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
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 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; 202-629-2354) to discuss. Or plan to attend our Prospective Client Information session on April 26. See details below.
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  
The Renaissance Collaborative  
St. Martin de Porres Centre
WE COULDN'T DO IT WITHOUT

Thank you to our Corporate Sponsors:

Booz | Allen | Hamilton

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
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.

Facebook

Twitter

LinkedIn

Compass has a company page on LinkedIn called "Compass Pro Bono."