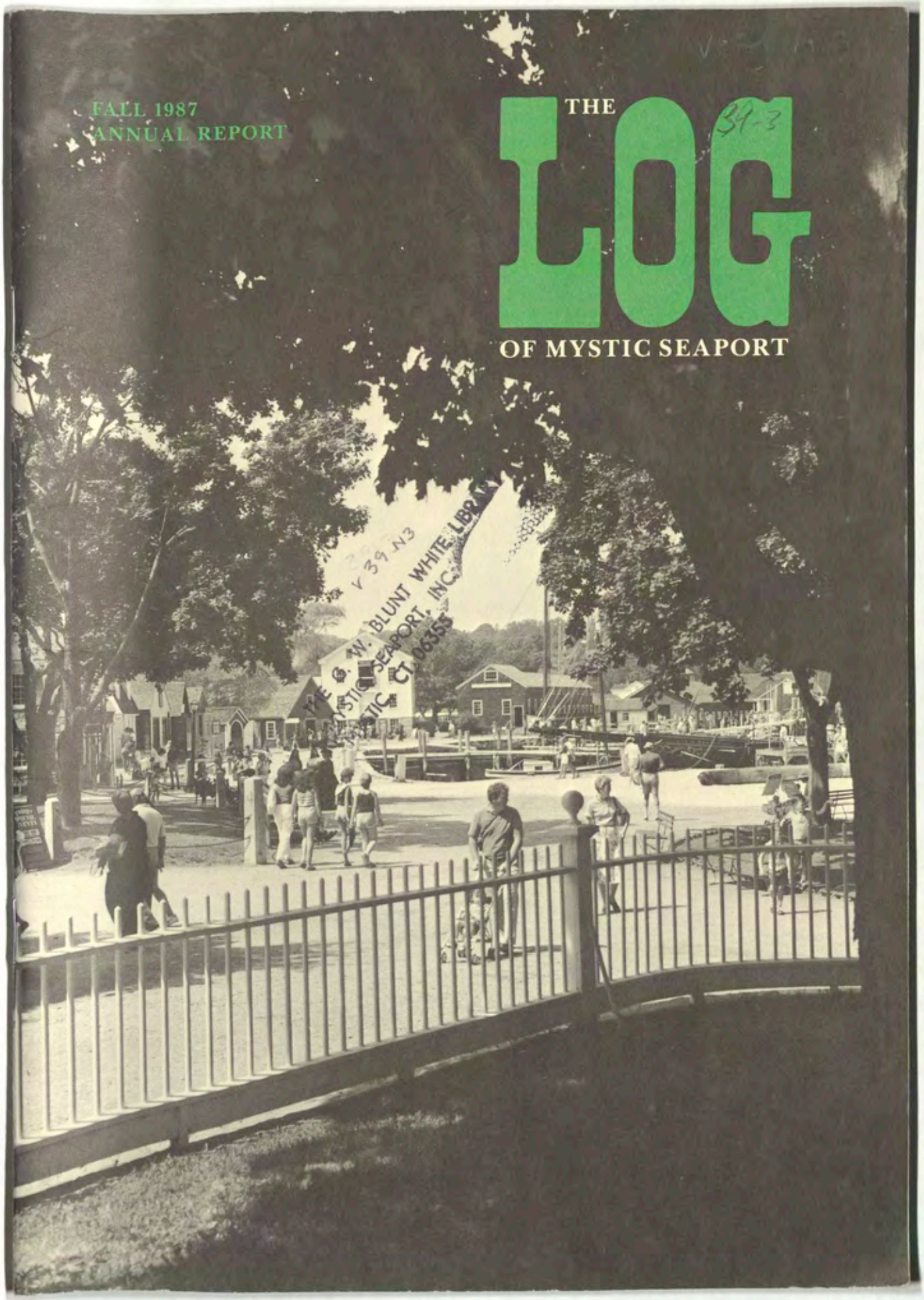
FALL 1987
ANNUAL REPORT

THE LOG OF MYSTIC SEAPORT



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FRONT COVER: *Summer. (Photo by Mary Anne Stets)*
BACK COVER: *The* Joseph Conrad, *viewed from across the Mystic River. (Photo by Claire White-Peterson)*

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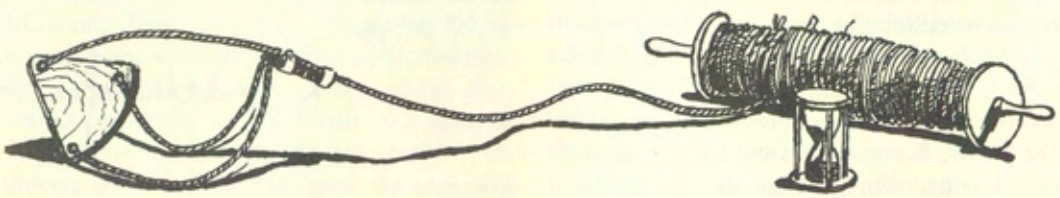
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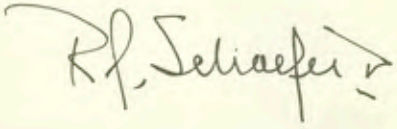
PRESIDENT'S REPORT

Several times a year I give myself the gift of an early morning visit to the Seaport. It may be a day in early summer when I have my boat moored against the Museum's handsome granite bulkhead, or a late fall dawn when I have come over from my home. There is something exceptional about walking the misty grounds at first light. In quiet times like these I am acutely aware of the many elements that make up the Seaport. Certainly I see what the visitor later in the day will see, but because of my years as a Trustee I can see beyond. Through the early morning sights and sounds I can see the effort, dedication, careful restoration, and attention to detail that so many people have put into this institution to bring it to this point. I can also see things that need to be done in the future to keep our museum strong. All of us as members of Mystic Seaport can be proud of what has been accomplished, and with our combined commitment we can face that future with confidence.

Through this Annual Report we are attempting to recognize the people—Trustees, employees, volunteers, donors, and members—who have shared custody of this institution and have made it one of the leading maritime museums of the world. We will look at the magnitude of this effort and the variety of ways in which these people dedicate their hours, their services, their resources, and their careers through their shared sense of purpose.

As members, you have a special understanding of the skills that have been applied throughout the Seaport and the level of quality that has been achieved. Clearly, we would like our visitors to gain this same understanding during their visit. Some obviously recognize it, since they become members while they are here, but we would like to reach more with this important message. Toward that end, a major project has been under way to design and build a visitor reception center at our South Gate, which will be the Museum's main entrance. As this building takes shape, reflecting New England seaside vernacular architecture, it is destined to serve two purposes. It will contain information presented through the use of models, signs, artifacts, an audio program, and a special video orientation conducted by our Trustee, Walter Cronkite, all of which should give arriving visitors the information needed as they begin their Seaport experience. In a more subtle way, the building itself, through its position at the entrance, through the quality of its materials and workmanship, through the caliber of its exhibits and programs, and through the cordiality and efficiency of its staff, will say a great deal about this organization. It should make a very positive first impression.

This Annual Report is a "who's who" of the Seaport. As you will see, it encompasses a large group. We are, however, bound together by the spirit of our maritime past that is alive here. As we continue our growth into the 1990s and beyond, we hope that our visitors, members, and friends feel a part of this growing family, which is dedicated not only to preserving America's maritime heritage, but also to preserving the quality and integrity of this special place we call Mystic Seaport.



Mystic Seaport Museum Annual Report, 1986–87

J. REVELL CARR

Introduction

Among the responses to last year's Mystic Seaport Museum Annual Report were two that had particular impact. One was from a member whose business specializes in the treatment of leaks in structures, who offered to assist with the leakage problem in our library that was described in last year's report. The other became the stimulus for the approach to this year's Annual Report. Clarence Michalis, who, as a volunteer, serves on the Museum's Budget Committee, wrote in response to the report, that while a few names were mentioned, he would be interested in knowing who some of the others are who carry out all the work at the Museum. The quandary is, of course, once you start mentioning the names of the hard-working people who devote their efforts and energies to the Museum, where do you stop? My answer to myself was that you cannot, so this report will be, in fact, a "who's who" at the Seaport.

When viewed from this perspective, it is clearly an impressive team effort that keeps this museum in its strong position of active leadership in the maritime preservation field. This book of names will cite the Trustees and others who serve on the various museum committees, and the Seaport staff, which is composed of its employees and volunteers. In addition, we are including the Museum's donors, who give objects and financial resources to strengthen the Museum. This becomes a staggering list of names. Some will be mentioned within the text, but, as you will see, for each area of the Museum's operation, we have listed the relevant Trustee committees and the employees and volunteers who work in that area. As with any organization of this size, there are shifts of people between departments, as well as people joining and leaving the staff. It was only feasible to list these individuals by focusing on one moment, citing those who were involved with the Seaport at that time. The date we chose was the final day of this fiscal year, in late April of 1987. It is hoped that we have accurately included those who were involved at that time, and I apologize if we failed to mention or list someone.

In general terms, the fiscal year from May 1986 through April 1987 was a very good one for Mystic Seaport. Two events focused national attention on maritime topics: the Statue of Liberty Celebration on the Fourth of July which drew both national and international attention to our maritime heritage, and the spectacular coverage of the America's Cup competition in Australia, generating unusual interest and awareness among a very broad audience. With these events in the background, and through the efforts of all involved with the Museum, we witnessed a very healthy growth in the Museum's attendance. Through sound financial management and the generosity of our many donors, the Museum once again ended the year in a solid financial position. We are constantly sobered by the reality of what may lie ahead, but are encouraged by the confidence in the Museum demonstrated by its members and the support that has come from all who give of their effort or resources.

One project not specifically related to any one department consumed a significant amount of staff time this year as it has taken on physical form at the South Entrance to the Museum. In furthering our efforts to improve our arriving visitors' experience, as we wish to give them a

clearer understanding of what lies ahead during their Seaport visit, the Museum decided to build a visitor reception center. An enormous amount of thought and study went into the many needs such a building must fulfill, as well as how it should be configured at the site. We were taken aback when bids for construction far exceeded estimates, but through hard work and creative thinking, the project was brought back to an even keel and work has progressed. A large number of people on the staff have assisted with the planning and execution of this project. However, two people have put an incalculable amount of time and energy into seeing that this building meets the needs and standards of the Museum. Jane Keener, our Director of Education, who manages the Seaport's largest department, has played the leading role in the development of the visitor reception project, which involves not only the South Entrance, but also the entrance to the north, both parking lots, and the streetscape in between. Jane has been indefatigable and thorough in her efforts on this complex project, which has involved working with staff, architects, builders, and numerous governmental agencies. The Seaport is particularly fortunate to have the dedicated services of Don Robinson, who has applied all the energy he could muster, and then some, in supervising the technical aspects of the project and working closely with the builders and other contractors to ensure the success of the project. Through his twenty years at the Museum in administration, as director of the Shipyard, and now, coordinating our facilities, Don understands this institution very well, and has brought that understanding to this project. Virtually millions of visitors in the years to come will benefit from the efforts that have been put into the creation of this reception center.

