



# BoardSource 2005 ANNUAL REPORT

Turning Passion and Commitment into  
Exceptional Leadership



## **NEW STRATEGIES TO ADVANCE EXCEPTIONAL BOARD LEADERSHIP**

In 2005, the nonprofit sector in the United States faced a critical moment in time.

The tremendous capacity of nonprofit organizations to respond to human needs was both tested and proven in the aftermath of Hurricane Katrina as nonprofits delivered clean water, food, and shelter to hundreds of thousands of people in need. Yet simultaneously, highly-publicized scandals in the nonprofit sector eroded public trust. Stories about greed among nonprofit executives and misuse of charitable funds called into question the accountability of all nonprofit leaders. As a result, scrutiny of nonprofit boards intensified and Congress began considering new legislation that would impose stricter regulations on the nonprofit sector.

In this time of evolving roles and rules for nonprofit organizations, BoardSource continues to be at the vanguard of a vitally important debate about nonprofit governance and ways to make governing boards more effective. Over the last 18 years we have developed extensive expertise, a reputation for fair-mindedness, and the ability to deliver governance guidance to nonprofit leaders across the country — all of which positioned us to fulfill the role of the sector's voice of good governance.

With these opportunities and challenges in mind, and with a new multi-year strategic and business plan in place, BoardSource devoted 2005 to three core priorities:

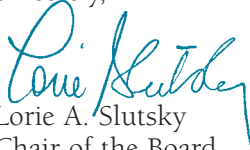
1. Leading the sector to improve nonprofit governance by speaking out on important and timely governance issues and serving as a resource for policymakers, public charities, and grantmakers;
2. Developing and disseminating innovative tools and products, including online resources, e-tools, new training programs, and a variety of publications, that will help boards become more effective; and
3. Expanding our reach by working in highly leveraged ways, such as collaborations that enable us to deliver governance updates and tools to national and regional networks of affiliates, members, grantees, or employees.

In pursuit of these priorities in 2005, BoardSource collaborated with other key organizations to ensure that Congress had the information it needed to make informed decisions about nonprofit accountability. We served as a co-convenor of the Governance and Fiduciary Responsibilities Work Group, one of five work groups convened by the Panel on the Nonprofit Sector and led by Independent Sector to respond to the concerns of the Senate Finance Committee regarding governance, accountability, and transparency in the nonprofit sector. We also encouraged nonprofit board members to look beyond legal requirements and become exceptional leaders who ensure accountability as they propel their organizations toward mission success. One of our most important accomplishments was clarifying the characteristics of exceptional boards in *The Source: Twelve Principles of Governance That Power Exceptional Boards*. This ground-breaking, aspirational guide reflects the insights of a distinguished panel of governance experts, foundation executives, and public charity leaders.

In tandem with these flagship initiatives, we also released innovative new tools and developed important new collaborations with the Forum for Regional Associations of Grantmakers, the Discovery Alliance, The Fund Raising School at Indiana University, and other organizations. These and other activities help nonprofit boards take their next step toward becoming high performing boards — boards that bring intellectual capital, financial resources, professional experience, personal contacts, and diverse perspectives to bear on the challenges facing their organizations.

On behalf of the BoardSource board of directors and staff, we are pleased to present this report on our 2005 activities. We invite you to join us, if you haven't done so already, in standing up for good governance, because skilled nonprofit boards build stronger organizations that make a tangible difference in the communities they serve.

Sincerely,



Lorie A. Slutsky  
Chair of the Board



Deborah S. Hechinger  
President and CEO

## Mission

The mission of BoardSource is to increase the effectiveness of nonprofit organizations by strengthening their boards of directors.

## History

BoardSource, formerly the National Center for Nonprofit Boards, is a 501(c)(3) organization that was established in 1988. For 18 years, BoardSource has provided guidance, resources, training, and information to nonprofit boards and staff. Our clients and members represent organizations of all sizes, in every stage of development, and in every mission area within the sector.

