

Geoff Giglierano
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Dear Museum Director Search Committee Chair:

I recently saw the position listing for the Director of the University Museum at Southern Illinois University Edwardsville on the AAM web site and wish to apply for the position. My education was in history (with a minor in art history) as an undergraduate, and I earned a Master's degree in American Urban History. My real training, however, came "on the job" through more than three decades of experience in museums and educational non-profits, working on the presentation and interpretation of art, material culture and history for diverse public audiences.

I have continued to work towards fostering a better understanding and appreciation of history, art, and architecture among the general public through my recent work as Executive Director of the Missouri Humanities Council. In that position I gained new insights and experience with areas that include general non-profit management, fundraising, community development and legislative networking. My goal at present is to once again also be working in areas where my background and skills as a museum administrator, educator, writer, researcher, exhibit planner, and curator could be used to maximum effect.

In the course of my career, I have had the benefit of being involved with the creation or remodeling of multiple new museum facilities, including the Cincinnati Fire Department Museum, the Cincinnati History Museum, and the New York State Military Museum in Saratoga Springs, NY. I have had extensive experience in generating cost-effective and engaging exhibits (both permanent and temporary), publications and programming to connect with audiences ranging from school students to special interest associations, as well as the general public. With training in both history and art history, I have had particular interest in the interpretation of art and cultural artifacts in their historical and social context, and exploring the intersection of the arts and the humanities.

Furthermore, my experience extends to the practical level through years of direct involvement with overseeing real-life museum operations, so I understand how to keep a museum or historic site well maintained and functioning smoothly, while providing a safe environment and security for both the collections and the visitors. In addition, during the last decade I have been directly involved with collaborative experiments in the use of new technology such as 3-D online immersive learning environments, which provided opportunities to work with professionals from a variety of fields including art, theater, library science and cognitive science to learn more about how both traditional students and life-long learners acquire, assimilate and share information in virtual educational spaces.

I am confident I would be an asset to SIUE as it seeks to effectively engage with diverse audiences – including students, faculty and communities served by the university – while maintaining the highest standards regarding care and exhibition of collections and quality of programming. I have attached my vita, references, and transcripts for your review, and hope to hear from you as your search moves forward.

Sincerely yours

Geoff Giglierano

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Education:

- M.A., American Urban History, University of Cincinnati, Thesis: "For the Public Good: The Changing Organization and Functions of Sewerage in Cincinnati, Ohio, 1828-1978," Completed in 1982.
- B.A., American History (minor in Art History), Summa Cum Laude, University of Cincinnati, completed in 1976

Professional Experience:

Present: Independent Consultant

Providing planning and development services to non-profit clients.

2010 to 2014: Missouri Humanities Council

Executive Director

Responsible for overseeing state-wide operations of Missouri's NEH-affiliated state council, with programs in early childhood reading, veterans' creative writing workshops and publications, competitive grants and assistance for community-based museums and libraries, historical speakers' bureau, traveling exhibits, and major collaborative humanities events. Accomplishments include: creation of an expanded network of collaborative projects and programs across Missouri; increasing impact for programs with a doubling in size of audience served (reaching communities in 90 counties in Missouri and over 159,000 individuals in FY13); reorganizing programs and controlling costs; establishing collaborative creative writing program for veterans; initiation of an innovative GPS-based heritage tourism smartphone application pilot project; expansion of successful relationship-building efforts in development and government relations at both the federal and state levels.

2008-2009: Independent Consultant

Projects included providing exhibit evaluation and planning, and development planning services for the California Automobile Museum. Accomplishments include creation of fundraising plan for special exhibit "Automobilia!"

2007-2008: Mashantucket Pequot Museum and Research Center

Director of Marketing and Development

Responsible for supervising fundraising, marketing and visitors services staff, cultivating donors and sponsorships, and handling the most difficult customer service issues. Accomplishments include successful solicitation of \$240,000 in donations and \$650,000 of in-kind support for traveling exhibit, "Race" and associated programming.

2006: Success Tech Inc.

Temporary Contract Position/Program Manager

Responsible for personnel recruitment and management for the National Defense University. Accomplishments include locating and negotiating hire of multiple teaching staff members with specialized knowledge in national security issues and counter-terrorism planning.

