

# ANNMARIE SCULPTURE GARDEN & ARTS CENTER

**COVID  
RESPONSE**

## **ANNUAL REPORT**

**to the Board of Calvert County Commissioners**

***FY'21: JULY 1, 2020 - JUNE 30, 2021***

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





It's said that difficult times have the power to reveal who we really are. It uncovers our priorities, our needs, and our gifts. **For Annmarie Garden, the Covid crisis crystalized our true purpose - to use art & nature to create health, happiness, and shared experiences for our region.** To offer creative play and self-expression for all ages, encouraging a sense of fulfillment. To celebrate our community's commonalities and share the beauty of our diversity, embracing and exploring those differences. To use the beauty, peace, and creative spirit of Annmarie Garden to enhance life in Southern Maryland and beyond.





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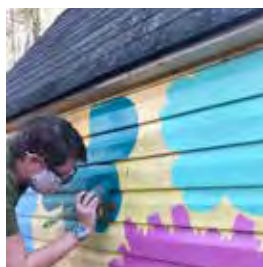
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“Your life is already artful—  
waiting, just waiting,  
for you to make it art. ”

Toni Morrison





# INTRODUCTORY COMMENTS

**COVID  
RESPONSE**

## **Stacey Hann-Ruff, Director**

If I had to choose a proverb for FY 21, I would choose “when life gives you lemons, make lemonade.” Beginning in FY 20 and continuing through FY 21, the pandemic certainly threw a lot of hurdles in our path, but I continue to be incredibly proud of the creative ways our staff, board, and volunteers came together to make things work. Thanks to a lot of outdoor space and social distancing, the thoughtful design of low-touch/no-touch activities, the development of new online ticketing systems, and the re-working of our event layouts and guidelines, we persevered and made some delicious lemonade. As a result of our hard work and problem-solving, FY 21 was a year of growth and improvement.



Stacey Hann-Ruff

One of the most important decisions we made in the early days of the pandemic was to implement a “pay what you can” admission system. This system invites guests to choose their admission donation amount. We suggest \$5/person, but each guest can decide and process their own payment. We also created an outdoor welcome tent, which eventually turned into a more permanent Welcome Booth. The “pay what you can” system, coupled with a staff member stationed outside to greet guests, has been a real game changer for us. We saw an increase in daily attendance, and experienced more meaningful connections with guests.

As the merits of the “pay what you can” system became clear, it prompted us to re-examine what other financial barriers existed that shut people out of the Annmarie community. Many years ago, we created a *Scholarship Program* and a *Teen Leadership Program* to help address this issue, but the time seemed right to take a fresh look at the situation. Our first step was to expand our discount ticket program through the *Museums For All* program. In April of 2020, when beloved Southern Maryland artist Michael Tomassoni passed away, we worked with his wonderful family to create an *Artist Accessibility Fund* in Michael’s memory. We are deeply grateful to Michael’s family for creating this fund that opens up opportunities for artists to participate in Annmarie programs - and we are grateful to all the individuals who continue to support the fund. These efforts, along with others we are working on, are important and enormously meaningful work for our organization. I hope to report on additional efforts in next year’s annual report.

It’s an honor to work at Annmarie with such talented and compassionate staff, board, and volunteers, and to serve our Southern Maryland community. 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



Jaimie Jeffrey

## *Jaimie Jeffrey, Deputy Director*

Be the rainbow...

How do you create public programs in the midst of a pandemic? For us, our mission made this perfectly clear: Annmarie seeks to nurture the human spirit and contribute to a healthy society. Shutting our gates, canceling our programs, pushing a pause button would go against everything we strive to be. To serve the public and stay true to our mission, we needed to stay present, open, and active. We needed to be the calm in the midst of the storm, the rainbow behind the cloud. But most of all, we needed to listen.

We heard kids and families exhausted by virtual learning and work-from-home struggles. We heard artists and performers stressed over where to find opportunities with so many closures and cancellations. We heard older guests and volunteers isolated and eager for safe social interaction. And we heard a community tired of the fear, stress, and chaos in the daily news. So we got to work. We moved programs to outdoor formats, we added safety controls, and we restructured everything to cater to these groups and their

needs. We removed barriers for those suffering financially. We welcomed community partners to use our park as a way to continue their services. And what we created was lovely to see.

We were met with so much gratitude. Kids were being kids- playing and exploring, learning through hands-on fun. Families were bonding as they built and created together. Our older guests met friends in the park for distanced picnics and social gatherings. Artists and musicians were creating and selling their work. A large number of new visitors came for a visit. It was the first time I could truly see the public grasp that Annmarie is not just a fun place, but an important place. A necessary place. FY 21 may have been our most challenging year to date, but it was also our most rewarding one. And to be honest, staying active and connected was therapeutic for us, too. We were honored to be the rainbow.





## FROM OUR BOARD LEADERSHIP



Laurie Uherek

Annmarie Sculpture Garden & Arts Center is a lovely, ever-evolving, nature-inspired place to connect with art in its many forms. Years of planning and development have contributed towards beautiful landscapes, spectacular exhibits and events, and displays of world-class sculpture, all creatively arranged for the enjoyment of all ages and backgrounds.

Laurie Uherek, *President*, Koenig Private Foundation, Inc.



Lee Woodfin

Annmarie Sculpture Garden & Arts Center remains a treasure to the Southern Maryland region and beyond. Our unique blending of nature and the arts, along with the variety of programs and events we host, enriches people's lives in so many ways. Ann's Circle is committed to supporting the Garden's mission and helping to grow the Garden's offerings so that this remains true for years to come.

Lee Woodfin, *President*, Ann's Circle, Inc.







## 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.

Annmarié presents a wide variety of annual festivals, exhibits, markets, and programs in a vibrant space, serving more than **85,000 guests** each year.

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### Annmarié 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 85,000 guests to our park every year.

# MISSION • FUNCTION • GOALS



## MISSION

Annmarié 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. Enhance the quality of life, health and well-being of the residents and businesses of Southern Maryland.
2. Present a wide variety of educational, creative, and recreational programs for visitors of all ages – at an affordable cost.
3. Collaborate with special populations, including military families, K-12 education, special needs, senior communities, etc., to be of greatest service to Southern Maryland now and in the future.
4. Continue to refresh and re-energize events, programs and facilities to engage ever-growing numbers of guests and members.
5. Increase numbers of daily visitors, group tours and field trips by providing exceptional art & nature experiences.
6. Perpetually seek opportunities to amplify the beauty, serenity, charm and appeal of the garden.



# THE CREATIVE TEAM

The Koenig Private Foundation employs all Annmarie staff

Full-time	9
Part-time	15
Contract – Business Manager	1
College Interns	1
Seasonal	14



## LEADERSHIP

Stacey Hann-Ruff  
*Director*  
Jaimie Jeffrey  
*Deputy Director/  
Curator of Public Programs*

## PROGRAM TEAM

Stephanie Cobb  
*Program & Exhibit Specialist*  
Helen Lindsey  
*Program & Exhibit Support*  
Hester Burch  
*Naturalist*  
Stephanie Bowling  
*Program Support*  
Kathrin Bizzarro  
*Program Support*  
Autumn Katsouros  
*Community Arts Intern*

## GROUPS & HOUSEKEEPING TEAM

Roger Barnes  
*Grounds Manager*  
Devin Ramsey  
*Assistant Grounds Manager*  
Richard Parker  
*Grounds Support*  
Hayden White  
*Grounds Support*  
Micah Falcon  
*Grounds Support*  
Aletta Brown  
*Housekeeping & Rental Supervisor*  
Colin Madden  
*Housekeeping*  
Victor Mellen  
*Special Projects*

