

Request for Proposals for a Development Consultant for leading Contemporary Performance Company

Torn Space Theater (TST) presents original performances, re-interpretations of classic works for the stage, site-specific works and WNY premieres of internationally recognized, contemporary drama. Founded in 2003, TST has emerged as the most prominent interdisciplinary theater company working in WNY by distinguishing its programming in two unique areas – original works that are often site-specific and contemporary regional and/or world premieres. Our season includes two to three main stage productions and an annual contemporary performance series.

Project Title: Development Consultant

Position Overview: Torn Space Theater (TST) seeks a Development Consultant to improve capacity building by increasing operating funds via earned revenue, improved donor relations and corporate giving strategy. TST's goal is to increase its operating budget independent of special projects and/or grants related activities. An increase in operating funds would stabilize TST by promoting greater administrative capacity and improved productivity. The Development Consultant will be responsible for working with TST staff and board to create and implement a development strategy focused on: Increasing earned revenue centered upon TST's dynamic and diverse programming, improve and expand donor relations, transition supporters of a recently completed capital campaign to annual support and expand corporate support. The Development Consultant would be supported by a key staff members, a development committee and an administrative manager. Currently TST has no Development Director.

Objectives:

Establish a development plan that will increase an annual operating budget by \$65,000 by

- Growing earned revenue by 30%
- Increasing corporate donations by 40%
- Increasing individual support by 40%
- Increasing public support by 20%
- Securing two large annual donors of at least 10k each
- Establishing Board driven fundraiser

Experience:

Minimum of five-years of arts, corporate or non-profit fundraising experience with demonstrated success building donor base, corporate support and earned revenue. Proficiency with CRM/fundraising software preferred.

Work Environment:

Mix of work from home, team meetings at Torn Space, and meetings in the community.

To Apply:

Submit resume, cover letter and hourly rate by January 10th 2020 to:
Torn Space Theater, 270 Lafayette Ave. Buffalo NY 14213 or email to
tornspacetheater@gmail.com with subject line Development Consultant