The Washington Ballet brings the joy and artistry of dance to the nation’s capital through the professional presentation of classic and contemporary ballet.

**Strategic Alignment**

Compass’ mission is to inspire business professionals to engage with their local nonprofits to transform communities.

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**On the Cover**

*Bright Beginnings*

Bright Beginnings provides homeless children with a safe and nurturing educational environment to prepare them to enter kindergarten ready to learn.

**Funding Strategy**
Innovation. There’s no better way to describe Compass’ 2017-18 year. We jumped headfirst into the year with efforts exploring innovative ways to deepen our services to nonprofits, realizing the outcomes might mean expanding who we are, what we do, and how we do it. We are in a unique position to respond to needs in the sector as they evolve. With access to so many nonprofits, Compass regularly hears from nonprofits as well as from our volunteers who engage directly with our nonprofit clients. We know that as times change, so do the needs of communities and nonprofits. That means Compass must be willing to pivot and expand as needed. As a result, we let our knowledge of the sector guide our strategic efforts in the year just passed.

In a burst of energy and excitement, the Compass board and staff began the year with multiple simultaneous efforts to explore our role in technology consulting, nonprofit mergers and board training. All of our efforts had one common goal – supporting local nonprofits to make our communities stronger.

Technology Consulting – The rate of technological change in our personal lives and in the private sector is breathtaking. This wave of change has begun to impact nonprofits as well, and we feel Compass is well-positioned to play a role in enabling nonprofits to leverage technology more strategically to better deliver on their missions.

Nonprofit Mergers – Our research confirmed the need for more nonprofits to consider various options for long-term sustainability and greater program impact. As a result, Compass will spend more time this year focusing on exploring our role in nonprofit sustainability and in the merger arena.

Board Training – Compass officially launched the first day-long Sorkin Center training in May. We trained 100 nonprofit board members to the great satisfaction of attendees. The inaugural program left us energized about the future potential for Sorkin. Much more to come!

And as always, what we already do so well - our management consulting program - continued to meet an important need for local nonprofits. In total, Compass brought almost 600 individuals into the nonprofit sector to complete 75 consulting projects across our Compass cities. Compass managed 50 consulting projects in Greater Washington, 16 projects in Philadelphia, and nine projects in Chicago. Our work providing strategic guidance will enable nonprofits to have greater impact on those they serve, raise more funds, and work toward greater long-term stability. In addition, we continued to support nonprofit boards by placing 28 individuals onto boards in Greater Washington – our fifth successful year of the high-touch On Board program.

We ended the year by wrapping up the fourth effort that we began at the beginning of the year. We updated our 2011 brand positioning statement. In the process, we discovered how much has changed since then. In 2011, we were operating in one city and beginning to think tentatively about maybe adding another city one day. Now it’s three cities, with more to come. We only offered nine-month consulting projects. Now we offer many shorter Micro Projects, as well. Our staff of two is now 12. We offer six service lines instead of three. Our On Board program - unimagined in 2011 – is a robust program today.

As the world around us also changed over the past seven years, it turns out Compass kept up. We changed along with it, innovating to find ways to provide impact that nonprofits need when they need it. And after the year just passed, we are in a great position for the years ahead, when technology and mergers and board governance become more important in a rapidly changing nonprofit sector that is also trying to keep up with the world.

Warmest regards,

JOHN COLLINS
Board Chair

SUZANNE LAPORTE
President
2017-18 IMPACT

Number of Projects by Issue Area

- Arts and Culture: 19
- Education: 15
- Children and Youth: 14
- Human Services: 12
- Housing and Homelessness: 9
- Healthcare: 2
- Disability Services: 1
- Technology: 1
- Senior Services: 1
- Workforce Development: 1

Number of People Our Nonprofit Clients Served in 2017-18

Over 1,800,000 People in DC/PH/CH

Number of Projects by Service Line

- Strategic Alignment: 26
- Funding Strategy: 22
- Board Development: 15
- Incubator: 6
- Strategic Marketing: 3
- Strategic Planning: 2
- Strategic Partnerships and Collaborations: 1

Total Value of Services in DC/PH/CH

$8.9 Million

Number of Volunteers

523

Number of Nonprofit Clients

50 DC

Number of Volunteer Hours

20,672 DC

Number of Nonprofit Clients Served in 2017-18

9,984 PH

Compass Total Staff

12

Number of Volunteer Hours

5,264 CH

Number of Board Placements

35,920 Total

28 Candidates Matched to 22 Boards
“The team was a great group of talented professionals across a variety of industries. We were able to use all of our different perspectives and talents to provide a better solution for the client.”

DANCE PLACE TEAM MEMBER
Studio Theatre
Studio Theatre produces contemporary theatre in intimate spaces to foster a more thoughtful, more empathetic, and more connected community.

STRATEGIC ALIGNMENT

House of Ruth
House of Ruth provides women, children, and families suffering from traumatic abuse with resources to build safe, stable lives.

STRATEGIC PLANNING

Girls on the Run of Northern Virginia
GOTR NOVA inspires girls to be joyful, healthy and confident by using an experience-based curriculum that creatively integrates running.

STRATEGIC PLANNING

Washington Literacy Center
Washington Literacy Center raises the literacy level of adults in Washington, D.C. so they may function on the job, in the family and in society.

BOARD DEVELOPMENT
DC Greens
DC Greens advances food justice in the nation’s capital through increasing access to fresh produce, training food access advocates, and working to increase the quality of DC public school meals.
BOARD DEVELOPMENT

Playworks DC
Playworks improves the health and well-being of children by increasing opportunities for physical activity and safe, meaningful play.
STRATEGIC ALIGNMENT

Synetic Theater
Synetic redefines theater by blending innovative techniques and movement, investing in artists’ growth, and creating unforgettable visceral experiences.
STRATEGIC ALIGNMENT

Dance Place
Dance Place builds a community of artists, audiences and students by offering high quality performances, commissions, training and educational programs for people of all ages.
FUNDING STRATEGY

Theater J
Theater J celebrates, explores and struggles with the complexities and nuances of both the Jewish experience and the universal human condition.
FUNDING STRATEGY
“My Compass team was phenomenal. They conducted interviews with board and staff, conducted a peer analysis and made thoughtful recommendations. The team was knowledgeable, strategic and committed.”

BRIGHT BEGINNINGS

Anacostia Playhouse
The Anacostia Playhouse brings arts presentations, performances, exhibits, and instruction to a traditionally underserved community to provide a venue for local artists to perform and display their work.

Girls Rock! DC
With a base in music education, Girls Rock! DC aims to create a supportive, inclusive, and creative space for girls to develop their self-confidence, build community, stand up, and rock out.

Two Rivers Public Charter School
Two Rivers nurtures a diverse group of students to become lifelong, active participants in their own education and become responsible members of society.

Encore Stage & Studio
Encore introduces young people to theatre to build teamwork, leadership, creativity, literacy, problem-solving skills, and self-confidence.

FUNDING STRATEGY

INCUBATOR

BOARD DEVELOPMENT

STRATEGIC MARKETING
Arlington Street People’s Assistance Network (A-SPAN)

A-SPAN’s vision is to end homelessness in Arlington County through outreach, as well as securing permanent housing and life-sustaining services.

FUNDING STRATEGY

Pinky Swear Productions

Pinky Swear Productions is a feminist theatre company that celebrates the diversity of women’s experiences by telling inclusive and subversive stories.

INCUBATOR

Beacon House

Beacon House provides children with a safe, nurturing, life-expanding community to increase their academic achievement, discover their talents, and grow into healthy adults.

BOARD DEVELOPMENT

Mosaic Theater Company of DC

Mosaic Theater Company is committed to making transformational, socially-relevant art.

FUNDING STRATEGY

VisArts (The Metropolitan Center for the Visual Arts)

VisArts transforms individuals and communities through the visual arts by bringing diverse individuals together through a shared creative experience.

STRATEGIC ALIGNMENT

Wonders Early Learning + Extended Day

Wonders creates and advances high quality, diverse educational communities that teach children the foundations of lifelong learning and social responsibility.

