

Winter 2006 Newsletter

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2006 Spring Cycle Underway

On Monday, February 6, 2006, over 80 students, consultants and clients came together to kick off New Sector Alliance's spring cycle and largest program ever. The evening began with introductions from 9 clients representing 11 projects. New clients *Bottom Line*, *Neighborhood House Charter School*, *Oxfam America*, *Thompson Island Outward Bound*; returning organizations *Cambridge College*, *the Environmental Careers Organization*, *Year Up and New Sector Alliance*; and our first New York based client, *NPower NY* gave quick overviews of their missions and project goals.

"In addition to working with fantastic nonprofits, we are also very excited about engaging Babson's Olin School of Business for the first time," said Program Manager Dan Senter. "The Kick-Off was a great way to launch our program and to see cross-sector collaboration at work."

The participants then broke out into individual teams to get to know their client organizations, consultant coaches, and fellow students. A key goal of this breakout time was to finalize the project scope and begin discussing key deliverables. Later in the evening, Kristy Cunningham, a Manager from Bain & Company, led a training session on how to construct a workplan to guide the team's work efforts throughout the semester. One student summarized the evening: "Helpful staff, well organized projects, committed organizations, carefully selected teams, and great binders with lots of info. Very impressive overall."



Spring 2006 Kick-Off Session at MIT.

New Sector launches prestigious Summer Fellows Program

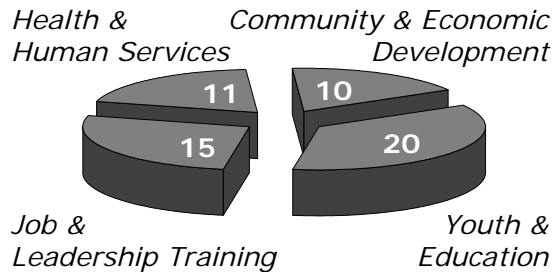
We are excited to announce the launch of the New Sector Alliance Summer Fellows program. Through this program, we will recruit 35 talented undergraduates from 10 top-tier universities and support them in implementing important strategic initiatives for nonprofits throughout the Boston area. It will be our largest summer program yet and will enable us to add significantly to our current network of nonprofit clients. The program will also include a substantial training and mentoring component to be delivered with consultants and professionals from our corporate, nonprofit and academic networks.

The nonprofit sector, particularly in Massachusetts, is growing every year. In addition to the supplementary staffing that will be required to support this continued growth, nonprofit organizations face an impending "workforce crisis" as 65% of nonprofit organizations will go through a leadership transition by 2009. At the same time, most community-based organizations do not have the resources to find, structure and manage high impact volunteer and internship opportunities. With the Summer Fellows program we seek to turn a *need* (that of more effective volunteer use) into an *opportunity* (to train a future generation of leaders).

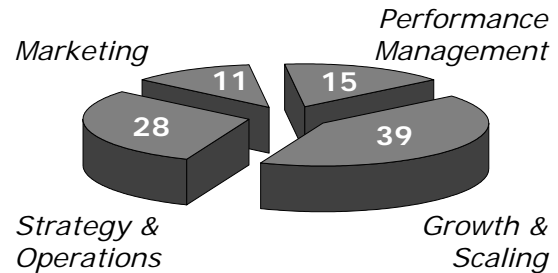
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New Sector Impact Since 2001

56 Clients by Industry



93 Engagements by Function



Summer Fellows Program *continued*

In December we began recruiting sessions at universities throughout the Northeast. Applications started to arrive in January, and to date we have interest from over 100 students. Over the course of March and April, we will select our first Fellows class, match them with their nonprofit hosts and projects, and at the end of May, bring all 35 Fellows together for three days of kickoff training. Training sessions will continue throughout the summer, as we bring the class back together for workshops and seminars focused on civic engagement, career planning, and management techniques.

Fall Project Spotlight: IBA



This fall's project with repeat client Inquilinos Boricuas en Acción (IBA) brought together students from BU's School of Management and consultants from Bain & Co.

In partnership with Boston University Public & Nonprofit Management Program Director, Kristen McCormack, New Sector recruited and trained a talented team of MBA students from her class on management consulting. The five-student MBA team, (Georgia Antonopoulos, Vincent Barraillier, Beau Gaerlan, Chris LaBounty and Melissa Sherman) received mentorship and training from Bain & Company Manager, Kristy Cunningham and Consultant, Ted Hill as they worked to develop a three-year plan for IBA's historic Jorge Hernandez Cultural Center/Center for Latino Arts.

The team embraced New Sector's unique consulting model and delivered a very strong end-product which was dubbed a "goldmine" by IBA's Development Director and a resounding success by IBA's management and Board.

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George Chu and spring team-member Elaine Chow.

Alumni Profile: George Chu

George Chu entered the MIT Sloan School of Management in 2002 with the desire to apply business skills to the nonprofit sector. Therefore, participating in New Sector as a student consultant with Year Up, a training program that helps to close the opportunity divide by providing urban young adults with a combination of technical and professional skills, experience, and support, was ideal for George. For Year Up, George and his team prepared a "social return on investment" report for government donors and an analysis of Year Up's value proposition to corporate funders.

