

# Avatar Company, Inc.

Since 1978



*Examples of Avatar's international  
operating, capital and endowment campaigns*



**Bob Kovacevich**, conducts certificate courses in the best practices of nonprofit organization management for Florida Association of Nonprofit Organizations in association with Nova Southeastern University and Broward College since 1991.

# About us...

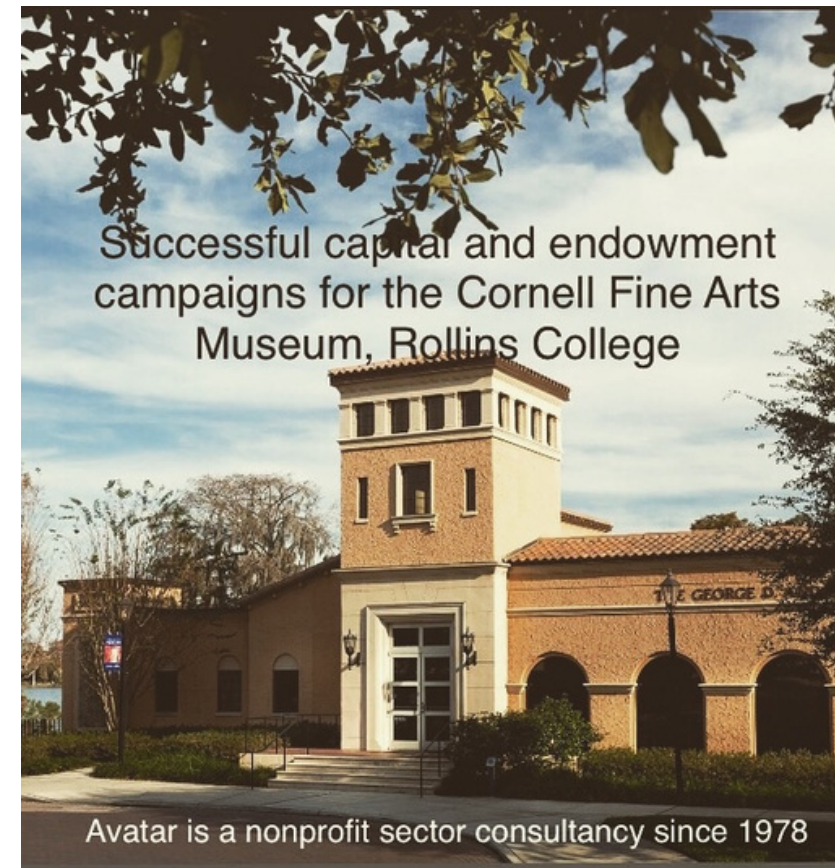
During Covid we are the first responders to nonprofit organizations. We are on the front lines and not in a cloistered classroom or Zoom session teaching cookie cutter resource development or strategic planning theory. We are a premier nonprofit sector consultancy headquartered in Florida.



 [AVATARCOMPANY.COM](https://www.avatarcompany.com)

Cornell Fine Arts Museum, Rollins College  
Orlando Ballet  
Young Singers of Palm Beach  
Lighthouse of Central Florida  
Performing Arts of Maitland  
Timucua Foundation, Orlando  
Valarie Theatre and City of Inverness  
Friends of Mead Garden/City of Winter Park  
Seminole Tribe-Arts Institute Project, Miami  
Jewish Museum of Florida, Miami Beach  
Boca Raton Museum of Art  
Mabee Gerrer Museum of Art, OK  
Cincinnati Ballet, Cincinnati  
The Mayapur Foundation, India  
Victim Service Center/City of Orlando  
Telfair Museum, Savannah  
National Public Radio (NPR) and Public  
Broadcasting Service (PBS)  
National Coalition for The Homeless, Wash.  
D.C.  
Association for the Protection of Children  
Luciano Pavarotti Art Exhibition, Milan  
Midtown Cultural & Edu. Center  
Yvonne Scarlet Golden Cultural & Edu.  
Center  
VonLibig Art Center, Naples  
Sugden Theatre, Naples  
Athens Theatre Restoration, DeLand  
Family Services of Greater Orlando/State of  
Florida  
Bass Museum of Art, Miami  
Sri Sri Radha-Krishna Temple and Garden,  
San Diego  
Jacksonville Zoo  
Michelee Puppets, Orlando  
Palm Beach Opera  
University of Florida: Harn Museum of Art  
The Lowe Art Museum-University of Miami  
Armory Art Center, West Palm Beach  
The John and Mable Ringling Museum of Art  
Florida Audubon Society  
The Frost Museum of Art, FL International  
Univ.  
Appleton Museum of Art-Florida State  
University

