

Vice President, Development

The Adrienne Arsht Center for the Performing Arts of Miami-Dade County is seeking an experienced, dynamic Vice President, Development to drive fundraising in support of the institution's performances, programming and infrastructure and participate as a key member of the senior management team.

Background

As the focal point of performing arts activity in South Florida, the Adrienne Arsht Center for the Performing Arts of Miami-Dade County serves as a showcase for the finest in established and developing performing arts programs. The Center is the foundation on which established resident organizations build their programs and extend their reach. The Center also serves as a laboratory, providing first class accessible facilities for smaller, emerging and developing organizations and for the Center's own innovative productions and events.

The Center provides our diverse audiences with opportunities to share South Florida's many cultures, offering insights and understanding. As an educational resource, the Center broadens the horizons of our children and enhances our quality of life by offering a full range of cultural and learning experiences.

The objectives of the Adrienne Arsht Center for the Performing Arts of Miami-Dade County are to:

- provide a broad range of performing arts experiences reflecting the diversity of our region, country and world;
- offer state-of-the-art accommodations for artists, cultural organizations and audiences;
- operate in an efficient and cost-effective manner and attract governmental and foundation funding;
- serve as an educational and cultural resource for children and under-served audiences; and
- Act as a catalyst for area revitalization and enhance regional economic opportunities and tourism.

In October 2006, The Adrienne Arsht Center for the Performing Arts opened with two major halls designed to produce and present the finest in classical and popular entertainment. The Center is a \$478 million community investment, managed and operated by the Performing Arts Center Trust, Inc., a not-for-profit corporation, in partnership with the Performing Arts Center Foundation. The Center includes the 2,200-seat Knight Concert Hall, the 2,400-seat Sanford and Dolores Ziff Ballet Opera House, a 200-seat flexible space Carnival Studio Theater, and the 57,000-square-foot central Plaza for the Arts outdoor performance space.

The Adrienne Arsht Center is proud to be home to four artistic resident partners:

- Florida Grand Opera: formed in 1994 by the merger of Greater Miami Opera and The Opera Guild Inc. of Fort Lauderdale FGO stands as one of the oldest performing arts organizations in Florida. It combines a rich history of presenting internationally-acclaimed artists, lesser know operas by great composers as well as commissions of works of living composers.
- Miami City Ballet: is among the largest ballet companies in the country. Since 1986, MCB has toured more than 100 U.S. cities, Europe, Great Britain, South America, Central America, and Israel. MCB currently performs in four counties in Florida with an active repertoire of 88 ballets
- Concert Association of Florida: has strived to build a culture of excellence through classical programming since 1966. As the largest presenter of high profile classical performances in the region, CAF has been referred to as the "Lincoln Center" of the south.
- New World Symphony: has prepared 680 graduates for leadership position in orchestras and ensembles around the world. Since its inaugural concert in 1888 NWS has performed around the globe.

The Adrienne Arsht Center's annual operating budget is about \$30 million; approximately \$22 million is generated by ticket sales, other earned income, and the reimbursement of facility related occupancy costs by Miami-Dade County. The immediate objective of the Vice President is to enable the Adrienne Arsht Center to raise \$8 million dollars through a combination of major gifts, memberships, sponsorships, and fundraising events. Longer term, the objective is build a broad, vibrant and enthusiastic donor base in a diverse and international community to support existing and new operations at the Center.

Basic Function

Reporting to the President and CEO, the Vice President, Development will lead all fundraising efforts to meet the objectives of the Adrienne Arsht Center. The Vice President will view all the organization's activities, performances, programs, events, facilities, contacts and relationships as opportunities to market the organization and raise funding.

The Vice President will raise funds through:

- Major gifts from individuals;
- Business and corporate sponsorships;
- Grant proposal development;
- Annual giving, membership contributions, matching gifts and web-based giving;
- Fees or ticketing associated with Adrienne Arsht Center fundraising events;
- Restricted giving campaigns;
- Planned giving;
- Capital campaigns for future growth.

The Vice President will be a hands on and deeply involved fundraiser. Under the leadership of the Vice President the Development Department comprised of 10 fundraising professionals is responsible for achieving specific goals. This is a highly collaborative environment that is results driven by strategic thinking, goal-oriented action, follow through and open communication.

