



Central Connecticut

Regional Office on a Roll

Elaine McDonald, Regional Director, advises that the recently completed two-part project for **The Science Center, West Hartford** received an excellent valuation. Part I related to developing a Master Plan for all Initiatives Underway and Part II developed site criteria for the new location. In addition to Elaine, consultants included John Davis, Roy Norman and Dick Ryan.

A variety of Projects are currently underway, including: Strategic Planning study for The Jewish Historical Society; Board Assessment for Kuhn Employment; Market Research for The Rockfall Foundation, and Strategic Planning for the Middlesex County Foundation.

Contact: Elaine McDonald; nesccentralct@aol.com

Connecticut Talent Pool Enhanced

Elaine also recently announced the addition of three new colleagues who have joined the Central Connecticut team. Their talents were immediately engaged by NESC Central CT in several new projects.

Linda Rubera is the new Office Administrator in Hartford. Recently retired from Aetna, Kathy was Director of the Adult Training and Development Network. A strong background in education, she previously was Director of Continuing Education at Hartford College for Women, University of Hartford. Kathy is currently working on a project for the Jewish Historical Society of Greater Hartford.

Prior to joining NESC- Central Connecticut, **Dave Schoenewolff** enjoyed a long and successful career in the financial services industry, primarily with the Hartford Group. A graduate of Grove City College, Dave is a past President of the Connecticut Direct Marketing Assn and was an executive with United Way. Dave is currently working on a new marketing project for the Rockfall Foundation.

Judson Barker, is another recent retiree from the Hartford Group where he held positions in marketing, marketing research, planning and project management. Jud is working with Dave on the Rockfall Foundation project.

CT Leaders Workshop at Hartford Public Library

Wed., June 7: 3:00 p.m. – 5:00 p.m

Wed., June 14: 3:00 p.m. – 5:00 p.m.

Registration online: www.hplct.org/register

Consultants meeting :

**Wed., June 28: 9:30 - 11:30 a.m. at Science Center,
West Hartford**

Growing Your Money

Investing Literacy Session Announced

The much-heralded Investing Literacy Project, headed by Burt Pines, has set the dates for its initial two session courses. They will be May 15 & 16 at the Queens Public Library, Flushing Branch; June 1 & 8 at the Queens Public Library, Elmhurst Branch; and June 6 & 13 at the Taiwan Center, also in Queens. The seminar is expected to attract first generation Americans in the Queens area with little or no investing experience.

JP Morgan Chase Foundation and the New York Stock Exchange Foundation are funding the project. A highly talented group of instructors from the NESC with solid financial expertise will be presenting this basic course in investing. The team includes Harmon Butler, Michael Harvey, Dick Jacobs, Phillip Kasofsky, Domenico (Mico) Loschiavo & Klaus Winter.

Contact: Burt Pines;
bpines@nesc.org

Social Services

Harriman State Park

Marie Terry, Senior Vice President & Head of Social Services advises that the first phase of a strategic plan is about to get underway for the Harriman State Park in Bear Mountain, NY

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New Board Member

Prominent Educator Joins NESC Board



Julie A. McGee
Board Member

Julie A. McGee who has enjoyed a diverse career in education for over 35 years recently joined the NESC Board of Directors. Since 2003, she has served as President & CEO, Harcourt Achieve where she directs the operations for six key business units of Harcourt Education, New York, a subsidiary of Harcourt Brace, Orlando, FL. Ms. McGee previously was

President, Elementary and Test Publishing of McGraw-Hill Companies and EVP responsible for Education Publishing at Scholastic, Inc., New York.

After receiving a B.A. in English and a M.A. in English Literature from the University of Oklahoma, Julie was a secondary and college instructor in Texas, New Hampshire, Michigan and Illinois. Prior to joining

Scholastic in NY, she held senior management positions from 1988-2000 with publisher, Houghton Mifflin & its predecessor, McDougal Littell Inc., Evanston, IL

Board Chairman & CEO, Marv Berenblum, enthusiastically welcomed Julie McGee to the Board. Her impressive educational & publishing credentials should prove most useful to the NESC mission.



Stephen J. Koller
Government Services and Religion

Stephen J. Koller was recently appointed as the new Sector Head for Government Services and Religion. A senior operations executive with wide experience in business management in the pharmaceutical, consumer and industrial products industries, Stephen was Director of Logistics Program Management for London-based GlaxoSmithKline. Prior to joining Glaxo in 2001, Stephen was Vice President, Regional Operations at Block Drug Company, Jersey City, NJ where he was responsible for its global supply chain operations.

Mr. Koller has an MBA in International Management from the American Graduate School of International Management (Thunderbird) and a B.A and M.A. in International Relations from Creighton University. He lives in the Lincoln Center area of Manhattan.