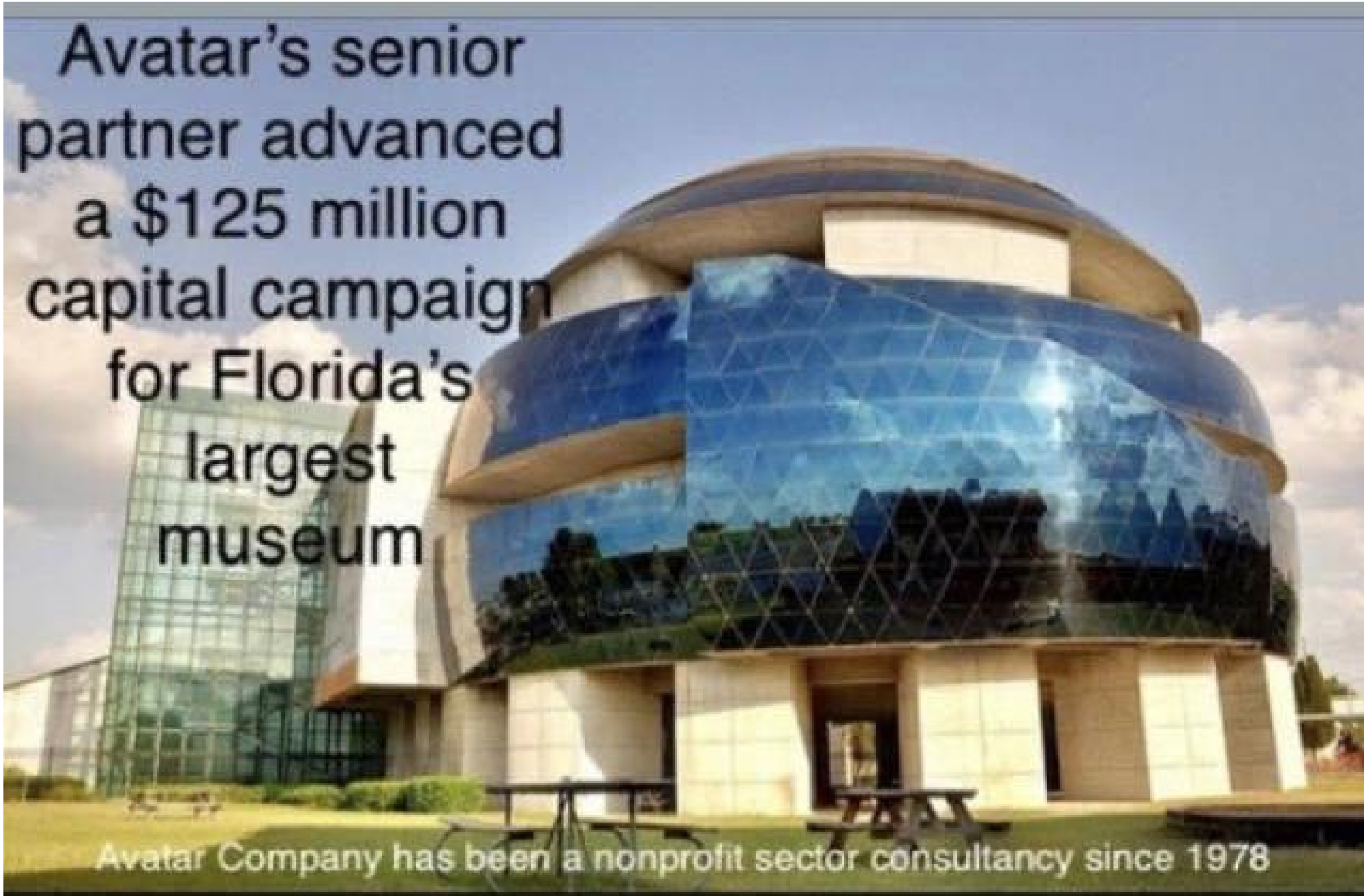
Brevard Museum of Art  
American Red Cross Central Florida  
Museum of Art and Science-Brevard  
State Botanical Garden of Georgia  
WXEL-TV/FM Public Broadcasting-Palm  
Beach  
Orlando Symphony Orchestra  
Orlando Museum of Art  
Bronze Kingdom Museum  
American Academy of Optometry Fnd.  
Florida Association of Museums  
Florida Nonprofits Inc.  
Central Florida Vocal  
Caldwell Theatre, Palm Beach  
Theatre West Virginia, Beckley, W. VA  
West Virginia Public Broadcasting  
WSWP-TV - Beckley, W. VA  
Louisville Ballet, Louisville, KY  
Palm Beach County Council of the Arts  
Norton Gallery of Art, Miami  
Cummer Museum of Art and Gardens  
Bass Museum of Art  
Center for the Arts-Vero Beach  
Family Services of Metro Orlando  
Coalition for the Homeless of Central Florida  
Canine Companions for Independence  
Historical Museum of South Florida  
WLRN-TV (PBS), West Palm Beach  
Fairchild Tropical Gardens, Miami  
Naples Botanical Garden  
Concert Association of Florida-Miami  
John D. & Catherine T. MacArthur  
Foundation  
Naples Art Association at the von Liebig  
Center  
Marie Selby Botanical Gardens  
Museum of Florida Art, DeLand  
Key West Art and Historical Society-Customs  
House  
DeLand Arts Association  
G-Star School for the Arts, West Palm Beach  
Dance Florida, Gainesville  
Marie Selby Botanical Gardens, Miami  
Jewish Federation of Greater Orlando



