

This Summer 2011 newsletter marks an exciting time for Practical Strategy LLC under the leadership of Sally Sachar.

In recent months the firm completed its first project as a Federal Mission Oriented Business Integration Schedule (MOBIS) contractor, received an "Exceptional" rating from the General Services Administration, and launched a new line of business focused on Executive Directorships for Non-Profit Organizations.

**Leading Non-Profits During Transition and Growth  
Our New Practice Area: Interim Executive Directorship**

Practical Strategy is excited about a newly launched practice area - that of executive director-ships for national or local non-profits. Practical Strategy can provide deep experience in non-profit leadership resulting in real benefits to organizations during periods of change, during a start-up phase, or in leading organizations already well established and in need of new staff leadership. Sally Sachar brings to the role of Executive Director her own textured and diverse record leading organizations and, also, offers to organizations and projects a knowledgeable and seasoned team of professionals with deep experience in a broad range of roles essential to delivering effective outcomes.

Sally Sachar is currently serving as Executive Director of [USAgainstAlzheimer's](#) and USAgainstAlzheimer's Network. USAgainstAlzheimer's is a 501(c)(4) organization that is engaging in public advocacy, Federal relations, grassroots activity and voter education. The USAgainstAlzheimer's Network is a 501(c)(3) organization dedicated to providing organizations and individuals with the information they need to effectively communicate about Alzheimer's to the general public, policy leaders, and the media. Both non-profits were co-founded and are chaired by George Vradenburg. Previously Sally served as the Interim Executive Director of Jubilee JumpStart, a 0-5 early education school in Adam's Morgan, DC.

**Helping States Use Federal Grants More Effectively: Our Work with the Election Assistance Commission**

Practical Strategy completed a project earlier this year with the U.S. [Election Assistance Commission](#) (EAC), a federal agency established by the 2002 Help America Vote Act. The PS/EAC project focused on developing tools for states and U.S. territories to maximize the effective use and ease of management of federal funds granted for the improvement of elections. Our team, led by Elizabeth Plant, also advised the EAC on the development of customer service and communication improvements to facilitate the sharing of knowledge and guidance critical to states' success. The process by which Practical Strategy developed these products with the EAC would be easily replicable and useful for many federal agencies and programs.

**Election Assistance Commission Testimonial:**

**Important News for Federal Agencies**

Practical Strategy is now a participant in an important new federal contract pathway to small, woman-owned businesses like ours, the Woman-Owned Small Business Federal Contract program. For more information, [click here](#).

**Current and Recent Clients**

**US Against Alzheimer's**



**Colgate University Spring Immersion Fellowship Program**

Sally Sachar's cultivation of a new generation of not-for-profit organization leaders continued in 2011 for the third year with Colgate University's Spring Immersion in Civil Society program in Washington, DC. Conceived by James Allen Smith, Vice President and Director of Research and Education, at the Rockefeller Archive Center and author of numerous books and articles on the

"I had the good fortune to work with Practical Strategy both when I was at the Corporation for National and Community Service (CNCS) and at the Election Assistance Commission (EAC). At the EAC, Practical Strategy provided the agency with a series of helpful and important products that helped us better support and communicate with local and state election officials, a critical component of the EAC's mission. The firm's team developed an insightful and informed interview guide to conduct a needs assessment with state officials, and then developed a collection of high-quality tools to help States implement the Help America Vote Act (HAVA). Practical Strategy worked collaboratively with EAC staff using a process that would be applicable for many other federal-state-local government partnerships. I have no hesitation in highly recommending this firm to any other Federal agency or non-profit."

- Mark Abbott, former senior official at CNCS and EAC

### Analyzing the Quality and Reach of Ohio's Dual Enrollment Program for Jobs for the Future

We continued our work with [Jobs for the Future](#) to support the organization's efforts to provide greater access to postsecondary education for low-income youth. Through our analysis of Ohio's post-secondary enrollment legislation and data provided by the Ohio Department of Education and the Board of Regents, our team led by Jennifer Molinoff, reported on the quality and reach of Ohio's dual enrollment programs including Early College High Schools, AP, IB and post-secondary courses offered at both high schools and college locations. Our findings were presented to state education leaders focusing on improving college access and career readiness for Ohio students.

#### Jobs For the Future Testimonial:

"Practical Strategy has been a valued and trusted consultant in JFF's work. When we need research done quickly and with high quality, we know we can rely on their expertise and efficiency in all phases of a research project -- from design to data collection and analysis. Their research for JFF on Ohio's dual enrollment policies was just one example. It helped us to shed new light for policymakers on how dual enrollment policies could advance college and career readiness for more students in the state."

- Joel Vargas, Vice President, Jobs for the Future

Please contact Sally Sachar to learn more about Practical Strategy and how we can support your mission, organization or project.

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For more information about Practical Strategy, please visit [practicalstrategy.org](http://practicalstrategy.org).

non-profit sector, the Colgate Immersion program focuses on introducing sophomores to the worlds of non-profits and public service. Sally is also part of a teaching team that heads to Hamilton, NY each winter to lead a series of non-profit cases with the participating students.

### About Practical Strategy

**Practical Strategy LLC, a woman owned, small business**, provides executive leadership, strategic planning, market research, policy analysis, technical assistance and management consulting services to organizations seeking to drive change and improve performance.

We support the success of **non-profit organizations, government agencies and educational institutions** by bridging ideas, strategy, practice and operation. Our goal is practical strategy - the intersection between bold vision and concrete results that empowers organizations and the people in them to reach their full potential.

**Practical Strategy's** team includes experts in the full range of challenges and opportunities facing non-profit organizations, and federal, state and local governments.