

FIELD ARTS & EVENTS HALL

DIRECTOR OF DEVELOPMENT

ABOUT FIELD ARTS & EVENTS HALL

With its 500-seat multi-purpose auditorium and 300-seat state-of-the-art conference facility, Field Arts & Events Hall (Field Hall) will represent the newest and most significant arts, entertainment, and special events combination found in Washington State. Its vision is to inspire, nurture, and empower the local arts community, enrich local cultural and educational experiences, and spark economic activity throughout the region.

CAMPAIGN HISTORY

In 2016, the community of Port Angeles received the largest charitable contribution ever made in Clallam County: a \$9 million gift from the late Donna Morris to be used specifically for the design, construction, and ongoing operation of a premier performing arts center in the city of Port Angeles. Inspired by Donna's gift, local arts patron Dorothy Field purchased and donated the last undeveloped parcel of waterfront property in Port Angeles to be the site of the performing arts and events center. Dorothy Field has since contributed a significant level of additional funding and also helped to start a \$9 million endowment for operational funding. In recognition of her gifts and in honor of her and her late husband, the building was named Field Arts & Events Hall.

Early conceptual design work revealed that the project site was larger than needed and that waterfront property is too beautiful and too valuable to be merely used as a parking lot. The [Port Angeles Waterfront Center \(PAWC\)](#) Board invited the [Marine Discovery Center \(MDC\) consortium](#) (Feiro Marine Life Center, Olympic Coast National Marine Sanctuary, and the Olympic Coast National Marine Sanctuary Foundation) and the [Lower Elwha Klallam Tribe \(LEKT\)](#) to join as "site partners" on a campus combining arts, science, and culture. Both accepted the offer, and each of the site partners is responsible for the design, fundraising, and construction of their own facilities but will work together on shared site planning, maintenance, and marketing.

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[Leadership](#)

[Building Design](#)

[Case Statement](#)

[Port Angeles Waterfront Center](#)

Mission

A home for arts and events
that brings people together
and strengthens our
community.

Visit



Over the past four years, the Field Hall Board and staff have conducted a market analysis and a capital campaign feasibility study, toured multiple venues, and met with theater professionals to determine the appropriate size and configuration of the project. This due diligence revealed the need for a dedicated conference and event space to complement the performance venue. In 2018, an endowment was established which now totals over \$3 million, a general contractor was selected, the schematic design was completed, and a capital campaign was initiated. Construction began the following year. So far, 70% of construction has been completed and \$37 million has been raised towards a goal of \$50 million.

BUILDING AND PROGRAMMING

The building will include an auditorium and a conference facility that combines arts, entertainment, and special events, as well as a coffee shop and gallery space, all under one roof. Sitting immediately adjacent to the City's new waterfront esplanade, the building features breathtaking views of Vancouver Island, with the Strait of Juan de Fuca to the North and the Olympic Mountains to the South. In so doing, its architecture captures the vibrancy, sense of community, and natural beauty of the surrounding area.

As a performing arts center, Field Hall will serve the North Olympic Peninsula as a host for artistic programming produced by new and existing local nonprofit performance, cultural, and education groups and as a presenter of world-class artistic and cinematic programming to audiences.

As a venue for conferences and events, Field Hall will serve as a modern critically needed home for community gatherings, meetings, nonprofit and corporate seminars, and local business events, as well as a full-service event center for regional and national conferences, sales and marketing events, weddings, tourism conclaves, and other events.

REGIONAL IMPACT

It is projected that by year three of operations, Field Hall and its patrons will generate over \$2.2 million in local business activity. Programs and events at Field Hall will encourage medical, business, manufacturing, and academic professionals who expect these types of amenities to come, live, and invest in this community. Field Hall will attract investments and drive tourism by bringing in resources and patrons who live outside the region. The Field Hall project is already encouraging complementary business activity, including a 100-room, four-diamond hotel one block from the site and a 70-unit condominium project with mixed retail, a seafood restaurant, and 320-stall public parking garage directly across the street. Over the next five years, Field Hall is expected to be the catalyst for approximately \$140 million in new construction in downtown Port Angeles, often referred to as "The Port Angeles Renaissance." In addition, two major community projects have been completed within the last 12 months: a new \$21 million city aquatic center, within walking distance from Field Hall, and a \$9 million Boys and Girls Club.



PORT ANGELES COMMUNITY

Situated at the mid-point of the Olympic Discovery Trail and bordered by the snow-capped Olympic Mountain Range, Port Angeles, Washington has a population of 20,000 and is the gateway city of the [Olympic National Park](#)—one of the largest and most popular parks in America’s national park system. The diversity of recreational opportunities available for residents and visitors includes a vast network of trails, majestic mountains, rivers, lakes, rainforests, sandy beaches, and rocky tide pools. With a temperate climate, rural lifestyle, diverse outdoor recreation, and a vibrant business community, Port Angeles is a popular destination for the nearly 3.5 million people who visit the North Olympic Peninsula each year. The weather in Port Angeles complements the opportunity for outdoor activities and fun, too—the city sits in a unique rain shadow, which means more sun and less rain than anywhere else in western Washington. The south shore of Vancouver Island and the city of Victoria, British Columbia, are visible across the Strait to the north and accessible by the Coho Ferry located in downtown Port Angeles.

The North Olympic Peninsula serves as a home to eight Native American tribes: [Lower Elwha Klallam](#), [Jamestown S’Klallam](#), [Port Gamble S’Klallam](#), [Skokomish](#), [Quinault](#), [Hoh](#), [Quileute](#), and [Makah](#). The ancestors of these tribes lived throughout the Olympic Peninsula but ceded their lands and waters to the federal government through three treaties in 1855 and now govern reservations located along the shores of the peninsula.

