

ALAN J. LIPSKY
R & L Consulting
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Professional Experience

Development Consultant

A principal with R & L Consulting--a development, museum & non-profit consulting firm. Recent clients include Bowers Museum (CA), Fort Dobbs State Historic Site (NC), Greensboro Children's Museum (NC), Hickory Museum of Art (NC), Lied Discovery Children's Museum (NV), Long Island Children's Museum (NY), and the Park City Historical Society & Museum (UT).

Development Director, C.M. Russell Museum, Great Falls, MT

Director for the Museum's Development and Marketing/Public Relations Departments. Responsible for all grant writing, foundation, corporate and individual giving for Museum's \$1.5 million budget.

Director of Development, Lied Discovery Children's Museum, Las Vegas, NV

Led Museum's Development and Membership Department and expanded all Museum fundraising activities. For the Museum's \$1.7 million budget, wrote all grant proposals and reports; researched and solicited prospective corporate and foundation donors; and developed and implemented end-of-year direct mail appeal.

Development Consultant, Cultural Consortium of Metropolitan Las Vegas

Wrote grant application to National Endowment for the Arts made by the Division of Cultural Affairs, City of Las Vegas - Department of Parks and Leisure Activities on behalf of the Cultural Consortium formed to develop and implement the *Community Cultural Plan for the Metropolitan Las Vegas Area*.

Cultural Activities Specialist, Cultural & Community Affairs Division, City of Las Vegas

Responsible for the establishment of a new facility, the West Las Vegas Arts Center.

Development Consultant, Lied Discovery Children's Museum, Las Vegas, NV

Hired during a transitional management period to assume development office responsibilities.

Director of Development, Aid For AIDS of Nevada (AFAN), Las Vegas, NV

The first development director hired for Nevada's largest HIV/AIDS service organization, responsible for establishment of new department within the ten year-old organization.

Development Officer - Grants, A Living Memorial to the Holocaust/Museum of Jewish Heritage, New York, NY

Chief development officer for all of the Museum's corporate, foundation and government grants. Worked with Executive Director on the Museum's \$20 million capital campaign.

Exhibition Development Consultant, New York City Department of Parks and Recreation, Brooklyn, NY

Researched and developed the exhibition, *The Constitution and Peter Lefferts: Kings County's Vote*, as part of the New York State Commission on the Bi-Centennial of the U.S. Constitution, on view at Lefferts Homestead in Prospect Park, Brooklyn, NY.

Education Program Consultant/Instructor, Prospect Park Environmental Center, Brooklyn, NY

(now known as the Brooklyn Center for the Urban Environment)

Designed and implemented various education programs including: *Neighborhood Street Scapes*, an architecture program; *Historic Lefferts Homestead*, a social history program; and *The Great Bridge Perceived*, a walking tour of the Brooklyn Bridge.

Executive Director, The Pieter Claesen Wyckoff House Museum, Brooklyn, NY

Overall responsibility for New York City's oldest building and first designated landmark. As the Museum's first full-time director, duties included all phases of institutional development with emphasis on programs, funding, and collections management.

Professional Activities

Selected activities include:

Professional Development and Presentations:

- American Association of Museums Webinar: *Straight Talk: Museums Rising to the Financial Challenge*, March 2009
- North Carolina/South Carolina Joint Museums Conference, Charlotte, NC/Rock Hill, SC, March 2009, Session Presenter, *Collaborating with Consultants: Why, When, How, and How Not To*
- American Association of Museums Advocacy Webinar: *Listen Up Legislators! Getting Your Message Across*, February 2009
- North Carolina Museums Council Annual Conference, Fayetteville, NC, March 2008, Session Presenter, *Fundraising: The Importance of Diversifying*
- North Carolina Museums Council Annual Conference, Hickory, NC, February 2007, Session Presenter, *The Importance of Building a Unique Case Statement for Your Museum*
- North Carolina Museums Council Annual Conference, Winston Salem, NC, March 2006, Session Presenter, *Survival of the Fittest: The Importance of Building a Unique Case Statement for Your Museum*
- Museums Association of Montana Annual Conference, Red Lodge, MT, April 2003, Presenter/Panelist, *Fund Raising: Beyond Grants*
- Mountain Plains Museum Association Conference, Tulsa, OK October 2001
- Arts All Ways IV Conference, Las Vegas, NV, November 1999, Presenter/Panelist, *AF2K: Arts Funding in the New Millennium*
- Economic Impact of the Arts Industry in Nevada, study by conducted by Western States Arts Federation, February-November 1999, project participant
- YouthALIVE! Leadership Conference, January 1997, three-day workshop on long-term project fundraising & sustainability
- Silver State Conference on HIV/AIDS, *Identifying Funders Who Best Serve Your Mission*, October 1993
- Cultural Tourism and Your Institution, New York City Department of Cultural Affairs, November 1991

Lectures: "Colonial & Early American History of African Americans in New York City," for the Museum of the City of New York; "New York's Golden Door: Immigration from 1860 - 1910," and "Brooklyn's Colonial Legacy," for the Brooklyn Public Library, and others (1988 - 1992).

Grant Review Panelist: BACA/The Brooklyn Arts Council (1990 - 91); Appeals Panelist: BACA/The Brooklyn Arts Council (1992).

Bus Tour Developer and Guide: "Dutch Homesteads of Brooklyn," (1990).

Publications and Contributions: Dutch By Design, by Kevin Stayton, published by The Brooklyn Museum, 1991; The Brooklyn Cookbook, by Lynn Stallworth and Rod Kennedy, published by Alfred Knopf, 1991; and Brooklyn's Colonial Legacy, Journal of the Wyckoff House & Association, (1989).

Awards: Developed and co-wrote the nine-part radio series, *The Sound of Freedom* (in conjunction with the presentation of the Smithsonian's traveling exhibit, *Wade in the Water: African American Sacred Music*), which won a World Bronze Medal at the New York Festivals in the Radio Documentary category at the December 1999 awards.

Volunteer Experience

Active in Public Radio, has served as a Board Member and program host at KGPR, Great Falls Public Radio. Worked for five years as a volunteer program host at the largest NPR-affiliate jazz radio station in Las Vegas, KUNV-91.5FM, hosting a weekly blues radio program for three and a half years. Has also served as a volunteer at the Brooklyn Children's Museum, the Flatbush Historical Society and the Hispanic Museum of Nevada.

Education

B.A. - History, Cum Laude, Brooklyn College, City University of New York