



# THE PRESERVATION SOCIETY OF NEWPORT COUNTY

[www.newportmansions.org](http://www.newportmansions.org)

Newport, RI

## CAMPAIGN DIRECTOR

### THE SEARCH

The largest cultural organization in Rhode Island, The Preservation Society of Newport County preserves and protects some of the country's best properties and landscapes from the Colonial era through the Gilded Age. Each year, the Preservation Society hosts more than half a million visitors to its 11 properties – the majority of which are National Historic Landmarks.

To ensure the preservation of Newport's cultural treasures, the Preservation Society recently completed a campaign planning study to further refine its long-term goals. The resulting comprehensive campaign is now in the planning phase.

The newly created position of Campaign Director would shape and lead this transformational campaign for the Preservation Society. The Campaign Director would strategically create the necessary conditions for a highly successful campaign, including effective support of volunteer efforts and building internal infrastructure.

The optimal candidate for this leadership role would have demonstrated experience in the planning and execution of successful comprehensive campaigns, ideally for a well-branded cultural organization. He or she would have the stature, poise, and interpersonal skills to purposefully engage, energize, and support high-caliber volunteers in activities that inspire philanthropy for historic preservation.

The Campaign Director should bring a proactive and affirmative approach to fundraising, and be adept at working with a sophisticated and seasonal donor base. He or she would report to the CEO, staff the campaign committee, and collaborate with colleagues in Development and throughout the Preservation Society to facilitate communication and maintain a coordinated, prospect-driven, and integrated process.

*The Society has retained Freeman Philanthropic Services, LLC (FPS) to assist on this executive recruitment. After reviewing the Campaign Director's key responsibilities and requirements outlined in this profile, please send confidential applications and inquiries directly to FPS at [Newport@glfreeman.com](mailto:Newport@glfreeman.com).*



FREEMAN PHILANTHROPIC SERVICES, LLC

[WWW.GLFREEMAN.COM](http://WWW.GLFREEMAN.COM)

# THE PRESERVATION SOCIETY OF NEWPORT COUNTY

The Preservation Society of Newport County, Rhode Island's largest cultural organization, preserves and protects the best of Newport County's architectural heritage. Its 11 historic properties and landscapes – seven of which are National Historic Landmarks – trace America's architectural and social development from the Colonial era through the Gilded Age. In keeping with its mission, the Society strives to offer its members and the public a comprehensive view of each property's architecture, interiors, landscapes and social history. The Society was founded in 1945 as a private, not-for-profit educational organization.




In 2004, the Preservation Society was awarded accreditation by the American Association of Museums (AAM), a mark of excellence in the museum community (only 750 of the nation's 16,000 museums are accredited by the AAM). The Preservation Society is honored to have ten of its historic properties designated as Official Projects of Save America's Treasures, an initiative of the White House Millennium Council and the National Trust for Historic Preservation dedicated to the preservation of our nation's irreplaceable historic and cultural treasures for future generations.





The Preservation Society offers many educational programs, conversation projects, and research reports. These educational opportunities are designed to present the Society's houses and collections to a broad and diverse audience in as many interesting and enlightening ways as possible, and include international symposia and forums, study days, lectures, workshops, films, tours, and more.

## THE MANSIONS

 **THE BREAKERS** is the grandest of the Newport summer cottages and a National Historic Landmark. Cornelius Vanderbilt II, President and Chairman of the New York Central Railroad, commissioned architect Richard Morris Hunt to design this summer retreat on the 13-acre estate overlooking the Atlantic Ocean. This 70-room Italian Renaissance-style villa, completed in 1895, includes a 45-foot high central Great Hall. The name originates from the property's spectacular view of the Ocean and the waves breaking on the rocks below.

 **THE BREAKERS STABLE & CARRIAGE HOUSE** includes a private collection of Vanderbilt family memorabilia, including horse-drawn coaches.

 **THE ELMS**, a National Historic Landmark, is a French-style chateau completed in 1901 by architect Horace Trumbauer as a summer house for coal magnate Edward Berwind. It contains every technological achievement of its time and was one the first Newport houses to be fully electrified. The estate includes a 10-acre park and an elaborate sunken garden, which was recently restored.

 **MARBLE HOUSE**, with 500,000 cubic feet of marble, was completed in 1892 for William K. Vanderbilt and his wife, Alva, who worked closely with architect Richard Morris Hunt to design this opulent estate. The grounds of this National Historic Landmark include a colorful Chinese tea house overlooking the Atlantic Ocean.



