

CAC use only SL-06-_____

STATE LOCAL PARTNERSHIP PROGRAM
Full Application

A. APPLICANT AND ORGANIZATION INFORMATION

General Operating Support Request: 15,000

Special Application Category:

1. Organization Information

Popular name: ACNV

Federal Employer ID #: 94-2710866

Legal name: Arts Council Napa Valley

Address: 1041 Jefferson Street Suite 4

Zip Code: 94559

County: Napa

City: Napa, CA.

County Population: 133526

Telephone: (707)257-2117 ext. 0

Fax: (707)257-2177 ext. 0

Email: acnv@artscouncilnapavalley.org

Web address: www.artscouncilnapavalley.org

2. Executive Director:

First: Michelle

Last: Williams

Telephone: (707)257-2117 ext. 0

Email: michelle@artscouncilnapavalley

3. Contact Person on Board of Directors

First: David

Last: Mendelsohn

Telephone: (707)259-5332 ext. 0

Email: mendee@napanet.net

4. Administrative Director

First: Kate

Last: Demarest

Telephone: (707)257-2117 ext. 0

Email: kate@artscouncilnapavalley.org

Compliance:

I certify that the applicant organization has proof of nonprofit status under sec.501© (3) of the Internal Revenue Code, or under sec. 23701d of the California Revenue and Taxation Code, or that applicant is a unit of government; that applicant has been consistently engaged in arts programming for a specific number of years prior to time of application; that applicant complies with the Civil Rights Act of 1964, as amended; sec 504 of the Rehabilitation Act of 1973, as amended; the Age Discrimination Act of 1975; observes provisions of the Drug Free Workplace Act of 1988; and California Government Code secs.11135-11139.5 (barring discrimination); that applicant complies with the Fair Labor Standard act, as defined by the Secretary of Labor in part 505 of title 29 of the Code of Federal Regulation; the American With Disabilities Act of 1990; and the Fair Employment and Housing Act; that applicant has its principal place of business in California; has completed prior contract evaluations, if applicable; and has approval of applicant's board of directors or other governing body. I hereby certify that to the best of my knowledge and belief, the data in this application and in any attachments hereto are true and correct. The following signature must be by an authorized member of the board, not the Executive Director.

Applicant Signature, authorized board member

Date: 1/8/07

Name: David Mendelsohn

Title: Secretary/Treasurer

Fiscal Receiver (if applicable)

Date:

Name:

Title:

5. County (or City) Government Contact (If a regional partnership, submit contact names for each county)

A) First: Helen

Last: Tyson

Title: Administrative Support Technician

Email: htyson@co.napa.ca.us

Telephone: (707)253-6170 ext. 0

Fax: (707)253-4176 ext. 0

Address: 1195 Third Street Suite 310

City: Napa, CA.

If regional partnership:

B) First: ____

Last: ____

Title: ____

Email: ____

Telephone: (____)____-____ ext. ____

Fax: (____)____-____ ext. ____

Address: ____

City: ____, CA.

C) First: First: ____

Last: ____

Title: ____

Email: ____

Telephone: (____)____-____ ext. ____

Fax: (____)____-____ ext. ____

Address: ____

City: ____, CA.

ORGANIZATION NAME: ARTS COUNCIL NAPA VALLEY

B. PERSONNEL INFORMATION

Number of staff: Indicate the numbers and percentage of all personnel (salaried, contracted, and non-paid) in your organization by the following categories.

	Number of paid full-time staff	Number of paid part-time or contracted staff	Number of non paid staff (volunteers)
Artistic	0	20	65
Administrative	2	4	90
Technical	0	1	16

C. ORGANIZATIONAL BUDGET SUMMARY

Fiscal Year begins (month) July This budget summary is to cover four full years, 12 months per year. If your fiscal year corresponds to the calendar year, include budget for 2005, 2006, and 2007.

Operating Budget Only	05-06	06-07	07-08
I. INCOME	(actual)	(current)	(projected)
A. Contributed			
1. Federal Government	<u>0</u>	<u>0</u>	<u>0</u>
2. State Government (exclude this request)	<u>0</u>	<u>0</u>	<u>0</u>
3. Local/Municipal Government	<u>0</u>	<u>0</u>	<u>0</u>
4. Individual Contributions	<u>29,830</u>	<u>75,000</u>	<u>75,000</u>
5. Business/Corporate Contributions	<u>1,275</u>	<u>25,000</u>	<u>25,000</u>
6. Grant Award Requested	<u>-----</u>	<u>15,000</u>	<u>-----</u>
7. Memberships	<u>12,580</u>	<u>17,000</u>	<u>18,000</u>
8. Fundraising Events (gross)	<u>14,276</u>	<u>16,000</u>	<u>16,000</u>
9. Other: <u>Grants</u>	<u>56,000</u>	<u>112,000</u>	<u>98,000</u>
Subtotal Contributed	<u>\$113,961</u>	<u>\$260,000</u>	<u>\$232,000</u>
B. Earned			
10. Admissions	<u>35,475</u>	<u>29,935</u>	<u>32,000</u>
11. Touring	<u>0</u>	<u>0</u>	<u>0</u>
12. Contract Services	<u>5,481</u>	<u>16,227</u>	<u>17,000</u>
13. Tuition/Workshops	<u>0</u>	<u>0</u>	<u>0</u>
14. Product Sales/Concessions	<u>0</u>	<u>0</u>	<u>0</u>
15. Investment Income	<u>0</u>	<u>0</u>	<u>0</u>
16. Other: <u>---</u>	<u>0</u>	<u>0</u>	<u>0</u>
Subtotal Earned	<u>\$40,956</u>	<u>\$46,162</u>	<u>\$49,000</u>
17. Grand Total Income (A+B)	<u>\$154,917</u>	<u>\$291,162</u>	<u>\$281,000</u>
II. EXPENSES			
A. Personnel			
18. Artistic Full-time	<u>0</u>	<u>0</u>	<u>0</u>
Other Artistic	<u>18,477</u>	<u>8,320</u>	<u>20,000</u>
19. Administrative Full-time	<u>55,800</u>	<u>102,700</u>	<u>112,700</u>
Other Administrative	<u>31,971</u>	<u>95,957</u>	<u>53,600</u>

20. Technical Production Full-time	<u>0</u>	<u>0</u>	<u>0</u>
Other Technical Production	<u>0</u>	<u>0</u>	<u>0</u>
Subtotal Personnel	<u>\$106,248</u>	<u>\$206,977</u>	<u>\$186,300</u>
B. Operating Expenses			
21. Facility Expenses/Space Rental	<u>5,800</u>	<u>12,100</u>	<u>12,000</u>
22. Marketing	<u>3,851</u>	<u>10,398</u>	<u>4,000</u>
23. Production/Exhibition	<u>17,178</u>	<u>17,231</u>	<u>50,500</u>
24. Travel	<u>966</u>	<u>965</u>	<u>1,200</u>
25. Fundraising Expenses (gross)	<u>646</u>	<u>575</u>	<u>1,000</u>
26. Other (if greater than 10% include a schedule in budget notes in Section D)	<u>14,044</u>	<u>31,292</u>	<u>15,000</u>
Subtotal Operating	<u>\$42,485</u>	<u>\$72,561</u>	<u>\$83,700</u>
27. Total Expenses (A+B)	<u>\$148,733</u>	<u>\$279,538</u>	<u>\$270,000</u>
III. SURPLUS/DEFICIT (Items 17 minus item 27)	<u>\$6,184</u>	<u>\$11,624</u>	<u>\$11,000</u>

