

Nancy Denholm, MFA

nkdenholm@gmail.com (561) 346-5820

Electronic Resume: www.theatremanagement.com

TEACHING PHILOSOPHY

Education has always been an integral part of my life...from my days tutoring GED students, volunteering in the math lab and teaching in the classroom at a community college to today where I teach primarily online college level courses. I believe in active learning where students participate in the process of learning. Online teaching works perfectly for this teaching philosophy. Whenever possible I incorporate my professional experiences into my teaching to give students a reference to the real world. I believe I am the facilitator for my students' learning. I am highly engaged with my students and communicate with them on a daily basis.

My online courses accommodate visual, aural and read/write learning styles through videos, photos and written assignments. My Theatre Appreciation students are required to attend a live performance and then apply what they have learned over in the course in a written review of that performance... this adds an experiential learning component to the course. At the University of Kentucky my students work with an actual arts organization throughout the course to create their project. All my lessons include a discussion on a topic that each student writes about and then replies to two other students. I actively participate in the discussions throughout the course and encourage students to use their own experiences in their comments. My online classes are usually fully enrolled and my student evaluations excellent.

EDUCATION:

Florida State University
Degree: Master of Fine Arts - 1981
Area of Study: Theatre Management
Graduated with Honors

Florida Southern College
Degree: Bachelor of Science - 1977
Major: Business Management/Marketing
Graduated Magna Cum Laude

AREAS OF EXPERTISE:

All areas of arts management including marketing, media relations, personnel management, fundraising, financial management, budgeting, community partnerships, board development, volunteer coordination, facility management, strategic planning, arts education and programming.

TEACHING EXPERIENCE

UNIVERSITY OF KENTUCKY - College of Fine Arts - Department of Arts Administration
2017 - present

Financial Management for Arts Organizations (AAD 625)

Online with **LMS - Canvas** - Course covers key topics of financial management including accounting practices, interpreting financial statements, creating mission-driven budgets, analyzing cash flow, developing cost-benefit analyses and managing investments.

Financial Management for Fundraising (AAD 626)

Online with **LMS - Canvas** - Course covers the key topics of financial management that are included in AAD 625 but is designed for all nonprofit organizations including social service, religion, education and the arts.

Fundraising: identifying and Cultivating Individual Donors (AAD 540)

Online with **LMS - Canvas** - Course covers the necessary skills to solicit contributions from individuals by focusing on identifying and cultivating potential donors. The course includes developing a "case for giving", short and long term campaign strategies, planned giving, donor benefits and acknowledgements. It concludes with students making an actual "ask" to a potential major donor. I designed this course to build on the general knowledge students obtained from AAD 640.

Nancy Denholm - continued

SHENANDOAH UNIVERSITY Conservatory Arts Academy

Performing Arts Leadership & Management (PALM) - 2019

Financial Management for Arts Organizations (PALM 517)

Online with LMS - Canvas - Course covers all the key topics of financial management including financial statements, cash flow and budgeting.

PALM BEACH STATE COLLEGE

2013 - present **Theatre Appreciation (THE1000)**

Online with **LMS - Blackboard Learn** - I designed this basic humanities core course to include theatre history, production elements and acting styles for the non-major. Each lesson in the course includes videos, photos and discussions in addition to quizzes. All classes have been fully enrolled.

PALM BEACH STATE COLLEGE

1995 - 2001 **Acting I (TPP 2100) and Acting II (TPP 2111)** Classroom - basic principles of acting including extensive participation and the study of various methods and styles of acting.

COLORADO STATE UNIVERSITY

Video E-Lecturer for the LEAP Institute for the Arts

February 2016 "The Art of Facilitation"

November 2016 "Assessing and Managing the Emotional Intelligence of the Arts Leader"

February 2017 "Creating and Maintaining a Positive Culture in an Arts Organization"

February 2017 "The Art of Decision Making"

November 2017 "Cultivating Donors in a Donor-Centric Arts Organization"

January 2018 "Hiring and Managing the Artistic Employee"

PROFESSIONAL EXPERIENCE:

1993 – January 2016 (retired)

