfaction in knowing the positive impact you are making on the greater Detroit community.

Myron Frasier, Board Chairman

Deanna McGraw, President

Corps salutes outstanding contributors



NAMED THE TOP volunteers for 2005, (back, from left) Sherry Quinn, Ken Holloway, (front) Craig Orr and Phil Russell pause for an impromptu portrait at the 2006 volunteer lunch.

The 8th Annual Volunteer Recognition Luncheon had a new venue in 2006: the Detroit Athletic Club. There, participants heard a keynote address by DaimlerChrysler Senior Vice President Frank Fountain, and learned the names of the winners of Corps' most prestigious annual awards.

Taking home the William F. Grier Outstanding Corporate Support Award was the Masco Corporation.

Ken Holloway earned the Robert F. Magill Leadership award, while Craig Orr and Phil Russell shared Consultant of the Year honors. Sherry Quinn was named Education Volunteer of the Year.



ACCEPTING THE AWARD for corporate support from DESC Board Treasurer Ken Holloway is Melonie Colaianne of the Masco Corporation Foundation.

Partnership helps nonprofit deal with success

Being different from ones peers can be a devastating experience, especially for a child or young adult. As a successful business woman and owner of a hair salon, Maggie Varney realized she was in a unique position to help at least one segment of that population.

Maggie founded Wigs 4 Kids nearly four years ago after witnessing firsthand the anguish children face as they lose their hair, whether it is due to battling cancer or other problems like alopecia, lupus, burns and the like. Wigs 4 Kids' mission is to provide youngsters with a custom-fitted wig as a means to help them feel better about their appearance and look more like their peers.

When Maggie started Wigs 4 Kids she felt she would help a few individuals and that would be it, but she soon realized the need was far greater. In its first year of operation Wigs 4 Kids helped 12 kids, by the second year that number had tripled and this year they are helping over 100 youngsters.

As a business owner Maggie felt running a nonprofit would not be that difficult – after all it was a business and could coexist with her salon. However, she realized nonprofits are quite different and became overwhelmed as Wigs 4 Kids grew so quickly, taking time and financial resources away from her salon. She knew she needed outside help or her dream would cease to exist.

Maggie turned to the Detroit Executive Service Corps for assistance. DESC's consultants assessed her organization's needs and presented her with an action plan that would ensure its sustainability and viability.

"DESC's consultants diagnosed the situation almost like you would a disease, analyzing and identifying all the problems and providing solutions that will work," she said. "They taught me how to step outside of the box and not let my

passion drive my decisions, but to develop my infrastructure and create an organizational business plan. Wigs 4 Kids now has an effective board of directors who assist with the guidance and support of the organization."



Before her illness



After chemotherapy



Ready to face the world!

Shelby's story ...

Shelby is a bright, caring and committed 14-year-old. When she came to Wigs 4 Kids, she was facing an especially challenging period in her young life. On March 17, 2006, Shelby was diagnosed with a rare disorder, Langerhans Cell Histiocytosis (LCH), a disease which affects one in 2 million children.

Until that day, Shelby had been a healthy, active child, but she learned she would now have to undergo chemotherapy. About four weeks into her treatment, she began to lose her hair, which terrified her because she was unsure of how others, especially her friends, would treat her if she lost all her hair. That's when Shelby and her mom discovered Wigs 4 Kids.

Maggie Varney, founder of Wigs 4 Kids, made a lasting impression on Shelby. "Maggie is a very compassionate person and treated me normal, like I was not even sick," she said. "She let me cry and she really knew how helpless I felt about losing my hair."

Shelby's mom said that throughout her many challenges, Shelby never said "Why me?" But she has seen a change in her daughter. Every day Shelby looks for ways to give back, especially to Wigs 4 Kids. She is helping with fundraisers so that Maggie can achieve her next dream – to build a Children's Wellness Center.

From the time she was small, Shelby wanted to be a veterinarian when she grew up, but since meeting Maggie, her plans have changed. Now she is planning to go to college to get a business and communications degree so she can come back and work for Maggie, helping her to grow Wigs 4 Kids.

2006 CONSULTANTS

Thomas Adams
President
New Millennium Consultants

Donald Barber
Former CEO
Aldridge Botanical Gardens

Anita Joyce Barnes
Dir. of Development
Matrix Theatre Co.

