

'09-'10 Annual Report



Strategic Guidance. Stronger Nonprofits.

THE YEAR IN REVIEW



2009-10 BOARD OF DIRECTORS

Cassandra Hanley, Chair Harvard MBA '02

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Nowell Rush Harvard MBA '76

Sally Sloan UVA, Darden MBA '92

Linda Youngentob Harvard MBA '87

Ari Zentner Chicago MBA '02

Suzanne Laporte, ex officio Harvard MBA '89 WE CONTINUED TO GROW our impact in the Greater Washington nonprofit community in 2009–10 with an increase in volunteers and programs. Compass provided teams of volunteer consultants to 21 nonprofits. We engaged 185 volunteers who provided the equivalent market value of more than \$2.3 million in pro bono consulting services to the DC nonprofit community. Here are some highlights of the year:

Increased Volunteer Interest—Compass received overwhelming response to volunteer recruiting efforts. Over 400 business professionals applied for 185 volunteer spots.

Impacted Client Boards—Over the years, many volunteers have "stayed" with their clients once their projects ended—as coaches, traditional volunteers, or donors. In addition, an occasional volunteer has joined his or her client's Board of Directors. We are thrilled that ten Compass volunteers joined their clients' Boards in 2010. This involvement at the Board level continues the strategic guidance started by the team, and strengthens Compass' long-term impact in the community.

Piloted Micro Projects—In January, Compass piloted projects for two nonprofits that are too small for our traditional program. These projects are shorter, more focused, and have smaller teams than traditional projects. The Micro Projects were so successful that Compass plans to roll-out a full roster of Micro Projects in 2010–11.

Created Industry Support Team—In support of the work being done by the Helen Hayes Awards and the Synetic Theater teams, a separate team of volunteers interviewed leaders at DC area theatres. Their research provided additional depth and an important perspective to the teams.

With nonprofits continuing to feel the adverse effects of the slow economy, Compass is proud to find new ways to provide strategic assistance to the nonprofit organizations that are serving the Greater Washington community. As we continue to innovate and see success at the client level, we are inspired more than ever to find ways to bring business professionals and nonprofits together. As one Project Leader said at the end of his project last year, he went into the project knowing what he could offer his client, but didn't expect what he received back from the experience. At Compass, we recognize the mutual benefit that both clients and volunteers receive from working together. That's impact we can't argue with.

We thank all of our supporters in 2009–10 who made this impact possible.

Cassandra Hanley Board Chair Suzanne B. Laporte Executive Director

DONORS

GOLD CIRCLE \$20,000 & above

Cassandra Hanley & Marc Sumerlin

BENEFACTORS \$10,000-\$19,999

Judy & Josh Weston

PATRONS \$5,000-\$9,999

Cathy & Brian Bernasek * Linda & Bob Youngentob

LEADERSHIP CIRCLE \$2,500-\$4,999

Sally Sloan & Tom Hentoff Hilary & Alex Joel Praveen & Kaili Jeyarajah ** Karen Mazze & Shanker Krishnan Nowell & Michelle Rush * Melissa & Frank Williams

\$1,000-\$2,499

Ernest Blackwelder Brian & Jennifer Coulter Dr. Robert Lipnick * Dan & Lee Ann McVane Jennifer Price Nick Reding Mr. & Mrs. Richard W. Shea, Jr. Michael & Toni Stoessl Ari Zentner

SUPPORTERS \$500-\$999

Laura & Jack Barker Jule & Greg Crider * Le Roy & Lindsay Eakin (in honor of Linda Youngentob) Dr. & Mrs. Randall Lewis Joel & Carolyn Nazdin John Rodgers 7 Fabian & Virginia Rosado Craig Schultz Thomas Steinmetz

\$250-\$499

Sameer Bhargava Jeanie Lee Boehmler Lisa Cannon Steven Farina Bethany Greer * Alisha Griffey Tory Joseph David & Anne Kendall Deborah Miller Diana Tyler 3 Ron & Deborah Weston

\$20-\$249

Scott Ableman * Firas Alkhatib * Anonymous Deborah & Donald Beers Gus Bessalel Greg Billings * Lyles Carr *

