

ANNMARIE SCULPTURE GARDEN & ARTS CENTER



ANNUAL REPORT

to the Board of Calvert County Commissioners

FY'22 / JULY 1, 2021 - JUNE 30, 2022

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



"Art and culture build community. That's not just something I know in my bones to be true. In a study called *Soul of the Community*, we found that, contrary to conventional wisdom, social offerings and aesthetics bind people to place and to each other even more than what we had expected: education or jobs.



Art binds. Culture generates social capital and strengthens a community's character. Art brings people together physically — at galleries, museums, performance spaces — and culturally, through its capacity to tell a community's shared story, to inspire reflection, and form connections that transcend differences. Art binds people to place and each other."



-Alberto Ibarquen
President, The Knight Foundation

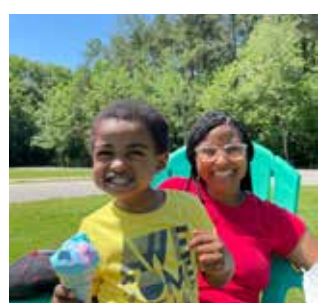




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“The earth is what we all have in common.”

- Wendell Berry





FY '22 AT - A - GLANCE

Total Visitors:
99,697

- # of days garden was open to public: **353**
- # of Special Events (over 500 guests):**16**
- Largest event: Annmarie Garden In Lights.....**36,326** visitors
- Oldest event: Artsfest Fine Arts Festival 2021 was the **29th** year
- # of gallery show artists: **523**
- # of classes & programs: **223**
- # of vendors who participated in our monthly Market Program:**194**
- # Artsfest artists:**154**
- Pounds of produce donated to SMILE Food Pantry from our Community Garden:**2000 lbs.**
- Pounds of clay used in Clay Studio:.....**5,450 lbs.**
- # of volunteers: **392**
- # of Full Time Equivalent staff at Annmarie: **16**

FY 22
Combined
Budget:
\$1,418,597



FROM THE DIRECTOR

Stacey Hann-Ruff, Director

FY 22 was an eventful and wildly successful year! Our annual attendance reached nearly 100,000 visitors! Our 16 major events were well-attended and enthusiastically received. Garden In Lights exceeded our attendance and income goals. Summer camps returned. The volunteer program continued to rebound and grow from the low of the pandemic. Our Museums for All - SNAP discount ticket program grew. Our 223 classes and programs were well-attended. Membership grew. First Lady Yumi Hogan visited. Through our rotating exhibits and Artist In Action programs, we presented the work of 523 artists. Between our Market Program and Artsfest, we supported 348 entrepreneurs and artists. We hired a talented new Development Director. We reinforced our relationships with existing partners and welcomed new ones to our community. And we enjoyed the privilege of serving our wonderful community!



Stacey Hann-Ruff

In the midst of all this success, we had to fully face some critical challenges. Simply put, we don't have enough staff or space for everything our community wants us to do. We are at capacity for clay classes, studio space, office space, workspace, storage space, and parking space. Our Clay Studio and classroom spaces are too small to meet our needs. Our lack of office and work space causes stress on the staff and results in constant shuffling of people and things. Our buildings and infrastructure are aging, and we don't have enough event parking. Thank goodness our friends at Calvert County Parks & Rec are such good neighbors and allow us to use their parking areas! These are just a few of the challenges that came fully into focus during FY 22. **Significantly, we recognize that these challenges are the result of two decades of growth and success.** We are not daunted by these challenges, rather we are excited to start planning for the next two decades!

With these challenges in mind, our boards undertook two important projects with an eye on the future. We advertised and awarded a contract for Landscape Design & Architectural Services to update, expand and enhance our plans for the facilities and grounds. I am pleased to report that during the tail end of FY 22, we awarded the contract to Mahan Rykiel Associates of Baltimore. We look forward to working with them in FY 23. We also applied for and were approved for a FY 23 Legislative Bond Initiative (LBI). LBIs are grants awarded by the Maryland Legislature to non-profits. In our case, the LBI will help fund two FY 23 projects – repaving our Wooded Path and helping to fund our work with Mahan Rykiel. As FY 22 came to a close, our boards were ready to get to work!

I am exceptionally proud of the hard work the staff and volunteers put into making Annmarie a place of creativity, learning, and inspiration for our guests. I am proud of the work our boards did this year to prepare for a deep dive into planning for the future. I can't wait to see what new ideas emerge in FY 23 and beyond!

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



A BALANCING ACT



Jaimie Jeffrey

Jaimie Jeffrey, Deputy Director

Entering this fiscal year, we were riding a wave of successes found during the pandemic closures. Our outdoor family programs were still popular and our clay studio was a very busy spot! New visitors found us and kept coming back to sample the offerings. The challenge was to keep this momentum while bringing back the last few programs paused in FY21. Large group tours, field trips, summer camps, and more sitewide events like Mud Day, had yet to return. How do you accommodate the growing momentum while serving up a menu that is even more robust than before? How do you balance old favorites with new successes?

And so this was a year of finding balance. Figuring out the timing, the group sizes, the frequency of these things that would give the community what they were asking for, yet allow staff the time and space to manage and deliver quality

experiences. It has taken a bit of maneuvering and reinvention, but I am happy to say that everything is back! And more.

It's important that Annmarie always remains an inclusive place, a community staple for everyone. I'm proud of the education team and how welcoming and inspiring they've been to everyone who comes to our park. With a bigger and better array of exhibits, classes, programs, events, and partnerships, we continue to expand our reach and grow a larger and more diverse community of creative thinkers, arts appreciators, and nature lovers. I look forward to another year of growth and momentum as we plan exciting things for Annmarie's future.



FROM OUR BOARD LEADERSHIP



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.*



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.*



WHERE ART & NATURE MEET

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 Beckhorn-Hoeg Butterfly Garden, 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 Studio, 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.

Annamarie presents a wide variety of annual festivals, exhibits, markets, and programs in a vibrant space, serving nearly **100,000 guests** each year.

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



ANNMARIE CELEBRATES OUR COMMUNITY

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

ANNMARIE MEANS BUSINESS

Our many programs and events support the regional economy.

ANNMARIE DRIVES TOURISM

We welcome nearly 100,000 guests to our park every year.

MISSION • FUNCTION • GOALS



MISSION

Anmarie is committed to connecting people to art and nature. Through a wide variety of engaging art exhibits, programs, classes, public projects, and annual events, Anmarie opens up opportunities for creativity, collaboration, and reflection. By providing opportunities for visitors to experience and engage in imaginative activities, Anmarie 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, low-income guests, teens, senior communities, and other under-served populations, in order to be of better service to our Southern Maryland community now and in the future. Continue to grow our Museums for All/SNAP discount ticket program for low-income families.
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 through enhanced marketing and communications.
6. Perpetually seek opportunities to amplify the beauty, serenity, charm and appeal of the garden.



EVERY DAY AT ANNMARIE

Open Daily 9:00am - 5:00pm

Our "pay what you can" system means we never turn anyone away for a daily visit.

Suggested donation: \$5/person; Members free

Visitors appreciate our outdoor Welcome Booth



SCULPTURE WALK



EXHIBITS



NATURE NOOK



artLAB



FAIRY LOLLY NATURAL PLAY SPACE



NATIVE GARDENS



TREE-MENDOUS TRAIL



CREEKSIDE OVERLOOK



GIFT SHOP



ENCHANTED SUMMER

**ENHANCED
DAILY
EXPERIENCES**

Seasonally-based
activities



HIDDEN SURPRISES

COUNTY-OWNED SCULPTURES & FEATURES

Calvert County owns numerous works of art and key features at Annapolis 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