Cynthia Barnes
Assistant to the CEO
Mosaic Youth Theatre of Detroit

William Bishop
Former President & CEO
Family Services Inc.

James Brisko
Former Director of Validation
General Motors

George Butler
Attorney, Dickinson Wright

Jack Caminker
Former President
J.C. Enterprises

Marvin Cato
Independent Broker
Ameriplan Health

Roger Chapman
President
Chapman Marketing Group, Inc.

Sharalene Charns
President, Superior Solutions

Albert Cohen
Former Adjunct Professor
Lawrence Tech. University

Brad Coulter
Director, Amherst Partners, LLC

Gwendolyn Esco Davis
President & CEO
The Hascom Group, LLC

Don Duncan
Former Business Devel. Mgr.
Veridan

Dennis Dupre
Former V.P. Finance & Admin.
Livernois Eng. Co.

Linda Edwards**
Former Principal
White Elementary

Hermann Eichner
Corporate Controller
Immersion Graphics

Jacqueline Floyd
Human Resources Manager
Advance Security

Michael Gallico
Former VP Human Resources
Johnson Diversey

E. Daniel Grady
Former VP Administration
Michigan Bell

Eugene Greenstein
Former Director Engineer
Visteon Corporation

Donald Hiruo
Former Dir. Business Devel.
Kimball International

Neil Hitz
Former President
Dawson Industries

Michael Howard
Consultant/Marketing, Sales
M. Howard Associates

Alan Huang
Financial Analyst
Ford Motor Company

Meg Hunter
Consultant, CFI Group

John Keegan
Former CEO
Alps Automotive Inc.

Michael Kennedy
Former Executive Director
Howl Inc.

Tom Keuten
Principal, Pariveda Solutions

Charles Kirkpatrick
Former HR Coordinator
Ford Motor Company

Jerry Knoppow
Former President & CEO
Knoppow Industries Ltd.

Thomas Korn
Former Mgr. Marketing & Sales
Xerox Corporation

James Kolb
Exec. Director, Dow Chemical

Maureen Kowal
Former Dir. of Donor Relations
Henry Ford Health System

Michael Long
Former Sr. Manager
DaimlerChrysler Corp.

Paul Lyons
Former President, CEO
Executone Business Systems

John McCuen
Former Counsel, Butzel Long

Alexander McKeen
President, Analysis Associates

Howard McKenna
Former Program Manager, EDS

Bruce Middlemiss
Planning Mgr. Ford Motor Co.

Peter Milne
Sr. Process Engineer, GM

Terry Murphy
Former Partner-Director
Arthur Andersen

Thomas Rackley
Retired Finance Manager
Ford Motor Company

Cheryl Rice**
Operations Officer, Comerica

David Roura
President & CEO
Victory Consulting Inc.

Phillip Russell**
Former Consultant, Clarkston Bank

Kimberly Simmons
President
Quarlls Watkins Heritage Project

Mark Smith
Associate Dean-Professor
Wayne State University

William Stark
Former Dir. Engine Analysis
General Motors Corporation

Ann Stuntz
Former Corporate Controller
Mark IV Automotive

Robert Tell
Former President
North Coast Industries

David Tsang
Application Engineer
Visteon Corporation

Sheila Vanfield
Former Community Affairs
Bank One/J.P. Morgan Chase

Michelle Walder
Director of Operations
Paragon

William Weatherston
Former Chief of Development
Michigan Humane Society

Neil Weiner
Former Counselor
Mackenzie High School

John Wiktor
Former Dir. of Administration
Wayne County Department

Anne Williams
CEO, ExcellenceQuest Inc.

Thomas Whittenmore
Former Cost Manager/Controller
Collins & Aikman

**** also participated in Education Programs**

CORPS VALUES

VISION

To be recognized as the premier volunteer organization in the Detroit area utilizing professionals in promoting the betterment of nonprofits.

MISSION

To enhance the effectiveness of nonprofits, governmental organizations and schools by transferring the knowledge, skills and expertise of retired and working volunteers.

KEY TO CLARITY: LIFELONG LEARNING

“It is a very powerful program ...”

