

SPEN LEADERSHIP GROUP

DIRECTOR OF ADVANCEMENT
[ANN NORTON SCULPTURE GARDENS](#)
WEST PALM BEACH, FLORIDA



Aspen Leadership Group is proud to partner with Ann Norton Sculpture Gardens in the search for a Director of Advancement.

The Director of Advancement will identify, nurture, and maintain a growing community of donors, with a specific focus on upper-level patrons and new prospects. The Director of Advancement will take a lead role in the cultivation, solicitation, and stewardship of individual patrons at all levels; oversee the annual fund; work closely with the Museum's Board of Trustees; oversee the Museum's benefit events; and manage institutional grants.

Ann Norton Sculpture Gardens (ANSG) comprises the former residence of sculptor Ann Weaver Norton (1905-1982), the widow of Ralph Hubbard Norton. Located in the El Cid Historic Neighborhood of West Palm Beach, with expansive views of the Intracoastal Waterway, the Norton House was designed in 1925 by well-known architect Maurice Fatio and features coquina pathways, pecky cypress ceilings, and beautiful gardens. In 1935, Norton Museum of Art founders, Ralph and Elizabeth Norton, purchased the home and selected Marion Sims Wyeth to redesign it in the Monterey Revival Style as seen today. Thirteen years later, the widowed Ralph Norton married Ann Weaver, sculpture instructor at the Norton Museum. That same year, Norton invited Wyeth to design Ann's studio. In 1977, Ann Norton's vision for art and nature's symbiotic relationship was realized when she established Ann Norton Sculpture Gardens, ensuring accessibility of her property, palms, and tropical gardens for public enjoyment as a natural sanctuary in an urban area. The two-acre property, featuring a collection of 250 rare species of tropical palms, cycad, and native plants, was added to the National Register of Historic Places in 1990. In 2019, Ann Norton was inducted into the Florida Artists Hall of Fame. Today, Ann Norton Sculpture Gardens is a member of the prestigious Historic Artists' Homes and Studios program of the National Trust for Historic Preservation as well as an officially designated international arboretum.

Displayed throughout the house, studio, and gardens are more than 100 works by the artist, including nine monumental sculptures—eight in brick and one in granite. The Gardens were designed by Ann Norton and world-renowned botanist Sir Peter Smithers. The largest tract of garden containing the great brick sculptures is designed in a natural, unmanicured style. The experience of coming across Norton's mysterious monoliths as surprises in their lush green jungle-like setting is akin to discovering another world.

Ann Norton's monumental, silent, mysterious sculptures built in situ over a period of 15 years were intended to be discovered as surprises amidst the dense, jungle-like vegetation. The Gardens represent Norton's commitment to conservation and the preservation of a quiet retreat amid a burgeoning city. The Gardens' assemblage of rare palm species, cycads, and unusual tropicals is recognized as one of the largest public collections in Florida. It is a rare gift to experience the union of this powerful art and the naturalness of the landscape.

Created over four decades, Ann Norton’s works in bronze, stone, and wood inhabit the studio like a forest alluring the visitor to explore and feel her artistic spirit. Guests are greeted by larger-than-life models, armatures, and studies that evolved into her monumental works in granite and brick found throughout the gardens. Norton’s northern cedar wooden structures are profoundly modern yet evoke a time forgotten. She selected the material often used by the Native Americans of the Northwest for their totem poles. As she noted in an article in the *New York Times* in 1978, “I use everything—the cracks in the wood, the knots, and the gnarls. I like my work to flow together with nature.”

Now operated as a 501 (c)(3) foundation supported by an open public membership and an elected Board of Trustees, Ann Norton Sculpture Gardens offers a schedule of exhibitions by recognized visiting artists in an intimate residential setting. The organization is devoted to exhibiting works of other artists, preserving the founder’s studio, and displaying her monumental sculptures in a secluded urban preserve where a notable collection of rare palms is continually being developed. The Ann Norton Sculpture Gardens mission is to enrich lives with nature, art, and history.

