Throughout this challenging time, Executive Service Corps of Southern California (ESC) has been repeatedly called upon to re-imagine how to best fulfill our mission. As always, we are determined to do so with excellence, compassion and an unwavering commitment to our clients.

Our response to unprecedented events has been to make our services available to as many nonprofits as possible. We were here when they needed us — quickly and regardless of room in their budgets.

While the pandemic dramatically altered our business practices, ESC remained steadfast in delivering our full range of services. In fact, we supported a greater number of clients than ever before, helping them reach more people and touch even more lives.

At the same time, we searched for our place against the backdrop of inequity and unrest, seeking opportunities to address the injustices that impact so many in our community.

In this evolving landscape, it is inevitable that our clients and their needs are changing. And we are too. Looking ahead, we are all evaluating our business models, re-examining our practices and, in many cases, re-calibrating our services. Along with the people and organizations we serve, ESC continues to adapt, relentlessly pursuing better ways to meet emerging needs.

Our heartfelt thanks to our dedicated, hardworking, and truly extraordinary supporters, consultants, partners, staff and nonprofit clients who have been on this journey with us. We profoundly respect all you have accomplished again this year, and the courageous spirit in which you have done so. We look forward to forging new paths ahead, and embracing the future together.

With gratitude,

David Factor, President and CEO
Scott J. Weiner, 2021 Board Chair
Social Justice at the Forefront

Social justice is inherent to ESC’s mission. And this past year, particularly mindful of the racial inequity starkly revealed in our region, we rededicated our ESC community to help address this injustice.

Toward this end, we have developed initiatives that provide critically-needed support to nonprofits and their leaders who are striving to improve the lives of those impacted by systemic racism. We will continue to build upon this momentum as we evolve into our unique role in the movement toward social justice.

Case in point: our Social Justice Sponsorship Fund (SJSF) actively supports nonprofits that are on the front lines of social change. The SJSF supports our work with nonprofits whose programs intend to improve the lives of Black, Indigenous and People of Color (BIPOC) communities impacted by systemic racism or are led by professionals who are BIPOC.

We remain committed to leveraging our unique business model, collective talents and resources to seek and support nonprofits that work hard, every day, to build a more equitable Southern California.
Collaborating for Impact: Q&A with Joan Payden

If we had to pick one word to define long-time ESC supporter Joan Payden, it’s collaboration. As Founder, President and CEO of the global investment management firm of Payden & Rygel, Joan is driven to building partnerships in every aspect of her work — and in her philanthropy. And since partnership and collaboration are deeply held values at ESC as well, we’re proud to feature Joan in this year’s Report to the Community.

ESC: You have generously provided ESC with support for many years, both through your company and as an individual contributor. What inspires you to continue giving?

Joan Payden: I am very supportive of nonprofits in general and, in many cases, they do a lot of wonderful things. But I don’t know of another organization that does what ESC does. ESC is filled with people — the staff and volunteers — who are providing their time and expertise, and making a huge difference helping nonprofits run as strong organizations. I think it’s amazing.

Read the full Q&A with Joan Payden: escsc.org/stories/payden
Innovative Solutions for Exceeding Expectations

Innovative Housing Opportunities (IHO) is an affordable housing development nonprofit dedicated to the upward mobility of its residents. Under the leadership of President and CEO Rochelle Mills, Innovative Housing Opportunities not only adapted to the pandemic’s unpredictability by adjusting how they delivered services to clients, but also surpassed their own long term fundraising goals within the year.

“In more ways than not, our organization actually grew last year. We grew in terms of our donations that we received. We grew in terms of the culture and purpose. We grew in terms of the camaraderie with our board and our staff, and I will tell you that is 100% a direct relationship or direct result of the EDLI and DDP programs”

— Rochelle Mills, Executive Director

Read more about IHO’s impact this year: escsc.org/stories/IHO
Making a Difference Through Volunteerism

We asked a few of our amazing CONSULTANTS what they found most memorable about volunteering in 2020. This what they said:

**Advocates ($500 – $999)**
Susan Barton
Scott and Nancy Choate
John Coleman
Brad Ebner
Jerry and Judith Farber-Weissman
Mark Friedman
Michael Hirschfeld
Leslie Horowitz
Alma Johnson-Hawkins
Michael Linsk
Lad Lorenz
Ann McMullan
Janet Schulman
Cliff Scott
Roberta Suber
Richard Tom and Peggy Lennon
Daryl Twerdahl
Dirk van de Bunt
Pamela Wiley

