Current Annual Report 2001 Annual Report

Dear Friends

As always in times of trouble, people seek community—and the organizational structures of their communities—as the places to help and be helped. We've chosen this African proverb as our theme because it is an eloquent reminder that difficult times are the right times to be planting and nurturing trees—to strengthen nonprofit organizations for the long haul, to be bolder and more innovative, and to mobilize a greater workforce of staff and volunteers. Now is the timeto enlarge our ambitions and aspirations rather than to lower what we expect or demand of ourselves.

While there are thousands of wonderful stories from 2002, many of the big stories in the world are increasingly frightening and sad. Profound poverty dominates so many parts of the world, while whole regions are engulfed by war and conflict. In the United States, civil rights, the right to private information, and the environment are under attack. The economic slump has brought, inevitably, both more urgent need and far fewer funds to the doors of nonprofits.

This is a good time to remember that all over the world, nonprofit organizations are the engines of democracy and social change. A nonprofit can start with just an idea—a small seed—and a few people committed to nurturing that seed. This inherently democratic nature of nonprofit origins means that new ideas arise through nonprofits: an intrinsic counter-action to tyranny. For this reason, citizens in emerging democracies in Eastern Europe, the Middle East, Asia and elsewhere, make the development of the nonprofit sector a cornerstone strategy. Let's celebrate and honor the fact that our own nonprofits are part of a worldwide movement for social change.

For CompassPoint, this has been a year of deep recommitment to making a lasting difference by identifying and addressing issues in the sector, and creating and testing solutions to these problems.

OUR VISION

Nonprofits serve as the agents of democratic involvement, innovation, and positive social change. CompassPoint's leadership and services are local, regional, and national in scope, and support the growth of an effective nonprofit sector essential to healthy communities.

OUR MISSION

The mission of CompassPoint Nonprofit Services is to increase the effectiveness and impact of people working and volunteering in the nonprofit sector.

the next best time is... DOW.

CompassPoint

the best

a tree is..

vears ago

time to plant

Request a copy of the poster and annual report by emailing us at info@compasspoint.org 2002 Board, Staff, Friends and

Funders

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Staff

Affiliate Consultants

Funders and Contributors

Consulting Clients & Speaking

Engagements

Volunteer Faculty

Thank you for standing side-by-side with us this last year, for the last 29 years, and for the next many years as we plant trees and grow the forest together.

Sincerely,

Jan Masaoka

Executive Director

Clare Phillips Board of Directors 2002 **Rod Hsiao** Chair

Board of Directors 2003

A TOP

CompassPoint has deep roots in the community

Chair

Rooted in the values of work that is locally based, our branches have grown to have national and even international reach. This impact comes from the work we do everyday with nonprofits of all kinds: longstanding and new organizations, small and large, local and international, in the arts, the environment, civil rights, health, human services, education, social justice, and neighborhood development.

CompassPoint staff volunteer their time to the same community organizations with which we work, and many of our staff serve on nonprofit boards, including the Asian & Pacific Islander Wellness Center, Breast Cancer Fund, California Community Dispute Services, Future Families, Institute for Nonprofit Organization Management/University of San Francisco, Piedmont Middle School Parent Club, Project Inform, San Francisco Foundation Community Initiative Funds, San Francisco Women Against Rape, SF Tsunami, Streetside Stories, Support for Families of Children With Disabilities, Trikone, and the Young Nonprofit Professionals Network (YNPN). Half the members of our Board of Directors are colleagues in the nonprofit sector, bringing their daily and deep knowledge

Twenty-nine years ago, a sapling was planted that has grown into CompassPoint Nonprofit Services. Today that tree has matured and grown to scale: each year more than 11,000 nonprofit staff and volunteers choose to attend CompassPoint workshops and conferences, and more than 375 nonprofits select us as their consultants. Nationally recognized by leading foundations as their partner in strengthening the nonprofit sector, we are also proud that the NonProfit Times honored CompassPoint's executive director, Jan Masaoka, as Nonprofit Executive of the Year for 2002.

