

ATELIER • Kathleen Brown

Named for its founder, Atelier Kathleen Brown is a powerful planning and management partnership bringing expertise and ground-breaking creativity to solid consensus-building, project planning and implementation. AKB applies outstanding management and communication, high-level conceptual development, political acumen and sensitivity to your project. We provide the exact formulae of expertise and on-sight presence that your project needs to articulate and achieve your desired goals: new levels of positive impact and value to your community.

Under Kathleen Brown's direction, AKB's planning team takes a hands-on approach, developing key elements of the process with practiced, proven, and exceptionally successful integrative methods. As well, the Atelier's associated architects, engineers, and other specialty practitioners ensure that your project has at hand the best expert insights working together.

Kathleen's eminently successful planning processes result in the esteem of clients across the country — because goals are not only met but exceeded. AKB's excellent reputation for producing positive results stems from the ability to engage key constituents, meet the needs of diverse stakeholders and produce solid, working solutions.

Kathleen's husband Christopher Brown has been her partner since 1985 and a film producer, writer, and consultant since 1976, serving a wide array of institutions, businesses, and internationally recognized media clients including National Geographic, Disney, and PBS. In 2002, Christopher and Kathleen established their own enterprise, Atelier Kathleen Brown as a sole proprietor, California Certified Small Business, #35467.

About Kathleen and Chris Brown

Kathleen's work over her 25-year career, with public and private institutions and organizations around the country, led to the creation of the Atelier (or "workshop") concept bearing her name. Her career includes directing and consulting positions with cultural attractions, community organizations, government and academia. She founded the U.S. corporation of LORD Cultural Resources Planning & Management, Inc. in Florida, and until 2002 directed her company through a ten-year, cross-country, ten-fold period of growth with two primary offices (Washington, DC and Alameda, CA) and project offices in Vancouver, BC and Pittsburgh (PA), including 8 full time staff.

A skilled and effective communicator, she excels in pinpointing and articulating key project goals and finding the solutions to achieving them while meeting the needs of multiple stakeholders. Her success in professional relationships stems from her skills in building client/consultant teamwork and for providing clients with their own long-term development tools.

A talented facilitator of team processes, involving both citizen and professional participants, she has extensive experience in leading working groups to consensus

decision-making. She has nationwide success working with institutions and people at all levels — from arboreta to zoos, museums, government agencies, port authorities, Native American tribal councils, science centers and universities, redevelopment agencies and water management districts — captains of industry, astronauts, artists, rock and roll gods, and movie stars.

Kathleen is a popular presenter, writer of well-received, nationally published articles and is frequently sought after to address national professional conferences on subjects ranging from cultural tourism to Board development and civic engagement. Her grasp of the key issues makes her a pivotal asset to her clients and her professional and academic associates, and she currently serves on the Graduate School faculty at John F. Kennedy University.

Christopher Brown applies his insight and intense curiosity to primary research and interviews. His keen observation and in-depth research yields key results. His contributions to market and financial studies began in 1992, where he and Kathleen analyzed and compared sites for a prospective sound stage for the State of Kansas, then contemplating a major investment in film production facilities. More recently, his work with Kathleen for NASA and the California Air & Space Center and for the Walter Clore Wine and Culinary Center in Washington State have benefited from his strategic thinking and creative problem-solving.

Beginning in 1976, Chris created documentaries, commercials, and educational media before establishing his own company, DOCENT FILMS. Writing, directing sound engineering and cinematography were skills practiced daily in the southeastern regional film market. As a freelance producer, his clients included Walt Disney Theme Parks, National Geographic Films, PBS, and American Movie Classics. His experience is extensive, from photographing in freefall to news service videography on Capitol Hill, and from music videos to broadcast documentaries on natural history subjects.

