

Contact Arts Consulting Group today  
to discuss your challenges and  
success stories!



Arts  
Consulting  
Group

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## Firm Overview

Celebrating its 20<sup>th</sup> anniversary, Arts Consulting Group (ACG) is the leading provider of hands-on interim management, executive search, revenue enhancement, facilities & program planning, and organizational development services for the arts and culture industry. ACG consultants are located in communities throughout North America to best serve the needs of its clients. With decades of senior leadership experience in every artistic and cultural discipline and area of functional management, ACG team members will match your passion and energy like no other organization. Delivering high-performance ideas from the most trusted and knowledgeable minds in the arts and culture world, the firm can quickly help you achieve results. ACG is the best choice to help transform your institution and enhance the communities you serve, providing your organization with the perfect blend of local perspective and international expertise.

### Mission

ACG's mission is to support and strengthen a sustainable and vibrant arts and culture community by offering customized and integrated professional management consulting services.

### Core Values

ACG is guided by its core values that enable clients and consultants to CREATE amazing cultural, educational, and social experiences!

- C**ommitment to the wellbeing of our clients and consultants
- R**ecognition as an intellectual resource to the field
- E**xperience in and for this unique industry
- A**ppreciation for arts and cultural communities everywhere
- T**rusted as a partner, mentor, coach, and colleague
- E**thical standards that are second to none

### Vision

ACG's vision is to be known for the highest quality personalized services and ethical standards, recognized as a significant intellectual resource to the industry, and respected for breadth of experience and depth of knowledge in all cultural disciplines and functional areas of expertise.



**United States** CA | CO | DC | FL | IL | MA | NY | OR | TN | TX |

**Canada** AB | NS | ON

## Services Overview

-  **Interim Management**  
The show must go on despite leadership changes. A smooth transition with ACG can lead to even greater credibility and financial support.
-  **Executive Search**  
The quest to find the perfect person to fit your organization can be a daunting task. For ACG clients, it is an exciting opportunity.
-  **Revenue Enhancement**  
Most arts and culture organizations are skilled at stretching dollars. ACG is skilled at maximizing resources with powerful methods for fundraising and marketing.
-  **Donor Research & Planning**  
Are you leaving money on the table? Not if you are with ACG. Our in-depth tools can uncover a wealth of individual and institutional funding opportunities.
-  **Facilities & Program Planning**  
Community support and a cultural legacy takes careful planning, from initial project concept to grand opening, and deep expertise you are unlikely to find at any one firm except ACG.
-  **Organizational Development**  
The strongest arts and culture organizations have something others do not: A unified board of community ambassadors, a powerful vision that resonates with stakeholders, and a resilient management team. Let ACG guide you there.
-  **Arts Insights Publications**  
Looking for inspiration, best practices, new ideas, and free advice on the top management and governance standards in the arts and culture field? *Arts Insights* is ACG's free monthly publication for the arts and culture industry.