Rather than attempt a comprehensive look at all of CompassPoint's activities, this report to you-our colleagues, clients, supporters, critics, and friends-presents highlights from the last year.

The professional development department for the nonprofit sector

CompassPoint staff teach and produce 700+ workshops each year—a virtual corporate training department for nonprofits. These programs represent investments in the people of nonprofit organizations. The Case for Learning is a Case for Training, a paper by Jan Masaoka and Silicon Valley Director Ken Goldstein, reflects CompassPoint's leadership in nonprofit training and highlights the value in capacity building for individuals—endowing staff and volunteers with the knowledge, skills, and perspectives for them to manage their organizations. This paper also informed the launch of TrainingPoint—www.trainingpoint.org—a groundbreaking website that provides free use and sharing of quality training materials in technology utilization; 1,400 technology trainers have already registered as participants.

Research

CompassPoint is able to propose and complete research based on our practice in the field, and the research templates we continue to refine. Two studies in 2002 focused attention on the importance of investing in the people of the nonprofit sector. On the Rise: Women of Color in Nonprofit Leadership revealed that women executive directors of color are overall better educated, have more management experience, and are more likely to have been hired from within than executive directors in general. Help Wanted: Turnover and Vacancy in Nonprofits drew attention to strategies for nonprofit success in the competition for recruiting, retaining, and developing talent. These studies—available free on our website (and for a fee in hardcopy) are the latest in CompassPoint's highly influential research program.

CompassPoint Resources

- Workshops, Seminars & Conferences
- Management+ Technology Consulting
- Executive Transitions + Executive
 Coaching
- Research + Publications
- Electronic Newsletters + Online Bookstore
- Searchable Online Databases
- Nonprofit Dievelopment Library

healthy trees bear healthy fruit

Trees grow best in healthy soil full of nutrients. We know that a nonprofit can thrive when set in a vibrant nonprofit community working with partners in philanthropy and government. In turn, only healthy trees can bear healthy fruit; we recognize that effective human service programs, life-changing art and victorious civil rights and environmental programs can only be sustained within strong organizations.

As an organization dedicated to increasing the impact of people working and volunteering in the nonprofit sector, we nurture a healthy forest where trees can grow strong.

Consulting

Organizations and leaders make use of CompassPoint's Executive Transitions program to sustain their health and safeguard their future. Last year, more than 50 organizations worked with CompassPoint on succession planning, executive search, interim executive director placement, and post-hire support. Another 300 organizations engaged CompassPoint consultants for work in mergers, finance, strategic planning, boards of directors, technology, and organizational change.

This large body of practice gives us opportunities to share what we know; for example, Mike Allison's Nonprofit Management & Leadership article on boards and executive change, Into the Fire, along with director Tim Wolfred's national speaking and consulting work, have built the Executive Transitions program into one with national recognition for its depth and intentionality. The Institute for Nonprofit Consulting (INC) is in its fifth year as a three-day intensive session teaching consulting skills to individuals with content expertise-another way we contribute to a healthy nonprofit ecosystem.

CompassPoint Consulting

CompassPoint's consulting is conducted by our staff and affiliate consultants who work in Practice Groups to strengthen their work, drive our workshop curricula, and develop practical tools. Topics of consulting in 2002 included:

- Executive Transitions - Succession Planning &
- Accounting & Financial Management
 Program Evaluation & Constituency Research
- Leadership Development - Strategic Planning
- Boards of Directors
- Fundraising Strategies
- Organizational Development & Structure
- Strategic Restructuring & Mergers
- Technology & Internet

Financial viability is an increasing concern for nonprofits, as well as the accounting, financial analysis, and governance systems that support good decision-making. As part of our response to the economic crisis in the sector, CompassPoint's Finance Practice Group developed a new course on QuickBooks, published our own Adapting QuickBooks for Nonprofits, and began consulting with Intuit, B2P, and other for-profit publishers on the design of their accounting and fundraising software products. In 2003, CompassPoint will complete its development of a national Financial Viability Initiative to support nonprofit business analysis and planning.

