

**INDIVIDUAL GIVING OFFICER**  
**FRANK LLOYD WRIGHT FOUNDATION**  
**HYBRID (SCOTTSDALE, ARIZONA)**



Aspen Leadership Group is proud to partner with the Frank Lloyd Wright Foundation in the search for an Individual Giving Officer.

The Individual Giving Officer will develop and implement strategies to enhance the vision and mission of the Frank Lloyd Wright Foundation through financial support. The Individual Giving Officer will expand and manage major, individual giving programs, as well as the identification, cultivation, solicitation, and stewardship of prospects capable of making major gifts of significant institutional impact, raising the major gift threshold over time. The Individual Giving Officer will work collaboratively with members of the Frank Lloyd Wright Foundation advancement team to support a wide range of fundraising activities and programs as well as further strategic goals and initiatives of the organization. The Individual Giving Officer will work with a broad array of Foundation colleagues including leadership in Administration, Finance, Public Engagement, Marketing and Communications, and Preservation, as well as build relationships with volunteers and members of the Board of Trustees.

For over 80 years, the Frank Lloyd Wright Foundation has been the leading steward of Wright's innovative architecture and ideas. Much more than a historic site, the Foundation uses Wright's work to inspire people to discover and embrace architecture for better living through meaningful connections to nature, the arts, and each other. The Foundation is committed to sharing the lasting influence of Frank Lloyd Wright through preserving his work, influencing the design professions, and education people of all ages on a cultural legacy recognized on the World Heritage list.

The Frank Lloyd Wright Foundation preserves the cultural, built, and natural environments that comprise both the Taliesin and Taliesin West properties. Every year, more than 130,000 visitors are welcomed to these World Heritage Sites to enjoy the many public educational and cultural offerings that provide a greater understanding of Wright's architecture, ideas, and influence. With a staff that includes thought leaders in cultural engagement and historic preservation, the Foundation embraces the challenge of important, and often urgent, work interpreting and caring for these landmarks and a collection of over 35,000 works of art, artifacts, and books.

The Foundation's Taliesin Institute influences the growth of architecture, design, and planning professions by collaborating with universities, scholars, practitioners, and industry at the intersection of nature and built environment.

The Foundation also immerses guests in Wright’s world through tours, exhibits, performances, youth and family programs, and even digital engagement to educate the public with ideas about how to live in harmony with the world around us.

The Frank Lloyd Wright Foundation relies on public support to fulfill its mission. Foundation memberships and donations support educational programming, exhibitions, and preservation, as well as the community and public events hosted by the Foundation. Private philanthropy and corporate sponsorship are essential to the Frank Lloyd Wright Foundation’s ability to inspire people to discover meaningful connections to nature, the arts, and each other.

## **REPORTING RELATIONSHIPS**

The Individual Giving Officer will report to the Director of Development, Marta Bones.

### **FROM THE CHIEF ADVANCEMENT OFFICER AND DIRECTOR OF DEVELOPMENT**

*To arrive each day at Taliesin West, a place created by Frank Lloyd Wright with the very essence of nature and art at its core, is an extraordinary opportunity. To see and feel Wright’s lessons articulated in the walls, the buildings, the materials, and the shadow and light is an experience replicated in few places.*

*Although Frank Lloyd Wright created the Foundation himself in 1940, many of our annual fundraising initiatives are young and being reimagined post-pandemic. As we evolve and explore how best to deepen connections with individuals and businesses, the Individual Giving Officer will have the opportunity to help create and implement programs that will drive our fundraising success. They will partner closely with us, as well as senior leadership across the Foundation, to transform our nascent programs into robust means to support our work. The Individual Giving Officer will have the opportunity to delve into the deep and rich history of Frank Lloyd Wright, his work, and how we as an organization envision and articulate our future. The Individual Giving Officer will partner with individuals passionate about our mission, while broadening our reach and advancing our legacy. The successful candidate will join an advancement team that is welcoming, dedicated, talented, and passionate about our future.*

