

JANET L. BROWN

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CAREER BRIEF

Executive leadership experience in philanthropy, nonprofit management and public policy, working in urban and rural environments for nationally recognized arts institutions, community organizations, state government agencies and statewide organizations

CAREER SKILLS/KNOWLEDGE

- Strategic planning/leadership vision
- Public policy development
- Public speaking
- Advocacy/lobbying
- Budget preparation/control
- Project development/management
- Board development/management
- Marketing/public relations
- Grantwriting
- Fundraising campaign development
- Individual and corporate solicitations
- Employee supervision/training
- Problem solving
- Program evaluation

EDUCATION

Master of Public Administration, University of South Dakota, 2002-2004

Classes in advanced leadership and theory, public personnel management, budgetary and fiscal management, organization and management, seminar in public administration, research methods in political science, administrative law and government, professional report on “Characteristics of Excellence in Nonprofit Leadership.”

Bachelor of Fine Arts, Theatre - University of South Dakota 1969-1973

Performance and technical assistance in many productions, course work in history, literature, stagecraft, design

PROFESSIONAL EXPERIENCE

WINTHROP UNIVERSITY, Rock Hills, SC

Masters in Arts Administration On-Line

August 2019 - Present

- Designed and teach graduate level course in **Policy and Advocacy** for Master of Arts in Arts Administration program

PRESIDENT & CHIEF EXECUTIVE OFFICER

Grantmakers in the Arts, Seattle, WA

January 2009 – December 2017

- Leadership and management of national association of private and public arts funders
- Development of programming, communication and membership recruitment strategies
- Budgetary preparation, fundraising and financial management accountability
- Annual conference development and implementation
- Oversight and evaluation of staff
- Representation of the organization at national, state, and local arts events
- Responsible for creating and/or implementing:
 - “Conversations on Capitalization and Community” presented for the philanthropic community in over 20 cities or national conferences including New York City, San Francisco, Los Angeles, Boston, Philadelphia, Denver, Seattle, Portland, OR, Chicago, Minneapolis and more
 - Racial equity in arts philanthropy statement of purpose, organizational audit, and recommendations for action to the national nonprofit and philanthropic fields

- Arts Education Funders Coalition, employing lobbying and public relations firm in Washington DC to enhance arts education in national education policy
- The oversight of national arts philanthropic and governmental national conference breaking attendance records three of the last four years of employment
- Increased members, organizational budget, communication programs such as educational webinars, weekly membership bulletins, podcasts and research reports

CHAIR of DEPARTMENT OF PERFORMING AND VISUAL ARTS

Augustana University, Sioux Falls, SD

August 2004 – November 2008

- Leadership, artistic and administrative oversight for music, theatre and art departments
- Scheduled and evaluated 40 faculty and staff
- Developed curriculum and new degree programs
- Oversight of building and transition to new art center gallery/classrooms
- Budgetary preparation and financial accountability
- Donor identification and solicitation
- Departmental promotion, fundraising and student and faculty recruitment
- Taught course in “Nonprofit Arts Management”
- Responsible for creating and/or implementing:
 - A partnership with the South Dakota Symphony Orchestra for additional professional players to perform with the orchestra and teach at Augustana
 - The opening and use of a new Visual Arts Center
 - The ten-year accreditation process for the music department
 - Increased faculty and student majors in art, music and theatre
 - Establishment of a special Performing and Visual Arts Fund for donors
 - Establishment of a campus box office that incorporated all three departments

GOUCHER COLLEGE

Baltimore, Maryland

August 1999-2010(summers only)

- Designed and taught graduate level course in **Public Policy and the Arts** for Master of Arts in Arts Administration program
- Served as advisor for Master level final papers – assisting with topic development, topic research and organization, writing styles and competencies

NATIONAL CONSULTANT

July 2001 – present

- Independent facilitator, consultant, teacher and keynote speaker
- Emphasis on leadership, organizational structure, advocacy, financial management and racial equity for non-profit leaders

