



NESC

A wealth of experience.

National Executive Service Corps

Advising the nonprofit community for over 30 years

NEW YORK CONNECTICUT NEW JERSEY

NESC clients include: **ARTS & CULTURE** Actors' Equity Association Actors Fund of America Alice Austen House Museum Alliance of Resident Theatres American Jewish Historical Society American Numismatic Society Art Lab Artists Space Asia Society Association of Hispanic Arts Big Apple Circus Black Spectrum Theater Company Boys Choir of Harlem Brooklyn Botanic Garden Brooklyn Music School Catharine Lorillard Wolfe Art Club Chamber Music Society of Lincoln Center Children's Museum of Connecticut Children's Museum of Manhattan Children's Orchestra Society China Institute in America Connecticut Grand Opera and Orchestra Connecticut Trust for Historic Preservation Dance Brazil Dance Theatre of Harlem Doll and Toy Museum of NYC El Museo del Barrio Elders Share the Arts Eldridge Street Project Ensemble Studio Theatre Fairfield County Association for Opera New England Fairfield Historical Society Finland Center Foundation Friends for Long Island Heritage Friends of Materials for the Arts Greater Bridgeport Symphony Harlem Textile Works Historic Richmond Town Huntington Arts Council Huntington Public Library Ice Theatre of New York International Center of Photography InterSchool Orchestras of New York Jacques Marchais Museum of Tibetan Art Jazz Foundation of America Jewish Historical Society of Greater Hartford League of American Theatres & Producers Lehman Center for the Performing Arts Lincoln Center for the Performing Arts Main Street North Plainfield Martha Graham Center of Contemporary Dance Materials for the Arts Metropolitan Museum of Art Middlesex County Historical Society Mind-Builders Creative Arts Center Montclair Art Museum Morris County Heritage Commission Municipal Art Society of New York Museum for African Art Museum of Jewish Heritage Museum of the American Indian Musical Theatre Works Musicians on Call National Academy Museum and School of Fine Arts National Association of Women Artists National Trust for Historic Preservation New England Air Museum New England Carousel Museum New Jersey State Opera New Jersey Symphony Orchestra New Orleans Jazz & Heritage Foundation New York City Department of Cultural Affairs New York City Police Museum New York Foundation for the Arts New York Philharmonic New York Public Library Newark Boys Chorus School New-York Historical Society Noble Maritime Collection Oratorio Society of New York Parsippany Library Partnership of Connecticut Libraries Puerto Rican Traveling Theatre Queens Library Queens Symphony Orchestra Queens Theatre in the Park Richmond County Orchestra Riverside Opera Company Rockland Center for the Arts Roundabout Theatre Company Russian American Kids Circus On Stage Rye Historical Society Signature Theatre Company Skyscraper Museum Snug Harbor Cultural Center South Street Seaport Museum Staten Island Children's Museum Staten Island Historical Society Staten Island Museum Stecher and Horowitz Foundation Sylvan Winds Theater for the New City Trisha Brown Dance Company University Council for Art Education Usdan Center for the Creative and Performing Arts Webb-Deane-Stevens Museum Westchester County Historical Society Wolf Trap Foundation Yale-China Association YIVO Institute for Jewish Research Young People's Chorus of New York City **EDUCATION** American Field Service Amistad America AVI CHAI Foundation Avon Public Schools Bergen Community College Foundation Blair Academy BOCES Putnam/Northern Westchester BOCES/Southern Westchester Bridgeport Public Schools Bristol Public Schools Brooklyn Technical High School Capitol Region Education Council Cardoza High School Cathedral School of St. Mary Chapin School Charter School Athletic Association Collegiate School Connecticut Association of Latinos in Higher Education Connecticut Conservatory Cornell Cooperative Extension of Suffolk County CUNY Danbury Public Schools Darien Public Schools Dwight-Englewood School Easton, Redding and Region 9 School Districts Educational Alliance Educational Records Bureau Erasmus Hall High School Evander Childs High School Fairfield College Preparatory School Fairfield Public Schools Flushing High School French Institute Alliance Française Fulbright Alumni Association Grace Church School Greater Hartford Literacy Council Greenwich Public Schools Hartford College for Women Hartford Public Schools High School of Art & Design Holocaust and Human Rights Education Center Howard University Divinity School Independent College Fund of New Jersey Jane Addams Vocational High School Literacy Partners Little Red School House Locust Valley Central School District Louis Brandeis High School Malcolm X Shabazz High School Mamaroneck Board of Education Manhasset High School Manhattanville College Master's School Monroe Public Schools–CT Monroe Township Public Schools–NJ Montessori School of Greater Hartford New Canaan Public Schools New Jersey Charter Public Schools Association New York Academy of Sciences New York City Board of Education–Division of High Schools New York Society for Ethical Culture Newark Public Schools Norman Thomas High School Norwalk Public Schools Plainfield Public Schools Polytechnic University Ramapo College of New Jersey Rice High School Rutgers College of Nursing Seton Hall University Institute on Work South Bronx High School South Windsor Public Schools Stamford Public Schools Staten Island Academy Stevens Institute of Technology Stuyvesant High School Trumbull Public Schools University of Bridgeport Wesleyan University West Virginia University Weston Public Schools Westport Public Schools White Plains Public Schools Wilton Public Schools World Education Services **ENVIRONMENT** Brooklyn Bridge Park Conservancy Connecticut Audubon Society Dutchess Land Conservancy Environmental Action Coalition Fort Greene Park Conservancy Friends of the Palisades Interstate Park Commission Greater Newark Conservancy Greenbelt Conservancy Knox Parks Foundation National Audubon Society National Council of State Garden Clubs Nature Conservancy, Long Island Chapter New York Botanical Garden Passaic River Coalition Reeves-Reed Arboretum Rockfall Foundation Staten Island Botanical Garden Teaneck Creek Conservancy WaterAid America Wave Hill **GOVERNMENT** Amnesty International USA Borough of Franklin Lakes Center for Hispanic Policy, Research & Development Child Placement Advisory Council–New Jersey Family Courts City of Mount Vernon County of Bergen County of Morris New Jersey Department of Community Affairs New Jersey Department of Health and Senior Services New Jersey Planning Officials New York City Office of the Mayor Norwalk Office of the Mayor Public Interest Law Center of New Jersey Rockland Economic Development Corporation Town of Trumbull Town of Wilton Town of Wilton Board of Finance Town of Windsor Locks United Nations Research & Training Institute for the Advancement of Women US Environmental Protection Agency **HEALTHCARE** Aetna Foundation Children's Center AIDS Resource Center Alcoholism Council of Connecticut Alzheimer's Disease & Related Disorders of the Greater Hartford Area American Cancer Society–Queens Division American Foundation for Suicide Prevention American Lung Association Animal Medical Center Beth Abraham Family of Health Services Beth Israel Medical Center Boriken Neighborhood Health Care Center Boundless Playgrounds Brookdale University Hospital and Medical Center Brooklyn Hospital Center Burke Rehabilitation Center Caribbean Women's Health Association Center for Occupational Health Central Connecticut Health District Cerebral Palsy Associations of New York State Cerebral Palsy of Essex and West Hudson Community Blood Services Community Health Care Association of New York State Connecticut Association for Home Care East End Hospice East Hampton Volunteer Ambulance Association Epilepsy Association of Westchester Greenwich Emergency Medical Services Guttmacher Institute Hall-Brooke Foundation Hartford Easter Seal Rehabilitation Center Healthy Mothers/Healthy Babies of Essex Helene Fuld College of Nursing Hempstead General Hospital Medical Center Hospital Audiences Hospital for Special Surgery **Continued on inside back cover**

