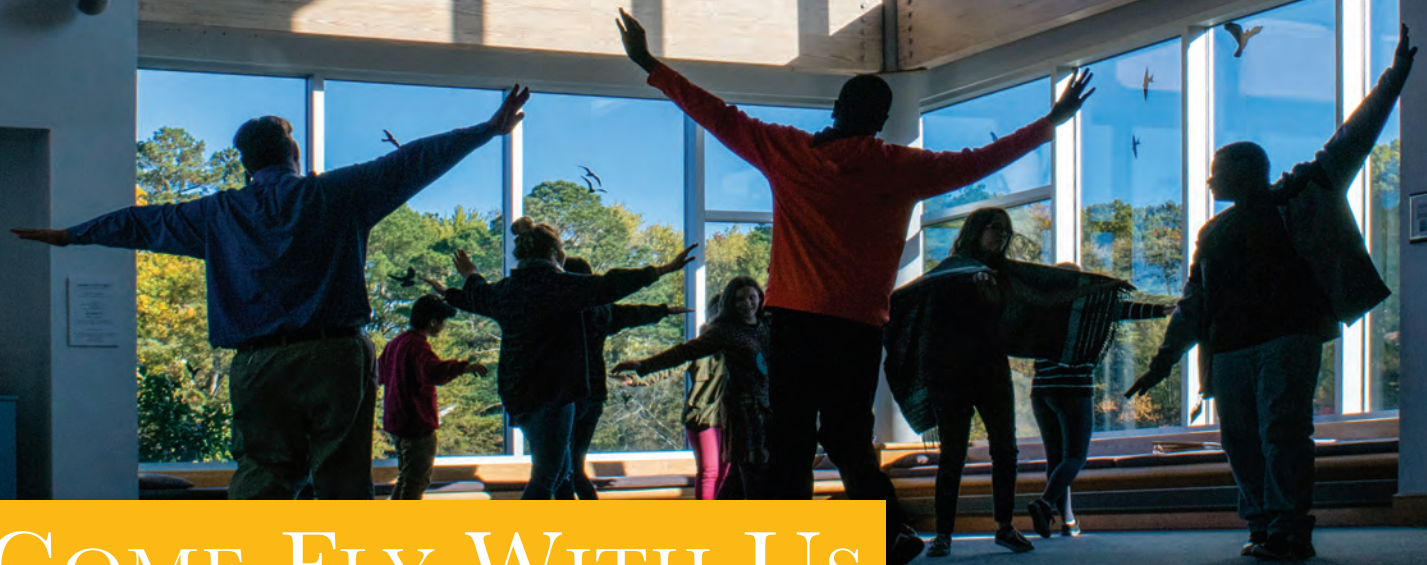


Ward Museum of Wildfowl Art, Salisbury University  
FY2016 Annual Report



COME FLY WITH US

# Ward Museum of Wildfowl Art

## Director's Message

Fiscal Year 16 (FY16) was a hardworking and productive year for the Ward Museum. Construction of our new Legacy Center addition was in full swing, interior renovations occurred and fundraising for more improvements continued. We reached a new record of service in our Education Department – over 21,000 persons. Our signature special events exceeded expectations and drew in new audiences, and we launched several new initiatives to provide even more community and regional involvement. Our collections grew with generous donations of master artworks and wildfowl collectibles. The board of directors approved a new mission statement and strategic plan for FY17-19. It was a big year for the Ward Museum, and we are thrilled that so many new supporters have committed to our success in the future. Be sure to share our story with others and invite them to *Come Fly With Us!*



Lora Bottinelli, Executive Director

## FY16 Ward Foundation Board Members

Barry Bergey  
Norm Conway  
Jon Deeter  
Gwenn Garland  
Dr. Clifton P. Griffin  
Dr. Darrel Hagar  
Bobby Jester  
Dr. Kent Kimmel

Jim List  
Kim Newcomb  
Paul Rhymer (outgoing 2016)  
Wayne Shelton  
Rich Smoker  
C. John Sullivan  
Nancy Richards West



## Our Mission

The Ward Museum of Wildfowl Art, Salisbury University is dedicated to exhibiting, collecting and promoting wildfowl art and wildfowling heritage.