Roger Chen * Thomas Cody Maria Darie Jayme Epstein JoAnna & David Felsenthal Amy & Jonathan Gleklen Jose Goncalves Robert Green Robert Greenfield Carl Grossman * Maryann & Richard Hanley Kevin & Laura Hardy Ajay Jyoti Kevin Jeter Margaret Jobst Linda Kanefield & Norman Schneider Jamie Khanna * Darren Kowitt * Gina Lagomarsino Caroline & Cloyd Laporte Suzanne B. Laporte Steven Koinis * Bard Malovany Betsy & Ned Mandel Peggy Brady Marks Stephen Messner & Elizabeth Prelinger John & Joyce Nolan * Sharmeen Noor * Marie Perazella *

Gregg & Julie Petersmeyer

Mr. & Mrs. William Price Roe

Nancy & Henry Platt

Alan & Linda Rogers

Anthony Priest

Nisha Rai

Vicki & Tom Rollins Steven Rowe Ruwan Salgado Elizabeth Savage Phillip Savio Sonya Sbar * Glenn Scherrer * Joseph Sclafani * Karen & Jon Simon Elizabeth Sloan & Arthur Lichtenberger Palmer Sloan Aydin Tuncer * Vivian Chung Underwood * Mary Jo Veverka Robert Voight Charles (Chip) Warner * Carol Weil & David Medine Robert & Carole Winter * Alex Yellin **

WORLD BANK COMMUNITY CONNECTIONS FUND

Amira Amat Andrew Bartley Louise Fox Shanker Krishnan

CORPORATE MATCHING GIFTS

Cooper Industries Freddie Mac

CORPORATE SPONSORS

Booz Allen Avalere Health

FOUNDATIONS

ACT for Alexandria The Eugene & Agnes E. Meyer Foundation The Morris & Gwendolyn Cafritz Foundation The Max & Victoria Dreyfus Foundation William J. & Dorothy K. O'Neill Foundation

IN KIND DONATIONS

David Graling of Gelman, Rosenberg & Freedman for support for our audited financials & our IRS tax filing

DONATIONS THROUGH VEHICLES FOR CHANGE

Camellia Falcon Steve Nearman Susan Park

SPECIAL THANKS

The National Trust for Historic Preservation for providing space for our Volunteer Celebration



^{*2009–10} Volunteer

^{**} Compass Client Board Member

ANACOSTIA WATERSHED

Funding Strategy

The mission of AWS is to protect and restore the Anacostia river and its watershed communities by cleaning the water, recovering the shores, and honoring the heritage.



ANNAPOLIS SYMPHONY ORCHESTRA

Strategic Alignment

The mission of the ASO is to produce and present memorable symphonic music to increase the awareness, enjoyment, and appreciation of the music for audiences of all ages throughout the region.



2009-2010



THE ARC OF NORTHERN VIRGINIA

Board Development

The Arc provides advocacy and direct services for families, children, and adults living with intellectual and development disabilities, including guardianship, education, trust management, and many other programs.



BRIDGES PUBLIC CHARTER SCHOOL

Board Development

Bridges is a public preschool whose mission is to educate children with and without special needs. Bridges provides services before, during, and after the school day in order to help the development of the young children.



CAPITAL PARTNERS FOR EDUCATION

Strategic Alignment

CPE is a four-year, college preparatory program devoted to serving motivated, low income students in the Washington DC area who might not otherwise go on to college without CPE's scholarships, mentoring, and case management.

CLASS ACTS ARTS, INC.

Funding Strategy

Class Acts Arts brings a broad range of artistic disciplines and cultural traditions into the community to strengthen education, stimulate creative self-expression, and inspire a fresh view of the world.





COMMUNITY LODGINGS, INC.

Community Lodgings' mission is to lift families from homelessness and instability to independence and self sufficiency. Through housing programs, learning

centers, and community outreach, Community Lodgings provides these families with an opportunity to

Board Development

COMPASS PROJECTS



DISTICT ALLIANCE FOR SAFE HOUSING (DASH) Strategic Alignment

DASH creates safe housing and sustainable refuge for victims of domestic violence through the development and management of safe housing and related services.



GREATER PRINCE WILLIAM COMMUNITY HEALTH CENTER

Funding Strategy

The Community Health Center provides comprehensive primary health care services to ensure families in Greater Prince William have access to coordinated and affordable community based health services.



THE HELEN HAYES AWARDS

Strategic Alignment

The Helen Hayes Awards recognizes excellence in theatrical productions and performances, stimulates the development of the professional theatre community, and encourages the growth of audiences.

