

Shannon Vance Sheridan

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PROFILE: Professional arts management specialist with 12 years experience and a M.A. in Arts Management.

PROFESSIONAL EXPERIENCE:

Jose Mateo Ballet Theatre, Boston, MA (via telecommute)

Grantwriter, Development Consultant February 2010- Present

Grantwriter for organization; consults on new projects and development calendar.

Simmons Art, New York, NY (via telecommute)

Grantwriter. August 2011 – Present

Grantwriter for NEA and NEH applications for series on PBS, *Landscapes Through Time*.

Originations, Boston, MA (telecommute)

Grantwriter, Development Consultant April 2011- Present

Grantwriter, prospect research, development planning.

Robin Becker Dance, New York, NY (via telecommute)

Grantwriter, Project Management May- June 2009

Wrote grant text for joint application with Hofstra University to Association of Performing Arts Associations.

Alexandra Beller/Dances, New York, NY (via telecommute)

Development Consultant Feb. 2008-March 2010. Write all grants for modern dance company with international touring, conduct prospect research for special projects.

Chamber Dance Project, New York, NY (via telecommute)

Development Consultant March 2008 – Sept 2009. Provide consulting on prospective clients and fundraising calendar, write all grants for dance company and educational outreach program.

Ballet Tech Foundation, Inc., New York, NY

Director of Development Oct. 2000-June 2007

Department raised \$1.5 – 2 million annually. Hired as Grants Mgr. 10/00, promoted to Director of Dev., 7/01.

- Created annual contributed income budget and fundraising plan.
- Conducted fundraising activities across all sectors: corporations, foundations, government and individuals including prospect research, grantwriting (120 proposals/year), site-visits, reports, individual giving campaigns, and annual gala event.
- Managed relationship with mailhouse/print vendors.
- Spearheaded development of organizational website in 2002 and an e-newsletter in 2003.
- Supported program development for the summer, after-school, and arts-in-education programs.

Callahan Consulting for the Arts, Washington, DC

Research Assistant Dec.1999-Oct. 2000

- Conducted research for study on national dance community. Analyzed and summarized existing documents, transcribed interviews, edited report. Compiled database for distribution of a new NEA RFP.

Discovery Theater, The Smithsonian Associates, Washington, DC

Assistant to the Artistic Director (short-term contract) May-Aug. 1999

- Wrote section of season brochure text, conducted internet research for learning guides, house management, and database maintenance.

Capezio Dance Theatre Shop, New York, NY

Ballet Department Assistant Jan.1995-July 1998

EDUCATION

American University, Washington, DC - M.A. Arts Management May 2000

- Costume Fellow Aug. 1998- May 2000; Dean's List; ranked Distinction comps exam; Committee: Rank & Tenure, Arts Mgmt.; Awarded Outstanding Graduate Student, Dept. of Performing Arts (May 2000).

Mercyhurst College, Erie, PA - B.A. Dance, *Magna Cum Laude* May 1994

COMMUNITY ACTIVITIES

- Association of Fundraising Professionals – member
- AFAA (Aerobics & Fitness Association of America) certification in Group Fitness. CPR/AED. Certifications in Schwinn Cycle and Zumba.
- Park at Westlake Annual Saturday with Santa Fundraising Benefit for the NC National Guard. – fundraising volunteer, 2008, 2009, 2010.
- Member of the PTA, Park at Westlake Elementary School.
- Volunteer Fitness Instructor, Westlake Elementary School.