## Reach

Boards of directors lead an estimated 1.4 million nonprofit organizations in the United States, including disaster relief organizations, social service organizations, schools, hospitals, museums, advocacy organizations, foundations, and host of other organizations. BoardSource works to ensure that the board members and chief executives of each of those organizations have the information and tools they need to provide exceptional leadership.

In 2005, BoardSource engaged:

- 200,000 individuals in learning about governance through our Web site.
- 10,000 nonprofit leaders in staying current on new developments in nonprofit governance, leadership, and management through our membership program.
- 6,500 individuals in seeking practical information on a wide range of nonprofit governance topics through BoardSource publications and other products.
- 4,200 individuals in using e-tools to conduct board self-assessments or assessments of their chief executive officer.
- 4,400 individuals in finding governance solutions through consulting or training engagements.
- 200 governance consultants and capacity-builders in expanding their skills and knowledge through professional development programs.
- Tens of thousands of individuals in understanding timely issues in nonprofit governance through BoardSource-authored articles that appeared in the *Chronicle of Philanthropy*, *Foundation News & Commentary*, *Worth*, and other periodicals.

# 2005 Activities

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## LEADING THE NONPROFIT SECTOR TO IMPROVE GOVERNANCE

Building on the insights and expertise we have developed through 18 years of service to the nonprofit sector, BoardSource stepped forward as the national voice of good governance, championing actions within the nonprofit sector that will improve the effectiveness of nonprofit boards.

### THE SOURCE: TWELVE PRINCIPLES OF GOVERNANCE THAT POWER EXCEPTIONAL BOARDS

- In response to heightened scrutiny of nonprofit boards, and widespread uncertainty among nonprofit leaders about what good boards do, BoardSource convened a group of nine governance experts and a Blue Ribbon Panel of 27 distinguished foundation and public charity leaders to clearly define the characteristics of exceptional boards and the discernible differences they make in their organizations. The result of this effort was a ground-breaking guide, *The Source: Twelve Principles of Governance That Power Exceptional Boards*.
- In 2005, *The Source* became one of our best-selling and most influential publications. From June through December 2005, more than 5,000 copies were purchased by nonprofit leaders nationwide, and the free online summary was viewed 4,000 times. In addition, *The Source* was highlighted in leading industry periodicals, including *The Chronicle of Philanthropy*, *Foundation News & Commentary*, *NonProfit Times*, *Philanthropy Journal*, *Nonprofit Leader*, *Trusteeship*, and *Trusts & Estates*.



### THE PANEL ON THE NONPROFIT SECTOR

- BoardSource also participated in the Panel on the Nonprofit Sector, convened by Independent Sector at the request of the Senate Finance Committee, to inform policymakers about issues related to regulation and oversight of the nonprofit sector. As part of its deliberative process, the Panel named BoardSource President and CEO Deborah S. Hechinger co-convenor of the Panel's Work Group on Nonprofit Governance and Fiduciary Responsibilities. The Work Group made recommendations on trustee compensation, board size, foundation manager liability, and other issues that were reflected in the Panel's final report to Congress and the nonprofit sector, *Strengthening Transparency, Governance, and Accountability of Charitable Organizations*, in June 2005, and its supplemental report in April 2006.

### GRANTMAKERS FOR BETTER BOARDS

- Recognizing that foundation and corporate grantmakers can be highly effective advocates of good governance, BoardSource established a new program, Grantmakers for Better Boards, to facilitate our collaboration with a wide variety of funders, including private foundations, community foundations, and corporate giving programs. In 2005, 18 foundations joined BoardSource's other donors and took a stand for good governance as founding members in support of BoardSource's efforts on a national level.

## DEVELOPING AND DISSEMINATING INNOVATIVE PRODUCTS AND SERVICES

BoardSource is the world's largest publisher of books, resources, and tools on nonprofit governance. Tens of thousands of nonprofit leaders have used our products and services to find solutions to board challenges and enhance their leadership skills. We are committed to continuing to provide innovative products and services to nonprofits of all sizes and in every mission area.