## ORGANIZATIONAL SUPPORT TEAM

Linda Bracey  
*Business Manager*  
Pam Shilling  
*Development Director*  
Joann Foltz  
*Marketing Director*

## GUEST SERVICES TEAM

Crystal Seay  
*Guest Services Manager*  
Alexandra Blake-Sanderlin  
*Volunteer Coordinator*  
Debbie Johnson  
*Membership Support*  
Carolyn Schindler  
*Weekend Supervisor*  
Jennifer Spedden  
*Office Assistant*

# COLLABORATIVE OPERATIONS



## **Board of County Commissioners**

Earl F. "Buddy" Hance, *President*  
Steven R. Weems, *Vice President*  
Christopher J. Gadoway  
Mike Hart  
Kelly D. McConkey

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

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

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

Lee Woodfin, *President*  
Scott Russey, *Vice President*  
Todd Capitani, *Treasurer*  
Pamela Teague, *Secretary*  
Cari Desantis  
Stacey Hann-Ruff  
Tommy Higgins  
Evelyn S. Hungerford  
Glen Ives  
Greg Kernan  
Eugene McHugh  
Laurie Uherek  
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

**COVID  
RESPONSE**

**Open Daily 9:00am - 5:00pm**

Our "pay what you can" admission system allows guests to choose their amount.

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

This year we added an outdoor Welcome Booth to greet and assist visitors!



**ODE TO AUTUMN**

**ENHANCED  
DAILY  
EXPERIENCES**  
Seasonally-based  
activities



**ENCHANTED SUMMER**



**FAIRY LOLLY NATURAL PLAY SPACE**



**TREE-MENDOUS TRAIL**



**GRAB & GO artLAB**



**SCULPTURE WALK**



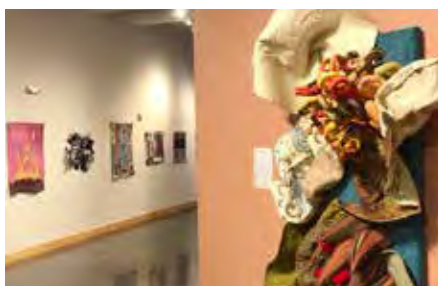
**CREEKSIDE OVERLOOK**



**NATIVE GARDENS**



**NATURE NOOK**



**EXHIBITS**



**GIFT SHOP**

# GUEST SERVICES

The staff and volunteers that work the Welcome Booth and the Front Desk are the first people that greet and orient guests. They take great pride in making everyone feel welcome at Annmarie and enjoy sharing happy visitors stories with the rest of the staff. We are grateful for the smiles and good humor that our front line staff bring to their work every day, particularly during the pandemic when many people were anxious about being out in public. We are lucky to have a 50-acre campus where people can spread out and enjoy art and nature.



Carolyn Schindler

## **Carolyn Schindler, Weekend Supervisor**

We are so lucky to have Annmarie Sculpture Garden & Arts Center in Southern Maryland. It's truly a treasure for those of us that live and work here, and in the big picture, it is a treasure for the State of Maryland and beyond! It is always rewarding to meet and greet visitors, first time and returning ones. I love to hear what journey led them here, some planning a whole weekend around a visit to Annmarie, and others not discovering us until they arrived in Solomons, or saw the sign on Route 4 and decided to check us out. I enjoy their wonderful comments after their tour and learning what they liked the best. It says a lot about us when people from far away decide to get involved, perhaps by building a fairy house or

volunteering for Artsfest, or by planning weekend trips around what activities we have going on throughout the year.

I loved a recent comment from a young friend after something I posted on my Facebook page about Annmarie . . . "you work at a wonderful place!" I loved seeing that. I do love working at Annmarie, and I love working with the super creative, talented, amazing, and artistic people that I am surrounded by.

We participate in the Museums for All program that provides free or discounted tickets for SNAP card holders

## **FUN FACT**

40% of our visitors come to walk and tour the site on non-event days.



Our Front Desk volunteers like Krista Spalding, are crucial to operating Annmarie and greeting our guests.



Kathrin Bizzarro

## **Kathrin Bizzarro, Welcome Booth Attendant**

The Welcome Booth has been a wonderful addition to Annmarie. From greeting the new-comer to the seasoned member, and all else in between, it's been a great experience to have in terms of customer interaction. You really get to find out what people love about this place, what keeps them coming back, and how you can better help their overall experience of Southern Maryland. The Welcome Booth provides a little personalized human touch

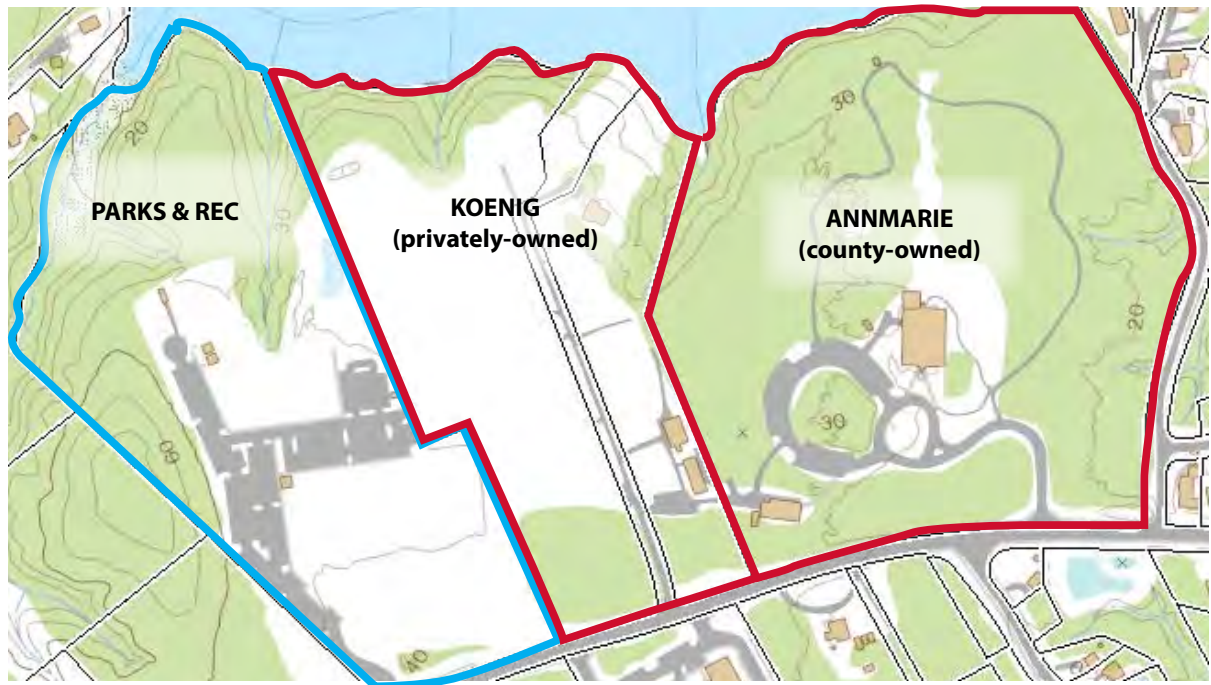
in between all the artwork and nature. People have a place where they can ask questions, orient their trip, and get recommendations for future visits. It's a great way to build a relationship with guests and make them feel like they are part of our community. I find it to be important and rewarding work!





# 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 & Cove Point 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
- Caretaker'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**



**Cove Point 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

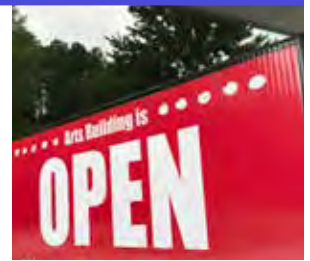
22 works on loan from  
Smithsonian Institution

2 works on loan from  
National Gallery of Art

6 works on long-term loan  
from private artists



# FY21 - OUR IMPACT ON THE REGIONAL ECONOMY



## TOURISM

Annmarie attracted **85,930** guests to the area in FY21 and served the community throughout the COVID crisis.