WELCOME TO NESC THE NATIONAL EXECUTIVE SERVICE CORPS

We provide top-quality professional services to support nonprofit clients in the New York–Connecticut–New Jersey tri-state region. We know that the diverse collective contribution of the nonprofit community is critically important to the well-being of our society today, and that it is rapidly growing even more important. We are committed to doing all that we can to enhance the effectiveness of our nonprofit clients.

Most nonprofit organizations, tightly focused and determined to deliver needed services to their constituencies, find that they have precious little time left to deal with their own managerial and operational challenges. Inefficiencies can creep in; opportunities can slip away; simmering problems can go unaddressed until they become unavoidable.

NESC helps nonprofits to deal effectively with their challenges and to exploit their opportunities.

NESC's nearly 300 Consultants, all experienced senior executives and professionals, routinely bring the benefits of business planning and operations management to the nonprofit world. In the past three decades, more than 2,000 New York, New Jersey and Connecticut nonprofits have benefited from NESC's services.

NESC is itself a 501(c)3 nonprofit organization. We understand the nonprofit world – its unique strengths, its unique frustrations, and its unique opportunities...especially the opportunities that nonprofits often have for invaluable contributions to their communities.

Since our establishment in 1977, we have been assembling senior-level consultant teams to deliver high-quality, affordable professional services and solutions to nonprofit organizations. Our clients have included mega-organizations like Lincoln Center for the Performing Arts, and smaller neighborhood organizations like To Make the World a Better Place and the Jacques Marchais Museum of Tibetan Art. And the range of clients we serve is remarkable, from healthcare, arts, cultural and social services organizations to educational, governmental, environmental, child advocacy, and religious organizations.