Organizations are only as strong as the people who lead and manage them, whether they are nonprofit or for-profit companies. Nothing is more critical to an organization’s success than the development of its leaders. That is especially true today, as nonprofits are continually challenged to identify strategies to improve organizational stability and self-sufficiency.

Meet Heather Carmona, Executive Director of the Woodward Avenue Action Association (WAAA). Since 1998, Heather has used her position to focus on her lifetime commitment of making her community better.

In 2005, she began to seek ways to improve her leadership skills and take WAAA to the next level of

effectiveness. She joined the DESC DTE Energy Foundation Leaders Circle program and started her journey toward leadership excellence.

“I had never been asked about or challenged to improve my leadership,” Heather noted. “Through peer support of my Leaders 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. I can now comfortably empower my board members and staff to take leadership roles. Both WAAA and I have grown and become more effective through the Leaders Circle program.”

Over the past two years, DESC volunteers have provided training to 144 individuals through the DTE



Heather Carmona

Energy Foundation Leaders Circle program. Circles are formed in the spring and fall of each year. DESC consultant John McCuen summarized the experience this way: “DESC’s consultants facilitate the Circles with a focus on helping all participants achieve their leadership goals. It is a very powerful program that I am proud to be part of.”

New Visions: Helping principals find their focus

LaVerne Jordan’s first day as principal of Farwell Middle School was July 24, 2006. Before the morning was over, she was on the road to Frankenmuth to take part in the opening session of New Visions for School Leaders (NVSL).

Funded by a \$500,000 grant from The Skillman Foundation, the three-year NVSL program entered its final year in 2006. When it ends, 187 principals from Detroit public, archdiocese and charter schools will have significantly enhanced their skills and effectiveness.

For Jordan, a 20-year teacher but first-time top administrator, it was the perfect introduction to the demands of her Farwell position. “It made me feel more comfortable as a new principal to meet with so many of my peers,” she recalled.

“The most valuable aspects for me have been the networking and the sharing of main values.”

First-year principal LaVerne Jordan

The program’s goal is to improve student academic performance by developing leaders who transform school buildings into powerful learning environments. It features a combination of intensive training in key areas (such as team building and data-driven decision-making), as well as monthly Leaders Circles (headed by DESC volunteers).

“The most valuable aspects for me have been the networking and the sharing of main values,” Jordan said. “The members of my Circle have become more like family; we share ideas and discuss problems, and it’s not just limited to our regular meetings.”

In fact, two members of her Circle are from St. Bartholomew School “just down the road from us,” a helpful source of support that might have remained untapped without the common ground of NVSL.

According to DESC volunteer and Circle leader John McCuen, Jordan epitomizes the possibilities of the program. “She caught on almost instantly to the values of this program,” he said. “She has already begun to incorporate what she’s learned, and the results are pretty amazing.”



HEADING CORPS EFFORTS in 2006 were DESC board members (back, from left) Peter Wong, Jameson Teamor, Ben Smith, Jennifer McLean, Niccole Metzger, Robert Brown, Myron Frasier, Sherry Quinn, Suzanne Dibble, DESC President Deanna McGraw, Kenneth Holloway, (front) Judith McNeeley, Gene Jacoby, Glenn Miller, Hank Whiting and Aimee Spurlock.

DESC Board of Directors: A focus on service

BOARD OF DIRECTORS

Myron A. Frasier, Chair*
Former Director of NTT Ameritech

Robert I. Brown***
VP & General Counsel
Harvard Drug Group

Suzanne G. Dibble*
Former HR Manager
MichCon

Paul Geiger
Former VP and CFO
Kelly Services

Brian G. Glowiak, J.D.
VP & Secretary
DaimlerChrysler Fund

Kenneth D. Holloway
Former Pres., FDM, Inc.
Ford Motor Company

Gene P. Jacoby*
Former Dir. Q&R Training
Chrysler Corporation

Jennifer McLean, CPA
CEO/Principal
Divers. Property Services

Niccole Metzger**
Finance Supervisor
State Farm Insurance

Judith McNeeley**
Dir. of Business Admin.
The Diversity Network

Glenn Miller**
The Glenn Miller
Allstate Agency

Martin C. Oetting, J.D.*
Attorney, Clark Hill P.C.