STRATEGIC ALIGNMENT
Girls Inc.
Girls Inc. inspires all girls to be strong, smart and bold through tutoring and mentoring programs so they can grow up to become women who are healthy, educated and independent.
FUNDING STRATEGY

Girls on the Run - DC
Girls on the Run inspires girls to be joyful, healthy and confident using a fun, experience-based curriculum, which creatively integrates running.

YoKid
YoKid teaches yoga and mindfulness to children and youth to support enhanced outcomes for life, health, school, and leadership.
FUNDING STRATEGY

WASHINGTON INNER CITY LACROSSE FOUNDATION
WINNERS Lacrosse
WINNERS uses character-based education and the sport of lacrosse to teach life skills to boys and girls from the inner city neighborhoods of Washington, D.C.
STRATEGIC ALIGNMENT

Atlas Performing Arts Center
Atlas is a cultural anchor in the Northeast community of Washington, D.C., fostering and presenting theatre, dance, music, vocal and choral work, spoken word, and more.

YoKid
YoKid teaches yoga and mindfulness to children and youth to support enhanced outcomes for life, health, school, and leadership.
FUNDING STRATEGY

Carpenter’s Shelter
Carpenter’s Shelter helps the homeless achieve sustainable independence through shelter, guidance, education, and advocacy.

YoKid
YoKid teaches yoga and mindfulness to children and youth to support enhanced outcomes for life, health, school, and leadership.
FUNDING STRATEGY

Homeless Children’s Playtime Project
Playtime nurtures healthy child development to reduce the effects of trauma among children living in temporary housing.
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STRATEGIC ALIGNMENT
1st Stage
1st Stage produces thought-provoking theatre performances in an intimate setting, connecting audiences and artists, and demonstrating that great art and culture are the heart and soul of vibrant communities.

FUNDING STRATEGY

Literacy Volunteers and Advocates
Literacy Volunteers and Advocates addresses adult illiteracy by providing language arts instruction, and tailoring its programs to adults coping with learning challenges.

BOARD DEVELOPMENT

FUNDING STRATEGY

Sitar Arts Center
Sitar offers possibilities that transform the lives of children and teens born into a world of unequal access to opportunity through high-quality, student-centered arts learning.

STRATEGIC ALIGNMENT

DC Jazz Festival
DC Jazz Festival celebrates jazz through programs that advance music education, unify diverse communities, and connect artists and audiences.

FUNDING STRATEGY

4615 Theatre Company
4615 Theatre Company is committed to both classic pieces as well as contemporary plays, while giving young artists a space to collaborate and push the boundaries of conventional theatre.

INCUBATOR

STRATEGIC ALIGNMENT

Osher Lifelong Learning Institute (OLLI) at American University
OLLI offers educational opportunities for individuals to remain intellectually active through university-level course offerings and activities.

STRATEGIC ALIGNMENT
KEYS for the Homeless Foundation
KEYS secures and provides in-kind goods, resources, and services to meet the needs of those living in poverty.
BOARD DEVELOPMENT

Grassroots DC
Grassroots DC provides basic computer and media production training to low-income and working-class residents of the DC metropolitan area and provides media coverage of issues that impact under-resourced communities of DC.
INCUBATOR

Greater Prince William Community Health Center (GPWCHC)
GPWCHC promotes affordable access to high quality primary, dental, and behavioral health care.
STRATEGIC MARKETING

The Actors' Center
The Actors’ Center empowers actors in the Washington D.C. area to achieve their highest potential, by providing members access to casting, training and networking opportunities.
STRATEGIC ALIGNMENT

Friends of Guest House
Friends of Guest House provides women the assistance they need to transition from incarceration to self-sufficient and responsible members of the community.
STRATEGIC ALIGNMENT

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STRATEGIC ALIGNMENT
Greater Washington Urban League
Urban League’s mission is to ensure Black, Latino and other traditionally under-served populations share equally in the responsibilities and rewards of full citizenship.
STRAEGIC MARKETING

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Sasha Bruce Youthwork
Sasha Bruce improves the lives of homeless, runaway, and disconnected youth and their family members in the Washington, D.C. area.

Friends of the Library Montgomery County (FOLMC)
FOLMC’s mission is to strengthen, promote, and champion the public library system.

Life Asset
Life Asset helps alleviate poverty by providing affordable financial products, services and education, microloans, training, business opportunities, and retail space to small businesses.

2017-18 Annual Report
Special Thanks

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We are incredibly grateful for financial support from the following corporate partners:

Booz | Allen | Hamilton

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We could not hold our orientations, information sessions, trainings, and volunteer celebration without the generosity of the following organizations:

Arnold & Porter
The Glover Park Group
Jones Day
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We thank the following volunteers from our Corporate Partners:

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Ana O’Harro
Shruti Shah

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PwC
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World Bank Group

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Geordie Gerald
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Amy Kroll
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Steve Stone

Olive Wyman
Emre Balta

PwC
Cassandra Allison
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Julie Ferguson
Danny Forrein
Matthew Herman
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Sally Schoenfeld
Hindu Shaman
Dave Werzig
Shuxin Zheng

Sidley Austin
Annamarie Hillman
Lindsay Walter

World Bank Group
Seoyoung Jang
Kay Kim
Haruko Koids
Une Lee
Edward A. Nassim

Thank you to Compass’ Booz Allen Hamilton liaisons:

Ana O’Harro
Shruti Shah
Every donation to Compass reaches deep into the community, making meaningful, pro bono consulting available to the Greater Washington nonprofit community. Every $1 donated to Compass translates into $9 of consulting services back to the nonprofit community.

In 2017-2018, Compass volunteers provided the market equivalent of $5,173,600 in strategic consulting, an average of $10,092 per volunteer. This was an impressive return on investment of 4:1.

Compass gratefully acknowledges the generous supporters who made our work with 50 Greater Washington nonprofits possible in 2017-18.

**Note:** This list reflects donations received between July 1, 2017 and June 30, 2018.
Volunteers

GREATER WASHINGTON CLASSIC PROJECTS

A-SPAN
Shashank Davangere, Project Leader
Adam Dorko, Deputy Project Leader
Mandy Duval, Anna Fleitas, John Gould, Karl Hartmann, Michelle Kim, Charles Njoku, Paul Parry

Beacon House
Bruce Haasen, Project Leader
Priya Gaur, Deputy Project Leader
Nicholas Christiansen, Allison Courtney Barton Edgerton, Marin Goings, Annemarie Hillman, Rahul Kapoor, Ricardo Salinas

Bright Beginnings
Meredith Hibik, Project Leader
Bradford Knoettner, Deputy Project Leader
Jessica Clark, Regna Hall, Jeremiah Lau, Lena Rice, Abigail Suarez, Jo Zhou

Carpenter’s Shelter
David Bear, Project Leader
Debbie van Opstal, Deputy Project Leader
Cassandra Allison, Anna-Marie Baker, Michael Gorman, Neeta Kishnani, Michael Majestic, Marisa Weidner, Matthew Wheelaar

DC Green
Dina Zhou, Project Leader
Sasan Dehghan, Deputy Project Leader
Susan Brophy, Monique Ducao, Monika Goel, Susan Stewart, Polly Vai, Barbara Wooton

DC Jazz Festival
Suri Thummala, Project Leader
Annemarie Hillman, Rahul Kapoor, Barton Edgerton, Marin Goings, Nicholas Christiansen, Alison Krenkel, Sean Moore, Justin Cole, Andrew McIntire, Deputy Project Leader

Friends of Guest House
Tracy Moon, Project Leader
Ana O’Harrow, Deputy Project Leader
Ennie Baca, Natalie Dakouy, Diop Dimes, Liz Fonseca, Leslie Graham, Joseph Walsh

Girls on the Run – Northern Virginia
Alexia Baah-Dewolm, Project Leader
Colin Jones, Co-Project Leader
Khalidah Bryson-Van, Alex Greenberg, Mark Kontos, Pradep Sundar, Dave Wetzig

