

Annmarie Sculpture Garden & Arts Center

**COVID  
IMPACT**

# ANNUAL REPORT

## to the Board of Calvert County Commissioners

*FY'20: JULY 1, 2019 - JUNE 30, 2020*

Prepared By Ann's Circle, Inc. & Koenig Private Foundation, Inc.

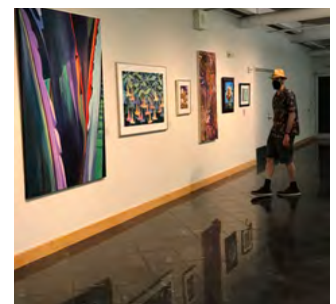
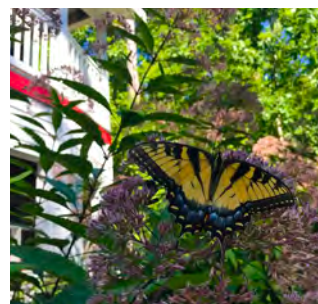
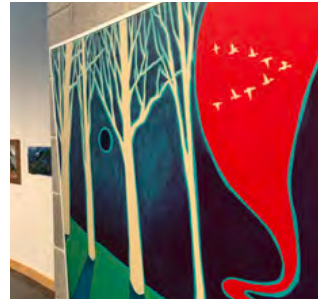


**SERVING OUR COMMUNITY DURING AN UNPRECEDENTED YEAR**  
~ ramping up outdoor programs and developing virtual programs ~



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**Think of all the ways creativity has helped you get through this year.** The movies you watched, the games you've played, the stories you've read, the music you've played, the recipes you've tried, the hobby you've discovered, the new tactics you've found to entertain your children—how has creativity and art shaped your pandemic experience? The COVID-19 crisis has highlighted what we at Annmarie have always known to be true: the arts are vital to healthy living. They help us cope, process our world, share our experiences, and find comfort in the chaos. Art has immeasurable benefits to the well-being of individuals, communities, and society.







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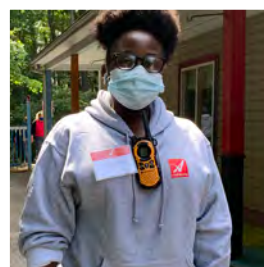
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**“Science will get us  
out of this pandemic,  
but art will get us through it.”**

Mo Willems



# INTRODUCTORY COMMENTS



## From Stacey Hann-Ruff, Director

It is my honor to present the FY 20 Annual Report for Annmarie Sculpture Garden & Arts Center. We have overcome many challenges in our almost 20 years of operating the garden, but the pandemic is certainly unique in its scope and impact on our community and world. It took passionate dedication, hard work, extraordinary teamwork, creative thinking, and a supportive community and state government, to find our way through the crisis—and it's not over yet.

Working with my incredible team during the crisis has highlighted how our core values and skills have been crucial in our response to the pandemic. Operating a non-profit is challenging. With limited financial and staff resources, circumstances have always required us to be thrifty, resourceful, creative, hard-working, optimistic, and brave. We spend a good deal of our time finding ways to save money while scrambling for grants and various donations to help fund operations - and taking small leaps of faith that things will work out. It turns out that these skills prepared us well for this crisis.



Stacey Hann-Ruff

This report summarizes our many activities in FY 20, with particular emphasis on the last two quarters when we were organizing our response to the pandemic. Annmarie has an incredible leadership team who helped me navigate a very challenging and exhausting time. You will meet the team in this report. Thanks to a mad dash to apply for every grant we could find, we were able to retain our staff throughout the crisis. I can't tell you how proud I am to say this and how grateful I am to have my team intact.

Aside from a very short shutdown period, we stayed open and operational doing everything we could to support and serve our community. Having a 50 acre campus, and a creative staff, gave us the resources to do so. We provided daily activities and programs for countless families during a very difficult time for them. Our role in supporting community mental and physical health cannot be understated. We heard appreciative comments from guests every day and were inspired by their gratitude to continue our mission to "nurture the human spirit and contribute to a healthy society."

We are deeply grateful to the county commissioners, our members, volunteers, sponsors, donors, and boards. You stuck by us during a challenging time and we promise to continue to provide meaningful activities for you and yours. We are also proud to report on the many ways we supported the regional economy during the pandemic. We brought visitors to our Solomons community and provided income-generating opportunities for hundreds of artists and vendors during the pandemic. As Governor Hogan likes to say, "We Are Open for Business."

The story of our response to the pandemic will be continued in the FY 21 report, but I can tell you that you will see more of the same - creative and dedicated people working to make Southern Maryland a better place to live. We still have many challenges ahead of us – both financial and operational – but I believe our optimism, and commitment to serving our community, will help us find a path forward.

If you have any questions or comments about this report, feel free to contact me. Thank you!

**director@annmariegarden.org t. 410-326-4640**



# A CREATIVE RESPONSE TO COVID

## COVID RESPONSE



Jaimie Jeffrey

### From Jaimie Jeffrey, Curator of Public Programs

Through most of FY20, Annmarie was experiencing growth in many areas. Our family events enjoyed rising attendance numbers. Our membership program was growing. Thanks to project grants from the Maryland Heritage Areas Authority, we continued to expand our trails and outdoor classroom spaces to support our bustling lineup of programs. The pandemic changed this momentum, but did not stop it. When the mandatory closures hit in March, Annmarie staff was quick to respond, adjust, and stay present for our community. While many cultural sites were forced to close or limit operations, AMG had the resources to respond to a community in need and expand operations and programs.

## Covid Response At a Glance

### MARCH

- ONLINE COMMUNITY SURVEY – assessed community concerns and needs just before the closures hit. Over 300 responses.
- COVID RESOURCE page on website to help connect community with area resources.
- AT HOME LEARNING pages on website and social media, offering free daily prompts and lessons for families as schools were closed.

### APRIL

- FREE VIRTUAL Brown Bag Lunches to stay connected with community.
- PAY WHAT YOU CAN VIRTUAL programs for children and adults.
- SITE IMPROVEMENTS began to ensure a safe re-opening of the park and buildings. Touchless admissions, new signs, staff training, cleaning protocol, and reworked outdoor activity stations became the focus.
- CONVERTED MARKET EVENT to virtual market to help support artists during closures
- PANDEMIC POST CARD PROJECT initiated, receiving postcards from people around the world.

### MAY

- PARK REOPENED safely with guidance from Health Dept.
- ENHANCED DAILY EXPERIENCE included more hands on activities for families.
- VIRTUAL PROGRAMS and online learning continued.
- VIRTUAL SCHOOL FIELD TRIPS held as schools struggled to rebound.
- SUPPORTED ARTISTS by continuing markets and gallery shows during COVID.

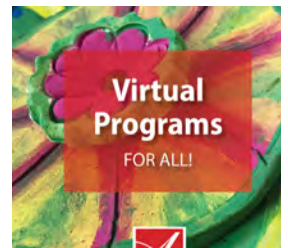
### JUNE

- BUILDINGS REOPENED safely in June with new protocols in place.
- OUTDOOR FAMILY PROGRAMS began running weekly.
- PREPARED FOR OUR FIRST EVENTS - developed crowd control measures and safety protocols for July events (Insectival & Sea Glass Market).
- INCREASED VISITORSHIP from out-of-area guests was noticeable!
- CLAY STUDIO REOPENED for small group classes.
- PLANNING FOR ALTERED ARTSFEST, HALLOWEEN, GARDEN IN LIGHTS (which all ran successfully).

Through all of the pandemic challenges, we have never lost sight of our mission and our commitment to our region. We've stayed present, open, and ready to serve. It has been taxing – operating and programming during COVID requires more time and resources—but our mission is to contribute to a healthy society by connecting people to art and nature, and so that is what we will continue to do.

If you have any questions about our COVID response, feel free to contact me.

