



CHIEF DEVELOPMENT OFFICER
YOUNG CONCERT ARTISTS
New York, New York
[Young Concert Artists](#)



The Aspen Leadership Group is proud to partner with Young Concert Artists in the search for a Chief Development Officer.

The Chief Development Officer will lead and grow YCA's fundraising activities including annual fund, special events, endowment, capital campaign, and legacy giving. The Chief Development Officer will partner with the President, Board of Directors, and YCA's vast network of talent and dedicated supporters to expand and deepen YCA's philanthropic footprint nationally. The Chief Development Officer will share YCA's commitment to access, support, and inclusion which will be evidenced through fundraising, board recruitment, and staffing efforts.

Since its founding in 1961, Young Concert Artists has helped young musicians find their way onto the world's concert stages. Young Concert Artists has presented nearly 300 artist debut concerts, has commissioned more than 30 compositions from YCA composers, and has facilitated thousands of residencies through the Annaliese Soros Educational Residency Program. As it celebrates 60 years of innovative career-building and artistic nurturing during the 2020-21 season, it shines the spotlight on the next generation of extraordinary young musicians. YCA began in an era when young artists had nowhere to turn for guidance in a professional capacity. Having championed soloists, ensembles, and composers; YCA has now helped begin nearly 300 careers.

Each year through a rigorous audition process, Young Concert Artists chooses a new group of stunning young musicians to add to its roster with the promise of debuts in both New York City and Washington, DC followed by at least three years of career management. This includes providing performance opportunities, promotional and marketing services, travel arrangements, educational residency experience, and extensive professional development. These young people are the future of classical music and YCA invests in their careers so they may spend a lifetime bringing the gift of music to audiences around the world.

YCA alumni, active in every corner of the classical music world, embody its success. They solo with the top orchestras, perform on the most prestigious concert stages, serve as artistic directors, conductors, and professors, and are recognized as some of the most important ambassadors for this exquisite art form. With such celebrated names as Emanuel Ax, Jean-Yves Thibaudet, Dawn Upshaw, and Pinchas Zukerman, YCA alumni stand as a testament to the importance of its mission.

REPORTING RELATIONSHIPS

The Chief Development Officer will report to the President, Daniel Kellogg and oversee a staff of two.

FROM THE PRESIDENT

YCA's remarkable legacy stands strong and we face challenges and incredible opportunities as we build the next chapter. We are poised for great work. This summer we will announce our new Strategic Plan which will include new initiatives and important fundraising components. The new Chief Development Officer will play a critical role in this future. You will be interacting with a most prestigious group of young artists, alumni, and major donors in New York and Washington DC. I'm looking for a strategic partner to make Young Concert Artists a leader in our ever-evolving field and to cultivate a cherished community of donors excited to support the musicians of tomorrow. This is an opportunity for the successful candidate to bring creativity, leadership, team building, and a desire to help YCA strengthen as a thriving and sustainable organization.

Young Concert Artists launched my career in 2002 when they named me Composer-in-Residence. During my ten years on the roster, they negotiated major commissions, fostered multiple New York Times reviews, and gave me the critical guidance and support to establish a strong and remarkable career. In 2019, I returned to YCA as only the second President in our 60-year history. I love helping young musicians and want to create impact by supporting the most extraordinary artists who will shape the future of classical music. I see fundraising as a partnership with you and commit to deepening personal relationships with donors to make sure their philanthropic investments flourish. We are eager to welcome you to our team.

—Dan Kellogg, President

DIVERSITY, EQUITY, AND INCLUSION

YCA recognizes the great inequities of access, opportunity, and inclusion within the classical music world that has resulted in the paucity within its ranks, of the rich diversity that makes up the United States. The racial reckoning of 2020 demands change, and classical music must meet that challenge. This is an important moment in history and a time for YCA to continue to assess how it cultivates a truly inclusive community of extraordinarily talented young artists and help end the racial barriers preventing access to this art form.

YCA has and will continue to support a diverse roster of young artists of great musical talent, and to celebrate groundbreaking diverse young artists who began their careers at YCA including Sanford Allen, Marcus Thompson, Jeanine di Bique, and Julia Bullock. Last year three artists of color on YCA's roster organized an important panel discussion called "Learning to Listen: A Roundtable Discussion on the nuances of the Black experience in classical music and beyond." YCA helped promote the event which has received more than 100,000 views. That commitment continues in the 2020-2021 season as YCA commissioned five diverse composers to write pieces for its own artists to premiere; established a Partnership with the Harmony Program; and developed a wide-ranging series of unique musical residencies in underserved schools in greater New York City. YCA will continue to expand such opportunities and to promote and create diversity within the entire organization.

PRIMARY RESPONSIBILITIES

The Chief Development Officer will

- assess and reorganize YCA's fundraising activities and fundraising systems;
- help create and lead a comprehensive campaign to increase annual donations by \$500K and increase YCA's endowment by \$3 to \$5 million;
- cultivate major donors and YCA presence in satellite cities;
- partner with the YCA President to aid in Board cultivation and provide Board administrative support;
- oversee Development budget planning, Development staff, and fundraising events;
- cultivate new foundation and corporate support;
- expand YCA offerings for planned giving;
- supervise and participate in the research and development of prospects and proposals for project funding; and
- actively participate in YCA events in NYC and satellite cities.

