

Annual Report

RELEVANCE | AUTHENTICITY | STEWARDSHIP — 2013 - 2014



A Message from the Board

by Richard C. Tilghman, Jr., 2014-2015 Chair

In looking back on the Museum's most recent fiscal year, it's easy to understand why members of our Board and other donors join me with enthusiasm over this institution's accomplishments and the bright future that lies ahead. Of note are the Museum's strengthened finances, which position the Museum for some of its most important and meaningful work yet to be done.

The Museum's strengthened finances, as you'll see in this report, are due to a balanced budget, accomplished in most part through an increase in earned revenues, reduction of debt, and growth in our endowment. Record attendance at last year's OysterFest and Watermen's Appreciation Day, for example, and increases in our boat donations program helped to boost revenues over previous years. In addition, our endowment has grown from increases in planned giving and life memberships, as well as market gains.

For many of our visitors and members, the year will be remembered for the relaunch of the 1955 skipjack *Rosie Parks*, which took place on November 2, 2013 as more than 4,500 spectators watched in awe as she returned home to the Chesapeake's waters. Others may be more excited about the acquisition of the 1920 buyboat *Winnie Estelle*, which arrived at the Museum on April 1, 2014—thanks to a generous gift from an anonymous donor—and has been taking passengers out ever since. Our floating fleet wasn't the only star attraction, as new exhibits also marked the year with *Navigating Freedom: The War of 1812 on the Chesapeake* opening May 11, 2013, and *Carvers at the Crossroads: Sharing Ideas, Techniques and Styles across the Chesapeake's Susquehanna Flats* opening April 12, 2014. Both exhibits continue into this year, and thanks to a very generous anonymous donor, four of our main exhibit buildings have new or upgraded HVAC systems.

None of this could be accomplished without the support of people like you, along with the staff, volunteers and leaders of this important institution. Many thanks are due to our Past President, Langley Shook, who retired this past June, and Immediate Past Chairman Tom Seip, who provided great leadership and vision as we moved through this transitional year. We also owe much to a terrific search committee, who ensured a well-qualified and passionate leader for the institution in Kristen Greenaway, who began her work here in July.

Now, with Kristen at the helm and plans for the Museum's 50th birthday celebration in 2015 underway, our aspirations for CBMM are set high. Because of our strengthened financial position, along with the continued support of members, friends, and donors like you, the Museum has a bright future ahead.



A handwritten signature in black ink, which reads "Richard C. Tilghman, Jr." in a cursive script.

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The skipjack *Rosie Parks* was relaunched at the annual OysterFest celebration on November 2, 2013. Photo courtesy of William Wilhelm.

Chesapeake Bay Maritime Museum's HONOR ROLL OF DONORS

We extend our deepest gratitude to our donors for gifts received between May 1, 2013 and April 30, 2014. It is only through the generosity of our friends and supporters that the Museum can fulfill its mission and impact lives by igniting a spark of interest and passion for the Chesapeake Bay and its heritage and culture. Gifts of \$100 or more are listed below. Every gift, no matter the size, is greatly appreciated. *Thank you!*

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Chesapeake's Best Crab Cakes is a hands-on program for grades 3-5 in which students learn about Chesapeake geography, social studies and economics following the blue crab on its journey from the Chesapeake Bay to the dinner table. Students have a chance to walk in the shoes of people who earn their livelihood from the crabbing industry by working a trotline activity, picking stuffed crabs at a packing house, ordering from a restaurant on a migrant worker's wages and culling their dredge catch.

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On April 1, the historic 1920 Chesapeake Bay buyboat *Winnie Estelle* arrived at CBMM as the new workhorse of the Museum's floating fleet for scenic Miles River cruises and a wide variety of on-the-water educational programs. *Winnie* was used around Smith Island as a workboat for more than 40 years, carrying seafood and produce to market across the Chesapeake Bay.



The Potomac River dory boat was relaunched in April after a winter of restoration. The 38 foot dory boat was built in 1931 by Francis Raymond "Peg Leg" Hayden along the Potomac River at Banks O'Dee, MD. Potomac River dories were built in Southern Maryland on the Potomac River and used primarily for oyster tonging. These boats are the descendants of the "Black Nancy," a type of small (18 to 27 feet) and narrow workboat dating to before the Civil War. The boat was donated to CBMM in 1988 by the Calvert Marine Museum.