The Board of Trustees, staff, and leadership of Ann Norton Sculpture Gardens are committed to delivering the organization’s mission and programs through a diversity, equity, and inclusion lens. Enriching lives with nature, art, and history means serving all with creativity, beauty, and the power to uplift the human spirit.

REPORTING RELATIONSHIPS

The Director of Advancement will report to the Executive Director, Margaret Horgan.

FROM THE EXECUTIVE DIRECTOR

I have created a mood, combining the sculptures with the trees, planting and birds, water also helps...I hope that visitors, even those from afar, will find this sculpture-nature garden a deep refreshing. Art should be beautiful and made to last.

—Ann Weaver Norton

There is nothing better to define the mood and mission of Ann Norton Sculpture Gardens than the philosophy of American artist Ann Weaver Norton and her love letter legacy to the community.

As a mother of two with students at the adjacent Palm Beach Day Academy, I had the opportunity to experience the serenity, joy, and wonder of Ann Norton Sculpture Gardens through the eyes of my children many years ago. At that time ANSG was regarded as “a hidden gem” in our Palm Beach community. Few art and history advocates recognized the story of an accomplished female artist nor the value her forethought would hold to what has become one of the largest growing communities in our country as well as the beginning of cultural development in South Florida.

I was privileged to be invited to join in the renaissance of ANSG which began a decade ago, first as a volunteer and later as a full-time staff member. With the tremendous commitment of board leadership and resources, ANSG’s board and staff embarked on a revitalization of this organization—providing well deserved recognition for an important historic site and how it could be creatively used to serve its community and visitors. In recent years, Ann Norton was posthumously inducted into the Florida Artists Hall of Fame, and ANSG was selected as a member of the Historic Artists’ Homes & Studios Program of the National Trust for Historic Preservation.

Ann Norton's rare palm and cycad gardens, the second largest collection in Florida, were designated as a international arboretum and numerous capital improvements have revitalized this property to become a national historic treasure. During this time, educational programs serving over 10,000 students annually from underserved communities have become a centerpiece of operations along with the establishment of outstanding special events, cultural and horticultural programming, as well as prominence as a leading cultural institution in Palm Beach County.

Over the past decade ANSG has remained a leader in honoring Ann Norton's legacy and delivering its mission of enriching lives with nature, art, and history. Perhaps the most striking element of working with this board and staff is the heartwarming experience of touching thousands of hearts and minds annually with a vision for the growth of this organization and our community. It is highly collaborative and regarded as a defining example of distinguished history and the opportunity to envision the future for all walks of life.

ANSG is seeking a Director of Advancement with talent and devotion to working with an exemplary board and staff in one of America's most philanthropic communities. The future success of this organization will largely rely on the selection of a team member who takes a humanistic approach to seeing ANSG flourish with the cultivation of deep and longstanding relationships with board, staff, donors and community and national partners.

ANSG tells the rich and compelling story of Ann Weaver Norton and her inspiring legacy to South Florida and our country. Our board and staff work hand in hand as visionaries, strategic thinkers, and the ultimate stewards of this organization. We celebrate a fast paced "season" for Palm Beach County and its visitors and look forward to welcoming a professional who shares our enthusiasm and passion for the importance of art, nature, and history in our burgeoning cultural and educational community.

I invite you to learn more about this opportunity and the joys of joining our ANSG family.

—Margaret Horgan, Executive Director

PRIMARY RESPONSIBILITIES

The Director of Advancement will

- in collaboration and partnership with the Executive Director and Board of Trustees, provide innovative and strategic planning and leadership for all development and membership activities including individual and institutional membership; annual gifts; major gifts; planned gifts; special events; and capital enhancements;
- support the Executive Director and Trustees in their fundraising activities by seeking ways to maximize their participation in philanthropic efforts;
- oversee the continued growth of ANSG's membership program, particularly at the upper levels;
- identify, cultivate, solicit, and steward a personal portfolio of top donors and prospects;
- draft all development materials, including acknowledgments, renewals, solicitations, and other relevant collateral;
- lead major gift prospecting and stewardship;
- develop and oversee a calendar of annual cultivation, stewardship, and fundraising events; and
- collaborate with the public relations team on social media content.