## EMPLOYMENT

Annmarie employs **15** full time equivalent staff.

## OPERATIONAL, CAPITAL, AND GRANT EXPENDITURES

As much as possible, we spend our dollars locally, supporting businesses and building relationships. In FY 21, we spent **\$523,576** on non-payroll expenses.

## REGIONAL ECONOMIC IMPACT

## GARDEN IN LIGHTS '20

Brought **30,994** visitors to area  
**68** vendors on multiple nights generated income  
Sales tax generator

## ARTSFEST '20

Renamed ArtsWalk to signal COVID precautions  
Brought **4,625+** visitors to area  
**131+** vendors generated income  
Sales tax generator

## HALLOWEEN IN THE GARDEN '20

Brought **2,671+** visitors to area  
**29+** businesses & vendors generated income & awareness  
Sales tax generator

## MARKETS

Brought **4,857+** visitors to area  
**184+** vendors generated income  
Sales tax generator

## GALLERY SALES & GIFT SHOP

**81** artists sold work  
Generated **\$115,677+** in sales  
Sales tax generator

## PRIVATE RENTALS

**8** weddings brought  
**865** visitors to area  
Local hotels and restaurants benefited

## Supporting the Southern Maryland Business Community

We are proud to work together with the Southern Maryland business community to create and grow a high quality of life for our neighbors and friends. In FY21, Annmarie welcomed more than 85,000 visitors. As part of our commitment to be a positive influence on the local economy, we offer sponsorships, partnerships and in-kind participation to give local businesses the opportunity for exposure and engagement with our guests. Similarly, our markets and event opportunities support small businesses and arts vendors.

## OUR IMPACT ON TOURISM

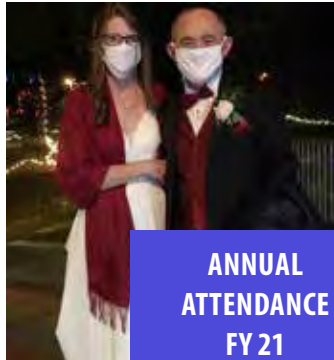
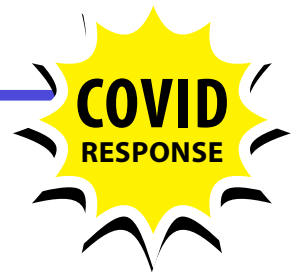
Arts travelers are ideal tourists, staying longer and spending more to seek out authentic cultural experiences. From our largest events, like Artsfest, to our smaller events, like exhibit openings, we know that Annmarie attracts visitors to Solomons, who stay in the hotels and B&Bs, eat in the restaurants, 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 helps to set Calvert County apart as something truly special.

## Arts drive tourism and revenue to local businesses

*In the U.S., the non-profit arts industry alone generates \$166.3 billion in economic activity annually—spending by organizations and their audiences—which supports 4.6 million jobs and generates \$27.5 billion in government revenue. Arts attendees spend \$31.47 per person, per event, beyond the cost of admission on items such as meals, parking, and lodging—vital income for local businesses. Arts travelers are ideal tourists, staying longer and spending more to seek out authentic cultural experiences.*

*From 10 Reasons to Support the Arts in 2021, published by Americans for the Arts*

# FY21 - VISITORS

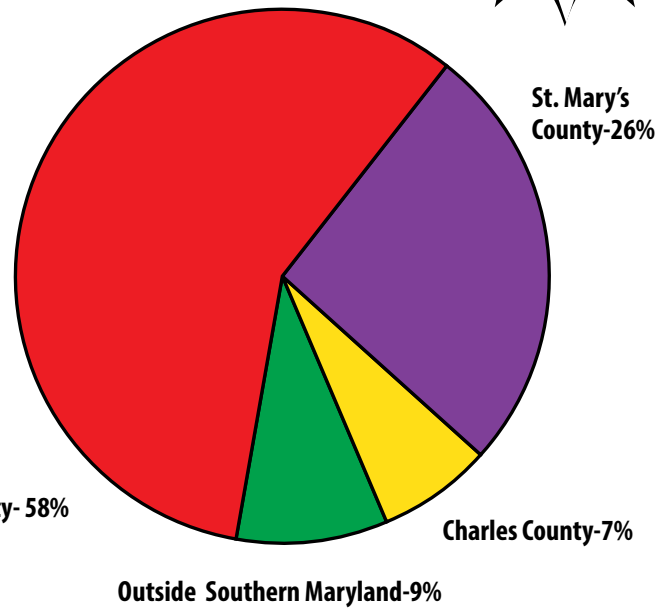


**ANNUAL  
ATTENDANCE  
FY 21  
85,930**

• Garden In Lights	30,994
• Regular Daily Admission /Other	26,867
• Maker's Market	4,857
• Artsfest/ArtsWalk	4,625
• Fairy & Gnome Home Festival	3,042
• Estimated non-paying*	3,000
• Halloween in the Garden	2,671
• Studio School Classes	1,929
• Private Rentals	1,907
• Virtual Programs	1,257
• CHESPAX - virtual	1,047
• Green Life Festival & Market	964
• Insectival	845
• Group Tours	575
• Annmarie After Hours	566
• Nature Programs	493
• MLK Days (Virtual+Onsite)	273
• Bad Art Night	18

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

## FY 21 Estimated Visitor Breakdown



### FUN FACT

Our Visitor Demographic includes guests from other countries, including the Bahamas, British Columbia, Ontario, Puerto Rico, and the United Kingdom.

### FUN FACT

36% of our annual guests come during Garden in Lights.





# FY21 - COMMUNITY PARTNERS & SUPPORTERS

We received financial and/or in-kind support from a multitude of businesses and organizations this year. Their dollars and donations helped to ensure the success of programs and events throughout the year. **Thank you!**

- ACE Consulting Group
- AH Hatcher
- Arts Council of Calvert County
- Asbury Solomons Retirement Community
- Assoc. of Southern Maryland Beekeepers
- Baker's Decoy
- Barrett & Associates
- Bartlett Tree Experts
- Battlecreek Cypress Swamp Sanctuary
- Beechtree Apartments
- Blue Wind Gourmet
- Boy Scouts Nation's Capital, Troop 427
- Built Rite Homes
- Burch Oil Company
- Calvert Co. Department of Public Works
- Calvert Co. Dept of Economic Development
- Calvert Co. Chamber of Commerce
- Calvert Co. Citizens Green Team
- Calvert Co. Dept of General Services
- Calvert Co. Dept of Parks & Recreation
- Calvert Co. Government
- Calvert Co. Master Gardeners
- Calvert Co. Mosquito Control
- Calvert Co. Public Schools
- Calvert Co. Sheriff's Office
- Calvert Co., Natural Resources Div
- Calvert Democratic Women's Club
- Calvert Garden Club
- Calvert Library
- CalvertHealth
- Cedar Point Federal Credit
- Century 21 New Millennium
- Chesapeake's Bounty
- CHESPAX
- Community Bank of the Chesapeake
- Cove Point LNG
- Cove Point Natural Heritage Trust
- Elizabeth Rockenbaugh - Edward Jones Investments
- Elms Environmental Education Center
- Evolve Yoga & Wellness
- Exelon Generation
- G.S. Proctor & Associates
- Gail Siegel - O'Brien Realty
- Garrett Music Academy
- GH Clark, Inc.
- Girls Scouts Nation's Capital
- Grandpap's Co. Harvest
- Jane & Walter Grove
- Hirshhorn Museum & Sculpture Garden
- J. Calvin Wood, Inc.
- Jan Kleponis - O'Brien Realty
- Jaymie Lewis - O'Brien Realty
- Jetmore Insurance Group, 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 State Arts Council
- Matthew Budde - Thrivent Financial
- MD Master Naturalist, Calvert County
- MD Master Naturalist, St. Mary's County
- National Gallery of Art
- Natural History Society of Maryland
- New Bridge Spine & Pain Center
- No Thyme to Cook - Gwen Novak
- Patuxent High School NJROTC
- Patuxent Wine & Spirits - Carolyn Hart
- PFG - Prince Frederick Graphics
- PNC Bank
- Quality Built Homes
- ReStore/Habitat for Humanity
- Sabre Systems, Inc.
- SMILE
- Smithsonian Institution
- Sneade's Ace Hardware
- Solomons Business Association
- Solomons Vol. Rescue Squad & Fire Dept
- SoMd Homeschool Cooperative
- Southern Maryland Audubon Society
- St. Mary's College of Maryland
- Trex (plastics recycling program)
- University of Delaware Dept of Entomology
- University of Maryland Extension
- University of MD Entomology Department
- USGS Native Bee & Inventory Monitoring Lab
- Whiteford Systems