### ONLINE RESOURCES

- Throughout 2005, more than 200,000 individuals visited the BoardSource Web site. The site's fresh content included topic papers on conflicts of interest, board member independence, the chief executive's role in fundraising, compensation philosophy, and other topics.
- Building on the success of the Web site in reaching nonprofit leaders, [www.boardsource.org](http://www.boardsource.org) was re-designed and re-launched in March 2006, featuring an enhanced search engine, a more intuitive design, and more than 1,000 pages of valuable content, including briefings on board member roles and responsibilities, overviews of new thinking in the field of governance, and updates on accountability issues.



### E-TOOLS

- Expanding on BoardSource's online offerings, we introduced *Assessment of the Chief Executive*, to help nonprofit boards conduct chief executive assessments that include clear performance goals, constructive feedback, and expressions of support for the chief executive. This new e-tool uses online survey technology to facilitate chief executive assessments that are comprehensive, confidential, and cost-effective.
- BoardSource also released *Presenting: Strategic Planning: Choosing the Right Method for Your Nonprofit Organization*, which nonprofit leaders or consultants can use to help boards begin a strategic planning process. This publication and CD-ROM package includes an overview of three different approaches to strategic planning and customizable presentations to facilitate board discussions on the strategic planning process.

### MEMBERSHIP

- In 2005, more nonprofit leaders participated in the BoardSource membership program than ever before. Total membership increased by 37 percent — from 6,700 in January to 9,200 members in December.
- Heightened awareness of the importance of governance, new marketing efforts, and enhanced benefits drove the increase in membership. Based on member feedback, we re-designed *Board Member*®, our bimonthly periodical. The expanded publication retained the components that members valued most, including “Try This” and “Ask Our Consultants,” and introduced new columns, such as “Leadership Lessons” and “Checklist for Success,” to allow for broader coverage of best practices in nonprofit governance.
- One member said:  
*BoardSource is so helpful. I can't believe I waited so long to join. When I think I have a huge problem or question, I see that you have anticipated it. I no longer feel alone in what I do.*

Mary Ellen Lane, Executive Director, Council of American Overseas Research Centers

## **PUBLICATIONS**

In 2005, BoardSource sold a total of 42,000 publications and e-tools to nonprofit leaders across the country. Titles released in 2005 included:

- *The Nonprofit Legal Landscape*, a guide to laws and legal concepts that affect nonprofit organizations;
- *Dollars and Sense: The Nonprofit Board's Guide to Chief Executive Compensation*, a resource to help boards craft compensation plans that reflect the values of their organization and help attract and retain the right chief executive for the job;
- *Assessment of the Chief Executive: A Tool for Nonprofit Boards, Revised Edition*, a print version of the e-tool that guides the board and chief executive through a thoughtful performance review process;
- *Navigating the Organizational Lifecycle: A Capacity-Building Guide*, a reference which describes how to determine an organization's current stage of development, manage organizational transitions, and anticipate future challenges;
- *Generating Buzz: Strategic Communications for Nonprofit Boards*, a guide to the board's role in developing and implementing a strategic communication plan; and
- *The Nonprofit Chief Executive's Ten Basic Responsibilities*, a resource for chief executives who are new to the role and those who are seeking to improve their performance.

## **WORKING IN HIGHLY LEVERAGED WAYS AT NATIONAL AND REGIONAL LEVELS**

BoardSource is collaborating with federated organizations, umbrella organizations, foundations, corporations, and other organizations to efficiently deliver our expertise and resources to wide networks of nonprofit leaders.

