

NEW BRITAIN MUSEUM OF AMERICAN ART

Director of Development
New Britain Museum of American Art
New Britain, Connecticut
nbmaa.org

Send Nominations or Cover Letter and Resume to:

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The Opportunity:

To elevate the philanthropic ecosystem of the country's first museum dedicated to the acquisition of American Art. With the recent appointment of CEO and Director Brett Abbott, this is an exciting time for development at the New Britain Museum of American Art (NBMAA). Already functioning at a high level of excellence with a \$25 million endowment and annual operating revenues of \$3 million, the Museum is full of potential dynamism and excitement. In spring 2022 the NBMAA is seeing its second-highest Museum Store sales since 2016 and best general admission and general admission revenue for the past two years. New space has been created with the recent renovations to the Landers House, the construction of the new Theresa and Mark Bonney Plein Air Arbor, and the opening of the Sylvia Bonney Halcyon Lounge alongside the Stanley Black & Decker Makerspace. To continue this upward trajectory, NBMAA is seeking a Director of Development.

Working in close partnership with the CEO, the Board, and senior staff the Director of Development will be a strategic thinker and strong manager with knowledge and experience of a highly functioning development operation. The Director will manage a staff of three and be responsible for identifying, cultivating, soliciting, and stewarding a portfolio of major individual, corporate, and foundation donors and prospects. The current annual fundraising goal is approximately \$2 million in contributed and earned revenue through the

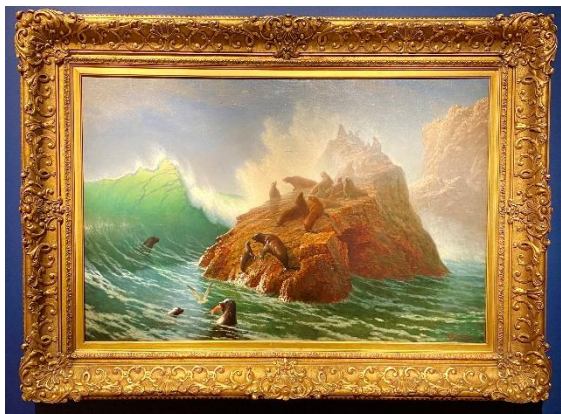


Development department, and the Museum aspires to grow that income in the years ahead.

The ideal candidate will be a relationship practitioner who thrives from being the face of the Museum not just to donors but to the larger New Britain and art world communities. A sophisticated diplomat with a sincere and genuine interest in American art, this candidate will be a consummate professional who can maintain focus while successfully moving a variety of tasks and projects along. Candidates must have integrity, a commitment to inspiring teamwork, and intellectual curiosity.

About the New Britain Museum of American Art

Located since 1937 next to New Britain's historic Walnut Hill Park, the New Britain Museum of American Art traces its beginnings to 1853 with the establishment of the New Britain Institute which displayed original art works for the benefit of the public. In 1903 John Butler Talcott donated funds for the establishment of an endowment to purchase American art for the enjoyment and education of the community, especially the immigrant workers who came to work in the many factories that made New Britain the "Hardware Capital of the World." Today, the collection numbers over 8,300 oils, watercolors, drawings, graphics, and sculpture spanning 300 years of American history, with an impressive depth and quality - holdings of national importance.



The NBMAA aspires to be one of the nation's most welcoming museums as it strives to illuminate the voices of all Americans and present the evolving identity of America and the broadening definition of American Art. Celebrating nearly 120 years of collecting and exhibiting American art, the NBMAA draws upon its deep and renowned array of artworks to tell the unfolding story of America's creative diversity, exploring cultural history and examining new ideas in contemporary art through exhibitions, programs and events. Firmly rooted in the history and culture of New Britain, NBMAA is an important contributor to the quality of life in the local community but draws its audiences from the wider Hartford County area, the state, and the greater Northeast region. The Museum is committed to diversity, equity and inclusion and will continue its work to reflect multidimensional audiences through creative programming and acquisitions, as well as in hiring and in governance, building unity internally and opening pathways across its community.

The Museum's campus signals welcome. The beautiful Ann Beha designed Chase Building built in 2006, added 43,000 sq. ft of gallery and program spaces, a shop, cafe and terraces. A campaign funded Ann Beha 2015 addition seamlessly expanded galleries, classrooms and studios. In 2021, the Landers House, the original home of the Museum, was renovated to include a maker's space, event space and offices. Together there is a total of 53,000 sq. ft of active museum space.

An outdoor sculpture garden on the 2-acre campus blends almost seamlessly with the neighboring Olmsted-designed Walnut Hill Park, whose adjacency allows for Museum/public partnership events, such as

the recent Juneteenth Celebration with programs outside and inside the Museum. At 4,000 members, support is strong and the financial position is solid.

Currently, 30-35 dedicated FTE employees operate within a budget of \$3.5-\$4M, supported in part by a \$25 million endowment. With over 8,300 works of art in a wide range of media from the colonial period to the present day, the Museum's world-renowned collections are stewarded by curatorial and collections staff and enriched through active programming by the educational team and the large and dedicated docent corp. Among the many highlights are the Sanford B.D. Low Illustration collection featuring Norman Rockwell, Howard Pyle and Maxfield Parrish, as well as 300 years of master works including from the Peale family, Albert Bierstadt, John Singer Sargent, Georgia O'Keeffe, Charles Demuth, Robert Motherwell, Christo and Sol LeWitt, as well as contemporary artists like Titus Kaphar and Kara Walker. A major installation of Thomas Hart Benton's five-panel mural, *The Arts of Life in America*, 1932, has a dedicated gallery.

The Museum and its public are rightfully proud of the permanent collection and continue to plumb its depth in exhibitions and programming, build upon its strengths and fill gaps as needed.

Read more about NBMAA in the [2021 Annual Report](#).

School Programs

[School visits](#) are designed to enrich curricula and engage students in dialogue and discovery as they view artworks in the galleries and create hands-on art projects in the American Savings Foundation Art & Education Center. [Programs](#) for students in pre-K through college accommodate students of all abilities. The Museum also offers educators and administrators opportunities for [professional development](#) and classroom enrichment.

Community Partnerships

Each month, the NBMAA supports the community with a diverse array of lectures, programs, and workshops, with accessible offerings ranging from discounts for students to free admission for all. Recent offerings include [Women's History Month](#) and [Earth Day](#).

Adult Programs

The NBMAA offers many opportunities for adults to enrich their lives through a variety of public programs, including films, concerts, performances, [studio classes](#), and workshops. In addition, gallery talks and [lectures](#) provide a closer look at the collection and special exhibitions.



About the Position | Director of Development

The Director of Development (DoD) is a member of the senior leadership team and provides the strategic leadership, operational management, and coordination for all fundraising at NBMAA. By building on the Museum's past and current success, the DoD works collaboratively to lead the department, advance existing partnerships, and cultivate new relationships to achieve NBMAA's development and strategic goals. The DoD plays an active role in planning and achieving the museum's short- and long-range goals and key organizational strategies. The Director of Development has an obligation to set and maintain the highest ethical and operational standards of fundraising in all such efforts at the NBMAA.