Greater Prince William Community Health Center
Nathan Uldrick, Project Leader
Belma Dhanamaker, Deputy Project Leader
Lutz Baum, Deepa Mahadevan, Shanta Rambsy, Dominique Rockhold, Emily Shaman, Kiara Smith, Julie White

Greater Washington Urban League
Justin McFarlin, Project Leader
Brandon Finley, Deputy Project Leader
Ray Bohns, David Ferrante, Larry Fullerton, Seyerang Jang, Yantza Vargas, Jameson West

Two Rivers Public Charter School
Susan Keary, Project Leader
Lauren Victor, Deputy Project Leader
Scott Ableman, Mark Ferrante, Larry Fullerton, Seyerang Jang, Yantza Vargas, Jameson West

VisArts
Jeff Ko, Project Leader
Shin Sei Eun, Deputy Project Leader
Seyi Ayikoye, Marnie Boyer, Tanya Hwu, Angela Yi, Edward A. Nassim, Ben Neese, Lindsay Walker, Michael Xue

The Washington Ballet
Carole Bergman, Project Leader
Denise Koistin-Sanwu, Deputy Project Leader
Sarah Ahernon, Rudi Mihalick, Alejandro Omary, Yanja Wang, Shaquita Williams, Robert Winter

We Happy Few Productions
Michael Kusker, Project Leader
Jana Craig, Tim Matthews, Matthew Paganussi

KEYS for the Homeless
Mary Gross, Project Leader
Shari Brooks, John Green, Walker Kahoe, J. Michael Pickett

Washington Area Performing Arts Video Archive
Karen Shoo, Project Leader
Soniaa Aggarwal, Jordan Lobb, Misato Miyama

Washington Inner City Lacrosse Foundation
Folu Okunade, Project Leader
Shira Broms, John Green, Walker Kahoe, J. Michael Pickett

Washington Literacy Center
Andrew Kurtzman, Project Leader
Jean Blackerby Strich, Ann Gray, Anu Patwardhan, Lily Zhou

Women’s Fund Productions
Michael Kusker, Project Leader
Jana Craig, Tim Matthews, Matthew Paganussi

YoKid
Debbie Miller, Project Leader
Benjamyn Adora, Khadijah Ameen, Tara Marcus, Vin Menon

Greater Washington Micro Projects

1st Stage
Lynn O’Connell, Project Leader
Manya Kretova, Will Morsch
Douglas Zimmerman

4615 Theatre Company
Caroline Morris, Project Leader
Kayla Bose, Berkeley Jenkins, Joshua Leidland, Shuxin Zheng

The Actors’ Center
Constance Kresse, Project Leader
Audreyanya Luguere, David Sigirniga, Tiffany Yoon

Anacostia Playhouse
Reginald Vance, Project Leader
Wendy Gray, Karen Matthus, Deanne Titus

Art Enables
Joan Barclay, Project Leader
Monica Avakian, Deborah Bailey, W. Matthew Robinson, Malcolm Sandlands

Asias Performing Arts Center
Cobie Holderness, Project Leader
Hyde Snyder, Peter Jost, Cooper Nelson, Tony Otten

Dance Place
Carol Lucas, Project Leader
Rosie Coe, Sarah Grace, Sulabh Naher, Rhea Norwood

Family & Youth Initiative
Cheryl Vance, Project Leader
Ricki Aitken, Dana Costable, Michael Rogers

Girls Inc.
Kally Kee, Project Leader
Susan Farnsworth, Amy Kroll, Brian Smith, Emily Strother

GREATER WASHINGTON CLASSIC PROJECTS

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Ricki Aitken, Dana Costable, Michael Rogers

Girls Inc.
Kally Kee, Project Leader
Susan Farnsworth, Amy Kroll, Brian Smith, Emily Strother

Girls on the Run – DC
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John Ayanian, Chaunti Bennett, Carl Cohen, Jennifer Franks

Girls Rock! DC
Zerina Barhan, Project Leader
Fiona Heckscher, Gelsey Mehl, Taylor Phillips, Jessica Shuster

Grassroots DC
Tommy Liu, Project Leader
John Bell, Morgan Herman, Miriam Mokuena, Steve Stone

Kara Kennedy Fund
Chris Russell, Project Leader
Jenny Craig, Tim Matthews, Matthew Paganussi

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Les Baer, Project Leader
Richard Abraham, Briania Gaary, Sally Kim, Christian Minter

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Douglass Lim, Project Leader
Andrew Cox, One Lee, Austin Ness, Mac Norton

Literacy Volunteers and Advocates
Betty Zedman, Project Leader
Joan Bondareff, Alon Skonecki, Lisa Smith

Mosaic Theater Company of DC
Yolanda Mota, Project Leader
Matthew Hill, Blanka Roy, Lauren Savoy

Pink Swatch Productions
Courtney Kessenich, Project Leader
Sarah Farnsworth, Amy Kroll, Brian Smith, Emily Strother

Sitar Arts Center
Suzanne Cox, Project Leader
Shahar Abrams, Matthew Bowkes, Kim Feinstein, Beth Suarez

Synetic Theater
Janice McKinney, Project Leader
Acshay Indian, Carole Klein, Judy Robinson, Mary Anne Salmon

Theater J
Lisa Benjamin, Project Leader
Sarah Austin-Willis, Mark Fitterman, Jonathan Lipkin, Rosemarie Savino

Washington Area Performing Arts
Karen Shoo, Project Leader
Soniaa Aggarwal, Jordan Lobb, Misato Miyama
Special Recognition

GREATER WASHINGTON
CLIENT SELECTION COMMITTEE
Joan Barclay, David Bear, John Crain, Mollie Dougherty, Bruce Haase, Anne Hefter, Paula Jacobs, Jeff Kass, Burgess Levin, Karen Mazze, Mary Stuart McCamy, Tracey Moon, Ola Olabode, Kristielle Ovedahl, Dusty Riddle, Lucretia Risoleo, Natalie Robinson, Craig Schultz, Sally Sloan, Pete Stone, Richard Stern, Chris Sutton, Kely Turner, Polly Vail, Bob Winter, Ari Zentner

PROJECT ADVISORS

SERVICE LINE TRAINERS
Paula Jacobs, Michael Kim, Victoria Pierce, Adril Pond, Richard Stern

PROJECT LEADER INTERVIEW COMMITTEE
Cathy Bernasek, Paula Jacobs, Jeff Kass, Kelly Turner

IN KIND PROFESSIONAL SERVICES
Corinne Chocolaad, Bruce Haase, Dan McVane, Lucretia Risoleo

POSITIONING PROJECT CORE TEAM
Cathy Bernasek, Cassandra Hanley, Anne Hefter, Kelly Turner

POSITIONING PROJECT ADVISORY TEAM
Jeff Kass, Julie Maner, Brent Martin, Bud Moeller, Lucretia Risoleo, Polly Vail

2018 COMPASS SUMMER INTERNS
Maggie D’Arcy, Caroline Detch, Adina Pollak, Gillian Price, Matt Wellington

And very special thanks to:
• Dan McVane for his tremendous gift of time in helping manage the Compass audit
• Howard Hyde for serving as the Compass liaison at Arnold & Porter
• T. Weymouth for serving as the Compass liaison at Hogan Lovells

VOLUNTEER CONTEST
Thank you to the following Project Teams that reached 100% participation in the Volunteer Contest:

Classic Projects
Bright Beginnings
Carpenter’s Shelter
DC Jazz Festival
Friends of the Library Montgomery County
Greater Prince William Community Health Center
Homeless Children’s Playtime Project
One Learning Lifelong Institute
Playworks DC
Rebuilding Together Alexandria
Two Rivers Public Charter School

Micro Projects
1st Stage
Anacostia Playhouse
Atlas Performing Arts Center
Dance Place
Gifs, Inc.
Girls Rock! DC
Kara Kennedy Fund
KEYS for the Homeless
Literacy Volunteers and Advocates
Mosaic Theater
Star Arts Center
Washington Area Performing Arts Video Archive

WINNERS Lacrose
And special thanks to:
• Zack Miller and Ola Olabode for their leadership of the Volunteer Contest
We would like to wish the best of luck to our volunteers who are starting MBA programs this fall.

