



Orange County Museum of Art

Director of Development

www.ocmaexpand.org

The Orange County Museum of Art (OCMA) is seeking its next Director of Development. The Director will oversee the completion of a \$73M capital campaign (\$50M secured to date) and build a development team in preparation for the museum's opening of its new home in late 2021. The Director will help OCMA build a strong culture of philanthropy and develop a comprehensive fundraising plan to diversify funding sources and expand its donor base.

OCMA seeks a collegial and goal-driven fundraising leader with a demonstrable track record of success. S/he will bring the vision, drive and creativity to reach ambitious fundraising goals with an eye toward growing high-end stewardship, membership, major gifts, campaigns, and opening new revenue markets. The Director will join a leadership team that is driven by an entrepreneurial spirit and defined by its dedication to excellence and embrace of 21st century business practices of autonomy and self-direction.

The museum's new home as part of Segerstrom Center for the Arts will be a showplace for the visual arts of the 20th and 21st centuries and a center for creativity for the entire Orange County and Southern California region. This positioning provides the Director a unique opportunity to create the fundraising direction with his/her team for the new museum in a significantly elevated and visible environment.

Position Highlights

The Director of development will need to be a highly skilled and effective fundraiser and manager who has a proven track-record of securing five- and six-figure gifts. The Director will carry a significant portfolio of top donors and prospects along with the responsibility for growing and managing a top-tier development operation. As a direct report to the Director/CEO, the Director of Development will understand the need to create an environment in which the museum Director/CEO can be most successful working with the OCMA's top donors and prospects.

Under the leadership of the Director of Development, the new museum's development operation will manage the generation of and support systems for several philanthropic streams of support. These include major gifts, annual memberships, a signature gala, fundraising support groups, and a very active corporate sponsorship program. Of equal importance will be working with Director/CEO and the Board in securing unrestricted and planned gifts for the museum's endowment.

Primary Job Responsibilities:

- Lead the museum-wide efforts to build a strong philanthropic culture and vision that includes all internal and external stakeholders.
- Identify, cultivate, build, and solidify relationships with new and established contributors/donors.
- Ensure high-quality, ethical and appropriate stewardship of donors at all gift levels.
- Direct and complete the museum's current capital campaign.
- Build a development team as the museum approaches opening of its new home in late 2021.
- Establish best practices for development operations for the new museum.

- Develop a comprehensive fundraising strategy and plan for success in the new museum. This includes membership, annual fund, corporate sponsorships, foundation grants and special events.
- In collaboration with the Director/CEO, be an effective partner with OCMA's Board of Trustees regarding development goals
- Manage a portfolio of top donors and prospects, and assist and support the Director/CEO with his portfolio of top donors and prospects. Assign, monitor and evaluate the portfolios of other team members and provide support and guidance when needed.
- Be a passionate, visible and informed advocate for OCMA and serve as one of its key spokespersons, actively seeking opportunities to engage with the broader community and to participate in events that position the Museum for improved fundraising or visibility.

Qualifications:

- Bachelor's degree required; advanced degree preferred.
- At least five years successfully leading a significant multi-million-dollar nonprofit organization development program. Experience in an arts, cultural or educational institution preferred, with a working knowledge of all areas within development, including major gifts, annual giving, membership, corporate and foundation giving, planned giving, campaigns and research.
- Passion for the arts and an understanding of and commitment to OCMA's mission and vision.
- An entrepreneur who is comfortable working in a fast-paced environment and with diverse groups.
- Excellent interpersonal skills to engage trustees, staff, and external constituencies.
- Demonstrated capacity to create innovative and entrepreneurial approaches to fundraising, along with an ability to inspire change.
- High level of resilience and comfort managing strong personalities with patience and a sense of humor.
- Knowledge of professional standards and legal parameters regarding fundraising activities.
- Energetic and skilled networker who enjoys community engagement, attending events and participating in activities that will reinforce the Museum's importance, widen its profile, and position the Museum for success.
- Commitment to diversity and a history of working effectively with all people irrespective of their economic status, ethnicity, gender, age, abilities, educational level or sexual orientation.
- Flexible and adaptable work style with the ability to work nights and weekends, manage competing demands and work independently.
- Knowledge of fundraising software systems.