Science, design, technology, and teamwork have always been standard components of Chris' expertise, in all areas including media production, attractions and exhibits, biological research, public presentations and publishing. Throughout, Chris' abilities in research, planning, marketing, and management were intrinsic components of every project: environmental advocacy and endangered species, sound stage feasibility, archiving film collections, shooting in eerie archaeological digs or subterranean and underwater explorations, or on sizzling movie sets.

As his exploration and production gained recognition, consulting, speaking and writing engagements about science, history and adventure followed, for university, technology, and consumer audiences in the US and abroad. In 2002, Kathleen and Chris formed Atelier Kathleen Brown, a new firm — and a new concept for analyzing and solving management and planning problems.

Relevant Experience and References

Current Clients as of September 1, 2007

Hearst Museum of Anthropology, University of California – Berkeley – Advisory to architects Noll & Tam on Master Plan and facility program/feasibility study for expansion

Chabot Space Science Center, Oakland – Comprehensive program of marketing research and re-branding for revenue generation

Santa Barbara Museum of Natural History – Strategic Master Plan

Museum of the African Diaspora, San Francisco

Ernest Urquhart, Board Chair

Shiree Dyson, Acting Director

2007, 2001-02

The Grand Opening of the Museum of the African Diaspora in San Francisco in December 2005 marked the fruition of a planning process in which Kathleen was instrumental. MoAD exists through an innovative partnership between the Board of Directors, the San Francisco Redevelopment Agency and the developers of a planned luxury hotel in downtown San Francisco. Kathleen led the team that conducted the initial market/financial feasibility studies, content theme development and space and facilities plan. MoAD has already received widespread acclaim — a testament to the power of community connectivity in the development of a First Voice institution. In 2007, AKB led staff in a program assessment and evaluation to identify a programmatic strategy and framework to implement in their second year of operation, and will continue to expand this assessment to an institution-wide strategic assessment and plan in 07-08.

Recent Client Projects

St. Simons Land Trust, Georgia

Cheri and Vance Leavy, Co-Chairs

2006-2007

Reference: 912/399-8088

As is true for many public benefit institutions — museums, natural preserves, historic sites, zoos, parks, and land trusts — the acquisition of properties with cultural and heritage assets poses special opportunities and challenges. Through its ongoing work, the St. Simons Land Trust perceived the need to identify existing assets and plan for the future of its cultural infrastructure. After a national search, SSLT chose AKB to develop a Cultural Needs Assessment for St. Simons and Sea Islands as well as the surrounding communities of Glynn County and Brunswick, Georgia. Atelier KB worked with the Steering Committee and a community-wide advisory committee that we assembled, to understand the needs and priorities of current and future residents and visitors to the region.

Pacific Coast Immigration Museum — National Park Service

Ray Murray, Chief, Planning and Partnerships

2003-06

Reference: 510/817-1439

In 2003, AKB was selected to provide museum-specific expertise to two teams working on this project: assessing possible Presidio facilities for PCIM's adaptive reuse, and aiding the economic development specialist engaged to assess feasibility. AKB's role was to ensure that site selection criteria were prioritized by factors that would enhance the project's overall viability regarding both capital cost and operating realities, as well as the prospective facilities' potential. In conducting the feasibility study, potential partnerships, critical mass/audience appeal and the implications to operating costs were all key considerations. The consultant team has most recently led the nascent organization on a Strategic Plan aimed at capacity- and constituency-building by undertaking key programmatic partnerships to establish a track record of accomplishment. The Plan details three prioritized projects for near-term implementation as the base upon which to build future programs and focus initial fund-raising efforts.

Colonial Spanish Quarter, City of St. Augustine, Florida

William Adams, Ph.D., Director of Heritage Tourism

2005-06

Reference: 904/825-5033

The Colonial Spanish Quarter is a living history site located in the heart of St. Augustine, the country's "Oldest City." Against the backdrop of contemporary tourism development, the challenge for such authentic heritage attractions in this highly competitive environment is visibility and perceived experience value relative to other more entertainment-oriented offerings. The Heritage Tourism Department and Commissioners of the City of St. Augustine engaged Atelier Kathleen Brown and our team of consultants to explore questions of market and financial performance. Specific issues the AKB team addressed are promotional visibility in a highly competitive marketplace, visitor experience expectations and staff "critical mass" in a living history interpretive model, new interpretive potentials, standards and investment in heritage buildings in authentic heritage tourism destinations, and systems and standards in the retail operation to enhance revenue performance.

Presidio Trust, Golden Gate National Recreation Area (NPS) and the Conservancy

Visitor Experience Zone and Center for the Presidio Main Post

Naomi Porat, Project Manager

2005-06

Reference: 415/753-1810

As the Presidio transitions from former military base to National Park, the many opportunities available to it for renewal and regeneration are truly overwhelming. Atelier KB provided the Trust and Conservancy teams with clearer understanding of the "best principles" at work in great visitor experience zones around the world — crucial to guiding the development of a well-planned and thoughtful visitor center for this tremendously significant cultural and natural resource. AKB worked with the Trust, the Park Service and its non-profit partner the Conservancy to conduct interviews, gather intelligence and develop successful case studies from which to define principles and practices to apply in the development of the new Visitor Center concept.

***Freedom Park, Pretoria, South Africa
Tom Hennes, THinc Design***

2006

Reference: 212/741-3844

Mandated to open to the public in 2010, Freedom Park is a South African National Legacy Project legislated by the National Heritage Resources Act to "provide a pioneering and empowering heritage destination." The Project Management Team invited AKB to work with the technologists, Project Manager, architects and designers to develop a building program that anticipates the revenue-generation potential, operational needs and requirements of the Trust's unique interpretive and educational programs. //hapo (The Dream) and the Pan African Archives will be housed together as a center of knowledge, capturing South African history from as far as 3.6 billion years ago and up to the present day. The institution's primary objectives are to provide a deeper understanding of South Africa and its people, and to create new knowledge of South African history, culture, and spirituality. Using storytelling as the interpretive core of the visitor experience, visitors to //hapo will become personally engaged with the history and future of South Africa.

***"I Will Survive: AIDS in the Early Years" Concept and Thematic Structure
Gay, Lesbian, Bisexual, Transgender Historical Society, San Francisco
Terence Kissack, Executive Director***

2006

San Francisco's GLBT Historical Society asked Atelier KB to help give form and motion to their vision of an exhibition about AIDS and its devastating impact on San Francisco in the 1980s. AKB worked with the leadership and staff to present the Society's unique resources and unparalleled scholarship to the public with maximum effect. Beginning with the initial exhibition concept, we formed a year-long thematic program framework, including a Resource Center that engages visitors in contemporary AIDS activism, complementary on-line programming, the collection of oral histories and collaborative resource and program development with other AIDS and GLBT organizations.

***Jean-Louis Palladin Foundation, Washington, DC
Ann Brody Cove, Executive Director***

2006

The Jean-Louis Palladin Foundation, established in 2001 to memorialize a true culinary pioneer, asked Atelier Kathleen Brown for our processes and insights to articulate and prioritize strategic program directions. The JLP Foundation raises money to bring young chefs into direct contact with independent specialty food producers and providers through on-site internships, carrying forward Jean-Louis' contributions to the creation of excellent food. The ATELIER is helping Foundation leadership re-engage the founding Board, sharpen the focus of the existing program, and to explore its broader revenue and funding potential in the context of contemporary food production and dining culture. Like the Jean-Louis Palladin Foundation, AKB's other food industry clients, such as Napa's COPIA and Washington State's Walter Clore Wine and Culinary Center, also gained from our organizational, development and market analyses.

Pomo Heritage Institute — Redwood Valley Reservation, California
Zhao Qiu, Project Director

2004

Reference: 707/485-0361

The Redwood Valley Tribe of Pomo Indians engaged AKB to assist them in conducting a feasibility study for a cultural center and several economic development initiatives that will foster understanding and respect for Pomo heritage and culture as well as promoting tribal self-sufficiency and sustainability. Located in the heart of Mendocino County — an up and coming tourist destination adjacent to the wine centers of Napa and Sonoma — we explored several opportunities in traditional crafts, cultural health and holistic wellness programs. The PHI project is an important element of a county-wide tourism and economic development strategy to which this process contributed.

Pechanga Cultural Center — Pechanga Band of Luiseno Indians, Temecula, CA
Amy Minniear, Director, Pechanga Development Corporation

2001; 2003-04

The Pechanga are developing a major cultural project near their highly successful casino and resort in Temecula, for which Kathleen led a market analysis and preliminary feasibility study in 2001. For this First Voice organization, the project is intended to fill dual roles: as a center for preserving Pechanga cultural traditions through its people, and as a means of sharing them with outsiders. While the project took shape and made its way through the tribal approval processes, AKB assisted by advising on streamlining the facility and operation and the development of a Business Plan.

John Wayne Birthplace Society — Winterset, Iowa
David Trask, President of the Board

2004

AKB worked with the John Wayne Birthplace Society and Wayne Enterprises (Newport Beach) to develop a visitor center expansion at the birthplace site. A key focus of the project is to develop a joint visitor center and coherent tourism development strategy for Madison County — of “bridges” fame — as well as the infrastructure and organizational capacity to fulfill a growing internet memorabilia licensing/sales program. The historical building requires additional preservation and stabilization; the visitor center will reduce traffic and wear and tear on the modest 1907 wood frame house itself and provide for additional interpretive and entrepreneurial opportunities. The facility and economic development planning being undertaken will be central to the Society’s fund-raising effort for the project.

National Center for the Preservation of Democracy, Los Angeles
Irene Hirano, Executive Director

2001-02

The National Center for the Preservation of Democracy was created in partnership with the Japanese American National Museum to preserve and teach democratic ideals through the lens of the Japanese American internment during World War II. Employing an intensive stakeholder visioning process as part of a strategic planning framework that she developed, Kathleen worked with the staff and Board, including Senator Daniel Inouye, Secretary of Transportation Norman Mineta and Chairman George Takei, to

identify the Center's most viable program and support strategies and the facility requirements to implement them. Her Strategic Plan for the Center was supported by \$20 million in federal funds and a successful matching endowment campaign. This innovative landmark project opened in October, 2005 in the restored Temple and Community Center in Los Angeles' Little Tokyo.

COPIA: The American Center for Wine, Food and the Arts, Napa

Peggy Loar, Director emeritus

2000-2002

COPIA contacted Kathleen to undertake market segmentation analysis and targeting as part of COPIA's branding strategy. Kathleen undertook an extensive market analysis and interview process up and down the Napa Valley to better understand the interests and motivations of COPIA's key stakeholders and prospective audience segments. As the project opened, this pioneering institution again called upon Kathleen to review and refine their program delivery model to adapt to changing needs and the distressed tourism economy.

California Air and Space Center, NASA Ames Research Center (Mountain View)

Lisa Lockyer, NASA Liaison

2001-2002

The idea for the California Air and Space Center had been held back by the long-standing assumption that it would simply include the standard aviation and rocketry components seen in all air and space centers. The incredible facility made available to it by NASA is spectacular Hangar 1 at Moffett Field, the largest free-standing structure on the west coast. It was built in 1933 to house the dirigible USS Macon, is on the National Register — and presented more problems than solutions. NASA Ames was reconfiguring its programs to focus intensely on the new field of Astrobiology. Its new institution at Ames Research Park, The Carl Sagan Center for the Study of Life in the Cosmos and its related programs, will need a global platform for public interpretation when life outside of Earth is discovered. Kathleen and Chris developed an innovative concept that bristles with science and popular appeal, including a living collection, science demonstrations and conferences, high-powered ride elements, themed retail and restaurants, tech and space trade shows, and an immersion theater. The preliminary building program and projections we developed revealed an ambitious and exciting future.