- | | |
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William Wright
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Mary Jane & Edward Wyant
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Marianne Yost
Margaret & Sanford Young
Joyce & Don Young
Ellie Zentgraf
Esther & Bob Ziegler
Howard Zwemer

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Estate of Thomas Clagett, Jr.
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Estate of Robert N. Riley
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The Museum's working boatyard offers a wide variety of public programming, including Apprentice For a Day, mosaic art, oar making, carving workshops, Public Sailing Days and more.

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Gifts in Honor of

We congratulate the honorees listed in bold and thank our donors for their thoughtful tribute gifts:

Chrys & Ed Alvarado
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Robert South Barrett
 Jeff Bean
 The Theo B. Bean Foundation
Duane W. Beckhorn
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Mark & Alesha Donahue
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 Amy Fields
Beverly & Richard Tilghman
 Eleanor & John Magee

Gifts in Memory of

We express our sincere appreciation and deepest sympathy to the following family and friends who made memorial gifts to the honorees indicated in bold:

Betty Chrystella "Chrys" Alvarado
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Lighthouse Legacy Founders

Our deepest gratitude to the following friends who have pledged a legacy gift of \$25,000 or more through their estate plans:

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Thank you to our new Life Members!

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 Gayle & John Bremer
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Diane Minahan-Griffith
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Deed of Gifts

The Museum is grateful to the following friends who donated a variety of items between May 1, 2013 and April 30, 2014:

Justine & Raymond Adams
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(top) Many of the Chesapeake Bay Maritime Museum's volunteers gathered at a reception honoring their service. In fiscal year 2013-2014, more than 200 volunteers collectively contributed more than 29,000 hours of service to the Museum, helping with all aspects of CBMM's operations. Volunteers reaching milestones in hours of service were also recognized.

(right) CBMM Volunteer Bob Mason, who leads the museum's Maritime Model Guild among other initiatives, was recognized for giving 7,000 hours of volunteer service toward the Museum. Mason has been a CBMM volunteer for more than 25 years.

Volunteer opportunities are available at CBMM for our education programs, docent-guided tours, volunteer-run river cruises, administrative duties, the maintenance of 18 acres and dockage at the Museum, as well as a fleet of historic boats to maintain. For more information, contact Melissa Spielman at 410-745-4956 or email mspielman@cbmm.org.



At a reception held in the Van Lennep Auditorium, the Museum recognized more than 200 volunteers for their combined 29,021 hours of service toward the Museum over the last year. Several volunteers were recognized by CBMM staff for their work with the education, buildings and grounds, curatorial, museum store, boatyard, boat donations, administrative, communications and events departments.

Special recognition was given to volunteers with the highest hours of service, including Bob Mason with 7,000 hours; Lorraine Glass and John Hawkinson with 6,000 hours; Don Parks and Mary Sue Traynelis with 4,000 hours; Lloyd Devigne, Jerry Friedman, Roger Galvin, Al Kubeluis, Bob Petizon, and Helen Womack with 3,000 hours; Sam Barnett, Mike Corliss, Steve Murphy, Mary Ann Ray, and Cliff Stretmater with 2,000 hours; Ed

Alvarado, Audrey Brown, Russ Cochran, Rick Kuba, and Bob Traynelis with 1,500 hours; and Sandy Cannon-Brown, Dick Clayton, Bill Day, Bob Hoskins, Bill Hough, Pat and Kirby Scott, Karen Shook, and Jody Stumpf with 1,000 hours.

