

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

DH Green Consulting, Principal, July 2004 – Dec. 2015

Pepperdine University, Adjunct Professor – Nonprofit Studies, Sept. 2002 – Present

California Lutheran University, Adjunct Professor – Nonprofit Studies, Aug. 2006 – Present

Ventura County Community Foundation, Director of the Center for Nonprofit Leadership, Oct. 2000 – July 2004.

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.

Michael Allison Consulting, 2005 – 2016

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

Sunny Hills – Children’s Garden Family and Children’s Services, Chief Operating Officer Dec.
1998 – January 2000

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.

Merger facilitation of Haight Ashbury Free Clinics and Walden House to become Health Right 360. Facilitated merger negotiations. Facilitated introduction with Prototypes Inc., leading to a merger with Heath Right 360.

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: