

## **ALLISON SAMPSON**

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Senior nonprofit executive and consultant with deep experience in fundraising, public affairs, community relations, nonprofit governance, events production, start-ups, and grant-making. Focus areas include the arts, social services, public sector, higher education, and economic development. Significant experience with public-private partnerships and local government. Background in banking, strategic planning, business development, and crisis-turnarounds in many sectors, including arts and culture, government, social service, education. Master degree in Organizational Development; CORO program graduate in public affairs.

**Emerson College, Los Angeles, CA**

**July 2016 – Present**

Emerson was founded in 1890 and today is the only comprehensive college in America dedicated exclusively to communication and the arts in a liberal arts context.

***Vice President & Executive Director***

Senior leader of Emerson's Los Angeles (opened in 2014) in a building commissioned by Pritzker Prize-winning architect Thom Mayne.

**Board member, Colburn Foundation**

**May 2016 – Present**

**The Colburn School, Los Angeles, CA**

**March 2010 – June 2016**

A premier, national performing arts school and post-secondary, degree-granting music conservatory; 1,800 part-time students and 120 students in residency.

***Senior Vice President, Advancement & External Affairs***

Member of senior leadership team reporting to the CEO; responsible for all fundraising, including grants, planned giving, institutional partnerships, endowment campaigns and events management; officer in charge of public affairs.

- Increased fundraising by 25% per year, exceeding projections every year.
- Launched first \$50 million endowment campaign and planned giving program.
- Won new, large multi-year commitments from national funders.
- Spearheaded new institutional partnerships and special projects expected to have significant long-term benefits to the Colburn School.

**Allison Sampson Management Consultants, Los Angeles, CA**

**1992 – 2010**

A boutique consulting firm specializing in nonprofit management and development of public-private partnerships. Over 150 projects focused on partnership development, program management and evaluation, board development, mergers, fundraising, strategic planning, crisis management, mentoring, organizational restructuring, board retreats, town meetings, public facilitation, and multidisciplinary event production. Clients included arts organizations, education, healthcare providers, advocacy groups, philanthropy design and grant-making foundations, individual philanthropists, state and local governments, such as the Getty, City of Los Angeles, State of California Library System, Los Angeles Zoo, Los Angeles (now "Saban") Free Clinic, Colburn School, CalArts, and the Music Center of Los Angeles County. Reference letters on [www.allisonsampson.com](http://www.allisonsampson.com).

***President***

- Represented the Getty to form a partnership with the City of Los Angeles to implement an Office of Historic Resources and a city-wide survey initiative.
- Restructured the Los Angeles Zoo's economic model for concessions.
- Led financial review and stabilization of the United Cambodian Refugee Center for the City of Long Beach.
- Led multi-stakeholder process that created the City of Burbank's cultural plan, including financing strategies, which is still being used today.
- Facilitated strategic planning, resulting ultimately in the merger of Jewish Big Brothers and Big Sisters, Max Strauss Camp.
- Met compliance deadlines and developed new efficiencies for T.H.E. Clinic in south Los Angeles.

**The Colburn Foundation, Los Angeles, CA****1999 – 2008**

The nation's largest foundation devoted to classical music; assets of \$180 million.

***Founding Executive Director***

General Manager responsible for program development and implementation, community outreach, finance and accounting integrity, as well as special projects such as challenge grants, institutional capacity building for grantees, and technical assistance.

- Led transition from first generation founder to next generation of leadership.
- Designed and implemented the Foundation's legal and general administration functions.
- Created first grant agreement systems, bench marking, reporting, and evaluation for grantees.
- Brought best practices from the philanthropy field to the Board of Directors.
- Commissioned, and compensated, by the Annie E. Casey Foundation to author *Capacity Building for Smaller Foundations: Making an Investment in Ourselves*, May 2004, published on their web site.

**The Los Angeles Festival, Los Angeles, CA****1992 – 1994**

A \$5 million, four-week, triennial international arts festival, which originated with the 1984 Olympic Arts Festival. Peter Sellars, Artistic Director.

***Executive Director***

Full P&L responsibility for finance, production, public affairs, marketing, and fundraising.

- Produced 200 multidisciplinary events in 50 venues throughout Los Angeles.
- Developed a 35-member board, multiple advisory boards; 1,000 volunteers.
- Oversaw renovation of Leimert Park's Vision complex, a multipurpose 1,100 seat theater, with a grant from the Community Development Agency.
- Exceeded all financial targets and retired the institution's previous deficit, leaving funds for a full, post-festival, objective evaluation.

**The Los Angeles Philharmonic, Los Angeles, CA****1991 – 1992**

Holding corporation of the Los Angeles Philharmonic Orchestra and Hollywood Bowl operations.

***Associate Managing Director, Chief of Staff***

Reported to President and Chairman, and managed staff of 90 with a \$30 million budget.

- Led financial restructuring and downsizing that reduced the budget by 10% and achieved break-even financial performance with no decrease in programming size or quality.
- Created and implemented the highly successful, new "Neighborhood Concerts" series.

**The Los Angeles Festival, Los Angeles, CA**

**1989 – 1991**

***Development Director***

Triennial International Performing Arts Festival. Peter Sellars, Artistic Director.

**The Los Angeles Philharmonic, Los Angeles, CA**

**1987 – 1989**

***Associate Director of Development***

- Achieved the first multi-year series funding and sponsorship from a major automotive manufacturer resulting in "Nissan Jazz at the Bowl."

**Bank of America, Los Angeles, CA**

**1983 – 1987**

***Corporate Banking Officer, Assistant Vice President***

- Managed middle market corporate portfolios including credit recommendations, cash management, international trade finance services, private placements, interest rate hedging transactions, and business development.

**Union Financial Corporation, Los Angeles, CA**

**1978 – 1983**

A leading mortgage broker and investment corporation.

***Vice President***

- Responsible for statewide loan underwriting, generation and funding from institutional investors; member of the Corporate Executive committee.

**Operations Manager**, responsible for 15 branches in Southern California.

**Branch Manager**, general management at the individual bank level.

## **EDUCATION**

**Masters of Organizational Development**, Case Western Reserve University, Weatherhead School of Business, Summa Cum Laude; thesis project with the Archdiocese, 2006.

**Bachelor of Arts**, Mount St. Mary's, Summa Cum Laude – Liberal Arts major; minors in Music and Urban Studies, 2001.

**Fundraising, Strategy and Campaign courses**, Indiana University, School of Philanthropy, 2012 and 2015.

**Leadership Training Fellowship**, Aspen Institute, 2004.

**Account Officer Training Program for High Potential Officers** (MBA Curriculum), Bank of America School, 1983.

**Government Affairs Training Programs**, CORO Foundation, 1989 and 1997.