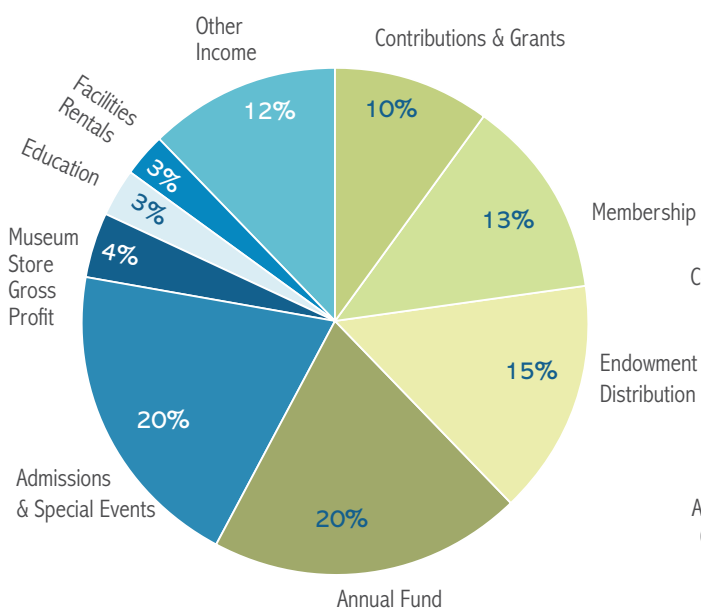
"Each year, we gather together for a few hours to say a collective thank you to our dedicated corps of volunteers," commented CBMM's Director of Events and Volunteer Program Melissa Spielman.

"Despite our intent or how heartfelt these words are, they are still woefully inadequate for the mountains of gratitude our staff individually feel for our volunteers—for the time they give, for the efforts they put forth, for being here to support our mission, and to help each of us succeed in our work. We are extremely grateful for their service."

STATEMENT OF FINANCIAL POSITION YEAR ENDED APRIL 30, 2014

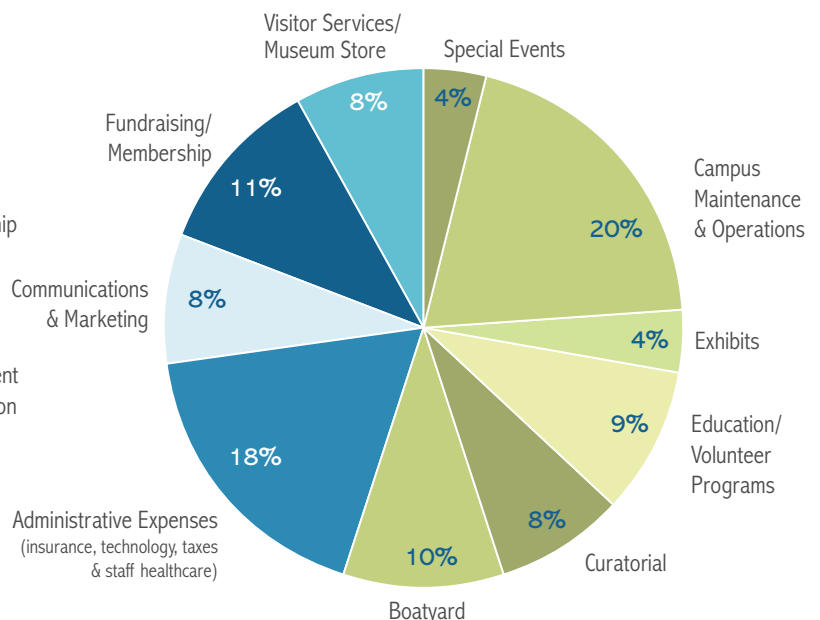
ASSETS	2014	2013
Cash and Cash Equivalents	\$1,662,640	\$1,097,764
Accounts and Grants Receivable	64,281	83,983
Split-Interest Receivable	532,354	575,810
Contributions Receivable	127,386	209,926
Inventories at Lower of Cost or Fair Value	81,647	72,933
Pre-Paid Expenses	38,199	17,063
Planned Gifts Investments at Fair Value	10,623	10,623
Long Term Investments at Fair Value	9,910,556	8,847,246
Land, Buildings and Equipment (Net of Depreciation)	10,000,904	10,612,461
TOTAL ASSETS	\$22,428,590	\$21,527,809
LIABILITIES AND NET ASSETS		
Accounts Payable and Accrued Expenses	\$638,555	\$188,497
Deferred Income and Deposits	275,425	117,546
Long-Term Debt	900,000	960,000
TOTAL LIABILITIES	\$1,813,980	\$1,266,043
NET ASSETS		
Unrestricted	\$8,504,839	\$8,830,514
Temporarily Restricted	2,300,047	2,271,189
Permanently Restricted	9,809,724	9,160,063
TOTAL NET ASSETS	\$20,614,610	\$20,261,766
TOTAL LIABILITIES AND NET ASSETS	\$22,428,590	\$21,527,809

