

Ann Barton Brown
Ann Barton Brown Company
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Ann Barton Brown has more than thirty-five years experience as a curator and director in historical societies, museums and historic sites. For the past fifteen years, she has concentrated on strategic planning, collections management, administration and fundraising for small and mid-sized non-profit organizations that are beginning, building or reinventing themselves. Brown's experience as an executive director, curator, development officer, board member and consultant allows her to bring an in depth understanding of all the components necessary to the daily operation of non-profit organizations as well as their long-term growth. Since 2003, Brown has concentrated much of her time working with historic houses and sites as well as ethnic and community art centers to undertake the planning, capacity and team building and fundraising necessary to ensuring their long-term sustainability.

PROFESSIONAL SERVICES

- **Management**
 - Strategic planning – Facilitate strategic planning process and draft plan
 - Business planning – Work with Boards to undertake feasibility studies and develop business and operational plans

- **Collections Management and Exhibition**
 - Develop and facilitate collections management policies and procedures
 - Guidance for inventory and cataloguing of collections
 - Design, develop and install exhibitions

- **Fundraising**
 - Grant proposal development (writing, editing, and producing final reports)
 - Development and implementation of foundation and government fundraising strategies
 - Research and data collection, identification of funding sources
 - Membership - analysis and development
 - Capital Campaign and Annual Fund

- **Project Planning and Management (Education, Exhibition, Long-Range, Special Events)**
 - Program Development and Implementation
 - Planning, fundraising, supervision of projects including monitoring, implementation, compliance with donor requirements)

- **Organizational Development**
 - Evaluation of existing structures, documents and systems, visitor services
 - Draft policies, procedures, job descriptions
 - Planning for Accreditation by American Association of Museums

SELECTED CLIENT LIST

- American Association of Museums -1986- present
 - Museum Assessment Program I, II and III consultant, 1986 - 2003
 - Chairman or member, Accreditation Visiting Committees, 1992 - 2003
- American Helicopter Museum, West Chester, PA 2003 - 2007 – Program and Administration
- Bryn Mawr Rehab Hospital, Paoli, PA – 2008- present- Strategic planning, Collections Management
- Centro Cultural Latinos Unidos, Pottstown, PA – 2003- 2008 - Fundraising
- Chanticleer, Wayne, PA – 2003 – present- Collections Management, Strategic Planning
- Cliveden, Germantown, PA - 2000-2001 – Master plan
- Community Arts Center, Cape May, NJ 2003 – 2006 – Fundraising, Collections Management
- Delaware County Historical Society, Media, PA – 2003 – 2005- Fundraising, Strategic Plan, Collections Management
- Greater Philadelphia Cultural Alliance, Philadelphia, PA – 2004- Community Analysis
- Freight Transfer Station, Montgomery County Department of Parks and Heritage Services, Norristown, PA – 2008- present – Strategic Planning
- Friends of the Japanese House and Garden, Philadelphia, PA – 2004 – present- Fundraising, Strategic Planning, Business Planning, Collections Management
- Historical Society of Frankford, Philadelphia, PA – 2005- present – Exhibition Design, Collections Management
- Historical Society of Pennsylvania, Philadelphia, PA -2004- Annual Appeal, Membership
- Historic Germantown Preserved, Germantown, PA 2005 – Strategic Planning
- Huaguang Art & Cultural Center, Philadelphia, PA – 2003 – 2008. Fundraising, Strategic Planning
- Horn Farm Center, York, PA – 2008- present – Strategic Planning
- Longwood Gardens, Kennett Square, PA – 2004- Exhibition Planning
- Montgomery County Department of Parks & Heritage Services, Norristown, PA – 2008-present – Feasibility for Development of the Use of a Freight Transfer Station
- National Museum of American History, Smithsonian Institutions, Program in Latino History and Culture, Washington, DC – 2009 to present – Strategic Plan, Fundraising Strategy
- New Jersey Historical Commission, Trenton, NJ – grant reviewer – 2005, 2007, 2008
- Newlin Grist Mill, Chadds Ford, PA – 2004- 2008 - Personnel Management, Collections Management
- Pennsylvania Council on the Arts, Museum Program grant reviewer, 1988 – 90 and consultant 2003- present; Wrote historical overview of funding for arts organizations..
- Pennsylvania Federation of Museums and Historical Organizations – 2004 – present (and technical assistance consultant, plan and implement workshops)
- Pennsylvania Historic and Museum Commission – Program grant reviewer, 1988, 2008
- Pennsylvania Institute of Technology, Media, PA – 2004 – 2005- Master plan
- Philadelphia Cultural Fund, Philadelphia, PA – 2005- 2008, grant reviewer

