



Ward Museum of Wildfowl Art, Salisbury University  
FY2017 Annual Report

WE'VE SPREAD OUR WINGS

# Ward Museum of Wildfowl Art

## Director's Message

FY17 was a transformational year for the Ward Museum. We completed construction and renovation projects, including the John A. Luetkemeyer Sr. and Thomas F. Mullan Jr. Legacy Center. We reached another new record of service in our Education Program – over 23,000 persons. Our signature special events exceeded expectations and drew in new audiences, and we launched several new initiatives to get even more involved. Our collections grew with generous donations of master artworks and wildfowl collectibles. If you have not visited the Ward Museum lately, you must plan a trip to see how we've spread our wings.



Lora Bottinelli, Executive Director

## FY17 Ward Foundation Board Members

Barry Bergey	Eli Modlin (incoming 2017)
Norm Conway	Kim Newcomb
Jon Deeter	Anthony Pasquariello
Gwenn Garland (outgoing 2017)	Wayne Shelton (outgoing 2017)
Dr. Clifton P. Griffin	Rich Smoker
Dr. Darrel Hagar	C. John Sullivan
Bobby Jester	Nancy Richards West
Dr. Kent Kimmel	(outgoing 2017)
Jim List	Sydney Tilman
Duke Marshall	



## Our Mission

The Ward Museum 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

FY17 marked another high point in the Museum's educational service – with 23,775 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 FY17.

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 highly quality specialized trainings in their field of interest. Participants and presenters motivate learning and discovery on a variety of subject matter connected to wildfowl art, nature photography, environmental education, cultural heritage and other related topics.



## Ward Museum of Wildfowl Art



## CHESAPEAKE WILDFOWL EXPO

The 19th Annual Chesapeake Wildfowl Expo was held October 8, 2016, 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 2016 event saw an increase in entries in the number of competitors in the decoy competition compared to the prior year despite the heavy rains on event day.

## WARD WORLD CHAMPIONSHIP

The 47th Annual Ward World Wildfowl Carving Competition was held April 28-30, 2017, at the 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 Tom Christie, Curt Fabre and Bennett Scott receiving honors this year. Seminars, workshops and demonstrations continue to make this event a cornerstone of the wildfowl art community.

The World Champions for 2017 are:

- Gary Eigenberger, Green Bay, WI:  
Decorative Life-size Wildfowl
- Larry Fell, Belleville, Ontario, Canada:  
Floating Decorative Life-size Waterfowl
- Gerald Painter, Great Falls, MT:  
Decorative Miniature Wildfowl
- Lynn Branson, British Columbia, Canada:  
Interpretive Wood Sculpture
- Keith Mueller, Killingworth, CT: Shootin' Rig





## ART IN NATURE PHOTO FESTIVAL

The Sixth Annual Art In Nature Photo Festival was held August 12-14, 2016, 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 amateurs and professionals alike. There were 960 photographs entered in the competition by 173 photographers.

## COMMUNITY EVENTS AND OUTREACH

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

- Delmarvalous Festival
- Winter Wonderland Holiday Event
- Antique Evaluation Night
- Silver Bells Quarter Auction
- Wine 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.

In FY17, 100 items were added to the Museum's permanent collection of art and artifacts, including artworks by Jay Goldstein, Shang Wheeler and Jim Robison. The total value of new accessioned items for FY17 is \$282,765. All gifts of art to 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 \$6.6M.

FY17 included final aspects of transition of all collection records to Past Perfect, the museum software standard for collection management

## 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 FY17 Changing Exhibit Program

#### LaMay Gallery

- 3/11/16 – 08/21/16  
Larry Barth: Birds, Art and Design
- 8/26/16 – 1/22/17  
Chincoteague Decoys: Tides and Time
- 1/27/16 – 5/14/17  
Scientific Illustration: Artistry in the Age of Science
- 5/19/17 – 9/24/17  
Current: Backyard Birds and Birdhouses

#### Welcome Gallery

- 6/10/16 – 9/11/16  
Living Landscapes: The Photography of Cam Miller
- 9/16/16 – 2/12/17  
Chincoteague Expressions: Artists in their Environment
- 2/17/17 – 4/2/17  
Illustrating Nature: The Student Art Show  
(curated by Education Department)
- 4/7/17 – 7/30/17  
Talents Unveiled: A Volunteer Art Showcase





## VOLUNTEER SERVICE

The Ward Museum's Volunteer Program is the centerpiece of the organization's commitment to engagement and community service. In FY17, 698 volunteers recorded 5,960 hours of volunteer service with the Museum. These combined hours are equivalent to \$143,870 of donated time and three full-time staff positions.

