

Ward Museum of Wildfowl Art, Salisbury University  
FY2018 Annual Report



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50 YEARS OF ART, NATURE & TRADITION

# Ward Museum of Wildfowl Art

## Chairman's Message

The Ward Foundation is at a pivotal moment of growth as it celebrates its 50th anniversary in 2018. In recent years, this organization has made impressive gains in its service to the community, renewal and expansion of its facility, and adaptation to the 21st century audience and environment in which it operates.

With the recently completed construction of the John A. Luetkemeyer Sr. and Thomas F. Mullan Jr. Legacy Center, FY18 saw greatly increased audience on site at the Museum, with the largest program service numbers on the books – over 62,000 served. Our education program also saw its largest service year in the organization's history with more than 29,000 served. Additionally, more than 1,700 artist were involved at the Museum this year.

In 2018, the Ward Foundation celebrates 50 years of art, nature and tradition. This wave of growth, coupled with the Museum's educational and cultural influence, solidifies the Museum's position as a major center for community engagement and investment.



Dr. Kent Kimmel  
Chairman of the Board of Directors

## FY18 Ward Foundation Board Members

Mike Abercrombie (incoming 2018)	Duke Marshall
Barry Bergey	Eli Modlin
Norm Conway	Kim Newcomb (outgoing 2018)
Jon Deeter	Anthony Pasquariello *
Dr. Clifton P. Griffin	Paul Rhymer (incoming 2018)
Dr. Darrell Hagar	Rich Smoker
Robert Jester	Henry Stansbury
Dr. Kent Kimmel	C. John Sullivan
Art Leonard (incoming 2018)	Sydney Tilman
Jim List (outgoing 2018)	

\*ex officio



## Our Mission

The Ward Museum is dedicated to exhibiting, collecting and promoting wildfowl art and wildfowling heritage.

## The Museum will achieve this mission by:

- Preserving and enhancing the legacy of Lemuel and Stephen Ward.
- Reflecting the heritage of the maritime communities of the Eastern Shore of Maryland, and those throughout the United States and abroad.
- Exploring through exhibits, publications and programs the relevance and impact of wildfowl on natural history and human society.
- Providing environmental education to all age groups to support intellectual investigations of a changing environment on wildfowling heritage and communities.
- Ensuring the vitality of the Ward World Wildfowl Carving Competition and the international community of artists who advance artistic excellence.
- Fostering partnerships to promote art, nature and tradition through targeted outreach activities and sharing of museum resources and experience.
- Committing to enhance the quality and stature of Salisbury University's educational programs.



## EDUCATIONAL PROGRAMS

FY18 was another record-setting year for the department, capped off by the creation of our new MSDE-funded STREAM after-school program. FY18 had the largest reported educational service impact in the Museum's history – with 29,633 persons served! Our-year-round educational opportunities are for all ages. Through a range of learning opportunities and platforms, we support the exploration and discovery of wildfowl art, the natural world and regional cultural traditions. Total programming hours also saw a marked increase to 2,285 hours of educational content delivery (FY17 had 1,181 programming hours).

The biggest news in the department this year was undoubtedly our new after-school program partnership with Wicomico County Public Schools, titled STREAM after-school. The program serves students from four of Salisbury's Title 1 schools with 23 weeks of interdisciplinary programming. STREAM (Science, Technology, Research, Environment, Art & Math) utilized project- and place-based MWEE (Meaningful Watershed Education Experience) programming with arts integration. This effort was supported from a Public School Opportunities Enhancement Grant with the Maryland State Department of Education in the annual amount of \$235,972; this is the first year of a four-year grant award.

Drop-In Art, Drop-In Art Jr., eBird and Carving Club all continued regularly at the Ward Museum in FY18. In response to changing community interests, Drop In Art was relaunched as Pop Up Art with an expanded scope: In addition to the free art lesson, guest artists now have the opportunity to display their work, with a Museum educator also helping to provide interpretation for the artist's works. Adult programs and workshops picked up in FY18 as the on-site facilities at the Ward Museum completed construction; and there was a 100 percent increase in Ward World Championship class enrollment and 200 percent increase in seminar participation.

