

CORNING MUSEUM OF GLASS



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PHOTOGRAPH

Major Gift Officer, Capital Campaign Corning, NY

DRi Waterstone
HUMAN CAPITAL

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About Us

Established in 1951 by Corning Glass Works (now Corning Incorporated) as a gift to the nation for the company's 100th anniversary, The Corning Museum of Glass is a not-for-profit museum dedicated to exploring a single material: glass. Annually welcoming just under half a million visitors from around the world, the Museum's campus is home to the world's most comprehensive collection of glass, the world's foremost library on glass, and one of the top glassworking schools in the world.

Glass is a versatile, ancient material that is still being explored and understood by artists, scientists and historians today. The story of glass is a story about art, history, culture, technology, science, craft and design.

Over 50,000 objects representing more than 3,500 years of history are included in the Museum's collection; items range from the portrait of an ancient Egyptian pharaoh to contemporary sculpture. The Museum's highly regarded curators and librarians actively acquire materials; and curators, librarians, educators and artists organize special on-campus and traveling exhibitions; teach; conduct and publish extensive research; host numerous artist residencies and public presentations; and showcase daily demonstrations of contemporary glassworking. The Corning Museum of Glass' authority on glass art is felt around the world.

Guests can learn about the science and technology behind innovations in glass through hands-on exhibits in the science and technology gallery, called the Innovation Center. They can explore the concepts behind optics, vessels and windows and meet the innovators who have changed our world using glass.

The Museum is a center for glass scholarship. A key component of the institution is The Juliette K. and Leonard S. Rakow Research Library: the world's foremost library on the art, history and science of glass and glassworking. The Rakow's mission is to acquire everything published on the subject of glass, in every format and in every language. This invaluable resource for scholars and artists also offers exhibition space for curated exhibitions that bridge the Library's rich collections with rare books, objects, materials and stories that interpret the Museum's various collections in exciting and inspiring ways. In addition, the Museum regularly publishes journals, educational videos and scholarly publications—many of which can be accessed on its content-rich website. Both the Rakow and glass collections are available on the website and are fully searchable across both collections.



About Us (Continued)

The Museum brings glass to life through live, narrated glassworking demonstrations. Some of these daily demonstrations take place in a renovated historic glass factory building that contains one of the world's largest facilities of its kind, with auditorium-style seating for 500. The Museum also offers live Hot Glass Demos on The Road with its traveling hot shop for those who can't actually visit Corning.

To enable visitors to try their own hand at making glass, the Museum offers Make Your Own Glass sessions for beginners. Our internationally renowned glassworking school, The Studio, offers more intensive courses in all levels of glassworking year-round.

Even the 10-acre campus of The Corning Museum of Glass is a unique collection of modern glass, as displayed in its architecture. The Museum's buildings have been influenced by three distinct generations of architects, all of whom shared the goal of creating a fluid space and incorporating glass wherever possible. The effect is powerful. In 2007, the public voted The Corning Museum of Glass as #136 on a list of America's 150 favorite buildings, in a poll conducted by The American Institute of Architects.

The most recent addition to the Museum, which opened in March 2015, is a 100,000-square-foot Contemporary Art + Design Wing which includes a 26,000-square-foot gallery. It is the largest space anywhere dedicated to the presentation of contemporary art in glass. Karol Wight, the institution's president and executive director, has observed, "The opening of the Contemporary Art + Design Wing was a pivotal moment for the Museum. CMOG provides the rare opportunity to experience the medium's complete and complex history, appreciate its application as an artistic medium, and witness and participate in its creation all in one place. Contemporary artists are taking glass to a new scale, and our new wing allows us to showcase these monumental works in an ideal viewing atmosphere."

In all of its facets, the Museum is a dynamic institution that continues to actively collect, educate, preserve and share the experience of the art, history, and science of glass.



Equity

The Corning Museum of Glass has historically focused on telling the story of glass unrelated to issues of equity and inclusion. Today we recognize this approach excludes the breadth of contributions and ideas of diverse peoples and cultures past and present. By failing to acknowledge and address these exclusions, we play a role in perpetuating them.

