



Strategic Guidance. Stronger Nonprofits.

In This Issue

[Classic Client Application](#)

[Prospective Client Info Session April 28](#)

[2017 Micro Projects](#)

[Donate to Compass](#)

[Partners](#)

[Nonprofit Announcements](#)

Join Our List

[Join Our Mailing List!](#)

2016-17 CLIENTS

Greater Washington Classic Clients

Alliance Française

Byte Back

City First Enterprises

City Year Washington, DC

Cornerstone Montgomery

DC Youth Orchestra Program

Easter Seals Serving DC|MD|VA

GALA Hispanic Theatre

Girls on the Run of Northern Virginia

Green Acres School

Homeless Children's Playtime Project

Identity

Jubilee JumpStart

KID Museum

Korean Community

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FROM THE PRESIDENT

Resilience

The house I've rented for the past eight years is being sold. The house is 101 years old. It isn't "done" by modern standards. It wouldn't know a family room, a gourmet kitchen, or a walk-in closet. Yet it has been perfect for raising my three sons. We love the hardwood floors, beautiful windows, and big front porch. Knowing this day would come, I'm reconciled to the move. I thought my high school son was equally resigned until late one night when it became clear that the move was going to be harder on him than either of us thought. In years to come, this is the home he will remember. As someone who has lived longer than he has, I know he will be fine. He may never realize this, but this is one of those experiences that will teach him resilience.

As someone who works with a lot of nonprofits, I feel qualified to say that nonprofits know resilience. Nonprofit leaders must be highly attuned to change, because so many things can impact the sector: an economic downturn, instability in the world, a crisis at home, or an election. Nonprofits - doing some of the hardest work in any community - can be as vulnerable as those they serve. Right now, many feel anxious about what the next few years will bring and how their clients may be impacted by changes in funding and programs.

It is at this time when nonprofits are facing change and uncertainty that the Compass Client Application will open for our 2017-18 projects. There couldn't be a better moment to consider working with Compass. To weather uncertain times, nonprofits must be stable and sustainable. We know what contributes to this state: strong governing boards, diversified funding, a strategic plan to keep the organization focused, and a clear alignment of mission, programs and staff. Because these are core to any nonprofit's sustainability, these are the services that Compass offers.

The Compass application opens in mid-April, but now is the perfect time to start thinking about how Compass can help the nonprofit that matters to you. At Compass, we love this time of year, because we get to talk to nonprofit leaders who are considering a project. Together, we can think through their needs and priorities. We listen as nonprofit leaders talk about their fears and worries, as well as their hopes and dreams. We know that Compass teams of business professionals can provide support to nonprofits facing both challenges and opportunities.

This year more than some others, the work we do will be

Service Center of Greater Washington

Lab School of Washington

Madison House Autism Foundation

Montgomery Community Television

Next Step Public Charter School

President Lincoln's Cottage

Seabury Resources for Aging

Sunflower Bakery

Volunteer Fairfax

Work Place DC

Workhouse Arts Foundation

Greater Washington Micro Clients

Art Enables

BEST Kids

BUILD Metro DC

Capital Area Asset Builders

Capitol Post

Common Good City Farm

Constellation Theatre Company

Dana Tai Soon Burgess Dance Company

DC Diaper Bank

Fat and Greasy Citizens Brigade

Father McKenna Center

Girls Rock! DC

Horizons Greater Washington

Life Asset

MetroStage

One World Education

Pointless Theatre

Southeast Ministry

Spooky Action Theater

Step Afrika!

service) important. All six of our services (see details below) ensure a strong foundation for nonprofits. This foundation creates long-term resilience against the external forces that can impact nonprofits.

Resilience isn't born out of comfort and ease. Resilience happens as a result of making it through hard times and coming out the other side. My son and I will move on from this house we love. He will learn that he will be okay when change happens. Nonprofits will also come through the current challenging times to get to the other side, but don't have to do it on their own. We are here to help. I hope you'll consider a Compass project for 2017-18. Let's talk.