KEY COLLEAGUES



Daniel Kellogg
President

Daniel Kellogg stepped into the leadership role of Young Concert Artists with the unique perspective of an alumnus of Young Concert Artists, one of the extraordinary musicians whose careers were discovered and launched to prominence by this innovative non-profit organization. He is excited to help sustain the legacy of Young Concert Artists and to forge new paths to nurture the next generation of concert soloists and artistic leaders.

Chosen as YCA Composer-in-Residence in 2002, Daniel Kellogg was a member of the Young Concert Artists roster for ten years. His compositions have been premiered by the Philadelphia Orchestra, National Symphony Orchestra, Kansas City Symphony, San Diego Symphony, Colorado Symphony Orchestra, and Orchestre de Chambre de Paris, at the Aspen Music Festival, and by the Takacs Quartet and eighth blackbird. He has also served as Composer-in-Residence for the South Dakota Symphony, Green Bay Symphony, and Lexington Philharmonic.

Dr. Kellogg's honors include a Charles Ives Fellowship from the American Academy of Arts and Letters, six ASCAP Young Composer Awards, the BMI William Schuman Prize, and the ASCAP Rudolf Nissim Award. His works have been broadcast on NPR's "Performance Today," "St. Paul Sundays," and BBC's "Live from Wigmore Hall" among others. He has completed artist residencies at the MacDowell Colony, the UCross Foundation, the Copland House, and Rocky Mountain National Park.

Born in Wilton, Connecticut, Daniel Kellogg is a graduate of the Curtis Institute of Music and holds a Doctorate of Musical Arts from the Yale School of Music. He was on faculty at the University of Colorado College of Music for fourteen years, where he served as Professor of Composition, head of the composition program, and was the Christoffersen Composition Fellow. He helped forge a new partnership between the University and the Sibelius Academy, increase the endowment for the composition program, and create innovative scholarship and fellowship opportunities for its students.

After 14-years in Colorado, Daniel Kellogg is excited to begin this new chapter in New York City. He is joined by his wife, pianist Hsing-ay Hsu, and his daughter Kaela. When time permits, he enjoys running, photography, and cooking for his family.

**Monica J. Felkel****Director of Artistic Management**

Monica J. Felkel, Director of Artist Management, began her career at YCA in 1989 and has served in her current position since 2001. In addition to guiding the development and growth of each artist's career, she is a frequently sought-after panelist, moderator, and contributor to national and international industry conferences and journals on the many aspects of supporting dynamic emerging artists.

In December 2019, Musical America named Ms. Felkel as one of their 30 Professionals of the Year: The Movers & Shakers of the Performing Arts. Ms. Felkel was recognized as making a difference in the classical music business by keeping the performing arts vibrant, alive, and relevant.

Ms. Felkel was elected four consecutive times to the Board of Directors of the International Artist Managers' Association (IAMA) serving from 2007-2018 and served as Vice President and President of the North American Performing Arts Managers and Agents (NAPAMA) Board from 1998 - 2003. She has co-chaired the Arts Midwest Conference and served on the Development and Conference committees for Arts Midwest, ISPA, and WAA.

A lapsed violist, and "super fan" of all string quartet repertoire, she currently serves on the Board of Greenwood Music Camp and co-chairs the Development Committee where donations to their annual fund and special projects have increased by 60% under her direction. Ms. Felkel is also PADI certified Divemaster and spends as much time as she can hovering over coral reefs seeking out tiny critters.

PREFERRED COMPETENCIES AND QUALIFICATIONS

Young Concert Artists seeks a Chief Development Officer with

- a passion for classical music and the performing arts;
- strong writing, technology (i.e. research, data analysis, and presentation), and people skills;
- a proven track record in development with mid-size or larger non-profit organizations (budget of \$2.5M or more) with revenue sources including major giving, corporations, foundations, and government agencies;
- a willingness to both grow as an executive and to help grow the organization through teamwork and excellent leadership ability;
- a proven ability to work with donors at every capacity level; and
- event planning experience and established philanthropic relationships (preferred).

A bachelor's degree is required for this position as is at least seven years of effective leadership and successful fundraising experience at an organization of similar size and scope or larger, preferably in the areas of music, performance, and cultural arts.

SALARY & BENEFITS

Young Concert Artists offers a competitive salary and benefits package.

LOCATION

This position is based in New York City. In response to COVID-19, YCA began working remotely in March of 2020. A return to the office is anticipated in the summer of 2021 and this transition will take place in phases. This position requires travel 10 to 15 times a year (often to Washington DC by train).

APPLICATION INSTRUCTIONS

All applications must be accompanied by a cover letter and résumé. ***Cover letters should be responsive to the mission of Young Concert Artists and express a commitment to discovering and launching the careers of extraordinary young musicians from all over the world.*** Review of applications will begin immediately and continue until the successful candidate has been selected.

To apply for this position, visit:

[Chief Development Officer, Young Concert Artists.](#)

To nominate a candidate, please contact Anne Johnson:

[annejohnson@aspenleadershipgroup.com.](mailto:annejohnson@aspenleadershipgroup.com)

All inquiries will be held in confidence.