

# JULIE A. RICHARD

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## OBJECTIVE

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To provide leadership to the non-profit field.

## EXPERIENCE

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2012 – Present     **Maine Arts Commission**     Augusta, ME

*Executive Director*

- Responsible for implementing, promoting and supporting the Commission's work on behalf of the artists and arts organizations throughout the State of Maine.
- Responsible for determining the vision for the agency's work and applying that vision to programs and grants.
- Responsible for overseeing the management of the agency including managing staff, the annual budget process, strategic planning, grant distribution, program implementation, advocacy and management of the work of Commission members.
- Responsible for maintaining partnerships and collaborations nationally, regionally and state-wide – including partnerships with the National Endowment for the Arts, the National Association of State Arts Agencies and the New England Foundation for the Arts.
- Responsible for representing the agency at functions and events throughout the state.

2004 – 2012     **West Valley Arts Council**     West Valley of Greater Phoenix, AZ

*President & CEO*

- Created West Valley Cultural and Heritage Blueprint (which included a comprehensive cultural assessment) for cultural development of the West Valley partnering with 13 cities over the course of 14 months.
- Opened two galleries in the West Valley to feature Arizona artists and provide awareness to the citizens of the West Valley and beyond.
- Implemented The Big Read – National Endowment for the Arts sponsored program – to encourage reading of classic literature. This program runs State-wide throughout Arizona.
- Created Arts Education Partnership – a flagship program providing professional development services to partner school districts in order to strengthen arts education in the schools.
- Created performing arts series to increase awareness for the Council and build audiences for the arts.
- Created formal grants program to distribute funding to non-profit arts programs in the West Valley.
- Created Arts Member program to encourage communication among artists and arts organizations, to provide a mechanism for collective projects and programs and to promote their programs and events.
- Work with West Valley cities to create and expand their public art programs.
- Work closely with State and City elected officials to advocate for funding for arts and culture.

2001-2004     **Metropolitan Arts Council**

Greenville, SC

*Executive Director*

- Took organization from \$150,000 budget to \$750,000 budget in three years.
- Added 30 new board members over two years to position organization for effective fundraising.
- Wrote grants and was awarded \$2.1 million from the US Department of Education for arts education in partnership with the Greenville County Schools.
- Implemented CAMPAIGN FOR THE ARTS, a workplace giving campaign – built it in two years to include more than 35 companies around Greenville County.
- Repositioned MAC as arts resources leader in Greenville County through marketing partnerships, website arts resource calendar, and professional development seminars.
- Expanded grants program from \$95,000 in 2001 to more than \$135,000 in 2004.
- Transitioned MAC from 500 sq. ft. office space to new 2600 sq. ft. combined use space that includes a gallery and cooperative office space for new and emerging arts organizations.
- Developed and implemented many new programs for the Council such as Greenville Open Studios, SmartArts – arts education partnership with the Greenville County Schools, conducted cultural assessment of Greenville County and developed resulting Cultural Plan, created cultural tourism and marketing partnerships and developed professional development seminars for arts members.

1999-2000

**Tulsa Opera**

Tulsa, OK

*Managing Director*

- Revised financial and endowment reporting systems.
- Implemented planned giving program.
- Worked closely with 60-member Board of Directors to revise strategic plan.

1998-1999

**Frank Lloyd Wright Preservation Trust**

Oak Park, IL

*Director of External Relations*

- Responsible of creating and implementing a comprehensive development program.
- Oversaw name change process from Frank Lloyd Wright Home & Studio Foundation to current name.
- Oversaw marketing, public relations and publications departments.

1996-1998

**Cayuga Community College Foundation**

Auburn, NY

*Executive Director*

- Managed endowment and oversaw growth from \$3.5 million to \$6.8 million in 2.5 years.
- Administered and managed grants and scholarship program.
- Created first long-range plan for organization to include a comprehensive development program.
- Responsible for long-range planning, budgeting, development, special projects, the ACC/CCC Alumni Association and board development.

1987-1996

**Syracuse Opera**

Syracuse, NY

*Development Director (1987-1989) Managing Director (1989-1996)*

- Led all areas of company operations including finance, development, marketing, arts education, personnel, board development.
- Responsible for the Opera's inclusion in the National Endowment for the Arts Advancement Program which led to restructuring of the board of directors, the development of a major gifts program and the creation of the organization's first long-range plan and the addition of several special events.
- Responsible for reducing the accumulated deficit from \$440,000 to just over \$100,000 while losing more than \$60,000 in state funding and \$20,000 in corporate funding from companies leaving the Syracuse area.