- **Cornell Fine Arts Museum, Rollins College** – Avatar conducted a \$15 million capital campaign. The funding sources included Federal, State of Florida and private-sector gifts/grants. Rollins College was able to advance a successful capital campaign for a new facility and grow the museum's endowment. At the same time we secured \$1 million for the Sun Trust Auditorium.

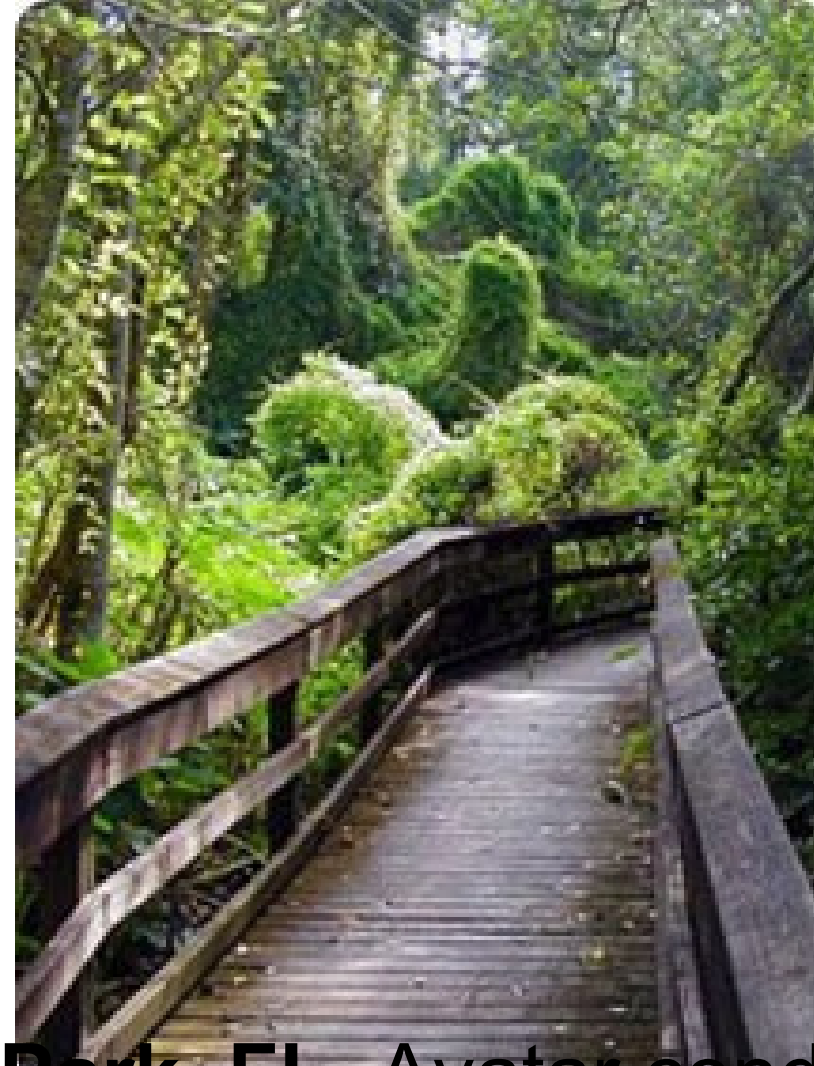
Avatar's senior partner advanced a \$125 million capital campaign for Florida's largest museum