Compensation: Commensurate with experience and abilities and reflective of salary levels in similarly sized cultural institutions and nonprofit organizations.

HOW TO APPLY

The museum has engaged the services of Arts Orange County to conduct this search. All materials should be submitted to and all communication regarding the position should be directed to:

Richard Stein
President & CEO
Arts Orange County
rstein@artsoc.org

To apply, please send the following materials

Letter of interest

Resume/Curriculum Vitae

The review of materials will begin immediately.

ABOUT OCMA

The Orange County Museum of Art enriches the lives of a diverse and changing community through modern and contemporary art. The museum opened in 1962 as the Balboa Pavilion Gallery through the efforts of thirteen visionary women. With a focus on modern and contemporary art, the efforts were well received and the museum enjoyed recognition from coast to coast. In 1968 the institution became known as the Newport Harbor Art Museum and in 1972, moved to a nearby, larger location. Interest and support continued to grow, as did its collections and exhibitions. In 1977, the museum opened its doors on San Clemente Drive and in 1997 the museum was remodeled and renamed the Orange County Museum of Art. In June 2018, the museum closed its doors in Newport Beach, and in October 2018 opened its temporary location in Santa Ana in South Coast Plaza Village where the museum currently operates as it builds a permanent home at Segerstrom Center for the Arts.

The museum has a collection of over 4500 objects that tell the story of the art in Southern California from the end of the Second World War through today. OCMA has been in the forefront of showcasing modern and contemporary art in the OC and the region since its inception and has presented and/or organized over 450 exhibitions in its history. Thirty of those shows organized by the museum traveled nationally and internationally. In 2016, works from the museum's collection were seen by more than 1.2M visitors in venues around the world.

The future of the museum will be at its new home as part of Segerstrom Center for the Arts. The new purpose-built museum will highlight the museum's collection and major national and international traveling exhibitions in state of the art galleries. Educational and public spaces will complement the exhibition galleries to create a new world-class home for modern and contemporary art in the region. Conceived by LA-based architect and Pritzker Laureate Thom Mayne in active collaboration with the current museum team, the design has already garnered two significant design awards. The project broke ground in September 2019.

It is anticipated that the new museum will operate with an annual budget of \$5M and a full-time professional staff of 15-18 individuals. The museum's Board is currently 26 members and includes business and philanthropic leaders.

When it opens, OCMA will also be the capstone in Segerstrom Center for the Arts (SCFTA) campus, one of the largest and most important venues for arts and culture in the nation. The SCFTA campus is home to the largest American orchestra founded in the last fifty years, Pacific Symphony; the nationally-acclaimed Pacific Chorale; Philharmonic Society of Orange County, presenter of international orchestras, ensembles and soloists; the American Ballet Theatre William J. Gillespie School of Dance; and Segerstrom Center for the Arts, the west coast's premier presenter of world class ballet in addition to Broadway on tour and a wide variety of other programs. Also on the campus is the Tony Award-winning South Coast Repertory Theatre. In total, there are 7 theatre spaces seating approximately 7,000 plus the Argyros Plaza, a 43,000 square foot public space offering free arts and culture experiences.

Orange County is the sixth largest county by population in the United States and third most populous in California, with 3.2 million residents in 34 cities. It is noted for having exceptional wealth, with median household income exceeding \$80,000, as well as great diversity—nearly 60% are non-white. Creative industries employing artists comprise a considerable portion of the local economy, from theme parks (Disneyland, Knott's Berry Farm) to fashion (it is the headquarters for many notable surfwear fashion companies plus Vans, St. John Knits and Oakley) to gaming (Blizzard Entertainment, creator of "World of Warcraft"). The nonprofit arts & culture sector accounts for more than half a billion dollars in local economic impact. Orange County is unique in that no single city has a dominant presence, making for a patchwork of communities, each with its own unique character.