Key factors contributing to the success of the Vice President will be the ability to collaborate with the Executive Vice President who oversees Programming and the Vice President, Marketing to raise public awareness of the Adrienne Arsht Center and its programs, and to develop effective outreach and campaign strategies that connect with donors and produce positive results. In achieving its objectives the Vice President will consistently review the current fundraising support infrastructure to ensure it has the tools to respond quickly, effectively, creatively and contextually to long term financial requirements, short term operating needs and to donor interests and opportunities.

Immediate Priorities

The Vice President's immediate priorities are to:

- In Collaboration with The Lukens Company and key stake holders create and drive an annual fundraising/membership campaign; overseeing its implementation and success;
- Position the organization for a major endowment campaign within two years by establishing a realistic dollar goal, compelling "case" statement and effective campaign strategy and plan;
- In collaboration with the Executive Vice President and Vice President, Marketing offer funding and sponsorship solutions to signature series/program and performance based needs. Make an



ambitious arts driven and artistic project agenda financially possible; examples include Jazz Roots Series, Celebrity Chef Series, and Family Fest;

- Position the Center with sponsorship opportunities to be poised to launch festivals of regional, national and international proportion;
- Establish clear standards for stewardship and donor recognition assuming ownership of current recognition promises and obligations of the Center;
- Thoroughly understand the Adrienne Arsht Center – its history, culture, programs, performances, constituents, governance structure and brand; understand its base of financial support, identify and cultivate the short and long-term funding requirements of the annual operating budget.

Responsibilities

Counted among the responsibilities of the Vice President, Development will be to:

- Provide executive-level direction in fulfilling the mission of The Adrienne Arsht Center as it relates to fundraising and development;
- In collaboration with the President and CEO, develop a systematic fundraising plan that addresses the needs and concerns of each prospective donor segmented by type, level and fund; plans for research, identify prospects, cultivate, solicit and recognize;
- Engage in direct donor solicitations as appropriate and most effective with support of Adrienne Arsht Center staff, the President and CEO and members of the Board of Directors;
- Aggressively implement a structured program for fostering strong relationships with targeted individual and institutional donor constituencies, involving where appropriate the President and CEO, Trust and Foundation Board members, Adrienne Arsht Center team members, artists, performers and elected Officials;
- Strengthen the existing guidelines for sponsorship that will preserve the integrity of the Adrienne Arsht Center brand and enhance its institutional identity;
- Create and implement an ongoing donor-prospect cultivation program on evenings of performances;
- In collaboration with the President and CEO and Vice President, Human Resources, recruit, hire, train, retain and lead a team of development professionals and consultants with appropriate donor cultivation, sponsorship, individual giving, membership, event coordination and grant writing skills and experiences; establish work plans, performance goals and objectives for each team member;
- Participate in the evaluation and formulation of Adrienne Arsht Center policies and long-term programs involving analysis of comprehensive data and allocation of resources, and work collaboratively with other Arsht Center executives to ensure effective attainment of strategic and annual goals and objectives.

Ideal Experience

The Vice President, Development should have the following type of experience and qualifications:

- Ten or more years of significant fundraising or compatible experience with a sizable institution that includes actual or congruent, campaign, capital, annual fund, event and endowment elements; experience raising significant funds from individuals, foundations and business sources; fluent with strategic and operational planning and implementation of fundraising initiatives and best industry practices;
- A record of professional success in raising funds through multiple disciplines of traditional non-profit fundraising;
- A successful track record as an exceptional communicator, in writing as well as verbally;
- Demonstrated management skills in motivating, directing and leading staff and consultants, and in coordinating and supporting the effective productivity of others.

Personal Characteristics

The Vice President, Development should be:

- A big-picture thinker with a belief in and commitment to the mission of the Adrienne Arsht Center and the performing arts; who by example and with integrity sets and meets high standards of expectation and excellence introspectively and with others;
- Resolute yet diplomatic; firm yet respectful of other's concerns; flexible and creative in finding alternative solutions to challenges;
- Skilled at listening; charismatic at communication with the ability to build trusting relationships with individuals and groups in this diverse community;
- A coach and mentor dedicated to sharing success.

Suggestions for candidates and expressions of interest should be addressed to:

Vice President, Development Search
The Adrienne Arsht Center
1300 Biscayne Boulevard
Miami, FL 33132
Attention: Trish Brennan, Vice President, Human Resources

Fax: 786-468-2001

Email: tbrennan@arshtcenter.org or resumes@arshtcenter.org, with Vice President, Development search in the title line.

The Adrienne Arsht Center is an Equal Opportunity Employer