*This is an exciting time to join the Foundation. The Frank Lloyd Wright Foundation is in the midst of a \$7 million capital campaign as part of a multi-phase effort to address key preservation and guest experience priorities. The Foundation has invested more than \$3 million over the last five years in capital improvements to our Wisconsin and Arizona properties. Now, Taliesin West has more space for programs, is more accessible for visitors, and is more consistent with Wright’s original vision as a desert camp and learning laboratory; our working theatre hosts live performances, lectures, and symposia; and our improved grounds can welcome world-renowned artists for large-scale installations and exhibitions.*

*Taliesin will soon re-open Hillside Theater, following extensive renovation, preservation, and upgrades. We have launched the Taliesin Institute providing real-world experience to graduate and post-doc candidates at Taliesin and Taliesin West, while expanding our existing K-12 education programs.*

*At the heart of our work, we are connected to Wright’s legacy in myriad ways, and we look to a future in which we can collectively share Frank Lloyd Wright’s work and its impact with successive generations. We are seeking an Individual Giving Officer who can see and feel that same connection; who is a visionary in their own right; and can help us create, build, and strengthen support to ensure that Taliesin and Taliesin West, the physical heart of the Foundation, will survive and thrive for future generations.*

—Kimberley Valentine, Vice President and Chief Advancement Officer and  
Marta Bones, Director of Development

## **THE FRANK LLOYD WRIGHT FOUNDATION'S COMMITMENT TO DIVERSITY, INCLUSION, AND EQUITY**

Frank Lloyd Wright's work is grounded in core American values of liberty, democracy, and community. These values are represented not only in his built and written works, but also in his practice and, later, his Fellowship. Wright's first employee, Marion Mahony, was one of the first women licensed to practice architecture in America; and women were welcomed into the Fellowship, as were individuals from many nations, faiths, and cultures. The richness of this diverse group contributed to the richness of the architecture and design work undertaken by Wright's studio—where all were invited to demonstrate their merit by working to refine their abilities and contribute to the Taliesin community, and through that community to the world at large.

Today, the Frank Lloyd Wright Foundation extends Wright's core belief system in all its work. The work of the Foundation is most successful when it is informed by diverse viewpoints, and the Foundation seeks to include the views of diverse cultures and groups within its work. Representation of these cultures and groups is important in the presentation of its work to the public. These principles of diversity, inclusion, and equal access apply to all aspects of the Foundation's operations, including its Board of Trustees, staff and volunteers, audience members and visitors, and others with whom it engages as it fulfills its mission.

### **PRIMARY RESPONSIBILITIES**

The Individual Giving Officer will

- participate in all aspects of the gift cycle and prospect management for a portfolio of major gift donor prospects, expanding the portfolio (currently 30 -50 active donors) to approximately 125 active supporters;
- utilizing moves management strategies, transition existing donors to higher levels of giving and engagement;
- secure support for a set of Foundation-wide priorities that include unrestricted annual support, special projects, capital improvements, and endowment;
- work closely with the Prospect and Data Manager, Membership and Annual Giving Manager, and Advancement Communication Specialist to maximize prospect research and outreach;
- develop and present meaningful, effective cultivation and gift proposal strategies that resonate with major gift prospects and donors;
- work collaboratively across the organization, engaging additional staff and leadership as needed, to cultivate and solicit donors for Foundation priorities;
- move potential donors toward solicitation and closure in a timely fashion;
- steward donors and donor prospects in a manner that conveys sensitivity to their philanthropic goals as aligned with Foundation priorities;
- use Blackbaud Altru effectively, maintaining and tracking accurate and updated donor information including all contacts, following standard procedures for data entry and management;
- identify opportunities, in collaboration with colleagues across the Foundation, for fundraising events; and
- advocate for and represent the Foundation in the community.

## LEADERSHIP

### **Kimberley Valentine**

#### **Vice President and Chief Advancement Officer**

Kimberley Valentine joined the Frank Lloyd Wright Foundation as Vice President and Chief Advancement Officer in 2020. Kimberley brings superb leadership to the advancement team based on her experience at leading arts institutions including the Palm Springs Art Museum, Huntington Library, Art Museum, and Botanical Gardens, Scripps College, and the L.A. Philharmonic. Prior to joining the Frank Lloyd Wright Foundation, Kimberley served as the Director of Leadership Gifts at the L.A. Philharmonic Association. She brings an extensive background in fundraising, development, campaign strategies, and planned giving to the Foundation. She develops and oversees strategies that build deeper community engagement and support for the Foundation consistent with its mission to inspire people to discover and embrace an architecture for better living through meaningful connections to nature, the arts, and each other.