B. Craig Orr*
Former Purchasing Mgr.
Ford Motor Company

Sherry Quinn**
Grad. Admissions Coord.
Marygrove College

William J. Reminder*
President & COO
Extang Corporation

Benedict J. Smith
Former Senior VP
Manufacturers Bank

Aimee Spurlock
First VP – CRM
Flagstar Bank

James W. Suhay, Jr.*
Former Manager
Ford Motor Company

Jameson L. Teamor**
VP Education Programs
DESC

Henry Whiting*
Former Manager M&P
General Motors

Peter Wong
President & CEO
Roy Smith Company

DIRECTORS EMERITI

William C. Adams
Former President
Federal-Mogul Corp.

Richard I. Bortfeld*
Former President
Sheller Globe Automotive

Charles G. MacGregor
Former VP & GM
Marshall Field's Eastland

**also served as a consultant
also in Education program * served in both*

ADVISORY BOARD

Dennis W. Archer
Chairman
Dickinson Wright PLLC

William C. Brooks
Chairman, Pres. & CEO
United American Health Care

Vivian Carpenter
President
Atwater Foundation

Tyrone M. Davenport
Chief Operating Officer
Charles H. Wright Museum

Edward Deeb
President & CEO
Mich. Food & Beverage

W. Frank Fountain
Senior Vice President
DaimlerChrysler Corp.

Douglas A. Fraser
Former President
UAW

Ronald E. Hall
President & CEO
Bridgewaters Interiors

Eleanor M. Josaitis
Co-Founder
Focus HOPE

Mary L. Kramer
Publisher
Crain's Detroit Business

Eugene A. Miller
Former Chairman
Comerica Bank

Dr. Glenda D. Price
Former President
Marygrove College

Andrew C. Richner
Attorney
Clark Hill

Lloyd A. Semple
Former Partner
Dykema Gossett

Gerald K. Smith
President & CEO
Detroit Youth Foundation

Shirley R. Stancato
President & CEO
New Detroit Coalition, Inc.

Chuck Stokes**
Editor
WXYZ-TV 7 News

Geneva J. Williams
President & CEO
City Connect Detroit

Your investment illuminates our vision

The Detroit Executive Service Corps extends sincere appreciation to the following corporate, foundation and individual donors who supported DESC initiatives throughout the past year. Thank you, partners, for helping us make a difference in our community!

KEYSTONE (\$25,000 OR MORE)

DaimlerChrysler Corporation Fund
McGregor Fund
The Skillman Foundation

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

DTE Energy Foundation
JP Morgan Chase Bank
Masco Corporation Foundation
Barbara & Will Scott Charitable Gift Fund

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

Borg Warner, Inc.
Charter One Bank
Extang Corporation
State Farm Insurance

Detroit Rotary Foundation
Henry Ford II Fund
Milton M. Ratner Foundation
Harold & Carolyn Robison Foundation
Elizabeth, Alan & Warren Shelden Fund

Thomas J. Grimaldi

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

ArvinMeritor, Inc.
Flagstar Bank
New Technology Steel
Strategic Staffing Solutions

The Allstate Foundation
The Anderson Fund
Margaret K. & Charles T. Fisher III
Family Fund
The R. C. Mahon Foundation
A. Alfred Taubman Foundation

William C. Adams
Anonymous
Suzanne Dibble
Myron Frasier
Sylvia & Edward Hagenlocker

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

Kenneth Holloway
Gene Jacoby
Michael Long
Charles G. MacGregor
Deanna McGraw
Alexander McKeen
Niccole Metzger
B. Craig Orr
William Reminder
Lloyd Reuss
Teresa Sebastian
Fred G. & Stephanie Secrest
Benedict J. Smith
James W. Suhay
Henry Whiting, Jr.

FRIENDS (\$250 - \$499)

James A. Brisko
Will M. Caldwell
Eddie Green
Jennifer Tallman McLean
Martin Oetting
Hunter Pickens
Earl Wolfe
Peter Wong

ASSOCIATES (TO \$249)

Dennis W. Archer
Robert I. Brown
Alan Burger
Jack Caminker
James Conlan
John Dorsey
Kay & Kevin Fitzpatrick
Paul Geiger
Brian Glowiak
E. Daniel Grady
Lenora Hayes
Alan Henderson
Neil Hitz
Michael Howard
Joseph L. Hudson

ASSOCIATES (TO \$249)

Carina Jackson
Michael Kennedy
Charles B. Kirkpatrick
Jerry Knoppow
Stanley Kramer
James E. Lee
Paul Lyons
Marion McCarthy
Terry Murphy
Lynne K. Nagy
Michael O'Brien
Jack Rady
Jacklin Redmond
Gordon Riggs
Rudolf Russart
Phil Russell
Sherry Quinn
Lloyd A. Semple
Thomas Sipila
Alvie Smith
Aimee Spurlock
Ann Stuntz
Mary Tacker
Neil Weiner
Avis White
Anne Williams

HONORIALS & MEMORIALS

In Honor of Paul Geiger

Gordon Riggs

In Honor of Mary Louise Tacker

Marion McCarthy

In Memory of Robert Magill

William Grier

In Memory of Bob Milne

Peter Milne

In Memory of Inez Walton

Carolynn Walton

In Memory of Will Scott

William Grier

TRADITIONAL

Agape Village*
Aids Consortium
Alternatives For Girls*
Arise Detroit*
ArtServe*
Asthma and Allergy Foundation of America*
Birmingham Bloomfield Community Coalition*
Bloomfield Historical Society
Bridging Communities*
Charles H. Wright Museum of African American History+*
Christ Community Devel. Corp.
Community Literacy Council*
Community Network Services
Crossroads for Youths*
Deaf Community Advocacy Network, Inc.
Dearborn Pastoral Counseling Center*
Detroit Artists Market*
Detroit Historical Museum Soc.*
Detroit Hurricanes Youth Program
Detroit Literacy Coalition*
Development Centers
Drummer Boy Enrichment Prog.
Evangelical Lutheran Immanuel ESC of Cincinnati
Front Porch
Golightly Education Center
Hillel of Metro Detroit
Hmong Nat'l Development, Inc.
Learning Institute of Family Education (LIFE)
Living Arts*
Looking for My Sister*
MCREST
Martin Community Nonprofit Housing Corp.
Matrix Theatre Company
Melton Community Services & Nonprofit Housing Corp.
Mentoring Solutions
Metropolitan Christian Council Detroit-Windsor
Michigan Jewish Institute
Motor City Youth Theatre
Oak Park Business & Education Alliance
Prevailing Community Develop.
PuppetART Detroit
Serenity Services *
SHAR*
Solid Ground
South Oakland Shelter
Southeastern Village
Starfish Family Services*
Student Mentor Partners, Inc.
Sweet Dreamzz of Detroit, Inc.

2006 CLIENTS

The Community House*
The Heidelberg Project*
Transition of Prisoners, Inc.*
Turning Point
21st Century Sisterhood, Inc.*
Ukrainian American Museum*
United African Community Org.
United Cerebral Palsy of Metropolitan Detroit
VSA Arts of Michigan
Warren Conner Dev. Coalition*
Warren Symphony Society, Inc.*
Wigs 4 Kids*
Women In Community Services
Woodward Ave. Action Coalition*
WSU Alumni Association*

NEW DETROIT COMPASSIONATE CAPITAL INITIATIVE

Abundant Care
African Dance Works
Beulah Community Services
Camp Westminster
Christmas in Action Oakland Cty.
Compassion Pregnancy Centers
Detroit Omega Foundation
Highland Park Community Outreach
Mack Alive*
Madison Comm. Resource Cen.*
Martha W. Roberts Center*
Mt. Moriah Community Development Corp.*
Open Door Rescue Mission*
People's IALAC Comm. Center
Save Our Community Outreach
Solid Ground
True Love Christian Ministries
United African Community Org.
Youth with a Vision

NVSL LEADERS CIRCLE

Academy of the Americas
Aisha Shule/WEB Debois+
Atkins Elementary School
Beaubien Middle School
Bennett Elementary School
Bethune Academy Elem/Middle
Blackwell Institute
Brady Elementary School
Brenda Scott Middle School*
Burt Elementary School
Butzel Elementary School
Cadillac Elementary-Middle*
Coolidge Elementary School
Campbell Elementary School
Carleton Elementary School