2005-2006: American Numismatic Society

Temporary Contract Position/Development Director

Reorganized fundraising, membership, special events, and grant writing activities of the Society. Accomplishments include successful cultivation of an upper-tier member category (100 members at the \$2,500+ level) and increase in gross revenue of annual ANS gala from \$60,000 per year to over \$400,000, with only modest increase in expenses.

2005: Success Tech Inc.

Temporary Contract Position/Project Manager

Responsible for overseeing team carrying out development of comprehensive safety and security plan—including policies, procedures, recommended equipment, and projected staffing and budget levels—for the proposed National Museum of the United States Army. As Project Manager, also carried out research and writing for plan narrative, and executed Asset/Threat Assessment portion of planning process.

2003-2005: Independent Consultant

Projects included collections management, development, and exhibit evaluation and planning for Timexpo: the Timex Museum (2003-2004), writing and research for Sideshow Collectibles (2004-2006), historical content review for the independent film “Haber” (2005), and research and writing services for the Eliza Tibbals Biography project. (2005)

**2002-2003: New York State Dept. of Military and Naval Affairs/NYS Military Museum
Chief Curator of Military History**

Responsible for overseeing collections management staff, and developing exhibits. Also reorganize and oversaw management of security of collections and exhibits, and safety of visitors and staff. Achievements include design and installation of multiple new museum exhibitions on short schedule and limited budget.

1998-2002: New York City Fire Museum

Director

Responsible for administration and budget, fundraising, overseeing staff and volunteers, acting as liaison with FDNY personnel, developing new exhibits and programs and ensuring security of collections and exhibits and safety of visitors and staff. Accomplishments include installation of new temporary and permanent exhibits and increasing funding levels, and creation of a new website reaching a broader audience.

1997-1998: Clark County Historical Society/Heritage Center Project

Temporary Contract Position/Curatorial and Exhibit Planning Consultant

Assisted with reorganizing collections management and storage, and provided security for temporary collections facility.

**1985-1997: Cincinnati Historical Society/Cincinnati History Museum at Museum Center
Director of Education (1985-1993) and
Deputy Director for Public Programs, Exhibits and Publications (1993-1997)**

Responsible for overseeing research, education and, front line visitor orientation and interpretive staff and volunteers, developing living history and museum theater public programs, temporary exhibits and publications, and overseeing security of exhibit galleries and safety of visitors and staff in the History Museum public areas. Accomplishments include creation of award-winning historic tour publication and permanent exhibits totaling over 50,000 square feet, developing multiple major temporary exhibits, including the largest homefront-related exhibition developed during the 50th anniversary of WWII, and accommodating over 200,000 visitors per year.

**1980-1985: Cincinnati Fire Museum
Curator of Collections and Education (1980-1984) and
Director (1984-1985)**

Responsible for collections management, developing temporary exhibits and programs and overseeing security of collections and exhibits and safety of visitors and staff. Accomplishments include creation of a school tour program which included a fire safety training element, serving over 30,000 school children per year.

Major Development Activities

Missouri Humanities Council, 2010-2014:

- Participated in successful effort to obtain significant increase in funding from State of Missouri (currently over \$1.2 M in spending authority) and extension of sunset on “cultural partners” distribution formula legislation to 2020.
- Participated as key government relations team member in advocacy effort with Missouri's congressional delegation seeking continued support for the National Endowment for the Humanities and funding for the state humanities councils.
- Assisted with collaborative fundraising efforts by institutional partners for the annual St. Louis Humanities Festival successfully building relationships with the Regional Arts Council and the Whittaker Foundation.
- Assisted as key development team member in successful grant applications to Saigh Foundation (\$10,000 per year), Target Stores (\$18,000), Veterans United (\$9,400, Edward Jones (\$5,000), and Riedel Foundation (\$5,000), Energizer (\$15,000) among others.
- Oversaw reorganization of annual Missouri Humanities Awards ceremony into successful fundraising event in 2014 with sponsorships by Edward Jones, Nine Network of Public Media, State Historical Society of Missouri, and Cavalier packaging.
- Generated annual appeal letters that have doubled individual donations.