### **Marta Bones**

#### **Director of Development**

Marta Bones joined the Frank Lloyd Wright Foundation as Director of Development in 2021 and is responsible for building partnerships with individuals and corporations that produce strategic financial support for Foundation operations and programs. She oversees and manages Operations, Data Management, Membership, Advancement Communications, and advancement team administration on a day-to-day basis. Marta coordinates donor strategies, spearheading the identification, cultivation, and recruitment of new donors and partners as well as the retention of existing donors. Marta works to foster an understanding of philanthropy within the Foundation and, externally, with community stakeholders interested in the Foundation's mission and fundraising goals.

Marta is a proven nonprofit professional with thirteen years of leadership and fundraising experience. Prior to joining the Frank Lloyd Wright Foundation, she served as the Executive Director of Pittock Mansion Society in Portland, Oregon, and led the development of key initiatives to ensure the viability and sustainability of the organization under new management and business models. These initiatives included a development strategy centered on expanding its donor base and individual cultivation and stewardship plans for major and potential major donors. She stewarded a portfolio of those donors with the longest and highest levels of giving histories with the museum.

Marta has led strategic initiatives such as a historic building preservation effort, redevelopment of the visitor experience, and celebration of a centennial, which illustrate effective team leadership and collaboration, project management, and passionate advocacy. After relocating to Phoenix, Marta sought out work at the Frank Lloyd Wright Foundation, eager to leverage her passion for cultural organizations and help sustain the Foundation through development initiatives.

## PREFERRED COMPETENCIES AND QUALIFICATIONS

The Frank Lloyd Wright Foundation seeks an Individual Giving Officer with

- a commitment to the mission of the Frank Lloyd Wright Foundation—to inspire people to discover and embrace an architecture for better living through meaningful connections to nature, the arts, and each other;
- experience developing and implementing cultivation and solicitation strategies for varying gift levels, including success building fundraising programs and meeting fundraising goals, preferably in the arts and culture sector;
- deep knowledge of the principles of fundraising with an emphasis on major, annual, and planned giving;

- an ability to strategize and to set and meet goals with meticulous attention to detail in the completion of tasks;
- excellent oral, written, and interpersonal skills across platforms;
- strong organizational, problem solving, research, and planning skills;
- a team-oriented approach and an ability to collaborate effectively with colleagues, leadership, and volunteers;
- self-motivation, creativity, and flexibility;
- competence with database and prospect management tools including Blackbaud platforms (Altru preferred); and
- high standards of ethics, professionalism, and confidentiality with respect for all donor and prospect information.

The Frank Lloyd Wright Foundation will consider candidates with a broad range of backgrounds. A bachelor's degree or an equivalent combination of education and experience and at least three years of active gift cultivation and solicitation is required for this role. Five years of fundraising experience is preferred.

#### **SALARY AND BENEFITS**

The salary range for this position is \$80,000 to \$100,000 annually along with a [comprehensive benefits package](#). A career at the Frank Lloyd Wright Foundation offers more than the opportunity to impact the world through the Foundation's mission. The Frank Lloyd Wright Foundation's team does vital work that fosters creativity, collaboration, and camaraderie every day.

#### **LOCATION**

This position is in Scottsdale, Arizona with the opportunity for a hybrid working arrangement (a combination of on- and off-site).

#### **APPLICATION INSTRUCTIONS**

All applications must be accompanied by a cover letter and résumé. ***Cover letters should be responsive to the mission of the Frank Lloyd Wright Foundation as well as the responsibilities and qualifications presented in the prospectus.***

*To apply for this position, visit:*

[Individual Giving Officer, Frank Lloyd Wright Foundation.](#)

*To nominate a candidate, please contact Gregory Leet, [gregoryleet@aspenleadershipgroup.com](mailto:gregoryleet@aspenleadershipgroup.com).*

*All inquiries will be held in confidence.*