[programs@annmariegarden.org](mailto:programs@annmariegarden.org) • 410-326-4640





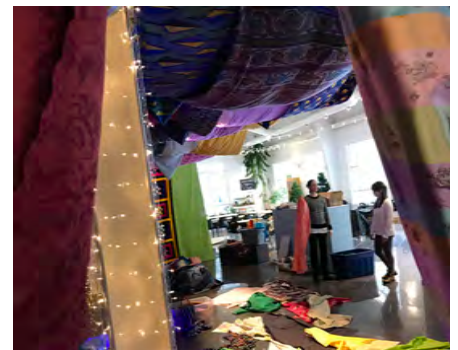
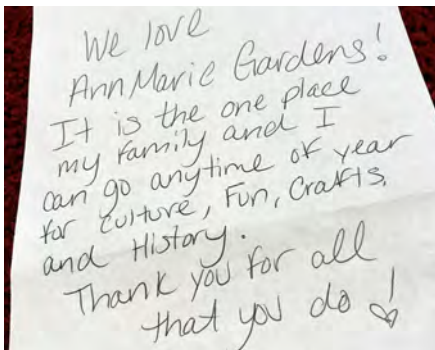
# MESSAGE FROM THE PRESIDENT OF ANN'S CIRCLE



Lee Woodfin

## From Lee Woodfin, President Ann's Circle, Inc., Board of Directors

When I take a step back and consider the many programs and events Annmarie offers, I see so much more than things for people to do. I see a passionate staff that is driven to serve our community so that Art and Nature are mainstreamed into the lives of our youth. I see an organization that is shaping our future community leaders with volunteer programs such as the Counselor in Training program and their youth volunteer engagement. I see a group of people whose passion and enthusiasm attracts community volunteers of all ages. And I see influences, great and small, that make a difference to Southern Maryland now and will do so for years to come. They are rightfully proud of the positive economic impacts Annmarie brings to the county – but it's really just one more community benefit, a byproduct of a well-run public-private partnership staffed with an amazing staff whose devotion to the mission is evident with every program and in every citizen interaction. Annmarie will always have a place in my heart, and I feel honored to be part of it!







## **ANNMARIE SCULPTURE GARDEN & ARTS CENTER**

is located in scenic Solomons, Maryland, where the Patuxent River meets the Chesapeake Bay. The sculpture garden features trails that meander through the woods past permanent and loaned sculpture, including over thirty works on loan from the Smithsonian Institution and the National Gallery of Art. Artists in the collection include: Antonio Tobias Mendez, Barbara Hepworth, George Rickey, Cesar, Robert Engman, Kenneth Snelson and Francisco Zuniga.

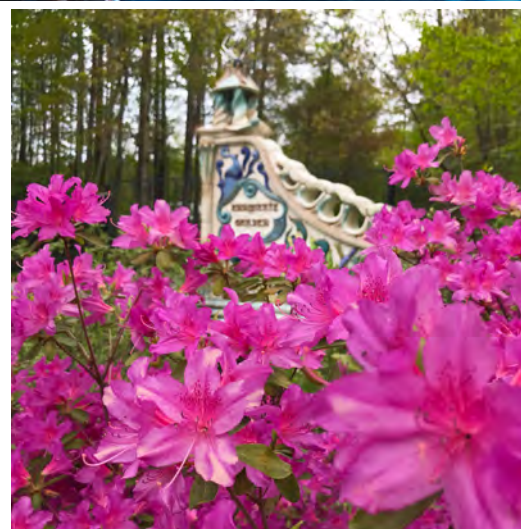
The grounds also include the Fairy Lolly Creative Play Space, the Tree-mendous Trail, and the Creekside Overlook. The award-winning Murray Arts Building includes rotating exhibition space, a gift shop, the artLAB Creative Re-use Center, and the Nature Nook. The Studio School offers classes for all ages and abilities - from pottery to dance - taught by professional artists and arts educators.

Annmurie presents a wide variety of annual festivals, exhibits, markets, and programs in a vibrant space, serving more than 75,000 guests each year.

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### **Annmurie Sculpture Garden & Arts Center**

13470 Dowell Road  
Solomons, Maryland 20688



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### **ANNMARIE CELEBRATES OUR COMMUNITY**

County-owned art in the garden is inspired by our maritime and agricultural history.

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### **ANNMARIE MEANS BUSINESS**

Our many programs and events support the regional economy.

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### **ANNMARIE DRIVES TOURISM**

We welcome more than 75,000 guests to our park every year.



# MISSION • FUNCTION • GOALS



## MISSION

Annmarie is committed to connecting people to art and nature. Through a wide variety of engaging exhibits, programs, classes, public projects, and annual events, Annmarie opens up opportunities for creativity, collaboration, and reflection. By providing opportunities for visitors to experience and engage in imaginative activities, Annmarie seeks to nurture the human spirit and contribute to a healthy society.



## FUNCTION & GOALS

- 1) Attract tourists to Southern Maryland for the benefit of Annmarie Garden **and** our tourism partners (hotels, restaurants, shops, etc).
- 2) Enhance the quality of life for **residents and businesses** of Southern Maryland.
- 3) Present a wide variety of educational, creative, and recreational programs for residents of all ages - at an affordable cost.
- 4) Continue to enhance events and increase attendance.
- 5) Increase daily admissions and group tours to the garden.
- 6) Continue to improve the appearance of the garden.



# THE CREATIVE TEAM

**The Koenig Private Foundation employs all Annmarie staff**

Full-time	9
Part-time/Seasonal/ Rental	14
CHESPAX Instructors	3
Contract – Business Manager (part-time)	1
College Interns (summer only)	2



## LEADERSHIP

Stacey Hann-Ruff  
*Director*

## PROGRAM TEAM

Jaimie Jeffrey  
*Curator of Public Programs*

Hester Burch  
*Naturalist*

Stephanie Bowling  
*Program Support*

Kathrin Bizzarro  
*Program Support*

Hayden White  
*Program Support*



## GROUPS & HOUSEKEEPING TEAM

Victor Mellen  
*Grounds Manager*

Ricky Mason  
*Assistant Grounds Manager*

Richard Parker  
*Grounds Support*

Aletta Brown  
*Housekeeping & Rental Supervisor*

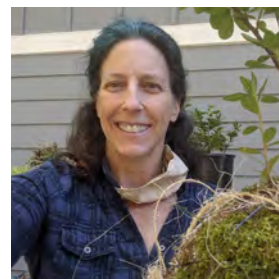
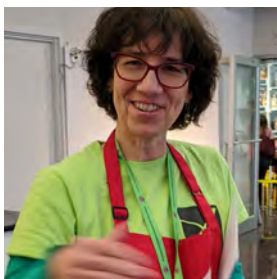


## ORGANIZATIONAL SUPPORT TEAM

Linda Bracey  
*Business Manager*

Pam Shilling  
*Development Director*

Joann Foltz  
*Marketing Director*



## GUEST SERVICES TEAM

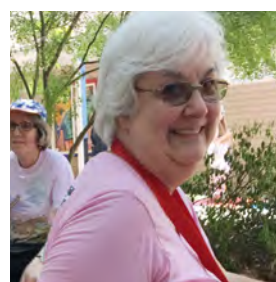
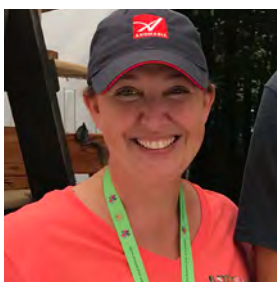
Crystal Seay  
*Events & Guest Services Coordinator*

Helen Lindsey  
*Volunteer Coordinator*

Debbie Johnson  
*Membership Coordinator*

Carolyn Schindler  
*Weekend Supervisor*

Barbara Carey  
*Gift Shop*





# COLLABORATIVE OPERATIONS



## **Board of County Commissioners**

Earl F. "Buddy" Hance, *President*  
Steven R. Weems, *Vice President*  
Mike Hart  
Thomas E. "Tim" Hutchins  
Kelly D. McConkey

## **Koenig Private Foundation, Inc. Board of Directors & Officers**

Laurie Uherek, *President*  
Pat Buehler  
Everett Hoeg  
Duane Beckhorn  
Stacey Hann-Ruff, *Assistant Secretary*

## **Ann's Circle, Inc. Board of Directors**

Lee Woodfin, *President*  
Eugene McHugh, *Vice President*  
Laurie Uherek, *Treasurer*  
Pamela Teague, *Secretary*  
Todd Capitani  
Stacey Hann-Ruff  
Tommy Higgins  
Evelyn S. Hungerford  
Glen Ives  
Greg Kernan  
Scott Russey  
Katie Watts  
Commissioner Mike Hart  
(BOCC Liaison)



## A SUCCESSFUL PARTNERSHIP

### **Calvert County Government**

- Provides annual block grant to KPF for payroll
- Maintenance & utilities support
- Reimburses Koenig for cost of housekeeping

The 30 acre grounds of Annmarie Sculpture Garden, including the Murray Arts Building, the Studio School building, the Creekside Overlook, Dominion Pavilion, and seven site-specific works of art, are owned by the Board of Calvert County Commissioners. The BOCC supports Annmarie in a variety of ways, including an annual block grant, maintenance support, and utilities support.

