

**LINDSAY H. HANCOCK**  
**328 Center Road**  
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#### **Profile**

Arts management and fundraising professional capable of applying skills to development work that enhances community engagement in the arts and education while advancing the preservation of cultural and natural resources.

#### **RELEVANT EXPERIENCE SUMMARY**

##### **Grant Research, Proposal Writing and Donor Cultivation**

- Grant research and proposal writing services for foundation funding as well as individual and corporate giving campaigns at: Bates College Museum of Art and the Bates Dance Festival in Lewiston; Make Shift Coffee House in Brunswick; Yarmouth Arts in Yarmouth; the Portland Chamber Music Festival, Maine Academy of Modern Music, the Bicycle Coalition of Maine, Portland Wheelers, TEMPOart and Creative Portland in Portland; Maine Huts & Trails in Kingfield; Wolfe's Neck Farm in Freeport; the Eastern Trail Alliance in Saco; and Great Cranberry Island Historical Society in Cranberry Isles, among others.
- Grant and major donor research and proposal writing for a fundraising campaign to support a symposia series and cross-cultural exchange for the Spannocchia Foundation in partnership with farm-based education properties in New England. (Oct. 2007 – Jan. 2010)
- Grant research, proposal writing and reporting for foundation, corporate and government proposals submitted on behalf of Maine College of Art (MECA), a professional college of art and design in Portland, ME. (Feb. 2005 – July 2006)

##### **Professional Development**

- Graduate of the **2013 Sustainable Foods Systems Leadership Institute**, a year-long program sponsored by the Maine Association of Nonprofits to provide participants who are faced with the need and/or desire to assume leadership roles in the local foods sector, with practical, skills-based learning and professional networking opportunities.

##### **Special Events and Project Management**

- Management of MECA's two annual fundraising events: Annual Art Auction and Art Honors. The events attracted more than 400 people and combined, raised revenues north of \$170,000 to support MECA's mission and educational opportunities for young artists. (July 2002 – Nov. 2009)
- Coordination of a cross-cultural exchange, *Spannocchia Symposium: Food, Landscape, and Community in Tuscany and New England*, in Tuscany in 2009 and New England in 2010. Provided planning and oversight for the four-day agendas and logistics engaging 40+ Tuscan and New England participants in discussions, site tours and presentations that comprised the symposia series. (Oct. 2007 – Nov. 2010)

- Co-management of an eleven-member staff, \$1M operating budget and community cultural, educational, and performance-based programming during co-director's nine-month sabbatical at the former Center for Cultural Exchange (CCE). Responsibilities as development director overlapped with the co-director's supervision of strategic planning, marketing, and implementation of 200+ public activities. (June 2001 – Aug. 2002)

## EMPLOYMENT HISTORY

**Aug. 2014 – Present:** Grant Writer, Great Cranberry Island Historical Society (GCIHS), Cranberry Isles, ME. Grant research and writing to advance archival work necessary for collecting, organizing, and maintaining control over a wide range of information and materials that reflect on the island's maritime and cultural heritage.

**Nov. 2009 – Present:** Independent Fundraising Contractor, Bates Dance Festival (BDF), Lewiston, ME. Grant research for corporate, major donor, and foundation funding and writing services for the leading contemporary dance presenting, training, and outreach program in northern New England.

**July 2013 – Present:** Grant Writer, Maine Academy of Modern Music (MAMM), Portland, ME. Grant research and writing to support infrastructure and programming for a nonprofit school providing modern music education to youths in Greater Portland, Bangor and Downeast Maine.

**Aug. 2017 – Present:** Grant Writer, Portland Chamber Music Festival (PCMF), Portland, ME. Grant research and writing to support programming that brings nationally recognized artists of the highest caliber to Portland to present a wide range of classical and contemporary chamber music.

**July 2013 – Dec. 2017:** Grant Writer, Maine Huts & Trails, Kingfield, ME. Assisting with grant research and writing to support infrastructure and programming for a world-class huts and trail system that contributes to the economic, social and natural environment of Maine's Western Mountain region.