Pam Shilling

## Pam Shilling, Development Director

If the pandemic has clarified anything, it's that Annmarie's purpose is to be an exceptional source of health, happiness and well-being for the people of Southern Maryland. FY21 saw the start of focused conversations with community groups like military families, special needs, k-12 education, healthcare, first responders, and retirees. The primary question: how can we be of best service to you now and in the future? These conversations will continue throughout 2022 and will inform the future of the garden. We're looking ahead with the needs of Calvert County and Southern Maryland as our guide - and you are the most vital partner to success. For all you do for the Garden and the community, we're truly grateful. Thank you.

# FY21 - LISTENING TO OUR COMMUNITY



From our Comment Box



Post on social media

"Okay, I'm convinced this is the coolest place in Maryland".

## Google Review

*I've gone to Annmarie Garden as far back as I can remember. Many childhood memories were made here trick or treating, seeing the winter lights and picnics in the summer. Now I get to enjoy this place with my daughter and share all of the same memories, but it's even better than it was before. Beautiful place to visit!*



@annmariearts



Joann Foltz

## Joann Foltz, Marketing Director

Engaging and communicating with our community and potential visitors is my most rewarding day-to-day activity. Whether in person or online, hearing about experiences gives us all energy and enlightenment. Learning what visitors love, what they want, and what they need continues to help us grow and provide new opportunities, and make improvements when we need to. Discovering new ways to reach people and introducing them to the Garden and all it has to offer continues to be an exciting challenge for us.



	ANN'S CIRCLE	KOENIG	TOTAL
<b>INCOME</b>			
BOCC - PAYROLL GRANT		314,750.00	314,750.00
ROLLOVER FUNDS FY20 TO COVER PAYROLL		54,113.59	54,113.59
KOENIG FUNDS		25,000.00	25,000.00
ADMISSIONS	76,868.69		76,868.69
ATM FEES	254.00		254.00
DONATED REVENUES	7,207.00		7,207.00
EXHIBITS	9,308.00		9,308.00
GIFT SHOP REVENUES	115,676.70		115,676.70
GRANT REVENUES	95,997.74	294,967.68	390,965.42
INSURANCE CLAIM		8,505.00	8,505.00
INTEREST INCOME	159.04	78.62	237.66
MEMBERSHIP PROGRAM	79,872.26		79,872.26
PROGRAMS & EVENTS INCOME	450,200.30	450.00	450,650.30
RENTAL INCOME	5,720.00	30,700.00	36,420.00
SPONSORSHIP & DEVELOPMENT	113,780.43		113,780.43
STUDIO SCHOOL	48,300.00		48,300.00
<b>Total Revenues</b>	<b>1,003,344.16</b>	<b>728,564.89</b>	<b>1,731,909.05</b>
<b>Total Income</b>	<b>1,003,344.16</b>	<b>728,564.89</b>	<b>1,731,909.05</b>
<b>GIFT SHOP COST OF GOODS SOLD</b>			
	59,327.09		59,327.09
<b>Total COGS</b>	<b>59,327.09</b>	<b>0.00</b>	<b>59,327.09</b>
<b>Gross Profit</b>	<b>944,017.07</b>	<b>728,564.89</b>	<b>1,672,581.96</b>
<b>Expense</b>			
PAYROLL & RELATED COSTS BY SOURCE OF SUPPORT	70,000.00	696,659.91	766,659.91
ADMINISTRATIVE EXPENSES	69,494.60	6,952.58	76,447.18
CONTRACTED SERVICES	76,513.65	8,300.00	84,813.65
EXHIBITS	6,688.31		6,688.31
GIFT SHOP EXPENSES	11,683.48		11,683.48
IN KIND EXPENSE	4,680.00		4,680.00
MAINTENANCE & REPAIR	27,315.42	1,390.61	28,706.03
MARKETING & DEVELOPMENT	19,483.55		19,483.55
MEMBERSHIP & VOLUNTEER PROGRAM	687.06		687.06
PROGRAMS & SPECIAL EVENTS EXPEN	45,386.57		45,386.57
RENTAL EXPENSE	230.00		230.00
SCULPTURE	27,122.66		27,122.66
STUDIO SCHOOL	13,593.46		13,593.46
SUPPLIES & TECHNOLOGY	22,270.08		22,270.08
UTILITIES - KOENIG PROPERTY	9,555.19	564.20	10,119.39
<b>Total Expense</b>	<b>404,704.03</b>	<b>713,867.30</b>	<b>1,118,571.33</b>
<b>Designated Reserve Funds</b>			
	450,000.00	0.00	450,000.00
<b>Net Ordinary Income</b>	<b>89,313.04</b>	<b>14,697.59</b>	<b>104,010.63</b>



