

**MISSION**

The Balboa Park Cultural Partnership is a nonprofit organization through which 24 arts, science and cultural institutions in Balboa Park collaborate to achieve greater organizational efficiency, innovation, and excellence.

Key programs include:

Balboa Park Sustainability Program

Collective Business Operations

Balboa Park Learning Institute

Balboa Park Governance Task Force

2015 Centennial Celebration Committee

BPCP MEMBERS

Balboa Park Central

Balboa Park Online Collaborative

Centro Cultural de la Raza

House of Pacific Relations

Japanese Friendship Garden Society

Mingei International Museum

Museum of Photographic Arts

Reuben H. Fleet Science Center

San Diego Air & Space Museum

San Diego Art Institute: Museum of the Living Artist

San Diego Automotive Museum

San Diego Hall of Champions Sports Museum

San Diego History Center

San Diego Junior Theatre

San Diego Model Railroad Museum

San Diego Museum of Art

San Diego Museum of Man

San Diego Natural History Museum

San Diego Youth Symphony & Conservatory

Spanish Village Art Center

The Old Globe

Timken Museum of Art

Veterans Museum and Memorial Center

WorldBeat Center

Zoological Society of San Diego

Questions:

Rory Ruppert, Program Director,

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The Balboa Park Cultural Partnership's Collective Business Operations Program provides cost-savings and efficiency opportunities through collective purchasing, information exchange and the sharing of resources among members. The program offers shared business programs that have resulted in financial savings, efficiency and increased incentives.

COLLECTIVE PURCHASING	
PAYCHEX PAYROLL SERVICES Amanda Kuiken Phone: 858-467-7000 x52067 Fax: 858-569-4571 akuiken@paychex.com	OFFICE DEPOT DISCOUNT <i>Up to 75% - Many Green Products</i> Deborah Muncie Phone: 858-352-0441 Fax: 888-813-7272 deborah.muncie@officedepot.com
CHASE PAYMENTECH MERCHANT SERVICES <i>Save on credit card fees</i> Jim Cho Phone: 858-346-1163 jim.cho@chasepaymentech.com	EDCO WASTE & RECYCLING <i>Schedule a free recycling assessment</i> Ron Oliver Phone: 619-287-5696 x4230 roliver@edcodisposal.com
ALLIANT SPECIALTY INSURANCE SERV., INC. Tyler Hamilton Phone: 858-505-4011 Fax: 858-505-4074 thamilton@alliantspecialty.com	
INFORMATION EXCHANGE	
SDG&E INCENTIVES <i>Save on energy efficiency projects</i> Kimberly Ketron, SDG&E/BPCP Account Manager, Phone: 858-650-4169 kketron@semprautilities.com	FREE GAS & ENERGY AUDITS Amandeep Singh, Energy Engineer California Center for Sustainable Energy Phone: 858-244-1179 Fax: 858-244-1178 amandeep.singh@energycenter.org
E-WASTE SUPPORT <i>Free E-waste Pick-up</i> Steve Hogan, RMD Technologies Phone: 800-831-3048 shogan@rmdtech.com	WATER CONSERVATION <i>Free aerators and more</i> Chris Robbins, Water Conservation Supervisor, City of San Diego Phone: 619-533-4203 crobbs@sandiego.gov
AED /FIRST AID/CPR TRAINING Maureen O'Connor, S.D. Project Heart Beat 619- Phone: 619-726-6527 Fax: 619-243-0913 moconnor@sandiego.gov www.sdprojectheartbeat.com	AED PURCHASING <i>AED w/25% disc. grant = \$1,122</i> Enrique E. Christopherson Phone: 760-230-6180 Fax: 760-230-6180 echristopherson@cardiacscience.com
SHARED SERVICES	
SECURITY SERVICES San Diego Museum of Art Julianne Markow, Operations, and Finance Chief Administrative Officer Phone: 619-696-1903 jmarkow@sdmart.org	SECURITY SERVICES San Diego Natural History Museum Dave Dalton, Security Director Phone: 619-255-0222 Cell: 805-732-6147 ddalton@sdnhm.org
LARGE SCALE PRINTING San Diego Air & Space Museum Terry Leeds, Director of Graphics Phone: 619-234-8291 x108 tleeds@sdasm.org	I.T. SERVICES San Diego Natural History Museum Jason Quinn, IT Phone: 619-255-0165 jquinn@sdnhm.org
LARGE SCALE PRINTING Veterans Museum & Memorial Center Paul Fusco, Operations Director Phone: 619-239-2300 paulfusco@pacbell.net	LARGE SCALE PRINTING Reuben H. Fleet Science Center Jonathan Nagtalon, Multimedia Director Phone: 619-685-5733 jnagtalon@rhfleet.org