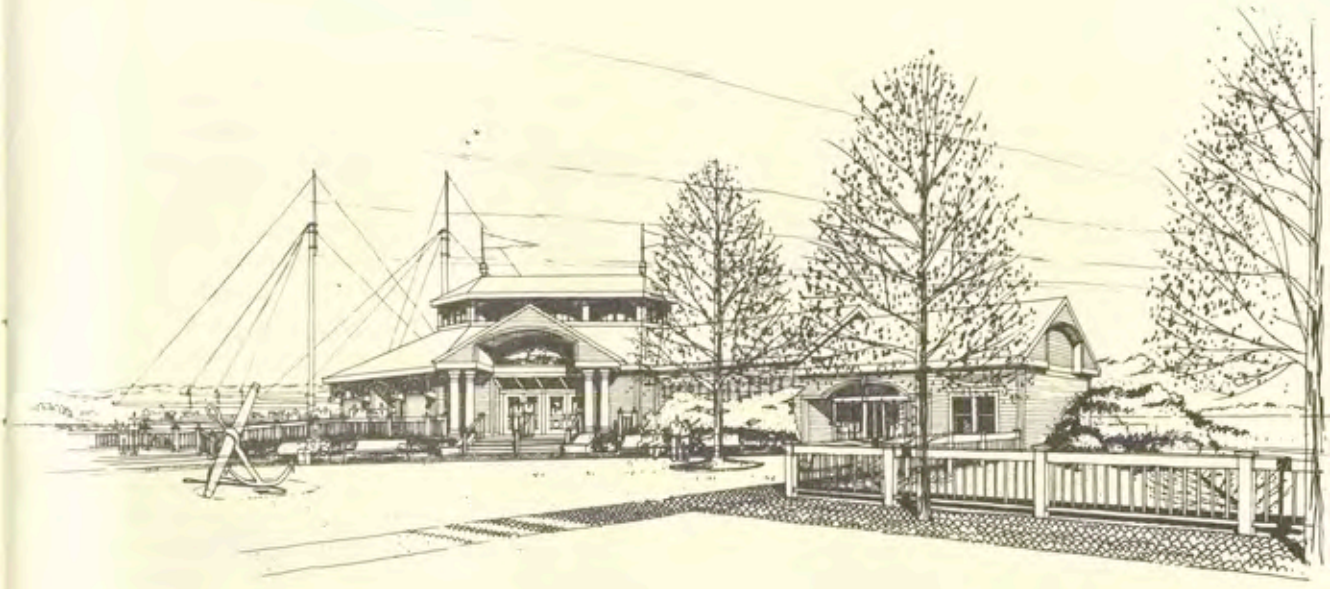
Jane Keener and Don Robinson confer on the progress of the Museum's new reception center. (Photo by Mary Anne Stets)



The year also saw the beginning of another project that will give great pleasure to our visitors. Dorothy Blair, widow of our late Trustee, John Blair, made a gift to the Museum with the intention that it be used to commission a bronze sculpture of two life-size dolphin. The work is being executed by Dr. William Turner, who is an extremely talented sculptor of animals. During this next fiscal year, the sculpture will be installed near the North Entrance to the Seaport.

It will be clear as this report goes on, that the volunteer plays an extremely important role in the success of Mystic Seaport Museum. It is particularly encouraging to be able to report our volunteer program, under the able leadership of Eileen McNeil, has set a record for hours donated this year, with over 300 volunteers donating nearly 33,000 hours of time to the Seaport. Volunteers serve throughout the Museum in almost every department, and in many instances, these individuals volunteer their services in several departments. We have listed them in this report, however, in the department where they have donated the majority of their hours. The volunteer tradition goes back to the founding of Mystic Seaport, and the program here is exemplary among museums.

I shall now endeavor to capture the essence of this year in Mystic Seaport's history by looking primarily at the people and the structure that made it happen, giving a brief summary of



Rendering of the Seaport's new reception center at the South Entrance, by Sasaki Associates, Inc.

the accomplishments during the year. The work of the Museum is overseen by its volunteer Trustees, led by the Board President, Rudolph J. Schaefer III, and Board Chairman, Clifford D. Mallory, Jr. Within the staff, I am assisted in my role as Director by my Administrative Assistant, Susan O'Donnell, who this year also became Assistant Secretary to the institution. Franklin Kneedler, Deputy Director of the Museum, is an extremely able individual whose scope of responsibility touches virtually every department, but focuses primarily on the administrative and financial aspects of the Seaport. He, in turn, is assisted by Betty Kokborg. The divisions and departments described in the following pages carry out the work of the Museum.

Service Divisions

Of critical importance to the Museum are our divisions that render broad service, but do not function under any one museum department. Each of these has an able manager or supervisor who oversees the division. They serve the staff, the visitor and, in some instances, a very broad constituency outside the Museum. For the great majority of our visitors, their first contact with the Seaport is through the visitor reception staff, supervised by Claire Haskell. These people play a key role as they greet visitors at the admission gates, and often set the tone for the remainder of a visitor's experience. This year, they have played the additional role of assisting with the planning of the new visitor reception building. Work at the gates, particularly during the heavy summer attendance period, is extremely demanding. It is easy to overlook the effort made by the visitor reception staff as they work efficiently, yet courteously, to process each of the thousands of arriving visitors.

Similar responsibilities fall on the dock staff, who are the first point of contact for those people visiting the Seaport by boat. Under the leadership of the Dockmaster, Dick Lotz, who also manages our steamboat, *Sabino*, this group handles the complexities of scheduling and reserving dock space, and assisting yachtsmen when they arrive and throughout their stay. Changes were made this year that helped make this aspect of our service more efficient, and plans were implemented to better serve our members by

SERVICE DIVISIONS

PLANNING COMMITTEE

Hugh M. Pierce, A. Searle Field II, Lyttleton B. P. Gould, Timothea S. Larr, Danforth Miller, Jr., Alfred Ogden, William C. Ridgway III, Wade F. B. Thompson

GENERAL AND ADMINISTRATIVE STAFF

Revell Carr, Susan O'Donnell, Frank Kneedler, Betty Kokborg, Lynn Monahan

ADMINISTRATION VOLUNTEERS

John Fratus, Becky Jackson, Linda Restivo, Leona Watrous

VISITOR RECEPTION STAFF

Claire Haskell, Michelle Damm, Doris Herman, Cathy Swiercz, Margaret Beaty, Katherine Boumenot, Lucinda Durfee, Martha Houle, Charlotte Volinsky, Nocilette Capozza, Donald Farquhar, Dawn Indermuehle, Margaret Cawley, Susan Froling, Penny Sokolski

SABINO STAFF

Richard Lotz, Ursula Sodenberg, George Stanford, Marilyn Chorlton, Gary Anderson, John Blumie, John Cawley, George King, David Dodge, Jamie Gifford, Lawrence King, Donald Nixon, Brian Kingsbury, Thomas Knight, David Twedt

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Mark Dulin, Angelo Toscano, Margaret Underwood, Stephen Volinsky, Dennis Wakefield, Fred Waterhouse, Howard Clark, Richard Ballentyne, Allen Arnold, Gary Beebe, Carl Brown, Jeffrey Cady, Charles Cawley, Robert Jacobson, Mark Clark, Robert Deveau, Donald Flynn, Steven Guild, George Hall, Timothy Haney, Billy Smithson, Gary Judge, James King, Joseph Lewitz, William Lithgow, Todd Patton, Edward Ryan

GALLEY STAFF

Joseph Femino, Khristina Campbell, Lisbeth McLaughlin, Robin Femino, Sherry Femino, Janet Coburn, Matthew Coburn, Marlene Femino, Jennifer Humphrey, Ann Keating, Michelle Lena, Michael Lunt, Michelle Lunt, Tabitha Jopson, Jamie Pina, David Ryskiewich

PHOTO STAFF

Mary Anne Stets, Claire White-Peterson, Deborah P. Bates, Juanita B. Haines, Peggy Tate-Smith

PHOTO LAB VOLUNTEERS

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MEDIA STAFF

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MEDIA VOLUNTEERS

Charles Thompson, Helen Thompson

RETIREMENT AND BENEFITS COMMITTEE

Joseph H. Brustolon, Joseph Hoopes, William B. White

PERSONNEL STAFF

Vicki Walsh, Helen Toth

VOLUNTEER SERVICES VOLUNTEERS

Judy Georg, Peter Georg

accepting advance reservations for dock space from Seaport members only. This properly recognizes the additional support that these individuals give to the Museum by giving them a preference for reservations.

Whether they arrived by land or sea, once on the grounds visitors benefit from the competence of the Museum's security staff. While this group, headed throughout this year by Mark Dulin, is responsible for the security of the Museum's collections and buildings, they are equally concerned for the safety and well-being of our visitors. During the year, we have seen additional upgrading of the security staff as they develop their first-aid skills and their ability to respond to virtually any situation or crisis that might develop.

Since most visitors stay at the Museum for several hours, it is essential that food be available to them. The difficult task of providing good food quickly is carried out by our Galley staff, under the management of Joe Femino. Many of our visitors, in order to maximize their time to view exhibits and other programs, use the Galley for its fast food. The staff here has to work doubly hard to compensate for a physical facility that is inadequate. Clearly, the Galley building is an aspect of our operation that needs attention in the near future.

The service divisions mentioned up to this point focus primarily on the visitor. Two divisions, however, not only serve the visitor, but also account for significant outreach from the Museum. The Photographic Laboratory not only creates an ongoing record of the objects in the collections, but also supplies photographs for exhibits, for our press and public relations needs, and for outside orders. Under the leadership of Mary Anne Stets, this division has accepted substantial additional responsibilities and a professional challenge through their involvement with the Rosenfeld Collection. They produce Rosenfeld images to fulfill requests from others, and these must be printed with the quality compatible with the caliber of the Rosenfeld tradition.

The other group with broad outreach is Ken Mahler's Media Division. They serve visitors and the staff by providing audio-visual services throughout the Museum for exhibits, programs, and special events. In addition, the Seaport's historic film archives are maintained by this group, which has the capability of producing film and video programs and supplying historic footage to other organizations. This division had a particularly active year, since its holdings of America's Cup film footage was highly sought after by film and broadcast companies around the world. The income from the use fees for this footage, coupled with the income from the video programs that this division has produced for sale, has created very significant income during this past year, and that income has helped to sustain programs throughout the Museum.

The final service division focuses inward and provides support for the Museum staff itself. Our Personnel Division, during this year, made a very thorough study of all of the museum positions, analyzing their relationship to one another from the standpoint of responsibility and compensation level. Throughout the year, Vicki Walsh carried out the administrative responsibilities within this division with great efficiency. As the year came to a close, the position of Human Resources Manager was filled by Mark Dulin. His academic training has focused on personnel administration, and his experience in heading our security force has given him a broad knowledge of the Museum and many on the staff. With this team, the staff of the Seaport will be well served.

Fall. (Photo by Claire White-Peterson)



Maintenance

No other department has as broad an impact on both visitor and staff as does the Maintenance Department. Their responsibility is, simply, the care of the entire phyical plant, which is extensive indeed. Working with the Trustees' Buildings and Grounds Committee, this department is headed by Ric Curcio, who brings to the Museum a wealth of knowledge gained in the construction field.