Cass Technical High School
Central High School
Chrysler King
Center for Literacy & Creativity
Clippert Academy
Communication Media Arts High
Cooper Elementary Middle
Denby Tech & Preparatory High
Detroit International Academy
Dixon K-8 Elementary
Duffield Middle School*
Durfee Pre K-8 Middle
Edmonson Elementary School
Farwell Middle School*
Fisher Magnet @ Burbank Elem
Grant Elementary Middle
Greenfield Park Elementary
Hanstein Elementary Annex
Harms Elementary School
Healy Internat'l Academy Elem.
Henderson-Upper Middle
Henderson-Lower Elementary
Heilmann Park Middle School
Holcomb Elementary School
Kettering West Wing High
Kosciusko Elementary School
Mann Elementary School
Most Holy Trinity
Munger Middle School
Noble Elementary School
Our Lady of Guadalupe
Robeson Academy Elementary
Sampson Elementary School
Gompers Elementary School
Miller Middle School
St. Bartholomew+
Thurgood Marshall Elementary
Timbuktu Academy of Science
University Public School at Pelham/Drew
Webster Elementary School
Winterhalter Elementary School
Woodward Academy
YMCA Service Learning Acad.

DTE ENERGY FOUNDATION LEADERS CIRCLES

Anti-Defamation League
Black Women Contracting Assoc.
Boys and Girls Republic
Bridging the Gap CRC
Campbell Academic Services
Community Services CDC
Cranbrook Educational Comm.
Dearborn Pastoral Counseling
Detroit Association of Black

Organizations, Inc.
Detroit Medical Center
Detroit Symphony Orchestra
Diversity Partners
Fair House Center
Gilda's Club Metro Detroit
Girl Scouts of Macomb County
Habitat for Humanity
Hartford Agape House, Inc.
Henry Clark Stroke Foundation
Holy Cross Children's Services
Immanuel Lutheran Church
Macomb Symphony Orchestra
Mercy Education Project
Michigan Coalition Against Domestic & Sexual Violence
Motown Historical Museum, Inc.
People Reinvesting in Detroit Enterprise
Piastr Institute
Plowshares Theatre Company
Project SEED, Inc.
Rochester Heritage Festival
Serenity Services
Sinai-Grace Hospital
Skyline Camp & Conference Cen.
So. Christian Leadership Conf.
The Detroit Institute of Arts
The Ellington-White Project
The Heat & Warmth Fund
The Homework Center, Inc.
The Mission Education Program
Traffic Improvement
Think Detroit PAL+
WARM Training Center
Young Detroit Builders

DIALOGUES & FIELD TRIPS

Barbour Magnet Middle*
Carver Middle School *
Central High School
Communication Media Arts
Drew Middle School
Earhart Middle School*
Golightly Educational Center*
Ludington Magnet Middle*
Mackenzie High School
Malcolm X Academy
Martin Luther King Jr. High
Marvin Winans Academy
McMichael Middle School
Mumford High School*
Osborn High School
Renaissance High School*
Ruddiman Middle School*
Southeastern Success Acad.
Taft Middle School*
Western International High

+ more than one person participating
* multiple services provided

2006: A challenging year of achievement

The Detroit Executive Service Corps maintained all its programs in force to serve the greater Detroit community during the past year, despite declining revenues from traditional corporate donors and client service fees.

While actual and anticipated job layoffs associated with the decline of the Detroit automotive industry have adversely affected DESC fundraising results, the need for assistance to the community's non-profits has increased. Although most of our services are performed by talented and experienced volunteers, the support of qualified staff is essential to coordinate effective use of their services.

To respond to these conditions, DESC has exercised extraordinary expense control, including the utilization of qualified volunteers to perform certain normal staff organizational and supervision activities. Consequently, we were able to hold our operating loss to \$19,937 in 2006, while suffering a decline from the previous year's cash revenue of more than \$58,000.

While DESC has adequate cash reserves to contain this loss without materially affecting our financial strength, the challenge to maintain the broad range of our services to the community becomes at risk.