## The Museum will achieve this mission by:

- Preserving and enhancing the legacy of Lemuel and Stephen Ward.
- Reflecting the heritage of the maritime communities of the Eastern Shore of Maryland, and those throughout the United States and abroad.
- Exploring through exhibits, publications and programs the relevance and impact of wildfowl on natural history and human society.
- Providing environmental education to all age groups to support intellectual investigations of a changing environment on wildfowling heritage and communities.
- Ensuring the vitality of the Ward World Wildfowl Carving Competition and the international community of artists who advance artistic excellence.
- Fostering partnerships to promote art, nature and tradition through targeted outreach activities and sharing of museum resources and experience.
- Committing to enhance the quality and stature of Salisbury University's educational programs.



## EDUCATIONAL PROGRAMS

FY16 marked a high point in the Museum's educational service – with 21,231 persons served! This is highest level of educational service in organizational history. Our year-round educational opportunities are for all ages. Through a range of learning opportunities and platforms, we support the exploration and discovery of wildfowl art, the natural world and regional cultural traditions.

Through field trips and in-school visits, the Ward Museum invests in the educational foundation of our community through programs for pre-K through grade 12. Using several curricula, *Flying WILD*, *Growing Up WILD* and *Pass It On: Cultural Traditions of the Lower Eastern Shore*, we are able to bring lessons that connect an appreciation for the natural world with regional history and heritage into area schools. Our programs are aligned with the Common Core and support the *Next Generation Science Standards* and *Arts Integration initiatives*.

The highlight of the youth program is the immensely popular *Drop In Art Saturday* Program, bringing regional artists together with area families for a free hands-on art experience at the Museum. In FY16, a new weekly program for ages 0-5 was launched: *Drop In Art, Jr.* The Education Department also offers weekly birding sessions on the grounds of the Museum through its *e-Bird Tuesday* program. The Museum Carving Club meets twice a month and has maintained active membership in FY16.

Whether it is through an immersive hands-on art class with a master artist or professional development training for local school teachers, the Museum offers adult learners high-quality, specialized trainings in their field of interest. Participants and presenters motivate learning and discovery on a variety of subjects connected to wildfowl art, nature photography, environmental education, cultural heritage and other related topics.



## Ward Museum of Wildfowl Art



### WARD WORLD CHAMPIONSHIP

The 46th Annual Ward World Wildfowl Carving Competition was held April 22-24, 2016, at the Roland E. Powell Convention Center in Ocean City, MD. This year's event was successful, with competitors and entries on par with prior years. The Living Legend Award Dinner was also a success, with Rich Smoker, Del Herbert and Todd Wohlt receiving honors this year. Seminars, workshops and demonstrations continue to make this event a cornerstone of the wildfowl art community.

The World Champions for 2016 are:

- Thomas Horn, Emmaus, PA:  
Decorative Life-size Wildfowl
- Pat Godin, Paris, Ontario, Canada:  
Floating Decorative Life-size Waterfowl Pair
- Jeff Krete, Cambridge, Ontario, Canada:  
Decorative Miniature Wildfowl
- Daniel Montano, Spring Valley, CA:  
Interpretive Wood Sculpture
- Thomas Flemming, Minnetrista,  
MN: Shootin' Rig

### CHESAPEAKE WILDFOWL EXPO

The 18th Annual Chesapeake Wildfowl Expo was held October 10, 2015, on the grounds of the Ward Museum. The Chesapeake Wildfowl Expo pays tribute to decoys from the past while encouraging the carving of new ones. With contemporary and antique decoy competitions, educational programs, waterfowling heritage marketplace, food, and a festival atmosphere, the event continues to be a successful launch of the Museum's fall season. The 2015 event saw stable entries in the number of competitors in the decoy competition compared to prior year.



