

# MIAMI CITY BALLET

*Brand Promise: "Where artists and audiences leave the ordinary behind."*

[www.miamicityballet.org](http://www.miamicityballet.org)

Miami Beach, FL

## MAJOR GIFT OFFICER

### THE OPPORTUNITY



Miami City Ballet (MCB) was founded in 1985 by philanthropist, Toby Lerner Ansin, and Founding Artistic Director, Edward Villella. The Company's repertory of 100 ballets, including 13 world premieres, was built upon George Balanchine's neoclassical catalogue and gradually expanded to include seminal classical works and groundbreaking new choreography. MCB's expansive selection of dance works contributes to the growth of the field highlighting South Florida as a global cultural hub, and provides residents and visitors alike with the opportunity to experience genre-defining artistry.

Each season, MCB presents mainstage performances in Miami-Dade, Palm Beach, Broward, and Collier Counties, serving approximately 120,000 patrons through three diverse repertory programs; the treasured holiday fairytale, *George Balanchine's The Nutcracker*®; and a burgeoning roster of touring engagements throughout the United States, Canada, and Europe.

Concurrently with being at the forefront of artistic excellence, MCB embodies the belief that ballet is for everyone, and strives to be a national leader in diversity within classical ballet. MCB's roster of 50 dancers represents some of the most stellar talent from around the world, with many having trained at world-famous programs including the School of American Ballet, San Francisco Ballet School, and Joffrey Ballet School; as well as the abundant talent pool from Miami City Ballet School. Among their many exceptional talents, their strength also lies in the fact that they look like our uniquely-diverse South Florida community—allowing audiences near and abroad to relate to the artistry that is presented onstage.

Miami City Ballet seeks a collegial team player to serve as Major Gift Officer (MGO). The candidate will possess a passion for MCB and the proven ability to engage constituents in a manner that will generate excitement, shared purpose, meaningful action, and long-term relationships. The MGO will be responsible for the solicitation, qualification, cultivation, solicitation, and stewardship of leadership and major gifts in Broward and Palm Beach Counties. S/he will carry a portfolio of 125 – 150 donors and prospects and will be responsible for growing the Artist’s Circle (\$3,000 and above) and the Ansin Society (\$10,000 and above). The successful candidate will expand the donor base and work to upgrade current donors in Palm Beach and Broward County communities.

The successful MGO will craft innovative strategies and tactics to consistently engage high-net-worth individuals, some of whom are seasonal residents of Palm Beach and Broward Counties. S/he will possess the intellectual depth, poise, and engagement and solicitation skills to collaborate with MCB’s Palm Beach Committee to marshal the full fundraising potential of major gift donors.

The MGO will report to the Director of Development and serve as a valued member of the development team. The ideal candidate will partner with MCB colleagues to ensure that reports, regular communications, and recognition events are managed effectively, graciously, and efficiently.

Miami City Ballet has retained [Freeman Philanthropic Services, LLC](#) to assist with this crucial recruitment.

## ABOUT THE COMPANY

Under the artistic leadership of Lourdes Lopez, Miami City Ballet is a leader in the field responsible for nurturing new choreographic voices, creating innovative collaborations, and opening new avenues of inclusivity within classical ballet.

MCB is universally admired as one of the world’s preeminent interpreters of the choreography of George Balanchine. The Company’s repertoire has over 100 ballets, including a number of world premieres such as Liam Scarlett’s *Viscera* and *Euphotic*, Alexei Ratmansky’s *Symphonic Dances* and *The Fairy’s Kiss*, and Justin Peck’s *Chutes and Ladders* and *Heatscape*. Its repertoire was built upon the Balanchine repertoire, style and technique and then expanded to include beloved classical works of importance and exciting new choreography by contemporary and ground-breaking artists.

MCB maintains annual seasons in Miami-Dade, Palm Beach, Broward and Collier Counties, serving more than 120,000 patrons in South Florida through three diverse repertoire programs; the treasured Christmas fairytale, *George Balanchine’s The Nutcracker*®; and an expansive national touring program. MCB has toured extensively throughout the United States, Canada and Europe and its 2016 debut at Lincoln Center’s David H. Koch Theater was hailed by the national press as a resounding success. The New York Times’ Alastair Macaulay wrote, “Of all the ballet troupes who have visited the Koch in recent years, none looks so truly and completely a company.”

During 2020-2021, as the performing arts community swiftly moved into the digital realm due to COVID-19, MCB’s eyes were opened to a new frontier of possibilities and genre-defining innovation. Although the Company faced challenging decisions, MCB was able to put its mission to work in new ways through each area of the organization. In response to a rapidly-digitizing landscape, MCB developed a new, technology-based model for presenting ballet. A pilot work in the digital space, MCB was thrilled to share *A Dance for Heroes*, a world premiere work by Durante Verzola commissioned by Artistic Director, Lourdes Lopez and produced entirely in the virtual realm. The Company presented an outdoor performance run of *George Balanchine’s The Nutcracker*® in Downtown Doral, with a hybrid virtual format featuring a combination of projections, video, and live performance; a free, two-part digital undertaking featuring virtually-choreographed works by Amy Hall Garner of Paul Taylor American Modern Dance and Claudia Schreier; new pop-up works inspired by and presented in historic South Florida landmarks and neighborhoods; and a digital streaming series of some of the Company’s most memorable performances from MCB’s archives.

