

In This Issue

- [Client Application](#)
- [Prospective Client Information Session](#)
- [Service Lines](#)
- [Supporters](#)
- [Donate](#)
- [Partner Business Schools](#)

Join Our List

[Join Our Mailing List!](#)

2018-19 Clients

**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

Vol. 16, No. 1

April 2019

**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 myself, 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 Strategy, and Strategic Alignment. In addition, we offer projects around Partnerships & Collaborations and Strategic Marketing.

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

Senior Adult Activities  
Center of Montgomery  
County

**Greater Philadelphia  
Micro Clients**

The Center for Returning  
Citizens (TCRC)

Frontline Dads, Inc.

Our Closet

Peter's Place

Philadelphia Auto and  
Parole Inc. Reentry

Why Not Prosper

**Greater Washington  
Classic Clients**

Arc of Northern Virginia

Arlington Arts Center

Beacon House

Child & Family Network  
Centers (CFNC)

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

Housing Unlimited

Identity

Junior League of  
Washington

Kid Power

Rosemount Center

Seed Spot

Tudor Place

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 CLASSIC PROJECTS**

Compass' [Classic Client Application for 2019-20](#) is now available for Greater Philadelphia 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 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 Philadelphia community
- Not promote a specific religious or political view
- Have an active board of directors

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 Beth Dahle to discuss at [bdahle@compassphilly.org](mailto:bdahle@compassphilly.org).

Or, plan to attend our Prospective Client Information Session on May 1. See details below.

**JOIN US FOR A PROSPECTIVE CLIENT INFO SESSION -  
MAY 1**

If you are considering applying for a Compass pro bono consulting project, please join us on May 1 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: Wednesday, May 1

Time: 9:30 a.m. - 11:30 a.m.

Location: Greater Philadelphia Chamber of Commerce,  
The Bellevue Philadelphia, 200 South Broad Street, Suite #700,  
Philadelphia, PA 19102

**Greater Washington  
Micro Clients**

- 4615 Theatre Company
- Abramson Scholarship Foundation
- The Actors' Center
- Aid Association for the Blind of the District of Columbia
- Alliance for New Music-Theatre
- City Kids Wilderness Project
- Common Good City Farm
- Compass
- Congressional Chorus
- The Family Place
- GALA, Grupo de Artistas Latinoamericanos
- Horizons Greater Washington
- Kiwanis Foundation of the District of Columbia
- Live It Learn It
- McLean Project for the Arts
- Shout Mouse Press
- Synetic Theatre
- Theatre Prometheus
- Washington Inner City Lacrosse Foundation (WINNERS Lacrosse)
- Washington Literacy Center
- Washington Area Performing Arts Video Archive (WAPAVA)
- The Welders
- Chicago**
- Center for Conflict

**2019-20 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 Strategy** - 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 Marketing** - Compass will help the client create an overarching marketing strategy to take advantage of new opportunities.

**WE COULDN'T DO IT WITHOUT**

We are grateful to these Foundations and Corporate Sponsors:

- Connelly Foundation
- Dolfinger-McMahon Foundation
- The Alfred and Mary Douty Foundation
- Hassel Foundation
- MKM Foundation
- Neubauer Family Foundation
- The Philadelphia Foundation



**DONATE**

Resolution  
Enrich Chicago  
Northwest Side Housing  
Center  
Perspectives Charter  
Schools  
The Renaissance  
Collaborative  
St. Martin de Porres  
House of Hope  
University of Chicago  
Crime Lab  
Volunteers of America of  
Illinois  
Youth Outreach Services

This year, Compass is connecting 148 business professionals with 20 nonprofit organizations through our pro bono consulting projects in Greater Philadelphia. 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](#)


## PARTNER BUSINESS SCHOOLS

We couldn't put together our talented consulting teams without skilled volunteers. We couldn't recruit the 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 their 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

## 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](#).

 Follow us on [Twitter](#).

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