OPERATING INCOME



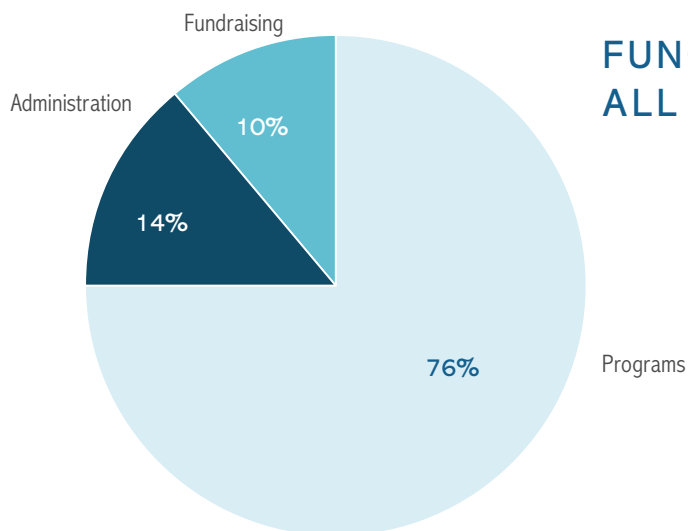
OPERATING EXPENSES:

Your donations at work



STATEMENT OF ACTIVITIES YEAR ENDED APRIL 30, 2014

REVENUES	UNRESTRICTED	TEMPORARILY RESTRICTED	PERMANENTLY RESTRICTED	TOTAL	
				2014	2013
Contributions	\$1,021,501	\$53,529	\$649,661	\$1,724,691	\$1,129,371
Membership	440,639	—	—	440,639	425,362
Grants	—	71,669	—	71,669	162,472
Special Events	245,592	—	—	245,592	257,464
Admissions	556,429	—	—	556,429	520,499
Ground Rentals	89,930	—	—	89,930	124,535
Education Programs	105,010	—	—	105,010	78,324
Change in Value of Split-Interest Agreements	31,611	—	—	31,611	38,362
Investment Income	5,256	268,242	—	273,498	350,342
Realized Gain on Investments	(1,566)	(26,815)	—	(28,381)	604,438
Unrealized Gain (Loss) on Investments	28,150	484,602	—	512,752	50,791
Museum Store Gross Profit	128,665	—	—	128,665	124,578
Rental Income	16,910	—	—	16,910	16,500
Miscellaneous Sales	439,949	—	—	439,949	360,542
Other Income	19,165	—	—	19,165	19,421
Assets Released from Restriction	822,369	(822,369)	—	—	—
TOTAL REVENUE	\$3,949,610	\$28,858	\$649,661	\$4,628,129	\$4,263,001
EXPENSES					
Program Expenses	\$3,234,666	—	—	\$3,234,666	\$3,291,372
Administration Expenses	586,725	—	—	586,725	568,709
Fundraising Expenses	453,894	—	—	453,894	454,874
TOTAL EXPENSES	\$4,275,285	0	0	\$4,275,285	\$4,314,955
CHANGES IN NET ASSETS	(\$325,675)	\$28,858	\$649,661	\$352,844	(\$51,954)
NET ASSETS, BEGINNING OF YEAR	\$8,830,514	\$2,271,189	\$9,160,063	\$20,261,766	\$20,313,720
NET ASSETS, END OF YEAR	\$8,504,839	\$2,300,047	\$9,809,724	\$20,614,610	\$20,261,766



FUNCTIONAL EXPENDITURES, ALL FUNDS

OysterFest

St. Michaels, Maryland

Saturday, October 25
10am-4pm, rain or shine

Free for CBMM Members and children five and under. \$15 for non-member adults, \$12 seniors, \$6 children ages 6-17. Food and boat rides are an additional cost.

Chesapeake Bay
Maritime Museum
P.O. Box 636
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Live Music by *Roadhouse Clams*

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Scenic River Cruises

Oyster Stew Competition

Cooking Demonstrations

Oyster Aquaculture
& Restoration Demonstrations

Oyster Tonging

Children's Activities



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