### **The Koenig Private Foundation, Inc.**

*Created 2000, non-profit organization*

- Holds lease & operating agreement
- Employs staff
- Holds affiliation status with Smithsonian Institution
- Holds all sculpture loan agreements with Smithsonian Institution and National Gallery of Art
- Owns adjacent 20 acre property

Since 2002, the Koenig Private Foundation (KPF), a non-profit, charitable organization, has held the lease and operating agreement for Annmarie Garden. KPF employs the staff and owns an adjacent 20 acre property that contributes to the functioning of Annmarie. KPF holds the loan agreements for outdoor sculpture on loan to Annmarie (including works from the Smithsonian Institution and the National Gallery of Art).

### **Ann's Circle, Inc.**

*Created 2006, non-profit organization*

- Provides funds to Koenig Private Foundation for payroll
- Oversees program & activity budget
- Raises funds to support operation
- Markets events & programs
- Manages membership & volunteer program
- Manages gift shop

Ann's Circle, Inc. (ACI) was created to provide input from the community and to help ensure the sustainability of Annmarie Garden. ACI provides financial oversight of the many programs, exhibits, events, classes, markets, and activities of Annmarie in collaboration with KPF. The volunteer and membership programs, and gift shop, are also managed by Ann's Circle, Inc.



# EVERY DAY AT ANNMARIE

Open Daily 9:00am - 5:00pm

During COVID, we implemented a  
"pay what you can" admission system that allows guests to choose their amount

*Suggested donation: \$5/person; Members free*



**SCULPTURE WALK**



**CREEKSIDE OVERLOOK**



**artLAB CREATIVE REUSE CENTER**



**FAIRY LOLLY NATURAL PLAY AREA**



**NATIVE GARDENS**



**TREE-MENDOUS TRAIL**



**DAILY SEASONALLY-BASED  
ACTIVITIES**



**EXHIBITS**



**GIFT SHOP**

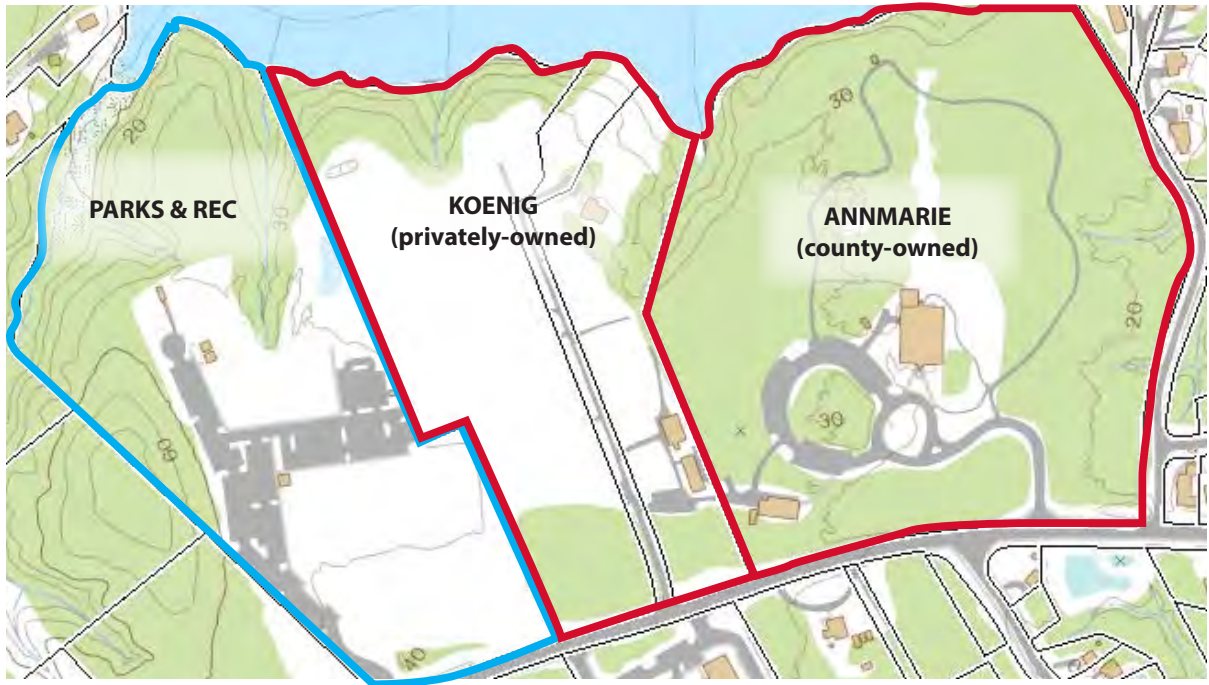


**NATURE NOOK**



# THE ANNMARIE CAMPUS

Consists of two properties (both waterfront) totaling approximately 50 acres



## AMENITIES

### The County Property (30 acres) includes:

- Sculpture Garden, woods, trails, and native gardens
- 7 site-specific works of art
- Glenn Dale Azalea Collection
- Murray Arts Building – Two Galleries, Nature Nook, artLAB, Gift Shop & Admin Offices
- Studio School
- Fairy Lolly & Dominion Pavilion
- Demas Family Discovery Garden
- Tree-mendous Trail
- Asphalt Parking Lot – about 100 parking spaces

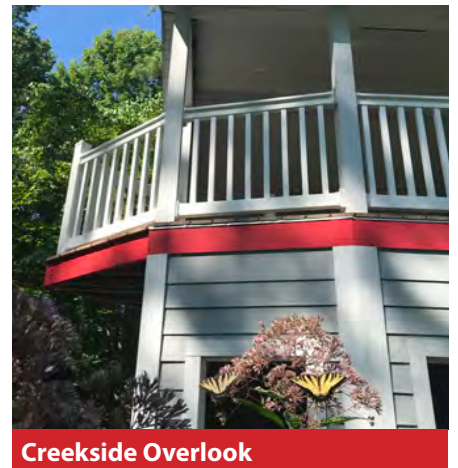
### The Koenig Property (20 acres) includes:

- Parking Field
- Artist House
- Clay Studio & Kiln Shed
- Community Garden
- Maintenance Barn
- Grounds Manager's Residence
- Pier on St. John's Creek
- Gated access to Solomons Town Center Park

## COUNTY-OWNED STRUCTURES



Murray Arts Building



Creekside Overlook



Studio School Building



Dominion Pavilion

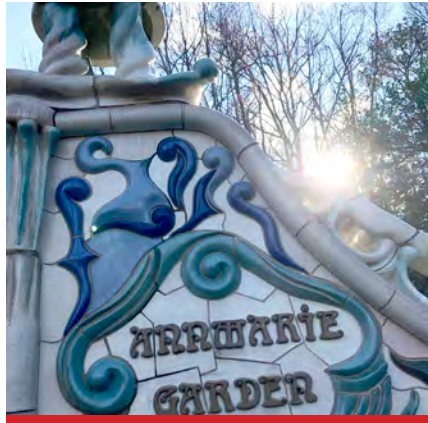


# COUNTY-OWNED SCULPTURES & FEATURES

Calvert County owns numerous works of art and key features at Annmarie Garden, each inspired by the history and culture of Calvert County, including:



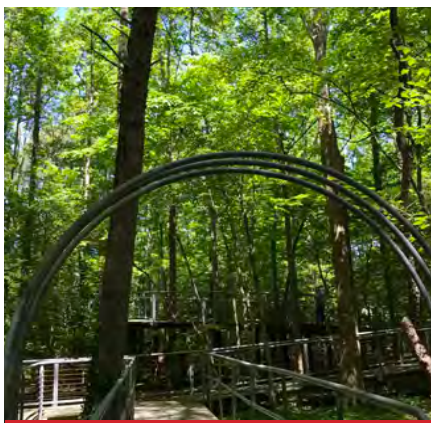
**A Chesapeake Waterman**



**The Gateway**



**Council Ring**



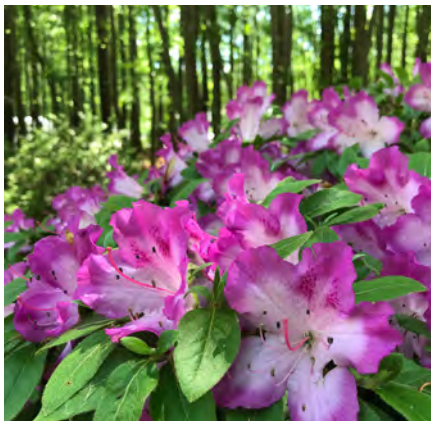
**Surveyor's Map**



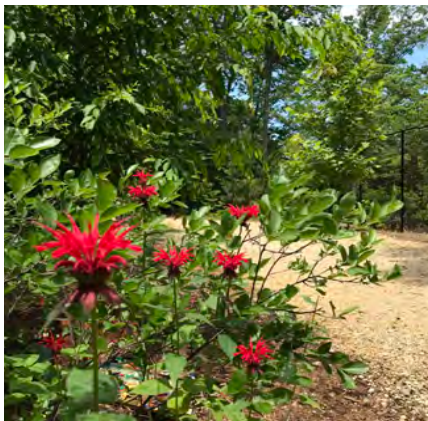
**The Talking Benches**



**Petroglyphs**



**Glenn Dale Azalea Collection**



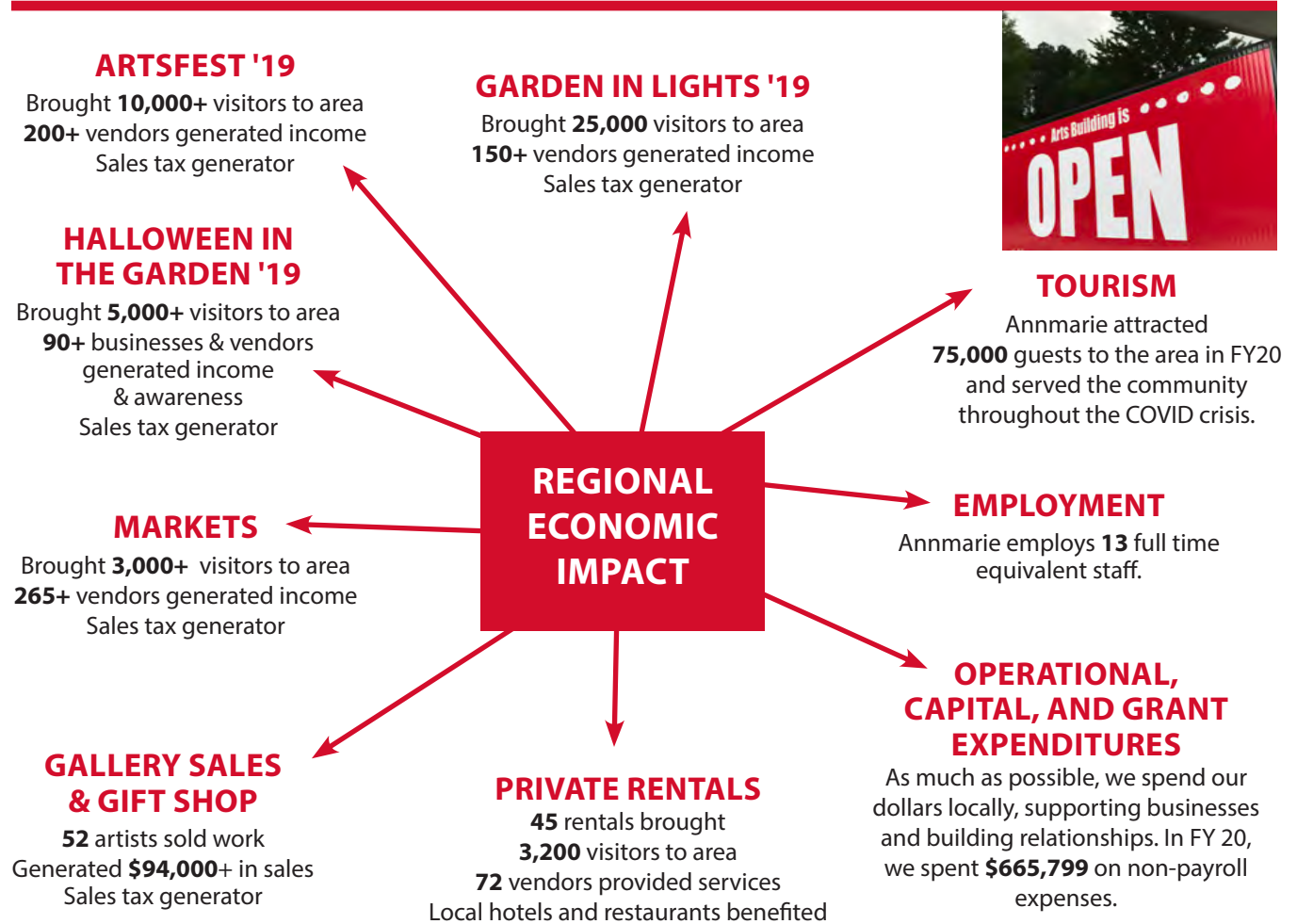
**Tree-mendous Trail**

## WORKS ON LOAN

- 22 works on loan from Smithsonian Institution
- 2 works on loan from National Gallery of Art
- 6 works on long-term loan from private artists



# FY20 - OUR IMPACT ON THE REGIONAL ECONOMY



## ANNMARIE IS OPEN FOR BUSINESS

**ANNMARIE IS GOOD FOR LOCAL MERCHANTS** – research shows that attendees at non-profit arts events spend \$24.60 per person, per event, beyond the cost of admissions on items like meals and baby sitters. Attendees who

live outside the county, SPEND TWICE AS MUCH. This all adds up to valuable revenue for local businesses.

**ANNMARIE DRIVES TOURISM** – arts travelers are ideal tourists, staying longer and spending more to seek out authentic cultural experiences.

From our largest events, like Artsfest, to our smaller events, like exhibit openings, we know that **Annmarie attracts visitors to Solomons**, who stay in the hotels and B&Bs, eat in the restaurants, and visit other parks and attractions.

The unique nature of Annmarie - and our relationship with the Smithsonian Institution - **attracts the interest of travel planners and news outlets**. Annmarie sets Calvert County apart as something different.

## TOURISM



*"In addition to being a critical part of our culture and quality of life, tourism is also a critical part of our economy. Since I took office in 2015, we have been working hard to share Maryland's success story—Maryland truly is open for visitors and Open for Business... Until March 2020, we continued to see Maryland tourism grow every year over the last decade. Visitor spending increased by 3 percent in 2019, reaching \$18.6 billion. It also generated \$2.6 billion in state and local taxes, saving each household in Maryland \$1,175 in annual taxes. In 2019, we had the fastest growth in visitor spending since 2015."*

**Governor Larry Hogan**

# FY20 - VISITORS

**COVID  
IMPACT**



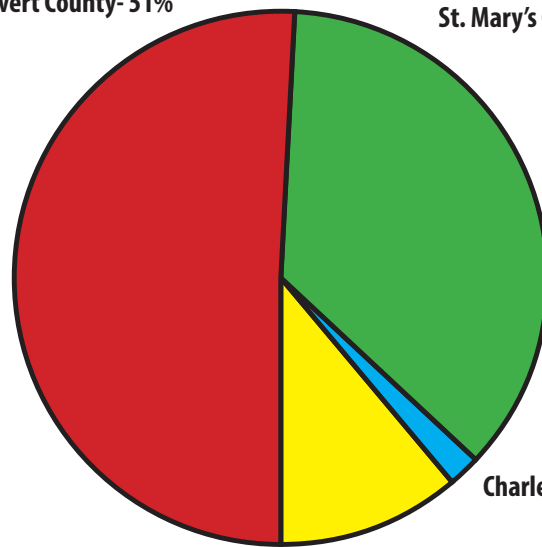
**ANNUAL  
ATTENDANCE  
FY 20  
75,487**



## Estimated Visitor Breakdown

Calvert County- 51%

St. Mary's County-36%



Charles County-2%

Outside Southern Maryland-11%

• Garden In Lights	24,417
• Artsfest	10,224
• Halloween in the Garden	5,004
• Maker's Market	3,293
• CHESPAX	1,715
• Birthday Parties	486
• Annmarie After Hours	393
• Bad Art Night	191
• Insectival	785
• MLK Days	428
• Summer Camps	1,805
• Studio School Classes	1,145
• Art Blooms Gala	213
• Nature Programs	726
• Group Tours	700
• Private Rentals	2,620
• Regular Daily Admission /Other	15,742
• Estimated non-paying*	2,800
• Virtual Programs	1898

\* Admission is free from 9-10am every day; we estimate counts for this time.