C. ORGANIZATIONAL BUDGET SUMMARY (CONTINUED)

	05-06 (actual)	06-07 (current)	07-08 (projected)
III. Operating surplus/deficit from previous page	<u>6,184</u>	<u>11,624</u>	<u>11,000</u>
IV. Carry-over fund balance at beginning of year; surplus/deficit	<u>-28,744</u>	<u>\$-22,560</u>	<u>\$-10,936</u>
V. Accumulated surplus/deficit (item III plus item IV; if appropriate, describe below under Budget Notes the plan to reduce deficit or utilize surplus)	<u>\$-22,560</u>	<u>\$-10,936</u>	<u>\$ 64</u>
VI. Other net adjustments to operating budget (explain below)	<u>0</u>	<u>0</u>	<u>0</u>
VII. Balance at year end (item V plus item VI)	<u>\$-22,560</u>	<u>\$-10,936</u>	<u>\$ 64</u>
VIII. Balance of endowment fund	<u>0</u>	<u>0</u>	<u>0</u>
IX. Cash Reserve	<u>0</u>	<u>0</u>	<u>0</u>
X. Balance of non-operating capital fund(s)	<u>0</u>	<u>0</u>	<u>0</u>
XI. Loan(s), outstanding (specify nature of loans in Budget Notes below)	<u>26,900</u>	<u>21,900</u>	<u>15,900</u>
XII. In-kind contributions (include a schedule in Section D)	<u>17,000</u>	<u>24,400</u>	<u>20,000</u>
XIII. Pass-through funds (i.e., as fiscal agent, etc.)	<u>98,309</u>	<u>95,879</u>	<u>96,000</u>

D. BUDGET NOTES AND SCHEDULES

You are **required** to provide budget notes to explain significant changes (10 percent or more) in income and expense line items from year to year. If necessary, include summary schedules based on the organization's financial statements. (Note: Unexplained changes in income or expenses and surplus/deficit positions from year to year may reflect negatively on your application.) **All In-kind (XII) contributions must be included in this section for SLP's who do not provide a dollar for dollar match. (Clearly identify areas of budget notes with headings) (Maximum: Unlimited)**

I. Income

3. Local/Municipal Government, FY 06-07 to FY 07-08: ACNV anticipates the allocation of public funds for programming recommended by the cultural plan. If these funds do not become available through the county, ACNV intends to raise them privately.

4. Individual Contributions, FY 05-06 to FY 06-07: The Community Foundation of the Napa Valley issued a \$50,000 challenge grant to ACNV, which met and exceeded the grant, bringing in significantly more individual donor dollars in FY 05-06.

5. Business/Corporate Contributions, FY 05-06 to FY 06-07: Due to greater visibility in the business sector and a strengthened membership drive, ACNV has raised the number of corporate donors in this fiscal year. Corporate donors also participated in the Community Foundation challenge grant.

7. Memberships, FY 05-06 to FY 06-07: ACNV's membership drive is significantly increasing income due to memberships in FY 06-07.

8. Fundraising events, FY 05-06 to FY 06-07: Although ACNV does not hold a large fundraising event, due to the costs of these events and the competition for attendees, other organizations host smaller events with proceeds benefitting ACNV. New partnerships increased these funds between the two fiscal years.

9. Grants, FY 05-06 to FY 06-07: In FY 05-06, the Community Foundation of the Napa Valley became a major funder of ACNV, granting \$50,000; the Sato Foundation, a funder for four consecutive years, raised their gift to \$25,000. Two smaller foundations, the Jewish Community of Napa Valley and the Napa Valley Heritage Fund, both gave \$5000, and the Gasser Foundation gave \$2000. ACNV is expecting another large regional foundation to allocate funding in early 2007.

Grants, FY 06-07 to FY 07-08: Again, due to governmental support, ACNV intends to reduce the grant dollars brought in. Local individual donors and grantors are already stretched, so public funding is a vital component to the sustainability of ACNV.

10. Admissions, FY 05-06 to FY 06-07: The \$5,540 decrease in admissions is due to a smaller amount of artists participating in ACNV's annual Open Studios Tour. The decrease is due to ACNV raising the professional standards for participating, with the long-term goal of making the program more marketable and appealing and therefore more sustainable. The Arts in Education was also budgeted to be smaller, due to capacity issues and a focus on strengthening the organization, but private funds recently allocated for this program will bring up this actual number at the conclusion of the fiscal year.

11. Contract Services: ACNV increased the number of agencies for which it is serving as a fiscal sponsor, thereby greatly increasing the amount of funding generated in this manner. It also promoted its new Revolving Door Art program, in which businesses and non-profits pay a fee to ACNV for the agency to create rotating exhibits of local artists. This, too, increased this funding.

II. EXPENSES:

18. Other Artistic, FY 05-06 to FY 06-07: ACNV made a strategic decision to reduce programming over this fiscal year to focus on strengthening the foundation of the organization, namely its board, staff, and connections in the community. Therefore, the number of artists hired for various programs (such as Arts in Education) was greatly reduced. However, with a new infusion of private arts education funding, ACNV is expanding this program in the spring semester so the actual number will be significantly higher.

Other Artistic, FY 06-07 to FY 07-08: ACNV intends to increase the Arts in Education program to 05-06 levels by FY 07-08.

19. Administrative Full-Time, FY 05-06 to FY 06-07: Staffing increases were significant between these two fiscal years. The full-time executive director was given a pay raise to \$60,000 to reflect current professional levels; and a full-time administrative assistant was hired at \$36,000.

Other Administrative, FY 05-06 to FY 06-07: ACNV's Program Manager was given a pay raise from \$20 to \$22 an hour, also to raise her salary to a professional level. A part-time webmaster was also hired at \$695/month. However, the most significant contributor to this change is the hiring of a cultural planning consultant, whose contract fees total \$40,000.

Other Administrative, FY 06-07 to FY 07-08: The decrease in this expense reflects no longer having a cultural planning consult on payroll; it also reflects more time budgeted for both the Program Manager and the Webmaster.

21. Space Rental, FY 05-06 to FY 06-07: ACNV was given subsidized rental space during FY 05-06; this subsidy ended as of FY 06-07. Rent increased to \$1000/month.

22. Marketing, FY 05-06 to FY 06-07: ACNV has designated additional marketing funds for the cultural planning process, to announce the launch, to increase community participation, and then to publish the finished plan.

Marketing, FY 06-07 to FY 07-08: ACNV intends to bring the marketing budget back down to 05-06 levels once the cultural planning process is complete.

23. Production/Exhibition, FY 06-07 to FY 07-08: In FY 07-08, ACNV will dedicate greatly increased funding to implement programming recommended by the cultural plan.