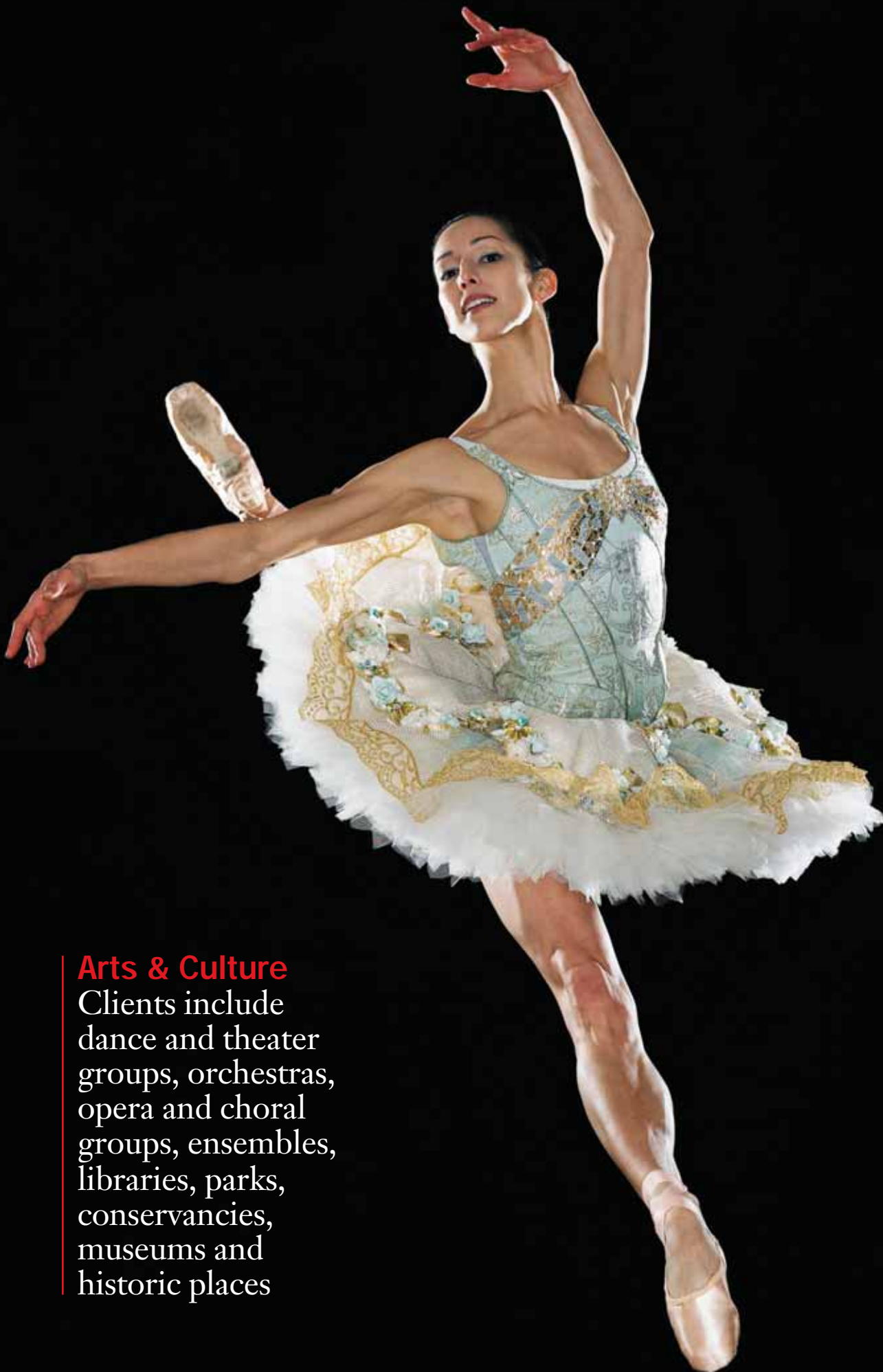
Please read on to learn more about how we work, what we have done, and how we might be able to help you and your organization to be even more effective in serving your constituents and your communities.

SUCCESS STORY

Knox Parks Foundation Hartford, Connecticut

The Challenge
Committed to beautifying communities in the Greater Hartford area, the Knox Parks Foundation plants trees and creates landscapes. Like many nonprofit organizations, Knox Parks wanted to optimize the way it was staffing and financing its activities. Foundation executives wondered whether it was organizing and delivering its fee-for-service landscaping operations effectively, and how those operations might possibly be improved. For answers they turned to NESC.

The NESC Solution
A team of NESC Consultants analyzed Knox Parks Foundation's operations and fee structures and evaluated its staffing model. They were then able to produce a dynamic program model which the Foundation can use to examine the operational impact of a wide range of assumptions and variables. Important results have included clearer understanding of the Foundation's service delivery processes and of the organizational structure and staffing levels required to deliver those services.



Arts & Culture

Clients include dance and theater groups, orchestras, opera and choral groups, ensembles, libraries, parks, conservancies, museums and historic places

PROFIT FROM OUR EXPERIENCE

Our Consultants have made *NESC* unique from the very beginning.

The vision of recruiting and deploying seasoned executives, managers, entrepreneurs and other accomplished professionals to help nonprofit organizations led to *NESC*'s establishment in 1977. And that vision drives *NESC* today.

There is no typical *NESC* Consultant. Generally, though, our 300 consultants have been executives and managers—from CEOs of large and small organizations, to all levels of management in such businesses as banking, real estate, consumer products, merchandising, publishing, public relations and advertising. Others are professionals, such as lawyers, accountants, consultants, engineers, architects and social workers. Still others have served with government agencies, educational and healthcare institutions and, importantly, nonprofit organizations—as teachers, executive directors, program directors, facilities managers, chief fundraisers, grant writers, and controllers.

NESC Consultants have been employed in some of America's leading companies and organizations, including IBM, JPMorganChase, Aetna, Publicis, Time Warner, McKinsey, Celanese, AT&T, ExxonMobil, Heidrick & Struggles, and Northrop Grumman.

Every Consultant working on an *NESC* client project will possess the skills and experience appropriate to the assignment, together with an abundance of enthusiasm and commitment to the success of the client.