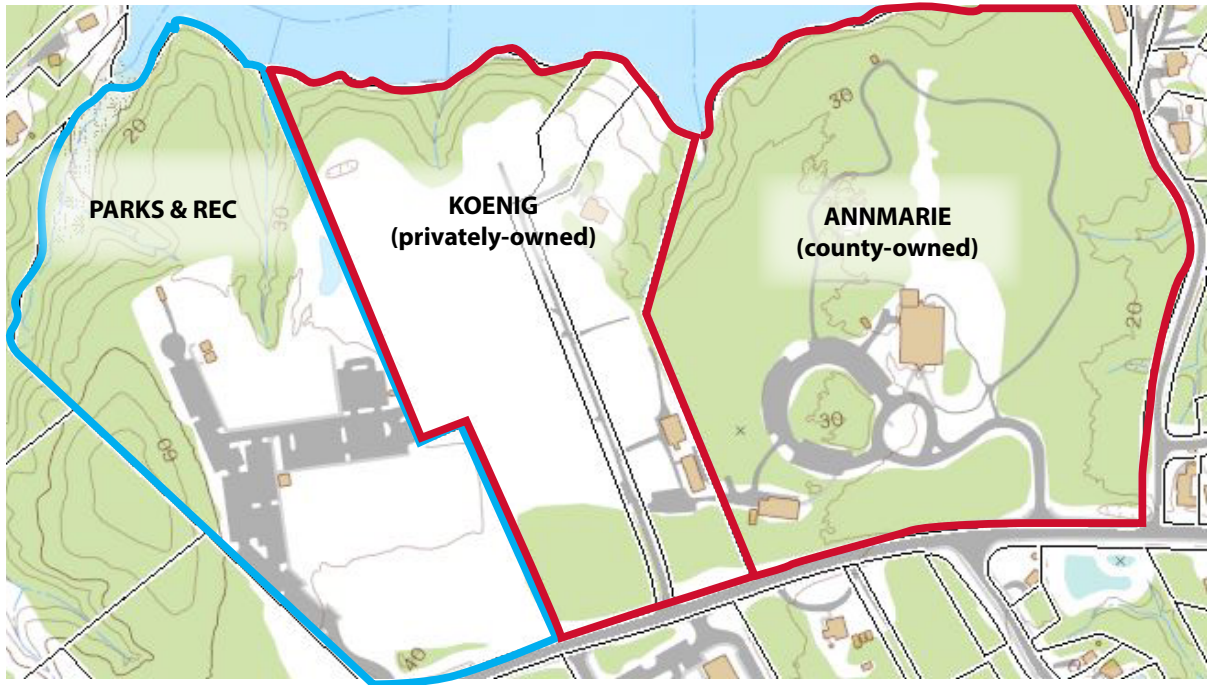
2 works on loan from
National Gallery of Art

6 works on long-term loan
from private artists

4 works on display owned by
Ann's Circle

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

COLLABORATIVE OPERATIONS



Board of County Commissioners as of June 30, 2022

Earl F. "Buddy" Hance, *President*
Steven R. Weems, *Vice President*
Christopher J. Gadway
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 as of June 30, 2022

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 grant to KPF for payroll
- Maintenance & utilities support

The 30 acre grounds of Annmarie Sculpture Garden, including the Murray Arts Building, the Studio School building, the Creekside Overlook, Cove Point 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 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

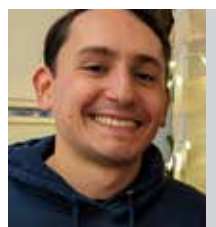
- Provides funds to Koenig Private Foundation for payroll
- Oversees education & program budget
- Seeks out grants & raises funds to support operation
- Markets events & programs
- Manages membership & volunteer program
- Manages gift shop

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.

THE CREATIVE TEAM

The Koenig Private Foundation employs all Anmarie staff

	Full-time	9
	Part-time	13
	Contract – Business Manager	1
	College Interns	2
	Seasonal	3



LEADERSHIP

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

EDUCATION TEAM

Helen Lindsey
Education & Exhibit Specialist
Stephanie Cobb
Education & Exhibit Specialist
Hester Burch
Naturalist
Stephanie Scott
Education Support
Kathrin Bizarro
Education Support
Jason Kesslein
Community Arts Intern

GROUNDS & HOUSEKEEPING TEAM

Joe Mudd
Grounds Manager
Hayden White
Grounds Lead
Richard Parker
Grounds Support
Micah Falcon
Grounds Support
Parker Nelson
Grounds Support
John Hudson
Grounds Support
Aletta Brown
Housekeeping & Rental Supervisor
Joe Gordon
Housekeeping
Victor Mellen
Residential Grounds Specialist

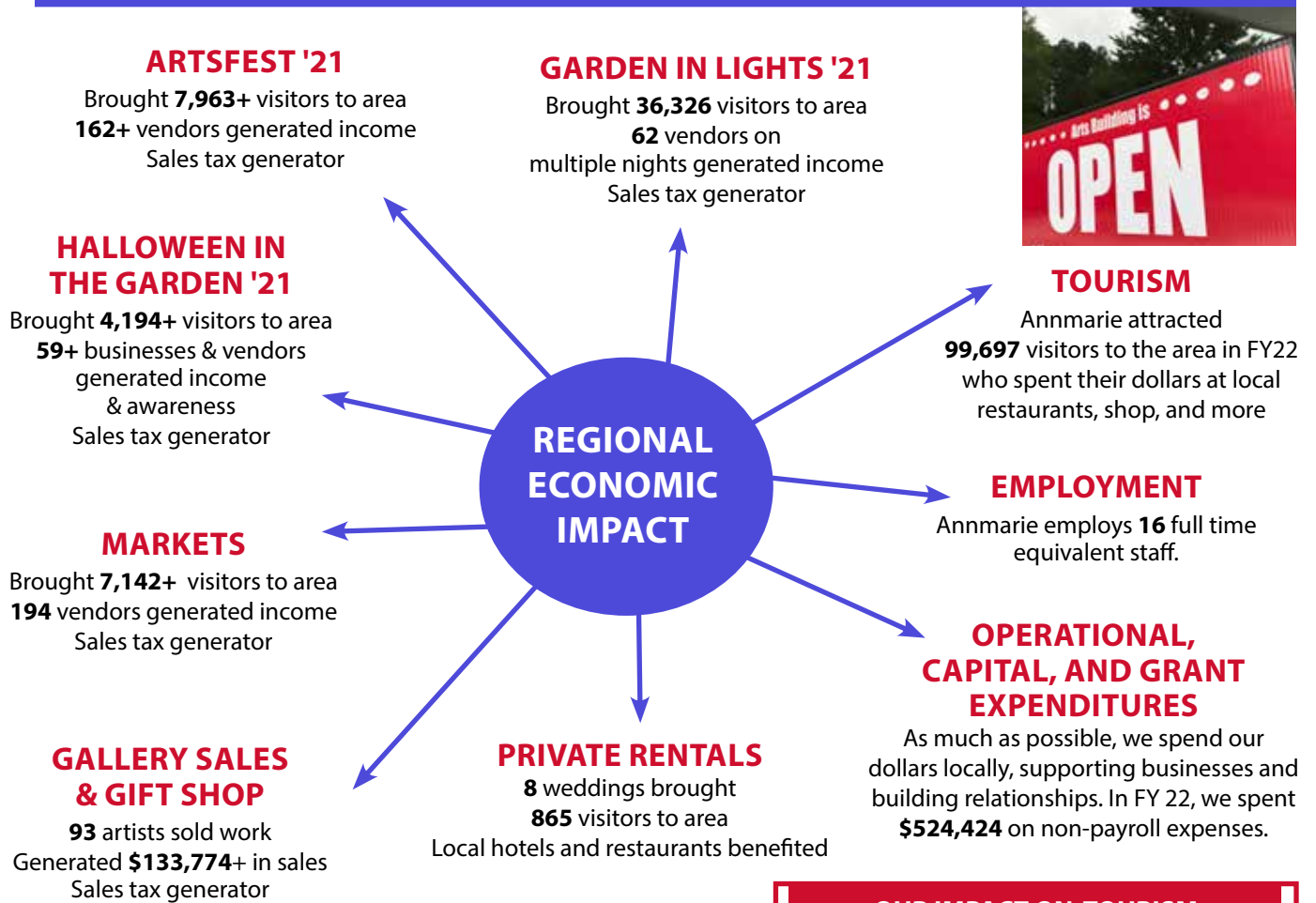
ORGANIZATIONAL SUPPORT TEAM

Linda Bracey
Business Manager
Maria McDonald
Development Director
Keyarra Pratley
Marketing & Communications

GUEST SERVICES TEAM

Crystal Seay
Guest Services Manager
Teresa Parsons
Volunteer Coordinator
Debbie Johnson
Membership Support
Carolyn Schindler
Weekend Supervisor
Andy Blake-Sanderlin
Gift Shop

FY22 - OUR IMPACT ON THE REGIONAL ECONOMY



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 FY22, Annmarie welcomed nearly 100,000 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