25. Fundraising Expenses, FY 06-07 to FY 07-08: ACNV intends to increase fundraising outreach in FY 07-08, and is therefore dedicating more resources.

26. Other, FY 05-06 to FY 06-07: This category, which in 05-06 includes all overhead and general and administrative costs, in 06-07 also includes funding for the cultural planning process, including hospitality, office supplies, meeting rental space, web services, surveys, and all additional costs associated with that process. This number also reflects the purchase of three new computers and upgraded software for staff use, as well as the costs of moving to a new office space. The breakdown is as follows:

- General & Administrative costs: \$15,804
- Moving costs: \$2590
- New computer & software costs: \$3900
- Cultural Planning: office supplies & overhead: \$2,142
- Cultural Planning: marketing: \$4000
- Cultural Planning: hospitality: \$1500
- Cultural Planning: web & internet services \$1356

Other, FY 06-07 to FY 07-08: At the completion of the cultural planning process, ACNV expects that

G&A expenses will return to 05-06 levels.

XI. Loans, FY 05-06 to FY 06-07, FY 06-07 to FY 07-08: This loan is a through a line of credit maintained by ACNV. The debt was incurred in late 05-early 06 as a result of an unsuccessful fundraising drive by the then-board of directors. As of May of 2006, ACNV has a completely new board of directors that, together with the ED, has created an individual donor drive with funds dedicated to paying down the debt over five years.

XII. In-Kind Contributions, FY 05-06 to FY 06-07: These contributions increased due to two factors: one, local artists donated works for a raffle at the Open Studios reception in 2006; second, a new computer technician dedicated his services to ACNV in 2006-2007.

In-Kind Contributions, FY 06-07 to 07-08: ACNV is now paying their Webmaster a monthly fee, so this will decrease the amount of in-kind volunteer hours she offers in 07-08.

E. ORGANIZATIONAL INFORMATION

On this page, briefly describe only the following points: (a) the organization's history and purpose; (b) its relationship to local government (Organizations that are city or county commissions should explain their government structure); (c) how the arts agency obtains community input; (d) the profile of the artistic community in the county served by the arts agency. If you are a first time applicant include history of community cultural planning, and or other issues relevant to your County or agency.

(Maximum: 5,000 characters) equivalent to 1 page

Arts Council of Napa Valley (ACNV) was founded in 1980 as a 501(c)3 non-profit organization. Its mission is to support a thriving and diverse creative community by expanding arts education, collaborating with arts organizations, and nurturing the development of artistic talent. The Council's programs support youth and adults, artists of many disciplines, and arts enthusiasts, as well as under-served populations throughout Napa County. ACNV serves as a connective hub for arts information. ACNV works with arts organizations across the valley as well as galleries and hundreds of individual artists. The Council serves as a clearinghouse for arts information and advocacy, and facilitates meetings between organizations to encourage collaboration and sharing of resources. ACNV connects patrons to artists, helping patrons find art, and artists to find work.

ACNV's relationship to local government has changed over the past year due to the creation of the Napa County Arts and Culture Commission. This commission, currently forming, will consist of eleven members with one vote per member and be composed of one Commissioner appointed by each City Council of American Canyon, Yountville, St. Helena and Calistoga; two Commissioners appointed by the City of Napa, and five Commissioners appointed by the Board of Supervisors. ACNV will serve as the administrative and fiscal arm of this commission. The Commission will function as the liaison between the arts community, government, community developers, and county and city planners. The Arts & Culture Commission will advise and make recommendations on matters pertaining to the cities' and county's arts and culture programs. ACNV staff will work with local arts organizations & artists to implement these recommendations.

It has been several years since ACNV received financial support from local government. But due to a coordinated effort by ACNV, the arts, along with the Open Space district and the Convention & Visitors Bureau, may in the future receive a portion of available Transient Occupancy Tax funds. ACNV is part of an ad-hoc task force, comprised of two Supervisors and representatives Open Space and the Convention & Visitors Bureau to determine how this funding will be allocated.

ACNV obtains community input through several venues. First, ACNV hosts quarterly meetings of local arts and community leaders to discuss and assess the health of the local arts sector. ACNV also completed a Facilities Survey and Needs Assessment, via internet survey, which is updated annually. The Director of ACNV attends Rotary, Kiwanis, and other service club meetings across the valley regularly to educate the community on local arts and invite feedback. Two members of ACNV staff are part of a young leadership development program called On the Verge, where staff interacts with other young leaders from the educational, faith-based, government, and health and human services sectors, and through these contacts are able to solicit feedback from those sectors regarding arts & culture in Napa County; staff is also able to generate participation in the arts from those sectors. The Director is a regular contributor to local

publications and newspapers, educating the public on local arts as well as inviting feedback. ACNV's website, which is a powerful, dynamic site with artist opportunities, program information, a community arts message board, an online Master Arts & Culture Calendar, and many other features, also encourages input via phone or email. Finally, ACNV encourages volunteerism, and staff volunteers on a monthly basis for VOICES, a center for emancipating foster youth, Alizana de Comunidad, a local Latino advocacy group, the local chapter of the American Red Cross, and other agencies. Not only is this an important community service; it also connects the arts to disparate populations across Napa County, opening the door to new relationships and community feedback.

The Napa County artistic community is home to four major venues, numerous smaller venues, just under 20 art galleries, one major museum and several smaller museums, and numerous arts non-profits, ranging from smaller visual arts collectives to long-standing music associations. There are over 400 artists in ACNV's membership database alone. Since there is not enough exhibition space in Napa Valley, many local businesses – banks, coffee shops, law firms, retail shops – have become ad-hoc exhibitors for local arts. The funding cuts to this sector have deeply affected the arts in Napa County, which in the last two years has seen the closure of twelve arts organizations. To address the challenges facing the arts sector, a coalition of arts & community leaders decided that the timing is critical for county-wide cultural planning, and designated ACNV as the agency to lead the process. ACNV had identified partial funding for the process and engaged a planning consultant, and the process will launch in January 2007.

F. STATE-COUNTY PARTNER APPLICATION: GENERAL OPERATING SUPPORT

1. Summarize your request: \$15,000
2. Within the space allotted describe how your agency meets the three funding criteria: (1) Local Arts Networking and Facilitation; (2) Accessibility; and (3) Managerial and Fiscal Competence. (Maximum: 10,000 characters) equivalent to 2 pages

ACNV serves as a resource for planning, coordinating, implementing, and disseminating information about local cultural activities. Its greatest tool is its new online Master Arts & Culture Calendar: www.nvarts.org. This powerful, dynamic calendar includes visual, literary, theater, music, dance, historical, and cultural events and features workshops, classes, and benefits. The calendar not only connects locals and visitors to the events in Napa County, it also serves as a planning tool for organizations to schedule their events. ACNV's website features an Artists Opportunities page and Arts Message Board. ACNV also sends out bi-weekly updates on arts events.

ACNV's calendar and website are powerful tools that also help ACNV function as a link between artists, arts organizations, local government, business, education institutions and the general public. As the coordinator of a coalition of arts and community leaders, ACNV facilitates sharing information, leveraging resources, and cross-promotion of events, and works with the business community, engaging small business and corporate support for the arts. ACNV's work with educational institutions is multi-fold, including coordination of a task force to encourage planning for arts education funding now available from the State.

