



August 2, 2018 ESC US Peer Sharing Call notes

Beyond serving nonprofit clients [limits? how do you define clients to serve? What about community organizations, schools, government, small for profit business? Individuals not associated with a nonprofit organization? What are Pro's and Con's?]

Call notes

Participants: David Factor, So Cal; Paul Moore, Okla; Carol Hodnett, United Way, ESC of the Treasure Coast; Jim, volunteer, Lee Michelson, NESC board member, plus Michael Towers, NESC; Jim__, Houston; Craig Kowalski, Cinti; Melanie Hillenbrand, S Fla.; plus maybe others who didn't speak

Discussion / sharing included ESC's working with non-traditional 501c3s:

1. Trade or professional associations – many volunteers have past or still current connections that could be tapped
2. Small for profit businesses – not many (if any) doing this – may not align well with volunteers' passion and interest (affiliates may have policies in place prohibiting (LA for example)
3. Political organizations – LA prohibits
4. Individuals – not currently, but may have some potential (some work with individuals but individuals on board or staff of a nonprofit (LA and Cinti do this, plus others
5. Foundations and organizations funded by foundations (Cinti had foundation fund projects with individuals developing community benefit entities, not yet determined to be for profit or nonprofit)
6. Government – some do, appears to be some untapped potential; may be worth pursuing, but be alerted that can be more complicated due to: public meetings, media presence, politics . . .
7. Special Districts – governmental entities not city or state, but typically an issue, like conservation, water, etc. Many exist and may be a significant pipeline opportunity; Lee has a lot of experience having spent 9 years as CEO of a Special District in California – is willing to share experience to see how we could tap these in our areas; also talked about considering this as a future peer sharing call topic
8. Religious organizations – Paul share experience with United Methodist Church Conference in Oklahoma – opportunities nationwide with umbrella organizations like UMC
9. SCORE relationship – Houston, LA, Cinti, Okla, all have some volunteers that volunteer with both ESC and SCORE; big difference is depth of work ESC does with client; SCORE has

- some good workshops, often free (funded by Small Business Administration dollars); Cinti refers start-ups to go to SCORE first, when established ESC will work with them
10. There was also conversation about 'chain' projects, where one project leads to another with same organization. Often agency learns of other services we provide during the first project. In Cinti, we often find agency needs to address another problem before they can address the one they came to us for; example: nonprofit wants to do strategic planning, but board is dysfunctional or organizational or operations issues need to be resolved first.
 11. Call closed with David making a nice pitch for the national conference 10/18 – 10/20.