

ASPEN • LEADERSHIP • GROUP

DIRECTOR OF DEVELOPMENT

ORCHESTRA OF ST. LUKE'S

New York, New York

<http://OSLmusic.org>



The Aspen Leadership Group is proud to partner with Orchestra of St. Luke's in the search for a Director of Development.

The Director of Development will lead fundraising initiatives and play an active role in the organization's strategic development. The ideal candidate will have a strong background in raising major gifts (five figures and above), possess superior communication skills, be adept at systems and procedures to support a successful development office, and have a track record of taking initiative and increasing contributed income.

The Director of Development leads a staff of four to raise \$3.5 million in annual operating funds, and an ongoing capital and endowment campaign through major and planned gifts. This position has an opportunity to be a key voice in planning organizational strategy along with a dynamic senior staff.

Orchestra of St. Luke's is poised for growth through its unique business model and its engagement of broad communities throughout New York City. Major areas of focus are prospect development through increased audiences, collaboration with multi-disciplinary art forms, and engagement through its service at The DiMenna Center for Classical Music.

Orchestra of St. Luke's (OSL) is one of America's most versatile and distinguished orchestras, collaborating with the world's greatest artists and performing approximately 80 concerts each year—including its Carnegie Hall Orchestra Series, Chamber Music Series at The Morgan Library & Museum and Brooklyn Museum, and the Caramoor Summer Season. In its 42-year history, OSL has commissioned more than 50 new works, has given more than 175 world, U.S., and New York City premieres; and has appeared on more than 100 recordings, including four Grammy Award winners and seven releases on its own label, St. Luke's Collection. Pablo Heras-Casado is OSL's principal conductor.

OSL grew out of a chamber ensemble that began giving concerts at the Church of St. Luke in the Fields in Greenwich Village in 1974. Today, the 21 virtuoso artists of St. Luke's Chamber Ensemble make up OSL's artistic core.

OSL owns and operates The DiMenna Center for Classical Music in Midtown Manhattan, where it shares a building with the Baryshnikov Arts Center. The DiMenna Center is New York City's premier venue for rehearsal, recording, and learning, having quickly gained a reputation for its superb acoustics, state-of-the-art facilities, and affordability. Since opening in 2011, The DiMenna Center has welcomed more than 100,000 visitors, including more than 400 ensembles and artists such as Renée Fleming, Susan Graham, Itzhak Perlman, Emanuel Ax, Joshua Bell, Valery Gergiev, James Levine, James Taylor, and Sting. OSL hosts hundreds of neighbors, families, and school children at its home each year for free community events.

Through its Education and Community programs, OSL has introduced audiences across New York City to live classical music. OSL brings free chamber concerts to the five boroughs; offers free interactive music programs at The DiMenna Center; provides chamber music coaching for adult amateurs; and engages 10,000 public school students each year through its Free School Concerts. In 2013, OSL launched Youth Orchestra of St. Luke's (YOSL), an intensive after-school instrumental instruction program emphasizing musical excellence and social development in partnership with community organizations and public schools in the Hell's Kitchen neighborhood.

REPORTING RELATIONSHIPS

The Director of Development will report to the President and Executive Director.

PRINCIPAL OPPORTUNITIES

In its 42-year history, Orchestra of St. Luke's has been recognized as an industry leader in innovation while taking the spotlight on the world's most celebrated stages. The orchestra's mission encompasses three areas: Performance; Education/Community; and The DiMenna Center for Classical Music, and is characterized by financial stability and the artistic flexibility to take advantage of opportunities.

As the second-largest independent orchestra in New York City and one of the largest chamber orchestras in the United States, St. Luke's moves into its fifth decade with renewed stride. Programmatic expansion in all three areas of the business enhances the case for support. The new president has set an ambitious vision for renewal in audience, board, and artistic personnel. Five new trustees in the last 15 months attest to the pace of the work.

