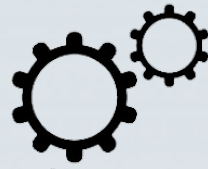


Managing Through a Time of Crisis

Thoughts on weathering the storm and keeping a positive perspective.

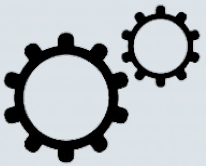
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TAKE ACTION NOW



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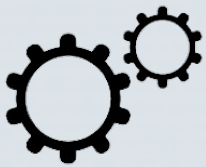
MISSION AND VALUES



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MISSION AND VALUES

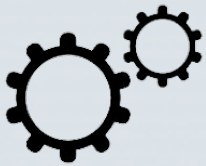
- Establish communications strategy
(Both internal and external)



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GOVERNANCE

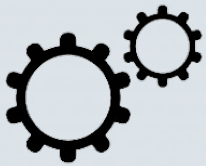


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GOVERNANCE

- Engage trustees in solutions

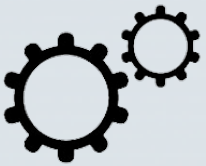


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GOVERNANCE

- Engage trustees in solutions
 - Form crisis task force

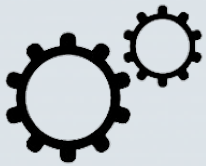


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GOVERNANCE

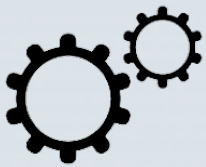
- Engage trustees in solutions
 - Form crisis task force
- Be transparent with your Board



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LIQUIDITY

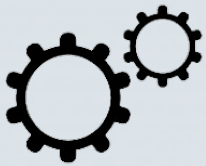


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LIQUIDITY

- Local/State/National programs

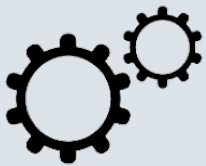


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LIQUIDITY

- Local/State/National programs
- Renew or increase lines of credit

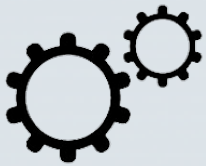


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LIQUIDITY

- Local/State/National programs
- Renew or increase lines of credit
- Transfer reserves/designated funds

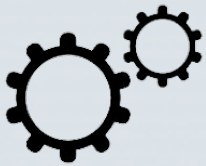


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LIQUIDITY

- Local/State/National programs
- Renew or increase lines of credit
- Transfer reserves/designated funds
- Key donors to...

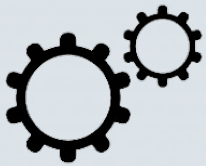


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LIQUIDITY

- Local/State/National programs
- Renew or increase lines of credit
- Transfer reserves/designated funds
- Key donors to...
 - Make a "BRIDGE THE GAP" gift

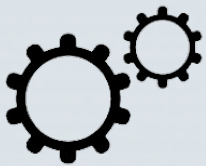


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LIQUIDITY

- Local/State/National programs
- Renew or increase lines of credit
- Transfer reserves/designated funds
- Key donors to...
 - Make a "BRIDGE THE GAP" gift
 - Interest free loan

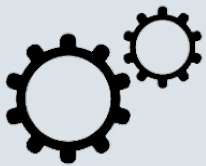


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LIQUIDITY

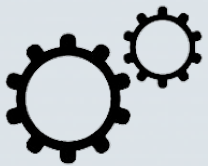
- Local/State/ National programs
- Renew or increase lines of credit
- Transfer reserves/designated funds
- Key donors to...
 - Make a "BRIDGE THE GAP" gift
 - Interest free loan
 - Offer a "BACKSTOP" gift



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CUT NOW

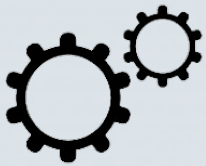


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CUT NOW

- All non-essential expenses

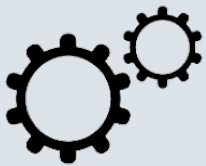


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CUT NOW

- All non-essential expenses
- Postpone future project commitment

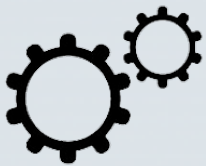


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CUT NOW

- All non-essential expenses
- Postpone future project commitment
- Salary reductions