Warmly,
Suzanne

CLIENT APPLICATION FOR 2017-18 CLASSIC PROJECTS

Compass' Client Application for 2017-18 will be available on April 14 for Greater Washington area nonprofits. The deadline for applications is June 12 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; 202-629-2354) to discuss. Or plan to attend our Prospective Client Information session on April 28. See details below.

JOIN US FOR A PROSPECTIVE CLIENT INFO SESSION - Friday, April 28

If you are considering applying for a Compass pro bono consulting project, please join us on April 28 to hear about 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: Friday, April 28

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

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

Stone Soup Films

Theatre Prometheus

Thrive DC

Voices for a Second Chance

Washington Inner City Lacrosse Foundation

We Happy Few Productions

The Welders

Wilderness Leadership & Learning

Yachad

Greater Philadelphia Classic Clients

Broad Street Ministry

Center for Literacy

Greater Philadelphia Cultural Alliance

La Comunidad Hispana

Maternity Care Coalition

Mercy Neighborhood Ministries of Philadelphia

Mighty Writers

Nationalities Service Center

PathWays PA

Pennsylvania Assistive Technology Foundation

Women Against Abuse

Greater Chicago Classic Clients

Apna Ghar

BUILD, Inc.

Healthy Schools Campaign

Illinois Joining Forces

MAPSCorps

MetroSquash

The Resurrection Project

Kindly **RSVP by April 24** to Caroline Szakats at cszakats@compassdc.org

2017-18 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.

2017 MICRO PROJECTS ANNOUNCED

We're thrilled to announce our 2017 Micro Project clients. Compass' Micro Projects began in January and will run until June.

- Art Enables
- BEST Kids
- BUILD Metro DC
- Capital Area Asset Builders
- Capitol Post
- Common Good City Farm
- Constellation Theatre Company
- Dana Tai Soon Burgess Dance Company
- DC Diaper Bank
- Fat and Greasy Citizens Brigade
- Father McKenna Center
- Girls Rock! DC
- Horizons Greater Washington
- Life Asset
- MetroStage
- One World Education
- Pointless Theatre
- Southeast Ministry
- Spooky Action Theater
- Step Afrika!
- Stone Soup Films
- Theatre Prometheus

Thrive DC
Voices for a Second Chance
Washington Inner City Lacrosse Foundation
We Happy Few Productions
The Welders
Wilderness Leadership & Learning
Yachad

SUPPORT COMPASS, SUPPORT LOCAL NONPROFITS

This year, Compass is connecting over 370 business professionals with 54 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 \$14 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 2016-17 project year, please [donate now](#).

[DONATE NOW](#)

COMPASS THANKS OUR PARTNERS

Booz | Allen | Hamilton



ARNOLD & PORTER LLP

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!

The University of Chicago Booth School of Business
Columbia Business School
Johnson Graduate School of Management at Cornell University
Duke University Fuqua School of Business
Harvard Business School
Michigan Ross School of Business
MIT Sloan School of Management
Northwestern University Kellogg School of Management
NYU Stern School of Business
Stanford Graduate School of Business
Tuck School of Business at Dartmouth
University of California, Berkeley Haas School of Business
University of Virginia Darden School of Business

NONPROFIT ANNOUNCEMENTS

Leadership Montgomery

Applications are open now for Leadership Montgomery's 2018 classes. Learn more and apply or attend a recruitment event. Questions about the programs can be directed to Ali Levingston, Vice President, Leadership Programs at ali.levingston@leadermont.org, or 301-881-3333.

NONPROFIT JOB OPPORTUNITIES

The following are current jobs available in the nonprofit sector listed on the Compass [website](#):

N Street Village, Chief Operating Officer

The Langley School, Chief Financial Officer

Horizons Greater Washington, Director of Institutional Giving

Miriam's Kitchen, Engagement and Communications Manager

American Alliance of Museums, Vice President of Development

Have an opening? Send nonprofit job listings to Margaret Dodd at mdodd@compassdc.org.

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](#) and watch for fun announcements, pictures and videos on our page.

 Follow us on [Twitter](#), where we tweet messages about our clients and their programs, trends in the nonprofit sector, and other relevant news. Follow us at @Compassprobono.

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