FY22 - VISITORS

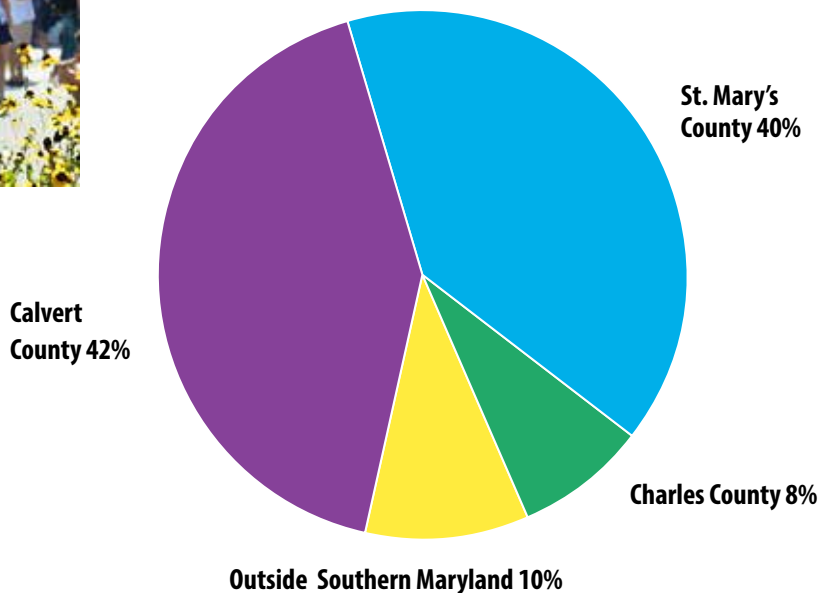


**ANNUAL ATTENDANCE
FY 22
99,697**

• Garden In Lights	36,326
• Regular Daily Admission /Other	26,465
• Artsfest	7,963
• Maker's Market	7,142
• Halloween in the Garden	4,194
• Fairy & Gnome Home Festival	3,705
• Private Rentals	2,977
• Studio School Classes	2,025
• Summer Splash Concert	1,400
• Insectival	1,310
• Nature Programs	946
• Annmarie After Hours	810
• Green Life Festival & Market	670
• Group Tours	414
• MLK Days	350
• Estimated missed guests*	3,000

* Admissions is not staffed from 9-10am each day; we estimate counts for this time.

FY 22 Estimated Visitor Breakdown



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

FUN FACT

37% of our annual guests come during Garden in Lights.



FY22 - LISTENING TO OUR COMMUNITY

ONLINE REVIEWS
Google Reviews: 4.7 rating- 1,060 reviews
Trip Advisor: 4.5 rating- 208 reviews
 We actively monitor reviews and respond to feedback and comments

SOCIAL MEDIA
Facebook • Instagram
@annmariearts
 Over **22,500** followers provides direct communication with the public

**SPONSORS
 DONORS
 MEMBERS**
 Nurturing relationships strengthens our organization and helps us better understand and respond to community needs.

E-NEWSLETTERS
 Weekly announcements sent to **38,555** contacts

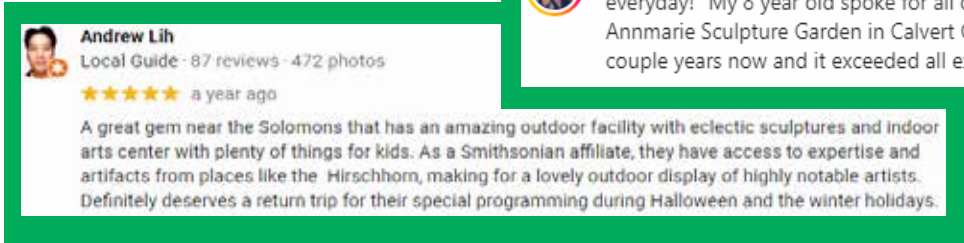
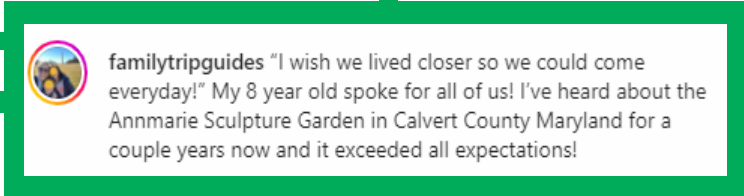


SURVEY TOOLS
 We frequently make use of Survey Monkey to gather data about our community, including event visitors, artists, and vendors.

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

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

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



Keyarra Pratley

Keyarra Pratley, Marketing & Communications Coordinator

Since joining Annmarie, I have been fully embraced by the Annmarie Garden community of such welcoming staff, volunteers, donors, and members. During Garden in Lights, I had the chance to connect with members who have come here for years, first-time visitors, and even those who have moved from the area but, “just have to keep coming back”. All of them had a great experience, were amazed, were excited to see what was next, and couldn’t wait to tell everyone about us. We look forward to connecting with new audiences and expanding our reach to places like Baltimore, Annapolis, DC and beyond. I am excited to build upon our strong network and add new members into the Annmarie community.

FY22 - 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
- Barbara Fringer
- Barrel 9
- Baker's Decoy
- Barrett & Associates
- Bartlett Tree Experts
- Battlecreek Cypress Swamp Sanctuary
- Beechtree Apartments
- Blue Wind Gourmet
- Boy Scouts Nation's Capital, Troop 427
- Bozick Distributors, Inc.
- 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 Gardeners
- Calvert Co. Mosquito Control
- Calvert Co. Public Schools
- Calvert Co. Sheriff's Office
- Calvert Co., Natural Resources Division
- Calvert Democratic Women's Club
- Calvert Environmental Trust for Youth (CETY)
- Calvert Garden Club
- Calvert Library
- CalvertHealth
- Cedar Point Federal Credit
- Century 21 New Millennium, Tommy Higgins
- Chesapeake's Bounty
- CHESPAX
- Clean Choice Energy
- Community Bank of the Chesapeake
- Cove Point LNG
- Cove Point Natural Heritage Trust
- Dominion Energy
- Elizabeth Rockenbaugh
- Elms Environmental Education Center
- Evie Hungerford
- 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
- Grounded Solar
- Jane & Walter Grove
- Haque Enterprises – Roy Rogers of Solomon
- Hirshhorn Museum & Sculpture Garden
- J. Calvin Wood, Inc.
- Jan Kleponis - O'Brien Realty
- Jaymie Lewis - O'Brien Realty
- Jetmore Insurance Group, Inc.
- Jonathan Cutler
- Just Tech
- Kattie Watts
- Kreative Kharacters
- Leadership Southern Maryland
- Marsha Hall
- 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
- Nancy McMullin
- National Gallery of Art
- Natural History Society of Maryland
- New Bridge Spine & Pain Center
- No Thyme to Cook - Gwen Novak
- Nora Roberts Foundation
- Patuxent High School NJROTC
- Patuxent Wine & Spirits - Carolyn Hart
- PFG - Prince Frederick Graphics
- PNC Bank
- Quality Built Homes
- ReStore/Habitat for Humanity
- Ricky Cox for Sheriff
- Sabre Systems, Inc.
- SMECO
- 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
- Tri-County Council for Southern Maryland
- Toyota of Southern 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
- Van Metre Family Foundation
- Whiteford Systems

"If you change the way you look at things, the things you look at change" – Wayne Dyer



Maria McDonald

Maria McDonald, Development Director

Annamarie is a hub for artistic creativity and nature programs for the Southern Maryland Region. As a direct result of the significant collaborations and financial support that we receive from our community we have been able to meet the increased demand for more programs, classes, festivals, and garden activities. We are empowered by your support and encouragement. As we continue to respond to growing interest and participation, we ask you to please consider what your role might be in our future. You are at the center of our plans for the future. For without you, Annmarie is not needed. Donors, Sponsors, Volunteers, Corporate Partners, and you, make the difference so that the next generation will walk these same gardens, engaging in creative experiences filled with awe and gratitude. Thank you for all you do!

GUEST SERVICES

We are a tourist info center.

The staff and volunteers that work the Welcome Booth and 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 visitor stories with the rest of the staff. We are grateful for the smiles and good humor that our frontline staff bring to their work every day.

Whether you are here to visit an exhibit, explore the Nature Nook, play in the Fairy Lolly, or stroll through the Sculpture Garden, our Guest Services team is here to help you find your way. They are also happy to suggest other activities while you are in Southern Maryland, including restaurants, museums, parks, and other attractions. Just ask!