## ABOUT THE SCHOOL



Founded in 1993, Miami City Ballet School has grown into one of the nation's most prestigious dance training academies, providing enrichment through holistic dance education. Under the leadership of Artistic Director, Arantxa Ochoa, and Managing Director, Lisa de Ravel, the school trains students in the neoclassical ballet style for which Miami City Ballet is renowned. Programs include a school-year session, a master class series, several summer training offerings, choreographic composition intensives, and community classes for adults—all of which attract more than 1,500 students to MCB studios in Miami Beach every year.

Miami City Ballet School fosters artistry, love of dance, and respect for one another, while preparing students to be versatile, 21<sup>st</sup>-century dancers with the necessary technique and physical strength to perform ballets in the Balanchine repertory, as well as other choreographic styles. Through the school's affiliation with the world-renowned Miami City Ballet, students are offered unique performance opportunities alongside the Company's dancers and artists.

Recognizing that financial barriers disqualify many young people from participating in ballet, Miami City Ballet School offers more than \$650,000 in annual scholarships to talented students from around the globe. Scholarships provide students from diverse socioeconomic strata with the opportunity to develop a lifelong interest in arts study, and create a pipeline to professional ballet for diverse dancers.

As part of a comprehensive syllabus designed to develop versatile artists, the school trains students of all ages through three progressive levels:

- ❖ The Children's Division for students ages 3-7 introduces the basic concepts of dance steps, as well as terminology and musicality;
- ❖ The Student Division for students ages 8-13 places an emphasis on strong classical technique, proper alignment, and overall strength; and
- ❖ The Pre-Professional division trains students ages 14-18 to develop the necessary technique, artistry and physical strength to professionally perform ballets in the neoclassical Balanchine repertory, and other choreographic styles.

Miami City Ballet School offers the opportunity for students to audition for Miami City Ballet's critically acclaimed production of *George Balanchine's The Nutcracker*®. From the Children's Division to the Pre-Professional division, performance opportunities such as these develop spatial awareness, confidence, and bravery as students learn to navigate live, professionally-produced performances at premier venues across South Florida. Pre-Professional students also take part in more intensive performance experiences as they progress in their training and prepare to join professional companies around the globe. Each year, students are selected from the most advanced cohort of Miami City Ballet School to perform in mainstage productions, giving them invaluable, firsthand experience in navigating the rigors of a professional ballet career. For the 2019/20 season, pre-professional students from the school were selected to perform in

critically-acclaimed productions such as, *Firebird* and *George Balanchine's The Nutcracker*®—one of whom was selected to perform in the Soloist role of *Dewdrop*.

For the 2020/21 season, 48% of Miami City Ballet's roster of professional dancers were recruited through Miami City Ballet School, serving as a testament to the quality and scope of the school's programs. The Summer Intensive, and by association, the Summer Intensive Audition Tour, ultimately serves as the first step toward a significant milestone in a student's ballet career.

Faced with new opportunities in light of COVID-19, MCB School transitioned all 108 weekly ballet classes offered during the school year to a virtual training platform, allowing students the choice to continue their hard-earned training either safely in person at MCB studios or at home, where they can interact with their teachers in real time via Zoom. The Summer Intensive training programs ran both in-person and virtual training, allowing families flexibility in choosing which type of training they were comfortable with. The 2021 Summer Intensive Audition Tour also occurred virtually, allowing MCB School to expand the audition pool to Europe and Asia for the first time, further developing pathways to ballet training for diverse students.

## COMMUNITY ENGAGEMENT

Serving 12,000+ annually in schools, communities and social service centers, MCB uses the power of dance to uplift, unite, enchant, and bring joy. Engagement is what MCB does; diversity is who MCB is; and equity is MCB's mission in service to community—especially those most historically divested, geographically removed and/or under-represented, and whose support requires a holistic approach.

Through culturally-relevant praxis, community engagement programs mitigate the dearth of arts education opportunities that exist for disenfranchised populations in South Florida by equitably fostering executive function skills, consistency, and cultural identity that are afforded by arts instruction, and are fundamental to quality of life. All programs are offered for free to the public; however, Miami City Ballet tailors program design and content to those who are traditionally underrepresented in the arts, including Title I Schools at which more than 80% of students qualify for free lunch; those who identify as Black, Indigenous, and People of Color (BIPoC); and differently-abled populations.

