

Andrea Rounds

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Status

Name Andrea Rounds
Application Date 12/21/2023
Expiration Date 12/21/2025
Board Member Andrea Rounds
Status Validated

Board	Vacancies	Status
Bristol 250th Commission	9	Pending

Basic Information

Name
Andrea Rounds

I would like to be appointed to the position because:

I love history and I love Bristol; my experience with Rhode Island cultural organizations complements the 250th mission; and I enjoy applying my expertise in strategic planning, persuasive communications, and community organizing to fields that interest me.

Resume File

 Download

Cover Letter File

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Contact Information

Address

Resident

Yes

Email

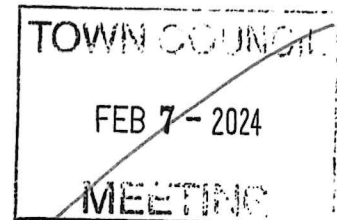
Phone

Occupation

Yes, I am a city employee

No

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Andrea Rounds

December 21, 2023

Bristol Town Council
10 Court Street
Bristol, RI 02809

Dear Town Councillors,

I would appreciate being considered for membership on Bristol 250th Committee.

For the past two years I have been the advisor to the Sowams Heritage Area Project, which is seeking Congressional designation as a National Heritage Area, Sowams, the ancestral homeland of the Pokanoket Massasoit Ousamequin, who welcomed the Plimoth settlers in 1621. The 50-year alliance between Ousamequin and the Pilgrims, the fracturing of that alliance during the King Philip's War and its traumatic aftermath play a pivotal role in our nation's origin story. I am learning that the legacy of those events has shaped our 400-year history, and lives on today.

Bristol has been my home for more than 20 years. As I began to transition into retirement, I worked as the first Executive Director of the Bristol Art Museum and the Interim Executive Director of Mt. Hope Farm, the setting of historic significance to the First Peoples and Bristol's founders. In addition to serving on Explore Bristol and the Town's Economic Development Commission, my volunteer experience includes planning the development of Tinker|Bristol Manufacturing Incubator and Makerspace. Although the project didn't get off the ground, the experience deepened my appreciation of Bristol's manufacturing heritage.

Our fight for independence is unquestionably the iconic event of American history, but it was not the beginning of our history. It is part of a continuum over millennia. Working on the Sowams Project is also teaching me that history is not immutable. It will take many voices to tell our county's origin story and I would appreciate the chance to help make sure those voices are heard.

Thank you for your consideration.

Sincerely,

A handwritten signature in black ink, consisting of stylized, overlapping letters that appear to be 'AR'.

Andrea Rounds

Andrea Rounds

Bristol, Rhode Island | 1

Resume

Executive Strategic Coaching, Bristol, RI **2013-current**

- Specialist in institutional advancement for community, educational and cultural organizations.
- Expertise in executive strategic coaching; strategic planning; major and principal gift fundraising; persuasive communications; board governance and volunteer management.

Newport Performing Arts Center, Newport, R.I. **March 2018-September 2019** **Interim Executive Director**

- Guided the Board of Directors through a strategic reappraisal of their 25 million dollar restoration of the 1864 Opera House Theater in Newport, R.I.
- Commissioned and supervised a construction audit, market survey and business plan; created a comprehensive development plan, including a campaign feasibility assessment, strategy, scale of gifts, and sources and uses timetable; developed messaging guidelines and the case for support.

Crabtree Lane, Barrington, RI **2017** Strategic advisor to the founder and president of a new fundraising consulting firm.

Bristol Art Museum, Bristol, RI **2016-2017** **Executive Director** (First professional part-time director of an all-volunteer run cultural center)

- Advising the board of directors; professionalizing operations; guiding strategic planning process;
- Awarded RISCA Cultural Facilities funding for technology upgrades and equipment, and Rhode Island Foundation Community grant for Portuguese Arts and Culture Project

Mount Hope Farm, Bristol, RI **November-April 2016** **Interim Executive Director**

- Led the MHF team through the executive transition;
- Shored up critical administrative infrastructure; assessed operations and identified efficiencies;
- Established relationships with Roger Williams University and the USDA Natural Resource Conservation Commission, yielding a master property plan and a comprehensive conservation plan.

