

Tamara G. Hauser

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Entrepreneurial and visionary capacity building consultant for arts and other nonprofit organizations.

Over the past 16 years, Blue Sky teams have transformed 60+ nonprofit clients by raising millions of dollars, creating nationally-recognized programs, developing strategic partnerships, reorganizing people, processes and systems, energizing boards, and creating buzz and excitement through attention-getting marketing campaigns and events.

AREAS OF EXPERTISE

- Building Effective Relationships
- Strategic Planning / Governance
- Branding, Public Relations & Cross-Promotion
- Sponsorship Development / Fulfillment
- Fund Development
- Financial Planning / Management
- Volunteer Management
- Project Management
- Leadership & Team Development
- Program Design & Implementation
- Grant Making Expertise
- Marketing, Publicity, Communications
- Special Event Planning & Management
- Corporate / Nonprofit Partnerships

PROFESSIONAL EXPERIENCE

BLUE SKY THINKING, INC., Sarasota, FL
CEO & President, 2001-present

EXECUTIVE LEADERSHIP

- Provide full scope of nonprofit management and consulting services (fundraising, planning, strategy, marketing, operations, finance, programming and board governance) for 60+ clients over the past 16 years.
- Led turnarounds and re-inventions for 8 nonprofit arts organizations and associations, serving as their Interim or part-time Executive Director directing virtual management team.
- Managed more than 20 subcontractors who are part of Blue Sky team and hundreds of members, board committees members, volunteers and client stakeholders.
- Transformed 14 nonprofit and association clients by facilitating and then executing strategic plans that led to organizational change.

DEVELOPMENT

- Raised several million dollars in grants, major gifts, annual campaign donations, and sponsorships for arts and non-profit clients.
- Created and produced 10 large scale galas with live entertainment and more than 200 small fundraising events, industry film festivals and fashion shows.

MARKETING

- Developed or recreated 9 websites, edited 12 quarterly newsletters, produced 15 Annual Reports and managed the social media for 20+ clients.
- Served as Media Spokesperson or Communications Director as an outsourced consultant.
- Generated local and national PR for client programs and events.

HENNEPIN THEATRE TRUST, Minneapolis, MN

Director, Community Affairs, 1996-2001

Recruited to develop first Community Relations Department for the Hennepin Theatre Trust (3 historic presenting halls in downtown Minneapolis). Navigated and successfully leveraged financial and political support for education initiatives between four partner entities—the City of Minneapolis, Broadway Across America, the Historic Theatre Group and the nonprofit arts presenter.

**PROFESSIONAL
EXPERIENCE
(CONT.)**

- Raised more than \$500,000 annually through grants, donations, earned income, memberships, and sponsorships.
- Created “Glee” forerunner, *The Spotlight Musical Theater Awards*, recognizing achievement in high school musical theatre programs across Minnesota.
- Developed unique audience engagement programs utilizing Broadway shows and national performing artists.
- Created the *ACCESS Program* to provide free tickets to 90 regional social service agencies and schools.
- Managed a highly effective staff of four full-time & two part-time contractors/interns.

PERPICH CENTER FOR ARTS EDUCATION, Golden Valley, MN

Magnet Arts High Schools Director, 1992-1996

- Managed seven statewide arts high school magnet programs.
- Developed the *Artist Educator Institute*, a week-long leadership initiative to help teams of artists and educators increase their effectiveness in the classroom by using the arts to teach general curricular areas.

MINNESOTA STATE ARTS BOARD, Saint Paul, MN

Arts Education Program Associate, 1989-1992

- Directed three large-scale statewide arts grant programs—created application guidelines, facilitated grant panel reviews, provided technical assistance to applicants, and performed site review evaluations.
- Designed and delivered unique teaching artist training programs, including an Artists in Education Roster Program and Teacher Training Initiative.

**MINNEAPOLIS INSTITUTE OF ARTS, HANCHER AUDITORIUM, PENNSYLVANIA STAGE
COMPANY & ACTOR’S THEATER**

Various arts administrative roles including box office manager, event manager, teaching artist, house manager, educational assistant and group sales manager. 1986-1988

EDUCATION M.B.A. University of St. Thomas, Non-Profit Management, Minneapolis, MN 1997.
B.A., University of Iowa, Theater, English Minor, Iowa City IA 1986.
Pacifica Graduate Institute- summer public programs
Speak German, and some Spanish and French

PANELIST Emerging Artist Program Grant Panelist, Creative Pinnellas
Arts Organization grant panelist, Sarasota Arts and Cultural Alliance
PRESENTER / i3 Consultant, Gulf Coast Community Foundation
MEDIA APPEARANCES / Vice President and Membership Chair, Nonprofit Consultant's Connection Board of Directors
INTERESTS / Parliamentarian, Sarasota Newcomer's Club Board of Directors
BOARD SERVICE Presenter at the National Center for Creative Aging Conferences, May 2015 & June 2014.
Featured in Lake Minnetonka Magazine as a Woman Who Makes Difference 2012.
Jungle Theater Board Member 2006-2008, chaired Development Committee.
TU Dance Founding Board Chair, 2006-2008.
Historic Preservation Award 2003 for the Hennepin Theater Historic Tour program
2002-2014 funding panelist for the Metro Regional Arts Council and the Minnesota State Arts Board.
2000/2001/2002 Funding Panelist for the National Endowment for the Arts.
Avid traveler (34 countries and 48 states), dog lover, voracious reader.
Former actress, dancer, and symphony orchestra violin player.