## ART IN NATURE PHOTO FESTIVAL

The Fifth Annual Art In Nature Photo Festival was held August 7-9, 2015, at the Ward Museum. This newest of the Museum's annual art events has brought many new visitors, artists and nature enthusiasts in contact with the Ward Museum for the first time. The event includes a photography contest, seminars and workshops for amateur and professionals alike. There were 712 photographs entered in the competition by 124 photographers.

## COMMUNITY EVENTS AND OUTREACH

Throughout the year, the Museum has special opportunities for community engagement and celebration including:

- Winter Wonderland Holiday Event
- Antique Evaluation Night
- Celebration of Native American Heritage
- Silver Bells Quarter Auction
- Wine and Beer Pairings
- Exhibit Receptions



# Ward Museum of Wildfowl Art

## COLLECTIONS

The Ward Museum maintains its accreditation with the American Alliance of Museums, the highest national recognition for a museum. Accreditation signifies the Ward Museum has met and exceeded the highest standards of the museum field and is among the best institutions in the country. FY16 included transition of all collection records to Past Perfect, the museum software standard for collection management.

In FY16, 106 items were added to the Museum's permanent collection of art and artifacts, including artworks by Ira Hudson, Paul Rhymer, Lem Ward, Eddie Wozny and Charles Harper. The total value of new accessioned items for FY16 is \$71,655. All gifts of art to the permanent collection of the Ward Museum become assets of Salisbury University. Since the Museum's affiliation with SU in 2000, the collection value has increased from \$3.7M to \$6.3M.

A major donation to the collection began in FY16 from C.A. Porter and Patricia L. Hopkins. Over the next year, the Hopkins family are donating the majority of their vast decoy collection. Many of the decoys will be added to the permanent collection, others will be sold with proceeds benefiting an acquisitions fund to support purchase of waterfowling artifacts for the permanent collection.



## CHANGING EXHIBITS

The changing exhibits program brought a variety of nationally renowned artists, rare artifacts, thoughtful interpretation and regional tradition bearers together in stimulating displays in the LaMay and Welcome galleries, as well as temporary displays around the region.

### Highlights of the FY16 Changing Exhibit Program

- The Art of Sporting and Playing
- The Waterfowling Heritage of Assateague Island
- Larry Barth: Birds, Art and Design
- The Tradition and Sport of Falconry
- The Volunteer Art Show:  
Celebrating Our Creative Community
- Stepping Out in Style: A Penguin-palooza
- The Student Art Show: Water is for Everyone
- Sumi-e Painting: The Art of Less
- Living Landscapes: The Photography of Cam Miller



## SALISBURY UNIVERSITY STUDENTS

In FY16, the Ward Museum hosted 11 Salisbury University students as interns and graduate assistants. Students support curatorial research and exhibit development, archival and library services, educational programs, public relations, administrative and non-profit business functions, and special events. SU students also volunteer at events and serve as AmeriCorps members. The total hours of service provided by SU students in FY16 was 5,834.

## VOLUNTEER SERVICE

The Ward Museum's Volunteer Program is the centerpiece of the organization's commitment to engagement and community service. In FY16, more than 500 volunteers recorded 7,623 hours of volunteer service with the Museum. These combined hours are equivalent to \$203,075 of donated time and 3.5 full-time staff positions.

