

VALERIE ADAMS RIGSBEE DUBREUIL

Institutional Giving, Grants Strategy & Donor Communications

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Fundraising professional with a specialization in foundation and government grants. Grew Keegan Theatre's institutional funding by 15% in a single fiscal year, and manage a diverse government funding portfolio for the Bowie Center for the Performing Arts, including work to expand its eligibility for major capital funding. Beyond hands-on grant work, chaired two theatre boards, bringing a well-rounded understanding of the demands placed on theatre companies and the work required to secure funding. Also brings two differentiators less common in this field: a communications background suited to translating programmatic impact into compelling support statements and funder reports, and experience building digital platforms that solve real problems, including CRM integrations, board-level giving reports, and workflow systems that improve cross-team collaboration.

RELATED EXPERIENCE

Chisel and Brand LLC | *Co-Owner*

Jul 2012 – Present

Co-run a digital design and marketing firm serving nonprofits and small businesses. In 2024, we added institutional development as a new firm offering. I now personally manage development work for the following clients:

Keegan Theatre | *Director of Development*

Aug 2024 – Present

Grew institutional funding from \$390,580 (FY24, prior to engagement) to \$448,620 (FY25); sustained \$420,139 in FY26 against a broader decline in government arts funding. Manage a portfolio of over 20 institutional funders, including DCCAH, the Paul M. Angell Foundation, the Shubert Foundation, and the NEA, and own the organization's grants calendar and compliance reporting, working closely with a board development committee and individual giving manager. Built visual, year-over-year board reports comparing giving across categories to support board-level fundraising decisions.

Bowie Center for the Performing Arts | *Grant Writer*

Jan 2025 – Present

Manage the grant portfolio, prospecting, writing, submitting, and reporting for funders including the Maryland Bond Bill, Prince George's County, Prince George's Arts and Humanities Council, and Maryland State Arts Council. Petitioned the commission to remove an eligibility exclusion for buildings tied to schools, successfully opening BCPA's eligibility for a \$500,000 MSAC Arts Capital grant; preparing to submit the application next cycle.

Guthrie Theater | *Development Intern*

May 2005 – Aug 2005

Assisted with fundraising, donor recognition, and cultivation events; compiled survey data and researched prospective donors.

OTHER PROFESSIONAL EXPERIENCE

National Association of Broadcasters | *Director, Digital Platforms*

Sep 2017 – Mar 2021

Led the build-out and creative direction of NAB Show digital platforms. Worked closely with leadership to drive revenue and audience satisfaction, and served as the lead technical voice defining and implementing digital strategy and data initiatives. Built a custom Jira system giving departments a way to relay needs and ensure visibility and accountability across requests.

Access Intelligence | *Front-End Web Developer*

Dec 2016 – Sep 2017

Designed and maintained websites for the Media group as the only onsite developer, coordinating with distributed editorial and marketing teams and translating business needs into development priorities. Implemented a Salesforce connection to track event engagement as part of customer records, linking event activity to the CRM.

Scales Advertising | *Interactive Media Director*

Feb 2011 – Dec 2016

Co-ran the interactive department: owned content strategy, design, front-end development, QA, and project management, overseeing designers, developers, and contractors, and managing blog, social media, and QR strategy for the firm and its clients.

BOARD LEADERSHIP

Brave Spirits Theatre | *Board President (Board Member, Mar 2017 – Mar 2021)*

Jul 2019 – Mar 2021

Organized one of the company's most successful galas, securing event sponsor underwriting for the first time in its history. Also organized a fundraiser launching the Histories Project — the first American production of Shakespeare's history plays in rep by a single repertory company — that raised nearly 15% of the total project budget in a single night. Led the board's wind-down committee through the company's COVID-era closure, helping fund a final audiobook project.

Theatre Pro Rata | *Board Chair (Board Member, Jul 2008 – Feb 2012)*

Feb 2010 – Feb 2012

Built the board into a solid functioning body: developed new bylaws, launched a strategic planning process, and formed subcommittees. Increased board membership, attendance, and accountability to support company growth.

EDUCATION

B.A., Theatre Performance. Graduated Cum Laude with Departmental Honors — Scripps College, CA

Professional actor on DC-area stages, including Keegan Theatre, Studio Theatre, and Toby's Dinner Theatre; two-time Helen Hayes Award winner for Outstanding Ensemble and NH Theatre Award Finalist for Supporting Actress.