Carolyn Schindler, Weekend Supervisor

It is always interesting and enjoyable to meet and welcome visitors. I love hearing how they found out about us, where they are from, and filling them in on other sites to see in Southern Maryland. Even when their trip is planned, they are "BLOWN AWAY" about everything we have here. I love hearing their comments as they are leaving, "We will be back!", is a common one. It is wonderful to reconnect with our members and visitors that have been coming for years. AMG has been a wonderful place to work, experiencing all the growth, development and great programs, events and classes we offer. I am so grateful to work with the super creative, talented, and amazing artistic people.

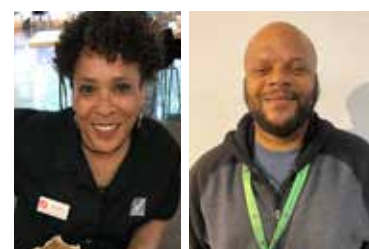
Carolyn Schindler



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



Our housekeeping team is essential to creating a pleasant experience for our guests and helping care for our unique facilities. The Annmarie campus includes gallery space, offices, studios, classrooms, kitchens, and artist residences, and each space requires special care and consideration by our housekeeping staff. From daily tasks, to the big job of working festivals, to private rentals, they are always on the move keeping our buildings looking their best. When all the guests are gone, it's the housekeeping team that steps in to clean up and get us ready for the next thing. Hats off to our great team!



Aletta Brown and Joe Gordon

FY22 - MAJOR EVENTS AT-A-GLANCE

Most visitors to Annmarie come 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! And it is really nice when the weather cooperates!

We love finding unique ways to connect events to our mission. For example, you may not realize it, but the Fairy & Gnome Home Festival is a nature play event. It is designed to connect families to the Earth, to get them together in the woods, playing with sticks, pinecones, and other natural elements. The INSECTIVAL brings together art and nature, for a day of unique buggy learning and creativity. And Garden In Lights is designed to get families outside, walking and enjoying the cold weather, as they are surrounded by our "light sculptures" and light installations.

Whatever the event, our goal is to get families engaged with nature, to inspire them through creative activities, encourage inter-generational activities, and encourage a bit of exercise. We love designing and presenting events and we work hard to keep them fresh - we are always learning, always working to improve our events, and keep them interesting and relevant.

INSECTIVAL

July 2021
Nature Education Event

1,310 guests

35 organizations
5 sales vendors
2 food vendors
12 volunteers



GARDEN IN LIGHTS

December 2021
Holiday Program

36,326 guests

62 vendor booths
1 food vendor
172 volunteers

ARTSFEST

September 2021
Art & Music Festival

7,963 guests

154 visual artists
148 performing artists
8 food vendors
62 volunteers



FAIRY & GNOME HOME FESTIVAL

April 2022
Nature Play Event

3,705 guests

18 vendors
23 performing artists/entertainers
4 food vendors
44 volunteers
5 activity vendors

HALLOWEEN IN THE GARDEN

October 2021
Fundraiser, Community Event,
Vendor Fair

4,194 guests

54 business &
organization booths
5 food vendors
40 volunteers



GREEN LIFE FESTIVAL & MARKET

June 2022
Sustainability Event & Vendor Fair

670 guests

52 organizations & businesses
4 performing artists
2 food vendors
14 volunteers

FY22 - ANNMARIE GARDEN IN LIGHTS HIGHLIGHTS

Annmarie Garden in Lights 2021 - November 26, 2021 - January 1, 2022

Garden in Lights continues to grow and improve each year - and continues to be our largest, longest, and most complex production. In FY 22, the light show accounted for about 37% of our annual visitation, and about 34% of our income. Profits from the show are critical to generating funds for payroll and our programs, but we have also worked to create a balance between making money and finding ways to give back to our community during the holidays. Thanks to the generosity of our sponsors, we have been able to create joy in our community, most notably through Special Need Night, Local Heroes Appreciation Nights, and a discount ticket program for SNAP card holders. Our community partners make the magic happen. Thank you!

32 Nights
36,326 Guests



SPECIAL NIGHTS

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

22 Sponsors
172 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 •••

Pop-Up Shops



**Ornament Show
& Sale Artists**



**Small Works Show
& Sale Artists**



43% of our gift shop sales take place during the holidays.

FY22 - ARTSFEST HIGHLIGHTS

Artsfest 2021 Fine Arts Festival - September 19 & 20, 2021

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. Artsfest is also economically important to the more than 300 artists, performers, and food vendors who participated in 2021. Festivals like Artsfest, are critical to the livelihood of all those involved, and in particular, we are proud to provide 154 visual artists the opportunity to sell their work.

Did you know?
The 1st Artsfest was held in 1993



154 ARTISTS



148 PERFORMERS



8 FOOD VENDORS



6 KIDS ACTIVITIES



62 VOLUNTEERS



4 ARTIST AWARDS



7,963 GUESTS

FUN FACT
Artsfest is held in September every year to celebrate the birthday of Ann Marie Koenig, the namesake of Annmarie Garden



2021 T-SHIRT DESIGN
by Eddie Maier

FY22 - PERFORMING ARTISTS

Annmarie offers plenty of opportunities for performing artists to promote their work and discover new audiences. From intimate after hours performances to main stage features at our many bustling events, we welcome new talent and seek seasoned entertainers throughout the year. You'll find buskers to bands, theatrical characters and dancers, youth choirs and community groups of all shapes and sizes. These artists add to the overall ambiance that is uniquely Annmarie.



ANNMARIE AFTER HOURS
12 PERFORMERS



ARTSFEST
126 PERFORMERS



GARDEN IN LIGHTS
7 PERFORMERS



FAIRY HOUSE FESTIVAL
29 PERFORMERS



GRAND TOTAL:
179 PERFORMERS!



GREEN LIFE FESTIVAL
5 PERFORMERS



Kathrin Bizzarro

Kathrin Bizzarro, Program Support

Booking and scheduling performers is a detail-oriented task that yields great rewards. The social aspect of it is awesome. Some of our performers have been here for a long time, but there is also new talent to discover every year. I enjoy all the wondrous stories I find in between. You never know who or what you might discover. From countless phone calls and conversations to setting up the stages, I love it all. Seeing and nourishing the performing arts in Southern Maryland makes my job enjoyable. There really is no place like Annmarie around here and no better home for artists of all forms.

FY22 MARKET PROGRAM

A BUY LOCAL Program supporting regional entrepreneurs.
All products are handmade, homemade & homegrown.

TOTAL
Vendors: 194
Guests: 7,142

Sea Glass & Beach Crafts Market
July 2021
44 Vendors
1,787 Visitors



Craft & Flea
August 2021
54 Vendors
567 Visitors



Monster Market
October 2021
41 Vendors
1,083 Visitors



**From Crystal Seay,
Guest Services Manager**

Our monthly Market Program supports regional entrepreneurs making homemade, handmade, and homegrown products. With reasonable booth fees and dedicated crowds, our Markets are a great way for vendors to sell their wares, test out new products, and raise overall awareness about their business. We love getting to know the vendors and watching them grow their business. Our region is rich in talent and creativity, and it is honor to host the Market Program and support their entrepreneurial endeavors. BUY LOCAL!

Crystal Seay

Valentine Market
February 2022
58 Vendors
1,337 Visitors



Holiday Market
December 2021
54 Vendors
1,454 Visitors



Springtime Market
April 2022
27 Vendors
563 Visitors



Mother's Day Market
May 2022
44 Vendors
351 Visitors



FY22 - ROTATING EXHIBITS

The galleries in the Murray Arts Building present a varied 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 with artists and better understand art. The calls for our shows are national in scope, but they also focus on local and statewide representation. We feature guest jurors through the Smithsonian Affiliates program and other known institutions, bringing unique perspectives and voices into the mix.



Rotating Exhibits during FY '22

- Art Blooms Floral Design Exhibit **35** designers
- Creatures in the Garden **7** artists
- Shine: Catching the Light **63** artists
- On Paper: Printmaking , Book Arts & Beyond **82** artists
- Arts in the New Normal: **35** artists
Works by the Han-Mee Assoc. of Greater Washington D.C.
- Small Works Show and Sale **41** artists
- Ornament Show & Sale **36** artists
- Overcomer: Works by Sarah Matthews **1** artist
(MLK Days Resident Artist)
- Adorned: Inspired by Fabric and Fashion **56** artists
- Lego Fairies **10** artists
- Artists in Action **51** artists
- I'll Be There: An Exhibition About Love **50** artists
- Strange Paradise: A Window into Surrealism **56** artists

Total Artists 523



Stephanie Cobb

Stephanie Cobb, **Program & Exhibit Specialist**

Since my arrival, I have been immersed in an institution and artist constituencies that are creative, generous, and innovative. Annmarie is committed not only to bringing art and unique exhibits to the region but also to supporting our local artists and creatives. It has been a true joy to get to know my colleagues and to learn from them about their

contributions to Annmarie. I am filled with gratitude and pride.

