

*“Our mission is to improve the financial performance of our clients’ restaurants, foodservices, retail stores and facility rentals; and enhance the customer and public perception of the facilities and services.”*

## SERVICES

**MANASK & ASSOCIATES** has offices from coast to coast assisting clients with *operational and financial evaluations* for their restaurants, foodservices and facility rentals. We provide the following services for Museums, Zoos, Aquariums, Botanical Gardens, Historic Homes, Corporations, Colleges, Schools and others.

### Evaluation – Needs Assessment

Review the client's current operation, contract (if outsourcing) and services. This review includes, but is not necessarily limited to: purchasing, staffing, merchandising, business plans, menus, food production, the books and records of account, and providing quantitative evaluations and recommendations that will improve customer service and/or client financial results.

### Self-operation vs. Outsourcing

Assist and guide our client through a careful and thorough process in order to determine which method of operation is best suited for them.

If client selects outsourcing, we prepare and distribute a Request for Proposal (RFP), identify prospective operators, assist with the review and analysis of proposals, and operator selection, and negotiate the *most favorable* contractual terms and conditions. Similar services are available to establish or update an "approved caterer" program.

### Contract Negotiations & Contract Compliance

Negotiate or renegotiate a more favorable and fair contract between our client and the operator. Audit contract compliance during life of contract.

### Expansion/Renovation Programming & Planning

If you are planning an upgrade, expansion, remodeling and/or building a new facility, we work with your architect as part of the project team providing foodservice -related input throughout the process.

### Facility Rentals, Special Events & Catering

Provide advice and counsel regarding effective facility rental and special event programs, including exclusive and non-exclusive catering relationships, contracting and financial evaluation.

### Benchmarking with Other Cultural Institutions

Learn how your foodservice, catering and facility rental fees compare to other local similar cultural institutions and/or competitive locations.

### Market Research & Customer Preference Surveys

Using intercept and direct customer survey techniques, we help you learn more about your current and prospective customers and advise you on how to use this information to improve sales, per capita spending, customer counts and bottom-line performance.

### Food Safety & Sanitation Compliance

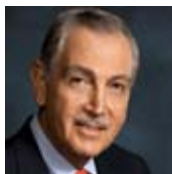
Comprehensive on-site inspections, with digital photo documentation, including: Complete front and back-of-the-house inspections, personnel practices, consumer protection, receiving and storage, truth-in-menu compliance, equipment maintenance and sanitation, permits and signage, food borne illness procedures in place, and plumbing and fixtures. Written report with findings and recommendations with references to most current FDA Food Code.

### Sustainable Practices

Align foodservice and catering with your institution's sustainability program.

## PRINCIPALS

### ARTHUR M. MANASK



Arthur M. Manask is founder and CEO of Manask & Associates, a consulting firm that provides management advisory services to cultural and other institutions that have in-house restaurant and catering services.

Clients in the cultural sphere include museums, botanical gardens, historic homes, aquariums and zoos. Other clients include business corporations, colleges and schools. The company services its clients from offices throughout the U.S.

He has more than 30 years experience in the foodservice industry. His experience includes 16 years as President and owner of his own foodservice management companies, 14 years experience in senior operating positions with two national foodservice organizations, and 16 years heading consultant firm Manask & Associates. His multi-unit operating experience includes corporate dining; school and college dining; leisure and recreational foodservices; museum restaurants/cafés (including opening and operating cafés and catering services at the Getty Villa in Malibu, CA and the Los Angeles County Museum of Art in the '60s and '70s); on-premise, off-premise and special event catering; commercial restaurants; and tablecloth dining.

He is a past chairman and member of the Board of Directors of the **California Restaurant Association** for 30 years. He is also a former member of **Young President's Organization** and current member of World President's Organization. Manask & Associates' professional affiliations include **American Association of Museums**, **American Society of Technological Center**, **Society for Food Service Management** and the **American Zoo and Aquarium Association** among other national, regional and state cultural institution trade associations.

### DON J. AVALIER, FCSI, FMP

Educated at UCLA, his professional experience includes positions as Vice President-Operations for Longchamp's, Inc. of New York, Area Director of Food and Beverage for Sheraton Corporation



of America, Corporate Director-Food and Beverage for Princess Cruises Resorts and Hotels, and Corporate Director-Food and Beverage of American Golf Corporation. Don is a member of Food Consultants Society International (FCSI), the California Restaurant Association and one of a limited number of Foodservice Management Professionals (FMP) accredited by the Educational Foundation of the National Restaurant Association.