PRAIRIE ARTS MANAGEMENT INSTITUTE

June 2001 – 2007

- Founder and director of annual four-day professional development institute that provided practical training for paid nonprofit administrators from SD and Midwestern states held at Augustana University
- Development of course offerings, selection of nationally recognized master teachers
- Institute logistics and teaching materials
- Budget preparation and financial management
- Developed marketing plan and material targeted at 13 Midwestern states, Manitoba and Saskatchewan, Canada
- Successfully received National Endowment for the Arts funding for eight years

THE BUSH FOUNDATION CONSULTANT
St. Paul, Minnesota

2007-2008

- Designed peer networking and learning program for a two-year pilot program for CEOs and staff of organizations participating in the Regional Arts Development Program, including South Dakota organization
- Selected and negotiated with nationally recognized speakers and trainers
- Facilitated peer networking sessions, write reports for participants
- Maintained communication with participants

SOUTH DAKOTANS FOR THE ARTS EXECUTIVE DIRECTOR
Deadwood and Sioux Falls, South Dakota

May 1987 – June 2001

- Provided leadership and vision for statewide arts service organization
- Developed annual legislative and congressional lobbying strategy and implemented same
- Merged three statewide arts membership organizations to share resources and programs
- Developed and implemented programs to assist artists and local arts organizations
- Developed fundraising strategy to support all programs
- Developed annual budgets and maintained financial records and reports
- Expanded individual membership base, governmental, private foundation and membership income
- Developed active statewide board of directors including legislators, community leaders, artists, arts administrators, arts educators
- Provided technical assistance for organizations in nonprofit management and artistic programming, traveling to small, mid-sized and large communities working with staff, (paid and volunteer) boards of directors, artists and community members
- Designed, coordinated professional training workshops
- Provided communication with members and board of directors regarding state, regional and national arts issues.
- Coordinated SD Governor's Awards in the Arts
- Represented organization through writing and public speaking engagements statewide, regionally and nationally.
- Directed Art Beyond Boundaries, 5 state professional development conference for 13 years which included an artist showcase for arts presenters. States included SD, ND, WY, MT and NE.
- Responsible for creating and/or implementing:
 - The Arts Education Teacher's Institute (continuing to present)
 - ArtsCorr, a program in SD's juvenile correction facilities, which ran fifteen years until the facilities were closed in western South Dakota with initial funding from the National Endowment for the Arts and on-going funding by the SD Department of Corrections.
 - Biennial statewide educational conferences for South Dakotans
 - Biennial regional meetings for arts leaders and artists in South Dakota
 - South Dakota's only A+ school, the Eugene Fields Elementary School in Sioux Falls, which continues to present
 - The Technical Assistance Group (TAG) which trained experienced SD arts administrators and artists to assist local communities, the first peer training group in the nation; funded by the National Endowment for the Arts
 - Passage of the "Lasting Legacy Act", providing art in or around state facilities
 - Arts Alive publication, which continues to present
 - Dakota Players, a professional children's theatre company, which continues to present as a program of the Black Hills Playhouse

SOUTH DAKOTA SYMPHONY ORCHESTRA TOURING MANAGER

Sioux Falls, SD

April 1986 - May 1987

- Booked professional Dakota String Quartet and Dakota Wind Quintet throughout South Dakota and the region. Part-time position

BLACK HILLS PLAYHOUSE BUSINESS MANAGER

Custer State Park, SD

1984-1986, Summers 1975, 1976, 1977

- Assisted in budgeting, selection of acting/technical company, and season play selection
- Developed fundraising campaign with grants, sponsorships and individual giving
- Developed Playhouse Alumni Association and tri-annual newsletter to 1,200 alumni
- Bookkeeping, payroll and financial reports to Board of Directors
- Worked with 13-member statewide board of directors
- Oversaw day to day activities of summer theatre, daily schedule for company and staff
- Responsible for creating and/or implementing:
 - The Black Hills Playhouse Alumni Association (which continues to present)
 - The Black Hills Playhouse Alumni Association newsletter (continues to present)

AIN'T MISBEHAVIN'- European Tour COMPANY MANAGER

Mel Howard, Producer, New York, NY

1982

- Producer's representative to local presenters in 21 European cities
- Responsible for all financial aspects of tour including weekly payroll and box office oversight
- Planned and implemented all logistics including international transportation and housing for 22-member company

NEW YORK SHAKESPEARE FESTIVAL ASST. TO GENERAL MANAGER

Joseph Papp, Producer. New York, NY.