Over the last 10 years, we have worked with more than 30 museums in the state of California — including: The California Academy of Sciences, the Los Angeles County Museum of Natural History, Rancho Santa Ana Botanic Garden, Los Angeles County Museum of Art (LACMA), Coyote Point Museum for Environmental Education, the International Museum of Women, the Oakland Museum of California

What Our Clients Say About Us...

“Your work has been a blessing for our Board. It has come at the right time, yesterday I called the IRS Office and got the news that the PHI has been approved for the 501(c) 3 and the letter of determination is on its way to the Tribal Office this week. So, as you see some things are being answered and the understanding is that it takes time and good people like yourself to keep this drive going...”

Martin Martinez, Chair, Pomo Heritage Institute; Redwood Valley Reservation

“I had a series of conversations today with a diversity of people who participated in the retreat and am hearing universally positive things. Just a moment ago, I spoke to one of our staff members who was there and she said: ‘Kathleen Brown is the best facilitator we ever had.’ Everybody was very impressed with the comparative data you brought along, by your depth of knowledge and understanding of the issues, and by the way in which you handled the meeting overall. Obviously, I agree with all of these points. It was a true pleasure to work with you again. As always, you did a superb job.”

Karl Hutterer, Executive Director, Santa Barbara Museum of Natural History

“Your thoughtful planning and facilitation sparked a stimulating discussion and led to an active interchange of ideas...it seemed like an outpouring of creative insights! Instilling confidence in our move to the new Asian and promoting ideas that will bring about new and desired changes is a step in a new direction. We are very grateful for your timely guidance. On behalf of the Docent Council Board, our sincere thanks and appreciation.”

Kalpana Desai, Asian Art Museum

“On behalf of the Board of Trustees and Staff of the Aspen Historical Society, I would like to offer my sincere appreciation to you personally for your outstanding guidance during this planning process and beyond. We were amazed that once this process was under your guidance, you were able to lead our group and achieve consensus...Through your communication with board and community members, you quickly assessed appropriate goals, along with challenges...this community assessment provided us with valuable feedback and insights...it also helped to raise our image due to your professional presentation of our organization. Armed with this information, you were able to facilitate our group during the retreat through addressing our major issues and achieve 100% buy-in (an incredible feat!). Kathleen, the success of this project is due in large part to your wealth of knowledge, incredible insight into individual personalities and your ability to gain consensus. Our organization is fortunate to have the leadership and commitment of a professional such as you.”

Bonnie Murray, President, Aspen Historical Society

I found your article to be one of the most straightforward and thoughtful articles on a subject that is often discussed, but seldom defined. I expect it will be a regular in my introductory course.

Glenn Willumson, Director, Graduate Program in Museum Studies, University of Florida

“You did an admirable job in employing a structure for strategic planning that allowed the staff to develop its own priorities and to understand the needs and values of the different divisions. I have not seen the staff act with such museum wide interest since I became the director.”

George Gumerman, Director, Arizona State Museum/University of Arizona

“I have valued our work together and your enormous help to Coyote Point Museum and its staff. We found your counsel and expertise invaluable. We all valued your professionalism and talents.”

Chet Villalba, Acting Director, Coyote Point Museum for Environmental Education

“I want to thank you for the excellent contribution you have made to the efforts of the Office of Strategic Initiatives over the last several months. The professional work of you and your staff provided the strong underpinning of information necessary for our leadership to continue to move this important project forward.”

Ann Muscat, Ph.D. Executive Vice President, Los Angeles County Museum of Natural History

“It is clear to us why you enjoy such a good reputation in the non-profit community here, for your keen observations and advice have been of great value to us as we enter a critical growth period...we especially appreciate the very personal commitment you have shown to our efforts in addition to the quality professional assistance we received. You repeatedly proved your accessibility and willingness to extend yourself as the process evolved beyond what we had originally expected. The Trustees and staff greatly benefited from your national experience.”

