

# CORNING MUSEUM OF GLASS

Senior Advancement Officer  
Corning Museum of Glass  
Corning, NY  
<https://www.cmog.org/>

***The option to work remotely is available for this position.***

*Send Nominations or Cover Letter and Resume to:*

Maureen Huminik

Vice President

617-262-1102

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## Introduction: The Corning Museum of Glass

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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 (CMoG) is a not-for-profit museum dedicated to telling the story of a single material: glass. Annually welcoming almost 460,000 visitors from around the world, it's campus is home to the world's most comprehensive collection of glass, the world's foremost library on glass, the Innovation Center, 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.

Nearly 50,000 objects representing more than 3,500 years of history are displayed in the [Glass Collection Galleries](#); items range from the glass portrait of an ancient Egyptian pharaoh to contemporary sculpture made in glass. The Museum's highly regarded curators actively acquire materials; and curators, 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's authority on glass art is felt around the world.



Visitors can learn about the science and technology behind innovations in glass through hands-on exhibits in the [Innovation Center](#). They can explore the concepts behind optics, vessels and windows and meet the innovators who have changed our world using glass.



CMoG brings glass to life through live, narrated glassworking demonstrations. These daily events 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 hotshop for those who can't actually visit Corning. In addition, the Museum offers a design program, [GlassLab](#), aimed at helping designers explore glass as a material for their work.

For those visitors interested in trying glassworking themselves, The Corning Museum of Glass offers daily [Make Your Own Glass](#) sessions for beginners. For a more intensive experience, the Museum provides one-day, weekend, or multiple-week courses at its internationally renowned glassworking school, [The Studio](#), which offers courses in all levels of glassworking year-round. It should be noted that the Museum is currently in the silent phase of a fundraising campaign to expand The Studio significantly. This initiative would secure The Studio's position as *the* destination and experience that every artist working in glass would consider essential to further their artwork, creativity and growth.

The Museum also 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 contemporary artists also offers an exhibition space for thoughtful, 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 website.



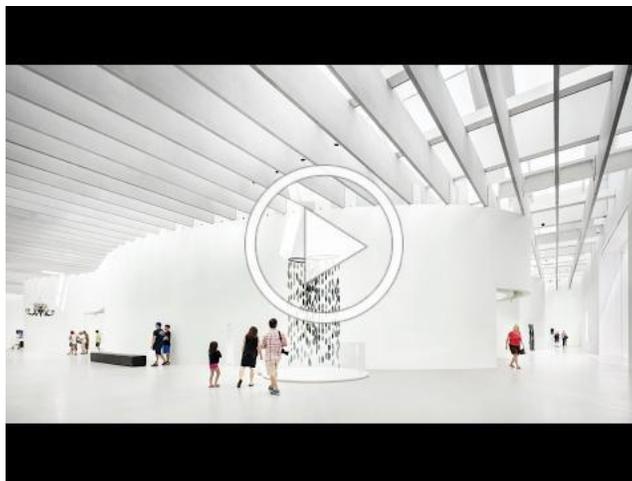
Even the 10-acre campus of The Corning Museum of Glass is a unique collection of modern glass, as displayed in its [architecture](#). The Museum's buildings have been influenced by three distinct generations of architects, all of whom shared the goal of creating a fluid space and incorporating glass 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, 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 glass. The Museum helps visitors to see glass in a whole new light.



[Play the video](#): CMOG in 2 minutes

## **The Opportunity:**

The Corning Museum of Glass is seeking an accomplished fundraiser to serve as Senior Advancement Officer (SAO). As an integral player in a fast-paced, start-up advancement effort, the SAO will work closely with the Chief Advancement Officer in establishing fundraising goals and identifying fundraising opportunities. In this newly created role, the Senior Advancement Officer will build a portfolio of major gifts prospects to engage in opportunities to support the work of the Museum including exhibitions, education, research and capital initiatives. Ideal candidates will be self-starters, grounded in best practices, and bring successful track records that include securing six-figure+ gifts from individuals and others.