A palpable sense of community and local pride runs throughout Port Angeles, an open and welcoming community of people of diverse backgrounds. Alongside the stunning landscape and temperate climate, the town’s well-regarded [library](#), [local clinic](#), [community college](#), and [downtown business district](#) make it a great place to work, live, and raise a family. A vibrant arts community has existed in the region for decades, including the 70-piece, 80-year-old [Port Angeles Symphony Orchestra](#). The North Olympic Peninsula is an ideal destination for guests and tourists in the Pacific Northwest.

THE POSITION

The Director of Development, a pro-active, driven, and creative fundraising professional, reports directly to the Executive Director of Field Arts & Events Hall and serves as an essential member of the organization’s senior staff. The Director of Development will lead comprehensive fundraising efforts that support Field Hall’s mission, including gifts from individuals, corporations, and foundations generated through individual and major gifts, as well as revenue from special events, sponsorships, grant writing and planned giving. The Director of Development will lead and manage a talented team of one support professional initially, with an expectation to grow the team in the future. This efficient and team-oriented leader is expected to implement a robust plan for growth with the primary goal initially to be the successful completion of Field Hall’s \$50 million Capital Campaign in partnership with staff and board leadership. Once the Capital Campaign is complete, it is anticipated that the new Director of Development will need to raise at minimum \$200,000 or more annually to help support Field Hall’s programs and general operations.



RESPONSIBILITIES

The Director of Development will have the following primary responsibilities:

- Immediately provide strong planning, organization, and management to help generate, in partnership with the Executive Director and Board, the remaining \$13 million of Field Hall's \$50 million Capital Campaign.
- Lead, manage, and motivate the work of a high-performing development team to meet or exceed all fundraising goals.
- Develop and implement a comprehensive annual fundraising plan that establishes a pipeline of new donors and strengthens existing donor relationships.
- Work closely with the Executive Director to assist in the annual budgeting process by creating a cohesive development plan with clear financial goals.
- Identify and implement effective systems for tracking, recording, and acknowledging contributions and data on community impact. Ensure systems are in place to provide accurate, timely fundraising reports to the Executive Director and Board.
- Plan and oversee at least one major fundraising event each year, including Field Hall's annual gala, to help generate strong individual and institutional support for the organization's events and programs.
- Develop and nurture relationships with institutional funders including regional and national foundations, corporations, and government agencies. Build upon Field Hall's strong relationships with political leaders at the local, state, and national level.
- Provide senior-level fundraising expertise to the Executive Director, senior staff, and Board.
- Ensure that all donors and prospects are appropriately stewarded to increase retention and encourage higher levels of giving.
- Maintain open and ongoing communications with the Executive Director, providing complete and accurate activity reports, revenue forecasts, and situation analyses on a timely and regular basis.
- Travel as needed and attend evening and weekend events.

MAJOR OBJECTIVES

Within the first 12 to 18 months, the Director of Development will achieve the following major objectives:

- Identify the systems already in place, engage immediately with Board and Campaign Leadership, and build upon the positive momentum of Field Hall's Capital Campaign which currently stands at nearly 75% completion. Provide leadership at the staff level to help drive the campaign



through its final phase and bring it to a successful conclusion in preparation for the organization's Grand Opening.

- Upon completion of the Capital Campaign, work closely with the Executive Director and Board to develop and implement a comprehensive annual fundraising plan for operations that prioritizes Field Hall's mission and strategic goals and broadens the engagement of donors significantly over time.
- Build strong, mutually beneficial relationships among Field Hall's Board, Capital Campaign Leadership, and external stakeholders including institutional leaders and top donors, to maximize contributed revenue for the organization.

QUALIFICATIONS

The ideal candidate will possess most of the following qualifications:

- A strong commitment to advancing Field Hall's mission and strategic goals.
- At least five years of professional experience managing successful fundraising programs for nonprofit organizations. Experience with arts and cultural organizations and/or campaigns would be an advantage.
- Significant achievement in the areas of annual giving, corporate giving, foundation giving, marketing and communications, and special events, including solicitation of five- or six-figure major gifts and greater.
- Ability to hire, supervise, motivate, and retain a development team that strives to achieve and exceed goals.
- Ability to achieve targeted fundraising goals by means of strategic positioning, flexible direction, and team-oriented leadership.
- Strong motivational and interpersonal skills that value trust, integrity, and excellence in work.
- Excellent communication skills with an ability to inspire, including strong written, verbal, and presentation skills.
- Strong knowledge of fundraising and donor database management systems.
- Ability to work on evenings and weekends, with occasional travel.



APPLICATION

The Field Arts & Events Hall has retained Campbell & Company to conduct this search. The team for this project includes Dan Nevez, Senior Consultant; Joey Scheiber, Consultant; and Maria Gikas, Administrative Assistant. The Field Hall offers a highly competitive salary, a generous benefits package, and relocation assistance.

To be considered for this opportunity, please send a letter of interest and resume to:

JOEY SCHEIBER

Consultant, Executive Search

joey.scheiber@campbellcompany.com

(312) 896-8897 direct

Field Arts & Events Hall is an equal opportunity employer. Field Hall is committed to providing equal opportunity for all employees and applicants without regard to race, color, religion, national origin, sex, age, marital status, sexual orientation, disability, political affiliation, personal appearance, family responsibilities, matriculation or any other characteristic protected under federal, state, or local law.