**Jan. 2014 – June 2016:** Grant Writer, Wolfe's Neck Center for Agriculture and the Environment (WNC), Freeport, ME. Assisting with grant research and proposal writing to support a working saltwater farm and nonprofit organization dedicated to promoting sustainable agriculture, farm-based education and outdoor recreation while preserving its 626 acres of open space and historic buildings.

**Dec. 2011 – Feb. 2018:** Grant Writer, Bicycle Coalition of Maine (BCM), Portland, ME. Responsible for research, writing and submission of grants to foundation and government agencies to launch *BikeMaine*, an annual multi-day bicycle ride to boost experiential tourism and economic development in host communities, and for support of BCM's mission and educational/outreach programming.

**April 2014 – Feb. 2016:** Grant Writer, Eastern Trail Alliance (ETA), Saco, ME. Providing grant research and writing services to ETA on a very part-time basis to help secure funding critical to the completion of the Eastern Trail in Maine and for upgrades and programming on existing trail sections.

**Feb. 2010 – Jan. 2016:** Independent Fundraising Contractor, the Bates College Museum of Art, Lewiston, ME. a laboratory for the visual arts that provides opportunities to explore and discover synergies created by visual art across academic disciplines.

**Dec. 2012 – Sept. 2013:** Independent Fundraising Contractor, Wilderness Guides Outdoor Education Fund, Augusta, ME. Provided grant research for capacity-building, and the planning, writing, and delivery of foundation grants for seed funding.

**Dec. 2009 – February 2012:** Independent Fundraising Contractor, Terra Moto, Inc. in partnership with the City of Portland, Portland, ME. Grant and donor research and writing services in addition to major donor cultivation for the *Art At Work* initiative. *Art At Work* was founded in 2007 to advance municipal/community interactions through strategic arts projects that improve the relationships between city employees, elected officials, local artists and a diverse public.

**Oct. 2007 – Nov. 2010:** Symposium Coordinator, *Spannocchia Symposium: Food, Landscape, and Community in Tuscany and New England*, a gathering of representatives from each region who are involved with food production, distribution, and education. The Spannocchia Foundation, based in Portland, ME, seeks to encourage global dialogue about sustaining cultural landscapes for future generations through the example of Tenuta di Spannocchia, an 1100-acre organic farm in Tuscany.

**July 2002 – Nov. 2009:** Assistant Director of Development and Special Events Coordinator, Maine College of Art (MECA), Portland, ME. Position included responsibilities in addition to the coordination of MECA's two annual fundraising events: Annual Art Auction and Art Honors. The assistant was part of a three-person advancement team participating in the strategic planning for and implementation of the college's contributed revenue streams, including the annual fund, restricted giving, major donor cultivation and prospect research, grant writing and gift reporting.

**Feb. 2004 – July 2005:** Foundation and Corporate Relations Manager, Maine College of Art. This interim position responsible for research, proposal writing and reporting on all private foundation, corporate and government grants overlapped with the management of special events.

**Oct. 2001 – May 2003:** Grant Writer, Maine League of Conservation Voters, Brunswick, ME. Responsible for research, proposal writing and reporting on private foundation, corporate and government grants.

**Nov. 2001 – April 2002:** Capital Campaign Consultant, L/A Arts, Lewiston, ME.

**June 2001 – August 2002:** Co-Director, Center for Cultural Exchange, Portland, ME.

**April 1999 – June 2001:** Development Director, Center for Cultural Exchange (CCE). Responsible for meeting the contributed income goals during CCE's first two years of operation as a community cultural center. Focus of this position was on establishing a circle of individual major donors, doubling local foundation support and corporate sponsorships, and increasing participation in and funds raised through special events, including an auction, raffle, and benefit concerts.

**Jan. 1998 – March 1999:** Capital Campaign Coordinator, Portland Performing Arts, ME, to renovate One Longfellow Square into the Center for Cultural Exchange.