While the department had innumerable tasks to carry out during this year, two special projects required particular attention and achieved significant results. The new reception center project connects with many other aspects of the Museum's plant, and while the majority of the work on the new building is being carried out by outside contractors, this project has involved the Maintenance Department staff closely. The most significant project, however, which Ric Curcio has carried out, has been a broad survey of our physical plant, studying each of the buildings for immediate problems and for long term needs. The Museum's infrastructure system of electricity, plumbing, communications, roads, sidewalks, and grounds was also analyzed. As a companion to this project, a computerized data base has been set up on each of the Museum's 130 structures. This will enable us to monitor condition, work accomplished, and work anticipated. The study clearly demonstrates that substantial work lies ahead and deferred maintenance projects wait to be carried out. The Museum will have to find the resources to apply to these priorities.

Throughout the year, the men and women in Maintenance worked diligently to care for those 130 structures on the Museum's 40-acre primary site, and our 115-acre site in North Stonington. New roofs were put on the R. J. Schaefer Building and the Clift Block; and Paul Whitehead's carpenters worked on numerous buildings, including the bandstand, a variety of office modifications and, this year in particular, built handsome new fencing for the South Entrance area.

With the number of structures on our grounds, it is an endless task for our painters, led by Al Gladue, to keep up with the demands. As part of the building analysis, a methodical approach is now being used to strip away the

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MAINTENANCE

BUILDINGS AND GROUNDS COMMITTEE

James. L. Giblin
William L. Ames
H. Wes Maxwell
Edwin Seder

MAINTENANCE STAFF

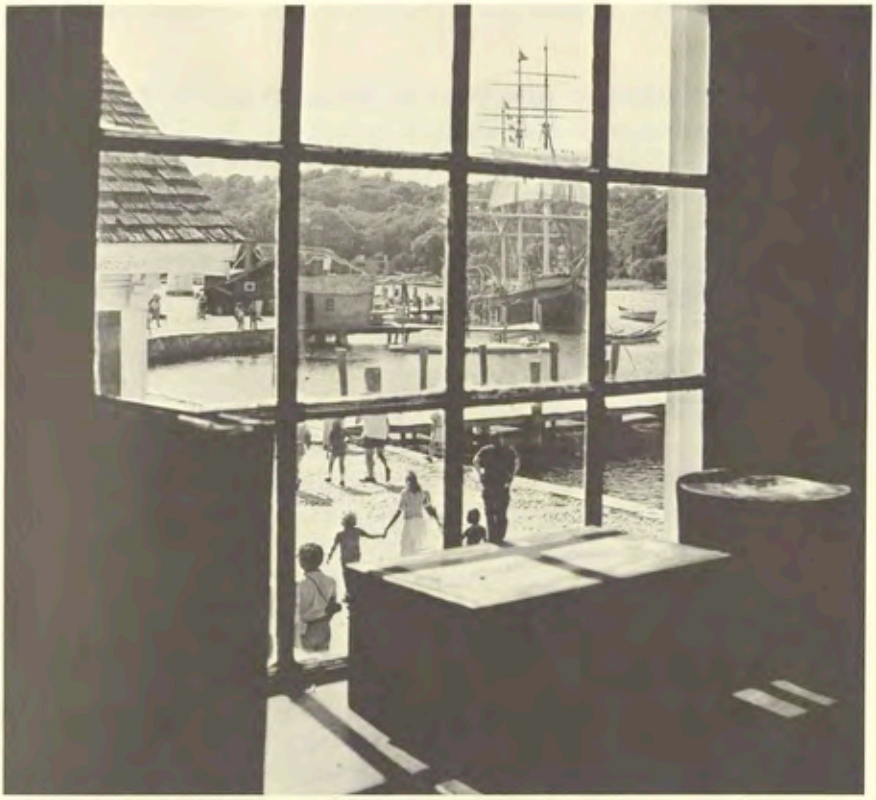
Richard Curcio
Donald Schoonmaker
Stephen Sisk
Nancy Spinner
Roger Stedman
John Swett
Ana Waterhouse
William Watson
Bert Davis
Pete Elks
Michael Beach
Thomas Blair
Jay Burdick
Kenneth Casey
Michelle Charnetski
Charles Constant
Joseph Cravinho
Michael Joyce
Kenneth Leger
Roland Lemar
Russell Ellington
Todd Ellington
John Fox
Jean Fox
Kit Fratus
Alfred Gladue
Orlando Galli
Shirley Greene
William Perry
Gary Pisapia
Roger Scaife
Michael Lindy
Angus MacKay
Viola MacKenzie
Barbara Mahl
Toby Olsen
Louis Pellegrino
Henry Perkins
Paul Whitehead
Harry Williams
Margaret Woodville

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Mike Beach
Edward Carlson
Scotty Harris
Bill Hickey
Gordan Hunter
Bill Jermone
Toby Olsen

GREENHOUSE VOLUNTEERS

Ada Arthur
Vi Budding
Mildred Hastedt
Coralee Keplak
Ruth Patros
I. Rankin
Jane Schaefer
Pat Schaefer
Elmer Toth



The Shipping Office exhibit above the Mystic Bank overlooks the bustle of the Seaport's waterfront. (Photo by Claire White-Peterson)

many, many layers of paint that have been applied over the years to certain buildings. This effort began on the Meeting House this year and will continue until all our buildings are brought to a proper state. Other major painting projects this year included the Children's Museum and the Galley. The electricians and plumbers were challenged by such projects as the reworking of the Rossie Mill's electrical system, which was carried out with significant volunteer participation, while Don Schoonmaker kept the Museum's vehicles running, and John Swett's general maintenance crew worked constantly throughout the Seaport on projects as large as the moving of the Noyes Building and as small as shifting offices.

Of vital importance to all of us, and yet seldom noticed, is the Museum's superb team of custodians, supervised by Pete Elks. The occupation of the buildings by hundreds of staff and volunteers and the use of the buildings by hundreds of thousands of visitors, demands the thorough and constant attention that our custodial staff provides. This makes a very positive impression on visitors.

An equally positive impression is made by the condition of our grounds and gardens and the care they are given. This year, Nancy Spinner, who had been consulting with the Museum for several years, joined the staff to supervise this aspect of our operation, which can have such a beneficial impact on the visitor.

Accounting and Office Services

Just as the Maintenance Department has a broad impact on the Museum's physical condition, the Accounting and Office Services Department, under the leadership of our Controller, Norm Steinfeld, has significant responsi-

ACCOUNTING AND OFFICE SERVICES

AUDIT COMMITTEE

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Stanley Livingston, Jr.

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F. George duPont
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James M. Lyon
Clarence F. Michalis
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Alfred T. Ogden II
John E. Riegel
S. Wainwright III
William B. White

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A. Searle Field II
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James M. Lyon
Michael B. Stubbs
Richard R. Vietor

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David R. Larr
James M. Lyon
Richard C. McCurdy
William L. Musser, Jr.
Richard W. Pendleton, Jr.
Richard R. Vietor
Thomas R. Wilcox, Jr.

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Stanley Livingston, Jr.
Hugh M. Pierce
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Florence Alletto
Joan Bailey
Joan M. Comeau
Elizabeth Field
Susan G. Hauschild
Stephen Holmes
Debra King
Robert Marikle
Margaret Pellegrino
Michael Rachlin
Amy E. Richards
H. Jean Winther

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Phyl Baker
Betty Bleiler
Irma Brandt
Madge Brown
Roberta Burnett
Bette Carpenter
Betsy Cash
Ann den Tex
Jean Glass
Gene Hammond
Jane Harris
Bobbie Hickey
Kay Hill
Lois Holby
Katy Howland
Judy Leeney
Helen Lyon
Monie MacDougall
Helen Mark
Pat Meston
Joan Moffett
P. B. Moore
Anne Mowell
Loretta Murphy
Dot Paige
Billie Palmer
E. B. Read
Virginia Robba
Adeline Rowe
Ellen Scott
Betty Shear
Dee Spillane
Joan Strang
Jeanne Walz
Conway Worman

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bility for our fiscal condition. It is also interesting to note that, while the incredibly complex accounting responsibilities of the Museum are handled by Beth Field and only six others working with her, there are four Trustee committees that focus their attention in this area. These include the Finance Committee, which studies the Museum's broad financial picture, the Budget Committee, which focuses on the year-to-year budget process, the Investment Committee, which oversees the management of the Museum's endowment and other invested funds, and the Audit Committee, which works with our thorough auditors, Price Waterhouse. The greater centralization of our accounting efforts, with the shift of our annual giving recordkeeping from Membership to the Accounting Office, has created more efficiencies. This year saw other activity in this area, including a change of one of our investment managers and, at the suggestion of the Finance Committee, the allocation of some of our reserve funds to cover past obligations of the Museum and its subsidiary corporations. This latter move will create a much clearer financial picture.

In the Office Services area, managed by Mike Rachlin, the Museum has made additional progress in its overall computerization and data processing. This year we also developed our own in-house printing operation, enabling us to produce numerous items that, in the past, had to be printed by commercial operations at significant expense. We save not only money, but time as well, and produce work of real quality.

Development

Any nonprofit organization that is going to remain strong in this era of competitive fundraising must have an active and efficient development office. The Seaport's program, headed by Rick Larkin, consists of five key areas, and the successful work in these areas is illustrated by the supplement to this report recognizing donors to the Museum. One significant aspect is that of major gifts, which require the attention of the Director of Development, myself, and key Trustees. The other areas of support are more specialized.

Through the energetic efforts of Debby O'Brien, the Seaport has had a particularly successful year in its quest for support from foundations. By carefully analyzing the potential for support from specific foundations, and by creating a steady flow of well-written grant applications, we have received a steady return flow of grant awards. During this year, hundreds of thousands of dollars have come in to support projects through this effort.

One of the effective methods to provide for an institution's long-term well-being is a solid planned giving program. This aspect of the Seaport's work is covered by Don Steinhoff, who brings his training as an attorney to this complex aspect of development. Our program combines a variety of planned and deferred giving techniques, including trusts and bequests. During this past year, we took a significant step in beginning a Pooled Income Fund at the Seaport, which totaled $338,000 by year's end. Through such a fund, individuals who would like to help the Seaport, yet still desire the income from their funds, contribute to the fund, for which they get a tax deduction calculated on actuarial tables. Contributions are then pooled and invested, donors receive the income from their portions for life, and thereafter the Museum benefits from their generosity. This and other aspects of planned giving have many facets that can be of great help in the estate planning of individuals and the future planning of the Museum. As part of a service to our members, the Development Department this year sponsored a meeting to examine the impact of the Tax Reform Act of 1986. Great potential benefit lies ahead for the

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DEVELOPMENT

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Museum and its contributors through an effective planned giving program.

Over the years, the Seaport has been the beneficiary of generosity from numerous businesses and corporations. Mike Smiles oversees this aspect of our development work, and has been very successful in encouraging gifts in kind, which this year have included a substantial amount of office furniture, and some essential state-of-the-art equipment needed by the Museum. The groundwork was also laid this year, through planning and preparation, for a major drive to develop corporate members in the years ahead and, in addition, to generate corporate sponsorship of some of the Seaport's events and programs to ensure their success and long-term viability. The potential here is just beginning to be realized, and the benefits will undoubtedly be great.