California Automobile Museum, 2009:

- Developed fundraising plan for major special exhibit.

Mashantucket Pequot Museum and Research Center, 2007-2008:

- Supervised development and marketing staff of 8.

- Oversaw grant writing effort that generated \$200,000 in grants from IMLS and NPS.
- Identified prospects and solicited sponsorships and grants for special events and temporary exhibits; corporate sponsors included Pepsi Bottling Group, MGM Mirage, Citizens Bank, Bank of America, Foxwoods Resort Casino, Perini Building Co. Connecticut Light & Power, Hard Rock Café, Troon Golf, Guy Brown Office Products, Harry Grodsky & Co., United HealthCare, and Comcast; foundation grants included The Graustein Memorial Fund, The Citizens Bank Foundation, and the Best Buy Children's Foundation, totaling over \$240,000.
- Solicited and negotiated an in-kind media sponsorship from Comcast for promotion of a temporary exhibit and related programming with a value of \$656,000.

American Numismatic Society, 2005-2006:

- Cultivated members for a new upper tier membership category (\$2,500 and above per year level).
- Developed plan for sponsorships and program advertising/message space sales to increase profitability of annual gala, resulting in doubling of attendance and increase in gross income from just over \$55,000 per year to over \$400,000 for the 2006 event.
- Coordinated annual appeals that generated \$60,000 per year from members.

Timexpo, 2003:

- Solicited in-kind support from Electronic Arts, Stratics Online and Shaw's Grocery Stores for a temporary exhibit on virtual art.

New York City Fire Museum, 1998-2002:

- Identified potential underwriters of a major permanent fire safety exhibit, carried out the solicitations, and secured funding from individuals and corporations to complete the project. Donors included Philip Morris, IBM, the New York Times Foundation, the New York Community Trust, the Vornado Realty Trust, Value Line Publishing, Mrs. Dorothy Marks, and the New York Fire Safety Fund (combined total \$75,000).
- Cultivated individual donor for support of an ongoing lecture series (\$12,000 per year).
- Cultivated individual donor to fund exhibit improvements (\$50,000 over two years).
- Secured in-kind donations of supplies and services for an expanded schedule of family special events.
- Identified prospects and carried out solicitations of sponsors for the museum's annual fundraising golf outing (\$25,000 per year).
- Coordinated the annual "Salute to the Bravest" annual gala, identifying prospects for sponsorships, making solicitations, and arranging for special guests and speakers including Mayor Bloomberg and Regis Philbin. The 2002 event netted approximately double what it has raised in the past: major sponsors included WABC, Fisher-Price, American Express, Deutsche Bank, Tishman Speyer properties, Keyspan Energy, the Beam Foundation, and the Greater New York Fire Safety Directors Association.
- Wrote successful grant application to the American Express Foundation for general operating support (\$5,000).
- Maintained ongoing relationship with the Eckmann Foundation to secure an annual gift (\$10,000 per year) to underwrite museum visits by inner-city children.

Clark County (Ohio) Historical Society, 1997:

- Served on consulting team that developed a successful strategy for a tax levy campaign to support a new community museum project.

Cincinnati Historical Society/Museum Center, 1985-97:

- Wrote successful grant proposal to Gibson Greeting Card Co. seeking support for a permanent exhibit and programming about the city's printing industry. (\$50,000).
- Worked with development staff to secure a major grant (\$60,000 per year) from the Corbett Foundation in support of an innovative museum theater program.
- Wrote successful corporate sponsor proposal and cultivated an ongoing relationship with Ford Motor Co. (\$12,000 per year) to underwrite special event weekends at the museum.
- Cultivated relationships with individuals and companies throughout Greater Cincinnati to obtain the donation of significant historical materials for WWII homefront exhibit.
- Worked with development and program staff as part of team that cultivated a major individual donor (\$1.6 million).

Cincinnati Fire Museum, 1980-85:

- Wrote narrative for a successful application to the NEH for a grant in support of the education program (\$65,000).
- Cultivated fire apparatus collectors to provide in-kind support for restoration projects and special events.