### 100+ Hour Volunteers for FY16:

Janet Baraby	Kent Kimmel	Al Scervo
Dana Barney	Dylan Laine	Bob Shade
Sam Bennett	Anne Lampert	Wayne Shelton
Barbara Benton	Ellen Lawler	Rich Smoker
Norm Conway	Jim List	Henry Stansbury
Jon Deeter	Walt McCabe	George Stump
Gwen Garland	Kim Newcomb	C. John Sullivan
Mark Gizzi	Lew Pearce	Ann Suthowski
Clifton Griffin	Nancy Pearce	Lee and Richard Townshend
Doug Hotton	Paul Rhymer	Nancy Richards West
Bill Hudson	Betty Pitney	JoAnn Wilber
Darrell Hagar	Brady Roberts	
Bobby Jester	Bennett Scott	

*The current listing of Ward Museum's professional staff of 11 full-time and 6 part-time workers can be found online at: [www.wardmuseum.org](http://www.wardmuseum.org)*



# Ward Museum of Wildfowl Art

## CAPITAL CAMPAIGN AND CAPITAL PROJECTS

In 2014, the Ward Museum launched its Soar to New Heights Capital Campaign, with a goal of raising \$2.2 M to restore and expand the Museum facility and galleries. In the first two years, over \$1.5M was raised.

### Completed Projects

- Treetops Gifts renovations and rebranding - August 2014
- Victor Oristano Meeting Room construction - August 2014
- Henry Fleckenstein Decoy Study Gallery renovation - September 2015
- Collections preservation upgrades - October 2015
- LaMay Gallery renovations - April 2016
- Sam Dyke Gateway to Outdoor Discovery construction (interior) - September 2016

### On the Horizon

- John A. Luetkemeyer Sr. and Thomas F. Mullan Jr Legacy Center construction - November 2016
- Richard A. Henson Education Center renovation - January 2017
- Sam Dyke Gateway to Outdoor Discovery construction (exterior trail and grounds) - Spring 2017
- Del Herbert Nature Lounge enhancement - April 2017
- Andrews Emerging Artist Showcase Gallery enhancement - April 2017
- Ward Brothers Gallery renovations - 2018
- Additional gallery renovations - 2018
- Grounds, landscaping, parking lot and roadside enhancements - 2018







## FINANCIALS

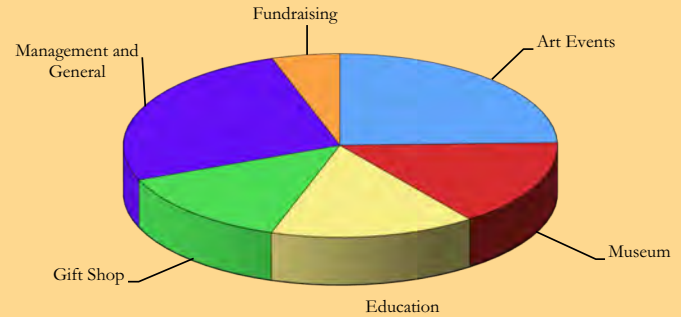
### FINANCIAL HIGHLIGHTS YEAR ENDED JUNE 30, 2016

	2016	2015
<b>STATEMENT OF ACTIVITIES</b>		
<b>Public support and revenue</b>		
Contributions - cash	\$ 176,361	\$ 919,233
Contributions - non-cash	81,885	102,145
Grants	155,174	241,602
Salisbury University	300,000	300,000
Membership investment	81,420	93,182
Art events, tuition and other	221,921	240,606
Museum and tours	39,822	41,769
Investment income/(loss)	(888)	(552)
Endowment fund income	47,121	45,829
<b>Total public support and revenue</b>	<b>1,102,816</b>	<b>1,983,814</b>
<b>Expenses</b>		
<b>Programs and support</b>		
Art Events	263,948	285,175
Museum	164,433	180,317
Education	164,342	152,643
Gift shop	147,679	148,147
Management and general	280,091	274,121
Fund raising	54,869	88,693
<b>Total programs and support</b>	<b>1,075,362</b>	<b>1,129,096</b>
Transfers to Salisbury University	71,655	102,020
Change in net assets	(44,201)	752,698
Net assets, beginning of year	1,079,774	327,076
<b>Net assets, end of year</b>	<b>\$ 1,035,573</b>	<b>\$ 1,079,774</b>