The department is broad in its offerings, whether it is through an immersive hands-on art class with a master artist or professional development training for local school teachers, the Museum offers adult learners high-quality specialized trainings in their field of interest. Participants and presenters motivate learning and discovery on a variety of subject matter connected to wildfowl art, nature photography, environmental education, cultural heritage and other related topics.



## Ward Museum of Wildfowl Art



## CHESAPEAKE WILDFOWL EXPO

The 20th Annual Chesapeake Wildfowl Expo was held October 14, 2017, on the grounds of the Ward Museum. The Chesapeake Wildfowl Expo pays tribute to decoys from the past while encouraging the carving of new ones. With contemporary and antique decoy competitions, educational programs, waterfowling heritage marketplace, food, and a festival atmosphere, the event continues to be a successful launch of the Museum's fall season. In 2017, the event saw an increase in entries in the number of competitors in the decoy competition compared to prior year.

## WARD WORLD CHAMPIONSHIP

The 48th Annual Ward World Wildfowl Carving Competition was held April 27-29, 2018, at the Convention Center in Ocean City, MD. This year's event was successful with competitors and entries increased over prior years. The Living Legend Award Dinner was also a success with Oliver Lawson, David Turner and Bob Kerr receiving honors this year. Seminars, workshops and demonstrations continue to make this event a cornerstone of the wildfowl art community.

The World Champions for 2017 are:

- Gary Eigenberger, Green Bay, WI  
Decorative Life-size Wildfowl
- Leonard Rousseau Kneeland, CA  
Floating Decorative Life-size Waterfowl
- Ronnie Zint, Hillsboro, TX  
Decorative Miniature Wildfowl
- Jett Brunet, Galliano, LA  
Interpretive Wood Sculpture
- Pat Godin, Paris, ON, Canada  
Shootin' Rig





## ART IN NATURE PHOTO FESTIVAL

The Seventh Annual Art In Nature Photo Festival was held August 10-12, 2017, at the Ward Museum. This newest of the Museum's annual art events has brought many new visitors, artists and nature enthusiasts in contact with the Ward Museum for the first time. The event includes a photography contest, seminars, and workshops for amateur and professionals alike. The competition had 981 photographs entered by 165 photographers.

## COMMUNITY EVENTS AND OUTREACH

Throughout the year, the Museum has special opportunities for community engagement and celebration including:

- Delmarvalous Festival
- Winter Wonderland Holiday Event
- Business After Hours
- Silver Bells Quarter Auction
- Exhibit Receptions

Professional - Best in Division - The Guardian by Cam Miller of New Market, MD



Amateur - Nature Macro - 1st Place - Tiny Blue by Diane Hunt of Clarksville, MD

# Ward Museum of Wildfowl Art



## COLLECTIONS

The Ward Museum maintains its accreditation with the American Alliance of Museums, the highest national recognition for a museum. Accreditation signifies the Ward Museum has met and exceeded the highest standards of the museum field and is among the best institutions in the country.

In FY18, 62 items were added to the Museum's permanent collection of art and artifacts, including artworks by Bob Hines, William 'Pied' Jones and the Ward Brothers. The total value of new accessioned items for FY18 is \$58,750. All gifts of art to permanent collection of the Ward Museum become assets of Salisbury University. Since the Museum's affiliation with SU in 2000, the collection value has increased from \$3.7M to \$6.7M.

## CHANGING EXHIBITS

The changing exhibits program brought a variety of nationally renowned artists, rare artifacts, thoughtful interpretation and regional tradition bearers together in stimulating displays in the LaMay and Welcome galleries, as well as temporary displays around the region.

