



President

The Battery Conservancy

New York, NY

Salary: \$230,000+

The Organization

The Battery Conservancy (TBC) was founded in 1994 to revitalize New York's birthplace park and its major landmark, Castle Clinton National Monument. In partnership with NYC Parks and the National Park Service, TBC has transformed the 25-acre landscape at the southern tip of Manhattan into a vibrant, biodiverse, and welcoming public space.

Once neglected, The Battery is now the green heart of Downtown New York. It is a model of urban conservation and design excellence. It features 240,000 square feet of perennial gardens, toxin-free lawns, the innovative SeaGlass Carousel, Battery Urban Farm, The Battery Oval and Woodland Lawn, and the dynamic Battery Playscape. TBC seeks to serve both the people who live and work in lower Manhattan, and the 44 million tourists who visit each year. Our mission includes environmental education and stewardship of the nationally important legacy of the Battery as America's most important immigration portal.

TBC's 20-person team operates and maintains the park, managing horticulture, turf and tree care, while also managing concessions, marketing and managing events, and offering school and public programming. TBC raises approximately \$3 million annually, primarily through private contributions and also from concession revenue and other earned income, to support its operations.

In 2023, the City launched the Battery Coastal Resilience Project to raise the park's shoreline and protect Lower Manhattan from sea level rise and storm surges. During construction, which is expected to continue through 2026, significant portions of the park will remain closed to the public.

TBC is at an inflection point. After 30 years of planning and executing capital projects under the leadership of our founder, we need to shift our focus to programming and strengthening our institutional structure and financial foundation.



Over the last 30 years, The Battery has transformed a once dilapidated and rundown dustbowl into a tranquil public garden and outdoor oasis.

The Position

The next President of The Battery Conservancy will lead the organization through a generational transition. They will both build on visionary leadership of founder Warrie Price, who spent more than 30 years transforming TBC into a vibrant, world-class public space, and have a unique opportunity to shape TBC's future as an institution.

With most capital improvements now complete and the park entering a new phase of life, TBC is poised to shift its focus from planning and capital projects to activation. The next President will build on the beauty and infrastructure already in place to create a richer public experience, resolve issues that interfere with the quality of the visitor experience, bring annual fundraising to the level necessary to maintain and operate to the highest standards, complete a recently launched endowment campaign, and deepen TBC's role as a cultural and civic anchor in Lower Manhattan.

This is a pivotal moment for the organization. The next leader will be responsible for building institutional stability and strengthening core functions, particularly in: fundraising, board development, staff empowerment, and long-term financial planning. The President will also guide TBC through a more public-facing chapter, creating and supporting meaningful programming while pursuing new revenue opportunities through events, partnerships, and earned income.

Philanthropy will remain central to the role. The President will develop relationships with individual donors, foundations, and corporate sponsors. They'll also be tasked with growing the endowment and broadening the base of support across sectors.

Internally, the President will inherit a committed team with long-tenured leaders overseeing operations and finance. Building internal capacity, retaining talent, and creating a culture of collaboration and accountability will be key to long-term success.

This is a role for someone who can bring vision and management skills, and lead with both creativity and discipline. The next President will shape how one of New York's most iconic parks continues to serve millions of visitors and neighbors alike.

Fundraising & Revenue Development

- Serve as the organization's chief fundraiser, personally cultivating and soliciting major gifts from individual donors, foundations, and corporate sponsors.
- Lead and grow the organization's annual fundraising efforts, including the Gala and Gardeners' Luncheon.
- Develop new and diversified revenue streams in addition to traditional philanthropy, including concession revenue, corporate partnerships, events and other earned income.
- Continue to build TBC's endowment and reserves.

Organizational Leadership & Strategy

- Set and articulate a clear vision for TBC's next chapter, ensuring alignment with its mission and legacy.
- Build institutional strength by fostering a high-performing, collaborative, and inclusive organizational culture.
- Lead internal planning, hiring, and structure-building to support long-term sustainability, including evaluating staffing needs and creating systems for accountability and growth.

Financial & Operational Oversight

- In partnership with senior staff and Board, oversee the organization's \$3M annual budget and ensure the long-term financial health of TBC.
- Explore and evaluate potential shifts in TBC's operating model, such as continuing efforts to secure some revenue contribution from New York City or other governmental sources.
- Ensure compliance with all legal, operational, and financial obligations, while aligning resources with strategic priorities.