1980-1981

- Assisted in contract negotiations, prepared union contracts for actors, designers, technicians, musicians for Central Park productions, Public Theatre productions and Broadway productions
- Interviewed and hired entry level office personnel
- Maintained records of royalty payments and producer's house seats for Broadway productions of THE PIRATES OF PENZANCE and A CHORUS LINE. Dealt with nationally known artists, producers and managers

ASST COMPANY MANAGER, "THE PIRATES OF PENZANCE" - National Tour

Produced by Joseph Papp and the New York Shakespeare Festival

1981

- Producer's representative to local presenters in seven major American cities.
- Handled general management duties for 55-member touring company, union payroll, transportation and housing for company with special consideration to stars Jim Belushi and Peter Noone

SAN FRANCISCO FUNDRAISING CONSULTANT **1979**
California Bach Society, Festival of Masses with Robert Shaw, Phippen Pocket Opera Company, Hispanic Heritage Week, Renaissance Dance Co. San Francisco

- Developed and implemented fundraising strategies for small arts organizations and special events, wrote grant applications and grant reports
- Developed and maintained professional relationship with corporate and private foundation executives. Raised \$160,000 for the above groups in 10 months.

AMERICAN CONSERVATORY THEATRE FUNDRAISER **1976-1979**
William Ball, Producer, San Francisco, CA.

- Developed and implemented fundraising strategy for individual giving
- Organized major contributions campaign implemented by 16-member board of directors of prominent San Franciscans.
- Developed small gifts program utilizing incentives to donors.
- Wrote grants to major Bay Area private foundations and corporations. Annual fundraising goal was \$1 million.

Rapid City School District ENGLISH/DRAMA TEACHER **1974-1976**
Rapid City, SD

- Taught English and drama grades 9-12.
- Directed two main stage productions and award winning one-act play. Technical direction for other productions.

MINNEAPOLIS SOCIETY OF FINE ARTS ASST. DIRECTOR OF MEMBERSHIP
Minneapolis Art Museum, Children's Theatre, and College of Art and Design, Minneapolis **1973-1974**

- Membership recruitment and maintenance of membership records for umbrella organization which has since disbanded.
- Developed and facilitated programming such as film series, concert series, art and architectural tours for members while Art Museum and Theatre were under construction.

NATIONAL, STATE AND COMMUNITY AWARDS and HONORS

Top Ten Most Powerful and Influential People in the Nonprofit Arts (USA) 2009, 2010, 2011, 2012, 2013, 2014, 2015. Barry's Blog, (WSTAF) (list discontinued after 2015)
South Dakota Arts Council, Governor Michael Rounds appointee, 2007
College of Fine Arts Alumni Leadership Award, University of SD, Vermillion, SD, 2002
SD Music Educators Association, Outstanding Service to the Arts award, 2002
American Folklife Center Board, United States Library of Congress, Sen. Daschle appointee
Honorary Governor's Award in the Arts, Governor William Janklow, 2001
Selena Ottum Roberts Award, (national) Americans for the Arts, Washington, DC, 1999
Robert Gard Award, (national) Arts Extension Service, University of Massachusetts, MA, 1999

