



## Strategic Guidance. Stronger Nonprofits.

### In This Issue

[Classic Client Application. Deadline to Apply June 8](#)

[Service Lines](#)

[Yale Insights Article](#)

[Volunteer Thank You](#)

[Partners](#)

[Donate to Compass](#)

### Join Our List

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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

Osher Lifelong Learning

### Vol. 15, No. 2

June 2018

#### FROM THE PRESIDENT

##### Exceptional Lives

I recently attended the memorial service for a teacher and former head of the high school at my sons' school. This man was exceptional. I got to know him over the years in meetings with my older sons at different moments and for different reasons during their time in high school. At each meeting, I was struck by his ability to listen in a way I'd never seen before. He could hear what hadn't been said out loud. Each time, my sons responded to his honesty with them, his respect for them, and his remarkable ability to connect with teenagers. Now years later, other parents like me joined his former students and colleagues to honor his special gifts, and to thank him for the impact he had on so many lives.

I thought of him during Compass' recent 5th Anniversary Celebration in Philadelphia. Maria Macaluso, Executive Director of The Women's Center, spoke about "people who are willing to give." She was one of four nonprofit leaders who jumped at the chance to work with an unknown organization called Compass in Philadelphia in 2013-14. Apparently that leap of faith paid off, because she came back this year for a second Compass project. At the Celebration, she talked about the impact Compass has had on her organization. She reminded the crowd of the saying that "being an Executive Director is the loneliest job, because you can't talk honestly with your board, and you can't talk openly with your staff." She said both Compass teams gave her champions who listened, understood and supported her, as well as her organization. She spoke in awe of the Compass professionals who volunteer their time, referring to them as the people who are willing to give.

I know that most Compass clients agree with her. They thoroughly enjoy the chance to not only address the strategic issues and opportunities facing their organization, but also the time working with smart, creative volunteers whose sole purpose is to support the organization and its leader. And at Compass, we are lucky to not only engage with the business professionals, but also with the incredible nonprofit leaders who fight against the odds to pursue their organization's mission. We have the deepest respect for their work, their abilities and their sacrifices.

As our 2017-18 projects wrap up, we are looking ahead with happy anticipation to the 2018-19 projects, which will kick off in September. The client application is now open to nonprofits interested in applying for a project. (See details below.) Our client selection process over the summer introduces us to

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  
Archive

many nonprofits new to Compass, and lets us reconnect with many nonprofits seeking additional Compass projects.

The Compass magic is what happens when extraordinary nonprofit leaders come together with highly committed business professionals to improve the lives of those in their community and ultimately to improve their city. A Compass City is a place where extraordinary things can happen, because of the impact of mobilizing exceptional people for a common goal.

I'd like to take this opportunity to thank the exceptional Compass professionals who volunteered this year and the nonprofit leaders who believed in the magic. Compass brought more than 500 volunteers into the nonprofit sector in our three Compass cities this year. What a remarkable gift.

I hope you have a great summer. We'll see you in September.

Suzanne

## **CLIENT APPLICATION FOR 2018-19 PROJECTS DEADLINE TO APPLY JUNE 8**

There's still time to submit a nonprofit client application for pro bono consulting services for 2018-19. 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

The application is available on our website: [Client Application](#)

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.

## **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.

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 House of Hope

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

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

### YALE INSIGHTS ARTICLE ON TECHNOLOGY

In a recent *Yale Insights* article about the potential of technology to transforming the nonprofit sector, Compass' President Suzanne Laporte and two Compass volunteers shared their vision of how technology can help nonprofits better deliver on their mission.

Read the article here: [Can Technology Transform the Nonprofit Sector?](#)

### COMPASS THANKS OUR VOLUNTEERS

Compass would like to thank our 2017-18 volunteers for their hard work and dedication this project year in support of the Greater Washington community. This year, our 335 volunteers provided over 20,000 pro bono hours resulting in over \$4.5 million of services to local nonprofits, helping to strengthen organizations that provide essential services to our community.

Compass is also excited to recognize the following "Super Volunteers" for serving on five projects as a Project Leader, Deputy Project Leader, and/or team member:

Akosua Baah-Dwomoh  
Greg Billings  
Marnie Boyer  
Danny Fortin  
Douglas Kelly  
Olatokunbo Olabode  
Adriel Pond  
Susan Stewart  
Lauren Victor

### WE COULDN'T DO IT WITHOUT

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INVESTMENT BANKING

We couldn't put together our talented consulting teams without skilled volunteers, and we couldn't recruit many of 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 335 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.

