

**California Arts Council  
2018-2019 Organizational Development  
Project Descriptions**

Organizational Development (OD) provides funding for consulting services to build arts organizations' capacity for sustainability and success. Learn more at <http://arts.ca.gov/programs/od.php>.

Number of Grants Awarded: 163 | Total Investment: \$788,792

Application ID, Organization, County, Grant Award Amount	Project Description
OD-18-4931 <b>916 INK</b> <i>Sacramento County</i> \$5,000	With support from the California Arts Council, 916 Ink will hire a qualified and highly recommended executive coach in order to help develop the leadership abilities of our three director-level staff, including our Executive Director. The time invested in developing an honest yet strengths-based assessment of leadership at 916 Ink will improve the efficiency and effectiveness of the entire organization, allowing us to achieve our goal of reaching significantly more youth per year by 2020.
OD-18-4676 <b>ABADA-CAPOEIRA SAN FRANCISCO</b> <i>San Francisco County</i> \$5,000	With support from the California Arts Council, ABADÁ-Capoeira San Francisco (ACSF) will hire a leadership consultant to support the transition of the founding Executive Director to Development Director, and the hiring of a new Director. This initiative is a core component of our 2019-2021 strategic plan, and supports efforts to expand leadership to provide Founders the capacity to focus on artistic and fund development critical to ACSF's sustainability now and into the future.
OD-18-4483 <b>ABOUT PRODUCTIONS</b> <i>Los Angeles County</i> \$5,000	With support from the California Arts Council, About Productions will engage a Certified Public Accountant firm to conduct a CPA compilation or review which will provide the company with a first-time CPA assessment in its 30-year history.

<p>OD-18-4683 <b>ADVAITA SOCIETY</b> <i>Alameda County</i> \$4,000</p>	<p>With support from the California Arts Council, Kala Art Institute (Advaita Society) will work with consultant Lisa Hoffman on educating board and staff members on important strategic initiatives focusing on themes of equity, inclusion and diversity. With a strategic plan underway (2018-2020), Kala's next focus is on strategic direction No. 2, Engage the Community, with objectives to engage in courageous conversations and strengthen our commitment to diversity, equity, and access to Kala offerings.</p>
<p>OD-18-4308 <b>AFROSOLO THEATRE COMPANY</b> <i>San Francisco County</i> \$5,000</p>	<p>With support from the California Arts Council, AfroSolo Theatre Company will work with Web Strategist &amp; Designer and Business Strategist NaNoshka Johnson to create and implement an integrated online web portal to strengthen the organization's online presence. The project will include a new website that serves as the entry point to the portal and works in concert with an online and social media communications plan to promote all of the organization's programming throughout the year.</p>
<p>OD-18-4667 <b>AMADOR COUNTY ARTS COUNCIL</b> <i>Amador County</i> \$5,000</p>	<p>With support from the California Arts Council, Amador County Arts Council will work with a professional consultant to complete a Strategic Planning Process in 2019. Our goal for this project is to complete a new Strategic Plan which will help guide our organization through the next five years. In addition to creating actionable goals and strategies for the future, our plan will address program management, staffing policies, board development and community outreach.</p>
<p>OD-18-4307 <b>ANGELS GATE CULTURAL CENTER INC</b> <i>Los Angeles County</i> \$5,000</p>	<p>With support from the California Arts Council, Angels Gate Cultural Center Inc will partner with a PR consultant to develop an organizational PR strategy to be used as a guide to spread awareness of the current work and future key initiatives set forth by Angels Gate. Corresponding to the strategy, the consultant will develop a toolkit that includes branded templates and samples corresponding to media relations activities, such as: press releases, media advisories, and internal media alerts.</p>
<p>OD-18-4652 <b>AREISIS ENSEMBLE INC</b> <i>Los Angeles County</i> \$5,000</p>	<p>With the support from the California Arts Council, the Aresis Ensemble Inc (City Garage Theater) will hire third-party consultant Dave Mack of Artist Magnet to work with board and staff to produce: (1) an internal analysis of organizational capacity and asset map of local resources in the community, and (2) a five-year strategic plan to ensure the long-term sustainability of the organization and best leverage its involvement in the arts-focused redevelopment of Bergamot Station in Santa Monica.</p>
<p>OD-18-4897 <b>ARHOOIE FOUNDATION</b> <i>Contra Costa County</i> \$4,800</p>	<p>With support from the California Arts Council, Arhoolie Foundation will hire consultant Crosby &amp; Kaneda, Certified Public Accountants, to conduct a financial review of our 2018 fiscal year, ending 12/31/2018, in summer 2019. We intend to use this review in preparation for a full audit of our organizational financials for the next fiscal year, ending 12/31/2019. As we continue to broaden and diversify our funding sources, it is increasingly important to have our accounting in order and certified.</p>
<p>OD-18-4739 <b>ART WITHOUT LIMITS</b> <i>Santa Barbara County</i> \$5,000</p>	<p>With support from the California Arts Council, Art Without Limits (AWoL) will hire Nina Dunbar as a consultant to train our executive director on collaboration, partnerships, outreach strategies as well as host a board training retreat. We will also conduct a product review and secure a subscription for an appropriate customer relationship management system (CRM) for our organization.</p>

<p>OD-18-4807 <b>ART-IN-THE-PARK COMMUNITY CULTURAL PROGRAMS</b> <i>Los Angeles County</i> \$3,650</p>	<p>With support from the California Arts Council, Art in the Park will hire graphic designer and brand strategist Heather Parlato to reimagine our visual identity for the first time in 20 years of operation, and apply it to a refresh of our website and new print marketing materials. Renewing these most essential tools for communication will energize our ability to connect with constituents, and motivate new partnerships with funders, donors, and like-minded groups serving Northeast LA.</p>
<p>OD-18-4888 <b>ARTE AMERICAS THE MEXICAN ARTS CENTER</b> <i>Fresno County</i> \$4,500</p>	<p>With support from the California Arts Council, Arte Americas the Mexican Arts Center will invest in a complete website redesign, with a focus on navigability and marketing technology upgrades to support how users engage with our programs, including the purchasing process for our summer concert series, integrating a calendar system to get updates about upcoming events, and adding a membership page integrating our CRM with the content management system.</p>
<p>OD-18-4527 <b>ARTS BENICIA INC</b> <i>Solano County</i> \$5,000</p>	<p>With support from the California Arts Council, Arts Benicia will work with a consultant to execute a strategic planning process that provides high-level direction for the organization and its board for the next three to five years. Building on the energy and enthusiasm of a number of new board members, the process will help Arts Benicia to affirm its mission, develop a set of planning priorities, and strengthen the organization’s financial stability.</p>
<p>OD-18-4858 <b>ARTS CONNECTION</b> <i>San Bernardino County</i> \$5,000</p>	<p>With support from the California Arts Council, Arts Connection (AC) will engage with Creative 7 Designs (C7D) to co-create a contemporary, user-centered website that aligns with AC’s mission to elevate arts and culture in San Bernardino County. With AC staff, C7D will conduct a user experience survey to identify content priorities and patterns of use. C7D will utilize a simple platform that prioritizes audience engagement and increases the efficiency of AC’s staff time and financial resources.</p>
<p>OD-18-4499 <b>ARTS COUNCIL SANTA CRUZ COUNTY</b> <i>Santa Cruz County</i> \$5,000</p>	<p>With support from the California Arts Council, Arts Council Santa Cruz County will engage a consultant to build skills, processes, and systems to ensure Arts Council Santa Cruz County continues to be an effective values-driven organization and sustains its culture of excellence, service, inclusiveness, equity, accountability and respect.</p>
<p>OD-18-4673 <b>ARTS HABITAT</b> <i>Monterey County</i> \$5,000</p>	<p>With support from the California Arts Council, Arts Habitat will work with Melanie Schlotterbeck, CMP, a public relations consultant, to create a cohesive and comprehensive communications strategy that targets multiple audiences throughout Monterey County in order to raise awareness of the Monterey County Artists Open Studio Tour, reaches younger and ethnically diverse artists and audiences, builds partnerships with other arts organizations, and raises awareness for the organization itself.</p>

