

Richard & Anna Linzer
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Richard Linzer provides consultation for businesses, nonprofit organizations, and government agencies. He works in the areas of organizational evaluation, financial management, board development, group facilitation, institutional role and responsibility analysis, and strategic and long-range planning. Since 1965, Richard Linzer has consulted with over 600 businesses, government agencies, and nonprofit institutions in the arts, education, health care, social services, the humanities, and environmental fields.

Anna Linzer is a poet and writer. Her book of fiction, *Ghost Dancing*, published by Picador of St. Martin's Press, received The American Book Award in 1999. In addition, her poetry and stories have appeared in literary magazines and anthologies, including *Kenyon Review*, *Carolina Quarterly*, and *Blue Dawn, Red Earth*. In 2015, three of her novels were published under the title *Home Waters* by Marquand Books.

Richard and Anna Linzer work together as co-facilitators. They have developed a method of facilitation for retreats that uses sequences of exercises in the form of kits and workbooks. The approach enables groups to work efficiently, effectively using the skills of all participants. They also facilitate group meetings and information gathering sessions.

The five publications Richard and Anna have designed to be used as organizing structures for retreats and meetings are: *The Board Retreat Kit*, *The Board Development Kit*, *The Corporate Retreat Kit*, *The Collaboration Workbook*, and *The Strategic Planning Kit for Public Agencies*

Richard and Anna are co-authors of *It's Simple! Money Matters for Board Members of Nonprofit Organizations; Money Matters! A Kit for Nonprofit Board and Staff Members; and It's Easy! Money Matters for Nonprofit Managers*. *It's Simple!* received the 2000 Terry McAdam Award, Honorable Mention, for outstanding contribution to the advancement of the nonprofit sector from the Alliance for Nonprofit Management. *The Cash Flow Solution: A Nonprofit Board Member's Guide to Financial Success*, published by Jossey-Bass, was released in November, 2006. *Cash Flow Strategies: Innovations in Nonprofit Financial Management*, also a peer reviewed publication was released by Jossey-Bass in November 2009.

SELECTED CLIENTS

Nonprofit:

Asia Pacific Cultural Center, Tacoma, WA
Anchorage Opera Company, Anchorage, AK
and/or Gallery, Seattle, WA
Apprenticeship and Nontraditional Employment for Women (ANEW), Seattle, WA
Arts Northwest, Seattle, WA
Bainbridge Island Health, Housing, and Human Services Council, Bainbridge Island, WA
Baltimore Urban Research & Action Center, Baltimore, MD
Boise Contemporary Theater, Boise, ID
California Assembly of Local Arts Agencies, San Francisco, CA
California State University, Sacramento, CA
Carnegie Mellon University, Pittsburgh, PA
Centrum, Port Townsend, WA
Circuit Network, San Francisco, CA
City University of New York, New York, NY
Classical Music Supporters, Mercer Island, WA
Columbia Gorge Commission, White Salmon, WA
Contemporary Craft Association, Portland, OR
Coupeville Arts Center, Coupeville, WA
Cultural Council for Monterey Country, Carmel, CA
Dance Bay Area, San Francisco, CA
Dayton Concentrated Employment Program, West Dayton, OH
Downtown Property Owners Association, Los Angeles, CA
Eagle River Fine Arts Academy, Eagle River, AK
Empty Space Theatre, Seattle, WA
Friends of Timberline, Government Camp, OR
Freedom Theatre, Philadelphia, PA
Jackson Community Council, Seattle, WA
Highline West Seattle Mental Health Center, Seattle, WA
Homowa Foundation for African Art and Culture, Portland, OR
Kitsap Credit Union, Bremerton, WA
Lincoln Theatre Center Foundation, Mt. Vernon, WA
Miami Valley Regional Health Planning Council, Dayton, OH
Marine Science Society of the Pacific Northwest, Poulsbo, WA
Marine Science Center, Poulsbo, WA
Maritime Heritage Foundation, Seattle, WA
Mid Atlantic Arts Foundation, Baltimore, MD
Milbank Memorial Fund - Research Division, New York, NY
Mount St. Helen's Institute, Vancouver, WA
Movement Theatre International, Philadelphia, PA
National Academy of Recording Arts and Sciences, Inc., Santa Monica, CA
New Freedom Theatre, Philadelphia, PA
New Mexico Repertory Theatre, Santa Fe, NM
Northwest Land Trust Council, Yakima, WA