## Selected ACG Theater Clients



**Cincinnati Playhouse in the Park**  
Cincinnati, OH



**East West Players**  
Los Angeles, CA



**The Laguna Playhouse**  
Laguna Beach, CA

**About Face Theatre**  
Chicago, IL

**The Actors' Gang**  
Culver City, CA

**The Antaeus Theatre Company**  
North Hollywood, CA

**Audrey Herman Spotlighters Theatre**  
Baltimore, MD

**California Shakespeare Theater**  
Orinda, CA

**Cleveland Play House**  
Cleveland, OH

**Deaf West Theatre**  
Los Angeles, CA

**Denver Center Theatre Company**  
Denver, CO

**Des Moines Community Playhouse**  
Des Moines, IA

**Educational Theatre Association**  
Cincinnati, OH

**Florida Studio Theatre**  
Sarasota, FL

**George Street Playhouse**  
New Brunswick, NJ

**Hartford Stage**  
Hartford, CT

**Imagination Stage**  
Bethesda, MD

**Intiman Theatre Festival**  
Seattle, WA

**Irish Repertory Theatre**  
New York, NY

**La Jolla Playhouse**  
La Jolla, CA

**Long Wharf Theatre**  
New Haven, CT

**McCallum Theatre**  
Palm Springs, CA

**Miracle Theatre Group**  
Portland, OR

**The Old Globe Theatre**  
San Diego, CA

**Olney Theatre Center**  
Olney, MD

**The Pasadena Playhouse**  
Pasadena, CA

**Portland Playhouse**  
Portland, OR

**Red Mountain Theatre Company**  
Birmingham, AL

**Round House Theatre**  
Bethesda, MD

**San Diego Repertory Theatre**  
San Diego, CA

**Signature Theatre**  
Arlington, VA

**South Coast Repertory**  
Costa Mesa, CA

**Stage Source**  
Boston, MA

**Strawdog Theatre Company**  
Chicago, IL

**TheatreWorks**  
Palo Alto, CA

**Trinity Repertory Company**  
Providence, RI

**Very Little Theatre**  
Eugene, OR

**Wellfleet Harbor Actors Theater**  
Wellfleet, MA

**Weston Playhouse Theatre Company**  
Weston, VT



**Paper Mill Playhouse**  
Millburn, NJ



**Seattle Repertory Theatre**  
Seattle, WA



**Shakespeare Dallas**  
Dallas, TX

# Meet ACG's Theater Experts



## **Bruce D. Thibodeau, DBA** **President – Boston and Toronto**

Dr. Thibodeau founded ACG in 1997 and, as its President, has been embedded in numerous projects in all practice areas to grow institutional sustainability, advance the arts and culture sector, and enhance communities served by this vibrant industry. He has guided hundreds of clients in achieving effective leadership transitions, planning cultural facilities, increasing revenues, developing dynamic institutional brands and messages, crafting strategic plans and business models, and revitalizing board governance practices. Dr. Thibodeau has conducted extensive research in a threefold exploration of stakeholders, nonprofit arts management, and cultural facility project management to highlight how stakeholders influence, and are influenced by, the activities and practices of nonprofit arts and culture organizations. Dr. Thibodeau holds a doctorate of business administration from the Grenoble Ecole de Management, a master of business administration from the F.W. Olin Graduate School of Business at Babson College, and a bachelor of music from The Hartt School at the University of Hartford.



## **Martin Bragg** **Senior Vice President – Calgary**

Mr. Bragg joined ACG in 2015, bringing a wide range of experience in presenting, producing, and managing large arts and culture organizations with a focus on organizational development, strategic planning, and sustained growth in earned and contributed revenue. His career spans more than 30 years, including Executive Director positions at the Alberta Ballet, Vancouver Playhouse, and Canadian Stage Company. At Canadian Stage, he worked both in the nonprofit and for-profit sectors and was responsible for creating innovative partnerships with companies across Canada, the United States, England, and Ireland. He has served as President of PACT Communications Centre, Vice Chair of the Professional Association of Canadian Theatres, National Chair of the Equity negotiating committee, and is founding member of the Minister's Advisory Counsel for Arts and Culture for the Province of Ontario.



## **Elisabeth B. Galley** **Senior Vice President – Dallas**

Ms. Galley has more than 30 years of experience in fundraising and development for nonprofit arts and culture organizations. Leading ACG's Revenue Enhancement practice, her areas of expertise include capital campaign feasibility, strategy, management, and implementation as well as maximizing major gift and annual fund programs. Ms. Galley has served as Chief Development Officer at the Perot Museum of Nature and Science. Under her leadership, the museum finished its \$185 million campaign one year ahead of schedule, enabling the new building to open three months early, on budget, and with a \$19 million endowment. During her five-year tenure, Ms. Galley expanded the museum's operating reserves by \$26 million and doubled its contributed revenue to \$4 million annually. Ms. Galley holds a bachelor of arts in English and master of business administration with an emphasis in marketing and nonprofit administration from the University of Delaware.



## **Rebekah Lambert** **Senior Vice President – Portland**

Ms. Lambert joined ACG in 2009 with more than 19 year of experience in performing arts management, board development, policy formulation, artistic administration, operations, and program planning. Ms. Lambert began her career in arts management with positions at the Los Angeles Philharmonic and the Young Musicians Foundation. After completing the League of American Orchestra's Orchestra Management Fellowship, she held positions with the Honolulu Symphony Orchestra and Symphony of Southeast Texas. Ms. Lambert also served as Executive Director of the Eugene Symphony, where she completed eight concert seasons with surpluses and doubled the orchestra's endowment fund. Ms. Lambert holds a bachelor of music degree from the University of California, Santa Barbara, master of business administration from the Yale School of Organization and Management, and strategic management certificate from The George Washington University and Strategy Management Group.



## **Jenna Deja** **Vice President – Chicago**

With more than 17 years of experience working with arts and culture organizations, Ms. Deja specializes in increasing earned and contributed revenue, developing diverse programs, and fostering collaborative relationships with board and staff. She previously spent 12 years at The Second City, where she increased touring production revenues by 85 percent, oversaw a \$4 million facility renovation, and revitalized ticket sales strategies. She has co-produced more than 20 critically and commercially successful shows with some of the country's most venerable theaters, including Woolly Mammoth Theatre Company, Actors Theatre, La Jolla Playhouse, Alliance Theatre, Goodman Theatre, Denver Center for the Performing Arts, Center Theatre Group, and New Jersey Performing Arts Center. Ms. Deja holds a bachelor of arts degree, graduating with honors from Muhlenberg College.



## **Shawn D. Ingram** **Vice President – Los Angeles**

Mr. Ingram has more than 25 years of experience in nonprofit fundraising and management in the arts. He has served as Interim Director of Development at Laguna Playhouse and provided similar services for The Unusual Suspects Theatre Company. Mr. Ingram has held positions as Executive Director at My Friend's Place and as Director of Development at the San Diego LGBT Community Center, Equality California, and The Trevor Project, where he helped create a new financial model to raise a \$6.2 million budget from private sources. Mr. Ingram began his career in fundraising at Harvard University, working several years at the American Repertory Theater under the artistic leadership of Robert Brustein. He later joined La Jolla Playhouse as the Director of Corporate and Foundation Development, helping return the organization to financial stability and bring the first national tour of RENT to the Playhouse. Mr. Ingram has performed extensively across the country as a professional singer and dancer and holds a bachelor of science in communication from Boston University.