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2018-19 CLIENTS

Greater Washington Classic Clients

Arc of Northern Virginia

Arlington Arts Center

Beacon House

Child & Family Network Centers

Community Lodgings

Dance Place

ECHO

Encore Stage & Studio

The Fishing School

Girls on the Run of Montgomery County

Hero Dogs

Hope for Henry

House of Ruth

Vol. 16, No. 1

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FROM THE PRESIDENT

This Could Be Your Year for Compass

When my children were young, one of our favorite books was *Alexander and the Terrible, Horrible, No Good, Very Bad Day*. The book tells the story of a young boy going through a day when everything goes wrong. As a result, throughout the day, he keeps thinking that he should move to Australia. At the end of this tough day, Alexander's mother tells him kindly that some days are like this, even in Australia. I've always loved the message of the book, because everyone faces challenging times. Sometimes it's a day; sometimes it's longer. What I've seen in the nonprofit sector is that we sometimes find ourselves in the middle of a year we weren't expecting. It's not even necessarily all bad. It may just be a lot to navigate at once. We often hear about the excitement, worry and surprises that can be part of a typical year for nonprofits.

As a nonprofit ourselves, we understand the unique challenges of the sector. Nonprofits have to manage, and be prepared for, the good and the bad. We know when donors change funding priorities, for instance, nonprofits must adjust to new financial realities. At the same time, reporting to a board of five, 10 or 20 people brings its own challenges as Executive Directors adjust to changing board chairs and board members. And even in the nonprofit sector, the competitive landscape can change. Nonprofits have to be ready to adapt their strategies when the external environment moves around them.

One inclination when things heat up is to hunker down and pull in. Another option is to find the support you need to weather the storm or take advantage of new opportunities. No matter what kind of year a nonprofit is having, our goal is to make every one of your years easier, so you can more easily serve the people who need you.

I am always excited this time of year to announce that our Client Application has just opened (see details below). Because we know that strong boards, diversified funding, and considered strategies are the foundations for any nonprofit, we offer pro bono consulting projects in Board Development, Funding Strategies, and Strategic Alignment. In addition, we offer Strategic Planning, Partnerships & Collaborations, and Strategic Marketing projects. We will also continue to pilot a few Strategic Technology projects in 2019-20.

Every year is a good year to consider a Compass project. Sometimes when all the stars have aligned, nonprofits come to Compass to explore new ideas or test out items on a wish list. In more challenging times, nonprofits turn to Compass for an outside perspective on how to shore up operations and manage

Housing Unlimited
Identity
Junior League of Washington
Kid Power
Rosemount Center
SEED SPOT
Tudor Place
Two Rivers Public Charter School
The Washington Ballet
Greater Washington Micro Clients
4615 Theatre Company
Abramson Scholarship Foundation
The Actors' Center
Aid Association for the Blind of DC
Alliance for New Music-Theatre
City Kids Wilderness Project
Common Good City Farm
Compass
Congressional Chorus
The Family Place
GALA
Horizons Greater Washington
Kiwaniis Foundation of DC
Live It Learn It
McLean Project for the Arts
Shout Mouse Press
Synetic Theater
Theatre Prometheus
Washington Area

through the bumps. With Compass, nonprofit leaders don't have to wait for the perfect year to do that very important project. Because truthfully, in the nonprofit sector, there is rarely a perfect year.

Although still in the middle of an unexpected year myself, the spring makes me optimistic. Maybe it's the graduations around the corner that have me thinking about new beginnings. While things may not be better in Australia, they may be better next year. Give us a call to talk about how we can help your nonprofit. We're here for you. Next year could be a great year to work with Compass.

Warmest regards, and happy spring!

Suzanne

CLIENT APPLICATION FOR 2019-20 PROJECTS

Compass' Client Application for 2019-20 is now available for Greater Washington area nonprofits. The deadline for applications is June 7 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, Partnerships & Collaborations, Strategic Alignment, Strategic Planning (two-year projects), Strategic Marketing, and Technology Pilot. 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 May 3. See details below.

JOIN US FOR A PROSPECTIVE CLIENT INFO SESSION - FRIDAY, MAY 3

If you are considering applying for a Compass pro bono consulting project, please join us on May 3 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

Performing Arts Video Archive

WINNERS Lacrosse

Washington Literacy Center

The Welders

Greater Philadelphia Classic Clients

African-American Chamber of Commerce

Art-Reach

After School Activities Partnerships

Campus Philly

Commonwealth Youthchoirs

Congreso de Latinos Unidos

Council of Spanish Speaking Organizations (Concilio)

Face to Face

Families Forward Philadelphia

Fred's Footsteps

Hopeworks 'N Camden

Philadelphia Education Fund

Philadelphia VIP

Senior Adult Activities Center of Montgomery County (Monto SAAC)

Greater Philadelphia Micro Clients

The Center For Returning Citizens

Frontline Dads

Our Closet

Peter's Place

Philadelphia Auto and Parole Inc. Reentry

Why Not Prosper

Date: Friday, May 3

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.

If you have any questions about the Information Session, please contact Caroline Szakats at cszakats@compassdc.org.

2019-20 CONSULTING 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.

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

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

Technology Strategy - Compass will offer a limited number of Technology Strategy pilot projects focusing on how technology can enable or enhance an organization's ability to deliver on its mission.

COMPASS BOARD MATCHING AND BOARD TRAINING

We are completing our On Board spring cohort and plan to match 20 nonprofits with board candidates. We're also planning for the second annual Sorkin Center Board Training in May, with plans for additional training sessions in the fall. Please contact Nalini Rogers at nrogers@compassdc.org for more information on On Board, and Jeff Franco at jfranco@compassdc.org for information about Sorkin Center board trainings.

2019 MICRO PROJECTS ANNOUNCED

Chicago

Academy for Urban
School Leadership

America SCORES
Chicago

Chicago Fire Foundation

Chicago Women's Health
Center

Chinese Mutual Aid
Association

CommunityHealth

Facing Forward

Gary Comer Youth
Center

HANA Center

SAGA Innovations

Victory Gardens Theater

We're thrilled to announce our 2019 Micro Project clients, which began in January and will run until June.

4615 Theatre Company
Abramson Scholarship Foundation
The Actors' Center
Aid Association for the Blind of DC
Alliance for New Music-Theatre
City Kids Wilderness Project
Common Good City Farm
Compass
Congressional Chorus
The Family Place
GALA
Horizons Greater Washington
Kiwanis Foundation of DC
Live It Learn It
McLean Project for the Arts
Shout Mouse Press
Synetic Theater
Theatre Prometheus
Washington Area Performing Arts Video Archive
WINNERS Lacrosse
Washington Literacy Center
The Welders

WE COULDN'T DO IT WITHOUT

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We couldn't put together our talented consulting teams without

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

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

SUPPORT COMPASS, SUPPORT LOCAL NONPROFITS

This year, Compass is connecting over 320 business professionals with 45 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 \$10 of 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 2018-19 project year, please [donate now](#).

DONATE NOW