<p>OD-18-4544 <b>ARTS ORANGE COUNTY</b> <i>Orange County</i> \$5,000</p>	<p>With support from the California Arts Council, Arts Orange County will engage the services of The Olin Group, highly-respected specialists in nonprofit organizational development, in order to conduct a thorough review and evaluation of the annual Imagination Celebration, a month-long countywide festival of arts for families and children that is now entering its 34<sup>th</sup> year of operation, and involves most of Orange County's 28 school districts and dozens of local arts and culture organizations.</p>
<p>OD-18-4990 <b>ARTSPACE INC</b> <i>Santa Barbara County</i> \$5,000</p>	<p>With support from the California Arts Council, ArtSpace Inc (Center Stage Theater) will work with LeMae Webber to redesign our website. Our current website is woefully out of date, having been designed in the 1990s. This project will give us a much more modern website so we can better serve all of our renters. In addition Ms. Webber will be teaching us about digital marketing for the website and social media so we can most effectively integrate all of our digital marketing efforts.</p>
<p>OD-18-4678 <b>ASIAN AMERICAN WOMEN ARTISTS ASSOCIATION INC</b> <i>San Francisco County</i> \$5,000</p>	<p>With support from the California Arts Council, Asian American Women Artists Association (AAWAA) will hire Soleil Coaching and Consulting to provide financial consulting to update AAWAA's financial systems and procedures, document the procedures, train personnel and coach the board in long term financial planning.</p>
<p>OD-18-4660 <b>ATTITUDINAL HEALING CONNECTION INC</b> <i>Alameda County</i> \$5,000</p>	<p>With support from the California Arts Council, Attitudinal Healing Connection Inc (AHC) will hire Andrea Temkin for organizational assessment and executive coaching to support AHC in expanding strategically. The consulting will include in-depth assessment and interviews with AHC stakeholders, data analysis with explorations of possible solutions, and a shared strategic vision. Ms. Temkin will also provide executive coaching to AHC executive director, so she can effectively lead the vision.</p>
<p>OD-18-4625 <b>AURORA THEATRE COMPANY</b> <i>Alameda County</i> \$3,000</p>	<p>With support from the California Arts Council, Aurora Theatre Company will hire a CPA consultant to assist the new Business and Front of House Manager with the fiscal year-end financial processes in July 2019. The consultant will also be contracted to help prepare materials for the FY2018-2019 audit in October 2019.</p>
<p>OD-18-5003 <b>BAY AREA CHILDRENS THEATRE</b> <i>Alameda County</i> \$5,000</p>	<p>With support from the California Arts Council, Bay Area Children's Theatre will contract with professional consultant Armando Zumaya to conduct a diversity study of the organization, create a recruitment plan and strategy for increasing Board diversity, and train Board and staff to effectively implement the plan. BACT recently adopted a new strategic plan to guide the organization's work, and improving equity and inclusion throughout the organization is among BACT's top strategic goals.</p>

<p>OD-18-4852 <b>BAYVIEW OPERA HOUSE INC</b> <i>San Francisco County</i> \$5,000</p>	<p>With support from the California Arts Council, Bayview Opera House Inc will improve our website to better represent the organization’s vision, mission and purpose. It will provide a more comprehensive picture of who we are and at the same time better inform the public about our programs, inviting our constituents to participate more fully in the arts. Furthermore, it will communicate how we are embedded in the community and support the emerging African American Arts and Cultural District.</p>
<p>OD-18-4655 <b>BERKELEY ART CENTER ASSOCIATION</b> <i>Alameda County</i> \$5,000</p>	<p>With support from the California Arts Council, Berkeley Art Center will engage strategic branding and design firm studio1500 to implement a major rebranding effort. Funds will be used to develop strategic communications and branding guidelines, to design and build a new website and email newsletter templates, and to create automated workflows that will allow BAC to more effectively tailor messages to various audience segments.</p>
<p>OD-18-4947 <b>BINDLESTIFF STUDIO</b> <i>San Francisco County</i> \$4,500</p>	<p>With support from the California Arts Council, Bindlestiff Studio will partner with consultant Rani DeLeon to evaluate, design, and implement an annual membership program. In addition, we will conduct a feasibility study regarding a proposed subscription program of exclusive Bindlestiff content, leveraging our status as the only theater of its kind in the nation, dedicated to showcasing Pilipinx and Pilipinx-American performing arts.</p>
<p>OD-18-4295 <b>BLACK ASSOCIATION OF DOCUMENTARY FILMMAKERS WEST</b> <i>Los Angeles County</i> \$5,000</p>	<p>With support from the California Arts Council, Black Association of Documentary Filmmakers West will engage Public Relations consultant Marie Lemelle to develop long-term comprehensive promotional strategies to increase membership and audience; build new audiences and enhance the organization’s profile within the community. Consultant will assist in building media coverage; establish a social media presence; provide us with quality written materials that state our mission to a wider audience.</p>
<p>OD-18-4223 <b>BLUE LINE ARTS</b> <i>Placer County</i> \$5,000</p>	<p>With support from the California Arts Council, Blue Line Arts will work with an arts marketing consultant to analyze and improve our current marketing systems and processes, including the optimization of our Google Ads account, and conduct staff trainings on search engine marketing and general marketing best practices. This project is a crucial step needed to increase the visibility of the programs our organization provides, and ensure the sustainability of earned income streams.</p>
<p>OD-18-4790 <b>BODYART DANCE CORPORATION</b> <i>Los Angeles County</i> \$4,000</p>	<p>With support from the California Arts Council, Bodyart Dance Corporation will engage marketing consultant Megan Lewicki to further the company’s upcoming performance and Institutional campaigns. Creating a long-term sustainable plan for both institutional and event outreach will be vital to Bodyart’s continued activities in the community.</p>

<p>OD-18-4850 <b>BROCKUS PROJECT DANCE COMPANY</b> <i>Los Angeles County</i> \$5,000</p>	<p>With support from the California Arts Council, Brockus Project Dance Company will hire the public relations firm Davidson &amp; Choy to provide publicity outreach for our two major dance productions in the summer of 2019 enabling BPDC to reach a broader audience and build more support for live dance concert attendance.</p>
<p>OD-18-4518 <b>CALIFORNIA PRESENTERS</b> <i>San Luis Obispo County</i> \$5,000</p>	<p>With support from the California Arts Council, California Presenters will hire a social and digital media consultant Greg Hughes to create a strategy plan that will grow the organization's digital presence and provide new opportunities for membership engagement. This support will allow California Presenters to increase its brand awareness and create new and dynamic membership benefits.</p>
<p>OD-18-4915 <b>CALIFORNIA STATE UNIVERSITY DOMINGUEZ HILLS FOUNDATION</b> <i>Los Angeles County</i> \$5,000</p>	<p>With support from the California Arts Council, the CSUDH Gallery will work with Kimberly Varella of Content/Object to develop a strong brand identity with a high structural integrity that will connect our vision with the visual identity of the Gallery. This will give staff, students, and the community a common sense of our vision, presence, and purpose. Components include a new logo, style guide, and typeface for online and print, which will impact the organization in the short and long term.</p>
<p>OD-18-5004 <b>CARLSBAD MUSIC FESTIVAL</b> <i>San Diego County</i> \$5,000</p>	<p>With support from the California Arts Council, Carlsbad Music Festival will engage Netzel Grigsby Associates, Inc. to provide counsel and assistance in creating a fundraising and development plan. This plan will provide guidance over the coming years as CMF's board and staff seek to cultivate donors--especially individual donors--and increase their involvement with and commitment to the festival.</p>
<p>OD-18-4979 <b>CELEBRATION PRODUCTIONS CORPORATION</b> <i>Los Angeles County</i> \$5,000</p>	<p>With support from the California Arts Council, Celebration Productions Corporation will partner with branding and design agency VeryNice to develop a new visual identity and website. The collaborative process will a) better align public-facing content and ticketing tools with the quality of Celebration's theatrical output; and b) empower the organization with brand guidelines and content best practices to maintain and evolve its outreach, promotional and social media operations for the long-term.</p>
<p>OD-18-4943 <b>CHALK IT UP TO SACRAMENTO ITS THE CHALK OF THE TOWN</b> <i>Sacramento County</i> \$5,000</p>	<p>With support from the California Arts Council, Chalk It Up will hire a consultant to assist in transitioning our board from a group of well-meaning volunteers to a highly effective and engaged non-profit board. The board agrees that to meet our mission more effectively we need to mature as an organization. Key to this will be the education and training of our board in the areas of governance, planning, financial oversight, board member recruitment, legal standards, and ethical norms.</p>
<p>OD-18-4849 <b>CHEZA NAMI FOUNDATION INC</b> <i>Alameda County</i> \$5,000</p>	<p>With support from the California Arts Council, Cheza Nami Foundation Inc will engage the services of Diana Weeks, a consultant graphic designer of DbyDee Consulting, to rebuild/refresh the organizational website <a href="http://www.chezanami.org">www.chezanami.org</a>.</p>



OD-18-4819 <b>CITY OF DAVIS ARTS &amp; CULTURAL AFFAIRS</b> <i>Yolo County</i> \$5,000	With support from the California Arts Council, the City of Davis Arts & Cultural Affairs, with community partner Arts Alliance Davis, will work with a strategic communications specialist to harness the core strengths and assets of the Arts community to spread information and propel initiatives throughout Davis and the Sacramento and Bay Area regions; and to develop a plan for best practices using marketing and communications to collaboratively promote our local arts ecosystem.
OD-18-4820 <b>CLASSICS FOR KIDS INC</b> <i>San Diego County</i> \$5,000	With support from the California Arts Council, Classics 4 Kids will contract with Jeneal Ford, President of Fordable Fundraising, to provide consultation and facilitation to board and completion of a strategic plan. Our goal is to increase the capacity of Classics 4 Kids board and staff to secure additional funding to expand services to underserved youth in San Diego County.
OD-18-4629 <b>COLLAGE DANCE THEATRE</b> <i>Los Angeles County</i> \$5,000	With support from the California Arts Council, Heidi Duckler Dance will hire nonprofit consultant Jerry Yoshitomi to facilitate the company's Board and staff retreat in August 2019, and develop a Board development and fundraising plan for the organization.
OD-18-5017 <b>COTA COLLABORATIONS TEACHERS AND ARTISTS</b> <i>San Diego County</i> \$2,640	With support from the California Arts Council, CoTA (Collaborations Teachers and Artists) will transition from standalone computers to a cloud-based computer network, which will provide increased data security and enhanced file sharing capabilities. To ensure a successful transition and training in this new system, CoTA will engage with Skyriver IT.
OD-18-4654 <b>CRE OUTREACH FOUNDATION INC</b> <i>Los Angeles County</i> \$5,000	With support from the California Arts Council, CRE Outreach will work with TCS Associates to update the accessibility of our website for persons with disabilities. TCS will review our software, particularly our pathway for purchasing tickets, to ensure that it is compatible with screen readers. TCS will also advise on alternative text for visual components of the website. TCS will provide an audit of the entire site with recommendations for ensuring a seamless web experience for all patrons.
OD-18-4839 <b>CREATIVITY EXPLORED</b> <i>San Francisco County</i> \$5,000	With support from the California Arts Council, Creativity Explored will update our mission and vision statements at a staff/board retreat. This retreat will launch CE2020, an effort to expand the scope of CE's work in response to a leadership change and new community needs and opportunities. Respected consulting firm Elemental Partners will facilitate the mission/vision update, which will serve as a guiding light for the organization's plan to significantly expand our services and budget.
OD-18-4780 <b>DANCE FILM SF INC</b> <i>Contra Costa County</i> \$5,000	With support from the California Arts Council, Dance Film SF will engage a professional consultant to complete an assessment of the organization's community outreach program and determine opportunities for growth in programming and audience development. The consultant will recommend a multi-year plan for community outreach, and the consultant will mentor Dance Film SF staff in launching this community outreach plan during the 2019 San Francisco Dance Film Festival.

