

Jackson Cooper

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EDUCATION

Harvard Kennedy School of Government

Cambridge, MA

*Executive Certificate, Nonprofit Financial Stewardship
(Anticipated)*

October 2025

Seattle University

Seattle, WA

MFA, Arts Leadership

May 2022

Thesis: Accountability to Commitments to Equity and Antiracism in Performing Arts Organizations

UNC-Greensboro

Greensboro, NC

BA, Theatre & Organizational Management & Business Administration

Honors College; Recipient, UNCG Creative Research Grant

PROFESSIONAL POSITIONS

AMERICAN GENRE FILM ARCHIVE

CEO/Executive Director

February 2024 – May 2025

- Led growth of \$900k budget to \$1.3M organization in first year as organization's inaugural Executive Director, developing organization's first fundraising and strategic plans enhancing organizational relevance, impact, and revenue. Increased contributed revenue by 95% through the development of new fundraising campaigns and exploration of untapped donor vehicles and segments
- Represented organization through engagement and donor cultivation efforts with Cannes Film Festival, Academy of Motion Picture Arts & Sciences, Fantastic Fest, South By Southwest.
- Fostered strategic partnerships with industry and NGO organizations including Paramount, Sony Pictures, British Film Institute, Academy of Motion Picture Arts and Sciences, FANGROIA brand, and Disney/Fox, expanding contributed revenue/sponsorship opportunities and drive mission alignment through in-kind and cash contributions
- Managed a remote team, streamlining operations, setting employee success framework and work plans, improve internal communications and feedback loops including integrating digital communication channels, resulting in a 20% increase in operational efficiency and positive culture
- Increased volunteer participation by 35% and strengthening local nonprofit partnerships in AGFA's primary markets (New York, LA, Austin, Seattle)

STATE OF WASHINGTON/WASHINGTON STATE ARTS COMMISSION

May 2024-Present

Arts Commissioner, Seattle – Governor Appointed

MARY'S PLACE

October 2023 – Feb 2024

Associate Director, Major Gifts

- Supported houselessness organization through major donor and family foundation strategy, resulting in a 40% increase in donations from high-net-worth individuals, foundations and corporate
- Responded to daily major donor engagement requests, collaborated with Programs, Corporate Engagement, and Marketing departments to bring employees and funders closer to organization's programs including managing volunteers for events, leading shelter tours, developing dynamic funding proposals, speaking at community events/panels

PACIFIC NORTHWEST BALLET Seattle, WA

Philanthropy Partnerships Manager (Major Donors)
Major Gifts Officer

October 2021 - October 2023
October 2019 - October 2021

- Developed and executed major gifts strategy, resulting in a 35% year-over-year increase in donations from high-net-worth individuals during COVID-19 pandemic
- Secured early asks for \$100 million Capital Campaign in support of workforce development, artistic programming, and operational excellence
- Led successful fundraising campaigns that exceeded annual goals by 30%, securing vital funding for artistic and educational programs.
- Collaborated with cross-functional teams to design donor engagement events, improving donor retention rates by 15%.
- Managed a portfolio of 50+ major gift prospects, consistently achieving a 90% conversion rate from solicitation to donation.
- Implemented personalized stewardship strategies, deepening connections between the organization and its supporters, while aligning donor passions with organizational goals.

ARTFUL LIVING CONSULTING

Founder/Lead Consultant

Remote
February 2019 - Current

TOWN OF CARY

Cultural Arts Coordinator/Town Clerk

Cary, NC
Feb 2019-October 2019

NORTH CAROLINA MUSEUM OF ART

Coordinator of Performing Arts and Film

Raleigh, NC
September 2018 - Feb 2019

CHAMBER MUSIC RALEIGH

Executive and Artistic Director

Raleigh, NC
May 2016 - September 2018

PLAYMAKERS REPERTORY COMPANY

Executive and Artistic Intern

Chapel Hill, NC
April 2016- September 2016

BERKSHIRE THEATRE FESTIVAL

Theatre Manager

Stockbridge, MA
May 2013- September 2013

ACADEMIC POSITIONS

SEATTLE UNIVERSITY,

Adjunct Faculty, Nonprofit Leadership
Adjunct Faculty, Arts Leadership

August 2024-Current
January 2023-Current

Courses Developed and Taught:

Philanthropy and Fundraising, Graduate, Fall 2023, 2024
Student Internship, Undergraduate, Fall 2024
Intro to Arts Leadership, Undergraduate, Winter 2023
Fundraising for the Arts, Undergraduate, Winter 2023
Funding the Creative Futures, Graduate*, Winter 2025
Student Internship, Undergraduate, Winter 2025
Student Internship, Graduate, Spring 2025
Individual Giving, Graduate, Spring 2025

*Received Provost's Racial Equity Strategic Plan Grant for Revising "Fundraising in the Arts" graduate class to become "Funding the Creative Futures" in alignment with University's Strategic Plan

- **Faculty Representative: Board of Trustees – University Advancement Committee**

UNIVERSITY OF NORTH CAROLINA AT GREENSBORO

Adjunct Faculty, Arts Administration

October 2021-Current

Courses Developed and Taught:

Fundraising for the Arts, Undergraduate, 2022-2024

Led revision of National Fundraising Curriculum for AAAE's Undergraduate Curriculum Standards Committee

DUKE UNIVERSITY

Instructor, Executive Certificate in Nonprofit Management

June 2021-June 2023

Courses Developed and Taught:

Fundraising with Boards

PUBLICATIONS

Literary Agent: Laura Mazer, Wendy Sherman & Associates.