### NET ASSETS

<b>Consists of:</b>		
Unrestricted	\$ 793,678	\$ 323,953
Temporarily restricted	233,253	747,179
Permanently restricted	8,642	8,642
<b>Total</b>	<b>\$ 1,035,573</b>	<b>\$ 1,079,774</b>

### PROGRAMS AND SUPPORT EXPENSES BY TYPE YEAR ENDED JUNE 30, 2016



	2016		2015	
	\$	%	\$	%
Art events	\$ 263,948	24.55%	\$ 285,175	25.26%
Museum	164,433	15.29%	180,317	15.97%
Education	164,342	15.28%	152,643	13.52%
Gift Shop	147,679	13.73%	148,147	13.12%
Management and general	280,091	26.05%	274,121	24.27%
Fund raising	54,869	5.10%	88,693	7.86%
Capital outlay		0.00%		0.00%
<b>Totals</b>	<b>\$ 1,075,362</b>	<b>100.00%</b>	<b>\$ 1,129,096</b>	<b>100.00%</b>

Information selected from audited financial statements

Prepared by: PKS & Company, P.A.

# Ward Museum of Wildfowl Art

## ABOVE AND BEYOND DONOR ROLL

This list includes members, donors and Capital Campaign contributions to the Ward Museum in FY16 in amounts greater than \$150.

