

Summer 2007 Newsletter

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Experience's network insights into the creativity and complexity, the successes and challenges inherent in nonprofit work.

New Sector's Summer Consultants program has also grown significantly. We have 20 graduate students from 7 schools participating in the program this year, compared to 4 students from 1 school last year. These graduate students are using their business expertise and enthusiasm to effect social change this summer.

Together, our Fellows and MBAs will be serving 50 organizations in all areas of the nonprofit sector. We are thrilled to be working with old partners like ICIC and Asian CDC and to welcome new partners like One Family and LifeLinks.

Spring Cycle Recap

On May 25, 2007, New Sector Alliance completed our largest CASE Team program cycle ever. Working with Babson, Harvard, MIT, and Yale Business Schools, Harvard and MIT undergraduates, and the Kennedy School of Government, New Sector engaged 65 students on 15 projects for 14 social enterprises. We were pleased to work with new clients *Boston Public Library*, *Brody Weiser Burns*, *Center for Media and Child Health*, *Urban School District*, *Management Consulting Firm*, *Mercado Global*, *More Than Words*, *Professional Athletes Council*, and *TransitWorks*, as well as repeat clients *Cambridge College*, *Citizen Schools*, *New Sector Alliance*, *NPower NY*, and *Year Up*. In addition, 31 professional consultants from Accenture, Bain, BCG, Bridgespan, McKinsey, and Oliver Wyman volunteered their time to coach and mentor each of our student teams.

Not only was the spring cycle our largest program ever, it was also our most successful in terms of student and nonprofit impact. As John Weiser of *Brody Weiser Burns* stated, "The team worked very hard, and excelled in their work for my firm. If I had staff positions open, I would have happily hired them to continue the work. They took on a very messy, complicated problem and did a great job in producing clear, implementable recommendations." 95% of students reported their involvement with New Sector increased the effectiveness with which they can contribute to the nonprofit sector, while 85% are more likely to be engaged in the nonprofit sector. In the words of one of our students, "This was a great opportunity to integrate all the learning I've done at school in the classroom and in clubs. I've been able to apply my New Sector project learning to other activities already! I learned a number of skills that will benefit me during my internship this

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New Sector
ALLIANCE

Welcome to our Summer Class!

This summer, New Sector is excited to be working with our second class of Summer Fellows. We are joined by 46 talented, passionate undergraduates who were chosen from over 600 applicants, more than three times as many applicants as last year. We were pleased to see such tremendous growth in student interest in our program, and would like to thank last year's Fellows for helping us spread the word about all the exciting work New Sector and its partners are doing.

As an addition to this year's program, ten of our Fellows will be blogging about their summers through Experience.com. Our Fellows' blogs will help New Sector extend the reach of our program beyond Boston and will give the five million young people in



Summer Fellows Class, 2007

*strengthening organizations today
while developing leaders for tomorrow*

New Sector Fundraising Update

After meeting our fiscal 2007 performance metrics in terms of revenues, costs and impact, New Sector received the final installment of \$60,000 of our [Accenture Foundation Grant](#).

[The Massachusetts Service Alliance](#) approved a \$1.5M 3-year grant to help us launch the Residency in Social Enterprise™ and fund Summer Fellows 2007-2010.

[Experience.com](#) has provided \$12,500 in support of our Summer Fellows program, allowing us to enroll 11 additional young leaders. To read about some of the unique experiences our Fellows are having, check out www.experience.com/alumnus/channel?channel_id=nonprofit&page_id=young_social_innovators!

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.

Spring Recap *continued*

summer." And finally, 100% of our consultant coaches would recommend New Sector to friends and colleagues, with one coach stating, "This semester is my 3rd New Sector engagement and I continue to be impressed with the range and quality of strategic initiatives that students are able to work on. New Sector serves as a fantastic medium for experienced and aspiring consultants alike to hone their craft, all the while bettering our surrounding community."

New Sector would like to extend a heartfelt thanks to all of our program participants for the many hours, thoughtful insights, and tremendous efforts they put into their projects. We look forward to continuing to develop our relationships with our nonprofit, university, and consulting firm partners and deliver high-quality experiences to all of our stakeholders.

Launch of the Residency in Social Enterprise™ (RISE)

We are very excited to be launching the New Sector Residency in Social Enterprise! As the result of the phenomenal success of the 2006 New Sector Summer Fellows program, we are piloting a year-long program for recent college graduates. We received 225 applications from 76 universities and colleges from across the country for 20 slots. Of those applicants, we have recruited 16 of the brightest and most enthusiastic talent to join our team as New Sector Residents to be placed with some of Boston's most innovative and energetic nonprofits. We are finalizing the last 4 placements this month.

The goal of this program is to provide our talented Residents with the tools, through mentorship and training, to lead a strategic, capacity-building initiative for a nonprofit organization and develop leadership and management skills that cut across sectors and that support a career focused on positive social impact.

Our Residents will help their Host Sites replicate their programs, measure their impact, strengthen their operating procedures, or expand their stakeholder base. Additionally, we hope that each Resident has the right mix of independence and support throughout the year to achieve the greatest possible professional development.

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Summer Consultant Kick-Off Training, Summer 2007

Summer Project Spotlight

Bridge over Troubled Waters works to enable at-risk and homeless youth to achieve a healthy and productive adulthood. Since 1970 Bridge has provided a continuum of services to runaway, homeless, throwaway, and high-risk young people. Whether it be communicating with a parent, maintaining sobriety, earning a GED, or finding housing, Bridge helps over 4,000 youth every year.

This summer rising senior Stephen Hsia is helping Bridge assess the changing needs of its constituents and supporting the organization's strategic planning process. Traditionally, Bridge has served suburban runaways, but recently the organization turned its focus toward "urban

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Launch of RISE *continued*



Bridgespan's Matt Thomas teaching our summer class

This year's class has won recognition for academic merit, community service, and leadership. They are passionate about social impact and have an unlimited potential to do wonderful things. We, at New Sector, are proud to include them in our growing network of top students and professionals.

2007 Resident	Host Site Organization
Bridget Kelly	ACCESS Boston
Charity Murrell	Nonprofit Finance Fund
Divya Vohra	Prize 4 Life
Elizabeth Robinson	Lead Action Collaborative
Emily Silberstein	Social Innovation Forum
Eric Terpstra	Young Entrepreneurs Alliance
Jeffrey Kessner	InnerCity Entrepreneurs
Jessica Bloom	Root Cause
Karen Bemis	Southwest CDC
Louisa Brown	BELL
Michael Davis	Boys and Girls Club of Boston
Sara Reichstein	One Family
Stewart Wolfe	More Than Words
Trevanna Grenfell	Somerville Community Corporation
Vinay Kampalath	Boston Urban Asthma Coalition
Zahra Majeed	Year Up

Summer Spotlight *continued*

throwaways." With this change in focus have come changes in staffing, program structure, funding needs, and partnership opportunities.

To help Bridge get an accurate picture of both its internal and external environment, Steve has conducted interviews with staff, developed a survey for Bridge's clients and benchmarked other organizations. The hardest part so far? Making sure every opinion from a diverse staff was heard and "cold-calling every relevant expert or agency around the city."

In tackling this project, Steve has appreciated the support of each component of New Sector's network: "By far the most rewarding part of my experience this summer has been the people: From our Summer Fellows class alone, I have never met a more talented, more intelligent, more passionate, or more likable group of peers – I'm proud to call them my new friends! ... [And] my mentor, Erin (2nd year Associate, BCG), has been an invaluable source of help to me."

Ultimately, though, "my colleagues at Bridge Over Troubled Waters ... are the reason I come to work smiling everyday ... I admire the ethos at Bridge: everyone comes to work because they truly love what they do; at the same time, since we're somewhat limited in our funding, everyone makes an extra effort to work late and to stretch every dollar."



New Sector Company Update

Over the course of the summer, New Sector has undergone various **staff transitions**:

- **Rachel Roth** completed the Spring Cycle and left in early June to travel and relax over the summer before starting her MBA at the Tuck School of Business at Dartmouth in August
- **Carter Romansky** is spending the summer with New Sector to help manage Summer Fellows and will start the MBA Program at the Harvard Business School in mid August
- **Kristi Komendant** and **Eileen Yang** have both been promoted to Program Manager as a reflection of their tireless and outstanding efforts here at New Sector
- **Allen Acosta** is spending the summer with us to help create the training curriculum for RISE
- Due to Rachel's and Carter's departure, we are looking to **hire two new full-time staff!** Please inform us if you know any great candidates!

We thank our departing staff members for all their hard work and wish them well in their new endeavors.

Letter from New Sector Alliance

Dear Friends and Colleagues,

So much has happened since we sent our last newsletter in the Fall of 2006, it is exciting and overwhelming all at once.

Our 2007 Spring Cycle was not only the largest cycle New Sector has ever managed (15 teams), but also the most successful in terms of student and client satisfaction and impact. Our Summer Fellows program received 617 applications, which also happens to be our area code. Next summer we are shooting for 2111 (our zip code). Finally, we received a \$1.5 million three-year grant from the Massachusetts Service Alliance to fund our new Residency In Social Enterprise™ program, as well as Summer Fellows from 2007-2010.

None of these amazing accomplishments would have been possible without your ongoing support. Over the next few months, we will be working on our three-year growth plan, which will enable us to spread our reach to new cities and new stakeholders. We hope we can count on your continued support as we seek new ways to strengthen organizations today, while developing leaders for tomorrow.



Carlin Janson
President and Founder

Valerie Bockstette
Managing Director

Thank You to Our Supporters

Foundations

Accenture Foundation, Charina Foundation, CNCS/AmeriCorps, Massachusetts Service Alliance

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If you would like to make a donation to New Sector Alliance, please call 617-488-7975 or donate online at www.newsector.org/investors/donate.php. With your help, we can continue to strengthen organizations today while developing leaders for tomorrow and increase the number of nonprofits and future leaders we serve.

New Sector Alliance

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