



GREATER WASHINGTON

Strategic Guidance. Stronger Nonprofits.

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2018-19 Clients

Greater Washington

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

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FROM THE PRESIDENT

'Tis the Season for Giving... Always

I drove a car from my home in Texas to my college in Massachusetts the summer before my junior year. Having a car on campus gave me independence, and let me do things like drive two hours to Boston on the spur of the moment for much needed Mexican food. However, my parents made it clear that I was not to drive to Chicago, where my boyfriend had started law school. It was simply too far. As the year went on, driving to Chicago sounded more and more appealing to me. Struggling with the idea of driving to Chicago without telling my parents, I reached out to my beloved aunt for advice. After hearing my dilemma, she responded as expected of my mother's sister and encouraged me to listen to my parents. However, as my favorite aunt, she also said that if I decided to go anyway and the car broke down along the way, I should call her for help. And with that, I knew she had my back. Gifts come in all different sizes. This one was huge.

At Compass, we are in the gifting business in the middle of the giving industry. We are a nonprofit that gives all year long to other nonprofits that give all year long. Together, we give to children and families, to the homeless and the disabled, to individuals needing support, and to communities that need the arts. Through Compass' pro bono consulting program, board matching program, and Sorkin Center training for nonprofit board members, Compass gives back to the communities we serve - in every season.

Through our programs, we provide an efficient way for business professionals to give back as well. Compass volunteers give their time, expertise and experience. In 2017-18, Compass enabled professionals in Greater Washington to give approximately 20,600 hours of consulting services to the nonprofit community - at no charge to the nonprofits. For volunteers, the value of making a difference in their community is personal. For Compass, the long-term value of engaging more than 400 professionals in the local nonprofit sector each year is so deep and lasting as to be incalculable.

With the end of the calendar year approaching, and the holiday season just upon us, giving is on the top of everyone's mind. As you think about your giving, I hope you'll consider a contribution to Compass. Each dollar you donate turns into \$10 of services back to local nonprofits. With many Compass volunteers staying engaged in the nonprofit sector for years after their first Compass project, Compass is a gift that keeps on giving. After December 31, you can also consider volunteering on a Compass Micro Project (details below) or applying to be placed on a nonprofit board (details also below).

As a nonprofit, there is not one single season for giving. It's just what we do.

Housing Unlimited

Identity

Junior League of
Washington

Kid Power

Rosemount Center

SEED SPOT

Tudor Place

Two Rivers Public
Charter School

Greater Philadelphia

African-American
Chamber of Commerce

Art-Reach

After School Activities
Partnerships

Commonwealth
Youthchoirs

Congreso de Latinos
Unidos

Council of Spanish
Speaking Organizations

Face to Face

Families Forward
Philadelphia

Fred's Footsteps

Hopeworks 'N Camden

Philadelphia Education
Fund

Philadelphia VIP

Senior Adult Activities
Center of Montgomery
County

Chicago

Academy for Urban
School Leadership

America SCORES
Chicago

Chicago Fire Foundation

Chicago Women's Health
Center

Back in college, I decided not drive to Chicago, because ultimately, I'm a rule follower. Also, I didn't want to call my aunt if something went wrong. However, from the day she and I spoke, I knew that my aunt had my back. She has never wavered. That is still huge, and it's still a gift.

Thank you for your gifts to Compass, gifts that allow us to never waver in our support for local nonprofits. From all of us at Compass, we wish you a wonderful holiday season and all the best for the New Year!

Warmly,

Suzanne

JOIN COMPASS VOLUNTEERS AND GIVE TO COMPASS

Over the past month, almost 300 volunteers across all three Compass Cities raised over \$32,000 for Compass. Funding supports our unique pro bono consulting program, ensuring we have the infrastructure and staff to carefully select, train and support our nonprofit clients and volunteers.

We appreciate our volunteers for ALL that they do for Compass, but we can't do our work with their support alone. Please join this year's volunteers by making a tax-deductible gift to Compass. You can make a secure donation here:

[DONATE NOW](#)

Thank you for supporting Compass, which ultimately benefits many nonprofits that we serve and the many people with whom they work.

WELCOMING NEW COMPASS STAFF

Compass is pleased to welcome these individuals to the Compass staff.

[Leah Craft](#) joins Compass as Director of Development. Leah began her career as a Senior Marketing Associate at the Corporate Executive Board. She has since served in senior development positions at leading local nonprofits, including Network For Good, Tahirih Justice Center, and Friendship Place. With more than 12 years of experience in fundraising, Leah has played critical roles in creating partnerships with philanthropists, family foundations, and civically-minded corporations alike. In her most recent position, Leah was the Director of Major Gifts at Friendship Place.