Linda Bracey

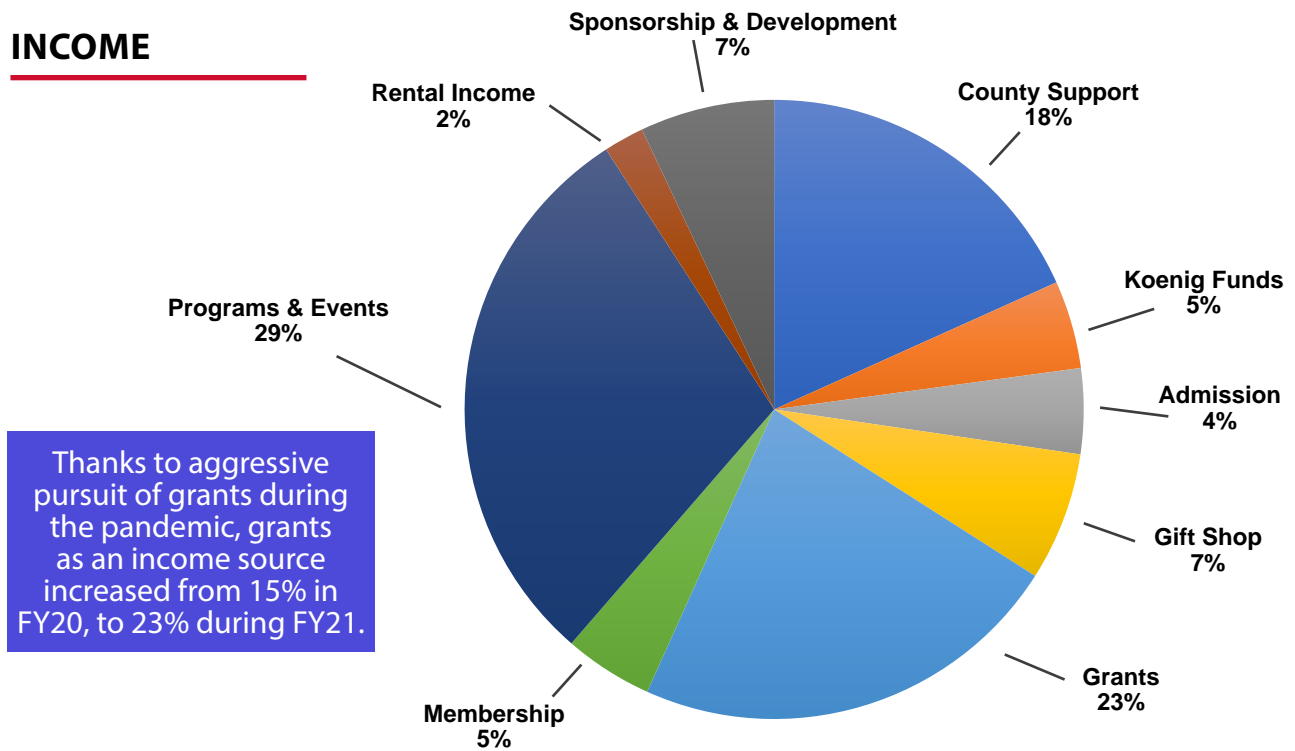
## Linda Bracey, Business Manager

It has been a wonderful experience to participate in the way Annmarie Garden has provided service to others during this long pandemic. Annmarie Garden staff has found ways to accommodate the need to get out and do something. The challenge to provide safe and fun ways to participate in art and nature also provided learning experiences in technology and innovation. It has been my great pleasure over the last year to manage some of these innovations and technology changes and I look forward to continued growth in the next year.

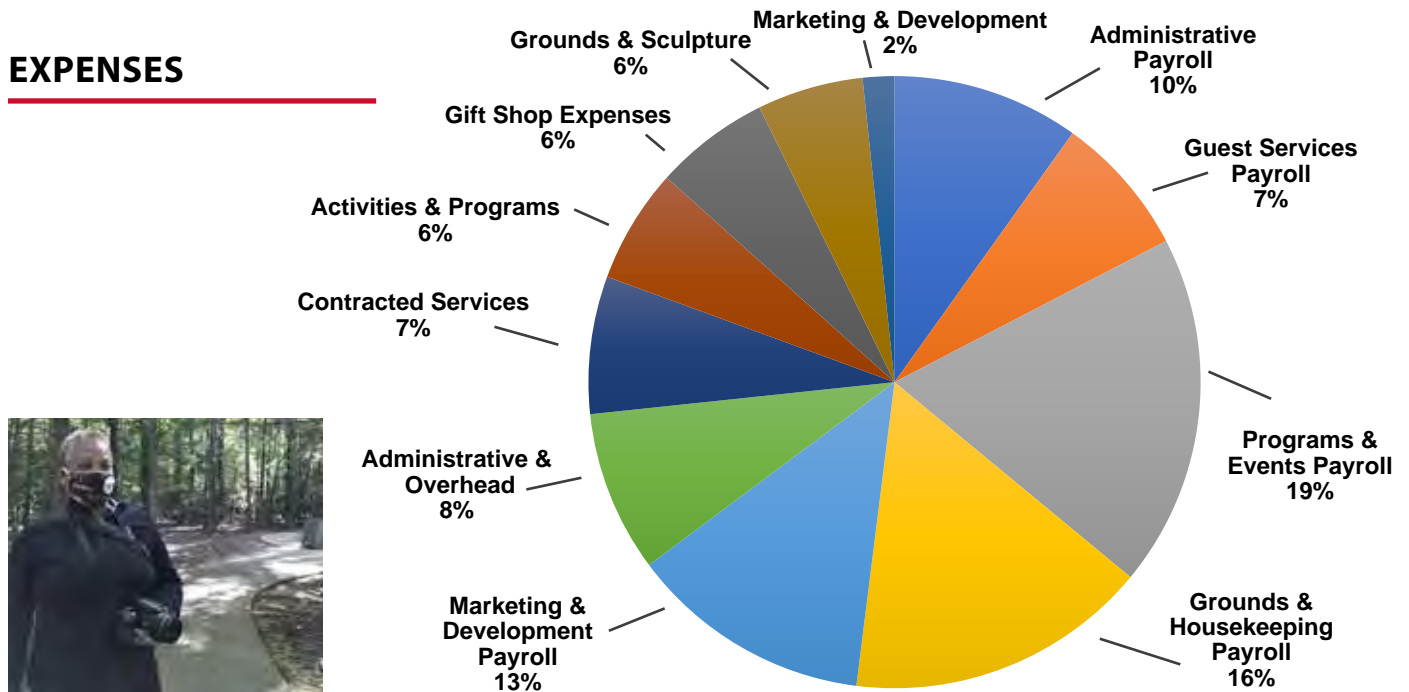
# FY21 - BUDGET BREAKDOWN

## ANN'S CIRCLE & KOENIG COMBINED

### INCOME



### EXPENSES





# FY21 - MAINTENANCE & REPAIR OF COUNTY-OWNED PROPERTY

## IMPROVEMENTS TO COUNTY-OWNED PROPERTY

### Funds Expended by Koenig:

Payroll costs for grounds & housekeeping	\$168,499
<b>Subtotal – Koenig</b>	<b>\$168,499</b>

### Funds Expended by Ann's Circle:

Trail Improvements	\$78,598
Purchase of Site Furnishings	\$52,287
Grounds equipment purchase tractor, gator, mower	\$38,302
General Groundskeeping Costs	\$33,715
Commission of bronze rubbing plaques for Tremendous Trail	\$14,000
Purchase of play elements for Fairy Lolly Nature Play Area	\$7,444
Repair to <i>A Chesapeake Waterman</i>	\$5,913
Repairs to <i>The Gateway</i>	\$510
Purchase of Welcome Booth shed	\$4,702
Plants	\$4,004
General cleaning & conservation of sculpture	\$3,704
Phase 1 of install of site-wide sound system	\$1,890
<b>Subtotal – Ann's Circle</b>	<b>\$241,065</b>

**TOTAL spent on grounds care  
& improvements to county property** **\$409,564**

## IMPROVEMENTS TO KOENIG PROPERTY

### Funds Expended by Ann's Circle:

Installed concrete floor in Maintenance Barn	\$20,750
Installed new HVAC system in Clay Studio / Artist House	\$10,300
Parking Field repairs	\$1,676
Installed 12' fence around Community Garden	\$4,767
<b>Subtotal – Ann's Circle</b>	<b>\$37,493</b>



Roger Barnes

### From Roger Barnes, Grounds Manager

I enjoy working at Annmarie Sculpture Garden & Arts Center. There is a family-oriented atmosphere here that is warm and welcoming for everyone that enters the property,

including staff, volunteers, and guests. I like that there are so many different programs and activities throughout the year. You can always expect to be doing something each time you visit. This is a great place to work and I look forward to being part of this organization for many years to come. I look forward to doing my part to help grow the garden and help it continue to do amazing things for our community.



# FY21 - GRANT FUNDS RECEIVED

Research showed that the pandemic put nearly a third of non-profits into financial jeopardy or closure. A large percentage of those were in the arts & entertainment industry. Thankfully, assistance was available from federal and state governments and private foundations in the form of grants. **Annmarie was fortunate to receive additional support in FY21 from a variety of grantors.** This support enabled us to shift most of our activities and events fully outside and continue our mission. We're truly grateful for the additional support that allowed us to endure the crisis and, in turn, set us up for success.