Carolyn Schindler

## From Carolyn Schindler, Weekend Supervisor

The thing I like most about working at Annmarie is meeting and greeting visitors. I love people and I meet all kinds as I welcome them to the garden. I usually ask if they are local and "have you been here before?" Those two questions lead to me sharing what we are all about, what we have for them to see, and what else there is to do in the area. I have watched brides and grooms get married here and come back with their babies. I have welcomed visitors years ago with their babies, and now see their kids growing up at Annmarie. I have met so many interesting people, which began with my greeting. Because I am the Weekend Coordinator, I am here for the busiest of times and get to share this beautiful place with our visitors. I love being around all the art and creativity that grows here!





# FY20 - COMMUNITY PARTNERS & SUPPORTERS

We received financial and/or in-kind support from more than 200 businesses and organizations this year. Their dollars and donations helped to ensure the success of programs and events throughout the year.

## SPONSORS – CASH AND IN-KIND SUPPORT

### Event Sponsors (direct cash support)

- 55 businesses/individuals sponsored one or more events

### In-Kind-Event Sponsors

(donated goods & services)

- 35 businesses provided in-kind donations of goods and services

### Auction /Door Prize Donations

- 60 businesses donated door prizes for various events

### Catering Donations

- 9 catering companies donated food for Annmarie events

## PROGRAM PARTNERS

- Arts Council of Calvert County
- Asbury Solomons Retirement Community
- Association of Southern Maryland Beekeepers
- Baker's Decoy
- Battlecreek Cypress Swamp Sanctuary
- Blue Wind Gourmet
- Boy Scouts Nation's Capital, Troop 427
- Calvert County Department of Public Works
- Calvert County Department of Economic Development
- Calvert County Chamber of Commerce
- Calvert County Citizens Green Team
- Calvert County Department of General Services

- Calvert County Department of Parks and Recreation
- Calvert County, Natural Resources Division
- Calvert County Government
- Calvert County Master Gardeners, University of Maryland Extension
- Calvert County Mosquito Control
- Calvert County Public Schools
- Calvert Garden Club
- CalvertHealth
- Calvert Hospice
- Calvert Library
- Calvert Marine Museum
- Calvert County Sheriff's Office
- Chesapeake's Bounty
- CHESPAK
- College of Southern Maryland
- Cove Point Natural Heritage Trust
- Crow Entertainment
- DJ Dave Entertainment
- Dominion Foundation
- Ducks Unlimited
- Elms Environmental Education Center
- Federated Garden Club of Maryland
- Garrett Music Academy
- Girls Scouts Nation's Capital
- Great Mills Trading Post
- Hirshhorn Museum & Sculpture Garden
- Honey Bee Rescue of Maryland
- J. Calvin Wood, Inc.
- Just Tech
- Kreative Kharacters

- Leadership Southern Maryland
- Maryland Department of Commerce
- Maryland Department of Health
- Maryland Department of Natural Resources
- Maryland Entomological Society
- Maryland Master Naturalist, Calvert County
- Maryland Master Naturalist, St. Mary's County
- Maryland State Arts Council
- National Gallery of Art
- Natural History Society of Maryland
- Newtowne Players
- Patuxent High School NJROTC
- PlasticWatch
- ReStore/Habitat for Humanity
- SMILE
- Smithsonian Institution
- Sneade's Ace
- Solomons Business Association
- Solomons Volunteer Rescue Squad and Fire Department
- Solomons United Methodist Church
- SoMd Homeschool Cooperative
- Southern Maryland Audubon Society
- St. Mary's College of Maryland
- Studio Art Quilt Association
- United Way of Calvert County
- University of Delaware Dept of Entomology
- University of Maryland Entomology Department
- USGS Native Bee & Inventory Monitoring Lab
- Wild Birds Unlimited
- Trex (plastics recycling program)



Pam Shilling

## From Pam Shilling, Development Director

It may surprise you to hear that 2020 did some wonderful things. It brought our community together in new and unexpected ways. It showed how committed Southern Marylanders are to each other. And it proved what we all have known forever – that art and nature are critical to our health and quality of life. 2020 also revealed the heroes in our midst. So many friends of the Garden stepped forward to ensure that we accomplished our unwavering goal: to use our resources and creativity to help ease stress, provide some peace, and share much needed joy. Big or small, every donation made a difference.

On behalf of the staff of Annmarie Garden and a grateful community, thank you for your support. The future once again looks bright. Together, we continue to bring art, nature, creativity and joy to our community.



# FY20 - LISTENING TO OUR COMMUNITY



**SOCIAL MEDIA**  
Facebook • Instagram • Twitter  
Over **18,000** followers  
provides direct  
communication with the public

**SPONSORS  
DONORS  
MEMBERS**

Nurturing relationships strengthens our organization and helps us better understand and respond to community needs.



**E-NEWSLETTERS**

Weekly  
announcements  
sent to  
**20,000+** contacts

**LISTENING  
TO OUR  
COMMUNITY**

**SURVEY TOOLS**

We frequently make use of Survey Monkey to gather data about our community. At the start of COVID, a Community Survey provided valuable data that guided our work during the crisis.

**ON-SITE  
FEEDBACK**

Comment boxes allow guests to share thoughts about their visit.

**ANN'S CIRCLE BOARD  
& VOLUNTEERS**

Our board members and volunteers are an important source of information and feedback about our work in the community

**COUNTY  
TOURISM OFFICE**

We collaborate with the Department of Economic Development. We know partnerships are crucial to our success.



@annmariearts



Joann Foltz

## From Joann Foltz, Marketing Director

Our social media outlets and e-communications give us a chance to share not only what is happening at the Garden, but to offer inspiration, enlightenment and joy every day to our community! Receiving feedback, personal experiences, and ideas from our community, encourages us, helps us plan, improve, and become inspired. The onset of the pandemic has challenged us to share the Annmarie experience in new and creative ways with these outlets.



# FY20 - BUDGET REPORT

	ANN'S CIRCLE	KOENIG	TOTAL
<b>INCOME</b>			
BOCC - Payroll Grant		289,750.00	289,750.00
BOCC - Housekeeping Reimbursement		25,000.00	25,000.00
Koenig Funds		90,000.00	90,000.00
Admission	34,810.71		34,810.71
ATM Income	261.60		261.60
Unrestricted Donations	7,934.32		7,934.32
Restricted Donations		7,000.00	7,000.00
Exhibits	12,395.00		12,395.00
Gift Shop Revenues	94,657.70		94,657.70
Grants	52,531.00	128,751.84	181,282.84
Interest	1,060.14	213.71	1,273.85
Membership Programs	64,550.00		64,550.00
Programs & Events	228,478.46	-145.00	228,333.46
Rental Income	3,265.00	47,025.00	50,290.00
Sponsorships & Development	124,769.69		124,769.69
Studio School	39,759.59		39,759.59
<b>TOTAL INCOME</b>	<b>\$664,473.21</b>	<b>\$587,595.55</b>	<b>\$1,252,068.76</b>
<b>GIFT SHOP COST OF GOODS SOLD</b>	<b>44,545.60</b>	<b>0.00</b>	<b>44,545.60</b>
<b>GROSS INCOME</b>	<b>\$619,927.61</b>	<b>\$587,595.55</b>	<b>\$1,207,523.16</b>
<b>EXPENSE</b>			
Payroll & Related Costs by Source of Support	232,000.00	543,154.29	775,154.29
Administrative Costs	45,742.68	4,448.75	50,191.43
Contracted Services	60,223.40	1,550.00	61,773.40
Exhibits	8,353.53		8,353.53
Gift Shop Expense	23,799.99		23,799.99
Hospitality & Meeting	61.70		61.70
Maintenance & Repair	33,715.40	1,985.89	35,701.29
Marketing & Development	42,907.14		42,907.14
Membership & Volunteer Programs	2,225.67		2,225.67
Programs & Events	58,428.53		58,428.53
Rental Expense	230.00		230.00
Sculpture Conservation	14,090.97		14,090.97
Studio School	20,128.26		20,128.26
Supplies & Technology	17,510.35		17,510.35
Utilities	8,286.10	564.20	8,850.30
<b>TOTAL EXPENSE</b>	<b>\$567,703.72</b>	<b>\$551,703.13</b>	<b>\$1,119,406.85</b>
<b>NET INCOME</b>	<b>\$52,223.89</b>	<b>\$35,892.42</b>	<b>\$88,116.31</b>

