



CHIEF DEVELOPMENT OFFICER
JAMES A. MICHENER ART MUSEUM
Doylestown, Pennsylvania
[James A. Michener Art Museum](#)



MICHENER ART MUSEUM

The Aspen Leadership Group is proud to partner with the James A. Michener Art Museum in the search for a Chief Development Officer.

The Chief Development Officer will join the Museum at a pivotal moment in its history, as a newly expanded leadership team begins to define an ambitious strategic plan for the institution. In partnership with the Executive Director, Senior Executive Team, and Board of Trustees, the Chief Development Officer will set the overall direction for the Museum and assure its sustainable future. The Chief Development Officer will play a leadership role in strategic planning; lead all aspects of a comprehensive development program; maintain a genuine and deep commitment to diversity and inclusion; ensure the organization is a thought leader in social justice, social access, and full social inclusion; and make substantive recommendations for policy changes and new program directions. The Chief Development Officer will manage all aspects of a forthcoming capital campaign and will systematically identify and build relationships with new sources of support and develop an expanded donor constituency. The Chief Development Officer will be an inspiring fundraiser and brand champion for the Michener Art Museum and an advocate for the Museum's culture of philanthropy.

In 1988, with the support of many dedicated citizens, the Michener Art Museum opened as an independent, nonprofit cultural institution dedicated to preserving, interpreting, and exhibiting the art and cultural heritage of the Bucks County region. The Museum is named for Doylestown's most famous son, the Pulitzer-Prize winning writer who first dreamed of a regional art museum in the early 1960s.

Both his Quaker heritage and his own impoverished youth led Michener to a remarkable "second" career in philanthropy. A lifelong supporter of the arts, he and his wife donated more than \$117 million to universities, libraries, and museums. When it was proposed that the former Bucks County Jail in Doylestown be transformed into a museum site, Michener agreed to lend his name to the project that would become—with extensive renovation and rebuilding—the James A. Michener Arts Center. It was later renamed the James A. Michener Art Museum. Michener donated \$1 million as the first endowment gift, and continued to provide endowment gifts for the rest of his life.

The Museum has evolved from a modest facility with a locally derived mission to an accredited world class-facility with a broad vision. A stellar collection of Pennsylvania Impressionist paintings and special exhibitions showcasing a wide range of historical and contemporary work attract annually more than 135,000 visitors from around the world.

Surrounded by historic prison walls, the Patricia D. Pfundt Sculpture Garden and terraces, and a landscaped courtyard, the Michener Art Museum encompasses 40,000 square feet of public space that includes seminar and conference facilities, a Museum shop and cafe, an art research library, and gallery space. The dynamic glass-walled Edgar N. Putman Event Pavilion provides a dramatic space for Museum programs as well as weddings, conferences, and special events and celebrations.

Throughout the year, the Michener Art Museum hosts a wide range of programs open to the public, including lectures, artist conversations, gallery talks, artist studio tours, dance performances, concerts and other musical performances, Ladies Nights Out, family-themed activities, and other events. The Museum also offers art classes for children and adults, which include instruction in drawing, painting, sculpting, and printmaking as well as programs designed to enhance artistic awareness.

REPORTING RELATIONSHIPS

The Chief Development Officer will report to the Executive Director, Kate Quinn and will oversee three direct reports, the Membership and Special Events Manager, Development Services Manager, and Development Assistant (part time position).

FROM THE EXECUTIVE DIRECTOR

The Michener Art Museum collects, preserves, interprets, and exhibits American art, and promotes the work of nationally and internationally known Delaware Valley artists of all creative disciplines. The Museum presents exhibitions that explore a variety of artistic expressions and offers diverse educational programs that develop a lifelong involvement in the arts. This is an exciting time in the Michener's history. Having just passed its 30-year mark and headed into the next chapter of its existence, the future looks very bright for this organization. The past nine months have brought many changes to the Museum, including a new and very engaged Board Chair and officers, a new senior executive leadership team, and the backfilling of vacant positions, and staff reorganization to best align talent and skills with institutional revenue and mission-related goals.

Much of this work stems from work conducted by the national fundraising firm, Schultz & Williams, who were hired to conduct a Development Assessment and Plan to elevate the Museum's current fundraising operation, focusing on short- and long-term strategies to meet its financial goals and a near term strategy to grow community engagement. The resulting plan provided a pathway to our future. Our new Chief Development Officer will work closely with our new Chief Finance Officer and the rest of the Executive Team and Board to carry the plan forward, expanding the development program to create a major gifts and planned giving programs to create a culture of philanthropy. The Michener is an organization in transition, one poised for success. Changes in volunteer and staff leadership, as well as recent events at an institutional, local, and national level have motivated the Museum to initiate a significant and forward-looking transformation including the stabilization of its financial position by growing varied contributed revenue streams and positioning itself as a true center of community life that welcomes a diversity of people, perspectives, and experiences.