[Jeff Franco](#) joins Compass as Director of The Sorokin Center for Nonprofit Governance. Jeff served for 10 years as Executive Director of City Year Washington, DC. City Year is an education-focused nonprofit that brings together a diverse group of 17-24 year olds for a year of full-time service in the most underserved schools in DC. Prior to City Year, Jeff served as Director of Global Business Development and Project Manager at Voxiva, Senior Consultant at Deloitte Consulting, Associate Director of Marketing and Sales at the Corporate Executive Board, and a Consultant at the International Finance Corporation of the World Bank Group.

PLEASED TO RECOGNIZE 2018-19 PROJECT LEADERS

Chinese Mutual Aid Association
CommunityHealth
Facing Forward to End Homelessness
Gary Comer Youth Center (GCYC)
HANA Center
SAGA Innovations
Victory Gardens Theater

We're thrilled to have the following talented business professionals leading our Greater Washington pro bono consulting teams:

Tom Costello, Arc of Northern Virginia
Char Beales, Arlington Arts Center
David Snyderwine, Beacon House
Mark Kontos, Child & Family Network Centers
Chris Martin, Community Lodgings
Rhea Norwood, Dance Place
Colin Jones, ECHO
Adriel Pond, Encore Stage & Studio
Patrice Feinstein, Girls on the Run of Montgomery County
Julie Chapman, Hero Dogs
Hindy Shaman, Hope for Henry
Ken Schoppmann, House of Ruth
Sarah Stevens, Housing Unlimited
Susan Kearney, Identity (Board Development)
Chudi Uraih, Identity (Technology Strategy)
Margaret Mountjoy, Junior League of Washington
Chris Chiang, Kid Power
David Ware, Rosemount Center
Emily Liner, SEED SPOT
Karl Schwenkmeyer, The Fishing School
Webb Dryfoos, The Washington Ballet
Paula Jacobs, Tudor Place
Vicki Burns, Two Rivers Public Charter School
Roy Gamse, Two Rivers Public Charter School

RECRUITING VOLUNTEERS FOR MICRO PROJECTS

Compass offers a second round of pro bono consulting projects from January to June. These Micro Projects provide similar services to Compass' Classic Projects, but tend to be more narrowly focused and use smaller teams of volunteers. If you're interested in volunteering or in seeing the list of specific projects, please check the Compass website starting this Tuesday at compassprobono.org/washington-dc/current-clients/micro-clients/

LOOKING FOR A BOARD OR BOARD MEMBER?

Applications for the spring cohort of the Compass On Board program will be available on January 21. The On Board program strengthens nonprofit boards by matching business professionals with nonprofits seeking qualified board members, and then training the new board members and the boards of the nonprofits they join. Since the program's inception in 2014, Compass has placed 118 candidates onto the boards of 82 nonprofits with 24 nonprofit taking more than one candidate.

If you are interested in learning more about participating in the program as either a nonprofit or a board candidate, contact Nalini Rogers, Director of On Board at nrogers@compassdc.org or (202) 450-4312.

WE COULDN'T DO IT WITHOUT

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:

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

Thank you to our Corporate Supporters:

Booz | Allen | Hamilton



Arnold & Porter



**Hogan
Lovells**



Thank you to these Corporate Partners for assistance recruiting volunteers this year:

Abt Associates
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Blank Rome
Booz Allen Hamilton

Capital One
Hogan Lovells
IBM
Kaiser Associates
KippsDeSanto
Morgan Lewis
PwC
Sidley Austin LLP
World Bank Group

ANNOUNCEMENTS

HARVARD BUSINESS SCHOOL CLUB SCHOLARSHIPS FOR LOCAL NONPROFIT LEADERS: APPLY BY 1/4/19

The Harvard Business School Club of Washington, D.C. will award two scholarships to local nonprofit leaders so they can attend HBS' *Strategic Perspectives in Nonprofit Management* (SPNM) program.

Executive Directors, CEOs and presidents may apply. Their organizations must focus on service within Greater Washington, DC communities and have budgets of \$1,000,000 or more. Each leader should have at least one year of experience in their role. (Please see www.hbsdc.org/SPNM for full requirements.)

The program will be held July 14-20, 2019 on the Harvard Business School campus in Boston, MA. The scholarship covers program fees (\$6,500) and reimbursement for \$700 in travel expenses.

Completed applications (with current Form 990s) must be received no later than 5pm on Friday, January 4, 2019 at hbsdcsocialenterprise@gmail.com. Scholarship winners will be notified by March 29, 2019.

For more information and the application, go to www.hbsdc.org/SPNM.