And in addition, these professional consultants will be highly motivated by the opportunity to serve, applying their well-honed skills and hard-earned experience in a rewarding way. They will be excited by the challenges of fact finding, analysis and the development of practical recommendations—all in the interest of enhancing the effectiveness of your organization.

“By following your recommendations, we increased the number of our contributions from New Jersey’s top 100 employers by 66% in the first year.”

John B. Wilson
President
Independent College Fund
of New Jersey

SUCCESS STORY

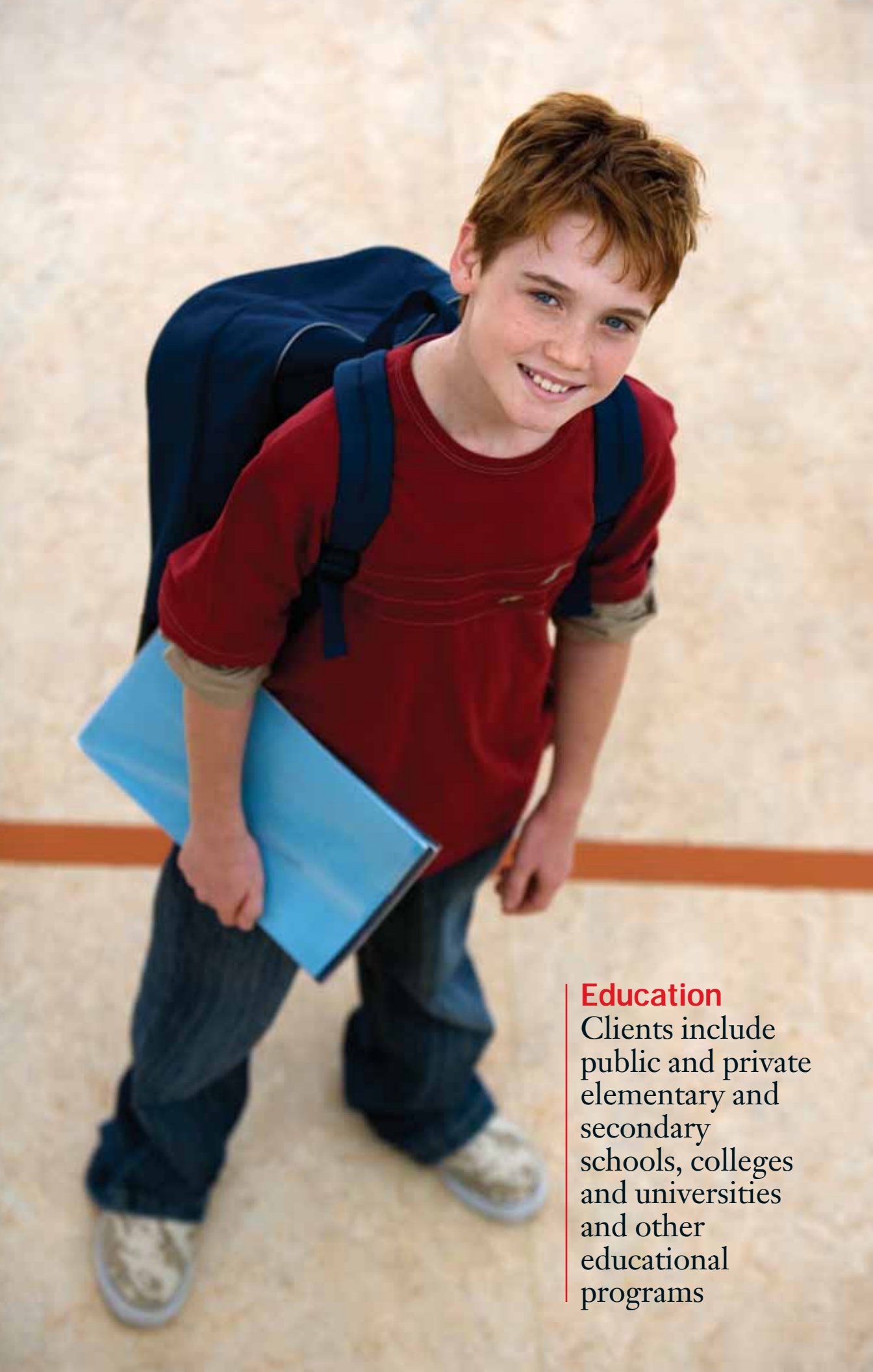
New Orleans Jazz and Heritage Foundation, Inc.

The Challenge

Since 1970, the New Orleans Jazz and Heritage Foundation, Inc. has promoted New Orleans’ legacy as “the birthplace of jazz.” The Annual Jazz and Heritage Festival generates significant travel and tourism revenues and employment. After its long-time Executive Director and CEO resigned, the Foundation called on NESC to search for an effective and innovative replacement.

The NESC Solution

The NESC Executive Search team understood that, because the head of the Jazz and Heritage Foundation was a very high-profile position, the search would be closely scrutinized. NESC contacted over 100 nominally qualified candidates across the U.S., interviewing 19 of them in depth and recommending five for consideration by the Foundation’s Search Committee. The new Executive Director has restructured the organization and reinvigorated marketing programs, and the Festival reflects this new vitality.