Responsibilities:

- In collaboration and partnership with the Director and the Board of Trustees, provide innovative, visionary and strategic operational planning and leadership for all Museum development activities. This includes leading the philanthropic and membership areas of the Museum, as well as identifying, cultivating, soliciting, and stewarding a personal portfolio of top donors and prospects.
- Create an ambitious, comprehensive written annual development plan and calendar with clearly defined goals, objectives, collaborations, timelines, and assignment of responsibilities.
- Establish the groundwork for future endowment and capital campaigns.
- Support and channel the Director, Trustees, and Museum colleagues in their fundraising activities by seeking ways to maximize their participation in philanthropic efforts.
- Build strong relationships in the community. Serve as one of the Museum's key spokespersons, actively seeking opportunities to engage with the broader community and participate in events that position the Museum for greater visibility and expanded audiences.
- Manage and mentor a dedicated staff of three and oversee the department's budget. Encourage a supportive, collaborative, productive, and healthy work environment by facilitating communication among development team members and between development and other Museum departments. Oversee the department's policies and procedures relative to prospect identification, donor engagement, and recognition opportunities.
- Create, implement, and manage short- and long-term development plans with defined goals and objectives. This will include plans for the retention and growth of individual and corporate members at all levels by creating appealing membership benefits and programming.
- Establish trust and credibility with donors, board members, artists, staff, volunteers, and constituents by recognizing their contributions and perspectives.
- Review and update development policies and procedures for more effective information management and gift tracking in line with current fundraising standards and best practices.
- Harness a new Tessitura donor technology platform.
- Oversee efforts to grow the Museum's planned giving program.

Qualifications:

- A Bachelor's degree is required, advanced degree preferred, and a CFRE desired.
- Minimum of seven years of success in leading a development department in a nonprofit organization, ideally within an arts and culture organization.
- A working knowledge of all areas of development including major gifts, annual giving, membership, corporate and foundation giving, planned giving, campaigns, donor research, and corporate sponsorship.
- Ability to understand and extract data for effective prospect strategy and programmatic reporting and tracking.
- Proven record of achievement and accountability in securing significant individual and corporate gifts, and exceeding ambitious fundraising targets; meticulous about meeting deadlines.
- A track record of pursuing excellence in donor and customer satisfaction by placing a high value on deep relationships and proactive, positive rapport with key constituents.
- Exceptional planning and organizational skills.
- The dexterity to establish specific, realistic, and time-sensitive goals while calculating the risks of various options and anticipating the human, financial, and technological resources needed to achieve extraordinary results.
- Professionally accountable, assertive, and persistent; possession of a strong and innate work ethic and self-confidence.
- Ability to construct, articulate, implement, and evaluate written development plans and budgets.
- Excellent oral and written communication skills and ability to listen attentively.
- Ability to build a strong team and a creative, healthy working environment and to make tough decisions when necessary. Commitment to inclusion and diversity and a history of working effectively with all people.
- Ability to engage diplomatically with and garner the trust of donors, colleagues, Board members, and other stakeholders. Ability to attract, influence, and build long-term relationships with all types of donors.
- Energetic and skilled networker who enjoys community engagement, attending events, and participating in activities to position the Museum for success.
- Flexible and adaptive work style with the ability to work nights and weekends. In- and out-of-state travel required.
- Bilingual (English/Spanish/Polish) desirable.



The NBMAA is an equal opportunity employer. All qualified candidates will receive consideration for employment without regard to race, religion, color, national origin, gender, sexual orientation, gender

orientation, age, or status as a qualified individual with a disability. The NBMAA welcomes individuals with diverse backgrounds, experiences, and ideas who embrace and value diversity and inclusivity.

About Our Leadership



Brett Abbott
Director and CEO

Brett Abbott came to the NBMAA from his previous role as Director of Collections and Exhibitions at the Amon Carter Museum of American Art, where he led the Carter's Curatorial, Conservation, Publications, Archives, and Registration departments, as well as Exhibition Design, Photo Services and Preparations. There, Abbott set the vision for the curatorial team, developed, and oversaw the implementation of a long-range guide for acquisitions and collections growth, and established the Museum's collection care and stewardship plan. He spearheaded a major renovation and re-imagining of the Carter's internal galleries, completed in 2019, to improve visitor experience and was instrumental in a reinstallation of the permanent collection that moved towards an entirely new thematic presentation, connecting artists and work through time. Abbott also helped to significantly expand the Museum's collections and endowment, with notable acquisitions of works including Ruth Asawa's *Untitled (S.453, Hanging Three-Lobed, Three-Layered Continuous Form within a Form)* (c. 1957–1959), George Bellow's *The Fisherman* (1917), Dawoud Bey's *Night Coming Tenderly, Black: Untitled #4 (Leaves and Porch)* (2017), and Gabriel Dawe's *Plexus no. 34* (2016).

