



800 Fifth Avenue, Suite 101-125
Seattle, WA 98104-3102

Tel (888) 234.4236 Fax (888) 284.6651

SUSAN TRAPNELL, SENIOR CONSULTANT - SEATTLE

INSTITUTIONAL CAPACITY BUILDING, FINANCIAL ANALYSIS AND STRATEGY, BOARD DEVELOPMENT, ORGANIZATIONAL ASSESSMENT, INTERIM MANAGEMENT, PROGRAM REVITALIZATION

"A balance of excellence in programming, sustainability of resources and adherence to core values provides the foundation of vigorous non-profit arts and cultural organizations.

A strong partnership between the programmatic, financial, and trustee leadership within the organization is essential to achieving a healthy balance. Once these key factors are in place, the organization can be positioned as a competitive solution to the great needs in a community, not as a competing priority."

Susan Trapnell joined Arts Consulting Group in June 2008 with over 30 years experience in performing arts management, planning, financial analysis, fundraising, board development, advocacy, policy formulation, union negotiations, and program planning. During her illustrious career, Ms. Trapnell has led several performing arts organizations, as well as the city of Seattle's arts funding department.

Ms. Trapnell spent a total of 22 years at ACT Theatre in Seattle where she was Managing Director and grew the organization from a budget from \$1 million to \$6 million. She led a \$35 million capital campaign to move ACT to the heart of downtown. The restoration of a national historic landmark building included two formal state of the art theatres and two flexible performance spaces, all production and rehearsal facilities and 44 units of low income housing. The project won the coveted Urban Land Institute's annual award for excellence in creative reuse.

In 1999, three years after the move, Ms. Trapnell left ACT to head the City of Seattle Arts Commission and generated a 30% increase in arts funding. She spent one year as Managing Director of the Guthrie Theatre in Minneapolis and returned to Seattle in 2003 at the request of the ACT Board to bring ACT back from the brink of bankruptcy. She led a six week campaign to raise \$1.5 million with Artistic Director Kurt Beattie and reopened the theatre in July 2003.

Ms. Trapnell has studied the history of public cultural policy in the United States at Columbia University and abroad and has been active in advocacy throughout her career. She has served as President of the Washington State Arts Alliance, Vice President of the King County Arts Commission, Secretary of the Board of Theatre Communications Group, and has served on the Board or advisory board of numerous arts and cultural organizations.

Ms. Trapnell has been recognized by the Safeco Corporation for her non-profit leadership resulting in a \$25,000 award to ACT Theatre. She is recipient of the Unsung Hero Award by Corporate Council for the Arts (now ArtsFund) and the Greg Falls Excellence Award from Theatre Puget Sound. She is a graduate of the 1993 class of Leadership Tomorrow.

Ms. Trapnell holds a B.A. degree in French from the University of North Carolina and a Diplome de la langue francaise from the University of Lyon, France.

A Sample of Ms. Trapnell's professional and client work includes:

A.C.T. Theatre, Seattle
Bill Evans Dance Company
Educational Theatre Association
Everett Symphony Orchestra
Guthrie Theatre
Intiman Theatre
Junebug Productions
Magic Circle Theatre
Manship Theatre
National Endowment for the Arts
Seattle Arts and Lectures
Seattle Arts Commission
Seattle University