At the foundation of the Museum is its membership. Through their dues and gifts to our annual appeal, members provide the key element of our support. Kate Coakley oversees both Membership and Annual Giving, with Sheila Murphy specifically supervising the membership effort. During this year, we have begun a membership acquisition campaign to make others aware of Seaport membership and to build on our already solid base of members. We have seen steady growth in this area.

Several members' programs were originated this year. One, called "Gunkholing," gave members a view behind the scenes, through a series of presentations and tours by staff members. Another program, known as "Southeastern New England and the Sea," in cooperation with several other organizations in the area, gave our members an opportunity to gain firsthand exposure to selected maritime activities in this region.

The response to Annual Giving this year was very encouraging. A major effort was made to personally reach many of our members who are known by staff or Trustees, and a series of giving "clubs" was established in order to recognize different levels of support from our donors. The growth in contributions in the form of dues and additional giving ensures the future health of the Museum.

Several specialized fund-raising programs continued or were originated during the year. Donations continued for the acquisition of the Rosenfeld Collection, and we have begun a fund to endow the Museum's magnificent schooner-yacht, *Brilliant*, to ensure her long-term preservation and the success of that program. Two memorial campaigns were also begun. One, as

The Museum's annual Photo Day brings the nineteenth century to life on land and water. (Photo by Mary Anne Stets)



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Jeannie Booth
Lisa Brownell
Mary Fisher
Elaine Fortin
Carol Heger
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Ruth Webster
Betty Wells
Joan Wheeler

a memorial to Sven Hansen, is focused on the Small Boat Shop; the other, a memorial to our young, extremely energetic Trustee, Peter Sanger, relates to the visitor reception project, in which he was greatly interested.

Through all the efforts of the staff and volunteers who help in this area, the Seaport can look forward to continued development success.

Public Affairs

Virtually all of the divisions and departments described so far in this report, and those that will be described ahead, depend on the creativity of the Public Affairs Department to inform the outside world that Mystic Seaport is here with a great deal to offer. Clearly, this past year was very successful, since we saw a significant increase in attendance from the previous year. Bill North, Public Affairs Director, manages our advertising program. With very limited resources, he and the agency we employ skillfully developed a program that related to the tall ship interest during the summer of 1986, and then strategically placed those ads for maximum impact during the summer, and during the spring of 1987 for the following summer season.

Of equal importance is our ongoing relationship with the press. Lisa Brownell, Public Information Supervisor, prepares and distributes nearly two hundred press releases each year, bringing the Museum broad exposure. As an example, the publicity on the Seaport's Christmas programs appeared in over 4,000 newspapers around the country. Numerous segments for TV programs were prepared at Mystic Seaport, and numerous magazine articles appeared, relating to Seaport activities or programs. This office was also instrumental in working with ABC Television, which brought about the Seaport's participation in the commentary of the Tall Ships Parade in New York on 4 July 1986.

The Public Affairs Department also has the challenging task of encouraging and scheduling group visits to the Museum. As the fiscal year ended, Carol Heger assumed the supervisory role for Travel Development, and received the positive news that both adult and youth group visits were on the increase. During the year, we saw a major increase in the number of coastal cruise ships that called regularly at the Seaport, giving their passengers the exceptional experience of arriving at Mystic by sea.

Through all of these efforts, and through the support of special events and weekend activities, the Public Affairs Department spreads the message of what Mystic Seaport has to offer to its visitors.

Munson Institute

Within the Museum's Munson Institute of American Maritime Studies, three programs award academic credit for undergraduate and

graduate studies. Dr. Benjamin Labaree has directed these programs on a full-time basis for the past decade. During the summer, the Munson Institute conducts its graduate level programs in maritime history and maritime studies. This year was particularly successful, with twenty students pursuing their studies here, coming from a variety of colleges and other museums. Also among the students this year were nine Seaport staff members who had the opportunity to strengthen their knowledge in the maritime field through their summer studies.

This year, the Museum's internship program, which was originated in the Education Department a number of years ago, has been included in the Munson Institute course offerings, so participants can now receive academic credit. In this ten-week program, interested individuals work in a Seaport department two days a week, have presentations and study sessions with staff members for two other days each week, and visit another museum in the region on the fifth day of their work week.

The undergraduate study program, which is co-sponsored by Williams College and Mystic Seaport, has completed its tenth successful year, and with that anniversary a review is being conducted by both institutions to see what modifications may be appropriate to stengthen what is already a fine and highly respected program. This year, Dr. Will Ambrose joined the faculty as the full-time marine scientist in the program. During the fall, representatives from the program visited twenty-eight college campuses to meet with students interested in the Williams-Mystic program. As a result, applications are very strong for the coming year.

Library and Publications

One individual on the staff carries the responsibility for two departments. Jerry Morris serves both as the Museum's Librarian and as Director of Publications. The G. W. Blunt White Library is one of the leading maritime research libraries in the world, and this is evidenced by the thousands of individuals who use the Library and the inquiries that are answered. Reference Librarian Paul O'Pecko handles this aspect of the Museum's vital service, assisting researchers from all over the world who come to Mystic to study, and corresponding with others. These researchers draw on the nearly fifty thousand imprints in the Library, which our Technical Processes Librarian, Susan Filupeit, ensures are properly cataloged and in good repair. The other source of information is the Museum's manuscript collection, which is the responsibility of Doug Stein, who sees to it that the nearly half million manuscript items are properly cared for and available for research.

While we have not yet solved the leakage problem in the Library, we are making progress toward that end. We have made additional progress this year with a thorough review of the temperature and humidity control systems that provide a more stable environment for the Library's priceless documents and imprints.

As an outgrowth of the work of the Museum's Yachting Committee, we were able to reinstitute our Oral History Program, under Fred Calabretta, to process and catalog the oral history tapes that are made by a variety of researchers around the Museum. The data they gather is of growing importance.

MUNSON INSTITUTE

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Oakes Ames
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Francis Oakley
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William B. White

MUNSON INSTITUTE AND WILLIAMS-MYSTIC STAFF

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William Ambrose
Katrina Bercaw
Ellen Huebsch
Kristi Sandoy

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PUBLICATION STAFF

Gerald Morris
Andrew German
Sandra Paden

The Publications Department, although among the Museum's smallest, has great outreach. Jerry Morris is supported in the publications effort by Andy German, and together they produce *The Log of Mystic Seaport*, as well as our growing book program. During the past year, the department published two books authored by Seaport staff, and worked on a number of others in progress. Our model builder, William S. Quincy, had his book, *The Three-Masted Schooner, James Miller: A History and Model Maker's Source Book*, published by the Seaport in conjunction with the Connecticut River Foundation in Essex. Writing from experience, another staff member, Francis E. (Biff) Bowker, took us from three-masted schooners to four-masters with his book, *Atlantic Four-Master: The Story of the Schooner Herbert L. Rawding, 1919–1947*. Among the projects that lie ahead are a second volume from Waldo Howland, *The Concordia Years*, Bill Peterson's history of shipbuilding on the Mystic River, and a reprint of John Gardner's *The Dory Book*.

Two mechanical or technological developments during this year have also had strong impact on the Publications Department. The development of our own printing capability involves the department since it coordinates printing requests. The department has also used these increased capabilities recently in the reproduction of the fifty illustrative plates from the 1885 and 1898 editions of W. P. Stephens's *Canoe and Boatbuilding*. This has been a very economical reproduction of a rare and useful set of boat plans. Perhaps most encouraging is the addition of the laser printer to the department's word processing capabilities, which enables us essentially to publish books on demand. We have been frustrated in the past when it was simply too expensive to publish certain books containing very important information, but only of interest to a limited audience. As computer technology is applied in this field, we should be able to provide more good information at reasonable cost.



The versatile gallery space in the R. J. Schaefer Building accommodates several exhibits a year, such as the popular "Neptune's Favorites: The Romance & Reality of America's Clipper Ships." (Photo by Claire White-Peterson)

Curatorial

The heart of any museum resides in its curatorial efforts, and at Mystic we have two full departments directly addressing these concerns. Our more traditional Curatorial Department carries simply that name. It is headed by our Curator, Ben Fuller, who has responsibility for all of the historic objects and buildings ashore. This has been a year of considerable activity for all divisions of this department. In addition, we refined our focus on yachting, which is an interdisciplinary subject at Mystic Seaport, and designated Peter Vermilya as the Research Associate for Yachting within the Curatorial Department. Our Yachting Committee remains as energetic as ever, and it was essential that we have one individual on the staff responsible to monitor and coordinate this activity.

The work in Phil Budlong's Registrar's Office has remained as active as ever, processing the incoming gifts of objects, which, this year, included a very significant contribution of objects from the Tale of the Whale Museum, which came to us through the generosity of Mrs. Alma Wies. The museum, located in New London, closed after the death of her husband and our friend, Dr. Carl Wies.

The Registrar's Office did, however, have time for two longer range projects: the preparation of a registrar's operations manual for Mystic Seaport, standardizing the procedures that we use, and also a detailed systems analysis of the Registrar's Office work in anticipation of computerization of the records of our collections.

The Conservation Division is also fully involved with the arrival of new objects at the Seaport, including those from the Tale of the Whale Museum, as well as the many other items received this year. These included a spectacular James Bard watercolor of the steamboat *Saugerties*, given to us by longtime Munson Institute faculty member, Professor Jack Kemble. Dave Mathieson, who supervises the conservation work, and his colleagues, not only must care for the arriving objects and those already here by upgrading our storage areas, but also must work

closely with the exhibit staff in preparing items for public display.

In addition to refinements to some of our formal exhibits, the Exhibits Division, under Stuart Parnes, prepared three particularly interesting exhibits for the R. J. Schaefer Building. The year began with an exhibit entitled "Neptune's Favorites," focusing on the clipper ship era. During the late fall and through the winter, the R. J. Schaefer Building housed two comlementary exhibits, one on the yacht *America*, mounted in conjunction with the New York Yacht Club, and the other, "A Century of Defense," consisting primarily of Rosenfeld photographs of America's Cup competitions. In a cooperative effort, a history of the yacht *America* by John Rousmaniere was published by Mystic Seaport Museum Stores, in concurrence with the exhibit. As the fiscal year closed, an exhibit that captures the drama and pathos at sea, "Shipwrecks and Disasters," opened in the Schaefer Building. This exhibit was prepared with assistance from the Peabody Museum of Salem.

In the village exhibits, under the guidance of Bill Peterson, efforts are constantly being made to refine exhibits, such as the Shipsmith Shop during this year, and to improve other elements such as security barriers. Working with the Maintenance Department, studies were carried out and plans made for future work on some of our historic buildings, including the Buckingham House, New York Yacht Club Station 10, and the Stillman Building.

Elizabeth Parker Rafferty manages the monstrous Rosenfeld Collection, which has been particularly active this year. The complex task of cataloging and conserving this collection goes on, as does the transferring to videodisc of the core collection of some 26,000 Rosenfeld images. On the disc they will be accessible to individuals virtually anywhere in the world. Grants from the Institute of Museum Services and the Xerox Corporation have assisted with the preservation of this collection, while a grant from the Pew Memorial Trust has accelerated the cataloging process.

We were very encouraged by the enthusiasm with which the Rosenfeld pictures were received during this year. It was hoped that the Collection, through the sale of photographic prints and use fees, would be able to cover its own curatorial and administrative costs, and that was certainly the case during this year, with Rosenfeld income far exceeding the budgeted amount.