- Preservation Mifflinburg, Inc. Mifflinburg, PA – 2006-present- Strategic Planning, Business Plan, Collections Management
- Raices Culturales Latinoamericanas, Philadelphia, PA, 2003- 2008 - Fundraising
- Rose Valley Historical Society, Rose Valley, PA 2005- 2008 – Strategic Planning
- Smith Memorial Playhouse and Playground, Philadelphia, 2003-2008- Fundraising
- Smithsonian Institution – National Museum of American History- Latin-American Program, Washington, DC – 2008- present; Strategic Planning, developing and implementing a fundraising plan.
- Stone House Foundation, Stephens City, VA – 2005- 2007- Strategic Planning

FUND-RAISING - GRANT WRITING

Since 1986, Brown has written applications for funds from state, federal and private foundation funding agencies. Funding agencies include but are not limited to:

- The Annenberg Foundation
- The Arcadia Foundation
- The Boeing Company
- Chester County Convention and Visitors Bureau
- The Claneil Foundation
- Dance Advance
- The Delaware River Port Authority
- Greater Philadelphia Tourism and Marketing Corporation
- Heritage Philadelphia Program
- The Independence Foundation
- Institute of Museum and Library Services
- The National Endowment for the Arts
- The National Endowment for the Humanities
- Pennsylvania Council on the Arts
- Pennsylvania Historical and Museum Commission
- The Pew Charitable Trusts
- The Philadelphia Cultural Fund
- The Philadelphia Foundation
- Save America's Treasures
- Stewart Huston Charitable Foundation
- Wachovia Foundation
- William Penn Foundation
- Wolf Foundation

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MUSEUM PROFESSIONAL EXPERIENCE

Executive Director
American Helicopter Museum & Education Center

West Chester, Pennsylvania
July 2000- October 2003

- **Management:** First professionally trained director. Responsibilities: Administration, educational programming, collections management and care, personnel and financial management and fund-raising. Developed and implemented strategy to increase membership and visibility through the creation of partnerships, hotel over-night tie-in packages and participation in community events. Developing planned giving campaign in conjunction with the Chester County Community Foundation (summer 2003).
- **Strategic Planning and Fund Raising:** Planned and launched \$4,000,000 Capital Campaign.
- **Grant Writing:** Raised \$210,000 in state and foundation funding for operating support and special projects.
- **Programmatic Development:** Conceived, raised funds for and oversaw development and implementation of age and developmentally appropriate in-house and outreach educational programs. (Each program meets Pennsylvania Education Standards for Science, Technology, Art and History for preschool through 6th grade students.)
 - Organized annual helicopter air shows with 35 static and flight aircraft demonstrations, 120 volunteers and attracted 6,500 people - 2003

Managing Director
Valley Forge Historical Society

Valley Forge, Pennsylvania
1998- 2000

- **Management:** First professionally trained director of an eighty year old historical society. Personnel management (writing policies and job descriptions, hiring and firing), financial management, budget development and implementation and oversight of all public and educational programming.
- **Grant Writing and Fund Raising:** Wrote and received grant funding totaling \$170,000 for operating support, collections management and educational programming.
- **Collections Management:** Conceived developed and implemented a five year project to consolidate collections, hired consultants to evaluate the collection and make recommendations for preservation or disposal.
- **Educational Outreach and Programmatic Development:** Organized weeklong Elderhostel programs which attracted over 560 senior citizens to the Delaware Valley each year; expanded public programs and obtained grant funds to implement an educational outreach program targeted to 7th and 8th grade students.