Programs operationalize Miami City Ballet's goal of developing a culture of inclusion in the arts through:

- ❖ **Access to Learning:** The Ballet Bus program underwrites long-term access to dance education for students from Title I Schools in Miami-Dade County. Scholarships encompass free transportation to MCB studios, fully-subsidized tuition to attend MCB School, wellness instruction, parent engagement, and complimentary tickets to ballet performances. Ballet Bus students also have the opportunity to perform in *George Balanchine's The Nutcracker*®. Now in its sixth year, Ballet Bus welcomed 40 students from Title I Schools, ages 7-14. 34% identify as Black or Black-Hispanic, 46% as White-Hispanic, 14% as mixed-race, and 6% as White. For three years, the Palm Beach Summer Dance Camp has provided free dance study for students from Title I Schools through a carefully-constructed syllabus that promotes the cultivation of agency and voice. Classes include ballet, hip-hop, and Flamenco, as well as journaling and choreographic composition—all of which culminate in a performance. The 2019 Camp welcomed 50 students ages 9-13, of whom 40% identified as Hispanic/Latino, 40% as Black, and 20% as White;
- ❖ **Dance Education for Miami Artists:** Master Classes bring teaching artists into schools in Miami to provide access to MCB School's acclaimed artistry and curriculum for students ages 12-18;
- ❖ **Access to Performances:** The Ballet for Young People and Ballet for Families series provides thousands of children ages 8-16 and community members in under-resourced areas in Miami-Dade County with free opportunities to enjoy a professionally-produced performance in a state-of-the-art theater. Specially designed to bridge ballet to first-time audiences, dance demonstrations, live bilingual narration, and a take-home study guide accompany excerpts from Miami City Ballet's repertoire.
- ❖ **School Residencies:** Explore Dance reaches students in grades K-8 at Title I Schools in Miami-

Dade County. After-school classes provide free, onsite dance instruction from MCB School faculty, while in-school curriculum enhances academic cognition through arts learning as part of the City of Miami Beach STEAM initiative. Both culminate in a costumed performance for families and peers; and

- ❖ **Inclusion for Protected Populations:** Storytelling circles link literature and music to dance, providing an uplifting multisensory experience for children and seniors. Partnerships with service organizations like Miami Lighthouse for the Blind and PACE Senior Center link MCB with communities who, because of physical conditions or geography, are unable to access artistic experiences.

The COVID-19 pandemic impacted families served by community engagement programs through a domino effect of challenges. Most work in the service industry, and a majority are immigrant households who now subsist on unemployment. Community engagement staff have turned their attention to providing support for these families throughout the year, which included assisting a small number of families with obtaining computers for virtual learning, thanks to MCB's Board of Trustees.

## MIAMI CITY BALLET'S VALUES

Miami City Ballet is committed to a series of institutional values to transform its brand and lead the organization into a bold new era of continued excellence:

- ❖ **Pursuit of Excellence:** Relentless dedication to getting better every day, onstage and off. We care deeply about the caliber of our work and we won't settle for less;
- ❖ **Elevation:** We create work that stretches perspectives and raises spirits;
- ❖ **Accountability:** We trust every person to pursue our common mission with integrity, inclusivity, empathy, and diligence;
- ❖ **Collaboration:** We are part of the communities we serve. We value each person's contribution and collectively solve problems because our greatest achievements come when we band together;
- ❖ **Authentically Miami:** We are energetic, diverse, dynamic, and welcoming; and
- ❖ **Joyful Generosity:** When we share our work, we share our hearts. The care we take to engage our audiences demonstrates our love and appreciation for them.

## LEADERSHIP



### Lourdes Lopez, Artistic Director

Lourdes Lopez was recently named one of “The Most Influential People in Dance Today” by Dance Magazine. She became Artistic Director of Miami City Ballet in 2012, bringing with her a nearly 40-year career in dance, television, teaching and arts management. As a Soloist and Principal Dancer with New York City Ballet, Lopez danced for two legends of the art form, George Balanchine and Jerome Robbins.

Under Lopez's direction, Miami City Ballet has become one of the country's premier ballet companies. According to The New York Times, “This troupe [is] at the forefront of all those dancing choreography by George Balanchine today.... Bold, light, immediate, intensely musical, the dancing of Miami City Ballet flies straight to the heart.”

Born in Havana, Cuba in 1958 and raised in Miami, Lopez began taking ballet lessons at the age of five, on the recommendation of a doctor. At the age of 11 she received a full scholarship to the School of American Ballet (SAB), the official school of New York City Ballet, splitting the year between Miami and New York City. At fourteen, she moved to New York permanently to devote herself to full-time studies at SAB, and shortly after her sixteenth birthday, joined the corps de ballet of New York City Ballet.

Under the direction of George Balanchine and Jerome Robbins, her star rose quickly at New York City Ballet; In 1984, she was promoted to Soloist, performing countless featured roles including Balanchine's Violin Concerto, Liebeslieder Walzer, Firebird, Serenade, Symphony in C, Agon, The Four Temperaments; and Robbins' Dances at a Gathering, Glass Pieces, Fancy Free, In the Night, Four Seasons and Brandenburg.

Upon retirement, Lopez joined WNBC-TV in New York as a Cultural Arts reporter, writing and producing feature segments on the arts, artists and arts education. She was also a full-time senior faculty member and Director of Student Placement, Student Evaluation and Curriculum Planning at New York's Ballet Academy East. She served on the dance faculty of Barnard College and guest taught at numerous dance institutions and festivals in the United States.