—Kate Quinn, Executive Director

PRIMARY RESPONSIBILITIES

The Chief Development Officer will

- lead the development of new contributed income streams to ensure a sustainable future for the Michener;
- direct and manage all aspects of the Museum's development program while maintaining a personal portfolio of 75-100 prospects and donors;
- articulate the work and mission of the Museum to diverse audiences through a variety of mediums;
- actively participate in long-range strategic planning initiatives;
- lead the Michener Art Museum's major gift fundraising activities, including prospect identification, cultivation, solicitation, and stewardship;
- formulate fundraising strategies to grow the Museum's fundraising enterprise, including efforts to increase funding from current/past donors, as well as attracting investments from newly identified prospects;
- create and implement an annual strategic fundraising plan in coordination with the Executive Director;
- implement systems and metrics for monitoring progress towards fundraising goals and for holding the unit accountable;
- coordinate and support the Executive Director's fundraising efforts, including prospect outreach efforts, meeting preparation and follow-up, strategy development, pipeline management, and gift proposals;
- staff the Board and the Advancement Committee in their fundraising responsibilities;
- manage the Corporate Business Partners program and foundation/government grant-seeking strategies including new relationships with private foundations and governmental agencies;
- plan and oversee the implementation of cultivation events;
- oversee the implementation of annual giving and membership strategies;
- oversee Development Operations including the prospect and investor pipeline, prospect tracking and reporting; and
- present Development orientation sessions to non-Development staff.

KEY COLLEAGUES



Kate Quinn
Executive Director

Kate joined the Michener as Executive Director in July of 2020. Most recently, she served the Penn Museum as Director of Exhibitions and Special Programs where she led major gallery and museum renovations and served on the executive leadership team. Kate is on the executive board of directors representing the United States with the International Council of Museums, serves on the board for the Wharton Esherick Museum, and chairs the board of directors for the Resource Exchange. She is a master lecturer in the Museum Studies program at the University of the Arts, and has taught museum governance workshops in Guatemala, China, Italy, and Japan. She is an affiliated fellow with the American Academy in Rome, a consulting scholar at the University of Pennsylvania, and a graduate of the Getty Leadership Institute. Her undergraduate work was in theatrical design, and she remains passionate about theater and film.



Gary Ellis
Chief Operating Officer

Gary joined the Michener on March 15, 2021. He is an experienced Vice President of Finance with a history of working in the entertainment industry with demonstrated skill in operations management, digital media, international business, entertainment industry, and broadcast television. Prior to the Michener, Gary was the Vice President, Finance, DC Office of Spiriterre Entertainment where collaborated with the team to forge the strategic direction of the company including the creation of the infrastructure for the insurance, financial systems, human resources, and general financial policy and practice of the company. Gary also has had significant tenures at National Geographic Ventures, A&E Television Networks, and the Bachelder Group. Gary attained his Bachelor of Arts degree from Princeton University and his Master, Business Administration from The Fuqua School of Business at Duke University.



Virginia Sigety
Chair, Board of Trustees

Virginia is a fashion stylist and team leader for cabi Clothing, an innovative women's clothing company. Her relationship with the Michener began almost two decades ago as a volunteer docent. She has been involved ever since, taking on the role of Chair of the Board in December, 2020. Virginia and her husband have three college-aged children and primarily reside in Pipersville.



The Honorable James Greenwood
Chair, Advancement Committee

Jim is the President and CEO at Biotechnology Innovation Organization. He represented Pennsylvania's Eighth Congressional District for six terms in the US House of Representatives. Jim has served on the Board of Trustees for almost a decade, and took on the role of Chair of Advancement in December, 2020. He lives in New Hope with his wife and has four adult children.

PREFERRED COMPETENCIES AND QUALIFICATIONS

The James A. Michener Art Museum seeks a Chief Development Officer with

- broad knowledge of all facets of a sophisticated Development program;
- excellent organizational, writing, interpersonal, and "diplomacy" skills;
- an ability to be an empathetic communicator and careful listener;
- an ability to establish meaningful long-term relationships with prospects, donors, and volunteers on behalf of the Museum;
- experience preparing and staffing top leadership for prospect and board meetings;
- success working with boards and volunteers;
- a mission-driven and creative approach to leadership with strong management skills;
- an ability to set objectives, develop plans, and implement programs to achieve goals;
- an ability to work collaboratively with non-development staff to create and implement a coordinated strategy;

- a commitment to a collaborative and innovative approach to developing an engaging, multigenerational, inclusive outreach program that is aligned with the Michener's mission, while taking into account the needs of the community, the schools, and visitors inside and out of the building; and
- familiarity with Bucks County and Philadelphia area arts and culture community (a plus).

A bachelor's degree is required for this position as is at least five years of development experience, including a strong track record in major gifts fundraising.

DIVERSITY, EQUITY, AND INCLUSION

Michener Art Museum staff are expected to maintain a genuine and deep commitment to diversity and inclusion; and proactively ensure the organization is a thought leader in social justice, social access, and full social inclusion.

SALARY & BENEFITS

The James A. Michener Art Museum offers a competitive salary and benefits package.

LOCATION

The Michener Art Museum is located in Doylestown, Pennsylvania in the heart of Bucks County. Bucks County is one of Pennsylvania's three original counties and offers a quality of life that very few regions in the United States can match. Bucks County is noted for its rich cultural and artistic heritage, as well as a unique geographic location along the Delaware River, one of the nation's few Wild and Scenic Rivers. The county is home to a robust farming and rural community, even in the midst of the largely urbanized east coast, and maintains the region's largest county park system. Bucks County is located 25 miles from Philadelphia, 75 miles from New York City, and 150 miles from Washington, D.C., making it easily accessible by car and train.

APPLICATION INSTRUCTIONS

All applications must be accompanied by a cover letter and résumé. ***Cover letters should be responsive to the mission of the James A. Michener Art Museum.*** Review of applications will begin immediately and continue until the successful candidate has been selected.

To apply for this position, visit:

[Chief Development Officer, James A. Michener Art Museum.](#)

To nominate a candidate, please contact Anne Johnson:

[annejohnson@aspenleadershipgroup.com.](mailto:annejohnson@aspenleadershipgroup.com)

All inquiries will be held in confidence.