<p>OD-18-4730 <b>DANCE STUDIO SHOWTIME - KATUSHA</b> <i>Los Angeles County</i> \$5,000</p>	<p>With support from the California Arts Council, Dance Studio Showtime-Katusha will engage consultant Carlos Patino to build and launch a website feature that allows for all events landing pages to be displayed in English and in Russian, to design and build a marketing plan to improve communication with our audience and reach new audiences online, and to create a new web site for our main annual festival, “Russian Celebration.”</p>
<p>OD-18-5014 <b>DAVIS ARTS CENTER</b> <i>Yolo County</i> \$5,000</p>	<p>With support from the California Arts Council, Davis Arts Center will expand their capability to prioritize programs and plan for growth while keeping in mind impact and alignment with mission. Davis Arts Center will learn to use a matrix map to turn the business model into a dynamic visual that integrates the mission impact and financial viability. We plan on using this tool to prioritize projects and create a strategy for maintaining long term sustainability.</p>
<p>OD-18-4674 <b>DELL-ARTE INC</b> <i>Humboldt County</i> \$5,000</p>	<p>With support from the California Arts Council, Dell’Arte, Inc. will commission videographer Runaway Kite, a local artist serving the businesses and communities of Humboldt County. By creating compelling short documentaries about how our work connects people and builds a sense of place, the “Art in Community” series will increase Dell’Arte’s partnerships with underserved rural communities and diverse groups throughout California and around the world.</p>
<p>OD-18-4818 <b>DEPT. OF SHINY OBJECTS</b> <i>Los Angeles County</i> \$5,000</p>	<p>With support from the California Arts Council, Dept. of Shiny Objects (DOSO) will engage strategic planning and development consultant Evie DiCiaccio to help DOSO assess current strengths and weaknesses within the organization, and develop a multi-year strategic plan that will guide the growth of the organization. This work will chart a plan for artistic and administrative growth, along with the creation of formal processes for organizational management and sustainability.</p>
<p>OD-18-4408 <b>DJERASSI RESIDENT ARTISTS PROGRAM</b> <i>San Mateo County</i> \$5,000</p>	<p>With support from the California Arts Council, Djerassi Resident Artists Program will partner with consultant Maureen Benson to facilitate a strategic staff and board retreat aimed at fostering equity awareness, reassessing program policies and practices from an anti-oppression framework, and building staff capacity for fostering a safer culture among staff and artists-in-residence through education regarding racial/gender/ability oppression.</p>
<p>OD-18-4738 <b>DRAMATIC RESULTS</b> <i>Los Angeles County</i> \$3,500</p>	<p>With support from the California Arts Council, Dramatic Results' Board of Directors will work with a proven consultant in board development/fundraising to grow the the skills, comfort and 1:1 coaching needed to launch a board-initiated fundraising campaign and support Dramatic Results' efforts towards sustainability.</p>
<p>OD-18-4992 <b>EAGLE ROCK COMMUNITY CULTURAL ASSOCIATION</b> <i>Los Angeles County</i> \$5,000</p>	<p>With support from the California Arts Council, Eagle Rock Community Cultural Association (dba Center for the Arts Eagle Rock) will hire Shoebox PR, a public relations consulting agency, to develop and execute new social media and community outreach strategies, and train staff in arts marketing best practices, in support of expanded organizational awareness and community engagement.</p>



<p>OD-18-4985 <b>EAST-WEST PLAYERS INC</b> <i>Los Angeles County</i> \$5,000</p>	<p>With support from the California Arts Council, East West Players will hire an Organizational &amp; Leadership Coach and Consultant to support its executive leadership and Board of Directors in creating a Strategic Action Plan to guide growth and development over the next 12 to 24 months.</p>
<p>OD-18-4822 <b>EL DORADO ARTS COUNCIL</b> <i>El Dorado County</i> \$5,000</p>	<p>With support from the California Arts Council, El Dorado Arts Council will work with the Joan Madison Collaborative to begin development of a Cultural District in Historic Downtown Placerville, specifically focusing on the creation of an Arts/Ag building, a creative space where arts and agriculture collaborate.</p>
<p>OD-18-4887 <b>EMBODIMENT PROJECT</b> <i>San Francisco County</i> \$5,000</p>	<p>With support from the California Arts Council, Embodiment Project will work with board development consultant Claudia Alick for five hours per month over a 10-month period. Alick will provide board development training to Embodiment Project’s Artistic Director/Founder Nicole Klaymoon and Administrative Coordinator Elenna Silva Nee. This training will strengthen fundraising and administrative aspects of the organization as it transitions into an incorporated 501(c)3.</p>
<p>OD-18-4671 <b>ENCORE THEATRE GROUP</b> <i>Los Angeles County</i> \$5,000</p>	<p>With support from the California Arts Council, Encore Theatre Group will engage a consultant to work with our Board and Staff to build a stronger, more effective, more diverse board and to educate the board members and key staff on their respective roles and responsibilities.</p>
<p>OD-18-4720 <b>ENRICHMENT WORKS</b> <i>Los Angeles County</i> \$5,000</p>	<p>With support from the California Arts Council Enrichment Works will work with Al Landegger of the Landegger Baron Law Group to gain a clear understanding of California’s employment laws, specifically with an eye toward moving from our current practice of hiring artists as independent contractors to hiring them as employees. At the conclusion of the project, Enrichment Works staff will have the procedures and resources to ensure that the organization is in compliance with all applicable laws.</p>
<p>OD-18-4896 <b>EYE ZEN PRESENTS</b> <i>San Francisco County</i> \$5,000</p>	<p>With support from the California Arts Council, Eye Zen Presents will work with Marc Vogl of Vogl Consulting to develop a business plan for the Out of Site Walking Tour program, a performance-driven, site-responsive LGBTQ history tour series. As a fiscally sponsored non-profit theater company, the business plan will give us the tools to pivot our work to a new sustainable model that would could increase our income stream and make it possible to expand audience and programming.</p>
<p>OD-18-4721 <b>FILM INDEPENDENT INC</b> <i>Los Angeles County</i> \$5,000</p>	<p>With support from the California Arts Council, Film Independent will hire NewKnowledge and will work with researcher Jena Barchas-Lichtenstein to help our Artist Development and Education teams rethink how to approach program evaluation. Through an in-person workshop and recommendations from a review of program documents, she will help program directors create best practices for program evaluation to help our teams capture a more accurate, holistic representation of the impact of our programs.</p>

<p>OD-18-4889 <b>FLYAWAY PRODUCTIONS</b> <i>San Francisco County</i> \$5,000</p>	<p>With support from the California Arts Council, Flyaway Productions will engage fundraising consultant, James Kass, to design and guide the implementation of Flyaway's year-round Individual Donor Campaign. With his guidance, Flyaway's staff will review current strategies to engage individual donors, including timing, language, presentation, and work to optimize donor diversification. The process will lay the foundation for future campaigns.</p>
<p>OD-18-4885 <b>FOOLS FURY THEATER</b> <i>San Francisco County</i> \$5,000</p>	<p>With support from the California Arts Council, foolsFURY Theater will hire consultant Claudia Alick to help re-envision and restructure the company to be more inclusive of artists from underserved communities. We will transform our flagship program, the FURY Factory Festival, to include a wider range of cultural backgrounds, aesthetics and processes, such as LGBTQ, POC, and disabled communities.</p>
<p>OD-18-4904 <b>FRIENDS OF ROOSEVELT SCHOOL OF THE ARTS</b> <i>Fresno County</i> \$4,752</p>	<p>With support from the California Arts Council, Friends of Roosevelt School of the Arts will be able to take our organization to the next level. By seeking an outside professional media and marketing specialist, we will be able to create high-quality promotional material to present to potential donors and sponsors, rebrand our logo, have templates available for media blasts, and our represent our nonprofit in a more professional manner.</p>
<p>OD-18-4697 <b>FULCRUM ARTS</b> <i>Los Angeles County</i> \$5,000</p>	<p>Alex Capriotti will work with Robert Crouch to build a public face for our rebranded organization, Fulcrum Arts, successfully launched in the past year to reflect our broader geographic focus and expanded artist-driven programs. With a new Strategic Plan in place, the Communications Plan will meet key goals outlined, and will be the first of its kind for the organization. Key messages will be created that center around our core values of equity, inclusion, and access.</p>
<p>OD-18-4804 <b>FUSE THEATRE INC</b> <i>San Mateo County</i> \$5,000</p>	<p>With support from the California Arts Council, Fuse Theatre Inc will partner with Rootid to develop a communications plan through an assessment process and implementing a Project Plan to increase audience engagement and explore other program avenues. Rootid's communication expertise will enhance our organization's capacity for communications and marketing.</p>
<p>OD-18-4584 <b>GALLO CENTER FOR THE ARTS INC</b> <i>Stanislaus County</i> \$5,000</p>	<p>With support from the California Arts Council, Gallo Center for the Arts, Inc. will perform a market research and development analysis to better understand, build, and expand its audiences aged 40 years and younger. The research, to be conducted by local consultant Reggie Rucker, will be accomplished through individual interviews, focus groups, and quantitative surveys.</p>
<p>OD-18-4523 <b>HANFORD MULTICULTURAL THEATER COMPANY</b> <i>Kings County</i> \$5,000</p>	<p>With the support from the California Arts Council, Hanford Multicultural Theater Company seeks to acquire financial consultation to develop long-term, inventive funding strategies to diversify HMTC's funding base for sustainability. Innovative funding streams in our lower income community is a must and alternative income strategies is necessary for a multicultural theater company. With expert consultation to create and implement and manage new financial resources, HMTC will be able to thrive.</p>

