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2017-18 Clients

Greater Philadelphia

ACHIEVEability

ArtWell

Bethesda Project

Center for Advocacy for
the Rights and Interests
of the Elderly (CARIE)

Chester County OIC

Community Learning
Center

Family Service
Association of Bucks
County

Interfaith Center of
Greater Philadelphia

Jounce Partners

Living Beyond Breast
Cancer (LBBC)

Lutheran Settlement
House

Montgomery Early
Learning Centers

Philadelphia Higher
Education Network for
Neighborhood
Development (PHENND)

Southeast Asian Mutual
Assistance Associations
Coalition (SEAMAAC)

Stingingstone Scholars

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FROM THE PRESIDENT

Starting Anew

On a table in my house sits a small pile of books. These three books are paperbacks with yellowed pages and underlinings and notes in the margins. These are my favorite books from high school - the poems of Emily Dickinson and Robert Frost and the sonnets of Edna St. Vincent Millay. I rarely read them or even open them anymore, but for more years than I like to admit, they have traveled with me wherever I have moved and sit together in a pile wherever I land. They remind me that there are many ways to describe the world that I see, and that there are people who do that much better than I do. When I first read them, the authors' perspectives and gift with words opened up a new world to me. I still remember that feeling of awe. And probably just as important to me now is that they remind me of who I was at 17 - my hopes and dreams and struggles and mainly my optimism.

This is my favorite time of year at Compass. Appropriately, it's almost springtime, when things begin anew. For us, our next program year starts with the opening of our 2018-19 nonprofit application in April. Even as the current consulting projects are still in high gear with final presentations at least two months away, we in the office are looking ahead to next year. This is the time when we get to really talk to nonprofits. It's not required, but many nonprofits take advantage of our offer to talk about project ideas before they submit an application. We offer five service lines and require nonprofits to select just one. What we hear from many nonprofits is that they need more than one. That's why the calls are so interesting. We get to hear about the issues, challenges and opportunities facing each nonprofit. Often, our outside perspective can shed light on the best first project, or for some repeat clients, the best next Compass project.

Our priority at Compass is to provide support to nonprofits that will help them positively impact our local community. That means strong boards, diversified funding, and a clear strategy. In addition, we offer marketing projects and support for partnerships and collaborations. Compass projects can do the following and more:

- Assess an earned income venture
- Write a business plan for a new program
- Help boards understand how to be most effective
- Evaluate an innovative idea
- Consider expanding into a new market
- Improve communication to support fundraising

Along the way, much more happens with the Compass team of talented business professionals at the side and on the side of

The Women's Center of Montgomery County

Chicago

Center for Conflict 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

Greater Washington Classic Clients

A-SPAN (Arlington Street People's Assistance Network)

Beacon House

Bright Beginnings

Carpenter's Shelter

DC Greens

DC Jazz Festival

Encore Stage & Studio

Friends of Guest House

Friends of the Library Montgomery County

Girls on the Run of Northern Virginia

Greater Prince William Community Health Center

Greater Washington Urban League

Homeless Children's Playtime Project

House of Ruth

Osher Lifelong Learning Institute (OLLI at AU)

Playworks DC

Rebuilding Together Alexandria

the nonprofits. Many nonprofits ask Compass team members to join their board at the end of the project. Many Executive Directors appreciate having an advocate in their Project Leader. Most love getting all of this for free!

When the Compass project is finished, nonprofits have a plan to go back to year after year to guide their organization. For many, the Compass plan will reflect their hopes and dreams and struggles and optimism. We'd like to help nonprofits get where they want to be. We're happy to talk about a possible project. Give us a call.

Happy Spring!

Suzanne

CLIENT APPLICATION FOR 2018-19 PROJECTS

Compass' Client Application for 2018-19 will be available on April 13 for Greater Philadelphia nonprofits. The deadline for applications is June 8 at 5:00 p.m. Clients will be selected in August, and projects will begin in September.

NEW THIS YEAR:

- In addition to Philadelphia, Bucks, Chester, Delaware, and Montgomery counties, we will be offering services to nonprofits in Camden County, New Jersey.
- Compass will offer a fifth service line - Strategic Marketing - along with Board Development, Funding Strategies, Strategic Alignment, and Strategic Partnerships & Collaborations.

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 (see eligible counties above)
- 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.

Or, plan to attend our Prospective Client Information Session on April 25. See details below.

JOIN US FOR A PROSPECTIVE CLIENT INFO SESSION - APRIL 25

If you are considering applying for a Compass pro bono consulting project, please join us on April 25 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

Sasha Bruce Youthwork

Studio Theatre

Technology Use in the Nonprofit Sector

Two Rivers Public Charter School

VisArts

The Washington Ballet

Wonders Early Learning + Extended Day

Greater Washington Micro Clients

1st Stage

4615 Theatre Company

The Actors' Center

Art Enables

Anacostia Playhouse

Atlas Performing Arts Center

Dance Place

Family & Youth Initiative

Girls Inc.

Girls on the Run - DC

Girls Rock! DC

Grassroots DC

Kara Kennedy Fund

KEYS for the Homeless Foundation

Life Asset

Literacy Volunteers and Advocates

Mosaic Theater Company of DC

Pinky Swear Productions

Sitar Arts Center

Synetic Theater

Theater J

Washington Area Performing Arts Video Archive

WINNERS Lacrosse

Washington Literacy Center

We Happy Few Productions

Date: Wednesday, April 25

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

[RSVP HERE](#)

2018-19 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.

Strategic Alignment - Strategic Alignment projects make recommendations for operations based on alignment of mission, programs and resources.

NEW IN 2018-19 Strategic Marketing - Compass will help the client create an overarching marketing strategy to take advantage of new opportunities.

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

WE COULDN'T DO IT WITHOUT

Thank you to our Corporate Supporters:



Morgan Lewis



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

Thank you to these corporate partners for assistance recruiting volunteers this year:

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Turnaround Management Association
UGI
Vynamic
ZS Associates

Thank you to our foundation supporters:

Connolly Foundation
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Douty Foundation
Hassel Foundation
MKM Foundation
The Philadelphia Foundation

DONATE

This year, Compass is connecting 134 business professionals with 16 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 \$9 of consulting 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 2017-18 project year, please donate now.

[DONATE NOW](#)

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."