New Sector Head

Consultant Base to be Revitalized



Sergio Sedita

Betsy Weber, President has named **Sergio Sedita**, formerly DMC of the Arts and Culture Sector, to head a team dedicated to revitalize and streamline our consultant base. This important challenge...better identification, management and development of the NESC volunteer base will start with a newly designed application for all new consultants. The entry process will include interviews by the President and the Sector or Regional Head, an

orientation/training program, and an ongoing link to keep the new consultants involved and their skills updated.

The proposed work plan will then tackle the existing base of some 450 volunteer consultants to determine their current interest, skills, and availability. New applications will be provided to the existing base in order to better identify their specific qualifications. It will be followed by interviews with senior staff

members of consultants who have not been active in recent years.

Sergio anticipates that revitalizing the consultant base will result in a smaller, but more meaningful group of consultants. Since their skills will be more clearly identified, the NESC will be able to provide a faster response to requests for qualified candidates to participate in a proposed consultancy.

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Harriman State Park

The NESC will assist the Palisades Interstate Park Commission (PIPC) in devising a plan for the restoration of the buildings that comprise the 31 camps in Harriman State Park. PIPC is the landlord of the overnight camps in the Park that serves thousands of campers each summer. Operations began more than 75 years ago, so traditions are strong. The State of New York which owns the Park is the Custodian of this legacy. The Commissioners come both from New York and New Jersey.

The PIPC is committed to continuing the long tradition of the camps for the foreseeable future. It is supported in its commitment by the Friends of Palisades Interstate Park, a

private not-for-profit organization whose functions including raising money for Park programs.

Marie is enthused about the new assignment that involves a study of the future demand for camp services and an analysis of funding for the camps. The results of the analysis of future demand and the current financial profile will provide the basis for a study describing the strategic choices available to PIPC regarding an anticipated future modernization of the camps. A very rough estimate is that \$20 to \$25 million will be needed to pay for the much needed refurbishing of the Park facilities.

Upon completion of Phase I, Marie is hopeful that the NESC will be asked to un-

dertake Phase II that will involve a fundraising feasibility study and pre-campaign preparations.

Consultants assigned to Phase I are **Anthony Japha**, a former executive with the MTA where he was Budget Director of the NYC Transit Authority and Director of the MTA capital program. He will be joined by **Barbara Taylor** who has over 20 years experience in administrative positions in development and institutional advancement, primarily for colleges and academic medical centers. Barbara also served as a primary major gifts officer for several major hospitals and medical facilities in the New York area.

Contact: Marie Terry;
mterry@nesc.org



Marie Terry
Senior VP Social
Services

Study for re-
furbishing
camping
facilities

NESC PRODUCTS & SERVICES

Business & Strategic Plans – helping nonprofits reach new goals by honing vision, resolving conflicts over priorities, allocating resources and identifying new opportunities.

Marketing Blueprints – analyzing a nonprofit's services and designing a blueprint to market them dynamically.

Feasibility Studies – assessing feasibility of plans for new programs or even new spin-off organizations.

Budgeting Assistance – assigning former chief financial officers to help craft realistic multi-year budgets.

Fund-Raising Strategies – crafting fund-raising operations and identifying new sources of contributions.

Recruiting Top Executives – industry-standard executive searches that tap into new universes to fill top slots.

Leadership Training – workshops and drills to hone skills of senior execs.

Board Development – identifying new ways boards can help a nonprofit and then recruiting new board members.

Facilities Assessment – surveying space uses and suggesting changes to save money and boost productivity.

Project Management – suggesting changes in how nonprofits manage projects to raise efficiency and cut costs.

Media Relations – designing operations for earning more media coverage and raising a nonprofit's public profile.

Human Resources – conducting organizational audits to identify more effective staff uses

Executive Mentoring – working one-on-one with CEOs on a broad range of organizational & operational issues.

Financial Management – designing bookkeeping and payroll systems and supervising their operations.



Margean Gladysz
New Jersey
Regional Director

“most able to
read in
kindergarten”

New Jersey

62 Year-Old Neighborhood House Plans Vibrant Role in Plainfield

Change is no stranger to Plainfield, New Jersey. Nor is it to the Queen City’s Neighborhood House, a private non-profit childcare agency that since 1943 has lent stability to this central New Jersey community and its families.

Currently, **Neighborhood House** supports over 250 children, ranging in age from infants and toddlers to preschool-age children, who prepare to enter the first grade of the Plainfield Public Schools

Working closely with Neighborhood House President, Eloise Bryant Tinley and Executive Director, Carol A. Presley, two veteran NESC consultants, **Alberta Edwards** and **Jim Harrington**, helped devise a three-year strategic plan with numerous action steps to cope with change.