OD-18-4854 <b>HATCHERY ARTS</b> <i>Los Angeles County</i> \$5,000	With support from the California Arts Council, Hatchery Arts will develop the abilities of an active and engaged board to effectively manage our organization through this stage of growth. As a part of this effort, we will develop an operating structure for the board, define roles and responsibilities within the board itself, create outlets for the board to perform community outreach, and determine protocols for how the board works with staff leadership.
OD-18-4923 <b>IMMACULATE HEART COMMUNITY</b> <i>Los Angeles County</i> \$5,000	With support from the California Arts Council, the Immaculate Heart Community will use funding to hire a strategy consultant at the Corita Art Center, which is one project within the portfolio of the larger organization. The Corita Art Center has hired a new Director, and has begun our annual strategic planning with a focus on program development merchandising and other earned income strategies. Funding would be used to support implementation and evaluation of these new strategy and programs.
OD-18-4981 <b>INTREPID SHAKESPEARE COMPANY</b> <i>San Diego County</i> \$5,000	With funding from the California Arts Council, Intrepid will hire Talia Manrique Dinwiddie to redesign our company website, create social media content for all branches of our programming and to design graphics to support our marketing campaigns. Her technical skills as well as her background in working with theatre companies will allow Intrepid to remain competitive and impactful in the San Diego theatre community.
OD-18-4713 <b>INVERTIGO DANCE THEATRE</b> <i>Los Angeles County</i> \$5,000	With support from the California Arts Council, Invertigo Dance Theatre will engage a consultant from Ravenscroft Public Relations to facilitate public relations activities for the Organization's rebrand and first national tour.
OD-18-4643 <b>ITALIAN AMERICAN ART AND CULTURE ASSOCIATION OF SAN DIEGO</b> <i>San Diego County</i> \$5,000	Café support from the California Arts Council, the Italian American Arts and Culture Association of San Diego will hire a consultant to facilitate the organization's transfer from its current fiscal year to one that will more closely correlate with the organization's programmatic season and with the café's fiscal year. The fiscal year change will markedly improve year-long fiscal and program planning, fundraising, and ong-term sustainability efforts
OD-18-4767 <b>JOSHUA TREE ART INNOVATION LABORATORY</b> <i>San Bernardino County</i> \$5,000	With support from the California Arts Council, Joshua Tree Art Innovation Laboratory (JT Lab) will work with Schonfield Consultants of Berkeley to consolidate our operational goals into a initial business plan that will support our creative collaborations with Joshua Tree National Park and our other national park partners and give us ideas for establishing a sustainable financial footing going into our planned transition to a 501c3 in 2020-2021.
OD-18-4746 <b>JUNIOR HIGH INCORPORATED</b> <i>Los Angeles County</i> \$5,000	With support from the California Arts Council, Junior High will work with Los Angeles strategic planning and fundraising consultant Elizabeth Pickens to create a strategy to increase contributed and earned income as well as grow and better engage our Board in FY19-20.

<p>OD-18-4602 <b>KALEIDOSCOPE CHAMBER ORCHESTRA</b> <i>Los Angeles County</i> \$5,000</p>	<p>With support from the California Arts Council, the Kaleidoscope Chamber Orchestra will hire Kenneth Foster to advise us in audience building and public relations. This will help us serve a larger portion of Southern California, become more financially sustainable, and increase the overall exposure to classical music of our populace.</p>
<p>OD-18-4936 <b>KEARNY STREET WORKSHOP</b> <i>San Francisco County</i> \$5,000</p>	<p>With support from the California Arts Council, Kearny Street Workshop will engage a financial consultant to evaluate financial systems and offer recommendations and implementation regarding strategic budgeting, financial management, and bookkeeping in Quickbooks online.</p>
<p>OD-18-4214 <b>KIDS IN THE SPOTLIGHT INC</b> <i>Los Angeles County</i> \$5,000</p>	<p>With support from the California Arts Council, Kids In The Spotlight will hire consultant, Heather Tunis, of the Center for Nonprofit Management, to support the board and staff in developing a three year strategic plan to guide the strengthening of operations and fundraising so that we may continue to deliver, expand and improve programs and impact. The planning process will also serve as the foundation to prepare KITS to advance towards creation of a performing arts residential academy.</p>
<p>OD-18-4799 <b>KSTARPRODUCTIONS</b> <i>Alameda County</i> \$5,000</p>	<p>With support from the California Arts Council, Kstar Producitons will hire Consultant Joan Lazarus to assess and help redesign our business model. Kstar Productions is working on building a thriving and sustainable business model with strong earned income streams that provides fair wages for artists and staff. The product of this consultancy will be a strategic growth budget with tools to increase fundraising and strengthen board activity.</p>
<p>OD-18-4803 <b>LA COMMONS</b> <i>Los Angeles County</i> \$5,000</p>	<p>With support from the California Arts Council, LA Commons will work with communications consultant Desa Philadelphia of Multilateral Communication to develop a public relations campaign designed to increase our profile with key audiences. Ms. Philadelphia will work with us to clarify our target audiences, refine our story and messaging, create communications strategies to take advantage of the myriad ways of disseminating our message and develop materials to support our outreach efforts.</p>
<p>OD-18-4798 <b>LA POCHA NOSTRA INTER CULTURAL PERFORMANCE AND COMMUNITY ARTS PRO</b> <i>San Francisco County</i> \$5,000</p>	<p>With support from the California Arts Council, La Pocha Nostra (LPN) will contract with San-Francisco based consultant Erin Fleming to redesign and update the capacity of the organization’s website.</p>
<p>OD-18-4281 <b>LA THEATRE WORKS</b> <i>Los Angeles County</i> \$5,000</p>	<p>With support from the California Arts Council, L.A. Theatre Works will hire a consulting team to help us upgrade our royalty payment system so that we can move from annual to biannual (2x/year) payments. This will enable us to remain competitive by meeting industry standards, improve our cash flow management, and provide better data on our sales tracking.</p>

<p>OD-18-4913 <b>LAS FOTOS PROJECT</b> <i>Los Angeles County</i> \$5,000</p>	<p>With support from the California Arts Council, Las Fotos Project (a Community Partners project) will hire Momentum Solutions to help us develop a marketing plan for Hire Her, a workforce development program that pairs female high school students, ages 15-18, with professional photographers, who serve as mentors and supervisors. Program participants work as hired photographers for businesses and community organizations, gaining invaluable on-the-job training for future careers in digital media.</p>
<p>OD-18-4956 <b>LATINO CENTER OF ART AND CULTURE</b> <i>Sacramento County</i> \$5,000</p>	<p>With support from the California Arts Council, the Latino Center of Arts and Culture (LCAC) will contract with Consultant Kim Tucker to facilitate the organization’s sustainability in the transition following the retirement of long-time Executive Artistic Director Marie Acosta.</p>
<p>OD-18-4795 <b>LAUNCH PRODUCTIONS INC</b> <i>Los Angeles County</i> \$5,000</p>	<p>With support from the CAC, Launch Productions Inc will hire Public Relations consultant Heidi Johnson to create and implement a marketing strategy to raise our visibility and help us strategically communicate our mission and programming to our constituency, increasing the effectiveness of our outreach to artists, audiences and potential funders. She will train staff to maintain consistent and targeted messaging in support of our mission.</p>
<p>OD-18-4938 <b>LEELA INSTITUTE</b> <i>Los Angeles County</i> \$5,000</p>	<p>With support from the California Arts Council, the Leela Institute will work with consultant Kimberly Kelly of Metis Partner Solutions, LLC to develop appropriate financial systems and practices for The Leela Institute, taking into account nonprofit financial management principles and the practices associated with endowment and restricted funds, business model development, resource alignment, organizational structure.</p>
<p>OD-18-4505 <b>LIVING JAZZ</b> <i>Alameda County</i> \$5,000</p>	<p>With support from the California Arts Council, Living Jazz will engage Music Education Consultant Ami Molinelli to help review, assess, refine and strengthen the Living Jazz Children’s Project (LJCP), a 29-week music residency for 2<sup>nd</sup> and 3<sup>rd</sup> grade students in the Oakland Unified School District. The consultancy will occur as LJCP approaches its 15<sup>th</sup> year of programming and has recently expanded the number of schools it serves and added new teaching artists.</p>
<p>OD-18-4567 <b>LOS ANGELES CHOREOGRAPHERS AND DANCERS INC</b> <i>Los Angeles County</i> \$5,000</p>	<p>With support from the California Arts Council, Los Angeles Choreographers and Dancers Inc will engage a Digital Technology Strategist (L.A. Creative Technologies) in order to update, consolidate, integrate and streamline our computer systems as needed. Our present system operates across an array of Mac computers, operating systems and software versions and has become unproductive and unwieldy. This project will improve administrative efficacy and enable us to expand our brand, digital media and accessibility for our audiences.</p>
<p>OD-18-4608 <b>LOS ANGELES MUSIC AND ART SCHOOL</b> <i>Los Angeles County</i> \$5,000</p>	<p>With support from the California Arts Council, the Los Angeles Music and Art School will work with an Arts Education Specialist to update its program evaluation practices to create better curriculum, in accordance with CA VAPA standards, and update program evaluation practices.</p>