### Highlights of the FY17 Changing Exhibit Program

#### LaMay Gallery

- 05/19/17 – 09/24/17: Backyard Birds and Birdhouses
- 09/29/17 – 01/21/18: Bottoms Up:  
The Underside of Decoys
- 01/26/18 – 05/13/18: Delmarva Visions:  
The Works of Patrick Henry
- 05/18/18 – Current: Through Artist Eyes:  
The Eastern Shore Revealed

#### Welcome Gallery

- 04/07/17 – 07/30/17: Talents Unveiled:  
A Volunteer Art Showcase
- 08/04/17 – 01/14/18: Retrievers:  
The Hunter's Best Friend
- 01/19/18 – 04/15/18: Poetic Landscape:  
Student Art Show
- 04/20/18 – Current: 50 Years of Art, Nature and  
Tradition: Ward Foundation Retrospective





## VOLUNTEER SERVICE

The Ward Museum's Volunteer Program is the centerpiece of the organization's commitment to engagement and community service. In FY18, more than 620 volunteers recorded 7,347 hours of volunteer service with the Museum. These combined hours are equivalent to \$177,000 of donated time and 3.5 full-time staff positions.

### 100+ Hour Volunteers for FY17:

Mike Abercrombie	Duke Marshall
Dana Barney	Walt McCabe
Barbara Benton	Claire Mehalick
Barry Bergey	Eli Modlin
Norm Conway	Kim Newcomb
Jon Deeter	Anthony Pasquariello
Dr. Clifton P. Griffin	Lew Pearce
Diane Guyer	Nancy Pearce
Dr. Darrell Hagar	Paul Rhymer
Doug Hotton	Brady Roberts
Bill Hudson	Gary Stiegler
Dan Jackson	Rich Smoker
Robert Jester	Henry Stansbury
Dr. Kent Kimmel	Joey Sterling
Mary Knapp	C. John Sullivan
Anne Lampert	Ann Suthowski
Art Leonard	Sydney Tilman
Jim List	Bob Waltersdorff
Lower Shore Enterprises	Jo Ann Wilber



## SALISBURY UNIVERSITY STUDENTS

In FY18, the Ward Museum hosted 11 Salisbury University students as interns and graduate assistants. Students support curatorial research and exhibit development, archival and library services, educational programs, public relations, administrative and non-profit business functions, and special events. SU students also volunteer at events and serve as AmeriCorps members. The total hours of service provided by SU students in FY18 was 4,935.

The current listing of Ward Museum's professional staff of 15 full-time and 6 part-time workers can be found online at [www.wardmuseum.org](http://www.wardmuseum.org).



# Ward Museum of Wildfowl Art

## WARD FOUNDATION 50TH ANNIVERSARY

Established in 1968, the Ward Foundation operates the Ward Museum of Wildfowl Art, Salisbury University, which reaches over 60,000 through its programs annually.

From its origins honoring legendary decoy carvers Lem and Steve Ward, the Foundation has grown to reach an international community of artists, support tens of thousands annually with educational programs, and present exemplary exhibitions and programs at its first-class museum facility. Now accredited by the American Alliance of Museums, the organization meets and exceeds the highest standards of the industry. Its community engagement and opportunities are able to bring locals and visitors of all ages in touch with its diverse and high-quality programs.





