



thecenterforartsandinnovation.org  
Boca Raton, FL

## DIRECTOR OF DEVELOPMENT

### THE OPPORTUNITY



The Center for Arts and Innovation (The Center) will serve as a vibrant, world-class cultural facility where creativity and innovation are given a programmatic and architectural platform through four pillars: the arts, education, business, and community. Located in Mizner Park – the heart of downtown Boca Raton, FL – the completed facility will have an international impact and become one of the first 21st century creative campuses. The Center will serve as a dynamic, innovative, and vibrant fulcrum for artists, organizations, businesses, institutions, students, creative entrepreneurs, and the public at large. To design The Center’s innovative spaces, the organization has selected Pritzker Prize winning laureate Renzo Piano and his firm Renzo Piano Building Workshop (RPBW) as its lead architect. RPBW has created globally recognized projects including The Centre Pompidou, The Shard, and The Whitney Museum of American Art.

The Center is preparing to embark on a comprehensive campaign with the vision of funding, constructing, and operating The Center within five years. In fulfillment of this vision, the organization has partnered with philanthropic consultants to design the structure, objectives, and plan of the campaign while it secures the position of the Chief Development Officer and other development staff.

The Center seeks an entrepreneurial Director of Development to support and ensure the successful completion of The Center's anticipated comprehensive campaign. The Director of Development will build and carry a portfolio of major gifts prospects and lead the identification, engagement, solicitation, and stewardship of prospects while supporting other revenue sources before and after The Center's opening. S/he will build and oversee The Center's donor database and moves management program.

The successful candidate will support the CDO to identify, research, cultivate, solicit, and steward individual, corporate, foundation, and government prospects. S/he will help build and support partnerships to support The Center's purpose, vision, and mission. The Director of Development will collaborate with the CDO and development team to design and implement innovative strategies for donor identification, engagement, solicitation, and stewardship. S/he will possess the intellectual depth, poise, and engagement and solicitation skills to marshal the full fundraising potential of major gifts donors and other philanthropic partnerships. The Director of Development will report to the Chief Development Officer.

The Center for Arts and Innovation has retained [Freeman Philanthropic Services, LLC](#) to assist on this critical recruitment.

## ABOUT THE CENTER FOR ARTS AND INNOVATION



The Center for Arts and Innovation (The Center) will serve as a vibrant, world-class cultural facility where creativity and innovation are given a programmatic and architectural platform through four pillars: the arts, education, business, and community. The vision for The Center was born over thirty years ago and swelled to a tipping point in 2017. Initially conceptualized to fill a 60-mile cultural gap in South Florida, The Center quickly pivoted its mission and focus to ensuring differentiation not only in the regional market but to become one of the truly first 21<sup>st</sup> century creative campuses; one that preserves the past but also focuses great attention on the future.

The Center is focused on four distinct but critical pillars – the arts, education, innovation, and community – with the belief that creativity threads itself equally through each representing the essential nature of art and culture – or creativity – in society both today but more importantly in the future. Design will ensure that the architecture and building program addresses the programming potential within these four pillars.

The 3.6-acre site for The Center, approved by City Council and CRA, will be developed at the north end of Mizner Park. The Center is designed to be innovative in every way and will serve as a vibrant, functional, flexible, and forward-looking home for artists, businesses, students, creative entrepreneurs, and the public overall that is unmatched in the region and will function as an indoor and outdoor public amenity for all citizens throughout the year.

To realize the community's vision, The Center has selected [Renzo Piano Building Workshop](#) as its architecture firm. Renzo Piano Building Workshop is founded by Renzo Piano, an internationally acclaimed architect and 1998 Pritzker Prize winner known for creating The Centre Pompidou, The Shard, The Whitney Museum of American Art, and The Astrup Fearnly Museum of Modern Art.

The Center can curate experiences either indoors or out, public or private, free or ticketed, for the young or old, student or professional, from all walks of life; either day or night, weekday or weekend and all year long – The Center is truly a Center for all.

## ABOUT RENZO PIANO



### **Renzo Piano, Chairman. Founding Partner. Architect DPLG**

Renzo Piano was born in Genoa in 1937 into a family of builders. While studying at Politecnico of Milan University, he worked in the office of Franco Albini. In 1971, he set up the “Piano & Rogers” office in London together with Richard Rogers, with whom he won the competition for the Centre Pompidou. He subsequently moved to Paris. From the early 1970s to the 1990s, he worked with the engineer Peter Rice, sharing the Atelier Piano & Rice from 1977 to 1981. The “Renzo Piano Building Workshop” was

established in 1981 and has since grown to 150 staff, with offices in Paris, Genoa, and New York. He has received numerous awards and recognitions among which: the Royal Gold Medal at the RIBA in London (1989), the Kyoto Prize in Kyoto, Japan (1990), the Goodwill Ambassador of UNESCO (1994), the Praemium Imperiale in Tokyo, Japan (1995), the Pritzker Architecture Prize at the White House in Washington (1998), the Leone d'oro alla Carriera in Venice (2000), the Gold Medal AIA in Washington (2008) and the Sonning Prize in Copenhagen (2009). In 2004 he also founded the Renzo Piano Foundation, a non-profit organization dedicated to the promotion of the architectural profession through educational programs and educational activities. The new headquarters was established in Punta Nave (Genoa), in June 2008. In September 2013, Renzo Piano was appointed senator for life by the Italian President Giorgio Napolitano and in May 2014 he received the Columbia University Honorary Degree.

## LEADERSHIP



### **Andrea Virgin, PE, LEED AP, Chair and Chief Executive Officer**

Andrea is a rare breed: Professional ballerina turned land development engineer. After over 20 years working in both commercial real estate and the performing arts, the Boca-native decided to combine both passions with her love of the community to spearhead The Center for Arts & Innovation, filling a 60-mile cultural gap that's existed in South Florida for decades.

Since co-founding The Center, Andrea has amassed over \$30 million in donations and in-kind support, engaged major stakeholders and world-renowned consultants, secured a 94-year \$1/year ground lease with the City of Boca Raton, and has commenced exciting and meaningful discussions for major philanthropic support.

### **Board of Directors**

The Center's Board of Directors is comprised of dedicated and engaged leaders committed to The Center's mission, vision, and continued growth. The Board is a diverse group of corporate, banking, real estate, tech professionals, and community leaders.

## REPORTING AND IMPORTANT RELATIONSHIPS

The Director of Development will report to the Chief Development Officer. The ideal candidate will establish and maintain an effective working relationship with all staff members at The Center and the other members of the development department, including the Development Coordinator.

The successful Director of Development will assist the Chief Development Officer, Chief Marketing Officer, and The Vanguard (committee of significant donors) to help implement The Center's communications plan; and help facilitate events and engagement opportunities. S/he will provide the Finance Department with necessary documentation and reporting for accounting and tax purposes.

## CHALLENGES AND OPPORTUNITIES

As an integral member of The Center, the Director of Development will contribute broadly to all aspects of the fulfillment of The Center's mission. The successful candidate will have a demonstrated track record in the following areas:

- Gain a rapid understanding of The Center's vision, mission, fundraising priorities, and campaign objectives;
- Lead the identification, research cultivation, solicitation, and stewardship of individual, corporate, foundation, and government prospects;
- Craft and implement innovative strategies and tactics to consistently engage high-net-worth individuals;
- Proactively lead and oversee prospect identification to identify new local, statewide, and national funding sources, including individuals, corporations, and foundations;
- Design and oversee an accurate donor database and implement a moves management strategy;
- Lead and oversee The Center's donor engagement and stewardship program;

- Design and implement a comprehensive stewardship program in support of The Center's anticipated comprehensive campaign, including development of messaging, regular outreach, and gift acknowledgements;
- Prepare compelling proposals, letters of intent, reports, acknowledgements, and other written materials in a timely fashion for individual, corporate, and foundation, and government donors; and
- Serve as the primary liaison to The Center for Arts and Innovation Advisory Council, a visionary, tight knit group of arts, business, and civic leaders., ensuring that the Advisory Council is kept informed and supported on the actions that they can take to support the development of The Center.

## CHARACTERISTICS AND ATTRIBUTES

In addition to the demonstrated ability to meet and exceed the responsibilities listed in the preceding section, the successful Director of Development will possess the following experience and attributes:

- Sincere passion and devotion to The Center's vision, values, and mission;
- Track record of successful identification, solicitations, and closure of major gifts from individuals, including the design and execution of identification, cultivation, solicitation, and stewardship strategies and the effective involvement of leadership and volunteers in those activities;
- Stature and intellectual depth, combined with poise and solicitation skills, to marshal the full fundraising potential of major gifts donors;
- Progressively successful experience in front-line fundraising positions, preferably in campaign modality;
- Grace, poise, and highly advanced facilitation skills to promote fundraising partnerships;
- Excellent communication (writing, proofreading, speaking, presentation, and listening) and technology skills and keen attention to detail, with the ability to effectively communicate with all levels of the organization, as well as external constituencies;
- Commitment to the highest standards of professionalism and best fundraising practices;
- Self-starting, transparent, and accountable professional who is receptive to feedback and has effective time management skills;
- Highly organized, flexible, and able to effectively prioritize a wide range of tasks and responsibilities amongst competing demands;
- Proficiency with Little Green Light and other CRM platforms, Microsoft Office Suite, wealth screening platforms, Adobe Acrobat, InDesign, and Keynote; and
- Bachelor's degree required; advanced degree preferred.

## **COMPENSATION AND BENEFITS**

The compensation and benefits package will be competitive and commensurate with the selected candidate's background and experience.

## **CONFIDENTIAL INQUIRIES AND HOW TO APPLY**

The Center for Arts and Innovation has retained Freeman Philanthropic Services, LLC to assist on this recruitment. FPS is a national leader in executive recruitment for the not-for-profit sector and brings a proven track record of recruiting top talent to diverse institutions.

Please send all inquiries, applications, and nominations directly to FPS via email at [TCAIDirector@glfreeman.com](mailto:TCAIDirector@glfreeman.com).

All applications must include: (1) an up-to-date resume; and (2) a formal letter of interest (addressed to Gail L. Freeman, President of FPS) that specifically cites the experiences that best prepare the applicant for this role and why this particular opportunity at The Center is the logical and desired next step in their career. Additional materials and information will be requested during the search and interview process.

## APPENDIX – BOCA RATON, FL



Located on Florida's Southeast Coast, Boca Raton offers a unique combination of nature and elegant relaxation. Boca Raton offers miles of white sandy beaches, luxury resorts, access to a regional arts scene, and access to countless outdoors activities, including boating, fishing, paddling, biking, hiking, and watersports.

South Florida, particularly in its post-pandemic renaissance, is a region known for its cultural vibrance. Boca Raton specifically is rooted in its Mediterranean Revival architectural style, influenced by renowned architect Addison Mizner. Residents and visitors can enjoy live concerts, outdoor festivals, world-class museums, and international art exhibits with unique experiences for all ages. Outside the renowned Boca Raton Museum of Art, Mizner Park Amphitheater, and other cultural destinations, Boca Raton hosts a wide variety of upscale restaurants, stores, malls, and retail and dining plazas, including the famous Mizner Park.

Boca Raton's corporate community was pioneered by IBM's local campus in 1967, where the personal computer was developed. Currently, the City of Boca Raton hosts over 30 corporate headquarters for innovative startups and large corporations. To build a strong local, educated workforce, Boca Raton is home to three nationally ranked universities and numerous highly rated public and private K-12 schools.