In 2002, Lopez became the Executive Director of The George Balanchine Foundation, which works to educate the public about dance and to further the art of ballet, with a special emphasis on the work and achievements of George Balanchine. In this position, she oversaw the 2004 Balanchine Centennial Celebration, a worldwide festival honoring the choreographer and his legacy.

Lopez co-founded The Cuban Artists Fund, which supports Cuban and Cuban-American artists in their endeavors. In 2007 she received an award from the American Immigration Law Foundation honoring Cuban Americans for their accomplishments and contributions to American society.

She also co-founded Morphoses with Christopher Wheeldon in 2007 — a New York-based dance company aiming to revitalize dance through innovative collaborations with important artists from the worlds of music, visual arts, design, film and fashion; and by inviting younger and broader audiences to engage in and actively experience dance.

In 2014 Lopez was elected to serve on the Ford Foundation's Board of Trustees, marking the first time an artist was elected to serve on its board and in 2011, she received the prestigious Jerome Robbins Award for her years in dance. She has served as a dance panelist for the National Endowment for the Arts. Lopez is married to investment banker George Skouras. They are the parents of two daughters: Adriel and Calliste.



**Tania Castroverde Moskalenko, Executive Director**

Tania Castroverde Moskalenko joined Miami City Ballet as Executive Director in August 2018, bringing with her more than 20 years of experience leading performing arts institutions and guiding them through strategic, financial, and operational turnarounds. As MCB's Executive Director, she oversees finance, fundraising and development, marketing and communications, community engagement, human resources, and the business side of the Miami City Ballet School. Sixty days after her arrival at MCB, she presented the Board with an ambitious plan for a \$55M capital campaign to ensure MCB's long-term financial health. To date, the 4-year *Transforming Lives Campaign* has raised close to 80% of its goal.

Prior to MCB, Castroverde Moskalenko served as the Chief Executive Officer of Chicago's Auditorium Theatre, revitalizing the organization's financial health through new programming, increased earned revenue, and expanded philanthropic support. In 2017, she was named 'Chicagoan of the Year for Dance' by the Chicago Tribune.

Prior, Castroverde Moskalenko spent four years as President and CEO of the Center for the Performing Arts and the Great American Songbook Foundation in Indiana where she implemented a strategic plan that increased and diversified programming, audience reach, board membership, and contributed revenue. Before that, she spent seven years as the Executive Director of the Germantown Performing Arts Centre in Tennessee, where she erased a structural deficit, created a reserve fund, and founded successful programs such as the GPAC Youth Symphony Orchestra and Jazz in the Box.

Castroverde Moskalenko holds a BFA from the University of Memphis, an MA in Philanthropic Studies from Indiana University, and a Certification in Non-Profit Financial Management from Harvard University, John F. Kennedy School of Government. She serves on the Board of Directors of Philanthropy Miami.

Castroverde Moskalenko was raised in Miami where she and her family arrived as political refugees from Cuba when she was six years old. She is the mother of five children and is married to a former Russian ballet dancer, Alexei Moskalenko, who is Assistant Artistic Director of the Youth America Grand Prix.



**Courtney Ford, Chief Development Officer**

Courtney K. Ford has dedicated her life to making the world a more beautiful and equitable place. Fundraising is how she enacts that change.

Courtney joined Miami City Ballet in December 2019 and currently serves as Chief Development Officer. Under her leadership, MCB has raised more money than ever before in its 35-year history. Courtney is responsible for completing the \$55M Transforming Lives Campaign by April 2022 and has already raised close to 80% of the goal. She leads a team of ten people and is responsible for securing over \$14M annually.

Prior to moving to Miami Beach, Courtney worked as Chief Development Officer of the Boys’ Club of New York for nearly five years. In her first year, she transformed the development department, which had not met its revenue goal in 17 years, into a highly functioning operation that consistently raised \$7.2M annually. Prior to serving as CDO, Courtney served as Director of Special Events and was responsible for planning three galas that raised \$4M annually and managing the Women’s Board.

Courtney has held other development positions at Cooper Union, New York Philharmonic, and Carnegie Museums of Pittsburgh and currently provides pro bono strategic and development consulting to Camille A. Brown & Dancers. She is a member of the Association of Fundraising Professionals and Council of Protocol Executives. Courtney graduated with honors from NYU Gallatin and completed her B.A. in just three years.

Courtney grew up in Butler, PA and took dance lessons on scholarship from age 2-16. She credits dance with opening up her world and teaching her the importance of practice and discipline. Courtney feels honored to work for MCB and pay forward that which she has been given.