PARTNERING BUSINESS SCHOOL ALUMNI CLUBS
We are grateful for the continued support of the following local business school alumni clubs:

Columbia Business School
Fuqua School of Business at Duke
Georgetown University McDonough School of Business
Haas School of Business at the University of California Berkeley
Harvard Business School
Johnson Graduate School of Management at Cornell
Michigan Ross School of Business
MIT Sloan School of Management
Northeastern Kellogg School of Management
NYU Stern School of Business
Stanford Graduate School of Business
Tuck School of Business at Dartmouth
UNCC Kenan-Flagler Business School
University of Chicago Booth School of Business
University of Texas McCombs School of Business
University of Virginia Darden School of Business
The Wharton School at the University of Pennsylvania
Yale School of Management

On Board matches qualified business professionals onto the boards of local nonprofits seeking board members.

Compass placed 28 candidates on the boards of 22 nonprofit organizations through two cohorts of the On Board program.

In the fall of 2017, Compass placed 21 candidates on the following 15 nonprofit boards in Greater Washington:
After School All Stars*
Alice Ferguson Foundation
Brine Paths*
Child & Family Network
D.C. Youth Orchestra
The Fishing School*
Foundation Schools
Girls on the Run - Northern Virginia
Homeless Children’s Project*
Horizons
Levine Music
Miriam’s Kitchen*
Seabury*
Theatre Lab

In the spring of 2018, Compass placed seven candidates on the following seven Greater Washington nonprofit boards:
Beacon House
Communities In Schools
Calmore Clinic
Joe’s Movement Emporium
Rebuilding Together Alexandria
Sasha Bruce
Washington English Center

* More than one On Board candidate placed on the nonprofit Board of Directors.

INDIVIDUALS PLACED ON NONPROFIT BOARDS

We would like to thank the On Board Selection Committees for supporting this year’s programs and interviewing both individual candidates and nonprofit Executive Directors and Board Chairs.

ON BOARD SELECTION COMMITTEE
FALL 2017
Joan Barclay, Cathy Bernasek, Jennifer Blasko, Anne Hefter, Paula Jacobs, Jeff Kass, Mary Stuart McCamy, Laurie MacNamara, John Obendorfer, Amedee Prouvost, Nick Redding, Nalini Rogers, Craig Schultz, Ken Taylor, Lisa Wright

ON BOARD SELECTION COMMITTEE
SPRING 2018
Joan Barclay, Char, Beales, Cathy Bernasek, Anne Hefter, Paula Jacobs, Mary Stuart McCamy, Laurie MacNamara, John Obendorfer, KristaOvedahl, Amedee Prouvost, Nalini Rogers, Craig Schultz, Ken Taylor, Lisa Wright, Andrew Young
Compass established the Sorkin Center for Nonprofit Governance in 2017 with a grant from CEB, now Gartner. The Sorkin Center was created in honor of the late Jerry Sorkin, a former executive at CEB. During his career at CEB, Jerry’s passion for nonprofit work and board service led him to develop a nonprofit board training program for CEB staff. After his death in 2016, Jerry’s colleagues at CEB decided to honor his legacy by extending his mentorship to a future generation of leaders through the Sorkin Center.

The Sorkin Center builds on Compass’ work supporting nonprofit boards through our Board Development consulting projects. In addition, the Sorkin Center works in conjunction with Compass’ On Board program, which matches business professionals onto nonprofit boards. Individuals matched to boards, along with their fellow board members, can receive training through the Sorkin Center.

**INAUGURAL SORKIN CENTER TRAINING**

Compass launched The Sorkin Center on May 10, 2018 with the first training session. Compass welcomed 100 individuals, both board members and Executive Directors, who spent a full day learning board best practices. Tom Monahan, former CEO of CEB, kicked off the day with his thoughts on corporate and nonprofit boards, and his perspective on board member success. Speakers covered topics including governance, finance, fundraising, and strategy, along with tips for success.

**SORKIN CENTER TRAINING SPEAKERS AND PANELISTS, MAY 2018**

We would like to thank the speakers and panelists for participating in the inaugural Sorkin Center Training.

Abby Cherner, Sampriti Ganguli, Paul Jackson, Lisa Landis, Tom Monahan, Martha Piper, Sally Sloan, Shannnon Steene, James Whitman

A special thanks to Isaac Liu for photographing the training.

**SORKIN CENTER DONORS**

$50,000
Gartner Gives Fund

**LEADERSHIP GIFTS ($10,000 and above)**

Katherine and David Bradley
Christy and Todd Forest
Melody and Kirk Jones
Anita and Haniel Lynn
Jean Martini and Wally Weinstein
Lisa and Jay McGonigle
Sharon Marcil and Tom Monahan
Lori and Nigel Morris
Mary and Jeff Zients

$5,000-$9,999
Nandini Basurahakur
Martha Piper
Derek and Ellen van Bever

$2,500-$4,999
James Bird
Peter Freire
Susan Mayer and Seth Berlin

$1,000-$2,499
Ponna Arumugam
Pamela Auerbach
John Benevides
Andrew Blaisdell
Donald Carlson
Eric and Lisa Coffey
Caren Cohen
Dan and Sara Currell
Firoz Dattu
Samprit Ganguli
Alisha and Sean Griffee
Richard Henderson
Eric Minkove
John Roberts
Conrad Schmidt
James Whitman
Tim Yost

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Peter Aykens
Scott Bohannon
Sean Carr
Matthew and Suzanne Castaldo
Paul Donato
Jonathan Dyke
Karen Freeman
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Caroline and Ben Holt
Price Jett
Daniel Leemon
Richard and Noni Lindahl
Joyce Liu
Christophe Martel
Stephen J. Meyer
Charles A. Murphy
Kurt Reisenberg
Kris van Kiper

$250-$499
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David Evans
John Fishback
Paul Jackson
Sandra Kemp
Charles Knuth
Emily Leeson
Christopher Miller and Carrin Morris
Margaret H. Minneman
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William Okun
Mark Ozer
Richard Perez
Pope Ward

**UP TO $249**

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Jaime Capella
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Brian Foster
Michael Griffin
Sheldon Himelfarb
Louis Horst
Aaron Korok
Lisa Minsk
Ian Powell
Jo Ann Ruckel
Matthew Shinkman
Warren and Tama Thune
We Happy Few Productions The Weiders Words Beats & Life Workhouse Arts Foundation


DOMESTIC ABUSE Calvary Women's Services DC Volunteer Lawyers Project District Alliance for Safe Housing My Sister's Place


EMERGENCY RELIEF Arlington Thrive Alexandria Red Cross American Red Cross – DC

ENVIRONMENT Accolead Foundation Alice Ferguson Foundation Anastasia Watershed Society American Indian College Fund Bethesda Green Coalition for Kids Eastick and Sons Environmental Education Center Ellington Fund Fighting for Kids DC Fresh Fund Global Strategies Group Green America Greater Washington Green Bank Foundation Higher Achievement Hopkins House Horizons Greater Washington Howard University School of Communications Iyimount School Kid Museum Kingsbury Center Lab School of Washington Latin American Montessori Bilingual Public Charter School Literacy Council of Northern Virginia Literacy Lab Live It Learn It Main Street Child Development Center Mentors with Disabilities of the DC Area Northern Virginia Therapeutic Riding Program Quality Tutors for Individuals with Disabilities Treatment and Learning Centers One World Education Adventure Theatre Washington Children's, Youth, and Families Reach Incorporated Reading Academy Reading Partners River School Rosenberg Center Scholarship Fund of Alexandria See Forever Foundation/ McKinley Smith Schools Teaching for Change Turning the Page Two Rivers Public Charter School Washington English Center Washington Literacy Center Washington School for Girls Washington Yu Ying Public Charter School Words Beats & Life VirginiaFIRST YouthBuild Public Charter School