While many members of the Curatorial Department staff carry out research, two individuals have it as their primary assignment. Captain Bowker puts his years of experience at sea and his talent as an author to work on departmental research projects and in correspondence with others seeking assistance. Anne Witty has research on the collections as her primary responsibility.

Typical of the broad range of research that is carried on in the department is the work of the Small Boat Division. John Gardner continues his work as dean of the American small boat experts, while Barry Thomas leads the boat

Installing an exhibit, John MacFadyen and Stuart Parnes (behind) display the cameras used by Morris Rosenfeld and Sons. (Photo by Claire White-Peterson)



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Arthur Payne
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Jean Simpson
Walter Stubner
James Tower
Jane Wiles
Colleen Woods

shop operations through meticulous research, as they continue to turn out interesting vessels. This year, the primary focus has been on the construction of a working catboat, built in the manner used by the Crosbys of Osterville, Cape Cod, Massachusetts. As in the building of the Herreshoff tender a number of years ago, the actual building techniques have been relearned and reinstituted to ensure that this boat not only reflects the shape of the Crosby cat, but also its construction details. The information gained from this project will be recorded and published, and thus made available for future generations.

Shipyard

The other area where the Museum expends considerable energy in caring for its objects is the Shipyard. Dana Hewson ably directs this vital aspect of the Museum's program, and the work that is carried out reflects well on this institution and all associated with it. Using a team approach to the various projects in the Shipyard, a great many people participate in the decisions on the work that needs to be done, including such key individuals as Head Rigger Gary Adair, Shipyard Maintenance Supervisor Maurice Baron, Caulker Bill Brown, Vessel Maintenance Supervisor Esta Greenfield, Master Shipwright Roger Hambidge, Bulkhead Project Supervisor Al Radicioni and that key individual, Stockroom Supervisor Ted Kaye.

The year began with the *L. A. Dunton* being launched and her hull painted its original color: black. This accurate coloration met with some consternation from contemporary artists who have depicted the *Dunton* hull in dark green. During the summer, all of our major vessels were afloat and on exhibit, which gave much needed

Opposite: The view from aloft: *Emma C. Berry.* This surviving Noank smack is undergoing a major restoration and documentation program in the Museum's Shipyard. (Photo by Gary Adair)

time for repair and maintenance work on the lift dock, which has been in almost constant service since it was built more than a decade ago. The lift dock was back in action for the fall in time to haul the *Emma C. Berry*, our Noank wet-well smack, which was moved ashore from the lift dock on the Shipyard's trailer during the fall. This allowed our shipwrights to proceed during the winter on the *Berry*, replacing garboards and some topside planking, and giving her a new sternpost, rudder box and rudder, and a new deck.

With the *Berry* off the dock, it then was time to haul the *Charles W. Morgan* for her regular triennial hull examination and maintenance, and for installation of the ceiling and pointers in the forward section of the hold. Work has continued on the officers' quarters, and a new deck cabin, modeled on the one that was on the *Morgan* from 1875 through the 1920s, was installed. A particularly challenging part of the restoration involved the construction and installation of new pumps for the ship, which required boring a six-inch-diameter hole from top to bottom of a twenty-one-foot white pine log.

The work carried out on our vessels is the result of meticulous research, and once completed, is extremely well documented. This is an area in which our Shipyard has done pioneering work, setting a high standard for others in the field. As a result, the Seaport was commissioned by the Historic American Engineering Record of the Department of the Interior to develop the standards for ship documentation to be used by their teams in future work.

Another extremely successful season was

SHIPYARD

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Waldo C. M. Johnston
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Olin J. Stephens II
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Bill Hickey
Ken Hodgson
Frank Holby
Jon Kirby
George Krzymowski
Steve Lee
David Lyon
Forrest Mitchell
Bob Neeld
Sneed Schmidt
Bob Scott
Bill Steinbuch
Walt Strang
Bill Webster
Bob Worsley
John Zimmerman



On a wet and blustery April day, the *Charles W. Morgan* is relaunched from the Shipyard's lift dock. (Photo by Nancy D'Estang)

logged by *Sabino*, under the leadership of Dick Lotz. Her hourly cruises along the Seaport waterfront, her seasonal evening runs downriver to Noank, and her special music cruises all remain popular.

Slow but steady progress was made during the final stages of the construction of our bulkheads at the north end of the Museum grounds. The Shipyard made a significant impact on the community through its efforts to help create the new flagpole in the center of the village of Mystic. During the celebration of the Fourth of July, 1986, well deserved praise was directed at our Shipyard and at the Seaport, as well.

Education

It will be obvious to anyone looking at this report that the Education Department is the largest department of the Museum, and that this institution places a very high priority on the programs for which this department is responsible. Jane Keener does a superb job in directing this large and complex department. But in this year, particular praise must be given to the supervisors of the various divisions and, in turn, their colleagues, who have carried on effectively and well while an enormous amount of Jane Keener's time has been absorbed in the visitor reception center project. The fact that the department continues to run so well and so creatively is evidence of the dedication and enthusiasm of this staff.

The majority of the Education Department staff members work in the area of interpretation, under the supervision of Ann Peabody. During peak season, we had twenty-two exhibits interpreted by staff members, in addition to our Special Demonstration Squad, roleplayers, and chanteymen. In an effort to further enliven the Museum and enhance the visitor's experience, two new programs were tried and proved very successful. Traditional fresh-squeezed lemonade, that simple summer drink, became a sensational success. Costumed staff members prepare each glass before the eyes of visitors, who enjoy both the process and the satisfaction the lemonade delivers when consumed. The nineteenth century atmosphere has also been enhanced by

the presence of horses and carriages, and it is clear that our visitors enjoy this once common but now novel form of transportation around the Museum, as they do *Sabino*.

The interpretive division plays a key role in the Museum's extremely successful Lantern Light Tour program and its daytime counterpart, the Yuletide Tour. Lantern Lights this year ran for fifteen nights, and more than one hundred people were involved in this effort, which is remarkable when one considers how busy the Christmas season is for most people.

Our work with school children is conducted by the School Services Division under the leadership of Penny Lisi. This year proved to be a satisfying one, with school group attendance increasing in both the fall and spring. During the summertime, in addition to their formal programs, the museum teachers apply their talents to a number of programs for young people, including children's tours and summer camps.

With the broad objective of heightening the awareness of both the significance of our maritime heritage and the educational assets that exist at Mystic Seaport, the Museum held a teachers institute with support from the Connecticut Humanities Council. This program proved to be extremely successful, with forty teachers staying aboard the *Joseph Conrad* and having an opportunity to fully explore the Seaport and its offerings. Another grant has made it possible for this division to publish a newsletter for Connecticut teachers, which spreads the word even farther. The year resulted in a very positive outlook for our school programs.

Craft classes kindle youthful interest in such traditional skills as ship carving. (Photo by Mary Anne Stets)



Another responsibility of the Education Department is the operation of our Planetarium and its associated teachings. The Director of this effort is Don Treworgy, who is, without doubt, one of the most dedicated members of the staff. In addition to regular Planetarium programs, the Planetarium staff offer a number of courses and special presentations, ranging from the summertime Skywatchers Guide, to courses in piloting, celestial navigation, marine electronics, and meteorology taught at the Seaport and at other locations. The coordination of all of these programs, as well as the calculations to properly set our Planetarium projector, have been facilitated by the acquisition of a small computer, made possible through the generosity of the Bodenwein Public Benevolent Foundation.

The Museum's Sail Education Program, led by Connie Boehm, had a successful year, with attendance up for the eight sessions held during the summer. One of these was an experimental ten-day session, giving youngsters in this group a greater opportunity to be involved in the Museum and to pursue their sailing instruction. The major portion of our sail training activities takes place in the spring and fall, with classes for people from the local region. During the fall, eleven different classes were conducted, and in the spring, nine. These range from beginning sailing through racing, with as many adults as children attending.

Our schooner *Brilliant*, under the steady hand of her captain, George Moffett, set a brilliant record during 1986, with a highly successful series of trips with young people and adults. In competition, the *Brilliant* sailed to a number of victories, including being the first boat across the finish line in a race from Marblehead, Mas-

EDUCATION

EDUCATION COMMITTEE

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Mrs. W. A. Macphail
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Jane Schaefer
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sachusetts, to Halifax, Nova Scotia. In this race, the fifty-four-year-old *Brilliant* competed with the most modern vessels. Continued emphasis is given to the ongoing care for this vessel, which was made easier this year through the new canvas winter cover for *Brilliant*. As has been mentioned, an endowment fund is being established to provide for her long-term upkeep.

Although mentioned earlier, it seems appropriate to end our Annual Report with a few additional comments regarding the Intern Program, coordinated by Glenn Gordinier. I first joined the staff of Mystic Seaport eighteen years ago because a museum director elsewhere had suggested that it was a place to go to learn, since Mystic had all the problems that faced museums. In this report, you have read about some of the problems and opportunities. You have also learned how the Trustees, employees, and volunteers are addressing these issues. We do not have all the answers, and we can certainly find a great many ways to improve our museum. However, Mystic Seaport is a fine place to learn solutions as well as problems, and those who have come in recent years as part of the Internship Program have become aware of this very quickly. With the enthusiasm we receive from our donors and our staff, I think we can look with confidence to Mystic's future and know that it will continue to be an exceptional place of learning, offering an extraordinary experience for all who visit!

The Pilots, a group of dedicated members, each year offer the Museum two weekends of such work as painting fences. (Photo by Claire White-Peterson)



Development Department Annual Report

1986 has brought the Seaport and the Development Department many successes. Our membership acquisition campaign continues to provide us with many new friends, as well as new potential sources for gifts to the Museum.

Our members' contributions to the Annual Giving Program have doubled our primary source of unrestricted income over the past three years. Thanks to the continuing and growing support of our membership, we have been able to sustain the quality of the Seaport's offerings.

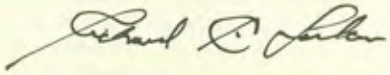
However, we face two extraordinary challenges as we contemplate our future needs. The first is competition. I doubt one must remind the reader of the intensity with which nonprofit organizations feel obliged to solicit support for their causes. You need look no further than your own hospital, church, or educational institution to know how urgently the nonprofit community needs and seeks your support and involvement. As museums across the country debate primary ideological considerations involving their role as educators versus entertainers, we find ourselves competing fiercely for the philanthropic dollar in a highly sophisticated environment. The second point is just that: prospective donors have become an increasingly savvy and demanding audience. You know much more about what you do and do not want to support, and you are much more articulate regarding your expectations.

Several critical trends that have developed in the philanthropic world further intensify the need to raise funds more aggressively. According to the American Association of Fundraising Counsel, private donations to charities last year totaled $87.22 billion, and another $5.8 billion came from bequests. Companies or corporations donated $4.5 billion, and private foundations supplied the remaining $5.1 billion. Thanks to the remarkable bull stock market of 1986, foundation endowments and contributions surged upward. However, this occurred at a time when foundations felt obliged to restrict and more precisely focus their areas of interest and application guidelines as the competition for their funds grew beyond anyone's expectations. At the same time, the slowdown over the past two decades in the rate of formation of new foundations is a very real concern.