PALM BEACH STATE COLLEGE, Palm Beach Gardens, FL

EISSEY CAMPUS THEATRE - Theatre Director

Responsible for the full operations of a 750 seat performing arts facility

Opened the facility in 1994 as the Theatre's 1st Director

- Established all policies, procedures and administrative systems
- Work with over 50 user groups a year providing consulting services in marketing, contracting, personnel issues, Board relations, etc.
- Coordinator for all college & community partnership activities
- Responsible for all facility lease contracts. Built rentals to 50+ groups a year in three years. Doubled the annual facility rental revenue in five years
- Develop and implement an annual budget of \$300,000+. Supervised a full time staff of five
- Develop and implement all marketing campaigns. Built the professional artist series *Arts in the Gardens* in four years to over 90% capacity
- Established the *Arts in the Gardens for Young People* series in 2011 featuring free performances for local school children - reached 3000 children in the first year. Increased to 5000 a year in three years.
- Handle all media relations and act as spokesperson for the theatre. Make speeches to community groups to promote theatre and college
- Set-up and raised the initial \$150,000 for theatre endowment fund. Fund now stands at \$500,000+
- Supervise and train the volunteer usher program. Built the program to over 120 active volunteers



1993 - 2016

OTHER PALM BEACH STATE COLLEGE ASSIGNMENTS:

SEARCH COMMITTEES: served as both chair and committee member for faculty and professional positions

SACS (Southern Accreditation for Colleges and Schools) – Committee Chair for Financial and Physical Resources.

Member of Steering Committee 1999 - 2001

AFC (Association of Florida Colleges) – Chapter President 2000 – 2002

MARKETING, STUDENT SUCCESS, EMPLOYEE RECOGNITION, LEVIN FUND, COORDINATING COUNCIL, VETERANS DAY and STRATEGIC PLANNING COMMITTEES – committee member and chair

Nancy Denholm - continued

2002 - 2003

KEAN UNIVERSITY (Union NJ) Consulting Services

Conducted complete operations overview on the three theatres at Kean University including staffing, scheduling, finances, marketing, facility renovations and programming. Assisted in the search for an Executive Director. Trained the new director and did periodic progress reports on operations.

1991 - 1993

BURT REYNOLDS INSTITUTE FOR THEATRE TRAINING (BRITT)

a nonprofit theatre training program and equity theatre, Tequesta, FL

Director of Operations and Marketing Services - responsible for all marketing and media relations as well as general operations including box office supervision and implementing policies and procedures

1989 - 1991

ALTERED STAGES, INC. - nonprofit theatre ensemble - Clearwater, FL

Co-Founder, Trustee and General Manager - responsible for general management including marketing, media relations, budgeting, grant writing and fundraising. Trustee responsibilities included season selection, artistic direction and policy setting

1981 - 1989

PACT, Inc. – RUTH ECKERD HALL

2100 seat performing arts center-Clearwater, FL

Asst. to the President for Grants and Special Projects 1987-1989

- Responsible for all grant writing since 1981. Involved with state lobbying efforts and long-range planning

Director of Education - 1981-1987

- Established the Hall's initial arts education program including In-School-Time • *Built the program in three years to serve over 75,000 young people a year with an budget of \$300,000 and a staff of 20 plus volunteers*

Director of Marketing -1981-1984

- Responsible for the design and implementation of all ticket campaigns
- Set up initial box office operations and supervised staff of 25. Annual ticket sales totaled \$4 million
- Established and implemented the center's membership campaign resulting in over 10,000 members in two years
- Initiated and implemented volunteer program for over 500 volunteers
- Established, administered and participated in Speaker's Bureau making over 100 speeches throughout the community



ACHIEVEMENTS

Member of Screen Actors Guild since 1991 with experience in TV, film and stage acting

Career Mentor for Palm Beach State College Students - 2000 - present

Mentor for Young Entrepreneurs Academy (YEA) – 2013-2014

Adjudicator for Thespian Individual Events District X

Adjudicator for Pathfinder Scholarship Awards in Drama

Adjudicator for State Speech Competition at Palm Beach State - 1995

Keynote Speaker for Palm Beach State Phi Theta Kappa Honor Society – 2001

Welcome Address for Congressional Youth Awards – 2013 and 2014

COMMUNITY SERVICE

Volunteer Tutor for the Math Lab at Palm Beach State

Volunteer GED Tutor for Palm Beach County Schools

Volunteer Reading Tutor for Martin County Schools

MEMBER OF:

Association of Arts Administration Educators - 2015 - present

Northern Palm Beaches Cultural Alliance, Treasurer – 2005 - present

Screen Actors Guild (SAG)

Omicron Delta Kappa - Leadership Fraternity/Honor Society

Delta Sigma Pi - Business Honorary Fraternity

Alpha Psi Omega - Drama Honorary Fraternity

Who's Who in American Colleges and Universities-1978

PROFESSIONAL REFERENCES - available on request

