CompassPoint, a nonprofit based in San Francisco, serves individuals, organizations, and the nonprofit sector as a whole with research, publishing, and advocacy.

### Regional and National Highlights

**What are you at CompassPoint proudest of in 2003?**

CompassPoint prides itself on its contributions to the nonprofit sector. In 2003, the organization continued to meet the needs of nonprofit managers. We served individuals: 6,587 attended a CompassPoint workshop or conference in the last year, and we launched a new executive coaching program.

**Why did you choose these highlights?**

Each of these achievements had a remarkable impact on the people and organizations directly involved.

#### CompassPoint Workshops and Conferences

- **CompassPoint Executive Workshops**: These workshops are designed to help executive directors and other senior leaders improve their skills and knowledge. In 2003, 6,587 people attended these workshops.

#### Consulting Services

- **Executive Transitions Initiative (ETI)**: ETI is a multi-year, multi-site initiative to build capacity to deliver Executive Transition services to nonprofits. In 2003, CompassPoint launched the ETI to build their capacity to deliver Executive Transition services.

#### Research and Publications

- **Planning for Nonprofit Organizations**: This book is a practical guide for nonprofit organizations looking to develop their strategic plans. In 2003, the book was well-received and widely distributed.

#### Board Cafe

- **Best of the Board Cafe**: This collection includes articles and resources that have been particularly helpful to nonprofit board members. In 2003, the Board Cafe continued to be a valuable resource for nonprofit leaders.

#### Business Development

- **CompassPoint Customer Database**: This database is used to identify potential clients and to develop new business opportunities. In 2003, the database was updated and expanded.

#### Other Highlights

- **Proposition 54 Study**: This study was conducted to assess the impact of Proposition 54, a California initiative that would have banned the requirement of bilingual education in public schools. In 2003, the study was published and widely distributed.

### Staff

- **Board Hangout**: A monthly webinar for Board Members, held on the first Thursday of each month.

#### Board Cafe

- **Best of the Board Cafe**: A selection of the best articles from the Board Cafe, published annually.

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### Financial Highlights

**CompassPoint finances for 2003**

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<tr>
<th>Category</th>
<th>Amount</th>
</tr>
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<tbody>
<tr>
<td>Net Assets, End of Year</td>
<td>$3,152,295</td>
</tr>
<tr>
<td>Total Liabilities</td>
<td>$1,424,261</td>
</tr>
<tr>
<td>Total Support and Revenue</td>
<td>$4,828,084</td>
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