Donald Kohnken, President, Morikami Museum and Japanese Gardens

“The professional work you provided gives the museum a strong case necessary for our team to move this important and exciting project forward. Having worked with consultants throughout my 36-year career, I can say that the results of your (feasibility) study are among the most thorough I have ever seen. Your work will be a crucial factor in working with supporters who will play a critical role in the creation of a natural history museum for the 21st Century.”

Steve Runnels, Chief Executive Officer, Dallas Museum of Natural History

ATELIER • Kathleen Brown Services and Clients

Services We Provide	Client Organizations That Have Benefited
<p>Fundamentals Visioning, foundation statements (mission, vision, values, guiding principles), concept and content development</p> <ul style="list-style-type: none"> ➤ Incorporation/501 c 3 instruction, guidance and support ➤ Retreat/workshop preparation, facilitation and reporting (1/2, full and 2-day) ➤ Drafting and refining foundation statements ➤ Community needs assessments, community consultation and engagement ➤ Institutional philosophy and guiding principle development ➤ Concept and content charettes preparation, facilitation and reporting ➤ Institutional messaging development ➤ Content delivery strategies and plans (visitor experience, programs, web content, etc.) 	<p>St. Simons Land Trust Jean Louis Palladin Foundation GLBT Historical Society National Park Service/Pacific Coast Immigration Museum Museum of the African Diaspora LA Co. Museum of Natural History Museum of Northern Arizona Walter Clore Wine & Culinary Center National Japanese American Historical Society National Center for the Preservation of Democracy/Japanese American National Museum Santa Barbara Children’s Museum CA Air & Space Center (NASA) HeritageAspen Laura Riding Jackson Home Tampa Bay History Center Fender Museum of Music & the Arts ABQ Balloon Museum & Fiesta Park Bob Hope Museum of Comedy Burke Museum/University of Washington Minnesota Historical Society Tennessee State Museum Tampa Children’s Museum Historic Boynton Schools West Palm Beach Children’s Museum Burritt Center for Nature Studies Morikami Museum & Japanese Gardens Millstone Institute for Preservation</p>

Services	Client Organization
<p>Strategic Assessment Market, position, funding, feasibility analysis, business plans, strategic plans</p> <ul style="list-style-type: none"> ➤ Environmental Scan ➤ Contextual and community analysis ➤ Community engagement strategies ➤ Competitor/collaborator analysis ➤ Position analysis ➤ Market analysis, segmentation and targeting ➤ Community and market needs assessments ➤ Refining messages to specific market segments ➤ Attendance projections ➤ Branding strategy ➤ Marketing plans and promotional strategy ➤ Specialty tourism development strategies and partnerships (environmental, heritage, cultural, adventure, agricultural tourism) ➤ Review of promotional materials ➤ Funding positioning and prospecting 	<p>St. Augustine Colonial Spanish Quarter Children’s Museum of Santa Barbara Pomo Heritage Institute Oakland Museum of CA National Japanese American Historical Society Rancho Santa Ana Botanical Garden CA Air & Space Center Museum of the African Diaspora Santa Barbara Museum of Natural History San Diego Maritime Museum COPIA Quail Botanical Gardens LA Co. Museum of Natural History Children’s Discovery Museum of the Desert Kidspac Coyote Point Museum for Env. Education University of Arizona/Arizona State Museum Gov. Bill and Vera Daniel Historic Village Dallas Museum of Natural History Anchorage Museum of History & Art California Academy of Sciences Laura Riding Jackson Home Morikami Museum & Japanese Gardens Hispanic Heritage Cultural Arts Center Fender Museum of Music & the Arts Uptown Columbus, Inc. Suwannee River Water Management District Philadelphia Zoo Pinellas Botanical Garden and Learning Center ABQ Balloon Museum & Fiesta Park Bob Hope Museum of Comedy Burke Museum/University of Washington Please Touch Museum Minnesota Historical Society Tennessee State Museum COSI, Ohio’s Center of Science and Industry Tampa Children’s Museum Philadelphia Museum of Art N.M. Museum of Natural History & Science Tallahassee/Leon Co. Heritage Tourism strategy Utah Museum of Natural History Miami Youth Museum Burritt Center for Nature Studies Florida State Parks</p>