<p>OD-18-4963 <b>MACHA THEATRE CO</b> <i>Los Angeles County</i> \$5,000</p>	<p>With support from the California Arts Council, Macha Theatre will provide the opportunity for a consultant to work directly with the Producing Artistic Director Odalys Nanin on the the company’s long-term goals. Their focus will be on developing Macha’s long-term strategy and tactics surrounding development, marketing, and securing a new venue.</p>
<p>OD-18-4921 <b>MARIN SOCIETY OF ARTISTS INC</b> <i>Marin County</i> \$5,000</p>	<p>With support from the California Arts Council, Marin Society of Artists Inc will retain Partnership Resources Group to coach MSA leaders to develop and implement funding strategies to purchase the building it now rents, and to fund a CrossRoads program to provide community access to multidisciplinary arts experiences. Operating since 1927, MSA moved in 2017 to open the Art Centre in the Downtown San Rafael Arts District. Purchase will secure the Art Centre and its operations for the future.</p>
<p>OD-18-4679 <b>MARINARTSORG</b> <i>Marin County</i> \$5,000</p>	<p>With support from the California Arts Council, MarinArts will work with non-profit marketing and communications professional Kathie Gaines to create a new marketing campaign to expand awareness of Artes Latinx, an online portal for Latinx arts in Marin, part of the larger MarinArts portal. The goals of the project will be to significantly increase the involvement of the Marin Latinx arts community in Artes Latinx and to make Marin Latinx arts activities more accessible to the broader public</p>
<p>OD-18-4806 <b>MEDIA ARTS SANTA ANA (MASA)</b> <i>Orange County</i> \$5,000</p>	<p>With support from the California Arts Council, Media Arts Santa Ana (MASA) will enlist Arts OC as a consultant to develop our 2019 strategic plan to grow of our programs, increase earned income and raise MASA’s profile in the OC funding community. This will include facilitating an Advisory Board retreat, assisting in the transition of our Director from contract to half-time, and planning a multifaceted campaign to support MASA’s new year-round workspace and the 10<sup>th</sup> Anniversary OC Film Fiesta.</p>
<p>OD-18-4748 <b>MILL VALLEY PHILHARMONIC</b> <i>Marin County</i> \$2,600</p>	<p>With support from the California Arts Council, Mill Valley Philharmonic will engage consultant Kate Kilbourne of Caring World Communications to design and implement a new website for the organization.</p>
<p>OD-18-5010 <b>MORONGO BASIN CULTURAL ARTS COUNCIL</b> <i>San Bernardino County</i> \$5,000</p>	<p>With support from the California Arts Council, Morongo Basin Cultural Arts Council will revamp its current digital infrastructure (websites) to facilitate growth and ease of use among its artist community and membership. The current websites used for its arts programs and flagship program Studio Tours are in need of major fixes and upgrades to address technical and user experience limitations. This requires the assistance of external development resources which we have available to us.</p>
<p>OD-18-4901 <b>MUCKENTHALER CULTURAL CENTER FOUNDATION</b> <i>Orange County</i> \$4,100</p>	<p>With support from the California Arts Council, The Muckenthaler Cultural Center will learn how to transition into the age of digital marketing. The broad reach and economic efficiencies of digital marketing are not currently within the skill set of our staff. We would like to learn from a leading practitioner and innovator in the field who could teach us to maximize our potential, and better allocate our resources.</p>



<p>OD-18-4846 <b>MUSIC IN SCHOOLS TODAY</b> <i>San Francisco County</i> \$5,000</p>	<p>With support from the California Arts Council, Music in Schools Today will retain Sheri Nelson to build a sustainable PR and marketing plan. Sheri will work with our board and staff to amplify our message in traditional and digital media. She will help MUST enlist local/national musicians and celebrities, prominent local businesses and legislative opinion leaders in our cause. She will help staff to provide a positive image to all and explore partnerships with local media and businesses.</p>
<p>OD-18-4642 <b>OCEANSIDE MUSEUM OF ART</b> <i>San Diego County</i> \$5,000</p>	<p>With support from the California Arts Council, Oceanside Museum of Art (OMA) will engage brand strategist and global marketing consultant Amy Selbach to create a membership marketing strategy to improve awareness of the museum and build OMA's membership. This work will take a deeper dive on an aspect of the broader marketing plan developed in 2017 through CAC funding, and will specifically develop comprehensive brand development, outreach strategies and messaging targeting OMA's membership.</p>
<p>OD-18-4621 <b>OUTSIDE THE LENS</b> <i>San Diego County</i> \$5,000</p>	<p>With support from the California Arts Council, Outside the Lens (OTL) will create a Digital Platform Revitalization Plan with Scott Robinson of FreshForm Strategic Design Consulting. We are poised and ready to take action on our Strategic Plan and build a stronger digital framework that will support our programmatic growth. With a redesigned website that is intuitive and innovative on all ends, we will be able to elevate the work of our organization—and the voices of the students we serve.</p>
<p>OD-18-4290 <b>PACIFIC CHAMBER ORCHESTRA</b> <i>Alameda County</i> \$5,000</p>	<p>With support from the California Arts Council, Pacific Chamber Orchestra will hire Strategic Planning Consultant John McGuirk to do a thorough organizational assessment and facilitate a retreat working with board and staff to develop an ongoing rolling three year strategic plan with detailed annual work plans and budget projections for the first three years.</p>
<p>OD-18-4319 <b>PACIFIC CHORALE</b> <i>Orange County</i> \$5,000</p>	<p>With support from the California Arts Council, Pacific Chorale will undertake a comprehensive board development process with a goal of shifting the organization to a growth mindset where leadership, resources, and finances are commensurate with our vision for the future.</p>
<p>OD-18-4866 <b>PALO ALTO PLAYERS-PENINSULA CENTER STAGE</b> <i>Santa Clara County</i> \$5,000</p>	<p>With support from the California Arts Council, Palo Alto Players will engage marketing consulting firm Group of Minds to assess our current website, email marketing, ticketing and CRM, and other technology systems. The firm will evaluate the current strengths and weaknesses, forecast our organization's technology needs for the next three years, and work with us through the vendor selection process, resulting in new technology that is highly matched to our organizational needs and growth potential.</p>
<p>OD-18-4426 <b>PAUFVE DANCE</b> <i>Alameda County</i> \$5,000</p>	<p>With support from the California Arts Council, Paufve Dance will hire consultant Amy Kweskin to assist with strategic planning to guide in the development of the organization's infrastructure and to improve financial sustainability.</p>