We have exhibited important works of art by diverse artists from all walks of life that share unparalleled stories and perspectives. We are constantly working towards ideas to bring our exhibitions to the public in new and illuminating ways. At Annmarie, We invite everyone to celebrate art forever. Please visit often!

FUN FACT

Did you know several visiting artists featured in our exhibits also led art workshops here?
138 students explored new techniques with our gallery artists this year

FY22 - artLAB CREATIVE REUSE STUDIO

About the artLAB

The Artlab, open daily, 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 or simply use the open studio time to create your own masterpiece.



← THIS YEAR
The artLAB turned
10 years old!



Helen Lindsey, Program & Exhibit Support

It has been so wonderful to have the doors back open to the Artlab this year. I love seeing guests of all ages come through and spend hours on a project. Every time I walk through the Artlab, I'm surprised by a new masterpiece. The Artlab was built to educate and inspire our community, but I often find that I am the one who is inspired by them and the art they create here.

Helen Lindsey

**POPULAR OUTDOOR
ARTLAB CLASSES**
13 Classes, 217 people



FY22 - 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.

Only Love Poster Project

3 - Day MLK Event
350 Visitors



Light as a Feather

Summer Public Art Project
5,170 visitors

Fairies In The Garden Exhibit

169 fairy house builders

Yarnbombers Club

Ever-growing fiber art installation in the park!
8 knitters and crocheters

Fairy Lolly Beautification Project

30 Homeschoolers and their adults



FY22 - ARTIST RESIDENCY PROGRAMS

Anmarie Garden is always more vibrant when artists are around to inspire our visitors! Anmarie 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 build community

ARTIST IN ACTION

temporary studio program/
short-term residencies
March- May 2022

50 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 work and engage with visitors. You'll find a new assortment of artists each week, often mixing and mingling their styles and techniques and inspiring one another in the process.



MLK DAYS

residency, community art event,
solo show featuring artist:
Sarah Matthews

Community Project:
Only Love - a Poster Printing Party

This short-term residency welcomes a regional artist to celebrate the life and legacy of Dr. Martin Luther King, Jr. through a free, uplifting 3-day art-making event and solo show. This year, our featured artist was printmaker Sarah Matthews from Columbia, MD. Her community project, "Only Love: A Poster Printing Party," inspired over 350 guests to design stamps and create inspirational posters to keep Dr. King's dream alive. The gallery show, "Overcomer," was her first-ever solo gallery show. It remained on view through February.



SUMMER RESIDENCY & PUBLIC ART PROJECT

Featured Artist: Eric Jackson
Public Art Project:
Light as a Feather
Summer2021

Each summer, AMG invites one artist in our longest residency program to build a sculpture in the park with our daily visitors. This year, Leonardtown batik artist Eric Jackson worked with guests to create large outdoor batik banners inspired by birds of the Chesapeake region. Guests could also create their own batik-inspired pennants to display overhead. Eric returned in the fall to work with visitors to weave nests and illuminate the banners as part of the Garden In Lights. Over **5,000** visitors experienced the creation of this outdoor installation.



FY22 - NATURE NOOK EXHIBITS & PROGRAMS

The Nature Nook is an inviting space where visitors enjoy interactive learning experiences on a variety of nature topics. This space features hands-on activities, rotating exhibits, and accompanying programs for all ages. The exhibit theme changes every year, but you can always find fun stations like the Creature Feature, the Magnification Station, the Book Nook, and the Animals-in-Residence. Stop in to meet to our snakes, turtles, and more!

Fall / Winter 2021 Exhibits

- Winter is Coming!
- Winter is Here!

Spring / Summer 2022 Exhibit

- Colors in Nature

FY'22 Programs

- **Chespx Field Trip program** – serving every second grader in Calvert County January-March. Our program remained virtual in winter 2022 due to the post-holiday pandemic spikes. **Every 2nd grade student in Calvert County.**
- **Preschool Nature Walks-** a guided hike for preschoolers and their families throughout the year covering assorted topics. **18 total walks.**
- **Adult Nature Programs-** these workshops included topics such as houseplants, invasive vine weaving, and holiday wreathmaking. **182 participants**
- **The Birding Trail and bluebird boxes-** We continued our participation in the Calvert Birding Trail, and **11 new bluebird boxes** were added to our bluebird trail.



Hester Burch

From Hester Burch, *Naturalist*

Humans possess an innate tendency to seek connections with nature and other forms of life... It is called biophilia. Annmarie Garden strives to facilitate that connection in our own special "Annmarie" way... with joy, curiosity, whimsy, playfulness, and a pinch of magic. My 2022 Nature Nook Exhibit Colors in Nature explored things with colorful nomenclature (color words right in the name!) as well as other colorful species. It included such wonderful things as birds, minerals, reptiles, fish and more. It also included Aposematic coloring (warning colors!) of animals like bees and skunks. I work hard to find creative ways to design exhibits and programs that appeal to all ages and make them engaging. Incorporating some hands-on activities is a must.

FY22 - NATURE - THEMED EVENTS

Some of our nature programs have been so popular they have grown into full-sized events! From the Green Life Festival & Market, to the whimsical Fairy House Festival and Insectival, to the outdoor Holiday Wreathmaking Party, our nature events get people outside, exploring, and learning about the world around us.

GREEN LIFE FESTIVAL & MARKET

Visitors explore green living trends and gain expert knowledge about sustainability from local businesses and community organizations. **670 guests**



THE FAIRY HOUSE FESTIVAL

Equal parts artful creativity and nature learning, this imaginative day celebrates our wonderful fairy house exhibit and incorporates educational activities about local woodland flora and fauna. **3,258 guests**



INSECTIVAL

This whimsical family festival celebrates the wonderful world of insects, and how important or destructive they can be to plants, wildlife, and humans. From helpful pollinators to pesky parasites, families can get up close and touch live and preserved specimens. **1,310 guests**



HOLIDAY WREATHMAKING PARTY

Visitors learn how to create a winter wreath from an assortment of native greens, seed pods, and grasses. This year, this event doubled in size, welcoming **150 guests!**



FY22 - CLAY STUDIO & FAMILY CLAY DATES



Stephanie Scott

Stephanie Scott, Program Support

The Clay Studio at Annmarie continues to be a busy place of creativity! Our adult clay classes have gained popularity through social media and word-of-mouth, so much so that we have begun offering Try-It Weekends for those anxious to get their hands dirty. As we have recovered from the limitations of the pandemic, our Outdoor Family Clay Dates remain a popular, safe environment for all ages. We look forward to continuing providing these opportunities and more in the coming year!

433
people served in our
Outdoor Family Clay Dates

139
visits to our
Open Studio Program

138
adult clay class sessions,
resulting in
792 student visits



FUN FACT

The Clay Studio
used over 5,450 lbs
of clay in FY'22



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

FY22 - FIELD TRIPS AND YOUTH GROUPS

We were excited to welcome back our spring and summer field trip programs and camps! From school groups, to daycares, to scout groups, to our own summer camp and teen leadership program, our campus was buzzing with excitement and creative energy. After a 2-year pandemic pause on these programs, it was refreshing to have these groups back on our site.

Field Trips - 19 schools and youth groups, **448 children**

Birthday Parties - **29 party groups**

The Return of Summer Camps! - June 2022 kicked off our camps season with 10 weeklong camps!

