



## Strategic Guidance. Stronger Nonprofits.

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### 2017-18 CLIENTS

#### Greater Washington Classic Clients

A-SPAN (Arlington  
Street People's  
Assistance Network)

Beacon House

Bright Beginnings

Carpenter's Shelter

DC Greens

DC Jazz Festival

Encore Stage & Studio

Friends of Guest House

Friends of the Library  
Montgomery County

Girls on the Run of  
Northern Virginia

Greater Prince William  
Community Health  
Center

Greater Washington  
Urban League

Homeless Children's  
Playtime Project

House of Ruth

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#### FROM THE PRESIDENT

##### Starting Anew

On a table in my house sits a small pile of books. These three books are paperbacks with yellowed pages and underlinings and notes in the margins. These are my favorite books from high school - the poems of Emily Dickinson and Robert Frost and the sonnets of Edna St. Vincent Millay. I rarely read them or even open them anymore, but for more years than I like to admit, they have traveled with me wherever I have moved and sit together in a pile wherever I land. They remind me that there are many ways to describe the world that I see, and that there are people who do that much better than I do. When I first read them, the authors' perspectives and gift with words opened up a new world to me. I still remember that feeling of awe. And probably just as important to me now is that they remind me of who I was at 17 - my hopes and dreams and struggles and mainly my optimism.

This is my favorite time of year at Compass. Appropriately, it's almost springtime, when things begin anew. For us, our next program year starts with the opening of our 2018-19 nonprofit application in April. Even as the current consulting projects are still in high gear with final presentations at least two months away, we in the office are looking ahead to next year. This is the time when we get to really talk to nonprofits. It's not required, but many nonprofits take advantage of our offer to talk about project ideas before they submit an application. We offer six services and require nonprofits to select just one. What we hear from many nonprofits is that they need more than one. That's why the calls are so interesting. We get to hear about the issues, challenges and opportunities facing each nonprofit. Often, our outside perspective can shed light on the best first project, or for some repeat clients, the best next Compass project.

Our priority at Compass is to provide support to nonprofits that will help them positively impact our local community. That means strong boards, diversified funding, and a clear strategy. In addition, we offer marketing projects and support for partnerships and collaborations. Compass projects can do the following and more:

- Assess an earned income venture
- Write a business plan for a new program
- Help boards understand how to be most effective
- Evaluate an innovative idea
- Consider expanding into a new market
- Improve communication to support fundraising

Along the way, much more happens with the Compass team of

Osher Lifelong Learning Institute (OLLI at AU)

Playworks DC

Rebuilding Together Alexandria

Sasha Bruce Youthwork

Studio Theatre

Technology Use in the Nonprofit Sector

Two Rivers Public Charter School

VisArts

The Washington Ballet

Wonders Early Learning + Extended Day

### **Greater Washington Micro Clients**

1st Stage

4615 Theatre Company

The Actors' Center

Art Enables

Anacostia Playhouse

Atlas Performing Arts Center

Dance Place

Family & Youth Initiative

Girls Inc.

Girls on the Run - DC

Girls Rock! DC

Grassroots DC

Kara Kennedy Fund

KEYS for the Homeless Foundation

Life Asset

Literacy Volunteers and Advocates

Mosaic Theater Company of DC

Pinky Swear Productions

Sitar Arts Center

Synetic Theater

Theater J

Washington Area Performing Arts Video

talented business professionals at the side and on the side of the nonprofits. Many nonprofits ask Compass team members to join their board at the end of the project. Many Executive Directors appreciate having an advocate in their Project Leader. Most love getting all of this for free!

When the Compass project is finished, nonprofits have a plan to go back to year after year to guide their organization. For many, the Compass plan will reflect their hopes and dreams and struggles and optimism. We'd like to help nonprofits get where they want to be. We're happy to talk about a possible project. Give us a call.

Happy Spring!

Suzanne

## **SUPPORT FOR NONPROFIT MERGERS**

If you are an Executive Director or nonprofit board member that may be considering your organization's strategic option including a merger or restructuring, or if you are interested in better understanding your organization's long-term financial sustainability, we would like to hear from you. Compass may be in a position to help. Please email Suzanne Laporte at [slaporte@compassdc.org](mailto:slaporte@compassdc.org) for more information.

## **CLIENT APPLICATION FOR 2018-19 PROJECTS**

Compass' Client Application for 2018-19 will be available on April 13 for Greater Washington area nonprofits. The deadline for applications is June 8 at 5:00 p.m. Clients will be selected in August, and projects will begin in September.

Compass Classic Clients must meet the following criteria:

- Have 501(c)(3) status
- Have a minimum of three full-time paid staff members and a minimum budget of \$750,000
- Provide services that specifically benefit the Greater Washington community
- Not promote a specific religious or political view
- Have an active board of directors

Compass offers pro bono consulting in the following service lines: Board Development, Funding Strategies, Strategic Alignment, Strategic Planning (two-year projects), Strategic Partnerships & Collaborations, and Strategic Marketing. See descriptions below.

If you have any questions about which project would be most useful for your organization or about the application process, visit our [website](#) or contact Hallie Smith, Director of Consulting Programs ([hsmith@compassdc.org](mailto:hsmith@compassdc.org); 202-629-2354) to discuss. Or plan to attend our Prospective Client Information session on April 26. See details below.

