

DAVID A. KAPLAN, Esq.
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(917) 208-2105

PROFESSIONAL & BUSINESS SKILLS

Grant Writing & Fundraising; Strategic Planning; Motivational Speaking & Presentations; Change Management; Construction Management; Program Development & Evaluation; Capital Campaigns; Board Development; Profit and Loss Analysis; Project Management; Staff Hiring, Training and Retention; Legal Analysis; Special Events; Government Contracts; Facilities Management & Upkeep

EDUCATIONAL BACKGROUND

Vassar College: Bachelor of Arts, *cum laude*, Political Science, June 1983

Hofstra University School of Law: *Juris Doctor*, 1986

Member, New York State Bar, 1986 – Present

PROFESSIONAL EXPERIENCE

Children's Museum of the Arts, New York, NY

Executive Director, May 2010 – August 2012

- Responsible for all administrative, fiscal, and operational objectives of a Manhattan-based Children's Art Museum during a period of rapid institutional growth and change.
- Responsible for design, construction, financing, and fundraising for CMA's new 10,000 sq ft state-of-the-art museum and art-making space in Lower Manhattan (opened successfully 10/1/11).
- Led CMA's re-branding and marketing strategy and helped develop new website and blog to support new identity, space and programs.
- During first year in new space, drove revenue expansion from \$1.7 million to \$2.7 million and program expansion from 60,000 to 120,000 served annually.
- CMA's accomplishments, exhibitions and programs featured prominently in major media outlets, including *NY Times*, *Crain's* and NY1 through strategic public-relations campaign.
- Established new free programs including those serving teens, homeless families and children with physical challenges, driving CMA's population served free to over 25,000 in FY12.

YMCA of Greater New York

Executive Director, Chinatown YMCA, November 2006 – April 2010

- Responsible for all administrative, fiscal, and operational objectives of a multi-site YMCA branch.
- Annually, branch provided \$300,000 in financial assistance for programs and \$2,000,000 in free services in the lower Manhattan community.
- Management of \$6,000,000 budget, including membership and government revenue streams.
- Established community center on LES and expanded tri-lingual ACS Family Support Program.
- Led YMCA's New American Welcome Center in Chinatown and LES.

B.E.L.L.: Building Educated Leaders for Life, Bronx, NY

Regional Director/Deputy Director: April 2005 – November 2006

- Managed rapid growth of BELL's New York Region by devising and implementing operational, fiscal, and administrative systems related to staffing, programming, budgeting, and metrics.
- 2006: Managed \$3,000,000 budget and ten afterschool sites in NYC Region.
- 2005: Led BELL's nationally-recognized summer program for 350 at-risk scholars.

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PROFESSIONAL EXPERIENCE (continued)

Greenwich Village Youth Council, Inc., New York, NY

Associate Executive Director/Chief Operating Officer: September 1995 – March 2005

Director of Development/Program Director: July 1993 – August 1995

Associate Director of Development: September 1992 – June 1993

- Developed and managed free programs for at-risk/disenfranchised youth/families through various modalities (i.e., street outreach, community center, drop-in center, & school-based programs).
- Integrated youth development into all facets of program operations.
- Created extensive Family Support & Respite Program on the Lower East Side.
- Integrated arts programs and art therapy into several different service modalities, including a drop-in center for at-risk teens and several community centers.
- 1994: Established Greenwich Village Girls Basketball & West 4th Street Youth Basketball leagues
- 1993-2002: Created and managed extensive summer youth-employment program
- 2004: GVYC, Humanitarian of the Year (Greenwich Village-Chelsea Chamber of Commerce).

David A. Kaplan, Esq., New York, NY: *Sole Practitioner: May 1987 – June 2004*

Matthew Bender & Company, Inc., New York, NY

- ***Outside Author: February 1993 – May 1996:*** Wrote chapters on legal topics of interest to lawyers for large legal publishing company.
- ***Senior Publication Manager: May 1988 – May 1992:*** Planned, organized, and supervised the research, writing, and publication of legal treatises for lawyers and generated \$2,500,000 in revenue.
- ***Legal Writer/Senior Legal Writer: May 1987 – April 1988:*** Researched, wrote, and edited legal materials for treatises.

Fischer & Burstein, P.C., New York, NY

Clerk/Associate Attorney: June 1984–April 1987: Clerked and later worked as an attorney for a general practice firm; obtained extensive business/legal experience while attending law-school.