With the unfavorable outlook for improvement of economic conditions in the greater Detroit area, we must find new ways to add to our traditional donors to continue taking advantage of the highly leveraged benefits offered by the wealth of volunteer talent available.

Among the challenges of the year ahead is the opportunity to host the annual meeting of the management staffs of the other Executive Service Corps of major U.S. cities, of which there are a total of 32. While this activity is designed to be self-funding, our staff and volunteers will have the responsibility of handling selection of facilities and many administrative and logistical details. We are pleased to have this opportunity to network with our distinguished guests in the search to find better ways to serve our community.

CONTACT THE CORPS!

By telephone: 248-395-2840

By email: info@esc-detroit.org

Web site: www.esc-detroit.org

STATEMENT OF ACTIVITIES FOR THE YEAR ENDING 12/31/2006

REVENUES

Contributed Services	\$711,630
Corporate Contributions	\$108,500
Foundation Grants	\$ 70,130
National Conference	\$ 1,000
Skillman Leaders Network ...	\$188,000
Client Service Fees	\$ 69,756
Individual Contributions	\$ 28,190
Interest Income	\$ 12,298
Total Revenues	\$1,189,504

EXPENSES

Contributed Services	\$711,630
Compensation	\$231,330
Occupancy	\$ 27,037
Office Expenses	\$ 35,874
Technology	\$ 2,543
Public Relations & Marketing	\$ 4,650
Volunteer Support	\$ 3,425

Direct Program Expenses

Skillman/New Visions	\$168,066
New Detroit Federal Grant ...	\$ 4,110
Financial Competency	\$ 2,129
Leaders Circle	\$ 4,838
Consulting	\$ 369
School Dialogues	\$ 5,235
Field Trips	\$ 8,160
Misc	\$ 45

Total Expenses **\$1,209,441**

CHANGE IN NET ASSETS

Due to Operations	\$ -19,937
Increase in Board Reserve Fund	\$ 6,101
(formerly called "Endowment")	
Net Assets 1/01/05	\$389,525
Net Assets 1/01/06	\$375,689

*Note: This is a Preliminary Financial Statement.
The audited statement should be available
by 7/01/2007*

2006 EDUCATIONAL PARTICIPANTS

Keli Alark
Ford Volunteer Corps
Ford Motor Company

Bob Alexander
Agent, State Farm Insurance

Jay Alexander
Coach, Softball Program
Wayne State University

Dashuri Aliko
Ford Volunteer Corps
Ford Motor Company

Linda Allen
Director, Clarity Enterprises

John Ambrose
Admissions Rep.
Marygrove College

Sheri Anderson
Ford Volunteer Corps
Ford Motor Company

Fred Arrington
Sales Executive, IBM

Judy Asher
Manager, IT
Ford Motor Company

Michael Bagley
Engineer
New Technology Steel

Wann Banks
HR Consultant
Comerica Bank

Marleigh Barnes-Durant
Project Manager, IBM

Sarah Bates
President and CEO
New Technology Steel

Ronald Bettie
Public Affairs Specialist
State Farm Insurance

Darryl Bingham
Financial Consultant
Alumni Financial Group

Fletcher Bland
HR Consultant
Bland HR Consulting

Christine Bodie
Ford Volunteer Corps
Ford Motor Company

Tom Borg
Business Consultant
Tom Borg Consulting

Nikka Bowers
CEO, Simple Life
Bath & Body Co., LLC

Karla Boynton
Program Mgr., Black Caucus
Foundation of Mich.

Alan Burger
Agent, State Farm Insurance

Georgia Burger
Agent, State Farm Insurance

Katherine Burks
Agent, State Farm Insurance

Claudia Burton
Consultant
Detroit Public Schools

Ron Bush
Ford Volunteer Corps
Ford Motor Company

Nina Butler
HEOC Student Advisor
Wayne State University

Tracie Butler
Financial Analyst
Comerica Bank

Crystal Butts
Banking Center Officer
Comerica Bank

Kevin Butts
President, ER Credit
Education Solutions

Rose Calleja
Ford Volunteer Corps
Ford Motor Company

Nicole Carter
Fashion Consultant
BCBG Max Azaria/Medusa's
Antidote

Tyrone Carter
Lieutenant, Wayne County
Sheriff Dept.