Major Exhibits

- 2013: Project historian, "Fire: Friend and Foe," traveling exhibit (Missouri History Museum/MHC)
- 2007: Exhibit Planning Team Member, MPMRC permanent exhibit revision project (MPMRC)
- 2004: Co-curator: "2154: The Future of Time" (Timexpo)
- 2004: Curator: "Virtual Galleries: Artistic Self-Expression and Electronic Gaming" (Timexpo)
- 2003: Curator: "The Camp Smith History Timeline" (NYSMM)
- 2002: Curator: "On All Fronts: The New York National Guard in WWII" (NYSMM)
- 2002: Curator: "Castles in Our Cities: New York State Armories and the Communities They Served" (NYSMM)
- 2002: Curator: "Remembering the Rebellion: Artifacts from The American Revolution" (NYSMM)
- 2002: Curator: "Art from the Arsenals: Artworks from the Collections of the New York State Division of Military and Naval Affairs" (NYSMM)
- 2000: Co-curator: "The Art of John Goss" NYCFM
- 1997: Curator: "A Century of Caring: Nursing in Greater Cincinnati" (CHM)
- 1995: Curator: "Cincinnati's Circus Connections" (CHS)
- 1991: Co-curator: "Cincinnati: Settlement to 1860" (CHS)
- 1991: Co-curator: "Cincinnati Goes to War." (CHS)
- 1980: Historian: Cincinnati Fire Museum permanent galleries (CFM)

Major Education Programs

- 2013 to 2014: Co-manager and workshop leader, Veterans' Creative Writing Initiative
- 1999-2001: Coordinator, Living History/Storytellers Program, NYCFM
- 1996-1997: Coordinator, Living History Intern Program, CHM.
- 1996-1997: Adjunct Instructor in American History, American Urban History, and Museum Studies, The Union Institute (Cincinnati, Ohio Campus).
- 1992-1997: Co-coordinator, "The Cincinnati Seminar on the City", CHS
- 1991-1997: Coordinator, Living History Weekends, CHM.
- 1991-1997: Supervisor, First Person Interpretive Program, CHM.
- 1991-1997: Instructor, Urban History Mini-Courses, CHS
- 1981-1985: Supervisor/Instructor, Fire History and Safety School Tour Program, CFM

Publications

- 2010-2014: Contributor/Columnist, "Missouri Passages (e-newsletter of MHC)
- 2006: Author: "For Valor and Service: The ANS and the Collecting of Orders, Decorations and War Medals" in The American Numismatic Society Magazine, Vol. 5, No. 1, Spring 2006
- 2005: Author: "The Trafalgar Bicentennial: Napoleon, Nelson, and the Future Course of Empire" in the Sideshow Collectibles October online newsletter
- 2003: Co-author: FDNY, A History, (Odyssey Press, 2003)
- 2000: Co-author: "American Museums and Executive Order 9066 : who has told the story, the story that was told" in Alien Justice. Wartime Internment in Australia and North America, Kay Saunders and Roger Daniels eds., (University of Queensland press, 2000)
- 1999-2001: Co-editor, The Housewatch, newsletter of the New York City Fire Museum
- 1997: Co-author/Co-editor: Cincinnati the Queen City, Revised 3rd Edition, (CHS, 1997)
- 1996: Co-author: "The Queen City Tour: A Guide to the Architecture and History of Cincinnati," Revised Edition, (CHS, 1996)
- 1993: Co-author: "Why Are You Studying My Neighborhood?: Reaching A General Audience With Local History Projects and the New Social History" in History Outreach, Dianne Britton and J.D. Britton eds., (Krieger, 1993)
- 1991: Author: "Historic Firearms and Ordnance" in The Local Historian, January-February, 1991
- 1988: Co-author/Co-editor: The Bicentennial Guide to Greater Cincinnati, (CHS, 1988)
- 1985-1990: Editor: The Great War Historical Society of Ohio Newsletter.
- 1982: Co-author: "Downtown Housing" in Cincinnati Historical Society Bulletin, Vol. 40, Fall, 1982
- 1982: Author: "Cincinnati's Paid Fire Department" in Cincinnati Historical Society Bulletin, Vol. 40, Summer, 1982
- 1981-1985: Editor: The Joker, newsletter of the Cincinnati Fire Museum
- 1978: Author: "Portrait of Change" in Cincinnati Historical Society Bulletin, Vol. 35, Winter 1978