External Relations & Partnerships

- Represent TBC externally with credibility, warmth, and clarity, acting as the primary spokesperson with the media, public officials, and key partners.
- Maintain and deepen partnerships with NYC Parks, the National Park Service, Battery Park City Authority, Community Board 1, and other local stakeholders.
- Navigate evolving public-private dynamics with diplomacy, strategic and political acumen, and a collaborative spirit.
- The President of TBC may from time to time, at the pleasure of the Commissioner of the New York City Department of Parks and Recreation, also serve as Administrator of Battery Park.

Programming & Public Engagement

- Oversee the development and execution of innovative public programming that activates the park and serves a broad audience.
- Identify opportunities to engage new partners and audiences, locally and citywide, through events, education, and cultural offerings.
- Lead efforts to activate and reimagine Castle Clinton as a dynamic civic space in partnership with the National Park Service.

ROLE OVERVIEW (cont.)

Board Development & Governance

- Lead efforts to expand, diversify, and engage the Board of Trustees.
- Partner with the Board of Trustees to strengthen governance practices and support strategic leadership.
- Keep the Board of Trustees informed and engaged through regular communication and relationship-building.

THE IDEAL CANDIDATE

The ideal candidate for the President position possesses the following competencies:

Strategic Leadership Provides clear vision and direction for the organization	Fundraising & External Engagement Proven ability to lead major gift cultivation and donor relations with confidence	Institution Building Seasoned manager with experience in improving internal systems, and developing the structures and culture needed for long-term sustainability
Programmatic Innovation Champions programming that reflects mission and engages key constituencies	Financial Acumen Ability to align resources with strategic priorities, and ensure fiscal health in a changing revenue landscape	Partnership & Political Savvy Ability to build and sustain strong relationships with public agencies, civic leaders, and community partners
Passion for Parks A demonstrated passion for and commitment to urban parks and their mission		

THE IDEAL CANDIDATE (cont.)

Qualifications

The ideal candidate for President of The Battery Conservancy will be a dynamic, strategic, competent, and emotionally intelligent leader with a deep appreciation for public space, community engagement, and the public/private partnerships. While no single candidate will embody every qualification, strong candidates will bring many of the following:

- A passionate belief in the importance and power of public parks and civic spaces.
- Significant leadership experience in a nonprofit, public, or cultural organization with a record of strategic and operational success.
- Proven success in fundraising, including cultivating major donors, securing institutional support, and growing diverse revenue streams. Comfort personally soliciting high-level gifts is essential.
- Exceptional communication and relationship-building skills; able to connect across diverse communities, including potential corporate donors and sponsors in lower Manhattan, and serve as a credible and compelling spokesperson.
- Experience working in partnership with a nonprofit board, including board recruitment, engagement, and governance.
- A collaborative leadership style with the ability to inspire, retain, and support a high-performing team while building internal systems and structure.
- Strong financial and operational acumen, including budget oversight, planning, and resource alignment.
- Creativity and entrepreneurial thinking, particularly in designing programs, events, or partnerships that generate both impact and income.
- Familiarity with or connection to New York City's philanthropic, civic, and political landscape is strongly preferred.

WHO WE ARE

Work Environment

The President of The Battery Conservancy will be based on-site at the southern tip of Manhattan, working from TBC's administrative offices. This is a hands-on, highly visible role that benefits from deep engagement with staff, partners, and the public. TBC operates year-round in an active, outdoor environment, and the President should be comfortable moving between office, park, and event settings.

Some evening and weekend work is required, particularly around fundraising events, public programs, and stakeholder meetings. The President will also represent TBC externally in New York City and occasionally beyond.

TBC offers a collaborative and mission-driven culture rooted in care for the park, creativity, and civic pride.

WHO WE ARE (cont.)

Our Approach to Building a Welcoming Workplace

TBC is a public space that welcomes people from all walks of life, and we aim to build a team that reflects that same spirit. We're committed to fostering a respectful and supportive work environment for our staff, partners, and visitors.

We know that building a strong, welcoming organization takes ongoing effort. We value a range of backgrounds and experiences, and we encourage candidates from different personal and professional paths to apply.

COMPENSATION AND BENEFITS

Salary:

\$230,000+

Benefits

The Battery Conservancy is an equal opportunity employer and offers a generous compensation package including full health benefits, generous paid time off, commuter benefits, 401(k), and more.

TIMELINE AND NEXT STEPS

If you are interested in this position, please [click here](#). All applicants will receive an email confirming receipt of their application.

We encourage candidates of all backgrounds to apply even if you do not meet all of the qualifications outlined above. If you are selected to move forward for an initial screening call, we expect you to hear from us by September 2025.

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[Submit an application](#)