

GENOVESE, VANDERHOOF & ASSOCIATES

Job Opportunity

Executive Director Artistry Theater and Visual Arts at the Bloomington Center for the Arts Bloomington, Minnesota

Artistry Theater and Visual Arts invites applications and referrals for the position of **Executive Director**.

The Position:

Reporting to the Board of Directors, the Executive Director serves as the chief development officer and has day-to-day responsibility for the organization, charged with external and community relations, fund-raising, marketing, and strategic planning, as well as operational, financial, and administrative management.

With an annual budget of \$2.2 million, Artistry's staff also includes theatre production, musical, artistic, and technical teams, box office and front of house, education coordinators, teaching artists, and other administrative people. It receives broad support from its community with a pool of 185 volunteers and a dedicated Board of Directors of 17. The annual fund-raising goal is \$538,000, for which the ED holds the primary responsibility for development of strategy and its execution.

Artistry serves a regional audience of more than 82,000 annually. To better connect with its patrons, Artistry is currently installing Vendini as its CRM software.

Senior staff who report directly to the ED are the Producing Artistic Director of the Theater, a Senior Director of Operations & Community Partnerships, and the Director of Visual Arts and Placemaking. Artistry has an annual workforce of 59 employees (15 FT, 44 PT) and 280 independent contractors.

Artistry Theater and Visual Arts is an independent 501c 3 not for profit organization, the anchor tenant in the city-owned Bloomington Center for the Arts. Its mission statement says: "in pursuit of artistic excellence, we engage our region's most talented artists in work that welcomes and develops audiences and opens hearts and minds."

Artistry has four major programmatic thrusts:

a theatre company under the leadership of Producing Artistic Director Benjamin McGovern, uses both the 366-seat Schneider Theater featuring an orchestra pit and the 115-seat Black Box Theater;

a visual arts program that curates more than 13 exhibitions annually in the Inez Greenberg Gallery and the Atrium Gallery in the Bloomington Center for the Arts;

a rapidly-expanding education program that has grown to more than 8,000 participants annually, offering year-round classes and workshops at the Bloomington Center for the Arts classrooms and clay studio, as well as bringing arts learning experiences to people of all ages and abilities, at schools, senior centers, libraries, and community events;

a Public Art and Creative Placemaking initiative funded in part by the National Endowment for the Arts, working with the City of Bloomington and other partners to transform Bloomington's South Loop into a vibrant, distinctive neighborhood, along with other public art projects.

Artistry was accepted into the Kennedy Center "Partners in Education" program and receives "Arts Learning Funding" from the Minnesota State Arts Board. It has received a five-year matching Supplemental Cultural Arts Grant from the City of Bloomington.

The major goals of Artistry's current five-year strategic plan are (1) to strengthen artistic excellence as expressed in the mission and values statement; (2) to develop a larger regional audience of loyal, engaged patrons; and (3) to be an essential City partner in advancing Bloomington as a vibrant, progressive place to live, work, and visit.

Background on Artistry and the City of Bloomington:

The Bloomington Theatre and Art Center, doing business as Artistry Theater and Visual Arts, is the product of a 2009 merger of Bloomington Civic Theatre (a community theatre) and Bloomington Art Center (a visual arts and education organization), not to be confused with the building known then and now as the Bloomington Center for the Arts.

The newly merged, newly named "Bloomington Theatre and Art Center" (BTAC) hired Andrea Specht as its first non-interim executive director in October 2009. Immediately following the merger, BTAC retained theatre productions, exhibitions, and fee-based arts education programming, and set a course toward professionalization, greater outreach to the community, and an expanded focus on fund-raising. Specht led a remarkable period of organizational growth and achievement over nine years from "start-up" to its current success.

Bloomington is the fifth largest city in the State of Minnesota with a population of 85,000. It lies 10 miles south of downtown Minneapolis and is very close to Minneapolis-St. Paul International Airport (MSP). Bloomington is home to Mall of America, the largest enclosed shopping center in the United States, as well as the headquarters for Ceridian, Donaldson Company, HealthPartners, and Toro.

Other arts groups in the city include the Bloomington History Museum, the Bloomington Symphony Orchestra, Angelica Cantanti Youth Choirs, Bloomington Chorale, the Medalist Concert Band, and the Continental Ballet Company.

Qualifications:

The ideal candidate will have five to seven years senior management experience in the cultural sector, preferably in an arts venue, a producing theatre, or a visual arts organization, and a proven track record in major gifts fund-raising, board development, and grantsmanship. A degree in arts and/or not for profit administration or equivalent experience in the field would be desirable.

The new ED will have demonstrated leadership in inspiring a positive and highly engaged work force and working effectively with elected officials and municipal staff, as well as superior analytical, financial, and organizational credentials.

Other necessary characteristics include a passion for the performing and visual arts and arts education, political savvy and diplomacy, exceptional oral and written communication skills, a record of accomplishment in building community participation and cross-cultural partnerships, and the ability to work respectfully with a broad spectrum of differing lifestyles and backgrounds.

The ED must be a strategic thinker and relationship builder, and someone who maintains a high professional profile, secures financial resources, exhibits a commitment to diversity and inclusion, and develops unique collaborative relationships with other organizations.

The ideal candidate will show evidence of:

A track record in building and nurturing excellent management teams and the personal leadership qualities, political acumen, tact and patience required to negotiate and successfully manage a complex operation.

Demonstrated leadership in major gift fund-raising, annual fund drives and endowment building. Experience in planning and implementing fund-raising goals, objectives, and policies. Ability to cultivate, solicit and steward major gifts from high level individual donors, corporate sponsors, and foundation/government funders in conjunction with the board of directors.

Comprehensive knowledge of theatre and gallery management. An industry professional with existing networks within the cultural sector and a personal vision of how the arts play a role within the life of a community.

Application Process:

Salary is commensurate with qualifications and experience. Comprehensive benefits package.

Interested candidates are invited to submit a cover letter and resume with a list of references and salary requirements in confidence **by Friday, April 12th** to:

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For additional information:

www.artistrymn.org

www.genovesevanderhoof.com.