Net funds at end of FY20 were used to cover July payroll until FY21 county grant was received



Linda Bracey

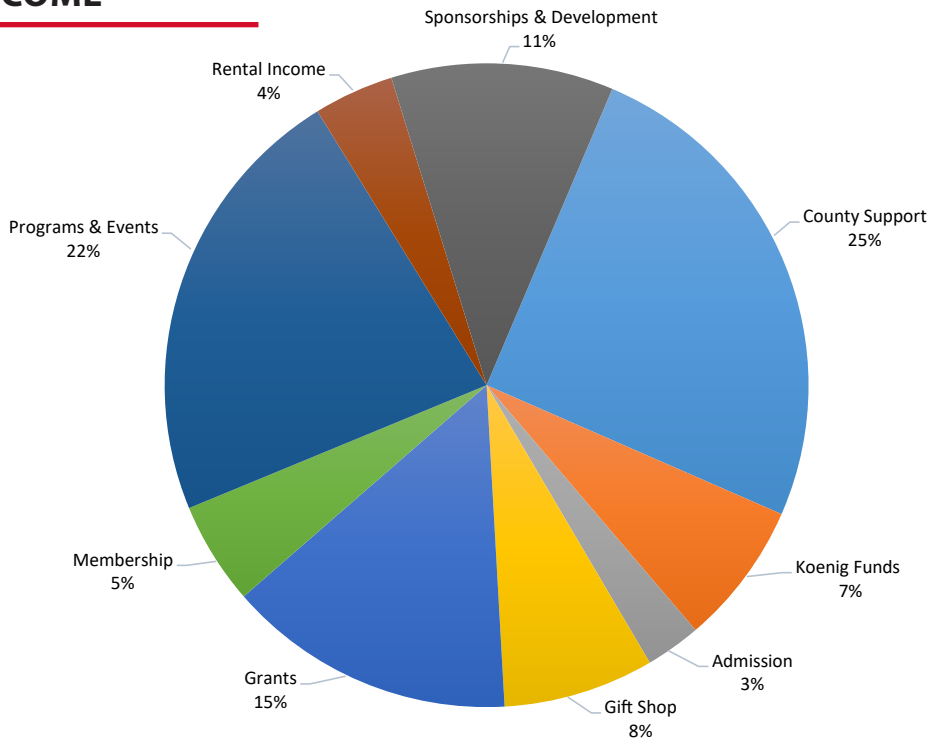
## From Linda Bracey, Business Manager

Annmarie Garden has always been a wonderful, creative place to work. This year, creativity has come in different forms. Financial challenges have presented opportunities to be creative in seeking and obtaining grants. It has been wonderful to experience the support of visitors and staff alike.

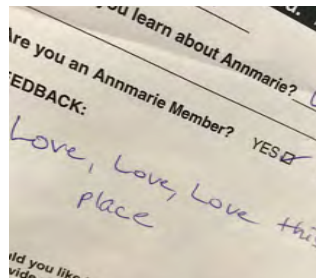
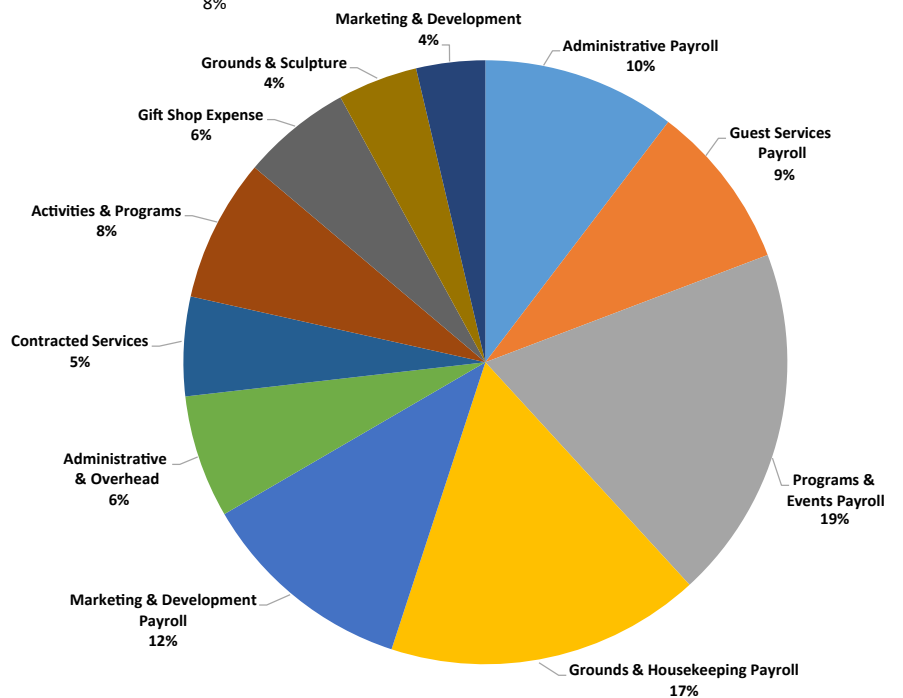
# FY20 - BUDGET BREAKDOWN

## ANN'S CIRCLE & KOENIG COMBINED

### INCOME



### EXPENSES





# FY 20 - MAINTENANCE & REPAIR OF COUNTY-OWNED PROPERTY

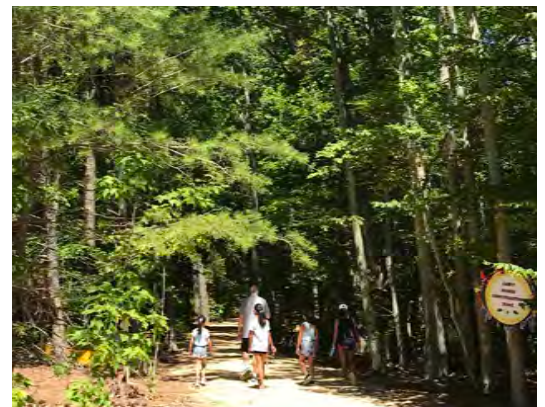
## KOENIG EXPENSES

Payroll costs for grounds and housekeeping	\$196,034
Expansion of Native Pollinator beds – <i>more than 135 native trees, shrubs &amp; grasses added to property</i>	\$15,000
<b>Subtotal - Koenig</b>	<b>\$211,034</b>

## ANN'S CIRCLE EXPENSES

Repairs to <i>A Chesapeake Waterman</i>	\$1,480
Repairs to <i>The Gateway</i>	\$1,750
Repairs to the <i>Council Ring</i>	\$1,694
Trail Improvements	\$14,304
General Groundskeeping Costs	\$33,000
Purchase of Site Furnishings	\$5,746
<b>Subtotal - Ann's Circle</b>	<b>\$57,974</b>

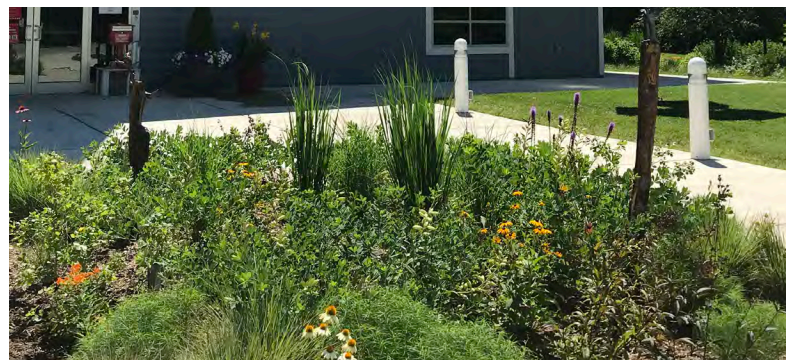
**TOTAL spent on ground care  
& improvements to AMG** **\$269,008**



Victor Mellen

### From Victor Mellen, Grounds Manager

I am really proud that we accomplished so much during FY 20. We had to close the property for two months, but the grounds crew used that time to plant nearly 150 native trees, shrubs, and grasses, mulch, and catch up on other projects. We never stopped, but kept going, and used our time wisely. When we re-opened, the public was happy to have outdoor programs and we were busier than ever. There were some really challenging moments, but we figured out new and inventive ways to have events, and continue with our work to care for the property, and serve our community.