Abbott earned his Bachelor of Arts in art history with distinction from Stanford University, his Master of Arts in art history from Williams College and completed the Executive Education Program for Museum Leaders at the Museum Leadership Institute. Over the past two decades, Abbott has organized more than 30 exhibitions and contributed to more than a dozen publications. A specialist in 20th- and 21st-century American photography, Abbott previously spent five years at the High Museum of Art in Atlanta, where he served as Keough Family Curator of Photography and Head of Collections, and nine years at the J. Paul Getty Museum in Los Angeles.

Among his many awards are the Ansel Adams Fellowship for work on Wynn Bullock at the Center for Creative Photography in 2012 and two Lucie Awards for Curator/Exhibition of the Year.

Why New Britain?

As one of the most historic regions in the United States, Greater Hartford is a vibrant hub of economic development, community, arts, culture, sports, recreation, and diversity, making it a destination for those seeking everything from engaging business opportunities and quality of life second to none.

What differentiates Greater Hartford from other U.S. markets? Its unique blend of business, culture, and diversity. As the Insurance Capital of the World, Hartford is one of the most educated regions in the country. The region also offers world-class health care, rich history of manufacturing, energetic young professionals,

and global broadcast and media. Blend these business opportunities with historic and modern art museums; eclectic music venues; unlimited opportunities for community engagement; local, collegiate, and professional sporting events; urban, suburban, and rural living; and several renowned institutes of higher education.

At the heart of this vibrant region is New Britain. Famous for its Little Poland, storied industrial legacy, Minor League Baseball, Millennial Mayor, Fredrick Law Olmsted-designed park, poetry scene, and Bee mascot, New Britain has a celebrated brand all its own. A mid-size Connecticut city, it is located halfway between New York City and Boston, it boasts dynamic cultural diversity offering unique experiences in [cuisine](#), [arts and culture](#), [sports](#), [community events](#), and education — with [Central Connecticut State University](#) located just minutes from downtown.

With over 1,200 acres of [parkland](#) in 44 city parks, New Britain prides itself in having the highest ratio of public park space to total town land in Connecticut. New Britain's Parks System is host to a large variety of sports and recreation venues, activities, facilities, and events. These include special events, concerts, tournaments, aquatics programs, baseball, softball, soccer, football and cricket fields, basketball, and tennis courts, playscapes, bike races, fitness and nature trails, ice skating areas, walking paths, and fishing derbies.



Downtown New Britain is well into a time of total transformation, with the [Streetscape](#) and [Complete Streets](#) improvements being implemented and construction of trendy living sites. These improvements are being made to help make the downtown more walkable, livable, and attractive and involve everything from installing brick sidewalks to reducing road widths at intersections, installing way-finding signage, artwork, benches, street trees, and other amenities like Wi-Fi access.

Procedure for Candidacy

Lindauer, a global search and talent firm, has been retained to conduct this search on behalf of New Britain Museum of American Art. Consideration of candidates will continue until the position is filled.

Candidates should submit, in confidence, a resume and cover letter. Communications, nominations, applications, and inquiries concerning this search should be directed to Libby Roberts, Senior Vice President at lroberts@lindauerglobal.com and Carmel Napolitano, Vice President at cnapolitano@lindauerglobal.com.

Prior to submitting your resume for this position, please read it over for accuracy. Lindauer does verify academic credentials for its candidates, and our clients frequently conduct background checks prior to finalizing an offer.