THE KINGSBURY CENTER

Strategic Alignment

The Kingsbury Center actively engages in research and practice to create leading-edge education and assessment of individuals with learning differences.

THE LAB SCHOOL OF WASHINGTON

Strategic Alignment

The mission of Lab school is to provide education to those that have moderate to severe disabilities. Through the daytime and night time schools, Lab School provides people with disabilities an opportunity to further their education.





2009-2010



LANGUAGE ETC

Funding Strategy

The mission of Language ETC is to empower and enable adult immigrants through education to become contributing and self-reliant community members.



NATIONAL CHILD RESEARCH CENTER

Strategic Alignment

NCRC is a preschool that provides a collaborative approach to preschool education in an environment that nurtures the whole child.



OATLANDS, INC.

Funding Strategy

Oatlands is dedicated to advancing historic preservation of the Oatlands historic property by preserving the past and engaging the future.

SCAN (STOP CHILD ABUSE NOW) OF NORTHERN **VIRGINIA**

Strategic Alignment

SCAN's mission is to promote the well-being of children, improve parent-child relations, and prevent child abuse and neglect.

PREGNANCY AID CENTERS (PAC)

Board Development

PAC's mission is to provide culturally sensitive, individualized medical and mental health care to low-income women and adolescents in Prince George's County.

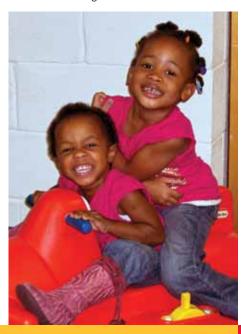


REALITY

Strategic Alignment

Reality provides affordable treatment for the community's chemically dependent and dually diagnosed population through residential drug and alcohol treatment along with counseling,





COMPASS PROJECTS



SYNETIC THEATER

Strategic Alignment

Synetic Theater seeks to advance and enrich the theater arts in the greater Washington area through its unique performance style, which fuses drama, movement, dance, mime and music.

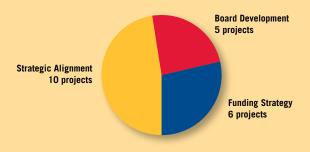


THE TREATMENT AND LEARNING CENTERS (TLC)

Board Development

The mission of TLC is to improve lives and expand possibilities for individuals with special needs.

Compass Service Line Distribution 2009–10



BOARD DEVELOPMENT projects help nonprofits build a solid foundation of governance, recruitment, training, committee structure, and meeting and committee practices.

FUNDING STRATEGY teams assess revenue sources and generation, review alternative opportunities, and develop a plan for diversifying sources of revenue.

STRATEGIC ALIGNMENT projects examine the client's mission, vision, beneficiaries, resources, desired changes, and strategic objectives and priorities to determine ways to achieve the greatest impact.



CLIENT INTERVIEW

During a recent interview, Carolyn Morrissey, Executive Director of Language ETC shared the following thoughts about her experience with Compass. Compass prepared a funding strategy for the organization during the 2009–10 project year.

HOW WOULD YOU DESCRIBE YOUR COMPASS EXPERIENCE? We learned a great deal of information about our organization and how to make improvements. We also developed a great relationship with our team, which allowed the process to run smoothly.

HOW HELPFUL WAS THE COMPASS VOLUNTEER TEAM? One thing they did that helped the whole process was get to know us as an organization. They came to our facilities and saw first-hand how we operate. This allowed the Compass team to have greater insight as to the changes we need. The team was able to think of unique ideas that benefited our organization in ways we didn't think of.

WHAT WAS YOUR FAVORITE PART OF THE COMPASS EXPERIENCE? Seeing everything come together in the final report. I stayed involved during the entire process. They were able to take a theoretical approach to the information gathered and translate that into a well-structured, practical plan.

WOULD YOU RECOMMEND COMPASS TO OTHER DC AREA NONPROFITS? Absolutely! Initially I was worried about how the time would be spent. The team did a really good job of using our time respectfully and gave a large amount of information and guidance that we can continue to use.

BOOZ ALLEN HAMILTON PARTNERSHIP

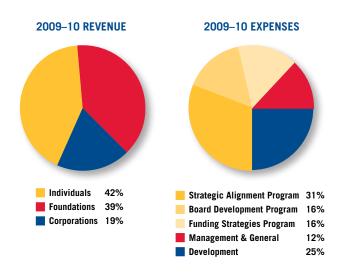
For several years, Booz Allen has been a tremendous supporter of the Compass program. Once again this year, Booz Allen supported Compass through a corporate sponsorship and employee volunteer service grants. In addition, Booz Allen helped us recruit volunteers by publicizing the Compass program internally.

