

CURRICULUM VITAE

Current Employment

Development Director (since 2016)

Stanford Jazz Workshop

- Responsible for forecasting and achieving goals for all contributed revenue, including individual, foundation, corporate, government, and legacy giving (approximately \$700,000 annually)
- Creates and stewards open and satisfying relationships with all donors
- Reports to the Executive Director and Artistic Director, supervises one staff member

Major accomplishments:

- *Stabilized development operations, then grew contributed revenue in most categories*
- *Cultivated and secured a new multi-year, five-figure gift plus a new planned giving agreement*
- *Secured renewed major funding from the California Arts Council*
- *Secured first-ever grants from two foundations plus renewed funding from a lapsed foundation funder*
- *Implemented new online giving platform and overhauled donor benefits*
- *Created the organization's first annual reports*
- *Participated in analysis of CRM needs*
- *Contributed significantly to planning of after-school program expansion*

Select Employment History

Campaign & Foundations Manager (2015-16)

San Francisco Conservatory of Music

- Managed a multi-year capital /comprehensive campaign: duties included creating financial plans, case statements, proposal and tracking processes, and short-term and long-term donor strategies
- Oversaw all donor communications: duties included writing, editing, and proofing newsletters, funding proposals, reports, invitations, and solicitation/acknowledgment letters; and conceiving, creating, and managing online and multi-media content
- Managed a donor portfolio: duties included identifying, soliciting, and stewarding annual and endowment gifts from 30 foundation, government, and individual donors, with an annual goal of \$250,000
- Assisted with other development operations, including annual fund, alumni relations, board relations, event planning, and legacy giving

Major accomplishments:

- *Exceeded fundraising goal by 20%*
- *Played a major role in the most successful appeal in institutional history*
- *Secured gifts from three lapsed donors*
- *Created the organization's first annual report in many years*
- *Assisted with major fundraising strategies*

Institutional Gifts Consultant / Writer (2000-14)

San Francisco Opera

- Wrote funding proposals, reports, articles, letters, and marketing copy: crafted content was used extensively to raise money, sell tickets and subscriptions, and inform and entertain patrons
- Worked independently, in collaboration with individuals or departments, or as manager of small teams

Other Freelance Experience (2000-14)

Duties (partial list)

- Grantwriting
- Grant management and reportage
- Content creation for marketing/capital campaigns
- Analysis of institutional capacity
- Program planning
- Prospect research

Clients (partial list)

- California Shakespeare Theater
- Friends of the SF Public Library
- Ghiberti Foundation / Grace Cathedral
- Mexican Museum
- San Francisco Ballet
- San Francisco Classical Voice

Various (1992-2000)

San Francisco Opera

- Held full-time positions of increasing responsibility: Administrative Assistant, Grant Writer, Development Staff Writer, and Associate Manager of Institutional Gifts

Skills / Other

- Superlative communication and interpersonal skills
- Fluent in Microsoft Office, Raiser’s Edge, FileMaker Pro, Joomla, and WordPress
- Extremely knowledgeable about forms of artistic expression, especially music and theater
- Extremely familiar with the San Francisco Bay Area arts ecosystem
- Consultant to grantmaking entities since 1999 (further information upon request)
- Professional opera singer since 1992, with dozens of credits with Bay Area companies
- Teaching artist from 1994 to 2014, primarily with the San Francisco Opera Guild
- Wrote an original opera libretto on the subject of Mary Ellen Pleasant for composer David Garner
- Co-authored (with Lotfi Mansouri) *True Tales from the Mad, Mad, Mad World of Opera*, published by Dundurn in 2012

Education

Master of Music, Vocal Performance (1992)

San Francisco Conservatory of Music

Bachelor’s of Music, Vocal Performance (1990)

San Francisco Conservatory of Music

Community Service

Founding Member, Board of Directors (since 2014)

Pacific Singers and Actors Workshop

Member, Board of Directors (since 2017)

Each One Reach One

Panelist, Artists in Schools Extension Program (2017)

California Arts Council

Member, Scholarship Advisory Committee (2010-14)

San Francisco Conservatory of Music

Volunteer Advocate (2001-05)

San Francisco Court Appointed Special Advocates