

Development Director

The Lawrence Arts Center is seeking a Director of Development to lead and advance fundraising efforts in support of its mission and vibrant artistic programming. This is an exciting opportunity for an experienced development professional who is energized by the arts, thrives in a collaborative, multidisciplinary environment, and is passionate about building meaningful relationships that help bring exceptional arts experiences to our community.

Position Summary:

The Director of Development provides strategic leadership for the Lawrence Arts Center's fundraising and development efforts, designing, implementing, and overseeing comprehensive strategies that support the organization's programs, operations, and long-term sustainability. Working closely with the Executive Director and organizational leadership, the Director cultivates and strengthens relationships with donors, members, foundations, corporate partners, and the broader community while advancing the mission and financial goals of the Arts Center. Key areas of responsibility include donor engagement, individual and institutional giving, grants, membership, fundraising campaigns, and special events. This is a full-time, salaried, exempt position with an annual salary of \$60-75,000 depending on qualifications and experience.

Responsibilities

Leadership:

- Develop and implement a strategic fundraising plan with measurable goals, timelines, and strategies that meets the Arts Center's financial objectives and aligns with organizational priorities.
- Lead the Development Committee and engage the Board of Directors in fundraising efforts.
- Advise the Lawrence Arts Center's leadership team on fundraising and implement best practices organization-wide.

Strategic Fundraising:

- Cultivate and enhance meaningful relationships between the Lawrence Arts Center and donors, sponsors, and foundations.
- Secure individual gifts, sponsorships, grants, and foundation support to support the organization's operations and programming.
- Identify new donors and funding opportunities.

- Develop and implement cultivation strategies to engage, recognize, and steward donors at various giving levels.
- Strategically diversify fundraising revenue streams to ensure financial sustainability.
- Provide personalized communication to donors and sponsors, keeping them informed about the impact of their contributions.
- Work with key staff to develop, maintain, and expand memberships and sponsorships.
- Develop and implement procedures and best practices for all development operations, including gift processing, timely donor acknowledgement, reporting, and data analysis.

Qualifications:

- Proven track record of successful fundraising in a nonprofit setting and building donor relations.
- At least three years of major gift experience as a fundraiser for a non-profit organization.
- Strong leadership and management skills.
- Excellent communication and interpersonal skills.
- Strategic thinker with the ability to envision and execute innovative fundraising initiatives.
- Knowledge of relevant fundraising regulations and ethical practices.
- Bachelor's degree in a relevant field. Master's degree preferred.
- Passion for the arts.

Preferred Qualifications:

- Experience with legacy and endowment giving.
- Experience with capital campaigns.

The Lawrence Arts Center's mission is to create meaningful arts experiences with and for the community through education, exhibitions, and performances. We believe Art is for Everyone and are committed to fostering a welcoming workplace where creativity, collaboration, inclusion, and lifelong learning thrive.

Benefits

Benefits include health, dental, and vision insurance; 401(k); life insurance; Employee Assistance Program; paid holidays; vacation; and sick leave.

To Apply

Please submit a cover letter, resume, and three professional references to:

Executive Director Ben Ahlvers: **ben@lawrenceartscenter.org**

Application review will begin September 14, 2026.

The Lawrence Arts Center is an Equal Opportunity Employer and encourages candidates of all backgrounds and experiences to apply.