## **Position Overview – Senior Advancement Officer**

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The Senior Advancement Officer identifies, qualifies, cultivates, solicits and stewards new and existing donors who have the capacity to make major gifts to The Corning Museum of Glass. S/He partners closely with the chief advancement officer (CAO) to drive an innovative, effective and rapidly growing major gifts fundraising program by building the Museum's prospective, major gifts-capable donor pool; creating action plans to cultivate prospective and current donors; identifying and crafting opportunities to engage with the Trustees, the Museum's leaders, curators and others in fundraising; developing solicitation and stewardship strategies for prospective and existing donors; and, successfully soliciting and closing major gifts.

## **Responsibilities:**

- Responsible for the identification, qualification, cultivation, solicitation and stewardship of major gifts-capable donors and prospects through face-to-face visits and other means. Oversees and/or personally executes solicitation and closing of annual, major and planned gifts.
- Develops and manages a portfolio of 150+/- prospective and current major-gifts capable donors.
- Develops and executes donor cultivation and solicitation strategies that link donor interests to Museum priorities, as well as integrates gift planning instruments and annual giving, thereby actively building the donor pipeline.
- Facilitates interaction between prospective and existing donors and the Museum's president and executive director, the Board of Trustees, key volunteers, and other leadership and staff. Works closely with colleagues in the advancement department and other Museum departments.
- Coordinates and executes cultivation programs to build and maintain long-standing relationships with the Museum, including event program development and/or fundraising volunteer committee management.
- Assists in maintenance of donor records; rates prospects according to potential; and records key interactions with donors in the Museum's Raisers Edge database.
- Monitors all relevant prospect contacts to ensure positive and purposeful prospect and donor relations.
- Tracks and reports on progress of major gifts fundraising throughout the year.
- Works closely with the marketing/communications department to create and produce materials and tools to communicate regularly with current and prospective donors.
- Prepares a wide variety of written correspondence, including contact reports, proposals, letters of inquiry, stewardship reports, acknowledgements and related materials.
- Identifies opportunities to network with donors and prospects and engages members of the Board and staff.
- Identifies and implements opportunities for donor recognition, stewardship and appreciation.
- Formulates and manages budgeted programming and travel.

## **Qualifications:**

- Bachelor's degree required.
- At least eight to 10 years of experience identifying and working with high-level donors and volunteers or comparable, entrepreneurial-focused experience working with high-net-worth individuals, with a special emphasis on prospecting for and identifying prospective donors.
- Must be a highly energetic professional with a track record of building donor relationships and closing gifts in the five-, six- and seven-figure range, or comparable entrepreneurial results.

- Experience in an arts and/or cultural institution required.
- Ability to effectively articulate mission and priorities to a broad range of potential stakeholders, including current and prospective supporters.
- Outstanding interpersonal skills and the ability to work effectively with people at all levels.
- Must be conversant on planned giving vehicles and able to engage in concept discussions around planned giving opportunities.
- Demonstrated knowledge of and experience with relevant constituent databases; experience with Raiser's Edge desired.
- Strong organizational skills, including the ability to set clear priorities aligned with the goals of the Office of Advancement and proactively manage time well.
- Ability to travel extensively.
- Ability to represent the Museum professionally.
- Ability to work in a team environment.

## Advancement Overview

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The depth, breadth and excellence of the Museum today would be unthinkable were it not for the extraordinary legacy of support from Corning Incorporated. Traditionally, the Museum has raised between \$500,000 to \$1 million in outright gifts apart from the ongoing Corning Incorporated support. Of this total, about \$350,000 per year has come from the 166 households who comprise The Ennion Society, the Museum's leadership-level annual giving program. With the hiring of Jim Gerhardt as chief advancement officer, the Museum began in 2017 to build on Corning's noteworthy legacy of philanthropy and established an advancement department. As a result, 2017 became a transformational year in terms of giving as the Museum raised just over \$4 million. This total included its first-ever \$1 million commitment from individuals; a \$1 million grant award from The New York State Council on the Arts (NYSCA) and Empire State Development, as part of their Arts and Cultural Facilities Improvement Program, for the planned expansion of The Studio; and, several other significant gifts from foundations and other institutional funders.

The Museum is in the quiet phase of a targeted \$23+ million capital campaign to expand the Studio. Plans are in place to further identify prospective donors and more actively cultivate those and its current friends to support its comprehensive glass collections (including collections acquisition, interpretation, exhibition and conservation), the Innovation Center, The Juliet K. and Leonard S. Rakow Research Library, and education and public programming and outreach. A particular goal will be to build the Museum's endowment resources in support of these areas.