<p>OD-18-4982 <b>PEACOCK REBELLION</b> <i>Alameda County</i> \$5,000</p>	<p>With support from the California Arts Council, Peacock Rebellion will contract with Palante Technology Cooperative to provide critical technology consulting services to develop new, secured digital communication assets to defend against hate-motivated attacks. Services to be performed include website discovery and planning, work to improve website functionality and security, and centralization of content from three disparate websites into our newly merged organization website.</p>
<p>OD-18-4580 <b>PEN CENTER USA WEST</b> <i>Los Angeles County</i> \$5,000</p>	<p>With support from the California Arts Council, PEN America Los Angeles will provide diversity training to its newly established Los Angeles Committee Members in an effort to facilitate positive intergroup interaction, reduce prejudice and discrimination, enhance organizational outreach and programming for diverse communities, and generally teach individuals who hold leadership positions with PEN America Los Angeles how to work together effectively and engage, involve, and integrate others.</p>
<p>OD-18-4976 <b>PERFORMING ARTS WORKSHOP INC</b> <i>San Francisco County</i> \$5,000</p>	<p>With support from the California Arts Council, Performing Arts Workshop will hire arts education evaluation firm WolfBrown to update and strengthen assessment protocol and processes in student assessment and residency evaluation. WolfBrown will guide the workshop through the piloting and refinement of tools as well as integration of outcomes for its new visual and media arts program.</p>
<p>OD-18-4957 <b>PLAYHOUSE ARTS</b> <i>Humboldt County</i> \$5,000</p>	<p>With the support from the California Arts Council, Playhouse Arts will work with a consultant to develop a new website, provide web presence discovery, website migration, appropriate website platform, office work flow and staff/board training.</p>
<p>OD-18-4529 <b>PLAZA DE LA RAZA INC</b> <i>Los Angeles County</i> \$4,000</p>	<p>With support from the California Arts Council, Plaza de la Raza will host Aurora Anaya-Cerda to help us create a visionary Strategic Plan for the relaunching of our onsite La Tiendita (boutique/ bookstore), as well as develop programming for our new adjacent outdoor space, Breezeway Café, in tandem with our 50<sup>th</sup> anniversary in 2020. She has an MS in Social Enterprise from USC, a Levitt Pavilion associate, and is the founder of La Casa Azul Bookstore, an award-winning Latinx Bookstore in NYC.</p>
<p>OD-18-4543 <b>PLUMAS COUNTY ARTS COMMISSION</b> <i>Plumas County</i> \$5,000</p>	<p>With support from the California Arts Council, Plumas County Arts Commission will engage a consultant experienced in working with nonprofit organizations entering into periods of transition. A founding ED of 30+ years will work with the board and consultant to prepare for a transition in leadership through an organizational/programming assessment, new strategic plan and staffing scenario, updating personnel policies and job descriptions, board training for personnel management and hiring and training processes for new staffing.</p>
<p>OD-18-4872 <b>PROJECT BANDALOOP</b> <i>Alameda County</i> \$5,000</p>	<p>With support from the California Arts Council, Bandaloop will hire Daniel Scovill and Arcsine Design to produce Phase II of the strategic space plan which will include scenario modelling, physical design and stakeholder assessment for Bandaloop's new Oakland school.</p>

OD-18-4401 <b>PROPHET WORLD BEAT PRODUCTIONS</b> <i>San Diego County</i> \$5,000	With support from the California Arts Council, Prophet World Beat Productions will hire an accounting firm to perform an initial accounting/finance assessment prepared for the purpose of the establishing a yearlong implementation of new and improved accounting practices. The initial review will begin in June 2019 through September 1, 2019.
OD-18-4375 <b>PUBLIC CORPORATION FOR THE ARTS OF THE CITY OF LONG BEACH</b> <i>Los Angeles County</i> \$5,000	With support from the California Arts Council, Arts Council for Long Beach will engage The Nonprofit Partnership (TNP) to draft a new, five-year strategic plan to guide our organization from 2020-2025. The strategic plan will specifically address ACLB's growth strategy, with a strong focus on further developing ACLB's approach to organizational equity and inclusion.
OD-18-4778 <b>Q YOUTH FOUNDATION INC</b> <i>Los Angeles County</i> \$2,500	With the support from the California Arts Council, Q Youth Foundation Inc will be able to hire a web design developer to build a customized web page that will integrate arts e-commerce plug-ins, enhance user accessibility, integrate email list-serves and plug-ins for direct workshop and play submissions. The consultant will also offer technical assistance and train staff on updates.
OD-18-4598 <b>QUINTETO LATINO</b> <i>San Mateo County</i> \$5,000	With support from the California Arts Council, Quinteto Latino will contract with Andrea S. Temkin of Transition Solutions to develop an annual fundraising plan and supporting messaging campaign to increase organizational capacity to engage new donors, develop ongoing communications with current donors, and steward relationships with major donors and supporters.
OD-18-4696 <b>RADAR PRODUCTIONS INC</b> <i>San Francisco County</i> \$5,000	With support from the California Arts Council, Radar Productions will work with Lori Campbell Coaching and Consulting to train Radar's two staff members on financial best practices. Radar has recently hired a new Managing Director, Imani Sims, and we are taking advantage of this staff transition to work on our organizational infrastructure, trying to better streamline and organize Radar's finances. Financial Consultant Lori Campbell will conduct a series of meetings and teach-ins for Radar.
OD-18-4865 <b>RAGGED WING ENSEMBLE</b> <i>Alameda County</i> \$5,000	With support from the California Arts Council, Ragged Wing Ensemble (RWE) & The Flight Deck (TFD) will hire Financial Consultant Hao Lam help us streamline our financial systems and ensure a healthy financial future for our organization. The result of this consultancy will be revised finance systems that will alleviate dozens of hours of staff time, and prepare our organization for its next wave of growth.
OD-18-4910 <b>RANCHO LOS CERRITOS FOUNDATION</b> <i>Los Angeles County</i> \$5,000	With support from the California Arts Council, Rancho Los Cerritos will engage Griselda Suárez, a noted educator in cultural studies at Cal State Long Beach, a community activist, and Executive Director for Arts Council for Long Beach, to assess how we can use art and history to better represent our community in a fully inclusive manner. She will then then develop and conduct cultural sensitivity workshops for our staff, volunteers and board of directors.

<p>OD-18-4672 <b>RELAMPAGO DEL CIELO INC</b> <i>Orange County</i> \$5,000</p>	<p>With support from the California Arts Council, Relampago del Cielo, a folklorico group, will hire a consultant to renovate its website and to train parent volunteers to update the content. Why? 1. Relampago with a 2016-2017 CAC grant strengthened its parent committee and learned of the parents’ need for reliable information. 2. Parents want more to do more. 3. Consultant Brand Identity Graphics facilitated the website’s move to WordPress and has created many materials for Relampago.</p>
<p>OD-18-4791 <b>ROGER ANDERSON CHORALE AND ARTS CONSORT LTD</b> <i>San Diego County</i> \$5,000</p>	<p>With support from the California Arts Council, Roger Anderson Chorale and Arts Consort Ltd will send its board members and planning committee to attend workshops to ensure the sustainability of our organization. The workshops will be provided by Nonprofit Management Solutions. NMS will lead workshops on Governance; Accountability and Regulation; Financial Management and Fundraising; and Social Media Outreach. There will be two workshops per day for a total of three days starting Fall 2019.</p>
<p>OD-18-4207 <b>SACRAMENTO BALLET ASSOCIATION</b> <i>Sacramento County</i> \$3,900</p>	<p>With support from the California Arts Council Sacramento Ballet Association will engage in a process to create a mission and vision statement and strategic plan under the guidance of an experienced arts leader/planning facilitator.</p>
<p>OD-18-4859 <b>SAN BENITO COUNTY ARTS COUNCIL</b> <i>San Benito County</i> \$5,000</p>	<p>With support from the California Arts Council, San Benito County Arts Council will work with SafeHouse Web to design a new website that reflects the quality, diversity and breadth of our programs and services while improving public accessibility to arts and culture information, events and resources. This project will support the SBC Arts Council’s organizational capacity, community impact and long-term sustainability.</p>
<p>OD-18-4727 <b>SAN DIEGO BALLET</b> <i>San Diego County</i> \$5,000</p>	<p>With support from the California Arts Council, San Diego Ballet will complete a brand assessment and develop a new website correlating with their 30<sup>th</sup> anniversary season. The redesign will align the SDB’s website with industry best practices and will strengthen the operations by increasing the ability to communicate its mission and inform the community of programming via the updated website.</p>
<p>OD-18-4823 <b>SAN DIEGO CHILDRENS CHOIR</b> <i>San Diego County</i> \$5,000</p>	<p>With support from the California Arts Council, the San Diego Children’s Choir will contract with consultant Rebecca Heyl to help our staff and board of directors refine our brand by developing brand strategy, a brand position (positioning statement), key messages and slogan. These assets will be captured in a Brand Messaging &amp; Guidelines manual, which will be provided to all internal audiences. This will allow consistent and effective messaging throughout all of our external relations.</p>
<p>OD-18-4939 <b>SAN DIEGO DANCE THEATER</b> <i>San Diego County</i> \$5,000</p>	<p>With support from the California Arts Council, San Diego Dance Theater will design and launch a new user-friendly website that is compatible with mobile devices.</p>

<p>OD-18-4579 <b>SAN DIEGO YOUTH SYMPHONY</b> <i>San Diego County</i> \$5,000</p>	<p>With support from the California Arts Council, San Diego Youth Symphony and Conservatory will hire a consultant to add a component to our student data base system to manage our inventory of over 1,000 musical instruments.</p>
<p>OD-18-4737 <b>SAN FERNANDO VALLEY YOUTH CHORUS</b> <i>Los Angeles County</i> \$5,000</p>	<p>With support from the California Arts Council, the San Fernando Valley Youth Chorus will redesign website content and social media messaging to increase enrollment, support, and community involvement in music education through the programs of the Chorus.</p>
<p>OD-18-4202 <b>SAN FRANCISCO CHAMBER ORCHESTRA INC</b> <i>San Francisco County</i> \$5,000</p>	<p>With support from the California Arts Council, the San Francisco Chamber Orchestra Inc will work with Kay Sprinkel Grace on a board development and fundraising training consultancy. An internationally known fundraising professional and leader in the field of philanthropy, Kay will work to instill a culture of philanthropy in the organization and engage each board member in development efforts aligned with his or her own skills and interests.</p>
<p>OD-18-4646 <b>SAN FRANCISCO GIRLS CHORUS INC</b> <i>San Francisco County</i> \$5,000</p>	<p>With support from the California Arts Council, San Francisco Girls Chorus Inc will engage the DeVos Institute of Arts Management as consultants for a strategic planning process. During the six-month process, consultants will work closely with SFGC's planning committee to develop a comprehensive five-year plan that will articulate a strategic direction, formulate key strategies in all areas of operations, and develop detailed implementation and financial plans for the future of SFGC.</p>
<p>OD-18-4577 <b>SAN FRANCISCO YOUTH THEATRE</b> <i>San Francisco County</i> \$5,000</p>	<p>With support from the California Arts Council, San Francisco Youth Theatre will engage Board Consultant Lisa Hoffman to lead a Board Development process which will create procedures and systems based on best practices for Board governance, roles and responsibilities, evaluation, recruitment and orientation. The process will take place over nine months and will include a Board retreat. The outcome will be a Board Development Plan that provides a roadmap for a strong and effective Board.</p>
<p>OD-18-4407 <b>SANGAM ARTS</b> <i>Santa Clara County</i> \$5,000</p>	<p>With support from California Arts Council, Sangram Arts will engage consultant Richard Aldag to work with the Board, staff and key stakeholders to develop a multi-year strategic plan that will provide a road map for growing revenue with a focus on individual donors and subscribers, expanding our audience reach through digital marketing and developing our human resources to increase our capacity to execute program initiatives.</p>
<p>OD-18-4814 <b>SANTA BARBARA COUNTY ALLIANCE FOR ARTS EDUCATION</b> <i>Santa Barbara County</i> \$1,000</p>	<p>With support from the California Arts Council, the Santa Barbara County Alliance for Arts Education will hire Momentum Labs to help aggregate data from surveys and focus groups to create an Arts Education report/plan to guide the SBCAAE over the next 3 to 5 years to make strides towards its mission of creating equitable arts education access throughout Santa Barbara County.</p>