Forty-seven Booz Allen employees served Washingtonarea nonprofits by participating on Compass pro bono consulting teams—reflecting Booz Allen's commitment to community service. The talent, dedication, and hard work of Booz Allen volunteers helped generate invaluable strategic guidance for Compass' clients, in a year when nonprofits needed support and clarity more than ever.

We are particularly grateful to Sharmeen Noor and Nolin Huddleston for their work as the Compass-Booz Allen liaisons in 2009–10. We also want to thank Joseph Suarez, Director of Community Relations, and Kristin Buckley, Manager, Community Partnerships & Philanthropy, for their ongoing support of Compass.

We are looking forward to working with more of Booz Allen's exceptional volunteers in the future.

REVENUE & EXPENSES











MBA ALUMNI CLUBS

Compass greatly appreciates the support provided by the following 2009–10 MBA clubs during our volunteer recruitment efforts:

COLUMBIA BUSINESS SCHOOL

Darren Kowitt, President

CORNELL UNIVERSITY

Deepesh Jain, President

DUKE UNIVERSITY FUQUA SCHOOL OF BUSINESS

Alan Johnson, President

HARVARD BUSINESS SCHOOL

Paul Lyons, President

MIT SCHOOL OF MANAGEMENT

Ken Gordon

NORTHWESTERN UNIVERSITY KELLOGG SCHOOL OF MGMT.

Todd Wincup, President

STANFORD GRADUATE SCHOOL OF BUSINESS

Amita Shukla, President

TUCK SCHOOL OF BUSINESS AT DARTMOUTH

Sally Bloomberg, President

UNIVERSITY OF CHICAGO BOOTH SCHOOL OF BUSINESS

Ruwan Salgado, President

UNIVERSITY OF MICHIGAN ROSS SCHOOL OF BUSINESS

Adam Borden, President

UNIVERSITY OF VIRGINIA DARDEN SCHOOL OF BUSINESS

Abby Rohman, Co-President Rebecca Kilduff, Co-President

WHARTON SCHOOL OF BUSINESS

Alan Schlaifer, President

YALE SCHOOL OF MANAGEMENT

Amy Letourneau, President

PROJECT VOLUNTEERS

PROJECT ADVISORS

Bud Moeller Susan Park Victoria Pierce Victor Reyes

ANACOSTIA WATERSHED SOCIETY

Rob Gibson, *Project Leader*Sasan Dehghan. *Deputy Project Leader*Amy Cooper, Wendy Gualtieri,
Samantha King, Rima Oueid, Katrina
Tavanlar, Amy Tschudin

ANNAPOLIS SYMPHONY

Susan Thaxton, *Project Leader*Chip Warner, *Deputy Project Leader*Greg Billings, Karen Burkes, Lisa
Cross, Zach Ragland, Dan Skinner,
Karen Sykes

ARC OF NORTHERN VIRGINIA

Jeremy Klass, *Project Leader* Sherry Bindeman Kahn, Joan Greenbaum, Bobby Lipnick, Jacob Manevich, Jeff Weiss

BRIDGES PUBLIC CHARTER SCHOOL

Gary Friend, *Project Leader*Hollie Freeman, *Deputy Project Leader*Vivian Chung Underwood, Ann
Rennie, Glenn Scherrer, Kelly Smith,
Joanna Watkins

CAPITAL PARTNERS FOR EDUCATION

Eric Guichard, Project Leader John Arroyave, Deputy Project Leader Austin Blackmon, Howard Hyde, Darren Kowitt, David Nelson, Bethany Pinnick, Richard Stern

CLASS ACT ARTS

Brock Holmes, Project Leader Karim Nehdi, Deputy Project Leader Tammy Deuster, Evelyn Fine, Allyson McLean, Jeanne Simon, Remke van Zadelhoff

COMMUNITY LODGINGS

Dale Hamby, *Project Leader* Jessica Sanderson, *Deputy Project Leader*

Jefferson Crew, Patricia Frame, Mahesh Krishnamurthy, Erica Pierson, Alexis Tallman, Michael Wilson