## Location

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### **Corning, NY:**

The Corning Museum of Glass is located in the beautiful Finger Lakes region of upstate New York, approximately 165 miles from Albany and 212 miles from New York City. This region is a 9,000 square mile, four-season playground, set against a backdrop of Mother Nature's best work — from waterfalls and gorges, to thick, cool woods, to rolling hills, to miles of spectacular shoreline on 11 glacial lakes and one Great Lake.



Residents and visitors alike can spend their days on the water or trails enjoying everything from swimming and boating, to wine and cheese, to art and history. The Finger Lakes area is New York's largest wine producing region. Over 100 wineries and vineyards are located around Seneca, Cayuga, Canandaigua, Keuka, Conesus, and Hemlock Lakes. Because of the lakes' great depth, they provide a beneficial effect to the lush vineyards that flank their shores. With the passage of the Farm Winery Act in 1976, numerous wineries are now open to visitors. Wineries are a growth industry of the region, contributing through their production and by attracting visitors.

There is fine, local fare in area restaurants, or one can enjoy a show or game at one of the region's many cultural and sports venues. Residential home prices are quite affordable and visitor accommodations range from a choice of quaint B&Bs to stately hotels or friendly, lakeside campgrounds.

Learn more: [Finger Lakes Region](#) and [Visit Corning, NY](#)

### **Background Checks:**

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

To learn more, call  
Maureen Huminik, Vice President at  
617-262-1102  
or send nominations or cover letter and resume to  
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All inquiries will be held in confidence.



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## Appendix

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### **Leadership:**



**Karol Wight, Ph.D.**

***President and Executive Director***

Dr. Karol Wight became executive director at The Corning Museum of Glass in August 2011 and served as curator of ancient and Islamic glass from August 2011 through July 2017. In January of 2015, she was promoted to the position of president and executive director of the Museum and is now responsible for oversight of all Museum activities.

A specialist in ancient glass, she has curated or co-curated numerous exhibitions on ancient art and glass, including [Ennion and His Legacy: Mold-Blown Glass from Ancient Rome](#) (CMoG, 2015) and [Molten Color: Glassmaking in Antiquity](#) (J. Paul Getty Museum at the Getty Villa, ongoing). For 2017, Wight provided curatorial assistance for the Rakow Research Library's exhibition, [Curious and Curiouser: Surprising Finds from the Rakow Library](#) (opened April 2017). She is also working in an advisory capacity with the Ministry of Culture for the Republic of Italy to develop a traveling exhibit of ancient glass from eight regional museums in northern Italy.

In January 2017, Wight was appointed to a U.S. State Department advisory post on the Cultural Property Advisory Committee (CPAC) by former President Barack Obama. CPAC advises the president and other government officials on the establishment or renewal of memoranda of understanding designed to protect the cultural heritage of foreign countries. Wight is one of two committee members who represent the interests of museums on CPAC.

Previously, she was senior curator of antiquities at the J. Paul Getty Museum, located at the Getty Villa in Malibu, California. While there, Wight directed public programs and changing exhibits at the Getty Villa and managed the Department of Antiquities.

Wight received her doctorate in art history from the University of California, Los Angeles. She is a member of the Association of Art Museum Directors and holds a place on AAMD's Art and Archaeology Task Force. She is also a member of the Board of Trustees of the International Association for the History of Glass.



**James Gerhardt**  
***Chief Advancement Officer***

Jim Gerhardt joined the Museum in November 2016 as the Museum’s chief advancement officer to grow and lead the advancement department; build its annual, major and institutional giving programs; and launch campaigns to fund the Museum’s strategic initiatives. He most recently served as the chief advancement officer for the National Museum of American Jewish History, Philadelphia, PA. Gerhardt brings to the Museum more than 15 years of experience in the development of arts- and education-focused organizations, including Yale University, New Haven, Conn.; Rollins College, Winter Park, Fla.; and Learning Ally, Princeton, N.J.

Gerhardt holds an MBA in finance and accounting from the University of Texas at Austin, and a BA in history from Yale University.

To learn more, please click [Gerhardt](#) and view page 9.