Teen C.I.T. (Counselor-in-Training) Program - **45 teens**



FY22 - AFTER HOURS IN THE GARDEN

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

Anmarie After Hours



6 evening events
celebrating opening of new exhibits

Food Truck Fridays



every Friday
from May-October

Adult Clay Classes



popular classes
held year-round in the Clay Studio

Art Blooms



a special after hours event
in collaboration with Calvert Garden Club

Adult Art Workshops



After Hours
art-making for adults

Bad Art Night



hilarious adults-only
bad art-making

FY 22 - MEMBERS

MEMBERS

Ann's Circle Manages the Membership Program

Annmarie Garden membership accounts (as of 6/30/22) **1,296**

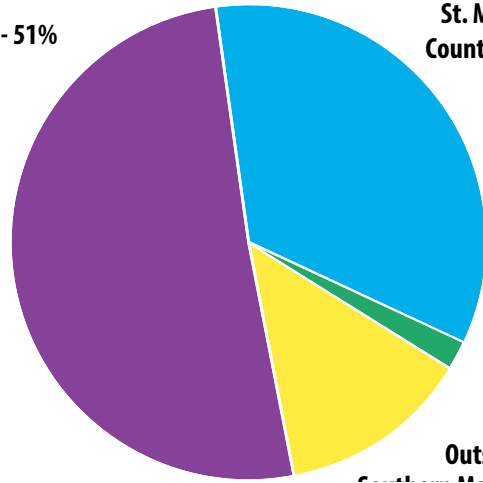
Our members are from:

Calvert County - 51%

St. Mary's
County - 34%

Charles County - 2%

Outside
Southern Maryland - 13%



Membership Level Breakdown

Individual	211
Family	786
Family Plus	146
Family Military	102
Patron	40
Benefactor	8
Ambassador	3



Debbie Johnson, Membership Support

Where would we be without our members? They're the reason we do what we do. Their support of Annmarie Garden is without question top notch. Their support allows us to create the events that Southern Maryland has come to love. Not only do they support us financially with their membership, but many are also volunteers and are giving of their time. Our members are TERRIFIC!

Debbie Johnson



"Each time we go, we spot a million new hidden treasures. Art festivals! Food trucks! Local artists! Classes! Camps! Holiday Lights! Fairy Houses! Recycled ingenuity! This is our favorite spot in Calvert County."

-AJ Klos, Annmarie Member

FY22 - VOLUNTEERS

392
VOLUNTEERS



Ann's Circle manages the volunteer program

Adult Volunteers	258
Patuxent NJROTC Volunteers	40
Boy Scout Volunteers	10
Teens (Counselor-in-Training Program)	21
Teen (non-CIT) Volunteers	26
Board of Directors	12
Hospital Nurses	4
Nature Nook	13
Yarnbombers Club	8

FY 22 Total volunteers **392**

Total Hours Worked **3,804**

~ FY22 ~

TOTAL
VOLUNTEER
HOURS

3,804



Peggy Wilson

"Volunteering at Annmarie Garden has given me the opportunity to learn about and experience the many wonderful programs and exhibits offered to our community. Working at the front desk is a great way to greet visitors from all over who came to enjoy Annmarie. I've come to appreciate the talented and dedicated staff who work very hard to make the gardens and the art center a gem in our Calvert County and Solomon's community.

Volunteering is way to give back to the community and to be enriched by all that Annmarie has to offer."

Peggy Wilson, Volunteer, Front Desk

FY22 - VOLUNTEER ACTIVITIES

Our wonderful volunteers stay busy year-round



Volunteer Open House



Artsfest Volunteers



Garden in Lights



Teresa Parsons

Teresa Parsons *Volunteer Coordinator*

Volunteering provides many benefits to both mental and physical health. We love our volunteers! Without them we would not have the ability to provide all the wonderful community programs and events we hold each year. I have met so many wonderful volunteers in my time here. I look forward to the new year and seeing all the volunteers



Yarnbombers Club



Front Desk Volunteers



Nature Nook Volunteers



C.I.T. Teen Program



ROTC- Parking Field

FY22 CREATIVE PROGRAMMING & PARTNERSHIPS

We love our Southern Maryland community! We open our indoor and outdoor spaces to local businesses and organizations, combining our programming to reach as many people as possible. From story time with Calvert Library, Chespax field trips with Calvert County Public Schools, vegetable gardening with the Calvert County Master Gardeners in support of local food banks, yoga with Evolve Yoga and Fitness, and Homeschool Day with Calvert Marine Museum, our community partners help keep Annmarie humming with educational, therapeutic, and creative energy all year long! We are thankful to be part of such a close-knit and supportive business community.



CHESPAX FIELD TRIPS
with Calvert County Public Schools,
a virtual program in 2022



CALVERT BIRDING TRAIL
with Calvert County Parks

HOMESCHOOL DAY
with Calvert Marine Museum
300 people



YOGA IN THE GARDEN
with Evolve Yoga & Wellness



CALVERT BARN QUILT TRAIL
with the Arts Council of Calvert County



COMMUNITY VEGETABLE GARDENING
with Calvert County Master Gardeners
in support of area food banks



FUN FACT
over 2,000 pounds of produce
was harvested in our
Community Garden!

FY22 - NOTABLE HAPPENINGS

October 13, 2021 – Luncheon with Mrs. Yumi Hogan, First Lady of Maryland

Mrs. Hogan was the guest of honor at a celebratory luncheon for the Han-Mee Artist Association of Greater Washington, DC. Artists from the Association, including Mrs. Hogan, were featured in an exhibit at Annmarietitled, *Arts in the New Normal: Works by the Han-Mee Artists Association of Greater Washington, DC*, which was on exhibit October 15, 2021-January 23, 2022.

Attendees at the luncheon included Mrs. Hogan, a number of artists from the exhibit, Annmariet board members, and garden supporters. The luncheon menu was developed and prepared by Chef Gwyn Novak, of No Thyme to Cook. Chef Gwyn's menu reflected delicious culinary traditions of Southern Maryland and was complemented by wine selections chosen by Carolyn Hart. Flowers on the tables were provided by Chesapeake's Bounty.



June 25, 2021 – Calvert Library Summer Splash Concert at Annmariet

Calvert Library and Annmariet Garden joined forces to present a FREE summer kick-off concert to mark the start of the library's summer reading program. Grammy-nominated children's performer, Pierce Freelon, entertained a family crowd of **1,400 guests**. Other community groups and food vendors joined the fun with kids activities and fun giveaways!



FY22 - MAINTENANCE & REPAIR OF COUNTY-OWNED PROPERTY

A Partnership between Annmarie Staff & Calvert County General Services

Care of the buildings and grounds of Annmarie is the responsibility of the Annmarie staff and the staff of Calvert County General Services. We enjoy a cordial and productive relationship with General Services and are grateful for their in-kind support. General Services pays for basic utilities at Annmarie, including electric, water and sewer, phone and internet, elevator maintenance and repair, HVAC maintenance and repair, trash removal, housekeeping supplies, and other miscellaneous building repair expenses. During FY 22, General Services also installed a much-needed and much-appreciated new handicap ramp on the Studio School.

The staff of Annmarie is responsible for grounds care and improvements and housekeeping services. The following chart provides a detailed account of funds expended by Ann's Circle and the Koenig Private Foundation for the care and improvement of Annmarie.

CARE & IMPROVEMENTS TO COUNTY-OWNED PROPERTY

Funds Expended by Koenig:

Payroll costs for grounds & housekeeping	\$234,623
General grounds materials	\$3,800
New planters	\$4,255
Tremendous Trail	\$9,500
Engineering fees	\$625
Subtotal – Koenig	\$252,803

Funds Expended by Ann's Circle:

General Groundskeeping expense <i>routine repairs, fuel, equipment maintenance, building repair, etc.</i>	\$30,386
Improvement to the Fairy Lolly Creative Play area	\$17,357
Plant materials	\$11,841
Repair to County-owned sculpture <i>The Gateway, Oyster Tonger Fountain, The Council Ring</i>	\$5,844
Annual conservation of works on loan to Annmarie <i>care of loans from Smithsonian Institution, National Gallery of Art</i>	\$5,561
Electrical upgrade to site	\$7,853
Tremendous Trail Project	\$1,929
Subtotal – Ann's Circle	\$80,753

TOTAL spent on grounds care & improvements to county property by Koenig & Ann's Circle **\$333,556**



FY22 - ANNMARIE GROUNDS CREW

Our hard-working Grounds Crew works tirelessly to care for our lovely property, maintain a vast array of equipment, and help prepare for, work, and clean-up after our many many events and festivals. They are integral to everything we do here, from routine daily chores to the big job of managing 1000s of cars during a festival. They lovingly care for and nurture plants, they hang thousands of lights, they haul tables and chairs, help install art, and countless other big and small jobs that are needed on a 50 acre campus. They are also creative! They design flower beds, build new structures for the Fairy Lolly, and build elements for the light show, to name but a few things. Check out some of their work during FY 22 . . .