NATIONAL, STATE AND COMMUNITY ENGAGEMENTS AND ACTIVITIES

Workshop on *Racial Equity and the Arts: How White Allies Make Positive Change*
presented on-line and in person for multiple courses and conferences
South Dakota Symphony Orchestra, board member, 2018 - 2021
Arts South Dakota, founding board member, 2015 – 2019
South Dakota 2017 Governor’s Awards in the Arts, workshop presenter
Arts South Dakota statewide arts conference, Sioux Falls, SD keynote and workshop presenter
National Endowment for the Humanities, state council evaluator, Washington DC
National Endowment for the Arts, Grant panelist/evaluator, Washington DC, multiple years
Grantmakers in the Arts “Conversations on Capitalization and Community”
workshop presenter, 20 cities
Association of Fundraising Professionals, national conference presenter
Wingspread Symposium on Community Arts Development, national organizer/facilitator
Association of Performing Arts Presenters, national conference, presenter
William and Flora Hewlett Foundation, presenter for board of trustees
Theatre Communication Group, annual conference presenter (multiple years)
Theatre Communication Group, fall regional conference presenter
Americans for the Arts, Washington DC, annual conference presenter (multiple years)
Wisconsin and Minnesota Arts Presenters, joint conference, keynote
American Symphony Orchestra League, annual conference presenter (multiple years)
Social Theory, Politics and the Arts annual conference, keynote
Arts Education Partnership, annual national conference presenter
Grantmakers in Health, annual national conference presenter
Association of Arts Administration Executives, keynote speaker
New Jersey Arts Advocacy Day, keynote speaker
Western Arts Alliance Federation, 11 state regional arts organization, featured speaker
Council on Foundations, annual national conference planning committee, Los Angeles
Council on Foundations, family foundation conference planning committee, San Diego
New England Arts Presenters, five state regional arts association, keynote speaker
Arts and Science Council, Charlotte, NC, keynote speaker
Chorus America, annual conference, presenter
Americans for the Arts, Washington, DC, marketing conference, presenter
Artist Trust, Seattle, keynote speaker
Washington Arts Alliance, annual conference, keynote speaker
National Assembly of State Arts Agency, Washington, DC, featured speaker
South Dakota Women’s National Political Caucus, board member and trainer
National Association of Schools of Music, Boston and Chicago, presenter
Campaign Director: Sioux Falls, SD, mayoral race, Casey Murschel, candidate
Campaign Coordinator: Sioux Falls, SD, mayoral race, Dick Brown, candidate
South Dakota Symphony Orchestra, Board of Directors
Sioux Empire Arts Council, Board of Directors
Sioux Falls SculptureWalk, selection committee
Guest Lecturer, Yale School of Drama, New Haven, CT
Black Hills Playhouse Alumni Association, board of directors, Custer, SD
Registered Lobbyist with the South Dakota Legislature
Americans for the Arts, Board of Directors, Washington, DC & New York City, NY
National Community Arts Network, founding member and mentor
State Legislative Candidate, House of Representatives, District 31
South Dakota Pilot Site Coordinator, National Endowment Rural Arts Initiative
Art Beyond Boundaries Conference Director, five state conference
Dakota Arts Congress, Workshop Chairman, joint conference with North Dakota in 1989
Deadwood Chamber of Commerce, Board of Directors
Deadwood Historic Preservation Commission, Chair

SELECTION OF CLIENTS

Caminandos Juntos, Sioux Falls, SD
Voices for Peace and Justice, Sioux Falls, SD
King County Council, Seattle, WA
National Association of Arts and Healing, (NOAH)
Richmond Memorial Health Foundation, Richmond, VA
ArtsLab, Arts Midwest, Minneapolis, MN
The Doris Duke Charitable Foundation, New York, NY
Association of Performing Arts Presenters, Washington, DC
New York State Arts Conference, Manhattan, NY
Children's Care Hospital and School, Sioux Falls, SD
Presentation College, Aberdeen, SD
The Bush Foundation, St. Paul, MN
Montana Arts Council, Helena, MT
Oklahoma Arts Council, Oklahoma City, OK
Sioux Vocational Services, Sioux Falls, SD
Oklahoma Nonprofit Center, Oklahoma City, OK
Southeastern Behavior Health Care, Sioux Falls, SD
Wisconsin Arts Board, Madison, WI
South Dakota Art Museum, Brookings, SD
Martha Ellen Tye Foundation, Marshalltown, IA
Washington Pavilion of Arts and Sciences, Sioux Falls, SD
North Dakota Art Gallery Association, Minot, ND
Nevada Arts Council
The Carroll Institute, Sioux Falls, SD
Duluth Art Institute, Duluth, MN
Heartland House, Sioux Falls, SD
Michigan Assembly of Community Arts Agencies
Iowa Arts Council, Des Moines
Iowa Assembly of Local Arts Agencies
South Dakota Symphony Orchestra
Greater Grand Forks Symphony Orchestra, ND
North Dakota Council on the Arts
New Mexico Arts Council
Missouri Assembly of Community Arts Agencies
Midwest Rural Arts Forum, Illinois
Alliance of New York State Arts Organizations
Americans for the Arts/National Assembly of State Arts Agencies Convention, New York City
National Community Arts Network
Georgia Assembly of Community Arts Agencies
Arts for Idaho and Idaho Alliance for Arts Education
Minnesota State Arts Board
University of Massachusetts, Arts Extension Service, Amherst, MA
Tennesseans for the Arts, Nashville, Tennessee
New England Rural Arts Forum, Portland, Maine
Idaho Alliance for Arts in Education, Boise, ID