Avatar Company has been a nonprofit sector consultancy since 1978





- **Orlando Museum of Art** Avatar successfully produced and administered a \$12 million dollar capital campaign plan to add galleries and public spaces. Additionally, Avatar designed/enhanced and managed fundraising programs that produced operating income and grants. The museum is funded by private and public sector sources is located on city property and governed by a private sector board of directors.

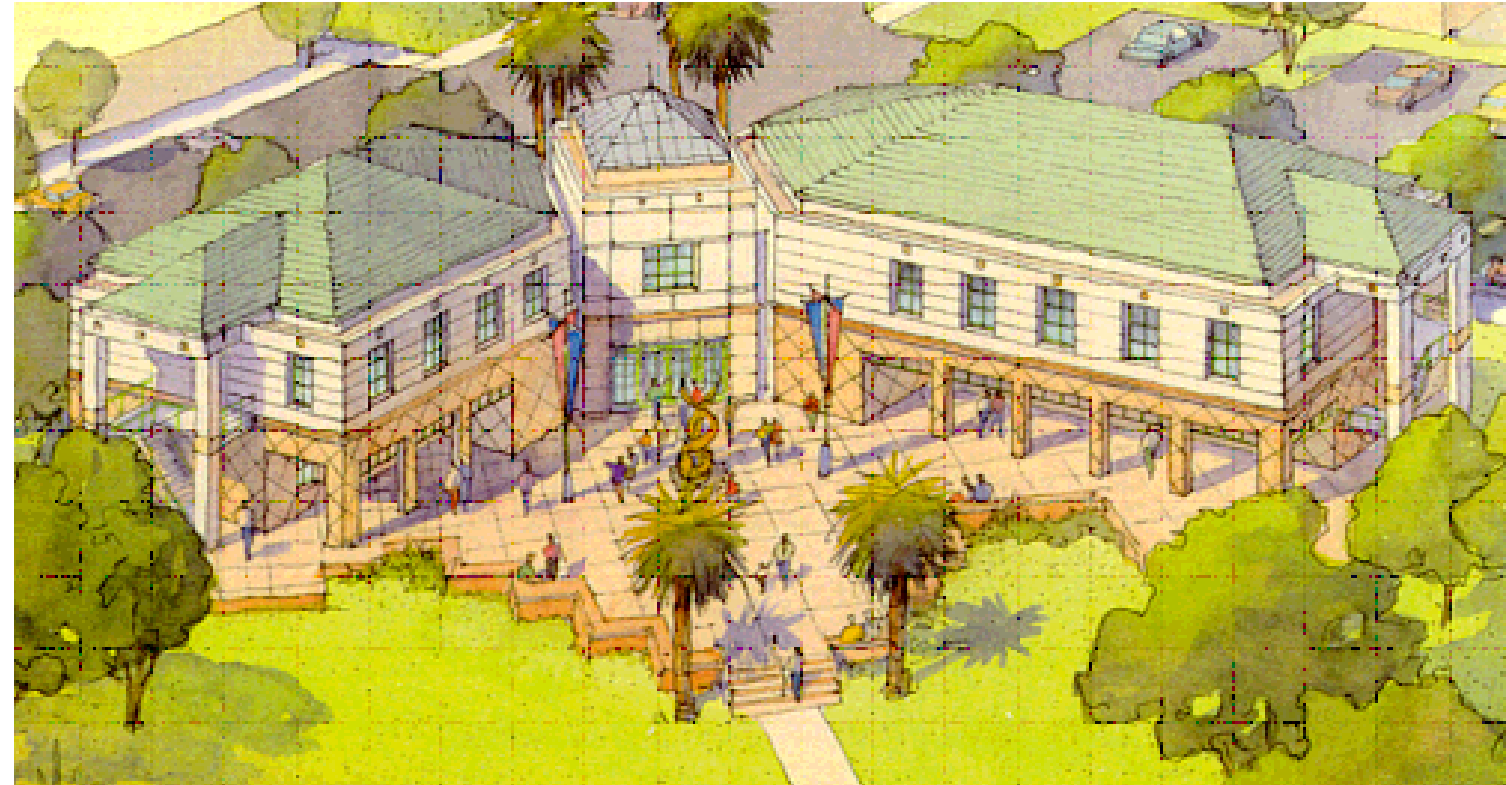


- **Friends of Mead Garden, Winter Park, FL** Avatar conducted a capital campaign feasibility study, secured funding from a community foundation used to enhance the organization's campaign readiness and sustainability, and produced a strategic plan supported by funding programs for each goal. The City of Winter Park owns the botanical garden and is governed by a private-sector board of directors 501(c)(3) and funded by public/private sector funds including grants.



- **Boca Raton Museum of Art and School** Avatar provided strategic planning, capital campaign feasibility study and campaign management services to the museum/art school including a \$2 million Kresge Foundation award with a 1:1 match component and three public sector grants totaling \$4.5 million with match. The \$22 million dollar new facility is located on city property and the old facility was renovated and programed as an art school producing substantial earned income for the new museum facility's operations. The project was 50% over goal and the excess was used to create a multi million dollar endowment.





- **Naples Art Association/Von Liebig Art Center** Avatar provided strategic planning, feasibility study and campaign management services to support a \$20 million dollar initiative on city property as part of a downtown revitalization program. At the conclusion of the successful campaign Avatar conducted several strategic planning retreats designed to financially sustain the organization in its new facility governed by a private sector board of directors. Avatar went on to produce a highly successful capital campaigns for a downtown theatre and adjacent botanical garden.



- **Naples Sugden Theatre** Avatar provided planning and campaign management services for a \$20 million dollar theatre initiative on city property, conducted a mission/program compatibility/campaign planning research study, designed the case-for-support and related print/electronic campaign materials, researched potential grants business and family foundation grantmakers and produced \$4.5 million in grants with match. The theatre is governed by a private sector board of directors.