## **VOLUNTEER LEADERSHIP**

Miami City Ballet’s Board of Trustees are dedicated and committed to the Company’s brand promise, vision, and continued growth. The Board is a diverse group of esteemed dance professionals, philanthropists, and business and community leaders:

**Directors**

- ❖ **Jeff Davis**, *Chair*
- ❖ **Charles Adelman**, *Chair, Finance Committee*
- ❖ **Raul Aguila**
- ❖ **Jill E. Braufman**, *Chair, Community Engagement Committee*
- ❖ **Tania Castroverde Moskalenko**
- ❖ **Veronica de Zayas, Esq.**, *Chair, Nominating and Governance Committee*
- ❖ **Bruce Halpryn, Ph.D.**, *Chair, School Committee*
- ❖ **Kristi Jernigan**, *Chair, Campaign Committee*
- ❖ **Susan D. Kronick**
- ❖ **Lourdes Lopez**
- ❖ **Manny Marquez**
- ❖ **Lisa Massirman**

- ❖ Margaret Eidson
- ❖ Robert Friezo, *Chair, Development Committee*
- ❖ Robert Gottlieb
- ❖ Kathy Guttman

- ❖ Saul Sanders, *Chair, Audit Committee*
- ❖ Michael Schultz
- ❖ John Vogelstein

**Trustees**

- ❖ Sara Minskoff Allan
- ❖ Madeline Anbinder
- ❖ Stephen Anbinder
- ❖ Toby Lerner Ansin, *Founder*
- ❖ Merrill Ashley
- ❖ Michelle Bulnes
- ❖ Robert I. Chaskes, Esq.
- ❖ Lester N. Coney
- ❖ Neil Devlin
- ❖ Ann Fromer
- ❖ Sheila O'Malley Fuchs, *Chair, Palm Beach Committee*
- ❖ Dini Albert Golden
- ❖ Francinelee Hand

- ❖ William "Bill" Jones
- ❖ Karen Krause
- ❖ Mimi Kuppin
- ❖ Margot London
- ❖ Patricia Lowry, Esq.
- ❖ Jennifer Myerberg
- ❖ Rosalind Richter
- ❖ Eve Rounds, *Vice Chair, Development Committee*
- ❖ Sara Solomon
- ❖ Suzy Wahba
- ❖ Gail Wasserman
- ❖ Holly Wright
- ❖ Diana S.C. Zeydel

**Past Chairs**

- ❖ Stuart S. Danoff\*
- ❖ Mark Steinberg
- ❖ Harvey Smalheiser
- ❖ John Porta
- ❖ Rhoda Levitt
- ❖ Ron Esserman
- ❖ Susan Fox-Rosellini

- ❖ Janá Sigars-Malina
- ❖ Mike Eidson
- ❖ Karen Mitchell Curren
- ❖ Ana-Marie Codina Barlick
- ❖ Jim Eroncig
- ❖ Susan D. Kronick
- ❖ Kristi Jernigan

\*deceased

**Board Emeriti**

- ❖ Ana-Marie Codina Barlick
- ❖ Mike Eidson
- ❖ Ron Esserman\*
- ❖ Jacqueline Kott

- ❖ R. Kirk Landon\*
- ❖ Gerri LeBow\*
- ❖ Rhoda Levitt
- ❖ Rita Stein\*

\*deceased

**Palm Beach Committee**

- ❖ Sheila O'Malley Fuchs, *Chair*
- ❖ Sara Minskoff Allan
- ❖ Madeline Anbinder
- ❖ Stephen Anbinder
- ❖ Robert Chaskes
- ❖ Robert Friezo
- ❖ Ann Fromer

- ❖ Dini Golden
- ❖ Karen Krause
- ❖ Patricia Lowry
- ❖ Jennifer Myerberg
- ❖ Michael Schultz
- ❖ Gail Wasserman



**Jeff Davis, Chair, Board of Trustees**

Jeffrey W. Davis is currently the Chief Risk Officer and Chief Actuary of Sirius International Insurance Group in Hamilton, Bermuda. As Sirius Group’s Chief Actuary and Chief Risk Officer, Jeff is responsible for overseeing the Group’s loss reserving and risk management functions including managing the internal economic capital model, managing key exposures and mitigating risk for multiple lines of business and geographic regions in the (re)insurance arena. His past professional experience also includes executive positions at Munich Re-Insurance Group in Germany and at American Re-Insurance Company in Princeton, N.J.

After being a subscriber to Miami City Ballet for many years, Jeff joined the Board of Directors in 2017. His immediate contribution was Chair of the Development Committee, where he initiated a \$55 million comprehensive campaign. In 2019, the Board of Trustees elected Jeff to assume the Chair role. In addition to Miami City Ballet, Jeff and his husband, Michael T. Miller, currently support other arts and social change organizations, including NuDeco Ensemble, YoungArts Foundation, New World Symphony, Jacob’s Pillow, BalletMet Columbus, Point Foundation, Equality Florida and Gary Geis Dance Company.

Jeff holds a B.S. in Mathematics Education from the University of Cincinnati and an M.A. in Liberal Studies from SUNY at Stony Brook. He is a Fellow of the Casualty Actuarial Society and a Chartered Financial Analyst charterholder.