ACNV has not received local governmental funding for several years, but may receive a

percentage of available Transient Occupancy Tax funds in FY '07-'08.

Currently, there is no public arts policy in Napa County. The allocation of TOT funds, and the new cultural plan, will impact this oversight, and ACNV will work to influence policy that supports arts growth and professionalism. ACNV has not yet formed a partnership with CCSESA, but ACNV will attend the conference in May 2007 to learn more about this initiative and how it can be implemented.

The most significant way ACNV will support local arts development in the immediate future is through county-wide cultural planning. A cultural planning initiative was completed years ago, but for a decade, the arts have exploded in Napa County, with little communication and no long-range planning. The purpose of planning is to educate, excite, and inspire the community, to create a plan that considers all populations, cultures, and needs of the valley, and rebuilds the arts sector.

Until now, without funding for a regranting program, ACNV provided assistance to artists and arts organizations. Through promotion, distribution of information and funding opportunities, and serving as the connective "hub", ACNV has worked to strengthen the sector. Programs such as Revolving Door Art were created directly from community input and need. However, ACNV's programs and services will be greatly impacted by the cultural plan.

ACNV works to promote and provide exposure to the variety of cultural expressions in Napa County. In this region, world-famous for its wine and food, much of the population is underserved. Latinos are underrepresented in local government, and low-income wage earners are priced out of many events. Latino cultural celebrations are few, and recent surveys reflect a growing cultural divide. ACNV works to bridge that chasm through the arts. One approach is the creation of multi-cultural events like the Dia de los Muertos celebration coordinated by ACNV.

ACNV's commitment to diversity extends to staff and partnerships. In the Arts in Education program, ACNV employs instructors that cross many gender, race, and age lines. ACNV also maintains partnerships across the non-profit spectrum. It was through these partnerships that ACNV's Cultural Diversity Policy was developed. ACNV's four staff members are all women; our board of directors consists of five men, but ACNV is actively recruiting talented women as well as local Latino leaders. One board member, Napa City Councilmember James Krider, is disabled. Board members live in all parts of the county, representing both north- and south-valley interests.

Napa County has a total area of 788 square miles. The valley is about 33 miles long. The main population centers are the cities of American Canyon, Napa, Yountville, St. Helena, and Calistoga, which are between 6-15 miles apart. With performance venues and arts organizations throughout the county, programs and services must serve all populations. The cities of St. Helena and Napa are just 22 miles apart, but many residents are reluctant to travel. Programs and services must be portable, so ACNV works to create opportunities for these communities to interact.

The per capita income in Napa Valley is \$30,436 for 2006. The population grew 7.7% between

2000 and 2006, to 133,801. In these tough financial times, Napa County has planned well and has a budget surplus because of conservative spending. The business community is thriving, although competition from “wine regions” across the world is increasing. Many wineries are arts supporters, and patrons have contributed millions to support venues. Local foundations also support the arts. Knowing this, it would seem that arts would thrive. But there are 489 non-profits in Napa County, creating competition for funds; many donors give only to health and human services; and studies say that half of the donor dollars in Napa County go to other counties where donors have second homes. Also, arts venues built or renovated in the past ten years required investments of over \$150 million. The pool of arts donors is fatigued. Even with these challenges, ACNV has increased individual, business, and foundation giving this past fiscal year, but ongoing core support is crucial to maintaining these relationships. Local government and state support sends a message to current and future donors, who are vital to ongoing sustainability.

ACNV employs two full-time staff: an Executive Director and Administrative Assistant, and two part-time staff: Program Manager and Web Designer. Salaries have steadily increased including a significant jump in late 2006 to bring salaries to a competitive, professional level and to reflect strong work accomplishments this past year. Salaries include: ED @ \$60,000; Program Manager @ \$45,000 FTE (at 24 hrs/week); Admin Assistant @ \$36,000; Webmaster @ \$695/month. All non-contract employees receive vacation, sick leave, retirement, and benefit packages.

ACNV is committed to staff training and professional development. ACNV employees participate in On the Verge, a young leadership development program that provides coaching on personal, interpersonal, and professional levels. ACNV allows work time available for On the Verge activities. Participants bring their coaching into the workplace to strengthen the full ACNV staff. ACNV’s professional development includes full-staff trainings, to learn new or challenging skills in the workplace. ACNV supports attendance at conferences, symposiums and the annual Arts Advocacy Day in Washington, D.C.

ACNV’s Board of Directors is a strong, connected, diverse group of leaders from across Napa Valley. These board members joined the board in May of 2006, when ACNV was at a critical crossroads. The then-Board did not have the skills to sustain the organization, and ACNV faced a major decision: completely restructure its governance, or close its doors. If it could successfully restructure, the Community Foundation pledged to become a major donor to ACNV. The then-board voted on a fully new Board, and resigned. The new Board was recruited for their skills, commitment, and passion, and their ability to guide ACNV into a stronger future. The Board ranges in age from 45 to 67, and live in the cities of Napa and St Helena. Members represent the arts, government, business, and educational sectors, and have extensive experience in governance, management, marketing, advocacy, and public policy.

The budget cuts of four years ago encouraged ACNV to diversify income sources, so the loss of any one source would not be crippling. In this rebuilding phase, ACNV has been greatly supported by grants, in particular the Community Foundation of Napa Valley, the Sato Foundation and other smaller foundations. Other sources include memberships, individual donations, and earned revenue. ACNV currently does not plan large fundraising events. These

events are costly to produce and competition for attendance is high. Instead, ACNV is focusing on individual giving. Program revenue for '06-'07 is down, but that was a strategic decision made by the new board: for the next year, the focus is on strengthening and diversifying its funding base, rather than programs, so for the next many years ACNV can be a strong support agency for all the arts.

ACNV has clear decision-making and conflict of interest policies that are outlined in the bylaws as well as in board training documents. These policies are given to new staff and board members, and reviewed on an annual basis. Board and staff responsibilities are clearly outlined. Program and lower-level staff decisions are given to the Executive Director, and fiscal and policy issues determined by the Board. The relationship between staff and board is strong, with a shared belief in transparency and recommendations by each given strong consideration. The director calls on board members for specific recommendations; the board relies on the staff to bring well-researched suggestions to meetings so the board can make the best possible decisions.

ACNV's current strategic plan is simple, focused on cultural planning and sustainability. These two issues are the most critical at this time. The cultural plan will dictate the agency's future focus on programming and community needs. Although short, it was created with input from arts and community leaders, artists and members. The community is in agreement that ACNV needs to grow and strengthen, and that ACNV is the appropriate agency to oversee cultural planning and the creation of the Arts and Culture Commission.

