



FOR IMMEDIATE RELEASE
November 21, 2018

Miami City Ballet Appoints Meghan Bulfin Monteiro as its New Development and Outreach Manager in Palm Beach

PALM BEACH, FL. – Miami City Ballet (MCB) today announced the appointment of **Meghan Bulfin Monteiro** as the company's new Development and Outreach Manager in Palm Beach County. She will be assuming her role on December 3. Bulfin Monteiro brings nine years of experience and joins the company from New York City where she recently served as the Individual Philanthropy Manager for Rainforest Alliance since 2016.

"I am delighted to welcome Meghan to the Miami City Ballet family representing our institution in the Palm Beaches. Meghan brings to us extensive experience in fundraising and development, with the added bonus that she is a West Palm Beach native" said Miami City Ballet Executive Director Tania Castroverdi Moskalenko. "She shares our vision, passion, and commitment to produce and present the highest level of dance performances throughout Florida, the United States and abroad, train young aspiring dancers, and develop Miami City Ballet School into a leader of dance education. Meghan is a perfect match for this new role."

As MCB's Development and Outreach Manager in Palm Beach, Bulfin Monteiro will build and maintain valuable relationships for the organization in the market with the objective of maximizing contributed revenue from current and prospective donors to advance MCB's mission. Her responsibilities also include helping increase group sales within the region for MCB's performances at the Kravis Center for Performing Arts.

At her current position at Rainforest Alliance, Bulfin Monteiro oversees the entire Individual Philanthropy team and manages all donors and donations valued over \$1,000. Under her leadership, her company raised \$3.2 million in individual contributions last year and set an increased goal for 2018. With expertise in prospect research and creating a strategy to cultivate, steward, and solicit donors, Bulfin Monteiro has been able to successfully renew and acquire new donors each month.

Bulfin Monteiro began her career at Free Arts NYC, a nonprofit organization that brings arts and mentorship programs to children and families across New York City. As the Free Arts Day Program Manager, she was responsible for the development and execution of a revenue-

generating volunteer program. During her time with the organization, she was introduced to cultivating, soliciting, and stewarding donors interested in the arts.

Working alongside the Director of Development at Free Arts NYC, Bulfin Monteiro saw a 25 percent growth in the programs funding each year, which led to both increased individual and corporate funding. After five years with Free Arts, she began a position at the American Red Cross in NYC as the Regional Manager of Corporate Volunteer Engagement where she led large-scale community volunteer projects and worked on recovery efforts in the aftermath of Hurricane Sandy.

Through her years of experience, Bulfin Monteiro has also held corporate roles at JPMorgan Chase working as the Senior Corporate Responsibility Operations Associate managing the company's Workplace Giving Program.

Bulfin Monteiro has developed a strong interest for educating communities about the creative arts while working to raise both funds and awareness. She has shared this passion for the arts since she was a child attending Ballet Florida in West Palm Beach.

"I am overjoyed to have the opportunity to return to my hometown at such an important time; both for my career and for the Miami City Ballet," said Bulfin Monteiro. "I look forward to reconnecting with my roots, sharing what I have learned, and reigniting my appreciation for the arts and dance. It is an honor to be part of such a renowned company and I feel extremely enthusiastic about the possibilities for Palm Beach County."

A West Palm Beach native, Bulfin Monteiro is excited to be returning back home to South Florida and the community she and her husband know and love. She holds a B.A. in psychology and studio art from The University of Vermont.

* * *

ABOUT MIAMI CITY BALLET

Miami City Ballet, now in its 33rd season, has been led by Artistic Director Lourdes Lopez since 2012. Lopez was recently named one of "The Most Influential People in Dance Today" by Dance Magazine and is on The Ford Foundation Board of Trustees. MCB was founded in 1985 by Miami philanthropist Toby Lerner Ansin and Founding Artistic Director Edward Villella. The Company has 52 dancers and a repertoire of more than 100 ballets. MCB performs for nearly 100,000 patrons annually during its South Florida home season in Miami, Fort Lauderdale, West Palm Beach, and Naples, and tours to top theaters domestically and internationally.

Miami City Ballet School, the official school of Miami City Ballet, is one of the most respected ballet training academies in America. The School's renowned faculty, challenging syllabus, and affiliation with Miami City Ballet make it a place where all students—from children to adults—can receive comprehensive dance training. The School trains approximately 400 students, ages 3-18, in its year-round program, and 400 during its summer programs, granting nearly \$500,000 in scholarships annually. More than 500 adults participate in a vibrant community division.

Miami City Ballet is headquartered in Miami Beach, Fla., at the Ophelia & Juan Js. Roca Center, a facility designed by renowned architectural firm, Arquitectonica.

* * *

Major funding for Miami City Ballet is provided by the Ford Foundation, the John S. and James L. Knight Foundation, the Louis B. Mayer Foundation and The Shubert Foundation.

Miami City Ballet is sponsored in part by the State of Florida, Department of State, Division of Cultural Affairs, and the Florida Council on Arts and Culture.

Miami-Dade County support is provided by Miami-Dade County Department of Cultural Affairs and the Cultural Affairs Council, the Miami-Dade County Mayor and Board of County Commissioners with additional support provided by the City of Miami Beach, Cultural Affairs program, and the Cultural Arts Council.

Palm Beach County support is provided in part by the Board of County Commissioners, the Tourist Development Council and the Cultural Council of Palm Beach County.

Broward County funding is provided in part by the Broward County Board of County Commissioners as recommended by the Broward Cultural Council and Greater Fort Lauderdale Convention & Visitors Bureau.

###

MIAMI CITY BALLETT MEDIA CONTACTS:

Melissa A.E. Sanders, Tadpole Communications

Melissa@TadpoleComm.net | 404.909.6726

Kim Speece, Tadpole Communications

Kim@TadpoleComm.net |

Julii Oh, Miami City Ballet

Julii.Oh@miamicityballet.org | 305.929.7000 ext. 1600