- **Armory Art Center, West Palm Beach, FL** Avatar conducted a comprehensive internal/external assessment of the center's funding programs, designed, implement and provided staff/board training in fundraising program administration. Avatar was also retained to conduct a comprehensive strategic planning study and plan.



- **PBS/NPR Washington DC** Avatar developed and administered multi-million dollar fundraising programs that included membership, annual giving, sponsorship, several major special events, grants and deferred giving for both Public Broadcast Stations including budget planning and development. Avatar's programs were nationally awarded by the Corporation for Public Broadcasting.



- **Valarie Theatre, Inverness, FL** Avatar identified and secured funding sources for the renovation of the historic 1928 Valarie Theatre into a community performing arts space. The facility is owned and operated by the City of Inverness.



- **ISKCON Foundation, Mayapur India** Avatar provided feasibility and campaign readiness services for a \$150 million international project including strategic planning for a project in India. Avatar also designed a multi year campaign plan, develop support materials, provided training. Additionally, Avatar provided strategic planning and campaign services for a \$7.5 million ISKCON Foundation project in San Diego, CA.



- **St. Gregory University & Museum, Oklahoma** Avatar was funded by the Reynolds Foundation to provide support for a comprehensive statewide capital campaign feasibility study. Avatar also provided services designed to assess and increase the performance of operating income programs and conducted grant identification and research services.



- **Michelee Puppets Orlando Avatar's** services, funded by the **Robert Wood Johnson Foundation**, were designed to produce a multi year funding program that would support the organization's strategic plan for advancement and provide operating support including grant research. To date Michele has performed for 2.8 million children over the last 35 years and is nationally awarded for its children's programming on subjects such as empathy, bullyism, divorce, obesity and other sensitive children's issues.





**Joe Thoma**

March 5 at 2:53am · Oviedo · 🌐

Great news for Orlando's cultural scene. Bob Kovacevich did an enormous amount of deft work behind the scenes to make this happen!



**\$8 million-plus art donation spurs growth for Mennello, Loch Haven Park**

A huge donation to the Mennello Museum of Art is likely to bring big change to Loch Haven Park.