Education
Clients include public and private elementary and secondary schools, colleges and universities and other educational programs

NESC OFFERS A BROAD RANGE OF PROFESSIONAL SERVICES

Board Development

NESC specialists can evaluate a client's governing board, identify new ways to tap board members' skills and networks, and help recruit new board members. *For a Brooklyn-based client, NESC identified improvement opportunities in the board structure and then recommended specific approaches to recruiting new board members with specific strengths, such as fundraising and public relations.*

Branding

NESC can enhance a nonprofit organization's appreciation of how the enormous power of branding can boost revenues, build demand for its services, attract volunteers and expand operations. *For a major Queens public agency seeking to raise public and donor awareness of its key programs, NESC's marketing experts designed a dynamic branding strategy.*

Business and Strategic Plans

NESC teams can craft multi-year business and strategic plans, helping nonprofit organizations to fine-tune their vision, set priorities, allocate resources, identify new opportunities and establish action plans with timetables for achievement. *For a New York arts organization concerned about the focus of its activities and programs, NESC designed a plan that defined vision, set goals and was the basis for improved fundraising effectiveness.*

Executive Recruiting

Using proprietary tools, NESC's experienced Executive Search specialists identify, screen, and recommend candidates for management positions in nonprofit organizations, and can assist with compensation negotiations to facilitate successful placements. *For a Manhattan-based national trade association, NESC recruited a new president. For a global arts and culture educational organization, NESC recruited a chief financial officer.*

Facilities Management

NESC's experienced architects and space allocation experts survey a client's facilities and then, supported by detailed documentation, suggest reconfigurations to reduce occupancy costs and boost productivity. *For a New Jersey client serving the elderly, NESC planned for and assisted the group's move into its new headquarters; for a Connecticut school system, NESC designed a way to improve utilization of existing space, resulting in smaller building requirements to meet rising enrollments.*

SUCCESS STORY

North Fork Early Learning Center

The Challenge

After 17 years of independent operation in Mattituck on Long Island, the North Fork Early Learning Center, a child care facility, saw the need to reposition itself. It merged with the Family Service League, an older establishment that provides a range of human services in over 20 sites on Long Island. The merger would enable the Center to relocate to a much larger facility and offered the prospect—with its concomitant challenges—of doubling its enrollment.

The NESC Solution

NESC Consultants with skills and experience in strategic planning and marketing helped to focus the Center's image and sharpen its marketing message, and to mount an effective promotional and community relations campaign. NESC worked with the Center to help establish an advisory board and to expand fundraising. As a result, the Center met all of its operating and financial goals in the transition, and continues to provide successful and expanding services to the community.

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Government

Clients include county boards, city councils, municipalities and other public agencies



NESC SERVICES continued

Financial Management

NESC financial operations experts will design a client's accounting, payroll and financial reporting systems, and then, if requested, supervise their subsequent administration. *For a Westchester County education institution and for a Manhattan-based national association, NESC supervises budgeting and performs essential bookkeeping and accounting operations.*

Fundraising Strategies

NESC's development experts design systematic and proven fundraising programs to increase contributions from existing donors and to expand into new universes of potential donors. *For a Queens-based health-related organization, NESC created and helped execute multi-stage fundraising plans. For a large social services organization, NESC recruited a new Director of Development.*

Human Resources

NESC teams help with the full range of staff management issues and recommend ways to increase staff productivity and effectiveness. *For a Connecticut-based women's group, NESC recommended revising the compensation and benefits structure and updating the employee handbook; for a UK-based organization opening an office in New York, NESC recommended human resource policies and practices that were aligned with the home office but met U.S. HR requirements as well.*

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“I am impressed by NESC’s ability to work with our elected officials and labor relations staff.... In addition, working with NESC is extremely cost-effective. It provides an outstanding work product at very reasonable prices.”

Thomas A. Markt
Assistant Administrator
Morris County, New Jersey

SUCCESS STORY

County of Bergen
New Jersey

The Challenge
New Jersey’s Governor has been encouraging local governments to share services in order to slow the growth of property taxes while improving services. Bergen County has received two State grants to study how local municipalities can moderate property taxes by strengthening and encouraging greater use of shared services. Using these grants, Bergen County asked NESC to study public works activities in two separate consortia of 13 and 16 towns, respectively.

The NESC Solution
The NESC consulting team, including a former Councilman of one of the towns, met with each community’s public works administration. They assessed how each of the 29 towns delivered basic Department of Public Works services and the extent to which the towns shared equipment and personnel and consolidated purchasing and contracting decisions. The NESC team then recommended practical ways to improve and expand cooperative activities. NESC’s studies have led the towns to increase equipment and staff “sharing” and to expand consolidated purchasing of public works equipment and supplies. Further actions based on the NESC plans are under active consideration.