## Koenig Private Foundation

PPP Grant – Emergency Payroll Grant	\$145,582
Maryland State Arts Council <i>1st Emergency Grant</i>	\$48,700
Maryland State Arts Council <i>2nd Emergency Grant</i>	\$36,448
Van Metre Family Foundation <i>Restricted funds for improvements to grounds</i>	\$30,000
Maryland State Arts Council <i>Operating grant</i>	\$26,292
Small Business Emergency Grant <i>COVID emergency grant</i>	\$10,000

## Ann's Circle Inc.

Maryland Dept of Housing & Comm Development <i>SERT grant – emergency relief for tourism organizations</i>	\$77,750
Maryland State Arts Council <i>Operating grant</i>	\$35,548
MHAA Emergency Grant <i>Emergency grant</i>	\$20,000
Calvert County COVID Relief	\$10,000
Arts Council of Calvert County <i>MLK Days program grant</i>	\$1,000
Calvert Environmental Trust for Youth <i>Nature grant</i>	\$950
Walmart Organization Grant	\$500





# FY21 - MAJOR EVENTS AT-A-GLANCE

**COVID  
RESPONSE**

As we often say, Annmarie is an event-driven facility. More than 50% of our guests visit for a class, festival, or other program, and we generate most of our income during big events, like *Artsfest* and *Garden In Lights*. The entire staff is involved in the planning and production of events, and it is incredibly rewarding to see everything go off without a hitch! In the past, the weather was our biggest worry, but the pandemic created new challenges. As we adapted to COVID, we created new ticketing systems and new low-touch, no-touch activities, many of which our guests really like, and we will keep beyond the pandemic. The secret to our success is that we are always learning, always working to improve our events, and keep them interesting and relevant.

## ARTSFEST/ARTSWALK

September 2020  
Art & Music Festival

**4,625 guests**  
131 visual artists  
161 performing artists  
5 food vendors  
41 volunteers



## INSECTIVAL

July 2020  
Nature Education Event

**845 guests**  
13 organizations  
5 sales vendors  
2 food vendors  
29 volunteers

## HALLOWEEN IN THE GARDEN

October 2020  
Fundraiser, Community Event,  
Vendor Fair

**2,671 guests**  
29 business &  
organization booths  
3 food vendors  
40 volunteers



## FAIRY & GNOME HOME FESTIVAL

April 2021  
Nature Play Event

**3,042 guests**  
8 vendors  
24 performing artists/entertainers  
5 food vendors  
30 volunteers

## GARDEN IN LIGHTS

December 2020  
Holiday Program

**30,994 guests**  
68 vendor booths  
1 food vendor  
34 volunteers



## GREEN LIFE FESTIVAL & MARKET

June 2021  
Sustainability Event,  
Vendor Fair

**964 guests**  
47 organizations & businesses  
3 performing artists  
2 food vendors  
8 volunteers



Aletta Brown

### 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.

# FY21 - ARTSWALK HIGHLIGHTS



Artsfest is our signature arts event and our largest 2-day event, and for many it embodies all that is special about an event at Annmarie – a glorious celebration of the visual and performing arts with great shopping, music, food and drink, and artsy activities set amidst the spectacular backdrop of our beautiful sculpture garden. When the pandemic hit, we were determined to find a way to continue our 29 year tradition. With plenty of room to spread out the artist booths, performer, and guests, the event morphed into ArtsWalk, but managed to retain all the excitement of a regular Artsfest. We were overjoyed by the feedback we received. Artists were grateful for the opportunity to make money. Performers were happy to be able to share their music. And guests were happy to have a safe and comfortable place to gather to “enjoy art from 10 feet apart.”



**131 ARTISTS**



**161 PERFORMERS**



**5 FOOD VENDORS**



**6 KIDS ACTIVITIES**



**41 VOLUNTEERS**



**4 ARTIST AWARDS**



**4,625 GUESTS**

## FUN FACT

Artists come from all over the U.S. to participate in Artsfest. In 2020, the farthest an artist travelled was from southern California.



**2 BEAUTIFUL DAYS**



# FY21 - ANNMARIE GARDEN IN LIGHTS HIGHLIGHTS

Over the last few years, we have grown *Garden In Lights* into a large, multi-faceted production, that now accounts for about 36% of our annual visitation. Our goal has been to turn the event into a true money-making endeavor for the garden that will generate funds for payroll and our many activities. To this end, we have worked to improve the light show itself and to expand our holiday programs. We are proud of what this event has become and how we use it to give back to our community. Thanks to the support and generosity of our wonderful sponsors, we were able to roll out our *Local Heroes Appreciation Nights* and a discount ticket program for SNAP card holders. We can't wait to show you what else we have in store for this wonderful holiday event!

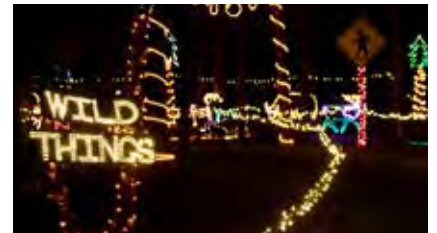
**30 Nights**  
**30,994 Guests**



## SPECIAL NIGHTS

Special Needs Night  
Scout Night  
Local Heroes Nights  
*Military • First Responders • Educators*  
Golf Cart Tours  
Santa Night  
Holiday Character Nights  
Holiday Train Display

**22 Sponsors**  
**34 Volunteers**



**From the first light that goes up, to the last one that comes down,  
it takes four months to put on our light show.**



## ••• BUY LOCAL HOLIDAY SHOPPING •••

**Market Vendors**



**Ornament Show  
& Sale Artists**



**Small Works Show  
& Sale Artists**



**37% of our gift shop sales take place during the holidays.**

# FY21 MARKET PROGRAM

## Annmarie's Popular Buy Local Program

### Sea Glass & Beach Crafts Market

July 2020

32 Vendors

1262 Visitors



### Dog Days of Summer Market

August 2020

34 Vendors

472 Visitors



### Monster Market

October 2020

28 Vendors

972 Visitors



Crystal Seay

### From Crystal Seay, Guest Services Manager

The Market program at Annmarie provides an opportunity for local entrepreneurs - in the form of artists and craftspeople – to sell what they love and enjoy creating. The program supports buying local items that are handmade, homemade, or homegrown. For the last 12 years, I have enjoyed getting to know our regular market vendors, as well as meet new ones and get them oriented to the policies and guidelines of our program. Our markets have so many wonderful and unique finds, which I have definitely purchased my fair share of, and each market is different with its own personality. Every time I walk through a market, I am amazed at the talent and creativity Southern Maryland has to offer, and I am proud that Annmarie is nurturing and supporting their creative and entrepreneurial endeavors.

### Holiday Markets

December 2020

19 Evenings

146 Vendors

23,663 Visitors



### Springtime Market

April 2021

42 Vendors

979 Visitors



### Mother's Day Market

May 2021

48 Vendors

988 Visitors





# FY21 - AFTER HOURS IN THE GARDEN

Evening hours in the garden are delightful and offer a wonderful opportunity for outdoor dining, socially-distanced workshops, and general enjoyment of the park.