### **CREATING NEW RESOURCES**

- BoardSource and the Council on Michigan Foundations created "Conflicts of Interest at Foundations: Avoiding the Bad and Managing the Good," a white paper that was widely disseminated to foundation leaders across the country by the Forum of Regional Associations of Grantmakers. The paper is available as a free resource on the BoardSource Web site at [www.boardsource.org](http://www.boardsource.org).
- The Center for Effective Philanthropy partnered with BoardSource and Grantmakers for Effective Organizations to conduct the largest ever study of foundation governance. The study's report, *Beyond Compliance: The Trustee Viewpoint on Effective Foundation Governance*, released in November 2005, describes the ways that leading foundation boards have changed their governance structures and practices and how foundation trustees define effective governance.

### **PROVIDING TRAINING THROUGH REGIONAL EVENTS**

- BoardSource joined other experts at a series of Financial and Organizational Accountability Workshops designed to expand the capacity of hundreds of W.K. Kellogg Foundation grantees in key areas such as fundraising, finance, marketing, and board governance. BoardSource's two sessions at each of two conferences offered in 2005 were among the most highly-rated sessions of the conference.

- In February 2005, BoardSource provided training to 300 nonprofit leaders at a regional event, “Nonprofit Boards: Are They Risky Business?” hosted by The Discovery Alliance, a coalition of four Northwest Indiana Community Foundations. One of the event organizers said:

*We received rave reviews from the attendees. The materials and the speakers were excellent. On behalf of The Discovery Alliance and the community foundations of Northwest Indiana, we were thrilled to be able to partner with BoardSource to bring a high caliber of training to the nonprofit organizations that are serving our communities.*

Barbara A. Young, President, Porter County Community Foundation

- In November 2005, BoardSource helped the Sarkeys Foundation present the Southwest Regional Leadership Forum in Norman, Oklahoma, that was attended by 500 nonprofit leaders. Sessions for board members covered ethics, collaboration skills, program evaluation, financial audits, cultural diversity, and effective board committee structures. BoardSource also conducted a train-the-trainer session for 14 regional governance consultants.

### **CREATING NEW TRAINING PROGRAMS**

- Throughout 2005, BoardSource and the Foundation Center provided fundraising training to nonprofit leaders across the country using a curriculum “Your Board and Fundraising: An Introductory Course for Small Nonprofits.” Approximately 175 individuals attended sessions offered in Foundation Center locations in San Francisco, Atlanta, Cleveland, New York, and Washington, DC.
- The Fund Raising School, a program of Indiana University’s Center on Philanthropy, and BoardSource collaborated to develop and pilot “Purposeful Boards, Powerful Fundraising,” a one-day fundraising curriculum for chief executive and board member pairs. Approximately 30 individuals attended the pilot session in August 2005.

### **SPEAKING OUT AT CONFERENCES**

- BoardSource speakers reached nonprofit leaders through conferences hosted by leading national organizations including the Council on Foundations, Independent Sector, American Association of Homes and Services for the Aging, NeighborWorks America, Volunteers of America, Council of Michigan Foundations, Donors Forum of Chicago, Michigan Nonprofit Association, and others.

# Financial Summary

## OVERVIEW OF FINANCIAL STATEMENTS

2005 was the first full year of implementation of BoardSource's new strategic and business plan to position the organization for greater programmatic impact and financial sustainability. To achieve performance targets outlined in the plan, we invested strategically in the following programs and resources:

- A comprehensive upgrade of our Web site, [www.boardsource.org](http://www.boardsource.org);
- Development of an innovative online board diagnostic tool (to be released in 2007) and a new consulting program based on BoardSource's flagship publication, *The Source: Twelve Principles of Governance That Power Exceptional Boards*; and
- New staff members who are critical to our organization's effectiveness and whose work will fuel increased impact and sustained revenue growth.