If implementation is successful, it should help spur continued educational improvement already under way. Neighborhood House graduates more preschool children than ever before and most read when they enter kindergarten. Once, school officials rarely visited; now the preschool receives visits from public school teachers, principals as well as state and local officials.

The results of NESC’s strategic plan may be less easy to quantify. Executive Director Presley, however, indicated that the planning exercise has already helped create a strong Board/ Committee structure. She added that the plan gives the Board of Directors “a real focus on present and future needs.”

Rave Reviews

“Art of the Game” Succeeds on Staten Island



Betty Lefferts
Senior VP for Arts
& Culture

Betty Lefferts, Senior VP for Arts & Culture, reports a highly successful month long introduction to the arts on Staten Island. The written survey obtained from local youth and their parents or teachers who visited the local museums was so positive that a repeat program is being considered for April 2007.

sponsored by the New York Community Trust, Samuel H. Kress Foundation, SI Bank and Trust Foundation and the *Staten Island Advance* was to encourage younger people to take advantage of the 21 cultural organizations on Staten Island. The project was organized by NESC’s Betty Lefferts, and ably managed by volunteers, Jack Fontaine and Serge Sedito.

Betty added that the help provided by the NY City Parks Department contributed greatly to the smooth implementation of the varied events.

The well attended series of events was proof that even pre-school children can enjoy a cultural experience, if properly promoted.

Contact: Betty Lefferts; blefferts@nesc.org

The purpose of the event,



Jerry Schiller
Healthcare
Services

Many Happy Returns

Jerry Schiller, President of the Healthcare Sector, notes that NESC’s comprehensive range of services is broadly applicable to an unusually wide variety of non-profit organizations. Consider some of our currently active engagements are for clients like the Animal Medical Center, the Visiting Nurse Service of New York, the Helene Fuld College of Nursing, the Animal Cancer Foundation and The Jewish Home and Hospital Lifecare System. While all of these engagements are repeat orders from an NESC satisfied client, each is for a different business category.

NESC Workshop

Its All About Leadership

How important is leadership? What kind of a leader are you? Can you improve your leadership skills? These and similar questions will be explored at the NESC Leadership Workshop on Wednesday, May 17 from 12 noon to 2 pm at 120 Wall Street, 27th Floor.

Led by **James Williams**, NESC Education & Leadership Head, attendees from the non-profit community will learn how you may be a more effective leader and what that means to your organization.... from programs to fundraising.... from Board Development to staff productivity. The \$25.00 registration fee covers lunch and workshop materials. The workshop will be held at the National Association for the Specialty Food Trade. Pre-registration is necessary as space is limited.

Contact: Kim Beltran; kbeltran@nesc.org

Hold the Date
Thursday, October 12, 2006
NESC's Second Annual Gala
 At the New York Racquet Club, 370 Park Avenue, New York
 Honoring Harold McGraw III, Chm, Pres & CEO McGraw-Hill Companies
 CONTACT: GEORGE SCHNEIDER GSCHNEIDER@NESC.ORG

Last Word

Plans for Our 30th Anniversary

Would you believe it – next year, 2007 – is our 30th anniversary, and we are formulating exciting plans to celebrate this wonderful occasion.

We'll kick off the anniversary year with our second annual gala event this coming October 12th at the New York Tennis and Racquet Club. Terry



**NESC President
Betsy Weber**

McGraw, Chief Executive Officer of McGraw Hill, has agreed to be our honoree and keynote speaker. We know you will want to join us for this festive affair. You're sure to have a great time.

After the turn of the year we will have a series of celebratory events that will commemorate the many special contributions made by NESC consultants to the non-profit commu-

nity over the past thirty years. Particular attention will be paid to projects that have had major impact on our clients in the fields of health care, arts and culture, education, social services, religion and governmental activity. We especially want to take account of the ultimate beneficiaries of our services – underprivileged boys and girls, students and academic leaders, the disabled and the aged requiring hospitalization and home care, and countless others in the Tri-State region whose lives have been improved as a consequence of our work.

NESC's Leadership Institute will also be celebrating the year with a series of workshops and seminars to help our nonprofit clients increase their efficiency and better manage their organizations.

We look forward to announcing to you the results of our event planning as we draw closer to 2007.

Betsy Weber

President

Betsy Weber

National Executive Service Corps

Chairman & CEO

Marvin Berenblum

President

Elizabeth Weber

Editor

Harmon Butler

Creative Editor

Andrey Kats

Circulation Director

Kim Beltran

29 West 38th Street; 8th Floor
 New York, NY 10018
 212-269-1234

www.nesc.org

For info: hbutler@nesc.org