Services	Client Organization
<p>Organizational Capacity and Development, Operations</p> <ul style="list-style-type: none"> ➤ Analyzing governance, management, program and operations ➤ Facilitating staff retreats and team-building sessions ➤ Professional development needs assessment and plans ➤ Training plans ➤ Professional development coaching (individual, team, departmental, executive) ➤ Staffing plans and costing ➤ Volunteer strategies and program development ➤ Change management and crisis resolution ➤ Intra-and inter-institution mediation ➤ Collaborations, partnerships and mergers/blended governance ➤ Management and operations plans ➤ Environmentally sustainable operating strategies 	<p>CA Academy of Sciences Museum of Northern Arizona Pechanga Cultural Center HeritageAspen CA Air & Space Center Pacific Coast Immigration Museum Children’s Discovery Museum of the Desert Jewish Museum of San Francisco Kidspace Coyote Point Museum for Env. Education Arizona State Museum/University of Arizona Gov. Bill and Vera Daniel Historic Village/Mayborn Museum Complex, Baylor University Wing Luke Asian Museum Fender Museum of Music & the Arts Dallas Museum of Natural History Scottsdale Cultural Council Alaska Maritime Museum Anchorage Museum of History & Art Laura Riding Jackson Home Morikami Museum & Japanese Gardens Hispanic Heritage Cultural Arts Center Fresno Historical Society Tampa Bay History Center Pinellas Botanical Garden and Learning Center ABQ Balloon Museum & Fiesta Park Philadelphia Zoo Bob Hope Museum of Comedy Burke Museum/University of Washington Please Touch Museum Minnesota Historical Society Tennessee State Museum COSI, Ohio’s Center of Science and Industry Philadelphia Museum of Art Museum of Art/Tallahassee ODYSSEY Science Center N.M. Museum of Natural History & Science Utah Museum of Natural History Miami Youth Museum West Palm Beach Children’s Museum GAMS Tech Magnet School Children’s Museum</p>

Services	Client Organization
<p>Program Evaluation and Product Development</p> <ul style="list-style-type: none"> ➤ Visitor experience development ➤ Visitor service assessment ➤ User/non-user focus group preparation, facilitation and reporting ➤ Experience Design Prospectus ➤ Program evaluation /ROI ➤ Curriculum review and development 	<p>The Presidio Trust, GGNRA, the Conservancy Rosie the Riveter/WWII Home Front National Historical Park (National Park Service) National Japanese American Historical Society JFKU Graduate Program in Museum Studies Oakland Museum of CA Museum of Northern Arizona CA Academy of Sciences Arizona State Museum COSI, Ohio’s Center of Science and Industry Museum of the Albemarle Getty Leadership Institute COPIA Museum Management Institute American Federation of Arts Morikami Museum & Japanese Gardens Philadelphia Zoo Pinellas Botanical Garden and Learning Center Please Touch Museum</p>
<p>Financial Analysis/Development</p> <ul style="list-style-type: none"> ➤ Statement and budget review ➤ Cost containment and strategic reorganization ➤ Revenue diversification strategies ➤ Social enterprise/earned revenue analysis and strategies ➤ Franchising, licensing and trade/service marks ➤ Attendance, revenue and expense projections and review ➤ Cash flow analysis ➤ Financing requirements and strategies 	<p>Pomo Heritage Institute Walter Clore Wine & Culinary Center National Japanese American Historical Society Pacific Coast Immigration Museum/NPS Museum of the African Diaspora Children’s Museum of Santa Barbara Pechanga Band of Luiseno Indians CA Air & Space Center San Diego Maritime Museum Quail Botanical Gardens Rancho Santa Ana Botanical Gardens Hispanic Heritage Cultural Arts Center Fender Museum of Music & the Arts Fresno Historical Society ABQ Balloon Museum & Fiesta Park Kidspace Burke Museum/University of Washington Please Touch Museum New Mexico Museum of Natural History West Palm Beach Children’s Museum Docent Films Technical Diving Video Library</p>