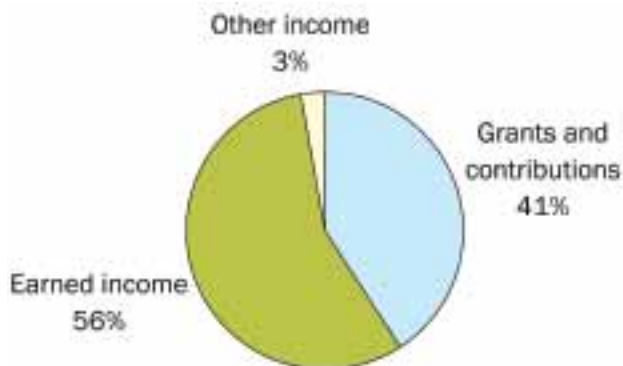
To make these investments possible, the BoardSource Board of Directors authorized the use of prior year operating surpluses. The statement of activities on page 10 reflects this decision with year end operating revenues of \$5.72 million and expenses of \$6.03 million in 2005.

Our investments quickly began to bear fruit. BoardSource succeeded in increasing earned revenue through product sales, consulting and training programs, our membership program, and other programs to a total of \$2.84 million — up 5 percent from \$2.69 million in 2004.

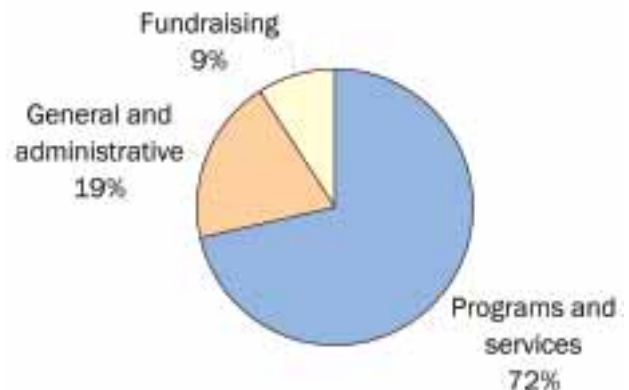
BoardSource experienced an anticipated decline in contributed revenue from \$3.08 million in 2004 to \$2.34 million in 2005. This decline was precipitated by the departure of several major donors from the nonprofit infrastructure funding community. In response, BoardSource intensified efforts to further diversify our donor base, which currently includes a range of foundation and corporate grantmakers.

We are sincerely grateful to the funding partners who provided both general and project support in 2005. Please see page 11 for a complete list of donors, whose generous support makes our work possible.

### 2005 Revenues



### 2005 Expenses



# STATEMENT OF ACTIVITIES

**FOR THE YEAR ENDING DECEMBER 31, 2005, WITH COMPARATIVE TOTALS FOR 2004**

	2005	2004
<b>Revenues</b>		
Grants and contributions utilized <sup>1</sup>	\$ 2,336,588	\$ 3,077,610
Product sales	1,384,925	1,292,420
Consulting and Training	807,783	790,748
Membership Dues	643,318	614,227
Meeting registration fees <sup>2</sup>	-	285,313
Interest and dividends	155,121	128,490
Sublease and other income	373,022	234,846
In-kind and other earned revenues	17,000	8,754
<b>TOTAL REVENUES AND SUPPORT</b>	<b>\$ 5,717,757</b>	<b>\$ 6,432,408</b>
<b>Expenses</b>		
Program Services	4,302,137	4,413,138
Supporting Services:		
General and administrative	1,171,069	1,259,482
Fundraising	560,845	376,867
<b>TOTAL EXPENSES</b>	<b>\$ 6,034,051</b>	<b>\$ 6,049,487</b>
<b>Current year operating revenues over operating expenses</b>	<b>(316,294)</b>	<b>(382,921)</b>
<b>Non-operating activities and pledges</b>		
Gains/(losses) from long-term investments	65,965	211,125
Grants and contributions for future years	898,178	1,584,686
Prior years' revenue used in current year	(1,462,189)	(1,764,053)
<b>Total non-operating activities and pledges</b>	<b>(498,044)</b>	<b>31,757</b>
<b>Increase/(decrease) in net assets</b>	<b>(814,338)</b>	<b>414,678</b>
<b>Net assets at beginning of the year</b>	<b>7,596,427</b>	<b>7,181,749</b>
<b>Net assets at end of the year</b>	<b>\$ 6,782,089</b>	<b>\$ 7,596,427</b>

1 In 2005, grants and contributions utilized included current year grants and contributions of \$874,399 and prior years' grants and contributions of \$1,462,189. In 2004, grants and contributions utilized included current year grants and contributions of \$1,313,556 and prior years' grants and contributions of \$1,764,054.