The quiet phase of a new Capital Campaign was launched in November 2016 following a Feasibility Study administered by CCS. In four months, nearly \$5M has been raised on an \$18M goal.

The new Director of Development will take charge of a major donor pool that is impressive in capacity, inclination, and influence in New York's world of cultural philanthropy. Between the Annual Fund and the Capital Campaign, there will be many opportunities to cultivate, solicit, and steward five-, six-, and seven-figure gifts. Considering the size of the orchestra's budget, gifts of this magnitude will have a major impact on programming and the Director of Development will have the fulfillment of seeing gifts blossom into high-impact programs.

The Orchestra of St. Luke's President is an avid fundraiser and seeks a Director of Development who will be a strategic thought-partner, an external-facing spokesperson for the organization, and who will take the technical side of the shop to the next level. The Director of Development will have an important leadership voice in the planning stages of new projects and will work directly with trustees, donors, staff, musicians, and guest artists.

The Orchestra of St. Luke's is a special organization; nimble, ambitious, and very easy to love.

PRIMARY RESPONSIBILITIES

The Director of Development will

- with the President and Executive Director, design and execute a fundraising strategy for raising operating and capital support for Orchestra of St. Luke's and The DiMenna Center;
- manage three staff members (including one part-time) in meeting fundraising goals;
- offer professional development opportunities, training, and mentorship;
- plan and execute two annual galas and oversee management of cultivation events;
- supervise the day-to-day operations of soliciting support from individuals, foundations, corporations, and government sources;
- directly secure major gifts;
- cultivate donors and prospects at all levels of support; and
- participate in board development and planning, manage the Development and Nominating Committees, and attend Finance and Education Committee meetings.

KEY COLLEAGUES



Norman S. Benzaquen

Board Chairman

Partner, Gilder Gagnon Howe & Co. LLC

Norman Benzaquen was born in 1946 in Tangiers, Morocco. He graduated in 1970 as a Civil Engineer from the Ecole Nationale des Ponts et Chaussees, in Paris, France. He then relocated to New York, and in 1972, graduated with an M.B.A. from Columbia Business School. Mr. Benzaquen is a partner at Gilder Gagnon Howe & Co. LLC, a brokerage firm specializing in investment management. In addition to his role as Chairman of the Board of OSL, he serves as Trustee of the NY Historical Society, and of the Center for Educational Innovation-Public Education

Association. He is also a Trustee of the Congregation Shearith Israel, the American Sephardi Federation, and The 1654 Society. He is a member of the Board of the American Friends of the Alliance Israelite Universelle. Mr. Benzaquen has four children (Stephanie, Marina, David, and Nathaniel) and eight grandchildren. He resides in Manhattan and has a home in East Hampton, New York, and Palm Beach, Florida.



Emme Levin Deland, MBA

Trustee

Senior Vice President, Strategy, New York-Presbyterian Hospital

Emme Deland is Senior Vice President for Strategy at New York-Presbyterian Hospital. In this role, she is responsible for developing both clinical and corporate strategic plans for the hospital. Such plans include service line plans for New York-Presbyterian's clinical services, corporate plans e.g. Human Resources and Information Technology, and new initiatives such as MINT—the Minimally Invasive

New Technology initiative, and major policy plans such as Health Care Reform. Current projects include health care reform demonstration pilots, access improvement, workforce strategy, physician strategy, IT strategy, capital plan, and personalized medicine. Ms. Deland has spent 30 years in academic centers including New York-Presbyterian, Mount Sinai Medical Center, and the Brigham and Women's Hospital. Prior to healthcare, Ms. Deland was briefly an international banker at Chemical Bank. Ms. Deland is a fellow of the New York Academy of Medicine; a Director of the Kornfeld and Zeitz Foundations; a Board member of Planned Parenthood of New York City, Public Health Solutions, American Memorial Hospital in Reims,

France, and the Brooklyn Hospital; and on the Advisory Board of the Mark Morris Dance for PD. She graduated magna cum laude from Harvard College with a B.A. in East Asian Studies and obtained her MBA from Columbia University's Graduate School of Business.