**ROSECLIFF**, modeled after the Grand Trianon at Versailles, was designed by architect Stanford White and completed in 1902 for Nevada silver heiress Theresa Fair Oelrichs. Rosecliff has been featured in several movies, including *The Great Gatsby*, *True Lies*, *Amistad* and *27 Dresses*.

**CHATEAU-SUR-MER**, a classic example of High Victorian architecture and furnishings, was commissioned in 1852 by China Trade merchant William Wetmore. This National Historic Landmark is noted for its original Victorian park with century-old weeping and copper beech trees, a Chinese moon gate, and a Colonial Revival garden pavilion.

**CHEPSTOW**, an Italiante-style 1860 villa, was designed by Newport architect George Champlin Mason as the summer residence for Edmund Schermerhorn. It houses a collection of 19<sup>th</sup> century landscape paintings by Hudson River school artists.

**HUNTER HOUSE** was saved from demolition in 1945 to preserve its superbly carved and grained woodwork. This National Historic Landmark was built in 1748 by Jonathan Nichols, a prosperous sea merchant. It houses an exemplary collection of Colonial furniture by noted 18<sup>th</sup> century Newport artisans.

**ISAAC BELL HOUSE** is considered one of the finest examples of shingle-style architecture in America. This National Historic Landmark was built in 1883 by the firm McKim, Mead and White in a combination of Old English and European architecture with Colonial American and exotic details, such as a Japanese-inspired open floor plan and bamboo-style porch columns.

**KINGSCOTE**, a Gothic Revival cottage built in 1839 for a Georgia plantation owner, was one of Newport's first summer houses. The dining room of this National Historic Landmark has one of the earliest installations of Tiffany glass.

**GREEN ANIMALS TOPIARY GARDEN**, a seven-acre Victorian country estate overlooking Narragansett Bay, has more than 80 sculptured trees and shrubs in the shape of animals and geometric forms, formal flowerbeds, fruit and vegetable gardens.

## LEADERSHIP

**CEO & EXECUTIVE DIRECTOR** The Chief Executive Officer and Executive Director is Trudy Coxe. Since joining the Preservation Society in 1998, she has grown the organization's annual operating budget from \$9 million to \$16 million; ten of the Society's properties were designated as Official Projects of Save America's Treasures; and the Society received accreditation by the AAM. Previously, Ms. Coxe served as the Massachusetts Secretary of Environmental Affairs, Director of Ocean and Coastal Resource Management in the National Oceanic and Atmospheric Administration, and executive director of Rhode Island's Save the Bay.

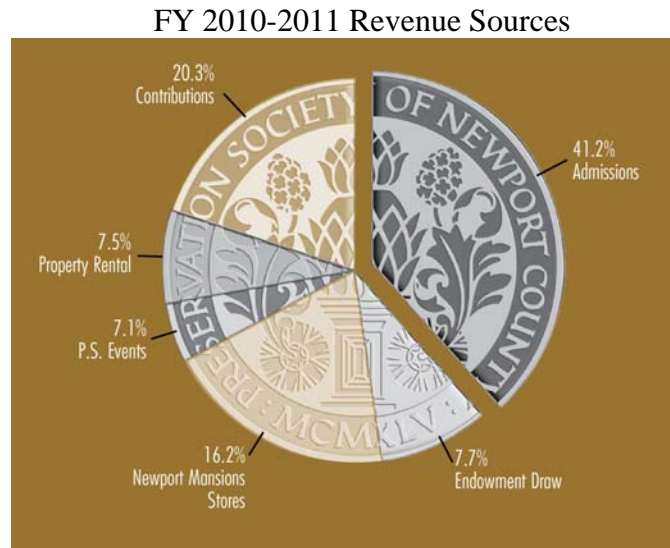
**THE BOARD OF TRUSTEES** The Preservation Society benefits from the strong leadership of many prominent business, community, and not-for-profit leaders. The current Chairman is Donald O. Ross and the Vice-Chair is Angela Brown Fischer. For a complete listing of the Board's membership, please visit the Society's [website](#).



## FINANCIAL HIGHLIGHTS

The Preservation Society's annual operating budget is \$16 million. Admission charges, membership dues, philanthropic support, and special events help the Society to carry out its mission of protecting Newport's heritage for present and future generations. Other sources of income include property rentals for private and corporate events, educational sales, and product licensing. In addition, the historic properties have served as backdrops for major feature films and advertising and photography shoots.

Last year, total visits were up 2.7% over the previous year and admissions revenue exceeded budget by 2.9%. Memberships contributed \$852,000 and the Annual Fund raised a record-breaking \$663,000. Total gifts contributed to the Preservation Society were over \$3.8 million, including \$119,000 in value of collections objects contributed, and over \$507,000 of other non-cash contributions. Annual fundraising events include the Flower Show, the Wine & Food Festival, and a summer fundraising ball. Every three years the Society hosts Coaching Weekend, with authentic 19<sup>th</sup> century coaches drawn by teams of four horses participating in daily drives and demonstrations.



## IMPORTANT RELATIONSHIPS

The Campaign Director would report to CEO Trudy Coxe and also be accountable to the campaign committee. To build philanthropic capacity and meet campaign goals, he or she would effectively engage and support members of the Board of Trustees, volunteers, and staff in the design, implementation, and management of comprehensive fundraising activities.

The Campaign Director would work collaboratively with colleagues in Development and throughout the Preservation Society. In addition, he or she would maintain the relationship with external campaign counsel, Marts & Lundy.

## KEY RESPONSIBILITIES

The Campaign Director would have the opportunity to help shape and lead a transformational campaign for an iconic cultural organization. Key opportunities and challenges include:

- Lead the planning and execution of the upcoming comprehensive capital campaign;
- Effectively engage, inspire, and support leadership and volunteers in fundraising activities, as appropriate, providing meaningful and valuable engagement opportunities;
- Support the campaign committee;

- Work with the CEO and senior management team to gain an understanding of the Preservation Society's funding priorities, and build collaborative relationships with colleagues throughout the organization;
- Collaborate with colleagues in Development to ensure that relationships with existing donor constituencies are broadened and deepened, and that the organization promotes a bond of loyalty and support between the Society and its donors to encourage higher levels of support.
- Work with leadership to best align internal resources, e.g., staffing and structure, to meet campaign strategy and goals;
- Craft and execute innovative strategies to identify and engage potential constituents, and proactively build relationships with new sources of support;
- Build and maintain a portfolio of top campaign prospects; devise cultivation, solicitation, and closure strategies for each prospect and the strategy for involving leadership, as appropriate;
- Ensure a coordinated and systematic effort for identification, cultivation, solicitation, and stewardship strategies throughout the campaign.

## IDEAL EXPERIENCE & QUALITIES

The Preservation Society seeks a campaign leader with the ability and the demonstrated track record to respond effectively to the opportunities and challenges listed above. The ideal candidate would possess the following experience and attributes:

- Proven leadership of a successful comprehensive campaign, preferably for a cultural institution, of the same or greater financial scale as anticipated at the Preservation Society;
- Outstanding board and volunteer recruitment and stewardship skills, as well as the talent to support and motivate leadership, volunteers, and staff to work together to realize ambitious campaign goals;
- Track record of successful personal solicitations from a variety of existing and potential constituencies in a campaign environment, including the design and execution of identification, cultivation, solicitation, and stewardship strategies;
- Demonstrated ability to identify and secure philanthropic support from constituencies not previously affiliated with the organization, including individuals, corporations, and foundations;
- Proven ability to strategically and effectively engage and support leadership in fundraising activities;
- Excellent written and oral communication skills; ability to clearly articulate the case for support in a compelling and eloquent manner;



- Active listener with the ability to refine strategies after feedback from stakeholders;
- Ability to engage participation and generate excitement, shared purpose, and action externally and internally, while maintaining best fundraising practices;
- Strong interpersonal skills to interact with high-caliber volunteers, donors and prospects;
- Impeccable integrity, poise, professional etiquette and social graces;
- Ability and willingness to travel as needed;
- Bachelor's degree required; advanced degree preferred.

## COMPENSATION

The compensation and benefits package will be competitive and commensurate with the successful candidate's background and experience.

## APPLICATIONS & NOMINATIONS

Confidential inquiries, applications, and nominations should be sent to Freeman Philanthropic Services, LLC (FPS) at [Newport@glfreeman.com](mailto:Newport@glfreeman.com). All applications must include (1) an up-to-date resume and (2) a formal letter of interest expressing the specific experiences that best prepare the applicant for this role and why this opportunity is a logical continuation of her/his career.

*The Preservation Society is committed to welcoming people from the widest possible diversity of backgrounds, culture, and experience and encourages all qualified candidates to apply.*

## FREEMAN PHILANTHROPIC SERVICES, LLC (FPS)

FPS is a national leader in executive recruitment for the not-for-profit sector and brings a proven track record of recruiting top talent to diverse organizations. Please visit our [website](#) and [Linked In](#) page for more information about this recruitment and our work.