2 Meeting registration fees are generated by the BoardSource Leadership Forum (BLF), which was not offered in 2005. The BLF will become an annual event in 2006.

BoardSource's complete audited financial statements may be obtained by writing to the Chief Financial Officer, BoardSource, 1828 L St., NW, Washington, D.C. 20036-5114, or by downloading the document from [www.boardsource.org](http://www.boardsource.org).

## 2005 DONORS

BoardSource would like to offer special thanks to the supporters who make our work to increase the effectiveness of nonprofit boards possible.

### LEADERSHIP SUPPORTERS

The following organizations invested \$100,000 or more in BoardSource in 2005.

Alcoa Foundation	GE Foundation
The Ford Foundation	W. K. Kellogg Foundation
Evelyn and Walter Haas, Jr. Fund*	Charles Stewart Mott Foundation
The James Irvine Foundation	The Skoll Foundation

### ANNUAL AND PROJECT SUPPORTERS

American Express Foundation	Gordon and Betty Moore Foundation*
Anonymous	New York Community Trust
AT&T Foundation*	Northrop Grumman Corporation*
Annie E. Casey Foundation	Northwest Area Foundation*
Citigroup Foundation	Otto Bremer Foundation
Edna McConnell Clark Foundation	Lucile Packard Foundation for Children's Health*
Corning Incorporated Foundation*	David and Lucile Packard Foundation
John Deere Foundation	Prudential Financial*
General Mills Foundation	Roche Foundation*
George Gund Foundation	Rockefeller Brothers Fund
William and Flora Hewlett Foundation	Russell Family Foundation
HSBC*	Sara Lee Foundation*
IBM*	Surdna Foundation
Johnson & Johnson Family of Companies Contribution Fund*	Target Corporation
Joyce Foundation*	UPS Foundation
Kress Foundation	Verizon Foundation*
Laurel Foundation*	Wallace Foundation
Lumina Foundation for Education*	The Whitehead Foundation
MetLife Foundation	Xerox Foundation
Eugene and Agnes E. Meyer Foundation*	

\* Member of Grantmakers for Better Boards, a membership program that offers foundations and corporate grantmakers the opportunity to support BoardSource programs and disseminate governance resources and tools to their board members, grantees, and employees who serve on nonprofit boards.

## BOARD OF DIRECTORS

As of October 2006

**Lorie A. Slutsky**, *Chair*

President  
The New York Community Trust

**Barry D. Gaberman**, *Vice Chair & Secretary*

Senior Vice President  
The Ford Foundation

**Michael Chu**, *Treasurer*

Senior Partner  
Pegasus Capital  
Senior Lecturer  
Harvard Business School

**Audrey R. Alvarado**

Executive Director  
National Council of Nonprofit Associations

**Richard P. Chait**

Professor  
Harvard University Graduate School of Education

**Victoria J. Herget**

Director  
First American Funds

**Sharon B. King**

President  
The F.B. Heron Foundation

**David Nygren**

Partner, Corporate Governance  
Mercer Delta Consulting

**Roxanne Spillett**

President  
Boys & Girls Clubs of America

**Rien van Gendt**

Executive Director  
The Van Leer Group Foundation

**Deborah S. Hechinger**

President and CEO  
BoardSource

## BOARD COMMITTEE CHAIRS

As of October 2006

**Governance Committee**

Richard P. Chait

**Audit Committee**

Barry D. Gaberman

**Finance and Investment Committee**

Michael Chu

**Development Committee**

Barry D. Gaberman

## OUTGOING BOARD MEMBERS

BoardSource extends its sincere thanks to three outgoing board members for their dedication and leadership:

- Jameson A. Baxter, President, Baxter & Associates, who served on the board from September 1996 to April 2006, including serving as board chair from September 2000 to September 2003.
- Phyllis Campbell, President and CEO, The Seattle Foundation, who served on the board from September 1996 to April 2006.
- Peter Kirsch, Chief of Staff, Office of James V. Kimsey, who served on the board from September 2000 to April 2006.

