

Cause based organizations require specific knowledge and operational expertise to rise to the national level. Our client came to Compass seeking guidance on re-structuring, legacy funding and ultimately, support in applying for Faith-Based Initiative Federal Grant money. The team at Compass was able to guide the client and was awarded a seat on the organization's Board of Directors.

Situation:

- The client had a vision for taking their regional non-profit to a national level
- They had a unique concept focused on motivating communities to work together to battle hunger
- The small financial support base had helped get the organization off the ground, but the vision was much larger.
- Public Private partnership and government grant dollars looked appealing but the existing team did not know where to start

Challenge:

- The client needed a funding model that would engage communities to get involved
- They also wanted to partner with other faith-based organizations for support and co-labor
- They had a vision for federal faith-based initiative dollars but were not sure about how to approach a new administration

Actions:

- Compass participated in a re-branding initiative and a long-term vision engineering process
- Compass developed an overall business plan for the organization and then at the request of the administration, created a three year beta plan for potential funding
- Compass worked through existing relationships to obtain access to the Faith Based Initiative Coordinator at the White House

Results:

- The Client is currently in an 18-month beta program and performing ahead of plan