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***strengthening organizations today
while developing leaders for tomorrow***

Fall Project Spotlight *continued*



Vincent at our Open House.

For the past thirty-five years IBA has provided affordable housing, municipal & cultural services for the residents of Villa Victoria. A key part of IBA's mission to build community among its predominantly Latino residents is to provide enriching activities in its cultural center & art gallery.

IBA presented the team with the challenge to create a plan that would map the transformation of the Center into the pre-eminent New England Latino cultural destination. IBA's goal in this effort was to expand upon its mission and more broadly share Latino culture with those outside the Villa Victoria community.

At the end of the engagement the students presented a suite of deliverables, including a detailed three year plan that mapped out the essential operational steps, program mix, and financial strategies needed.

IBA's Executive Director, Vanessa Calderón-Rosado proclaimed that the end product was "exactly as expected ... a very specific timeline and plan," and stated that the team had gone above "above and beyond [the call of duty]."

Alumni Profile *continued*

To George, "squeezing this experience to build a network has been incredibly valuable." In particular, he believes that the relationships and skills that he developed through his New Sector project helped him get his current job as a Consultant at the Bridgespan Group, a nonprofit consulting firm.

Since finishing his project with Year Up in 2003, George has stayed actively involved with New Sector in many ways. As a campus lead for MIT Sloan in 2004, George recruited several of his classmates to apply for the program. After graduating from business school, George has contributed to New Sector as a trainer, delivering the Nonprofit Overview presentation to student consultants every semester. He maintains that having to articulate concepts such as theory of change and intended impact to the students helps him to understand them even more.

This semester, George also joins New Sector as a client, representing Bottom Line as a Board Member. The organization helps disadvantaged youth get in to college, graduate from college, and be successful in life. For Bottom Line, the New Sector team from Babson's Olin School of Business will be assessing the effectiveness of the organization's program in ensuring that students not only get into college, but make it through college successfully.

To current New Sector student consultants, George advises, "It's a good experience. It's fun. Take advantage of it."

New Sector Events Update

Open House: On Thursday, January 19th, New Sector held an informational open house at our offices in Boston. The event was attended by over 50 members of our network, including donors, past and current project participants, clients, consultants and faculty coaches. We would like to thank all attendees. We appreciate their continued support of our work.

Service Day: On Saturday, July 8th, New Sector will sponsor a community service day with over 100 participants, including our Summer Fellows, their Mentors and members of our network. We will most likely be helping the Esplanade Association clean up after Boston's famous 4th of July activities. If you have any interest in participating, please email Carter Romansky at cromansky@newsector.org.

Panel: "Demystifying Earned Income": New Sector is organizing a panel to be held this year for Boston-area Executive Directors on the topic of earned income. The panel will include viewpoints from the nonprofit, foundation, consulting and academic worlds as well as break-out sessions covering the most relevant issues in planning, launching and maintaining earned-income generating ventures. We will be sending out invitations to the panel soon.

Letter from the President

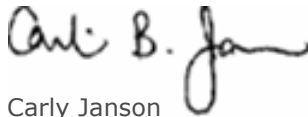
Dear Friends and Colleagues,

Greetings from New Sector Alliance! We are excited to announce that 2006 marks New Sector's five year anniversary since incorporating as a nonprofit organization. We could not have achieved this important milestone without the support and involvement of the students, consultants, and clients that have participated in our programs since 2001, and the individuals, foundations and corporations that have supported us with in-kind and financial contributions.

As many of you know, 2005 has been an incredibly productive year for us, and we have made great progress toward our mission of accelerating social change by strengthening organizations today, while developing leaders for tomorrow. In this past year alone, 90 students and 52 consultants have completed 19 engagements for nonprofit organizations working to solve pressing social problems in Boston and San Francisco. As always, we are incredibly impressed by our program participants. Kyle Klopocic, a spring 2005 program participant and a graduate of Harvard College, states, "I am grateful for New Sector enabling me to have this unique opportunity. The engagement was one of the most challenging projects I have ever undertaken, and it... [has] definitely been useful in clarifying my plans for the future."

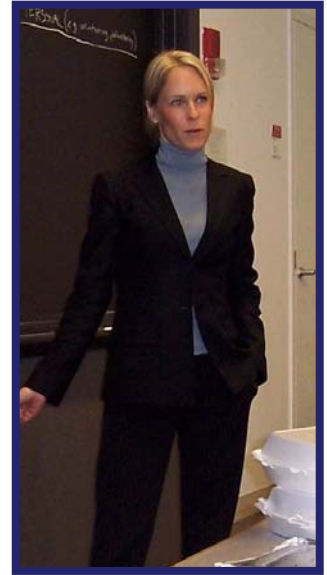
To provide learning opportunities to more students like Kyle in the future, New Sector has expanded its university relationships this year to include Babson and Boston University, in addition to MIT and Harvard. In fact, with 11 engagements with 9 clients, New Sector's first program cycle of 2006 is the biggest in Boston in New Sector's five year history. We look forward to continuing this growth trend into the future.

As always, we thank you wholeheartedly for your support.



Carly Janson

President & Founder



Carly teaching at Harvard.

Thank You to Our Supporters

Accenture, Bain, The Boston Consulting Group, EMC, Hogan & Hartson, McKinsey, Salesforce.com

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