FAMILY SUPPORT A Wider Circle AYU Kids The Barker Foundation Brittsplace Caregiver Action Network Child Center and Adult Services Child & Family Network Centers DC Doorway For Love of Children (FLDC) Georgia Avenue Family Support Collaborative Good Shepherd Housing and Family Services Healthy Babies Project Kidsave International Latin American Youth Center Northern Virginia Family Service

HOUSING AND HOMELESSNESS Britpaths Building Futures Capital Area Food Bank Carpenter's Shelter Community Lodgings Community Ministries of Rockville Cornerstone Community Foundation DC Doorway for Safe Housing DC Central Kitchen DC Empower DC Equal Rights Center FACET Father McKenna Center Friends of Guest House Good Shepherd Housing and Family Services

HEALTHCARE Alzheimers Association Aspire Counseling Brain Injury Services CDC Foundation Children's Inn at NIH Community Education Group Community Ministries of Rockville Georgia Avenue Family Support Collaborative Greater Prince William Community Health Center Green Door Healthy Babies Project Home Care Partners Insight Memory Care Center Mary's Center for Maternal and Child Care Mental Health Association of Montgomery County National Multiple Sclerosis Society Northern Virginia Area Health Education Center Northern Virginia Family Service NOVA Council of the Districts of Columbia Phoenix Houses of the Mid-Atlantic Pregnancy Aid Centers Realty, Inc. Ronald McDonald House Charities of the Washington, DC Area Saluda Resources for Aging SOME Special Love for Children with Cancer Women's Collective

PROJECTS 2001-2017
Technology should be an area of focus for nonprofits “to improve operational efficiency, increase mission impact, and enhance sector competitiveness. We know nonprofit leaders and staffs want to adopt technology; that’s the good news. The bad news is few integrate technology into their organizational strategy. Worse yet, they know this growing performance gap is limiting their organizational mission and fundraising potential. For-profit organizations use technology strategically to maintain their profit margins, increase market share, and enhance shareholder value. But, for nonprofits, the mission is to create public value. It requires a different calculus to figure out how technology heightens their effectiveness,” according to Doug Kelly (Compass volunteer), in *Yale Insights*, May 2018.

A Compass team took a unique charge this year. Sponsored by Capital One, the team of nine volunteers set out to help Compass determine the relevance of offering strategic technology as a new service. We asked the team to determine if and how nonprofits currently use technology to better deliver on their missions. The team summarized key findings from existing “tech in nonprofits” literature, documented 54 case studies of nonprofits using technology for strategic purposes, and conducted a focus group with the innovative Executive Directors of five Washington, D.C. nonprofits.

Unexpectedly, the project garnered external attention. Members of the team were interviewed by *Yale Insights*, which published a Q&A about the team’s findings. Doug Kelly, a member of the team, also presented a paper to the Association for Research on Nonprofit Organizations and Voluntary Action (ARNOVA).

Internally, the team answered Compass’ original question with a resounding yes. There is a role for Compass to play in helping nonprofits better understand how technology can advance their mission and increase their impact. As a result, Compass will pilot the first Strategic Technology projects in 2018-19.

**Do Nonprofits Need Technology?**

**“The best part of my Compass experience was this unique project and having the chance to work on something so critical.”**

**TEAM MEMBER, TECHNOLOGY USE IN THE NONPROFIT SECTOR**

**SOCI A L SE RV IC E S**

A Wider Circle
Alexandria Seaport Foundation
Arlington Thrive
Aspire Counseling
Ayuda
The Barker Foundation
Bread for the City
Byte Back
Capital Area Asset Builders
Capital Area Food Bank
Caregiver Action Network
Catholic Charities of DC
Child Center and Adult Services
Child & Family Network Centers
City First Enterprises
Community Crisis Services
Damson Ministries
DC Fiscal Policy Institute
Empowered Women International
Equal Rights Center
Family Matters of Greater Washington
For Love of Children (FLOC)
Friends of Guest House
Georgia Avenue Family
Good Shepherd Housing and Families
Greater Prince William Community Health Center
Healthy Babies Project
Interfaith Works
Jewish Social Service Agency
Kidsave International
Latin American Youth Center
LIFT-DC
The Literacy Lab
Manna Food Center
Martha’s Table
Mary’s Center for Maternal and Child Care
Miriam’s Kitchen
Northern Virginia Family Service
OAR of Fairfax County
Perry School Community Services Center
Public Allies
Samantan Inn
SOME
St. Ann’s Center for Children, Youth, and Families
Stepping Stones Shelter
Stop Child Abuse Now
STRIVE DC
Total Family Care Coalition

**LEGAL SERVICES**

ASA for Children of DC
Children’s Law Center
DC Bar Foundation
DC Bar Pro Bono Center
DC Employment Justice Center
DC Lawyers for Youth
DC Law Students in Court
DC Volunteer Lawyers Project
Washington Legal Clinic for the Homeless
Wesley Housing Development Corporation
Yachad

**SENIOR SERVICES**

Emmaus Services for the Aging
Home Care Partners
Iona Senior Services
Seabury Resources for Aging
Senior Services of Alexandria

**URBAN ALLIANCE**

Volunteers of America – Chesapeake
Washington English Center
Wendt Center for Loss & Healing
YMCA of Metropolitan Washington

**VETERANS**

Bob Woodruff Foundation
Capitol Post
Homes for Our Troops
Our Military Kids
Veterans on the Rise
Yellow Ribbon Fund
“Compass volunteers impressed me by their commitment and engagement. Amazing to have a group of strangers come together on a common goal.”

MONTGOMERY EARLY LEARNING CENTER PROJECT LEADER

GREATER PHILADELPHIA PROGRAM

Philadelphia Higher Education Network for Neighborhood Development (PHENND)

PHENND is a consortium of over 30 colleges and universities working to strengthen service-learning, civic engagement, and community partnership.

STRATEGIC ALIGNMENT
ArtWell
ArtWell supports young people and their communities through arts education.
FUNDING STRATEGY

Bethesda Project
Bethesda Project finds and cares for the abandoned poor and acts as family for those who have none.
BOARD DEVELOPMENT

Interfaith Center of Greater Philadelphia
Interfaith Center advances mutual trust, understanding, and cooperation among diverse communities to promote the common good.
FUNDING STRATEGY

ACHIEVEability
ACHIEVEability strives to permanently break the cycle of poverty for low income, single parent, and homeless families.
STRATEGIC ALIGNMENT
<table>
<thead>
<tr>
<th>Organization</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>SEAMAAC</td>
<td>Supports and serves immigrants and refugees and other politically, socially and economically marginalized communities.</td>
</tr>
<tr>
<td>Chester County OIC</td>
<td>Opens opportunities for individuals to prepare for sustainable employment and financial independence through education, training and support services.</td>
</tr>
<tr>
<td>CARIE</td>
<td>Promotes the well-being, rights, and autonomy of older adults through advocacy, education, and action.</td>
</tr>
<tr>
<td>SEAMAAC</td>
<td>Supports and serves immigrants and refugees and other politically, socially and economically marginalized communities.</td>
</tr>
<tr>
<td>CARIE</td>
<td>Promotes the well-being, rights, and autonomy of older adults through advocacy, education, and action.</td>
</tr>
<tr>
<td>Family Service Association of Bucks County</td>
<td>Focuses on increasing opportunities for adults, protecting seniors, reducing substance abuse, and improving the lives of those with mental illness and HIV/AIDS.</td>
</tr>
<tr>
<td>Steppingstone Scholars, Inc.</td>
<td>Provides rigorous educational programming and support for talented underserved students.</td>
</tr>
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<td>Provides rigorous educational programming and support for talented underserved students.</td>
</tr>
<tr>
<td>Southeast Asian Mutual Assistance Association Coalition (SEAMAAC)</td>
<td>Supports and serves immigrants and refugees and other politically, socially and economically marginalized communities.</td>
</tr>
<tr>
<td>Center for Advocacy for the Rights and Interests of the Elderly (CARIE)</td>
<td>Promotes the well-being, rights, and autonomy of older adults through advocacy, education, and action.</td>
</tr>
<tr>
<td>Women’s Center of Montgomery County</td>
<td>Focuses on freedom from domestic violence and other forms of abuse.</td>
</tr>
</tbody>
</table>