Executive Director
American Swedish Historical Museum

Philadelphia, Pennsylvania
1989-1998

- **Strategic Planning:** Instituted museum building and exhibition revitalization program for a 70 year old not-for profit organization. Increased annual operating budget from \$150,000 to \$400,000. Conceptualized and implemented Long Range Plan (1990) and Strategic Plan (1995). Prepared AAM Accreditation application.
- **Management:** Responsible for all day to day operations of museum, personnel management, implemented annual performance evaluations and developed and implemented budget.
- **Grant Writing and Fund-Raising:** Raised funds and administered a \$675,000 HVAC installation project (1994-1996); a \$262,000 fence construction project (1993); a \$100,000 collections management project (1991-1994) and a \$91,000 general operating support grant (1995-1997); a \$470,000 state-funded project to develop and oversee installation of two major outdoor interpretative exhibitions at Morton Homestead and Governor Printz Park (1989-1990) [managed both properties as satellite sites 1989-1993]; a \$105,000 building renovation project (1992-1993).
- **Programmatic Development:** Initiated and organized projects designed to raise funds and increase the Museum's public visibility: 1) Alfred Nobel symposium and dinner cosponsored by the Thomas Jefferson University hosting five Nobel laureates. Included organizing an exhibition with the Nobel Museum, Karlskoga, Sweden and the Nobel Foundation, Stockholm, coordinating solicitation of advertisements and publication of commemorative program book; 2) Royal Visit of Their Majesties King Carl XVI Gustaf and Queen Silvia of Sweden. Included organizing a luncheon hosted by the Mayor of Philadelphia, an exhibition, publication of exhibition catalogue, solicitation of advertisements and publication of program book and organizing a black tie dinner for 500 (involved interaction with Embassy, Court, Mayor's office, secret service, police, hotels, caterers) (\$230,000 project); 3) Presentation of the Spirit of Raoul Wallenberg Humanitarian Award. Included creation of selection criteria, appointment of award selection panel, and solicitation of nominations and presentation of award at dinner for 200.
- **Community Involvement:** Increased involvement with local community hosted monthly meetings of the Friends of FDR Park; participated in AAM's "Museums in the Life of the City" 1992-1993, responsible for creating a consortium with neighboring Laotian, Cambodian and Italian communities. Worked with participants in "Project Home" a job rehabilitation program.

Associate Director, Museum and Collections
Chester County Historical Society

West Chester, Pennsylvania
1984-1988

- Directed all daily operations of Society's museum (70,000 18th- and 19th-century objects, five 18th-century houses. Developed and implemented collections management policies and

procedures. Drafted and implemented a five year strategic plan. Supervised the implementation of a computerized records management system.

- Developed and supervised renovation of museum building and 19th-century townhouse for storage, exhibition galleries, period rooms and offices.

Curator of Collections
Brandywine River Museum

Chadds Ford, Pennsylvania
1977-1984

- Prepared curatorial, library and archival records for Museum's 1979 accreditation by the American Association of Museums. Managed all daily operations of curatorial department and library.
- Conceived, researched, designed and installed all exhibitions relating to the permanent collection and over 18 loan exhibitions, and wrote and designed seven accompanying exhibition catalogues. Presented lectures on American folk art, painting and decorative arts.

Research Associate
Abby Aldrich Rockefeller Folk Art Center

Williamsburg, Virginia
1973-1977

- Researched and catalogued 1,200 objects and wrote initial entries for Center's major catalogue. Planned, designed and installed exhibitions, and wrote press releases and interpretive labels. Organized a traveling exhibition (110 objects to 11 cities).

SERVICES AND PROFESSIONAL AFFILIATIONS

- American Association of Museums (panelist, 1981 and 1995 annual meetings; panel organizer 1982 meeting), 1972-present.
- American Association for State and Local History (panelist, 1988 annual meeting), 1972-present. Member, AASLH Education Committee, 1988-1990.
- Mid-Atlantic Association of Museums, 1977 - present. Annual Meeting Planning Committee, 1981-1991, Chairman, Annual Meeting Planning Committee, 1986, 1987, and 1988. Co-Chair, Curators Committee, 1982-1984. Board member, 1982-1991. Treasurer, 1988-1991.
- Museum Council of Philadelphia, 1977 to present; Board member, 1980-1982.
- Pennsylvania Federation of Museums and Historical Organizations, Board member 1993-1995, member 1989 - present

PROFESSIONAL EDUCATION

- Museum Management Institute, University of California, Berkeley, California, 1984
- Seminar for Historical Administrators, Williamsburg, Virginia, summer 1975
- University of Delaware, M.A. American History/Museum Studies, 1973
- Sweet Briar College, B.A. American History, 1972

List of publications upon request.