### 100+ Hour Volunteers for FY17:

Dana Barney	Kim Newcomb
Barb Benton	Lew Pearce
Barry Bergey	Nancy Pearce
Norm Conway	Anthony Pasquariello
Jon Deeter	Brady Roberts
Gwenn Garland	Emily Robinson
Dr. Clifton P. Griffin	Wayne Shelton
Dr. Darrel Hagar	Rich Smoker
Bill Hudson	Zoe Snyder
Bobby Jester	Ann Suthowski
Dr. Kent Kimmel	C. John Sullivan
Mary Knapp	Bob Waltersdorff
Ann Lambert	Nancy Richards West
Ellen Lawler	Sydney Tilman
Jim List	Lee Townshends
Duke Marshall	Richard Townshends
Walt McCabe	JoAnn Wilber



## SALISBURY UNIVERSITY STUDENTS

In FY17, 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 FY17 was 4,315.



# 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 \$2.2M to restore and expand the Museum facility and galleries. In the first three years, over \$1.8M was raised with the following completed projects:

- John A. Luetkemeyer Sr. and Thomas F. Mullan Jr. Legacy Center construction
- Richard A. Henson Education Center renovation
- Sam Dyke Gateway to Outdoor Discovery construction
- Del Herbert Nature Lounge enhancement
- Andrews Emerging Artist Showcase Gallery enhancement
- LaMay Gallery renovations
- Collections Preservation upgrades
- Henry Fleckenstein Decoy Study Gallery renovation
- Victor Oristano Meeting Room construction
- Treetops Gifts renovations and rebranding







## FINANCIALS

### STATEMENT OF FINANCIAL POSITION JUNE 30, 2017

ASSETS	
<b>Current assets</b>	
Cash	\$ 38,014
Temporarily restricted cash - capital campaign	3,853
Accounts receivable	8,852
Temporarily restricted pledges receivable, net	233,350
Grants receivable	5,442
Prepaid expenses	37,498
Inventory	102,784
<b>Total current assets</b>	<b>429,793</b>
<b>Investments, at fair value</b>	<b>44,551</b>
<b>Net fixed assets</b>	<b>1,801,020</b>
<b>Other assets</b>	
Art collection for sale	66,545
Temporarily restricted pledges receivable, net	184,266
<b>Total other assets</b>	<b>250,811</b>
<b>Total assets</b>	<b>\$ 2,526,175</b>
<b>LIABILITIES AND NET ASSETS</b>	
<b>Current liabilities</b>	
Current portion of long-term debt	\$ 3,891
Temporarily restricted current portion of long-term debt - capital campaign	233,350
Line of credit	163,612
Accounts payable	88,958
Temporarily restricted accounts payable - capital campaign	95,128
Accrued payroll	26,054
Compensated absences	29,336
Temporarily restricted refundable advances	9,766
Temporarily restricted refundable advances - capital campaign	18,750
Deferred revenue	68,240
Temporarily restricted deferred revenue - capital campaign	15,143
<b>Total current liabilities</b>	<b>752,228</b>
<b>Long-term liabilities</b>	
Long-term debt, less current portion	7,943
Temporarily restricted long-term debt, less current portion	261,995
Assets held on behalf of others	97,171
<b>Total long-term liabilities</b>	<b>367,109</b>
<b>Total liabilities</b>	<b>1,119,337</b>
<b>NET ASSETS</b>	
Unrestricted	(35,123)
Temporarily restricted	1,433,319
Permanently restricted	8,642
<b>Total net assets</b>	<b>1,406,838</b>
<b>Total liabilities and net assets</b>	<b>\$ 2,526,175</b>

Information selected from audited financial statements prepared by: TGM Group LLC

### STATEMENT OF ACTIVITIES YEAR ENDED JUNE 30, 2017

	Unrestricted	Temporarily Restricted	Permanently Restricted	Total
<b>PUBLIC SUPPORT AND REVENUE:</b>				
Contributions - cash	\$ 21,410	\$ 259,144	\$ -	\$ 280,554
Contributions - non-cash	276,625	-	-	276,625
In-kind contribution	-	65,456	-	65,456
Grants	174,942	317,370	-	492,312
Salisbury University	300,000	-	-	300,000
Membership investment	90,226	-	-	90,226
Art events, tuition and other	235,403	-	-	235,403
Museum and tours	35,625	-	-	35,625
Investment income (loss)	5,110	-	-	5,110
Net fixed assets	45,780	-	-	45,780
Net assets released from restrictions	40,549	(40,549)	-	-
<b>Total support and revenue</b>	<b>1,225,670</b>	<b>601,421</b>	<b>-</b>	<b>1,827,091</b>
<b>EXPENSES:</b>				
<b>Program services:</b>				
Art events	312,585	-	-	312,585
Museum	144,047	-	-	144,047
Education	192,638	-	-	192,638
Gift shop	135,115	-	-	135,115
<b>Supporting services:</b>				
Management and general	336,253	-	-	336,253
Fundraising	52,423	-	-	52,423
<b>Total expenses</b>	<b>1,173,061</b>	<b>-</b>	<b>-</b>	<b>1,173,061</b>
<b>Transfer to Salisbury University</b>	<b>282,765</b>	<b>-</b>	<b>-</b>	<b>282,765</b>
<b>Change in net assets</b>	<b>(230,156)</b>	<b>601,421</b>	<b>-</b>	<b>371,265</b>
<b>Net assets, beginning of year, as restated</b>	<b>195,033</b>	<b>831,898</b>	<b>8,642</b>	<b>1,035,573</b>
<b>Net assets, end of year</b>	<b>\$ (35,123)</b>	<b>\$ 1,433,319</b>	<b>\$ 8,642</b>	<b>\$ 1,406,838</b>