## FINANCIALS

### STATEMENT OF FINANCIAL POSITION JUNE 30, 2018

ASSETS	
<b>Current assets</b>	
Cash	\$ 126,297
Accounts receivable	48,282
Pledge receivable, net	114,430
Grants receivable	118,340
Prepaid expenses	22,478
Inventory	34,725
<b>Total current assets</b>	<b>464,552</b>
Investments, at fair value	45,739
<b>Net fixed assets</b>	<b>160,318</b>
<b>Other assets</b>	
Art collection for sale, at fair value	57,015
Pledges receivable, net	101,790
<b>Total other assets</b>	<b>158,805</b>
<b>Total assets</b>	<b>\$ 829,414</b>
<b>LIABILITIES AND NET ASSETS</b>	
<b>Current liabilities</b>	
Current portion of long-term debt	\$ 117,062
Line of credit	272,744
Accounts payable	214,912
Accrued payroll	21,535
Compensated absences	29,336
Refundable advances	6,997
Deferred revenue	56,795
<b>Total current liabilities</b>	<b>719,381</b>
<b>Long-term liabilities</b>	
Long-term debt, less current portion	269,909
Assets held on behalf of others	98,599
<b>Total long-term liabilities</b>	<b>368,508</b>
<b>Total liabilities</b>	<b>1,087,889</b>
<b>NET ASSETS</b>	
Unrestricted	(287,117)
Temporarily restricted	-
Permanently restricted	28,642
<b>Total net assets</b>	<b>(258,475)</b>
<b>Total liabilities and net assets</b>	<b>\$ 829,414</b>

Information selected from audited financial statements prepared by: TGM Group LLC

### STATEMENT OF ACTIVITIES YEAR ENDED JUNE 30, 2018

	Unrestricted	Temporarily Restricted	Permanently Restricted	Total
<b>PUBLIC SUPPORT AND REVENUE:</b>				
Contributions - cash	\$ 48,778	\$ 10,590	\$ 20,000	\$ 79,368
Contributions - non-cash	58,625	-	-	58,625
Grants	333,253	14,142	-	347,395
Salisbury University:				
Baseline funding	330,000	-	-	330,000
Additional funding	196,018	98,614	-	294,632
Membership investment	83,143	-	-	83,143
Art events, tuition and other	302,922	-	-	302,922
Museum and tours	33,936	-	-	33,936
Investment income (loss)	4,524	-	-	4,524
Endowment fund income	48,030	-	-	48,030
Net assets released from restrictions	1,683,079	(1,683,079)	-	-
<b>Total support and revenue</b>	<b>3,122,308</b>	<b>(1,559,733)</b>	<b>20,000</b>	<b>1,582,575</b>
<b>EXPENSES:</b>				
Program services:				
Art events	290,440	-	-	290,440
Museum	145,064	-	-	145,064
Education	345,603	-	-	345,603
Gift shop	194,958	-	-	194,958
Supporting services:				
Management and general	451,499	-	-	451,499
Fundraising	56,516	-	-	56,516
<b>Total expenses</b>	<b>1,484,080</b>	<b>-</b>	<b>-</b>	<b>1,484,080</b>
<b>Transfer to Salisbury University</b>	<b>1,763,808</b>	<b>-</b>	<b>-</b>	<b>1,763,808</b>
<b>Change in net assets</b>	<b>(125,580)</b>	<b>(1,559,733)</b>	<b>20,000</b>	<b>(1,665,313)</b>
<b>Net assets, beginning of year</b>	<b>(35,123)</b>	<b>1,433,319</b>	<b>8,642</b>	<b>1,406,838</b>
<b>Net assets, end of year</b>	<b>\$ (160,703)</b>	<b>\$ (126,414)</b>	<b>\$ 28,642</b>	<b>\$ (258,475)</b>

Information selected from audited financial statements prepared by: TGM Group LLC

# Ward Museum of Wildfowl Art

## ABOVE AND BEYOND DONOR ROLL

This list includes members, donors and capital campaign contributions to the Ward Museum in FY18 in amounts greater than \$150.

