



George Stelluto • Music Director

Peoria Symphony Overview

Now celebrating its 125th year, The Peoria Symphony Orchestra (PSO) is a highly acclaimed cultural institution, and the 14th oldest orchestra in the U.S. Frequently referred to as “the crown jewel of Peoria”, the PSO currently offers an annual 8-concert subscription series, performed in an array of venues, as well as other public performances, education initiatives, and public television and media programs that work in cohesion with its robust artistic vision. With Maestro George Stelluto leading the artistic direction of the orchestra, and the new Executive Director Anthony Marotta in place, the Symphony is poised to engage a broader community and deepen its regional impact.

The PSO’ spacious river-view offices are located in the trendy and growing downtown Peoria warehouse district in a building shared with the public television station WTVP. The shared office building offers numerous work-place amenities and opportunities for media collaboration. Peoria is an affordable and livable city, with a comfortably low cost of living including remarkably low housing costs. Located midway between Chicago and St. Louis, downtown Peoria is experiencing a moment of change and opportunity for the arts to drive new economic development, which is further enhanced by the restoration of historic venues. The PSO is a major collaborator in Peoria’s growth and brings the joy of excellent musical experiences to audiences throughout the area.

The PSO is a 501c3 organization with a current operating budget of \$1.4 million and a staff of six full-time and two part-time administrators in addition to its professional orchestral musicians. The PSO, a Group 5 Orchestra, works in tandem with the Peoria Symphony Foundation and the Peoria Symphony Orchestra Guild. The Foundation, which has its own 501c3 status, has assets that average between \$3.5 and \$4 million and its sole purpose is to provide support for the Symphony. The Guild supports the Symphony and also focuses its efforts on education and community engagement programs.

This is an exciting moment in the PSO’s history, and it is poised to fully realize its potential and take advantage of emerging opportunities. In order to do so, the PSO must grow its budget. The organization is therefore committed to building a new strategic approach to fund development that addresses every area of contributed support. The goal over the next two years will be to diversify the base of support, expand the size of the Foundation’s corpus, build larger reserves, and increase the budget to support necessary infrastructure and programs. Special attention will be required to secure currently untapped corporate support for the orchestra.

The Director of Development

The PSO is seeking an experienced front-line Director of Development who will be a key participant in its growth by driving support for its growing vision. This person will bring energy, commitment, strategy, and inspiration into all aspects of fundraising for the organization. The

peoriasymphony.org

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Director of Development is an enthusiastic team player who is committed to the arts and community-building and possesses leadership qualities that empower others. They approach their work with the spirit of collaboration that engages colleagues, the board, donors, and community members. They shepherd donors using a “moves management” approach and skillfully request gifts from donors at all levels. They are especially astute at prospecting, cultivating, requesting, and securing five-figure gifts and above.

The Director of Development reports to the Executive Director and is a member of the senior leadership team. They will lead planning and executing of the PSO’s fundraising strategy in service to its mission and new vision and will ensure continuity of current funding while also moving forward with long term strategies. In addition to overseeing all efforts for the direct support of the orchestra, the Director of Development will work closely with members of the PSO Board of Directors, The Peoria Symphony Foundation and The Peoria Symphony Orchestra Guild. They will work closely with the Director of Marketing to coordinate unified, cohesive messaging for the organization. The Director of Development will supervise the Development Manager. Expansion of the development team and other staff is a goal that can be realized once increased financial support is secured.

Key Development Areas and Requirements

The Director of Development must have a proven track record of success securing new revenue and an ability to ensure proper goal setting, oversight, and implementation of the following:

- Individual Support
 - Annual Fund
 - Major Gifts
 - Program Sponsorship
 - Legacy Giving Programs
 - Membership Programs
- Institutional Giving
 - Government and Foundation Grants
 - Corporate Giving and Sponsorships
- Special Events
 - Donor Cultivation Gatherings
 - Fundraising Events

In service to the above, the Director of Development must possess excellent written and oral communication skills. They must have thorough knowledge of fundraising prospecting and cultivation, donor tracking systems, strategic communications, and proposal preparation, and they must have the willingness and ability to step in as needed to ensure the completion of all development processes.



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The successful candidate will have an undergraduate degree or higher and experience leading a complex, diverse development program.

The position requires an individual who is knowledgeable and committed to the arts and music.

Preferences/Additional Assets

- Active professional experience with the arts in general and classical music in particular
- A degree in music and/or arts administration
- Professional affiliations and certifications such as CFRE
- Knowledge of the symphony orchestra field
- Working knowledge of CRM software such as Salesforce Patron Manager

COMPENSATION

The position offers an annual salary beginning at \$60,000 depending on experience, plus a competitive benefits package that includes holidays and annual vacation, health insurance, access to vision and dental insurance, and participation in a 401k program.

TO APPLY

Please submit a cover letter articulating your interest in and alignment with the Peoria Symphony's work and a resume that demonstrates your qualifications for the position. Materials should be submitted as pdf files via email to: search@peoriasymphony.org

The Peoria Symphony Orchestra is an Equal Opportunity Employer.

Applications will be considered on a rolling basis. The deadline to apply is Friday, December 31, 2022.

No calls will be accepted.