COMPASS

Christian Salvatori, *Project Leader*Rosina Lanson, *Deputy Project Leader*Firas Alkhatib, Michelle Cottrell,
Claudia Galea, Steven Koinis, Nolin
Huddleston, Lydia Lichtenberger, Zoe
Robins

DISTRICT ALLIANCE FOR SAFE HOUSING

Zeke Williams, Project Leader Evan Gallagher, Deputy Project Leader Ezmeralda de Raet, Susan Doyle, Errin Green, Roopak Manchanda, Daniel Martin, Joe Sclafani, Cynthia Wiley

GREATER PRINCE WILLIAM COMMUNITY HEALTH CENTER

Sean Epstein, *Project Leader*Shaquita Basileo, Alex Cater, Kevin
Jeter, Peter Kelly, William Moore,
Kayelyn Richardson, Lauren Victor

HELEN HAYES AWARDS

Diana Tyler, *Project Leader*Terry Singer, *Deputy Project Leader*Scott Ableman, Greg Fishbein,
Suzanne Laporte, Burgess Levin,
Petra Kahn, Mark Mason, Bob Winter

KINGSBURY CENTER

Katheryn Ellis, *Project Leader*Andrew Pak, *Deputy Project Leader*Ashley Leonard, Marie Perazella,
Guy Peterson, Joshua Richards,
Nikki Rogers, Peter Siu

LAB SCHOOL

Cathy Bernasek, Co-Leader Nowell Rush, Co-Leader

Laura Badian, Jennifer Cochran, Louise Crawford, Dorsey Dunn, Taylor Pierce, Sonya Sbar, Lisa Smith

LANGUAGE ETC

Sreenivas Rachamadugu, Project Leader Ann Mead, Deputy Project Leader Roger Chen, Theresa Meawad, Neeti Patel. Yuan Yuan Li

NATIONAL CHILD RESEARCH CENTER

Catherine Potter, *Project Leader*Sharmeen Noor, *Deputy Project Leader*Moses Esema, Darius Goore, Amanda
Greene, Debra McMahon, Sarah Mora,
David Peterson

OATLANDS

Jennifer Blasko, *Project Leader*Bethany Greer, *Deputy Project Leader*James DeLorbe, Ed Gilliland, Jeffrey
Henley, Greg Maxwell, Kyle McCarter,
Alexandra Redding, David Smith

PREGNANCY AID CENTERS

Karen Mazze, *Project Leader*Jule Crider, Jennifer Del Guercio, Alexis Joiner, Aydin Tuncer

REALITY

Oltac Unsal, *Project Leader*Charlie Bingham, Rizwan Choudri,
Andre Fowlkes, Carl Grossman,
Jessica Roeder, Phillip Savio, Lu
Zhang

STOP CHILD ABUSE NOW OF NORTHERN VIRGINIA

Kim Tran, Project Leader Haynes Ko, Deputy Project Leader Phyllis Cureton, Paul Freshour, Michael Humenansky, Patrick Riley, Dana Scherer

SYNETIC THEATER

Andrea Harris, *Project Leader* Michael Navarrete, *Deputy Project Leader*

Paul Craig, Meghan Devaney, Patrick Newbrough, Anahita Schacht, JJ Smith, Peter van Buren

TREATMENT & LEARNING CENTERS

John Nolan, *Project Leader*Laura Stierle, *Deputy Project Leader*Beverly Allen, Emily Belgrade, Amy
Kerner, Jamie Khanna, Alan Kolnik,
Laura Stephenson



THEATER SUPPORT PROJECT

John Rodgers, *Project Leader* Carol Bloomberg, Luke Hammock, Jim Mayer, Elizabeth Moore

PILOT MICRO-PROJECTS: KID POWER

Rangena Hotaki, *Project Leader* Diego Briceno

LIVE IT, LEARN IT

Aimee Irwin, *Project Leader*Kate Merry, Clay Luthy, Daniel Wong

SPECIAL VOLUNTEERS

We are extremely grateful for the following volunteers who helped Compass during our 2009-10 project year.