**FUNDING STRATEGY**

**STRATEGIC PARTNERSHIPS & COLLABORATIONS**

**BOARD DEVELOPMENT**
Community Learning Center
Community Learning Center helps low-income adults in Philadelphia gain academic and employment skills.
BOARD DEVELOPMENT

Governance

GREATER PHILADELPHIA BOARD OF DIRECTORS*

Dean Miller, Board Chair
Philadelphia Alliance for Capital & Technologies
The Wharton School

Robert Levin, Treasurer
CIS Ventures, LLC
Harvard Business School

Marissa Cherian
Marissa Cherian LLC
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Ian Waxman
Navigate

Stephen A. Zipf, Jr.
Hampton-Haddon Markering Corp.
Harvard Business School

Ex Officio
Beth Dahle
Compass
Executive Director, Greater Philadelphia

*Notes current employer and MBA program, where applicable.

“I really felt like the Compass team’s impact was immediate and HUGE. We also got to see some of our recommendations implemented immediately.”

JOUNCE PARTNERS TEAM MEMBER
Special Thanks

We are thankful for financial contributions from the following companies:

- Accenture
- Blank Rome
- Comcast
- Firstrust Bank
- Haverford Trust Company
- J.P. Morgan
- Mercer
- Morgan, Lewis & Bockius
- Navigate
- PwC
- SEI
- Turnaround Management Association
- UGI Corporation
- Vynamic
- ZS Associates

Volunteers from our Corporate Partners

We thank the following volunteers from our Corporate Partners:

- Accenture
  - Maximilian deLone
  - Jade Jackson
  - Paulette Midgette
  - Nick Mraz
  - Meera Patel
  - Senem Sezgi
- Blank Rome
  - Matthew Altomare
  - Molly Crane
  - Kathy Herman
  - Richard McMahon
  - Joe Mintz
  - Anshoo Patel
  - Mathew Rothenberg
  - Adam Sansweet
- Comcast
  - Laura Ajaeb
  - Alexis Carroll
  - Allison Firely
  - Eric Heisler
  - Nick Koncherkov
  - Melissa Lapp
  - Micaela Larson
  - Kristy Leong
  - Nathaniel Mormann
  - Azam Mukhtar
  - Priyank Purohit
- Firstrust Bank
  - Julie Hearn-Nicely
- Haverford Trust Company
  - Dane Collins
  - Michael Maxwell
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  - Pamela Dixon
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  - Matt Caddy
  - Amber Del Baggio
  - Miguel Rilloraza
  - Tyler Torres
- Morgan Lewis & Bockius
  - Michele Martin
  - Francis Mirabello
  - John O’Brien
- Navigate
  - Joseph Abesh
  - Amber Cifrese
- PwC
  - Aleksandra Davis
  - Jeff Koung
  - Minaz Mavany
  - Drew Miller
  - Jennifer Waughtrel
- SEI
  - Harmee Arora
  - James Jencarelli
  - Amir Kansal
  - Robert Muse
- UGI Corporation
  - Andrew Allison
  - John Cook
  - Brendan Heck
  - Eric Jacob
  - Anne-Laure Thiemele
- Vynamic
  - Samantha Farmer
- ZS Associates
  - Haesun Burris-Lee
  - Evan Marks
  - Colin Taggart

5th Anniversary Celebration Sponsors

We appreciate volunteer recruiting support from the following:

- Accenture
- Blank Rome
- Comcast
- Firstrust Bank
- Haverford Trust Company
- J.P. Morgan
- Mercer
- Morgan, Lewis & Bockius
- Navigate
- PwC
- SEI
- Turnaround Management Association
- UGI Corporation
- Vynamic
- ZS Associates

Event Support

We could not hold our orientations, information sessions, and trainings without the generosity of the following organizations:

- Baker Tilly
- Blank Rome
- Chamber of Commerce for Greater Philadelphia
- Fork Restaurant and Ellen Yin
- Independence Blue Cross
- Morgan Lewis & Bockius
- Navigate
- Pennsylvania Academy of the Fine Arts (PAFA)
- PwC
- Snap Kitchen
- ZS Associates
Every donation to Compass stretches deep into the community, making high-level, pro bono consulting available to the Greater Philadelphia nonprofit community. Every $1 donated to Compass translates into $9 of consulting services back to the nonprofit community.

In 2017-2018, Compass volunteers provided the market equivalent of $2,459,200 in strategic consulting, deep into the community, making every $1 available to the Greater Philadelphia nonprofit sector.

Compass gratefully acknowledges the generous supporters who made our work with 16 Greater Philadelphia nonprofit sector.

Note: This list reflects donations received between July 1, 2017 and June 30, 2018

### Benefactors

$10,000 and above
- Falconhead Foundation
- Green Street Donor Fund
- JMC Fund

### Patrons

$5,000-$9,999
- Jack Crowely
- Robert Levin
- Peter G. Schlotterer & Elizabeth M. Zif
- Charitable Trust
- Richard Sternhell

### Leadership Circle

$2,500-$4,999
- Dean Miller
- Brent Martin and Cruz Velasco
- Ed DeLussey
- Beth and David Dahle
- Marissa and Saj Cherian

### Director’s Circle

$1,000-$2,499
- Richard Sternhell
- Charitable Trust
- Peter G. Schlotterer & Elizabeth M. Zipf
- Robert Levin
- Jack Crowley

### Supporters

$500-$999
- Carrie and David Brodsky
- Pamela Dixon
- Steven Gord
- Michelle Hong
- Jeff Koung*
- Suzanne Laporte
- Francis Mirabello*
- Michele Molano
- Julie* and Eric Orts
- Dan Rader

### Donors

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<td>$100-$249</td>
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<td>Julie* and Eric Orts</td>
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### Corporate Match

Compass gratefully acknowledges the companies that match employee contributions or volunteer hours, as well as the individuals who apply for these matching funds and direct corporate support to Compass.

### Foundation Supporters

We are grateful to the following foundations whose support allowed us to reach so many nonprofits this year. With much gratitude, we acknowledge:

- Connelly Foundation
- Dolfinger-McMahon Foundation
- The Alfred and Mary Douty Foundation
- Hassel Foundation

### Corporate Match

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- Megan Bouquet |
- Katie Shredder |
- Valued on 2017-18 volunteer |

### Directors Circles

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- Connelly Foundation
- Dolfinger-McMahon Foundation
- The Alfred and Mary Douty Foundation
- Hassel Foundation
The Compass opportunity was a unique and an immensely valuable experience for ACHIEVEability. The volunteers deeply cared about our families and approached the work with compassion and a tireless commitment to providing a useful, practical product. The project helped us understand how to grow services within ACHIEVEability, while best optimizing our resources. Additionally, there were unexpected ‘wins’ in that we learned about new funding opportunities, as well as grounding our leadership team and board in a better understanding of how we can take ACHIEVEability to the next level.”

