David M. Galligan

Management Consultant
Arts, Culture and Education Nonprofits
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As a **Nonprofit Management Consultant and Interim Executive Director/CEO/COO**, I provide consulting services to arts, cultural and educational nonprofits across the U.S.

I am the rare nonprofit consultant who has successfully performed in the CEO and COO roles on a long-term basis.

I assist clients on a wide range of matters – everything in the wheelhouse of a nonprofit CEO, COO or trustee with decades of experience.

In a rapidly changing environment for nonprofits, I help senior management and trustees become better stewards of their organizations, focusing on audience engagement, financial and human resource development, and long-term strategic planning and operating performance.

NONPROFIT EXECUTIVE SERVICES

Management and Governance
- Interim executive management
- Crisis and change management, including turnarounds
- Board strengthening and development
- Close collaboration with key funders
- Organizational design, team-building and executive coaching
- Strategic marketing, including wide ranging audience engagement strategies

Planning
- Long-range strategic planning, including
  - Digital strategies
  - Start-ups
- Facilities planning and construction
  - Major new construction and renovation projects
  - Supervising architects, project managers and contractors

Fundraising and Government Relations
- Personally raised $50M+ in capital for technology, building/renovation, endowment and education (not including substantial annual fund growth for which I was responsible)
- Individuals, foundations, corporations, government – local and national, e.g. Target, Ford, Rockefeller and Getty Foundations
- 30+ year public/private partnership with Minneapolis Park and Recreation Board in construction and operation of the Minneapolis Sculpture Garden

Finance
- Maximizing earned and auxiliary revenues
- Right-sizing budgets

- Long-range financial modeling
- Outstanding short- and long-term operating performance

MY CLIENTS

- Premiere nonprofit arts, cultural and educational institutions across the U.S. with up to $125M capital budgets, $30M operating budgets and staffs of 150+
- Stand-alone or affiliated with colleges and universities
- Featuring programs in visual art, dance, music, theater, musical theater, film, design, architecture, opera, symphonic music, culinary arts, history, ethnography, science

Employment History

- **Management Consultant to Arts, Cultural and Education Nonprofits (2006-13 and 2017 to present)**

  - Oregon State University, College of Liberal Arts – multi-disciplinary arts facility planning (new construction and renovations)
  - Arena Stage at the Mead Center for American Theater, Washington, D.C. – executive coaching
  - Wexner Center for the Arts at Ohio State University – new CEO and COO searches; strategic planning and resource development
  - Anchorage Museum (largest museum in Alaska, focusing on art, history, ethnography, ecology and science) – maximizing earned income
  - Brightwater Center for the Study of Food, Bentonville, AR (new Walton Family funded best-of-class culinary school moving from construction to operating phase) – new CEO and C-suite searches; operations
  - Virginia Commonwealth University, Richmond – long- and short-range financial modeling for Steven Holl-designed Institute of Contemporary Art opened 2018
  - Utah Museum of Fine Arts, University of Utah, Salt Lake City – governance
  - Guthrie Theater, Minneapolis – Interim Managing Director/COO on re-opening of storied regional theater in a 3-stage 250,000 SF Jean Nouvel-designed complex
  - Museum of Contemporary Art, LA – Executive VP and COO in turnaround phase
  - United States Artists, Chicago (USA Fellows and USA Projects) – Interim COO in turnaround phase
  - Dance Theater Workshop (now New York Live Arts), New York City – turnaround and merger planning with Bill T. Jones/Arnie Zane Dance Company
  - Philagrafika, Philadelphia – governance and strategic planning for this international contemporary print festival
  - Graywolf Press, Minneapolis – capital campaign fundraising feasibility study
  - Slocum, Minneapolis (now Mercer) – business development for investment consulting firm with $100+ billion in advised assets
  - DOOR, Stanford, CA – startup planning for mortgage equity company founded by Stanford Law & Economics Professor James F. Strnad
  - Walker Art Center, Minneapolis – endowment management and governance

- **Deputy Director/COO, Walker Art Center, Minneapolis**. Contemporary visual arts, design, architecture, film, video, new media, dance, theater, music

  2013-17 (Olga Viso, Director)

  - Rehired to oversee $35M reconstruction of 19 acres of sculpture gardens, including 15,000 SF of remodeling and 5500 SF of new construction, a new

museum entry and new Esker Grove restaurant, a James Beard national Best New Restaurant nominee
- o Procured $8.5M from State of Minnesota for sculpture garden reconstruction
- o Spearheaded $500k redesign and re-launch of walkerart.org
- o Spearheaded $1M+ net earned income increase, shifting earned income from 24% to 32% of total operating budget income
- o Spearheaded installation of new state of the art CRM
- o Hired transformative senior staff in marketing, digital strategy, HR and hospitality

1985-2002 (Martin Friedman and Kathy Halbreich, Directors)

- o Oversaw 1988 construction of Minneapolis Sculpture Garden and its 1991 addition
- o Led planning efforts that doubled the Walker's size with the 2005 Herzog & de Meuron addition
- o Procured $25M from the City of Minneapolis to build an adjacent underground parking ramp
- o Founded New Media Department with $3.7M raised in MN State and Target, Ford, Rockefeller and Getty Foundation funds – programs described by *The New York Times* as "broad and visionary . . . the leader in high-tech cultural initiatives"

- **President/CEO, Ordway Center for the Performing Arts, St. Paul, MN (2002-06)**
  Home to the St. Paul Chamber Orchestra, MN Opera and Schubert Club, with original and touring musical theatrical programs and a K-12 education DEI emphasis

  - o Achieved a turnaround in this critical community institution in perennial crisis (unsustainable finances; fractured board; frayed donor, community and resident company relations)
  - o Procured $8M from State of MN and City of St. Paul, the first public support since opening in 1985, $4M in new endowment and $1.5M in DEI education funding
  - o Instigated funder-driven process to forge historic new agreements with resident companies, culminating in an unprecedented campaign to jointly raise $70M+ in shared endowment and capital to build new Concert Hall
  - o Developed innovative partnerships to fund new stage productions – *White Christmas, An American in Paris, The Color Purple, The Addams Family Musical*
  - o Expanded education and community engagement programs, broadening program to better reflect the region's cultural diversity
  - o Co-founded (with St. Paul Mayor) the St. Paul Conservatory for Performing Artists, one of the most successful MN State-supported charter high schools

- Associate attorney, Latham & Watkins, Los Angeles

- Law Clerk, Hon. Procter Hug, Jr., U.S. Court of Appeals for the Ninth Circuit, Reno, NV

Education

- MFA (fiction), Vermont College of Fine Arts
- JD, University of Virginia Law School; passed the California Bar exam
- BA, Stanford University (Junior Phi Beta Kappa)

As a Volunteer (prior to 2018 relocation to Washington, DC)

- Board (and National Council) Member, Graywolf Press, Minneapolis
- Board Member, Minnesota Center for Book Arts
- Board Member, Schubert Club, St. Paul, MN
- Executive Committee Member, Central City Association, Los Angeles
- Investment Committee Member, United Theological Seminary, St. Paul, MN
- Trustee, Plymouth Congregational Church, Minneapolis
- Member, Plymouth Congregational Church Choir
- Member, Minnesota Chorale