

Jackson Cooper

jackson0cooper@gmail.com

LEADERSHIP EXPERIENCE

Pacific Northwest Ballet, Seattle, WA

Major Gifts Manager

October 2021 - **Present**

Major Gifts Officer

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

artEquity
Cary Ballet Company
Philharmonic Association
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 Undergraduate 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

The Mikado

I Am My Own Wife

Live Live Cinema: Carnival of Souls

It Shoulda Been You

Ruddigore

Trial By Jury

Tea With Edie and Fitz

My Cuba (Staged Reading)

The Walt Disney Play

The Mystery of Edwin Drood

Spring Awakening

The Rocky Horror Picture Show

A Chorus Line

The Wedding Singer

Grease

Galileo Galilei

Iolanthe

Daughter of the Regiment

Music Director

Music Director

Director

Director

Director

Music Director

Music Director

F. Scott Fitzgerald

Director

Dramaturg

Assist to R. Holmes

Director

Director

Director

Music Director

Music Director

Assistant Director

Assistant Director

Assistant Director

Justice Theatre Project

Durham Savoyards

Justice Theatre Project

NC Museum of Art

Theatre in the Park

Durham Savoyards

Durham Savoyards

NC State TheatreFest

William Peace University

ManBites Dog Theatre

Theatre Raleigh (premiere)

Pauper Players, Chapel Hill

Pauper Players, Chapel Hill

Pauper Players, Chapel Hill

Winston Salem Theatre Alliance

Winston Salem Theatre Alliance

UNCG Opera Theatre

Greensboro Light Opera

Greensboro Opera