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MELANIE BEENE TALKING POINTS

- o Ms. Beene is a management consultant on contract to the Endowment who competed for a cooperative agreement to provide technical and management assistance to developing arts organizations. Melanie Beene's organization proposed the lowest budget and was ranked first by each member of the review panel. Ms. Beene's hourly rate was competitive with the other proposals.

- o Ms. Beene arranges for technical assistance to be provided by a team of nonprofit management consultants. These consultants assist approximately 45 organizations each year in long-range planning and management training. Travel and per diem expenses for management consultants are intrinsic to providing these services.

- o Arts organizations benefit tremendously from the input of trained private sector management consultants. These consultants enable non-profit organizations to be more self-sufficient, make effective business decisions and plan their budgets efficiently. Such programs, encouraging arts organizations to learn how to help themselves are exactly what the Endowment should be about.

- o One of our central goals in establishing the Arts Endowment was to allow cultural organizations to become more viable, to diversify and bring a wider variety of programs to the American people. It was well understood at that time that government cannot make culture; our purpose was to ensure that arts events would

become more accessible to more people. The Endowment's efforts to encourage artistic self-sufficiency by helping provide financial and technical consultants ought to be supported.