

## Fundraising Internship Description

### GENERAL DIRECTOR

DIEGO BARBOSA-VÁSQUEZ

### PRACTICAL RESEARCH AND APPLICATIONS AT THE REAL FIELD:

SEATTLE OPERA

THE SANTA FE OPERA

OPERAMAYA

OPERA OMAHA

REIMAGINING OPERA FOR

KIDS

HOUSTON GRAND OPERA

RAVINA FESTIVAL

THE ATLANTA OPERA

BOSTON YOUTH SYMPHONY

ORCHESTRAS

OSTROM OPERA CAMP

COLLABORATIVE ARTS

(OPERA) SUMMER CAMP

JACOBS SCHOOL OF MUSIC

KELLEY SCHOOL OF

BUSINESS

OSTROM WORKSHOP

O'NEIL SCHOOL

LOTUS FESTIVAL

FAR CENTER FOR

CONTEMPORARY ARTS

SUSTAINABLE OPERA

SOLUTIONS™

CITY OF BLOOMINGTON

LEAGUE OF AMERICAN

ORCHESTRAS

ORCHESTRA CAREERS

OPERA AMERICA

INDIANAPOLIS SYMPHONY

MAY FESTIVAL

CINCINNATI SYMPHONY

### About the Organization:

Based on in-depth International Practical Research and Multidisciplinary and multiple times awarded Groundbreaking work, we develop: (1) Sustainable and Profitable Productions, (2) Comprehensive Services for Organizations and Individuals, (3) Advanced Products and Courses, (4) State-of-the-Art Resources in Easy digestible formats. All to serve and improve the Performing Arts Field (Opera, Orchestra, and Ballet). Working in a multidisciplinary approach (in alliance with Economy, Business, Arts, Anthropology, Social Sciences, Arts Administration, Political Economy, Macro and Micro Economy, Entrepreneurship, and other sciences), we help Organizations, Artists, and Societies (at local, regional, national, and international levels) to understand and use in their favor the clues for the Sustainability of their Performing Arts and their interconnected Artistic, Financial, Social, and Ecological dimensions.

Every stakeholder is crucial in the Performing Arts Field. From Artists and Arts Administrators with stronger and healthier careers; to Organizations with broader and more sustainable artistic practices, business structures, and services; and communities collaborating at local, regional, national, and/or international levels. We develop solutions for a better and more sustainable Performing Arts Field.

### Internship Description:

**280 Certified Hours / One year Practical-Training (Hybrid) + 2 Weeks Camp (In-Person)**

The Fundraising Internship by Performing Arts Laboratory is a one year program that offers training and real world experience in the most advanced Fundraising strategies for the Performing Arts field ([more info here](#)) plus a weekly interaction with international Performing Arts organizations and its leaders. The Fundraising Internship allows talented and ambitious youth arts administrations to learn how to develop strong and sustainable fundraising practices in the Performing Arts through the real planning and implementation of fund-raising activities for the Performing Arts Laboratory and its allied institutions. In this capacity, the Fundraising Intern will work closely with the PAL General Director, VPs of Development of allied institutions (according to yearly calendar), and other PAL interns. The Intern will work in annual fund drives, donor cultivation, corporate sponsorships, grant applications, and new initiatives. In addition, the Intern will learn in the real world how to establish relationships with grant-making foundations, corporations, and local, state and federal government agencies that provide arts funding. The intern will also interact with donors, business and community leaders in cultivation of new prospects, and coordinate with staff and volunteers in the execution of fund-raising initiatives and development of the Bloomington Opera Camp™ ([more info here](#)).

### Internship Term:

Nov 4th 2024 - May 30th 2025 (6 hours per week - Online)

+ Bloomington Opera Camp™: May 23th, 2025 - June 7th, 2025 (Camp Schedule - In Person)

### Requirements:

- Grad Student (or Senior for Undergraduates applicants).
- Ability to commit to the complete Internship period (Oct 2024 - June 2025).
- Desire to work in the Performing Arts field.
- Strong Interpersonal Skills.
- Comfortable in reaching out to organizations and donors, via email, phone, and in-person.
- Organized and clear writing ability is required. Must be able to develop clear, detailed content describing impacts, as well as compelling stories, messaging and social media copy.

### How to Apply:

Please send to [performingartslaboratory@gmail.com](mailto:performingartslaboratory@gmail.com) your current resume with a short cover letter (or email text) describing your qualifications and how this Internship will be important for your career development.

All applications and inquiries will receive a response and be kept strictly confidential.

**Performing Arts Laboratory is an Equal Opportunity Employer.**