

RICHARD R. LANE

NONPROFIT FUNDRAISER, ADVOCATE and ADMINISTRATOR

- * Fundraiser * Donor Cultivation, Relations & Stewardship * Grant Writer * Board Relations * Team Collaboration *
- * Capital Campaign Management * Marketing & Promotions * Budget Development & Implementation *

- PERTINENT SKILLS and ACCOMPLISHMENTS -

Fundraising, Grants & Marketing:

- Served on grant panels for the National Endowment for the Arts (NEA), NY State Council on the Arts, Utah Division of Arts & Museums (twice), Arizona Commission on the Arts, and Texas Commission on the Arts.
 - Wrote 200+ grant applications and reports, which together with grant panel service, affords broad experience and understanding of the process from both perspectives — funder and applicant.
- Responsible for \$700,000+ contributed income for a \$1M+/- nonprofit. Annually wrote 50+ grants and compliance reports. Identified 40+ new foundations. Implemented Sustainer Program in July 2019 (Ririe-Woodbury Dance Company).
- Created cultivation events for \$39M start-up Finger Lakes Museum. Researched/created prospect data base. Wrote four major foundation applications ranging from \$500,000 to \$1M.
- Oversaw Tulsa Ballet Development Department that raised \$3M in FY09. Awarded two National Endowment for the Arts grants for artistic and administrative excellence.
- Participated in increasing contributions from \$5M to \$17.3M — \$12.3M in only three years, as part of the Tulsa Ballet Integrated Campaign, including successful solicitations up to \$500,000.
- Successfully solicited the \$2.5M lead gift and land from City of Miami Beach Mayor and Commission for new \$7.5M facility; authored two Florida state grants that generated \$1M (correspondence available; Miami City Ballet).
- Oversaw Marketing/PR Department with an additional \$800,000 by third year for a total of \$2.04M in earned income for FY09 (Tulsa Ballet).

Board Collaborations, Community & Government Partnerships & Communications:

- Collaborated with 70-member board for growth of annual budget from \$3.1M to \$5.1M (65% increase), and a \$17.3M capital campaign. Supervised \$9.1M facility expansion, and expansion into Oklahoma City market. (Tulsa Ballet).
- Liaised with 60-member, tri-county South Florida Board. Interacted with trustees, donors and two City of Miami Beach Mayors and City Council during growth of annual budget from \$5M to \$10M (100% increase), plus a \$12M capital campaign. Supervised design and construction of the \$7.5M new facility project (Miami City Ballet).
- Served 14 committees and boards in eight states, noted below.

Operations and Strategic Planning:

- The complex Tulsa Ballet and Miami City Ballet capital campaigns, coupled with considerable budget growth and multi-city operations for both companies, demonstrate proven management ability for regional and long-range strategic planning.
- Served on Strategic Planning & State Liaison Committees: refined Strategic Plan; implemented plans to grow the school and expand into the Oklahoma City market to gain additional support, state-wide and national recognition. Despite a politically sensitive environment, used diplomacy to persuade the Oklahoma Governor and First Lady to serve as Honorary Chairs, and then host a fundraiser at the Governor's Mansion (Tulsa Ballet).
- Oversaw Five-Year Strategic Plan, outlining the need for a new school and new facility to stabilize and institutionalize the Company by garnering more grass-roots support — plans accomplished (Miami City Ballet).
- Served on planning committees for both the Oklahoma Arts Council's Statewide Conference and Oklahoma Center for Nonprofits' State Conference.
- Written and/or administered contracts for tours, guest artists, company dancers, theatre rentals, administrative services, and general and health insurance coverage.

Advocacy, Research & Promoting the Arts:

- Served as an articulate, passionate and persuasive spokesperson for eight arts organizations, five of which are nationally-recognized. Built partnerships to advance missions and serve communities and artists.
- Obtained a coveted invitation to perform at The Kennedy Center; secured a week-long engagement at the invitation-only Joyce Theater, New York City (Tulsa Ballet).
- Obtained invitation-only engagement for Ballet West at the preeminent Edinburgh International Festival, Scotland.
- Represented three companies for 18 years at the annual Dance/USA conferences, a national umbrella organization for professional companies.
- Conducted research to promote and market organizations statewide and nationally, including eight years for two companies at the annual, international and highly competitive Association of Professional Arts Presenters in New York City; promoted and negotiated two national tours.

Staff Collaboration:

- Led Development, Finance, Marketing/PR and School Departments with eight staff. To facilitate intense operational and campaign growth, successfully encouraged transition from “silo” thinking of staff to a consensus that all efforts would benefit the company and departments, and most importantly — lead to superior customer service and programming (Tulsa Ballet).
- Encouraged teamwork of 36-member Development, Finance, Marketing and School departments to accommodate rapid organizational growth and successful design of the new \$7.5M facility; sought significant input from staff to address their needs (Miami City Ballet).
- Practice collaboration that results in buy-in, ownership and – most importantly, quality programs and patron service.

Budget, Finance, Capital Projects & Operations:

- Supervised operations and annual budget growth to \$5.1M, and Integrated Campaign to \$17.3M; direct oversight of the \$9.1M facility expansion budget (Tulsa Ballet).
- Determined \$17.3M expenditures as member of the Campaign Leadership Committee (Tulsa Ballet).
- Supervised operations during expansion of annual operating budget to \$10M, plus design, construction and budget for \$7.5M facility (Miami City Ballet).

PROFESSIONAL & COMMUNITY VOLUNTEER SERVICE:

- Utah Division of Arts & Museums Grant Panel, 2003-2005 and 2018.
- Arizona Commission on the Arts Grant Panel May 2017.
- NY State Council on the Arts, Finger Lakes Community Arts Grants Panel 2012.
- National Endowment for the Arts (NEA) Grant Panel, December 2007.
- Texas Commission on the Arts Grant Panel, 1985-1987.
- Dance/USA, Co-Chair and Chair-Elect of Mid-sized Managers Council, 2007-2008 and multi-year conferences.
- South Salt Lake Granite Preservation Foundation and Arts Committee (appointed by Mayor), 2011.
- Oklahoma Arts Council Statewide Conference Planning Committee, 2009.
- Oklahoma School for the Visual and Performing Arts advisor, 2007-2009.
- Oklahoma Center for Nonprofits Conference Planning Committee, 2008.
- Utah Cultural Alliance Board of Directors, 2004-2005.
- Cultural Campus Oversight Committee (Miami Beach, appointed by Mayor), 1998-2000.
- Mayor's Committee on Cultural Affairs, Miami Beach, 1993-1997.
- Executive Committee, Lincoln Road Partnership (management district, appointed by Mayor), 1994-1997.

EMPLOYMENT HISTORY:

- *Development Director, Ririe-Woodbury Dance Company, Salt Lake City, UT, July 2017- October 2020 **
- *Executive Director, Flagstaff Symphony Orchestra, 2016*
- *Major Gifts Officer, Utah Symphony | Utah Opera, 2015*
- *Interim Executive Director, Santa Fe Concert Association, 2013*
- *Development Director, The Finger Lakes Museum and Aquarium, NY, 2012–2013*
- *Interim Development Director, Ririe-Woodbury Dance Company, 2010*
- *Managing Director, Tulsa Ballet, Tulsa, OK, 2006–2009*
- *Company/Tour Manager, Ballet West, Salt Lake City, UT, 2000–2005*
- *Operations Manager/Board Liaison, Miami City Ballet, Miami Beach, FL, 1990–2000*

* I have taken time since November 2020 to consider what cause I would like to support next, which my financial situation fortunately allowed. I also took time to assist my elderly in-laws in upstate NY.