# FY20 - GRANT FUNDS EXPENDED

## Koenig Private Foundation

PPP Grant - Emergency Payroll Grant	\$150,521
Van Metre Family Foundation Grant <i>Restricted funds for purchase of native plants</i>	\$15,000

## Ann's Circle Inc.- Program & Project Grants

Arts Council of Calvert County <i>Daily programs for families</i>	\$2,000
Maryland State Arts Council Touring Grant <i>Artsfest '19</i>	\$3,400
MHAA Emergency Grant <i>General operation</i>	\$10,000
Maryland State Arts Council Grant <i>General operation</i>	\$34,631
Tri County Council for Southern Maryland <i>Event support</i>	\$2,500
MHAA Grant / Tree-mendous Trail <i>Trail development</i>	\$36,288



Stacey Hann-Ruff

### From Stacey Hann-Ruff, Director

We are one of the lucky organizations that applied for and secured a PPP grant in the Spring of 2020. Thanks to our Business Manager and our two boards, we were able to quickly submit an application. That PPP grant, along with emergency grants from the state, helped us retain our staff and stabilize our finances. Without those grants, we would have been forced to cut jobs, cut salaries, and cut programs.

The grants gave us the ability to weather a two month shut-down and emerge ready to serve our community. With a lot of creativity, and 50 acres to work with, we proceeded to roll out a raft of programs and events for countless families, artists, and vendors.





# FY20 - SPECIAL EVENTS HIGHLIGHTS

**COVID  
IMPACT**



## ARTSFEST - Sept. 2019

Art & Music Festival

**184** artists

**174** performing artists

**10** food vendors

**10,224** guests

## HALLOWEEN IN THE GARDEN - Oct. 2019

Fundraiser, Community Event, Vendor Fair

**82** business & organization booths

**6** food vendors

**5,004** guests

## GARDEN IN LIGHTS - Dec. 2019

Holiday Program

**387** performing artists

Featuring

*Special Needs Night*

*Military Appreciation Night*

*Educator Appreciation Night*

*First Responder Appreciation Night*

*School Spirit Night*

**86** vendors booths

**24,417** guests

## GROOVY GARDEN GALA - July 2019

Fundraising Event

**8** caterers

**38** floral designers

**213** guests

## MAKER'S MARKETS

Buy Local Program

**14** market dates

**265** vendors

**3,028** guests

**SEA GLASS MARKET**

**DOG DAYS MARKET**

**MONSTER MARKET**

**HOLIDAY MARKETS**

**HOLIDAY POP-UP SHOPS**

**VALENTINE MARKET**

## FY'20 events cancelled due to COVID

**Southern Maryland**

**Acoustic Music Assembly**

Performing Arts Event

**Fairy House Festival**

Nature Play Event

**Antique & Flea Faire**

Vendor Fair

**Green Living Festival**

Environmental Education  
& Business Expo

**Mud Day**

Nature Play Event

**Homeschool Day**

Education Program

**Numerous Weddings,  
Proms, & Private Rentals**



Aletta Brown

## From Aletta Brown, Housekeeping & Rental Supervisor

What a year! Annmarie made things happen. What a pleasure it was to see our community smile behind their masks. The pandemic didn't stop us. We adapted and saw families coming together and children running and playing. What a happy place! During events, I received so many compliments and thank yous. Families saying they didn't know what they would do if we weren't open and how much they appreciate our cleaning and disinfecting our facilities. They felt safe during the pandemic. Annmarie was a great outing for me as well as our community.



# FY20 - ROTATING EXHIBITS & COMMUNITY ART PROJECTS

## SUPPORTING PROFESSIONAL ARTISTS

• Fine Arts Exhibits (6 exhibits)	<b>214 artists</b>
• Artists In Action Program	<b>20 visual artists</b>
• MLK DAYS - Artist Residency	<b>1 artist-in-residence</b>
• Art Blooms, Floral Design Exhibit	<b>42 floral designers</b>
• Ornament Show & Sale	<b>20 artists</b>

## COMMUNITY ARTS PROJECTS

• Pandemic Postcard Project	<b>45 artists</b>
• Children's Fairy Garden	<b>85 builders</b>
• Fairies in the Garden	<b>90 builders</b>
• MLK Days Community Art Project	<b>428 participants</b>

## ROTATING EXHIBITS

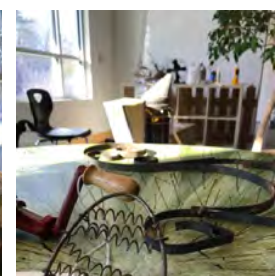
• Nature Nook Exhibits	<b>4 exhibits</b>
------------------------	-------------------



Jaimie Jeffrey

### From Jaimie Jeffrey, Curator of Public Programs

Art matters. While it is easy to overlook this fact when life is good, in tumultuous times the positive effects of art come clearly into focus. Engagement in the arts is a go-to source of comfort, a tool to help us cope and process our fears and emotions, a way to connect through a shared experience. We are proud of the work we've undertaken in the arts to support our community through these challenging times.





# FY 20 - PROGRAMS FOR KIDS & FAMILIES

**COVID  
IMPACT**

## CHESPAX

2nd Grade Program

1,715 participants

Environmental Education



## FIELD TRIPS

20 groups

667 guests

Art & Nature Program

## NATURE NOOK DROP-IN PROGRAM

4 Exhibits

6 Wandering  
Naturalist  
programs

Environmental Education



## 2019 SUMMER CAMPS

20 camps

277 students

Art & Nature Program

## BIRTHDAY PARTIES

19 parties  
486 guests

Social Event



## SCOUT GROUP

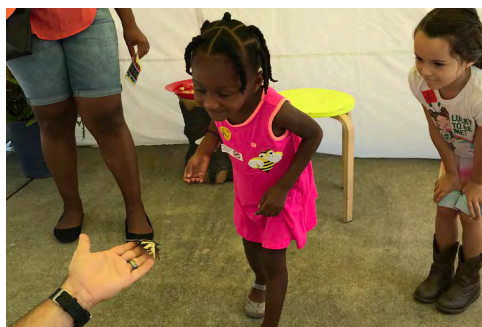
4 groups  
52 guests

Enrichment Program

## INSECTIVAL INSECT FESTIVAL

13 organization  
participants  
785 guests

Nature Event



## 2020 MLK DAYS

3 Day Event

428 guests

Cultural Event



Hester Burch

## From Hester Burch, Naturalist

It is more important than ever to tune young people into nature. A connection with nature has many positive effects including lowering stress and enhancing attention spans. Through our Nature Nook exhibits, the Insectival, and other nature programs, we foster an appreciation for nature and deepen our understanding of the ecology of Southern Maryland. We also understand how important outdoor unstructured play is for children. This is why we created the Fairy Lolly Nature Play Space and why we are developing new areas like the Tree-mendous Trail. Through nature-based programs and features, we are working to "nurture the human spirit and contribute to a healthy society."

## FY20 - PROGRAMS FOR ADULTS

**COVID**  
IMPACT

### ADULT GROUP TOURS

2 groups  
33 guests

Arts Education



### ANNMARIE AFTER HOURS

4 Evenings  
393 guests

Social Activity

### STUDIO ART CLASSES

15 classes  
99 students

Arts Education



### BAD ART NIGHT

5 Evenings  
191 guests

Craft & Social Activity

### OPEN STUDIO 204 students

Arts Education



### WREATH-MAKING PARTY

179 guests

Craft & Social Activity

### MLK EVENING EVENT FOR ADULTS

41 guests

Cultural Event

### YOGA AT THE GARDEN

3 classes  
16 students

Wellness Activity

### WINE & LIGHTS NIGHT

133 guests

Social Event



# FY20 - VIRTUAL EVENTS

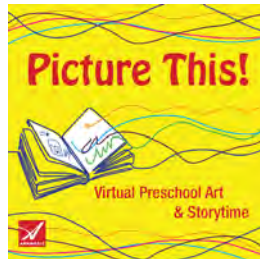
\*\*\* OVER 1,898 SERVED THROUGH VIRTUAL FORMAT \*\*\*

