



Chief Development Officer at Farnsworth Art Museum
Rockland, ME | Winter 2019

The Farnsworth Art Museum seeks a Chief Development Officer to lead the expansion of its comprehensive fundraising program and manage a planned national campaign.

Founded in 1948 in Rockland, Maine, the Farnsworth Art Museum’s outstanding collection celebrates Maine’s ongoing role in American art. The Museum boasts works from an array of major figures of nineteenth- and twentieth-century American art, including: Fitz Henry Lane, Winslow Homer, and George Bellows, as well as N.C., Andrew, and Jamie Wyeth. Equally impressive are the works of Louise Nevelson and contemporary artists with a connection to Maine. The Farnsworth offers a compelling exhibitions program, most recently exhibiting sculptures from internationally-renowned artist Ai Weiwei. With over 20,000 square feet of gallery space and over 15,000 works in the collection, historic sites, and wide-ranging library resources, the Farnsworth provides an engaging, educational, and inspiring arts experience to its over 70,000 annual visitors.



The Farnsworth treasures its connection to the local community, collaborating with cultural partners to enhance Midcoast Maine’s status as an arts destination. A recent study estimates the Farnsworth’s impact on the Midcoast economy at \$58 million annually. The Museum attracts visitors from across the country with exhibitions garnering reviews in national publications, such as the [*Wall Street Journal*](#) and the cover of *AAA Magazine*.

Leadership and Philanthropy

Christopher J. Brownawell joined the Farnsworth as Director in 2010. Under his watch the Museum has made huge strides in strengthening its collection, exhibitions program, physical plant, financial resources, and, most importantly, its leadership and vision for the future.

When Brownawell first joined the Museum, he doubled the institution’s endowment. In 2015, he helped secure \$17 million in state and federal tax credit to finance improvements to the Museum’s Rockland Campus and the Olson House in Cushing, which is the setting of Andrew Wyeth’s 1948 painting *Christina’s World*. The Museum is guided by its five-year Strategic Plan 2017-2022. Its goal areas include:

- CREATE** Create compelling exhibitions and programs; growing the audience to 75,000 by 2022
- ENHANCE** Enhance technology platforms; increasing annual website visits to 200,000 by 2022
- PRESERVE** Preserve FAM’s Collection and improve access to historic sites, the library and art
- ENGAGE** Engage participants of all ages with educational programs; increase participation to over 10,000 by 2022
- INVITE** Invite contemplation and engagement. Serve as a year-round cultural center and gathering place
- LEAD** Lead collaborative efforts with Midcoast Maine cultural organizations

STRENGTHEN Strengthen the Museum’s financial foundation. Provide excellent board governance, and a culture that supports staff and volunteers

Building on the Farnsworth’s Strategic Plan, the campaign plan embraces the Farnsworth’s potential and the importance of philanthropy in establishing the Museum as a national leader in American Art. Museum initiatives have been supported by highly engaged, nationally-based Board Members who are committed to financially supporting the Museum and are playing a key role in the early phase of this planned campaign.



The Chief Development Officer, a senior management position reporting to the Director, will be creative, strategic, and a highly-skilled communicator, with the ability to effectively partner with philanthropic leaders and manage a department of seven. The department includes the Creative Director, Communications Officer, Membership and Events Manager, Grants and Stewardship Officer, Director of Individual Giving, and Database Manager, who oversees the Reception/Development Assistant. The Chief Development Officer will carry a portfolio of major donors and work closely with Board and campaign leadership. With a national Board and prospect base, the CDO will join the Director, Chief Curator, and others to staff and attend Board meetings and national events. The Museum has engaged a fundraising counsel team to act as interim Chief Development Officer while this search is conducted and to provide counsel for a comprehensive campaign. The CDO will collaborate with counsel on the campaign and will be responsible for implementing a strategy that achieves campaign goals while also building numbers of prospects, donors, and engagement programs for long term expansion of Farnsworth’s fundraising capacity.

Key Responsibilities

- Develop and implement the overall fundraising strategy for the Museum to support the organization’s efforts to achieve vision, mission, brand, and financial objectives
- Lead and manage a planned national campaign
- Manage development team, communications and membership
- Collaborate with Board and key stakeholders; staff and partner with Development Committee
- Work with campaign counsel
- Manage an individual portfolio of prospects to secure major gifts in support of Museum’s goals
- Build programs to increase contributed income from individual major gift, annual giving, corporations and foundations, and planned giving, including development of healthy pipeline
- Establish a presence in the community that increases FAM’s visibility and access to new funding opportunities
- Travel nationally with the Director to meet with the Board, as well as with prospects, and participate in national events

Key Qualifications

- Progressively responsible experience in a successful individual giving program, preferably with an arts museum or other non-profit that drives revenue from a 'gate,' such as a performing arts center, science museum etc.
- Proven track record in managing a personal portfolio of individual relationships and securing six-figure gifts; seven-figure gift experience welcomed but not required
- Strong management skills with demonstrated success in building, managing, and leading fundraising professionals toward achieving team goals
- Experience working with nonprofit board members and heads of nonprofits
- Proven ability to advocate for and launch innovative and successful development initiatives
- Exceptional verbal and written communication skills, presentation skills, and analytical skills
- A metrics-driven, entrepreneurial mindset that informs strategy and work
- An appreciation for Farnsworth's collection and a dedication to the Museum's mission; enjoyment of culture and the arts
- An ability to succeed in a distinct and dynamic culture
- Able to travel nationally and regionally

All qualified candidates will receive consideration for employment without regard to race, color, religion, sex, national origin, disability, veteran status, or any other characteristic protected by law.

Please email your cover letter and resume in confidence to:

FarnsworthCDO@developmentguild.com

We welcome your inquiry and recommendations regarding this important position.

Suzanne Weber, MBA

CHIEF EXECUTIVE OFFICER

Development Guild DDI

For more information about the Farnsworth Art Museum, please visit www.farnsworthmuseum.org/

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About Development Guild DDI

Development Guild DDI is a national management consulting firm partnering with leading nonprofits to deliver the strategy, talent, and philanthropic resources that impact organizations and mission delivery. We focus our work across the nonprofit sector, particularly in the fields of education, health & science, the arts, and social justice.

More than 500 clients have shaped the regional, national, and global reach of our extensive relationships, knowledge, and results. Leveraging our work with nonprofit governance and leadership development, we deliver service in two areas: fundraising and executive search.

