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Boston Consulting Group. Their projects included planning the launch of a new restaurant in the South End with *Pine Street Inn*, working with the *YES Campaign* to launch a global fund to encourage youth entrepreneurship, and helping *Cambridge College* to plan its international expansion (see article inside).

Our inaugural Summer Fellows Program, launched in partnership with AmeriCorps, was a resounding success, surpassing our expectations in enrolling 43 talented undergraduates from over 200 applicants. Remarkd Summer Fellow Emily Carry, "My class of Fellows peers were all so accomplished and multitalented that I walked away from the summer with a new appreciation of what wonderful things 43 minds, when put together, are able to accomplish." The impact of our Summer Fellows' accomplishments on our nonprofit clients was equally strong: "We are so thrilled to be participating with New Sector this summer. [Our Fellows] are amazing! Both are extremely talented, and ... definitely exceeding our expectations," said Lynn Margherio, founder of *Cradles to Crayons*.

Fall Program Largest Ever

New Sector Alliance is excited to announce the launch of two new initiatives, helping to make this fall our largest-ever fall program cycle with 55 students working on 12 projects for 10 clients.

In partnership with the Yale School of Management, New Sector has expanded its programming to Connecticut and built 3 teams working with new clients *Connecticut United Way* and the *Connecticut Housing Investment Fund* as well as with return client *Year Up*.

In addition, based on the overwhelmingly positive experience with Summer Fellows, New Sector is piloting a new program that teams Harvard Business School students with Harvard College undergraduates. In teams of 2 MBA students and 3 undergraduates, the MBA students have the opportunity to directly manage a small team, while the undergraduates gain exposure to nonprofit consulting. The 5 Harvard teams will be working with new client *Victory Programs* and return clients *Cambridge College*, *MAB Community Services*, *New Sector Alliance*, and *Year Up*.

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Summer Program Huge Success

With the launch of our prestigious Summer Fellows program (see Winter 2006 Newsletter) and support from AmeriCorps, Harvard Business School's Social Enterprise Initiative, and the Boston Consulting Group, New Sector Alliance was able to work with 36 different nonprofit organizations this summer. Our program participants helped their Host-sites with numerous strategic initiatives, including launching new programs to support their alumni, instituting systems to measure the impact of their programs across the globe, and streamlining operating procedures to ensure consistent service delivery across multiple sites.

Each of our 4 MBA students was sponsored through a newly-created Social Impact Fellowship at the



Summer Fellows kick-off training, June 2006.

New Sector Fundraising Update

New Sector is excited to announce that the [Accenture Foundation](#), a long-term supporter, has approved a 2-year grant to help us reach sustainability. The grant is for \$160,000 and will support New Sector in fiscal 2006 (\$100,000) and fiscal 2007 (\$60,000). On behalf of our staff, board and program participants we would like to thank the Accenture Foundation for this generous contribution.

We are also pleased to announce that our strong relationship with the [Corporation for National and Community Service](#) continues. New Sector has been granted 2 AmeriCorps VISTA slots for the next fiscal year, as well as a continuation of the 35 Education Awards awarded in conjunction with the [Massachusetts Service Alliance](#) for the summer of 2007.

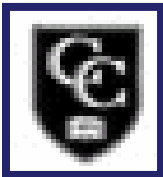
Finally, New Sector continues to benefit from our strong corporate partnerships, including [Salesforce.com](#), [Hogan & Hartson](#) and Documentum's [eRoom.net](#), without which we could not deliver our services.

Fall Program *continued*

New Sector continues to work with Boston University's School of Management and Babson's Olin Graduate School of Business, engaging 2 teams from each school on projects with return clients *Cambridge College*, *CommonGood Careers*, *Commonwealth Corporation*, and *Thompson Island Outward Bound*.

New Sector welcomes aboard Mercer Management Consulting and the Parthenon Group and is pleased to continue its relationships with Accenture, Bain & Company, Boston Consulting Group, and McKinsey & Company. Consultants from each of these firms are coaching the 12 student teams.

Summer Project Spotlight



Over the past two years, New Sector has been privileged to engage in seven projects with *Cambridge College*, a unique organization that provides academically excellent, time efficient, and cost-effective education for a diverse population of working adults for whom those opportunities may have been limited or denied. Dr. Joseph Daisy, Vice President of College Affairs, maintained that "lots of institutions have wonderfully crafted mission statements but we demonstrate every day that we are actually fulfilling that mission."

New Sector projects have included a strategic plan, visibility study, IT strategy, domestic expansion strategy, and most recently, this past summer, an evaluation of the Cambridge College's National Institute for Teaching Excellence (NITE) Program and an international expansion strategy. Harvard Business School students Kina Beale and Anita Tandon worked with two of New Sector's Summer Fellows, Sanaa Rahman and Druhv Singh, to develop the expansion plan.

"I felt incredibly fortunate to be welcomed into an organization that had such a well established and professional relationship with New Sector Alliance.

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Professor Sharon Oster at the Yale SOM Kick-Off.

Alumni Profile - Ludovica Mottura & Michele Zanini

Over the past few years, New Sector has been fortunate to benefit from the participation of a very special duo of consultant coaches for our student teams: Ludovica Mottura (Bain & Co) and Michele Zanini (McKinsey).

One might wonder how this unlikely pairing of consulting firm "competitors" has come about. The answer is quite simply that Ludovica and Michele are married and have chosen coaching New Sector students teams as one of their joint "hobbies". Ludovica and Michele have helped our client *Year Up* with New Sector projects in the spring of 2005 and 2006; and are participating again this fall.

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Project Spotlight *continued*



Team Member Sanaa Rahman.

I got a sense that I was building upon an ongoing process, which gave me a sense of responsibility and accountability to uphold the standard of work that had been done in the past," said Sanaa. "Working with Dr. Daisy's team and my own team was also a pleasure--

--every day, I was surrounded by an intelligent and talented group of individuals yet it was always a laid back and friendly place to work."

In addition to the comfortable environment, Kina appreciated the skills that she developed this summer. "Working at *Cambridge College* helped me learn how to tackle a broad and complex business issue and develop an approach for arriving at a solution", she said.

This fall, a New Sector team will help *Cambridge College* implement the team's international expansion strategy by developing an entry plan for specific countries including financial models, partnership evaluation, and market analysis. "By identifying and matching the strengths of students and consultants with the strengths of the institution, and providing the appropriate training, support, and mentorship, New Sector produces successful reports that don't just sit on shelves and collect dust, but are actually implemented", says Dr. Daisy.

Alumni Profile *continued*

Ludovica joined Bain in Italy after completing her undergraduate degree in Milan. She left to get her MBA at Harvard Business School (class of 2000) and joined Bain's Boston office upon graduation.

Michele attended the Kennedy School of government and has a PhD in Public Policy. Prior to joining McKinsey, Michele was at the RAND Corporation where his research projects included subjects on NATO strategy in the Balkans and Mediterranean, terrorism, ethnic conflict, and European defense planning.

According to Ludovica and Michele, the biggest benefit in participating with New Sector has been "being able to build a relationship with *Year Up*, create impact for them and see that their leadership (Gerald, Casey, Sue) really value our support and want to work with us in particular."

This fall, Ludovica and Michele will coach a team of two Harvard Business School students and three Harvard College students in developing a strategic plan for *Year Up's* alumni efforts.

"Getting the students excited about a non-profit cause" is another key value proposition in their New Sector involvement and we know that Ludovica and Michele will contribute greatly to the success of the student team on the *Year Up* project. In fact, two of our former MBA student participants on *Year Up* projects are now running the organization's DC & Providence sites (Tynesia Boyea-Robinson & Sara Strammiello).



New Sector Company Update

On July 31, 2006, New Sector celebrated its official **5-Year Anniversary** of being incorporated as an independent 501(c)(3). Since our founding, New Sector has engaged over 350 students and 150 professionals to deliver **133 consulting projects to 83 nonprofit clients**.

Over the course of the summer, New Sector has undergone various **staff transitions**. Jen Liao will be pursuing her MBA at the MIT Sloan School of Management this fall; Daniel Senter has joined the Oakland Teaching Fellows Program; and Emily Mondon has decided to pursue new opportunities. Valerie Bockstette became our Managing Director and Kristi Komendant has joined us as a Program Coordinator. As always, we thank our departing staff members for all their hard work and look forward to working with our new staff.

We are pleased to announce that our founding Board-Chair, **Mike May**, has re-joined our Board of Directors.

This fall, New Sector unveiled a **new website** that includes updated content to reflect our latest service expansions and growing alumni and knowledge bases.

We will thank all our supporters at our **2006 Holiday Party** on December 4th. Look for an invitation soon!

Letter from the Managing Director

Dear Friends and Colleagues,

I am extremely excited to be writing to you in my new role as New Sector's Managing Director. I look forward to working in close partnership with our Founder & President Carly Janson, our wonderful staff, our dedicated Board of Directors and our many community partners to deliver and build upon New Sector's wonderful programs.

Over the past months, New Sector has continued to evolve as an organization by adding a new summer program for undergraduates, creating a program for the Yale School of Management and strengthening our deep knowledge base of nonprofit capacity building.

In the coming months, I hope we can continue to build upon our current momentum and strengthen many organizations while developing much needed nonprofit sector leaders.

As always, we thank you whole heartedly for your support.



Valerie Bockstette

Managing Director



Valerie Bockstette.

Thank You to Our Supporters

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*strengthening organizations today
while developing leaders for tomorrow*