ORGANIZATION NAME: ARTS COUNCIL NAPA VALLEY

G. BUDGET: GENERAL OPERATING SUPPORT

A. Salaries	Annual Salary (including Benefits)	Annual Rate of Pay	CAC/SLPP Grant	Applicant Match
Executive Director	<u>70,030</u>	<u>60,000</u>	<u>5,000</u>	<u>5,000</u>
Assist/Assoc Director	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>
Other Staff	<u>82,680</u>	<u>71,340</u>	<u>4,300</u>	<u>4,300</u>
Artistic (include production and technical personnel)	<u>8,320</u>	<u>8,320</u>	<u>1,000</u>	<u>1,000</u>
Outside Professional Services	<u>5,000</u>	<u>5000</u>	<u>500</u>	<u>500</u>
Subtotal		<u>144,660</u>	<u>10,800</u>	<u>10,800</u>

	Rate or Expenses		Applicant Match
B. Operating Expenses		<u>0</u>	<u>0</u>
Rent Space	<u>12,000</u>	<u>2,000</u>	<u>2,000</u>
Rental Equipment	<u>0</u>	<u>0</u>	<u>0</u>
Office Expenses	<u>15,458</u>	<u>2,000</u>	<u>2,000</u>
Travel (in state)	<u>1,000</u>	<u>200</u>	<u>200</u>
Other (specify)	<u>0</u>	<u>0</u>	<u>0</u>
Subtotal	<u>28,458</u>	<u>4,200</u>	

	Amount		Applicant Match
Regranting	<u>0</u>	<u>0</u>	<u>0</u>
Grand Total		<u>15,000</u>	<u>15,000</u>

C. Source of Match (identify sources of income in Application Match column)

Local Government/County	\$ <u>0</u>
Local Government/Cities	\$ <u>0</u>
Foundation/Corporate Contributions	\$ <u>5,000</u>
Private Contributions	\$ <u>9,000</u>
Earned Income	\$ <u>1,000</u>
In-Kind (applies to counties with less than 200,000 population)	\$ <u>0</u>
Other (specify)	\$ <u>0</u>

TOTAL MATCH \$ 30,000

H. CURRENT PROGRAM DESCRIPTION

Using the space provided describe the current agency programs. (Maximum: 1,500 character each) equivalent to 1 paragraph

☐ 1. Regranting: (must also complete Section J)

☐ 2. Technical Assistance:

☐ 3. Touring Presenting:

☒ 4. Galleries/Exhibitions Accessible to the Public:

ACNV sponsors the annual Napa Valley Artists' Open Studios Tour, which runs two consecutive weekends in the fall. Open Studios is a free, self-guided art discovery tour that includes an average of 85 participating local artists. The tour is an opportunity to peer into the creative spaces of Napa Valley painters, ceramists, photographers, printmakers, fiber artists, jewelry makers, glass artists and other fine craftspeople, and to buy local art right from the source. Leading up to the Tour is the Open Studios Exhibition and Exhibition Reception, which in 2007 will be hosted at Robert Mondavi Winery. The OS Exhibition, which runs for four weeks and ends at the close of the tour, features one piece of work by each participating artist. The Exhibition Reception is a free community event for the artists, arts patrons, and the general public. The beautiful, full-color catalogs, featuring program information, detailed maps with studio locations, and images and contact information for each artist, are distributed throughout the entire Bay Area. ACNV's other exhibition program, Revolving Door Art, is designed to help Napa Valley businesses and non-profits book rotating exhibits of local art. Using the Artist Registry as a resource, ACNV works with each business to determine the appropriate tone, media, and size of the show. This program provides needed exhibition space for local artists, and enhances the workspace for businesses and non-profits.

☐ 5. Percent for Art Ordinance/Art in Public Places Program:

☒ 6. Arts in Education (must also complete Section K)

When the funding for arts education was cut several years ago, ACNV solicited and was awarded private grant funds for this program. The classes offered through ACNV's Arts in Education program are diverse, creative, and exciting. They cover visual, literary, and performing arts, everything from small projects working with clay to full-school musical productions; from mummifying apples in the ancient Egyptian technique to creating collage art from found objects; from paint-making with pigments from leaves and flowers to hip-hop dance. The current 28 artist instructors in the program, who have gone through an extensive pre-screening background check, fingerprinting, and who have demonstrated a gift for working with children, cross many gender, race, and age lines. All instructors have specialized areas of instruction and structured classes, but they are all also capable of adapting their classes to fit the curriculum of each school. The private

funding, unrestricted other than specifying the funds be used to bring arts to children, allows ACNV to work with each school to determine not just the level of funding needed, but also the opportunity to either have stand-alone arts classes, or arts education integrated into the curriculum. It provides ACNV with the ability to focus on each school and create an ideal arts education program, catered to that school's budget, focus, and needs.

☒ 7. **Newsletter/Calendar/Information Services (i.e., directories, mailing list, resources library):**

In November of 2006, ACNV launched its online Master Arts and Culture Calendar, accessible at www.nvarts.org. The calendar includes visual, literary, theater, music, dance, historical, and cultural events; it also features workshops, classes, auctions & benefits, and lectures, and includes a page devoted to events for teens. The calendar is a free community resource for locals and visitors alike, designed to create awareness of and participation in Napa Valley's rich arts and culture sector. It also serves as an important planning tool for organizations to schedule their events, fundraisers, and benefits. ACNV also hosts an online Artist Registry, which contains detailed information on all participating member artists, including resumes, biographies, artist statements, web links, contact information, and up to ten images per artist. ACNV's website also contains an Artist Opportunities page, which lists calls for artists, granting opportunities, audition notices, and residencies, and a Community Arts Message Board, where artists can sell supplies, find drawing partners, and share information. Finally, ACNV sends out bi-weekly email blasts with information on arts events, particularly those with small or no marketing budgets as well as last-minute or particularly exciting artist opportunities, and important advocacy issues.

☒ 8. **Fairs/Festivals (sponsored by applicant):**

ACNV participates in numerous fairs and festivals, including Earth Day at Connolly Ranch, the River Festival in downtown Napa, the Dia de los Muertos festival in partnership with COPIA, and many others. However, in 2006, ACNV began sponsoring the Arts Council Napa Valley Art Walk, held during the Chef's Market in downtown Napa on the last Friday night of every month. This Art Walk features member artists displaying their wares and demonstrating their techniques, as well as an ACNV information booth where ACNV staff promotes upcoming performances, lectures, workshops, and classes. ACNV also sponsors a Kid's Booth, featuring volunteer local artists who bring activities for children of all ages.

☐ 9. **Conferences (sponsored by applicant):**

☐ 10. **Other:**

Brief Description of New Programs, Services, or Activities Planned for FY 06-07.

(Maximum: 2500 characters) equivalent to half a page

The most significant activity planned for FY 06-07 will be the completion and then implementation of a cultural plan for Napa County. The planning process is beginning in January 2007 and will continue through the summer. Identifying of resources to implement the plan will be happening concurrently with the planning process, so ideally the plan can move immediately from completion to implementation. Since ACNV staff is prepared to be surprised by some of the plan's findings, and is determined to create a plan that responds to the needs of the community, the activities recommended by the plan are not currently known. However, pre-planning indicators suggest that a Public Arts Policy and perhaps the organizing of

county-wide arts festival might be new initiatives for 06-07. ACNV also envisions an even deeper relationship with the local school districts and with CCSESA to create stronger arts education programs. Finally, in the early months of 2007, the Napa County Arts and Culture Commission will finally be formed, which will direct some of the focus of ACNV. ACNV staff will follow the recommendations of the cultural plan for new programs, services, and activities.

