

KIRSTEN MUNRO

Leader, communicator, and educator, with 25 years experience in the non-profit arts and culture sector, and a proven track record in achieving goals by aligning program and fund development, cultivating strategic thinking, strengthening board relations, and focused team management.

EXPERIENCE

Baryshnikov Arts Center, (BAC), New York 2013—present

Interim Co-Executive Director 2019—2020

Director of Development 2013—present

- Served as Interim Co-Executive Director, overseeing all aspects of organizational management, including staffing, fundraising, and finance, in coordination with the Artistic Director, Mikhail Baryshnikov, Trustees, and Senior Staff.
- Spearheaded the organization's first formal development department. Includes expanding organizational and programmatic funding by over \$600,000, strengthening individual giving and special events management, including the 10th Anniversary Celebration in 2015, the annual gala, and integrating a contemporary arts auction with Paddle8. Secured the organization's first endowment support, a \$3M gift from the Rudolf Nureyev Dance Foundation.
- Oversaw the successful completion of the Cage Cunningham Campaign, a \$1million initiative to create artist fellowships and name the first creative space in the United States after John Cage and Merce Cunningham.

Teachers College, Columbia University 2015—present

Adjunct Faculty, Arts Administration Program. Courses taught: Support Structures; Principles and Practices in the Performing Arts; Capstone Project

New York University 2011—present

Adjunct Faculty, Steinhardt School of Culture, Education and Human Development, Visual Arts Administration. Courses taught: Masters Thesis Advisement in Visual Arts Administration; Development for the Visual Arts

BAM (Brooklyn Academy of Music), Brooklyn, New York 2007—2013

Director of Grants

- Raised up to \$6 million annually from foundations and government agencies for the oldest continuously running performing arts center in the United States, and one of New York City's anchor cultural institutions.
- Managed 5-person staff in implementing all aspects of institutional development.
- Worked directly with the President, Executive Producer, lead donors, and core institutional partners to design, implement and manage fund and program development strategies for wide-reaching international programs, such as:
 - *Transcultural Express* (Spring 2013) Program Manager with the Mikhail Prokhorov Fund and lead BAM programming staff in designing and implementing the Fund's inaugural cultural program in the United States.
 - *iSi Cuba!* (April – June 2011): 14-partner New York City-wide festival of Cuban arts and culture. With a \$2.3 million budget, lead coordinator with core funders and production staff on all aspects of project funding, crediting, and Honorary Committee development.
 - *Muslim Voices: Arts & Ideas* (June 2009): the largest celebration of Muslim arts and culture ever presented in the United States, with a \$2.1 million budget, and attendance of over 23,000 for cross-disciplinary programming with over 300 artists from over 20 countries.

- *DanceMotion USA_{SM}* (2008—2013): a global tour of American dance co-produced with the U.S. Department of State Bureau of Educational and Cultural Affairs (BECA). Directed proposal and budget development, and reporting, including communication with BECA. Lead manager for the *DanceMotion USA_{SM}* evaluation.

- Oversaw capital fund and program development strategies, including raising over \$1million for program development for the new BAM Richard B. Fisher Building, (opened fall 2012)

