SERVING OUR COMMUNITY DURING AN UNPRECEDENTED YEAR
~ ramping up outdoor programs and developing virtual programs ~
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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“Science will get us out of this pandemic, but art will get us through it.”
Mo Willems
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.

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
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 • 410-326-4640
MESSAGE FROM THE PRESIDENT OF ANN'S CIRCLE

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

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.

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

Annmarie Sculpture Garden & Arts Center
13470 Dowell Road
Solomons, Maryland 20688
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

GROUND & 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
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

COVID IMPACT

SCULPTURE WALK

CREEK SIDE OVERLOOK

*moved outside during the pandemic

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
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**
- **Tree-mendous Trail**
- **Glenn Dale Azalea Collection**
- **The Gateway**
- **Surveyor’s Map**
- **The Talking Benches**
- **Council Ring**
- **Petroglyphs**

**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
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.

“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

Estimated Visitor Breakdown

- Calvert County - 51%
- St. Mary’s County - 36%
- Charles County - 2%
- Outside Southern Maryland - 11%

ANNUAL ATTENDANCE FY 20
75,487

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!
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
• Ashury Solomons Retirement Community
• Association of Southern Maryland Beekeepers
• Baker's Decoy
• Battleground 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
• CHESPAX
• 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)

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.

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.

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

E-NEWSLETTERS
Weekly announcements sent to 20,000+ contacts

ON-SITE FEEDBACK
Comment boxes allow guests to share thoughts about their visit.

LISTENING TO OUR COMMUNITY

ANN’S CIRCLE BOARD & VOLUNTEERS
Our board members and volunteers are an important source of information and feedback about our work in the community

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.

From Joann Foltz, Marketing Director
## FY20 - BUDGET REPORT

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<td><strong>NET INCOME</strong></td>
<td><strong>$52,223.89</strong></td>
<td><strong>$35,892.42</strong></td>
<td><strong>$88,116.31</strong></td>
</tr>
</tbody>
</table>

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

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From Linda Bracey, Business Manager

Annnmarie 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 – more than 135 native trees, shrubs & grasses added to property: $15,000

**Subtotal - Koenig**: $211,034

### ANN’S CIRCLE EXPENSES
- Repairs to A Chesapeake Waterman: $1,480
- Repairs to The Gateway: $1,750
- Repairs to the Council Ring: $1,694
- Trail Improvements: $14,304
- General Groundskeeping Costs: $33,000
- Purchase of Site Furnishings: $5,746

**Subtotal - Ann’s Circle**: $57,974

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

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**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 $15,000
Restricted funds for purchase of native plants

Ann's Circle Inc.- Program & Project Grants
Arts Council of Calvert County $2,000
Daily programs for families
Maryland State Arts Council Touring Grant $3,400
Artsfest '19
MHAA Emergency Grant $10,000
General operation
Maryland State Arts Council Grant $34,631
General operation
Tri County Council for Southern Maryland $2,500
Event support
MHAA Grant / Tree-mendous Trail $36,288
Trail development

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.
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 vendor 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

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

COMMUNITY ARTS PROJECTS
• Pandemic Postcard Project 45 artists
• Children’s Fairy Garden 85 builders
• Fairies in the Garden 90 builders
• MLK Days Community Art Project 428 participants

ROTATING EXHIBITS
• Nature Nook Exhibits 4 exhibits

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.
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.”

Hester Burch
FY20 - PROGRAMS FOR ADULTS

**ADULT GROUP TOURS**
- 2 groups
- 33 guests

**STUDIO ART CLASSES**
- 15 classes
- 99 students

**OPEN STUDIO**
- 204 students

**ANNMARIE AFTER HOURS**
- 4 Evenings
- 393 guests

**BAD ART NIGHT**
- 5 Evenings
- 191 guests

**WREATH-MAKING PARTY**
- 179 guests

**MLK EVENING EVENT FOR ADULTS**
- 41 guests

**YOGA AT THE GARDEN**
- 3 classes
- 16 students

**WINE & LIGHTS NIGHT**
- 133 guests
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
Ann's Circle Manages the Membership Program

Annmarie Garden membership accounts (as of 6/30/20) 890

Our members are from:

Membership Level Breakdown

<table>
<thead>
<tr>
<th>Membership Level</th>
<th>Count</th>
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<tbody>
<tr>
<td>Individual</td>
<td>142</td>
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<tr>
<td>Family Military</td>
<td>90</td>
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<tr>
<td>Family</td>
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<td>Patron</td>
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<tr>
<td>Benefactor</td>
<td>3</td>
</tr>
<tr>
<td>Ambassador</td>
<td>2</td>
</tr>
</tbody>
</table>

Calvert County - 51%
St. Mary's County - 37%
Charles County - 2%
Outside Southern Maryland - 10%

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.

Crystal Seay
FY20 - 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

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

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

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 ARE 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.
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.

From Ricky Mason, Assistant Grounds Manager