## Annmarie After Hours



**6 evening events**  
celebrating opening  
of new exhibits

## Food Truck Fridays



**every Friday**  
from May-October

## Bad Art Night



**hilarious adults-only**  
bad art-making

## Adult Clay Classes



**popular classes**  
held year-round in the  
Clay Studio

## Adult Nature Workshops



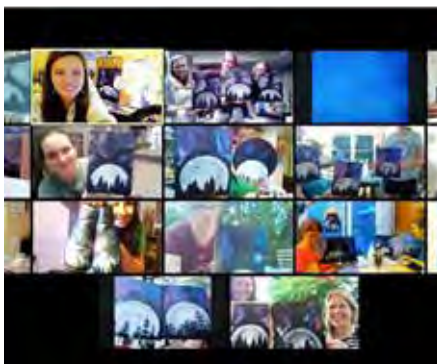
**Nature-inspired Crafts**  
for adults

## Adult Art Workshops



**After Hours**  
art-making for adults

## Artini Virtual Paint Party



**ADULT  
VIRTUAL  
PROGRAMS**

## Virtual Craft Class



# FY21 - ROTATING EXHIBITS

The galleries in the Murray Arts Building present an inviting selection of exhibits each year. Each exhibit includes carefully crafted programs and events designed to complement the show and provide opportunities for visitors to interact and better understand art. Despite ongoing pandemic closures in many cultural institutions, Annmarie was quick to adapt, keep our spacious galleries open, and find new ways to engage visitors with low touch activities. Adding virtual components to the shows—photo slideshows, video interviews, online demonstrations—helped further promote the artists and their work.

## Rotating Exhibits during FY '21

- On Paper: Printmaking, Book Arts & Beyond **82** artists
- Shine: Catching the Light **63** artists
- Creatures in the Garden **7** artists
- Artists in Action **43** artists
- Memory and Signal: Works by Esther Iverem (MLK Days Resident Artist) **1** artist
- Working with the Muse **27** artists
- Small Works Show & Sale **52** artists
- Art Blooms Floral Design Exhibit **25** designers
- Ornament Show & Sale **20** artists

**Total Artists 320**



Stephanie Cobb

### Stephanie Cobb, Program & Exhibit Specialist

A close friend once asked me “do we need art?” That’s a complicated question to answer. An argument can be made for historical value, for example paintings of great beasts on the walls of the Lascaux caves in France or cuneiform carvings in stone. Art has adapted with us over time. Today, art is made in intimate settings, studios, she-sheds in the backyard, or on the kitchen table after children are put to bed. Most importantly, art is an expression of ourselves unique to our own experiences.

We need art to adapt to our conditions, and for that art to further adapt to us over time. So, the simplest answer to their question is a very enthusiastic “yes.” I started my position at the end of the fiscal year. One of the things that drew me to Annmarie is how well the staff served artists in a time when so many other opportunities were not available.





# FY21 - ARTIST RESIDENCY PROGRAMS



Annmarie Garden is always more colorful when artists are around to inspire our visitors! Annmarie welcomes artists throughout the year through a variety of short-term residency options. Artists and makers from near and far utilize our galleries and park to create work, engage with visitors, and inspire community projects. In FY '21, we got creative with the presentation of these opportunities, adding virtual and outdoor components to keep people safe.



## ARTIST IN ACTION

temporary studio program/short-term residencies- March- May 2021

**44 artists**

From March- May, AMG galleries are transformed into week-long artist studios, providing a unique retreat and experimental space for artists to develop new works and engage with visitors. As Covid continued to affect indoor programming, we introduced an outdoor plein air component with lovely results!



## MLK DAYS

Residency and Community Art project – featured artist:  
Esther Iverem

This free uplifting community art event welcomes a regional artist to celebrate the life and legacy of Dr. Martin Luther King, Jr. through an engaging 3-day art-making event and month-long solo show. In January 2021, Covid cases were spiking, so this residency was part-virtual, part drop-in, and guests could pick up free kits to take home and enjoy.



## SUMMER RESIDENCY PUBLIC ART PROJECT

Sadly, we were unable to run this program in the summer of 2020, but we found new ways to connect artists and visitors to spark imagination and conversation. This program returned in July 2021.



# FY21 - COMMUNITY ARTS

## About Community Art

While we take pride in our service to professional and emerging artists, it's our community-based art projects that fill our hearts with joy. There are no soloists in community art. These projects rely on human interaction, the exchange of ideas, collaborative processes, and artistic experimentation. They embrace varied perspectives with common purpose, providing one shared experience. Community art welcomes all ages, abilities and talents into the fold. Never has this kind of connection and expression felt more important and necessary than this year.

### Pandemic Postcard Project

**80 cards total**

26 from Maryland, 49 from other states, 3 international (Italy, Canada, Netherlands)



### Raise A Flag For MLK

Community flag-making workshops

**137 families via Zoom**

Additional daily visitors and take home kits



### Fairies In The Garden Exhibit

146 fairy house builders



### Ode To Autumn: Poetry In The Woods

5 Maryland poets inspired over 7,000 visitors





# FY21 - CLAY STUDIO & FAMILY CLAY DATES



*Working with clay affects people in many positive ways. For some, it is a way to pass some time and be around friends. For others, it is a way to express their creativity in three dimensions. And, for others, it can be a form of therapy. The fully equipped AMG clay studio is a wonderful Southern Maryland resource for people of all ages to utilize and experience clay! I appreciate the opportunity to be one of the AMG clay studio teachers helping others learn various ways to work with clay.*

Ray Bogle, Clay Studio Instructor

**572**  
people served in our  
Outdoor Family Clay Dates

**145**  
visits to our  
Open Studio Program

**78**  
adult clay class sessions,  
resulting in  
450 student visits



Stephanie  
Bowling

## Stephanie Bowling, Program Support

The Clay Studio at Annmarie has seen a very busy year! Despite the ongoing trials of the pandemic, we hosted several classes. We received so many words of appreciation and gratitude from visitors and the community for providing a safe, creative space for them and their families during the pandemic. We look forward to continuing providing these opportunities and more in the next year!

## FUN FACT

The Clay Studio  
used over 4,000 lbs  
of clay in FY'21





## About the artLAB

The Artlab is a creative space inside the Arts Building where visitors of all ages learn ways to reuse everyday trash items and transform them into works of art. We receive clean recyclable donations (that would otherwise head to a landfill) from visitors throughout the year to keep our supplies stocked. In the artLAB, you can participate in a workshop, schedule a group function, or simply use the open studio time to create your own masterpiece.



**ENHANCED  
DAILY  
EXPERIENCES**  
Seasonally-based  
activities



Helen Lindsey

### **Helen Lindsey, Program & Exhibit Support**

When the pandemic hit, we had to close our Artlab for a while, so we created free "Artlab To Go" kits that provided everything guests needed to get creative at home. We also ran outdoor, socially-distanced, family classes that turned out to be very popular. I'm really proud of the ways we adapted the activities of the Artlab so we could continue to inspire and serve our community!





# FY21 - NATURE PROGRAMS



## FY'21 Nature Nook Exhibits

- Fantastic Farm Life: Summer 2020  
Celebrating Maryland's Heritage
- Wonderous Wood: Fall/Winter 2020-21  
Exploring Nature's Magic
- Tales of Tails Spring 2021
- Symbiotic Relationships Summer 2021



## FY'21 Programs

- **Chespax goes virtual!** A video version of our popular program for every 2nd grader in Calvert County. Take home kits included.
- **The Traveling Naturalist**, an indoor/outdoor cart of curiosities, led by Hester! Daily.
- **Preschool Nature Walks**, bi-weekly guided walks for families with preschoolers. 24 walks total.
- **The Insectival** - socially distanced fun with timed tickets for crowd control. **845 guests.**
- **The Calvert County Birding Trail**- a partnership with other SOMD parks.
- **Adult outdoor workshops**, such as Houseplant Prop & Swaps, succulent crafting, kokedama planters, and more!
- **Holiday Wreathmaking Party** - over 75 families make winter wreaths.