**Kristi Jernigan, Chair, Campaign Committee**

Kristi Jernigan is currently the Chair of the Campaign Committee. With a career in finance and marketing, Kristi brings to her role a strong sense of community engagement and interest in youth empowerment. Jernigan was Director of Business Development and Marketing at Argonaut Capital, a macro hedge fund, in London prior to moving to Miami in 2013 with her husband, Dean, the founder and CEO of Jernigan Capital. She was also the founder and owner of KWJ Capital, a London-based investment marketing firm representing U.S. funds in Europe, the Middle East, and Asia.

During their time in Memphis from 1997-2002, the Jernigans were very active in the revitalization the city’s downtown area, bringing a AAA baseball team and building a \$75 million ballpark located in the heart of downtown Memphis. Kristi was also the Vice-Chair of the Riverfront Development Corporation, a public-private partnership charged with master planning the Mississippi Riverfront for Memphis. She served on numerous boards and chaired fundraising campaigns, and founded UrbanArt, a public art commission for Memphis and Shelby County that successfully passed a “percent for art” city and county ordinance during her chairmanship.

During the Jernigans’ 11 years in London, she served on the Council for the Serpentine Gallery. Presently, she is a member of the Centre Pompidou Foundation, an American-based not-for-profit supporting the mission of the Centre Pompidou in Paris.

**THE TRANSFORMING LIVES CAMPAIGN**

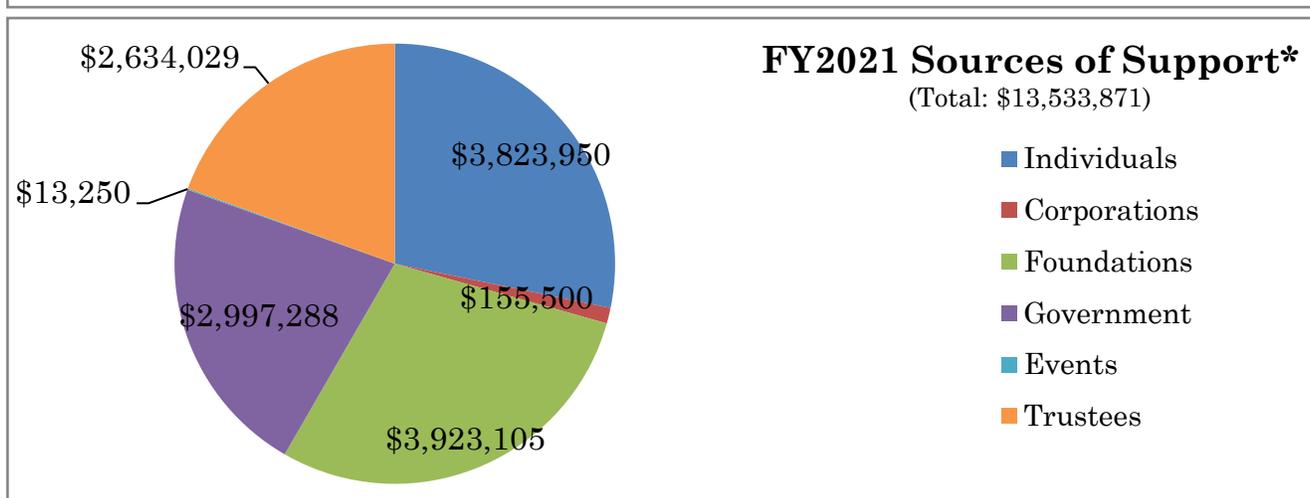
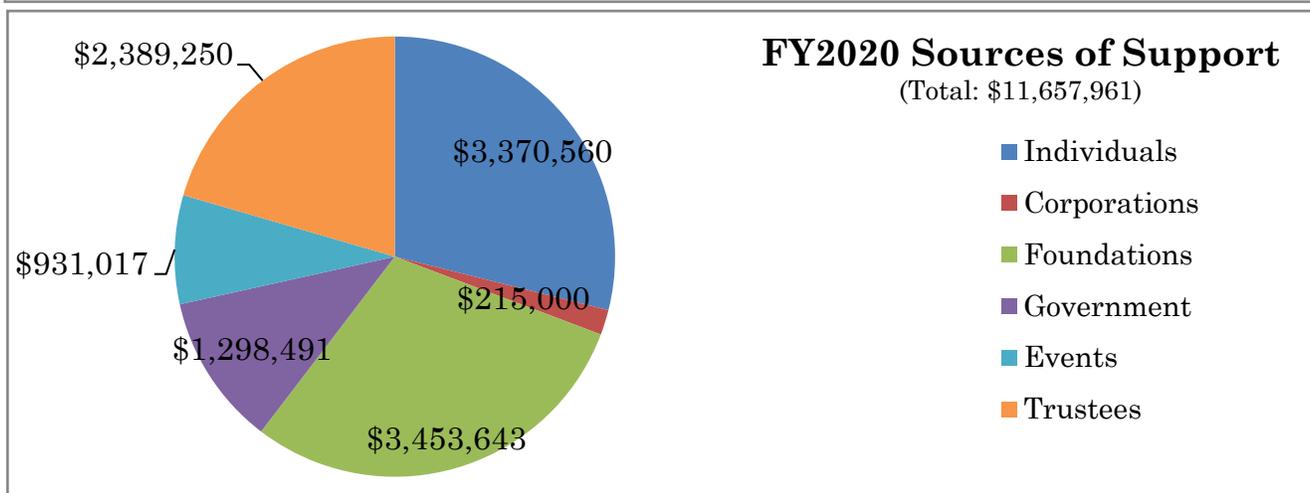
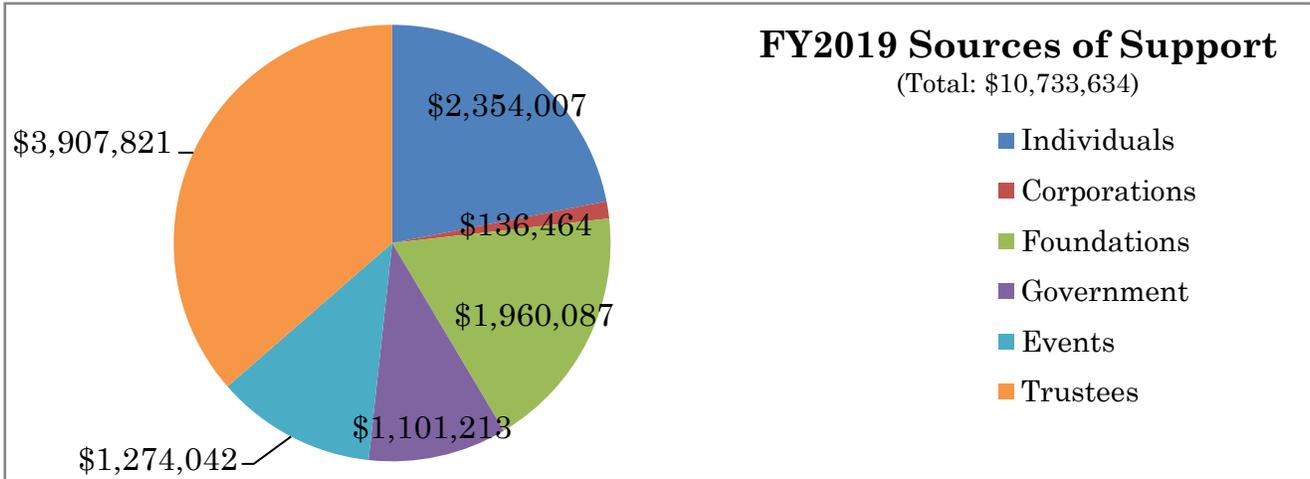
In 2018, Miami City Ballet publicly launched the comprehensive Transforming Lives Campaign, a \$55 million capital campaign. To bolster the Company’s ascending reputation as a globally recognized, leading arts organization, the campaign is focused on four substantive priorities:

1. Artistic Investment;
2. Expansion of the Miami City Ballet School;
3. Building and Maintaining Community Engagement; and
4. Enhanced Organizational Capacity.

To date, MCB has raised \$43.4 million towards the \$55 million goal.

## FUNDRAISING HIGHLIGHTS

Miami City Ballet is poised for continued philanthropic growth. In 2020/21 MCB has raised \$13.5 million, more money than ever before in its 35-year history, and anticipates another record-breaking year in 2021/22. MCB is expected to complete its historic Transforming Lives Campaign by April 2022.



\* as of March 22, 2021 for fiscal year ending April 30, 2021.

## **IMPORTANT AND REPORTING RELATIONSHIPS**

The Major Gift Officer will report to the Director of Development and partner with the development team of 12 to expand philanthropic giving.

The successful candidate will partner with members of the Palm Beach Committee to engage donors and prospects. The Major Gift Officer will also attend quarterly Palm Beach Committee meetings.

## **RESPONSIBILITIES AND CHALLENGES**

The MGO will play a vital role in the growth of individual philanthropic revenue in Palm Beach and Broward Counties. Key challenges and opportunities include, but are not limited to:

- Guided by the values and mission of MCB, serve as an active member of the development team to increase individual giving;
- Work closely with the Chief Development Officer and the Director of Development to gain an in-depth understanding of MCB's current and long-term fundraising priorities for Palm Beach and Broward Counties;
- Serve as an eloquent and gracious ambassador and spokesperson for MCB in Palm Beach and Broward Counties, the Company's performances in South Florida, and key civic and community special events;
- Craft innovative strategies and tactics to consistently engage high-net-worth individuals, some of whom are seasonal residents of Palm Beach and Broward Counties;
- Cultivate, solicit, and steward a portfolio of 125 – 150 prospects, at the four- to six-figure range with regional coverage in Broward and Palm Beach Counties;
- Expand participation in MCB's Artist's Circle (\$3,000 and above) and the Ansin Society (\$10,000 and above), with regional focus on Broward and Palm Beach Counties;
- Partner with MCB development and marketing colleagues to prepare reports and regular communications;
- Work with volunteers and event staff to aid in the planning and attendance of donor cultivation and recognition events; and
- Maintain best fundraising practices, utilizing clearly defined objectives and transparent methods.