I. PROGRAM CHANGES OVER THE PAST YEAR

In the space below, answer the following questions, (Maximum: 2500 characters) equivalent to half a page

1. Describe significant staff, budget, and/or programming changes since the last fiscal year.

ACNV has undergone significant changes since the last fiscal year. In FY 04-05, only the Executive Director was full time, with a Program Manger at 12 hours a week. ACNV now employs two full-time positions: the Director and an Administrative Assistant, the part-time Program Manager at 24-30 hours a week, and a contract Webmaster who also works on marketing and website content. These changes were made possible by the budget increase. In 05-06, ACNV's total budget was \$154,918. In FY 05-06, ACNV's budget is \$280,000. This significant increase is due to new partners in ACNV's work to strengthen the arts in Napa County; in particular, the Community Foundation of the Napa Valley. ACNV successfully met a \$50,000 challenge grant from the Community Foundation in less than eight weeks, which brought in a total of \$100,000. This funding is designated for general operating support and cultural planning. ACNV has also increased the number of smaller granting organizations and individual donors over the past fiscal year.

All of these changes have been the result of ACNV taking new leadership in the local arts sector. During the summer of 2006, ACNV facilitated a series of meetings with arts and community leaders to address the challenges facing the local arts sector, which include: too much venue capacity and not enough local audience; the closure of 12 arts organizations in 2 years; the struggles of individual artists; 4.7 million visitors in Napa, but who are largely unaware of local arts; and donor fatigue and uncertainty. Based on these meetings, the coalition of arts and community leaders decided the timing was critical for county-wide cultural planning, and it designated ACNV as the agency to lead the process. That designation led the Community Foundation to issue the grant, which was instrumental to the rebirth of ACNV. Cultural planning will be particularly challenging in Napa County, considering the necessary outreach to five separate cities as well as all of the unincorporated areas. The budget for this process, including the consultant, marketing, interns, hospitality, office supplies, overhead, and web and internet services is \$75,000. This new focus is the most significant program change since the last fiscal year. Although ACNV will continue to run its Open Studios, Revolving Door Art, and Arts in Education programs, the staff will shift those programs based on the results of the cultural plan.

ORGANIZATION NAME: ARTS COUNCIL NAPA VALLEY

J. REGRANTING PROCESS DESCRIPTION

Attach copies of most recent regrant program guidelines/application, and lists of all grantees (for the last completed cycle) to the end of the application.

1. Amount allocated for regranting in FY 2004-05: \$
FY 2005-06: \$
2. For FY 2005-06, answer the following questions:
A. Check all appropriate sources you use for regranting funds:

☐ SLPP
☐ City General Fund
☐ County General Fund
☐ Other: describe

☐ Transient Occupancy Tax (hotel/motel/bed tax)
☐ Earned Income
☐ Unearned income (foundation, corporate, business, or individual donations and grants)

B. How many grants were awarded to individuals and organization? ____ Individual Organizations

In the table below, indicate the range of the dollar amount of the awards:

Regranting Awards 2005-06					
Organization			Individuals		
Grant Category	Minimum Award	Maximum Award	Grant Category	Minimum Award	Maximum Award

- C. For individual grants, check the type of grants awarded.
☐ Fellowship
☐ Residency in Schools, Communities, and/or Social Institutions.
☐ Other; explain

3. Does your organization use a peer review panel system in making grant allocations: ☐ Yes ☐ No

If no, describe who makes grant decisions and their qualifications.
(Maximum: 1500 characters) equivalent to one paragraph

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K. ARTS IN EDUCATION DESCRIPTION

1 Allocation	Partner	School/Collaborator Match
A. Amount allocated in FY 2005-06	\$ <u>5,872</u>	\$ <u>5,654</u>
B. Funds Available in FY 2006-07	\$ <u>20,000</u>	\$ <u>20,000</u>
C. Funding projected for FY 2007-08	\$ <u>20,000</u>	\$ <u>20,000</u>
2 For FY 2005-06, answer the following:		
A. Payment to Artists: \$ <u>11,526</u>	B. Rate of pay to residency artists \$ <u>40</u> Per <u>hr</u>	
Administrative Salaries: \$ <u>2,208</u>	Number of residency artists: <u>16</u>	
Operating Expenses: \$ <u>3,200</u>	Number of residencies sites: <u>14</u>	
Total AIE Program Budget: \$ <u>16,934</u>	Length of residencies: <u>15</u>	
	Estimated number of students served: <u>800</u>	
	C. Number of performing arts presentations: <u>2</u>	
	Rate of pay per performance: <u>205</u>	
	Estimated number of students served: <u>500</u>	

Answer question accordingly. (Maximum: 1500 characters each) equivalent to a paragraph

3. State the agency's arts in education philosophy or mission statement.

The mission of the ACNV Arts in Education program is to bring quality arts education to every child and youth living in Napa County, including underserved populations and those at risk. We emphasize a multi-disciplinary approach by working with artists of many disciplines including: music, dance, writing, visual, theater, digital and new media arts. Because the arts are not currently offered as a core subject at the majority of Napa County schools, the Arts in Education program provides the only arts learning opportunities most K-8 students have all year.

Detailed program goals are to:

- Build specific arts, cognitive and perception skills;
- Develop creative problem solving;
- Expand students' avenues for self expression;
- Nurture self discipline, self-esteem, respect and pride;
- Present opportunities for public recognition and community and family involvement;
- Increase modes of academic learning and understanding through cross-curriculum lesson planning and collaboration;
- Teach basic to advanced principles in visual arts, theater, dance, digital arts, public art, and music

theories;

- Nurture cross-cultural understanding and learning; and
- Provide opportunities for collaboration between classroom teachers, artists, local arts-based organizations and resources, as well as the community at large.

By strengthening a deep understanding of the arts in the youngest members of our community, we foster the next generation of art makers and arts supporters.

4. Describe the artists screening process including the criteria for judging the artist's professional qualifications.

To be accepted in to the ACNV Arts in Education Program, Art Teachers must submit the following for review by ACNV board and staff:

- Resume and Bio/ Artist Statement;
- Images of the individual artist's professional work and students' work, or other professional work samples (slides, videotapes, cassettes, brochures, press clippings, etc.);
- Three professional references

Artists must also:

- Demonstrate experience in hands-on arts education with K-8 students;
- Submit potential lesson plans to staff for review and subsequent inclusion in the annual program catalog;
- Be fingerprinted by the Napa Co. Sheriff;
- Maintain current ACNV membership.

Criteria for Judging Professional Qualifications:

- Quality of individual or group's work;
- Education in visual, new media, performing or literary arts;
- Previous teaching experience or related abilities;
- Professional, individual artist experience;
- Experience match with program grade levels;
- Successful interview with Selection Panel;
- Quality of professional references.