**Oct. 1996 – May 2000:** Development Associate, Bates Dance Festival.

**July 1997 – Oct. 1997:** Development Director, Figures of Speech Theatre, Freeport, ME. Self-designed job that focused on individual and corporate fundraising and the planning and implementation of the feasibility phase of an endowment campaign.

**Nov. 1993 - June 1997:** Executive Director, Figures of Speech Theatre, Freeport, ME. Responsibilities included development and leadership of the board of directors; grant writing; community and public relations; marketing; fundraising (annual and corporate campaigns); financial and long range planning; budgeting; database management; educational outreach; and coordination of special events including two auctions and numerous benefits.

**July 1993 - July 1994:** Development Coordinator, L/A Arts, Lewiston, Maine. Part-time responsibilities included grant writing; planning and implementation of annual corporate and individual fundraising campaigns; planning of marketing and public relations activities; coordination and development of L/A Arts' collaboration with the American Festival Project.

**May 1992 – Dec. 1992:** Grant Writer for L/A Arts' American Festival Project, a collaborative cultural exchange project between L/A Arts, the American Festival Project, local and national artists, the City of Lewiston Planning Department, the school departments of Lewiston and Auburn, community service organizations, and members of the cities' numerous ethnic and religious populations.

**Sept. 1990 - March 1993:** Marketing Director, Bill Curtsinger Photography, Yarmouth, ME. Part-time work archiving a slide file and marketing photographs to international magazines for Bill Curtsinger, a former freelance contract photographer for National Geographic.

**Nov. 1989 - April 1990:** Acting Membership Director, Portland Museum of Art. Part-time job included conception and implementation of membership drives.

**April 1989 – Sept. 1989:** Interim Director of Public Information, Portland Museum of Art. Coordinated marketing, publicity, and membership opening event for major exhibition "Andrew Wyeth in Maine."

**Oct. 1987 – Dec. 1987:** Press and Community Liaison for Maine Arts, Inc., Portland, ME. Part-time position responsible for all community and press relations regarding New Year's Portland and for Portland Performing Arts' "Summer Sounds" series.

**Feb. 1986 – Sept. 1987:** Marketing and Development Consultant to Portland Stage Company (PSC) and the Portland Performing Arts Center (PPAC). Responsibilities included marketing, publicity, and fundraising for PPAC's summer music program; grant writing and coordination of PSC's humanities series; and marketing consultant to PSC's audience development director.

**Feb. 1978 – Sept. 1985:** Audience Development Director, Portland Stage Company. Self-designed job combining marketing (direct mail, telemarketing, publicity, publications and advertising) with management of educational and outreach programs and grant writing.

## **EDUCATION**

BA, Colby College, Waterville, Maine (1976)

**Other Voluntary Activities and Interests:** practicing artist and founding member of member of annual art exhibit "10 X 10" in Portland; current member of campaign steering committee for

Prosperity Maine; former board chair and committee member of Wild Islands Endowment Campaign for Maine Island Trail Association (2009-2018); current trustee at Creative Portland; recent past board chair of Maine Academy of Modern Music (2014-15), Portland Stage Company (2017 -2020) and the Spannocchia Foundation (2012-2017); past member of fundraising committee for Maine Huts & Trails; former member of Maine Audubon Society's art auction committee (2003-2008); freelance garden designer; active in cycling, skiing, and gardening.

**SKILLS:** Proficient in MS Word, Excel and Raisors Edge and other CRM software

**REFERENCES:**

Nancy Grant, Executive Director, Bicycle Coalition of Maine (wk: 207.623.4511; cell: 207-400-6558)

Laura Faure, Former Executive Director, Bates Dance Festival (207.239.2730)

Jeff Shaw, Executive Director, Maine Academy of Modern Music (cell: 207.831-0990)

Phil Whitney, Pres., Great Cranberry Island Historical Society (hm. 207.244-5933/wk:207.244.7800)

Erin Cinelli, Former Executive Director, Spannocchia Foundation; current Program Officer, Lerner Foundation (hm: 207.730.1154)