LEADERSHIP

Margaret Horgan Executive Director

Margaret Horgan has spent over 25 years working in development, marketing, operations, and community engagement in the non-profit sector as an executive, board member and volunteer.

Horgan began her eleven-year tenure at Ann Norton Sculpture Gardens as a volunteer with educational programming and special events. She became the Director of Community Engagement and was promoted to Managing Director and now serves as Executive Director where she has oversight of and responsibility for the financial and physical well-being of all the assets of the Ann Norton Sculpture Gardens, including its landmarked house, artist studio, gardens, grounds, property, and art collection. Previously Margaret held professional positions at Shake-A-Leg as Associate Director of Programs and Special Events and America3 Foundation as Corporate Hospitality and Fulfillment Coordinator.

Margaret's volunteer experience reflects her interest in education, the cultural sector, and community engagement having served on Palm Beach Day Academy's Parent Student Council and Co-Chair of the Annual Gala, Board member of the PGA Tour Wives Association and The East Coast Tennis Foundation. Presently, she serves as a Trustee of The Palm Beach Chamber of Commerce and as a Grant Review Panelist for the Florida Division of Cultural Affairs.

Recently, Horgan represented Ann Norton Sculpture Gardens in a week-long professional development Innovation Exchange Lab co-presented by The Society of the Four Arts, Palm Beach's landmark cultural organization, in alliance with The Global Leaders Program, a leading global arts entrepreneurship executive training platform.

Horgan is a West Palm Beach resident and a graduate of Guilford College. She and her husband Patrick have two children and enjoy sharing their family time in Newport, Rhode Island.

PREFERRED COMPETENCIES AND QUALIFICATIONS

Ann Norton Sculpture Gardens seeks a Director of Advancement with

- a commitment to the mission of Ann Norton Sculpture Gardens—to enrich lives with nature, art, and history;
- an understanding of all areas of development including major gifts, annual giving, membership, institutional giving, planned giving, campaigns, donor research, and prospecting;
- fundraising leadership experience, preferably in a cultural setting, with success in individual giving, membership, and institutional grants;
- a history of achievement and accountability in identifying, cultivating, stewarding, and securing gifts and exceeding targeted goals;
- an ability to build strong working relationships with colleagues, Trustees, donors, and prospective donors;
- a commitment to collaboration and an ability to work both as an engaged team member and as an independent contributor;
- strong writing, presentation, and interpersonal skills;
- knowledge of donor relations databases;
- flexibility and focus within a fast-paced work environment and an ability to pitch in when needed; and
- an ability to serve as a representative of Ann Norton Sculpture Gardens within the community and nationally.

Ann Norton Sculpture Gardens will consider candidates with a broad range of backgrounds. A bachelor's degree or an equivalent combination of education and experience and at least five years of development experience in an organization of similar size and budget, ideally within the arts and culture sector, is preferred.

SALARY AND BENEFITS

The salary range for this position is \$80,000 to \$120,000 annually. Ann Norton Sculpture Gardens offers a comprehensive benefits package.

LOCATION

This position is in West Palm Beach, Florida.

APPLICATION INSTRUCTIONS

All applications must be accompanied by a cover letter and résumé. ***Cover letters should be responsive to the mission of Ann Norton Sculpture Gardens as well as the responsibilities and qualifications presented in the prospectus.*** Review of applications will begin immediately and continue until the successful candidate has been selected.

To apply for this position, visit: [Director of Advancement, Ann Norton Sculpture Gardens](#).

To nominate a candidate, please contact Patrick Key, patrickkey@aspenleadershipgroup.com.

All inquiries will be held in confidence.