## **KEY EXPERIENCE AND QUALITIES**

MCB seeks an experienced major gift fundraiser with a demonstrated track record to respond effectively to the responsibilities listed above. To effectively fulfill the requirements of this position, a candidate must possess the following professional experience and personal qualities:

- Passion for MCB's brand promise and the ability to communicate MCB's impact in an inspiring manner to prospects and donors in culturally diverse communities;
- Track record of successful solicitations and closure of major gifts (four- to six-figure) from individuals, including the design and execution of identification, cultivation, solicitation, and stewardship strategies and the effective involvement of leadership and volunteers in those

activities;

- Stature and intellectual depth, combined with poise and solicitation skills, to collaborate effectively with MCB Palm Beach Committee to marshal the full fundraising potential of major gifts donors in Palm Beach and Broward Counties;
- Progressively successful experience in front-line fundraising positions, ideally within a ballet company, performing arts, or cultural environment;
- Superb communication skills (written, oral, and listening);
- Proven ability to close major gifts and a demonstrated record of successful solicitation, completed personally and in partnership with executive and volunteer leaders;
- Self-starter with the proven ability to take initiative and work independently, but also integrate as an effective member of the development team;
- Reflect an optimistic, positive attitude and convey sensitivity to the needs of high-net-worth donors;
- Collaborative style and flexibility, ability to adapt to changing priorities, and multitask to meet deadlines;
- Creative and imaginative manner of approaching issues and devising sound solutions based on good judgment and collaboration;
- Share MCB's core values of pursuit of excellence, elevation, accountability, collaboration, authentically Miami, and joyful generosity; and
- Bachelor's degree required; advanced degree preferred.

## MIAMI AND PALM BEACH, FLORIDA



Miami, Florida is a culturally rich tapestry of cutting edge arts and cultural events, pristine beaches, vibrant nightlife, shopping complexes, botanical gardens, and national parks. Of the 500,000 residents who proudly call Miami home, 70% are Hispanic and 15% are Black, contributing towards the city's diverse and rich culture.

Miami is an art lover's paradise, home to cutting edge arts districts, internationally-acclaimed art shows, and countless galleries and museums. Enjoy live dance, music, and theater performances in venues designed

by world-renowned architects, or catch a film or festival. In Miami, there is something beautiful around every corner.

Greater Miami has lush, tropical beauty, electric urban energy and a world-class arts scene. But it's the beaches — spanning more than 20 miles of Atlantic coastline — that consistently take center stage. With sandy strips stretching from Homestead to Sunny Isles Beach, the destination offers the perfect beach for every person. Warm turquoise waters, soft sand and gentle breezes swiftly seduce visitors, who come to the happy realization that when in Miami, every day can be Beach Day.

Perhaps most synonymous with Miami is South Beach, which sits at the southern tip of the barrier island of Miami Beach and has been immortalized in film and on television. Stretching just over two miles north from South Pointe Park, South Beach is a broad swath of white sands punctuated by colorful lifeguard stands and bordered by Ocean Drive's iconic cityscape of Art Deco architecture, sidewalk restaurants and boutique hotels. Yet South Beach is just the beginning of the destination's beach bounty. Farther north, the quieter strands of the Mid-Beach and North Beach neighborhoods have a distinctly low-key vibe, with plenty of space to spread your towel on sands bordered by seagrape-covered dunes.

Thirty-nine vibrant, diverse, and welcoming communities make up The Palm Beaches, each offering charms all their own. Immerse yourself in the colorful culture and nightlife of West Palm Beach. Soak up the unspoiled beauty of Jupiter. Travel back in time to the Gilded Age in historic Palm Beach. Sample the boundless art and culinary treasures of Boca Raton. And in between, dozens more await your visit—from funky Delray Beach to the golf haven of Palm Beach Gardens, home of the PGA.

## **DIVERSITY**

Miami City Ballet seeks to develop and nurture its diversity. Miami City Ballet is committed to maintaining an inclusive community that recognizes and values the inherent worth and dignity of every person; fosters tolerance, sensitivity, understanding, and mutual respect. Miami City Ballet is an EEO employer fully committed to achieving a diverse workforce. All individuals, including minorities, women, individuals with disabilities, and protected veterans are encouraged to apply.

## **COMPENSATION AND BENEFITS**

The compensation and benefits package will be competitive and commensurate with the successful candidate's background and experience.

## **CONFIDENTIAL INQUIRIES AND HOW TO APPLY**

Miami City Ballet has retained [Freeman Philanthropic Services, LLC](#) (FPS) to assist on this executive recruitment. FPS is a national leader in recruitment for the nonprofit sector and related concerns and brings a proven track record of recruiting top talent to diverse institutions.

Please send all confidential inquiries, applications, and nominations directly to FPS via e-mail at [MCB-MGO@glfreeman.com](mailto:MCB-MGO@glfreeman.com).

All applications must include (1) an up-to-date resume (2) a letter of intent (addressed to FPS) that specifically cites the experiences that best prepare the applicant for this role and why this particular opportunity is the logical and desired next step in his/her career, and (3) a list of references. Additional materials and information will be requested during the search and interview process.