PUBLICATIONS

Better Together – Grantmakers in the Arts blog, 2009-current, <http://www.giarts.org/blog/janet>

The *Reader*, journal on arts philanthropy, 2009-current, <http://www.giarts.org/readers>

Creativity in Community, the Robert Gard Lectures, 1999-2003, “The Populist Arts Movement, Altering the Face of America,” Arts Extension Service, University of Massachusetts, Amherst, 2004.

Introduction, “*Fundamentals in Arts Management: The Populist Arts Movement, Altering the Face of America*” Arts Extension Service, University of Massachusetts, Amherst, 2003

“*Authentic Passion: An Introduction to the Arts in Rural and Small Communities*” The Community Arts Network website, communityarts.net. Linda Burnham, editor, 2002

“*The Arts in South Dakota*” South Dakota: The Face of the Future” edited by William Reynolds, Cherbo Publishing Group Inc. 2000

“*Art in the Heartlands*” Grassroots and Mountain Wings, edited by Patrick Overton, Columbia College, Columbia, MO. 1992

“*Altering the Face of America, The Populist Arts Movement*” monogram published by University of Massachusetts, Arts Extension Service 1999; reprinted in the following nonprofit statewide arts newsletters: South Dakota, Michigan, New York, Kansas, Missouri, Iowa, Montana and North Dakota

HIGHER EDUCATIONAL ACTIVITIES

Major papers (Thesis) primary advisor for Masters in Arts Administration candidates at Goucher College, Baltimore, MD:

- “Made in Barbados: Exploring the Effects of Tourism on Indigenous Craft Design and Development” by Stella L. Hackett, Goucher College, 2008
- “Leadership in the Arts – The Role of Graduate Arts Administration Programs in Training the Leaders of Tomorrow” by Keith R. Chamberlain, Goucher College, 2008
- “Two Birds, One Stone: An Analysis of the Successes and Challenges of Shared Use Cultural Facilities in New Hampshire” by Matthew J. Cahoon, Goucher College, 2007
Mr. Cahoon received the Jean Wilhelm Award for Outstanding Major Paper in 2007.
- “Regional Theatre Artistic Directors and Community Support” by Shannon C. Harman, Goucher College, 2007
- “The Value of the Arts-Centered School” by Kimberly Purcell Kirklin, Goucher College, 2007
- “Meaning, Metaphor and Morality: The Search for Common Language” by Martine Meredith Collier, Goucher College, 2006, *Ms. Collier received the Jean Wilhelm Award for Outstanding Major Paper in 2006*
- “Coalition Building for Public Policy Change: A Case Study in Advocacy” by Kathleen Mary Williams, Goucher College, 2005
- “Performance Measurement in Performing Arts Organizations” by Stephanie Courtney, Goucher College, 2004

- “Cultural Assessment in Orange County, NY” by Theresa M. Schommer, Goucher College, 2004
- “The AFI Silver Theatre and Cultural Center: An Anchor for Urban Revitalization” by Brady Poole, Goucher College, 2003
- “Facilities Operation by Local Arts Agencies: An Examination of Community Arts Centers in Three Maryland Counties” by Charlotte Sommers, Goucher College, 2002
- “Howard County Arts Council’s AiE Grant Program: Schools and Arts Agencies Working Together to Enhance Education” by Dina K. Ward, Goucher College, 2002

Major papers (Thesis) advised as Committee Member:

- “Administrative Practices in Academic Theatre” by David J. McGraw, Goucher College, 2005. *Mr. McGraw received the Jean Wilhelm Award for the outstanding paper in 2005.*
- “Partnerships in Arts Education: A Study of Arts Organizations’ Educational Offerings” by Kiersten Drumm, Goucher College, 2004