Sharmeen Noor and **Nolin Huddleston** for supporting Compass in so many ways as our liaisons to Booz Allen

Craig Schultz for volunteer recruiting and general Compass cheerleader

Corinne Chocolaad, Darren Kowitt, and Diana Tyler for working on the Volunteer Experience Committee

Gayla Keller for her Communications
Plan

Haynes Ko for volunteer selection and team composition

Austin Blackmon and **Kyle McCarter** for data analysis for the Development Committee

Haynes Ko and Michael Humenansky for creating a volunteer selection system

Louise Stoner Crawford, Sonya Shar and Caleb Schwarzbach for facilitating volunteer focus groups

Denise Aranoff-Brown for volunteer recruiting

Mark Vershbow for much needed technology assistance

Susan Gibbs for hosting a breakfast for Compass

Deborah Miller for communications support

Dale Hamby for all his help with Central Desktop

2009-10 CLIENT SELECTION COMMITTEE

Jeanie Lee Boehmler, Tammy Deuster, Robin Glantz, Nick Greenfield, Cassandra Hanley, Bret Kadison, Lydia Lichtenberger, Karen Mazze, Gwen Nugent-Flanagan, Susan Park, Cindy Schwarz, Sally Sloan, and Susan Thaxton

COMPASS INTERNS

Terence Dalbert, Nick Greenfield, Lydia Lichtenberger and Erling Thompson

And very special thanks to **Richard Lewis** for his amazing help throughout the year once again!

ARNOLD & PORTER LLP, a Washington, DC-based international law firm
with a long-standing commitment to pro bono activity, partnered with Compass to
recruit lawyers to serve on Compass projects. Five Arnold & Porter attorneys chose to participate in
Compass' program, bringing valuable experience, skills and perspective to our teams and our clients.



MISSION

Through pro bono strategic consulting, Compass strengthens the capacity, effectiveness and sustainability of Greater Washington DC nonprofits. Compass volunteer teams, mainly MBA alumni from top business schools, guide nonprofit leaders to generate near-term gains and long-lasting organizational improvements.

COMPASS PROJECTS, 2001–2010

ABC Public Charter School

Alexandria Red Cross

Alexandria Seaport Foundation

Alzheimer's Association

Anacostia Watershed Society

Annapolis Symphony Orchestra

American Red Cross

Arc of Northern Virginia

Arena Stage

Audubon Naturalist Society

B.E.L.L. Foundation

BAPA's Imagination Stage

Boys & Girls Club of Greater Washington

Brain Injury Services Bread for the City

Bridges Public Charter School

Bright Beginnings

Calvary Women's Services

Campagna Center

Capital Area Asset Builders

Capital Area Food Bank

Capital Partners for Education

Carlos Rosario Int'l Career Center

Center for Inspired Teaching

Child & Family Network Centers

Children's Inn at NIH

Children's Law Center

City Year Washington, DC

Class Acts Arts

Community Lodgings

Compass Corcoran Gallery of Art

DC SCORES

Discovery Creek Children's Museum

District Alliance for Safe Housing

Ellington Fund

Environmental Resources Trust

EOFULA

Family and Child Services of Wash. DC

For Love of Children

Good Shepherd Housing and Family Services

Greater Prince William Health Center

Habitat for Humanity of N. Virginia

Helen Hayes Awards

Hispanic Committee of Virginia

Hopkins House

Horton's Kids

Identity, Inc.

Imagination Stage

IMPACT Silver Spring

Interfaith Works

Ivymount School

Jewish Social Service Agency

Kidsave International

The Kingsbury Center

Lab School

Language ETC

Latin American Youth Center

Literacy Council of Northern Virginia

Manna Food Center

Martha's Table

Metro TeenAIDS

Miriam's Kitchen

Musical Theater Center

My Sister's Place

National Building Museum

National Child Research Center

National Women's History Museum National FamilyCaregivers Assoc.

Northern Virginia Area Health Education Center

Oatlands

Pregnancy Aid Centers

Reality, Inc.

River School

Ronald McDonald House

Rosemount Center

Samaritan Inn

Sitar Center for the Arts

So Others Might Eat (SOME)

Stop Child Abuse Now

STRIVE DC

Synetic Theater

Treatment and Learning Centers

The Theatre Lab

Two Rivers Public Charter School

Urban Alliance Foundation

Vanguard Services

Vehicles for Change

Washington Area Community Investment Fund

Washington Literacy Council

Washington Middle School for Girls

Washington Performing Arts Society

Washington Regional Association of Grantmakers

Wesley Housing Development Corporation of

Northern Virginia

William Wendt Center for Loss and Healing

Workforce Org. for Regional Collaborative

Yachad, Inc.

YMCA of Metropolitan Washington

YWCA of the National Capital Area