Joe Mudd

Joe Mudd, Grounds Manager

This has been an exciting first few months for me as the new Grounds Manager. I'm thrilled to find a place to work that provides so many needed services to the community that closely align with the things that I am passionate about; horticulture, nature, science, creating art, and public outreach. I've also been fortunate enough to be able to have some new experiences in my short time here so far at AMG, namely Artsfest and Garden in Lights and wow was I impressed with the events themselves as well as how dynamic my new coworkers are.

I am looking forward to streamlining processes and developing our gardens into beautiful and ecologically regenerative systems and having some fun while doing it! Previous to my being employed at AMG I worked at a local municipality for 15 years cultivating a variety of landscapes including historic mansions and monuments, multiple community centers including edible landscapes, a minor league ballpark, nature centers, and various sustainability redesigns. My experience also includes Professional Horticulturalist Certification, Certified Pesticide and Fertilizer Applicator, Chesapeake Bay Landscape Professional 2, speaker at Turning a New Leaf Conference and Maryland Association of Outdoor Educators 22/23, and coauthor of a chapter in the Maryland Master Gardener Handbook.

FY22 - BUDGET REPORT

	ANN'S CIRCLE	KOENIG	TOTAL
INCOME			
BOCC - PAYROLL GRANT		303,415.00	303,415.00
ROLLOVER FUNDS FY21 TO COVER PAYROLL		75,000.00	75,000.00
KOENIG FUNDS		60,000.00	60,000.00
ADMISSIONS	67,786.32		67,786.32
DONATED REVENUES	91,151.73	30,000.00	121,151.73
EDUCATION INCOME	107,697.82		107,697.82
EVENTS INCOME	574,446.57		574,446.57
GIFT SHOP REVENUES	133,774.27		133,774.27
GRANT REVENUES	62,026.55	39,906.00	101,932.55
INTEREST & DIVIDENDS INCOME	256.37	14,172.36	14,428.73
MEMBERSHIP PROGRAM	117,870.23		117,870.23
RENTAL INCOME		40,332.00	40,332.00
SPONSORSHIP & DEVELOPMENT	64,045.00		64,045.00
Total Revenues	1,219,054.86	562,825.36	1,781,880.22
Total Income	1,219,054.86	562,825.36	1,781,880.22
GIFT SHOP COST OF GOODS SOLD	67,061.78		67,061.78
Total COGS	67,061.78	0.00	67,061.78
Gross Profit	1,151,993.08	562,825.36	1,714,818.44
Expense			
PAYROLL & RELATED COSTS	386,253.23	507,920.77	894,174.00
BY SOURCE OF SUPPORT			
ADMINISTRATIVE & OPERATIONAL EXPENSES	104,517.67	8,493.27	113,010.94
CONTRACTED SERVICES	78,543.47	14,078.49	92,621.96
EDUCATION EXPENSE	50,506.09		50,506.09
EVENTS EXPENSE	86,127.57		86,127.57
FACILITIES & GROUNDS	89,790.41		89,790.41
GIFT SHOP EXPENSES	2,565.17		2,565.17
MAINTENANCE & REPAIR		8,337.76	8,337.76
MARKETING & DEVELOPMENT	58,132.42		58,132.42
MEMBERSHIP & VOLUNTEER PROGRAM	992.62		992.62
RENTAL EXPENSE	2,449.11		2,449.11
RESTRICTED PROJECTS EXPENSE	9,764.50	10,125.00	19,889.50
Total Expense	869,642.26	548,955.29	1,418,597.55
Net Ordinary Income	282,350.82	13,870.07	296,220.89
Rollover Funds to FY23 to Cover July 2023 Payroll	80,000.00		80,000.00
	202,350.82	13,870.07	216,220.89



Linda Bracey

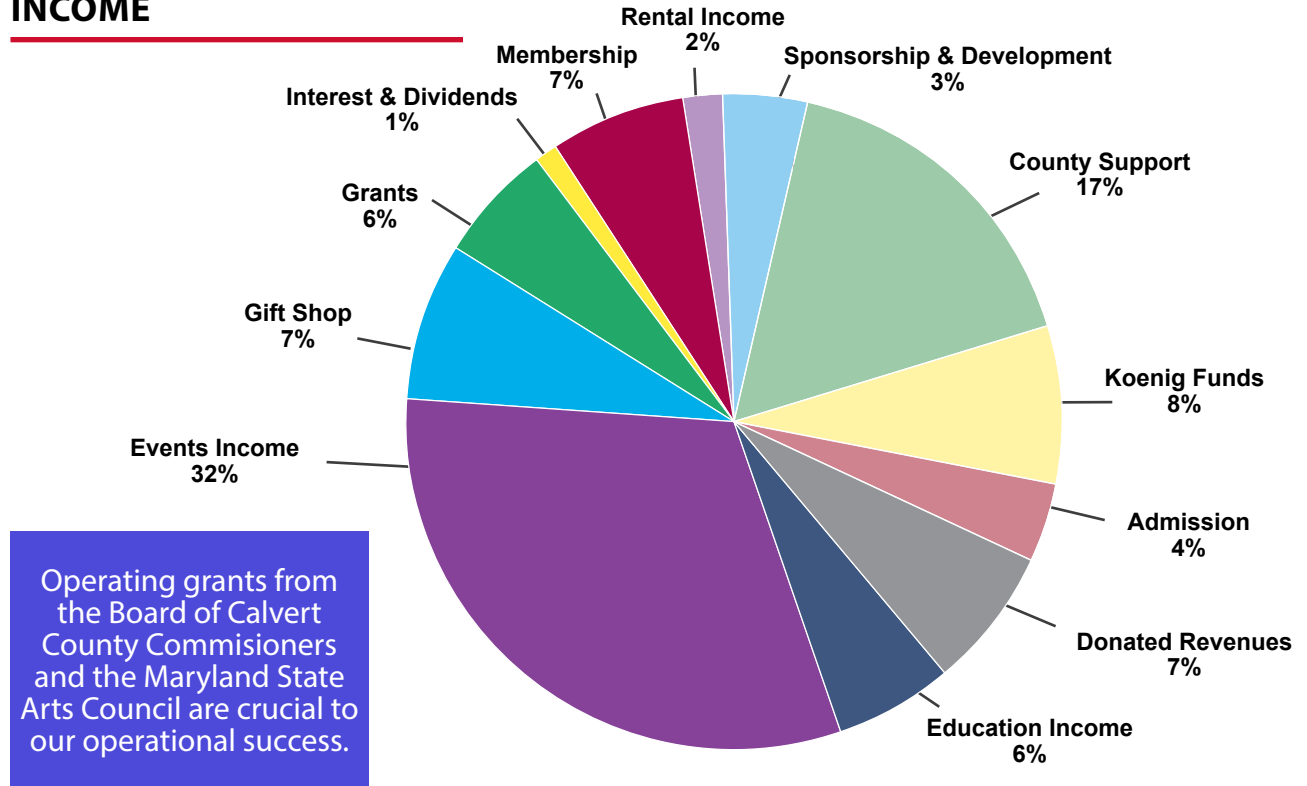
Linda Bracey, Business Manager

It has been a wonderful experience to participate in the way Annmarie Garden has provided service to others. 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 provide learning experiences in technology and innovation. It has been my great pleasure to manage some of these innovations. I am excited to see what comes next.