In this climate of fierce competition, we must rely more and more on the support of individuals. While we have always valued the contributions and involvement of our membership, we must work harder and harder to satisfy your needs and address your interests, as we have begun to do with more special events on the grounds, as well as our lecture series, Southern New England and the Sea. We must also develop new constituencies who can help underwrite the depth and breadth of the museum's programs and exhibits.

We have begun a planning process that will enable the Seaport to identify, substantiate, and articulate our future needs. Now we must intensify our fundraising efforts and raise our sights in order to deal with the challenges that lie before us.

As we address these issues, and many others, we realize we must better serve and inform our members about our programs and the opportunities that lie ahead, for we will be turning to you, our members, to volunteer your time and leadership in helping us secure the Seaport's future financial well-being.



GLOSSARY

Annual Giving Fund. Unrestricted gifts raised from members, friends, and other constituencies, which then are pooled to help meet the Museum's operating expenses, such as physical plant maintenance, staff salaries, and restoration and preservation expenses. The Annual Giving Fund helps to bridge the gap between the Seaport's income sources (including a relatively small endowment) and operational expenses. In 1986–87, the Seaport saw over $1 million in unrestricted gifts, one-third earmarked for the Annual Giving Fund.

Capital Fund. Gifts raised from members, friends, and other donors for some specific "one-time" purpose, such as the construction of the new visitor reception center or the purchase of the Rosenfeld Collection. Capital Fund gifts are usually above and beyond Annual Giving Fund donations, and often come from such sources as appreciated property, inheritance, or savings.

Cash. The simplest form of gift to Mystic Seaport is cash. Gifts of cash are deductible, for Federal Income Tax purposes, up to a maximum of 50 percent of your adjusted gross income in any given year. Any excess may be carried forward and deducted, subject to the same 50 percent limitation, in the next five taxable years, until such excess has been fully deducted.

Corporate Support. Mystic Seaport's Annual Giving Fund needs to receive strong support from local, national, and international corporations. Corporate membership provides support to the Museum while providing extensive benefits to corporate executives and employees.

Endowment. Gifts restricted by the donor, or unrestricted gifts that the trustees restrict by resolution, which are placed in a permanent fund that allows only earned income to be spent. The principal sum (the endowment) is invested by the officers of the Museum. Some capital funds are designated as endowment. Unrestricted Annual Giving Fund gifts are not placed in the endowment. The Museum's endowment, although not large in comparison to other museums, stands at $14.7 million. A small endowment generates only limited income to support annual operating expenses—which in turn means more funds must be raised annually to maintain a balanced budget.

Fiscal Year. The financial year at the end of which accounts are balanced. Mystic Seaport's fiscal year runs from May 1 through the last week of April. If you contribute to the Museum in April and receive a fund-raising appeal in October, it is because we need your support every fiscal year.

Foundation Support. An extensive program of grant applications has produced significant support from foundations and government agencies. Recent grants have provided funds to advance cataloging of the Rosenfeld Collection, and to provide support toward numerous education programs, in addition to general operating support.

Gift Clubs. Established to recognize individual donors of specific gift amounts, and to provide a "ladder" of gift sizes, as individual incomes and circumstances permit. Membership in Mystic Seaport's gift clubs is open to members and friends of the Museum. All gift club memberships require personal giving by individuals, but members are encouraged to supplement their contributions with corporate matching gifts, which may be used to qualify.

* *The President's Afterguard.* Founded in 1986, this gift club is based on an annual outright gift (or a combined matching gift) of $5,000 or more. President's Afterguard members are invited to the Museum annually for a special recognition dinner.
* *The Starboard Watch.* Recognition is based on an annual, outright gift (or combined matching gift) of between $1,000 and $4,999. Donors receive special recognition premiums at the Starboard Watch level.
* *The Port Watch.* Recognition is based on an annual, outright gift (or a combined matching gift) of between $500 and $999. Donors receive a special recognition premium.
* *The Anchor Watch.* Recognition is based on an annual, outright gift (or a combined matching gift) of between $100 and $499. Donors receive a special recognition premium.

Life Insurance. If you no longer need the protection of a life insurance policy, you may irrevocably transfer ownership of the policy to Mystic Seaport. In most cases, you will be entitled to a charitable deduction approximately equivalent to the policy's cash surrender value. There are other options that can be advantageous to you regarding: (1) payment of premiums on policies, (2) fully paid insurance policies, (3) taking out a new insurance policy naming Mystic Seaport as owner and sole beneficiary.

Matching Gifts. Participating companies match (sometimes up to four times) the amount of dollars given to institutions by their employees. The company only matches a gift after the donor has sent in his/her gift to a selected institution, and only when he/she has indicated a desire to have that gift matched. Normally, an employee sends in a company matching gift

form along with his/her personal gift to the Seaport. These forms can be obtained from the personnel office of most matching gift companies. This process is an effective and relatively simple way for Mystic Seaport's members and friends to increase their gifts.

Planned Giving *(also known as Deferred Giving).* A long-term method of giving, in which a gift's use by the Museum is postponed until a specified future date. A simple example is a bequest in which the Museum is named as a beneficiary in an individual's will. Upon the death of the donor (and often his/her spouse), the Museum receives the gift as specified by the donor in a will. In some years, almost one-half the money received by the Museum has come through bequests. Other deferred giving mechanisms include charitable remainder annuity trusts, charitable remainder unitrusts, pooled income fund contributions, transfers of residence, and personal property where the donor retains a life estate and life insurance policies.

Real Estate. Real property, including land, buildings, or leaseholds, are welcomed. Gifts of appreciated real estate follow the same general guidelines as those gifts of appreciated securities. Should you wish to retain the use of a personal residence during your lifetime, income and estate tax benefits can be realized by deeding such real estate to Mystic Seaport while retaining a life interest.

Restricted Gift. A gift where the donor specifies its use. Samples of restricted gifts would be for ship preservation, sail education scholarships, or library acquisitions.

Retained Life Income Gifts. Donors may make a gift to Mystic Seaport now and continue to receive income from the assets. Money, preferred irrevocably to a trustee, and a specified annuity (or a percentage of principal value) will be paid each year to the donor and/or another beneficiary named. After the death of the last income recipient, the principal belongs to Mystic Seaport. A retained life income gift ordinarily has both income tax and estate tax advantages for the donor. Because these gifts (which are set up as trust funds—either in the form of a unitrust or annuity trust) are separately invested, a minimum gift of $50,000 is required to allow for adequate investment diversification.

Securities. A gift of securities enables you to take a charitable deduction on your income tax return equivalent to the full market value of the securities. A gift of appreciated securities is of considerable tax advantage to you, and may allow you to avoid the tax on capital gains, which you would pay if you were to sell the securities.

Unrestricted Gift. A gift made without any specified conditions for its expenditure. Regular Annual Giving Fund gifts are unrestricted. Unrestricted gifts allow the Museum to expend funds where they are most urgently needed. These gifts are especially important to Mystic Seaport since these unrestricted annual gifts must meet the operating costs and ultimately balance the budget.

MEMBER'S BENEFITS AND DUES

Individual $25

Free admission for member; discounts on guest admission, many Seaport programs, Seaport Stores purchases*, and dockage; advance reservation privilege for dockage; subscription to *The Log* and *Wind Rose*; a car decal.

Family $40

All the benefits of Individual Membership plus admission for family (spouses and children 18 and under or grandchildren 18 and under).

Participating $50

All the benefits of Family Membership plus line drawings of *Charles W. Morgan.*

Sustaining $125

All the benefits of Family Membership plus one night free dockage per visit.

Associate $250

All the benefits of Sustaining Membership plus choice of members' tie, scarf, blazer patch, or burgee; yearly guest ticket book upon request.

Benefactor $500

All the benefits of Sustaining Membership plus Seaport photography by Oliver Denison III.

Life $2,500 (single payment)

All the benefits of Sustaining Membership plus maritime art print.

*10% discount at Seaport Stores and catalog on any purchase of $5 or more excluding items on sale (maximum discount—$100 on each purchase).

CONTRIBUTORS TO THE MUSEUM, 1986–87

In this "who's who" of Mystic Seaport, we recognize the important role played by our 2,453 donors this year. With a growing number of annual contributors and a growing average gift size, this year we introduce new categories to recognize several levels of donor support. The titles reflect the sailors who kept watch over a vessel's well-being. Today our donors tend to the Seaport's future by providing necessary annual operating support.

Yet, for every donor listed in the categories below, there are *seven* Seaport members. We are mindful of all 16,666 of you. Though your names have not been listed, your contribution is much appreciated. Your support is the foundation upon which Mystic Seaport stands in its mission to preserve America's maritime heritage and present it to future generations in the years to come.

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Every effort has been made to insure the completeness and accuracy of this report. However, in a list such as this, there are inevitably omissions or errors. If your name does not appear, or is misspelled, please notify the Development Office, so that we can correct the error and apologize.

The most common cause of confusion is the Seaport's somewhat unusual fiscal year, which runs from May to April. Donors listed in this issue of the magazine are from the 1986–87 fiscal year, which concluded 24 April 1987. If you feel you are being "over solicited," and that your giving has not been recognized, it is probably because of fiscal-year confusion. Gifts postmarked after April are normally accounted for in the next fiscal year (in this case, 1987–88).

Horse and carriage rides enliven the Museum grounds during the summer months. (Photo by Claire White-Peterson)