## **JOIN US FOR A PROSPECTIVE CLIENT INFO SESSION - Thursday, April 26**

If you are considering applying for a Compass pro bono consulting project, please join us on April 26 to hear about

Archive

WINNERS Lacrosse

Washington Literacy Center

We Happy Few Productions

YoKid...Stretch Your Limits

### Greater Philadelphia

ACHIEVEability

ArtWell

Bethesda Project

Center for Advocacy for the Rights and Interests of the Elderly (CARIE)

Chester County OIC

Community Learning Center

Family Service Association of Bucks County

Interfaith Center of Greater Philadelphia

Jounce Partners

Living Beyond Breast Cancer (LBBC)

Lutheran Settlement House

Montgomery Early Learning Centers

Philadelphia Higher Education Network for Neighborhood Development (PHENND)

Southeast Asian Mutual Assistance Associations Coalition (SEAMAAC)

Steppingstone Scholars

The Women's Center of Montgomery County

### Chicago

Center for Conflict Resolution

Enrich Chicago

Northwest Side Housing Center

Perspectives Charter Schools

The Renaissance Collaborative

St. Martin de Porres

Compass' client application process. At this optional Information Session for prospective clients, you'll find out:

- How the Compass program works
- What kind of project would be best for your organization
- How to apply for a Compass project and get selected

**Date:** Thursday, April 26

**Time:** 9:00 a.m. - 10:30 a.m.

**Location:** The Meyer Foundation, 1250 Connecticut Ave., NW, Washington, DC 20036

[RSVP HERE](#)

If you have any questions about projects in the meantime, please contact Hallie Smith at [hsmith@compassdc.org](mailto:hsmith@compassdc.org).

If you have any questions about the Information Session, please contact Caroline Szakats at [cszakats@compassdc.org](mailto:cszakats@compassdc.org).

## 2018-19 SERVICE LINES

Nonprofits can choose from the following types of projects:

**Board Development** - Board Development projects aim to improve the effectiveness, engagement, and sustainability of nonprofit boards.

**Funding Strategies** - Compass can assess traditional revenue sources and revenue-generation methods, or support Earned Income Ventures.

**Strategic Alignment** - Strategic Alignment projects make recommendations for operations based on alignment of mission, programs and resources.

**Strategic Planning** (2-year projects) - Strategic Planning projects help nonprofits create a Strategic Plan, ensuring that board and staff are aligned around key choices. (Note: These projects are most effective for organizations with budgets above \$2 million.)

**Strategic Partnerships & Collaborations** - Compass will help nonprofits assess the value and appropriateness of strategic partnerships or collaborations.

**Strategic Marketing** - Compass will help the client create an overarching marketing strategy to take advantage of new opportunities.

## 2018 MICRO PROJECTS ANNOUNCED

We're thrilled to announce our 2018 Micro Project clients, which began in January and will run until June.

1st Stage  
4615 Theatre Company  
The Actors' Center  
Art Enables  
Anacostia Playhouse  
Atlas Performing Arts Center  
Dance Place

House of Hope

University of Chicago  
Crime Lab

Volunteers of America  
of Illinois

Youth Outreach  
Services

Family & Youth Initiative

Girls Inc.

Girls on the Run - DC

Girls Rock! DC

Grassroots DC

Kara Kennedy Fund

KEYS for the Homeless Foundation

Life Asset

Literacy Volunteers and Advocates

Mosaic Theater Company of DC

Pinky Swear Productions

Sitar Arts Center

Synetic Theater

Theater J

Washington Area Performing Arts Video Archive

WINNERS Lacrosse

Washington Literacy Center

We Happy Few Productions

YoKid...Stretch Your Limits

## WE COULDN'T DO IT WITHOUT

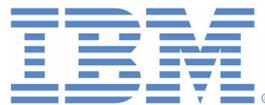
Thank you to our Corporate Sponsors:



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INVESTMENT BANKING

and these Business School Clubs:

We couldn't put together our talented consulting teams without skilled volunteers, and we couldn't recruit our amazing volunteers without the support of the local business school clubs. Thank you to the following clubs that help spread the word about Compass. We are grateful for your continued support!

Haas School of Business at the University of California at Berkeley

The University of Chicago Booth School of Business

Columbia Business School

Johnson Graduate School of Management at Cornell

Tuck School of Business at Dartmouth

Fuqua School of Business at Duke

Georgetown University McDonough School of Business

Harvard Business School  
Michigan Ross School of Business  
MIT Sloan School of Management  
University of North Carolina Kenan-Flagler Business School  
Northwestern Kellogg School of Management  
NYU Stern School of Business  
The Wharton School at the University of Pennsylvania  
Stanford Graduate School of Business  
The University of Texas McCombs School of Business  
University of Virginia Darden School of Business  
Yale School of Management

## SUPPORT COMPASS, SUPPORT LOCAL NONPROFITS

This year, Compass is connecting over 350 business professionals with 50 nonprofit organizations through our pro bono consulting projects in Greater Washington. Like our nonprofit clients, Compass is a nonprofit that relies on contributions to ensure we can continue bringing business talent to the nonprofit sector to help individual nonprofits.

Every \$1 donated to Compass provides \$9 of consulting services back to local nonprofits. Compass doesn't charge nonprofits for services, so we rely on funding from generous supporters. If you haven't donated to Compass during this 2017-18 project year, please [donate now](#).

**DONATE NOW**

## STAY IN TOUCH WITH COMPASS

Please join one or all of these online communities and share your reflections and experiences.

 Please "like" us on [Facebook](#)

 Follow us on [Twitter](#)

 Compass has a company page on [LinkedIn](#) called "Compass Pro Bono."