Don began working with Manask & Associates in 2000 after more than 25 years of operational experience and 10 years as a foodservice consultant. Accepted by the courts as an "industry expert," Don also provides litigation support to attorneys with expert witness support and consulting services. Some of Don's client projects include, but are not limited to: City of Santa Monica – Resource Management Department, Palm Springs Aerial Tramway, Museum of Latin American Art, Hanford Reach National Monument Interpretive Center, Mauna Kea Astronomy Education Center, Audubon Zoo, California State Railroad Museum, Experience Music Project, Honda Proving Center of California, Indian Ridge Country Club, Moon Valley Country Club, Spencer's Restaurant, Four Oaks Restaurant, Johnny Rockets, and Maple Drive Restaurant.

### ROBERT D. SCHWARTZ



Rob, who resides in Detroit, MI, joined Manask & Associates in 2003 and works with cultural institutions throughout the country. Rob has over 30 years experience in the hospitality business that covers contract management with ARAMARK and

Sodexo as well as private restaurants. He received his MBA from Michigan State University and majored in Hotel, Restaurant and Institutional Management. He received his BA from Alma College with a Business Administration major.

Rob's experience covers operational and financial management for foodservice in Businesses, Hospitals, Colleges, and Museums. Some of Rob's client projects include, but are not limited to: Detroit Institute of the Arts, Albright-Knox Art Gallery, Zoo Atlanta, Anchorage Museum of History & Art, Indianapolis Museum of Art,

Central Illinois Regional Museum, Cincinnati Museum Center, Amgen, Inc., RAND Corporation, Louisville Science Center, Toledo Museum of Art, Paramount Pictures Studios, and EdVenture Children's Museum. His international experience includes three years in Mexico focused on the Maquiladora industry on the border as well as project consulting/analysis in Argentina. Rob is fluent in Spanish.

## **ASSOCIATES**

### **MATT MUNDOK, FMP**

Matt's experience includes more than 18 years of consulting and on-site operations management experience in business dining, cultural institution, and college and university food service. His experience also includes design services work in the U.S., Canada and Europe. A proven project manager, Matt's knowledge of information technology, space planning, financial analysis and the development of strategic retail food service programs has earned him high marks with clients, employees and service providers.

Matt has successfully led numerous food service evaluation, strategic planning and operator selection projects for clients across the country. He has also been an innovator in the areas of point-of-sale (POS) systems and cashless payment solutions. His experience includes developing information technology strategies and systems that include common POS platforms, remote order entry, and data warehousing solutions to drive revenue growth and operator efficiency. Matt has been a featured speaker for technology forums, has served on advisory boards for software manufacturers and speaks

regularly at Penn State University, School of Hospitality Management.

Matt is currently an active member in Society for Foodservice Management (SFM), National Association of College & University Food Services (NACFUS) and International Facility Managers Association (IFMA) where he is leading development of the Restaurant and Foodservices Community. Some of Matt's client projects include, but are not limited to: the National Law Enforcement Museum, Grounds for Sculpture, Imiloa Astronomy Center and University of Central Missouri.

### **RAY COEN**

Ray Coen has teamed with Manask & Associates to work with the Los Angeles Zoo, The Minneapolis Institute of Arts and the Science Museum of Minnesota, among others, in developing marketing and business plans for the Special Events Department of public attractions. Ray started his consulting firm in 1981. He has built a successful practice, building sales volume for a variety of clients in the restaurant industry. He works with chains and institutions of every size and at every dining level on issues of business strategy and marketing. His client list includes the revival of Boston Market, KFC, Islands Burgers, King's Hawaiian Restaurants and Bakeries, Winchell's Donuts, Sizzler, Ponderosa, The Daily Grill chain and others. Uniquely, he also consults to supermarkets and other retail chains, as well as packaged goods companies. This enables him to bring retailing expertise and brand building skills to the foodservice industry. Some of Ray's work on client projects includes: The Minneapolis Institute of the Arts, a destination restaurant study for Rock & Roll Hall of Fame/Great Lakes Science Center, and the National Zoo.