<p>OD-18-4489 <b>SANTA BARBARA DANCE INSTITUTE</b> <i>Santa Barbara County</i> \$4,200</p>	<p>With support from the California Arts Council, Santa Barbara Dance Institute will remake its 13 year-old website to improve the site’s functionality and interface with constituents and donors. Enhancements will support new and existing program enrollments and offer new digital marketing resources to story-tell SBDI’s brand.</p>
<p>OD-18-4538 <b>SANTA CECILIA OPERA AND ORCHESTRA ASSOCIATION</b> <i>Los Angeles County</i> \$5,000</p>	<p>With support from the California Arts Council, Santa Cecilia Opera and Orchestra Association will engage a consultant to help devise expanded opportunities for increasing earned income. For its first 25 years, the Orchestra has largely depended on contributions to sustain its music and outreach. But that limited focus for funding is also limiting our growth potential. We must identify new revenue sources to push the orchestra to the next level; earned income offers the greatest possibilities.</p>
<p>OD-18-4606 <b>SANTA CRUZ ART LEAGUE INC</b> <i>Santa Cruz County</i> \$4,950</p>	<p>With support from the California Arts Council the Santa Cruz Art League (SCAL) will engage the services of a consultant to (1) identify and prioritize the specific board leadership skills and tools that will best enable the organization to plan and prepare for growth and a potential capital campaign; and (2) facilitate regular sessions and strategic planning meetings to address the identified leadership skills most important to SCAL’s organizational success.</p>
<p>OD-18-4834 <b>SARAH WEBSTER FABIO CENTER FOR SOCIAL JUSTICE</b> <i>Alameda County</i> \$4,600</p>	<p>With support from the California Arts Council, Sarah Webster Fabio Center for Social Justice will conduct four facilitated working sessions with Board members to facilitate a review of the mission, goals, visions and implementation plans. The project creates a road map to address board expansion, fiscal stability, creating a space/homebase, and developing the organizational legacy and vision. The executive director works with the consultant to craft a final report that is the road map.</p>
<p>OD-18-4833 <b>SCREAMFEST HORROR FILM FESTIVAL</b> <i>Los Angeles County</i> \$5,000</p>	<p>With support from the California Arts Council, Scremfest will enhance its ability to market its arts programs to current community customers, acquire new audiences and donors by working with Kell Partners to build its customer relationship management software, Salesforce Lightning Enterprise. Kell will import data, setup automated workflows between software to lessen the administrative burden enabling staff to focus on creatives of running its art programs and train staff to utilize the program.</p>
<p>OD-18-4339 <b>SHIPYARD TRUST FOR THE ARTS</b> <i>San Francisco County</i> \$5,000</p>	<p>With support from the California Arts Council, Shipyard Trust for the Arts will add a store functionality to the existing website, enabling artists to sell their work online, while STAR receives a moderate percentage of sales. Less tech savvy artists will have an opportunity to sell to new audiences, and provide STAR with a revenue stream that will be used to further support our artists’ ability to survive the current challenges due to an extended construction project blocking vehicle access.</p>



<p>OD-18-4843 <b>SIERRA CLASSIC THEATRE</b> <i>Mono County</i> \$4,000</p>	<p>With support of the California Arts Council, Sierra Classic Theatre will engage consultant Richard Aldag to guide the work of its first ever Executive/Artistic Director as she works to design policies and practices in order to ensure organizational sustainability and success. Richard will also develop a company multi- year strategic plan in order to best take advantage of the the new local multi-million dollar facility, the Mammoth Arts and Cultural Center (MACC) that is set to open in 2021.</p>
<p>OD-18-4856 <b>SIERRA MADRE PLAYHOUSE</b> <i>Los Angeles County</i> \$5,000</p>	<p>With support from the the California Arts Council, Sierra Madre Playhouse will work with Ron Evans and the Group of Minds consulting firm to improve its organizational effectiveness through coaching and advisory services that help modernize its operations, engage its increasingly diverse and growing audience base, and build critical staff capacity in the areas of marketing and development.</p>
<p>OD-18-4881 <b>SO SAY WE ALL</b> <i>San Diego County</i> \$5,000</p>	<p>With support from the California Arts Council, So Say We All will contract a social media consultant to design a new organizational website that will enhance our ability to update our brand; enrich the presentation of information about our current and future programs and events; provide an improved platform to showcase the literary performances of community storytellers through audio-visual media; enable easy access to archived AV recordings of events; and support online fundraising.</p>
<p>OD-18-4684 <b>SOL TREASURES</b> <i>Monterey County</i> \$5,000</p>	<p>With support from the California Arts Council, Sol Treasures will provide governance training to the 12-member Board of Directors. Outcomes of the training will be achieved by December 2019 and include a collective clarity in the Board’s understanding of their roles and responsibilities versus those of the staff; written Board development priorities in response to the Board Assessment; and an action plan that will guide its important work, in support of the organization’s strategic plan.</p>
<p>OD-18-4571 <b>SPINDRIFT SCHOOL OF PERFORMING ARTS INC</b> <i>San Mateo County</i> \$5,000</p>	<p>With support from the California Arts Council, Spindrift School of Performing Arts Inc will engage consultant Amanda Silber Levitt to develop a high-impact, one-day retreat that will help them identify and define clear organizational and programmatic goals for the next three years, surface areas of focus that allow for thought partnership and engagement between various tenures of stakeholders, and find new areas of mission alignment that serve the local community in a responsive and impactful way.</p>
<p>OD-18-4701 <b>STAGEBRIDGE</b> <i>Alameda County</i> \$5,000</p>	<p>With support from the California Arts Council, Stagebridge will work with Tracy Gary, principal of Unleashing Generosity, on a board-driven project on major donor fundraising training and how to build a planned giving program. Designed to take advantage of the population Stagebridge serves (age 70 on average), the project will address a key part of the organization’s diversified Fund Development Plan and capitalize on Stagebridge community passions recently reignited by 40<sup>th</sup> year events.</p>

<p>OD-18-4449 <b>STAGEWRITE: BUILDING LITERACY THROUGH THEATRE</b> <i>San Francisco County</i> \$5,000</p>	<p>With support from the California Arts Council, StageWrite will engage the services of Espiritu Consulting to create a new strategic plan. Through this process, we will envision a 3-year timeline of milestones to expand our organization beyond the vision and efforts of our original co-founders to create future sustainability and growth. StageWrite will increase our capacity to better achieve our mission to empower youth to become activity engaged in their education through the theatre arts.</p>
<p>OD-18-4423 <b>STRINDBERG LABORATORY</b> <i>Los Angeles County</i> \$5,000</p>	<p>With support from the California Arts Council, The Strindberg Laboratory (TSL) will contract with a Social Media Consultant to establish and build out TSL's social media platforms. This consultant will work with TSL to assess our current capacity, communications strategies, and methods of audience engagement in order to integrate a meaningful social media strategy that TSL can continue to execute after our contracted period with the professional consultant has ended.</p>
<p>OD-18-4635 <b>SUAREZ DANCE THEATER</b> <i>Los Angeles County</i> \$5,000</p>	<p>With support from the California Arts Council Suarez Dance Theater will work with consultant Emily Wanserski to evaluate earned income strategies, program evaluation and strategies for public relations.</p>
<p>OD-18-4903 <b>TAIKOPROJECT</b> <i>Los Angeles County</i> \$5,000</p>	<p>With support from the California Arts Council, TaikoProject will implement a new consultancy with Jerry Yoshitomi to develop a multi-year strategic plan and Board development initiative.</p>
<p>OD-18-4488 <b>THE CRUCIBLE</b> <i>Alameda County</i> \$5,000</p>	<p>With support from the California Arts Council, The Crucible will partner with trusted consultant and industry expert, Alex Hildebrand, from Learning for Action, to design and facilitate an exploratory process and pre-strategic planning board retreat that will engage the senior team o work on alignment and expression of mission and vision, roles and communication styles at a critical time when The Crucible moves into its 20<sup>th</sup> year as a non-profit industrial arts center in West Oakland.</p>
<p>OD-18-4886 <b>THE DANCE RESOURCE CENTER OF GREATER LOS ANGELES</b> <i>Los Angeles County</i> \$5,000</p>	<p>With support from the California Arts Council, the Dance Resource Center will engage a web consultant to develop a strategic roadmap and project scope for the next level of its digital infrastructure plus new online member services. A plan will be created for CMS and CRM updates to meet best practices in mobile marketing and donor management. Additionally, a shared digital program will be framed to make a more sophisticated level of web and mobile marketing services accessible to DRC members.</p>
<p>OD-18-4867 <b>THE HARMONY PROJECT</b> <i>Los Angeles County</i> \$5,000</p>	<p>With support from the California Arts Council, Harmony Project will contract with NPO Solutions to develop and implement a comprehensive evaluation of its program impact. NPO will assist Harmony Project in transforming data into information that will not only guide, but improve program outcomes. Further, NPO will aid Harmony Project in developing a strategy that will strengthen data collection and usage that will inform all levels of the organization, from the board to teaching artists.</p>