Mr. & Mrs. Michael Abercrombie	Bell Museum of Natural History	Cato Gas & Oil	Mrs. Jane Dibbern	Mrs. Maggie Goldston
Accurate Optical	Benelli USA	Charles Brown Glass	Draper Holdings Charitable Foundation	Mr. & Mrs. John L. Graham
Acme Markets	Ms. Barbara E. Benton	Mr. Brian P. Cheramie	Dr. Janet Dudley-Eshbach & Mr. Joe Eshbach	Grand Hotel & Spa
Adler Display	Mr. & Mrs. Richard Bernstein	Chesapeake Utilities	Dunes Manor Hotel	Mr. & Mrs. Mark Grape
AFLAC   Ms. Noel Brown	Mr. Charles R. Berry	Chincoteague Decoy Carvers & Artists Assoc.	Mr. Sam Dunsten	Mr. Kenneth Graves
Alarm Engineering	Mr. Frank Berry	Choptank Electric Trust	Dux's Dekes	Dr. John G. Green
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Amazing Grout, Inc.	Ms. Grace Bishop	Comcast Spotlight	ERA Martin Associates	Mr. Steve Hammond
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Mr. & Mrs. H. P. Andrews	Bling Doctor	Mr. Norman H. Conway	Mr. Curtis J. Fabre	Hazel Charitable Fund
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Atlantic General Hospital Foundation	Bordeleau Vineyards	Copley Fine Art Auctions	Mr. David L. Fannon	Hebron Savings Bank
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Mr. Malcolm Bahrenburg	Bourbon Street on the Beach	Crisfield Heritage Foundation	Ms. Wanda Ferrier	Mrs. Maria Heyszel
Mr. Stephen Balint	Mr. & Mrs. Roger Bourgeois	Crisfield Kayak	Fidelity Charitable Gift Fund	Mr. Randall Hieber
Bank of Delmarva	Ms. Betty-Lou Bowman	Ms. Betty Crockett	First Shore Federal	Hilton Suites
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Barefoot Mailman Motel	Dr. & Mrs. Charles Brenner	Curtis Waterfowl	Flamingo Motel	Mr. Robert N. Hockaday Jr.
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Baxter Enterprises	Drs. David & Susanna Buchanan	Days Inn Oceanfront	Fruitland Lions Club	Mr. John P. Holt
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Bay Shore Development	Mr. Dennis L. Cady	Delmarva Decoy Collectors	Mr. & Mrs. Brice R. Gamber	Ms. Jennie Hommel
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Mr. & Mrs. William S. Belote	Castle in the Sand			Mr. & Mrs. Peter Hutchinson

# FY18 Annual Report



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Mr. Jesse Saar  
Salisbury Elks Lodge B.P.O.E. 817  
Salisbury University  
Salisbury University Foundation, Inc.  
Salisbury Wicomico County Arts Council  
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Mr. James Sandison  
Sea Bay Hotel  
Mr. John Schneider  
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Mr. S.R. Smith III  
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Stanley & Richstone, Inc.  
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Dr. & Mrs. Harry Suber  
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Ms. Donna West  
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Wicomico Lions Club  
Wicomico County Tourism  
Mrs. Betty Wootten  
Worcester County Arts Council  
Mr. Karl Yankey  
Mr. Tom Young



## ABOUT THE WARD MUSEUM

The Ward Museum of Wildfowl Art is nestled next to Schumaker Pond in Salisbury, Maryland. The Museum features the world's largest and finest public collection of decorative and antique decoys. The Museum was named in honor of Stephen and Lemuel Ward, whose vision and artistry in carving decoys pioneered the transition of the decoy from a working tool to an expressive wildfowl sculpture. With its 4.5-acre, waterfront facility and 12,000 square feet of exhibition space, the Museum is a major destination for tourists and a resource for local residents who enjoy its year-round offerings. Through educational programs and services, the Museum serves 20,000 school children and adults annually. In 2011, the Ward Museum was accredited by the American Association of Museums for

the first time. Salisbury University's 2012 BEACON study indicates that the Museum generates \$6.1 million in economic impact on the regional community annually. This financial relevance, coupled with the Museum's educational and cultural influence, solidifies the Museum's position as a major center for community engagement and investment.

## ABOUT THE WARD FOUNDATION

The Ward Foundation Inc. is a non-profit organization incorporated in the state of Maryland since 1968. It operates the Ward Museum of Wildfowl Art for the benefit of the community in partnership with Salisbury University as an Affiliated Foundation.



909 S. Schumaker Dr., Salisbury, MD 21804 • 410-742-4988 • [wardmuseum.org](http://wardmuseum.org)

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