Northwest Folk Life Festival, Seattle, WA
Olympic College Foundation, Bremerton, WA
Oregon Bach Festival, Eugene, OR
Oregon Historical Society, Portland, OR
Pacific Northwest Arts Presenters, Seattle, WA
Phoenix Bach Chorus, Phoenix, AZ
Pennsylvania Dance Theatre, State College, PA
Pittsburgh Center for the Arts, Pittsburgh, PA
Pomegranate Foundation, Issaquah, WA
Port Gamble S'Klallam Tribe, Little Boston, WA
Pride Foundation, Seattle, WA
San Francisco Foundation, San Francisco, CA
San Juan Islands Museum of Art, Friday Harbor, WA
Santa Fe Chamber Music Festival, Santa Fe, NM
Saratoga Counseling Professionals, Coupeville, WA
Seattle Business Volunteers for the Arts, Seattle, WA
Seattle Choral Company, Seattle, WA
Seattle Men's Chorus, Seattle, WA
Seattle Mime Theatre, Seattle, WA
Snowbird Institute for the Arts & Humanities, Snowbird, UT
Society for Ecological Restoration, Madison, WI
South King County Community Network, Kent, WA
Starflower Foundation, Seattle, WA
Stanford University, Palo Alto, CA
State University of New York, Albany, NY
Tahoe Arts Project, South Lake Tahoe, CA
The Oakland Museum/Museum of California, Oakland, CA
The Putney School, Putney, VT
The Suquamish Museum, Suquamish, WA
Thunderbird, The American Graduate School of International Management, Phoenix, AZ
Union for Research & Experimentation in Higher Education, Yellow Springs, OH
United Indians of All Tribes Foundation, Seattle, WA
United Way of King County, Seattle, WA
University of Washington, Seattle, WA
Vashon Island Land Trust, Vashon Island, WA
Washington Commission for the Humanities, Seattle, WA
Washington Dental Services, Seattle, WA
Washington Dental Services Foundation, Seattle, WA
Washington Folk Life Council, Olympia, WA
Washington Women's Employment & Education
Washington State Nursing Home Resident's Council, Seattle, WA
West Sound Academy, Poulsbo, WA
Western Alliance of Arts Administrators, San Francisco, CA
Western States Arts Federation, Santa Fe, NM

Government Agencies:

Bellevue Arts Commission, WA
Boise City Arts Commission, Boise, ID
City of Bremerton, WA
City of Kent, WA
The National Endowment for the Arts:
- Challenge Grant Program (1986-1989)
- Advancement Grant Program (1985-1986),
City of Bellevue, Bellevue, WA
California Arts Council, Sacramento, CA
Delaware Council on the Arts, Wilmington, DE
City of Dayton, Dayton, OH
Idaho Commission on the Arts, Boise, ID
Kitsap County, Port Orchard, WA
City of Kirkland, Kirkland, WA
Maryland Arts Council, Baltimore, MD
Massachusetts Council on Arts & Humanities, Boston, MA
Nevada State Council on the Arts, Carson City, NV
New Mexico State Arts Division, Albuquerque, NM
Ohio Department of Commerce, Columbus, OH
Oregon Arts Council, Salem, OR
City of Ossining, New York
Tennessee Arts Council, Nashville, TN
Pennsylvania Arts Council, Harrisburg, PA
City of Salina, Kansas Arts and Humanities Commission, Salina, KS
San Diego Commission for Arts and Culture, San Diego, CA
City of Seattle, Office of Arts & Cultural Affairs, Seattle, WA
Washington State Arts Commission, Olympia, WA

Corporations:

American Cities Corporation
AT&T Corporation
Battelle Memorial Institute
Corporate Philanthropy Report
C.B.C.S. Ltd.
Current/Rutledge, Inc.
Dyer, Silcott & Wolfe (DSW, Inc.)
Gleason Corporation
Morningstar, Inc.
Puget Consumers Co-op
The Skinner Corporation
The Sealaska Corporation
The Herb Farm
The Boeing Company