While Executive Coaching has long been a professional development resource in the business world, nonprofit leaders and staff have only recently begun to explore the benefits of coaching. Completing a year-long demonstration project with 25 executive directors, CompassPoint is now working to institutionalize this service to help EDs act more fully as leaders and find more balance in their lives.

the world needs healthy forests

We believe that nonprofit, public benefit organizations are essential to prosperous and thriving communities. CompassPoint's breadth of services allows us to nurture the forest along with its individual trees. The integration of CompassPoint's services—consulting, training, and research—means that we can bring a balanced perspective based on a large body of practice. Through the Capacity-LEAP program, directed by Steve Lew, we have partnered with the federal Office of Minority Health, San Francisco Department of Public Health, and AIDS organizations in communities of color to strengthen not only their infrastructures but their ability to sustain themselves over the coming period.

Information and

learning

CompassPoint's electronic reach helps nurture the "forests" locally, nationally and internationally. While 6,500 people visit CompassPoint's offices each year for workshops,

more than 18,000

web visitors visit

We are grateful to the volunteer members of our National Research Advisory Council, who critique our research methodologies and findings, helping to keep our research of the highest possible caliber:

- Alan Abramson
 Aspen Nonprofit Sector
 Research Fund
- Russy Sumariwalla United Way International (retired)
- Ignatius Bau The California Endowment
- -Rod Hsiao A.T. Keamey
- Paul Light The Brookings Institution
- Virginia Hodgkinson
 Center for Voluntary
 Organizations and Service,
 Georgetown University
- Mary Ann Holohean Eugene and Agnes Meyer Foundation
- Carol Silverman Institute for Nonprofit Organization Management,USF

our website each month. This site is primarily a content site; it includes free downloadable research papers and handbooks, thought-provoking articles, and answers to hundreds of frequently asked questions. In addition, the Board Café brings thought-provoking articles to 24,000 subscribers from the US and Canada; and nearly 12,000 subscribers refer to Food for Thought and Silicon Valley Food for Thought for resources and news.

As a community-based organization ourselves, CompassPoint stands alongside nonprofits and funders in our collective mission to change the world. Nonprofits choose us as their consultants, trainers, and speakers because they trust our community roots, and because they know they will get caring and rigorous work from us. Foundations, corporations and government agencies choose us because they know that our feet are planted in the ground, and they value our scale, reach, and reputation for reliability.

democracy, like the nonprofit sector, is about collective action for a prosperous, peaceful, healthy, and just world.

Democracy is not tidy or one-sided; like a forest, democracy is an ecosystem where plants and animals find shelter, compete, mature, and evolve the nature of the forest over time. We are proud to be both a tree and a tree planter, and grateful to be part of a very large multitude who plant, champion, and care for trees everyday.

CompassPoint by the Numbers 2002

Organizations contracting with us in 2002 as their consultants and speakers	384
Organizations contracting with Executive Transitions	31
Board Café subscribers	24,615
Food For Thought and Silicon Valley Food For Thought subscribers	11,735
Unique visits to CompassPoint's website per month	10,238
CompassPoint official colors	green and blue
Workshops offered	710
Individuals who attended a workshop or conference	10,819
Students enrolled in the San Jose State University-CompassPoint Certificate Program	116
Board members	15
People of color board members	43%
Staff members	40
LGBTQ staff	30%
People of color staff	46%
Volunteer faculty	233
Visitors to the Nonprofit Development Library in San José	1,367
Registered participants on TrainingPoint.org	2,379
Total revenue	\$5,251,361
Total expenses	\$5,151,708

Board of Directors 2002

Clare Phillips	Chair, AMD
Elizabeth Share	Vice Chair, Bread and Roses
Tom Siino	Treasurer, A4C
Mary Lester	Secretary, Alliance for Technology Access
Peggy Argus	Personal and Business Coach
Cassandra M. Flipper	Bread and Roses
Diane Ford	Sobrato Family Foundation
Rod Hsiao	A.T. Kearney
Edie Kirkwood	Silicon Valley Council of Nonprofits
John Kreidler	Cultural Initiatives Silicon Valley
Alison L. Marks	Volunteer Center of San Francisco
Jules Mayer	ChevronTexaco (retired)
Ted Mitchell	Delagnes, Mitchell & Linder
David Mercer	YMCA of the USA (retired)
Jeffrey Ken Mori	Asian American Recovery Services
Arnold Perkins	Alameda County Department of Public Health
Joseph Valentine	Morris Stulsaft Foundation

