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## LEE KAPPELMA, VICE PRESIDENT – WASHINGTON, DC

### EXECUTIVE SEARCH, INTERIM MANAGEMENT, STRATEGIC FUNDRAISING, ORGANIZATIONAL ADVANCEMENT, CAPITAL CAMPAIGNS, MAJOR GIFT CONSULTING

*"Arts and cultural organizations can be very competitive in today's marketplace if they understand and capitalize upon what makes them unique.*

*In our modern technological world, arts and culture provide audiences with something sacred - an exclusive opportunity to passionately experience live authentic entertainment not to be found on the computer screen. In a mechanized society, arts and culture remind us what it is to be human."*

Lee Kappelman has over twenty-five years of experience in the performing arts field specializing in fundraising, artist management, organizational development, capital campaigns, executive search and interim management.

Prior to joining ACG in 2006 she was Senior Development Director at the Baltimore Symphony Orchestra where she was responsible for increasing the BSO's Annual Fund donations over four years to an all-time high of \$9 million. She produced a 10% revenue increase in individual, corporate, foundation, and government donations for the Symphony, raising contributed income to meet its \$30 million budget in a volatile and competitive marketplace.

During her tenure at the BSO, she was a part of the capital campaign team that raised \$100 million dollars to fund the building of the Music Center at Strathmore, which opened in February 2005 and became the Baltimore Symphony Orchestra's second home. She launched an innovative \$2 million fundraising campaign for Soulful Symphony (all African-American orchestra playing side-by-side with the BSO in a three-year deal) by creating a ground-breaking partnership between a major Baltimore entrepreneur, the BSO Board of Directors, and the African-American community. She achieved record-breaking results by creating Symphony Rocks (2003-2005), a fundraising event geared to attract a younger and hipper audience to the symphony, that raised \$100,000 annually from a new generation of concert-goers, and.

Ms. Kappelman began her career as a television executive at CBS Television Network in New York where she was CBS Program Executive for Drama and Variety Specials. She was promoted to CBS Director of Movies of the Week and Mini-Series and moved to Los Angeles to work for the network in that role from 1982-1985. From 1985-1995, she worked as a literary agent in Hollywood and over the next ten years, she

represented the top writers, directors, producers, and stand-up comedians in the entertainment industry. In 1995, she founded her own management/production company, Souvenir Entertainment, and in 1997, she landed two major production deals in New York – a television production partnership with KingWorld Entertainment and a film production partnership with Shooting Gallery Films.

Early in her career she was the Assistant Director on several Broadway plays including the Tony Award-winning play "The Basic Training of Pavlo Hummel" starring Al Pacino. She also taught at the Satellite Academy, a successful alternative high school for drop-outs in New York's five boroughs, was Past President of Hollywood Cares, an AIDS activist organization, and co-chaired the Writers Guild of America Minority Development Committee.

Ms. Kappelman has an M.A. in Theatre and English from New York University and a B.F.A. in Theatre and English from Boston University.

#### ***Ms. Kappelman's professional, client and Board service work includes:***

Amarillo Symphony  
Baltimore Symphony Orchestra  
CBS Television Network  
CENTERSTAGE  
Colorado Symphony Orchestra  
Florida Grand Opera  
Florida Stage  
Guadalupe Cultural Arts Center  
Museum of Latin American Art  
New Jersey Youth Symphony  
North Carolina Symphony  
Olney Theatre Center  
Opera Colorado  
Opera North  
Paper Mill Playhouse  
Plains Art Museum  
WITF Public Broadcasting  
Writers Guild of America