ORLANDOSENTINEL.COM

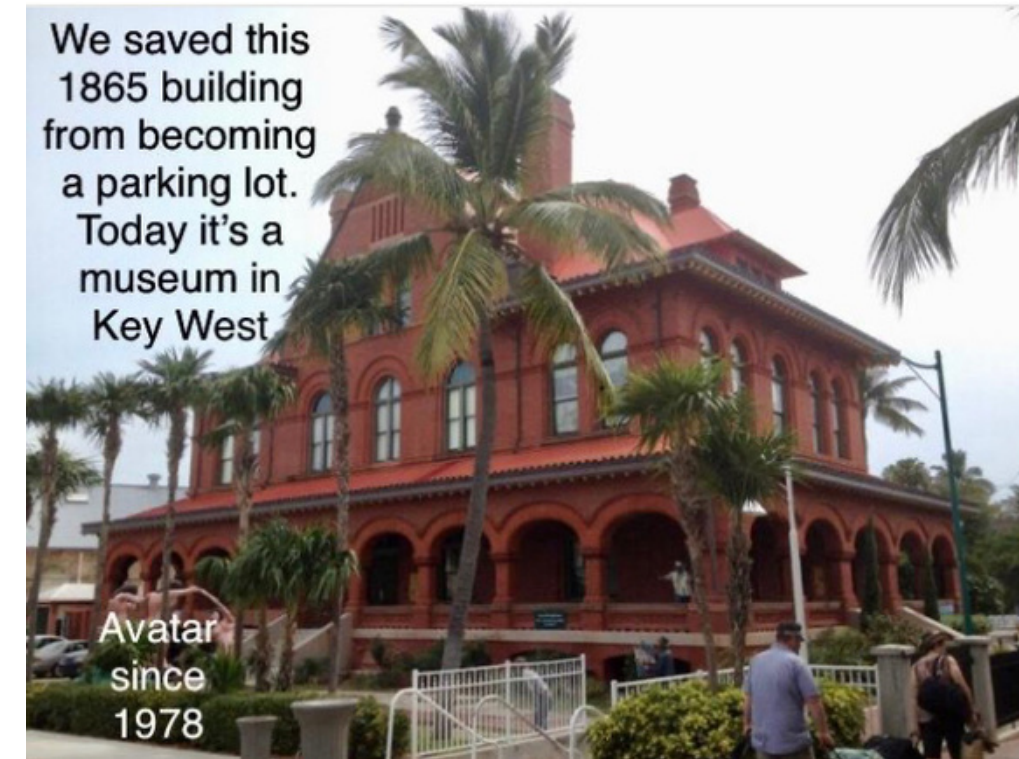
- **Mennello Museum of American Art, Orlando, FL** Avatar conducted a strategic visioning process, conducted a campaign feasibility study for the city owned and operated museum. The outcome included nearly \$9 million in art donations, a multi million dollar legacy gift, a capital campaign lead gift and identified \$12 million in public/private sector funding.



Yvonne Scarlet Golden Education and Cultural Center, City of Daytona Beach, FL – client 2013. Capital facility construction campaign. Located in and programmed for underserved audiences.



- **Yvonne Scarlet Golden & Midtown Education Cultural Centers and Peabody Auditorium renovation Daytona Beach, FL.** City of Daytona Beach owned and operated. Avatar's services included feasibility studies, \$2.5 million fundraising programs, community engagement activities, private and public sector fundraising plans. The centers were part of a community revitalization initiative.



- Other examples of Avatar multi million dollar projects include: The Jewish Museum, Miami Beach; Gurvich Museum, Uruguay; City owned Jacksonville Zoo a \$72 million capital campaign; \$20 million capital campaign for the Customs House Museum, Key West, Florida and presented in the following pages.

**AVATAR CONDUCTED A CAMPAIGN PLANNING WORKSHOP ALONG WITH ARCHITECTURAL PLANS**

AVATARCOMPANY.COM

MYNEWS13.COM  
Here's How Volunteers Are Turning Shipping Containers Into Homes for Vets

**Avatar's Ca' d'Zan Restoration At the Ringling**

Avatar Company has been a nonprofit sector consultancy since 1978

**THE CITY OF DAYTONA BEACH ENGAGED AVATAR TO SECURE FUNDING FOR TWO CULTURAL FACILITIES PROGRAMMED FOR UNDERSERVED RESIDENCE**