Staff

Jan Masaoka	Executive Director
Mike Allison	Associate Director and Director of Consulting and Research
Marla Cornelius	Training Director
Cissy Dendy	Administrative Director
Ken Goldstein	Silicon Valley Director
Nelson Layag	Director of Technology
Karen Aitchison	Training Program Assistant
Roald Alexander	Information Systems Administrator
Mel Asher	Receptionist
Sylvia Barbosa	Silicon Valley Training Assistant
Tom Battin	Director of IT Consulting
Liana Bean	Accounting Clerk
Susan Bennett	Technology Faculty
Michael Brotchner	Development Director
Barbara Camacho	Training Program Assistant
Denis Chamberlin	Budget Director

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Cristina Chan	Special Projects Director
Miriam Engelberg	Technology Faculty and Chief Cartoonist
Anushka Fernandopulle	Staff Consultant
Joel Ginsberg	Staff Consultant
Michelle Gislason	Conference Director
Jude Kaye	Senior Staff Consultant
Ken Kurtzig	Special Projects Manager
Gary Levinson	Director, Administration of Consulting and Research
Steve Lew	Staff Consultant and Director, Capacity LEAP
Gen Llamas	Research Assistant
Ellen Luo	Administrative Assistant
Sarah McKereghan	Consulting and Research Administrative Assistant
Pardis Parsa	Executive Assistant
Jeanne Peters	Senior Staff Consultant
Rosa Resendez	Silicon Valley Training Manager
Amari Romero Vorwerk	Senior Staff Consultant
Yarrow Sandahl	Receptionist
Janelle Secreto	Silicon Valley Administrative Assistant
Colleen Shelly	Receptionist
Vicki Sliger	Receptionist
Sabrina Smith	Development Manager
Lloyd Stensrud	Technology Faculty
Kara Vassily	Consulting and Research Administrative Assistant
Alfredo Vergara-Lobo	Senior Staff Consultant
John Whitmer	Circuit Rider and Technology Specialist
Tim Wolfred	Director, Executive Leadership Services
Mandy Wu	Staff Accountant
Robin Wu	Consulting and Research Administrative Manager
Dora Yung	Capacity LEAP Project Manager
Shari Zigelbaum	Office Manager

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Affiliate Consultants, 2002

	Dawn Rubin
Mim Carlson	Liz Schaffer
Viveka Chen	Karen Schiller
Jan Cohen	Theodore H. Scott
Ann Danner	

Margaret Donohoe	Connie Shapiro
Kerry Enright	Cianna Stewart
Doug Ford	Linda L. Willis
Grace Hammond	Brian Wilson
Gary Page	Deborah Wu
Maria Ramos-Chertok	Jerald R. Yeager
Karen Robbins	

Funders & Contributors

We are deeply grateful to our investors: the foundations, corporations, and individuals who help keep our services affordable to all nonprofits.

Institutional Donors

We are especially thankful for unrestricted and multi-year support from the following whose commitment to our work and our organization have been instrumental in our success:

The California Wellness Foundation David & Lucile Packard Foundation Evelyn & Walter Haas, Jr. Fund Fireman's Fund Foundation The James Irvine Foundation Levi Strauss Foundation The San Francisco Foundation

Thank you to the following foundations and corporations for helping to keep our programs high quality and affordable:

Adobe Systems, Inc. Alternative Telecom Annie E. Casey Foundation Atkinson Foundation Applied Materials California Consumer Protection Fund ChevronTexaco City and County of San Francisco Department of Public Health

City and County of San Francisco Mayor's Office of Community Development Community Foundation Silicon Valley Community Technology Foundation of California Dean & Margaret Lesher Foundation **Direct Mail Center** East Bay Community Foundation Ford Foundation Harder & Company Community Research Hood & Strong LLP Intuit Junior League of San José Mathile Family Foundation McKesson Foundation The National Community Development Institute NetCorps Northern California Grantmakers Office of Minority Health **Oracle Corporation** Peninsula Community Foundation Pennbrook Insurance Services, Inc. Richard & Rhoda Goldman Fund Sierra Health Foundation **Skoll Foundation** Sobrato Family Foundation **Tech Foundation** Union Bank of California United Way of Silicon Valley Waitt Family Foundation The William & Flora Hewlett Foundation William and Sako Fisher Fund William Randolph Hearst Foundation Y & H Soda Foundation Zellerbach Family Foundation

Individual Contributors

Michael Allison & Jennifer Chapman

Peggy S. Argus Lisa Marie Berg Eileen Blumenthal Louise Bourassa Holly Brock-Cohn Joseph Bunker Viveka Chen Jennie Chin Hansen Marla Cornelius & Daniel Tucker Joe A. Cronin, Jr. Margaret Donohoe Cassandra M. Flipper Diane Ford Douglas Ford Hydeh Ghaffari Paul Harder Liz Harvey Mary Hiland James Hormel Roxanne Howe-Murphy Rod Hsiao Jude Kaye Edie Kirkwood Lori Lee Gerald Lenoir Alison L. Marks Jan Masaoka & Paul Rosenstiel F. Howard Maull Jules & Helen Mayer Karen Michaels Terry W. Miller Ted Mitchell Arnold Perkins Clare Phillips Karen Robbins Kat Rosqueta Dawn T. Rubin

Karen Schiller Kathleen Schuler Fred Setterberg Elizabeth Share Tom Siino Rich Snowdon Michael Stein Gary Stern Cianna Stewart Russy D. Sumariwalla Charles B. Turner, Jr. Joseph Valentine Claudia Viek Deborah Wu J. R. Yeager

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Consulting Clients & Speaking Engagements

It is our honor to have worked with 384 organizations in 2002 as their consultants and speakers.

NATIONAL AND INTERNATIONAL

(a sample from 26) Annie E. Casey Foundation The Aspen Institute Clean Water Fund Enlace, A.C. Hawai'i Community Foundation Lambda Legal Defense and Education Fund National Association of People with AIDS National Minority AIDS Council Nonprofit Risk Management Center Terra Peninsular Training Resources for the Environmental Community Venezuela Without Boundaries

CALIFORNIA BEYOND THE BAY

(a sample from 17) Being Alive San Diego Bilingual Community Education Program Projects and Services Boys and Girls Club of Monterey County California Institute for Rural Studies California Pan-Ethnic Health Network California Statewide Certified Development Corp. Sierra Health Foundation The Waitt Family Foundation Yosemite National Institutes

EAST BAY

(a sample from 70) Afghan Coalition Alameda County Bar Association Aquatic Outreach Institute Asian Immigrant Women Advocates Bay Area Coalition for Equitable Schools Bay Area Development Company Berkeley-Albany YMCA Building Opportunities for Self Sufficiency Consumer Credit Counseling Service of the East Bay Diablo Valley AIDS Center **Disability Rights Advocates** Julia Morgan Center for the Arts Marcus Foster Educational Institute Natural Heritage Institute Shelter, Inc. Transportation and Land Use Coalition (TALC) **Urban Strategies** Volunteer Center of Alameda County Women's Cancer Resource Center Youth ALIVE! Youth Together

MARIN & NORTH BAY

(a sample from 12)

Alliance for Technology Access Chitresh Das Dance Company Early Childhood Resources Napa Emergency Women's Services The Marin Institute Volunteer Center of Sonoma County

PENINSULA & SILICON VALLEY

(a sample from 102) Achieve American Leadership Forum - Silicon Valley American Red Cross, Palo Alto Area Chapter The Bridge School Career Closet Center for Domestic Violence Prevention Child Care Coordinating Council of San Mateo County Community Action Board of Santa Cruz County **Community Breast Health Project** Community Services Agency of Mountain View and Los Altos Dientes! Community Dental Clinic Gamble Gardens Girl Scouts of Santa Clara County Hillbarn Theatre Islamic Networks Inc. Jacob's Heart Las Isabelas Lenders for Community Development Los Lupeños Mayfair Neighborhood Improvement Initiative Northside Theatre Company **Orchard School** Organic Farming Research Foundation Pacific Art League Pajaro Valley Health Trust Palo Alto Chamber Orchestra Parents Helping Parents Pro Latino

Public Access to Wildlife Study Raising a Reader Redwood City Friends of Literacy Resource Area for Teachers Sor Juana Ines TheatreWorks

SAN FRANCISCO

(a sample from 159) Asian Law Caucus Bayview Hunters Point Youth Park Black Coalition on AIDS Booker T. Washington Community Service Center Children's Book Press Chinatown Community Development Center Coral Reef Alliance Deaf Communities Together, Inc. Eth-Noh-Tec Family Support Services of the Bay Area Frameline Glide Memorial Church Haight-Ashbury Free Clinics, Inc. Hispanic Scholarship Fund Instituto Familiar de la Raza Latina Breast Cancer Agency Local Initiatives Support Corporation (LISC) Mental Health Association of San Francisco Mission Neighborhood Health Center National Asian American Telecommunications Association (NAATA) Native American Health Center New Langton Arts New Leaf Northern California Grantmakers Pacific Islander Cultural Association Proyecto Contra SIDA Por Vida San Francisco Arts Commission Senior Action Network

Shanti Project Support for Families of Children with Disabilities Vietnamese Community Center of San Francisco Volunteerism Project Westside Community Mental Health Center Wu Yee Children's Services

Volunteer Faculty

A TOP

The following individuals contributed their time and expertise as volunteer faculty in CompassPoint workshops and conferences. We are proud to be one way through which they support nonprofit, public benefit corporations.

Sharon Adam, Groundspring.Org Alice Anderson, Silk, Adler & Colvin Curt Anderson, East Bay Community Foundation Fatima Angeles, The California Wellness Foundation W. Aniseh Khan, CompuMentor Elsy Arevalo, Friends for Youth Marcia Argyris, McKesson Foundation Ann Barden, The San Francisco Foundation David Barlow, The San Francisco Foundation Community Initiative Funds Edward Batista, Nonprofit Technology Enterprise Network Carla Befera Diane Benjamin Diana Bermudez, Berkeley Community Fund Bebe Bertolet, East Bay Resource Center for Nonprofit Support John Boudreau, San José Mercury News Bernard Boudreaux, Mervyn's/Target Lila Bringhurst, Fremont Community Foundation Deane Calhoun, Youth ALIVE! Grace Caliendo, John Muir/Mount Diablo Community Health Fund Janet Camarena, The Foundation Center Tina Caratan, Moss Adams, LLP Patti Chang, The Women's Foundation Sunil Chhabra, American Fundware Christy Chin, Skoll Foundation Linda Clark, U.S. Census Bureau

Ellen Clear, Peninsula Community Foundation Alice Cochran, Golden Gate Tall Ships Society Dan Cohen Cindy A. Cohn, Electronic Frontier Foundation Charles Collins, WDG Ventures Veronica Conway, Black Professional Coaches Association Julia Cooksey, State Farm Insurance Robert Cote, CPA Barrie Cowan, Sanger & Olson, A Law Corporation Hilary Crosby, Crosby & Kaneda Betty Curtis, Atkinson Foundation Lela DaVia, DaVia & Brown Bruce Davis, Arts Council Silicon Valley Greg Dei Rossi, Armanino McKenna LLP Laurene Dominguez, Justice Matters Institute Kate Dowling, Marcus A Foster Educational Institute Evan Elliott Moy Eng, The William and Flora Hewlett Foundation Debra Engel, Community Foundation Silicon Valley Robert Erskine, US Bancorp Magda Escobar, Plugged In Laurel Etheridge, Senior Access Timothy Etheridge, Project Open Hand Robyn Faraone, United Way of the Bay Area Sharon Farrell, Aquatic Outreach Institute Bobbi Fischer David Fischer, Luther Burbank Center for the Arts Cassandra Flipper, Bread & Roses Diane Ford, Sobrato Family Foundation Debbie Ford-Scriba, Peninsula Community Foundation Susan Frank, The Steven and Michele Kirsch Foundation Susan Freundlich, The Women's Foundation Mark Friedman, Alameda County - Every Child Counts Jonathan Frieman, JoMiJo Foundation Rosalie Gann, Oracle Corporation Gary Gansle, Wilson Sonsini Goodrich & Rosati Patricia Gardner, Silicon Valley Council of Nonprofits