Healthcare
Clients include hospitals, clinics, medical and nursing schools, home health and long-term care, disease-related organizations, and professional and trade associations

NESC SERVICES continued

Leadership Development

NESC can provide leadership training for nonprofit executives and administrators to facilitate reform, to enhance organizational effectiveness, and to create a more powerful, efficient and effective climate within nonprofit organizations. *For the New York City Public School System, NESC designed and delivered a program to strengthen superintendents' roles in implementing change. In the same school system, in collaboration with a state university, NESC identified and trained master teachers to effectively staff challenging positions as Assistant Principals.*

Marketing Plans

NESC's skilled marketing professionals can analyze a client's products and services and then design plans to market them more effectively and efficiently in existing and new markets. *For a Greenwich community organization, NESC conducted a public survey to identify ways to expand membership. For a New York City social service agency, NESC developed a new brand and designed a marketing campaign to introduce it.*

Mentoring and Coaching

NESC consultants, experienced in the art of mentoring individual leaders, offer one-on-one mentoring and coaching to executive directors and other senior management to help them to improve organization culture, to enhance the delivery of services, and to help implement change. *For a New York museum, NESC guided them in planning their inaugural fundraising benefit. For a theater operator, NESC helped to initiate new programs including a jazz festival and a summertime dance series.*

Retreat Facilitation

NESC can organize and lead productive gatherings of senior staff and board members, addressing critical organizational challenges and opportunities. *For a New Jersey client, NESC conducted workshops on marketing, public relations, strategic planning and financial management. For a Connecticut senior services organization, NESC guided the board through a rigorous process that resulted in a collective agreement on their strategic priorities.*

Public Relations and Communications

NESC public relations professionals design programs to raise a client's public profile and generate increased media coverage. *For a Long Island community group, NESC media experts helped create a comprehensive media and marketing strategy.*

SUCCESS STORY

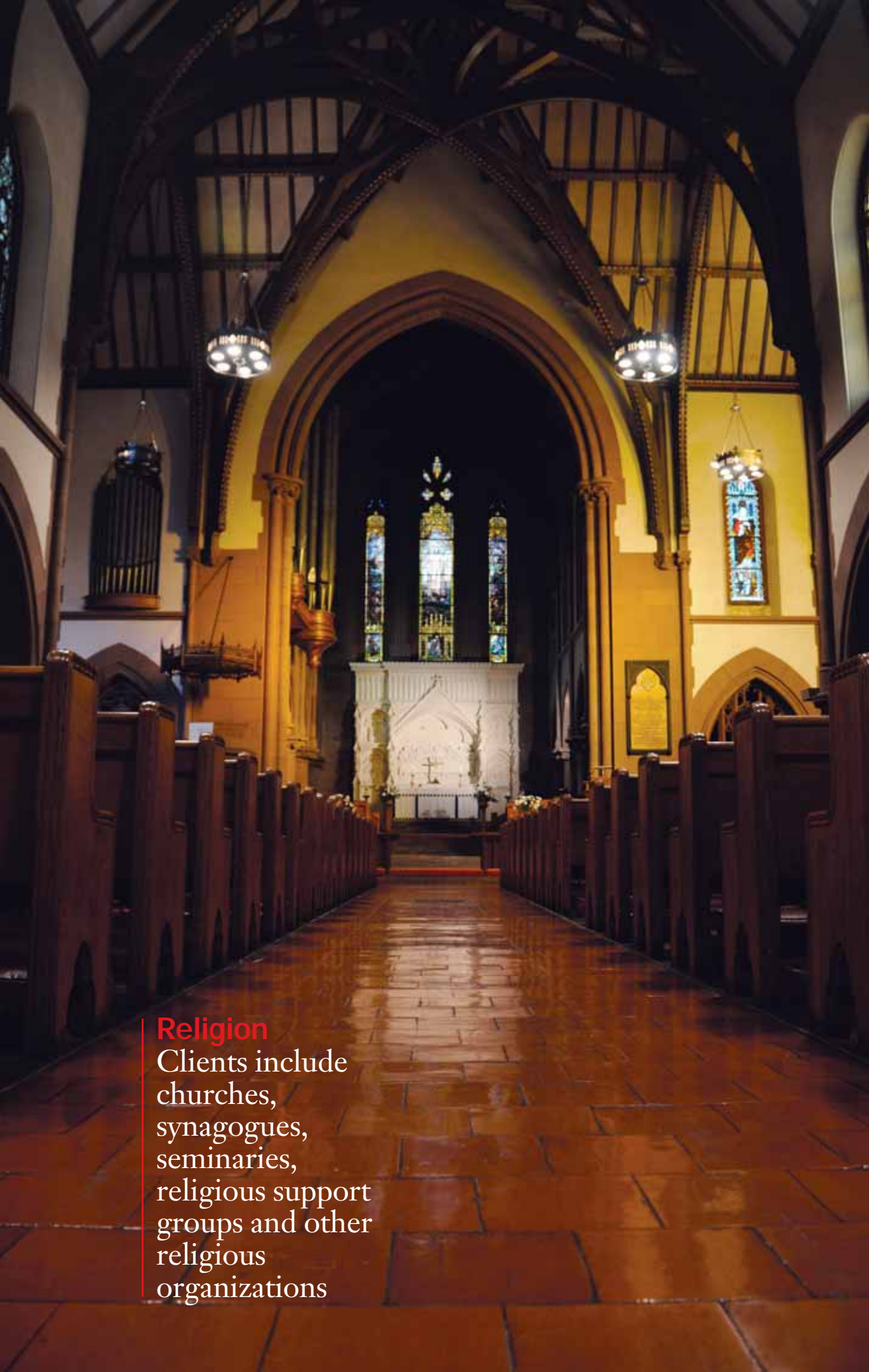
New Jersey Hospital Association

The Challenge

For nine decades, the New Jersey Hospital Association has been helping State hospitals and health systems deliver care that is of high quality, accessible and affordable. As at many nonprofits, NJHA has faced a wide range of operational, administrative and strategic challenges. Since 1986, NESC has been helping the Association solve its problems and convert its challenges into opportunities.

