# **Jackson Cooper**

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#### LEADERSHIP EXPERIENCE

Pacific Northwest Ballet, Seattle, WA

Major Gifts Manager Major Gifts Officer October 2021 - **Present** October 2019 - October 2021

- Strategic leader with Director of Development, Executive Director, Artistic Director, and Trustees on
  setting and drafting strategic fundraising goals, capital campaign planning, and donor acquisition/retention
  strategies. Personally Responsible for portfolio of 178 High Net Worth Individuals (estimated contributed
  revenue of \$1.3 million) of a \$6 million annual departments goal
- Advised Senior Leadership on HR Policies, operations, and budgeting for department and organization including initiating strategy and plans for \$50 Million Capital Campaign. Recruit and manage board members, committee members, and capital campaign volunteers
- Evaluated and recommended processes that streamlined financial management and gift acknowledgment processes.
- Worked with Boards of Trustees on recruitment, retention, and cultivation strategies and plans. Liaison between department and board for Major Gifts Committee, served as Staff Secretary for Finance Committee, serve on PNB's Inclusion, Diversity, Equity, and Accessibility committee
- As Chair of Training subcommittee within I.D.E.A. Committee, lead, created and facilitated Racial Equity
  Training for All Staff (300 employees, Union and Non-Union). Worked alongside the Director of HR,
  Executive and Artistic Directors, and I.D.E.A. Committee Chairs to execute training. Recommended
  budgets for future Training plans. Created evaluation tools and led Committee and Staff post-mortums after
  each session. Co-Led Trustee Racial Equity Trainings

#### **Town of Cary**

Cultural Arts Coordinator/Town Clerk

- Strategic advisor to Cultural Arts Manager, overseeing 45 grantees, 100+ programs, 35 employees and all Town-related Cultural Programs and facilities
- Managed 60 volunteers across 3 Mayoral and City Council-appointed Boards/Commissions. Recruited volunteers, work alongside Mayor's Office on appointments process, advise Cultural Arts Manager on commission affairs, set agendas, maintain healthy cycle of participation
- Represented Town of Cary at cultural events, advocacy days, nation programs, granting meetings

#### North Carolina Museum of Art, Raleigh, NC

August 2018- Feb 2019

Coordinator of Performing Arts and Film

- Produced nearly 48 performing arts and film events for the Museum. Managed 100+ volunteers and contractors including recruitment, onboarding, retention. Established Partnerships with local, state, and national arts organizations in accordance with Museum's strategic goals.
- Worked across State government budget models, forecasting analysis, provided recommendations for future strategic budget cycles to Director of Programming. Maintained a personal program budget of ~\$250,000.
   Participated in fundraising and grantwriting efforts to seek funding for programs.
- Maintained year round capital improvements to indoor and outdoor performing facilities including fire
  code, rain proofing, ADA accessibility check ups. Worked with NC Department of Natural and Cultural
  Resources maintenance staff and Museum Capital Projects team

#### Chamber Music Raleigh, Raleigh, NC

**Executive Director** 

- Reporting to the board of directors, led operations, finances, and fundraising for the 76-year old organization.
- Drafted contracts for artists, commissions, world premieres, negotiated with agents/managers on costs, negotiated long-term venue partnership with NC Museum of Art
- Created budget models and maintained annual operating budget, presented recommendations and tracking models to the board in collaboration with the Treasurer. Increased revenue streams 150% in first year
- Grew board diversity by 50% in first year, worked with Governance Committee to revamp bylaws and implement accountability measures including Executive reviews and board retention efforts
- Achieved 4 stars from ProPublica, led auditing efforts for the organization

#### Berkshire Theatre Festival, Pittsfield, MA

Theater Manager

- Managed summer festival operations and facilities for 180-seat Theater on campus.
- Maintained daily upkeep of theater, capital improvements, fire code maintenance, and safety precautions in accordance to festival, county, and state guidelines.
- Recruited and trained 300+ summer volunteers for Front of House, Box Office shifts throughout season
- Worked alongside artistic teams and Festival leadership to build partnerships between artistic productions and theater management.

## **CURRENT BOARD/COMMITTEE SERVICE**

City of Seattle LGBTQ Commission	Commissioner (nominated by City Council)	2022-Present
Theatre Communications Group	Next Generation TaskForce	2022-Present
Seattle Choruses	Board of Trustees	2021-Present

## PREVIOUS BOARD/COMMITTEE SERVICE

National Endowment for the Arts	Panelist (Theatre)	2022
National Endowment for the Arts	Panelist (Dance)	2021
Seattle Arts and Culture for Antirac	ism Advisory Council	2021-2022
InspireWashington	Steering Committee, Candidate Arts Forum	2021
Justice Theater Project	Chair, Artistic Committee	2017-2020
United Arts Council	At Large	2017, 2018
Raleigh LGBT Chamber of Commo	erce Board Member	2016-2019

## **EDUCATION**

MFA in Arts Leadership Seattle University May 2022

**Thesis:** Bright Lights, Bold Futures: Embodying Accountability of Commitments to Equity and Antiracism in Performing Arts Organizations

BA in Theatre/Business UNC- Greensboro August 2016

#### CONSULTING

**Artful Living Consulting** 

Feb 2019 - October 2019

Maintain full-time fundraising consultant firm that managed fundraising campaigns between \$50,000-\$3 million. Drafted strategic and fundraising plans for organizations. Coached Executive and Artistic leaders.

Clients include:

**Justice Theatre Project** - Artistic Director Transition/Search Lead, Capacity Build, Built Corporate Sponsorship Program,

Cadenza Artists- Consulted on Corporate Sponsorship/Artist Partnerships

**Durham Symphony Orchestra-** Board Training/Recruitment, Strategic Partnerships, Major Gifts Fundraising, Advocacy Building

Hayti Film Festival

artEquity
Cary Ballet Company
Philharmonic Assocation
Triad Performing Arts
Hillsborough Arts Council

## **TEACHING**

Seattle University 2022- Current

Adjunct Faculty, Arts Leadership

• Taught Intro To Arts Leadership and Resource Development in the Arts for Undergraduates

## The University of North Carolina at Greensboro

2021-Current

Adjunct Faculty, Arts Administration

- Developed curriculum and taught AAD 321: Fundraising in the Arts for Undergradute Program
- Managed the success of 20 students per semester. Tracked goals and grades in alliance with Department, School, and University Goals and Policies

#### **PUBLICATIONS**

#### **BOOKS**

Co-Author, Fearless Arts Fundraising, TBD Release Date Author, Giving, Philanthropy, and the Practice of Gratitude, Routledge, 2023

#### **ARTICLES**

Author, "When Nice Isn't Enough: How Arts Fundraising Will Evolve over the Next 18 Months", Howlround Theatre Commons, 2021

Interviewee, "The Future of Fundraising" (Profile), Southern Theatre, Summer 2022

Author, "Obituary: Stephen Sondheim", The Gay and Lesbian Review, 2022

Contributor/Organizer, Seattle Arts Voter Guide, November 2021 Primary

Contributor, When The Lights Are Bright Again, Ed. Andrew Nolen, Applause Books, 2021

Author, "Seattle Repertory Theatre Case Study," Arts Ecosystem Research Project, Seattle University, 2021.

Contributor, Alternative Careers in Performing Arts, Routledge, 2022

Theatre Critic, Greensboro News and Record, August 2015-May 2017

Theatre Critic, Classical Voice of North Carolina, May 2015-August 2019

## **SELECTED TALKS (organizations)**

Theatre Communications Group, 2022 Conference (Pittsburgh)

Triangle ArtWorks, 2022

**InspireWashington Cultural Congress**, 2022, Talk: "Setting the Stage: Presenting Candidate Arts Forums" **Society for Arts Entrepreneurship Education**, 2021

**Association for Arts Administration Educators Conference**, 2021, Talk: "Rehearsing Racial Equity: Creating a Framework for an Equitable Arts Future"

## **ARTISTIC EXPERIENCE**

Caroline Or, Change Music Director Justice Theatre Project The Mikado Music Director **Durham Savoyards** Justice Theatre Project I Am My Own Wife Director Live Live Cinema: Carnival of Souls NC Museum of Art Director It Shoulda Been You Theatre in the Park Director Ruddigore Music Director **Durham Savoyards** Trial By Jury Music Director **Durham Savoyards** Tea With Edie and Fitz F. Scott Fitzgerald NC State TheatreFest My Cuba (Staged Reading) William Peace University Director The Walt Disney Play Dramaturg ManBites Dog Theatre Theatre Raleigh (premiere) The Mystery of Edwin Drood Assist to R. Holmes Pauper Players, Chapel Hill Spring Awakening Director The Rocky Horror Picture Show Pauper Players, Chapel Hill Director A Chorus Line Director Pauper Players, Chapel Hill The Wedding Singer Music Director Winston Salem Theatre Alliance Grease Music Director Winston Salem Theatre Alliance

Galileo GalileiAssistant DirectorUNCG Opera TheatreIolantheAssistant DirectorGreensboro Light OperaDaughter of the RegimentAssistant DirectorGreensboro Opera