Mr. Michael Abercrombie, Cato Gas and Oil	Ms. Barbara E. Benton	Choptank Electric Trust	Dr. Janet Dudley-Eshbach and Mr. Joe Eshbach	Guerrieri Family Foundation
Accurate Optical	Ms. Nancy Berger	Mr. Thomas L. Christie	Dunes Manor Hotel	Guyette & Deeter, Inc.
Adler Display	Mr. & Mrs. Richard Bernstein	Mr. and Mrs. John L. Clayton, Jr.	Dux's Dekes	Dr. & Mrs. Darrell Hagar
ADT	Best Western OC Hotel	Colwood Electronics, Inc.	Mrs. Ann L. Dyke	Mr. Dave Harp, Chesapeake Photos
Mr. Richard P. Alleger	Mr. Frank Berry	Dr. Charles Brenner, DDS, PA	John Endicott Dyke	Hazel Family Charitable Trust
Dr. Diane Allen	Mr. and Mrs. John S. Berry	Mr. David Combs	Mr. Dennis E. Eberts	Mr. and Mrs. Brian Hendrix
Allen & Marshall	Mr. & Mrs. Chris Berry	Comcast Spotlight	Mr. James Edwards	Mr. Del Herbert
Mr. & Mrs. Fred Althaus	Mr. Paul Biederman	Comfort Inn Gold Coast	ERA Martin Associates	Mr. & Mrs. W. Thomas Hershey
Amazing Grout, Inc.	Ms. Grace Bishop	Chris Ferger Architects	Mr. David L. Fannon	Ms. Charlene Herzins, Bling Doctor
American Legion Post #64	BJ's on the Water	Community Foundation of the Eastern Shore	Farmers Bank of Willards	Mrs. Maria Heysse
Mr. and Mrs. Craig Andersson	Breakthrough Magazine	Mr. Donald D. Conover	Fenwick Inn	Mr. & Mrs. Harold E. Hicks, Jr.
Mr. & Mrs. H. P. Andrews	Mrs. Lora Bottinelli & Mr. Brian Gilliland	Mr. Norman H. Conway	Mr. Thomas Figge, Figge Foundation	Hilton Suites
Mr. J. Kemler Appell	Mr. and Mrs. Jeff Bounds	Mr. Michael L. Cook	Mr. Doug Fisher	Mr. & Mrs. Bob Hocutt
Apple Discount Drugs	Ms. Margaret Bounds	Delmarva Document Solutions	Mr. Jeff Fisher, A-Lex Print and Promotion	Holiday Inn Oceanfront
Mr. and Mrs. Bruce Archibald	Mr. & Mrs. Roger Bourgeois	Dr. & Mrs. Robert J. Corcoran	Flamingo Motel	Mr. & Mrs. Gerard Hagan
Atlantic General Hospital Foundation	Mrs. Betty-Lou Bowman	Mr. Jack Cox	Mr. Jerry Fletcher, Jerry Fletcher Catering	Holiday Inn Salisbury, MD
Atlantic Hotel	Mr. Nick Brown, Diligent Investors, LLC	Mr. J. M. Crockett	Freedom Electric Co.	Holiday Inn Ocean City, MD
Ayers Creek Adventures	Charles Brown Glass	Ms. Betty Crockett	Drs. John and Renee Fredericksen	Holt Paper & Chemical Company
BBSI	Ms. Noel Brown, Eastern Shore Benefit Solutions, LLC	Mr. Hugh Cropper III	Free Lighting Corporation	Mr. John P. Holt
Mr. Malcolm Bahrenburg	Bryant Charitable Foundation	Ms. Anne Cuomo	Mr. and Mrs. Brice R. Gamber	Ms. Jennie Hommel
Mr. Stephen Bain, Flexcut Tool Co.	Drs. David and Susanna Buchanan	Mr. John Davis	Mr. Ronald J. Gard	Mr. & Mrs. C.A. Porter Hopkins
Mr. Stephen Balint	Mr. John Buck Jr.	Ms. Linda Davis	Mr. William F. Gately	Mr. Dennis Hopson, Edward Jones
Bank of Ocean City	Mr. Thomm Buehl	Ms. Louise Davis	Mrs. Ellen George	Mr. Richard Hottel
Barefoot Mailman Motel	Dr. K. Nelson Butler	Davis, Bowen, & Friedel, Inc.	Mr. Frank Giangjobbe	Humphrey's Foundation
Bath Fitters	Cakes by David	Days Inn Oceanfront	Mr. Jay F. Goldstein	Ms. Susan Jackson-Stein
Ms. Betty Beall	Mrs. David S. Campbell	Delmarva Power	Mrs. Maggie Goldston	Ms. Kathleen Jensen
Mr. Larry Beauchamp	Castle in the Sand	Delmarva Powerwash LLC	Gordon Croft Foundation, Inc.	Johnson & Johnson
Beauchamp Brothers Construction	Ms. Billie Jo Chandler, Billie's Catering	Delmarva Public Radio	Mr. William Gore	Mr. & Mrs. Ron Jones
Capt. & Mrs. Richard E. Belote	Chesapeake Tours and Promotions	Delaware Electric Cooperative, Inc.	Dr. & Mrs. Ray Grandfield	Mr. Paul Tudor Jones
Mr. & Mrs. William S. Belote	Mr. Brian P. Cheramie	Mr. and Mrs. Stephen Derby	Mr. Robert S. Green	Mr. Barry G. Jones
Mr. Charles E. Belote Jr.	Chincoteague Decoy Carvers & Artists Assoc.	Ms. Heather Dorrell	Ms. Lee Ellen Griffith	Mr. Allen J. Katz
Benelli USA		Ms. Sharon Darsey	Mr. Laird David Guenther	Ms. Shawna Kearsley
				Dr. Kent Kimmel and Dr. Ruth Carroll

# FY16 Annual Report



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Mr. and Mrs. William L. King  
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Mr. & Mrs. Richard L. Marshall  
Mr. Gordon Martin  
Mary Kay  
Maryland Department of Education  
Maryland Heritage Areas Authority  
Maryland Humanities Council  
Maryland State Arts Council  
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Mr. and Mrs. George McGinnity, Jr.