## EDUCATION

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- M.A. University of Wisconsin, Business (Arts Administration)
- B.S. University of Wisconsin, Psychology and Music (Voice)
- Certificate, Harvard University, Leadership in the 21<sup>st</sup> Century

## PRESENTATIONS/PAPERS/CONSULTANCIES

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- "Bit by Bit, Putting it Together," The Arts & Entrepreneurship – Class at Arizona State University, February 2012
- "The Arts and Civic Engagement." *Engaging Arizona for the Next 100 Years*, Arizona Town Hall, 2012
- "Local Arts Councils", *Capitalizing on Arizona's Arts & Culture*, Arizona Town Hall, 2011
- *Local Arts Agencies 101*, AZ Citizens/Action for the Arts Arts Congress, Phoenix, AZ 2011
- *Leadership, Skill Building & Organizational Capacity*, Americans for the Arts National Conference, Baltimore, MD, 2010.
- *Effective Board Development & Assessment*, Nonprofit Business Summit, Phoenix, AZ 2010.
- Consultant to West Valley Art Museum to aid in restructuring and assisting in financial planning, 2009.
- *The Road to Reinvention*, Southwest Arts Conference, AZ Commission on the Arts, 2009.
- *Opera 101*. Pebble Creek Lecture Series, Goodyear, AZ 2008, 2009, 2010, 2011
- *Board Development, Development 101, Endowment Management, Strategic Planning* presentations to various groups.
- *Designing In-Depth Experiences*, Metro Phoenix Arts & Culture Summit, Metro Phoenix Partnership for Arts & Culture, 2009, Phoenix, AZ
- *Rapid Growth: Regional Approaches to Cultural Development*, Americans for the Arts National Conference, 2007, Las Vegas, NV
- *Working with Districts to Create an Arts Supervisor Position*, Americans for the Arts National Conference, 2007, Las Vegas, NV
- *Arts Education Partnerships*, National Art Education Association National Conference 2006, Chicago, IL

- *Welcome Address*, Arts Education Pre-Conference, Americans for the Arts National Conference 2006, Milwaukee, WI
- *Recruiting Students to your School*, National Guild of Community Schools of the Arts National Conference 2006, Phoenix, AZ
- Americans for the Arts, *Arts Education Partnerships: Influencing Policy and Programming in U.S. Public Schools* (Monograph) 2004
- Master's Thesis: *Endowments and Endowment Campaigns in Small/Medium Sized Opera Companies*, 1989
- Tulsa Philharmonic Orchestra, 2000
- *A Study of the Downtown Madison YMCA: Marketing Research & Feasibility*, 1986
- *A Study of the Strategic Planning and Budgeting Process of the Milwaukee Symphony Orchestra*, 1986

#### BOARD & COUNCIL MEMBERSHIPS – PAST AND PRESENT

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- Cultural Affairs Council 2012 – Present
- Mobilize Maine, 2012 – Present
- Friends of the Blaine House, 2013 – Present
- New England Foundation for the Arts, 2012 - Present
- Arizona Citizens/Action for the Arts, Vice President, Board of Directors, 2005-2012
- Estrella Mountain Community College, President's Advisory Board, 2007-2012
- WESTMARC Board of Directors, 2004-2012
- City of Avondale, Municipal Arts Committee, 2007-2012
- City of Surprise, Arts & Culture Advisory Board, 2009-2012
- Chair, Americans for the Arts, National Arts Education Council, 2004-2007
- Arizona Alliance for Arts Education Board of Directors, 2004-2009
- Greater Phoenix Arts and Business Council, Advisory Council, 2006
- City of Goodyear Technical Advisory Council, 2004-2006
- Artisphere Festival Board, 2004
- Greenville Technical College Visual Arts Advisory Board, 2003-2004
- Greenville Convention and Visitor's Bureau Board, 2003-2004
- Greater Greenville Chamber of Commerce Board, 2003-2004
- South Carolina Arts Alliance Board, 2002-2004
- Palmetto Opera Statewide Task Force, 2003
- Fine Arts Center Task Force, 2003
- University of Wisconsin Arts Administration Alumni Advisory Board, 1996-2000
- National Society of Fund Raising Executives Board, CNY Chapter, 1998-1999
- Leadership Greater Syracuse Alumni Board, 1997-1999
- Leadership Cayuga Board, 1998
- Onondaga County Cultural Coalition, 1992-1996
- Masterworks Chorale Board, 1996-1998
- Junior League of Syracuse Board, 1990-1995
- Visual & Performing Arts Task Force for the Syracuse City School District, 1994-1996
- Artstruck Board, 1990-1994

#### HONORS

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- Valley Leadership, Class XXXI, 2009-10
- International Womens' Day Award, 2003

- Metropolitan Arts Council, President's Award, 2002
- Citation from New York State Legislature for Accomplishments at Syracuse Opera, 1996
- Who's Who in Young American Professionals, 1997
- Leadership Greater Syracuse, Class of 1996
- In League Award, Junior League of Syracuse, 1992

#### AFFILIATIONS & MEMBERSHIPS

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- Maine Writers & Publishers Alliance, 2012 – Present
- Vox Nova Chamber Choir, 2014 – Present
- Valley Arts Leaders – 2004-2012
- St. Thomas Aquinas Schola Cantorum & Choir, 2007-2012
- Columnist – Arizona Republic – 2004-2007
- Phoenix Symphony Chorus, 2004-2007
- Greenville Chorale 2001-2004
- Greenville Professional and Business Women's Association, 2003-2004
- 300 for Greenville, 2001-2004
- Tulsa Oratorio Society 2000
- Heritage Chorale, Oak Park, IL 1998-1999
- Masterworks Chorale, Marcellus, NY 1996-1998
- Junior League of Chicago 1998-1999
- Junior League of Tulsa 2000
- Junior League of Greenville 2001-2002

#### REFERENCES:

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