STRATEGIC PLAN

The Balboa Park Cultural Partnership seeks to achieve four key strategic outcomes by 2012 in order to maximize the effectiveness of our collaboration, maintain our competitive edge, support innovative thinking, and achieve our mission and vision:

1. Develop the Partnership's organizational strength and capacity for success, and become an employer, service provider, and investment of choice.
2. Increase the economic and environmental sustainability of our members and Balboa Park.
3. Optimize the visitor experience and opportunity for lifelong learning in Balboa Park.
4. Strengthen the visibility, voice, and leadership of the Partnership.

COLLECTIVE BUSINESS OPERATIONS

In 2003, a committee was formed of Chief Financial Officers and Business Managers of the Partnership's member institutions to identify cost saving and efficiency opportunities in three areas: collective purchasing, information exchange and sharing excess capacity.

By leveraging the size and scope of the membership, the committee is able to negotiate lower rates for products and services and strengthen individual institutions with collaborative information exchange and sharing of resources. For instance, three programs reducing expenses for office supplies and credit card processing averaged over \$260,000 in savings for member institutions in one year.

BPCP STAFF

David Lang, Executive Director

Nicholas Antoniadis, Program Assistant

Elizabeth Castillo, Director of Development

Amanda Lincoln, Administrative Assistant

Debra Rosacker, Accounting Manager

Rory Ruppert, Program Director, Environmental Sustainability and Collective Business Operations

Katherine Sanford, Administrator & Program Coordinator, Balboa Park Learning Institute

Paige Simpson, Director, Balboa Park Learning Institute

MORE INFORMATION

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The **Collective Business Operations Committee** is made up of the chief financial officers and business managers from the Balboa Park Cultural Partnership's member institutions.

By leveraging the size and scope of the Partnership's membership, Collective Business Operations is able to negotiate lower rates for products and services. The program strengthens individual institutions by providing opportunities for information exchange and sharing of resources.

COLLECTIVE PURCHASING

Implement cost-saving programs by maximizing the combined leverage of all BPCP members, in the procurement of goods and services. This includes research, development, negotiation, and implementation of cost reduction programs for the member institutions.

Leverage the size and scope of the collective membership to develop additional service opportunities at a lower cost than an individual or individual organization could do.

- Alan Kidd, Executive Director, San Diego Hall of Champions Sports Museum

INFORMATION EXCHANGE

Build an information exchange infrastructure for BPCP members fostering the spirit of cooperation among the institutions for the sharing of ideas, resources and information.

I see the BPCP staff intranet as a vital hub for valuable information exchange among the various institutions. Not only will this provide a central location for static information, but will include interactive tools that will encourage and provide for additional park-wide collaboration.

- Craig Blower, Chief Operating Officer, Reuben H. Fleet Science Center

SHARED SERVICES

Utilize collective resources including equipment, meeting spaces, training opportunities, staff and volunteers.

I think organized sharing of information among the institutions would result in real and immediate savings opportunities for all members.

- Brian Ulery, Assistant to the General Manager, The Old Globe

DISCOUNTED TRANSIT PASSES

- Regular Monthly Pass (Retail \$72) for **\$59.40**. This is a **17.5% discount** and a **\$12.60 savings** on each pass.
- Premium Express Pass (Retail \$100) for **\$82.50**. This is a **17.5% discount** and a **\$17.50 savings** on each pass.
- This program is from October 2009 – June 2010
- Prepayment is required for the nine months and payments will be due by Monday, September 14, 2009

DOWNTOWN SAN DIEGO PARTNERSHIP

John Hanley, Director of Finance

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RECYCLING FOR SPECIAL EVENTS

Urban Corps of San Diego Services

Eric Wolff, Recycling Program Manager

619-235-6884

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