Books

Grannemann, H, Cooper, J. (2026—In Press) *Sustainable Fundraising*. Columbia Business School Publishing.

A Kids Book About Kindness. (2023). DK Publishing/AKidsCo.

Book Chapters

Cooper, J. (2026). Innovative Approaches to Teaching Fundraising and Development. Ed. A. Rhine, *Innovative Pedagogy in Cultural Management Education*. Routledge.

Cooper, J. (2026). Case Studies in Union-led Arts Organizations and Contributed Revenue Development in a Post-COVID Economy. Ed. R. Shane, *Labor Relations and the Future of Creative Work: Arts on the Line*. TBD.

Cooper, J. (2026). Advice for Artists. Ed. A. Rhine, *Innovative Pedagogy in Cultural Management Education*. Routledge.

Cooper, J. (2020). Advice for Artists. Ed. A. Rhine, *Innovative Pedagogy in Cultural Management Education*. Routledge.

Encyclopedia Entries

(2024). *William Henry Curry*. Grove Music Online/Oxford Dictionary of Music.

Book Reviews

Cooper, J. (2026). *Review: Financial Management in the Arts*. Ed. E. Dale, Nonprofit & Voluntary Sector Quarterly.

Manuscripts in Preparation

Cooper, J. (In Proposal). *Funding the Creative Future*. Book.

Cooper, J. (In Proposal). *Midnight Movies: The Birth of an American Movement*. Book.

Web-Based Publications

“Decolonizing Fundraising Practices,” HowlRound.Com, 2022

SERVICE TO THE PROFESSION

Washington State Arts Commission	Panelist, Arts Organization Grants	2023
Seattle Arts Voter Guide	Co-Organizer	2023
4Culture	Panelist, Organizations	2023
New Jersey Council for the Arts	Panelist, Dance Organizations	2022
City of Seattle LGBTQ Commission	Commissioner	2022-Present
Seattle Choruses	Trustee	2021-2023
National Endowment for the Arts	Panelist (Theatre)	2022
National Endowment for the Arts	Panelist (Dance)	2021
Seattle Arts Voter Guide	Co-Organizer	2021
Seattle Arts and Culture for Antiracism	Advisory Council	2021-2022
Justice Theater Project	Chair, Artistic Committee	2017-2020
Raleigh LGBT Chamber of Commerce	Board Member	2016-2019

SERVICE TO THE PROFESSION

Talks, Presentations, and Guest Lectures

Invited Talks

“Leadership During Uncertainty”, ArtsReach, Online, 2025

Panelist, Entertainment Evolved: The Future of Business Entertainment, Albers Business School/Seattle University, 2024

Moderator, “Artists On Creative Administration”, Book Talk, Town Hall Seattle, 2024

Speaker, “Rodgers and Hammerstein”, The Rainier Club, 2024

Moderator, “Peter Boal: Illusions of Camelot”, Book Talk, Town Hall Seattle, 2023

Speaker, “Leonard Bernstein and Stephen Sondheim”, The Rainier Club, 2023

Speaker, “Engaging Government Leaders in Your Arts Organization,” ArtsREACH, Online, 2022

Speaker, “Importance of Advocacy in Arts Organizations,” Inspire Washington Cultural Congress Conference, Online, 2022

Conference Presentations

Leading Your Orchestra to Fundraising Success: Executive Directors Roundtable, League of American Orchestras Conference, Houston, TX, 2024

Community Centric Fundraising Methods for Your Symphony Orchestra, League of American Orchestras Conference, Houston, TX, 2024

Preserving Our Histories Through Film, International Cinema and Technology Conference, Newport Beach, CA, 2024

Managing Fundraising Success, Arts Leadership Symposium at Seattle University, Seattle, WA, 2023

Guest Lectures

“*Glen or Glenda* and Transness in Genre Film.” FILM 3910: Special Topics in Film (undergraduate): *Exploitation Film*, Spring 2025, Seattle University, Seattle, WA.

“Navigating Job Searches as an Arts Leader”. ARTL 5150: Fundamentals of the Arts Sector, Fall 2024, Seattle University, Seattle, WA

“Individual Fundraising for Artists”. ARTS 5000: Fundraising and Resource Development, Fall 2023, Columbus, Ohio.