Hester Burch

### From Hester Burch, Naturalist

I'm so proud of Annmarie Garden's commitment to educating about the natural world. Our indoor space, the Nature Nook, has seasonal nature exhibits with informational displays and hands on activities that will engage a wide variety of visitors. Our nature experiences may start in the Nature Nook but extend widely into our 30 acres. We offer opportunities for exploring the entire site, from the trails, to the forests, to the meadows, and the Fairy Lolly nature play space.



## FY21 CREATIVE PROGRAMMING & PARTNERSHIPS

We felt so fortunate to have a 50-acre campus to utilize during the pandemic shutdowns, but we were well aware that some of our community friends were not as fortunate. We quickly reached out to local organizations and businesses to offer our park as a way to continue their programs. Our grounds became busy with food trucks from local restaurateurs, yoga and pilates by local gyms, story times presented by Calvert Library, and even mobile flu shots/health services provided by Calvert Hospital. The Calvert County Master Gardeners doubled the size of their community vegetable garden on our site, allowing them to harvest over 1,500 pounds of much-needed fresh foods for local food banks in a year of severe food insecurity. These lovely partnerships have become a mainstay at Annmarie, even as the world returns to normal.



**VIRTUAL CHESPAX  
PROGRAM**

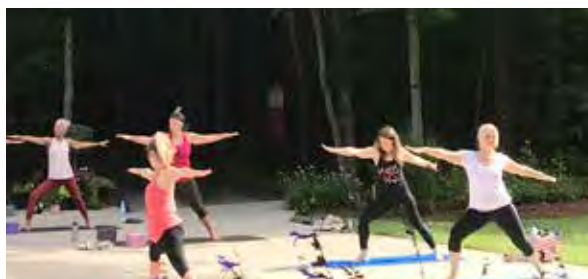
**CALVERT LIBRARY  
STORYTIME**

**CALVERT BIRD TRAIL**

**ODE TO AUTUMN  
POETRY IN THE FOREST**

**YOGA  
IN THE GARDEN**

**MASTER  
GARDENERS**



**FUN FACT**  
over 1,500 pounds of produce  
was harvested in our  
community garden



# FY 21 - MEMBERS

## MEMBERS

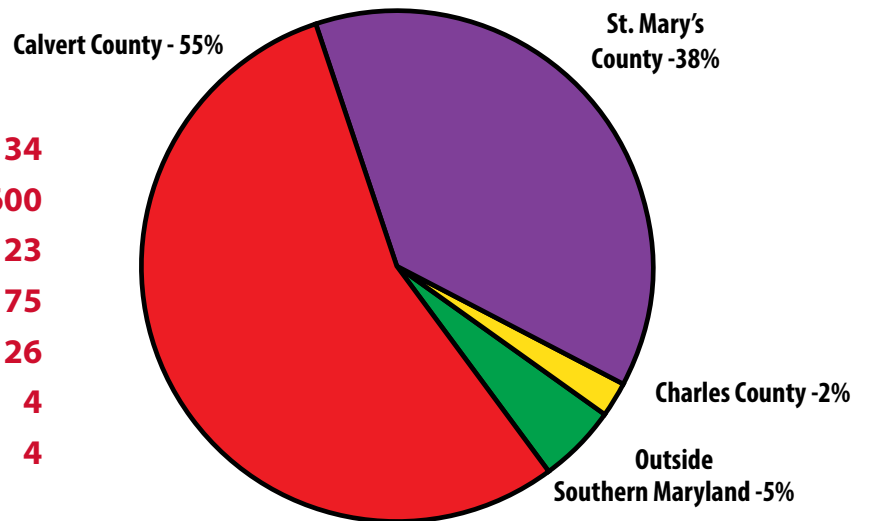
### Ann's Circle Manages the Membership Program

Annmarie Garden membership accounts (as of 6/30/21) **966**

Our members are from:

#### Membership Level Breakdown

Individual	134
Family	600
Family Plus	123
Family Military	75
Patron	26
Benefactor	4
Ambassador	4



Debbie Johnson

#### Debbie Johnson, Membership Support

Our members are the backbone of our organization. They're compassionate members of the community that support Annmarie Garden. When visiting with our members, you can really see how passionate they are for Annmarie and our importance to the Southern Maryland community. So many of the members are also volunteers, so not only are they giving financially but their time as well. Our members are AMAZING!



Annmarie Garden has been part of our family life for years, and it keeps getting better! My kids have taken yoga classes, clay classes, and engaging summer camps at AMG. I love the art gallery exhibits, evening events like Bad Art Night, and works on loan from the Hirshhorn. The gift shop is where we always go to pick something up for kids birthday parties. It's a really special place with many open ended play opportunities for families.

Chelsea Ihnacik, AMG Member

# FY21 - VOLUNTEERS

**272**  
**VOLUNTEERS**



## Ann's Circle manages the volunteer program

Adult Volunteers	<b>125</b>
Patuxent NJROTC Volunteers	<b>82</b>
Boy Scout Volunteers	<b>29</b>
Teens (Counselor-in-Training Program)	<b>21</b>
Teen (non-CIT) Volunteers	<b>26</b>
Board of Directors	<b>18</b>
Hospital Nurses	<b>7</b>
Critter Care Volunteer Team	<b>4</b>

**FY 21 Total volunteers** **272**

**Total Hours Worked** **2,871**

**~ FY21 ~**  
**TOTAL VOLUNTEER**  
**HOURS**  
**2,871**



*It's been a joy coming in to volunteer at the Nature Nook with Hester. Leah, my 8 year-old homeschooler, looks forward to her weekly visit of checking in on the turtles, fish, snails, crayfish, and snake, making sure they're fed and cared for. She also gets to learn interesting tidbits about native plants and animals from Hester. As a bonus, it's been so fun watching Annmarie transform through the seasons and getting to take part in all of the fun, family friendly events.*

Kady Everson, Volunteer, Critter Care Team



# FY21 - VOLUNTEER ACTIVITIES

Our wonderful volunteers stay busy year-round



Volunteer Open House



Artsfest Volunteers



Garden in Lights



Alexandra Blake-Sanderlin

## Alexandra Blake-Sanderlin, Volunteer Coordinator

Volunteers are a huge part of the Annmarie community. They assist us with everything from answering phone calls, to weeding the garden, to processing admissions at huge events. Our volunteers make it possible for Annmarie to host the classes, markets, public art projects, and other programs for the community. I've loved getting to know our new and returning volunteers and look forward to the new year and new opportunities with them and Annmarie.



Halloween



Front Desk  
Volunteers



Nature Nook  
Volunteers



Fairy House  
Caretakers



ROTC-  
Parking Field





*Over the years, AMG has become my family's most appreciated and valued resource here in Southern Maryland. Annmarie has so much to offer to our homeschool community, my family, and to me. From the rental spaces, to the wooded play area and paths, the adult clay classes and family workshops, to the big annual events, we find ourselves at Annmarie all the time!*

June Chan, Annmarie Member





# WHAT IS IMPORTANT TO REMEMBER?



**COVID  
RESPONSE**

## **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 Booth 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 50-acre campus is a popular destination for county residents and guests. We welcomed more than 85,000 people to Annmarie during FY21.

## **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.



Devin Ramsey

**Devin Ramsey,  
Assistant Grounds Manager**

I began working at Annmarie in September of 2021, just a week before our biggest event, Artsfest. I was excited but nervous to have started at this time, not sure what processes there were for event set-up, as well as trying to familiarize myself with the property and my co-workers. It was a huge relief when I realized what a welcoming and team-oriented place Annmarie was. Once the event was over, I was ready to take on whatever challenges came our way, knowing I would have a team of hard working, knowledgeable, and caring individuals. I can honestly say I am very happy coming into work every day.



**THANK YOU  
FOR YOUR SUPPORT!**