Dan Geiger, Groundspring.Org Forrest Gok, Haight Ashbury Free Clinics Dan Goldes, Training Leaders Flo Green, California Association of Nonprofits Rick Green, The David & Lucile Packard Foundation Kathi Gwynn, Steven & Michele Kirsch Foundation Chris Halaburka, Parents Helping Parents Victor Hall, Filipino Task Force on AIDS Todd Hansen, The Health Trust Alan Harper, Terra Peninsular Laura Heffron, Macy's Keith Heller, Heller Consulting Melinda Henning Peter Hero, Community Foundation Silicon Valley Lisa Hoffman Herb Holman, Merrill Lynch Ann Holmes, TheatreWorks Ruth Holton, The California Wellness Foundation Bruce Honig, Honig IdeaGuides Virginia Hooper, East Bay Community Foundation Roxanne Howe-Murphy, LifeWise Learning Institute Aaron Hurst, Taproot Foundation Suzanne Irwin-Wells Tina Jackson-Walda, Mediation Services Adele James, The Women's Foundation Bonnie Jameson, California State Hayward, Nonprofit Certificate Program LuAnn Jenkins, National Semiconductor Corporation Becky Johnson Beth Jones, Raising More Money Karla Jones, GET ORGANIZED Beth Jones, Raising More Money Susan Karmprath, Earth Island Institute Sharon Keating Beauregard, Lucile Packard Foundation for Children's Health Burke Keegan Helen Kim Lisa Kim, PRx Inc. Cathy Kimbell, San José Institute of Contemporary Art

Russ King, CompuMentor Gail Kong, Asian Pacific Fund Jane Kow Pamela Krasney Janine Kraus, Coral Reef Alliance Richard Lamport, Gift Planning Associates Ken Larsen, California Association of Nonprofits Barb Larson, Silicon Valley Social Venture Fund (SV2) Greg Lassonde, San Francisco Symphony Merle Lawrence, Levi Strauss Foundation Sonny Le, Strategic Communications & Media Consulting David Lei. International Sources Helen Lie Piserchio Geoff Link, The San Francisco Study Center Tim Little, Rose Foundation on Community and the Environment Raul Lozano, Teatro Visión Brenda Lynch Amy Lyons, The Goldman Environmental Foundation Stacy Ma'a, Wallace and Alexander Gerbode Foundation Rosana Madrigal, KLIV/KARA/KRTY Joanne Maher, Asian American Recovery Services Lise Maisano, S.H. Cowell Foundation Steve Mangold, PRX Jennifer Maragoni, Silicon Valley Business Ink Esme Marconi, Asian & Pacific Islander Wellness Center Alison Marks, Volunteer Center of San Francisco Franziska Marks, CompuMentor Robert Martin Dalya Massachi Jennifer Mathe, Wilson Sonsini Goodrich & Rosati Megan McAllister, Microsoft Eric McDonnell, United Way of the Bay Area Michelle McGurk, Community Foundation Silicon Valley Ash McNeely, Peninsula Community Foundation Honey Meir-Levi, Ronald McDonald House Claudia Melendez, Nuevo Mundo Victoria Mendiola, Sand Hill Foundation