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**STRATEGIC PLANNING, CAMPAIGN FEASIBILITY STUDY, TWO FLORIDA \$.5 MILLION GRANTS & A \$1 M KRESGE MATCHING GRANT**

AVATARCOMPANY.COM

**AVATAR CONDUCTED A MULTI MILLION DOLLAR CAPITAL CAMPAIGN THAT INCLUDED TWO \$500,000 GRANTS**

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**Jacksonville Zoological Society, Inc.**  
Accredited by the Association of Zoos & Aquariums  
State of Florida Cultural Facilities Program  
2007-2008 Application

**Avatar Produced \$3 M In Grants For The Zoo**

**CAMPAIGN PLANNING STUDY AND BOARD DEVELOPMENT**

**MABEE-GERRER MUSEUM OF ART**

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**Avatar's two capital campaigns for an art center and theater transformed downtown Naples...**

**We want to change the world with you... Jewish Museum Of Florida, Miami Beach**

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**Roji-en**  
George D. and Harriett W. Cornell Japanese Gardens  
Grand Opening January 8, 2001

**AVATAR CONDUCTED A PROGRAMMATIC AND FUNDING FEASIBILITY STUDY THAT ENABLED RESTORATION FUNDING**

**ONE OF OUR FAVORITE PROJECTS...**

AVATARCOMPANY.COM  
WINTER PARK DAY NURSERY

**Springs National Art Festival**

Years ago we raised \$500,000 with an additional 1:1 match for an art center in Bonita Springs...

**AVATAR SECURED THE FUNDING FOR THE CITY TO RENOVATE A 1928 THEATRE INTO A PERFORMING ARTS CENTER**

**VALERIE THEATER, INVERNESS FLORIDA**

AVATAR FACILITATED THE AWARD OF A PRESTIGIOUS FEDERAL GRANT AND CONDUCTED A CAMPAIGN FEASIBILITY STUDY  
TELFAIR MUSEUM, SAVANNAH GEORGIA  
AVATARCOMPANY.COM



WE HAVE SUCCESSFULLY CONDUCTED DOZENS OF MULTI MILLION DOLLAR CAMPAIGNS, WANT TO LEARN MORE?

AVATARCOMPANY.COM

VonLibig Art Center  
An Avatar Company Capital Campaign



We conduct workshops and training sessions in building endowments and contingency reserves for nonprofit organizations

HOT SPRINGS DOCUMENTARY FILM INSTITUTE

Avatar provided training in nonprofit organization management, governance and resource development

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WE DESIGNED THE CAPITAL CAMPAIGN PLAN AND PRODUCED A \$1.5 MILLION MATCHING GRANT  
AVATARCOMPANY.COM

AVATAR PRODUCED TWO TOP RANKED \$500,000 GRANTS AND ADVANCED A \$92 MILLION CAPITAL CAMPAIGN  
AVATARCOMPANY.COM

AMONG CAREFULLY SELECTED AUDIENCES TO OBJECTIVELY MEASURE PROJECT COMPATIBILITY & FUNDABILITY  
AVATARCOMPANY.COM

AVATAR SECURED THE FUNDING FOR THE CITY TO RENOVATE A 1928 THEATRE INTO A PERFORMING ARTS CENTER  
VALERIE THEATER, INVERNESS FLORIDA



Avatar produced three capital campaigns in Daytona Beach  
Yvonne Scarlett Golden Cultural & Educational Center  
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Avatar's senior partner advanced a \$125 million capital campaign for Florida's largest museum



AVATAR PRODUCED A SUCCESSFUL CAMPAIGN FEASIBILITY AND PLANNING STUDY FOR THE RINGLING MUSEUM  
THE JOHN & MABLE RINGLING MUSEUM OF ART FOUNDATION, Inc.  
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Some of Avatar's Florida capital campaigns  
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Avatar Company

Cincinnati Ballet  
Mabee Center Museum  
National Coalition for the Homeless  
Telfair Museum  
Pavarotti Art Exhibition  
Bass Museum  
Jacksonville Zoo  
Harn Museum  
Lowe Art Museum  
Palm Beach Opera  
Armory Art Center  
Erost Museum  
Appleton Museum

Theater West  
Virginia Louisville Ballet  
Center for the Arts Vero Beach  
Canine Companions  
Naples Botanical Garden  
Mead Botanical Garden  
Sugden Theatre  
Von Libig Art Center  
Cummer Museum  
Boca Raton Museum



ringling.org