We know we can do better.

Prioritizing diversity, equity, and inclusion, and measuring our progress are commitments that are shaping the future of our Museum. We are actively fostering a culture and community of inclusion that promotes, respects, and celebrates all aspects of diversity.

Our actions will help us become more culturally responsive, more relevant and effective, and able to more fully connect with our many communities. A more equitable, inclusive, and diverse museum is a stronger and more innovative one.

Our commitments include:

- Analyze and recognize the role we have historically played in creating barriers to equity at our museum.
- Examine and revise our current policies, practices, and procedures, and remove barriers - physical, intellectual, and financial - to access.
- Expand the diversity of our collections and our interpretation of them.
- Engage and develop relationships with diverse communities, especially communities of color, and involve those communities in decision-making.
- Serve as a resource for other cultural institutions, knowing that we are imperfect and that we will always have work to do.
- Continue to:
 - Dedicate and prioritize resources to fund DEI work.
 - Maintain an active Diversity, Equity & Inclusion Team that leads, inspires, and measures progress.
 - Train our staff on inclusive communication and interrupting institutional racism.
 - Ready the institution to recruit and retain staff and board members who are more representative of the diversity of people we serve.



The Opportunity

The Corning Museum of Glass is seeking a Major Gift Officer, Capital Campaign (MGO) who will serve as a frontline fundraiser for the Museum's StudioNEXT Capital and Endowment Campaign. They will be responsible for managing a portfolio of prospects and donors targeted for capital and endowment campaign giving. The MGO conducts in-person and, when necessary, virtual visits to identify, qualify, cultivate, solicit, and steward prospects capable of making a special gift of five, six, and/or seven figures. They collaborate with the Chief Advancement Officer (CAO), Campaign Committee, and other members of the Advancement Team to create and successfully execute strategies to expand the campaign and major gifts pipeline by initiating and developing relationships with those in a position to be philanthropic with the Museum and those that are specifically interested in supporting the vision and purpose of the Capital Campaign. The focus for the MGO is prospects residing outside of Corning.

Responsibilities include:

Portfolio Development and Fundraising

- The MGO will be provided with a pool of 125-150 rated prospects identified as major and leadership gift capable (5-, 6-, and 7-figure) or campaign gift capable (4- and 5-figure) and will qualify or disqualify the prospect for next steps and moves within the Capital Campaign pipeline.
- Works in collaboration with the Pipeline Development Team to establish a working portfolio of 50-75 prospects in various stages and qualifies, cultivates, solicits, and closes gifts, continuously moving prospects into and through the pipeline to maintain 30-50 active prospects.
- Participates actively in prospect review and pipeline development meetings with the Capital Campaign Committee, CAO, and other Advancement Team members to determine cultivation and solicitation strategy and to coordinate schedules with the other frontline fundraising work being performed by CAO, the Manager, Institutional and Planned Giving (MI&PG), and/or Museum leadership.
- In collaboration with the CAO, plans a schedule of discovery calls and personal visits either in person or virtually, moving prospects to donors, and preparing prospects for cultivation or solicitation visits by Campaign Committee leadership and volunteers.
- Works independently to conduct 10-15 prospect visits per month; travel expectations are approximately 75% working from the road. Independently and with other leadership or Campaign Committee members, solicits and closes gifts of four, five, and six figures.



The Opportunity (Continued)

Portfolio Development and Fundraising (Continued)

- Participates in Campaign events to identify new prospects, cultivate existing prospects, and steward StudioNEXT donors.