## SERVICES

**MANASK & ASSOCIATES** has offices from coast to coast assisting clients with a variety of services for their gift shops. We provide the following services for Museums, Zoos, Aquariums, Botanical Gardens, Historic Homes, Corporations, Colleges, Schools and others.

### Evaluation – Needs Assessment

Review the client's current store and retail operations, contract (if outsourcing) and services. This review includes, but is not necessarily limited to: buying, inventory control, staffing, merchandising and display, mission-related product selection, retail pricing, store layout, performance measurements, benchmarking with other similar institutions, operations, customer service, sales techniques, expense controls, branding, business plans, and providing quantitative evaluations and recommendations that will improve financial results, image and customer service.

### Self-operation vs. Outsourcing

Assist and guide our client through a careful, thoughtful and thorough evaluation process to help determine which method of operation is best suited for them.

If client selects outsourcing, we prepare and distribute a Request for Proposal (RFP), identify highly qualified prospective store operators, assist with the review and analysis of proposals, and operator selection, and negotiate the *most favorable* contractual terms and conditions.

### Store Layout & Programming

If you are planning a new store or renovation of an existing store, we can provide expert advice, guidance and direction to client and client's architect to be sure the retail presence is the appropriate size and layout to

provide high-quality customer service and optimize revenues. These services include: the layout and design of store fixtures and check-out counter to optimize merchandising, speed of service and customer flow, specification and selection of the point-of-sale system to be certain the appropriate accounting and tracking systems are in place, signage, and all related services.

### Customer Service & Sales Training

We will work with and train your store management and staff with an effective training program to optimize customer satisfaction and revenue.

### Store Manager Selection

If you need to hire a store manager, we can assist you through the process of developing a comprehensive job description for your store manager, advising you on an appropriate compensation package, sourcing prospective store managers, and providing initial screening and evaluation.

### Other Services

Other consulting services include:

- ✓ E-Commerce
- ✓ Exhibition store planning and implementation
- ✓ Business plan review and preparation
- ✓ Wholesale and satellite stores
- ✓ Sustainable practices
- ✓ Benchmarking

## PRINCIPALS

### JOAN DOYLE



Joan Doyle has 25 years of diversified retail planning and management experience with emphasis on store operations and strategic planning. Her project services include store evaluations, feasibility studies, profitability improvements, store design and renovations, buying, product development, staff coaching, and new store openings. Her diverse client list includes public agencies; fine arts, history and science museums; and performing arts and cultural organizations. Some of Joan's client projects include, but are not limited to: Seattle Art Museum, Brooklyn Children's Museum, Fort Worth Museum of Science and History, McNay Art Museum, James A. Michener Art Museum, National Constitution Center, Philadelphia Orchestra, Philadelphia Zoo, the Franklin Institute, and the Pennsylvania Conventions Center. In addition, Joan has worked with specialty market retailers such as the NFL, casinos and major event attractions.

Joan is a recognized speaker and writer on the topic of museum retail planning and business improvement strategies and has presented for the PEW Charitable Trusts, the Nonprofit Finance Fund, the Museum Store Association and Global Shop. Joan is an avid enthusiast of the arts and has served as president and development chair for Collab, the committee that supports modern design at the Philadelphia Museum of Art.

### MARJORIE SHELDON



Marjorie Sheldon, recognized internationally as an expert in her field, serves as a consultant to non-profit organizations, including aquariums, botanical gardens, museums and zoos. Her Projects have included directing the planning, design and merchandising of new stores, managing store renovation projects, business reviews, concession evaluations, new business development, business start-up and visual merchandising. Some of Marjorie's client projects include, but are not limited to: the Los Angeles County Museum of Art, Woodland Park Zoo, Science Museum of Minnesota, Hanford Reach National Monument Interpretive Center, Seattle

Aquarium, Seattle Chinese Garden, Detroit Zoological Institution, Melbourne Zoological Garden and the San Francisco Zoo.

As director of merchandising for the Zoological Society of San Diego for 20 years, Marjorie was responsible for all merchandising activities for the San Diego Zoo and the San Diego Wild Animal Park, as well as management of the Society's 38,000-square-foot warehouse facility. She provided leadership to more than 300 employees and directed all planning, budgeting, buying, display and revenue tracking for more than 40 sites within the two facilities. Under her leadership, retail sales tripled and numerous revenue opportunities were realized. She was instrumental in the Society's long-range planning efforts and introduced innovative practices to ensure a leading edge in the industry.