Services	Client Organization
<p>Fund Development</p> <ul style="list-style-type: none"> ➤ Institutional and project positioning ➤ Project packaging ➤ Materials development and distribution (case statements, media, presentations) ➤ Funding sources, strategy development ➤ Sponsorship/membership frameworks and strategies ➤ Grant proposal review 	<p>Children’s Discovery Museum of the Desert The Bay Center United States Green Building Council – Northern CA Chapter Pacific Coast Immigration Museum/NPS CA Air & Space Center LA Co. Museum of Natural History US Deep Caving Team Tallahassee Museum of History & Natural Science Laura Riding Jackson Home Museum of Florida History National Association for Cave Diving Mission San Luis Airshow ‘86 Millstone Institute for Preservation Florida Arts Council/ Div. Cultural Affairs Florida Dept. Natural Resources</p>
<p>Implementation Planning</p> <ul style="list-style-type: none"> ➤ Planning frameworks ➤ Implementation budgeting, financing strategies ➤ Phasing, schedule and key milestones 	<p>Jean-Louis Palladin Foundation The Bay Center Pacific Coast Immigration Museum/NPS N.M. Museum of Natural History & Science Utah Museum of Natural History Tampa Children’s Museum Museum of Art/Tallahassee ODYSSEY Science Center Historic Boynton Schools Miami Youth Museum Mosaic: Jewish Museum of Florida Burritt Center for Nature Studies</p>
<p>Collections/Archives Management and Distribution</p>	<p>City of San Jose Technical Diving Video Library Bob Hope Museum of Comedy International Museum of Cartoon Art State Library of FL – Florida Film Collection</p>

Services	Client Organization
<p>Facility Planning</p> <ul style="list-style-type: none"> ➤ Facility functional review ➤ Space requirements and allocation ➤ Functional adjacencies ➤ Systems and standards ➤ Master planning/strategic development plans ➤ Site selection ➤ Green building strategies and LEED™ standards 	<p>Freedom Park Trust, South Africa Pacific Coast Immigration Museum/NPS Pechanga Museum and Cultural Center Pomo Heritage Institute/Redwood Valley Tribe Children’s Discovery Museum of the Desert Clore Center for Wine & Viticulture National Japanese American Historical Society National Center for the Preservation of Democracy/Japanese American National Museum LA Co. Museum of Natural History CA Air & Space Museum Museum of the African Diaspora Santa Barbara Children’s Museum Kidspace Dallas Museum of Natural History Fender Museum of Music & the Arts ABQ Balloon Museum NM Farm & Ranch Heritage Museum Tennessee State Museum Rainbow Children’s Museum and TRC Learning Center West Palm Beach Children’s Museum Palm Beach Co. Cultural Facilities Burritt Center for Nature Studies San Diego Maritime Museum Quail Botanical Gardens Pinellas Botanical Garden & Learning Center Anchorage Museum of History & Art Alaska Maritime Museum Burke Museum/University of Washington Utah Museum of Natural History Miami Youth Museum Uptown Columbus, Inc. Hispanic Heritage Cultural Arts Center Please Touch Museum Children’s Discovery Museum of the Desert Historic Boynton Schools Fresno Historical Society Museum of Art/Tallahassee ODYSSEY Science Center</p>