Information selected from audited financial statements prepared by: TGM Group LLC

# Ward Museum of Wildfowl Art

## ABOVE AND BEYOND DONOR ROLL

This list includes members, donors and capital campaign contributions to the Ward Museum in FY17 in amounts greater than \$150.

2 J's BBQ & Seafood	Mr. Charles E. Belote Jr.	Mr. Keith Campbell	Dr. Janet Dudley-Eshbach & Mr. Joe Eshbach	Hazel Charitable Fund
Accurate Optical	Benelli USA	Castle in the Sand	Dunes Manor Hotel	Mr. Robert T. Heim, Premier Properties Rental Managment, LLC
Mr. Michael Abercrombie, Cato Gas & Oil	Ms. Barbara E. Benton	Charles Brown Glass	Mr. Jeff Duxbury, Dux's Dekes	Mr. Del Herbert
Dr. Diane Allen	Ms. Nancy Berger	Mr. Brian P. Cheramie	Dr. Samuel E. Dyke, SED Properties, LLC	Mr. & Mrs. W. Thomas Hershey
Allen & Marshall	Mr. Barry Bergey	Chesapeake Tours & Promotions	Mrs. Ann L. Dyke	Mrs. Maria Heysse
Adler Display	Mr. & Mrs. Richard Bernstein	Crisfield Heritage Foundation	Mr. Dennis E. Eberts	Mr. & Mrs. Harold E. Hicks Jr.
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Mr. Mike Amaral	Mr. & Mrs. John S. Berry	Chincoteague Bay Field Station	Mr. John L. Eliot	Hilton Suites
Amazing Grout, Inc.	Mr. & Mrs. Chris Berry	Chincoteague Decoy Carvers & Artists Assoc.	Dr. Carolyn Elmore	Mr. & Mrs. Joe Hinson
American Legion Post #64	Best Western OC Hotel	Choptank Electric Trust	ERA Martin Associates	Mr. & Mrs. Bob Hocutt
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Mr. & Mrs. Bruce Archibald	Ms. Grace Bishop	Colwood Electronics, Inc.	Fairfield Inn Suites Marriott	Holiday Inn Oceanfront
Mr. Richard Arnold	BJ's on the Water	Mr. David Combs	Mr. David L. Fannon	Holly's Holistic Health
Atlantic General Hospital Foundation	Bling Doctor	Comcast Spotlight	Farmers Bank of Willards	Holiday Inn Salisbury
Mrs. John B. Atkins Sr.	Mr. Clark Bloom	Comfort Inn Gold Coast	Fenwick Inn	Mr. John P. Holt, Holt Paper & Chemical Company
Ayers Creek Adventures	Mr. Lora Bottinelli	Community Foundation of the Eastern Shore	Mr. Doug Fisher	Ms. Jennie Hommel
Mr. Malcolm Bahrenburg	Mr. & Mrs. Jeff Bounds	Mr. Donald D. Conover	Mr. Jeff Fisher, A-Lex Print & Promotion	Mr. & Mrs. C.A. Porter Hopkins
Mr. Stephen Bain, Flexcut Tool Co.	Ms. Margaret B. Bounds	Mr. Norman H. Conway	Flamingo Motel	Mr. Dennis Hopson, Edward Jones
Ms. Andrea M. Baldeck	Mr. & Mrs. Roger Bourgeois	Mr. Michael L. Cook	Fruitland Lions Club	Mr. & Mrs. Peter Hutchinson
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	Mr. David S. Campbell			
	The Campbell Foundation			

# FY17 Annual Report



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Worcester County Arts Council  
Mr. & Mrs. William Wyatt III  
Ms. Kim Wootteon, Grand Hotel & Spa  
Mr. Robert L. Zepp Jr.

# ABOUT THE WARD MUSEUM

The Ward Museum of Wildfowl Art is nestled next to Schumaker Pond in Salisbury, Maryland. 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 23,000 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.



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