### SHELLEY L. STEPHENS



Shelley Stephens has been in the retail profession for almost 30 years. She spent 17 years as Director of Merchandising at the Natural History Museum of Los Angeles County, where she expanded the retail operations from two stores to six permanent stores and set up 12 special exhibition stores. She also produced a wide variety of custom products and established a wholesale division to market these products to venues worldwide. Since 1993, Shelley has been providing consulting services to stores at cultural institutions across the country. She specializes in directing the planning, design and merchandising of new stores, as well as managing store renovation projects. She has also assisted institutions in areas such as providing store audits and evaluations, retail management and point of sale searches, producing new products, compiling feasibility studies, implementing e-commerce sites, concession evaluation, buying and visual merchandising. Some of Shelley's client projects include, but are not limited to: the Los Angeles County Museum of Art, City of Los Angeles (Griffith Observatory), California Academy of Sciences, Agua Caliente Cultural Museum, Chicago Symphony Orchestra, the Los Angeles Central Library, the San Diego Museum of Art, the Ocean Institute, and the Museum of Glass in Tacoma, WA.

## Art Museums

*Manask & Associates provided hands on, client tailored professional guidance that enabled the Dallas Museum of Art to select a foodservice operator that met our specific requirements. The whole process was handled efficiently and effectively and at a fair and reasonable cost.*

### **Dallas Museum of Art**

Jeffrey R. Guy, CFO

*When we decided to change the contractual arrangement with our food services provider, Manask & Associates proved to be an outstanding resource. Their knowledge of best practices, benchmarking information from similar institutions, and advice on critical contract elements proved invaluable in restructuring our contract and improving our overall approach to events and food services.*

### **Detroit Institute of Arts**

Loren N. Lau, VP & CFO

*I've viewed Manask & Associates as an extension of my business planning team for nearly 20 years. From food service RFP's and contract negotiations, to event business development planning and retail operation analysis, Art Manask and his crew have provided detailed data that was crucial to our decision making process.*

### **Los Angeles County Museum of Art**

Melody Kanschat, President

*There's an art to improving income. We discovered that when we worked with Manask & Associates. With their guidance we exhibited more than beautiful paintings. We exhibited an improved bottom line.*

### **Norton Museum of Art**

Jane M. Pangborn, Director of Administration

*We wanted our new art facility to offer the very best food and beverage services. Working within a short timeframe, Manask & Associates really delivered.*

### **Tampa Museum of Art, Inc**

John P. Wren, Chief Operating Officer

## Other Museums

*Manask & Associates gave us exactly what we needed -- a thoughtful, thorough look at our rentals and food service operations. The new options they brought to the table not only increased our revenue but helped us to better serve our visitors.*

### **Autry National Center**

Luke Swetland, VP and Chief Operating Officer

*When you're serving hundreds of thousands of visitors a year, the quality and financial results of your foodservice are equally important. Manask & Associates helped immensely in both these areas.*

### **Cincinnati Museum Center at Union Terminal**

Douglass W. McDonald, President & CEO

*One of our financially troubled historic sites had an unacceptable hospitality business arrangement. Manask & Associates conducted a detailed evaluation of our market and candidate caterers and, thereafter, set forth a clear business plan that is now being implemented.*

### **National Trust for Historic Preservation**

Kenneth R. Woodcock, Trustee

*"Manask & Associates played a critical role in helping the Tampa Bay History Center form a partnership with the famed Columbia Restaurant, a partnership that has contributed greatly to our institution's success. The Manask team guided us through every step of the process, ensuring that we understood both challenges and opportunities museums like ours face when establishing a food service operation. Their knowledge and experience was invaluable."*

### **Tampa Bay History Center**

C.J. Roberts, President & CEO

## Performing Arts

*When we were looking for the very best caterers and a cafe operator, Manask & Associates provided a wonderful selection of candidates. In theater, team effort is everything and having Manask & Associates as part of our team resulted in a first-class performance.*

### **Arena Stage**

Edgar Dobie, Managing Director

*Working with Manask & Associates really works. And it works fast. Within a year their expert advice helped us in so many areas. Earned income, capital investment and foodservice contract negotiation. It's easy to see why Manask & Associates is number one in its field.*