ADDITIONAL PROFESSIONAL ACTIVITIES

- **Guest Lecturer**, NYU School of Social Work, Public Administration (2011, 2012)
- **Capital Campaign Presentations:** Delivered multiple high-level presentations to support CMA's MAKE ROOM FOR ART Capital Campaign from 2010 to 2012
- **Certified Drug & Alcohol Prevention Professional (CPP)**, NYS OASAS (1999 - 2005)
- **Mentor**, Ascent Mentorship Program, Partnership for Afterschool Education (PASE): Jacob Riis Settlement House (2008-09); Bowery Mission, Kids With A Promise (2003)
- **Public Member**, Community Board 2 Youth Committee (May 1995 - December 2004)
- **Testimony** before the City Council on a number of issues, including youth mental-health; the impact of September 11th, and homeless youth service gaps.
- **Featured Presenter**, Statewide Conference on At-Risk Youth, *Be Who You Want Them to Be, Not Who They Want You to Be: Constructive Approaches to the Youth Culture* (1998); NYS Office of Alcoholism & Substance Abuse Servs., *Mental Health Services in Drop-In Centers* (Albany, NY 1995, 1997, 2000)

**References, Writing Samples & Press Clips
Furnished Upon Request**

DAVID A. KAPLAN, Esq.

Program Design, Grant Writing, Program Evaluation & Management

Served as program designer, grant writer, program manager or, alternatively, liaison with grant-making institution for the following successful major initiatives designed to reach, engage, and empower at-risk youth, teen and young adults.

This is a partial listing and does not include individual donations, smaller grants, and awards from numerous government officials to support free initiatives for at-risk youth and teens.

1992-1994

NYC Department of Youth Services: \$65,000 to provide arts, athletics and counseling programs for children and teens in CB2

New York Community Trust: \$50,000 for drop-in/counseling/referral services

Van Ameringen Foundation: \$50,000 to provide HIV-prevention services

NYC AIDS Fund: \$25,000 to provide peer-based HIV prevention

Federal Administration for Children & Families: \$350,000 over three years to provide a drop-in arts and counseling center homeless and runaways teens

NYS AIDS Institute: \$125,000 for four consecutive years to provide peer-based street outreach and counseling

NYS Office of Mental Health: \$65,000 per year for ten years to provide family support and respite services to families on the Lower East Side

1995-1997

NYC Department of Youth Services: \$55,000 to provide counseling and referral to teens who lived in or spent time in CB2

Van Ameringen Foundation: \$75,000 to provide HIV-prevention services to lgbt teen and young adults

NYC AIDS Fund: \$25,000 to provide peer-based HIV prevention

1998-1999

NYC Department of Youth Services: \$50,000 to provide arts and athletics programs for at-risk youth from CB2

NYC Department of Youth Services: \$34,000 for citywide services

NYS Division for Youth: \$30,000 for three years to engage at-risk teenagers

New York Community Trust: \$50,000 for outreach to lgbt teens and young adults.

Van Ameringen Foundation: \$150,000 to establish a new drop-in center for lgbt youth and their supportive peers

NYC AIDS Fund: \$25,000 for peer-based street outreach programs

2000

NYC Department of Youth & Community Development: \$350,000 per year for six years to provide 24 hour street outreach, counseling, feeding and safe transport to shelter for the city's homeless youth population

NYS Division for Youth: \$125,000 Advantage Grant for free afterschool program

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2001-2005

Federal Emergency Management Agency: \$27,000 per year for a multi-year feeding grant for homeless and runaway risk teens and young adults
Project Liberty: \$57,000 in emergency community counseling services after 9-11
NYS Office of Alcoholism & Substance Abuse Services (Communities that Care): \$100,000 as convener of a strategic Lower Manhattan coalition to identify and address community issues

2007-2009

NYC Department of Youth & Community Development: \$350,000 per year for three years for Beacon Program at MS 131
NYC Administration for Children's Services: \$450,000 per year for three years for citywide tri-lingual foster care prevention and counseling program
NYC Department of Youth & Community Development: \$250,000 per year for three years for Cornerstone Initiative to run NYCHA community center on LES
Liu Foundation: \$100,000 for two years for free programming at Millennium HS
NYS 21st Century Learning Center: \$250,000 per year for three years to provide educational support services for K-5th grade students at PS 126

2010-2012*

** CMA Development Director helped write initial drafts of these program proposals; staff implemented the grant*

Lower Manhattan Development Corporation: \$250,000 for two years to run a free teen center
Hedge Funds Care: \$25,000 per year for three years to run art-therapy and foster-care prevention program
Institute for Museum & Library Science: \$40,000 for museum education services
Individual Donor: \$37,000 per year (renewable) to provide access and occupational therapy for children with physical disabilities
Individual Donor: \$35,000 for Restart program to provide arts programs in a homeless shelter.
NYC Department of Cultural Affairs: \$37,000 per year for three years
NYC Department of Youth & Community Development: \$20,000 at four different sites for Cultural After School Adventures (CASA) school-based arts and education programs
CMA secured over \$3,700,000 in capital funding from various individual, foundation and government sources ranging from \$1,000 to \$500,000 during this period at the organization (led by capital campaign steering committee)