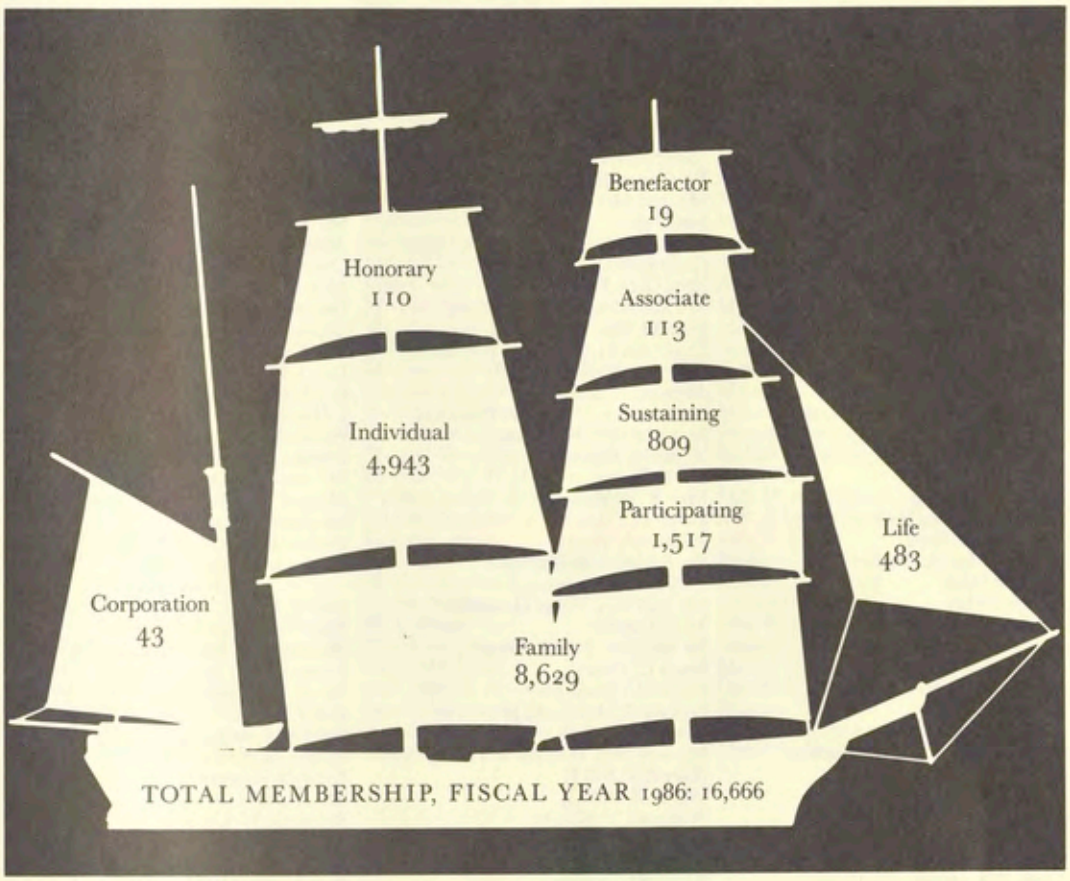
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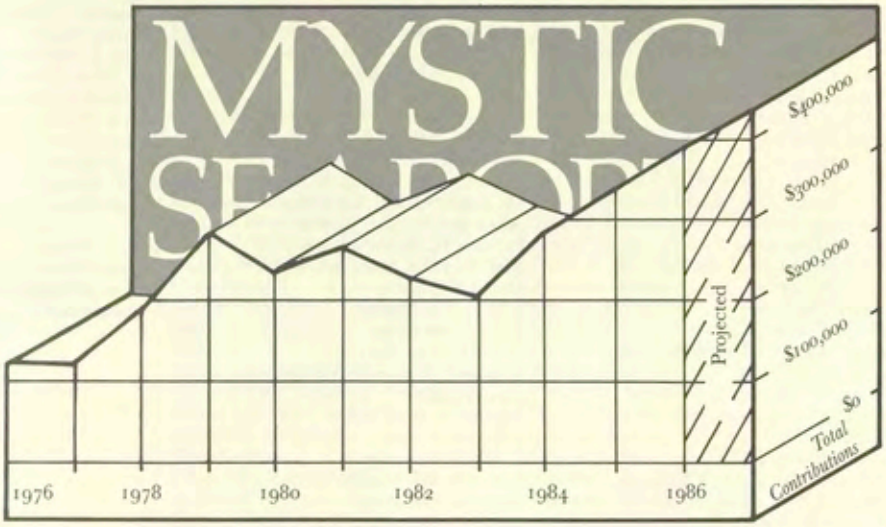


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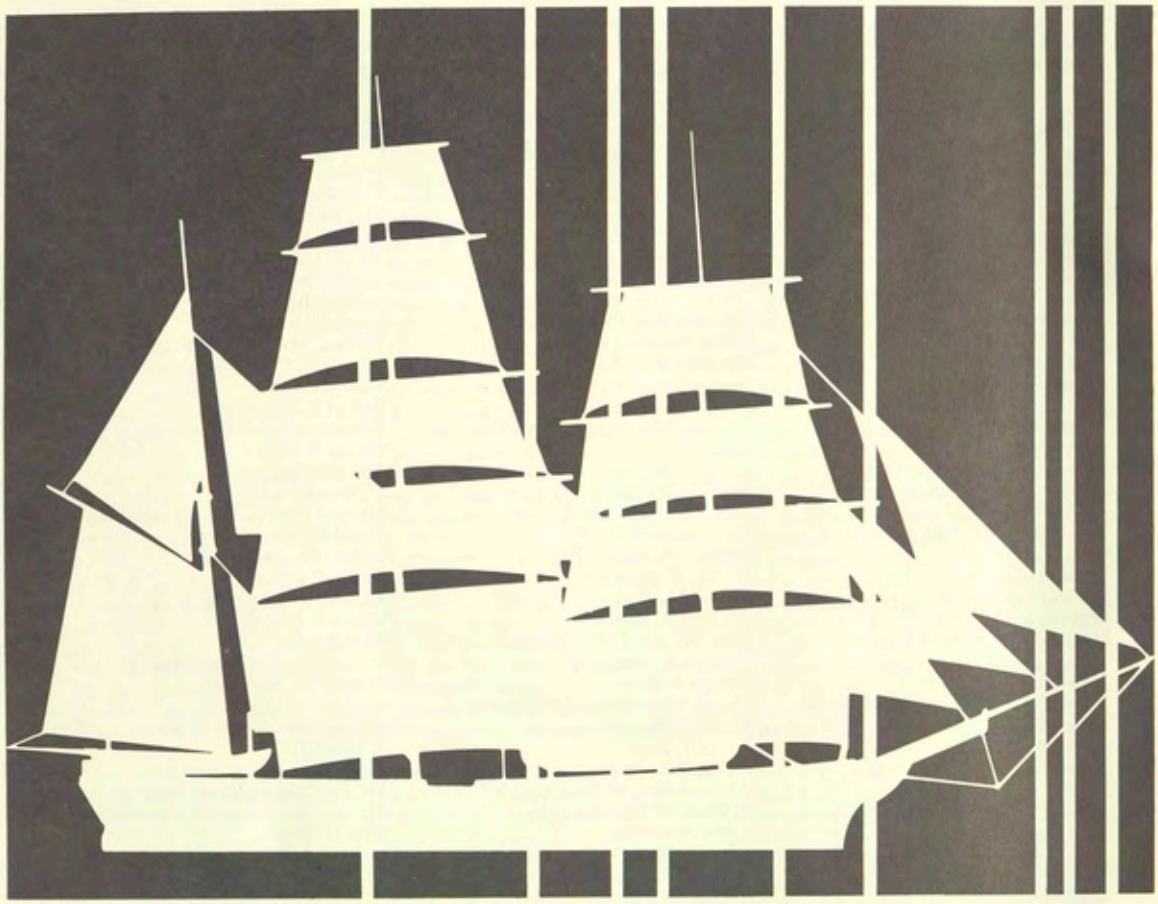


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MISCELLANEOUS $325,000 3.04%

FILM & VIDEO SALES $299,200 3.04%

PUBLISHED MATERIAL $109,700 1.12%

GAIN ON SALE OF INVESTMENT
(Reinvested) $1,536,500 15.64%

PROGRAM ADMISSIONS $761,800 7.75%

ENDOWMENT AND OTHER INVESTMENT INCOME $1,006,700 10.25%

RENTALS $275,000 2.80%

MEMBERSHIP DUES $689,500 7.02%

GIFTS $1,442,400 14.68%

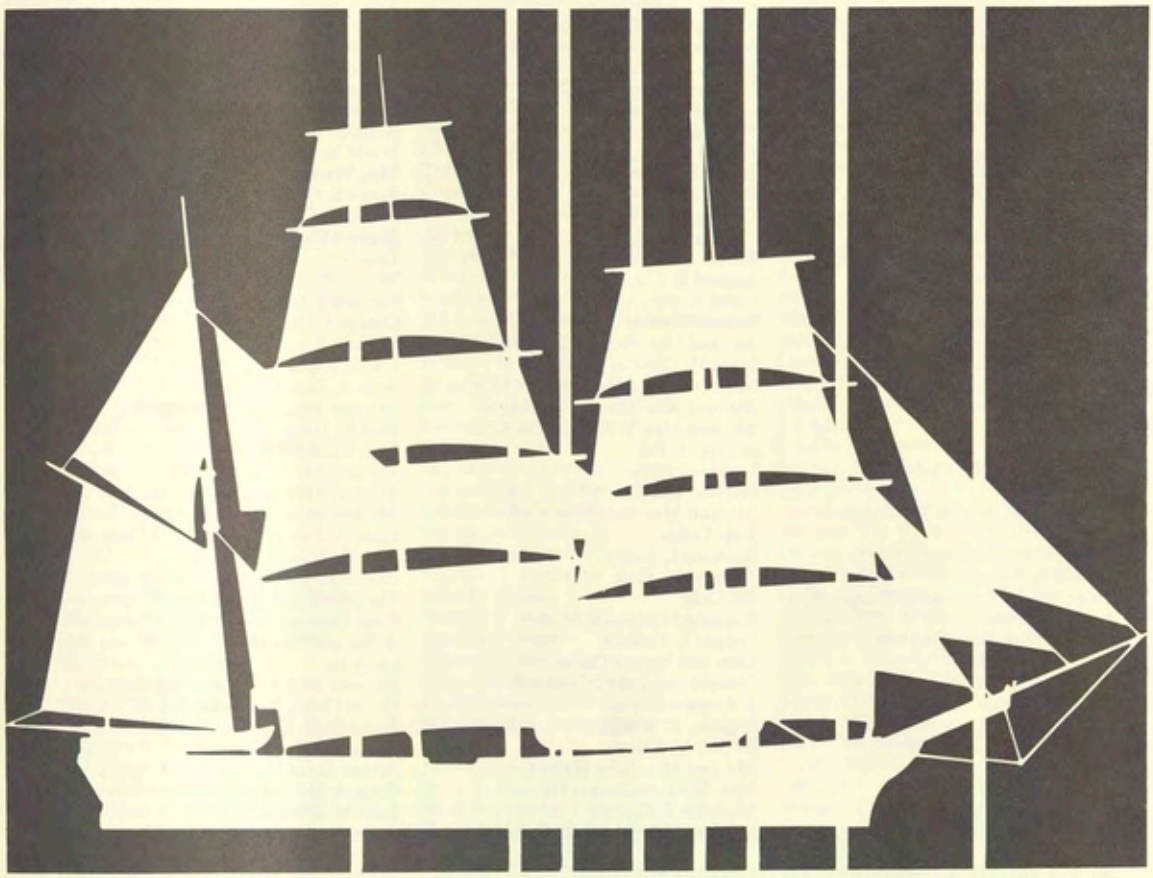
GATE ADMISSION $3,380,100 34.40%

TOTAL: $9,825,900

* Does not include auxiliary operations (Stores & Galley).