The NESC Solution

Among 16 assignments addressing a wide range of issues, beginning in 1986, NESC teams have helped NJHA to study the feasibility of a statewide hospital-based HMO system, to develop and deploy marketing and membership-boosting strategies, to design and install effective staff compensation plans, to adapt and exploit information technology and to improve NJHA publications and communications.



Religion
Clients include churches, synagogues, seminaries, religious support groups and other religious organizations

NESC IS THE “RESOURCE OF CHOICE” IN MANY NONPROFIT SECTORS

NESC serves the full spectrum of New York, Connecticut and New Jersey nonprofit organizations. Some NESC clients are huge, with nine-figure annual operating budgets. Others are much more modest with a handful of staffers operating on a very tight budget. Whatever their size, all receive the same high level of affordable NESC services.

Arts and Culture

Dance companies, museums, orchestras, parks, theater groups, art schools, libraries, botanical gardens, music ensembles and more. *Clients include Dance Theatre of Harlem, New York Public Library, Lincoln Center, Queens Symphony Orchestra, Webb-Deane-Stevens Museum, El Museo del Barrio, Huntington Arts Council.*

Education

Elementary and secondary schools, colleges, universities and instructional institutions. *Clients include City University of New York, New York City Public Schools, Newark Public Schools, Wilton Public Schools, New Canaan Public Schools, Manhasset High School, Locust Valley Central School District.*

Government

Municipalities, counties, government agencies and economic development agencies. *Clients include County of Bergen (NJ), Town of Windsor Locks (CT), U.S. Dept of Labor, Town of Wilton (CT), Norwalk (CT) Office of the Mayor.*

Healthcare

Hospitals, community clinics, long-term care facilities, medical research organizations, professional and trade associations, and medical schools. *Clients include Visiting Nurse Service of New York, Visiting Nurses and Home Care of Greater Watertown (CT), Hospital for Special Surgery, Presbyterian Homes of New Jersey, Animal Medical Center, Jewish Home and Hospital, Beth Abraham Family of Health Services.*

Religion

Churches, synagogues, seminaries and more. *Clients include Riverside Church (NYC), Central Conference of American Rabbis, Auburn Theological Seminary, Capitol Region Conference of Churches (CT), Presbytery of New York City, Long Island Council of Churches, Reformed Church of Bronxville.*

Social Services

Family and day care centers, geriatric facilities, employment services, community centers, services for women, children and immigrants, and more. *Clients include Collaborative Support Programs of New Jersey, Catholic Charities of the Archdiocese of New York, New York Women’s Agenda, Family Services of Westchester, Hartford Commission on Aging, Mid-Fairfield Child Guidance Center, Save the Children, Goodwill Industries of Greater New York.*

SUCCESS STORY

Catholic Charities of the Archdiocese of New York

The Challenge
Catholic Charities of the Archdiocese of New York assists the poor and vulnerable through an extensive federation of more than 90 human service agencies and programs. For more than 90 years, Catholic Charities has served the homeless, the hungry, and the physically, mentally and emotionally challenged. In order to further fulfill its mission and strategically plan for the future, Catholic Charities desired an assessment of the needs of its diverse network of service providers.

The NESC Solution
NESC Consultants created a comprehensive questionnaire to collect information from Catholic Charities affiliates. The NESC consultant team then met with 40 Executive Directors representing a significant cross section of organizations within the Catholic Charities network. These in-depth meetings involved gathering information utilizing a questionnaire, as well as open discussions of the needs and the opportunities for strengthening the delivery of services throughout the Catholic Charities network. Findings and recommendations were presented to the Catholic Charities Strategic Planning Committee, resulting in a plan for increased interaction and support for affiliates.



Social Services
Clients include services for women, children and immigrants, family and daycare centers, homeless programs, food programs, employment services

NESC SERVES NEW YORK, NEW JERSEY AND CONNECTICUT

For over three decades, *NESC* Consultants—hundreds of former senior executives and seasoned professionals—have been helping nonprofit organizations operate more effectively and efficiently in the tri-state area.

New York City

NESC Consultants assist nonprofit agencies throughout the five boroughs of New York in such sectors as arts and culture, healthcare, social services, religion, education and government. *Clients include AVI CHAI Foundation, Carter Burden Senior Center, Morningside Heights Housing Corporation, Asia Society, Russian American Kids Circus On Stage, Magis Americas, Ravsak, Helene Fuld College of Nursing, Grace Children's Foundation, and Osborne Association.*

Westchester and Rockland Counties

NESC Consultants assist Westchester County and Rockland County nonprofits involved in healthcare and environmental matters, education, government services and economic development. *Clients include Holocaust and Human Rights Education Center, Rockland Economic Development Corporation, Friends of the Palisades Interstate Park Commission, City of Mt. Vernon, United Hospice of Rockland, Jawonio, and Summit Music Festival.*

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SUCCESS STORY

Guttmacher Institute New York

The Challenge

For decades, the Guttmacher Institute has been widely recognized and respected for its research, policy analysis and education in reproductive health, reproductive rights and population. To spur growth and improve public understanding of its mission, Guttmacher executives felt that they needed a strategic plan for the future. To draft this plan, the Institute retained NESC.