Panels and Workshops:

- 2014: Keynote Speaker, "Living, Learning, and Storytelling in Virtual Environments," 5th Annual Virtual Center for Archives and Records Administration Conference
- 2014: Keynote Speaker, "The Power of Our Stories," Old Trails/U of M Extension Services Regional Heritage Tourism workshop
- 2013: Community Forum Moderator, Missouri Association of Museums and Archives Annual Meeting
- 2012: Moderator, "Serving Those Who Served: Collaborative Creative Writing Programs for Veterans," Federation of State Humanities Councils Annual Conference
- 2012: Co-presenter, "The Future of the Humanities: Exploring New Media Strategies to Cultivate Engagement across the Generational Divide." Federation of State Humanities Councils Annual Conference
- 2012: Panelist, "The Importance of the Humanities and Social Sciences in Local Communities," American Academy of Arts and Sciences Commission on the Humanities & Social Sciences, Regional Forum (St. Louis)
- 2012: Co-presenter, "Programming for the Museum Visitor," Missouri Association of Museums and Archives, Annual Conference
- 2011: Co-presenter, "An Introduction to Fundraising," Missouri Association of Museum and Archives Annual Conference
- 2009: Co-presenter, "Structuring Support for Virtual Immersive Learning Experiences," Alliance Library Systems annual online "Virtual Worlds: Libraries, Education and Museums Conference"
- 2008: Presenter, "Sponsorships as Development Tools," NEMA Development Professional Affinity Group, Spring Meeting
- 2008: Co-Presenter, "Immersion Environments and Recreational Learning: Opportunities for Informal Education on the Virtual Landscape," Alliance Library Systems annual online "Virtual Worlds: Libraries, Education and Museums Conference"
- 2004: Moderator: "Electronic Gaming and Virtual Artists," Timexpo: The Timex Museum, public panel discussion.
- 2001: Presenter: "Facing Recent History: The Challenge of Interpreting 20th Century Topics," ALHFAM annual meeting session.
- 2000: Co-presenter: "A Living History Timeline", ALHFAM annual meeting session.
- 1998: Co-presenter: "All the World's a Stage!: Improving Interpretation Through Theater", ALHFAM annual meeting workshop.
- 1995: Moderator: "The Homefront Revisited: America During WWII", CHS teacher workshop.
- 1994: Coordinator and panelist: "Ohio's German American History", OAHSM history roundtable.
- 1993: Coordinator and panelist: "Ohio in the Great War.", OAHSM history roundtable
- 1990: Coordinator and panelist: "But I Didn't Know it Was Loaded", American Association for State and Local History annual meeting workshop.
- 1989: Panelist: "Problem Solving in Publications", AASLH annual meeting panel discussion.

- 1987: Panelist: "Role Playing in Living History", Ohio Museums Association annual meeting panel discussion.

Leadership Positions, Community and Professional Organizations

- 2014: member of planning committee for virtual conference, "The Many Faces of Immersive Learning," organized by San Jose State University Graduate School of Library and Information Science and Virtual Center for Archives and Records Management
- 2014: Member, Federation of State Humanities Councils Veterans Programming Advisory Committee
- 2014: Chair, 2015 Federation of State Humanities Councils annual conference planning committee
- 2013 to present: Coordinating Member, St. Louis Humanities Festival planning committee
- 2012 to present: Member, University of Missouri Press Advisory Committee
- 2011 to present: Member, planning committee, Missouri Association of Museums and Archives annual conference
- 2006-2007: Member, Town of Fairfield CT Historic District Commission
- 2005-2007: Representative/District 9, Fairfield CT Democratic Town Committee
- 2000-2001: Chair, Association of Living History, Farms, and Agricultural Museums 20th Century History Professional Interest Group.
- 1992-1996: Chairman, Ohio Association of Historical Societies and Museums Education Committee,
- 1989-1996: Trustee/Region 7 Representative, OAHSM