

Legal Name of Consulting Firm or Independent Consultant:	Leadership Savvy
Legal Structure of Organization:	Sole Proprietor
Year Practice Founded:	2019
Number of Individuals in Firm:	1
Names and Titles of Individuals in Firm:	Julie Ha Truong, Founder
Languages Spoken on Staff:	English, Chinese
Firm or Consultant Address:	2032 Peck Road
Firm or Consultant City:	Monrovia
Firm or Consultant Zip Code:	91016
Firm or Consultant Phone:	(818) 927-2672
Firm or Consultant Website:	www.leadershipsavvy.com
RFQ Contact Name:	Julie Ha Truong
RFQ Contact Phone:	(818) 927-2672
RFQ Contact Email:	Julie@leadershipsavvy.com
Geographic Area Served by Firm:	Greater Los Angeles Metro Area; San Gabriel Valley
Any additional, relevant information regarding your consulting practice:	<p>After 20 years in the field, Leadership Savvy was founded to help realize meaningful change through customized leadership support. Today's leaders are constantly faced with decisions, opportunities, and change. Yet one thing remains true: It's all about the people. It's about your effectiveness as a leader, your team's ability to thrive, and about providing quality service to your clients.</p> <p>The road to success requires a more human approach. That's what Leadership Savvy is all about. We're here to be your partner in both people and business development. Whether it's strengthening teams, building partnerships, or</p>

developing careers, gain expert insight to find support, build clarity, and reach your goals.

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

-- Joint Community Police Partnership --

As a representative of a Human Services Council (a quasi-governmental agency), I worked in partnership with two police departments and their Community Liaisons. The vision was to foster healthy relationships between the police and the increasingly diverse community. The partnership worked with community members and leaders (adults and youth of diverse backgrounds) to define shared goals and actions. The effort also included partnerships with city council members, the county, nonprofit organizations, local businesses, schools, and the faith community. It was a huge success and an important model for community-policing partnerships.

--Brooklyn Center Health Resource Center--

In 2009 Independent School District 286 was facing serious academic and wellness issues of their students. Fortunately, under the leadership of the Superintendent, we were able to bring in over 100 community partners to help meet the needs of children and families. One of the most prominent success stories was a partnership between the school district, a medical clinic, children's dental clinic, and a mental health agency. Recognizing the needs of students and families were rooted in health and wellness, we brought the agencies together to collaboratively design a community health clinic. The process including convening a planning council, hosting community forums, navigating data sharing, pursuing funding and partnerships. In record time, a community clinic was built into the high school, as well as additional health resource rooms across the district. To support successful implementation, we also facilitated building remodels, consensus on outcome goals, data collection, as well as managing communications and merging of staff across organizations.

How many strategic restructuring negotiations have you been involved with?

8

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

2 (through Envision Consulting)

Name all NSI-funded negotiations: AbilityFirst and FVO Solutions (merger) and one other, not yet made public. Both as a team member of Envision Consulting.

How would you describe the range of diversity reflected in your firm's consultants? As a firm with an Asian American 1.5 generation immigrant founder, considerable consideration is given to how change efforts impact a wide range of clients and constituents, in both solution design and service delivery. Over the last 20 years, a key focus of the work has been on understanding and uplifting underserved and diverse communities. This has included intentional efforts around facilitating collaborations, building building, civic education and engagement, leadership development, and diversity, equity, & inclusion initiatives.

Identify all nonprofit areas within which you have worked as a paid employee or consultant: Health, Arts, Social Services, Education, Advocacy, Social Justice, Immigration, Child Welfare, Homelessness, Veterans, Legal, Cross-sector (public/private), and Ethnic/Cultural organizations

Add any other information you feel would aid in understanding the value you or your consulting firm can bring to a strategic restructuring negotiation: We bring 20 years of experience in building and managing collaborative partnerships. We specialize in helping organizations across sectors make greater impact through collaboration. Our approach has been three-pronged: contextual data analysis, convening and visioning, and setting impact goals and feasibility. Having worked on partnerships from conception to implementation, we know the important role of pairing smart decision making with intentional steps around culture and buy-in.

We are proud to have been involved with over a dozen partnership initiatives, some that are award winning. Many have spun off or continued to thrive long after our role as consultant and convener has adjourned. Our process builds trust among all parties, solidifies common mission and goals, and leverages resources to best serve all constituents.

Reference Client #1, Name of Organization: Brooklyn Center Community Schools

Name of other organizations involved in the negotiation: Park Nicollet Health Clinics
Children's Dental Services
Northwest Immunization Clinic

Reference Client #1, Contact Name: Keith Lester

Reference Client #1, Contact Phone: 612-282-8515

Reference Client #1, Contact Email: keuglester@gmail.com

Brief description of the strategic restructuring project: -- Brooklyn Center Community Schools--
Keith Lester was the SuperIntendent of Schools at the time and together we transformed the school district into a full service community schools district. This model was in partnership with over 100 community partners over multiple initiatives, including a new health clinic, resource centers, and a child-care center. It was very successful, and still is.

Reference Client #2, Name of Organization: Lao Assistance Center

Name of other organizations involved in the negotiation: NWHHSC

Reference Client #2, Contact Name: Sunny Chanthanouvong

Reference Client #2, Contact Phone: (612) 374-4967

Reference Client #2, Contact Email: sunny@laocenter.org

Brief description of the strategic restructuring project: -- Community Health Partnership --
This project brought together multiple agencies and ethnic communities to address health inequities for under-served communities. As the lead facilitator representing a joint-council multiple cities, we embarked on a partnership exploration process to better engage and serve SE Asians, African and African Immigrants, Latino and mainstream communities. We facilitated strategy meetings and developed a shared partnership structure. Together we identified a joint vision where underserved communities would be more aware and engaged in improving health outcomes and decrease recidivism. The partnership was a success and received significant state funding to address chemical health and tobacco policy. What started as

disparate groups ended up in a cohesive partnership, where communities were more empowered, connected, and making meaningful impact at the program and policy level.

Consultant #1, Name: Julie Ha Truong

Consultant #1, Email: Julie@leadershipsavvy.com

Consultant #1, Education (list only name of school, major and degree): Humphrey Institute, University of Minnesota
Master of Public Policy: Nonprofit Leadership and Management

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

- Leadership Savvy, Founder, 2019 to Present
- Envision Consulting, Principal, 2016 to 2019
- American Jewish University, Faculty, 2016 to 2019
- Center for Nonprofit Management, Director, Education & Leadership, 2011 to 2016
- Community Schools District, ISD 286, Director, 2009 to 2011
- Northwest Hennepin Human Services Council, Capacity Building & Networks Manager, 2006 to 2009

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

- VoyageLA, 2020
- Leadership LA, SCLN, 2016
- LA Board of Supervisors Giving Tuesday Recognition, 2015
- CNM ICF Professional Coaching Training, 2012
- Governor's Excellence Award, Capacity Building Program 2009

Consultant #1, Nonprofit board membership (list only name of organization and dates served):

Board Advisor, 2011 to Present:

- Young Nonprofit Professionals Network, 2017 to Present
- Lao Assistance Center, 2019 to Present
- Critical Mass Dance Company, 2016 to 2017

Co-Chair Metro-Refugee Health Task Force, 2010 to 2011
Youth Employment Advisory Council | Workforce Investment Board 2007 to 2009