### **Ravinia**

Welz Kauffman, President & CEO

## Science Museums

*With regards to selection of our foodservice and retail partners, Manask and Associates helped us every step of the way – from the RFPs, to the interviews, selections and contracts, and last but not least, to the positive financial considerations our institution will benefit from for years to come. The opportunity to build a brand new world class museum is exciting, and we are convinced that our foodservice and retail offerings will delight future visitors as much as our exhibits and educational programming.*

### **Perot Museum of Nature & Science**

Jennifer Houston, Director of Strategic Initiatives

*If there's a science to showing a museum how to increase its profits, Manask & Associates has discovered it. With their help we successfully renegotiated our foodservice contract and watched financial performance improve. It was a pleasure doing business with them.*

### **Great Lakes Science Center**

Dr. Linda Abraham-Silver, President & CEO

*Helping us reinvent our cafe was no small task. But Manask & Associates did just that. Our cafe is a new source of pride and is earning more revenue than ever.*

### **McWane Science Center**

Tim Ritchie, President and CEO

*Manask & Associates promptly and professionally guided us through a highly competitive process involving financial return and capital investment terms. It was an absolute pleasure working with such a first-rate consulting firm.*

### **Orlando Science Center**

John Mallozzi, VP of Finance & CFO

## Zoos & Aquariums

*We wanted our foodservice and our gift shop concessions to be best among zoos and produce the best income possible. We also wanted to improve our concessions with concessionaire capital investment. Manask & Associates helped accomplish our goals.*

### **Cleveland Metroparks Zoo**

Steve H. Taylor, Director

*It was a pleasure working with Manask & Associates. Their expert guidance through the entire process helped us improve our concessions and retail operations.*

### **Detroit Zoological Society**

Ida B. Tomlin, Chief Operating Officer

*I can't say enough about the expertise of Manask & Associates. Their direction of our new foodservices produced amazing results, higher earned income than we could have achieved on our own. Our working relationship -- if you'll pardon the pun -- went swimmingly.*

### **Seattle Aquarium Society**

Robert W. Davidson, CEO

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Business and professional references are available from the following institutions/firms/companies. The following listings are for identification purposes only and do not constitute an endorsement by any of those listed. Individual's names and telephone numbers will be furnished upon request.

**ART MUSEUMS**

- Albright Knox Art Gallery
- Akron Art Museum
- Anchorage Museum of History and Art
- Art Museum of Western Virginia
- Asian Art Museum of San Francisco
- Sterling and Francine Clark Art Institute
- Cleveland Museum of Art
- Columbus Museum of Art
- Crocker Art Museum
- Crystal Bridges Museum of American Art
- Currier Museum of Art
- Davis Museum and Cultural Center, Wellesley College
- Dallas Museum of Art
- Delaware Art Museum
- Denver Art Museum
- Detroit Institute of Art
- Ella Sharp Museum of Art & History
- Fenimore Art Museum
- Frederick R. Weisman Art Museum
- Frist Center for the Visual Arts
- Gilcrease Museum
- Heard Museum
- Indianapolis Museum of Art
- Institute of Contemporary Art
- Isabella Stewart Gardner Museum - Boston
- James A. Michener Art Museum
- Julie Collins Smith Museum of Art
- Las Vegas Art Museum
- Long Beach Museum of Art
- Los Angeles County Museum of Art
- Memphis Brooks Museum of Art
- Milwaukee Art Museum
- Museum of Contemporary Art Cleveland
- Museum of Fine Arts
- Museum of Latin American Art
- Museum of New Mexico Foundation
- National Gallery of Art
- Nelson Atkins Museum of Art
- Nevada Museum of Art
- Norton Museum of Art
- Norton Simon Museum
- Oakland Museum of California
- Palm Springs Art Museum
- Phoenix Art Museum
- Portland Art Museum

**(ART MUSEUMS CONTINUED)**

- Price Tower Arts Center
- San Angelo Museum of Fine Arts
- San Diego Museum of Art
- San Francisco Museum of Modern Art
- Smith College Museum of Art
- Tacoma Art Museum
- Tampa Museum of Art
- The Corcoran Gallery of Art—College of Art
- The John & Mable Ringling Museum of Art
- The Minneapolis Institute of Arts
- The Saint Louis Art Museum
- The Walters Art Museum
- Toledo Museum of Art
- UCLA Hammer Museum
- Virginia Museum of Fine Arts
- Wadsworth Atheneum Museum of Art
- Walker Art Center
- Walters Art Museum
- Westmoreland Museum of American Art
- Wichita Art Museum
- William King Regional Arts Center

**SCIENCE MUSEUMS**

- Arizona Science Center
- California Academy of Sciences
- California Science Center
- Cincinnati Museum Center at Union Terminal
- Connecticut Science Center
- Denver Museum of Nature & Science
- Exploration Place
- Exploratorium
- Great Lakes Science Center
- McWane Science Center
- Museum of Science, Boston
- Museum of Science and Industry—Chicago
- Naper Settlement
- North Carolina Museum of Natural Sciences
- Orlando Science Center
- Powerhouse Science Center
- Science Center of Iowa
- Science Museum of Minnesota
- St. Louis Science Center
- TELUS World of Science
- The Mary Brogan Museum of Art and Science

## CHILDREN'S MUSEUMS

Boston Children's Museum  
 Children's Museum of Houston  
 Children's Museum of Los Angeles  
 Children's Museum of San Diego  
 Children's Museum of the Upstate  
 Cincinnati Museum Center at Union Terminal  
 Edventure Children's Museum  
 Kidspace Children's Museum  
 Mid-Hudson Children's Museum  
 National Children's Museum

## NATURAL HISTORY MUSEUMS

Cincinnati Museum Center at Union Terminal  
 High Desert Museum  
 Milwaukee Public Museum  
 Natural History Museum of Los Angeles County  
 Putnam Museum of History & Natural Science  
 The Field Museum  
 The Wild Center Natural History Museum  
 of the Adirondacks

## OTHER MUSEUMS

Adirondack Museum  
 Agua Caliente Cultural Museum  
 August Wilson Center for African American Culture  
 Autry National Center of the American West  
 Anderson—Abruzzo Albuquerque International Balloon  
 Museum  
 Blanton Museum  
 California State Railroad Museum  
 Central Illinois Regional Museum  
 Cincinnati Museum Center  
 Country Music Hall of Fame and Museum  
 Dali Museum  
 Davis Museum and Cultural Center, Wellesley College  
 Detroit Historical Museum  
 Durham Museum  
 Experience Music Project  
 Newseum  
 Gadsby Tavern Museum  
 Glenbow Museum  
 Grand Rapids Public Museum  
 Grounds for Sculpture  
 Harley-Davidson Museum  
 Hook's Drugstore Museum  
 Illinois Holocaust Museum & Education Center  
 Museum of Russian Icons  
 Museum of the Shenandoah Valley

## (OTHER MUSEUMS CONTINUED)

National Constitution Center  
 National Law Enforcement Museum  
 National Museum of the Marine Corps  
 New Museum, NY  
 New York State Museum  
 Peabody Essex Museum  
 Rock & Roll Hall of Fame + Museum  
 South Carolina State Museum  
 Spertus Institute of Jewish Studies  
 Tampa Bay History Center  
 The Hagley Museum & Library  
 The Jewish Museum – NY  
 The Farmers' Museum  
 The Mariners' Museum  
 The Sixth Floor Museum  
 Valentine Richmond History Center  
 Winterthur Museum & Country Estate  
 Vizcaya Museum and Gardens

## HISTORICAL HOMES & LIVING HISTORY CENTERS

Buffalo Bill Historical Center  
 Castle in the Clouds – Historic Lucknow Estate  
 Cheekwood Art & Gardens  
 Conner Prairie Living History Museum  
 Edsel & Eleanor Ford House  
 Hearst Castle  
 Hillwood Estate Museum & Gardens  
 La Venta Inn  
 Lyndhurst—National Trust for Historic Preservation  
 Newport Mansions—The Preservation Society of Newport  
 County  
 New York State Historical Association  
 Old World Wisconsin  
 Plimoth Plantation  
 The Living Desert

## BOTANICAL GARDENS & ARBORETUMS

Brooklyn Botanic Gardens  
 Cape Fear Botanical Garden  
 Chicago Botanic Gardens  
 Corkscrew Swamp Sanctuary  
 Descanso Gardens  
 Garvan Woodland Gardens, University of Arkansas  
 Green Bay Botanical Garden  
 Longwood Gardens  
 National Audubon Society  
 Phipps Conservatory & Botanical Gardens  
 Queens Botanical Garden  
 Rancho Santa Ana Botanic Garden  
 Snug Harbor Cultural Center & Botanical Garden  
 The Holden Arboretum  
 The Morton Arboretum

## PERFORMING ARTS & PUBLIC ATTRACTIONS

Arena Stage—The Mead Center for the American Theater  
 Dallas Center for the Performing Arts  
 Griffith Observatory  
 Heartwood Southwest Virginia Artisan Gateway  
 Heifer Project International—Education Center  
 Los Angeles Central Library  
 Los Angeles Equestrian Center  
 Lynden Sculpture Garden  
 Maunea Kea Astronomy Education Center  
 Maymont Foundation  
 Metro Parks—Tacoma  
 National Gallery of Art Sculpture Garden  
 New Center for Art & Culture  
 New Orleans City Parks  
 Pasadena Playhouse  
 Ravinia Festival  
 Reunion Tower  
 San Francisco Jazz Organization  
 Santa Monica Library  
 Seattle Center  
 Shakespeare Theatre Company  
 Stratford Hall Plantation  
 Strasburg Rail Road  
 Seattle Symphony (*Concert Hall*)  
 The Palm Springs Aerial Tramway  
 Turtle Bay Museums & Arboretum on the River

## ZOOS & AQUARIUMS

Akron Zoo  
 Aquarium of the Pacific  
 Audubon Zoo  
 Blank Park Zoo  
 Brookfield Zoo  
 Calgary Zoo, Botanical Garden & Prehistoric Park  
 Cleveland Metroparks Zoo  
 Colorado's Ocean Journey  
 Detroit Zoo  
 Los Angeles Zoo & Botanical Gardens  
 Milwaukee County Zoo  
 Monterey Bay Aquarium  
 Nashville Zoo  
 National Aquarium Baltimore  
 National Zoo  
 North Carolina Zoological Society  
 Oregon Coast Aquarium  
 Philadelphia Zoo  
 San Francisco Zoo  
 Seattle Aquarium Society  
 Steinhart Aquarium

## (ZOOS & AQUARIUMS...CONTINUED)

Virginia Aquarium & Marine Science Center  
 Virginia Zoological Society  
 Washington Park Zoo  
 Woodland Park Zoo  
 Zoo Atlanta

## GOVERNMENT AGENCIES

Canadian Government (Embassy Washington DC)  
 Canadian Museum of Human Rights  
 City of Beverly Hills—Greystone Mansion & Park  
 City of Los Angeles—Beaches & Harbor Department  
 City of Los Angeles—Recreation & Parks Department  
 City of Los Angeles—Library Commission  
 City of Santa Monica- Open Space Management & Resource Space Management  
 Hanford Reach National Monument  
 Las Vegas Valley Water District—Springs Preserve  
 Metro Parks of Tacoma  
 Seattle Center  
 Smithsonian Institution  
 State of California—Recreation & Parks Department  
 State of South Carolina  
 Tom Green County Library University of Central Missouri

## OTHER

5ive Group  
 Ann Beha Architects  
 Bay Area Community Services  
 Calvary Community Church  
 Cathedral Center of Christ the Light  
 Clevenger Associates  
 Clevenger Frable LaValle  
 Cooper Robertson & Partners  
 E&G Group  
 First Church of the Nazarene of Pasadena  
 Frankfurt-Short-Bruza, Associates, P.C.  
 Hadley Exhibits  
 Hoag Memorial Hospital Presbyterian  
 JM Zell Partners, Ltd.  
 Jones & Jones Architects and Landscape Architects, Ltd.  
 Lord Cultural Resources  
 Marble Fairbanks  
 Morongo Band of Mission Indians  
 Municipal Building Commission, Minneapolis  
 Sinai Temple  
 The Church of the Movement of Spiritual Awareness  
 The Mary Baker Eddy Library for the Betterment of Humanity  
 The Perry at St. Cabrini Center  
 The Smith Group  
 White Oak Associates

Manask & Associates is proud to support the following cultural institution associations since 1993.

