Legal Name of Consulting Firm or Independent Consultant: La Piana Associates Inc. (D/B/A: La Piana Consulting)

Legal Structure of Organization: For Profit Corporation

Year Practice Founded: 1998

Number of Individuals in Firm: 16

Names and Titles of Individuals in Firm:

David La Piana, Managing Partner
Jo DeBolt, Partner
Kristen Godard, Partner and Director of Finance and Operations
Bob Harrington, Partner
Lester Olmstead-Rose, Partner
Scott Cotenoff, Partner
Melissa Mendes Campos, Partner
Mike Allison, Senior Manager
Heather Gowdy, Senior Manager
Luis Vergara, Senior Manager
Michael Anderson, Senior Manager
Doug Green, Senior Consultant (Based in Los Angeles Region)
Makiyah Moody, Senior Consultant
Amia Grashin, Project Services Manager
Shaquile Coonce, Project Associate
Trish Fisher, Project and Operations Associate

Languages Spoken on Staff: English, Spanish

English Spanish (moderate fluency)

Firm or Consultant Address: 5858 Horton St. Suite 272

Firm or Consultant City: Emeryville

Firm or Consultant State: CA

Firm or Consultant Zip: 94608-2007

Firm or Consultant Phone: (510) 601-9056

Firm or Consultant Fax: (510) 420-0478

Firm or Consultant Website: www.lapiana.org

RFQ Contact Name: Bob Harrington

RFQ Contact Phone: (415) 860-9659

RQF Contact Email: harrington@lapiana.org

Geographic Area Served by Firm: Nationwide
Consultant #1 Name: Doug Green
Consultant #1 Email: Green@lapiana.org

Consultant #1 Education (list only name of school, major and degree):

- University of North Florida – English – BA
- Southern Methodist University – Finance - MBA

Consultant #1 Employment history (list only name of employer, title, and dates employed):

- La Piana Consulting, Senior Consultant, Jan. 2016 – Present
- Pepperdine University, Adjunct Professor – Nonprofit Studies, Sept. 2002 – Present
- California Lutheran University, Adjunct Professor – Nonprofit Studies, Aug. 2006 – Present

Consultant #1 Awards or certifications (list only name of award and date received):

- Community Service Award – Ventura County Rainbow Alliance – 1995
- Champion of Justice, Social Justice Fund for Ventura County – 2010
- Douglas Shively Outstanding Community Impact, United Way of Ventura County – 2012

Consultant #1 Nonprofit Board Membership (list only name of organization and dates served):

- Ventura County Partnership for Safe Families & Communities (Co-Chair) Present
- Center for Nonprofit Leadership, California Lutheran University (Board Chair) Present

Consultant #2 Name: Luis Vergara
Consultant #2 Email: Vergara@lapiana.org

Consultant #2 Education (list only name of school, major and degree):

- San Jose State University, Public Relations, BA

Consultant #2 Employment history (list only name of employer, title, and dates employed):

- La Piana Consulting, Senior Manager, June 2006 – Present
- Cheskin, Strategic Director, 2004 – 2006
Consultant #3 Name: Mike Allison
Consultant #3 Email: Allison@lapiana.org
Consultant #3 Education (list only name of school, major and degree):
- Colgate University, Economics, BA
- Yale University, Business Administration, MBA
Consultant #3 Employment history (list only name of employer, title, and dates employed):
- La Piana Consulting, Senior Manager, 2016 – Present.
- CompassPoint Nonprofit Services, 1990 – 2004
Consultant #3 Nonprofit Board Membership (list only name of organization and dates served)
- LeaderSpring, Board Member and Treasurer, 2005 – 2010
- Beyond Emancipation, Board Member and Development Committee Chair, 2015 - Present
- LeaderSpring, Board Member and Treasurer, 2005 – 2010
- Beyond Emancipation, Board Member and Development Committee Chair, 2015 - Present
Consultant #4 Name: Bob Harrington
Consultant #4 Email: Harrington@lapiana.org
Consultant #4 Education (list only name of school, major and degree):
- University of California at Davis, Psychology, BA
- University of Wisconsin at Milwaukee, Social Work, MSW
Consultant #4 Employment history (list only name of employer, title, and dates employed):
- La Piana Consulting, Partner, January 2000 – Present
- Children’s Garden of California, Executive Director, August 1991 – December 1998
Consultant #4 Nonprofit Board Membership (list only name of organization and dates served):
- Red Cross – Butte County. 1991 – 1993
- Coordinated Youth Services Council, 1996 – 1998
Briefly describe 1-3 examples of restructuring negotiations with which you have been involved:

Merger facilitation of Women’s Center and Family and Youth Services to become the Women’s Center Youth and Family Services in Stockton CA. Participated in merger negotiations facilitation, due diligence and strategy development and work with the development of the Board of Directors.


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

- health care
- arts
- social services
- education (public and private)
- charter schools
- advocacy
- social justice
- immigration
- child welfare
- housing
- homelessness
- veterans
- legal
- other – please describe: Mental Health, Environment.

Add any other information you feel would aid in understanding the value you or your consulting firm can bring to a strategic restructuring negotiation:

La Piana Consulting was founded to establish and develop the field of strategic restructuring. We are dedicated to the nonprofit and foundation community and bring additional expertise in strategy development and business planning.

Reference Client #1 Name of Organization: Women’s Center – Youth and Family Services

Name of other organizations involved in the negotiation: Women’s Center Inc. / Family and Youth Services

Reference Client #1 Contact Name: Joelle Gomez (Former CEO of Women's Center – Youth and Family Services.

Joelle is currently the CEO of Stockton Children’s Home
Reference Client #1 Contact Phone: (209) 466-0853 x 3015

Reference Client #1 Contact Email: jgomez@chsstk.org

Brief description of the strategic restructuring project:

See above – Women’s Center Youth and Family Services

Reference Client #2 Name of Organization: Salud Para la Gente

Name of other organizations involved in the negotiations: Salud Para la Gente

Reference Client #2 Contact Name: Dori Rose Inda, CEO

Reference Client #2 Contact Phone: (831) 728-8250 x 1006

Reference Client #2 Contact Email: ernelson@caltech.edu

Brief description of the strategic restructuring project:

Facilitated merger negotiations between Salud Para la Gente and Watsonville Law Center. Great overlap of clientele and need for consolidated support services led to a merger of these organizations.

Any additional client references: