



[www.urbanarts.org](http://www.urbanarts.org)  
New York, NY

## DIRECTOR OF DEVELOPMENT

### *Mission Statement*

*Urban Arts Partnership advances the intellectual, social and artistic development of underserved public school students through arts-integrated education programs to close the achievement gap.*

## THE SEARCH

Urban Arts Partnership (UAP) has retained Freeman Philanthropic Services, LLC (FPS) to recruit an entrepreneurial fundraiser to serve as the Director of Development.

Since 1992, Urban Arts Partnership has served as a leading not-for-profit provider of arts education for New York City's public schools in support of academic enrichment and youth development. Currently, UAP serves 60 schools throughout New York City, providing 12,000 students, teachers, and parents with high quality arts-based programs dedicated to creating the next generation of academic achievers, inspired professionals, and active citizens.

UAP provides student-centered arts instruction in filmmaking, digital music production, photography, visual arts, theatre, design, dance, and language arts in a variety of forums. UAP's students final projects are consistently high quality and have garnered competitive, national awards while giving voice to countless stories from across New York City.

The Director of Development will lead all fundraising for the Urban Arts Partnership. The ideal candidate will have a proven ability to creatively build and expand a non-defined donor constituency and a track record of securing philanthropic support from donors not previously affiliated with the organization. The Director of Development will bring significant experience in the identification, qualification, cultivation, solicitation, and stewardship of major gifts. He/or she will have the stature and proven ability to develop relationships with organizational leadership, volunteers, colleagues, donors and prospects. The Director of Development will have excellent communication skills and the ability to create and articulate compelling cases for support. A proactive, collaborative, and intellectually curious professional; the successful candidate will be passionate about the mission of UAP and committed to the betterment of New York City public school students.

He/or she will possess a successful track record of building and maintaining a prospect portfolio, soliciting and securing significant major gifts. The Director of Development will have the stature and demonstrated ability to motivate staff, develop relationships with esteemed donors, prospects, high-caliber volunteers, and generate excitement for the mission and programs of Urban Arts Partnership.

## URBAN ARTS PARTNERSHIP


Urban Arts Partnership accomplishes its mission through a variety of interdisciplinary arts programs that include in-school classroom integration, after-school programs, master classes, professional development, summer programs, arts festivals, and special projects.

The organization provides student-centered arts instruction in filmmaking, digital music production, photography, visual arts, theatre, design, dance, and language arts. Presented in schools, at festivals, during community events, online, and in televised features, UAP students' final projects are consistently high quality and have garnered competitive, national awards while giving voice to countless stories from across The City.

UAP serves as a founding cultural partner of new small schools, an award-winning provider of exemplary arts education, a community connector with leading NYC cultural institutions, a leader in creative learning for English Language Learners (ELL) & Students With Disabilities (SWD) populations, and as a developer of school professionals.

Urban Arts Partnership's programs are constantly evolving, along with the complex needs of today's youth and public schools. Their approach to arts education has come about through years of experience and innovation.

In December of 2007, the Board of Directors, with the full support of staff, voted unanimously to change the organization's name to Urban Arts Partnership, after seventeen years of serving New York City as Working Playground. The following is a brief history of their founding, development and growth.

- **1991** In the Crown Heights neighborhood of Brooklyn, the community suffers through four days of terrible riots fueled in part by ethnic and racial tensions. In response to media reporters forecasting no future relationships between young Jewish people, and African- and Caribbean-Americans, Amy Poux founds Working Playground, a youth and issues-based theatre company. The name, Working Playground, refers to the concept that from very little, children create work that is rich, original and imaginative.
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- **1993** A comprehensive literacy/theater arts program is created for children pre-kindergarten through the sixth grades. Public school partnerships develop and they expand the scope of programming to include students in middle and high school.
  - **1994** The Studio Program is created in partnership with East Side Community High School, and launched in seven additional schools, pairing teaching artists with humanities and math/science teachers. UAP's model of arts integrated instruction, curriculum planning and professional development is spotlighted by the NYC Department of Education's Director of Arts & Special Projects, Sharon Dunn, who includes The Studio Program in the international Conference on the Future of Arts Education.

- **1997** UAP receives the New York State Award of Merit for The Studio Program, officially recognized by the New York State Council on the Arts.
- **2001** One of the few organizations selected by the Center for Arts Education and the New York Times Foundation to join the School Arts Rescue Initiative – a response to the 9/11 tragedy that implements their Art of Recovery curriculum at 14 schools devastated by the attacks, in particular the High School for Leadership and Public Service that is located one block from Ground Zero.
- **2003** Philip Courtney assumes position of Executive Director. UAP co-founds New Design High School, a progressive small high school that integrates the study of design and the arts into a four-year sequential curriculum. They expand after-school programming through the 21st Century Community Learning Centers grants to include a total of 26 schools reached citywide.
- **2004** Programs expand to include a comprehensive model for in-school and after-school arts education called the Urban Arts Partnership program, positioning the arts as vital to a school's academic and cultural life.
- **2005** UAP co-founds Technology, Arts and Sciences Studio School and are brought on as lead arts partner for the Facing History School, both of which are new small public schools.
- **2006** UAP develops the My New York program, an arts integration project that catalyzes English language learning for recent immigrants.
- **2007** The Center for Arts Education recognizes the My New York program as a promising practice for English Language Learner youth instruction. The Rush Philanthropic Foundation awards UAP the Rush Art for Life Award. UAP moves into new offices in Downtown Manhattan, constructing an in-house media lab and training space for pre-professional, after-school and summer programs. New Design High School graduates its inaugural class with a 76% graduation rate – more than doubling that of the high school it replaced. Niclas Nagler establishes the Nagler Scholarship that awards a four-year \$40,000 scholarship to one of their exemplary students each year.
- **2008** Working Playground unveils its new name, Urban Arts Partnership, at its Third Annual Urban Arts Festival, a day-long and evening showcase of outstanding original works by students from their 45 schools from across the city. Longtime Artistic Board member Rosie Perez is on hand to express her continued support as UAP moves into their next phase as a leading arts education organization in New York City.



## LEADERSHIP

### Philip Courtney, Executive Director

Since Philip Courtney's appointment as Executive Director in 2003, Urban Arts Partnership has increased its services to NYC teachers and students by a factor of 10, serving 60 Title I public schools in the 2012 school year. He has served a principal role in co-founding four new small schools across New York City, in which innovation and the arts play a central role in addressing education improvement. In addition, he is the author of numerous plays that have been performed Off-Broadway. He has a long track record of supporting inner-city students through arts programs and is a recognized leader in arts education, has been a major contributor to the New York City Department of Education Blueprint of the Arts standards, and served on the panel for the New York State Council on the Arts. He is a graduate of Columbia University's Executive Education program.



Mr. Courtney is a founding member of The 2050 Group, a new group of thought leaders invested in exploring new models for arts integrated learning in the public education system. The mission of the group is school reform that favors learner-centered experiences, where the arts are celebrated, and cultural diversity and inclusiveness are met with pedagogical rigor. The group's activities include a private discussion group, staging public events, and publishing.

## BOARD OF DIRECTORS

A large part of Urban Arts Partnership's success stems from the inspired volunteer work from their Board of Directors, who, combined; span a variety of industries and service areas to bring unique perspective to their mission. The organization's continued achievements and growth are made possible through their generous giving of time, guidance and acumen.

Taylor Kushner, Co-Chair,  
Treasurer  
Goldman, Sachs & Co.

Neel Parekh, Co-Chair  
Tiger Consumer  
Management

Josh Ufberg, Vice-Chair  
ATALAYA

Philip Courtney, Secretary  
Urban Arts Partnership

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Creative Management  
Company

Kevin Chinoy  
Freestyle

James Del Favero  
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Susan Ellis

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Peter Lurie  
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Heather Moosnick  
Warner Music Group

Niclas Nagler  
Nagler Productions

Andrew Polland  
Fortress Investment Group

Jot Sandhu  
Educator

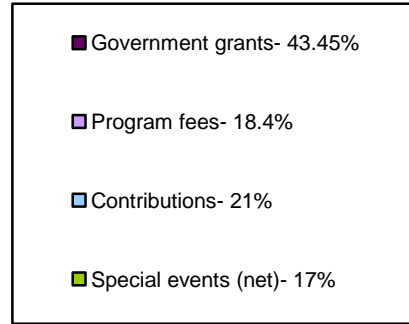
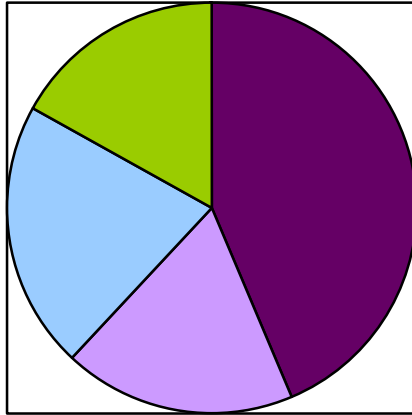
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Perella Weinberg Partners

