

Chief Development Officer The Florida Orchestra

The Florida Orchestra seeks a skilled and experienced executive to serve as the Orchestra's next Chief Development Officer. The position is available immediately; applications and nominations are welcome.

The Orchestra
www.floridaorchestra.org

Celebrating its 50th anniversary in the 2017/18 season, The Florida Orchestra is recognized as Tampa Bay's leading performing arts institution, the premier and largest professional symphony orchestra in Florida, and one of the most vibrant and innovative orchestras in America. Through extraordinary musical performances, the orchestra serves as a leader and beacon for the musical arts in Tampa Bay and throughout the third largest state in the country.

With much potential for the orchestra to grow right along with Tampa Bay, it is an exciting time to be a part of The Florida Orchestra. Under the leadership of Music Director Michael Francis, The Florida Orchestra performs more than 130 concerts a season in Tampa, St. Petersburg and Clearwater, with series of classical, popular, morning coffee concerts and weekend matinees, as well as free Pops in the Park and educational youth concerts. Over the years, the orchestra has diversified its programming, offering special rock, video game and film concerts, including the Harry Potter film series.

At the core of the orchestra's mission is "music for all." Last season the orchestra's community programs reached 80,000 people, all at free or pay-what-you-can programs, including hospital concerts, Sunday afternoon chamber concerts at the Woodson African American Museum, Inside the Music, a community sing-along concert, family concerts, side-by-side concerts and masterclasses and workshops. Kids and teens 5-18 get into all classical Masterworks concerts free. A variety of new partnerships with museums, universities and community groups has strengthened TFO's role in the Tampa Bay community. The orchestra also has a strong history of performing throughout Florida, most recently in Daytona Beach, Avon Park, Sebring and Gainesville in our Beyond the Bay program.

The Florida Orchestra has enjoyed significant financial success in recent years. Paid attendance continues to soar, up more than 45 percent since 2009. Last season TFO sold a record 100,000 seats, eighteen concerts sold out. The orchestra's 50th anniversary fundraising gala concert featuring Sting sold out in a week and raised \$1.5 million. The annual fund has grown by a third as well, supporting a total operating budget of \$12 million. The endowment has more than tripled since June 2007.

The Florida Orchestra's leadership is strong and stable. Its governance structure includes a 39-member Board of Directors, a 44-member Board of Consultants, and a 26-member Council of Advisors. The orchestra includes 66 contracted musicians who are engaged for 31 weeks during the current season, and is frequently expanded for larger repertoire. Michael Pastreich has been president and CEO since 2007. Michael Francis has been music director since 2015.

The Opportunity

The Chief Development Officer will join an organization that has achieved significant artistic, financial, and operational success in recent years. Enthusiastic audiences have responded to imaginative programming and concert series designed to attract patrons of all ages, individuals and families alike. The Orchestra has a charismatic Music Director who provides strong artistic leadership, and anticipates continued growth in artistic quality, community engagement, audience, and financial resources. Working with a creative, dedicated, and energetic administrative team, the Chief Development Officer will play an important role in ensuring The Florida Orchestra has continued success well into the future.

The Position

The Chief Development Officer reports to the President & CEO and is a member of the senior management team. S/he is responsible and accountable for the planning, implementation, and management of the Orchestra's overall fundraising program, including the annual fund, special projects, and all other contributed revenue; including a comprehensive campaign to be launched in the 2018-19 season. Contributed revenue is budgeted at \$6 million for the 2017-18 season and represents 52 percent of total revenues.

Working with the President & CEO and the Board Development Committee, the Chief Development Officer designs and implements annual and multi-year strategies to achieve or exceed the Orchestra's fundraising goals, ensuring that the Orchestra follows best practices and utilizes volunteers and staff effectively. S/he plays a key role in identifying, engaging, and serving members of the governance structure. S/he shares primary responsibility for staffing the Board of Directors with the President & CEO and oversees the staffing of the Board of Consultants and the Council of Advisors.

The Chief Development Officer surpasses development objectives by successfully recruiting, motivating and supervising the development staff, including the Development Officer, the Development Operations Manager, the Institutional Giving and Events Manager, the Legacy Giving Manager, and the Development Coordinator. S/he ensures that the systems and procedures are in place for donor cultivation and recognition; recording and acknowledgement of gifts; research and prospect management; compliance with all grant and sponsorship requirements; and events. S/he develops and monitors the development department budget.

Candidate Profile

The successful candidate will have at least five years of senior fundraising and management experience with a not-for-profit organization, preferably in the performing arts. S/he will have a record of accomplishment for achieving or exceeding annual fundraising goals of \$2 million or more. S/he will have specific experience with major gifts, corporate and foundations, government grants, and special events.

The successful candidate will be able to speak and write persuasively about The Florida Orchestra, its artistry and its value to the community. S/he will welcome the opportunity to attend evening and weekend concerts on a regular basis, to participate in special events, and to be an active and visible member of the Tampa Bay community.

The successful candidate will be a strategic thinker with strong planning, organizational, budgeting, and management skills. S/he will be familiar and comfortable with donor management systems and related technology (TFO works with Tessitura software). S/he will be a skilled supervisor with the proven ability to manage and motivate both staff and volunteers. S/he will have excellent communication and interpersonal skills.

The successful candidate will have high energy, integrity, and ethical standards. S/he will demonstrate a deep respect for philanthropy and a commitment to providing excellent customer service and stewardship.

Applications

Please send a cover letter outlining interest and qualifications with resume, salary history or requirements, and contact information for at least three references. Electronic submissions are preferred. All applications will be treated as confidential and references will not be called without the candidate's knowledge and agreement.

Please send materials to:

The Florida Orchestra - Chief Development Officer Search
c/o Jodi Souza, Chief People Manager
244 Second Avenue North, 4h Floor
St. Petersburg, FL 33712
JSouza@FloridaOrchestra.org

MS Word or Adobe Acrobat attachments only, please.