5. Describe the agency's artist training and orientation process.

Due to lack of funding, ACNV currently offers no formal training for new teachers. The majority of teachers in the program have been involved for many years. Until 2004, ACNV actively recruited new instructors, but since then has only added 4 new artists, who came to the program with a wealth of previous experience. All artists receive instruction in current program procedures and assistance in tailoring lesson capsules for the annual catalog. ACNV also conducts surveys at all participating schools, soliciting feedback from teachers and principals to ensure the quality and professionalism of arts education classes.

ACNV recognizes the importance of professional training for arts instructors. In the past, ACNV conducted professional development programs for Arts Ed teachers. Participants were paid to attend a series of workshops to share working methods and resources, and receive hands-on

training and in-depth feedback with mentor teachers. They were also given on-going assistance to develop lesson plans and continue building arts programs at school sites.

ACNV is working with two of the most established artist teachers in Napa County to create a new training program entitled “Artists Teaching Artists” that will become a requirement for all new teachers. This course includes time shadowing and assisting a mentor artist in the classroom; supervised teaching time with in-depth feedback; lesson plan development; classroom management; and training in curriculum standards.

6. Describe how the training reflects the State Department of Education's **Visual and Performing Arts Framework**.

Again, due to lack of funding ACNV does not currently offer formal professional teacher development or training. In past Arts Ed teacher development programs, the VAPA Framework was covered in depth. Training facilitators worked with artists to find ways to bridge the arts and other subject areas.

However, the VAPA framework is key to one program ACNV is currently supporting: On the Move’s Arts in Integration Pilot Program (at Salvador Elementary School in Napa). In this program, On the Move staff and artists work together with Salvador teachers and administration to create a model in which classroom teachers collaborate with artists to re-design curriculum, focusing on the California state standards for education. All the grade appropriate CA State Curriculum Standards, including those in the VAPA Framework, are used throughout the collaborative process - from lesson planning to evaluating learning milestones the students achieve.

ACNV has supported this innovative program with a substantial in kind donation of art materials, by helping to find artist teachers and tailoring hiring criteria, as well as event promotion.

7. Describe how the agency collaborates with CCSESA, schools and/or communities (non-school) agencies.

ACNV does not yet collaborate with CCSESA, but ACNV staff will be attending the May conference to to learn more about this initiative and how it can be implemented in Napa County. However, ACNV is currently coordinating a task force to to encourage sustainable planning for the arts education funding now available from the State of California, working with educators, administrators, arts advocates, and the county Superintendent. ACNV acts as a partner with each school in the Arts Ed program, designing programs as stand-alone arts classes or integrating arts education into the curriculum. ACNV also partners with various community agencies. ACNV is working with On the Move, a local non-profit that is piloting the first-ever arts integration program in Napa County at Salvador Elementary. ACNV partners with the Boys and Girls Club of Napa County, creating after-school arts programs to target at-risk youth. Last year, ACNV partnered with Nuestra Esperanza, a local Latino Advocacy group, to coordinate a Dia de los Muertos program at Copia, where children, parents, and adults created numerous altars for the celebration. ACNV also works with Bridge Housing, an affordable housing developer, overseeing arts education programs for their residents. Finally, in 2006, ACNV helped to create an arts program at VOICES, a center for empanipating foster youth.

L. BOARD LIST

Follow the format below. (Maximum: 10,000 characters)

Board Member/City of Residence	Professional and Avocational Affiliation	Tenure (years service began)
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Richard Williams, President/ St Helena. Board Member since 2006. Richard Williams has been an international guest conductor and recording artist since leaving the Virginia Symphony where he served as Music Director and Conductor until 1986. He has also served as Music Director and Conductor of the Cedar Rapids Symphony and the Amici della Musica Chamber Orchestra. He has appeared with many world-renowned artists including opera stars Ruth Ann Swenson, Jose Carreras, Beverly Sills, Roberta Peters and Robert Merrill, and instrumentalists such as Van Cliburn, Pincas Zuckerman, Leonard Rose, and Emanuel Ax. He has made award-winning recordings with the London Symphony Orchestra, Royal Philharmonic Orchestra, Leipzig Radio Symphony and the Frankfurt Opera Orchestra. In addition to his guest conducting and recording work, Williams is Director of Cultural Affairs at Meadowood Napa Valley, where he produces opera, concerts and lectures for members and guests of the resort hotel and club. His other interests include cooking, tennis and architectural design.

David Mendelsohn, Secretary & Treasurer/ Napa. Board Member since 2006. David Mendelsohn served as Vice President of BankAmericard's National Division, Vice President-Senior Financial Officer of World Airways, President of U.S. Rail Services and was the founder of Telecheck Golden Gate. He then became the Executive V.P. of Bay Area Seating Service, dba BASS tickets. As part owner he negotiated the sale of BASS tickets to Advantix in 1997 and he retired to Napa, CA. In addition to his business career and his family he has devoted countless hours to many non-profit organizations including the Napa Valley Symphony and the Jewish Community of Napa Valley. Currently, David is a SCORE counselor, passionate arts advocate, and the Secretary/Treasurer of Arts Council Napa Valley.

Alvin Lee Block/ Napa. Board Member since 2006.

Councilmember James Krider/ Napa. Board Member since 2006. Jim Krider has been an active member of the Napa Valley business and community service scene for over 30 years. After moving to Napa in 1975 to raise his children, he began participating in various service activities such as Napa Jaycees, Chamber of commerce, Napa Valley BMX, 4H, and various other community services. In 1994 he was appointed to the City of Napa Planning Commission where he served as commission member and Chair until his election to City Council in 2005. He is currently the Vice Mayor. He has always strived to insure that the City of Napa, and the Napa Valley continue to evolve into the Arts, Wine, Food, and Culture center of California. His vision is to combine the obvious best wines in the world, and natural beauty, with an arts and culture experience to match.

Ira Wolk/ Napa. Board Member since 2006. Ira Wolk is the Owner / Director of the I. Wolk Gallery located in St. Helena, in Rutherford at Auberge du Soleil and in Sonoma at MacArthur Place. Born in Chicago, he holds a Bachelor's Degree in Art History from Indiana University and a Master's Degree in Fine Art Photography from the Institute of Design at Illinois Institute of Technology in Chicago.

After teaching fine art photography, he moved to San Francisco where he has been in the art gallery business since 1975. He opened the I. Wolk Gallery in St. Helena in 1991. The I. Wolk Gallery features paintings, works on paper, photography and sculpture by contemporary American artists. Featured are works by emerging, mid-career and established artists who have distinguished themselves by a sense of authenticity, craftsmanship, innovation, integrity and beauty. The galleries are committed to helping new and experienced collectors and art lovers affirm their connection to the beauty and wonder experienced in art.

M. ADVISORY BOARD(S)

Follow the format below. (Maximum: 10,000 characters)

Type of Advisory Board(s)

Board/Member/City of Residency

Avocational Affiliation

Professional and Tenure
(years service began)

Margrit Biever Mondavi/ Rutherford. Board Member since 1990. The name Mondavi is synonymous with greatness in the world of great wines. The Mondavi Winery, located in Napa Valley, California, is considered one of the finest wineries in the world and is visited by hundreds of thousands of people each year. After WW II Margrit Biever married a U.S. Officer, Robert Mondavi, and after traveling the world, they chose to locate in the Napa Valley, where Robert made up his mind that "this Californian paradise lacked only one thing: an exceptional wine." Today, Robert takes care of the winery, while Margrit, as the Vice President for Cultural Affairs, organizes concerts, art exhibitions, promotes young artists, and designs labels for their famous "Opus One." Together, they cook and entertain visitors who hail from every corner of the world.