Nathan Smith  
VISA

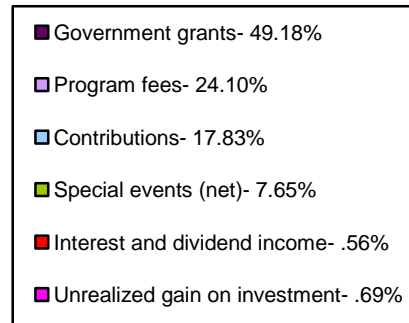
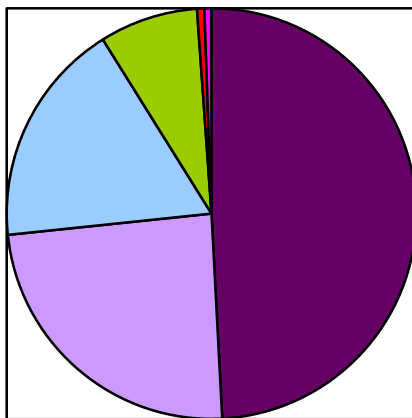
Andrew Stern  
Serin Capital

# FINANCIAL HIGHLIGHTS

## REVENUES 2011- TOTAL \$4,021,188



## REVENUES 2010- TOTAL \$3,221,490



## IMPORTANT RELATIONSHIPS

The Director of Development, Urban Arts Partnership will report to the Executive Director, Philip Courtney.

The Director of Development will support the UAP Board Members with fundraising initiatives. As a leader, the Director of Development will oversee the development department consisting of a Grant Writer and The Individual and Corporate Giving Manager. He or She will also work collaboratively with the Director of Programs, and The Director of Events and Special Projects.

The Director of Development will work with colleagues to maintain and expand upon existing donor relationships. He/or she will engage and facilitate partnerships and further expand UAP's relationships with individuals, corporations, and foundations.

## KEY OPPORTUNITIES & CHALLENGES

As a leader of the Development Department, the Director of Development will be expected to contribute broadly to all aspects of the fulfillment of the organization's mission and philanthropic goals. UAP seeks an experienced and mission-driven professional with the capacity, stature, and the demonstrated track record to respond effectively to the following challenges:

- Embrace UAP's mission and core values and obtain a thorough understanding of the history, culture, and diverse programs of UAP to gain an understanding of its strategic vision and translate those priorities into fund-raising initiatives;
- Strategically and effectively support fundraising leadership with solicitation of major gifts;
- Maintain and grow a personal portfolio of major gift donors/prospects;
- Develop and implement strategies to expand philanthropic support; Broaden the organization's base of support;
- Through face-to-face solicitation, grant writing, social networking, and special events, the Director of Development will secure operational and program income;
- Ensure a coordinated and collaborative approach with colleagues in respect to fundraising;
- Maintain best fundraising and operational practices, utilizing clearly defined goals, objectives, and transparent methods with which to measure success;
- Create a systemized fundraising program, including the establishment of evaluation metrics;
- Continue to steward current donors through consistent communication and engagement, while proactively and systematically identifying and cultivating new prospects;
- Positively contribute to an organizational environment where teamwork, collaboration, and dedication are expected and required;
- Integrity, seasoned with humor and perspective.

## IDEAL EXPERIENCE & QUALITIES

UAP seeks a dedicated development professional to serve in this role. The ideal candidate will possess the following experience and attributes:

- Passionate advocate who brings the proven ability to engage leaders, teaching artists, and colleagues in a manner that generates excitement, shared purpose, and meaningful action;
- Commitment to the mission of Urban Arts Partnership;
- Proven ability to close major gifts: a demonstrated record of solicitations from individuals, including the design and execution of the identification, qualification, cultivation, solicitation, and stewardship strategies;
- Credibility and professional acumen to garner the confidence of UAP leadership, Board Members, volunteers, donors, prospects, and colleagues;
- Excellent communication skills (both written and oral), combined with the ability to elicit and translate various priorities – from education to community needs – into compelling cases for support;
- Successful experience working within a sophisticated educational, cultural, or community organization preferred;
- Unquestioned integrity, as well as a demonstrated commitment to the highest standards of professionalism and best practices;
- Genuine interest in education and the ongoing betterment of the New York City public school system;
- Flexibility, patience, and a healthy sense of perspective;
- Creative manner of approaching issues and devising sound solutions based on good judgment and collaboration;
- Bachelor's degree required, advanced degree preferred.

## COMPENSATION

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

## FREEMAN PHILANTHROPIC SERVICES, LLC (FPS)

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 organizations. Please visit our [www.glfreeman.com](http://www.glfreeman.com) and [Linked In](#) page for more information about this recruitment and our work.

## APPLICATIONS & NOMINATIONS

Confidential inquiries, applications, and nominations should be sent via e-mail to FPS at [UAP@glfreeman.com](mailto:UAP@glfreeman.com). All applications must include (1) an up-to-date resume and (2) a formal letter of intent expressing the specific experiences that best prepare the applicant for this role and why this opportunity is a logical continuation of her/his career.

*Urban Arts Partnership is an Equal Opportunity Employer and committed to diversity among its employees and encourages qualified candidates from all backgrounds to apply.*