MYSTIC SEAPORT MUSEUM EXPENSES*

Fiscal Year Ending 24 April 1987



EDUCATION $1,420,600 16.92%

SHIPYARD $1,112,400 12.75%

CURATORIAL $685,700 7.86%

LIBRARY & PUBLICATIONS $326,900 3.75%

FUND RAISING & MEMBERSHIP $449,100 5.14%

PUBLIC AFFAIRS $502,300 5.76%

SECURITY $367,700 4.22%

MAINTENANCE $1,245,900 14.28%

SUPPORTING EXPENSES $2,612,300 29.95%
(Accounting, Administration, Data Processing, Docks, Film & Video, Insurance, Personnel, Photo Lab, Utilities, Visitor Reception)

TOTAL: $8,722,900

* Does not include auxiliary operations (Stores & Galley)

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Frazier Cheston
Linnea Chilstrom
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Marina S. Finch
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Edwin H. Fisher
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Lydia L. Grzeskowiak
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Catharine B. Guiher
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Mr. and Mrs. Maurice F. Hanson
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Jennifer Harding
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Mr. and Mrs. John F. Harper, Jr.
Eric Harrah
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John W. & Elizabeth B. Harris
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Anne Turnburke Harrison
George H. Hart, Jr.
Mr. and Mrs. Richard P. Hart
Wesley T. Hart
Eldon Harvey, Jr.
Robert Eldon Harvey
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Mrs. Louis Hawes
Richard A. Hawie
Mr. and Mrs. John H. Hawke
Peter and Kathy Hawkins
Mr. and Mrs. Charles Bart Hawley
Hazel R. Hawthorne
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Mrs. Haskell W. Hayden
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F. Parker Heinemann
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Svea A. Herbst
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John B. Morse
John D. Morse
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Christopher P. Mullen
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Otto Muller
Ellen Mulvey

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Martha Murray
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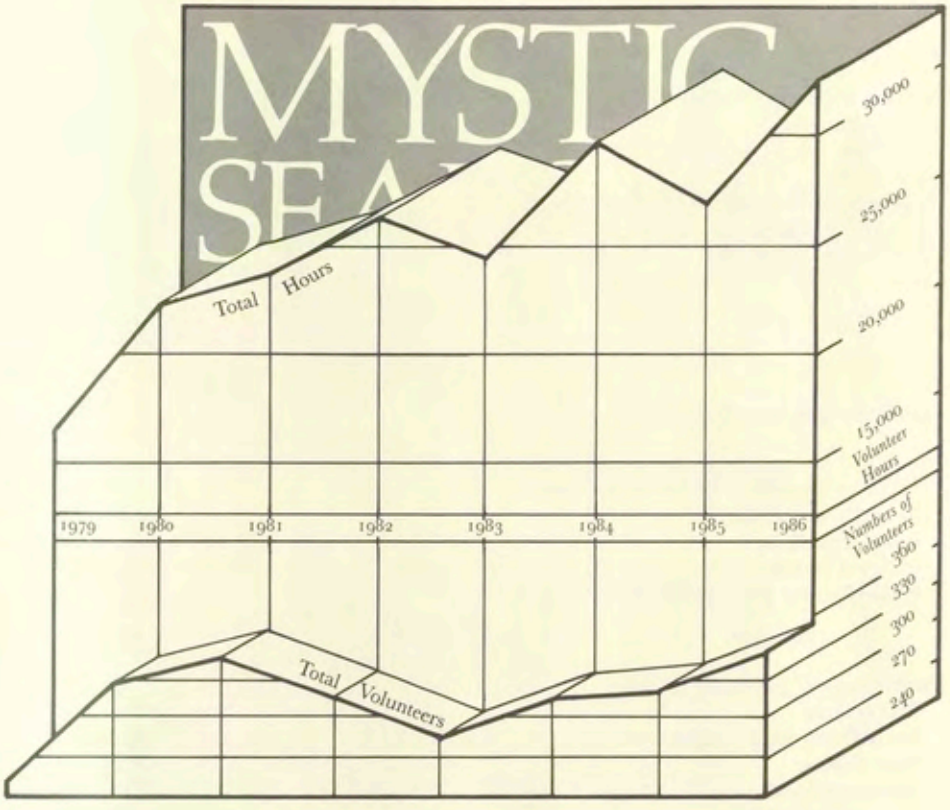
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SEVEN YEARS OF VOLUNTEER SERVICE
1979–1986



This has been an exceptional year for Volunteer Services. The amount of time donated and recorded exceeded 30,000 hours for the first time; also the number of positions and opportunities for volunteer involvement increased throughout the Museum.

A total of 351 individuals contributed some form of service, ranging from one hour for a special event to the 1,019 hours Bill Dinan gave to several departments throughout the year.

Approximately 211 individuals gave time on a weekly basis, while seasonal volunteers numbered 47. The remaining people took part in a variety of special events.

Of particular interest is the growing number of people who contribute large amounts of time. There were thirteen volunteers who each gave over 400 hours of service. Of that number, five donated more than 600 hours.

Special events continue to be a way for entire families to participate as volunteers. In 1986–87, forty-three were listed as Seaport volunteers.

The creative utilization of volunteer services and the support of our paid staff contributes substantially to the success of this effort. Community interest in the Museum through Volunteer Services is presently quite high. We consistently attract people with diverse skills and interests whose contributions will benefit the Museum for years to come. In return, Mystic Seaport Museum must continue to recognize both group and individual accomplishments, provide good job design, and support volunteer involvement throughout the Museum.

It may not be possible to reach 30,000 hours every year, but if we measure each year by the amount of work accomplished and the support of the volunteers involved, then every year will be successful.

MYSTIC SEAPORT MUSEUM / CONSOLIDATED BALANCE SHEET

As of 24 April 1987 and 29 April 1986

Assets	*24 April 1987*	*29 April 1986*
Cash & Short-Term Investments	$ 1,033,500	$ 256,600
Receivables	534,900	444,300
Inventories	1,448,500	1,357,000
Investments	12,678,700	12,152,100
Investment in Rosenfeld Photo Collection	1,809,900	1,809,900
Fixed Assets—Net	8,035,500	7,682,900
Contributions Receivable		805,500
Other	137,700	129,400
Total Assets	$25,678,700	$24,637,700
Liabilities and Fund Balances		
Liabilities:		
Accounts Payable and Accrued Expenses	$ 1,062,700	$ 1,001,000
Notes Payable to Bank	565,000	2,162,200
Long-Term Debt	53,600	
Deferred Income	554,100	138,800
Pooled Income Fund/Deferred Income	338,300	
Total Liabilities	$ 2,573,700	$ 3,302,000
Fund balances:		
Endowment	$10,933,100	$ 9,535,200
Board Designated Endowments	3,656,900	3,202,500
Plant Funds	7,675,000	7,376,400
Operating Funds	(293,000)	78,000
Special Projects Funds	1,133,000	1,143,600
Total Fund Balances	$23,105,000	$21,335,700
Total Liabilities and Fund Balances	$25,678,700	$24,637,700

MYSTIC SEAPORT MUSEUM / GIVING TOTALS 1986–87

Source	*Unrestricted*	*Capital and other restricted*	*Total 1986–87*	*1985–86*
Gifts and Grants	$ 764,000		$ 764,000	$ 638,900
Endowment Gifts		$ 437,600	437,600	1,549,300
Bequests	102,800		102,800	314,600
Proceeds from Donated Boats	138,000		138,000	122,700
	$1,004,800	$ 437,600	$1,442,400	$2,625,500

Note: Certain 1986 financial information has been reclassified to conform to the 1987 presentation.



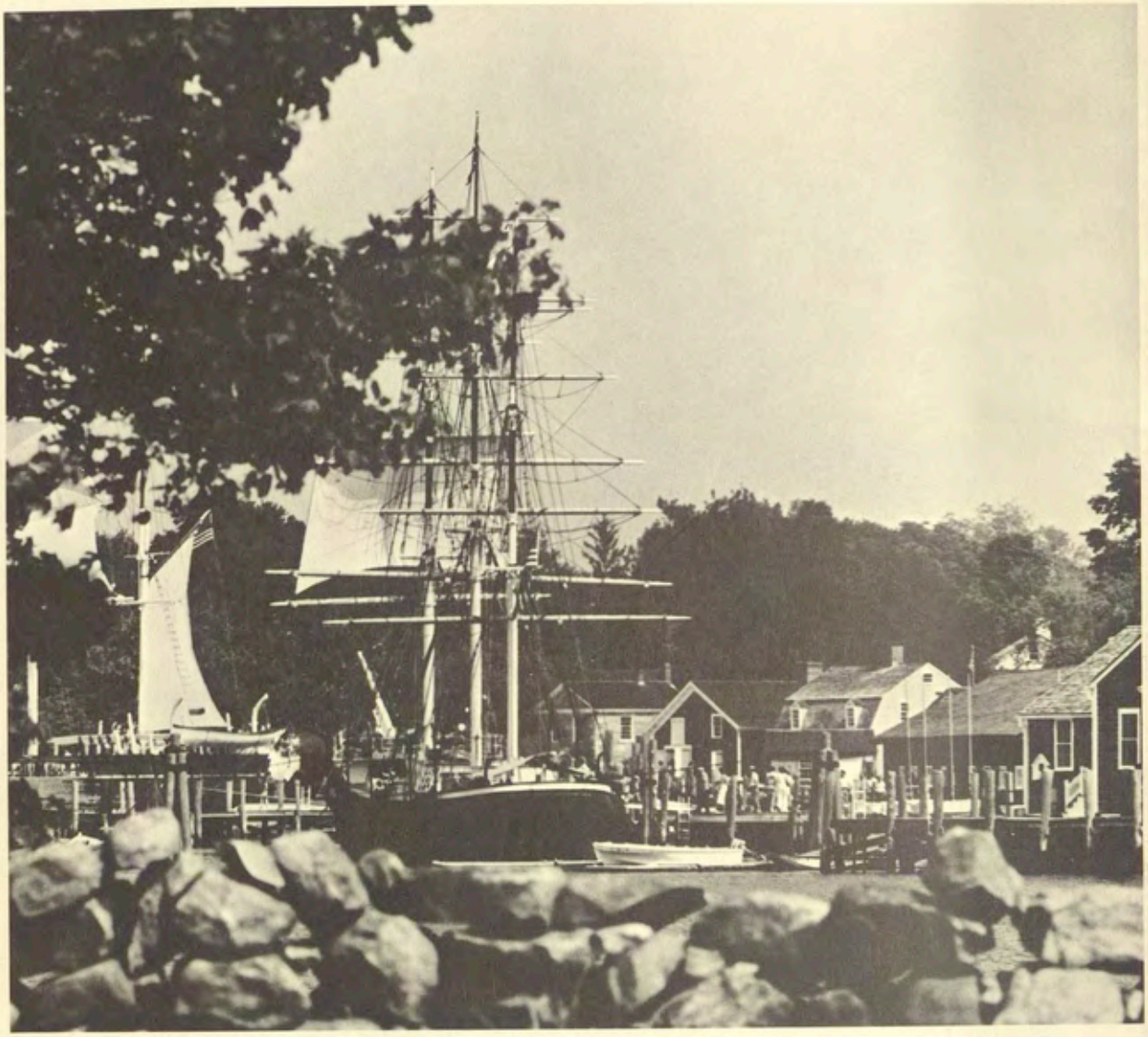
MYSTIC SEAPORT MUSEUM
"CHARITABLE IRA"

The 1986 Tax Reform Act eliminated for most individuals the deductions to an IRA. You may, however, still establish a "Charitable IRA" more commonly known as a deferred gift annuity. Simply, a gift to Mystic Seaport Museum now could provide you income at your retirement. A deferred gift annuity provides the following:

- ☆ an immediate tax deduction (the longer the deferral the larger the tax deduction)
- ☆ you select the date on which payments are to begin
- ☆ a portion of each payment is tax free income
- ☆ lifetime payments are guaranteed by Mystic Seaport Museum, Inc.
- ☆ use of appreciated property to fund the annuity—any capital gain attributable to the gift will be prorated over your life expectancy
- ☆ you can make a meaningful gift to Mystic Seaport and provide for retirement security as well

For further information contact:

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