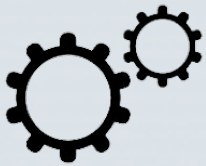


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CUT NOW

- All non-essential expenses
- Postpone future project commitment
- Salary reductions
- Staff furloughs

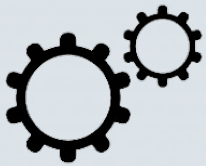


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CUT NOW

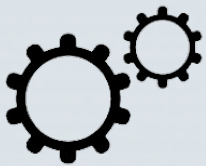
- All non-essential expenses
- Postpone future project commitment
- Salary reductions
- Staff furloughs
- Staff reductions



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EARNED REVENUE

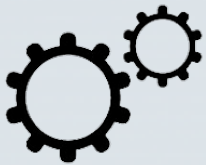


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EARNED REVENUE

- Subscribers/Members

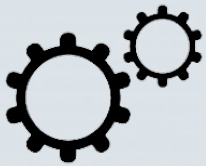


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EARNED REVENUE

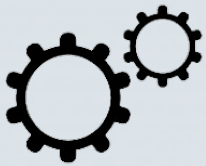
- Subscribers/Members
- Single Ticket Buyers



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RE-ENTRY PLAN

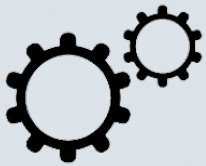


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RE-ENTRY PLAN

- Acknowledge and conceive of innovative ways your operations will be different—because they will

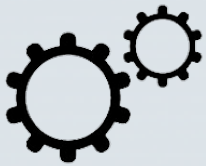


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RE-ENTRY PLAN

- Acknowledge and conceive of innovative ways your operations will be different—because they will
- Plan a reopening fundraiser

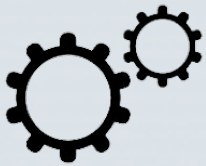


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RE-ENTRY PLAN

- Acknowledge and conceive of innovative ways your operations will be different—because they will
- Plan a reopening fundraiser
- Offer a community/visibility event

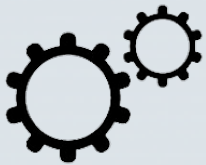


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RE-ENTRY PLAN

- Acknowledge and conceive of innovative ways your operations will be different—because they will
- Plan a reopening fundraiser
- Offer a community/visibility event
- Special thanks to audience, patrons, and staff who stuck with you

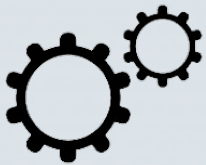


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RE-ENTRY PLAN

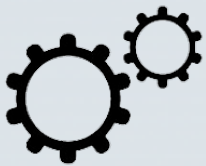
- Acknowledge and conceive of innovative ways your operations will be different—because they will
- Plan a reopening fundraiser
- Offer a community/visibility event
- Special thanks to audience, patrons and staff who stuck with you
- Offer your building for community



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- 1. TAKE ACTION NOW**
- 2. MISSION AND VALUES**
- 3. GOVERNANCE**
- 4. LIQUIDITY**
- 5. CUT NOW**
- 6. EARNED REVENUE**
- 7. RE-ENTRY PLAN**



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PARTNERS

Greg Kandel, Founder
David Mallette

ADMINISTRATION

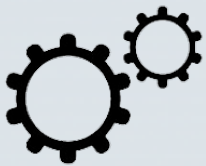
Louise Kane, Managing Director
Christy Wall, Executive Assistant

SENIOR CONSULTANTS

Diane Frankel
Stephen Richard

CONSULTANTS

Shruti Adhar
Bill Appleton
Jason Palmquist
Jonathan West

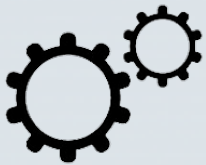


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