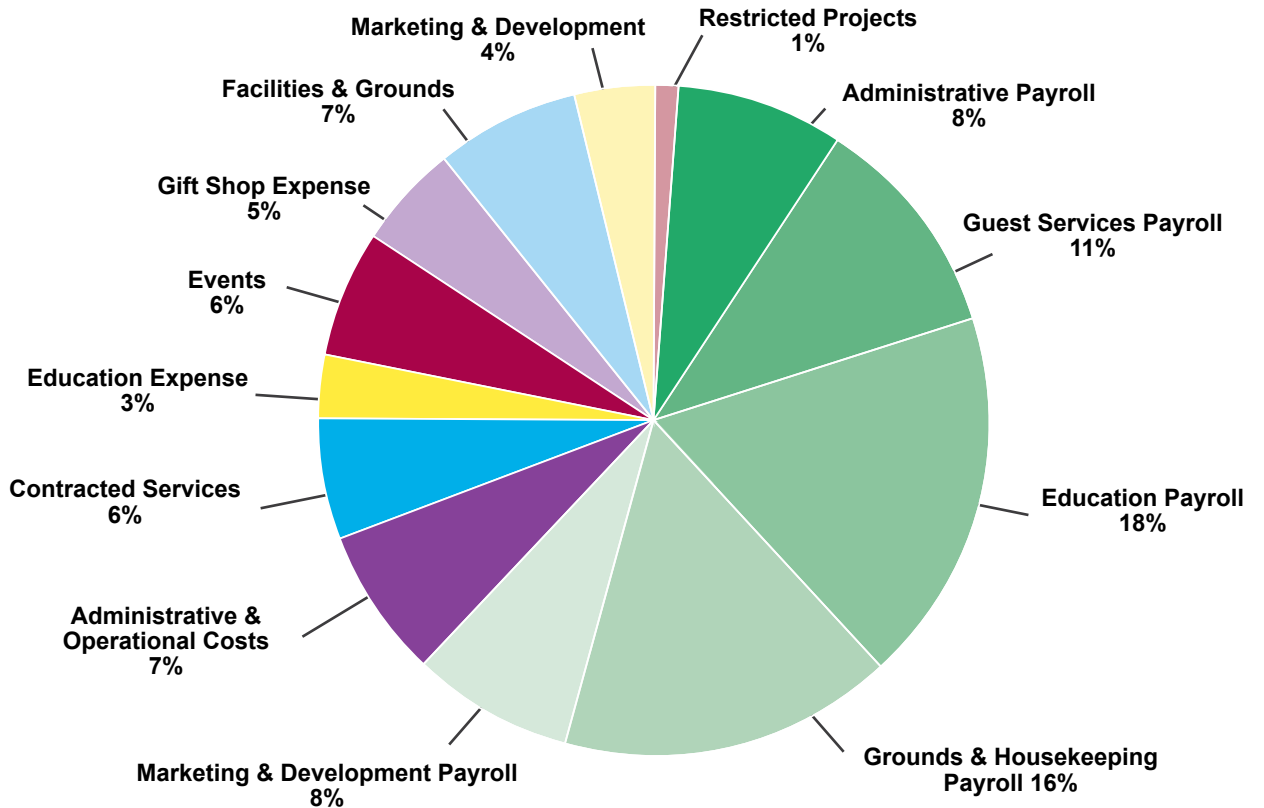
FY22 - BUDGET BREAKDOWN

ANN'S CIRCLE & KOENIG COMBINED

INCOME



EXPENSES



FY22 - GRANT FUNDS RECEIVED

Both of the non-profit organizations that support Annmarie – the Koenig Private Foundation and Ann’s Circle – work very hard each year to pursue state and private grant opportunities. We are grateful to our FY 22 granting partners for their support of our overall budget and special projects. The **Van Metre Family Foundation** has been a multi-year supporter, whose funds have allowed us to improve the landscaping around the Arts Building with the addition of numerous native plants and landscaping elements.

Critical to our general operating budget, are the operating grants we receive from the **Board of Calvert County Commissioners** and the **Maryland State Arts Council**. General operating grants help pay the staff, fund programs and events, and cover overhead. Together, these grants allow us to fulfill our mission of creating a vibrant and healthy community!

Koenig Private Foundation

BOCC Operating Grant	\$303,415
Van Metre Family Foundation <i>Restricted funds for improvements to grounds</i>	\$30,000
Maryland State Arts Council <i>Operating grant</i>	\$39,906

Ann’s Circle Inc.

Tri County Council for Southern Maryland <i>Seed Grant for virtual programs</i>	\$3,700
Maryland State Arts Council <i>Operating grant</i>	\$49,957
Arts Council of Calvert County <i>Program support</i>	\$4,520
Calvert Environmental Trust for Youth <i>Nature Nook Exhibit</i>	\$850
Nora Roberts Grant <i>Story stones, outdoor library</i>	\$3000



Hayden White

Hayden White, Grounds Lead

Working at Annmarie Garden over the past three years has been a fulfilling and eventful time. It has given me the chance to grow into a better person and drastically expand my skillset. We have a great community here that's willing to share their knowledge, advice, and provide a support system. I've even been given the opportunity to take professional development courses, including a small engine repair course that familiarized me with the maintenance, upkeep, and repair of all our equipment. Every day here offers something new and a chance to learn, so I can't wait to see what the future holds.

WHAT IS IMPORTANT TO REMEMBER?

**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.

**WE
ARE
COMMUNITY**

We produce some of the largest and most popular community events in the region, including Annmarie Garden In Lights and Artsfest. We help bring people together and strengthen community ties. You will always see someone you know at Annmarie!

**WE ARE
GOOD FOR
LOCAL
MERCHANTS**

Attendees at our events, including county residents and visitors, spent money at nearby businesses, including hotels, restaurants, and shops.

**WE
ARE
POPULAR**

Our 30 acre park is a popular destination for county residents and guests. We welcome nearly 100,000 people to Annmarie each year.

**WE
COMPLEMENT
OTHER COUNTY
ATTRACTIONS**

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

**WE
DRIVE
TOURISM**

We bring tourists to Southern Maryland who spend money in our community while they are here.

**WE
MEAN
BUSINESS**

We create business opportunities for countless regional businesses through our many activities and events.

**WE ARE
A TOURIST
OFFICE**

We greet visitors to Calvert County and help them discover other interesting experiences in the area.

**QUALITY
OF
LIFE**

We promote high quality of life and help attract new businesses and residents to the area.





Micah Falcon, Grounds Support

Annmarie Garden is a great job for a full-time college student like myself. The flexibility Annmarie has given me has allowed me to continue working here for two years, during which time I have

Micah Falcon

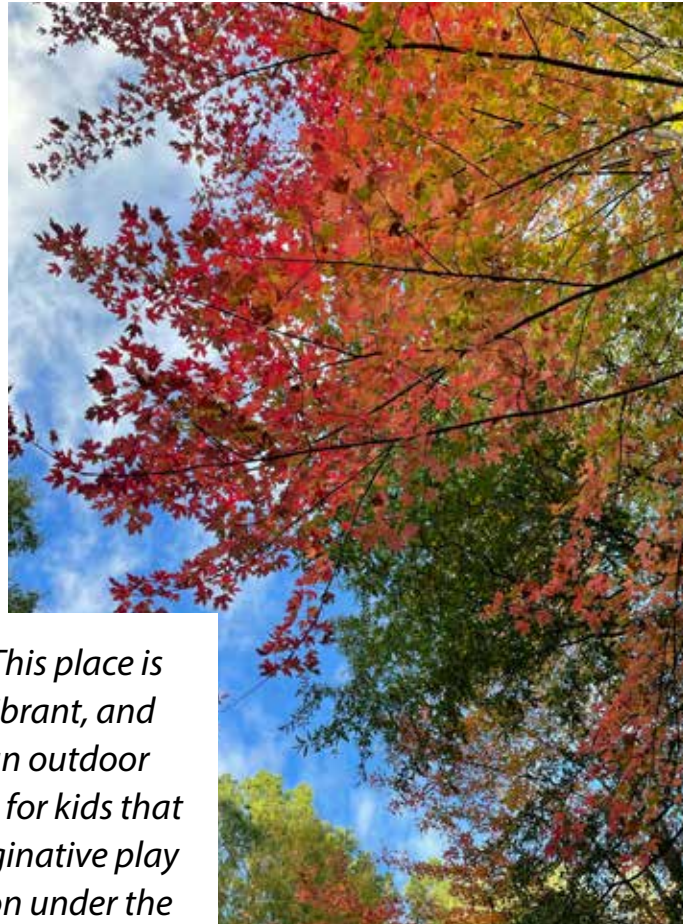
returned to school to finish my degree. Additionally, the seasonality of the work has corresponded well with the semester schedule of school, with more work being done in the summer and winter breaks.

The best part of working at Annmarie Garden has been getting to work with the wonderful people who make up its community. Everyone has something to contribute to the unique, creative culture at the garden and can rightfully feel like they have a value-added effect to our end product, that being an enjoyable experience for visitors. I have built true friendships among my coworkers and enjoy our daily interactions greatly. Even when tasks feel repetitive, there are fun people to be around and ways to make a day at the garden enjoyable. As a workplace, Annmarie has proven to be accommodating, rewarding, and welcoming.



THANK YOU FOR YOUR SUPPORT!





"Pure magic. This place is quirky, fun, vibrant, and has such a fun outdoor patio play area for kids that promotes imaginative play and exploration under the trees. Love the sculpture garden and the gallery exhibits! Cannot wait for ArtsFest!"

-Lauren Morris, Annmarie Member