Brooklyn Botanic Garden, Brooklyn, New York

2000—2007

Director of Institutional Funding

- Raised \$2 million yearly from foundations, corporations, and government agencies for one of the world's leading botanic gardens. Included new support from the Institute of Museum and Library Services, National Science Foundation, and Environmental Protection Agency.
- Lead role with President and Executive Staff in program design and fund development for educational, scientific, horticultural and public programs, and capital projects, and in coordination with BBG's Master Site Plan and programmatic strategic plans. Programs included:
 - *Brooklyn Academy for Science and the Environment (BASE)*, (2001): the borough's first environmental public high school, developed in partnership with Prospect Park Alliance.
 - *BBG Green Building Design*: as part of BBG's Centennial Campaign, raised start-up funds, including from the Kresge Foundation, for the design and development of the BBG Visitor Center, a 10,000 sq. ft. green building which aspires to LEED-Gold Certification.
 - *Garden Apprentice Program* (2004): a model after-school internship program for New York City high school students, which selected and placed students in departments from horticulture to development.
 - *BBG's First Interpretation Program* (2005): included the development of an interpretive master plan.
 - *Botanical Art and Historical Photographs*: Secured support from the National Endowment for the Arts and New York State Council on the Arts to make accessible some of BBG's unique and previously hidden art and photography collections.
- Oversaw all aspects of grant development and management: writing proposals, budgets, and reports; maintaining grant database; tracking grant requirements; and sustaining institutional donor relationships. Involved with all aspects of non-profit management: individual giving, membership, and special events.

- Hired, trained and managed 2-person full time staff and project consultants.

The Cooper Union for the Advancement of Science and Art, New York

1998—2000

Assistant Director of Institutional Giving

- Assisted in raising \$1.5 million from foundations, corporations and government agencies for university-wide and individual department programs, and for all three schools, Art, Architecture, Engineering, and with the Archives. Included funding from the National Endowment for the Arts and New York State Council on the Arts.

The Foundation for a Civil Society, New York

1995—1998

Development Director

- Raised \$600,000 from foundations, corporations, and individuals for a New York-based international NGO, which ran cultural and educational programs, and, through the USAID Democracy Network, citizen participation and NGO development programs, in the Czech and Slovak Republics. Lead role in facilitating the transition of in-country offices into local NGOs. Conducted needs assessments for community-based NGO development in Croatia and Bulgaria.

Program Officer for Education and Culture

- Managed project development, implementation and evaluation for educational and cultural exchange programs in the Czech and Slovak Republics involving US and UK independent secondary schools, ESL instruction, AIDS education, the visual arts and corporate citizenship. Administered and assessed competitive, in-country application and selection processes, and supervised staff in New York, Prague, Czech Republic, and Bratislava, Slovakia.

Svobodná Chebská Škola, Cheb, the Czech Republic

1991—1992; 1993—1994

English Language Instructor: Full-time teacher at one of the Czech Republic's first private K-12 schools.

Cleary, Gottlieb Steen & Hamilton, LLP, London, England

1991; 1992--1993

Paralegal: Reviewed and copy-edited documents on international corporate mergers and acquisitions; managed files and assisted with all aspects of legal office organization.

EDUCATION

M.Sc. *London School of Economics*, London, England, Political Theory, 1993

University of London, coursework in Central and Eastern European Politics, Czech language

B.A. *Pomona College*, Claremont, California, Politics, Distinction in the Major, 1990

ARTISTIC PANELS AND PROGRAMS

- International Leadership Program in Visual Arts Management, Spring 2017 + Summer 2018, Guest Speaker
- CEC Artslink, Grants Panelist, Spring 2012
- New York City Department of Cultural Affairs Cultural Development Fund Panelist, 2006 + 2009

ADDITIONAL AFFILIATIONS AND SKILLS

- Executive Producer, *The Earth Moves: A Documentary About Einstein on the Beach*, director John Walter (post-production)
- Dušan Týnek Dance Theatre, New York; Founding Board Member (2003—2008); Advisory Board (2013—present)
- American Express Leadership Academy, Fall 2010
- Certificate of Horticulture, Brooklyn Botanic Garden, 2002
- Former Competitive Scottish Highland Dancer
- Database experience: Raiser's Edge, Tessitura
- Language skills: Conversational Czech

I, the undersigned, aware of the criminal penalties provided for by art. 76 D.P.R. 28/12/2000 n. 445 for the case of false declarations and falsification of documents, declare pursuant to art. 46 and 47 D.P.R. 445/2000 which what is contained in this curriculum is true

I authorize the processing of personal data contained in my curriculum vitae based on art. 13 of Legislative Decree 196/2003 and art. 13 GDPR 679/16 of the Italian Law.

Milan, 04/06/2020