**Allies ($250 – $499)**
Judy Bain
Karen Buxbaum
Linda Camras
Selina Chi
Megan Cooper
Rachel Davenport
Agapito Diaz
Lynn Dines and Asbjorn Melo
Richard Fass
Mona Field
Susan Fox
Vicky Foxworth
Jeff Henderson
Allan Ides
Leon Janks
Dale Johnston
Marty Lasker
Georgia Mercer
Fred Samulon
Steven Salton
Mel Solton
Richard Thaler
Sally Vasen Alter
Kathy Walsh
Seth Weintraub

“I’ve had the pleasure of working on a number of consultant teams over the last year. This has been particularly rewarding as we learn from one another, share experiences and expertise and support one another.”
— Lynn Dines

“Last year, volunteering at ESC gave us/me a way of finding new ways to continue supporting our community of nonprofits amidst an upsurge of new challenges. I was able to listen to clients who needed the space to share their worries and concerns and help them problem solve in this unprecedented environment.”
— Leslie Horowitz

“I would be remiss if I didn’t mention how easy (and fun!) it was to work virtually with not only ESC staff, but my fellow consultants.”
— Lauree Weaver

“This has become my ‘second career’ with a set of colleagues I truly cherish!!!”
— Mel Takata

“All my experiences with ESC throughout my 2+ years have been wonderful. My last project was particularly rewarding because my fellow ESC consultant and I were able to assist a dynamic community organization respond to the COVID-19 crisis in creative ways.”
— Dale Johnston

“This has become my ‘second career’ with a set of colleagues I truly cherish!!!”
— Mel Takata

“It’s been a pleasure working on a number of consultant teams over the last year. This has been particularly rewarding as we learn from one another, share experiences and expertise and support one another.”
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“This has become my ‘second career’ with a set of colleagues I truly cherish!!!”
— Mel Takata

“All my experiences with ESC throughout my 2+ years have been wonderful. My last project was particularly rewarding because my fellow ESC consultant and I were able to assist a dynamic community organization respond to the COVID-19 crisis in creative ways.”
— Dale Johnston
Setting a Launch Pad for Ready, Set, Read!

Ready, Set, Read! was the first client to participate in ESC’s pilot pro bono initiative, launched to help under-resourced nonprofits that might not otherwise be able to access consulting services due to budgetary constraints. Ready, Set, Read! promotes childhood literacy development by training parents in low-income households to read aloud to their children. And while Ready, Set, Read! has found success programmatically, its Executive Director Deb Burgin had been seeking ways to find long-term, financial sustainability through a more strategic fundraising approach.

“When ESC asked me if Ready, Set, Read would be willing to be the first nonprofit pro bono project, I jumped at the chance! For a small nonprofit with few resources, time is always an issue. Before, we had focused on programs rather than fundraising. We knew we had to add fundraising as a priority on our list.”

— Deb Burgin, Executive Director

Read more how Ready, Set, Read! revamped their fundraising: escsc.org/stories/ready-set-read
Creating a Legacy Through Arts Discourse

For over 20 years, Project X Foundation for Art & Criticism has strived to create a unique and inclusive space for arts criticism and dialogue through its critical arts journal, X-TRA. During the onset of the pandemic — amid leadership changes and an unpredictable future — Project X became uncertain whether it could continue sustaining the journal any longer. However, their custom consulting engagement with ESC has changed the organization’s trajectory for the better and they look to continue to make an imprint on the L.A. arts community for years to come.

“ESC consulting has given us the opportunity to step back with outsiders and to be reminded of what X-TRA and Project X represent, and the cultural import that we have within the community.”

— Jeff Beall, Board Member

Read more on Project X’s journey towards sustainability: escsc.org/stories/projectx
Who We Serve
Our consultants contributed **11,023** volunteer hours in 2020 to help nonprofits in the community.
In 2020, ESC served 122 clients on 213 projects.
Financial Statements

Statement of Financial Position
Year Ending December 31, 2020

Assets
- Cash and cash equivalents: $442,856
- Accounts receivable: 209,677
- Contributions Receivable: 2,000
- Prepaid expenses and Other Assets: 15,350
- Investments: 1,569,564
- Software, net of Accumulated Depreciation of $24,213 for 2020 and $17,295 for 2019: 28,267
Total assets: 2,267,714

Liabilities and Net Assets
- Accounts Payable and Accrued Expenses: $57,138
- Deferred revenue: 203,253
- Paycheck Protection Program Loan: 153,537
Total Liabilities: 413,928

Total Net Assets
- Total Net Assets Without Donor Restrictions: 1,853,786
Total Liabilities and Net Assets: 2,267,714

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