<p>OD-18-4632 <b>THE NEW CHILDRENS MUSEUM</b> <i>San Diego County</i> \$5,000</p>	<p>With support from the California Arts Council, The New Children’s Museum will engage an experienced evaluation consultant to identify, prioritize, and adapt the learning practices evidenced in its makerspace, called Innovators LAB. Through this process, the consultant will train Museum staff in the development of tools, collection, and analysis of data, contributing to individual development and organizational capacity building.</p>
<p>OD-18-4785 <b>THE VILLAGE PROJECT</b> <i>San Francisco County</i> \$5,000</p>	<p>With CAC support, the Village Project will contract with planning consultant Jeff Jones to assist our Advisory Board and staff to formulate a strategic plan to strengthen the program’s infrastructure.</p>
<p>OD-18-4902 <b>THEATRE BAY AREA</b> <i>San Francisco County</i> \$5,000</p>	<p>With support from the California Arts Council, Theatre Bay Area will engage Beatrice Thomas to conduct an EDI (Equity, Diversity, Inclusion) Consultancy. She will work with TBA to identify best EDI practices specific to its engagement with theater companies and individual artists about EDI issues they encounter, and to deepen the Board’s understanding of EDI’s value to the organization and to the health and well-being of communities its members serve.</p>
<p>OD-18-4249 <b>TheatreWorkers Project</b> <i>Los Angeles County</i> \$4,750</p>	<p>With support from the California Arts Council, TheatreWorkers Project will engage Sally Pfeiffer to reconfigure and update our website, adding features including a donation button and social media tools that will increase our public visibility. Pfeiffer’s services will include training that will enable our staff to create web pages and update the site as needed. This redesign and skill-building will improve our fundraising potential and increase our marketability.</p>
<p>OD-18-4929 <b>UPTOWN TENDERLOIN INC</b> <i>San Francisco County</i> \$5,000</p>	<p>With support from the California Arts Council, Uptown Tenderloin, Inc., will hire a consultant to redesign its core accounting system, which will greatly improve organizational capacity to understand and communicate about its operations. This project will include a review and redesign of its chart of accounts and cost centers in Quickbooks, alignment with nonprofit best practices, and migration to the cloud-based Quickbooks Online application.</p>
<p>OD-18-4573 <b>VILLA MUSICA</b> <i>San Diego County</i> \$5,000</p>	<p>With support from the California Arts Council, Villa Musica will embark on a public relations campaign to heighten its profile in San Diego and increase its fundraising capacity through storytelling in a series of short videos. These videos will be placed on its website, uploaded to grant proposals (e.g. CAC, NEA), distributed to current/potential donors through social media, and projected on the big screen television placed in the main campus lobby.</p>
<p>OD-18-4611 <b>VIVER BRASIL DANCE COMPANY</b> <i>Los Angeles County</i> \$5,000</p>	<p>With support from the California Arts Council, Viver Brasil Dance Company will hire consultant Evonne Gallardo to work with the organizations Executive Director, Founders and Artistic Directors, Board Chair, and Board of Directors to support the development of the organizations next three-year strategic plan focusing on goals which include board development and leadership transition.</p>
<p>OD-18-4995 <b>WEST CREATIVE PERFORMING ARTS</b> <i>Santa Cruz County</i> \$5,000</p>	<p>With support from the California Arts Council, WEST Creative Performing Arts will engage the services of Bryn Kanar, a website development consultant. Bryn will Design and Development a new site inclusive of: improved e-commerce solutions; better usability and accessibility; an expansion of content; Integration with social media platforms and Increased site performance and security of user data. WEST staff will be trained in Drupal to make changes and updates to the site.</p>

<p>OD-18-4962 <b>WEST END ARTS AND ENTERTAINMENT DISTRICT</b> <i>Alameda County</i> \$5,000</p>	<p>With support from the California Arts Council, West End Arts and Entertainment District will work with seasoned Arts Consultant Anne W. Smith to develop a three-year strategic plan with a particular focus on governance, organizational structure, and financial sustainability. Strengthening our organizational structure is crucial to fulfill our potential as arts advocates and activists as West Alameda undergoes a period of rapid growth and development.</p>
<p>OD-18-4440 <b>WOMENS CENTER FOR CREATIVE WORK</b> <i>Los Angeles County</i> \$5,000</p>	<p>With support from the California Arts Council, Women’s Center for Creative Work will contract with Laura Zucker to guide the board, staff, and community at large in the creation of a strategic three-year plan. The development of this plan comes immediately in advance of the WCCW’s current lease being up in April 2020, and the necessity of finding, developing, and funding a new physical location for the organization.</p>
<p>OD-18-4775 <b>WOMENS AUDIO MISSION</b> <i>San Francisco County</i> \$5,000</p>	<p>With support from the California Arts Council, Women’s Audio Mission will launch a new project to redesign and add new functionality to SoundChannel.org, our interactive online music/media production training platform that delivers low/no cost training to 6,900+ students in 131+ countries per year. This project will increase WAM’s sustainability by allowing us to share our curriculum with more educational institutions around the world, increasing our unrestricted earned revenue by 25 to 30 percent.</p>
<p>OD-18-4504 <b>YOLO COUNTY ARTS COUNCIL INC</b> <i>Yolo County</i> \$5,000</p>	<p>With support from the California Arts Council, Yolo County Arts Council will contract with a licensed CPA experienced in auditing the financial statements of nonprofit organizations. This support will provide the first audit for us, a needed best practice for an organization with an operating budget that has more than doubled over the last 10 years. An audit will support new funding sources, demonstrate professionalism, financial transparency, and sound fiscal practice.</p>
<p>OD-18-4829 <b>YOUNG AUDIENCES OF NORTHERN CALIFORNIA</b> <i>San Francisco County</i> \$5,000</p>	<p>With support from the California Arts Council, Young Audiences of Northern California will hire Jack Alotto to conduct a policy and board recruitment assessment, provide board development workshops to help current board members increase their roles as ambassadors, askers, and advocates, as well as orient newly recruited board members on the fundamentals of philanthropy. This project will align our board of directors as an integral component of our fundraising plans and successes.</p>
<p>OD-18-4863 <b>YOUNG AUDIENCES OF SAN DIEGO DBA ARTS FOR LEARNING SAN DIEGO</b> <i>San Diego County</i> \$3,850</p>	<p>With support from the California Arts Council, Arts for Learning San Diego (A4LSD) will work with Nonprofit Management Solutions to facilitate strategic planning. NMS will work in a facilitated inquiry-style process that establishes goals and objectives as a road map for increasing mission impact and organizational sustainability.</p>

<p>OD-18-4576 <b>YOUNG CHOREOGRAPHERS PROJECT</b> <i>Los Angeles County</i> \$5,000</p>	<p>With the support of the California Arts Council, Young Choreographers Project will obtain consulting services from Janet Levine Consulting. Services will focus on activities related to board development and strategic planning.</p>
<p>OD-18-5006 <b>YOUTH ORCHESTRAS OF FRESNO</b> <i>Fresno County</i> \$5,000</p>	<p>With support from the California Arts Council, Youth Orchestras of Fresno will engage a leadership coach to help our organization create more intense stakeholder engagement that will lead to increased individual giving, improved organizational visibility, and an invigorated and focused board.</p>
<p>OD-18-4772 <b>YOUTH SPIRIT ARTWORKS</b> <i>Alameda County</i> \$5,000</p>	<p>With support from the California Arts Council, Youth Spirit Artworks will work with a consultant to create a series of business plans to expand earned income. These plans will include a market analysis and action steps for expanding art sales (retail and online), events (performances and art shows) and gallery space rents (for community events and meetings), and will benefit both the nonprofit and youth participants who create and sell artwork and manage the gallery in their YSA job training.</p>
<p>OD-18-4547 <b>ZERO1 - THE ART AND TECHNOLOGY NETWORK</b> <i>Santa Clara County</i> \$5,000</p>	<p>With support from the California Arts Council, Zero1 - The Art and Technology Network will work with a legal consultant to conduct a crucial Board Governance Review. During the review we will develop and update Corporate Governance and Board development policies and procedures in preparation for a strategic partnership with San Francisco-based arts nonprofit, Gray Area.</p>