ACHIEVEABILITY
GREATER PHILADELPHIA

CLIENT SELECTION COMMITTEE
Anne Andres, Jack Crowley, Lawana Dumas, Sharon Gallagher, Steve Laux, Lisa Loughney, Dianne Marone, Barbara Mihatov, Michele Molano, Judit Nagy-Eichelberger, Julie Orts, David Othmer, Julie Pare, Michael Plunkett, Jay Rose, Richard Sternhell, Anne-Laure Thiemele

PROJECT ADVISORS
Rob Levin, Barbara Mihatov, Michele Molano, Jay Rose, Ian Waxman, Steve Zipf

SERVICE LINE TRAINERS
Anne Andres, Rob Levin, Jonathan Martha, Mat Rotenberg

PROJECT LEADER INTERVIEW COMMITTEE
Anne Andres, Lawana Dumas, Steve Laux, Rob Levin, Barbara Mihatov, Dean Miller, Michele Molano, Judit Nagy-Eichelberger, David Othmer, Jay Rose, Mike Viola, Ian Waxman, Steve Zipf

POSITIONING PROJECT ADVISORY TEAM
Brent Martin

VOLUNTEER CONTEST
Thank you to the following Project Teams that reached 100% participation in the Volunteer Contest:
Bethesda Project
Chester County OIC
Living Beyond Breast Cancer
Philadelphia Higher Education Network for Neighborhood Development (PHENND)
Southeast Asian Mutual Assistance Association Coalition (SEAMAAC)

And special thanks to:
• Robb Muse and Elizabeth Tabas for their leadership of the Volunteer Contest

We would like to wish luck to our volunteers who plan to enroll in MBA programs this fall.

PARTNERING BUSINESS SCHOOL ALUMNI CLUBS
We are grateful for the continued support of the following local business school alumni clubs:
Columbia Business School
Fuqua School of Business at Duke
Georgetown University McDonough School of Business
Haas School of Business at the University of California Berkeley
Harvard Business School
Johnson Graduate School of Management at Cornell
Michigan Ross School of Business
MIT Sloan School of Management
Northwestern Kellogg School of Management
NYU Stern School of Business
Stanford Graduate School of Business
Tuck School of Business at Dartmouth
UNC Kenan-Flagler Business School
University of Chicago Booth School of Business
University of Texas McCombs School of Business
University of Virginia Darden School of Business
The Wharton School at the University of Pennsylvania
Yale School of Management

Clients 2013-2017

“I enjoyed working with a diverse group of people in a team environment that leveraged more of the skill set I developed in business school to help make a nonprofit improve how it functions. It is very rewarding to give back to your community in a way that is more impactful than just simply writing a check. It is a great multiplier effect!”

JOUNCE PARTNERS TEAM MEMBER

“As a nonprofit with very little access to funds for high-quality consulting, SEAMAAC could not have asked for a more stellar team than the one that Compass assigned to us. It would have taken us months to put a team like this together even if we had the funds to pay. The Compass project may be potentially the most impactful project I have had in my 13 years as CEO.”

SEAMAAC
“Based on the research and analysis the team provided to us, we have not only a clear sense of our growth opportunities, we can also better articulate our value to the field.”

ENRICH CHICAGO
St. Martin de Porres House of Hope
St. Martin de Porres House of Hope creates a safe and healing community for homeless women and their children.

FUNDING STRATEGY

Center for Conflict Resolution
The Center for Conflict Resolution works with individuals, communities, courts and other institutions to manage and resolve conflict.

FUNDING STRATEGY

Youth Outreach Services
Youth Outreach Services promotes the strengths and abilities of youth and families by empowering each to face life’s challenges with confidence, competence and dignity.

STRATEGIC ALIGNMENT

Northwest Side Housing Center
The Northwest Side Housing Center engages, educates and empowers the community through housing counseling, financial education, community organizing, outreach, advocacy and support.

BOARD DEVELOPMENT
The University of Chicago Crime Lab partners with government agencies to help design and test promising ways to reduce the social harms from both crime and the administration of criminal justice.

**FUNDING STRATEGY**

Enrich Chicago collaboratively develops a replicable and sustainable plan that creates new pathways for ALAANA (African, Latino, Asian, Arab, Native American) people to arts organizations.

**STRATEGIC ALIGNMENT**

Perspectives Charter Schools
Perspectives provides students with a rigorous and relevant education in preparation for college and life.

**BOARD DEVELOPMENT**

“Compass is an amazing organization and I feel lucky to be part of a wider cause that drives society forward.”

**YOUTH OUTREACH SERVICES DEPUTY PROJECT LEADER**

“My previous experience with nonprofits never involved actually strategically helping the nonprofit in self-identified areas. This experience really made me feel like I was making a positive difference and impact on something that mattered and was directly helping other people (a feeling I haven’t really felt at my current job).”

**ST. MARTIN DE PORRES HOUSE OF HOPE TEAM MEMBER**

University of Chicago Crime Lab
The University of Chicago Crime Lab partners with government agencies to help design and test promising ways to reduce the social harms from both crime and the administration of criminal justice.
Governance

**CHICAGO BOARD OF DIRECTORS**

Howard Katz, Board Chair  
The HAVI Group  
Kellogg School of Management

Matt Burnham  
Dragonfly Group  
Kellogg School of Management

Jason Felger  
Jump Capital  
University of Chicago Booth School of Business

Stuart Frankel  
Narrative Science

Karianne Gomez  
Network of Executive Women  
Kellogg School of Management

Robin Goolsbee  
Business Talent Group  
Harvard Business School

Armita Hayden  
Sprout Social  
MIT Sloan School of Management

Michael Humphansky  
City Capital Ventures  
Darden School of Business

Suzanne Laporte  
Compass  
Harvard Business School

Peter Lindau  
DLA Piper

Michael Locke  
Giles Richard  
Kellogg School of Management

Julie Maner  
Kellogg School of Management

Tracey Pavlishin  
A.T. Kearney  
University of Chicago Booth School of Business

Kitty Rothschild  
CASEL

*Notes current employer and MBA program, where applicable.

“...working with my team and helping a nonprofit – seeing the work that the nonprofits do with so few resources is really inspiring”  
THE RENAISSANCE COLLABORATIVE

DEPUTY PROJECT LEADER

The Renaissance Collaborative
The Renaissance Collaborative promotes self-sufficiency through a network of supportive housing, employment training, and job placement, as well as educational services.

FUNDING STRATEGY
Special Thanks

CORPORATE SUPPORTERS

We also appreciate volunteer recruiting support from the following:

Accenture
A.T. Kearney
Bain & Company
Boston Consulting Group
DLA Piper
Deloitte
Jones Day
Olive Wyman
Point B Consulting
PwC
William Blair
ZS Associates

EVENT SUPPORT

We could not hold our orientations, information sessions, and trainings without the generosity of the following organizations:

Access Living
Antique Taco
A.T. Kearney
Bennett Day School
City Capital Ventures
DLA Piper
Forefront
Howells & Hood
The Marketing Store
Narrative Science

VOLUNTEERS FROM OUR CORPORATE PARTNERS

We thank the following volunteers from our Corporate Partners:

Accenture
Brian Lipman
Boston Consulting Group
Azucena Flores
Lauden Raouf
Jones Day
Beth Vogel
Hunter Wiggins
Liz Winiarzki
Point B Consulting
Paul Rolley
PwC
Jeff McAleer
Rahul Sangal
ZS Associates
Alex Clisham
Erfan Hobel
Oybi Okoroafor
Augustine Santillian
Shuan Tang
Brian Thompson

Every donation to Compass stretches deep into the community, making high-level, pro bono consulting available to the Chicago nonprofit community. Every $1 donated to Compass translates into $9 of consulting services back to the nonprofit community.

In 2017-2018, Compass volunteers provided the market equivalent of $1,305,600 in strategic consulting, free of charge to Chicago's nonprofit sector.

Compass gratefully acknowledges the generous supporters who made our work with nine Chicago nonprofits possible in 2017-18.

Note: This list reflects donations received between July 1, 2017 and June 30, 2018

BENEFICIARIES

$10,000 and above
Stuart Frankel and Rita Mirman
Howard and Rachel Katz
Julie and Andy Maner

PATRONS

$5,000-$9,999
Matthew and Sheilah Burnham
J. Michael and Heather Locke

LEADERSHIP CIRCLE

$2,500-$4,999
John DeBlasio
Karianne and Joe Gomez
Michael and Amanda Humenansky
Richard and Debbie Learner
Kitty and David Rothschild

DIRECTOR’S CIRCLE

$1,000-$2,499
Scott Attar
Mark Landolt
Peter and Stacy Lindau
Natalie Tessler*

SUPPORTERS

$500-$999
ASLAN Fund
Robert Crowe*
Daniel and Bonnie Katz
Suzanne Laporte
Tracey Pavlishin and Kurt Duncan

$250-$499
Amita and Rhyam Curtis*
Rahul Sangal*

$100-$249
Amy and Joe Kartheiser
Frank Kastelic
William Landweb*
Melissa Lapica*
Chuck Loether*
Christophar Mayerfeld*
Shiven Shah*
Landon Spitalnik*
Aaron Toppinton*
Candace Turner*
Dana Vielmetti*
Julie Walther

Up to $100
Anonymous (3)
Eric Alten
Bernie Bakalar*
Eduardo Cisneros*

CORPORATE MATCH

Compass gratefully acknowledges the companies that match employee contributions or volunteer hours, as well as the individuals who apply for these matching funds and direct corporate support to Compass.

