



The Recession Has Hit Our Nonprofit: Now What?

PRESENTED BY: Executive Coaches of Orange County and
CONNECT: Partnership for Nonprofit Solutions

Workshop Topics and Presenters:

- **Fundraising and Revenue Development:**
 - Being a fundraising leader in an adverse environment. *Presented by: Dan Charabee, EC of OC*
 - Expanding Earned Income – What Do, or CAN, You Sell? *Presented by: Betsy Densmore, SEI*
- **Human Resources:**
 - The “employee factor” in an unsettled organization. *Presented by: Robin Noah, EC of OC*
 - Helping your employees work smarter. *Presented by: Moty Koppes, EC of OC*
- **Finances and Leadership:**
 - The Roles of the Executive Director and Board in responding to the financial crisis. *Presented by: John Benner, EC of OC*



Presenters: Executive Coaches of Orange County (EC of OC)
Social Enterprise Institute (SEI)

Date: Wednesday, April 22, 2009

Time: 9:00 am – 12:00 pm

Registration to begin at 8:45; workshop will begin promptly at 9:00

For any workshop questions, please contact:
Laura Arevalo, TA Program Assistant
Phone: (714) 704-8237
Fax: (714) 704-8220
E-mail: larevalo@connectoc.net

Registration Deadline:
April 17, 2009

Location:
Orange County Social Services Agency
Annex Auditorium
744 N. Eckhoff St.
Orange, CA 92868

Parking: Parking is located in the back of building 744 Eckhoff. If that parking lot is full, you may park in the lots next door at 800 and 840 North Eckhoff Street.

Register online at
www.connectoc.net/training.htm



This workshop is made possible through funding from the Children and Families Commission of Orange County and the Orange County Community Foundation.





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Presenter Bio: Executive Coaches of Orange County

ECofOC's mission is to coach and mentor Orange County nonprofit managers in developing and implementing capacity building strategies that will enable their organization to do more of their good work in our community. Our vision is that every child, family and senior is living in conditions that are conducive to their being responsible and involved members of our community.

ECofOC was founded in late 2002 as an organization of **experienced executives who volunteer** their time to coach and mentor nonprofit managers.

ECofOC is a 501(c)3 nonprofit corporation. Our executive coaches donate their time and pay their own expenses. Our volunteers also serve on committees that perform all the functions we need to sustain ourselves. We do not have any paid employees. We do not lease office space. Our organization design enables us to **offer our services free of charge** to nonprofit managers who work full-time in Orange County, California.

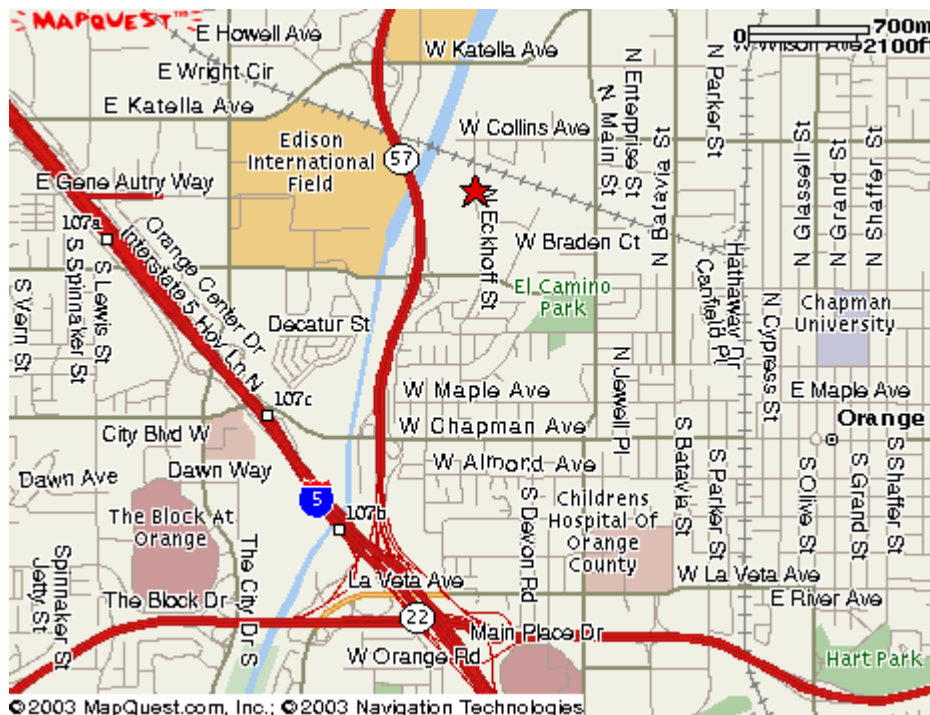
Presenter Bio: Betsy Densmore, *Social Enterprise Institute*

Betsy has worked in all facets of the philanthropic community. She served as the Executive Director of the Chicago Bar Foundation, a community foundation which provides funding and direct services to promote “justice for all,” for ten years. Under her stewardship, the Foundation tripled in size and was relied on for its regional leadership in creating and funding legal service and education programs. Previously, as Program Director for the Center for Neighborhood Technology (Chicago), she supervised a large, fee for service social enterprise which supported nonprofit organizations in reducing their energy costs and worked with private foundations and public agencies to develop special grant and loan programs for low income neighborhoods.

Her past experience also includes serving as the Manager of Consumer and Community Issues for McDonald’s Corporation and as the Executive Director for the Corporate Responsibility Group of Greater Chicago. She has participated in founding two businesses and served as a consultant on strategy development, fund-raising and management issues with other small businesses.

DIRECTIONS

Orange County Social Services Agency
Annex Auditorium
744 N. Eckhoff St.
Orange, CA 92868



57 SOUTHBOUND:

- Exit Orangewood Ave. and turn LEFT.
- Turn LEFT onto Eckhoff.
- The building is on the left hand side of the street.

57 NORTHBOUND:

- Exit Orangewood Ave. and turn RIGHT.
- Turn LEFT onto Eckhoff.
- The building is on the left hand side of the street.

PARKING:

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