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2006 BY THE NUMBERS

	Services Provided	Number of Volunteers	Volunteer Hours	Admin. Vol. Hours	Citizens Impacted	Cost of Service
Consulting	109	38	2,747	1,028	616,625	\$117,455
CBO/CCI	42	66	562	-	20,000	\$26,593
NVSL	59	20	258	-	59,000	\$193,492
Leaders Circles	99	21	435	-	8,000	\$23,388
Consultant Training	na	18	220	432	-	in cost of program
Board/Committees/Planning ...	na	94	-	489	-	in cost of program
Total	309	257	4,222	1,949	703,625	\$360,928

	Services Provided	Number of Volunteers	Volunteer Hours	Admin. Vol. Hours	Students Impacted	Cost of Service
Dialogues	23	276	1,100	-	1,440	\$102,208
Field Trips	24	11	19	-	627	\$34,557
Facilitation Board/Planning	na	64	na	173	na	in cost of program
Total	47	351	1,119	173	2,067	\$136,557

Grand Total 356 608 5,341 2,122 705,692 \$497,485

“I was motivated to do well ...”

Years ago, when she was just a Drew Middle School eighth-grader, Delia Graham had a moment of epiphany. That sudden intuitive leap came during a DESC-sponsored field trip to the Detroit Rotary Club (DRC), as she watched an older student receive the Youth Citizen of the Month award and realized the possibilities for her own future.

Now a senior at Mackenzie High School, Delia recently brought that realization full circle when she received the identical honor. Her selection as Detroit Rotary’s Youth Citizen of the Month for December 2006 was based on her community service activities with the American Red Cross, Henry Ford Hospital volunteer program, Eli Broad Scholars Program, leadership roles in student activities and a 3.5 grade point average.

In accepting the Rotary award, Delia recognized the importance of that long-ago DESC field trip in helping to clarify her youthful goals and vision.

“I was so intrigued and inspired by that experience. I didn’t even know that business clubs existed,” she recalled. “I was impressed by the professional people who sat at my table and talked to me, and their dedication to serving the community. As I look back on that day, I see the significance of the experience. I was motivated to do well in school and serve my community.”

Delia, who plans to enter medical school following graduation, shared these feelings with the 20 Ludington Middle School students enjoying their own DESC-sponsored field trip on the day of her award.



Delia Graham

While Delia is one example, her story is not an isolated one. In partnership with the DRC, the Corps takes 240 middle school students each year to Rotary lunches to give them the opportunity to see business men and women in action and to experience first-hand the rewards of good citizenship.

An eye-opening experience

When DESC education coordinator Amy Dickerson was asked to identify a student who’d benefited from the Corps’ Round Table Dialogue program in 2006, she didn’t hesitate. “Oh! That’s definitely Pheobe Scott,” she said.

Scott was among hundreds of participants in the popular Dialogues (which offer a unique opportunity for students to interact with business professionals). So what made the Marvin L. Winans Academy of Performing Arts eighth-grader such a stand-out?

“It was her response to the whole experience,” Dickerson explained. “She really got the message. At the end of the day, she raised her hand, stood up and thanked everyone for their involvement. She said it helped her step out of her shell and gave her the confidence to take

positive actions in her life. I’ll never forget it. It really brought tears to my eyes.”

Pheobe’s transformation didn’t stop there. As her school year progressed, the thoughtful 14-year-old expanded on the new clarity that Dialogue brought to her vision of the world and her place in it.

“I learned a lot – about future careers and being prepared for college,” she said. “But I think the most important thing was that it helped me to have the courage to reach out and talk to people, and be open to building new relationships.”

For example, her willingness to stand up in front of her peers and a room full of relative strangers to express her appreciation that day has led to lots of positive feedback, including her selection as the focus for this story.



Pheobe Scott

“When Ms. Dickerson came to take my picture, she was so nice,” Pheobe said. “She hugged me and asked what I’ve been doing, and she’s interested about what I do in the future.”

That sort of one-on-one feedback made the Dialogue experience especially effective for her, too, Pheobe said. “I thought, what a great company to let their employees take the time to talk with kids and make such a difference in their lives,” she added. “It really made an impression on me.”