Renee Menius, Internet.com Karen Michaels, Power Path Seminars Mark Miller, The Miller Institute for Learning with Technology Terry Miller, Silk, Adler & Colvin Holly Minch, SPIN Project Akilah Monifa, SPIN Project Susan Mooney Tricia Moore, Heller Consulting Jeff Mori, Asian American Recovery Services Eileen Morley, City of Pleasanton Community Services Artrese Morrison, Project Open Hand Marian Mulkey, California HealthCare Foundation Judy Murphy, The Y&H Soda Foundation Craig Newmark, Craigslist Lynn Nielson, Bank of America Y. Armando Nieto, Earthshare of California Jennifer Niklaus, Support Network for Battered Women Laura Noss, Social Planets Terry O'Hare, West Berkeley Foundation Kathleen Odne, Dean & Margaret Lesher Foundation Kelly O'Neal, Tech Rocks Susan Packard Orr, Telosa Software Judy Patrick, The Women's Foundation Kris Perry, San Mateo County Children and Families First Commission Frances Phillips, Walter & Elise Haas Fund Joni Podolsky, Center for Excellence in Nonprofits Tony Pohl, Pohl, McNabola, Berg & Company, LLP Holly Potter, HT Potter Communications Judi Powell, Peninsula Community Foundation Ritu Primlani, CompuMentor Nancy Ragey, Community Foundation Silicon Valley Brendan Rawson, Cultural Initiatives Silicon Valley Toni Rembe, Pillsbury Winthrop, LLP Stella Richardson, ACLU of Northern California Tom Roberts, City of Oakland Fund for Children & Youth Mary Rosas, Kaiser Permanente Stephanie Roth, Grassroots Fundraising Journal

Sandip Roy, New California Media Gloria Rubio-Cortes, Community Technology Foundation of California Lisa Rudman, National Radio Project Will Sanford, Sanford Creative & Consulting Services Matthew Schaefer, CompuMentor Tracy Schmidt Michael Schrecker, CompuMentor Liz Schuler, Center for Excellence in Nonprofits Yael Schy, InMotion Consulting Bran Scott, Heller Consulting Josh Senyak, Quicksilver Consulting Elizabeth Share, Bread & Roses Gregory E. Siegler, Silk, Adler & Colvin Susan Silveira Daniel Silverman, Fenton Communications, Inc. Fred Silverman, Marin Community Foundation Jordan Simmons, East Bay Performing Arts Sandy Sims, Los Gatos Weekly Times Zak Sinclair, Vanguard Public Foundation Jerry Skomer, Alternative Telecom Chad Smith, Youth Lead Rich Snowdon, Life Coach Sheri Sobrato, Sobrato Family Foundation Brenda Solorzano, The California Endowment Bill Somerville, Philanthropic Ventures Foundation Sterling Speirn, Peninsula Community Foundation Madeline Stanionis, Donordigital.Com Meghan Starkey, Alameda County Source Reduction and Recycling Board Michael Stein, Groundspring.Org Judith Steiner, Hidden Villa Cecilie Surasky Megan Swezey Fogarty, Nonprofits Liaison, Assemblyman Joe Simitian's office Bill Terry Karen Thomas, CompuMentor Carol Ting, Nonprofit Finance Fund Mark Toney, Center for Third World Organizing Lynn Upchurch, Lynn Upchurch & Associates

Deborah Urban, Nonprofit Finance Fund Bob Uyeki, East Bay Community Foundation Joe Valentine, The Morris Stulsaft Foundation James Vlantis, St. Vincent De Paul Society of San Francisco Amari Vorwerk Romero, Sacred Heart Community Service Glynn Washington, Human Services Network Marnie Webb, CompuMentor Geol Weirs, The San Francisco Foundation Beth Weisberg, Workplace Essentials Carol Welsh Gray, Center for Venture Philanthropy Julie Wheeler, Strongrrl Fresh White, CompuMentor Junious Wiliams, Urban Strategies Pam Willow, Alameda County Public Health Department Judith Wilson, Judith Wilson and Associates Gayle Wilson, Casey Family Programs Lisa Witter, Fenton Communications, Inc. Francis Wong, Justice Matters Institute Kimberly Wright-Violich, Schwab Fund for Charitable Giving Stan Yogi, Northern California ACLU Andrea Youngdahl, City of Oakland Department of Aging, Health and Human Services Mike Yutrzenka, Cisco Robert Zimmerman, Zimmerman/Lehman

CompassPoint Nonprofit Services

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A resourceful guide for nonprofits and the independent sector.