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| Legal Name of Consulting Firm or Independent Consultant: | Green Management Consulting Group, Inc. |
| Legal Structure of Organization: | Corporation- LLC |
| Year Practice Founded: | 2001 |
| Number of Individuals in Firm: | 6 |
| Names and Titles of Individuals in Firm: | Susan Green, CEO; Sonja Dominguez, Sr. Consultant, Robert Sniderman, Sr. Consultant, Carol Goldstein, Sr. Consultant, Susan Sazer, Sr. Consultant; Susan Chen, Sr. Consultant |
| Languages Spoken on Staff: | English |
| Firm or Consultant Address: | 4433 Romero Drive, Suite 101 |
| Firm or Consultant City: | Tarzana |
| Firm or Consultant State: | CA |
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| RFQ Contact Name: | Susan Green |
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| RFQ Contact Email: | sgreen@greenconsultinggroup.net |
| Geographic Area Served by Firm: | United States |
| Any additional, relevant information regarding your consulting practice: | We are a very experienced group of consultants who have broad and deep knowledge of strategy, planning, strategic restructuring and operations. Our past clients have included Cedars Sinai, Kaiser Permanente, City of Hope, a range of health centers and mental health providers. Through our work in NSI, we have expanded our client base to include housing providers, dance organizations, a women's shelter, etc. |

How many strategic restructuring negotiations have you been involved with? 5

How many NSI funded strategic restructuring negotiations have you or your firm been involved with? 4

Name all NSI-funded negotiations: Dance Resource Center alliance, THE_South Central Family Health Center strategic alliance, Long Beach Health collaborative, House of Ruth_Deep Green strategic alliance.

How would you describe the range of diversity reflected in your firm's consultants?

We represent both male and female consultants, all with broad and deep experience in their fields. While there is overlap in our skill sets and experience, each brings a specific set of skills. Carol has worked in cultural and arts planning for >30 years. Bob is a skilled expert witness in HR and Organizational Effectiveness consultant. Sonja brings strong analytical ability to every problem, whether it regards a dance organizational or health care provider. We are very focused on the specific needs of our client- we recognize that the provision of health care on Skid Row is significantly different from health care at Cedars Sinai and our work with both clients reflected this knowledge. We begin with research and discussion with our clients to ensure we have identified the specific issues at hand.

Briefly describe 1-3 examples of restructuring negotiations with which you have been involved:

- Non-Profit Collaboration – Long Beach Safety Net Consortium
June 2013 to Present

Developing and overseeing project process and structure to foster collaboration among seven entities providing mental health, primary care, and housing services in the Long Beach area in two sequential projects funded by the Non-profit Sustainability Initiative. Project successes include broad consensus around development of an Organized Healthcare Arrangement (OHCA) to facilitate sharing of patient data among the entities to improve the quality and continuity of care for shared clients as well as the collection of outcomes data to measure the future impacts of the collaborative.

- Non-Profit Collaboration – Dance Resource Center (Los Angeles) and Pentacle (New York) December 2014 to Present

Leading collaborative discussions between two non-profit entities committed to supporting and strengthening the Los Angeles dance community. Extremely congenial process yielded support by the boards of directors for both entities to

pursue consolidation of local Los Angeles operations, including local staff, and transfer of two programs previously sponsored by the New York entity.

Identify all nonprofit areas within which you have worked as a paid employee or consultant:

- Health
- Arts
- Social Services
- Education
- Advocacy
- Housing
- Homelessness

Reference Client #1 Name of Organization: JWCH, Inc.

Name of other organizations involved in the negotiation: LA County DMH, LA County DHS, LA County DPH

Reference Client #1 Contact Name: Al Ballesteros

Reference Client #1 Contact Phone: 213-484-1186

Reference Client #1 Contact Email: sgreen@greenconsultinggroup.net

Brief description of the strategic restructuring project: Leading four multi-disciplinary teams, facilitating participants from a community clinic foundation and four Los Angeles County services to integrate the provision of primary, mental health, substance abuse, TB, and early intervention HIV care to the population on Skid Row. Developing creative solutions to previous obstacles to sharing relevant patient care information.

Reference Client #2 Name of Organization: Dance Resource Center

Name of other organizations involved in the negotiations: Pentacle

Reference Client #2 Contact Name: Felicia Rosenfeld

Reference Client #2 Contact Phone: 310-425-3463

Reference Client #2 Contact Email: frosenfeld@dancerresourcecenter.org

Brief description of the strategic restructuring project: Leading collaborative discussions between two non-profit entities committed to supporting and strengthening the Los Angeles dance community. Extremely congenial process yielded support by the boards of directors for both entities to pursue consolidation of local Los Angeles operations, including local staff, and transfer of two programs previously sponsored by the New York entity.