JULIA PERKINS (ABBREVIATED CURRICULUM VITAE)

CAREER SUMMARY

MBMD STRATEGIC CONSULTANTS LLC THE ART INSTITUTE OF CHICAGO AMERICAN INSTITUTE FOR FREE LABOR DEVELOPMENT THE COMMONWEALTH FUND **UNITED STATES PEACE CORPS**

CHIEF STRATEGIST DIRECTOR FOR COMMUNITY PROGRAMS PROGRAM OFFICER **PROGRAM ADMINISTRATOR COOPERATIVE ADVISOR**

PROFESSIONAL EXPERIENCE

AREAS OF LAPERTISE.	STRATEGIC FLANNING
	MBMD Strategic Consultants LLC
Strategic Planning	Facilitated the strategic planning process for Auditorium Theatre of
	Roosevelt University, The Art Institute of Chicago's Leadership Advisory
Facilitation	Committee. Black Metropolis Research Consortium at The University of
	Chicago, Audience Architects, the Woods Fund, The Association of American
Marketing	Cultures, Free Street Theatre, The Vivian G. Harsh Society, The Dance
	COLetive, The Guild Complex, The Chicago Children's Theatre, Little Black
Research	Pearl Art and Design Center, South Chicago Art Center, Southside
	Community Art Center, Global Girls Inc., the Guild Complex, Columbia
Community	College Chicago among others.
Engagement	The Art Institute of Chicago
	 Spearheaded the strategic planning for the Art Institute's Latino
Program	engagement initiative.
Development	 Functioned as a lead member of the museum's Staff Diversity Team charged
	with facilitating dialogue on institutional diversity issues. Assisted in the
Adts Maniagement	design and implementation of the Art Institute's staff diversity initiative.

Developed the strategic plan for the museum's first urban professionals volunteer corps and oversaw a cadre of over 40 volunteers.

MARKETING

Adjunct Faculty, Columbia College Chicago

- Lectured on arts marketing to undergraduate students.
- MBMD Strategic Consultants LLC
 - Developed the institutional marketing platform for the Mitchell Museum of the American Indian.
 - Conducted a marketing assessment and audience analysis, which included a visitor mapping, for The Renaissance Society as part of its goal to increase its loyal core audience and expand engagement of its critical core audience.
 - Performed a qualitative assessment of teens' and young adults' • perceptions, attitudes and program preferences at the Beverly Arts Center to enable the Center identify which programs possess a stronger marketing appeal and which activities need to be repositioned.
 - Developed the institutional marketing plan for The Guild Complex
 - Collaborated with Morris Communications in creating and implementing the marketing plan for DanceAfrica Chicago.
 - Conducted the competitive analysis for, and collaborated with the Chicago Children Theatre in the marketing and audience engagement strategies for the launch of its premier production A Year With Frog and Toad.

AREAS OF EXPERTISE

STRATEGIC PLANNING

ARTS MANAGEMENT

MARKETING (CONT.)

The Art Institute of Chicago

- Reviewed and approved membership materials directed at African American audiences.
- Worked in partnership with Burrell Advertising in the development of collateral and marketing materials designed to increase engagement of African American audiences with the museum.
- Appointed by the museum President to serve as project coordinator for the *To Conserve a Legacy* exhibition, overseeing marketing and program development for its most successful exhibit designed to engage African American audiences with the institution.

FACILITATION

Certified Professional Facilitator endorsed by the International Association of Facilitators

 Facilitated retreats, planning sessions, and community forums for a variety of institutions that include: The Auditorium Theatre of Roosevelt University, Bronzeville Artists Lofts, Chicago Sinfonietta, Congo Square Theatre, The Fry Foundation, The Joyce Foundation, 3Arts, Deeply Rooted Productions, Chicago Collections Consortium, Chicago Department of Cultural Affairs and Special Events, DuSable Museum of African American History, the Urban Health Initiative – University of Chicago, among others.

AUDIENCE AND COMMUNITY ENGAGEMENT

MBMD Strategic Consultants LLC

- Conducted the artists and stakeholder engagement strategy for the Bronzville Artist Lofts development.
- Served as the lead consultant overseeing the Chicago Arts Learning Initiative's Network Work group charged improving the fluidity of information; maximizing resource sharing; and enhancing peer learning among arts education providers serving CPS students as part of an overall plan to improve K-12 education in Chicago.
- Developed the audience engagement strategic framework for the Chicago Children's Theatre
- Develop arts and culture organization strategy to engage institutional participation with the Mapping Cultural Participation Study.
- Created the audience engagement strategies for DanceAfrica Chicago.
- Developed the artist and community engagement strategy for Artspace Projects Switching Station Artist Lofts.

The Art Institute of Chicago

- Develop the community engagement plan for the Art Institute of Chicago.
- Oversaw a volunteer team (Urban Professionals Partners Corps) of close to 50 volunteers.

PROGRAM DEVELOPMENT

The Art Institute of Chicago

- Designed and implemented a myriad of educational programs including, *Kaleidoscope: A Family Day*, The Art Institute of Chicago's largest one-day audience development initiative serving over 8,000 visitors.
- Partnered in the creation of the Chicago Public Schools Quilt Millennium Project, collaboration between the Art Institute, Chicago Arts Partners in Education, and the Chicago Department of Cultural Affairs.

PROGRAM DEVELOPMENT (CONT.)

American Institute for Free Labor Development (AFL-CIO)

- Conducted internal environmental and internal assessments of labor unions in Central America and the Caribbean which led to the improvement of union operations.
- Organized seminars and workshops that improved members' knowledge of the roles and responsibilities of unions.

United States Peace Corps

• Designed and facilitated workshops on management, marketing, accounting principles and membership practices for cooperatives in the Federation of St. Kitts/Nevis.

EDUCATION

The School of the Art Institute of Chicago, DePaul University M.A., Arts Administration B.A., Marketing and Research

SELECTED AFFILIATIONS/PANELS/ASSOCIATIONS

- International Association of Facilitators
- Strategic Planning Association
- National Association of Women Professionals
- NEA American Recovery and Reinvestment Act panelist
- National Endowment for the Arts (NEA) –Museums, panelist
- The South Side Community Art Center (Advisory Committee)
- The City of Chicago's Human Relations Commission, former Chairperson, Women's Advisory Council

PUBLICATIONS

Co-authored, Mapping Cultural Participations, The University of Chicago Cultural Policy Center, 2006, coauthored *The Art and Activism of Marion Perkins*, Third World Press (2013)

TRAVEL

Africa • Asia • The Caribbean • Central America • Europe • The Middle East • South America • the former Soviet Union