## STAFF

As of October 2006

### EXECUTIVE

- Deborah S. Hechinger, President and CEO
- Beatriz Paz-Montiel, Executive Assistant
- Kathy Hedge, Strategic Initiative Advisor

### FINANCE, HUMAN RESOURCES, AND ADMINISTRATION

- Terri O'Brien, Chief Financial Officer
- Marci Sunderland, Director of Human Resources and Administration
- Anastasia Trudell, Controller
- Kathy Queen, Receptionist and Office Clerk
- Jaime Shill, Accounting Assistant

### DEVELOPMENT

- Lea Harvey, Vice President
- Dawn Deakins, Senior Development Manager
- Amy Hummel, Senior Development Officer

### PRODUCTS

- Marla Bobowick, Vice President
- Outi Flynn, Director, Knowledge Center
- Karen Hansen, Director of Publications
- Rosemary Tenuta, Director of eProducts
- Claire Perella, Editor
- Jennifer Sonke, eProducts Associate
- Lauren Robinson, eProducts Associate

### CONSULTING AND TRAINING

- Susan Meier, Vice President
- Vernetta Walker, Governance Consultant
- Brian Peterkin-Vertanesian, Consulting and Training Manager
- Alexis Terry, Client Coordinator
- Maria Montiel, Consulting and Training Assistant

### SALES AND MARKETING

- Angela Sakell, Vice President
- Key Hill, Director of Business Development
- Mara Kaiser Maudlin, Director of Membership and Customer Relations
- Nancy Beer Tobin, Senior Business Development Client Manager
- Janna Crabb, Communications and Online Marketing Manager
- Marcia Dotson, Customer Relations Manager
- Monica Luchak, Traffic Manager
- Michael Hoon, Web Specialist
- Jalinya Polite, Lead Marketing Coordinator
- Astra Holder, Business Development Client Coordinator
- Thoko Kachipande, Sales and Marketing Associate
- Pam Cook, Customer Relations Representative
- Katherine Hein, Member Relations Representative

# Support BoardSource

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BoardSource's work would not be possible without the support of our donors and partners. We hope you will consider the following opportunities to participate in or support vital BoardSource programs.

## **GENERAL SUPPORT**

General support or unrestricted grants and contributions sustain BoardSource and give us the agility we need to quickly respond to timely issues and seize emerging opportunities to serve the governance needs of nonprofit leaders nationwide.

## **PROJECT SUPPORT**

Restricted grants fund the development of e-tools, publications, training curricula, events, research projects, and other special projects that advance strong nonprofit governance.

## **GRANTMAKERS FOR BETTER BOARDS**

Membership in Grantmakers for Better Boards offers foundations and corporate grantmakers the opportunity to support BoardSource programs while disseminating governance resources and tools to their board members, grantees, and employees who serve on nonprofit boards.

## **BOARDSOURCE LEADERSHIP FORUM SPONSORSHIP**

Contributions from corporations and foundations enable BoardSource to host the BoardSource Leadership Forum, our annual conference, which convenes approximately 700 board members and nonprofit executives and showcases influential thinkers and innovative approaches to nonprofit governance.

## **INDIVIDUAL MEMBERSHIP**

More than 10,000 nonprofit leaders across the country receive continuous updates and information on nonprofit governance through our exclusive member benefits, including a subscription to our *Board Member*<sup>®</sup> periodical, access to members-only online resources, a subscription to our monthly e-newsletter, and discounts on BoardSource products.

For more information, please call 1-800-883-6262.