ARMISEY SMITH, MPS/BFA

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CORE COMPETENCIES

Financial management	Grant writing	Special events
Staff development	Program evaluation	Program innovation
Professional development	Exhibition management	Arts administration
Public relations	Graphic design	Marketing

EXECUTIVE AND MANAGERIAL ACCOMPLISHMENTS

- As Executive Director at PCCI and Assistant Director at HMI, managed multiple grant contracts including Horizon Foundation ($15,000); Bank of America Foundation ($9,000); Prudential Foundation ($34,000); OCFS ($120,000); DYCD ($83,000); and AIDS Institute ($300,000).
- Secured two new grants for Arts Unbound from Newark Arts and Jonathan Rose Companies Foundation.
- Increased Arts Unbound student enrollment by 102% Class fees (FYI 4' - YTD 19'): $2,133,599.90
- Developed and managed new programs at Arts Unbound such as the Elder Arts Ambassador Program.
- Recruited diverse teaching team to broaden available classes.
- Raised approximately $800,000 in support of PCCI after-school programming through grants and annual appeals over a three-year period.
- Secured a $76,000 three-year Arts Integrated into Literacy grant in partnership with Newark Public Schools.
- Received $300,000 for a landmark grant proposal through NYS Department of Health for an HIV prevention initiative for the Hetrick-Martin Institute after-school program.
- Developed and executed a content area (mathematics, English language arts, and science) arts-integrated residency program via the Newark Arts Council.
- Managed and coordinated a series of Newark-based art educator assemblies for over 40 community stakeholders.

PROFESSIONAL EXPERIENCE

Director of Arts Education, Arts Unbound, Orange, NJ **July 2014- Present**

- Cultivate program excellence through rigorous program and instructional practices.
- Actively engage Arts Unbound instructors, students, parents/guardians, and support coordinators to ensure quality of art instruction.
- Created and managed annual Arts Accessible Festival which hosts over 300 participants.
- Increase student enrollment by developing relationships with referral sources.
- Lead, coach, and retain 21 art instructors.
- Work with art instructors to enhance instructional methodologies like adaptive learning.
- Prepare students to exhibit artwork at Arts Unbound and other organizations.
- Manage systems to track student progress and attendance; regularly evaluate program components to measure program effectiveness.
- Develop and manage senior art programs like the Elder Art Ambassadors training program.
- Work with the executive director to develop new program initiatives like senior classes at the Baird Center and expanding one-to-one programs in Monmouth, Bergen, and Morris counties.
- Manage department and programs budgets.

Executive Director, Partnering Community Centers, Newark, NJ **Dec 2010 - June 2014**

- Ensured ongoing program excellence; rigorous program evaluation; consistent quality of finance, administration, fundraising, and communications systems; recommended resources needed to achieve the strategic goals.
- Energized PCCI/SCEEP volunteers, board members, event committees, alumni, partners, and funders.
- Managed budget of over $400,000.
- Developed and supported a strong board of directors; served as ex-officio member of each committee; built strategic board involvement for local operations.
- Led and coached PCCIôs program and executive team.
- Ensured effective systems to track scaling progress and regularly evaluate program components to measure successes that can be effectively communicated to the board, funders, and other constituents.
- Expanded revenue-generating and fundraising activities to support existing program operations and promote regional expansion while retiring building debt.
- Deepen and refine all aspects of communications, from web presence to external relations, to create a stronger brand.
- Use external presence and relationships to garner new organizational opportunities.

Arts Education Consultant, Newark Arts Council, Newark, NJ **Sept 2008 - Dec 2011**

- **Arts Education Initiatives:** Developed and managed professional development opportunities for artists, entrepreneurial artists, arts and business people, teaching artists, and instructors.
- **AIR Program:** Developed and managed an arts-integration, artist-in-residency program facilitated in identified Newark Public Schools, including recruiting and training teaching artists, developing program budgets, marketing materials, web content, and an artist showcase.
- **ArtStart**: Managed and supervised NACôS re-granting, arts-education program and budget.
- **Newark Arts in Education Strategic Planning:** Coordinated and worked with over 40 arts, culture, foundation, business and school administration stakeholders in a series of convening activities including Roundtable and Field Council meetings.

Director of Public Relations, Newark School of the Arts, Newark, NJ **Feb 2008- July 2010**

- Worked with the Schoolôs executive team to develop marketing initiatives to promote the Newark School of the Arts brand and art services to the community. Designing and updating NSASôcollateral materials (brochures, postcards, flyers, letterhead, etc.); creating print ads for local and statewide periodicals and magazines.

Director, Special Programs, Studio in a School, New York, NY **2005-2006**

Facilitated program management and oversight of an in-depth art program including hiring, supervising, coordinating, monitoring and evaluating a staff of 25 artists to ensure the effective delivery of high quality arts education residencies in NYC schools.

Youth Worker/Assistant Director, The Hetrick-Martin Institute, New York, NY **1995- 2004**

Provided oversight of the HMI after-school programôs Drop-in-Center, including program development, management and implementation, supervision and program design.

EDUCATION

M.P.S (Masters in Professional Studies), Art and Cultural Management, Pratt Institute, 2005
BFA, Illustration, Parsons School of Design, 1995

TEACHING, LECTURES, WORKSHOPS, CONSULTATIONS AND AWARDS

- Newark Arts Council: Professional Development (arts-integration, classroom management strategies)
- Graduate: Leadership Newark - Class 2012
- Recognition: by Mayor Cory Booker for producing and curating the ñStrong Womenò exhibit at NSA
- Commissioned: City Murals Lead Artist: 2012- Present
- Commissioned: Rose Properties: Present
- Trainer: Developing Effective Communication Strategies-City of Orange Department Heads
- Trainer: Newark Public Schools - Informational Text Strategies for Newark Public School Art Instructors