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Mr. Charles F. McKelly, Jr.  
Ms. Mary G. McMullen  
Dr. & Mrs. Richard Meeks  
Mr. and Mrs. Meinhold  
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Mr. Steven Miller  
Mitchell's Martial Arts  
Mr. & Mrs. James J. Morgan  
Mr. Louis Morrell  
Mr. Thomas F. Mullan,  
Mullan Foundation, Inc.  
Mullan Enterprises, Inc.  
MTS Broadcasting  
National Endowment for the Arts  
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Copley Fine Art Auctions, LLC  
Ocean City Hotel &  
Restaurant Association  
Ocean Pro Industries  
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Mr. Michael R. Petrie  
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PNC Foundation  
Premier Properties Rental Management, LLC

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Randall and Clotilde Prior  
Princess Bayside Beach Hotel  
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Provident State Bank  
Quality Inn Oceanfront  
Quality Linens  
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Mr. & Mrs. Robert L. Rich  
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Mr. Charles W. Robinson  
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Ronnoc Real Estate Group  
Mr. & Mrs. George Rubenson  
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Mr. Jesse Saar  
Salisbury Univerity  
Salisbury University Green Fund  
Salisbury Wicomico County Arts Council  
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Mr. James Sandison  
Ms. Mariam Satchell, Purple Lily Studio  
Mr. Walter Schmitz  
Mr. John Schneider  
Sea Bay Hotel  
Mr. and Mrs. Bennett Scott  
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Spinnaker Motel  
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Mr. Donald P. Stevens  
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Survival Products, Inc.  
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Mr. Tsutomu Suzuki  
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Mr. Fred Tackitt  
Mr. Jay Tawes  
Tawes Museum  
Mr. Howard M. Taylor  
Mr. & Mrs. Jack Thomas  
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Tri-County Agency  
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Virginia Foundation for the Humanities  
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Waterman's Inn/GUS Inc.  
WBOC-TV 16  
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Mr. and Mrs. Henri Wedell  
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Mr. Jerry Wheatley  
Mr. and Mrs. William Wheeler  
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Webb, Burnett Esq.  
Mr. Leroy A. Wilbur, Jr.,  
Rogers Wilbur Foundation, Inc.  
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Mr. Kemp Wills  
Mr. and Mrs. Bob Windsor  
Mrs. Betty Wootten  
World Gym  
WRDE Coast TV  
Mr. and Mrs. William Wyatt, III  
Mr. and Mrs. Karl Yankey  
Walgreens  
Mr. Robert L. Zepp, Jr.

# ABOUT THE WARD MUSEUM

The Ward Museum of Wildfowl Art is nestled next to Schumaker Pond in Salisbury, MD. The Museum features the world's largest and finest public collection of decorative and antique decoys. The Museum was named in honor of Stephen and Lemuel Ward, whose vision and artistry in carving decoys pioneered the transition of the decoy from a working tool to an expressive wildfowl sculpture. With its 4.5 acre waterfront facility and 12,000 square feet of exhibition space, the Museum is a major destination for tourists and a resource for local residents who enjoy its year-round offerings. Through educational programs and services, the Museum serves 20,000 school children and adults annually. In 2011, the Ward Museum was accredited by the American Association of Museums for the first time. Salisbury University's 2012 BEACON study indicates that the Museum generates \$6.1 million in economic impact on the regional community annually. This financial relevance, coupled with the Museum's educational and cultural influence, solidifies the Museum's position as a major center for community engagement and investment.



# ABOUT THE WARD FOUNDATION

The Ward Foundation, Inc. is a non-profit organization incorporated in the State of Maryland since 1968. It operates the Ward Museum of Wildfowl Art for the benefit of the community in partnership with Salisbury University as an Affiliated Foundation.



909 S. Schumaker Dr.  
Salisbury, MD 21804  
410-742-4988  
wardmuseum.org



SU has a strong institutional commitment to diversity and nondiscrimination in all programs, events, and services. To that end, the University prohibits discrimination on the basis of sex, gender, marital status, pregnancy, race, color, ethnicity, national origin, age, disability, genetic information, religion, sexual orientation, gender identity or expression, veteran status or other legally protected characteristics. Direct all inquiries regarding the nondiscrimination policy to the Office of Institutional Equity/Title IX Coordinator, Holloway Hall 100, 410-543-6426.