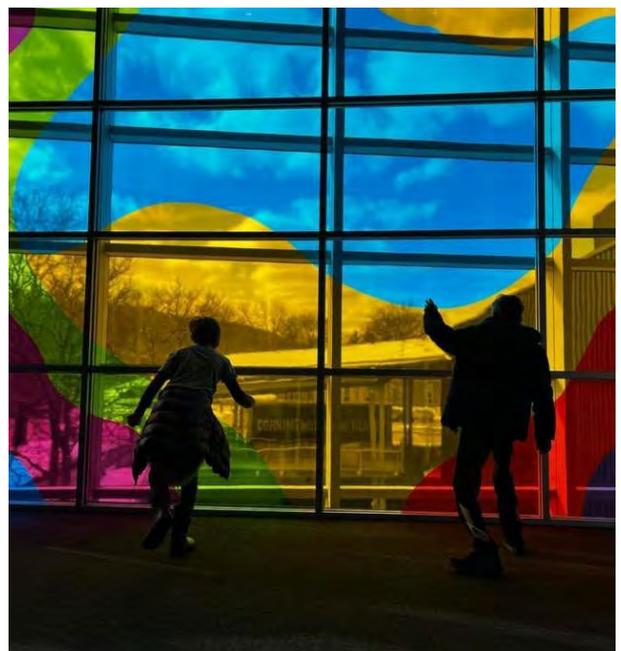
Donor Relations and Stewardship

- Tracks all prospect outreach, insights, notes, and information in Raisers Edge (customer relationship management software) in a timely fashion. Prepares and files contact reports and follows effective prospect management system recording guidelines.
- Reports back to the CAO and Pipeline Development Team with results of visits to provide a quick snapshot of meetings and to move forward prospects with the highest potential.
- Collaborates with the Advancement Associate, Donor Relations and Research to prepare gift agreements, gift intent forms, and pledge schedules, and if appropriate, offers and obtains confirmation of recognition opportunities.
- Works with the Advancement Team to ensure that Campaign donors receive Campaign-specific and other appropriate Museum communications, invitations to events, and are continuously engaged and stewarded throughout the campaign.

- Attends and participates in Campaign outreach, cultivation, and stewardship events both on CMOG's campus and off-site.

General

- Supports and amplifies the Museum's commitment to diversity, equity, inclusion, and access.





The Candidate

Desirable experience and skills include:

- Bachelor's degree required.
- Minimum 7-10 years of experience in non-profit fundraising and securing major gifts; record of success securing six and seven-figure gifts preferred.
- Demonstrated experience using Raiser's Edge or equivalent CRM database.
- Demonstrated knowledge of and experience with Microsoft Office Suite, MS Teams and SharePoint.
- Ability to quickly learn, embrace and communicate the vision, purpose and plan for the Capital Campaign.
- High level of energy and self-directed initiative required.
- Demonstrated ability to think strategically and creatively about maintaining an active and consistent schedule of visits with rated prospects and involving the Museum's senior gift officers when appropriate.
- Excellent project management skills, including the ability to establish and monitor priorities and meet deadlines in a fast-paced environment.
- Respect and exemplify the values of the Corning Museum of Glass in all interactions with colleagues, staff, volunteers, and the public.
- Ability to represent the Museum in a professional manner.
- Adhere to all prescribed organizational and departmental policies and procedures.
- Appreciate cultural environments; interest in the arts and museums; experience at a complex non-profit and/or arts and cultural institution preferred.
- Ability to work independently, as well as in a team, with a track record of successful collaboration.
- Excellent interpersonal skills.
- Excellent written and verbal communication skills.
- Some weekends and/or evenings required; flexibility in hours necessary.
- Extensive regional and/or domestic travel and some international travel, as needed.

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Applications can be submitted at
<https://driwaterstonehc/position/corning-mgo>

All first-round interviews for this position will take place via video conference with DR/WaterstoneHC.

DR/Waterstone HC is an executive search and development consulting firm that recruits senior leaders and works with them to build talented teams, create bold strategic plans, and design powerful fundraising programs.

EQUAL OPPORTUNITY EMPLOYER

Corning Museum of Glass provides equal employment opportunities to all employees and applicants for employment and prohibits discrimination and harassment of any type without regard to race, color, religion, age, sex, national origin, disability status, genetics, protected veteran status, sexual orientation, gender identity or expression, or any other characteristic protected by federal, state, or local laws.