**COVID  
IMPACT**

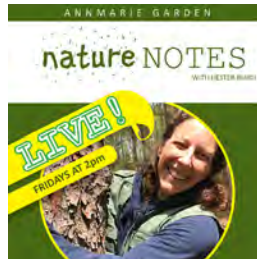
## VIRTUAL FOR KIDS



**ARTSPARK**  
Family art activity  
6 episodes  
357 participants



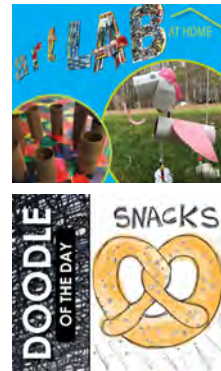
**PICTURE THIS**  
Preschool art activity  
4 episodes  
121 participants



**NATURE NOTES  
LIVE**  
Family nature  
experience  
6 episodes  
726 participants



**GREEN QUEEN'S  
ART SCENE**  
Eco-art  
5 episodes  
112 participants



**AMG @HOME**  
online daily activities

## VIRTUAL FOR ADULTS



**ARTINI**  
Visual Arts  
4 episodes  
217 participants



**BAD ART NIGHT**  
Visual Arts  
3 episodes  
50 participants



**AMG & FRIENDS**  
Volunteer Gathering  
12 participants



**BEHIND THE  
BRUSH**  
Visual Arts  
5 episodes  
315 participants

## VIRTUAL FOR VENDORS & ENTREPRENEURS



**SPRINGTIME  
MARKET**  
Virtual Market  
20 vendors - April



**MAKER'S  
MARKET**  
Virtual Market  
18 vendors - May



**MAKER'S  
MARKET**  
Virtual Market  
20 vendors - June



**ARTISTS IN  
ABSENCE**  
Virtual Artist Studio  
Showcase  
6 artists

# FY 20 - MEMBERS

## MEMBERS

### Ann's Circle Manages the Membership Program

Annmarie Garden membership accounts (as of 6/30/20)

**890**

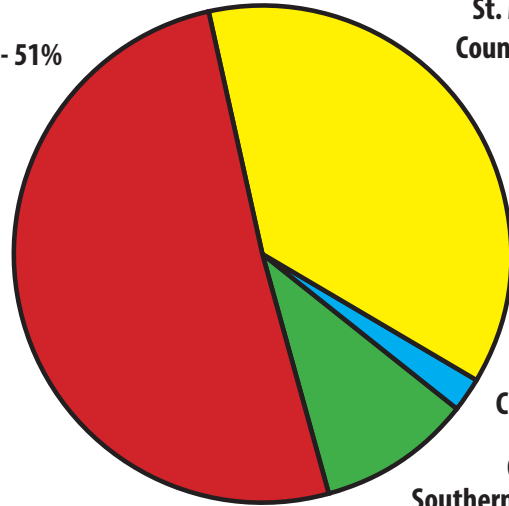
Our members are from:

Calvert County - 51%

St. Mary's  
County - 37%

Charles County - 2%

Outside  
Southern Maryland - 10%



### Membership Level Breakdown

Individual	142
Family Military	90
Family	552
Family Plus	89
Patron	12
Benefactor	3
Ambassador	2



Crystal Seay

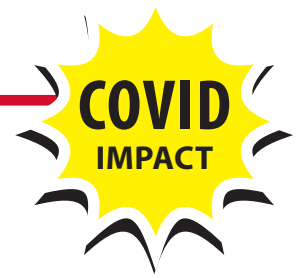
### From Crystal Seay, Guest Services Coordinator

The members at Annmarie Garden are AMAZING! While we greatly appreciate their financial contribution, we are also grateful for the sense of community they bring to our organization. Many of our members contribute to Annmarie in other ways, like becoming a volunteer, participating artist, donor, vendor, or fairy house builder. They truly believe in our mission and enjoy the experiences they have here. Our members are just one of the many reasons why Annmarie is such a special place.





# FY20 - VOLUNTEERS



## VOLUNTEERS



### Ann's Circle manages the volunteer program

Adult Volunteers	109
Patuxent NJROTC Volunteers	82
Boy Scout Volunteers	29
Teens (Counselor-in-Training Program)	21
Teen (non-CIT) Volunteers	21
Ann's Circle, Inc. Board of Directors	14
United Way Day of Caring	6
Hospital Nurses	5
Koenig Private Foundation, Inc. Board of Directors	4
Community Service	4

**FY 20 Total 274 volunteers**

~ FY20 ~  
TOTAL VOLUNTEER  
HOURS  
**5,134**



Helen Lindsey

### From Helen Lindsey, Volunteer Coordinator

Volunteers are absolutely essential to Annmarie. They are involved in nearly every step of our operations from grounds help to daily admissions to large-scale events. Without their help, we would not have the ability to provide all the wonderful community programs and events we hold each year. Our volunteers are a reflection of our community. They bring joy to our facility and make our visitors feel welcome.

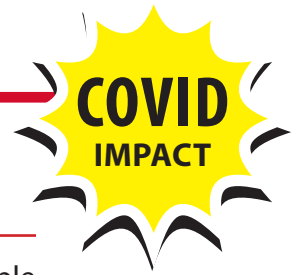


*"I volunteer with Annmarie Sculpture Garden because: a) I love art, b) I love being around people, c) I love the creativeness and hard-working people who make up the staff at Annmarie, d) I love the opportunities available at Annmarie for other creative people to participate in artistic events and, e) I love how the staff works so hard to create a wonderful, inviting place for our community to go to enjoy art and nature."*

Lonnie Hampton, Annmarie Volunteer



# FY20 - TEEN VOLUNTEERS



## Counselor in Training CIT Program

### COUNSELOR IN TRAINING (CIT) PROGRAM

This free summer volunteer program allows teens to gain valuable work experience and service learning hours for school, while assuming leadership roles and working alongside our talented faculty of artists and arts educators.

27 teens  
1,927 hours



### SUMMER 2019 CITs



The Summer 2020 CIT program  
was interrupted by  
the pandemic,  
but will resume in 2021.





# WHAT IS IMPORTANT TO REMEMBER?



## WE ARE OPEN FOR BUSINESS

During COVID, we developed safe ways to create income-generating opportunities for countless regional businesses through our markets and events.

## WE PERSEVERED THROUGH COVID

Through creativity and hard work, the Annmarie team found ways to safely serve our community. We remained open for business doing everything we could to provide activities for families, and opportunities for entrepreneurs and artists.

## WE ARE GOOD FOR LOCAL MERCHANTS

Daily visitors and attendees at our events, including county residents and visitors, spend money at nearby businesses, including hotels, restaurants, and shops.

## WE ARE A TOURIST OFFICE

During COVID, we set up an outdoor Welcome Tent to greet and orient guests to the park and the Solomons community.

## WE DRIVE TOURISM

Throughout the pandemic, our activities continued to draw people to the area, bringing tourism dollars to the community.

## WE COMPLEMENT OTHER COUNTY ATTRACTIONS

We offer unique activities and programs that complement other county assets, rather than compete with them.

## WE ARE COMMUNITY

Even in the midst of the pandemic, we found safe ways to serve our community. We presented daily socially-distanced programs for families and even found ways to host events and classes. We served our community!

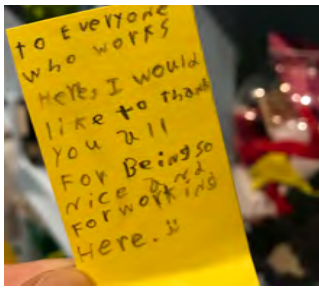
## WE ARE POPULAR

Our 30 acre park is a popular destination for county residents and guests. We welcome more than 75,000 people to Annmarie each year.

## WE ARE UNIQUE

Sculpture gardens are NOT found in every community. Our uniqueness draws attention to our community and sets us apart as something special.





## From Ricky Mason, Assistant Grounds Manager



Ricky Mason

I started work at Annmarie in July of 2020, in the middle of the pandemic. After a bit more than six months at the job, I can tell you that this is a great place to work – and visit. My co-workers are great and I really appreciate how everyone helps each other. I was surprised by how much planning and effort goes into one of our special events, like Garden in Lights. I'm glad it looks easy and smooth to the public, but behind the scenes, it takes an

enormous amount of effort and planning - by the entire staff - to coordinate all the details of a big event. Annmarie is a wonderful place for the community. It's a welcoming, safe, and family-oriented place and I am happy to have found my way here.



# THANK YOU FOR YOUR SUPPORT!