James Roe
President and Executive Director

James Roe is the third President and Executive Director of Orchestra of St. Luke's, taking the role in November 2015. Previously, he was President and CEO of the New Jersey Symphony Orchestra and before that he was Artistic and Executive Director of The Helicon Foundation in New York City. A passionate advocate for connecting arts audiences with performers, Mr. Roe's leadership prioritizes expanding artistic activity and audience growth. Board development and engagement is also a hallmark of Mr. Roe's work. Since joining Orchestra of St. Luke's, the organization has added five new trustees, increased the subscription base by 27%, launched three new chamber music series, named four chairs in the orchestra with capital gifts totally \$5M, and inaugurated a pre-professional mentorship program with area conservatories as part of a proactive program for recruiting new artistic talent. The audience development programs of the New Jersey Symphony Orchestra received national coverage on NPR's All Things Considered, in the New York Times, and the Wall Street Journal. In September 2013, Mr. Roe was profiled in a full-page Sunday Arts & Leisure article in The New York Times about musicians becoming orchestra managers.



Stephen Litner
Director of External Affairs and Audience Engagement

Stephen Litner is the Director of External Affairs and Audience Engagement at the Orchestra of St. Luke's. Mr. Litner oversees brand marketing, communications and digital media operations for both the OSL and the DiMenna Center brands. Previously, Mr. Litner was the inaugural Chief Marketing Officer at the Curran Theater in San Francisco, a new arts organization built to program and operate the historic 1600-seat venue. At the Curran, Mr. Litner planned and executed the major brand launch and the successful marketing efforts for the first season of performances. Additionally, he led the launch of SFCURRAN.com and its unique multi-media entity, the Curran[t]. From 2004 to 2015, Mr. Litner headed digital communications for the Brooklyn Academy of Music (BAM) where he launched and managed the organization's social media platforms, led several enterprise web and ecommerce redesigns, created the organization's video production capabilities, and led the implementation of campus-wide digital signage. His departing title was BAM's Director of Digital Media and Creative Production.



Sarah Angello
Assistant Director of Development, Institutional Giving

Sarah Angello joined Orchestra of St. Luke's in 2013 and currently serves as Assistant Director of Development, Institutional Giving. Her portfolio includes more than 75 foundations, corporations, and government entities that contribute approximately \$1.2 million to the orchestra's annual budget. Prior to OSL, Ms. Angello was the Development and Marketing Associate at American Friends of the Israel Philharmonic, a senior researcher with the intellectual property law firm Gibney, Anthony and Flaherty, and the co-founder of the NYC Giving Circle for Social Equity. She holds a master's degree in music and has completed coursework towards a doctorate in music. A member of Young Nonprofit Professionals, Ms. Angello is also involved with the Association of Fundraising Professionals mentorship program.

CANDIDATE QUALIFICATIONS AND QUALITIES

The ideal candidate for the position of Director of Development will have

- experience in managing concurrent campaigns;
- superior organizational skills;
- ability to motivate and manage a team;
- ability to create compelling written communications, and to easily engage in conversation;
- familiarity with the performing arts funding community;
- working knowledge of Raiser's Edge or similar database; and
- passion for classical music

Ten years of progressive experience in fundraising, preferably in the performing arts in New York City, are required for this position.

SALARY AND BENEFITS

Orchestra of St. Luke's offers a competitive benefits and compensation package.

LOCATION

This position is based in New York City.

APPLICATION PROCESS

All applications must be accompanied by a cover letter and résumé. Before submitting your materials, please read them over for accuracy. Review of applications will begin immediately and continue until the successful candidate has been selected.

To nominate a candidate, contact Ron Schiller: ronschiller@aspingleadershipgroup.com.

All inquiries will be held in confidence.

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