Tinker | Bristol: Rhode Island's Manufacturing Incubator and Makerspace, Bristol, RI **2014-2017** **Co-Founder and Interim Executive Director**

- Organized the founding Steering Committee to help conceptualize the initiative; drafted the by-laws; secured 501c3 designation; wrote the business plan
- Wrote website content, press releases, marketing materials, funding proposals and grant applications; secured \$50,000 in seed money from the Rhode Island Foundation;
- Garnered support from State and Local politicians and the State's Congressional and Senatorial delegations; organized an innovation workshop and a press conference with Governor Raimondo;
- Mobilized key stakeholders from CommerceRI, Roger Williams University and the composites industry; recruited advisors from NUWC, New England Tech, Gilbane, Inc., and Brown University.

Citi Performing Arts Center, Boston, MA **2011-2013** **Chief Development Officer**

- Rebuilt the development program of the largest performing arts center in New England, which was emerging from an intensive strategic planning process; led leadership phase of capital campaign;
- Raised \$11 million, including \$750,000 from the Kresge Foundation; produced \$500,000 gala;
- Designed Corporate and Young Professionals initiatives; trained and mentored a new development team; instituted best practices in major gifts, prospect and volunteer management;
- Responsible for the Board of Directors Governance/Development Committees, Board of Overseers.

Columbia University, New York, NY **2007-2010** **Director of Development for Arts and Sciences, Office of Alumni and Development**

- Managed key units in Columbia's \$865 million Campaign for Undergraduate Education.
- Built the major gifts program in the Arts and Sciences, raising \$17million; designed campaign organization and matching programs for financial aid yielding \$9 million in new commitments; created a transformative collaboration with the annual fund teams;

- Revitalized the development program of the School of General Studies; organized its capital campaign; created a new leadership annual fund program, increasing annual giving by 10%.

Brown University, Providence, RI

2003-2007

Regional Development Director, Major Gifts, Division of Advancement

- Responsible for mobilizing Brown's philanthropic community in Chicago and the Midwest;
- Personally closed more than \$15 million in six-figure gifts, including a complex \$6 million multi-purpose commitment and a \$5 million gift from a prospect whose total lifetime giving had been \$8,000;
- Worked with university leaders, including the president, trustees, provost, deans and faculty.

Personal Sabbatical, included Italian study at the Università per Stranieri di Perugia, Italy

Dodger Touring Limited, Dodger Productions, New York, NY

President

- Founded and led theatrical booking and marketing company; represented Broadway productions that generated \$80 million in ticket revenues annually to the commercial touring theatre industry, including Disney Theatricals' *Beauty and the Beast*, *Titanic*, and *Mandy Patinkin in Concert*.
- Collaborated with more than 75 nonprofit and for-profit performing arts presenters throughout North America.

ATP/Dodger, New York, NY

Executive Director, Booking Division

- Managed touring division; supervised the sales, booking, routing, negotiation, and contracting for all the tours; represented productions such as *The Who's Tommy*, and Tony Kushner's *Angels in America*.

Columbia Artists Theatricals, Inc. (CAMI), New York, NY

Sales Representative

- Booked the national tours of *Cats*, *The King and I*, *M Butterfly* with B.D. Wong, and other theatrical productions; managed the national tours of The Alley Theatre and concert attractions.

Other Experience

ICM Artists, Ltd., New York, NY

Assistant to the President

League Of Historic American Theatres, Washington, DC

Executive Director

The Goodspeed Opera House, East Haddam, CT

Grants and Projects Coordinator/Assistant to the Executive Director

Northfield Mount Hermon School, Northfield, MA

Director of Parent Giving/Associate Director of Development

Education

American University, Washington, DC

M.A.: Performing Arts Management

Masters thesis analyzed the tax impact of the transfer of nonprofit productions to Broadway

Princeton University, Princeton, NJ

A.B.: Comparative Literature (Greek, English)

Professional and Community Engagement

Social Enterprise Greenhouse, Advisor 2022-Current

Sowams Heritage Area Project, Advisor and Steering Committee member 2022-Current

Town of Bristol Economic Development Commission, member 2014-2017

Leadership Rhode Island, Lambda II Class of 2015

League of American Theatres and Producers, Co-Chair of the Intra-Industry Committee

National Alliance of Musical Theater, Vice President and Conference Chair