PROFESSIONAL EXPERIENCE

Principal, Richard & Anna Linzer, (1978 - present)
Executive Director, Massachusetts Arts & Humanities Foundation
(The Artists' Foundation), Boston, Massachusetts (1975-1978)
Director for Community Service & Exposure Programs, Creative Artists Public
Service Program, New York, New York (1973-1975)
Vice-President, Sound Yachts, New Rochelle, New York (1972-1973)
Patrick Ellam Company, Operating Officer (1970-1972)
Director Special Educational Services, Antioch College, Yellow Springs, Ohio
(1968-1970)
Director of Admissions, Franconia College, Franconia, New Hampshire (1967-
1968)

EDUCATION AND DEGREES

Columbia University, New York, New York
Master of Science, Community Organization and Administration (1965-1967)
Antioch College, Yellow Springs, Ohio
Bachelor of Arts, Sociology & Anthropology 1961-1965

SELECTED PUBLICATIONS

"Borrowing: A Resource for Non Profits," *Chronicle of Non-Profit Enterprise*,
January 1989.
"Why You Want To Borrow From Banks," *Taft Nonprofit Executive*, Volume VIII,
Number 8,
April, 1989.
"Endowments: The Other Side of the Coin," *Chronicle of Non-Profit Enterprise*, July
1992.
"Creditholders," *The Practical Philanthropist*, July, 1992.
"Using Credit to Stabilize Cash Flow," *The Journal of the Land Trust Alliance*,
Winter, 1993.
A Study of the Equity Program Collaborations, Western Alliance of Arts
Administrators
Foundation, July 1995
The Board Development Kit, September, 1994
The Corporate Retreat Kit, July 1996
The Collaboration Workbook, September 1996
The Board Retreat Kit, January 1997

The Guide for The Board Development Kit, 1994
The Guide for The Corporate Retreat Kit, 1996
The Guide for The Collaboration Workbook, 1996
The Guide for The Board Retreat Kit, 1997
The Strategic Planning Retreat Kit for Public Agencies, 1998
The Guide for The Strategic Planning Retreat Kit for Public Agencies, 1998
 "Charities Should Borrow Money, Not Hoard It" Opinion Section *The Chronicle of Philanthropy*, July 24, 1997
 "Beyond the Pay Out Debate: A New Use for Endowments" *The Chronicle of Philanthropy*, December 2, 1999
It's Simple! Money Matters for the Nonprofit Board Member, Port Madison Press, 1999
Money Matters! A Kit for Nonprofit Board and Staff Members, 1999
It's Easy! Money Matters for Nonprofit Managers, Port Madison Press, 2001.
 The Cash Flow Forecaster, an electronic tool for cash flow budgeting, forecasting and monitoring, 2004.
 The Real Estate Calculator, an electronic tool for nonprofits weighing facility options, 2004.
The Cash Flow Solution: A Nonprofit Board Member's Guide to Financial Success, Jossey-Bass, an imprint of J. Wiley, 2006
Cash Flow Strategies: Innovations in Nonprofit Financial Management, Jossey-Bass, an imprint of J. Wiley, 2009.

PROFESSIONAL AFFILIATIONS

Alliance for Nonprofit Management, (2001)
 Indianola Land Trust, Indianola, WA, Founding Officer (1980 -1998)
 International Association of Facilitators , St. Paul, MN (1994 - present)
 Institute of Cultural Affairs Facilitators Group (1992 - present)
The Practical Philanthropist, Editorial Advisory Board (1992 - 1998)
 Western Alliance of Arts Administrators, 1989-1996
 Artists Housing Taskforce, Office of Housing Development, City of Seattle (1979 - 1980)
 Seattle Advisory Committee for the 39th National Historical Preservation Conference (1980)
 National Humanities Faculty, Concord, MA (1978)
 Boston Film/Video Foundation, Trustee (1977 - 1978)
 Boston First Night, Boston, MA, Founding Trustee (1976 - 1977)