The NESC Solution

In concert with the Guttmacher Board and other key executives, the NESC team analyzed Guttmacher's operations and assessed public perceptions of the organization. The NESC team produced a strategic planning concept and a blueprint for a new brand identity.

“Your consultants were responsive and expedient. They were perfectly suited to present the process, the plan and branding elements to our constituents, staff and Board. Working with NESC was an extremely fruitful collaboration.”

Beth Fredrick
Senior Vice President
& COO
Guttmacher Institute
New York

SERVING THE TRI-STATE REGION continued

New Jersey

NESC Consultants assist New Jersey nonprofits, educational institutions and local, county and state government entities. The NESC New Jersey Region is so effective that it was selected by the Geraldine R. Dodge Foundation, the New Jersey Department of Community Affairs and others to help their grantees and agencies.

Clients include ARC/Mercer, Neighborhood House Association, Partnerships for People, Passaic River Coalition, SAGE Eldercare, United Way (in several communities), Picatinny Innovation Center, Ujima Ministries and Child Placement Advisory Council Nj Family Courts.

SUCCESS STORY

Queens Library New York

The Challenge

The Queens Borough Public Library, one of the nation's largest by revenues and circulation, asked NESC for a comprehensive branding plan, and, subsequently, for help in its implementation. The library also wanted to increase earned income from its commercial activities and to boost support from philanthropies.

The NESC Solution

The NESC consulting team's intensive research found great misperceptions about the Library. For example, user and donor communities wrongly viewed the Library as a unit of the N.Y. Public Library and knew little about the vast programs and services of the Queens Library's 64 branches. An important element of the NESC solution was to change the name to the "Queens Library," solidifying its independent identity. Then the Library asked the NESC Executive Search team to recruit a candidate for the new post of Director of Marketing and Communications. The new Director has revitalized the Library's brand, launched a new marketing plan and increased the Library's earned income. New borrowers, circulation, membership and program attendance have risen and continue to set new records.

Central Connecticut

NESC Consultants assist nonprofit organizations in Hartford, Middlesex and New Haven counties, including those in the arts and culture, health and human services, education, religion and government. *Clients include Amistad America, Trinity College Community Child Center, Jewish Historical Society of Greater Hartford, Broad-Park Development, Children's Museum of CT, Capitol Region Education Council, CT Women's Consortium, New England Air Museum, St. Agnes Home, United Way of the Capital Area (Hartford), Kubn Employment Opportunities, NAMI, and YWCA of the Hartford Region.*

Southwestern Connecticut

NESC Consultants assist nonprofit organizations throughout Fairfield County, including those in education, the arts, community services, religion and government. *Clients include CTE, Inc., Easton, Redding & Region 9 School Districts, Greenwich Public Schools, Senior Services of Stamford, Norwalk Grassroots Tennis, Trumbull School System, YMCA of Greenwich, Salvation Army of Stamford, Shelter for the Homeless, St. John's Episcopal Church, and Voluntary Services for the Blind.*

Long Island

NESC Consultants assist nonprofit organizations in Nassau and Suffolk Counties involved in healthcare, social services, religion, the arts and education. *Clients include: Catholic Charities, Christ Episcopal Church, Life's WORC, Family Service League of Suffolk County, Nature Conservancy, United Way of Long Island, and Mill Neck Services for Deaf Adults.*

“...thank you for providing us with the direction that the organization needed to move forward to the next level.”

Romulo E. Samaniego
Executive Director,
Broad-Park Development
Corporation, Hartford

NESC acknowledges 30 years of institutional supporters, including:

Foundations and Government

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New York Community Trust
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Randolph Foundation
Philip D. Reed Foundation
Reiss Family Foundation
Richmond County Savings Foundation
Robin Hood Foundation

Rockefeller Brothers Fund
Rockefeller Foundation
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St. John's Community Foundation
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Schumann Fund for New Jersey
Siegel Family Foundation
Seth Sprague Educational and Charitable Foundation
Edith M. Schweckendieck Trusts
William E. Simon Foundation
Smith Richardson Foundation
Starr Foundation
Staten Island Foundation
Straus Family Charitable Foundation
Synod of the Northeast
UJA Federation of New York
U.S. Department of Health and Human Services
U.S. Environmental Protection Agency
Victoria Foundation
Visiting Health Services of Union County, Inc.
Westchester Community Foundation
Whitehead Foundation
World Trade Center Business Recovery Grant

Corporations

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ADP Foundation
Alcoa Foundation
Altria Group
Ambac Assurance Corp.
American Express Foundation
American Home Products Corporation
Arent Fox PLLC
AT&T Foundation
Atlantic Bank of New York
Avon Products
AXA Financial
Bank of Tokyo-Mitsubishi Trust Co.
Bankers Trust Co.
Berkery, Noyes and Co., LLC
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