Rene di Rosa/ Napa. Board Member since 1990. Rene di Rosa is Chairman of the Board of the di Rosa Preserve: Art and Nature. The Preserve is the vision of two devoted patrons of the arts, Rene and Veronica di Rosa. Through their generosity the vast collection of art, historic buildings and surrounding open space are being shared with the public. Rene di Rosa was born in Boston and was graduated from Yale University. While a reporter for the San Francisco Chronicle and living in San Francisco, he sought a closer connection with rural values. This search brought him to Carneros where he planted the Winery Lake Vineyard. Famous fruit and a flair for promotion allowed this avocation to support his true interest: Bay Area art. The collection has grown over a span of four decades, during which Rene became an avid patron of the arts and artists of the region.

James O'Shea/ Napa. Board Member since 1992. James O'Shea is the Manager of Hospitality, Sterling Vineyards. He has worked in hospitality, special events, and public relations for the past 21 years, and has been active with numerous volunteer organizations in the Napa Valley. O'Shea began his career in the wine industry at Sterling Vineyards in 1985 and returned October 1, 2001 to manage visitor center operations. O'Shea is also responsible for exhibitions of The Sterling Vineyards Portfolio of Wine Art History, comprised of unique examples of artifacts, etchings, engravings and woodcuts represents 500 years of wine in art on display throughout the visitor center - portions of which are also loaned to museums around the country. For eleven years O'Shea was Manager of

Hospitality and Trade Relations for Mumm Napa Valley. He also established and curated its highly esteemed photography gallery. James serves on the advisory board of the Arts Council of Napa Valley as well as the Napa Valley Mustard Festival. In 1999, O'Shea received the prestigious Seagram Values Award, the company's highest employee honor. He was also named the Napa Valley Conference and Visitor Bureau Member of the Year in 1994 and is past-president of the Silverado Trail Wineries Association. He also serves on the fundraising committee for LifeWorks Children's Ranch, a ranch and garden program for at-risk-children.

Barbara Shafer/ Napa. Board Member since 2005. Barbara Shafer's eclectic professional life has included working as a travel agent, an employment manager at Hiller Aircraft, a docent for tours in the Napa Valley, an artist's representative, and the personal assistant to Virginia Satir, "The Mother of Family System Therapy". She has also owned a bed and breakfast as well as a catering company. Her love the arts began many years ago when she majored in Art History at Connecticut College in New London. Throughout her various careers, she served on various non-profit boards, including the Napa Valley Theater Company, the Napa Association for the Performing Arts, and the St Helena High School Foundation. In 1998, she married famed winery owner John Shafer, and became the "creative director" of Shafer Vineyards, assisting in the interior design of the newly remodeled winery and overseeing the planning of major hospitality events.

Stephen Thomas/ Napa. Board Member since 1999. Stephen Thomas, Director of the Oxbow School, came to it as its Founding Director from his position as Chair of the Art Department at the Urban School of San Francisco, where he taught for fourteen years. Stephen was instrumental in developing the Aim High Summer Program at the Urban School site. In 1994-95, he was awarded a Klingenstein Fellowship to study at Columbia University's Teacher's College. In the late 1970's, Stephen worked at Crow Point Press, printing intaglio editions for artists. He ran his own printmaking business from 1980 to 1992.

N. STAFF LIST

In the space provided include a one paragraph biography of all key staff members. (Maximum: 10,000 characters)

Michelle Williams, Executive Director

Michelle Williams is a transplant from New York City, where she worked as an actor, singer, writer, EMT, relief worker, and in wine and hospitality. Michelle and her four older brothers were raised in the arts, and she studied cello, piano, and bass before focusing her talents to theater and writing, and was graduated from Millikin University with a BFA in Musical Theater. She has worked in theatres and recording studios all across the country as well as internationally. Her writing has been published by slate.com, on americanfrontiers.net, as well as in local magazines and newspapers. Williams is a Emergency Medical Technician (EMT) and while in New York, worked for the American Red Cross as an Emergency Services Provider. She continues her passion for disaster relief work through volunteerism. She came to Arts Council of Napa Valley in July of 2004, drawn by her love of the arts and her dedication to supporting her local community.

Kristina Young, Program Manager

Kristina Young has worked as a muralist and fine artist, graphic designer and arts educator for the past 10 years. She grew up in Virginia with her brother, sister and Canadian parents. She studied fine art,

design, photography and art history at several institutions including: the University of British Columbia (Vancouver, Canada); Rhode Island School of Design (Providence, RI); Maryland College, School of Design (Baltimore, MD), California College of Arts & Crafts (Oakland and San Francisco, CA) and received her degree in painting and drawing from Richmond College (London, England, now the American University in London). Her passion for creative and socially conscious work lead her to the Arts Council of Napa Valley where she has worked as Program Manager for the last 5 years. Today, she teaches art to elementary students around Napa Valley and also continues to paint murals, make collage and mixed media piece using vintage photographs and other memorabilia, and create graphic design packages for clients around Northern CA.

Kate Demarest, Administrative Assistant

Kate Demarest came to the Bay Area as a software developer in the early days of the Silicon Valley boom. Over the next few years, Kate developed her career from software programming and sales support at Digital Equipment Corp. to executive management at Interlink Computer Sciences. In the late 1980's Kate made the personal decision to place her career on hold while raising her children. Although not pursuing her professional career, Kate remained involved through volunteering and business consulting. Over the years she has shared her skills with numerous schools and non-profit groups. In September, Kate's youngest child entered the University of the Pacific Conservatory of Music as a music education major. Shortly thereafter, Kate decided to return to the workplace full-time but in a way that provided the satisfaction of using her skills in ways that can make a difference. Bringing her varied skills and experience to ACNV has allowed her to do just that.

Kristine Cummins, Webmaster

A California native and Napa Valley resident, Kristine Cummins has translated her professional skill and artistic talent into a wide tapestry of visual art for over 15 years. Though Kristine now focuses on watercolor, digital art, and website design, she has explored and mastered many media. When companies were just starting to think about their own Web presence in 1998, she expanded her skill-set from graphic design to Web design and over a period of five years, worked for three dot.coms producing Web pages to designing billboards. All the while, she has been producing marketing materials and websites independently since 1992 as "Kristine Cummins Design". Kristine studied painting at San Jose City College and the College of Marin, and has a certificate in Graphic and Computer Design from Platt College in San Francisco, California. She has received "Best in Show" awards from juried shows at the Oberon Gallery in Napa, and the Napa Spring and Summer Town and Country Faire. Her work has been exhibited at Napa's St. Supéry Winery, the Napa Valley Museum, and the Crocker Art Museum in Sacramento, California. For more about Kristine and her work, see www.kreations.net and www.kristinecummins.com.