Takeda
Dana Vielmetti*

PwC
Becca Jhung*
Rahul Sangal*

*denotes 2017-18 volunteer

FOUNDATION SUPPORTERS

We are grateful to the following foundations whose support allowed us to support local nonprofits in our first year. With much gratitude, we acknowledge:

Ventas Charitable Foundation

*2017-18 Annual Report*
Service Line Distribution

Volunteers

Special Recognition

Clients 2016-2017

CHICAGO PROJECTS

Center for Conflict Resolution
Dana Vielmetti, Project Leader
Robert Crowe, Christine Lutz, Leonid Mindyk, Maxwell Odema, Rahul Sangal

Enrich Chicago
Robert Cohen, Project Leader
Rene Peolalinde, Deputy Project Leader
Eric Allen, Miranda Da Costa, Dasiely De Freitas, Brian Lipman, Patricia Menica, Onyi Okonkwo, Toby Sachs

Northwest Side Housing Center
Brian Thompson, Project Leader
Sharon Alexander, Deputy Project Leader
Bernie Bakalar, Alex Clisham, Bill Houston, Donald Joseph, Kapil Kalokhe, Rahul Sharma, Mary Ellen Woods

Perspectives Charter Schools
Melissa Lapica, Project Leader
Steve Kim, Deputy Project Leader
Bob Carpenter, Amrita Curtis, Kevin Dundeck, Azucena Flores, Paul Rolley, Natalie Tessler, Liz Winarski

The Renaissance Collaborative
Revo Cat Murayi, Project Leader
Lauren Raouf, Deputy Project Leader
Ethan Hobel, Chuck Lothier, Noah Raether, Ishita Sharan, Shuan Tang

St. Martin de Porres House of Hope
Romana Khan, Project Leader
Justin Shiou, Deputy Project Leader
Dinesh Gane-Palmer, Lory Mishua, Eliza Falmel, Eugenija Stojchevska, Beth Vogel, Ralanda Webb

University of Chicago Crime Lab
Kate Dempsey, Project Leader
Elizabeth Diebolt, Deputy Project Leader
Jeremy Lee, Christopher Mayfield, Ronen Nandi, Landon Spitalnik, Aaron Toppston, Hunter Wiggins

Volunteers of America of Illinois
Eduardo Cineros, Co-Project Leader
Todd Martin, Co-Project Leader
Sam Flavin, Alyssia Portee, Augustine Santillan

Youth Outreach Services
William Landwehr, Project Leader
Shiven Shah, Deputy Project Leader
Danielle Lazarowitz, Jeff McAleer, Andrea Moreno, Ruth Sotak, Candace Turner

CLIENT SELECTION COMMITTEE
Amrita Curtis, Kate Dempsey, Matt Fisher, Stuart Frankel, Michael Humenansky, Romana Khan, Bill Landwehr, Peter Lindau, Kelly Meissner

VOLUNTEER CONTEST
Thank you to the following Project Teams that reached 100% participation in the Volunteer Contest:

Enrich Chicago
Perspectives Charter Schools

And special thanks to:
Romana Khan and Melissa Lapica for their leadership of the Volunteer Contest

We would like to wish luck to our volunteers who plan to enroll in MBA programs this fall.

PARTNERING BUSINESS SCHOOL ALUMNI CLUBS
We are grateful for the continued support of the following local business school alumni clubs:

- Columbia Business School
- Fuqua School of Business at Duke
- Georgetown University McDonough School of Business
- Haas School of Business at the University of California Berkeley
- Harvard Business School
- Johnson Graduate School of Management at Cornell
- Michigan Ross School of Business
- MIT Sloan School Management
- Northwestern Kellogg School of Management
- NYU Stern School of Business
- Stanford Graduate School of Business
- Tuck School of Business at Dartmouth
- UNC Kenan-Flagler Business School
- University of Chicago Booth School of Business
- University of Texas McCombs School of Business
- University of Virginia Darden School of Business
- The Wharton School at the University of Pennsylvania
- Yale School of Management

“Everything was well-managed. Our Project Leader was terrific, and communicated with us every step of the way to make sure we were all aligned about goals, timelines, and deliverables.”

UNIVERSITY OF CHICAGO CRIME LAB
“As a first-time volunteer, I really appreciated the opportunity to contribute my skills and experience to the client in a meaningful way, and to know that the client felt well served by my team’s effort.”

BEACON HOUSE TEAM MEMBER

We Happy Few Productions
We Happy Few presents stripped-down, small cast, ensemble productions with a group of talented artists, providing unique perspectives on classic texts.

INCUBATOR
### Financials

#### REVENUE
- **Individuals**: 32.6% | $404,427
- **Foundations**: 32.5% | $403,000
- **Corporations**: 17.9% | $222,150
- **Other**: 17.1% | $212,176
- **TOTAL**: $1,241,753

#### EXPENSES
- **Program**: 75.0% | $944,166
- **Management and General**: 13.1% | $164,192
- **Development**: 11.9% | $150,204
- **TOTAL**: $1,258,562

#### REVENUE GROWTH: 2012-2018

```
Financials

$1,250,000  $1,000,000  $750,000  $500,000  $250,000
```

### Compass Staff

#### COMPASS NATIONAL
- **Suzanne B. Laporte**: President
- **Wendy Gualtieri**: Chief of Staff
- **Nicole Majestic**: Deputy Development Director
- **Sally Sloan**: Chief Financial Officer

#### GREATER WASHINGTON
- **Nalini Rogers**: Director, On Board
- **Hallie Smith**: Director of Consulting Programs
- **Caroline Szakats**: Assistant Program Manager

#### GREATER PHILADELPHIA
- **Beth Dahle**: Executive Director
- **Tricia Handza**: Program Manager

#### CHICAGO
- **Natalie Tessler**: Executive Director
- **Julie Walther**: Director of Consulting Program

"I appreciate all the great work Compass does to make this a meaningful and productive volunteer experience."

WONDERS TEAM MEMBER
Strategic Plan

STRATEGIC PLAN GOALS: 2017-2022

Goal 1: Continue to increase Compass’ national presence through expansion to select, major metropolitan areas and through new opportunities that address nonprofits’ most strategic needs.

Goal 2: Continue to provide the highest quality experience for everyone engaging with Compass in order to ensure improved outcomes for local communities.

Goal 3: Become a leader in supporting nonprofits that need assistance when they are considering or implementing a merger.

Goal 4: Build the internal infrastructure and technology capabilities to support a growing, national organization.

Goal 5: Establish systems and processes to generate sustainable funding to enable Compass to thrive in existing cities and expand to new ones.

Goal 6: Ensure the governance practices that provide a strong back bone for both the national board and local city boards.

Awards

BOARD AWARD

The Center for Nonprofit Advancement awarded Compass the 2018 Board Leadership Award Honorable Mention. With support and input from area experts, the Center created this award to recognize and spotlight outstanding leadership from nonprofit Boards of Directors in the Greater Washington area. The award recognizes the role boards play in building and sustaining successful organizations. By executing their fiduciary and leadership responsibilities, board members ensure their organization is well led, well supported and responsive to the people and communities it serves.

“I think this is one of the best run volunteer organizations I’ve ever worked with. Great job!”
THEATER J TEAM MEMBER